ACTIVITY REPORT For the second quarter of 2023





TCHAIKAPHARMA HIGH QUALITY MEDICINES INC.

25.07.2023

General information about Tchaikapharma High Quality Medicines Inc.

History and development of Tchaikapharma High Quality Medicines Inc.

Legal and commercial name

The legal and commercial name of the company is Tchaikapharma High Quality Medicines Inc.

Location and registration. Unique Identification Code (UIC)

The Company was listed in the Commercial Registry by Decision from 14.03.2000 on the company case 1096/2000 of the Varna District Court as as a joint stock company named TCHAIKA PHARMA INC.

By decision of the General Meeting of Shareholders from 04.07.2003, entered by Decision from 30.07.2003 on the company case 1096/2000 of the Varna District Court, the name was changed to TCHAIKAPHARMA HIGH QUALITY MEDICINES INC.

The Company is listed in the Commercial Register of the Registry Agency at the Ministry of Justice with **UIC 103524525.** With registered office. 1 G. M. Dimitrov Bld .

Foundation date and duration in time

The Company was founded and entered in the Commercial Registry by Decision from 14.03.2000 on the company case 1096/2000 of the Varna District Court as a joint stock company. The duration of the Company is not limited in time.

Country of Company registration, headquarters and address pursuant to the Statute; legal form; legislation under which the Company operates

Tchaikapharma High Quality Medicines Inc. is a joint stock company which operates in compliance with the legislation of the Republic of Bulgaria.

The Company was incorporated in the Republic of Bulgaria.

The headquarters and registered office of the Company:

Republic of Bulgaria, 1172 Sofia, 1 G.M. Dimitrov Blvd.

Contact Address: 1172 Sofia, 1 G.M. Dimitrov Blvd.

Telephone: (359 2) 402 64 82

Internet site: <u>www.tchaikapharma.com</u>

Important events in the development of the business of the Company

Important events in the development of the Issuer for the last three years:

- Tchaikapharma High Quality Medicines Inc. was not transformed.
- Tchaikapharma High Quality Medicines Inc. was not transferred or pledged.

• There were no significant changes in the scope of activity of Tchaikapharma High Quality Medicines Inc.

• There were no filed claims for opening of insolvency proceedings.

• By Decision of the General Meeting of 22.06.2020 the capital was increased from BGN 82,200,000 to BGN 84,500,000, by issuing BGN 2,300,000 (two million and three hundred) new ordinary shares with a nominal value of BGN 1 (one). The increase of the capital has not yet been entered in the Commercial Register, and therefore is not reflected in current reports.

• By Decision of the General Assembly of 14.06.2021 the profit of 2020 in the amount of BGN 603,702.40. (62,377.07 (Sixty-two thousand three hundred and seventy-seven levs and 07 st.) to be allocated to reserves and BGN 541,325.33 (Five hundred and forty-one thousand three hundred and twenty-five levs and 33 st.) to be allocated to the Retained Earnings Fund. On 21.07.2021 the capital increase of Tchaikapharma High Quality Medicines Inc. was registered.

• By Decision of the General Assembly of 20.06.2022 the profit of 2021 in the amount of BGN 1,399,422.40. (One million three hundred and ninety-nine thousand four hundred and twenty-two leva and 24 st.) shall be allocated as follows BGN 139,942.22 (One Hundred and Thirty Nine Thousand Nine Hundred and Forty Two Levs and 22 Sts.) to be allocated to reserves and BGN 1,259,480.02 (One Million Two Hundred and Fifty Nine Thousand Four Hundred and Eighty Levs and 02 Sts.) to be allocated to Retained Earnings.

