

“APPROVED”
by the Decision of the Supervisory
Board meeting of the Tashkent
Regional Joint-Stock Union “DORI-
DARMON”.

Date: “ ___ ” _____ 20 ____ .

(signature)

BUSINESS-PLAN
OF THE TASHKENT REGIONAL
JOINT-STOCK UNION
«DORI-DARMON»
for the year 2016

Tashkent - 2015

Brief information
about the Tashkent regional Joint Stock Company "Dori-Darmon".

Name of the enterprise:

- in Uzbek language: Toshkent viloyati "Dori-Darmon" aksiyadorlik jamiyati
- short name in Uzbek language: Toshkent viloyati "Dori-Darmon" AJ

- in Russian language: акционерное общество Ташкент вилояти «Дори-Дармон»
- short name in Russian language: АО Ташкент вилояти «Дори-Дармон».

In English language:

- Tashkent Regional Joint-Stock Union "DORI-DARMON"

On the basis of the Order No 185 dated 20 December 1988, Tashkent regional pharmacy department was reorganized into Tashkent regional Production Association Pharmacy.

On the basis of the Order No 21 dated 21 September 1994, Tashkent regional Pharmacy was reorganized into Tashkent regional Public Joint Stock Association "Dori-Darmon".

In accordance with the decision of Tashkent city Yakkasaray District Khokim No. 1459 dated 7 October 2003, Tashkent regional Public Joint Stock Association "Dori-Darmon" was re-registered as Tashkent Regional Public Joint-Stock Union "DORI-DARMON".

With the purpose of bringing the company's name in line with the requirements of the Law "On joint-stock companies and protection of shareholders' rights" to approve the below name by the decision of extraordinary meeting of shareholders of the company on 8 September 2014, the name Tashkent Regional Public Joint-Stock Union "DORI-DARMON" changed to Tashkent regional Joint-Stock Company "DORI-DARMON".

Charter of the company is approved and registered by the Inspection on registration of Business entities under the No. 11-001022 dated 15 September 2014.

Main type of activity: To supply the population and medical and preventive treatment institutions of Tashkent region with pharmaceutical products and medical supplies.

Organizational and legal form: Joint-stock company.

State share in the Charter Fund: 0%.

Legal address: 100031, Tashkent city, Yusuf Khos Khojiba Street, Bld. No. 28.

