

## 1. Executive summary

	HUFm				EURm			
	2018	2017	Change		2018	2017	Change	
	9 months to September				9 months to September			
				%				%
Hungary	28,577	27,618	959	3.5	90.1	89.5	0.6	0.7
EU*	132,551	142,264	-9,713	-6.8	417.8	461.2	-43.4	-9.4
EU 12	88,972	92,043	-3,071	-3.3	280.4	298.4	-18.0	-6.0
Poland	19,170	18,460	710	3.8	60.4	59.9	0.5	0.8
Romania	51,275	55,532	-4,257	-7.7	161.6	180.0	-18.4	-10.2
EU 15	43,579	50,221	-6,642	-13.2	137.4	162.8	-25.4	-15.6
CIS	94,925	104,889	-9,964	-9.5	299.2	340.0	-40.8	-12.0
Russia	65,909	73,293	-7,384	-10.1	207.7	237.6	-29.9	-12.6
Ukraine	5,488	7,675	-2,187	-28.5	17.3	24.9	-7.6	-30.5
Other CIS	23,528	23,921	-393	-1.6	74.2	77.5	-3.3	-4.3
USA	25,336	20,524	4,812	23.4	79.9	66.5	13.4	20.2
China	21,775	18,754	3,021	16.1	68.6	60.8	7.8	12.8
Latin America	6,816	7,252	-436	-6.0	21.5	23.5	-2.0	-8.5
RoW	13,895	12,852	1,043	8.1	43.8	41.7	2.1	5.0
<b>Total</b>	<b>323,875</b>	<b>334,153</b>	<b>-10,278</b>	<b>-3.1</b>	<b>1,020.9</b>	<b>1,083.2</b>	<b>-62.3</b>	<b>-5.8</b>

Notes:

\* All Member States of the EU, except for Hungary.  
Current and historical average exchange rates are shown in Chapter 12 on page 24.

Consolidated sales at HUF 323,875 million, EUR 1,020.9 million, declined in the first nine months 2018 by HUF 10,278 million (3.1%) and by EUR 62.3 million (5.8%) when compared with the same period 2017.

Royalty proceeds resulting from sales of **Vraylar**<sup>®</sup> exceeded base period's levels by EUR 20.0 million or 61.9% (USD 26.6 million, 74.1%) and sales in China were EUR 7.8 million (CNY 68.4 million, 14.7%) above the levels recorded in the nine months to September 2017.

Sales performance in the reported period was impacted negatively by sales declines of **Esmya**<sup>®</sup> amounting to EUR 45.6 million (HUF 13,858 million) and by lower turnover of our Romanian Wholesale and retail segment falling behind base period figures by EUR 21.8 million, 12.9% (RON 85,1 million, or 11.1%) as a result of a loss in revenue experienced at our local wholesale subsidiary, Pharmafarm. Currency fluctuations also had a HUF 5,336 million adverse impact on sales levels reported in HUF for the first nine months to September 2018 caused primarily by a 9.2% depreciation year-on-year of the average RUBHUF exchange rate. The latter was, however, partly offset by a 2.8% depreciation of the HUF against EUR. For further details on the evolution of exchange rates please refer to Chapter 12 on page 24.

In late August/early September Richter sales team commenced the focused relaunch of **Esmya**<sup>®</sup> on the European markets.

Sales performance of high added value products realized is shown in the below table:

	EURm			
	2018	2017	Change	
	9 months to September			%
Vraylar® royalty	52.3	32.3	20.0	61.9
Reagila®	1.7	-	1.7	-
Esmya®	21.9	67.5	-45.6	-67.6
Bemfola®	30.6	25.0	5.6	22.4
Range of oral contraceptives	213.9	222.2	-8.3	-3.7

Gross profit in the first three quarters 2018 at HUF 189,245 (EUR 596.5 million) declined by 1.2% (declined by 3.9% in EUR terms) when compared to the same period of the previous year. The gross margin increased by 110 basis points to 58.4% during the reported period.

Operating cost items, which includes Other income and expenses amounted to HUF 137,710 million (EUR 434.1 million) and remained virtually flat (-0.1%) in HUF terms and decreased by 2.9% in EUR terms when compared to their base period levels.

Operating profit was negatively impacted primarily by declining sales levels and increasing operating costs. The above were almost entirely offset by higher one-off incomes (HUF 8,429 million, EUR 26.6 million in milestone payments) included among Other incomes and expenses accounted for during the nine months to September 2018 period when compared to the same period in 2017, the increase of the share of such high margin proceeds as royalties received and turnover realized on the Chinese market, together with a decreasing share of the low-margin wholesale business. Claw-back related liabilities amounted to HUF 3,863 million, EUR 10.8 million).

Operating margin reached 15.9% by the end of the reported period.

Realised financial gains resulted from Interest income and Foreign exchange gains on conversion of cash. Financial losses on unrealised financial items resulted from the revaluation of Trade receivables and trade payables together with the fair value reassessment of Exchangeable bonds, accounted for among Other foreign currency denominated items, partly offset by gains resulting from the reassessment at period end's exchange rate of Foreign currency loans receivable and Deposits. Translation gains resulted from the period end appreciation of USD and EUR against HUF, while the depreciation of the RUB resulted in losses. For more detailed information on the Net financial result please refer to the table on page 24.

Income and deferred tax reported a negative balance of HUF 2,631 million (EUR 8.3 million), which in turn resulted in tax expense at Group level of HUF 5,892 million (EUR 18.6 million).

Profit attributable to owners of the parent at HUF 47,652 million (EUR 150.2 million) was 6.8% (in EUR terms 3.9%) above the levels reported in the same period 2017.

## 2. Main financial indicators and exchange rates

	HUFm			EURm		
	2018	2017	Change	2018	2017	Change
	9 months to September			9 months to September		
			%			%
Total revenues	323,875	334,153	-3.1	1,020.9	1,083.2	-5.8
Gross profit	189,245	191,560	-1.2	596.5	621.0	-3.9
Gross margin %	58.4	57.3		58.4	57.3	
Profit from operations	51,535	53,666	-4.0	162.4	174.0	-6.7
Operating margin %	15.9	16.1		15.9	16.1	
Net financial (loss) / income	1,569	-7,410	n.a.	4.8	-24.0	n.a.
Profit before income tax	53,903	47,573	13.3	169.7	154.2	10.1
Profit attributable to owners of the parent	47,652	44,598	6.8	150.2	144.6	3.9
Profit margin attributable to owners of the parent %	14.7	13.3		14.7	13.3	
EBITDA	77,831	79,737	-2.4	245.3	258.5	-5.1
Basic EPS (HUF, EUR)	256	240	6.7	0.81	0.78	3.8
Average exchange rate (EURHUF)*				317.25	308.47	2.8

Note: \* Current and historical average exchange rates are shown in Chapter 12 on page 24.

## 3. Key Specialty Products

### 3.1 Cariprazine (Vraylar<sup>®</sup>, Reagila<sup>®</sup>) – Central Nervous System

Vraylar<sup>®</sup> royalty income due to Richter in respect of first nine months 2018 amounted to USD 62.5 million (EUR 52.3 million). This amount contributed materially to the sales levels achieved during the reported period.

In addition, Reagila<sup>®</sup> recorded EUR 1.7 million sales in the reported period.

	Turnover				
	2018	2018	2018	2017	2017
	Q3	Q2	Q1	Q4	Q3
USDm / Vraylar <sup>®</sup>	25.4*	21.9	15.2	15.3	14.4
EURm / Reagila <sup>®</sup>	1.2	0.5	0.0	0.0	0.0

\* estimated sales figure

Following the marketing approval granted in September 2015 by the Food and Drug Administration to Richter's original compound, cariprazine co-developed with Allergan the product was launched in the USA by Allergan under the brand name Vraylar<sup>®</sup> in March 2016. The product was authorized for the indications of schizophrenia and bipolar mania with a number of post marketing studies to be performed by the owners of the licence in the coming years. In addition to the authorized indications the developing companies are seeking further therapeutic approvals.

In July 2017 Richter announced that the European Commission (EC) granted marketing authorization valid for all European Union Member States to Reagila<sup>®</sup>.

In September 2017 Richter's US partner, Allergan announced that it received a Refusal to File (RTF) letter from the U.S. Food and Drug Administration (FDA) regarding its Supplemental New Drug Application (sNDA) for cariprazine (**Vraylar**<sup>®</sup>) for treatment of negative symptoms associated with schizophrenia, in adult patients.

In December 2017 Richter announced jointly with Allergan, positive topline results for a phase III study of cariprazine for the treatment of adults with major depressive episodes associated with bipolar I disorder (bipolar depression) while on 3 April 2018 the two companies announced positive topline results from the third of three pivotal trials of cariprazine in the same indication.

On 26 September 2018 Allergan announced that FDA has accepted for review the supplemental New Drug Application (sNDA) for **Vraylar**<sup>®</sup>, seeking to expand the indication to include the treatment of bipolar depression in the current product label.

Application files for the reimbursement of **Reagila**<sup>®</sup> on individual European markets were compiled during the second half of 2017 and the submission procedure is advancing well. **Reagila**<sup>®</sup> was launched in April 2018 in Germany. Subsequently **Reagila**<sup>®</sup> was introduced in September in England and in October in the following countries: Finland, Sweden, Denmark and Switzerland.

During the first quarter 2018 **Reagila**<sup>®</sup> was also launched in Poland and on certain other markets of the EU12 region. In addition the product was included on the reimbursement list in October 2018 in Hungary and launched subsequently.

## 3.2 **Esmya**<sup>®</sup> – Women's Healthcare

**Esmya**<sup>®</sup> reported total sales of EUR 21.9 million in the first three quarters 2018, compared to the EUR 67.5 million turnover recorded in the same period of the previous year. The year-on-year decline resulted from the temporary limitation of sales as ruled by PRAC.

