



## Press release

Iași, April 26, 2018

The main decisions of the Ordinary and Extraordinary General Meeting of the Shareholders of the Antibiotice Company, held on April 26, 2018

At the Ordinary General Shareholders' Meeting held on April 26, 2018, the audited financial statements of the financial year 2017 were approved.)

In the same context, the gross dividend per share for the year 2017 was fixed and it was approved to contract a long-term investment credit facility (10 years) in the amount of 15.4 million euros from UniCredit Bank

## 1. Audit economic-financial results for 2017

A 10% increase in net profit Profit after taxation for 2017 is 33.56 million lei, higher than the previous year by 10% (30.37 million lei) and 17% compared to the budgeted one. It was reinvested according to the legal provisions (Fiscal Code art.22), respectively the amount of 15,732,585 lei, in purchases of technological equipment, electronic computers and peripheral equipment, computer programs. The difference of 17,825,769 lei represents the profit distributed to dividends. The revenues from sales of 2017 registered the value of 336.9 million lei, up 1.3% compared to 2016, when there were 332.4 million lei. The presence on the domestic market The pharmaceutical market in Romania registered a 2017 a value increase of 9.1%, reaching 14.12 billion lei, compared with the value of 12.95 billion lei, realized in 2016. The positive level of the

physical consumption of drugs was registered, increasing by 8.2%, from 11.7 billion units in 2016 to 12.6 billion in 2017. In this context, the physical sales of Antibiotice (pharmacies and hospitals) increased by 11.5%, (against an increase of 8, 2% of the drug consumption at the total market level) and a 5.3% increase in the sales of pharmacies and hospitals compared to 2016. By the portfolio valorised, in year l 2017 Antibiotice company maintains its leading position in the ointments segment with a market share of 27%, suppositories with a market share of 40.3% and for injectable powders with a market share of 74.7% .Also, in 2017, Antibiotice maintains its leading position in the segment of generic and OTC medicines marketed in hospitals, with a market share of 17.4%

The medicines issued without prescription (OTC) have registered a constant increase of sales in the last years, reaching in 2017.22% of the total market of profile. Antibiotice occupies the 14th place among the companies that operate this market in Romania (out of a total of 213 companies), up 4 positions compared to 2015 (18th place). OTC products that performed the Fluxiv®, Silithor®, Equilibra®, Soriso®, Cutaden Bebe® food supplements as well as the Clafen® OTC topical range, Saliform® Forte% and Cicatrol®. Filling in the portfolio with 7 new products. of drugs covering 12 therapeutic classes, attests that Antibiotice is oriented towards the renewal of the product portfolio. 37 products are essential medicines, according to the WHO classification, that is, medicines that meet the needs of protecting the health of the population, being used in the treatment of the most widespread diseases. Thus, in 2017, through the national procedure, 7 new Authorizations for placing in market (APP) for drugs in the classes: cardiovascular, anti-infectious and dermatology and 2 new dietary supplements were notified: Sprinten® film-coated tablets and Fezivit® C capsules, a modern and competitive company that has shown that the performance of the global pharmaceutical industry can be achieved in Romania. Antibiotice has become a company adapted to the contemporary pharmaceutical market that makes known, globally, an authentic Romanian brand. Growth12% on foreign markets Antibiotice exports in 2017 reached 28.75 million. USD increased by 12.08% compared to 2016, representing 35% of the figure Company's business. The increase in export sales was generated both by the development of

the export of finite forms and the active substance Nistatin (an antifungal used in both the pharmaceutical and cosmetic industries). The sales of Nistatin on the US market, increasing by 50% compared to the previous yearNistatin, an active substance, holds the highest share in sales on Antibiotice's external markets in 2017, the export of this product increased by 10.10% compared to the previous year. The most important growth for Nistatin product in 2017 was registered on the US market. where the exported volume was 50% higher than in the previous year. Increasing market share in the U.S. is a strategic objective of the company, and the authorizations obtained in the last years from the end users create the conditions for Antibiotice to become the main supplier of this product to the market of the United States of America. The main markets for Nistatin in 2017 were: Asia, America de North, Middle East and Europe. However, 2017 is the third consecutive year in which the Nistatin biosynthesis product maintains its position as world leader. At the same time, this product obtained from the United States Pharmacopeia (USA) recognizing the international quality reference standard, receiving the Diploma and the Standard Reference TrophyUSP.

The export of finished products increased by 18.05%, In 2017, the main destinations of the export of finished products were: Asia, Europe, North America, Russia & C.S.I. and the Middle East. The largest share of exports of finished products was anti-infectious products, followed by those for the digestive tract and metabolism, cardiovascular, dermatological as well as those in the musculoskeletal system category. Given the need to promote products on foreign markets, Antibiotice has started the procedures for setting up its own offices, the first of these being in Vietnam, a market where there have been significant sales increases in recent years. In the next period, own offices will be opened in Ukraine and in the Republic of Moldova with the aim of boosting sales in these markets.9 new international marketing authorizations The results from the research and development stages allowed new authorized marketing to be obtained on the international level, contributing to the development of the company on foreign markets. Thus, in 2017, 9 marketing authorizations for products from the anti-infectious and cardiovascular classes were obtained in countries in Europe, Asia and Africa. 2. Establishing the distribution of the net profit for the year

2017After submitting the vote, at the meeting of the GMS, the shareholders of the company decided to distribute the net profit for 2017 in the amount of 33,558,354 lei, fixing the gross dividend per share to 0.020785855 lei and paying the dividends from the date of 14.09.2018, according to the legal provisions in force

Destinatia	Amount(lei)
Profit to be distributed	33.558.354
Legal reserve	0
Other profit reserves provided by law	15.732.585
- Other dividends of which:	17.825.769
a. dividends due to the majority shareholder	9.450.737
b. dividends due to other legal entities and natural persons	8.375.032

3, Contracting a long-term investment credit facility (10 years) in the amount of 15.4 million euros from UniCredit Bank. Following the vote, at the GMS meeting, the shareholders of the company decided to approve the contracting of a credit facility for investments worth 15.4 million euros. This appropriation will be used for the provision of high-performance manufacturing equipment for the production capacities of Ointments and Suppositors, as well as investments for obtaining authorizations to meet the quality standards that govern the regulated pharmaceutical markets (Europe, USA and Canada). At the same time, the finalization of the serialization processes will be finalized, a process through which the prevention of the penetration of counterfeit drugs into the market, in order to ensure the administration of medicines to patients.

## **Conclusions:**

• The net profit of 33.56 million lei, higher by 10% compared to 2016;

- 12.8% increase in sales on the foreign market;
- 50% increase of Nistatin export on the United States market;
- 17.5% increase of sales of non-prescription drugs (OTC) on the Romanian market;
- Increase of physical sales on the domestic market with 11.5% compared to 2016.

Individuals interested in additional information can consult the 2017 Annual Report, on the website of the Bucharest Stock Exchange (iris.bvb.ro), at the Financial Supervisory Authority (www.asfromania.ro) or on the website of Antibiotice SA (www.antibiotice.ro), the section Investors - Shareholder information - Financial information - Annual report -2017.