SANITAS GROUP

Corporate Development Profile

Leading Specialty Medicines Company in New Europe

September 2010

Strictly Private and Confidential

Senior Management Team

Chief Executive Officer

Saulius Jurgelėnas

Commercial & Product Development

Hagen Dahms

Finance

Nerijus Drobavičius

Manufacturing & Quality

Marek Wojcikowski

Supply Chain & Logistics

Inga Urbonavičiūtė

Legal Affairs & Human Resources

Rūta Milkuvienė

Company Overview

Business	Vertically integrated, specialty and branded generic pharmaceutical company with own development capability and strong foothold in Central & Eastern Europe, particularly Poland
Major Investors	Citi Venture Capital International, Invalda AB, Amber Trust
Geographic Presence (% of 2010 H1 Sales)	Core: Poland (62%) and Russia (18%) Satellite (20%): Baltics, Bulgaria, Czech Republic, Hungary, Slovakia and Ukraine
Manufacturing Facilities	Lithuania (Kaunas), Poland (Jelenia Gora)
Core Therapeutic Focus	Dermatology: dermacosmetics and healthy skin Ophthalmology: eye care and healthy vision Metabolics: vitamins and blood sugar management Urology: prostate and age related disorders Hospital: injectables for acute treatments
Key Financials (TTM)(1)	Sales: €100.4 million Normalised EBITDA: €27.0 million (26.9% margin)
Employees	1,100

Notes:
(1) Trailing twelve months ("TTM") to 30 June 2010
Source: Sanitas

Company History

1922 – Establishment of a pharmaceutical laboratory in Kaunas, Lithuania

1994 – Privatisation and listing on Vilnius Stock Exchange

2003 – Acquisition by a group of financial investors led by Invalda

2004–2005
- Appointment of a new management team led by Saulius Jurgelėnas
- EU GMP certification
- Acquisition of Endokrininiai Preparatai and Hoechst-Biotika

1945 – Establishment of a pharmaceutical company in Jelenia Gora, Poland

1994 – Privatisation and listing on Warsaw Stock Exchange

1997 – Modernisation of manufacturing facilities

2006
- Acquisition by Sanitas
- CVCI and Amber Trust join Invalda consortium
- Establishment of representative offices across the CEE region
  - Slovakia (2007)
  - Czech Republic (2006)
  - Hungary (2007)
  - Bulgaria (2008)

2007
- Successful turn-around, repositioning and integration of Jelfa
- Expansion into the Polish and Russian markets
- Acquisition of manufacturing capacity

2009
- Acquisition of Homeofarm in Poland
- Construction of a new state-of-the-art production facility in Kaunas, Lithuania
- Additional capacity with expansion into syringes and eye drops

2010
- Contract manufacturing facility in Martin, Slovakia was sold to Latvian company Liplats 2000, SIA

Key Strengths

1
Exposure to Attractive Emerging Markets in Central & Eastern Europe

- Markets growing on average at 10% CAGR
- Branded generic Rx markets underpinned by favourable demographics and market trends
- More than ¼ billion people combined market

2
Consolidation Platform in CEE Markets

- Successful integration of 4 acquisitions
- One of the last remaining independent regional generic pharma companies

3
Strong Foothold in Poland

- No.7 domestic Polish pharma by value
- Top 3 market positions in Dermatologicals, Plain Injectable Corticosteroid, Multivitamins with Minerals and Eye Anti-Infectives

4
Portfolio of Niche, Branded Generics in Attractive Therapeutic Areas

- Strong presence in the attractive Dermatologicals segment and growing emphasis on Ophthalmology and Injectables

5
Attractive Product Pipeline and Development Capabilities

- 268 new launches from 2008-14 across five strategic therapeutic areas
- Forecast to account for 33% of 2014 sales

6
Established Sales, Marketing and Commercialisation Infrastructure

- 234 experienced sales and marketing personnel across its CEE markets, including 140 in Poland

7
Well-Invested Manufacturing Facilities and Supply / Logistics Network

- Two EU GMP-compliant, modern, low-cost production facilities, including a new state-of-the-art facility in Lithuania

8
Strong Financial Profile

- TTM(1) sales of €100.4 million compared to €18.2 million in 2005
- Strong profitability with TTM(1) EBITDA margin of 26.9%

9
Experienced and Dynamic Senior Management Team

- Senior management team with a unique mix of local industry knowledge and Western-style management