Tel: (371) 256-37-43, 256-41-59

Number of workers and officers: 230

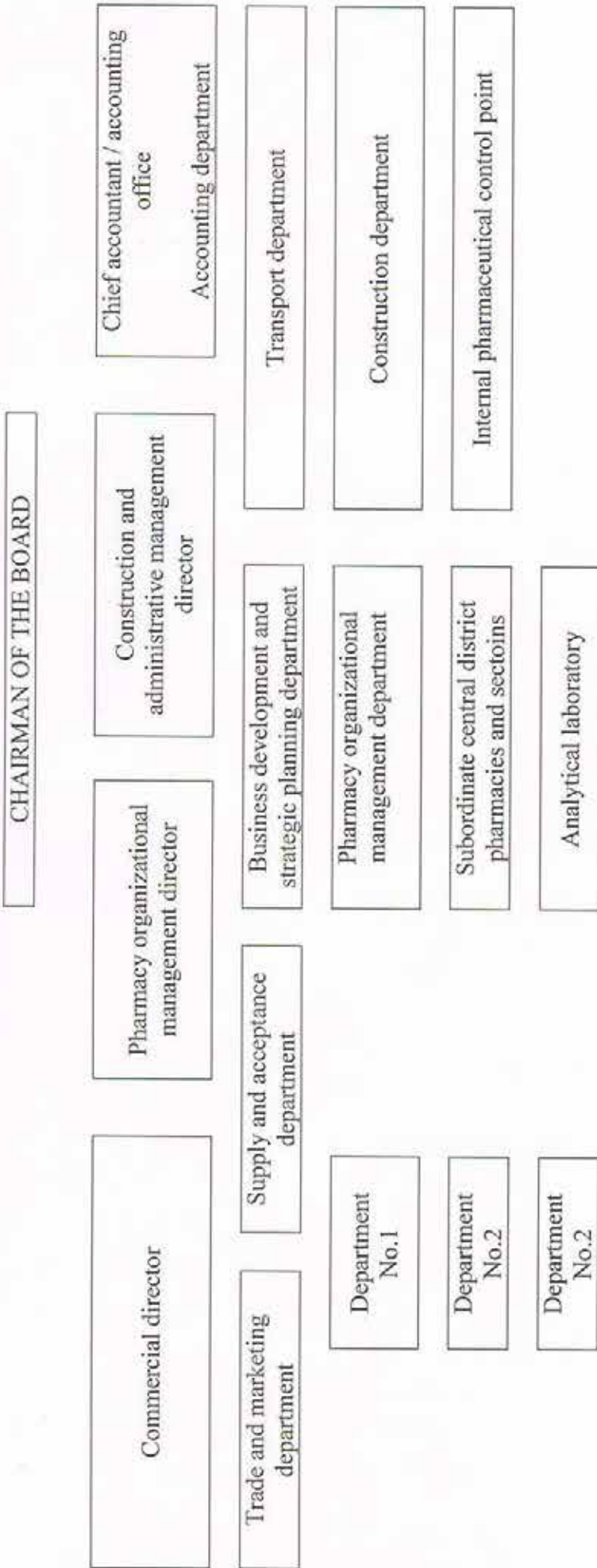
Bank details: National Bank for Foreign Economic Activity of the Republic of Uzbekistan.

Mirzo Ulugbek branch.

A/c 2021 0000 2001 1786 2001, MFO 00895

TIN: 200625846

ORGANIZATIONAL STRUCTURE
Tashkent Regional Joint-Stock Company "DORI-DARMON"



Main strategic areas of activity of the Tashkent Regional Joint-Stock Company "Dori-Darmon"

- To supply pharmaceutical products and medical supplies to the population of the Republic of Uzbekistan and medical and preventive treatment institutions of Tashkent region, increase the range of pharmaceutical products sold.

- Study the needs of medical and preventive treatment institutions in pharmaceutical products and ensure their continuous supply on the basis of existing contracts.

- Expand the range of pharmaceutical products and solutions, manufactured and packaged in pharmacies operating in the structure of the company.

- On the basis of the Resolution of the Cabinet of Ministers No. 532 dated 2 December 1997, supply, under the established procedure, to 13 kinds of patients, pharmaceutical products through own pharmacies.

- With the purpose of increasing the financial potential of the company, creation of facilities for the population, to better meet the needs in pharmaceutical products, establish sales points and improve the quality and level of commercial services.

- The main mission of Tashkent Regional Joint-Stock Company "Dori-Darmon" is to increase revenues to the extent possible and increase the profits of shareholders in the form of dividends.

Marketing plan of the Company

As at 1 October 2015 the structure of Tashkent regional JSC "Dori-Darmon" included 17 regional and central urban pharmacies and their branches, 1 interhospital pharmacy, pharmacy departments, subordinate to the company, as well as mobile pharmacies built-on vehicles Isuzu and Damas. The objective of mobile pharmacies is to supply pharmaceutical products to the population living in rural areas of Tashkent region. The points of sale, operating in the Company's system accounts for 25% in relation to all points of sale in Tashkent region. The major part of existing pharmacies are private pharmacies and their branches. Private pharmacies supply for major needs of the population to pharmaceutical products. In addition, there are 65 trading companies engaged in wholesale trade.

