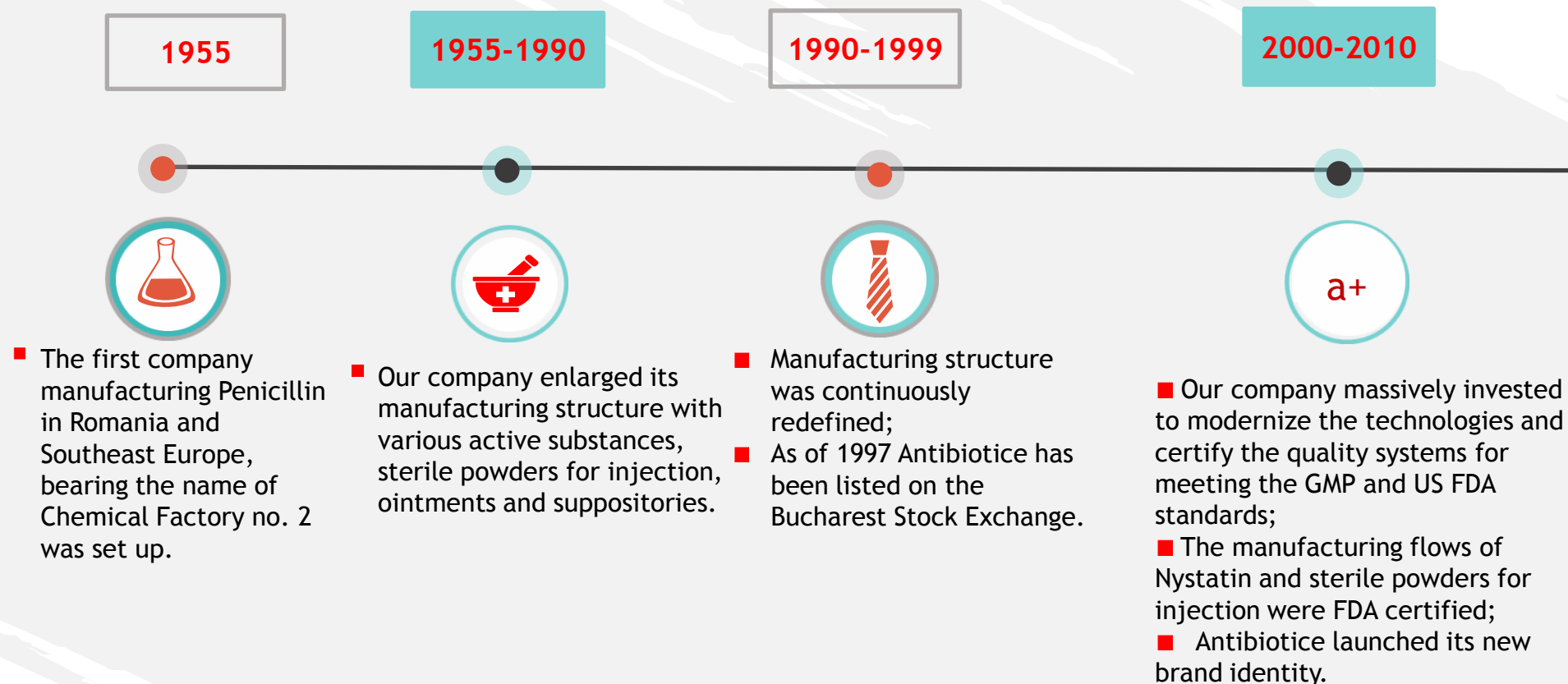


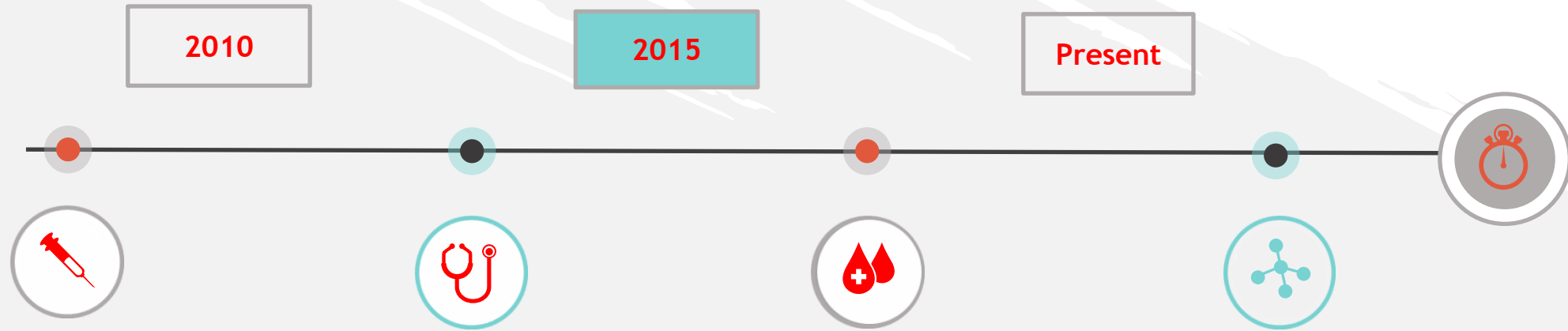
Antibiotice
Știință și suflet



A brief history of Antibiotice



A brief history of Antibiotice



- Our company opened its own Center for Drug Evaluation;
- It has become the first European WHO pre-qualified company for anti-tuberculosis medicines;
- Our Nystatin is a USP reference standard.

- Antibiotice has become a world leader in the production of Nystatin;
- Our product portofolio comprises more than **150** medicinal products from **11** therapeutic classes.



MISSION

We make our valuable medicines more accessible to patients, physicians and pharmacists. We always put our strength to the service of those who need our support.



VISION

The Hippocratic spirit that guides the practice of medicine and pharmacy also guides our actions. We are honest, compassionate and constantly concerned with modernizing our activity and enhancing our products. We believe a valuable medicine is not necessarily an expensive one but a medicine people can afford and which brings the company a reasonable profit. Profit that satisfies our shareholders and allows us to target performance, permanently investing in people, technology and carefully selected partnerships.