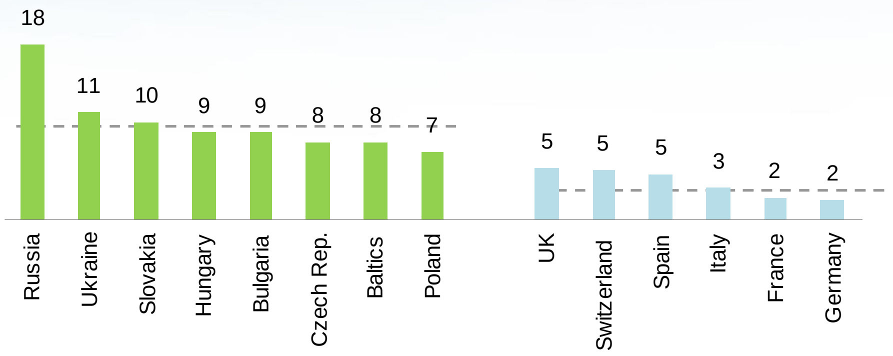
SANITAS GROUP

Note: (1) Trailing twelve months ("TTM") to 30 June 2010
Source: Sanitas

❶ Exposure to Attractive Emerging Markets in Central & Eastern Europe

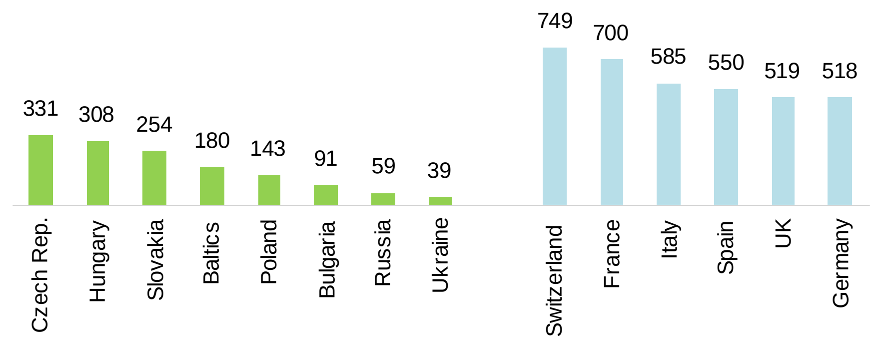
Project Five-Year Pharmaceutical Market Growth Rates (%)

CEE / CIS Average: 10%   Western Europe Average: 4%



Pharmaceutical Per Capita Expenditure ($)

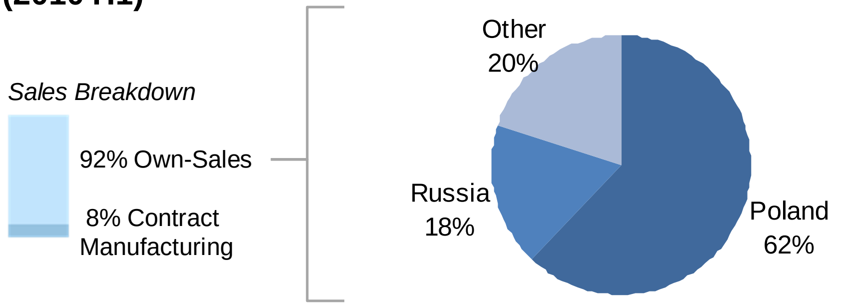
CEE / CIS Average: $176   Western Europe Average: $604



Source: Espicom, Sanitas

Sanitas' Geographic Footprint

Own-Sales Split by Geography[1] (2010 H1)



Note: (1) Own-sales excludes sales from contract manufacturing activities, which accounts for approximately 8% of group sales (pro-forma HBM disposal)

Source: Sanitas

❶ Exposure to Attractive Emerging Markets in Central & Eastern Europe (Cont'd)

