



# Antibiotice

“The Future Together 2030”



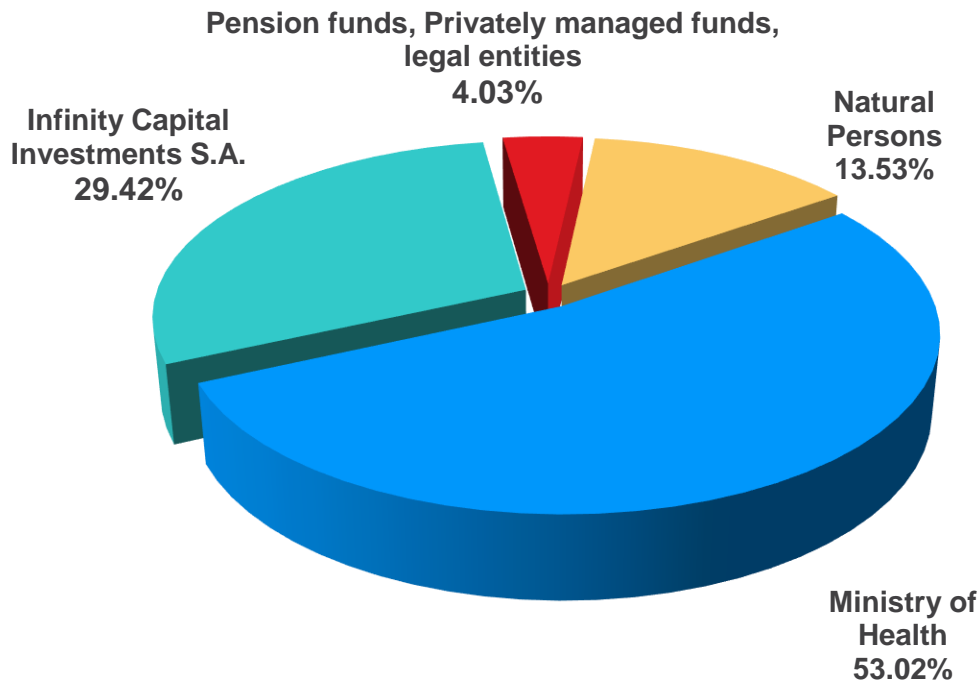
## Romanian tradition and continuity



- **Antibiotice**, the first manufacturer of Penicillin in Romania and Southeast Europe begins its activity, only a decade after the synthesis of this active substance.
  - **The manufacturing structure is developed**, especially for active substances, sterile powders for injection, topicals.
  - **The manufacturing structure is redefined**, investments being made in domestic and international marketing to adapt to the market economy.
  - **Production of finished medicines is developed**: capsules and tablets.
  - **Our company is listed on the Bucharest Stock Exchange** – April 1997.
  - **The RICOP programme** coordinated by the World Bank is adopted.
  - **Significant investments** are made for modernizing the technologies for production, portfolio development and environmental protection to adapt to EU requirements
  - **Antibiotice obtains the FDA approval** for Nystatin and sterile powders for injection.
  - The quality systems for meeting the **EU GMP and US FDA standards** are certified.
  - **The new corporate identity is launched** (a new logo a+ and a new slogan „sciences and soul”)
  - The business of our company **expands internationally** and the first finished products are delivered in the US, following the **FDA approval**.
  - **Antibiotice in the world leader in the production of Nystatin** – the USP reference standard.
  - **Business representative offices** in the Republic of Moldova, Serbia and Vietnam.
  - **The Medicine Evaluation Center is established.**
- The integrated management system**: quality, environment, occupational health and safety is implemented according to the EN ISO 9001:2015, EN ISO 14001:2015 and ISO 45001:2018 standards.