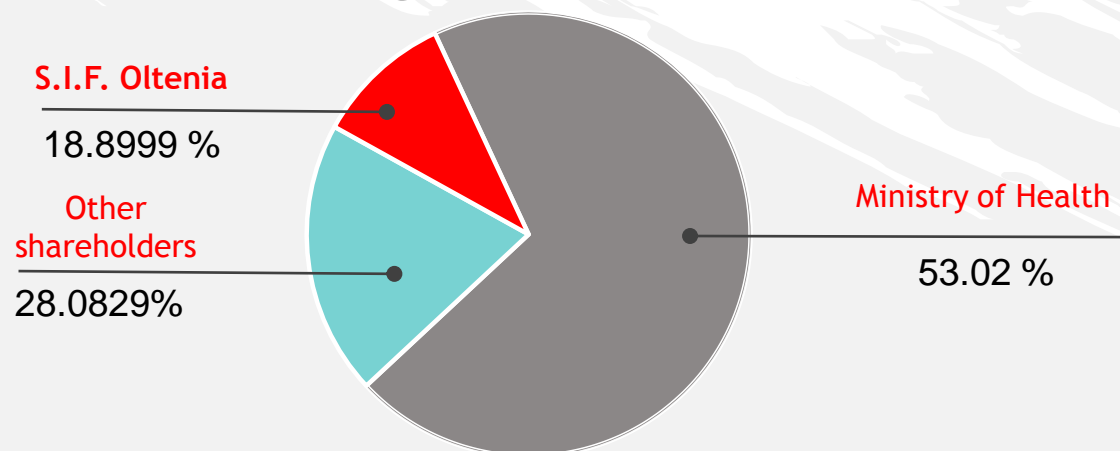
VALUES

We cherish efficiency, knowledge and spirit of cooperation which allow us to focus on the ever-changing needs of our customers and consumers.

In our company, we put the right people in the right place at the right time. We mutually acknowledge our purpose and value, which creates a sense of connection and gives us the strength to overcome limitations and obstacles.

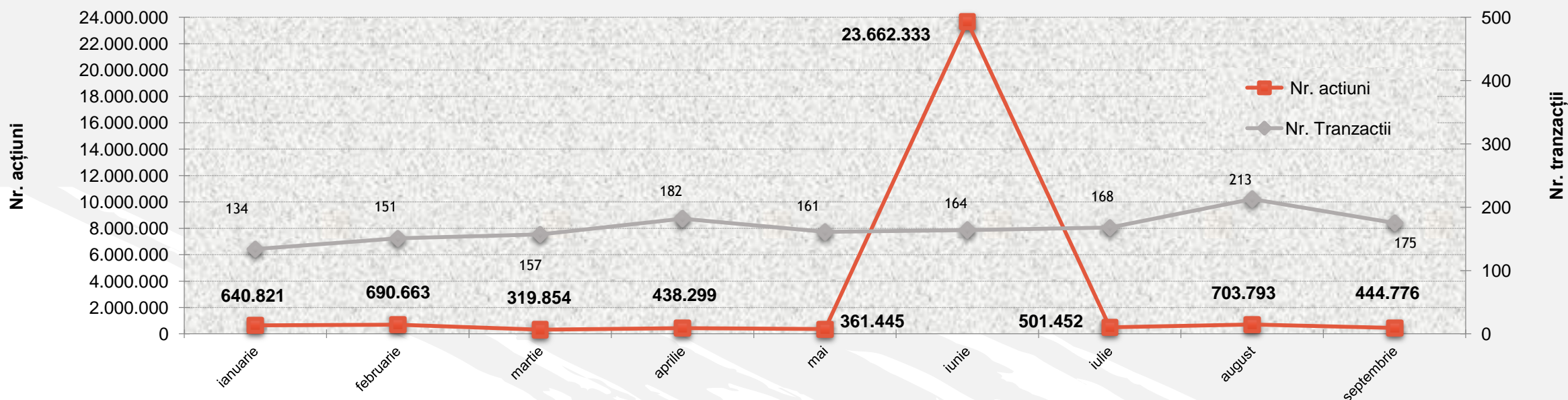
As human beings, we care about our fellows, we seek to be close to them and we always think about how to improve things that are important to them.

Shareholding and evolution of shares



Bucharest Stock Exchange	ATB
Number of shares	671,338,040
Nominal value of shares	0.1000 LEI
Market capitalization – 30.09.2019	342,382 thousand LEI

Evolution of number of traded shares and number of transactions in 2019



22 years in the capital market

April 1997

Antibiotice, listed in the Premium category of the Bucharest Stock Exchange

2005

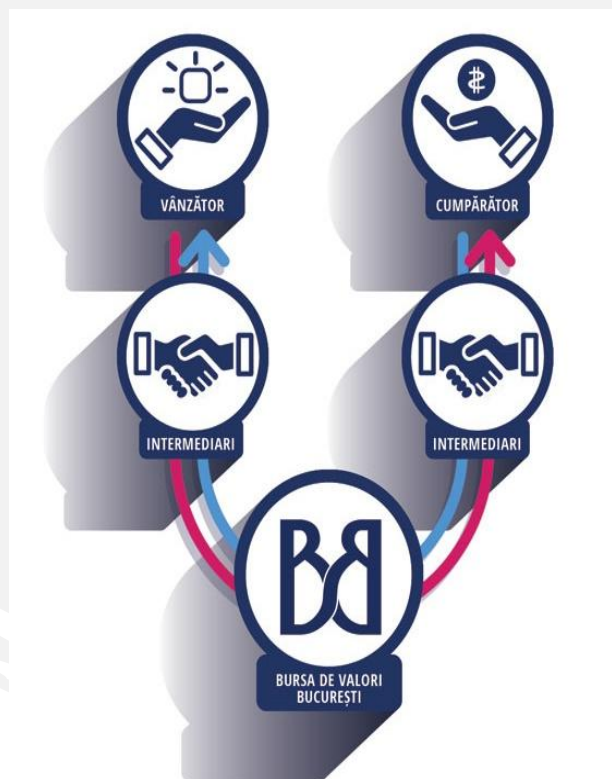
ATB shares have been included in the ROTX index of the Vienna Stock Exchange

2007

ATB shares have been included in the Dow Jones Wilshire Global Total Market index of the New York Stock Exchange and in the BET index (Bucharest Exchange Trading)

118 million EUR

More than 734 million of shares, with a total trading value of 118 million EUR were traded.



2.9 million EUR

27.8 million of shares, with a total value of 2.9 million EUR, were traded in the first 9 months of 2019..