	HUFm				EURm			
	2018	2017	Change		2018	2017	Change	
	9 months to September			%	9 months to September			%
Hungary	354	755	-401	-53.1	1.1	2.5	-1.4	-56.0
EU *	4,547	17,061	-12,514	-73.3	14.3	55.3	-41.0	-74.1
EU 12	499	1,422	-923	-64.9	1.6	4.6	-3.0	-65.2
EU 15	4,048	15,639	-11,591	-74.1	12.7	50.7	-38.0	-75.0
CIS	768	1,060	-292	-27.5	2.4	3.4	-1.0	-29.4
Latin America	472	778	-306	-39.3	1.5	2.5	-1.0	-40.0
RoW	810	1,155	-345	-29.9	2.6	3.8	-1.2	-31.6
<b>Total</b>	<b>6,951</b>	<b>20,809</b>	<b>-13,858</b>	<b>-66.6</b>	<b>21.9</b>	<b>67.5</b>	<b>-45.6</b>	<b>-67.6</b>
Average exchange rate (EURHUF)					317.25	308.47	8.78	2.8

Note: \* All Member States of the EU, except for Hungary.

In December 2017 the European Medicines Agency (EMA) Pharmacovigilance Risk Assessment Committee (PRAC) commenced a review of drug induced liver injury potentially related to **Esmya**<sup>®</sup>. On 30 July 2018 the European Commission decision opened the way for the relaunch of this product with a restricted use.

In late August/early September Richter sales team commenced the focused relaunch of **Esmya**<sup>®</sup> on the European markets. Marketing communication was tailored to Healthcare Professionals (HCPs) and patients. Meetings, congresses and webinars were organised in all EU countries

informing HCPs about **Esmya**<sup>®</sup> efficacy and safety, and training them to comply with the recent measures implemented by the European Commission.

On 21 August 2018 Allergan received from the U.S. Food and Drug Administration (FDA) a Complete Response Letter in respect of the New Drug Application (NDA) filing for ulipristal acetate, as an investigational drug for the treatment of abnormal uterine bleeding in women with uterine fibroids. Allergan management intends to meet with the FDA to discuss the Complete Response Letter and determine the potential next steps for the ulipristal acetate NDA.

### 3.3 **Bemfola**<sup>®</sup> – Women’s Healthcare

Focusing on a meaningful extension to our core Women’s Healthcare portfolio in June 2016 Richter acquired the global rights (except for the USA) of the innovative biosimilar product **Bemfola**<sup>®</sup>, addressing female fertility.

On 10 July 2018 Richter acquired the intellectual property rights, relevant studies, related data and documents of **Bemfola**<sup>®</sup> for the use in the United States.

**Bemfola**<sup>®</sup>, a recombinant-human Follicle Stimulating Hormone (r-hFSH) was developed by Finox as a biosimilar to **Gonal-f**<sup>®</sup>, an established reference product. **Bemfola**<sup>®</sup> was the first biosimilar r-hFSH launched in Europe.

Sales of **Bemfola**<sup>®</sup> recorded during the nine months to September 2018 amounted to EUR 30.6 million (USD 36.6 million) when compared to a turnover of EUR 25.0 million (USD 27.8 million) realised in the base period.

### 3.4 **Lenzetto**<sup>®</sup> – Women’s Healthcare

**Lenzetto**<sup>®</sup>, the estradiol spray for treating menopause symptoms, licensed in from Acrux, an Australian company, received multiple marketing approvals in European territories during September 2015. The product has been launched through 2016 and 2018 in most of the EU12 countries and certain EU15 markets. **Lenzetto**<sup>®</sup> was included on reimbursement lists on a number of these markets. The product was also launched during the third quarter 2018 on certain smaller Latin American, European and CIS markets.

Turnover of **Lenzetto**<sup>®</sup> during the first nine months of 2018 amounted to EUR 2.7 million.

### 3.5 **Levosert**<sup>®</sup> – Women’s Healthcare

Further extending our Women’s Healthcare franchise, a levonorgestrel releasing Intrauterine System (IUS), **Levosert**<sup>®</sup> was licensed-in from Allergan in January 2017 for Western and Northern European countries. The product had been earlier launched by Allergan in a number of these countries. Based on an agreement established in 2011 with Uteron Pharma, Richter had also previously marketed **Levosert**<sup>®</sup> in many Central and Eastern European countries and thus subsequent to the agreement with Allergan it became a pan european distributor. **Levosert**<sup>®</sup> was launched in Denmark, Norway and Iceland in April 2018. In addition the product was also introduced during the third quarter in Italy and Spain.

Total turnover achieved by this product in first nine months 2018 amounted to EUR 2.1 million.

## 4. Women's Healthcare – Core Business

In recognition of the strategic importance to the Company of this therapeutic area a detailed presentation of the Women's Healthcare (WH) franchise is given below. This therapeutic area includes the following product groups and therapeutic indications: oral contraceptives (OC), emergency contraceptives (EC), contraceptive devices (CD); menopausal care, fertility, pregnancy care and obstetrics, gynaecological infections, and other gynaecological conditions, such as uterine fibroids. Please refer to Appendix 2 on pages 34-35 for a comprehensive list of major products belonging to this therapeutic field.

### 4.1 WH sales by region

	HUFm				EURm			
	2018	2017	Change		2018	2017	Change	
	9 months to September				9 months to September			
				%				%
Hungary	3,491	3,939	-448	-11.4	11.0	12.8	-1.8	-14.1
EU *	46,026	52,894	-6,868	-13.0	145.1	171.5	-26.4	-15.4
EU 12	11,003	9,839	1,164	11.8	34.7	31.9	2.8	8.8
Poland	3,698	2,660	1,038	39.0	11.7	8.6	3.1	36.0
Romania	1,641	1,562	79	5.1	5.2	5.1	0.1	2.0
EU 15	35,023	43,055	-8,032	-18.7	110.4	139.6	-29.2	-20.9
CIS	22,983	25,636	-2,653	-10.3	72.4	83.1	-10.7	-12.9
Russia	19,075	21,211	-2,136	-10.1	60.1	68.7	-8.6	-12.5
Ukraine	1,133	1,805	-672	-37.2	3.6	5.9	-2.3	-39.0
Other CIS	2,775	2,620	155	5.9	8.7	8.5	0.2	2.4
USA	7,736	8,968	-1,232	-13.7	24.4	29.1	-4.7	-16.2
China	7,149	5,993	1,156	19.3	22.5	19.4	3.1	16.0
Latin America	3,288	3,845	-557	-14.5	10.4	12.4	-2.0	-16.1
RoW	6,925	6,962	-37	-0.5	21.8	22.6	-0.8	-3.5
<b>Total</b>	<b>97,598</b>	<b>108,237</b>	<b>-10,639</b>	<b>-9.8</b>	<b>307.6</b>	<b>350.9</b>	<b>-43.3</b>	<b>-12.3</b>
Average exchange rate (EURHUF)					317.25	308.47	8.78	2.8

Note: \* All Member States of the EU, except for Hungary.

The share of total sales arising from Richter's Women's Healthcare portfolio for each reporting region is as follows:

	%	
	2018	2017
	9 months to September	
Hungary	12.5	14.5
EU *	51.6	56.0
EU 12	24.1	22.3
EU 15	80.4	85.7
CIS	26.5	26.4
USA	30.5	43.7
China	32.8	32.0
Latin America	77.2	78.6
RoW	49.9	54.2
<b>Total</b>	<b>36.3</b>	<b>39.2</b>

Note: \* All Member States of the EU, except for Hungary.

Total sales recorded by Richter's WH niche franchise at EUR 307.6 million declined by EUR 43.3 million, or 12.3% when compared to the previous year primarily as a consequence of both the

temporary measures implemented by PRAC, which impacted sales of **Esmya**<sup>®</sup>, and the decline experienced in the Euro denominated sales levels of WH products in Russia.

Sales arising from the acquired OC portfolio amounted to EUR 32.2 million, having declined by EUR 1.7 million or 5.0% when compared to the performance achieved in the same period of the previous year.

Turnover declined in the large countries of the **EU15** region, notably in the UK, Spain, Germany, France and Italy. As far as the product portfolio is concerned higher sales levels of **Bemfola**<sup>®</sup> and the **range of oral contraceptives** did not offset the decline experienced in the turnover of **Esmya**<sup>®</sup>.

EU15 Top 5 markets	EURm			
	2018	2017	Change	
	9 months to September			%
Germany	26.5	31.7	-5.2	-16.4
France	17.0	21.1	-4.1	-19.4
Spain	16.8	22.9	-6.1	-26.6
Italy	14.9	18.0	-3.1	-17.2
UK	13.2	21.4	-8.2	-38.3
Total Top 5 Sales	88.4	115.1	-26.7	-23.2
Total EU15 Sales	110.4	139.6	-29.2	-20.9
Total Top 5 / Total EU15 Sales %	80.1	82.4		

In **Germany**, Richter's oral contraceptives franchise has been hit by negative media campaigns linked to potential side effects of OCs. Group sales declined by EUR 5.2 million primarily driven by lower sales levels of **Esmya**<sup>®</sup>.

Turnover in **France** declined by EUR 4.1 million primarily due to lower turnover of **Esmya**<sup>®</sup> partly offset by a good performance of **Bemfola**<sup>®</sup> and a **range of oral contraceptives**.

Sales reported in **Spain** decreased by EUR 6.1 million. Declining **Esmya**<sup>®</sup> sales were only offset to a small extent by higher sales levels of **Bemfola**<sup>®</sup> during the nine months to September 2018 period.

In **Italy** Richter Group achieved Women's Healthcare sales of EUR 14.9 million in the reported period, EUR 3.1 million below the levels reported in the same period 2017. A better performance recorded by **Bemfola**<sup>®</sup> together with improving sales figures of the **range of oral contraceptives** did not offset lower turnover of **Esmya**<sup>®</sup>.

Sales in the **UK** were GBP 7.1 million (EUR 8.2 million) lower. The significant decline in sales was caused primarily by lower sales levels of **Esmya**<sup>®</sup>.

WH sales to the **CIS** in the first nine months to September 2018 totalled EUR 72.4 million representing a decline of EUR 10.7 million compared to the sales levels achieved in the same period of the previous year. The decline recorded in the CIS region originated primarily in **Russia**. In RUB terms sales to Russia reached RUB 4,395.2 million, a slight decline of RUB 42.2 million or 1.0%. Lower sales performance of a **range of oral contraceptives** were partly offset by higher turnover proceeds from **Fluomizin** and **Gynazol**. Sales performance reported in Russia were heavily impacted by a declining exchange rate of RUB both against the EUR and the HUF.