**List of competitors, engaged in wholesale business
of pharmaceutical drugs**

1. QURAMAX MEDICAL
 2. MERRYMED FARM
 3. ATM PARTNERS
 4. REKA-MED FARM
 5. SHAYANA FARM
 6. ASKLEPIY
 7. LLC BAHTEKS
 8. LLC AKMAL FARM
 9. LLC SAMARKAND FARM
 10. AKMAL FARM
- etc.

**Analysis of purchased pharmaceutical products and medical supplies during 9 months
of the year 2015 and purchases plan for the year 2016.**

Tashkent regional JSC "Dori-Darmon", with the purpose of supplying the population and medical and preventive treatment institutions with high quality, innocuous and effective pharmaceutical products and medical supplies on the basis of contracts (tender contracts) executed with manufacturing companies on a permanent basis, imports pharmaceutical products and medical supplies. During 9 months of the year 2015, among 3 companies from 3 foreign countries imported pharmaceutical products for a total amount 1 850,8 thousand USD.

1. From Ukraine	for 361,6 thousand USD
2. From Poland	for 882,3 thousand USD
3. From Russia	for 60,9 thousand USD

For the year 2016, planned to import pharmaceutical products and medical supplies for an amount of 3 020,0 thousand USD.

Pursuant to the Decree of the President of the Republic of Uzbekistan No UP-4058 dated 28 November 2008 and Resolution of the Cabinet of Ministers of the Republic of Uzbekistan No.14 dated 16 January 2009, in the year 2014 concluded contracts with 58 local manufacturing enterprise to purchase pharmaceutical products for an amount of 2 500, mln. sum, actually purchased pharmaceutical products for an amount of 2 335, 0 mln. sum.

Among enterprises, operating in the Republic and manufacturing pharmaceutical products, within 9 months of the year 2015, purchased pharmaceutical products for an amount of 7 330,9 mln. sum. Including purchased pharmaceutical products: from pharmaceutical manufacturers, which are members of cooperating exchange house for an amount of 2 395,3 mln. sum, from pharmaceutical manufacturers, which are not members of cooperating exchange house for an amount 403,9 mln. sum.

For the year 2016, concluded contracts with 79 local Pharmaceutical manufacturers to purchase pharmaceutical products for an amount of 2 500,0 mln. sum through the "Republican industrial fair and cooperating exchange".

Purchases plan of pharmaceutical products and medical supplies by the Tashkent Regional Joint Stock Company "Dori-Darmon" for the year 2016

Indicators	Received during 9 months of 2015.	Planned for the year 2016	Incl. by quarters			
			I quarter	II quarter	III quarter	IV quarter
Purchases of goods from foreign countries (thous. USD)						
Purchases of goods from foreign countries through local distributors (mln. sum)						
Purchases from local manufacturers (mln. sum)						

Tashkent regional Joint Stock Company "Dori-Darmon" with the purpose of a more complete needs satisfaction of the population and medical and preventive treatment institution in pharmaceutical products, presently supplies 2400-2600 types of prepared pharmaceutical products, medicinal and hygienic supplies. An effective method to achieve this objective is to increase the types and volume of pharmaceutical products manufactured under pharmacy conditions.

In order to meet the needs of the disadvantaged population with cheap and quality pharmaceutical products, pharmaceutical products and solutions are prepared under pharmacy conditions, subordinate to the company. Presently, quantity of these pharmaceutical products and drugs exceed 15 types.

4. Information about calculated tariff charged for pharmaceutical products and solutions made under pharmacy conditions by the Tashkent regional Joint Stock Company "Dori-Darmon"

(thousand sum)

	Name of pharmacy	Year 2014	9 months Year 2015
1	Pharmacy No. 1 Pskent region		
2	Pharmacy No. 4 Urta Chirchik district		
3	Yukori Chirchik district		
4	Kuyi Chirchik district		
5	Pharmacy No. 9 Parkent district		
6	Pharmacy No. 12 Ahangaran district		
7	Pharmacy No. 13 Chinaz district		
8	Pharmacy No. 18 Almalyk city		
9	Pharmacy No. 28 Bukin district		
10	Pharmacy No. 45 Bekabad district		
11	Pharmacy No. 50 Bustanlyk district		
12	Pharmacy No. 110 Zangiata district		
13	Pharmacy No. 130 Angren city		
14	Interhospital pharmacy No. 159 Almalyk city		
15	Laboratory Dori-darmon		
	Total		

