

Press release

Antibiotice SA

Contact: Mihaela Melinte, Communication Advisor

E-mail: [mihaela.melinte@antibiotice.ro](mailto:mihaela.melinte@antibiotice.ro)

Phone: 0232 209 402

Iasi, February 15, 2016

Today, February 15, 2016, the company Antibiotice SA (symbol ATB) submitted to the Bucharest Stock Exchange the report containing the preliminary annual economic-financial results 2015, which confirms the consolidation policy adopted by the company in recent years.

Antibiotics - increases above the level of the Romanian pharmaceutical market

Although the total market registered in 2015 for the first time in recent years a decrease (exits from pharmacies and hospitals) both in value and quantity, Antibiotice SA managed to achieve the most important growth of the top 15 companies:

□ + 11.62% in terms of value (compared to the decrease of the total market of -4.74%), occupying the 13th place in the total market with a market share of 2.45%,

□ + 2.1% from the quantitative point of view (compared to the decrease in consumption registered by the total market of -0.87%), occupying the 4th place in the top of the companies present on the market of generics and OTC in Romania in ascending a position compared to 2014 At the same time, Antibiotice supplies 5.56% of the total market volumes.

As a weight in the structure of Antibiotic sales, the retail segment (sales in pharmacies) is the main sales channel (75% value). Thus, in 2015, the

retail segment registered a positive evolution in value (+ 10.81%) compared to the decrease recorded by the market (-5.73%).

The value increase in the retail market was possible mainly due to the superior evolution of the sales of drugs from the following therapeutic classes, which generated more than 10% increases each:

- ♣ Systemic anti-infectious (+ 10.13% increase);
- ♣ Dermatological preparations (increase of + 16.60%);
- ♣ Tract digestiv (creștere de +14,44%);
- ♣ Sistem Cardiovascular (creștere de +11,04%)

The quantitative sales of Antibiotice company in the retail segment increased, above the market level by + 3.43% (compared to the decrease registered by the market -0.98%).

As regards the hospital sales channel, Antibiotice brand drugs registered in 2015 compared to 2014 a value increase of + 14.11% compared to the increase of + 2.72% recorded by the market. The value increase in the hospital market (generic and OTC) was mainly influenced by the positive evolution of sales of anti-infectious drugs (+ 16.10%).

With a market share of 18.8% (up 10.6% compared to 2014), Antibiotice is a leader in the market for generics and OTCs sold in hospitals in Romania. In 2015, the company's portfolio was supplemented with 5 new products from the therapeutic classes that Antibiotice wants to consolidate its position in the following years: Anti-Infectious Class, Dermatological Preparations class and Genito-Urinary Class.

#### Continuity in top positions

In 2015, the optimal consolidation strategies were identified that allowed the company to consolidate on market segments where it is recognized:

holocaust 1 on the segment of ointments - market share 27.7%;

holocaust 1 on the suppository segment - market share 42,44%;

holocaust 1 on the market for injectable powders - 75.38%.

"Given that the prices of generic drugs have decreased on average by 20% since the beginning of July 2015, and the clawback tax at Antibiotics

represented 11.1% of the revenues of products obtained on the internal market, the company has fulfilled its indicators budget. Thus, we managed to increase the sales revenues (exits from ATB) with a percentage comparing the budgeted ciphers and to apply a prudential policy regarding the adjustments at the retail clients level, of approximately 5000 pharmacies. Failure to make these adjustments would have brought the gross profit to the level of 42 million lei”, said Ioan Nani,, general director of Antibiotice. The objectives of 2015 were to achieve the budget approved by the Board of Directors and the General Meeting of Shareholders, as follows:

Indicator	Accomplished	Budgeted	Index
Sales income	330,087,508	326,148,000	1.01
Gross profit	32,047,535	26,112,000	1.23

Also, consideration was given to the dismantling of pharmacies and sales channels (distribution, hospital, retail).

7% advance on foreign markets Antibiotics ended 2015 with an export turnover of 20.5 million euros, up 7% on 2014. At the same time, the profit from the export sales increased by 45% compared to the year previous. The growth was mainly determined by the positive evolution of the sales of Nistatin active substance, product for which Antibiotice has maintained its position of world leader for 3 years. For the finished products, the main sales market in 2015 was North America, mainly through exports of injectable products on the U.S. market, Antibiotics having registered 6 products in this market. Also, Antibiotic brand finished products were also exported to markets in Europe, the Middle East and Russia - the former C.S.I.

The main finished products exported by Antibiotice were of the anti-infectious class, for which the company is recognized both nationally and globally. Also, there have been increases in sales of drugs in the cardiovascular classes, dermatological preparations and digestive tract.

The growth strategy on the international markets aims to promote the products on both the retail market segment (pharmacy sales) and the hospital segment sales.

Those interested in additional information can consult the Current Report on preliminary annual financial results for 2015, on the website of the Bucharest Stock Exchange ([www.bvb.ro](http://www.bvb.ro)), of the Financial Supervisory Authority ([www.asfromania.ro](http://www.asfromania.ro)) or on the website of Antibiotice SA , the section "Investors - Financial information - Preliminary financial reports 2015" ([www.antibiotice.ro](http://www.antibiotice.ro)).