Poland	Russia	First Wave EU Entrants	Second Wave EU Entrants and Non-EU Markets
▪ 3.6% forecast GDP growth ▪ The only EU-27 economy with positive growth in 2009 ▪ Population of 38 million ▪ $11.4 billion pharma market [(1)] forecast to grow at 7% p.a. ▪ No.2 pharma market in Europe by volume per capita ▪ Specialist-led market dominated by the branded Rx segment ▪ Emerging health insurance ▪ 70% self-pay market	▪ 4.0-4.5% forecast GDP growth ▪ Population of 142 million ▪ $15.4 billion pharma market [(1)] forecast to grow at 18% p.a. ▪ Key-city driven market dominated by branded Rx ▪ Development of drug reimbursement program ▪ Introduction of voluntary insurance ▪ Modernisation of the hospital supply program ▪ European GMP could become obligatory in coming years	**Czech Rep / Slovakia** ▪ Amongst the highest per capita expenditure in the CEE region ▪ Dominated by branded Rx ▪ Modernisation of health care system is gaining speed **Baltics** ▪ Budgetary pressures expected to boost generic pharma sector **Hungary** ▪ Amongst the most developed markets in the CEE region ▪ Branded Rx sector expected to grow over the long-term ▪ High salesforce cost acts as barrier to entry	**Ukraine** ▪ Population of 46 million ▪ Expected to introduce reimbursement system ▪ Consolidation of the pharma market expected to continue **Bulgaria** ▪ Recent EU accession should benefit health care sector

Note: (1) Pharmaceutical market size in retail prices
Source: IMS Health, Espicom, Sanitas

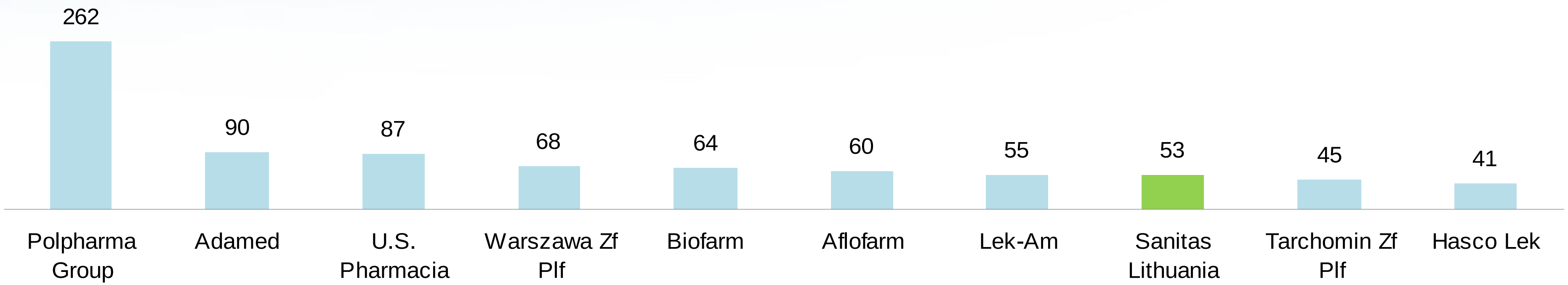
❷ One of the Last Remaining Independent Regional Generic Pharma Companies

Company	Western Europe	Baltics	Bulgaria	Croatia	Czech Republic	Hungary	Poland	Romania	Russia	Serbia	Slovakia	Slovenia	Ukraine
SANITAS GROUP		●	●		●	●	●		●		●		●
actavis creating value in pharmaceuticals	●	●	●		●	●	●	●	●	●	●	●	●
ADAMED	●						●						●
Ближче до людей ARTERIUM													●
PHARMACEUTICAL FIRM Darnitsa													●
GEDEON RICHTER LTD.	●	●	●		●	●	●	●	●	●	●		●
KRKA	●	●	●	●	●	●	●	●	●	●	●	●	●
PharmaSwiss Choose More Life		●	●	●	●	●	●	●		●	●	●	
phs Pharmstandard		●							●				●
polpharma		●					●		●				●
sopharma BULGARIA		●	●				●		●				●
STADA Arzneimittel	●	●	●		●		●	●	●	●	●		●
VALENTA									●				