5. Information about pharmaceutical products and solutions made under pharmacy conditions by the Tashkent regional Joint Stock Company "Dori-Darmon"

No.:	Name of pharmacy	Plan Year 2015	Plan Year 2016
1	Pharmacy No. 1 Pskent region		
2	Pharmacy No. 4 Urta Chirchik district		
3	Pharmacy No. 7 Yukori Chirchik district		
4	Pharmacy No. 8 Kuyi Chirchik district		
5	Pharmacy No. 9 Parkent district		
6	Pharmacy No. 12 Ahangaran district		
7	Pharmacy No. 13 Chinaz district		
8	Pharmacy No. 18 Almalyk city		
9	Pharmacy No. 45 Bekabad district		
10	Pharmacy No. 50 Bustanlyk district		
11	Pharmacy No. 110 Zangiata district		
12	Pharmacy No. 130 Angren city		
13	Interhospital pharmacy No. 159 Almalyk city		
14	Laboratory Dori-darmon		
	Total		

6. Pharmaceutical products, given to patients, subsidized, during treatment on an outpatient basis.

(thousand sum)

No.:	List of sicknesses with subsidies	Year 2014	9 months Year 2015
1	Oncological diseases		
2	Tuberculosis		
3	Hansen disease		
4	Endocrinological disease		
5	Mental illness		
6	Aids sufferers		
7	Patients after cardiac valve and organ transplantation surgery.		
8	Single senior citizens, in need of constant care		
9	World war veterans 1941-1945		
10	Veterans and disabled during World War 1941-1945 and equal-status persons.		
11	Persons, disabled, who participated in liquidation of accident aftermaths in Chernobl NPP		
12	Peacekeeping soldiers		
13	Persons, with military service at nuclear training area and in nuclear radiation regions		
	Total:		

Through 17 pharmacies, existing in the company's system, patients, enjoying subsidies from among the population, on the basis of contracts, concluded with medical institutions, pharmaceutical products are given free of charge by prescription.

Cost of drugs, given to patients, enjoying subsidies during treatment on an outpatient basis, through subordinated to the company pharmacies in 20133 made 197 021,2 thousand sum, in 2014 made 207 934,8 thousand sum. This indicator, during 9 months of the year 2015 makes 210 576,7 thousand sum.

Sales turnover of Tashkent regional Joint Stock Company "Dori-Darmon" in 2013 made 13 625,7 thousand sum, in 2014 - 18 812,9 thousand sum, for 9 months of 2015 - 23176,5 thousand sum. In 2016, sales turnover volume is planned to raise up to 20 640,0 thousand sum. Consolidated income in 2013 made 1 226,8 thousand sum, in 2014 - 1 558,3 thousand sum, for 9 months of 2015 - 1 853,3 thousand sum. In 2016, consolidated income volume is planned to raise up to 2 073,6 thousand sum. Net profit gained in 2013 made 102,187,2 thousand sum, in 2014 - 157 309,0 thousand sum, for 9 months of 2015 - 373 902,8 thousand sum. In 2016, net profit volume is planned to raise up to 155,5 thousand sum.

Business plan indicators of Tashkent regional Joint Stock Company "Dori-Darmon" for the year 2016.

