

# Creating the Future Together

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Antibiotice 

# Romanian Tradition and Continuity



1955  
—  
1990

- Development of the manufacturing structure, particularly for active ingredients, sterile powders for injection, ointments and suppositories

1990  
—  
2000

- Adjustment of the operational processes to the new realities of the market economy
- Listing on the Bucharest Stock Exchange in April 1997
- Adherence to and implementation of the Enterprise Restructuring and Professional Conversion Program (*Rom. RICOP*) coordinated by the World Bank and the Government of Romania

2000  
—  
2010

- Investment of more than 60 million EUR
- FDA approval for Nystatin API and sterile powders for injection (4 Marketing Authorisations for the US territory)
- Certification of the quality systems for compliance with the EU GMP and US FDA standards
- Establishment and development of the Centre for Medicine Evaluation on site

2010  
—  
2023

- Investment of 100 million EUR
- New manufacturing site for topical preparations
- First deliveries of finished products to the US, following the US FDA approval and registration of 4 new Marketing Authorisations for this territory
- Business representative offices in the Republic of Moldova, Ukraine, Serbia and Vietnam
- Implementation of the integrated management system (quality, environment, occupational health and safety) according to the EN ISO 9001, EN ISO 14001, and OHSAS 45001 standards



# A High-Performance Oriented Company

27 years since listed on the Bucharest Stock Exchange

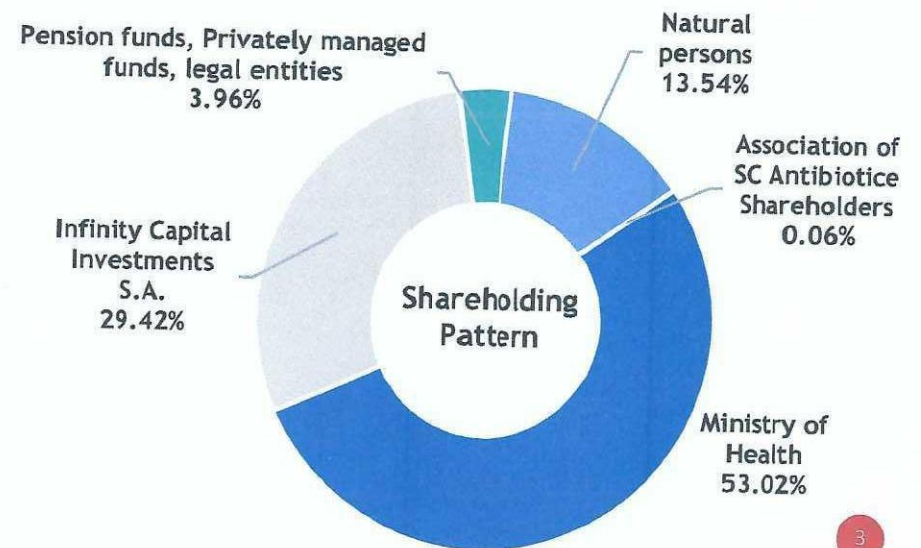
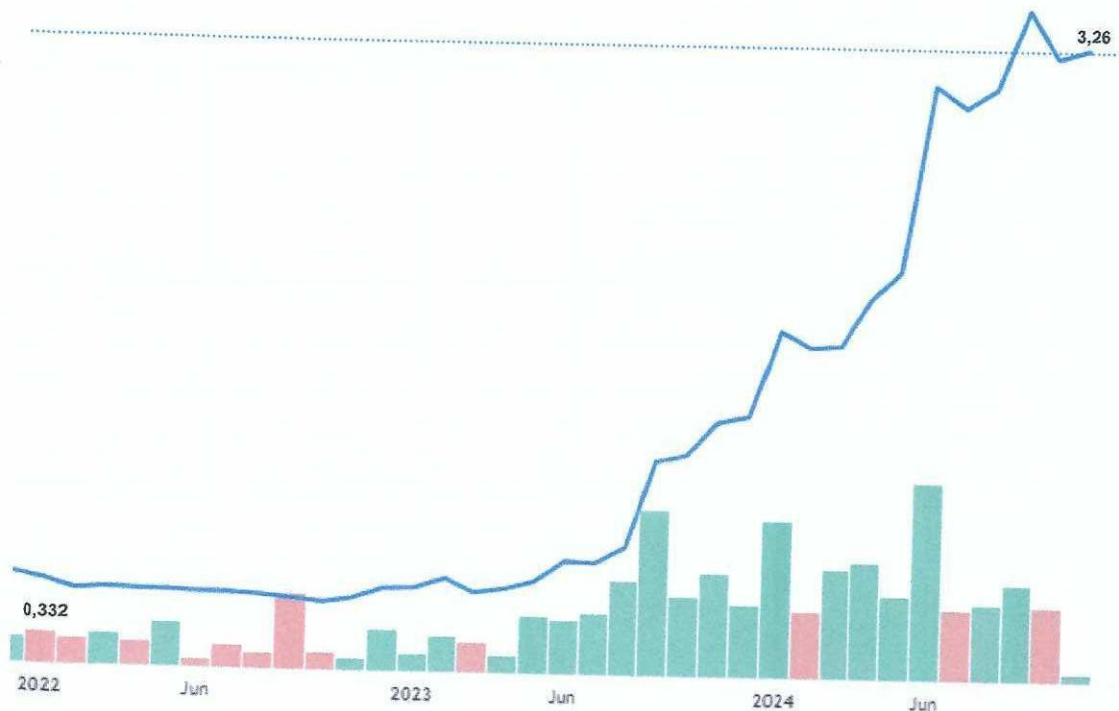
Market capitalization: 2,2 billion RON\*