WH sales to the **USA** in the first three quarters 2018 decreased by USD 3.3 million, 10.2% as higher sales levels of finished form **Plan B / Plan B One-Step** were more than offset by the decline suffered in the profit sharing proceedings and lower sales of certain steroid APIs.

WH sales in the **ROW** countries reported a EUR 0.8 million decline when compared with the first nine months of the previous year primarily due to lower sales of **Esmya®**. **Bemfola®** sales remained virtually flat during the reported period.

## 5. Business segment information

The activities of Richter Group are presented in this Report along three operating segments. Those subsidiaries of the Group that are engaged in the core activities of research and development together with manufacturing and sale of pharmaceutical products have been classified as the Pharmaceutical segment. The performance of those distributor and retail subsidiaries that represent the distribution chain in some of our markets and facilitate our products reaching final buyers are presented under the Wholesale and Retail segment. Finally, the Other segment relates to the business of those group members that do not belong to any of the above segments. These companies provide services to group members belonging to the Pharmaceutical segment.

In the following section we present key data by business segments:

HUFm	Pharmaceuticals		Wholesale and retail		Other		Eliminations		Group total	
	2018	2017	2018	2017	2018	2017	2018	2017	2018	2017
	9 months to September		9 months to September		9 months to September		9 months to September		9 months to September	
Total revenues	269,072	275,827	60,404	65,437	4,405	3,776	(10,006)	(10,887)	323,875	334,153
Gross profit	182,871	185,530	5,748	5,925	468	429	158	(324)	189,245	191,560
Profit from operations	51,338	53,060	(186)	833	217	64	166	(291)	51,535	53,666
Share of profit of associates and joint ventures	(399)	183	1,127	1,151	32	13	39	(30)	799	1,317
Number of employees at period end	10,842	10,406	1,488	1,457	437	425	-	-	12,767	12,288



## 6. Pharmaceuticals sales report

Sales in the Pharmaceutical segment in the first three quarters 2018 totalled HUF 269,072 million (EUR 848.1 million), representing a decrease of 2.4% (5.2% in EUR terms) compared to the same period of last year.

### 6.1 Pharmaceutical sales by region

	HUFm				EURm			
	2018	2017	Change		2018	2017	Change	
	9 months to September				9 months to September			
				%				%
Hungary	28,031	27,189	842	3.1	88.4	88.1	0.3	0.3
EU *	89,188	94,392	-5,204	-5.5	281.1	306.0	-24.9	-8.1
EU 12**	45,648	44,181	1,467	3.3	143.8	143.2	0.6	0.4
Poland	19,170	18,460	710	3.8	60.4	59.9	0.5	0.8
Romania	7,951	7,670	281	3.7	25.0	24.8	0.2	0.8
EU 15	43,540	50,211	-6,671	-13.3	137.3	162.8	-25.5	-15.7
CIS	86,599	97,225	-10,626	-10.9	273.0	315.2	-42.2	-13.4
Russia	65,909	73,291	-7,382	-10.1	207.7	237.6	-29.9	-12.6
Ukraine	5,444	7,634	-2,190	-28.7	17.2	24.8	-7.6	-30.6
Other CIS	15,246	16,300	-1,054	-6.5	48.1	52.8	-4.7	-8.9
USA	25,336	20,524	4,812	23.4	79.9	66.5	13.4	20.2
China	21,775	18,754	3,021	16.1	68.6	60.8	7.8	12.8
Latin America	4,259	4,893	-634	-13.0	13.4	15.9	-2.5	-15.7
RoW	13,884	12,850	1,034	8.0	43.7	41.7	2.0	4.8
<b>Total</b>	<b>269,072</b>	<b>275,827</b>	<b>-6,755</b>	<b>-2.4</b>	<b>848.1</b>	<b>894.2</b>	<b>-46.1</b>	<b>-5.2</b>
Average exchange rate (EURHUF)					317.25	308.47	8.78	2.8

### 6.2 Pharmaceutical sales by region in currencies of invoicing

	Currency (million units)	2018	2017	Change
		9 months to September		%
Hungary	HUF	28,031	27,189	3.1
EU *	EUR	281.1	306.0	-8.1
EU 12	EUR	143.8	143.2	0.4
Poland	PLN	256.5	255.2	0.5
Romania	RON	116.5	113.2	2.9
EU 15	EUR	137.3	162.8	-15.7
CIS	EUR	273.0	315.2	-13.4
	USD	326.3	351.0	-7.0
Russia	RUB	15,186.5	15,332.7	-1.0
Ukraine	USD	20.5	27.6	-25.7
Other CIS	EUR	48.1	52.8	-8.9
	USD	57.4	58.8	-2.4
USA	USD	95.5	74.1	28.9
China	CNY	534.2	465.8	14.7
Latin America	USD	16.1	17.7	-9.0
RoW	EUR	43.7	41.7	4.8
	USD	52.3	46.4	12.7

Note: \* All Member States of the EU, except for Hungary.

## 6.3 Sales to Top 10 markets

	HUFm				EURm			
	2018	2017	Change		2018	2017	Change	
	9 months to September				9 months to September			
				%				%
Russia	65,909	73,291	-7,382	-10.1	207.7	237.6	-29.9	-12.6
Hungary	28,031	27,189	842	3.1	88.4	88.1	0.3	0.3
USA	25,336	20,524	4,812	23.4	79.9	66.5	13.4	20.2
China	21,775	18,754	3,021	16.1	68.6	60.8	7.8	12.8
Poland	19,170	18,460	710	3.9	60.4	59.9	0.5	0.8
Germany	13,474	13,511	-37	-0.3	42.5	43.8	-1.3	-3.0
Romania	7,951	7,670	281	3.7	25.0	24.8	0.2	0.8
France	6,266	7,131	-865	-12.1	19.7	23.1	-3.4	-14.7
Spain	5,764	7,141	-1,377	-19.3	18.2	23.2	-5.0	-21.6
Czech Republic	5,539	5,330	209	3.9	17.5	17.3	0.2	1.2
<b>Total Top 10</b>	<b>199,215</b>	<b>199,001</b>	<b>214</b>	<b>0.1</b>	<b>627.9</b>	<b>645.1</b>	<b>-17.2</b>	<b>-2.7</b>
<b>Total Sales</b>	<b>269,072</b>	<b>275,827</b>	<b>-6,755</b>	<b>-2.4</b>	<b>848.1</b>	<b>894.2</b>	<b>-46.1</b>	<b>-5.2</b>
<b>Total Top 10 / Total Sales %</b>					<b>74.0</b>	<b>72.1</b>		

## 6.4 Hungary

In **Hungary** sales totalled HUF 28,031 million (EUR 88.4 million) in the first three quarters 2018, an increase of 3.1% in HUF terms (virtually flat, +0.3% in EUR terms) compared to the same period of 2017.

Based on the latest available market audit (IMS) data for the nine months to September 2018 the pharmaceutical market increased by 7.3% year-on-year. Retail sales of Richter products increased by 4.9% compared to 2017 and the Company is now the fifth player on the Hungarian pharmaceutical market with a 5.0% share. When considering only the market for retail prescription drugs, Richter qualifies for second place with a market share of 7.5%.

In accordance with the regulations, extraordinary taxes levied on the pharmaceutical industry and payable in 2018 can be offset by up to 90% of the tax liability depending on the level of R&D expenditures and wage related expenses of staff employed in this field. Given the high amounts directed to this activity Richter has been exempted from the payment of this extraordinary tax from the second quarter of each year.

Marginal changes to the price regulation system did not impact materially the Group's overall performance in the reported period.

## 6.5 European Union

Sales in the **European Union**, excluding Hungary, amounted to EUR 281.1 million in the first three quarters of 2018, EUR 24.9 million (8.1%) lower than the levels recorded in the base period.

In the **EU12** region sales totalled EUR 143.8 million in the first nine months of 2018, EUR 0.6 million higher when compared to the base period. This region represented 51% of total EU sales of the Group's pharmaceutical segment.

In **Poland** the Group recorded sales of PLN 256.5 million (EUR 60.4 million) in the first three quarters 2018, a slight increase of PLN 1.3 million (EUR 0.5 million) compared to the same period in 2017. Good performance of a range of WH products could not offset the adverse impacts of both parallel imports and declining sales of our leading product, [Groprinosin](#).

In **Romania** sales amounted to RON 116.5 million (EUR 25.0 million) in the first nine months 2018, an increase of RON 3.3 million (EUR 0.2 million) when compared with the base period. As a consequence of substantial price decreases implemented by the Government in recent years, a number of original products were withdrawn from the market, which in turn provided sales opportunities for some generic products. The implementation of a revised price list has been repeatedly delayed and it is now expected to enter into force with effect from 1 December 2018.

In the **EU15** region sales amounted to EUR 137.3 million in the first three quarters 2018, EUR 25.5 million lower than in the base period. The increasing sales of a [range of oral contraceptives](#) and [Bemfola](#)® could not offset the decrease of [Esmya](#)® sales, which amounted to EUR 37.9 million during the reported period. Excluding the latter negative impact, turnover in this region would have increased by 11.1%.

This region contributed 49% of total EU pharmaceutical sales.

Top 5 markets in the EU15 region:

	EURm			
	2018	2017	Change	
	9 months to September			%
Germany	42.5	43.8	-1.3	-3.0
France	19.7	23.1	-3.4	-14.7
Spain	18.2	23.2	-5.0	-21.6
Italy	16.1	18.8	-2.7	-14.4
UK	14.4	23.0	-8.6	-37.4
<b>Total Top 5 Sales</b>	<b>110.9</b>	<b>131.9</b>	<b>-21.0</b>	<b>-15.9</b>
<b>Total EU15 Sales</b>	<b>137.3</b>	<b>162.8</b>	<b>-25.5</b>	<b>-15.7</b>
<b>Total Top 5 / Total EU15 Sales %</b>	<b>80.8</b>	<b>81.0</b>		

Considering that about 80% of turnover originating from this region arises from the Women's Healthcare portfolio a more detailed description of the EU15 markets has been presented in Chapter 4 – Women's Healthcare – Core Business on page 6.

