

We create the future
together

Antibiotice



■ Main results recorded in 2024

+8%

total revenues of 692 million lei, 8% higher, compared to the value in the similar period of 2023

21%

the gross profit cumulated with the value of the claw-back tax strengthens a business return of 21%

+15%

sales on international markets 15% higher compared to 2023

4th place

It strengthened 4th place in terms of boxes consumption on the Romanian generic and over-the-counter market, with a market share of 4.60%

1st place

It maintains its value **leadership** position in the hospital segment for generic and over-the-counter products, with a market share of 13.19%

2.56 lei

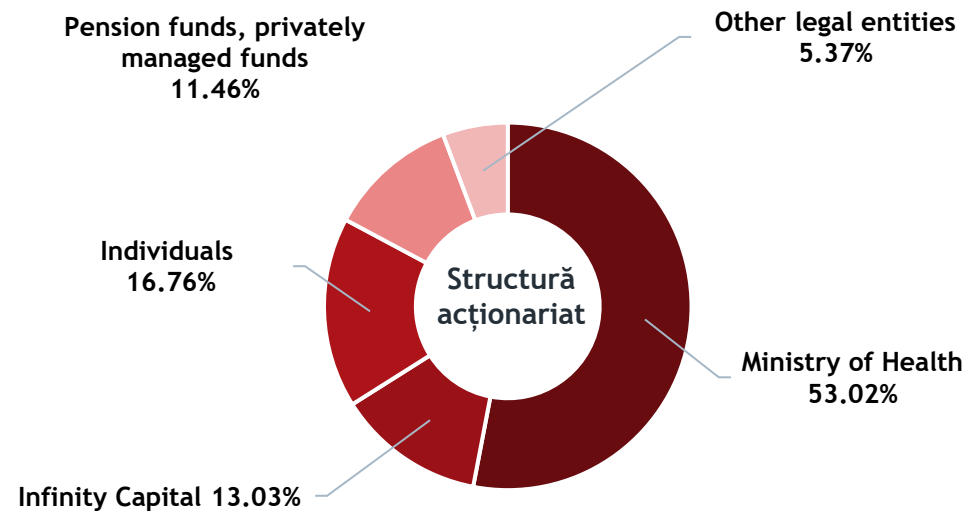
the share value has multiplied by 1.84 since the beginning of the year when it was 1.39 lei/share

+5%

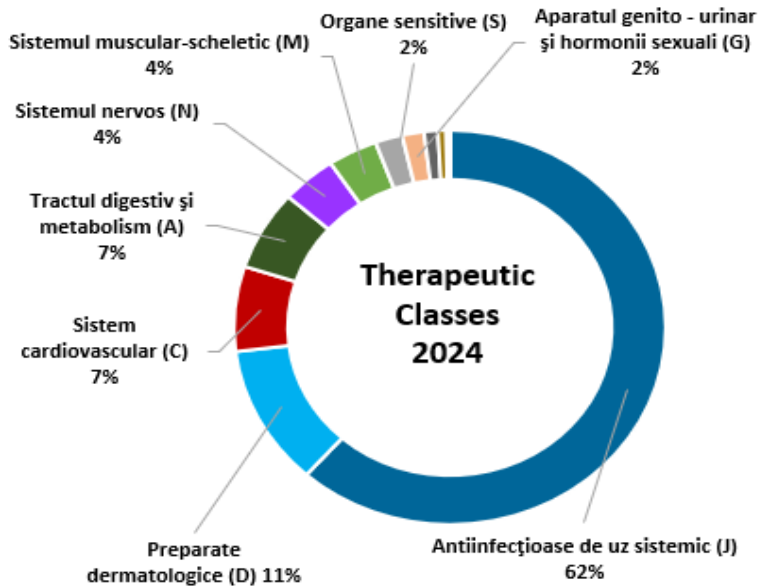
It strengthens the net accounting asset at the value of 898 million lei, 5% higher compared to the value as of December 31, 2023