■ **Antibiotice S.A. – a performance-oriented company**

**Shareholding structure :**



➤➤➤ 27 years since the listing on the Bucharest Stock Exchange

➤➤➤ 707 million lei - the value of the trades shares\*\*

➤➤➤ Stock market capitalization: 1,980 million lei\*

➤➤➤ Maximum price in the H I 2024: 3.39 lei/share\*

\* Information valid on June 30, 2024

\*\* cumulative value from the beginning of the listing until June 30, 2024

■ **Antibiotice S.A. – a knowledge & development-oriented company**



**Inova a+:**

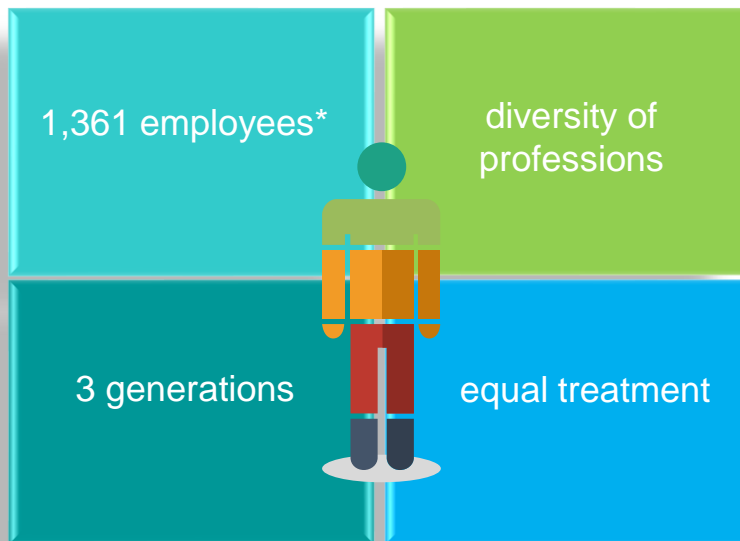
**Pharmaceutical Research Center**

- ✓ portfolio development and innovation
- ✓ unique combinations, innovative formulas
- ✓ **research partnerships in the pharmaceutical field** with academia and national and European research organisations

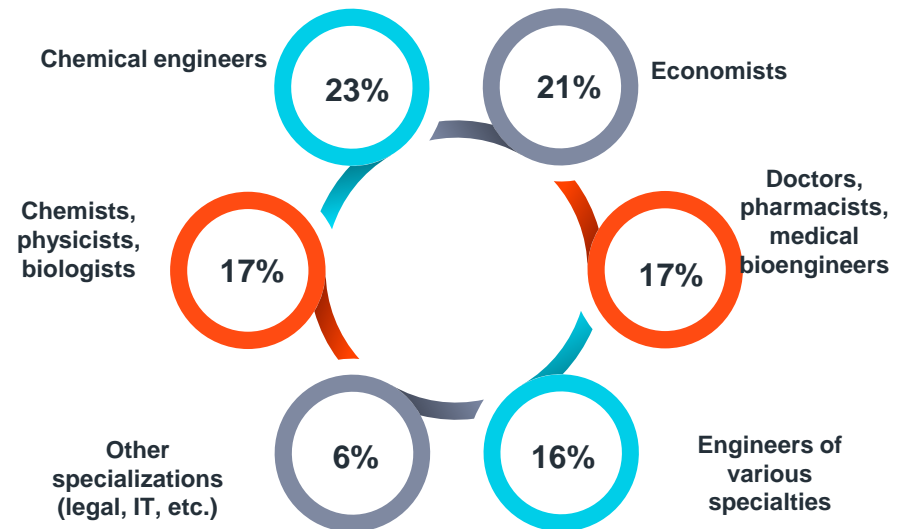
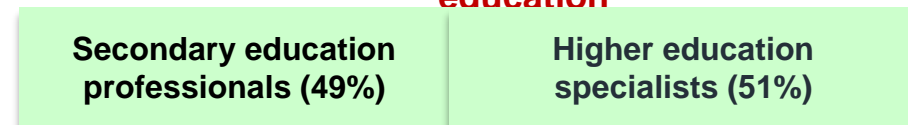
-  Development of various pharmaceutical forms : injectables, topicals, sterile topicals, oral solid dosage forms
-  Intellectual property
-  Pharmaceutical development/ Analytical research/ Microbiological research
-  Technological transfer
-  Clinical studies