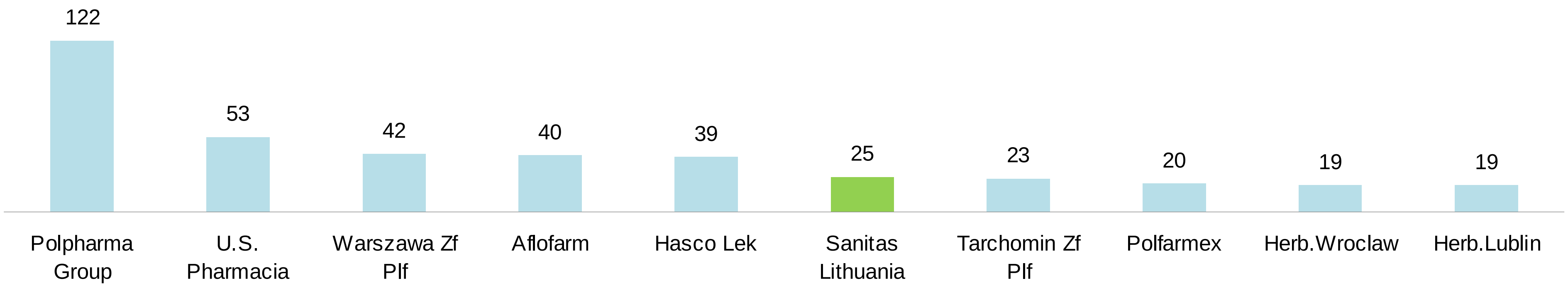
Source: Sanitas, Company filings and websites

❸ Strong Foothold in Poland

No.8 Domestic Polish Pharmaceutical Company by Value
(€ millions)



No.6 Domestic Polish Pharmaceutical Company by Volume
(million pieces)

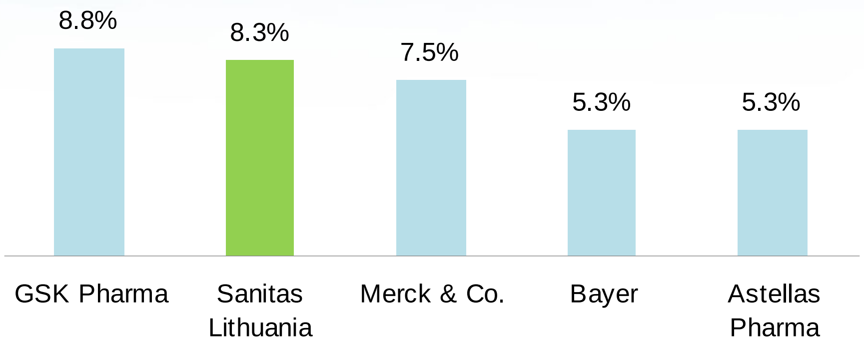


Note: Data for MAT 06/2010
Source: IMS Health

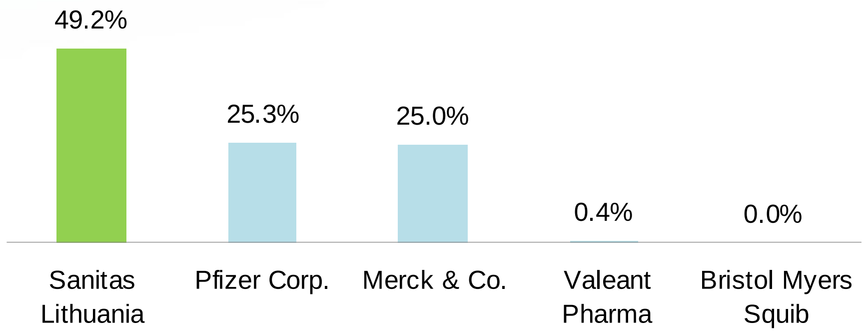
❸ Strong Foothold in Poland (Cont'd)