■ A performance-oriented company

Symbol	ATB
Market	Main
Listing date	April 16, 1997
Capitalization	1.7 bill. lei*
Nominal value	0.10 lei/share
Number of shares	671,338,040
Share capital	67 million lei
Minimum price	2.32 lei
Maximum price	3.44 lei



Strategic health products



13 therapeutic classes
184 products
25 critical molecules/
50 critical products
21 new products

Oral Solid Products Division

- 18 new products

Topical Products Division

- 3 new products

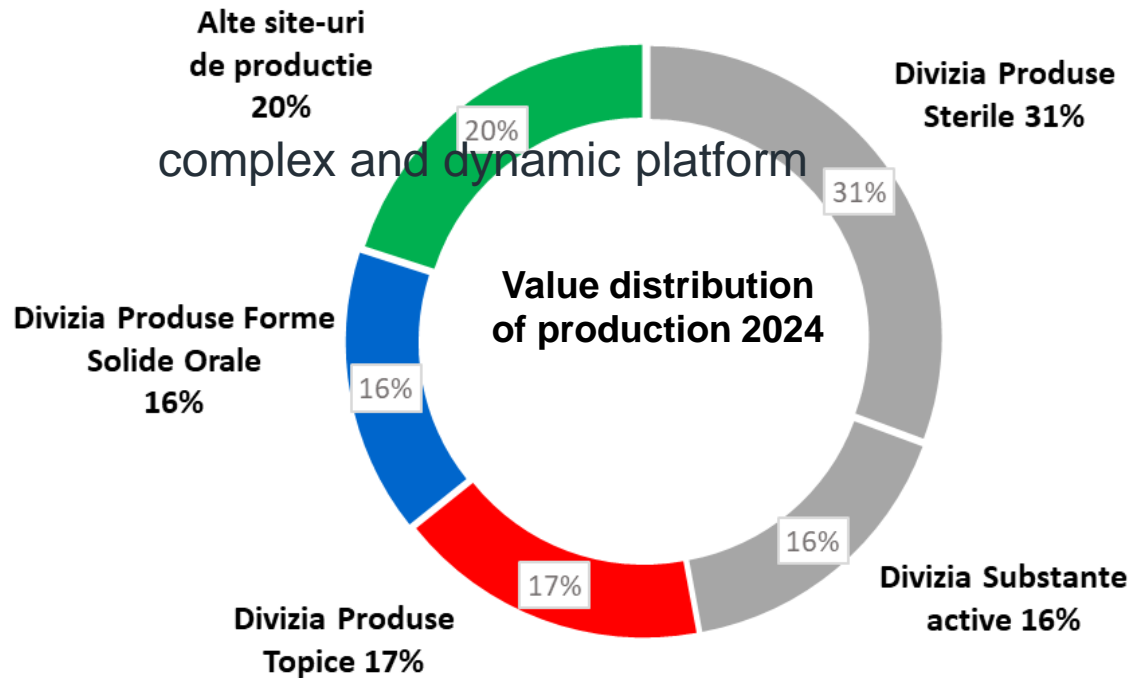
- Anti-infective products
 - 4 new (critical) products
- Cold and flu
 - 2 new products
- Veterinary products
 - 8 new products
- Urinary tract health
 - 1 new product
- Cardio-vascular system health
 - 1 new product
- Digestive system health
 - 1 new product
- Nervous system health
 - 1 new product

- Dermatological products
 - 3 new products

Main development directions of the portfolio::