Strategic development pillars



Our business expands internationally and strengthens internally



We strategically adjust our product portfolio



Investments
-
the guarantee for a bright future

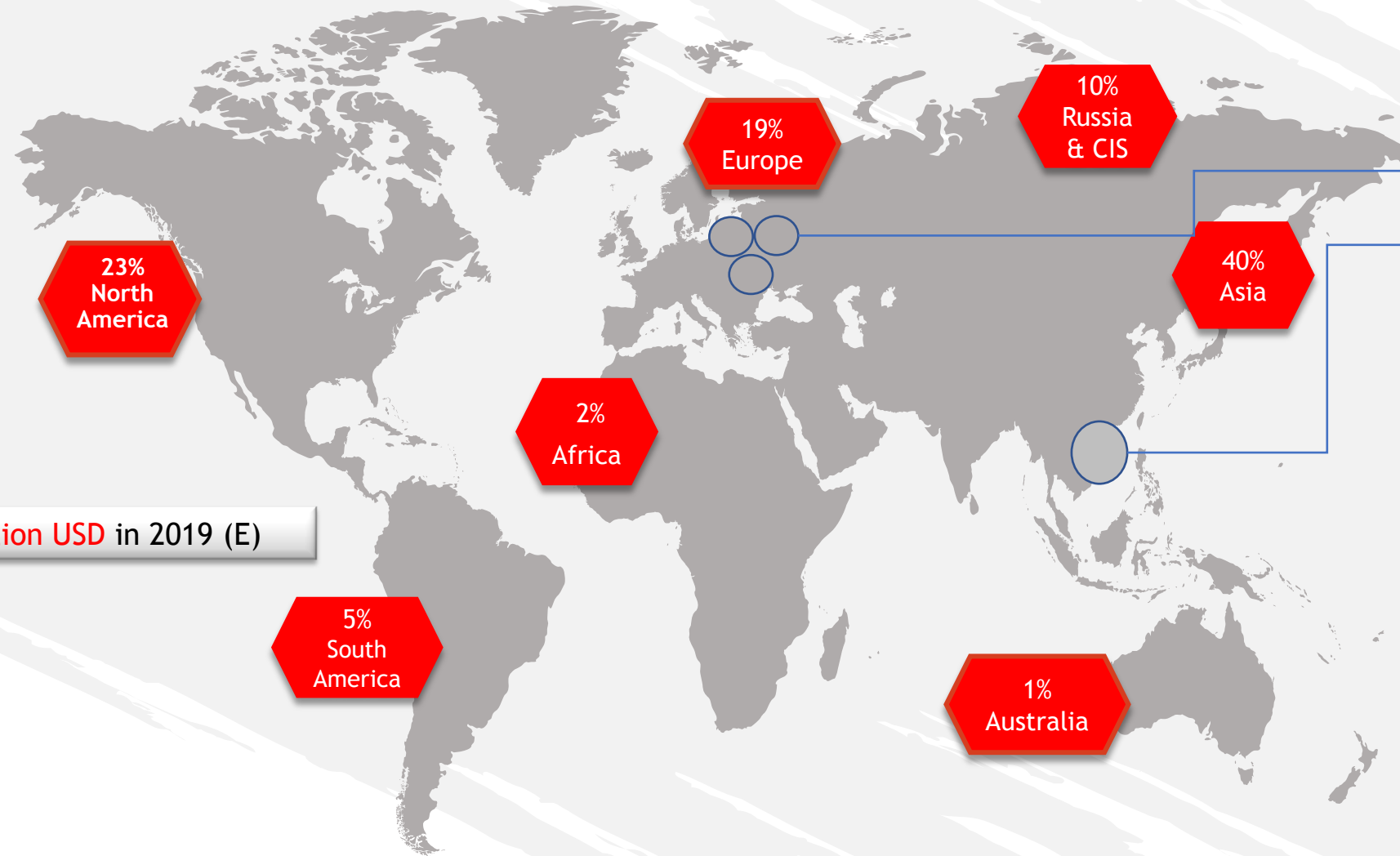


We adapt our human resources at the strategic directions



Integrated quality management

Our business expands internationally



Our own representative offices in the Republic of Moldova, Ukraine and Serbia

Vietnam

50 internationally registered products

World leading manufacturer of Nystatin API

Ongoing international projects worth 14.3 million USD in the U.S., EU and Southeast Asia

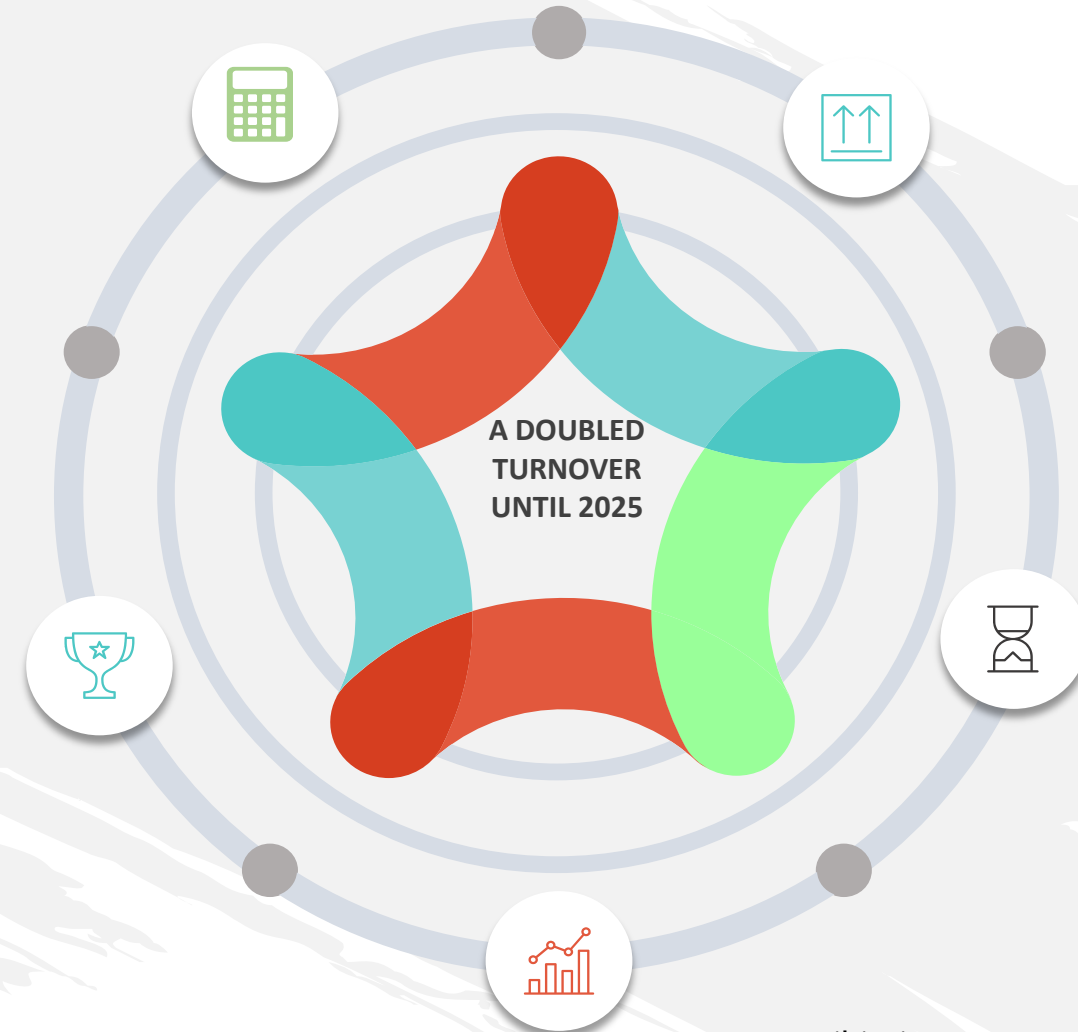
36 million USD in 2019 (E)

Strategies for internationalizing our business

To strengthen our leading position in the Nystatin market

To expand our presence in North America and in the territories with Antibiotice representative offices

To access new markets with a high consumption potential for our core portfolio



Antibiotice today



GENERICS

1

The most important Romanian manufacturer of **generic and OTC** medicines hospitals