■ Antibiotice S.A. – a company worth working for

**Valuable staff structure**



**Staff breakdown by education**



\* Average number of employees on 30.06.2024

## Antibiotice S.A. – working for life for a lifetime

Half I 2024  
Portfolio of 182 products,  
from 11 therapeutic classes



85 products, of which 16 new products\*\*, 14 critical molecules



55 products, of which 3 new products \*\*

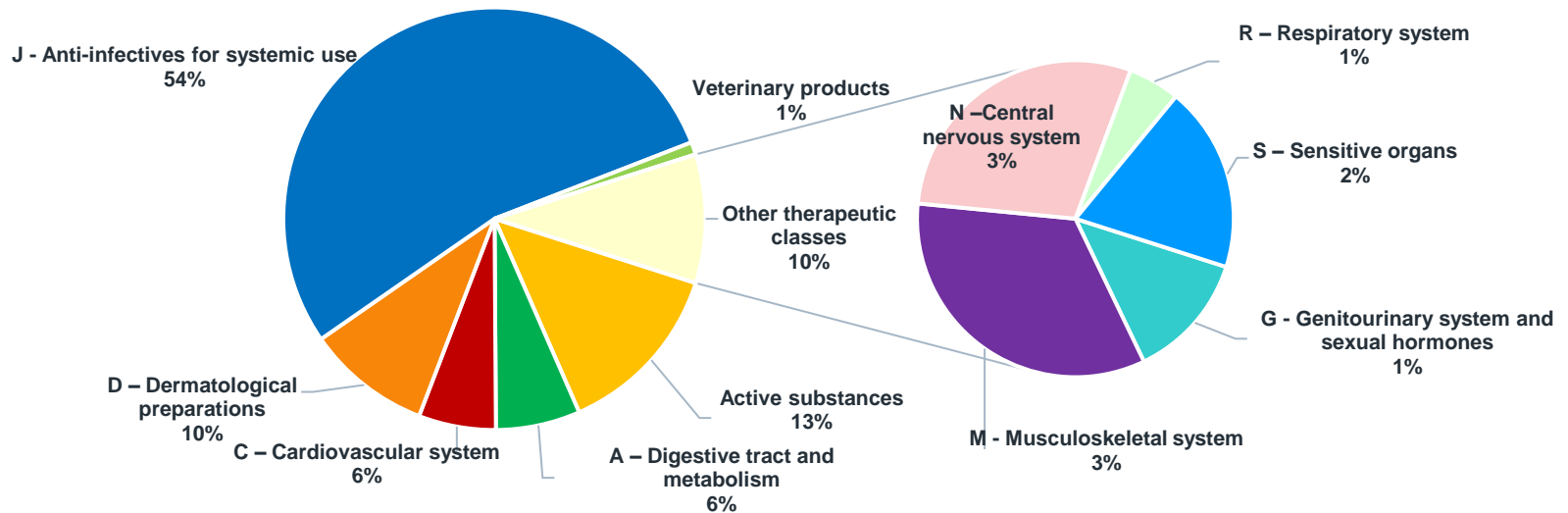


42 products, of which 12 critical molecules



The range of active substances based on streptomyces noursei

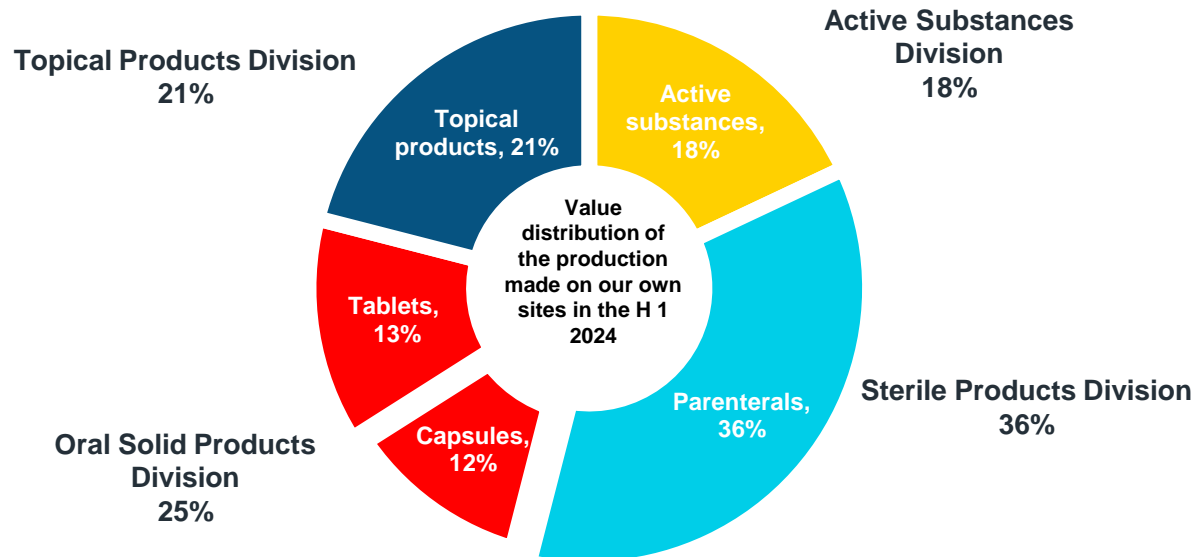
### Value share of sales by therapeutic classes S1-2024