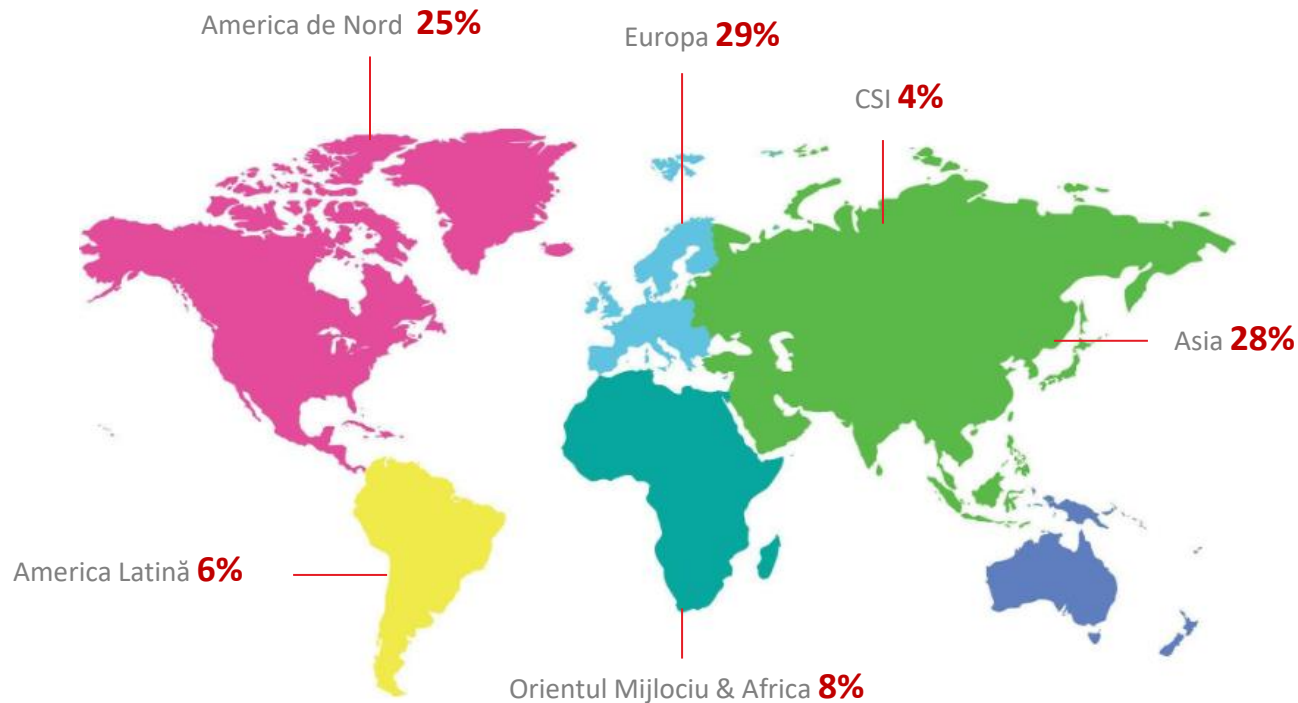
- Oral, injectable anti-infective medicines portfolio
- Portfolio of anti-infective medicines for the treatment and prophylaxis of tuberculosis
- Cold&Flu portfolio
- Topical products portfolio
- Product portfolio for the treatment of cardiovascular diseases

■ Antibiotice - a complex and dynamic platform



- Parenterale
- Substante Active
- Produse Topice
- Produse forme solide uz oral
- Alte site-uri de productie

■ Antibiotice - an international brand



Marketing and sales representatives / Distributors

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

**World leader in the
production of the
active ingredient
antifungal antibiotic
Nystatin**

3 business representative offices:

Republic of Moldova
Serbia
Vietnam

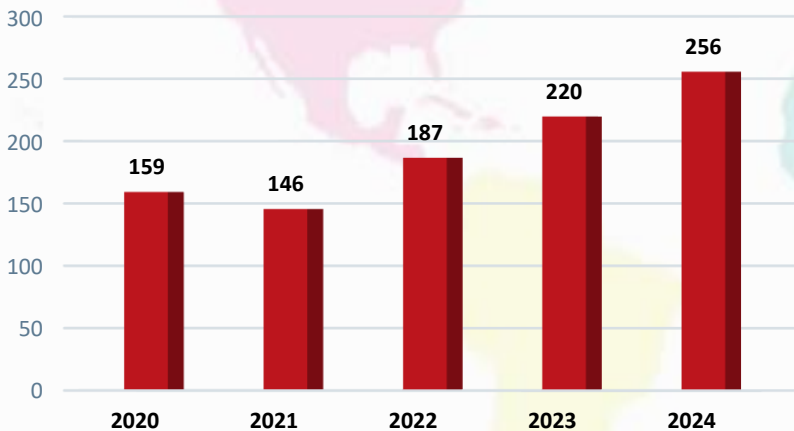
An internationally recognized Romanian brand