## 6.6 CIS

Sales to the **CIS** in the first three quarters 2018 totalled EUR 273.0 million, a decline of EUR 42.2 million (13.4%) compared to the sales levels achieved in the same period of the previous year. Declines reported in EUR were driven primarily by weakening exchange rates of RUB, KZT and USD.

Sales in **Russia** totalled RUB 15,186.5 million in the first nine months 2018, a decline of RUB 146.2 million or 1.0% when compared to the same period of the previous year. A lower (13.3%) average exchange rate of the Rouble against the Euro impacted significantly our sales performance in Russia when reported in Euro. Sales levels during the reported period at EUR 207.7 million declined by EUR 29.9 million or 12.6% when compared with the turnover reported in the same period 2017.

As a result of the ongoing restructuring of the Russian wholesaling market and worsening liquidity at pharmacy chains Richter places special emphasis on conducting a cautious credit policy.

Sales to **Ukraine** amounted to USD 20.5 million (EUR 17.2 million) in the nine months to September 2018, a decline of USD 7.1 million (EUR 7.6 million) compared to the turnover reported for the same period in 2017. A 7.3% weaker USD exchange rate against the EUR during the reported period impacted negatively the sales performance when reported in EUR. The lower year-on-year performance was also partly due to certain regulatory related preshipments made during the previous year.

The Ukrainian economy has stabilized to some extent, with purchasing power having slightly increased. The average exchange rate of the local currency, UAH, remained within a very narrow range, around the level of 26.7 to the USD during the first nine months 2018.

Sales in **Other CIS republics** totalled EUR 48.1 million (USD 57.4 million) in the first three quarters 2018, representing a decline of EUR 4.7 million (USD 1.4 million) compared to the same period in 2017. Currency depreciations in certain countries negatively impacted the overall performance of this region.

## 6.7 USA

Sales in the **USA** totalled USD 95.5 million (EUR 79.9 million) in the first three quarters of 2018, an increase of USD 21.4 million (EUR 13.4 million) compared to the same period of 2017. The significant year-on-year growth was due to cariprazine (**Vraylar**<sup>®</sup>) royalty income, which increased by USD 26.6 million.

With effect from 1 January 2017 the Group reports cariprazine related royalty income based on sales estimations made for the same period by Richter's US partner, Allergan. Royalty income amounted to USD 62.5 million (EUR 52.3 million) in the first nine months of 2018.

## 6.8 China

Sales to **China** amounted to EUR 68.6 million in the first three quarters 2018, an increase of EUR 7.8 million when compared with the base period due to higher sales levels of **Cavinton** which included certain preshipments and the **emergency contraceptive**.

With effect from 1 January 2018, the invoicing currency in China was replaced from EUR to the local currency (CNY). Sales in local currency terms totalled CNY 534.2 million when compared to a turnover of CNY 465.8 million reported for the base period.

## 6.9 Latin America

Sales in **Latin American** countries amounted to USD 16.1 million (EUR 13.4 million) in the first nine months of 2018, a decrease of USD 1.6 million (EUR 2.5 million) when compared with the base period primarily due to lower **Esmya®** sales and to strengthening generic competition.

## 6.10 Rest of the World

Sales in these countries amounted to EUR 43.7 million (USD 52.3 million) in the first three quarters of 2018. Turnover increased by EUR 2.0 million (USD 5.9 million) when compared with the same period in 2017. Vietnam, Switzerland and Australia contributed the most to the sales performance achieved during the reported period.

## 6.11 Sales of Top 10 Products

	HUFm				EURm			
	2018	2017	Change		2018	2017	Change	
	9 months to September				9 months to September			
				%				%
Hormonal contraceptives	67,346	68,037	-691	-1.0	212.3	220.6	-8.3	-3.8
Cavinton	25,517	23,747	1,770	7.5	80.4	77.0	3.4	4.4
Vraylar® / Reagila® / cariprazine	17,126	9,990	7,136	71.4	54.0	32.3	21.7	67.2
Mydeton	13,291	14,969	-1,678	-11.2	41.9	48.5	-6.6	-13.6
Panangin	10,532	13,275	-2,743	-20.7	33.2	43.0	-9.8	-22.8
Bemfola®	9,708	7,697	2,011	26.1	30.6	25.0	5.6	22.4
Verospiron	9,208	9,819	-611	-6.2	29.0	31.8	-2.8	-8.8
Lisopress	6,909	7,515	-606	-8.1	21.8	24.4	-2.6	-10.7
Aflamin	7,346	5,896	1,450	24.6	23.2	19.1	4.1	21.5
Esmya®	6,951	20,809	-13,858	-66.6	21.9	67.5	-45.6	-67.6
<b>Total Top 10</b>	<b>173,934</b>	<b>181,754</b>	<b>-7,820</b>	<b>-4.3</b>	<b>548.3</b>	<b>589.2</b>	<b>-40.9</b>	<b>-6.9</b>
<b>Total Sales</b>	<b>269,072</b>	<b>275,827</b>	<b>-6,755</b>	<b>-2.4</b>	<b>848.1</b>	<b>894.2</b>	<b>-46.1</b>	<b>-5.2</b>
<b>Total Top 10 / Total Sales %</b>					<b>64.6</b>	<b>65.9</b>		

## 7. Pharmaceuticals – Operating profit and margin

The first line contains the HUF figures, namely **reported period (M9 2018)**, base period (M9 2017), change in HUF and change in percent, (left to right) while the second line is the same for indicative EUR figures.

### Operating profit

HUF 51,338mn	HUF 53,060mn	-HUF 1,722mn	-3.2%
EUR 161.7mn	EUR 172.1mn	-EUR 10.4mn	-6.0%

### Operating margin

19.1%	19.2%
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Operating profit for the Group originated primarily from the Pharmaceuticals segment.

### Amortization of acquired assets

Following the acquisitions made in 2010 and 2016 the amortisation of **Esmya**, the acquired OC portfolio and **Bemfola** were incurred as cost items in the reported period and amounted to HUF 6,602 million when compared to HUF 7,161 million reported in the base period.

## 8. Wholesale and retail sales report

	HUFm				EURm			
	2018	2017	Change		2018	2017	Change	
	9 months to September				9 months to September			
				%				%
Hungary	-	-	-	-	-	-	-	-
EU *	46,655	52,094	-5,439	-10.4	147.1	168.9	-21.8	-12.9
EU 12	46,655	52,094	-5,439	-10.4	147.1	168.9	-21.8	-12.9
Poland	-	-	-	-	-	-	-	-
Romania	46,655	52,094	-5,439	-10.4	147.1	168.9	-21.8	-12.9
EU 15	-	-	-	-	-	-	-	-
CIS	10,605	10,327	278	2.7	33.4	33.5	-0.1	-0.3
Russia	-	-	-	-	-	-	-	-
Ukraine	-	-	-	-	-	-	-	-
Other CIS	10,605	10,327	278	2.7	33.4	33.5	-0.1	-0.3
USA	-	-	-	-	-	-	-	-
China	-	-	-	-	-	-	-	-
Latin America	3,144	3,016	128	4.2	9.9	9.7	0.2	2.1
RoW	-	-	-	-	-	-	-	-
<b>Total</b>	<b>60,404</b>	<b>65,437</b>	<b>-5,033</b>	<b>-7.7</b>	<b>190.4</b>	<b>212.1</b>	<b>-21.7</b>	<b>-10.2</b>
Average exchange rate (EURHUF)					317.25	308.47	8.78	2.8

Note: \* All Member States of the EU, except for Hungary.

The principal aim of the Wholesale and Retail companies is to support the sales levels of our products on the Group's selected traditional markets.

Sales amounted to EUR 190.4 million in the nine months to September 2018, an EUR 21.7 million decrease compared to the base period. The decline resulted from the temporary suspension of the license to operate of the Groups's Romanian wholesaler subsidiary, Pharmafarm, on 21 June 2018. Most of the warehousing facilities of the Romanian wholesaler subsidiary resumed operations by 19 September 2018.

Romanian subsidiaries of the Group (both wholesale and retail) realised around 77% of the turnover in the Wholesale and Retail segment (RON 683.9 million), with the remainder primarily being invoiced by our subsidiaries in the CIS region. The sales performance in Romania declined by 11.1% in RON terms during the first three quarters 2018.

## 9. Wholesale and retail – Operating profit and margin

The combined amount of operating profit from subsidiaries and the stakeholding proportional amount of income from associates and joint ventures operating in the Wholesale and Retail segment totalled HUF 941 million during the reported period.

The consolidated operating loss of subsidiaries belonging to this segment was HUF 186 million, during the reported period compared with a profit of HUF 833 million in the first nine months to September 2017.

## 10. Consolidated figures

### 10.1 Sales

#### Consolidated sales

HUF 323,875mn	HUF 334,153mn	-HUF 10,278mn	-3.1%
EUR 1,020.9mn	EUR 1,083.2mn	-EUR 62.3mn	-5.8%

### 10.2 Costs, expenses, profits

#### Cost of sales

HUF 134,630mn	HUF 142,593mn	-HUF 7,963mn	-5.6%
EUR 424.4mn	EUR 462.2mn	-EUR 37.8mn	-8.2%

#### Amortization of acquired assets

Amortization of the acquired intangible asset **Esmya** amounted to HUF 1,703 million while amortization of another intangible asset **Bemfola** was HUF 1,539 million in the nine months to September 2018.

#### Gross profit

HUF 189,245mn	HUF 191,560mn	-HUF 2,315mn	-1.2%
EUR 596.5mn	EUR 621.0mn	-EUR 24.5mn	-3.9%

#### Gross margin

58.4%	57.3%
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The significant increase in Royalty income received from Allergan in respect of **Vraylar**<sup>®</sup>, the increase of the average USDHUF exchange rate, together with an expanding share in the turnover of the high margin Chinese businesses lifted the gross margin. In addition, gross profitability of **Bemfola**<sup>®</sup> also increased significantly, by HUF 1.8 billion (EUR 5.6 million) as sales levels increased and the negative impact of inventories valued at the time of the acquisition disappeared. Restricted sales of **Esmya**<sup>®</sup>, weakening average exchange rates of RUB together with price erosion experienced on our traditional markets and an increase of costs related to tightening regulatory measures negatively impacted our gross margin.



