

Curriculum Vitae

IOAN NANI



WORK

EXPERIENCE

2020 - Present

CEO

SC ANTIBIOTICE SA

Type or field of activity:

Manufacture of basic pharmaceutical products

- ❖ Formulation of the *The Future Together 2023 - 2030* business plan of the company, the main objectives of which are the multiplication of the profit and turnover, increase of the market shares held by the company in Romania and international territories, continuation of strategic investments and compliance with the principles of sustainability
 - Strategic adaptation of the human resources to the current realities
 - Strategic adaptation of the product portfolio
 - Continual improvement of the integrated management, quality assurance and quality control systems
 - Strategic planning and performance management
 - Improvement of the corporate governance system
- ❖ In 2020 - 2023, increase of the turnover by 76%, from RON 341M lei to RON 600.1M and of the export value by 38%, from RON 158M to RON 218.3M;
- ❖ In 2020 - 2023, increase of the operating profit by 160.8%, from RON 37M to RON 96.5M;
- ❖ Signing of a loan agreement with the European Investment Bank, with the support of the InvestEU Programme. The EUR 25 million loan will help finance the investment program of the company, part of *The Future Together 2023-2030* business plan. This partnership marks a significant milestone for the Romanian healthcare sector and contributes to the consolidation of the EU pharmaceutical strategy, which aims to address medicine shortages and strengthen the security of supply in the EU;
- ❖ Signing of an advisory agreement with the European Investment Bank (EIB) for developing the long-term strategy of the company. Under the agreement, the EIB and Antibiotice experts focus on the identification of the best options of growth and development of the company, both locally and internationally.
- ❖ Attraction of a government grant for the investment project *New Facility for the Manufacturing, Packaging and Storage of Sterile Solutions and Topical Preparations*. The total value of the investment is RON 200.1M, and the value of the attracted grant is RON 85M;
- ❖ Attraction of co-funding through the National Recovery and Resilience Plan for the building of a 2.5MW photovoltaic power station worth RON 4.1M

- ❖ Launch of the largest and most advanced manufacturing facility for topical preparations from Europe, following a EUR 20M investment;
- ❖ Maintenance as the main manufacturer of generic medicines in Romania and of the national leadership position in the manufacturing of anti-infective products and topical preparations
- ❖ Maintenance of all the international quality certifications and authorizations, i.e. the US FDA approval for the manufacturing of Nystatin API and products for injection, Certificate of Suitability to the European Pharmacopoeia for Nystatin API, GMP certification of all the manufacturing lines, and an ISO integrated management system;
- ❖ **Inova a+** Research Center - for the development and innovation of the product portfolio and creation of pharmaceutical research partnerships with the academic community and local and European research entities;
- ❖ Establishment of **Academia a+**, an opportunity for the future specialists to develop their skills and acquire useful knowledge for a career in the pharmaceutical industry;
- ❖ Support of the CSR programs run by the “Antibiotice - Science and Soul” Foundation;
- ❖ Foundation of Club a+, a relaxation, sports and fitness center intended for the company’s employees, as part of the concept entitled “Living healthily in a healthy company”;

2016 – 2020 CEO

SC ANTIBIOTICE SA

Type or field of activity:

Manufacture of basic pharmaceutical products

- ❖ Implementation of the strategic development plan of the company for 2016-2020 based on the following pillars:
 - Business internationalization
 - Sustainable and salable portfolio
 - Management of the operating costs and increase of the cash flow generated by operating, financing and investing activities
 - Adaptation of the human resources to the strategic directions, focus of the organizational culture on innovation and high performance, and promotion of social responsibility programs
 - Quality management
- ❖ In 2016-2019, increase of the turnover, from RON 335M to RON 341M, and of the export value, from RON 105M to RON 158M, with 95 finished products sold internationally in more than 70 countries;
- ❖ The selection of Antibiotice’s Nystatin API by the United States Pharmacopoeia (USP) as the international reference standard for this substance;
- ❖ Maintenance as the main manufacturer of generic medicines in Romania and of the national leadership position in the manufacturing of anti-infective products, ointments, creams, gels, and suppositories;
- ❖ Maintenance of all the international quality certifications and authorizations, i.e. the US FDA approval for the manufacturing of Nystatin API and products for injection, Certificate of Suitability to the European Pharmacopoeia for Nystatin API, GMP certification of all the manufacturing lines, and an ISO integrated management system;
- ❖ Launch of the Perform a+ program in partnership with the “Gr. T. Popa” University of Medicine and Pharmacy Iași, to attract R&D-qualified personnel;
- ❖ Support of the social responsibility and community involvement programs run by the “Antibiotice - Science and Soul” Foundation