Number of shares: 671,338,040

Nominal value per share: 0.100 RON

Share capital: 67 mil RON

ATB Stock Price Evolution: January 2022 - November 2024



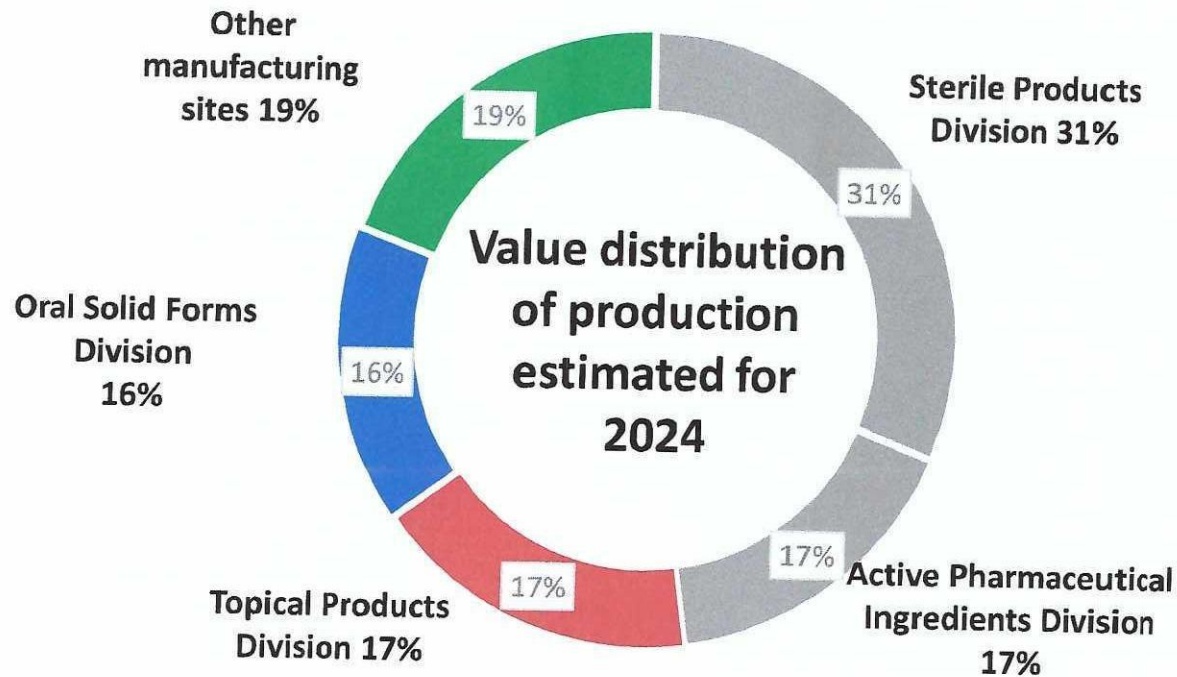
\* Data valid as of November 2024

# Antibiotice SA - a Complex and Dynamic Site

4 manufacturing divisions

8 manufacturing lines

10 partner manufacturing sites





# Antibiotice SA- a Company Aligned with International Standards



## EU GMP

8 manufacturing lines



## US FDA

Sterile powders for injection and Nystatin API



## COS (Certificate of suitability) issued by EDQM

Standard and micronized Nystatin



## ISO TUV RHEINLAND certification for integrated management

Quality, environment, occupational health and safety ISO 9001:2015, ISO 14001:2015, ISO 45001:2018