**Sales and marketing expenses**

HUF 88,029mn	HUF 87,197mn	+HUF 832mn	+1.0%
EUR 277.5mn	EUR 282.7mn	-EUR 5.2mn	-1.8%

Proportion to sales:  
27.2%                      26.1%

Somewhat higher marketing costs related to growing promotion costs incurred on the Chinese market were partly offset by a slight decrease of promotion costs incurred in Russia at weakening RUB exchange rates.

**Amortization of acquired portfolio**

Amortisation of the marketing and intellectual property rights of the OC portfolio acquired from Grünenthal in the amount of HUF 3,282 million represented 1.0% of sales achieved in the reported period. After adjustment for this amortization, S&M expenses represented 26.2% of turnover.

**Registration fee for medical representatives**

The annual registration fee payable in respect of medical representatives in Hungary amounted to HUF 221 million (EUR 0.7 million) in the first three quarters 2018. In accordance with the regulations tax payable in 2018 on this ground can be offset by 90% of the tax liability depending on the level of R&D expenditures and wage related expenses of the staff employed in this field. Given the high amounts directed to this activity Richter is practically exempted from the payment of this extraordinary tax from the second quarter of each year.

**Administrative and general expenses**

HUF 18,480mn	HUF 17,045mn	+HUF 1,435mn	+8.4%
EUR 58.3mn	EUR 55.2mn	+EUR 3.1mn	+5.6%

These expenses grew primarily due to higher employee costs, IT related expenses together with increased insurance, legal assistance and other advisory fees.

**Research and development expenses**

HUF 30,829mn	HUF 29,156mn	+HUF 1,673mn	+5.7%
EUR 97.2mn	EUR 94.5mn	+EUR 2.7mn	+2.9%

Proportion to sales:  
9.5%                      8.7%

These expenses include the ongoing clinical trials being carried out in the field of biotechnology together with those managed in co-operation with Allergan. R&D expenses of the Group also include such costs at the operations of GR Polska and GR Romania.

**(Other income) and other expenses**

HUF 372mn	HUF 4,496mn	-HUF 4,124mn	-91.7%
EUR 1.1mn	EUR 14.6mn	-EUR 13.5mn	-92.5%

**Claw-back**

During the reported period Other income and expenses include liabilities amounting to HUF 3,863 million (EUR 10.8 million) in respect of the claw-back regimes effective in Romania, Germany, France, Spain, Portugal, Belgium, Italy, Bulgaria, Austria, Poland, Latvia, Slovenia, Croatia and UK. Such expenses declined by HUF 885 million (EUR 4.7 million) primarily as a result of the sales restrictions applied to [Esmya](#)<sup>®</sup>.

**One-off items**

Richter accounted for one-off income payments from Recordati, in respect of the amended license agreement subsequent to the European authorization of [Reagila](#)<sup>®</sup> entering into force, in respect of the gradual launch of [Reagila](#)<sup>®</sup> in the EU15 region and connected to the successful clinical trial of cariprazine in the indication of bipolar depression and the reception by FDA of the sNDA submitted by Allergan in respect of the label extension of [Vraylar](#)<sup>®</sup>. These milestones amounted altogether to HUF 8,429 million (EUR 26.6 million).

**20% tax obligation payable**

In the first three quarters 2018 an expense of HUF 413 million (EUR 1.3 million) was accounted for in respect of the 20% tax obligation payable with regard to turnover related to reimbursed sales in Hungary. In accordance with the regulations tax payable on this ground can be offset by 90% of the tax liability depending on the level of R&D expenditures and wage related expenses of the staff employed in this field. Given the high amounts directed to this activity Richter is practically exempted from the payment of this extraordinary tax from the second quarter of each year.

**Profit from operations**

HUF 51,535mn	HUF 53,666mn	-HUF 2,131mn	-4.0%
EUR 162.4mn	EUR 174.0mn	-EUR 11.6mn	-6.7%

The decrease resulted from lower sales levels and increasing operating costs which were only partly offset by an increasing gross margin and an improving balance of Other income and expenses.

**Consolidated operating margin**

15.9%                      16.1%

When adjusting the balance of Other income and expenses with milestones received during the reported period, consolidated operating margin was 13.3%

**Net financial income / (loss)**

HUF 1,569mn	(HUF 7,410mn)	+HUF 8,979mn	-
EUR 4.8mn	(EUR 24.0mn)	+EUR 28.8mn	-

Realised financial gains resulted from Interest income and Foreign exchange gains on conversion on cash. Financial losses on unrealised financial items resulted from the revaluation of Trade receivables and trade payables together with the fair value reassessment of Exchangeable bonds accounted for among Other foreign currency denominated items, which was partly offset by gains resulting from the reassessment at period end's exchange rate of Foreign currency loans receivable and Deposits. Translation gains resulted from the period end appreciation of USD and EUR against HUF, while the depreciation of the RUB resulted in losses. For more detailed information on the Net financial result please refer to the table on page 24.

### Share of profit of associates and joint ventures

HUF 799mn	HUF 1,317mn	-HUF 518mn	-39.3%
EUR 2.5mn	EUR 4.2mn	-EUR 1.7mn	-40.5%

### Profit before income tax

HUF 53,903mn	HUF 47,573mn	+HUF 6,330mn	+13.3%
EUR 169.7mn	EUR 154.2mn	+EUR 15.5mn	+10.1%

### Taxation

By virtue of Hungarian Tax Regulations, the base income of the Parent Company of the Group (incorporated in Hungary) on which corporate tax is applied may be reduced by the amount of direct costs incurred on R&D activities and 50% of royalties received. In addition, the Parent Company is also entitled to account for a tax loss carry forward in respect of the impairment losses accounted for in 2017. Furthermore a tax allowance is granted to the Company in respect of the capital expenditure programme carried out at the Debrecen biosimilar manufacturing site. Other members of the Group are subject to customary tax regulations effective in their respective countries of incorporation.

### Income and deferred tax

HUF 2,631mn	(HUF 1,342mn)	+HUF 3,973mn	-
EUR 8.3mn	(EUR 4.4mn)	+EUR 12.7mn	-

During the first three quarters 2018 the Group recorded HUF 1,802 million (EUR 5.7 million) in respect of corporate tax expense and HUF 829 million (EUR 2.6 million) deferred tax expense resulting in HUF 2,631 million (EUR 8.3 million) tax expense.

### Local business tax and innovation contribution

HUF 3,261mn	HUF 3,357mn	-HUF 96mn	-2.9%
EUR 10.3mn	EUR 10.9mn	-EUR 0.6mn	-5.5%

### Profit for the period

HUF 48,011mn	HUF 45,558mn	+HUF 2,453mn	+5.4%
EUR 151.1mn	EUR 147.7mn	+EUR 3.4mn	+2.3%

**Profit attributable to owners of the parent**

HUF 47,652mn	HUF 44,598mn	+HUF 3,054mn	+6.8%
EUR 150.2mn	EUR 144.6mn	+EUR 5.6mn	+3.9%

**Net income margin attributable to owners of the parent**

14.7%	13.3%
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## 10.3 Earnings per share

**Basic earnings per share**

HUF 256	HUF 240	+HUF 16	+6.7%
EUR 0.81	EUR 0.78	+EUR 0.03	+3.8%

**Diluted earnings per share**

HUF 256	HUF 240	+HUF 16	+6.7%
EUR 0.81	EUR 0.78	+EUR 0.03	+3.8%

The weighted average number of shares in issue used for the EPS calculation on 30 September 2018 was 186,300,932 while at the end of the same period of the previous year it was 186,158,576.

## 10.4 Balance sheet

Changes for all balance sheet items are reported in comparison to 31 December 2017 audited figures.

**Total assets and total shareholders' equity and liabilities of the Group**

HUF 818,879mn	HUF 760,865mn	+HUF 58,014mn	+7.6%
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**Non-current assets**

HUF 459,398mn	HUF 456,334mn	+HUF 3,064mn	+0.7%
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Higher levels of Other intangible assets result from the acquisition of the combined oral contraceptive developed by Mithra. Long term receivables increased primarily as a result of a change in the presentation which led to the inclusion among both the long term receivables and non-current liabilities of those capital expenditure and R&D related subsidy contracts which were not financially settled by the end of the reported period. Higher levels of Property, plant and equipment also contributed to the higher amount of Non-current assets. Lower Other financial assets were reported which includes a decline in the fair value of Richter's investment in the Russian wholesaler and retail Group, Protek and the conversion of both non-current bonds exchangeable into Richter shares and non-current other sovereign bonds owned to current assets.

**Current assets**

HUF 359,481mn	HUF 304,531mn	+HUF 54,950mn	+18.0%
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Cash and cash equivalents increased as a result of positive net cash flow from operating activities of the Group. Both bonds exchangeable into Richter shares and other sovereign bonds owned became current during the reported period. Higher levels of Inventories also contributed to the growth which was partly offset by a lower amount of Trade receivables .

**Capital and reserves**

HUF 701,825mn	HUF 664,019mn	+HUF 37,806mn	+5.7%
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Retained earnings increased by HUF 36,910 million and amounted to HUF 639,506 million. A higher translation difference of HUF 7,134 million included in Foreign currency translation reserve also contributed to the above increase.

**Non-current liabilities**

HUF 23,535mn	HUF 15,660mn	+HUF 7,875mn	+50.3%
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Non-current liabilities increased primarily as a result of a change in the presentation which led to the inclusion among both the non-current liabilities and non-current assets of those capital expenditure and R&D related subsidy contracts which were not financially settled by the end of the reported period.

**Current liabilities**

HUF 93,519mn	HUF 81,186mn	+HUF 12,333mn	+15.2%
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**10.5 Capital expenditure**

Capital expenditure for the Group including payments for intangible assets totalled HUF 40,219 million in the first three quarters 2018 when compared to HUF 25,380 million reported for the same period of the previous year.

## 11. Corporate matters

### 11.1 Information regarding Richter shares

**11.1.1** The number of shares in issue at 30 September 2018 was unchanged compared to 30 June 2018, i.e. 186,374,860 shares.

**11.1.2** The number of shares held by the Parent company in Treasury slightly increased during the third quarter of 2018.