• By Decision of the General Assembly of 20.06.2023 the profit of 2022 in the amount of BGN 1,791,019.53. (One million seven hundred and ninety-one thousand nineteen leva and 53 st.) shall be allocated as follows BGN 271,101.95 (Two hundred and seventy one thousand one hundred and one levs and 95 Sts.) to be allocated to reserves and BGN 2,499,194.65 (Two Million four hundred and ninety-nine thousand one hundred and ninety four levs and 65 Sts.) together with the retained earnings for 2021 in the amount of BGN 1,800,805.35 (One million eight hundred thousand eight hundred and five levs and 35 st.) to increase the capital of the company.

• The current capital of the Company is BGN 84,500,000 distributed in 84,500,000 ordinary dematerialized voting shares with a par value of BGN 1 (one) each.

Tchaikapharma High Quality Medicines Inc. is one of the fastest growing Bulgarian company specialized in manufacturing high quality and affordable generic and original medicines. The production facilities of the company are built in accordance with European requirements. The company is focused of quality and safety of the production of medicinal products for human medicine. In the years in which the company has been on the market it has proved its honesty and patient care.

Its main goal is the renewal of current trends in the worldwide drug therapy. The main priority for the company are medicinal products for the treatment of diabetes, diseases of the central nervous system, cancers and it is mainly focused on medications associated with the treatment of cardiovascular diseases.

Investments

Major investments for each of the following financial years: 2020, 2021 and 2022.

Overview of the investments in fixed assets by type and year is presented in the following table.

Investments for the period	2020	2021	2022
Tchaikapharma High Quality Medicines Inc.			
I. Fixed tangible assets	13 861	4 630	964
1. Land and buildings	13 042		
2. Property and equipment	667	4 596	957
3. Other fixed assets	152	34	7
II. Fixed intangible assets	939	375	417
1. Industrial property rights	919	307	417
2. Software	9	49	
3. Patents and licenses	224	19	
Total amount of acquisition of fixed tangible			
and intangible assets	14 800	5 005	1 381

Major investments in progress

The installed new granulation equipment - mixer-granulator, vortex dryer and regranulator - has started to work, already at normal rates.

Economic activity

The entered in the Commercial Register activity of the Company is: purchase of substances and formulations for the production and sale of pharmaceuticals in finished or processed form, (after Marketing Authorisation); primary and secondary packaging of formulations (after Marketing Authorisation); import, export, re-export and merchandising in original or processed form; barter transactions and commissions; commercial representation of foreign and domestic individuals and legal entities at home and abroad; industrial and

commercial management; consulting, marketing, brokerage, leasing, licensing, entrepreneurship, transport and shipping, research and development activities.

Currently the main scope of activity of the Company can be summarized as follows:

- Production
- Packaging (primary and secondary)
- Marketing and promotion of medicines
- Research and Development

Tchaikapharma High Quality Medicines Inc. continuously maintains its production facilities in accordance with the contemporary European requirements for Good Manufacturing Practice in the production of medicines. At present, more than 150 medicinal products are produced in the company's factories. The premises and the equipment of the factories are executed in full compliance with the European requirements for the production of medicines and for the plant in Varna – also for sterile medicinal products.

Submitted documentation to BDA (Bulgarian Drug Agency):

Submitted documentation to BDA (Bulgarian Drug Agency):

Submitted applications for MA for new products:

Torasemide-Tchaikapharma 5 mg; 10mg; 20 mg tablets - IAL-18136/26-04-2023; IAL-18138/26-04-2023; IAL-18139/26-04-2023

Submitted renewals:

Submitted variations:

Cordacare Plus 10mg/12.5mg; 20mg/12.5 mg tablets - var. Type IB - IAL-21011/16-05-2023

Vancocin CP 1 g powder for solution for infusion - group var Type IB - IAL-22878/29-05-2023

Cefotaxime-Tchaikapharma 1 g powder for solution for injection - var. Type II - IAL-22877/29-05-2023

Vorifungal 200 mg powder for solution for infusion - var. Type Iain - IAL-22872/29-05-2023

Reverantza 20 mg/5 mg; 40 mg/5 mg film-coated tablets - notif. Art 61.3 - IAL-23957/05-06-2023

