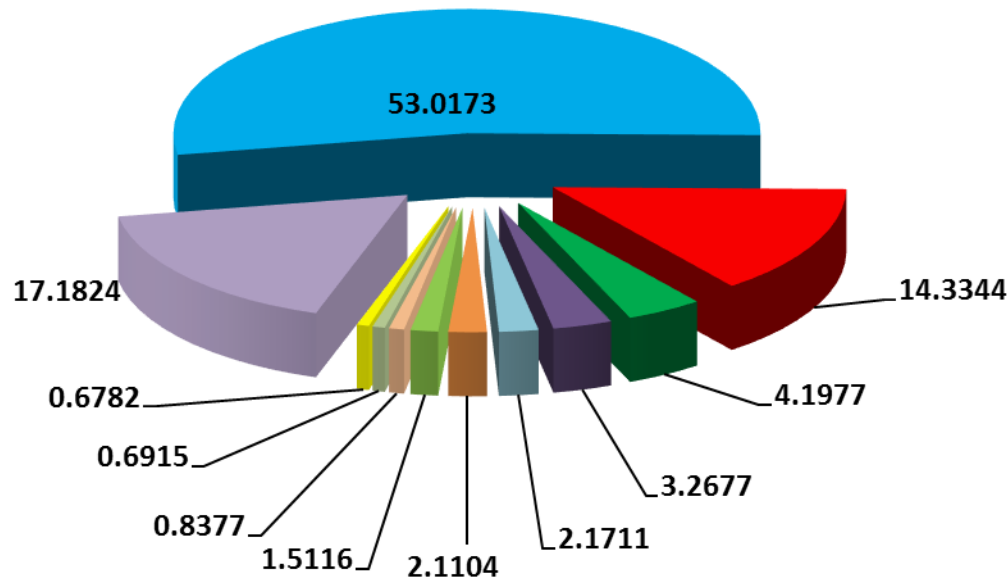


Antibiotice 1st SEMESTER 2017

Antibiotice
Știință și suflet



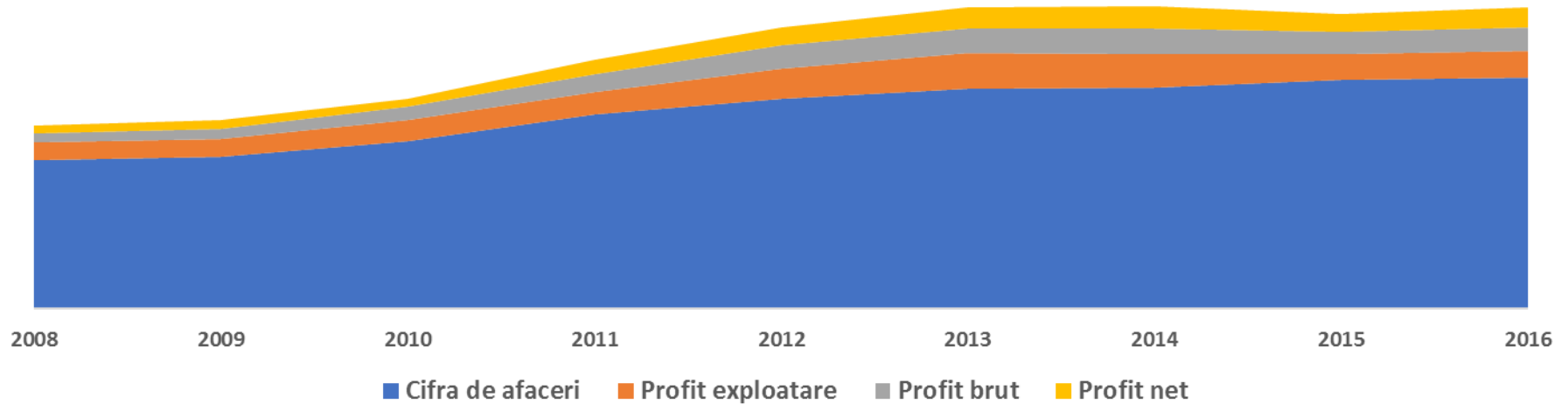
Shareholders' breakdown on 11/09/2017



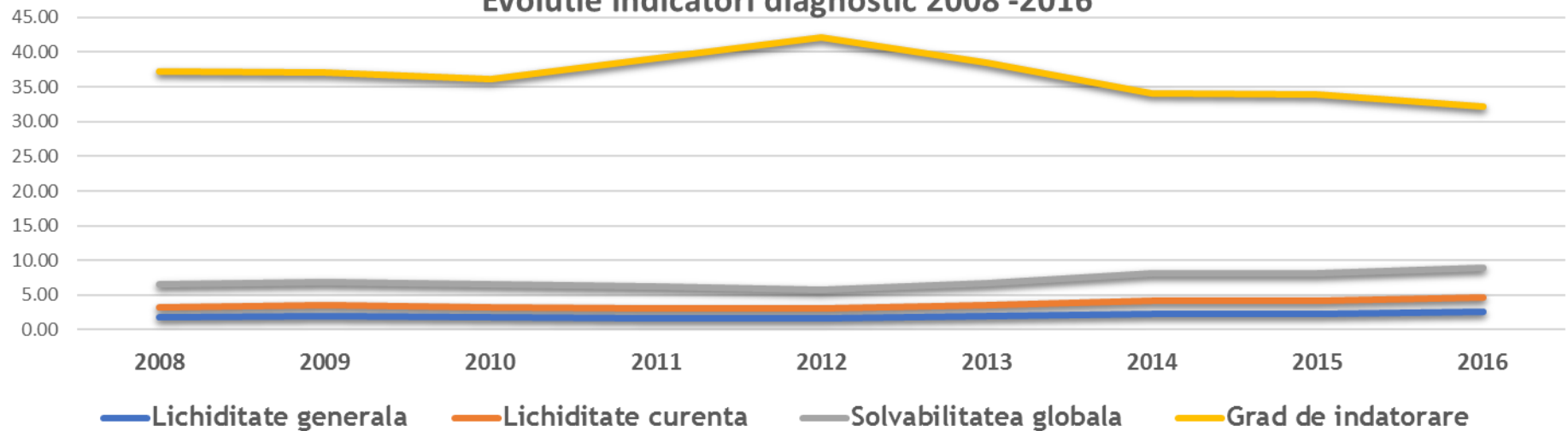
- MINISTERUL SANATATII (*)
- S.I.F. OLTENIA (*)
- BROADHURST INVESTMENTS LIMITED
- S.I.F. TRANSILVANIA
- FD DE PENS ADMIN PRIV AZT VIITORUL TAU/ALLIANZ PP
- S.I.F. BANAT-CRISANA S.A.
- FOND DE PENSII ADMINISTRAT PRIVAT METROPOLITAN LIFE
- POLUNIN DISCOVERY FUNDS - FRONTIER MARKETS FUND
- A - INVEST
- FOND DE PENSII ADMINISTRAT PRIVAT ARIPI/GENERALI S.A.F.P.P.
- Alți acționari (41.933 acționari)

Oriented to high-performance

Evolutia Cifrei de afaceri - Profit exploatare, Profit brut, Profit net 2008 - 2016



Evolutie indicatori diagnostic 2008 -2016



Strategic management

1st Pillar: Internationalization;

2nd Pillar : Strategic adaptation of the portfolio (providing a sustainable and profitable portfolio; enhancing the portofolio by upgrading and developing production capacities);

3rd Pillar: Managing operating costs and increasing return on operating, financial and investment activities;