	Ordinary shares				
	30 September 2018	30 June 2018	31 March 2018	31 December 2017	30 September 2017
Number	76,173	74,834	63,678	60,683	130,650
Book value (HUF '000)	397,375	390,549	422,523	404,353	856,959

On 30 September 2018 the Group's subsidiaries held a total of 5,500 ordinary Richter shares.

In accordance with a repurchase obligation related to employee share bonuses, the Company repurchased 1,339 shares from employees who resigned from Richter during the third quarter 2018.

The total number of Company shares at Group level held in Treasury at 30 September 2018 was 81,673.

#### 11.1.3 Share ownership structure

The shareholder structure at 30 September 2018 is presented in detail in the following table:

Ownership	Ordinary shares Number	Voting rights %	Share capital %
Domestic ownership	66,333,163	35.61	35.60
State ownership total	47,051,794	25.26	25.25
out of which MNV Zrt.	47,051,668	25.26	25.25
out of which Municipality	126	0.00	0.00
Institutional investors	9,428,844	5.06	5.06
Retail investors	9,852,525	5.29	5.29
International ownership	119,949,169	64.38	64.35
Institutional investors	119,569,365	64.18	64.15
out of which Black Rock, Inc.	9,722,000	5.22	5.22
Retail investors	379,804	0.20	0.20
Treasury shares*	81,673	0.00	0.04
Undisclosed ownership	10,855	0.01	0.01
Share capital	186,374,860	100.00	100.00

Note: \* Treasury shares include the combined ownership of the parent company and subsidiaries.

Data in the above table were compiled based on the share registry amended with information provided by KELER Zrt. as clearing company, global custodians and nominees. Due to the confidential character of linked investor interests certain investment funds may keep a different record of their respective share capital and/or voting rights.

## 11.2 Extraordinary announcements

- 11.2.1** On 22 August 2018 Richter informed its shareholders about a statement released the previous day by its US based partner, Allergan. In its statement Allergan announced that it had received a Complete Response Letter from the U.S. Food and Drug Administration (FDA) in response to the New Drug Application (NDA) for ulipristal acetate for the treatment of abnormal uterine bleeding in women with uterine fibroids.
- 11.2.2** On 12 September 2018 Richter and Mithra Pharmaceuticals announced that they have entered into a license and supply agreement to commercialize a combined oral contraceptive, developed Mithra containing 15 mg estetrol / 3 mg drospirenone.
- 11.2.3** On 18 September 2018 Richter announced that it has entered into a license and distribution agreement with L.D. Collins & Co. Limited, a UK based company, to commercialize its 400 mg progesterone containing assisted reproduction technology (ART) product, **Cyclogest®** in 27 EU countries.
- 11.2.4** On 19 September 2018 Richter announced that with effect from 18 September 2018 the Romanian National Agency for Medicines and Medical Devices (NAMMD) granted the licence to operate Pharmafarm SA, Richter's wholesaler subsidiary again.
- 11.2.5** On 1 October 2018 Richter's Board of Directors informed its shareholders that two technical amendments were made to the 6 months to June 2018 Report to the Budapest Stock Exchange published on 2 August 2018. On the following day the English version of the extraordinary announcement was corrected.

## 12. Historical exchange rates

### 12.1 At period end

	30.09.2018	30.06.2018	31.03.2018	31.12.2017	30.09.2017
EURHUF	323.78	328.60	312.55	310.14	311.23
USDHUF	278.76	282.06	253.94	258.82	263.75
RUBHUF	4.25	4.50	4.40	4.49	4.56
KZTHUF	0.77	0.83	0.80	0.78	0.77
CNYHUF	40.49	42.62	40.38	39.77	39.69
EURRUB	76.18	73.02	71.03	69.07	68.25
EURUSD	1.16	1.17	1.23	1.20	1.18

### 12.2 Average

	2018 M9	2018 H1	2018 Q1	2017 M12	2017 M9
EURHUF	317.25	314.36	311.08	309.28	308.47
USDHUF	265.37	259.89	253.01	273.73	276.96
RUBHUF	4.34	4.38	4.45	4.71	4.78
KZTHUF	0.79	0.80	0.78	0.87	0.89
CNYHUF	40.76	40.74	39.78	40.17	40.26
EURRUB	73.10	71.77	69.91	65.66	64.53
EURUSD	1.20	1.21	1.23	1.13	1.11

## 13. Net financial result for the Group

	HUFm			EURm		
	2018	2017	Change	2018	2017	Change
	9 months to September			9 months to September		
<b>Unrealised financial items</b>	<b>(917)</b>	<b>(4,300)</b>	<b>3,383</b>	<b>(3.0)</b>	<b>(14.0)</b>	<b>11.0</b>
Exchange gain on trade receivables and trade payables	(1,115)	(903)	-212	(3.6)	(2.9)	-0.7
Loss on foreign currency loans receivable	1,788	(3,101)	4,889	5.6	(10.1)	15.7
Period end foreign exchange translation difference of borrowings	-	(20)	20	-	(0.1)	0.1
Exchange (loss)/gain on other currency related items	(1,564)	(276)	-1,288	(4.9)	(0.9)	-4.0
Result of unrealised forward exchange contracts	(26)	-	-26	(0.1)	-	-0.1
<b>Realised financial items</b>	<b>2,486</b>	<b>(3,110)</b>	<b>5,596</b>	<b>7.8</b>	<b>(10.0)</b>	<b>17.8</b>
Exchange (loss)/gain realised on trade receivables and trade payables	(47)	(3,775)	3,728	(0.1)	(12.2)	12.1
Foreign exchange difference on conversion of cash	855	(832)	1,687	2.7	(2.7)	5.4
Dividend income	15	1	14	0.0	0.0	0.0
Interest income	2,159	1,108	1,051	6.8	3.6	3.2
Interest expense	(2)	(462)	460	(0.0)	(1.5)	1.5
Other financial items	(494)	850	-1,344	(1.6)	2.8	-4.4
<b>Net financial (loss)/income</b>	<b>1,569</b>	<b>(7,410)</b>	<b>8,979</b>	<b>4.8</b>	<b>(24.0)</b>	<b>28.8</b>



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## 14. Balance Sheet

	30 September 2018 Unaudited HUFm	31 December 2017 Audited HUFm	Change %
<b>ASSETS</b>	<b>818,879</b>	<b>760,865</b>	<b>7.6</b>
Non-current assets	459,398	456,334	0.7
Property, plant and equipment	203,131	196,990	3.1
Goodwill	46,081	44,377	3.8
Other intangible assets	166,684	154,958	7.6
Investments in associates and joint ventures	11,762	11,847	-0.7
Other financial assets	10,130	35,482	-71.5
Deferred tax assets	9,660	10,548	-8.4
Loans receivable	3,907	2,132	83.3
Long term receivables	8,043	-	n.a.
Current assets	359,481	304,531	18.0
Inventories	94,006	84,474	11.3
Trade receivables	115,873	123,023	-5.8
Other current assets	19,374	20,180	-4.0
Investments in securities	18,932	18	n.a.
Current tax assets	1,233	795	55.1
Cash and cash equivalents	110,063	76,041	44.7
<b>EQUITY AND LIABILITIES</b>	<b>818,879</b>	<b>760,865</b>	<b>7.6</b>
Capital and reserves	701,825	664,019	5.7
Share capital	18,638	18,638	0
Treasury shares	(2,300)	(415)	454.2
Share premium	15,214	15,214	0.0
Capital reserve	3,475	3,475	0.0
Foreign currency translation reserve	16,989	9,855	72.4
Revaluation reserve for available for sale investments	5,165	9,964	-48.2
Retained earnings	639,506	602,596	6.1
Non-controlling interest	5,138	4,692	9.5
Non-current liabilities	23,535	15,660	50.3
Borrowings	2	3	-33.3
Deferred tax liability	8,035	8,005	0.4
Other non-current liabilities and accruals	12,208	4,347	180.8
Provisions	3,290	3,305	-0.5
Current liabilities	93,519	81,186	15.2
Borrowings	0	-	n.a.
Trade payables	47,809	47,495	0.7
Current tax liabilities	561	703	-20.2
Other current liabilities and accruals	41,992	30,515	37.6
Provisions	3,157	2,473	27.7

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## 15. Consolidated statement of changes in equity

HUFm	Share capital	Share premium	Capital reserve	Treasury shares	Foreign currency translation reserve	Retained earnings	Revaluation reserve for available for sale investments	Attributable to owners of the parent	Non-controlling interest	Total
Balance at 31 December 2016	18,638	15,214	3,475	(1,285)	18,478	614,657	8,825	<b>678,002</b>	3,871	<b>681,873</b>
Profit for the period	-	-	-	-	-	44,598	-	<b>44,598</b>	960	<b>45,558</b>
Exchange differences arising on translation of foreign operations	-	-	-	-	(8,290)	18	-	<b>(8,272)</b>	(191)	<b>(8,463)</b>
Exchange differences arising on translation of associates and joint ventures	-	-	-	-	13	-	-	<b>13</b>	-	<b>13</b>
Revaluation for available for sale investments	-	-	-	-	-	-	(178)	<b>(178)</b>	-	<b>(178)</b>
<b>Comprehensive income at 30 September 2017</b>	-	-	-	-	<b>(8,277)</b>	<b>44,616</b>	<b>(178)</b>	<b>36,161</b>	<b>769</b>	<b>36,930</b>
Net treasury shares transferred and purchased	-	-	-	211	-	-	-	<b>211</b>	-	<b>211</b>
Ordinary share dividend for 2016	-	-	-	-	-	(19,756)	-	<b>(19,756)</b>	-	<b>(19,756)</b>
Dividend paid to non-controlling interest	-	-	-	-	-	-	-	-	(92)	<b>(92)</b>
Additional paid in capital to subsidiaries	-	-	-	-	-	-	-	-	30	<b>30</b>
Recognition of share-based payments	-	-	-	-	-	1,011	-	<b>1,011</b>	-	<b>1,011</b>
<b>Balance at 30 September 2017</b>	<b>18,638</b>	<b>15,214</b>	<b>3,475</b>	<b>(1,074)</b>	<b>10,201</b>	<b>640,528</b>	<b>8,647</b>	<b>695,629</b>	<b>4,578</b>	<b>700,207</b>