Turnover on international markets

256 million lei
+16% compared to 2023

Evolution of export between 2020 - 2024

(Reporting period: 2024, Currency: million Lei)



Antifungal antibiotic active substances (nystatin) - Antibiotice has strengthened its **leading position on the global market**, with significant progress being made in development projects in North America and Latin America.

The revenues from the sale of finished products were 158 million lei, up 18% compared to the same period last year.

40% of the value of pharmaceutical exports was made in Europe. New territories accessed: Italy, Poland, Czech Republic and Bulgaria.

The first sales were initiated in Australia and a 55% increase was recorded in the Middle East compared to 2023.

■ Antibiotice - a strategic company

In 2024 on the domestic market, Antibiotice S.A.:

Provided 91% of the consumption of injectable beta-lactam penicillins; 83% of the consumption of injectable cephalosporins and 88% of the consumption of carbapenems

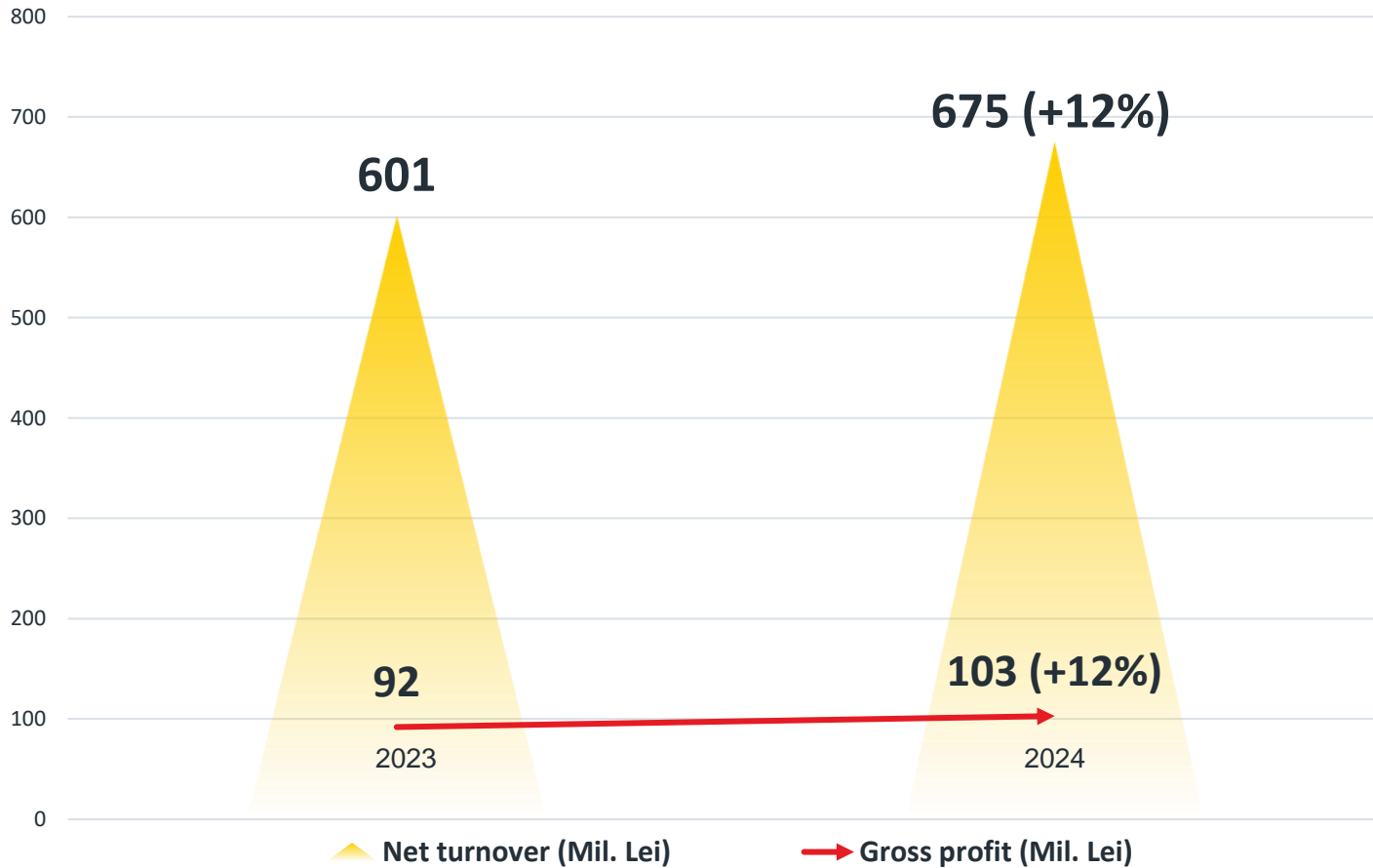
Ensured 99% of the consumption of oral anti-tuberculosis products (partner of the Ministry of Health)