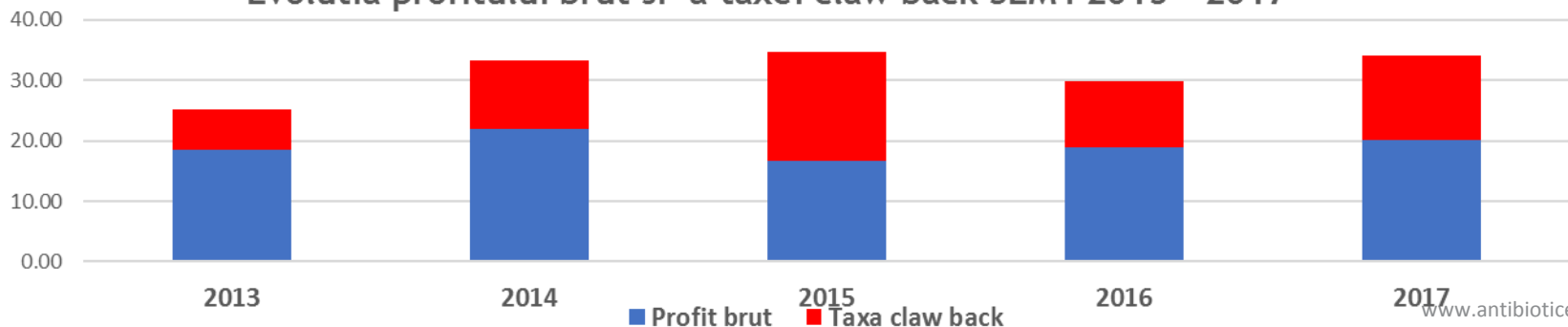
4th Pillar: Adapting human resources to a strategic orientation and turning organizational culture to innovation and performance;

5th Pillar: Quality Management

Results 1st SEMESTER 2017

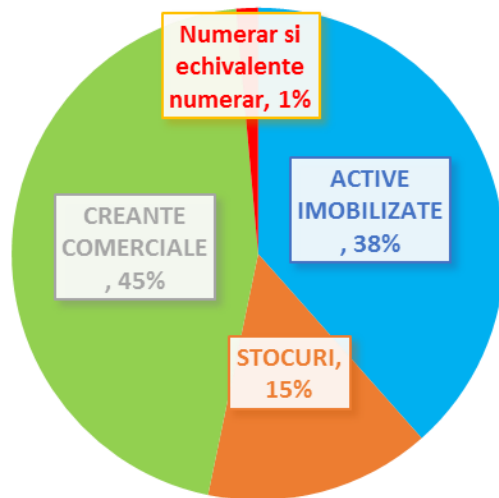
Statement of the global result (LEI)	30.06.2016	BVC SEM I 2017	30.06.2017	2017/ 2016	2017/ BVC
1	2	3	4	5=4/2	6=4/3
Sales revenue	143,801,779	138,051,000	147,200,095	1.02	1.07
Other operating income	9,012,759	10,166,000	13,517,588	1.50	1.33
Revenue relative to the costs of product stocks	25,882,519	26,949,000	19,038,444	0.74	0.71
Revenue generated by the company's capitalized activity	921,955	1,572,000	800,167	0.87	0.51
Expenses with raw materials and consumables	71,711,431	69,186,000	65,349,770	0.91	0.94
Payroll costs	34,711,035	39,030,000	38,235,362	1.10	0.98
Depreciation expenses	8,859,850	9,532,000	8,574,285	0.97	0.90
Other operating expenses	43,279,318	38,439,000	47,749,054	1.10	1.24
Operating profit	21,057,378	20,551,000	20,647,822	0.98	1.00
Net financial revenue	-2,206,628	-1,695,000	-590,220	0.27	0.35
Profit before tax	18,850,750	18,856,000	20,057,602	1.06	1.06
Expenses with income tax	2,409,131	3,016,960	861,407	0.36	0.29
Profit	16,441,619	15,839,040	19,196,195	1.17	1.21

