

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 business plan for 2020-2030 for the organization and strategic development of Antibiotice SA
 - 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 - 2022, increase of the turnover by 38%, from RON 341M lei to RON 472M and of the export value by 12.7%, from RON 158M to RON 178M;
- ❖ In 2020 - 2022, increase of the operating profit by 16.2%, from RON 37M to RON 43M;
- ❖ Launch of the largest and most advanced manufacturing facility for topical preparations from Europe, following a EUR 21-million 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

COURT OF ACCOUNTS IAȘI

Type or field of activity:

Public financial control

- ❖ Financial audit of public entities

1991 – 1993

Financial auditor

GENERAL DIRECTORATE OF PUBLIC FINANCE

Type or field of activity:

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	<p>Strategic perspective on the business</p> <p>Initiative</p> <p>Strategic planning</p> <p>Critical thinking, diligence, discipline</p> <p>Decision-making power and responsibility assumption</p> <p>Leadership and management competencies</p> <p>Good coordinator of the activities of large enterprises</p> <p>Good negotiation skills</p> <p>Eloquent communication</p> <p>Creativity, flexibility</p> <p>Innovative spirit</p> <p>Adaptability in crisis situations</p> <p>Receptivity to social issues</p> <p>Discernment</p> <p>Problem-solving ability</p> <p>Foresight and objective assessment</p> <p>Result orientation</p>
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 Iași
- ❖ Senior vice president of the Chamber of Commerce and Industry Iași
- ❖ Diploma for outstanding achievements in the development of the city and county of Iași, awarded by the Iași County Council;
- ❖ Diploma for outstanding performance in children-supporting activities, awarded by UNICEF in 1996
- ❖ Order of „Stefan cel Mare și Sfânt” for outstanding merits in the development of the local community, granted by the Metropolitane 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 Beatitute Daniel, Patriarch of the Romanian Orthodox Church
- ❖ Order of “Crucea Sfântului Ierarh Iosif cel Milostiv”, awarded by the Metropolitane of Moldavia and Bukovina
- ❖ President of the Regional Committee for the Improvement of the Technical and Professional Education, the NE region

- ❖ The 11th place in 2021 and 57th place in 2022 in Top 100 Most Admired CEOs in Romania created by the Business Magazine

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.