



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 Ukraine

The purpose of establishing this Representative Office is to develop our company's business in Ukraine and the Belarus – Russian Federation area. In order to achieve these objectives, a direct and continuous presence in the territory is necessary, which can be ensured in the most advantageous way by opening a representative office with legal personality, organized according to the local regulations and by employing the staff who will carry out our trade policies in this territory.

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