## WHO pre-qualification

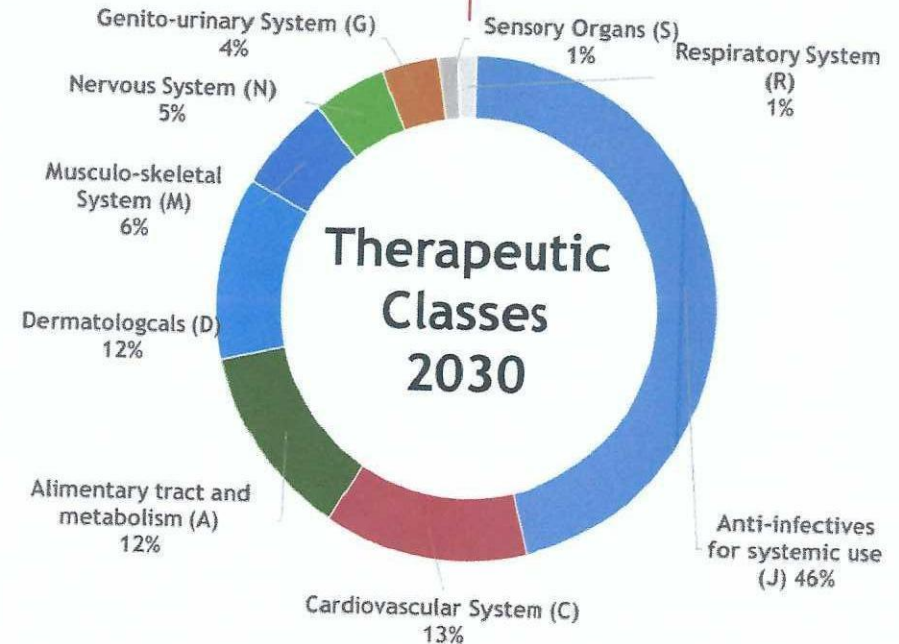
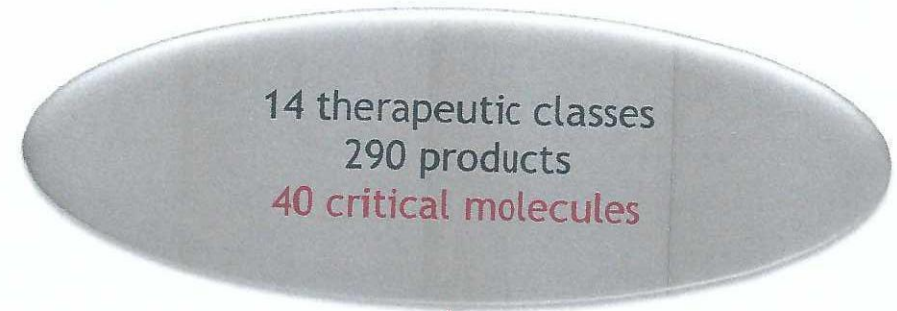