2012 - 2016

CEO

SC ANTIBIOTICE SA

Type or field of activity:

Manufacture of basic pharmaceutical products

- ❖ Implementation of the business plan for 2012 - 2016;
- ❖ Increase of the sales revenue, from RON 305M to RON 335M, and export sales from RON 73M to RON 105M;
- ❖ Increase of the gross profit, from RON 32.5M to RON 34.9M;
- ❖ Prequalification of Antibiotice by the World Health Organization as the first supplier of TB drugs in Europe
- ❖ Antibiotice becomes worldwide leading manufacturer of Nystatin API - 2013
- ❖ Renewal of the US FDA approvals and GMP certifications for the production plants manufacturing sterile products for injection and Nystatin API, resulting in deliveries of injectable products (i.e. Nafcillin in 2 strengths and Ampicillin in 3 strengths) to the US;
- ❖ Outset of the investments in the new topical products manufacturing plant
- ❖ Maintenance of the national leadership position in the manufacturing of sterile products for injection, ointments, creams, gels, and suppositories
- ❖ The Grand Medicine Award and two gold medals won at the European exhibition of innovation and creativity - EUROINVENT
- ❖ Establishment of the “Antibiotice - Science and Soul” Foundation to run charitable activities as well as educational, cultural and social responsibility projects designed to address the needs of the community pro-actively;
- ❖ The “Industrial and Commercial Merit” Order, the rank of Commander, conferred by the President of Romania

2009 - 2012

CEO

SC ANTIBIOTICE SA

Type or field of activity:

Manufacture of basic pharmaceutical products

- ❖ Formulation of the company’s business plan for 2009-2012 focusing on the following:
 - Business internationalization
 - Review and strategic adaptation of the product portfolio
 - Safeguarding of the working capital
 - Operating costs management and increase of the cash flow generated by operating and financing activities
 - Adaptation of the human resources to the strategic orientation;
- ❖ Increase of the turnover, from RON 219M to RON 304M;
- ❖ Increase of the company’s profit, from RON 13M (i.e. EUR 3M) in 2008 to RON 32M (i.e. EUR 7.3M) in 2012;
- ❖ Development of the export operations and a two-fold increase of the export turnover generated by sales to 60 countries worldwide (active pharmaceutical ingredients in Europe, USA, Asia, and finished products in Africa, Russia, Europe and USA).
- ❖ Growth of the sales in Romania and consolidation of the leadership position in the manufacturing of anti-infective medication and new therapies valuable for the national healthcare system (i.e. cardiovascular, central nervous system, oncology)
- ❖ Outset and completion of the R&D Center for pharmaceutical products, resulting in the addition of 46 new products (valued at EUR 3 M) to the company’s portfolio;
- ❖ Actions intended for professional development and knowledge enhancement: outset of the “Summer School a+” professional training program, a learning and further training tool and platform for the company’s employees and for the internship of students from the “Gr.T. Popa” University of Medicine and Pharmacy of Iasi and “Gh. Asachi” Technical University of Iasi;
- ❖ US FDA approval of the manufacturing facility for sterile powders for injection and the FDA marketing approval for the products Ampicillin for injection and Nafcillin for injection;
- ❖ US FDA certification that Antibiotice SA’s quality management system meets the GMP requirements indicated in the code of federal regulations applicable to the pharmaceuticals products sold in the US;

- ❖ Renewal of the GMP certification by the National Agency for Medicines and Medical Devices for the following manufacturing plants: parenteral products, tablets, capsules ointments, suppositories, Nystatin API, and Good Laboratory Practice (GLP) certification of the on-site Center for Drug Evaluation;
- ❖ Active engagement in community issues through programs such as “Pro Ruralis” (scholarships awarded to students from rural areas), “Power of the Deed” (support provided to different categories of people with special needs)