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HUFm	Share capital	Share premium	Capital reserve	Treasury shares	Foreign currency translation reserve	Retained earnings	Revaluation reserve for available for sale investments	Attributable to owners of the parent	Non-controlling interest	Total
Balance at 31 December 2017	18,638	15,214	3,475	(415)	9,855	602,596	9,964	<b>659,327</b>	4,692	<b>664,019</b>
Restatement due to IFRS9	-	-	-	-	-	708	-	<b>708</b>	-	<b>708</b>
Restated opening balance	18,638	15,214	3,475	(415)	9,855	603,304	9,964	<b>660,035</b>	4,692	<b>664,727</b>
Profit for the period	-	-	-	-	-	47,652	-	<b>47,652</b>	359	<b>48,011</b>
Exchange differences arising on translation of foreign operations	-	-	-	-	7,134	-	-	<b>7,134</b>	213	<b>7,347</b>
Revaluation for available for sale investments	-	-	-	-	-	-	(4,799)	<b>(4,799)</b>	-	<b>(4,799)</b>
Comprehensive income at 30 September 2018	-	-	-	-	7,134	47,652	(4,799)	<b>49,987</b>	572	<b>50,559</b>
Net treasury shares transferred and purchased	-	-	-	(1,885)	-	-	-	<b>(1,885)</b>	-	<b>(1,885)</b>
Ordinary share dividend for 2017	-	-	-	-	-	(12,673)	-	<b>(12,673)</b>	-	<b>(12,673)</b>
Dividend paid to non-controlling interest	-	-	-	-	-	-	-	-	(161)	<b>(161)</b>
Additional paid in capital to subsidiaries	-	-	-	-	-	-	-	-	35	<b>35</b>
Recognition of share-based payments	-	-	-	-	-	1,223	-	<b>1,223</b>	-	<b>1,223</b>
Balance at 30 September 2018	18,638	15,214	3,475	(2,300)	16,989	639,506	5,165	<b>696,687</b>	5,138	<b>701,825</b>

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## 16. Income Statement – HUF

For the year ended 31 December 2017 Audited HUFm		For the period ended 30 September		
		2018 Unaudited HUFm	2017 Unaudited HUFm	Change %
444,356	Total revenues	323,875	334,153	-3.1
(191,278)	Cost of sales	(134,630)	(142,593)	-5.6
253,078	Gross profit	189,245	191,560	-1.2
(114,882)	Sales and marketing expenses	(88,029)	(87,197)	1.0
(23,374)	Administration and general expenses	(18,480)	(17,045)	8.4
(39,903)	Research and development expenses	(30,829)	(29,156)	5.7
(54,208)	Other income and other expenses (net)	(372)	(4,496)	-91.7
20,711	Profit from operations	51,535	53,666	-4.0
14,957	Finance income	16,782	11,562	45.1
(23,295)	Finance cost	(15,213)	(18,972)	-19.8
(8,338)	Net financial (loss)/income	1,569	(7,410)	n.a.
1,528	Share of profit of associates and joint ventures	799	1,317	-39.3
13,901	Profit before income tax	53,903	47,573	13.3
873	Income and deferred tax	(2,631)	1,342	n.a.
(4,704)	Local business tax and innovation contribution	(3,261)	(3,357)	-2.9
10,070	Profit for the period	48,011	45,558	5.4
	Profit attributable to:			
8,885	Owners of the parent	47,652	44,598	6.8
1,185	Non-controlling interest	359	960	-62.6
Statement of comprehensive income				
10,070	Profit for the period	48,011	45,558	5.4
(82)	Actuarial loss on retirement defined benefit plans	-	-	n.a.
(82)	Items that will not be reclassified to profit or loss	-	-	n.a.
(8,890)	Exchange differences arising on translation of foreign operations	7,347	(8,463)	n.a.
17	Exchange differences arising on translation of associates and joint ventures	-	13	-100.0
1,139	Revaluation for available for sale investments	(4,799)	(178)	n.a.
(7,734)	Items that may be subsequently reclassified to profit or loss	2,548	(8,628)	n.a.
(7,816)	Other comprehensive income	2,548	(8,628)	n.a.
2,254	Total comprehensive income	50,559	36,930	36.9
	Attributable to:			
1,299	Owners of the parent	49,987	36,161	38.2
955	Non-controlling interest	572	769	-25.6
	<b>HUF Earnings per share (EPS)</b>	<b>HUF</b>	<b>HUF</b>	<b>%</b>
48	Basic	256	240	6.7
48	Diluted	256	240	6.7

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## 17. Income Statement – EUR

For the year ended 31 December		For the period ended 30 September		
2017 Audited EURm		2018 Unaudited EURm	2017 Unaudited EURm	Change %
1,436.8	Total revenues	1,020.9	1,083.2	-5.8
(618.5)	Cost of sales	(424.4)	(462.2)	-8.2
818.3	Gross profit	596.5	621.0	-3.9
(371.4)	Sales and marketing expenses	(277.5)	(282.7)	-1.8
(75.6)	Administration and general expenses	(58.3)	(55.2)	5.6
(129.0)	Research and development expenses	(97.2)	(94.5)	2.9
(175.3)	Other income and other expenses (net)	(1.1)	(14.6)	-92.5
67.0	Profit from operations	162.4	174.0	-6.7
48.3	Finance income	52.9	37.5	41.1
(75.3)	Finance cost	(48.1)	(61.5)	-21.8
(27.0)	Net financial (loss)/income	4.8	(24.0)	n.a.
4.9	Share of profit of associates and joint ventures	2.5	4.2	-40.5
44.9	Profit before income tax	169.7	154.2	10.1
2.9	Income and deferred tax	(8.3)	4.4	n.a.
(15.2)	Local business tax and innovation contribution	(10.3)	(10.9)	-5.5
32.6	Profit for the period	151.1	147.7	2.3
	Profit attributable to:			
28.8	Owners of the parent	150.2	144.6	3.9
3.8	Non-controlling interest	1.1	3.1	-64.5
309.28	Average exchange rate (EURHUF)	317.25	308.47	2.8
	Statement of comprehensive income			
32,6	Profit for the period	151.1	147.7	2.3
(0,3)	Actuarial loss on retirement defined benefit plans	-	-	n.a.
(0,3)	Items that will not be reclassified to profit or loss	-	-	n.a.
(28,8)	Exchange differences arising on translation of foreign operations	23.2	(27.4)	n.a.
0,1	Exchange differences arising on translation of associates and joint ventures	-	0.0	n.a.
3,7	Revaluation for available for sale investments	(15.1)	(0.6)	n.a.
(25,0)	Items that may be subsequently reclassified to profit or loss	8.1	(28.0)	n.a.
(25,3)	Other comprehensive income	8.1	(28.0)	n.a.
7,3	Total comprehensive income	159.2	119.7	33.0
	Attributable to:			
4,3	Owners of the parent	157.6	117.2	34.5
3,0	Non-controlling interest	1.8	2.5	-28.0
	<b>EUR Earnings per share (EPS)</b>	<b>EUR</b>	<b>EUR</b>	<b>%</b>
0,15	Basic	0.81	0.78	3.8
0,15	Diluted	0.81	0.78	3.8

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## 18. Income Statement

	July-September 3 months					
	2018	2017*	Change	2018	2017*	Change
	HUFm	HUFm	%	EURm	EURm	%
Total revenues	99,445	107,364	-7.4	307.0	350.3	-12.4
Cost of sales	(40,537)	(45,329)	-10.6	(125.1)	(147.9)	-15.4
Gross profit	58,908	62,035	-5.0	181.9	202.4	-10.1
Sales and marketing expenses	(27,412)	(27,042)	1.4	(84.7)	(88.3)	-4.1
Administration and general expenses	(6,183)	(5,283)	17.0	(19.2)	(17.2)	11.6
Research and development expenses	(9,043)	(8,235)	9.8	(27.9)	(26.9)	3.7
Other income and other expenses (net)	(419)	(869)	-51.8	(1.2)	(2.8)	-57.1
Profit from operations	15,851	20,606	-23.1	48.9	67.2	-27.2
Finance income	(1,043)	2,399	n.a.	(3.8)	7.9	n.a.
Finance cost	(3,144)	(5,907)	-46.8	(9.7)	(19.3)	-49.7
Net financial loss	(4,187)	(3,508)	19.4	(13.5)	(11.4)	18.4
Share of profit/(loss) of associates and joint ventures	103	496	-79.2	0.3	1.5	-80.0
Profit before income tax	11,767	17,594	-33.1	35.7	57.3	-37.7
Income and deferred tax	(1,464)	(406)	260.6	(4.6)	(1.2)	283.3
Local business tax and innovation contribution	(1,226)	(1,164)	5.3	(3.8)	(3.8)	0.0
Profit for the period	9,077	16,024	-43.4	27.3	52.3	-47.8
Profit attributable to:						
Owners of the parent	8,839	15,799	-44.1	26.5	51.5	-48.5
Non-controlling interest	238	225	5.8	0.8	0.8	0.0
Average exchange rate (EURHUF)				332.49	306.39	8.5
<b>Earnings per share (EPS)</b>	<b>HUF</b>	<b>HUF</b>	<b>%</b>	<b>EUR</b>	<b>EUR</b>	<b>%</b>
Basic	47	85	-44.7	0.14	0.28	-50.0
Diluted	47	85	-44.7	0.14	0.28	-50.0

Note: \* For further information on restated base period figures please see Appendix 3 on page 36.