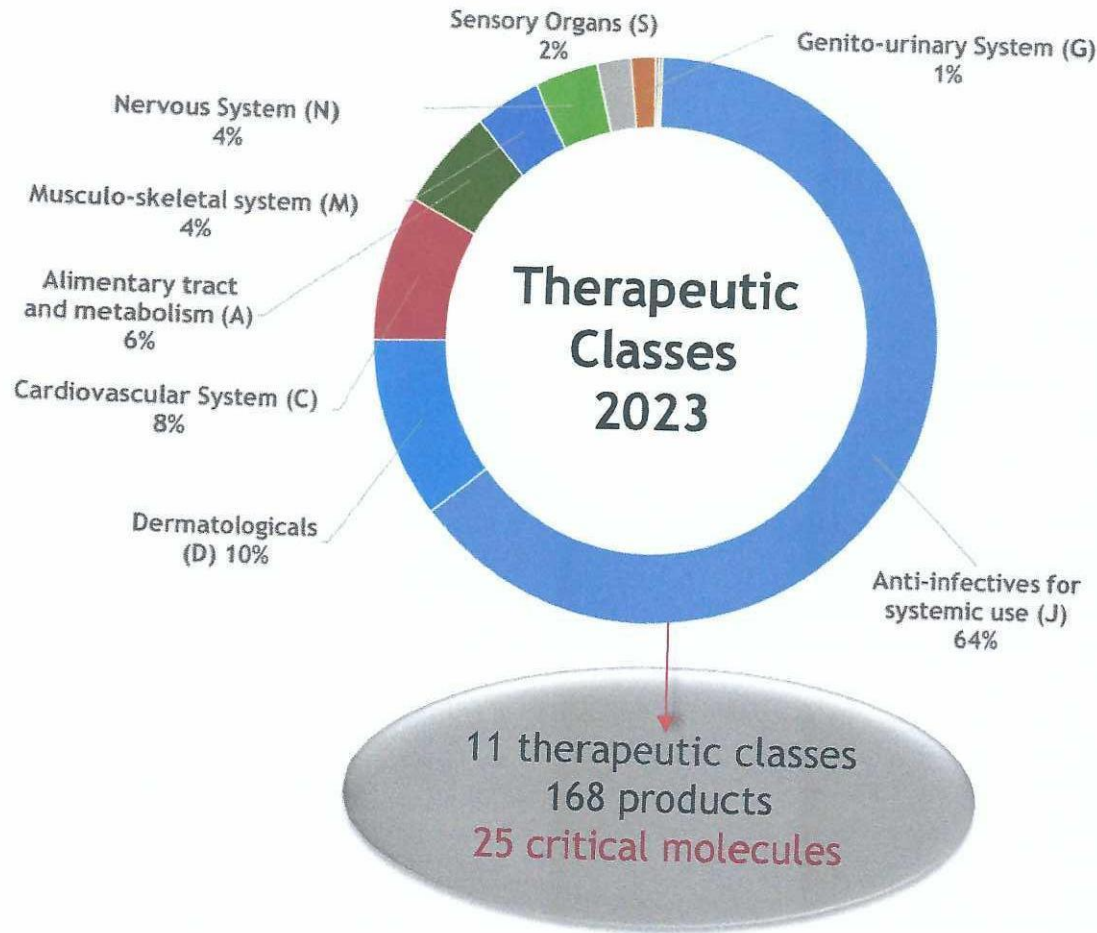
Products used in the treatment of tuberculosis