February - May 2009 **Vice-president - Management of state-owned assets** **Authority for State Assets Recovery**
Type or field of activity: **Government Official**

- ❖ Administration of the companies in which the state is either a minority or a majority shareholder;
- ❖ Preparation of management projects, business plans or restructuring plans for the companies facing difficulties, state debt collection from legal entities or natural persons;

May - October 2008 **Deputy CEO** **SC ANTIBIOTICE SA**

Type or field of activity: **Manufacture of basic pharmaceutical products**

- ❖ Administration, coordination and control of the activities of the following Units: Technical & Production, Finance & Accounting, Engineering & Investments;
- ❖ Formulation and implementation of the development strategies and policies of the administered Units.

1998 – May 2008 **CEO** **SC ANTIBIOTICE SA**

Type or field of activity: **Manufacture of basic pharmaceutical products**

- ❖ Restructuring of the company and setting up operations specific to the market economy;
- ❖ Preparation of medium and long-term development programs to achieve compliance with international standards;
- ❖ Preparation and implementation of a continual investment program worth 20 million USD resulting in the upgrade and development of new manufacturing facilities as well as the completion of the environmental protection program. The investment program resulted in the GMP certification of all the 5 manufacturing plants and the US FDA approval of the products intended for the US market;
- ❖ Development of strategic partnerships with representative companies from 35 countries worldwide;
- ❖ Implementation of an ambitious research program aimed at assimilating more than 70 products in production;
- ❖ Development of the national and international marketing for business diversification;
- ❖ Improvement of the quality assurance and quality control systems to establish the credibility of the company in the international business environment;
- ❖ Launch of a new corporate identity on the occasion of the company’s 50th anniversary; creation of a new logo (a+) and slogan (“Science and Soul”);
- ❖ Active engagement in community issues through programs such as “Pro Ruralis” (scholarships awarded to students from rural areas), “Power of the Deed” (support provided to different categories of people with special needs).

1994 – 1998 **CFO** **SC ANTIBIOTICE SA**

Type or field of activity: **Manufacture of basic pharmaceutical products**

- ❖ Implementation of a new accounting system in the company by integrating a particular IT system in compliance with the new regulations in finance & accounting;
- ❖ Development and implementation of an organizational procedure to streamline the activity of the Economic Unit;
- ❖ Design of the strategy which resulted in the listing of the company on the Bucharest Stock Exchange in 1997.

1993- 1994	Financial auditor Type or field of activity:	COURT OF ACCOUNTS IAȘI Public financial control
	❖ Financial audit of public entities	
1991 – 1993	Financial auditor Type or field of activity:	GENERAL DIRECTORATE OF PUBLIC FINANCE Public financial control
	❖ Financial audit of public and private entities	
1987 – 1990	Economist – Production Planning Dept. Type or field of activity:	SC ANTIBIOTICE SA Manufacture of basic pharmaceutical products
	❖ Planning of the economic and manufacturing operations	

EDUCATION and TRAINING

1981 – 1986	Economist specialized in Industrial Economics Management / Production and labor planning / Accounting / Finance / Strategic planning / Commercial relationships / Management of human resources “Al.I.Cuza” University of Iasi
1992	Chartered accountant Certificate of chartered accountant - postgraduate studies Body of Expert and Licensed Accountants of Romania
1995 – 1996	Certificate of proficiency „Roumanie Leadership Programme” training program Training of managers in change management for the management of large enterprises Consortium CEFRI (Centre de Formation aux Realites Internationales) - France, organized by the National Agency for Privatization and National Property Fund
1997	Certificate of proficiency “Capital market and attraction of financial resources” course, Thessaloniki, Greece
2001 - 2002	Certificate of post-university studies Management and organizational culture “Al.I.Cuza” University of Iasi
2004	Certificate of proficiency “Management Systems Certification” course TUV Reinland Berlin Brandenburg Romania