Market Shares in Key ATCs in 2009

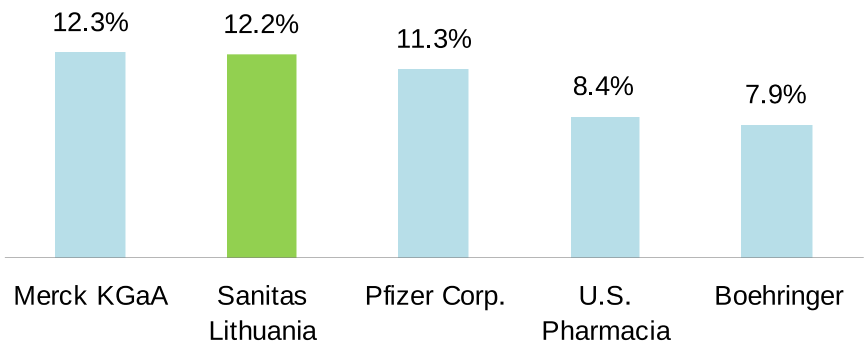
No.2 in Dermatological



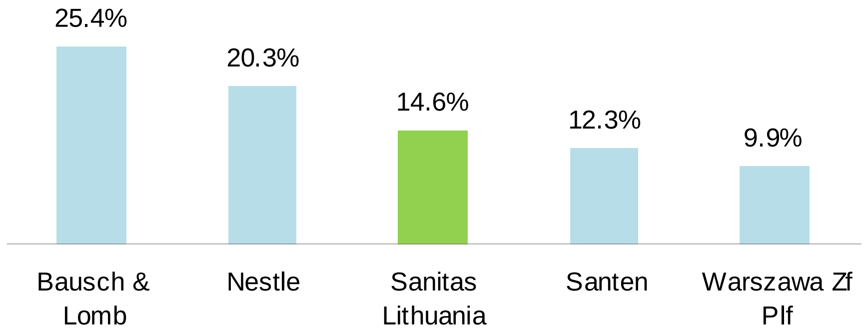
No.1 in Plain Injectable Corticosteroids



No.2 in Multivitamins with Minerals



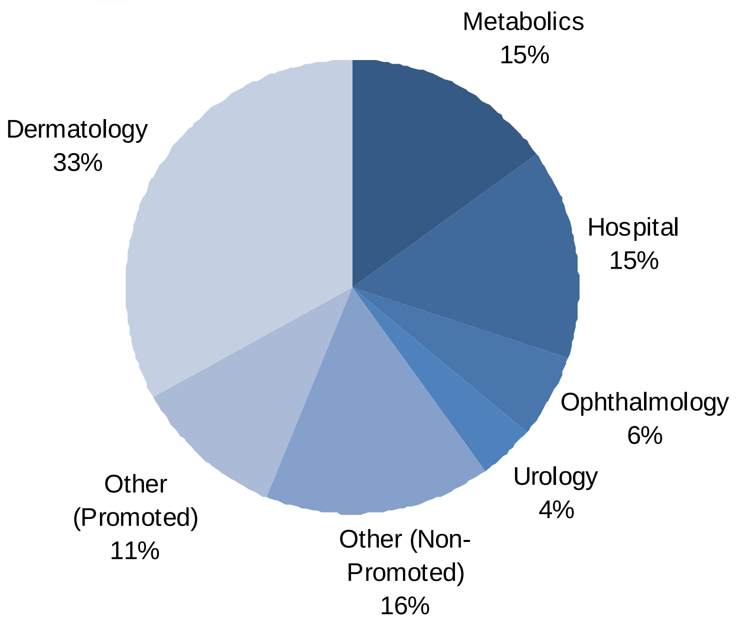
No.3 in Eye Anti-Infectives



Note: Data for MAT 06/2010
Source: IMS Health

❹ Portfolio of Niche, Branded Generics in Attractive Therapeutic Areas

Own Portfolio Structure 2010 H1



Selected Current Portfolio Products

Product	Form	2010 H1 Sales (€m)	% Segment Sales
Flucinar	Ointment	3.9	29.3%
Lorinden	Ointment	2.8	20.8%
Argosulfan	Ointment	1.7	12.4%
Dermatology		**13.4**	
Falvit	Tablets	1.4	25.1%
Heparegen	Tablets	1.0	18.3%
Panogastin	Tablets	0.9	17.0%
Metabolics		**6.2**	
Corhydron	Ampoules	1.7	28.4%
Cocarboxylasum	Ampoules	1.0	16.7%
Omnadren	Ampoules	0.7	12.1%
Hospital		**6.0**	
Hydrocortisonum	Ointment	1.0	37.3%
Neomycinum	Ointment	0.8	28.5%
Oxycort	Ointment	0.4	15.2%
Ophthalmology		**2.7**	
Lidocaine hydrochloride	Ointment	0.6	37.5%
Finasteride	Tablets	0.6	35.9%
Omipro (Tamipro)	Tablets	0.5	26.6%
Urology		**1.7**	

Source: Sanitas

❺ Attractive Product Pipeline and Development Capabilities

Development Strategy

- Branded generics in attractive ATCs
  - Dermatologicals including Rx, dermacosmetics and healthy skin
  - Eye care and healthy vision
  - Blood sugar management
  - Prostate and other urological age related disorders
  - Injectables for acute treatments
- Specialists targeted products with relatively limited competition
- Products with high regional potential
- External and in-house development driven by efficiency and time-to-market requirement