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## 19. Cash flow Statement

For the year ended 31 December		For the period ended 30 September	
2017 Audited HUFm		2018 Unaudited HUFm	2017 Unaudited HUFm
<b>Operating activities</b>			
13,901	Profit before income tax	53,903	47,573
34,747	Depreciation and amortisation	26,296	26,070
(1,347)	Non cash items accounted through Total Comprehensive Income	3,876	(754)
(65)	Period end foreign exchange translation difference of borrowings	-	20
(1,248)	Net interest and dividend income	(2,172)	(647)
(220)	Changes in provision for defined benefit plans	-	(35)
1,141	(Increase)/ decrease on changes of property, plant and equipment and intangible assets	212	469
49,184	Impairment recognised on intangible assets	-	-
3,640	Expense recognised in respect of equity-settled share-based payments	-	786
Movements in working capital			
(12,519)	Decrease/(Increase) in trade and other receivables	8,743	(5,142)
(3,228)	Increase in inventories	(9,532)	(2,601)
7,631	Increase in trade payables and other current and non-current liabilities	18,516	5,783
(990)	Interest expense	(2)	(462)
(6,880)	Income tax paid	(5,208)	(5,030)
83,747	<b>Net cash flow from operating activities</b>	<b>94,632</b>	<b>66,030</b>
<b>Investing activities</b>			
(30,328)	Payments for property, plant and equipment	(23,808)	(18,145)
(9,601)	Payments for intangible assets	(16,411)	(7,235)
957	Proceeds from disposal of property, plant and equipment	589	865
(1,745)	Payments to acquire financial assets	435	(20)
733	Proceeds on sale or redemption on maturity of financial assets	-	733
(666)	Disbursement of loans net	(1,364)	(834)
1,563	Interest income	2,159	1,108
675	Dividend income	15	1
(8,045)	Net cash outflow on acquisition of subsidiaries	-	(8,045)
(46,457)	<b>Net cash flow to investing activities</b>	<b>(38,385)</b>	<b>(31,572)</b>
<b>Financing activities</b>			
(3,858)	Proceeds from (purchase of)/ disposal of treasury shares	(1,926)	436
(19,756)	Dividend paid	(12,673)	(19,756)
(36,585)	Repayment of borrowings (-)	-	(6,662)
3	Proceeds from borrowings (+)	-	16
(60,196)	<b>Net cash flow to financing activities</b>	<b>(14,599)</b>	<b>(25,966)</b>
(22,906)	Net increase/(decrease) in cash and cash equivalents	41,648	8,492
96,053	Cash and cash equivalents at beginning of year	76,041	96,053
2,894	Effect of foreign exchange rate changes on the balances held in foreign currencies	(7,626)	(1,904)
76,041	<b>Cash and cash equivalents at end of period</b>	<b>110,063</b>	<b>102,641</b>

Prepared in accordance with IAS 34 Interim Financial Reporting.

## Disclosures

I, the undersigned declare, that Gedeon Richter Plc. takes full responsibility, that the interim management report published today, which contains the Group's nine months to September 2018 results is prepared in accordance with the applicable accounting standards and according to the best of our knowledge. The report above provides a true and fair view of the financial position of Gedeon Richter Plc., comprises the subsidiaries included in the consolidation, it presents the major risks and factors of uncertainty and it also contains an explanation of material events and transactions that have taken place during the reported year and their impact on the financial position of Gedeon Richter Plc. and its subsidiaries included in the consolidation.

Budapest, 8 November 2018



Gábor Orbán  
Chief Executive Officer

The financial statements in this report cover the activities of Gedeon Richter Group ('The Group' or 'Richter Group') and Gedeon Richter Plc. ('The Company' or 'Richter'). These interim condensed financial statements are prepared in accordance with IAS 34 Interim Financial reporting. EUR and USD amounts have been converted from HUF at average exchange rates for indicative purposes only. Financial statements for the nine months to September 2018 and nine months to September 2017 are unaudited. Financial statements for the twelve months period ended 31 December 2017 are audited. The Company except for the adoption of IFRS 15 and IFRS 9 regulation has followed the same accounting policies during the preparation of this report as for the preparation of the most recent annual financial report.



## Appendix 1

### New product launches

Richter introduced the following new products either in the first three quarters 2018 or in the period between the end of the reporting period and the publication of this quarterly report:

Country	Product	Active ingredient	Therapeutic area
Belgium	Reagila®	cariprazine	Central nervous system, antipsychotic
	Tibolone	tibolone	Women's Healthcare, hormone replacement therapy
Belarus	Lenzetto®*	estradiol	Women's Healthcare, hormone replacement therapy (spray)
	Vendiol	gestodene + 15mcg EE	Women's Healthcare, oral contraceptive
Chile	Lenzetto®*	estradiol	Women's Healthcare, hormone replacement therapy (spray)
Ecuador	Lenzetto®*	estradiol	Women's Healthcare, hormone replacement therapy (spray)
Guatemala	Esmya®	ulipristal acetate	Women's Healthcare, uterine myoma
Croatia	Fluomizin*	dequalinium-chloride	Women's Healthcare, anti-infective, antiseptic
Poland	Cosim*	lacosamid	Central nervous system, antiepileptic
Hungary	Cosim*	lacosamid	Central nervous system, antiepileptic
Mexico	Sibilla	dienogest + 30mcg EE	Women's Healthcare, oral contraceptive
Moldova	Amdoal	aripiprazole	Central nervous system, antipsychotic
United Kingdom	Reagila®	cariprazine	Central nervous system, antipsychotic
Germany	Reagila®	cariprazine	Central nervous system, antipsychotic
Italy	Levosert®	levonorgestrel	Women's Healthcare, other contraceptive method, IUS
Russia	Ekvapress	amlodipin + indapamid + lisinopril	Cardiovascular, antihypertensive
	Diroton Plus	lisinopril + indapamid	Cardiovascular, antihypertensive
	Tanydol	telmisartan	Cardiovascular, antihypertensive
Peru	Lenzetto®*	estradiol	Women's Healthcare, hormone replacement therapy (spray)
Portugal	Candiset	clotrimazol	Women's Healthcare, antifungal (cream)
Sweden	Reagila®	cariprazine	Central nervous system, antipsychotic
Slovenia	Reagila®	cariprazine	Central nervous system, antipsychotic
	Fluomizin*	dequalinium-chloride	Women's Healthcare, anti-infective, antiseptic

Note: \* Licensed-in product

## Appendix 2

### Women's healthcare products and active ingredients

Brand name	Active ingredients	Product type
<b>Oral contraceptives (OC)</b>		
Volina / Midiana / Aranka / Maitalon 30 / Rosina	DRP+30mcg EE	Fourth generation
Symicia / Daylette / Volina Mite / Rezia / Jolian Maitalon 20 / Darylita / Daylla / Dimia / Liladros / Arankelle	DRP+20mcg EE	Fourth generation
Regulon / Desorelle / Desmin 30	DSG+30mcg EE	Third generation
Novynette / Desmin 20 / Femina	DSG+20mcg EE	Third generation
Azalia / Lactinette	DSG	Third generation
Lindynette 20 / Karissa	GST+20mcg EE	Third generation
Lindynette 30	GST+30mcg EE	Third generation
Milligest / Tristin / Perlean	GST+30/40mcg EE	Third generation
Violetta / Varianta	GST+15mcg EE	Third generation
Kleodina	LVG+30mcg EE	Second generation
Rigevidon / Microfemin	LVG+30mcg EE	Second generation
Tri-Regol	LVG+30/40mcg EE	Second generation
Belara / Chariva / Lybella / Balanca	CLM+30mcg EE	
Belarina / Evafem	CLM+20mcg EE	
Neo-Eunomin	BCLM+50mcg EE	
Eve 20	norethisterone+20mcg EE	First generation
Silhouette / Mistral / Mistra / Sibilla	dienogest+30 mcg EE	Fourth generation
<b>Emergency contraceptives (EC)</b>		
Postinor / Rigesoft / Levonelle-2 / Plan B	LVG (2x)	
Escapelle / Levonelle One-Step / Postinor-1 Plan B One-Step / Evitta	LVG (1x)	
<b>Other contraceptive devices (CD)</b>		
Goldlily / Silverlily	Au+Cu, Ag+Cu	IUD
Levosert®*	levonorgestrel	IUD

Continued on the following page

Note: \* Licensed-in

Abbreviations used:

LVG: Levonorgestrel  
 EE: Ethinyl estradiol  
 CLM: Chlormadinone

DRP: Drospirenone  
 GST: Gestodene  
 DSG: Desogestrel  
 BCLM: Biphasic-chlormadinone

Continued from previous page:

Brand name	Active ingredients	Product type
<b>Menopausal care</b>		
Tulita / Minivel	norethisterone+estradiol	Hormone replacement therapy
Triaklim	norethisterone+estradiol	Hormone replacement therapy
Pausogest	norethisterone+estradiol	Hormone replacement therapy
Goldar*	tibolone	Hormone replacement therapy
Estrimax	estradiol	Hormone replacement therapy
Lenzetto®*	estradiol	Hormone replacement therapy (spray)
Ossica	ibandronate	Osteoporosis
Sedron / Ostalon / Beenos	alendronate	Osteoporosis
Calci-Sedron-D / Ostalon Calci D	alendronate+Ca, vitamine D	Osteoporosis
<b>Pregnancy care and Obstetrics</b>		
Gravida*	vitamins	Pregnancy care
Oxytocin	oxytocine	Labour induction (injection)
Bromocriptin	bromocriptin mesilate	Prolactin inhibitor
<b>Fertility</b>		
Bemfola®	follitropin alfa	Fertility treatment
<b>Gynaecological infections</b>		
Mycosyst / Mycosyst Gyno / Flucon	fluconazole	Antifungal
Gyno Femidazol	miconazole nitrate	Antifungal
Gynofort / Gynazol*	butoconazole nitrate	Antifungal (cream)
Klion D	metronidazole+miconazole	Antifungal
Fluomizin*	dequalinium chloride	Anti-infective, antiseptic
Gynoflor*	estriol+lactobacillus	Restoration of vaginal flora and atrophie vaginitis
<b>Other Gynaecological conditions</b>		
Esmya®	ulipristal acetate	Uterine myoma
Levosert®*	levonorgestrel	Menorrhagia
Norcolut	norethisterone	Premenstruation syndrome, mastodynia, dysfunctional uterine bleeding, endometriosis
<b>Bulk Products</b>		Oral contraception

Note: \* Licensed-in

Abbreviations used:

LVG: Levonorgestrel  
 EE: Ethinyl estradiol  
 CLM: Chlormadinone

DRP: Drospirenone  
 GST: Gestodene  
 DSG: Desogestrel  
 BCLM: Biphasic-chlormadinone

## Appendix 3

The review and the amendment of the methodology used in the elimination of intra-group profit on sale of inventories related to changes in IFRS reporting was completed during the first two quarters 2017, subsequently the data relative to the third quarter 2017 differ from those previously published.