	Economic indicators	Actual 2014	Plan for the year 2015	Actual 9 months Year 2015	Actual for the year 2015	Plan for the year 2016	Compared to the planned 2015 in %
I	Sales turnover						
	including:						
	wholesale						
	retail						
II	Consolidated income						
1	including:						
	wholesale trade margin						
2	retail trade margin						
3	trade discounts						
	Including:						
	from foreign companies						
	from local companies						
4	Other income						
	including:						
	From tendering service						
	Financial operations income						
	Rent, etc.						
IV	Return level %						
V	wholesale trade average margin %						
VI	retail trade average margin %						
VII	Average costs %						
VIII	Expenses						
1	Taxes						
2	Loan interest						
3	Depreciation of fixed assets						
4	Information and communication technology						
5	Exchange rate difference "„"						
6	Rent						
7	Salary fund						
8	Social payments						
9	Bank services						
10	Petrol						
11	Sponsorship and charity support						
12	Building repairs						
13	Auto repair and other repair expenses						
14	Audit services expenses						
15	Utility expenses						
16	Commercial and office goods						
17	Laboratory, metrology services						
18	Security services						
19	Subscriptions						
20	Other expenses (specify						

	in detail)						
IX	Net profit						
X	Efficiency level %						

Tashkent regional Joint Stock Company "Dori-Darmon" plans to raise sales turnover up to 20 640 000,0 thousand sum. Including 16 320 000,0 thousand sum from wholesale trading and 4 320 000,0 thousand from retail trading from pharmaceutical products. Forecasted raise in the total amount of enterprise's income by 5 177 600,0 thousand sum, including consolidated income from sales of goods shall make 2 073 600,0 thousand sum, other income from the main area of business shall make 3 104 000,0 thousand sum. According to the plan, total amount of expenses shall make 3 946 080,0 thousand sum, financial operations expenses - 456 000,0 thousand sum. Sales turnover taxes planned for a total amount of 620 000,0 thousand sum. According to forecasts, Company shall gain 155 520,0 thousand sum net profits in the year 2016.

Consolidated funds flow statement for the year 2014 and 9 months of the year 2015
and planned for the year 2016

	Indicators	Year 2014	9 months of 2015	Planned for the year 2016
1	Net revenue from sales of products (sales turnover)			
2	Total cost of sold products			
3	Consolidated income			
4	Sales expenses			
5	Other income from main business			
6	Financial operations income			
7	Profit from general business activities			
8	Interest payments (on loans)			
9	Losses from foreign currency exchange			
10	Profits Before Taxes			
11	Taxes			
12	Net profit			

Tashkent regional Joint Stock Company "Dori-Darmon" plans to raise sales turnover up to 20 640 000,0 thousand sum. Including 16 320 000,0 thousand sum from wholesale trading and 4 320 000,0 thousand from retail trading of pharmaceutical products. Forecasted to receive consolidated income from sales of goods an amount of 2 073 600,0 thousand sum, other income from main area of business shall make 3 104 000,0 thousand sum. Total expenses shall make 3 946 080,0 thousand sum, which makes 24,3% from sales turnover. Forecasted to receive net profits of 155,5 thousand sum. Return level ratio shall make 25% Profit margin ratio shall make 0.8%

1	2	5	6	7	8	9	10
Net revenue from sales of products (goods, works and services)							
Production costs of sales (goods, works and services)							
Consolidated profit (loss) from sales of products (goods, works and services) (line 010-020)							
Period expenses Total (line 050-060-070-080), including:							
Sales expenses							
Administrative expenses							
Other operational costs							
Expenses of the reporting period, excluded from future taxable base							
Other income from main business							
Profit (Loss) from main business activities (lines 030-040-090)							
Income from financial activities total (lines 120-130-140-150-160)							
Including:							
Income in the form of dividends							
Income in the form of Interest							
Income from long term rent (leasing)							
Losses from foreign currency exchange							
Costs on financial activities (lines 180-190-200-210) including:							
Interest expenses							
Expenses in the form of % on long term rent (leasing)							
Losses from foreign currency exchange							
Other costs from financial activities							
Profit (Loss) from general business activities (lines 220-230)							
Income (profits) tax							
Other taxes and charges, except profit tax							
Net profit (loss) of the reporting period (lines 240-250-260)							