Methylprednisolone-Tchaikapharma 40 mg powder and solvent for solution for injection - var. Type II - IAL-25402/14-06-2023

Irbesso 150 mg; 300 mg film-coated tablets - var. Type II - IAL-25403/14-06-2023

Co-Irbesso 150 mg/12,5 mg; 300 mg/12,5 mg film-coated tablets - var. Type II - IAL-25404/14-06-2023

PlaquEx Combi 75 mg/75 mg hard capsules - var. Type IA - IAL-25836/16-06-2023

Vancocin CP 1 g powder for solution for infusion - group var. Type IB, Type IB - IAL-26236/20-06-2023

Metlinka 50 mg/850 mg; 50 mg/1000 mg film-coated tablets - Type IA - IAL-26229/20-06-2023

Methylprednisolone-Tchaikapharma 40 mg powder and solvent for solution for injection -Type IA - IAL-26225/20-06-2023

Rossta 10 mg; 20 mg; 40 mg film-coated tablets - Type Iain - IAL-26224/20-06-2023

Kefadim 1 g powder for solution for injection - notif. Art 61.3 - IAL-26231/20-06-2023

Vancocin CP 1 g powder for solution for infusion - notif. Art 61.3 - IAL-26232/20-06-2023

Lifurox 1,5 g powder for solution for injection/infusion - notif. Art 61.3 - IAL-26233/20-06-2023

Bacteripime 1 g powder for solution for injection/infusion - notif. Art 61.3 - IAL-26235/20-06-2023

Cefotaxime-Tchaikapharma 1 g powder for solution for injection - notif. Art 61.3 - IAL-26234/20-06-2023

Total: 18

Approved MA's from BDA:

Approved MA's of new products:

RosstAacy 5mg/100mg; 10mg/100mg; 20mg/100mg capsules, hard - BG/MA/MP-62452/12-05-2023; BG/MA/MP-62453/12-05-2023; BG/MA/MP-62454/12-05-2023

Approved renewals:

Approved variations:

Lifurox 1.5 g powder for solution for injection/infusion - var. Type II - IAL-25109/13-06-2023

Reverantza 20 mg/5 mg; 40 mg/5 mg film-coated tablets – var. Type IB - IAL-18443/27-04-2023; IAL-18444/27-04-2023

Ivabenor 5 mg; 7,5 mg film-coated tablets - var. Type II - IAL-22812/29-05-2023; IAL-22813/29-05-2023

Ivabenor 5 mg; 7,5 mg film-coated tablets – var. Type IB - IAL-17045/18-04-2023; IAL-17047/18-04-2023

Rossta 10mg; 20mg film-coated tablets - var. Type IAin - IAL-16708/12-04-2023; IAL-16710/12-04-2023

Buto-Asma 0,1 mg/dose pressurised inhalation, suspension - group. var. Type IB; IB; IA; IB; IB; IA; IA - IAL-18647/28-04-2023

Buto-Asma 0,1 mg/dose pressurised inhalation, suspension - var. Type II - IAL-20625/12-05-2023

Buto-Asma 0,1 mg/dose pressurised inhalation, suspension - group. var. Type IA - IAL-21504/18-05-2023

Buto-Asma 0,1 mg/dose pressurised inhalation, suspension - group. var. Type IA - IAL-21503/18-05-2023

Betablockade 50mg; 100mg prolonged-release tablets - var. Type IA - IAL-14958/03-04-2023; IAL-14959/03-04-2023

PlaquEx 75 mg film-coated tablets - var. Type IB - BG/MA/MP-62143/05-04-2023

PlaquEx Combi 75 mg/75 mg hard capsules - var. Type IB - BG/MA/MP-62142/05-04-2023

Pizona Combi 15 mg/850 mg film-coated tablets - group. var. Type IB; Iain - IAL-18763/28-04-2023

Co-Irbesso 150 mg/12,5 mg; 300 mg/12,5 mg film-coated tablets – var. Type IB - BG/MA/MP-62509/18-05-2023; BG/MA/MP-62510/18-05-2023