WORLDWIDE

1

World leader in the production of **Nystatin** - active substance



INJECTABLES

1

Leader in the production of **injectable antibiotics** in Romania



TOPICALS

1

Leader in the segment of **topical products** (creams, ointments, gels)



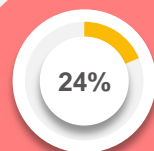
Market share



Active substance

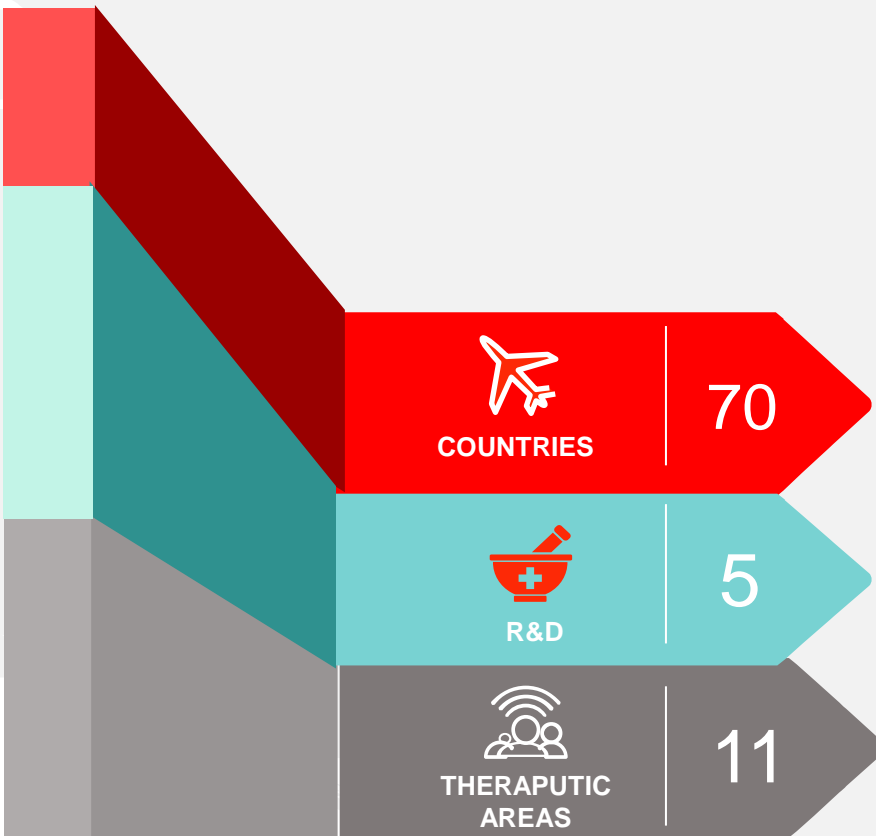


Market share



Market share

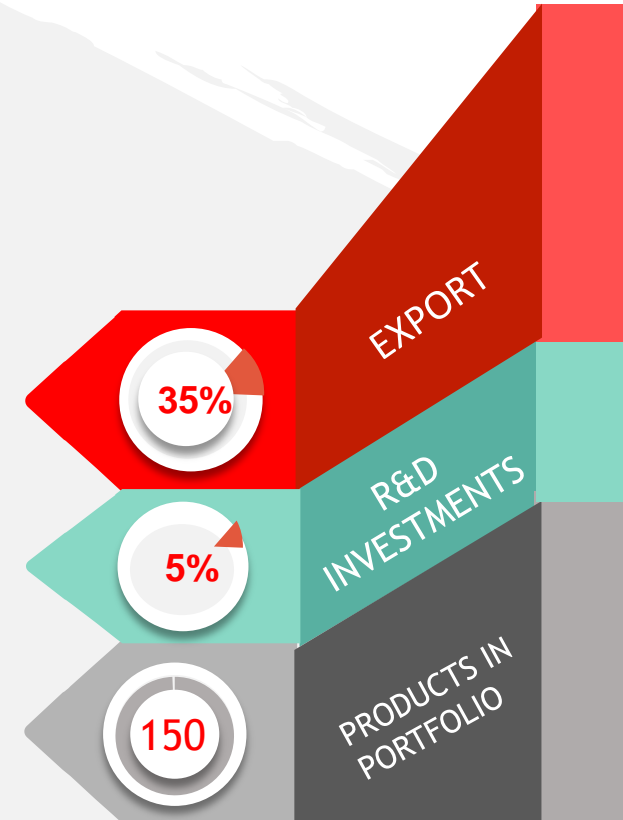
Antibiotice today



An internationally present company

It invests **5%** of turnover in
research - development projects

A portfolio comprising more than **150** products from the following therapeutic areas - antiinfectives, cardiovasculars, dermatologicals, digestive tract system, central nervous system, genitourinary system;



Romanian pharmaceutical market

●	Romanian market	13.4 billion LEI	100%	<div></div>
●	Relevant market	1.6 billion LEI	12%	<div></div>
●	Antibiotice market	248.70 million LEI	2%	<div></div>