Purchases plan of pharmaceutical products and medical supplies for the year 2016

Indicators	Unit of meas.	Received during 9 months of 2015.	Planned for the year 2016	Incl. by quarters			
				I quarter	II quarter	III quarter	IV quarter
Purchases of goods from foreign countries	(thous USD)						
Purchases of goods from foreign countries through local distributors	(mln. sum)						
Purchases from local companies	(mln. sum)						

Product sales plan for the year 2016

No.:		For the year 2016.	1st quarter	2nd quarter	3rd quarter	4th quarter
		mln. sum	mln. sum	mln. sum	mln. sum	mln. sum
1	2	3	4	5	6	7
1	Consolidated sales turnover					
2	including:					
3	Wholesale trade					
4	Retail trade					

Planned sponsorship and charity aid

(Thousand sum)

No.:	Organization	Year 2014 (actual)	9 months of 2015		Planned for the year 2016	Grounds
			Plan	Actual		
1	Tashkent regional representation of the public health and charity fund	6000,0	1500,0		3000,0	On the basis of letter from the Tashkent region Khokimiyat, regional board of sponsors, Public funds
2	SE for disabled people "Ezgulik porlok".			400,0	800,0	
3	Charity fund "Mahalliya" of Yakkasaray district			576,0	700,0	
4	Republican center of propaganda "Ma'naviyat"			910,0	1200,0	
5	You are not alone		7540,0	720,0	1000,0	
6	House of Charity OSVI	400,0	1500,0	200,0	1700,0	
7	Public health and charity fund of Uzbekistan, Yakkasaray district		750,0		1000,0	
8	Center of higher and secondary technical professional education of the Republic of Uzbekistan	1000,0			1200,0	
9	Center of economic and social assistance for disabled people of Tashkent region	900,0	1500,0	1000,0	1900,0	
10	Yangiyul district department Society of the disabled people of the Republic of Uzbekistan	400,0	750,0	400,0	1000,0	
11	Tashkent regional department of the Red Crescent Society	200,0	750,0		1200,0	
12	Other organizations		4500,0	4733,7	5300	
	Total					

Advanced training of managers and specialist for the year 2016.

No.:	Referral	Managers and specialists	Period	Appropriated resources
	Pharmacy activities management	Pharmacy administrators	during the year	10 000 000,0
	Accounting and tax legislation	Employees of economic profile	during the year	3 000 000,0

Fixed assets and intangible assets

No.:	Name of indicators	% of depreciation	Balance amount as at 01.01.2016 (after revaluation)				Amount of depreciation, accrued on 2016
			First-cost	Entry	Accumulated depreciation	Depreciated book value	
1	Building						
2	Machines and equipment						
3	Furniture and office equipment						
4	Computer equipment and facilities						
5	Transport means						
6	Others						
	GRAND TOTAL:						

Information about loan

No.:	Amount	04.12.2015	04.01.2016	04.02.2016	04.03.2016						
1	500.0 mln										
2		07.12.2015	07.01.2016	07.02.2016	07.03.2016	07.04.2016	07.05.2016				
3							14.06.2016	14.07.2016	14.08.2016		