Provided a third of the consumption of oral penicillins and cephalosporins 36%

Provided 39% of consumption on prescription topical treatment for dermatological conditions

Provided 76% of the consumption of topical analgesics and antipyretics for pediatric use
Provided 19% of the consumption of topical anti-inflammatories

■ Antibiotice S.A, sustainable growth



Antibiotice - a company worth working for

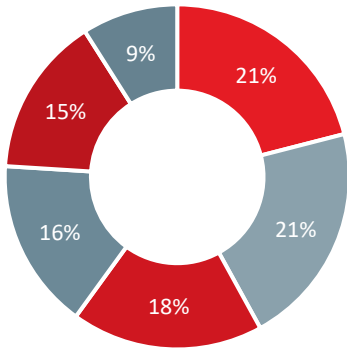
Higher education specialists (51% - 695)

Secondary education specialists (49% - 662)

1357 EMPLOYEES

Higher education specialists - 51% employees

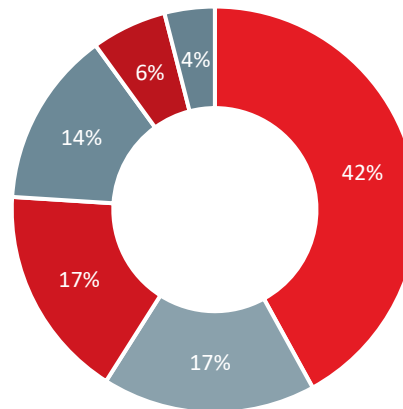
Top of specialties



- Inginer chimist
- Economist
- Chimist, fizician, biolog
- Ingineri alte specializari
- Farmacist, medic, bioinginer medical
- Alte profesii (legal, IT)

Secondary education staff- 49% employees

Top of professions



- Operator site produse farmaceutice
- Operator site substante active
- Operator exploatare, mentenanta, echipamente productie, masinist, automatist, mecanic, tehnician
- Laborant, control calitate
- Operator logistica
- Electrician

→ Staff retention rate by department in 2024 is 97.20%.

→ Average number of hours of professional training/employee is 50,19.

Antibiotice - a company oriented towards knowledge and performance

ACADEMIA A+ - staff recruitment and business skills development



ACADEMIC ENVIROMENT

Master's and specialization programs

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

Internships and career guidance

- The **Perform a+** program (600 participants in 9 editions)
- Partnership - Center of Excellence in Business Administration;
- Internships for student pharmacists and residents, engineers, biologists, chemists, chemical engineers, mechanical engineers and electrical engineers;

Common projects:

- Project "Antibiotice Skills: Improving students' skills and adapting them to the labor market" financed by the Education and Employment Program (ESF).