## "Certificate of appreciation" issued by the USP

Antibiotice; Nystatin API – international quality reference standard

# Strategic Health Products

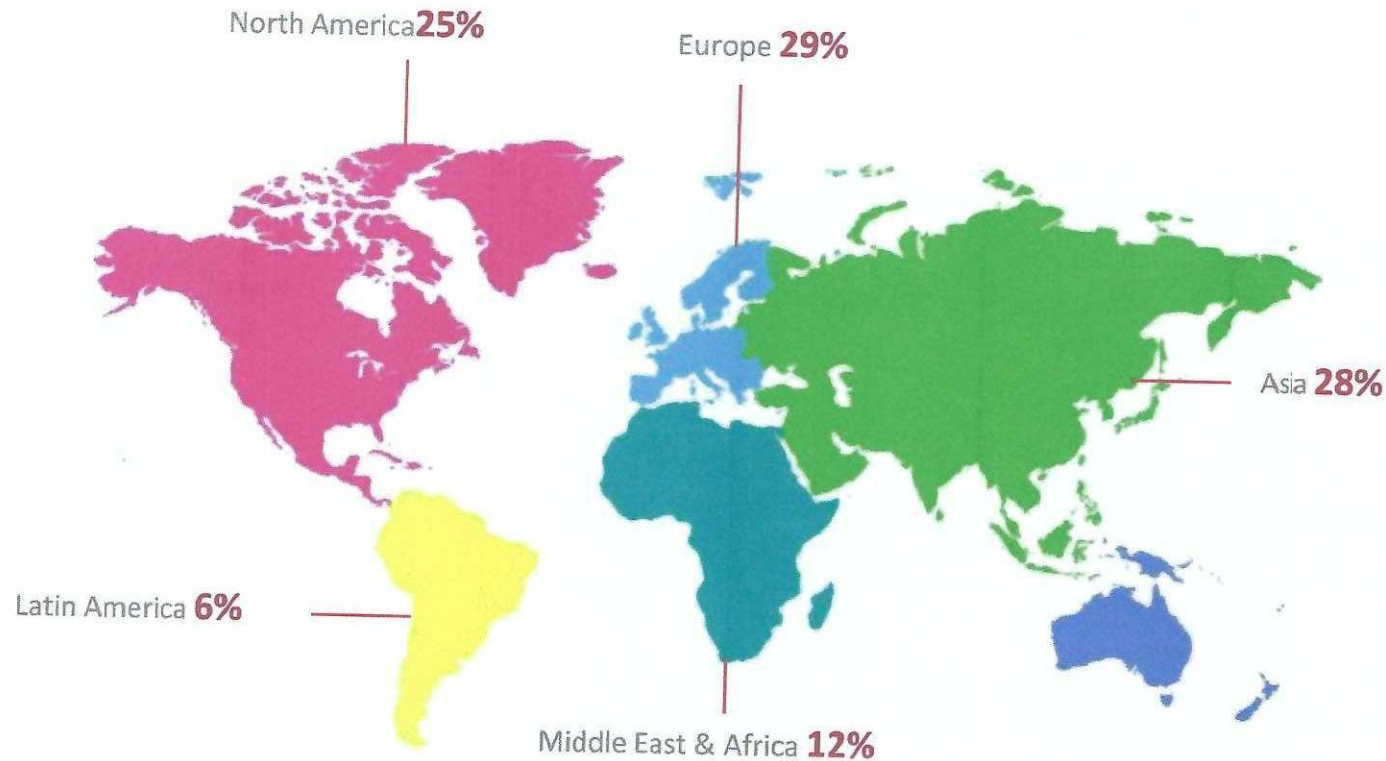


## Main targets for portfolio development:

- Portfolio of oral and injectable anti-infective medicines
- Portfolio of anti-infective medicines for the prophylaxis and treatment of tuberculosis
- Cold & Flu portfolio
- Portfolio of topical preparations
- Portfolio of medicines for the treatment of cardiovascular diseases