Cash flow statement for the year 2015

Name of indicators	Receipt thous.sum	Consumption thous. sum
Business operations		
Monetary funds, gained from sales of products (a/c. 40)		
Monetary funds for payment to suppliers for materials, goods, works and services (a/c. 60)		
Monetary funds payable to employees and on their behalf (a/c. 67)		
Other business operations cash receipts and payments (a/c. 84)		
Total, net income/cost of business operations		
Investment activities		
Purchases and sales of fixed assets		
Purchases and sales of intangible assets		
Purchasis and sales of long-term and short-term investments		
Other investment operations cash receipts and payments (a/c. 84)		
Total, net income/cost of investment operations		
Financial activities		
Interest receivable and payable (a/c.96)		
Dividends receivable and payable (a/c.66)		
Cash receipts from issued shares and other instruments, related to owners' equity.		
Financial payment to repurchase own shares		
Cash receipts and payments on long term and short term credits and loans (a/c. 68)		
Other financial operations cash receipts and payments		
Total, net income/cost of financial operations		
Taxation		
Income (profits) tax for payment (a/c. 64)		
Other taxes for payment (a/c. 65)		
Total, net income/cost of financial-business operations		
Monetary funds at the beginning of the year		
Monetary funds at the end of the year		

Information about foreign currency conversions for the year 2016

(in USD)

Company name	Actual in 2014	Actual for 9 months of the year 2015	Planned for the year 2016
Yuriya farm			
Materia Medika			
Ipka			
Pol Farma			
Ever Neuro			
KRKA Slovenia			
GI Farma			
Evromediks			
TOTAL:			

As given in table, paid by means of foreign currency exchange funds for imported pharmaceutical products and medical supplies from abroad during the year 2014 amounted to 1 492,2 thousand USD, for 9 months of the year 2015 amounted to 1 094,7 thousand USD, planned for the year 2016 shall amount to 1 245,0 thousand USD.

4. Information about company's shares
(Information about existing shares in the LLC)

	%	Shares thous. sum	Shares, pcs
Government share			
Shares of foreign investors			
Shares of legal entities			
Shares of natural persons			
TOTAL			
Share of labor collective			

Dividend policy of the company

Dividends are a part of profits remaining at the disposition of shareholders after payment of taxes and obligatory payments, for reinvestment purposes, which must be distributed among shareholders.

Net profit distribution dynamics by the company during the years 2012, 2013, 2014 and 2015.

	Year 2012		Year 2013		Year 2014		Planned for the year 2015	
	%	thous. sum	%	thous. sum	%	thous. sum	%	thous. sum
Distribution of net profit								
Net profit								
Of which:								
For dividends								
To the contingency fund								
To the company development fund (net profits of the year 2015 for development)								
Capitalization								
Bonus payments to members of the Supervisory board and auditing committee.								
dividend per share (sum)								

Having analyzed the economic activities of the company, following conclusion can be made: Net profit, gained by the company is increasing from year to year. Also, depending on the growth of net profit, dividends payable to shareholders, at year-ended 2012 per share amounted to 250 sum, in 2013 correspondingly 240 sum, at the year ended 2014 amounted to 45 sum per share. At the year ended 2015, planned to raise this indicator to 120 sum. This, in turn, strengthens shareholder trust to the activities of the company, as well as increases their material interest.

Structure of Charter fund

No.:	Charter fund	On 01.01.2015	On 01.01.2016
1	Charter fund		
2	Capitalization		
3	Purchases and reconstruction		
4	Investments		
	TOTAL		

Structure of special purpose receipts

No.:	Name	On 01.01.2015	On 01.01.2016
	Special-purpose receipts		
	GRAND TOTAL:		

Analysis of undistributed profits

No.:	Name	Amount
1	Undistributed profits as at 01.01.2015	
2	Expected distribution of profits	
2.1	Contingency fund	
2.2	Payment of dividends to the government budget	
3	Capitalization of Charter fund	
4	Profits for the year 2015	
5	Undistributed profits as at 01.01.2016	

Financial indicators for the year 2016

Name of indicators	Year 2014	Year 2015	Plan for the year 2016
Current liquidity ratio (compensation, financial solvency)			from 1 to 1.25
Forward marginal liquidity ratio			not less than 0.7-0.8
Absolute liquidity ratio			
Equity multiplier in relation to short term called capital (current financial stability)			
Return on assets			
Return on costs			
Leverage ratio			
Benefit-cost ratio (profitability)			