Evolutia profitului brut si a taxei claw back SEM I 2013 - 2017

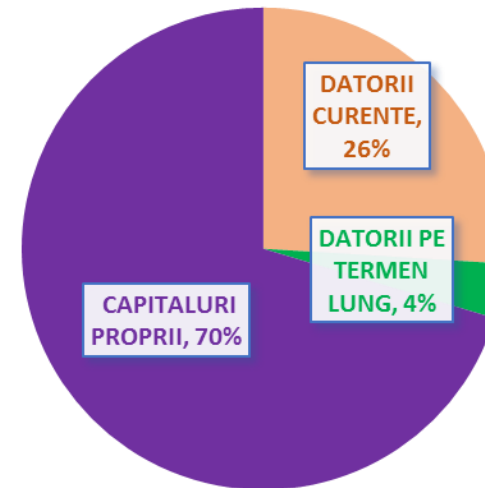


Financial balance

STRUCTURA ACTIV



STRUCTURA PASIV

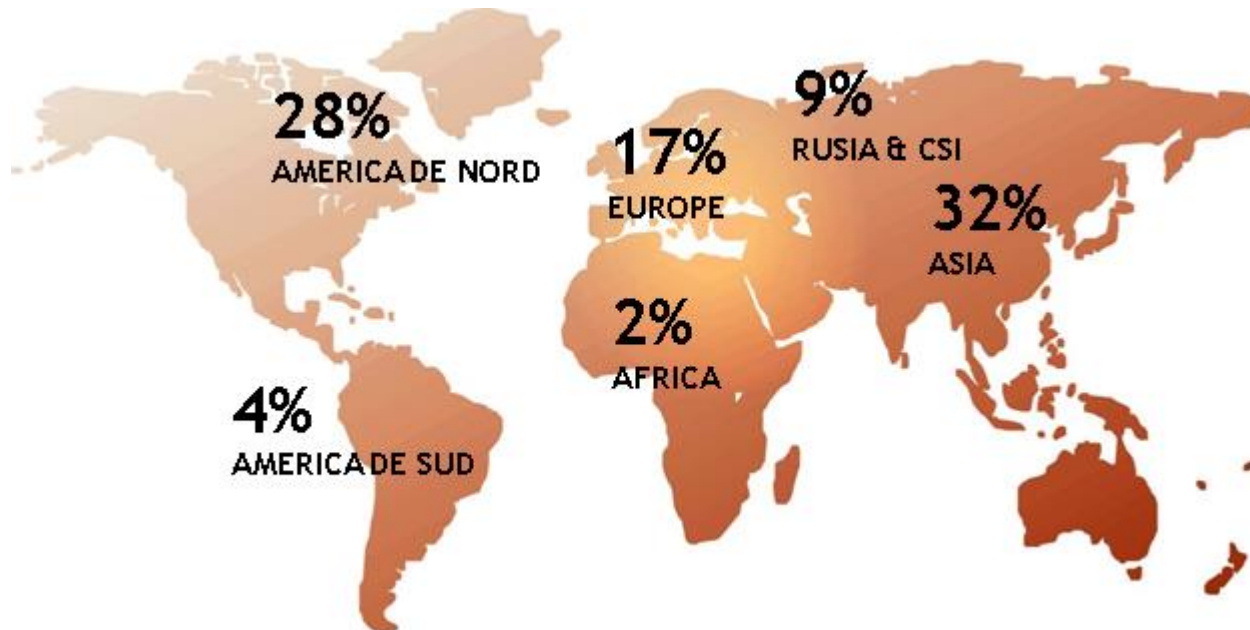
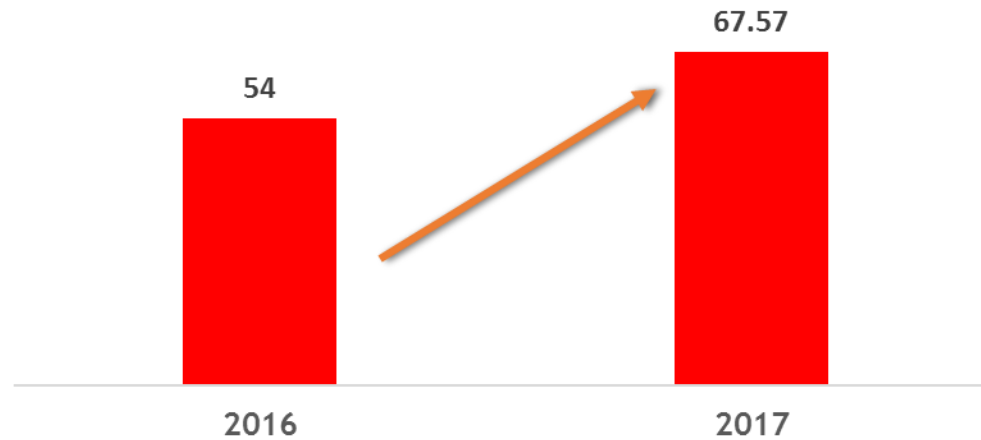