# Antibiotic SA - an International Brand



## Marketing and sales agents / Distributors

- North America (USA, Canada)
- South America (Brazil, Chile)
- Europe (UK, Germany, Poland, Nordic countries)
- India
- China
- Saudi Arabia

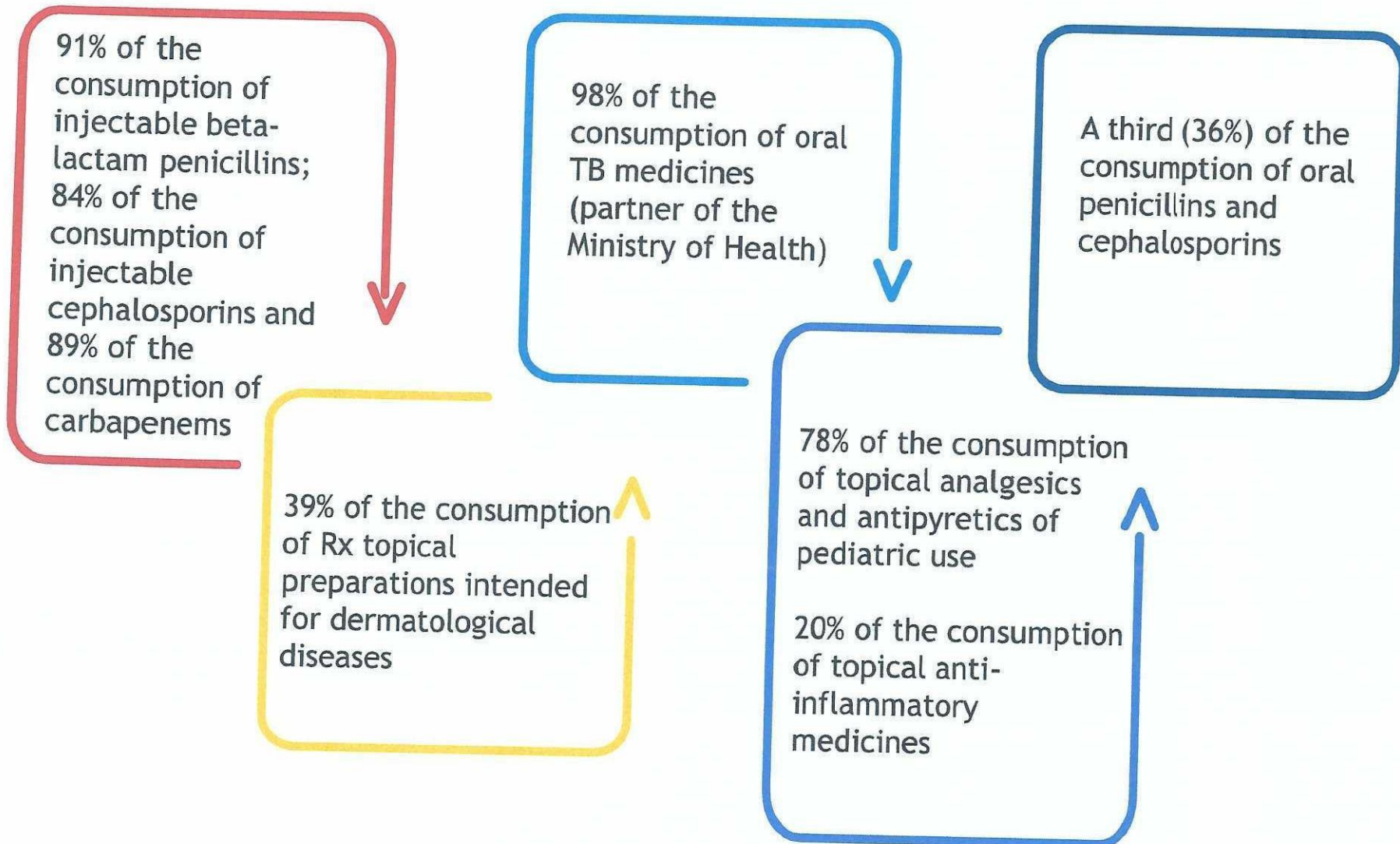
**Worldwide leader in  
the production of the  
antifungal antibiotic  
Nystatin API**