\*Information valid on June 30, 2024

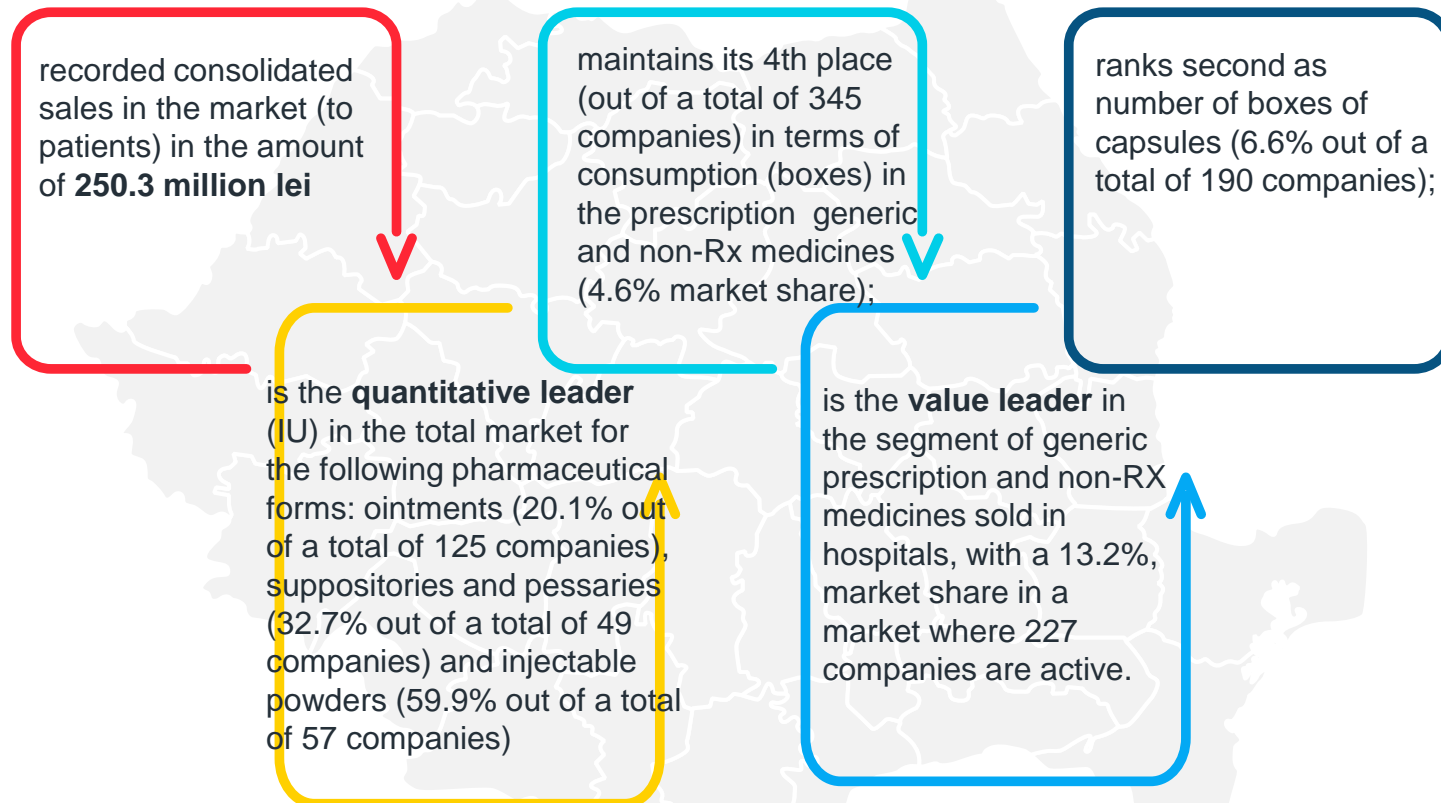
\*\* new products - products launched for sale in 2024