RETAIL
88%
76%

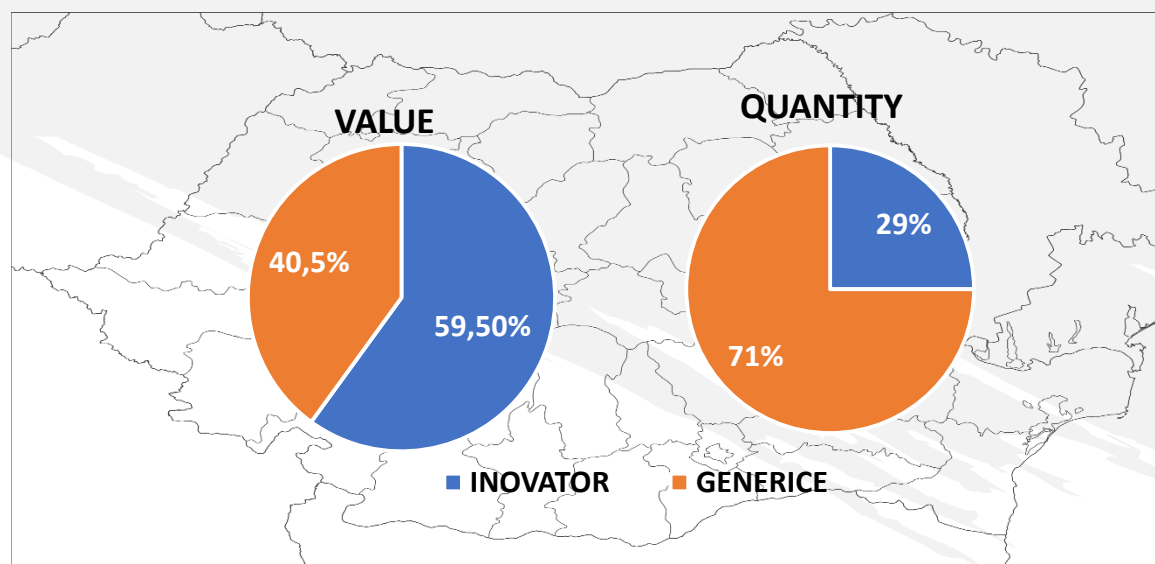
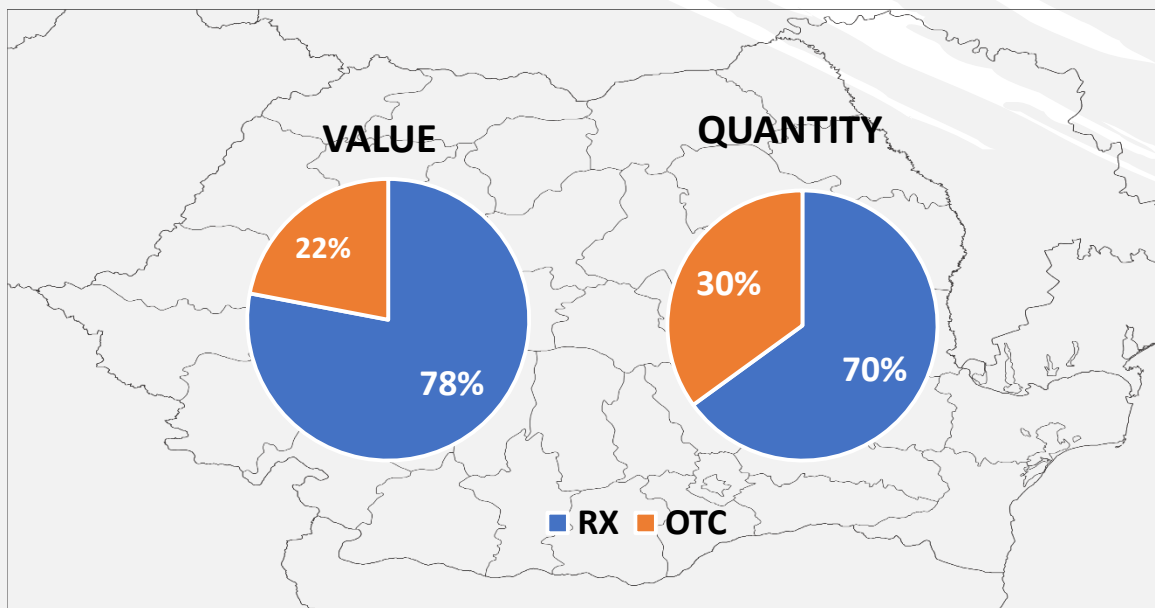
HOSPITAL
12%
24%

Romanian market

Antibiotice market

*Data source: Cegedim Romania
September 2019

Antibiotice in the national market



BVB symbol: ATB

Partner of the Ministry of Health on the TB program, with a 95.5% market share of total consumption.

Leader in the ointment segment in terms of units sold (23.7% market share in indivisible units).

Leader in the suppository segment in terms of units sold (42.3% market share in indivisible units).

Leader in the injectable powder segment in terms of units sold (72.6% market share in indivisible units).

* Data source:
Cegedim Romania
September 2019



Hospital & Partners



Semisolid and solid topicals

(ointments, creams, gels, pessaries and suppositories)



Life quality



Women's health



Cardiovasculars



Nutriensa®

Research & Development

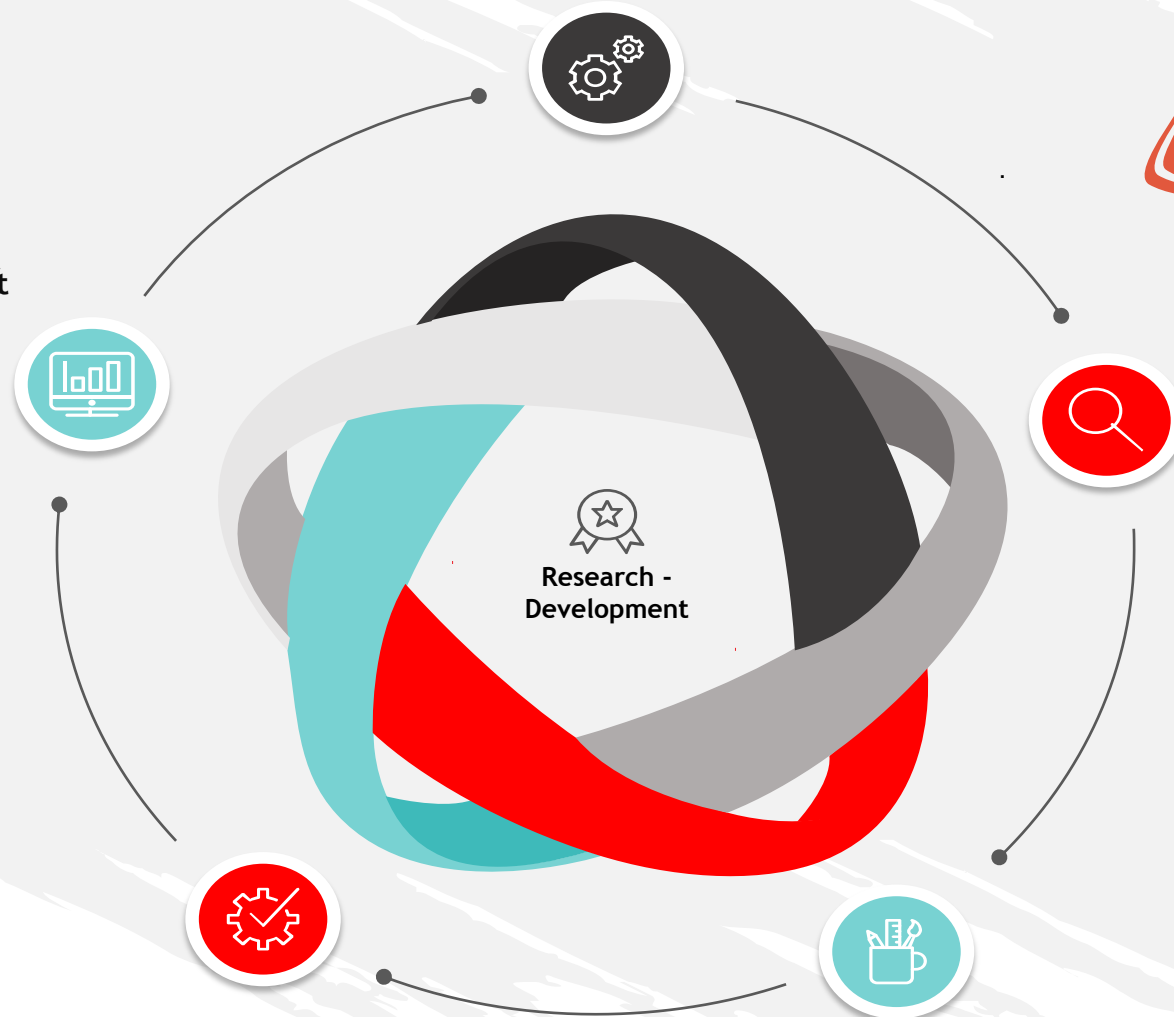
13-15 new projects/year



100 SPECIALISTS

Fields of activity:

- Pharmaceutical development & analytical research
- Technological transfer
- Portfolio management
- Regulatory Affairs
- Intellectual property



10 million EUR investment

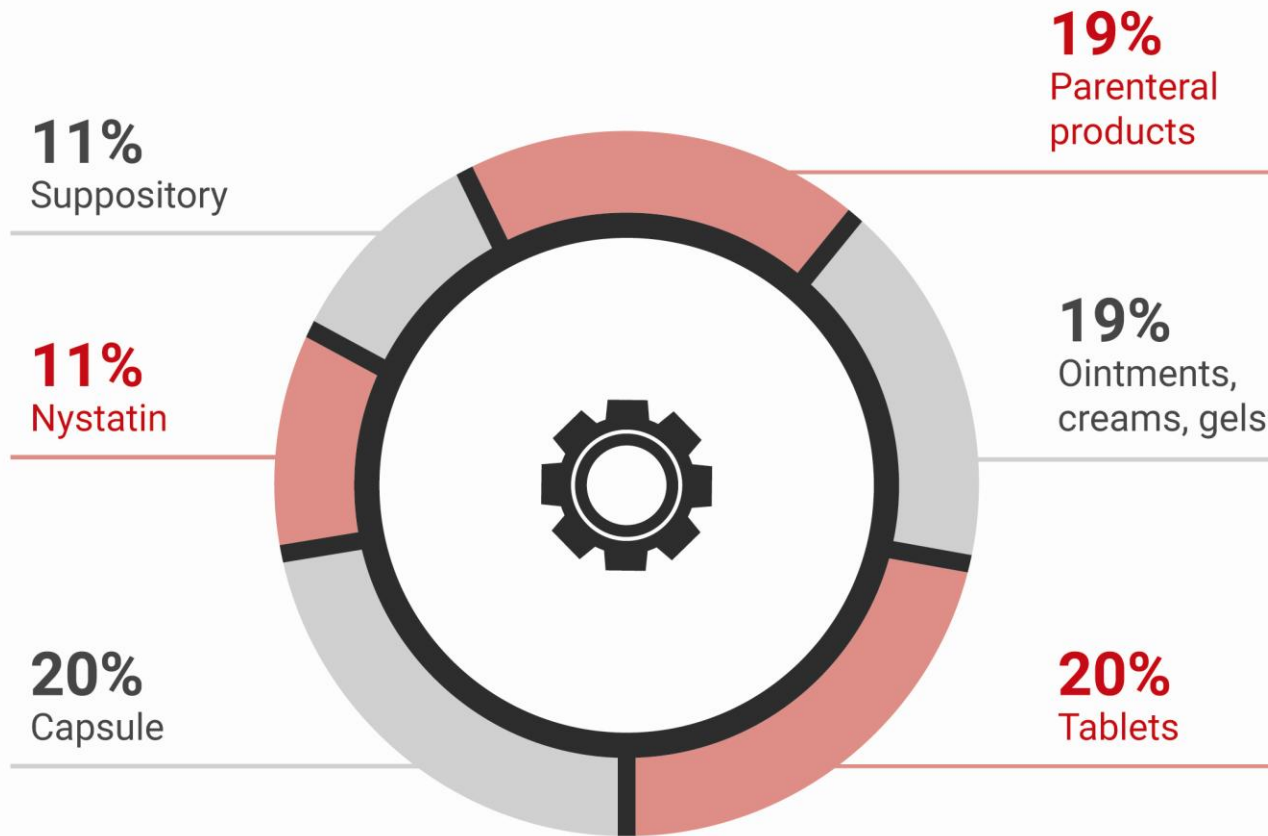


CENTER FOR CLINICAL STUDIES

- Our accumulated knowledge and experience allow us to develop future projects oriented towards the health of patients;
- One of the most modern centers for clinical studies in Romania;
- Established in 2005, through 1 million EUR investment in technology and equipment;
- Bioequivalence studies, phase I clinical studies;
- Therapeutic efficacy studies in partnership with university centers.

Production adjusted to the market's demands

8 GMP and FDA authorized manufacturing flows - a portfolio of generics from 11 therapeutic areas



Anti-infectives for systemic use



Dermatologicals



Cardiovasculars



Digestive tract and metabolism



Central nervous system



Musculoskeletal system



Genito-urinary system



Food supplements



Investments - the guarantee for a bright future

15% of total income assigned for investments

The medium- and long-term development is based on:



Upgrading the existent manufacturing facilities

Realized at 9 months: 5.93 Mil. LEI



Investments in research

Realized at 9 months: 3.47 Mil. LEI



Investments in new facilities

Realized at 9 months: 29.45 Mil. LEI



Investments in product quality control, environmental protection, occupational health and safety

Realized at 9 months: 0.96 Mil. LEI



Investments in IT infrastructure and for modernizing the interior and exterior of the company

Realized at 9 months: 8.25 Mil. LEI

We keep investing in



A new manufacturing plant
for ointments & suppositories



Manufacturing plant for sterile
injectable solutions



Upgrading and expanding the
Biosynthesis Plant in which the
active substance Nystatin is
manufactured and in diversifying
the product range



Diversity and high professional qualification



29.10 %

Chemists, Physicists,
Chemical Engineers



15.80 %

Doctors and
Pharmacists



7.80 %

Biologists



11.60 %

Engineers of different
specializations



23 %

Economists



3.2 %

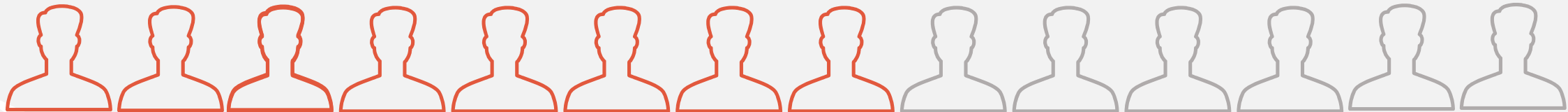
IT specialists



10 %

Other areas

We owe our success to **our highly qualified specialists**, dedicated to the company's mission and brand values



Secondary education employees (56%)

Higher education employees (43,38%)

**1,415
employees**

In the last decade, considering the increased complexity of our activity, there is an upward trend regarding the percentage of people with higher education.

Initiatives aimed at ensuring the training of the skills needed to reach the objectives and increase the degree of involvement

Projects in progress

Perform **at**

Students with various specializations (biologists, chemists, chemical engineers, pharmacists)
* Over 50 participants; 12 of them already employed
4 editions



Școala de vară **at**

Partnerships with the University of Medicine and Pharmacy (UMF) Iasi
300 graduate students
46 graduates employed in R&D
10 editions

Projects in perspective

Academia **at**

In-depth specialization in the pharmaceutical industry for graduates with higher education through fundraising
Long-term training internships (6 months).

