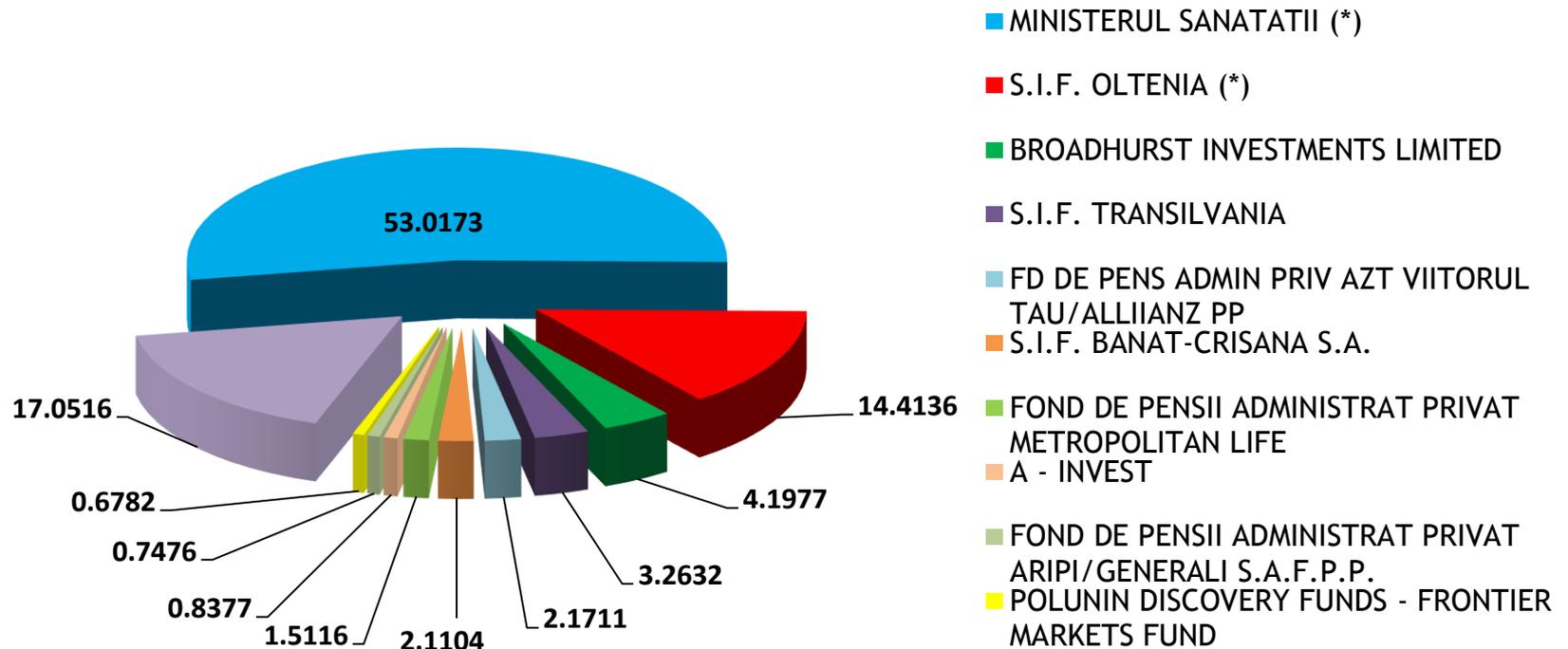


Antibiotice  
Știință și suflet



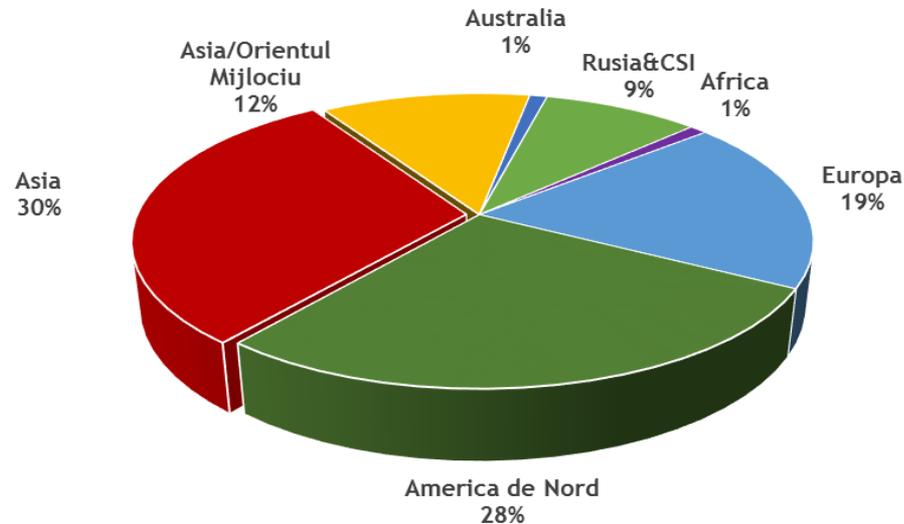
# Shareholding structure - 20.02.2018



# Antibiotice in the first quarter of 2018

- strengthening its position on the antiinfectives and dermatologicals segment through which the company ranks first in the prescription and over-the-counter medicine market;
- increases above the market growth rate in therapeutic areas of interest and valuable for the Romanian health system:
  - cardiovascular system: +44% increase in the portfolio value compared to the Q1 2017 in the context in which the market of this therapeutic class grew by 10.7%,
  - central nervous system: +22% increase in terms of value compared to the Q1 2017 while the market of this therapeutic class grew by 5.7%.