UNDERGRADUATE ENVIRONMENT

Dual education (3 qualifications):

- Dual education class for **the profession trade of operator in the pharmaceutical and cosmetic industry**;
- Dual education classes for **technical and rare professions trades** (electronical technician, low voltage electrical engineer);
- Internships for students in qualifications of requested by the company: **laboratory technician, automation and mechatronics technician, electromechanic**;

Common projects:

- Project - "Education in Action: Improving the Accessibility and Relevance of Vocational and Technical Education through Internships within Antibiotice S.A." financed through the Education and Employment Program (FSE).



Management interim balances table

lei

Calculation method	Indicators	December 31, 2024	December 31, 2023	December 31, 2024/ December 31, 2023
1=2+3+4	Revenue from customer contracts (turnover) + Changes in finished goods inventories and production in progress + Revenue from capital projects:	682.594.349	627.571.178	9%
	Revenue from customer contracts (turnover)	675.010.971	600.780.825	12%
	Changes in finished goods inventories and production in progress	-3.531.922	13.408.502	-126%
	Revenue from fixed assets projects	11.115.300	13.381.851	-17%
	Raw material expenses	128.162.209	141.828.708	-10%
	Material expenses	17.187.087	15.276.046	13%
	Expenses on finished products made on partner sites	85.233.701	61.063.703	40%
8=1-5-6-7	Gross margin	452.011.351	409.402.721	10%
9=8/1	Gross margin (%)	66,22%	65,24%	2%
10=11+12	External operating expenses:	84.913.729	78.609.391	8%
	Expenses on electricity, natural gas and drinking water	17.901.283	25.334.283	-29%
	Expenses for services performed by third parties	67.012.446	53.275.108	26%
13=8-10	Added Value	367.097.623	330.793.331	11%
	Tax and duty expenses	52.144.851	47.588.522	10%
	Employee benefit expenses	160.876.210	156.053.526	3%
	Depreciation expenses	45.057.786	27.875.560	62%
	Adjustments for depreciation of current assets, net	-3.765.041	426.963	-982%
	Other operating income	2.774.459	1.695.189	64%
	Other operating expenses	7.988.179	4.010.716	99%
20=13-14-15-16+/- 17+18-19	Operating profit/loss (EBIT)	107.570.098	96.533.232	11%
	Financial result	-4.275.756	-5.008.986	-15%
	Total income	692.983.752	640.726.948	8%
	Total expenses	589.689.411	549.202.704	7%
	Gross result	103.294.342	91.524.246	13%
	Income tax	3.875.719	10.435.650	-63%
	Net result	99.418.623	81.088.596	23%
27=24/2	Gross profit margin (EBT margin)	15,30%	15,23%	0%
	Claw-back tax expenses	39.417.598	37.012.660	6%
29=(24+28)/2	Gross profit profitability + claw-back tax	21%	21%	-1%
	Net result	99.418.623	81.088.596	23%
31=30/2	Net profit profitability	14,73%	13,50%	9%
32=16+20	Earnings before interest, taxes, depreciation, and amortization (EBITDA)	152.627.884	124.408.792	23%
	Current assets	474.648.790	401.284.019	18%
	Cash and cash equivalents	2.681.342	1.807.930	48%
	Short-term bank debts	54.994.289	29.552.092	86%
	Total bank debts	140.709.382	66.302.295	112%
	Net book assets (equity)	897.609.944	846.964.120	6%
38=(33-34)/35	Current liquidity	8,5821	13,43	-36%
39=36/32	Total bank debts/EBITDA	0,92	0,53	73%
40=36/37	Total bank debts /Equity	0,16	0,08	100%
	Indebtedness degree (Total liabilities/Total assets)	29,83%	25,65%	16%