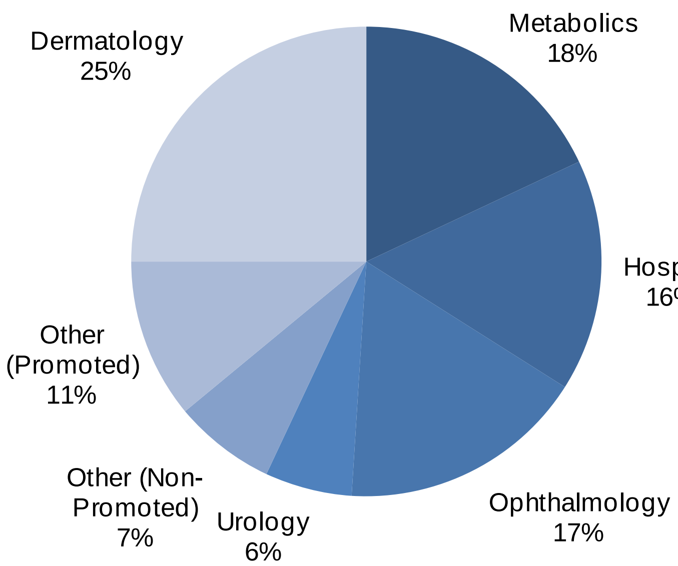
Resources Dedicated to Developing a Strong Pipeline

- Staff of 27 highly skilled and experienced people working in R&D with strong in-house capabilities in developing EU level dossiers
- Number of in-house developed dossiers available for licensing-out to Western Europe
- Strong in-licensing expertise in research and acquisition of up to 10 dossiers per year
- Centralised, effectively structured Business Development unit focused on development of strategic therapeutic groups
- Centralised regulatory unit securing Marketing Authorisations throughout Europe and the CIS region
- Plans to set up dermacosmetics development centre in Gdansk, Poland

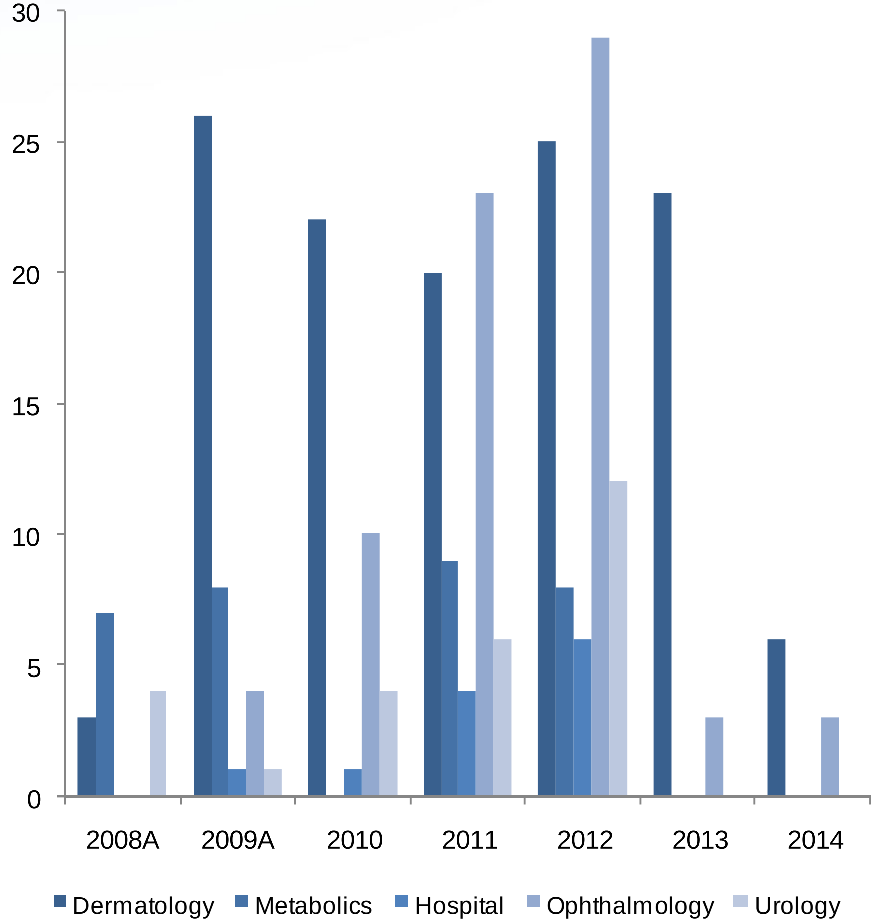
❺ Attractive Product Pipeline and Development Capabilities (Cont'd)

Own Portfolio Structure 2014

New launches from 2008-14 across five priority strategic therapeutic areas forecast to account for 33% of sales by 2014 (2% in 2009)



Projected Number of New Launches in Current Markets



Source: Sanitas

❻ Established Sales, Marketing and Commercialisation Infrastructure

Baltics

Med Reps:	10
Sales:	1
Marketing:	2
Total:	**13**

Poland

Med Reps:	119
Sales:	19
Marketing:	7
Total:	**145**

Czech Rep.