# Antibiotice, a highly dynamic company in the foreign market



- about 11% increase in sales compared to the same period of 2017;
- sales of Nystatin tripled in the USA market

Asia: 30 %  
Asia/ Middle East: 12%  
Australia: 1 %  
Russia & CIS: 9%  
Africa: 1%  
Europe: 19%  
North America: 28%

# Profit eroded by a 10-million LEI claw back tax

Statement of comprehensive income(LEI)	31.03.2017	BVC 2018 Q I	31.03.2018	2018/ 2017	2018 /BVC
1	2	3	4	5=4/2	6=4/3
<b>Sale income</b>	<b>55,416,200</b>	<b>56,101,000</b>	<b>59,220,464</b>	<b>1.07</b>	<b>1.06</b>
Other operating income	4,290,879	4,779,000	10,234,373	2.39	2.14
Income related to product stock costs	17,219,207	16,068,000	14,149,596	0.82	0.88
Income from the work performed by the entity and capitalised	298,086	320,000	765,128	2.57	2.39
Costs of raw materials and consumables	27,969,927	29,615,000	31,624,850	1.13	1.07
Staff costs	18,063,402	20,377,000	20,535,077	1.14	1.01
Amortization & depreciation expenses	4,590,823	5,100,000	4,847,956	1.06	0.95
Other operating expenses	21,031,538	18,564,000	23,530,704	1.12	1.27
<b>Operating profit</b>	<b>5,568,681</b>	<b>3,612,000</b>	<b>3,830,976</b>	<b>0.69</b>	<b>1.06</b>
Financing costs	-224,140	-432,000	-571,013	2.55	1.32
<b>Pre-tax profit</b>	<b>5,344,541</b>	<b>3,180,000</b>	<b>3,259,964</b>	<b>0.61</b>	<b>1.03</b>
Profit tax expenses	43,348	509,000	0	0.00	0.00
<b>Profit</b>	<b>5,301,193</b>	<b>2,671,000</b>	<b>3,259,964</b>	<b>0.61</b>	<b>1.22</b>

# Focus on performance

Name of indicator	Calculation method	31.03.2017	31.03.2018
Current liquidity	Current assets/Current liabilities	2.71	2.22
Degree of indebtedness	Loan capital/Equity x 100	14.7%	20.03%
Turnover speed for client debit items	Average customer balance/Sales income x Time	413 zile	370 zile
Turnover speed of fixed assets	Sales income/Fixed assets	0.25	0.25

The company's diagnostic indicators are a consequence of increasing the liquidity needs due to the increase of the claw tax together with an average 60-day extension for settling up funds from the National Health Insurance House.

## 33 new research & development projects in 2018

- antinfectives(8 products);
- cardiovasculars (5 products);
- dermatologicals (7 products);
- genito-urinary medicines (1 product);
- respiratory tract medicine (1 product);
- digestive tract medicines (2 products);
- products for prophylaxis and quality of life in the category of food supplements, cosmetics and OTC medicines(10 products).

# The most valuable resource - the highly well-trained employees

Number of employees on March 31, 2017: 1420

Training sessions were held for a number of 98 specialists within the company with the following themes:

1. Training for using the LIMS system (Laboratory information management system) for the staff from the Quality Control, Analytical Unit, Information Technology;
2. Smart Builder training for using Electronic Laboratory Notebook (ELN) for the Analytical Unit staff;
3. GMP training for the Quality Assurance and Quality Control staff;
4. Merck Chromatography Seminar for the Quality Control and Analytical Unit staff;
5. Pharmacokinetics and Biopharmacy applied in the pharmaceutical industry for the staff from Development-Research Department and Analytical Unit;
6. Training on serialization in the pharmaceutical industry, SARTOROM Pharma Track and Trace Conference for the staff from the Quality Assurance Department and Parenteral Product Plant;
7. Training in the field of human resources, regarding the trends in the labor market;
8. Legislative changes in wages and social contributions;
9. ANRE (National Energy Regulation Agency) trainings for the Electrical Department staff;
10. Training for using EPLAN electrical schematic design software;
11. Professional training for the specialists from the metrology laboratories;
12. Training on the new ISO 17025:2017 on the measurement systems analysis (MSA), for the staff from the Automation Department;
13. Training on Strategy and Impact of Social Responsibility Projects for the Counseling & Communication Department staff;
14. Warehouse Management Best Practices Training.

# Antibiotice **at**