■ Antibiotice - financial balance

INDICATORS	M.U.	2000	2005	2010	2015	2020	2022	2023	2024	*P 2025	*P 2026	*P 2027
TOTAL INCOME	mill lei	63	167	263	350	380	522	641	693	763	850	925
NET TURNOVER	mill lei	62	163	244	332	341	484	601	675	750	825	900
TOTAL EXPENSES	mill lei	57	143	244	318	352	480	549	590	648	721	782
GROSS PROFIT	mill lei	6	24	18	32	28	42	92	103	115	129	143
GROSS PROFIT RATE	%	9,5%	14,5%	7,6%	9,7%	8,3%	9%	15%	15%	15%	16%	16%
NET PROFIT	Mill lei	5	20	13	27	26	39	81	99	107	111	124
EBITDA (operating profit + depreciation expenses)	mill lei	8	41	35	49	55	69	124	153	173	198	215
TOTAL EXPENSES PER 1000 LEI TOTAL INCOME	lei	907	858	930	908	926	920	856	851	849	848	845
STAFF AVERAGE NUMBER	no	1.932	1.650	1.441	1.458	1.415	1.355	1.352	1.350	1.370	1.390	1.420
AVERAGE NET INCOME/EMPLOYEE	EUR	140	288	479	540	749	860	1.038	1.216	1.266	1.380	1.477
TOTAL DEBT	mill lei	27	56	129	140	286	215	292	382	440	430	400
NET ACCOUNTING ASSETS	mill lei	57	156	263	395	577	641	847	898	956	1.039	1.160
DEGREE OF INDEBTNESS	%	32%	27%	29%	26%	33%	25%	26%	30%	32%	29%	26%
INVESTMENT PLAN VALUE	mill lei	3	16	15	15	48	47	98	116	93	204	179

■ Implementation of the investment plan for 2024

Total investments:
116.2 mill. lei

- Product portfolio development (through the company's own research, through in-licensing)
- Production, packaging and storage capacity for sterile products, sterile and topical solutions
- Digitalization of processes

Investments
for strategic
development



- Adapting to the development trends of the industrial platform, production and distribution infrastructure, utilities and warehousing logistics
- Investments in integrated management system (quality, environment, sustainability, occupational health and safety)
- Investments in the modernization of production sites and existing equipment

Investments
for business
strengthening



Antibiotice - a friendly and responsible brand



Corporate social responsibility



- Blood donation campaigns - 2,500 people saved in over 20 years
- First aid courses for employees and their children
- Medical education events for the employees



Human resource development:

- Training and professional development platform Academia a+ and Technical College
- E-Learning platform for professional and personal development for employees
- Internship programs, “Alternative Education Week”

- „Pro Rurals” scholarships
- „Puterea faptei” / “Power of the deed”
- ”Dăruiește din suflet! Fii și tu Moș Crăciun!” - “Give from your heart! Be Santa Claus!” social programs that supported over 10,000 people from disadvantaged backgrounds



- Environmental protection programs “We plant oxygen in the community!”
- Expired medicines collection campaign

■ A Romanian success story

Romanian tradition and continuity

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

A company focused on knowledge and performance

- Award for "The Highest Return for Investors of a Company in BET-XT" in 2024 at the **2024 Capital Market Performances** event organized by the Bucharest Stock Exchange.
- **Diploma of excellence and grade 10 on a scale of 1 to 10** for the 6th consecutive year within VEKTOR, a ranking reflecting the quality of communication with investors in 2024, conducted among companies listed on the Bucharest Stock Exchange by ARIR.
- Presence in the "**Top 100 most valuable companies in Romania**" compiled by Ziarul Financiar for 2024.
- Presence in the "**Top 300 Companies**" - a top based on financial results compiled by Capital magazine.

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.

A friendly and responsible brand

- The award **Gold Level Recognition** within the most important sustainability ranking in Romania - **Romania Corporate Sustainability & Transparency Index Ranking 2023**
- **First Prize** at the Romanian CSR Awards 2024, Sustainable Companies Gala, in the "Intersectoral Partnership" category for the "Antibiotics of the Third Millennium" project, awarded by CSR Media

Antibiotice
Știință și suflet



www.antibiotice.ro