## 3 business representative offices:

- Republic of Moldova
- Serbia
- Vietnam

## ■ Antibiotice SA - a Strategic Company

In the first 9 months of 2024, in the local market, Antibiotice S.A. has supplied:



*\*According to data source CEGEDIM Sell Out Romania September 2024  
Sell out: sales to patients by the retail and hospital pharmacies*



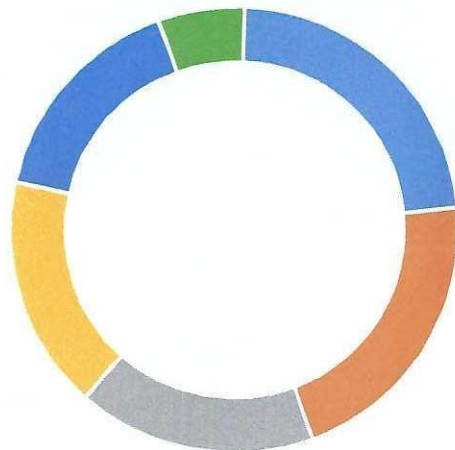
# Antibiotice SA - a Company Worth-working for

Higher education specialists (51% - 714)

Secondary education professionals (49% - 686)

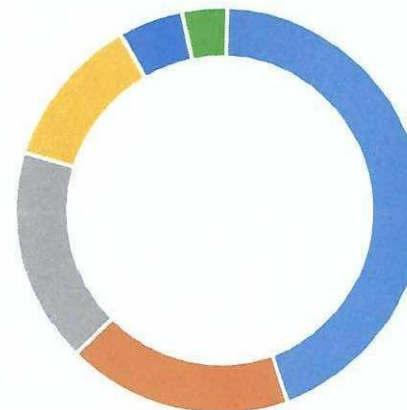
1,400 EMPLOYEES

Higher education specialists - 51% of employees  
Top specializations



- Chemical engineer - 23%
- Economist - 21%
- Chemist, physicist, biologist - 17%
- Pharmacist, physician, medical bio-engineer - 17%
- Engineers - other specializations - 16%
- Other professions (legal, IT) - 6%

Secondary education professionals (49%)  
Top professions



- Pharmaceutical products manufacturing site operator - 44%
- API manufacturing site operator - 18%
- Exploitation, maintenance, manufacturing equipment operator, machinist, automation specialist - 17%
- Laboratory assistant, quality controller - 12%
- Logistics operator - 5%
- Electrician - 4%



# Antibiotice SA – a Company Focused on Knowledge and High-performance

ACADEMIA A+ - recruitment of personnel and development of competencies in business



## UNIVERSITY PROGRAMS

### Master's and specialization programs

- Master's program in **Pharmacovigilance**;
- Master's program in **Regulatory Affairs**;

### Internships and career orientation

- Program **Perform a+** (600 participants in 9 editions)
- Partnership with the Center of Excellence in Business Administration;
- Internships for Pharmacy students and residents, chemical engineers, mechanical engineers, electrical engineers;

### Common projects:

- Project "Antibiotice Skills: Students' Training and Adaptation to the Labor Market" financed through the Education and Employment Program (the European Social Fund).

## PRE-UNIVERSITY PROGRAMS

### Dual education(3 classes):

- Dual education class for **operators in the pharmaceutical industry**
- Dual education classes for **technical professions and rare jobs** (electronics engineer, automation electrician, electromechanical technicians and mechatronics technicians etc.);
- Internships for **operators** in the pharmaceutical industry and for other technical professions

### Common projects:

- Project "Education in Action: Improving Accessibility and Relevance of Professional and Technical Education by Internships at Antibiotice SA" financed through the Education and Employment Program (the European Social Fund).