■ **Antibiotice S.A.– a balanced and dynamic manufacturing structure**



## ■ Antibiotice S.A. – a performance-oriented company

In the H I 2024, in the **domestic market**, Antibiotice S.A.:



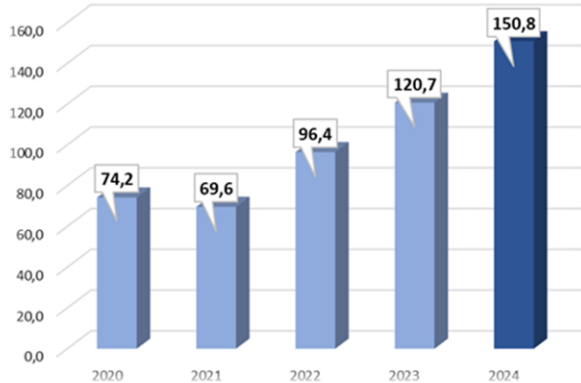


## Antibiotice S.A. – a performance-oriented company

Turnover in the international markets

**150.8 million lei**  
+25% compared to half I 2023

**Evolutia exportului in perioada 2020-2024**  
(perioada raportare: semestrul I, moneda: milioane Lei)



Through the range of active substances Nystatin, Antibiotice has consolidated its leading position in the world market. Important progress has been made in the development projects from North America and Latin America.

Revenues from the sale of finished products were 95.4 million lei, higher by **35%** compared to the first semester of 2023.

This year we started the sales of injectables in Italy, Poland, France, Bulgaria.

In June, the first delivery was made to the United Arab Emirates market.

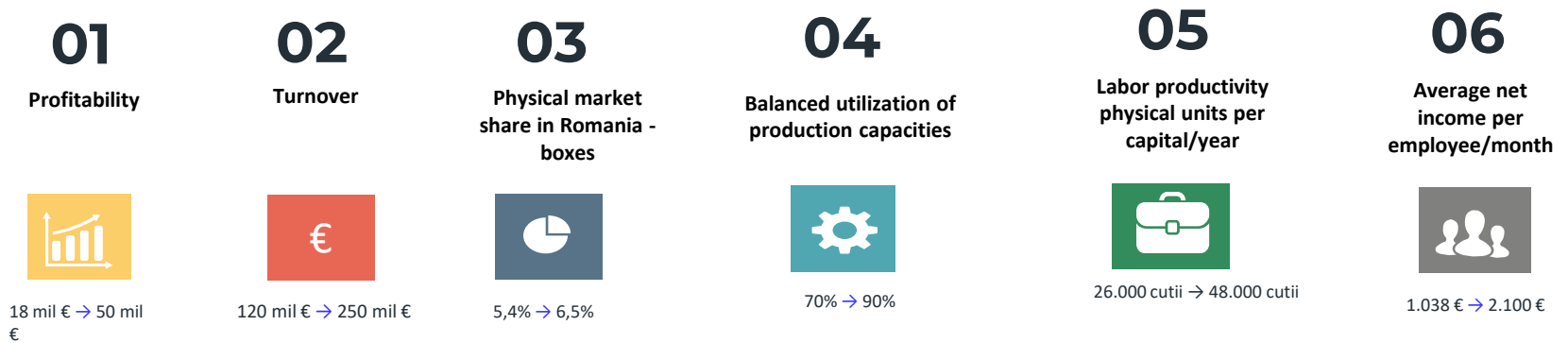


■ **Antibiotice S.A.- a company with international standards**

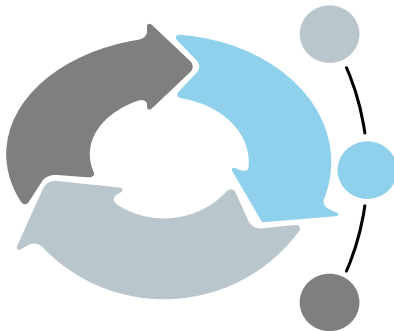


## Antibiotice S.A. – in the future

2023 → 2030 “The Future Together” Business Plan – our desiderata



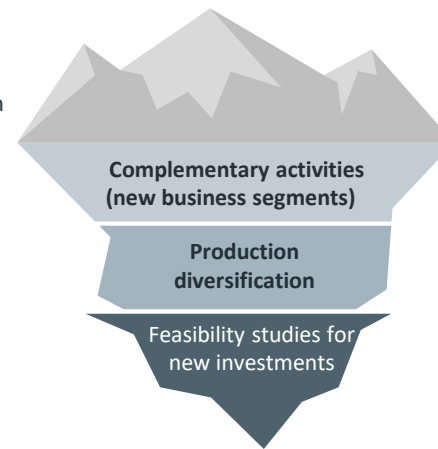
### Guidelines for the future period



Integration in the value chain of the European pharmaceutical industry

Integration into the European effort to solve health systems problems

Participation in European API production amid industry trends to reduce reliance on Asian sources