Name of indicator	Formula	30.06.2016	30.06.2017
Current liquidity	Current assets/Current liabilities	2.65	2.36
Debt ratio	Borrowed capital/ Stockholder's equity x 100	13.8%	177%
Turnover speed for client debit items	Average client balance/ Sales revenue x Time	314 days	325 days
Current assets rotational speed	Sales revenue/Fixed	0.68	0.67

Dynamic growth in foreign markets

E
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Cresterea exporturilor cu 25%



Well-trained people are the most important resource

- **Skills development program** - 370 employees took part

Summer School + for employees - structured in 8 training sessions for junior managers called "Initial Training of Managers"

- **Partnerships with the academia**

Antibiotice supports the growth of the education system by social, cultural and educational programs (Summer School a+ , Perform a +, ProRuralis scholarships)

The Perform a + project - creating a long-term communication and collaboration platform with the University of Medicine and Pharmacy, Alexandru Ioan Cuza University and Gh. Asachi Technical University Iasi in order to train and recruit specialized personnel for the pharmaceutical industry.

- **Involving staff in social responsibility projects**

School Orchard Project - Antibiotice employees volunteered in the planting of 300 fruit trees at schools in the neighboring villages

Donate blood. Put your soul to life! 51 Antibiotice employees voluntarily participated in the donation of blood, giving additional hope to 153 patients

- **Involving staff in reaching strategic objectives**

The MBO system in 2017

On the basis of indicators approved in the Income and Expense Budget for 2017 and starting from the company's Business Plan for years 2017 - 2020, the annual general objectives were established including specific objectives for each activity for 317 employees included in the Management by Objectives system

Research & Development: sustainability for the future

- 5 new products in the anti-infectious, dermatology and CNS classes, as well as the notification of 2 dietary supplements.
- 4 new Marketing authorizations and notifications for 4 dietary supplements
- 2 national reauthorization procedures were completed and 11 international products were reauthorized for products made by Antibiotice in 3 countries in Asia and Europe.
- 34 research projects at different stages of development from defining therapeutic classes: oral anti-infectives, injectable anti-infectives, dermatological products, non-steroidal cardiovascular anti-inflammatory drugs, medication for the digestive system and medicines for the women's health
- 2 bioequivalence studies, 1 being for foreign partners.
- Inspection conducted by the National Medicines Agency, followed by renewal of the GCP certificate for the Clinical Unit - Center for Drug Evaluation for clinical trials and GLP for the Bioanalytical Unit.
- Developing the EVDAS module (EudraVigilance data warehouse and analysis system) by the Pharmacovigilance and Medical Consulting Department which allows the analysis of data stored in the European database and a quicker detection of a safety signal by the MA holders.

Antibiotice **at**



Continuitate și performanță
românească