Pentoxifyllin-Tchaikapharma 400 mg prolonged-release tablets - var. Type Iain - IAL-21511/18-05-2023

Tamayra Plus 5/5/12.5mg; 5/5/25mg; 10/5/25mg hard capsules – var. Type IB - IAL-22831/29-05-2023; IAL-22832/29-05-2023; IAL-22834/29-05-2023

Pretimectal 35 mg modified-release tablets - var. Type IA - IAL-01093/02-05-2023

Esomeprazole-Tch 40 mg powd. for sol. for inj/inf - var. Type Iain - BG/MA/MP-62276/21-04-2023

Irbesso 150 mg; 300 mg film-coated tablets - var. Type Iain - IAL-20303/11-05-2023; IAL-20306/11-05-2023

Co-Irbesso 150 mg/12,5 mg; 300 mg/12,5 mg film-coated tablets - var. Type Iain - IAL-20337/11-05-2023; IAL-20338/11-05-2023

Pisizif SR 1.5 mg prolonged-release tablets - var. Type IA - IAL-22991/30-05-2023

Ramipril/Amlodipine/HCTZ-Tch 5/5/12.5 mg; 5/5/25 mg; 10/5/25 mg – var. Type IB - IAL-22831/29-05-2023; IAL-22832/29-05-2023; IAL-22834/29-05-2023

Betablockade 50mg; 100mg prolonged-release tablets - var. Type IB - IAL-25622/15-06-2023; IAL-25623/15-06-2023

Betablockade 50mg; 100mg prolonged-release tablets - var. Type IB - IAL-25619/15-06-2023; IAL-25620/15-06-2023

Bilamcar 8mg/ 5mg; 16mg/ 5mg - var. Type IB; IB - IAL-23795/02-06-2023; IAL-23794/02-06-2023

Coolsart 20/12,5 mg; 40/12,5 mg - var. Type Iain - IAL-23800/02-06-2023; IAL-23802/02-06-202

Methylprednisolone-Tch - notif. Art 61.3 - IAL-26093/19-06-2023

Olsart 10 mg; 20 mg; 40 mg - Type Iain - IAL-22998/30-05-2023; IAL-22999/30-05-2023; IAL-23000/30-05-2023

Metlinka 50 mg/850 mg; 50 mg/1000 mg - var. Type II - IAL-21501/18-05-2023; IAL-21502/18-05-2023

Metlinka 50 mg/850 mg; 50 mg/1000 mg - var. Type IA - IAL-22075/22-05-2023; IAL-22077/22-05-2023

Metlinka 50 mg/850 mg; 50 mg/1000 mg - var. Type IB - BG/MA/MP-62668/09-06-2023; BG/MA/MP-62669/09-06-2023

Metlinka 50 mg/850 mg; 50 mg/1000 mg - notif. Art 61.3 - IAL-26031/19-06-2023; IAL-26029/19-06-2023

Isosorbe 40 mg prolonged-release tablets - var. Type II, Type II - IAL-27417/27-06-2023

Co-Irbesso 150 mg/12,5 mg; 300 mg/12,5 mg film-coated tablets - var. Type IB - IAL-26428/21-06-2023; IAL-26429/21-06-2023

Coolsart 20/12,5 mg; 40/12,5 mg - var. Type IB - IAL-26430/21-06-2023; IAL-26431/21-06-2023

Co-Enalapril-Tchaikapharma 20mg/12.5 mg tablets - var. Type IB - IAL-26471/21-06-2023

Cardifriend-Co 5 mg/12.5 mg tablets - var. Type IB - IAL-26426/21-06-2023

HypoDehydra 25 mg tablets - var. Type IB - IAL-26427/21-06-2023

Co-Hypertonic 50 mg/12.5 mg film-coated tablets - var. Type IB - IAL-26425/21-06-2023

Total: 39

Kosovo

Submitted applications of MA's for new products:

Approved MA's for new products:

Submitted renewals:

Approved renewals:

Submitted variations:

Rossta 10 mg; 20 mg film-coated tablets - var. Type Iain - 31.05.2023

Approved variations:

PlaquEx 75 mg film-coated tablets - var. Type IB - 06.04.2023

Employees

As of 30.06.2023 the average number of employees in Tchaikapharma High Quality Medicines Inc. was 159 (163 as of 31.12.2022). In the table below detailed information about the employees in the company is provided

	30.06.2023	Share
Number of employees as of 30.06.2023	162	100%
Higher education	100	64%
Secondary education	58	35%
Primary education	1	1%
Employees under 30 years	59	37%
Employees 31 - 40 years	61	38%
Employees 41 - 50 years.	36	23%
Employees 51 - 60 years.	3	2%
Employees 60+ years	0	0%
Women	75	47%
Men	84	53%

Significant events since the beginning of the year until 30.06.2023

In the second quarter of 2023 there were no significant events.

Key financial indicators

Indicators	01-06/2023	01-06/2022	Change
	BGN '000	BGN '000	%
Sales revenue	25 781	22 668	13.73%
Earnings before interest, taxes and depreciation (EBITDA)	6 313	4 717	33.83%
Net profit	4 282	2 587	65.51%
	01-06/2023	01-06/2022	Change
	BGN '000	BGN '000	%
Non-current assets	43 259	44 175	-2.07%
Current assets	78 410	75 689	3.59%
Equity	121 669	119 864	1.51%
Non-current liabilities	2 401	2 632	-8.78%
Current liabilities	13 397	15 643	-14.36%

	01-06/2023	01-06/2022
EBITDA/Sales revenue	24%	21%
Net profit/Sales revenue	17%	11%

Review of the risk factors

• The Company's activities could be affected by any change in the regulatory requirements for the production of pharmaceutical products.

• Changes to the legislation regulating the Company's business are possible, and these can potentially increase the costs of compliance or have another effect on its operations.

• The production processes of the Company are subject to stringent requirements and approvals by regulatory authorities which may delay or interrupt the operations of the Company.

• The ability of the Company to pay dividends depends on a number of factors and there is no guarantee that in a year it will be able to pay dividends in accordance with its dividend policy.

• The Company is exposed to operational risk, which is inherent in its business activities.

• The Company is subject to multitude laws and regulations in the field of environmental protection and health and safety conditions and is exposed to potential liabilities related to the environment.

• The Company is exposed to strong competition.

• The Company operates in active exchange with foreign suppliers and customers. It is therefore exposed to currency risk, mainly against the US dollar. Currency risk is related to the adverse movement in the exchange rate of the US dollar against the Bulgarian lev in future business operations, recognized foreign currency assets and liabilities. The rest of the company's operations are usually denominated in Bulgarian lev and/or in euros.

Sales by types of dosage forms

Revenue by dosage forms	01-06/2023	01-06/2022
	BGN '000	BGN '000
Tablets	21 476	18 760
Ampules	506	106
Vials	3 780	3 760
Total:	25 762	22 626

Revenue by therapeutic groups	01-06/2023	01-06/2022
	BGN '000	BGN '000
Cardiovascular system	17 186	15 497
Musculoskeletal system and connective tissue	-	31
Respiratory system and antibiotics	2 200	2 713
Nervous system	676	748
Endocrine system	1 911	2 173
Other products	2 062	782
Digestive system and metabolism	1 480	682
Oncology	246	-
Total:	25 762	22 626

Changes in the inventories of products and work in progress	354	(626)
changes in the inventories of products and work in progress	554	

Other operating income	01-06/2023	01-06/2022
	BGN '000	BGN '000
Income from rent	15	15
Other income	35	133
Total:	50	148