Med Reps:	12
Sales:	2
Marketing:	2
Total:	**16**

Hungary(1)

Med Reps:	–
Sales:	1
Marketing:	–
Total:	**1**

- Manufacturing Facilities
- Representative Offices
- Other Company Locations

Russia

Med Reps:	27
Sales:	9
Marketing:	3
Total:	**39**

Ukraine

Med Reps:	12
Sales:	4
Marketing:	1
Total:	**17**

Slovakia

Med Reps:	7
Sales:	1
Marketing:	2
Total:	**10**

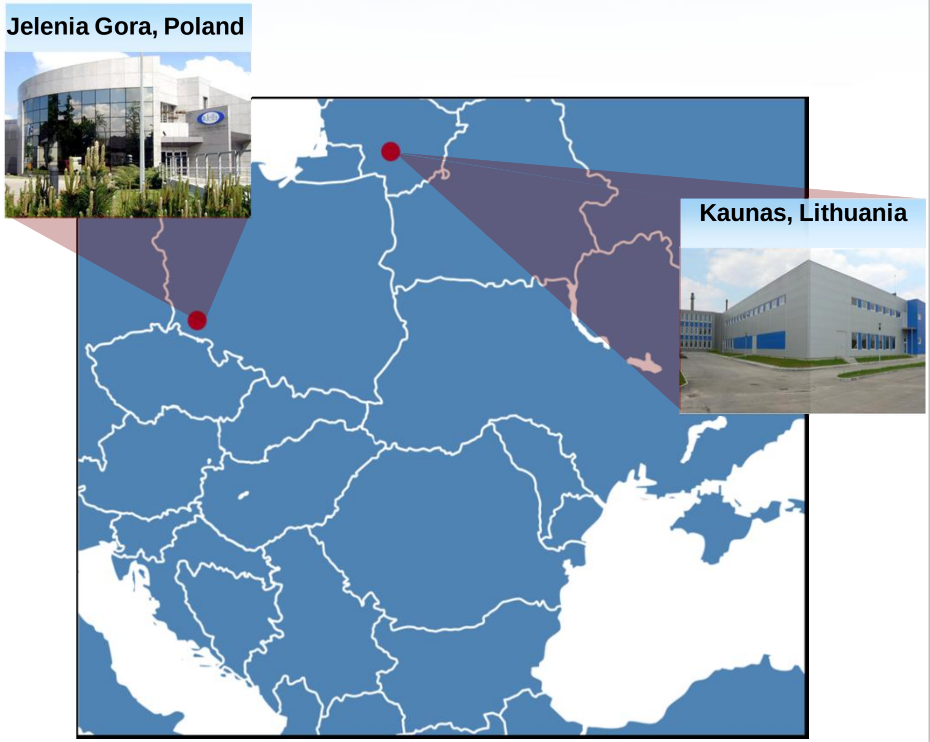
Bulgaria

Med Reps:	6
Sales:	1
Marketing:	1
Total:	**8**

Note: (1) Sales outsourced via local partner
Source: Sanitas

❼ Well-Invested Manufacturing Facilities and Supply / Logistics Network

Manufacturing Locations



● Manufacturing Facilities

State-Of-The-Art Manufacturing Facilities

- Two EU GMP-compliant, modern, low-cost production facilities
  - Kaunas: newly constructed state-of-the-art facility
  - Jelenia Gora: FDA approved solid form and injectables lines
- Centralised capacity management at the group level
  - Same products can be manufactured at different sites
  - Improved risk management
- EU batch release capability

Annual Manufacturing Capacities

Based on 2 Shifts / 5 Days per Week

	Kaunas (Lithuania)	Jelenia Gora (Poland)	Total
Injectables	70m Ampoules/ Vials/ Syringes	80m Ampoules/Vials	150m Ampoules/ Vials /Syringes
Solid Forms	350m Units	1,000m Units	1,350m Units
Ointments	–	50m Tubes	50m Tubes
Eye Drops	15m Eye Drops		15m Eye Drops