2006

Certificate of proficiency

Specialist in occupational health and safety coordination

Territorial Labor Inspectorate of Iași

PERSONAL

SKILLS AND

COMPETENCIES

Native language

Romanian

Foreign languages

English, French

**Organizational
skills and
competencies**

Strategic perspective on the business
Initiative
Strategic planning
Critical thinking, diligence, discipline
Decision-making power and responsibility assumption
Leadership and management competencies
Good coordinator of the activities of large enterprises
Good negotiation skills
Eloquent communication
Creativity, flexibility
Innovative spirit
Adaptability in crisis situations
Receptivity to social issues
Discernment
Problem-solving ability
Foresight and objective assessment
Result orientation

**Technical
skills and
competencies**

Competencies and in-depth knowledge of accounting and tax legislation

Computer skills

Microsoft Office, Internet research

ADDITIONAL

INFORMATION

- ❖ Founding member of UGIR 1903 (i.e. The General Union of Romanian Industrialists)
- ❖ National vice-president of UGIR 1903 between 1998 and 2003
- ❖ President of UGIR 1903 Iași between 1998 and 2006
- ❖ Founding member of the Iași Businessmen Association and president of the Association between 2002 and 2004

- ❖ Founder and Board member of the Chamber of Commerce and Industry Iasi
- ❖ Senior vice president of the Chamber of Commerce and Industry Iasi
- ❖ Diploma for outstanding achievements in the development of the city and county of Iasi, awarded by the Iasi County Council;
- ❖ Diploma for outstanding performance in children-supporting activities, awarded by UNICEF in 1996
- ❖ Order of „Stefan cel Mare si Sfânt” for outstanding merits in the development of the local community, granted by the Metropolis of Moldavia and Bukovina
- ❖ Patriarchal order of „Ștefan cel Mare și Sfânt” for outstanding merits in the development of the Romanian society, granted by His Beatitude Daniel, Patriarch of the Romanian Orthodox Church
- ❖ Order of “Crucea Sfântului Ierarh Iosif cel Milostiv”, awarded by the Metropolis of Moldavia and Bukovina
- ❖ President of the Regional Committee for the Improvement of the Technical and Professional Education, the NE region
- ❖ For three years in a row (2021, 2022, and 2023), voted among *Top 100 Most Admired CEOs in Romania* published by Business Magazin

Accolades received by S.C. Antibiotice

- ❖ The “Industrial and Commercial Merit” Order, the rank of Commander, conferred by the President of Romania
- ❖ The “1st Place” and the National Award for 20 consecutive years at the Top National Companies Awards, at the category of Industry - Manufacturing of Basic Pharmaceutical Products, organized by the Chamber of Commerce and Industry of Romania
- ❖ The Jubilee Trophy for “The Most Dynamic Pharmaceutical Manufacturer & Exporter in Romania”, awarded by the National Association of Romanian Importers and Exporters (*Rom. ANEIR*)
- ❖ The 1st Place and “The Best Company in Investor Relations - Main Market, Public Vote” Award granted by the Romanian Investor Relations Association (*Rom. ARIR*)
- ❖ Mark 10 at VEKTOR evaluation for 3 consecutive years (i.e. 2020, 2021, and 2022) for communication with investors
- ❖ The 1st place in the “Top Most Attractive Employer Brands in 2021”, a survey conducted by Randstad Romania Employer Brand
- ❖ Order of Sanitary Merit, awarded by the Romanian Government for the commitment, professionalism and sacrifice demonstrated during the COVID-19 pandemics for the benefit of people
- ❖ Three awards received at the Romanian CSR Awards for the social responsibility projects conducted, namely “Donate Blood! Put Your Heart and Soul into Protecting Life!”, “Science and Soul” Foundation Scholarships, and “Each of Us Can Save a Life”, a first aid training course organized in 2020
- ❖ Included in “**Top 300 Best Companies**”, the 2022 edition, a ranking created based on the financial results of companies by the Capital Magazine
- ❖ The 2nd Place at the category “Supporting the Employees” for the “Back to Normality Together” Project, awarded by CSR Media.ro at the Romanian CSR Awards Gala 2021
- ❖ The 1st Place at the category “Supporting the Community during the Pandemics” for the “Supporting the Healthcare System” Project, awarded by CSR Media.ro at the Romanian CSR Awards Gala 2022.