01-06/2023	01-06/2022
BGN '000	BGN '000
40	23
-	-
40	23
	BGN '000 40 -

Core activity expenses

Operating expenses	01-06/2023	01-06/2022
	BGN '000	BGN '000
Book value of sold products	763	329
Materials	6 385	7 667
External services	8 982	6 627
Salaries	2 613	2 308

Social security costs	504	461
Depreciation costs	1 576	1 825
Other	613	198
Total:	20 673	19 415
Cost of materials	01-06/2023 BGN '000	01-06/2022 BGN '000
Basic material	5 667	6 758
Electricity	404	611
	41	48
Fuels and lubricants	41	+0
Spare parts and laboratory materials	41 96	48 52
Spare parts and laboratory materials	96	52

Costs of external services	01-06/2023 BGN '000	01-06/2022 BGN '000
Security	316	226
Insurance	12	12
Telephone and postage expenses	15	12
Equipment maintenance and subscription	107	62
Fees	181	252
Transport costs	37	19
Other costs for external services	8 314	6 044
Total:	8 982	6 6 2 7

Financial expenses		01-06/2022
	BGN '000	BGN '000
Interest expenses	245	125
Expenses from exchange rate differences	50	59
Other financial expenses	13	12
Total:	308	196

Assets

	01-06/2023	01-12/2022
Non-current assets	BGN '000	BGN '000
Property, plant and equipment	34 583	35 319
Intangible assets	3 581	3 761
Investments with minority interest	19	19
Trade receivables	5 076	5 076
Total non-current assets	43 259	44 175

Total Assets	121 669	119 864
Total current assets	78 410	75 689
Cash and cash equivalents	109	126
Treasury shares redeemed	-	27
Trade and other receivables	65 425	62 056
Inventories	12 876	13 480
Current assets		

	01-06/2023	01-12/2022
Property, plant and equipment	BGN '000	BGN '000
Land and buildings	24 145	24 493
Machinery and equipment	9 278	10 073
Other	238	232
In the process of acquisition	922	521
	34 583	35 319

Inventories	01-06/2023	01-12/2022
	BGN '000	BGN '000
Materials	11 826	10 974
Production	786	2 025
Goods	264	481
Total:	12 876	13 480

Equity and liabilities

	01-06/2023 BGN '000	01-12/2022 BGN '000
Registered capital	84 500	84 500
Statutory reserve	12 782	12 498
Undistributed profit	8 589	4 591
Total Equity	105 871	101 589
Liabilities	01-06/2023	01-12/2022

Non-current liabilities	BGN '000	BGN '000
Long-term loans	1 168	1 399
Deferred tax liabilities	1 042	1 042
Liabilities to employees on retirement	191	191
Total non-current liabilities	2 401	2 632

Current liabilities		
Trade and other liabilities	2 710	4 205
Short term loans	9 788	9 785
Current part of long-term loans	501	620
Other tax liabilities	398	159

Total current liabilities	13 397	15 643
Total liabilities	15 798	18 275
Total equity and liabilities	121 669	119 864
Financial indicators	01-06/2023	01-06/2022
Leverage ratio	0.15	0.18
Financial autonomy ratio	6.70	5.56

Information on the shares of Tchaikapharma High Quality Medicines Inc.

The total amount of shares issued as of 30.06.2023 was 84,500,000 with a nominal value of BGN 1 per share. All issued shares are registered, dematerialized, ordinary and indivisible under the Statute of the Company. All issued shares are of the same type. Each share gives equal rights to its owner in proportion to the nominal value of the share. The shares of Tchaikapharma High Quality Medicines Inc. are traded on the official market of the Bulgarian Stock Exchange-Sofia.

Essential information on the shares of Tchaikapharma High Quality Medicines Inc.

	1-06/2023	1-12/2022
Total number of issued shares	84 500 000	84 500 000
Number of shares in circulation at end of period	84 500 000	84 500 000
Price per share at the end of the period in BGN	17.00	14.90
Market capitalization at the end of the period in BGN	1 436 500 000	1 259 050 000

Biser Georgiev

/Executive Director/