Dual education **at**

Request for a class in 2019 for 2020-2023
Practice provided for **2-3** generations
Creating real perspectives for setting up the Antibiotice Dual Education School.

Integrated quality management system

US - FDA for sterile injectable powders
and the active substance Nystatin




CoS (Certificate of Suitability) for
micronized Nystatin issued by EDQM



WHO - pre-qualification for anti-TB drugs



Integrated quality management system
(quality, environment, occupational health and security) 



Our active substance Nystatin - international
standard

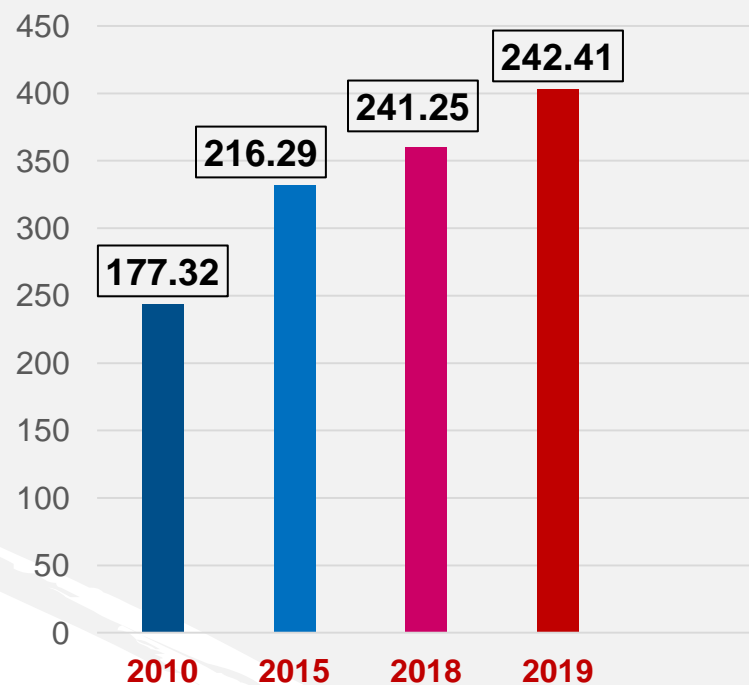


EU-GMP for 8 manufacturing flows

BVB symbol: ATB

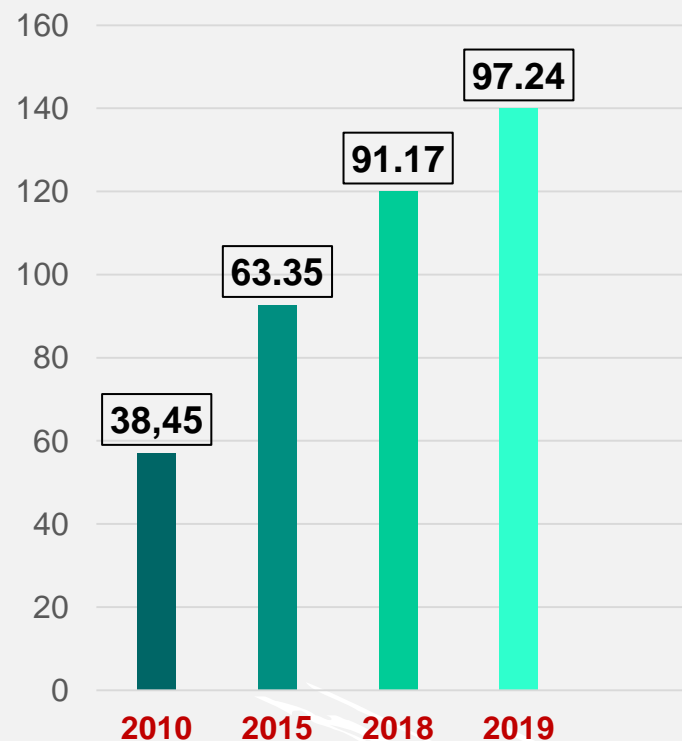
Turnover

9 months
million LEI



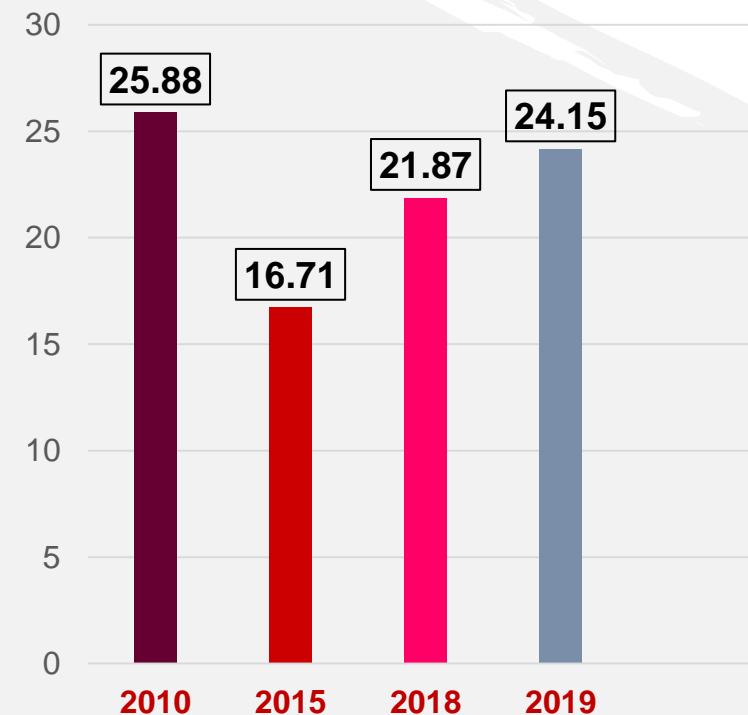
Export

9 months
million LEI



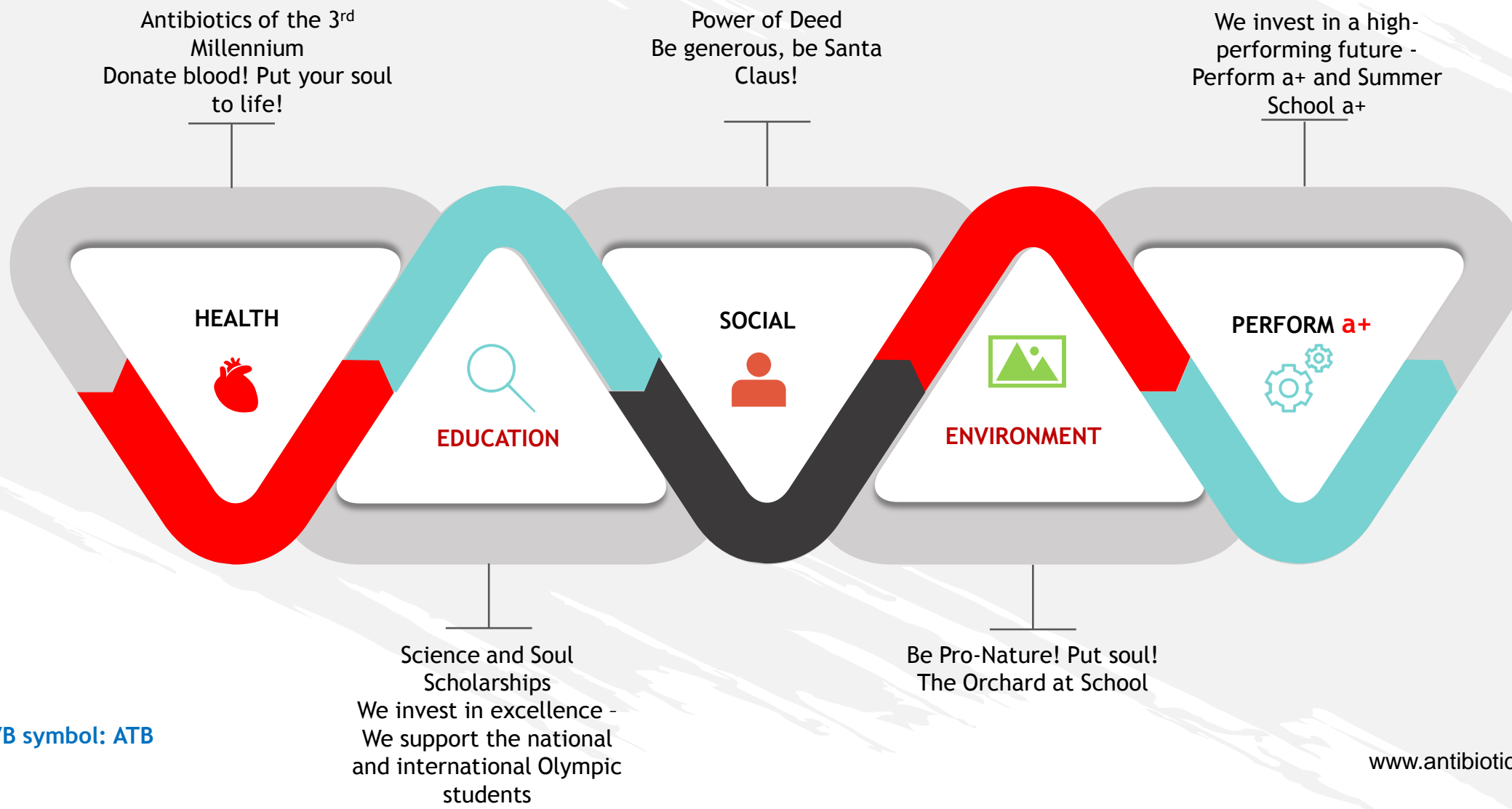
Profit

9 months
Million LEI



People, community and environment - our main responsibilities

We produce medicines with science and we put our soul in what we do. We take the responsibility to contribute as a "good citizen" to the life of our community, directly involving ourselves in developing a better society and a cleaner environment.



Thank you!

Contact: Investor Relations

Tel: 0232 – 209 583

Email: relatiicuinvestitorii@antibiotice.ro

Financial indicators

Indicators	09/30/2018	09/30/2019	09/30/2019 / 09/30/2018
Sales income	241.251.421	242.409.623	1,00
Other operating income	24.491.926	31.210.309	1,27
Income related to the costs of product stocks	4.449.274	22.948.136	5,16
Income from the activity achieved by the entity and capitalized	2.381.088	3.464.736	1,46
Expenditure on raw materials and consumables	94.208.926	105.565.481	1,12
Staff expenditure	64.763.769	70.937.450	1,10
Depreciation and amortization expenses	14.863.487	15.809.493	1,06
Other operating expenses	73.955.331	80.136.736	1,08
Profit from exploitation	24.782.196	27.583.645	1,11
Net financial income	-2.907.952	-3.437.240	1,18
Profit before tax	21.874.244	24.146.404	1,10
Expenses with tax on profit and other taxes	700.700	2.585.244	3,69
Profit	21.173.544	21.561.160	1,02