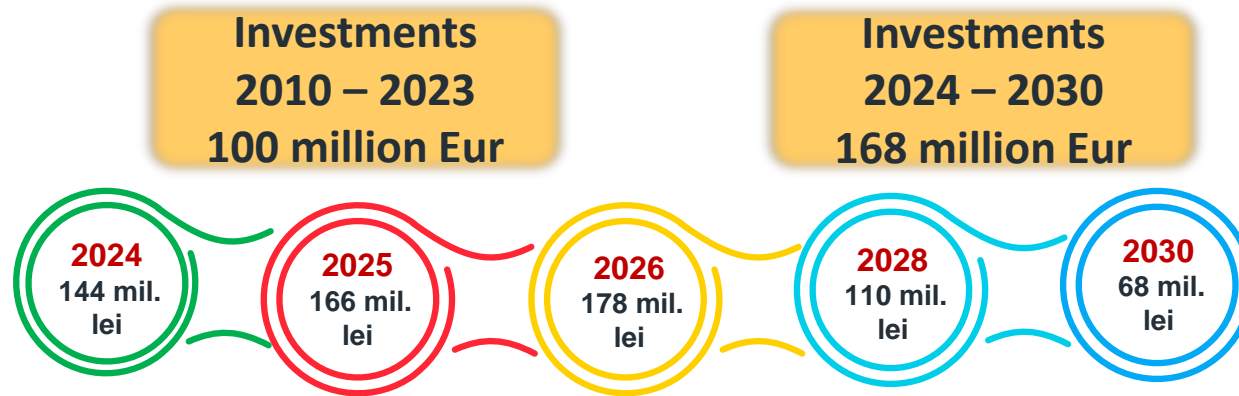
## Antibiotice S.A. – in the dynamics of the future

INDICATOR	U.M.	R* 2023	P** 2024	P** 2025	P** 2026	P** 2028	P** 2030
TOTAL REVENUES	mil lei	641	725	824	925	1.109	1.289
GROSS TURNOVER, of which:	mil lei	720	844	1.004	1.096	1.268	1.491
Romania	mil lei	500	597	716	771	905	1.063
International	mil lei	220	248	288	324	363	428
Current portfolio	mil lei	720	843	980	1.038	1.094	1.199
Future portfolio	mil lei	0	1	24	57	174	292
Share of the future portfolio in the turnover	%	0%	0%	2%	5%	14%	20%
NET TURNOVER (sales revenue)	mil lei	601	700	800	900	1.081	1.258
TOTAL EXPENSES	mil lei	549	615	694	775	896	1.039
TOTAL DEBTS	mil lei	292	339	372	389	345	366
GROSS PROFIT (mil lei)	mil lei	92	110	130	150	213	250
GROSS PROFIT RATE	%	15%	16%	16%	17%	20%	20%
EBITDA (operating result, expenses with amortization+ adjustments for depreciation of current assets)	mil lei	125	156	174	205	259	305
NET PROFIT	mil lei	81	104	117	137	192	225
AVERAGE NUMBER OF EMPLOYEES	nr	1.352	1.350	1.350	1.350	1.350	1350
AVERAGE INCOME/EMPLOYEE (EUR) net	EUR	1038	1191	1255	1293	1.700	2.100
ACCOUNTING NET ASSETS	mil lei	847	974	1.084	1.193	1.418	1.477
DEGREE OF INDEBTEDNESS	%	26%	26%	26%	25%	20%	20%
TOTAL EXPENSES PER 1,000 LEI INCOME (total expenses/total income*1,000)	lei	857	848	842	838	808	806
INVESTMENT PLAN VALUE	mil lei	98	144	166	178	110	68

\*R – Achieved

\*\* P - Planned

■ **Antibiotice S.A. - a sustainable investment**



**01**

**Consulting grant awarded by the European Investment Bank**

- Antibiotice benefits from the expertise of the EIB in the process of planning the future strategy for 2030.