Source: Sanitas

❽ Strong Financial Profile

Financial Summary

€ millions	2005[1]	2006[2]	2007	2008	2009	2010 H1
Sales	18.2	46.8	97.1	110.8	93.5	51.3
Gross Profit	4.9	22.0	49.7	61.2	48.9	27.7
Gross Profit Margin (%)	**26.9%**	**47.0%**	**51.2%**	**55.2%**	**52.3%**	**54.0%**
EBITDA (Normalised)	5.1	8,7	30.5	27.8	22.2	14.4
EBITDA Margin (%)	**28.0%**	**18.6%**	**31.4%**	**25.1%**	**23.8%**	**28.0%**

(1) 5-months consolidation of HBM in 2005
(2) 7-months consolidation of Jelfa in 2006

Adjusted Sales

€ millions	2007	2008	2009	2010 H1
Reported Sales	97.1	110.8	93.5	51.3
Normalisation	(3.5)	(8.1)	5.4	-
FX Impact	2.7	0.2	10.6	3.7
Adjusted Sales	**96.3**	**102.9**	**109.5**	**55.0**

- 2009 impacted by Polish harmonisation, currency impacts and liquidity issues in Russia and Ukraine
- 2010 and onwards expected to be back on a strong growth trajectory

Source: Sanitas

❾ Experienced and Dynamic Senior Management Team

Management Team		Background
	**Saulius Jurgelėnas** Chief Executive Officer	▪ Joined Sanitas: January 2005 ▪ Previous experience: President of Endokrininiai Preparatai, Director at Nemuno Banga, Financial consultant at Vilnius Consult, Marketing Consultant at Pragma ▪ Education: Vilnius University, Faculty of Economics
	**Hagen Dahms** Commercial & Product Development	▪ Joined Sanitas: May 2006 ▪ Previous experience: 25 years at Sanofi-Aventis (including former Aventis and Hoechst) ▪ Education: University of Mainz (Germany), certified economist
	**Nerijus Drobavičius** Finance	▪ Joined Sanitas: July 2007 ▪ Previous experience: five years at Sampo Bankas ▪ Education: Vilnius Magnus University, Faculty of Business Administration; BA and MBA in Banking and Finance
	**Marek Wojcikowski** Manufacturing & Quality	▪ Joined Sanitas: 2002 ▪ Previous experience: 15 years of industry experience; four years at Opoczno; five years at Wasa; two years at Novartis Consumer Health Poland ▪ Education: Wroclaw University of Technology; Warsaw School of Economics
	**Inga Urbonavičiūtė** Supply Chain & Logistics	▪ Joined Sanitas: July 2006 ▪ Previous experience: 14 years of industry experience; six years at Poligrafija; four years at Mineraliniai vandenys ▪ Education: Vilnius University, Faculty of Commerce
	**Rūta Milkuvienė** Legal Affairs & Human Resources	▪ Joined Sanitas: February 2002 ▪ Previous experience: 10 years experience as a jurist ▪ Education: Vilnius University, Faculty of Law

Strategy To Deliver Growth

Optimise Regional Potential	Ongoing Operational Efficiency Initiatives	Salesforce Development Focus	New Product Development Model
✓ Consolidate position in core markets ✓ Establish infrastructure in high potential satellite EU markets ✓ Optimise IP across regional markets ✓ Focus on branded generics in attractive ATCs	✓ "Best-in-class" lean manufacturing and working capital management ✓ Core product inventory holding target of 1-2 month ✓ Active supplier management and dual sourcing ✓ Seamless market forecasting and manufacturing planning ✓ People and goal oriented culture	✓ Competitively superior sales and marketing team ✓ Therapeutic category and disease management focus ✓ Active product rotation ✓ High potential physician and pharmacy coverage ("push and pull") ✓ Key account management – wholesale push ✓ Rx and OTC blended portfolio – attractive for pharmacy ✓ OTCs with specialist consumer interest – limited advertising required	✓ New product development using fastest route-to-market ✓ External and in-house development driven by efficiency and time-to-market requirements ✓ Centralised in-house regulatory and development capability based in Prague ✓ Strong in-licensing and business development team ✓ Innovative form development ✓ Therapeutic category driven ✓ EU product supply and manufacturing competency

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Thank You!