Statement of the financial position (the amounts are expressed in LEI)

Indicators	01.01.2019	30.09.2019	30.09.2019/01.01.2019
ASSETS			
FIXED ASSETS			
Tangible assets	310.640.665	341.528.406	1,10
Intangible assets	15.028.716	16.176.054	1,08
TOTAL FIXED ASSETS	325.669.381	357.704.460	1,10
CURRENT ASSETS			
Stocks	64.964.662	99.569.442	1,53
Trade and similar receivables	313.094.458	284.484.616	0,91
Cash and cash equivalents	2.376.682	4.415.589	1,86
TOTAL CURRENT ASSETS	380.435.802	388.469.647	1,02
TOTAL ASSETS	706.105.183	746.174.107	1,06
LIABILITIES			
CURRENT LIABILITIES			
Commercial and similar liabilities	67.171.084	73.118.221	1,09
Amounts owed to credit institutions	100.729.229	102.116.929	1,01
Liabilities from taxes and current fees	10.421.393	9.141.315	0,88
Subsidies for investments	637.008	0	0,00
TOTAL CURRENT LIABILITIES	178.958.714	184.376.465	1,03
LONG-TERM LIABILITIES			

Statement of the financial position (the amounts are expressed in LEI)

Indicators	01.01.2019	30.09.2019	30.09.2019/01.01.2019
Subsidies for investments	2.489.791	3.155.741	1,27
Deferred tax	25.266.930	25.478.847	1,01
Amounts owed to credit institutions	26.662.433	45.582.257	1,71
TOTAL LONG-TERM LIABILITIES	54.419.154	71.516.845	1,31
TOTAL LIABILITIES	233.377.868	258.593.310	1,11
Share capital and reserves			
Share capital	264.835.156	264.835.156	1,00
Revaluation reserves	53.459.597	51.457.132	0,96
Legal reserves	13.426.761	13.426.761	1,00
Other reserves	190.422.002	193.386.084	1,02
Reported results	-60.182.699	-57.085.497	0,95
Distribution of profit	-23.537.290	0	0,00
Current result	34.303.788	21.561.160	0,63
TOTAL EQUITY	472.727.315	487.580.797	1,03
TOTAL EQUITY AND LIABILITIES	706.105.183	746.174.107	1,06

Indicators	Calculation method	Unit of measure	09/30/2018	09/30/2019
Current liquidity	Current assets/Current liabilities	number of times	2,13	2,11
Degree of indebtedness	Borrowed capital/Equity * 100	%	31,25	3 0,29
Days' sales outstanding ratio	Average customer balance/Sales revenue * Time	days	313	321
Fixed assets turnover speed	Sales revenue/Fixed assets	number of rotations	0,95	0,68

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