

Approved by,

General Director  
Ioan NANI

To,  
General Meeting of Shareholders - Antibiotice S.A.  
held on 06.03.2018

**Report  
on the opening of a Representative Office of Antibiotice  
in the Republic of Moldova**

The purpose of establishing this Representative Office is to develop our company's business in Eastern Europe, both by registering new products and obtaining new Market Authorizations and by increasing the sales for the products that are already registered and distributed through our local distributors.

Antibiotice SA has planned to triple by 2020 its current sales in the Republic of Moldova and, in order to achieve these objectives, a direct and continuous presence in the territory is needed, which can be best assured by opening a representative office with legal personality and by hiring employees to carry out our trade policies.

The immediate objectives of the Representative Office are as follows: obtaining new marketing authorizations, effective promotion of the Antibiotice brand name and product portfolio in order to increase the perception and confidence of the population and medical professionals, effective management of the relationships with the local distributors and authorities, the timely obtaining of relevant market data in order to know the real demand of medicines and business opportunities, defining together with the distributors the marketing policies tailored to the local market.

International Business Director,  
Mihai STOIAN

Coordinator of Legal Department  
Legal Adviser Liviu VATAVU