**02**

**Financing for the production of green energy (from the Ministry of Energy)**

- The approved value was **4 million lei** for the "2.5 MW Photovoltaic Plant" ;
- the project was completed.

**03**

**Financing agreement with the European Investment Bank (loan granted through the InvestEU facility)**

- in value of **2 million euro**;
- for the financing of a state-of-the-art production, packaging and storage facility.

**04**

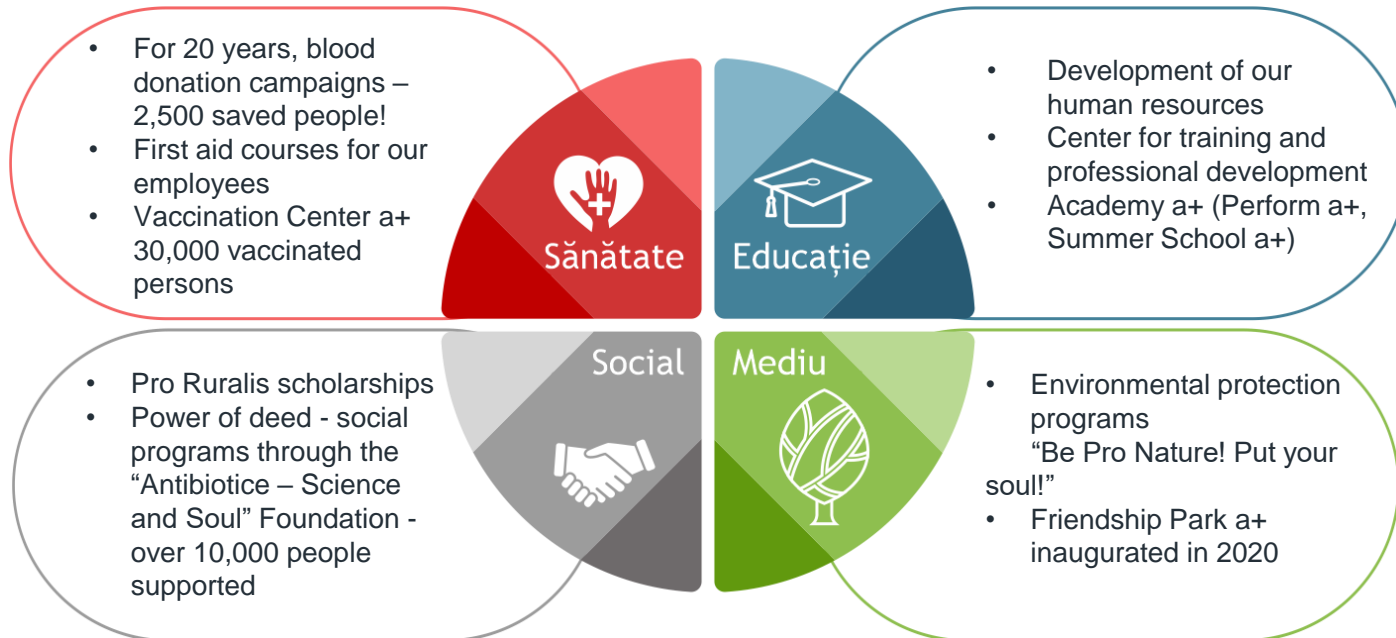
**Financing through state aid for new production and storage facilities**

- the total value of the project is 200.1 million lei, of which **85 million lei** financed by GD 807/2014;
- the purpose of the agreement is to finance the project „Production, packaging and storage facility for sterile products, solutions and topicals”.

■ **Antibiotice S.A. - a friendly and responsible brand**



**SUSTAINABILITY**



## Antibiotice S.A. – a Romanian success story

### Romanian tradition and continuity

- Order "The Industrial and Commercial Merit" in the rank of Commander, awarded by the Presidency of Romania;
- **National Award 1st place** for over 20 years, within the National Top of Companies, awarded by CCIR in the category Industry, very large enterprises, manufacturing of basic pharmaceutical products.

### A knowledge and performance-oriented company

- Present in "Top 300 companies" - top based on financial results, made by Capital Magazine;
- **The first place in** "The best company from the perspective of activity in the relationship with investors" in the 2023 competition launched by ARIR (Romanian Investor Relations Association);
- **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  
Știință și suflet



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