## ■ Antibiotice S.A. - Financial Balance

INDICATORI	U.M.	2000	2005	2010	2015	2020	2022
TOTAL INCOME	mil. RON	63	167	263	350	380	522
NET TURNOVER	mil. RON	62	163	244	332	341	484
TOTAL EXPENSE	mil. RON	57	143	244	318	352	480.3
GROSS PROFIT	mil. RON	6	24	18	32	28	42
GROSS PROFIT RATIO	%	9%	15%	8%	10%	8%	9%
NET PROFIT	mil. RON	4.7	19.7	12.54	27.18	26	38.5
EBITDA (operating profit+ depreciation expense)	mil. RON	8	41	35	49	55	69
TOTAL EXPENSE FOR 1,000 RON of TOTAL INCOME	RON	907	858	930	908	926	920
AVERAGE NO. OF EMPLOYEES	no.	1932	1650	1441	1458	1415	1,355
AVERAGE NET INCOME/ EMPLOYEE	EUR	140	288	479	540	749	860
TOTAL DEBT	mil. RON	27	56	129.3	140	286	215
NET ASSETS	mil. RON	57	156	262.6	395	577	641
DEBT RATIO	%	32%	27%	29%	26%	33%	25%
VALUE OF INVESTMENT PLAN	mil. RON	3.3	15.5	15.2	14.5	48.06	47.4



# Antibiotice SA - a Friendly and Responsible Brand



## Sustainability



- For 20 years, blood donation campaigns - 2,500 people saved
- First-aid training courses for the employees
- Vaccination Center a+; 30, people vaccinated

Sănătate

- Human resources development
- Center for professional training and development
- Academia a+ (Perform a+, Summer School a+)

Educație

- “Pro Ruralis” scholarships, “Power of Deed” - social responsibility program through the “Antibiotice - Science and Soul” Foundation: over 10,000 aided people

Social

- Environmental protection programs: “Be Pro Nature! Put Your Heart and Soul!”
- “Prieteniei a+” Park, inaugurated in 2020

Mediu



## ■ A Romanian Success Story

### Romanian tradition and continuity

- The “**Industrial and Commercial Merit**” Order, the rank of Commander, conferred by the President of Romania
- The **1<sup>st</sup> Place and National Award** for 20 consecutive years at the Top National Companies Awards at the category of *Industry - Very Large Enterprises - Manufacturing of Basic Pharmaceutical Products*, organized by the Chamber of Commerce and Industry of Romania

### A company focused on knowledge and high performance

- Included in “**Top 300 Best Companies**”, the 2022 edition, a ranking created based on the financial results of companies by the Capital Magazine
- The **1<sup>st</sup> Place** and “**The Best Company in Investor Relations - Main Market, Public Vote**” Award, granted by the Romanian Investor Relations Association (ARIR)
- **Diploma of excellence and Grade 10** for the 5th consecutive year within VEKTOR, a ranking that reflects the quality of communication with investors, made among companies listed on the Bucharest Stock Exchange by ARIR.

### A company worth working for

- The award for the most attractive employer in the Romanian pharmaceutical industry, according to “**Randstad Romania Employer Brand Research 2024**”, the most comprehensive employer brand research in the world, ranking by industry

### A friendly and responsible brand

- **Gold Level Recognition Award** in the most important sustainability ranking in Romania - Romania Corporate Sustainability & Transparency Index Ranking 2023;
- **The First Prize** at Romanian CSR Awards 2024, Sustainable Companies Gala, in the “Intersectoral Partnership” category for the project “Antibiotics of the third millennium” granted by CSR Media.ro.

Antibiotice



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[www.antibiotice.ro](http://www.antibiotice.ro)