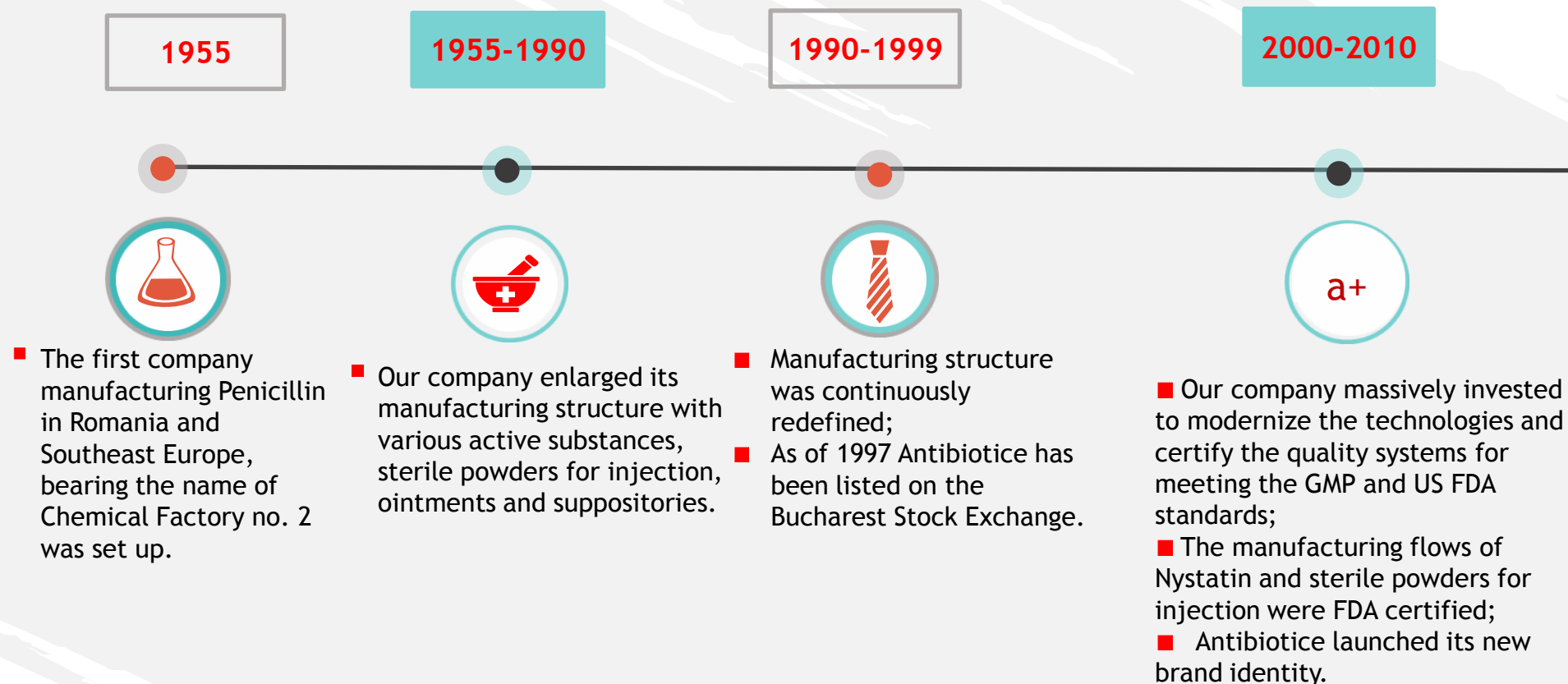


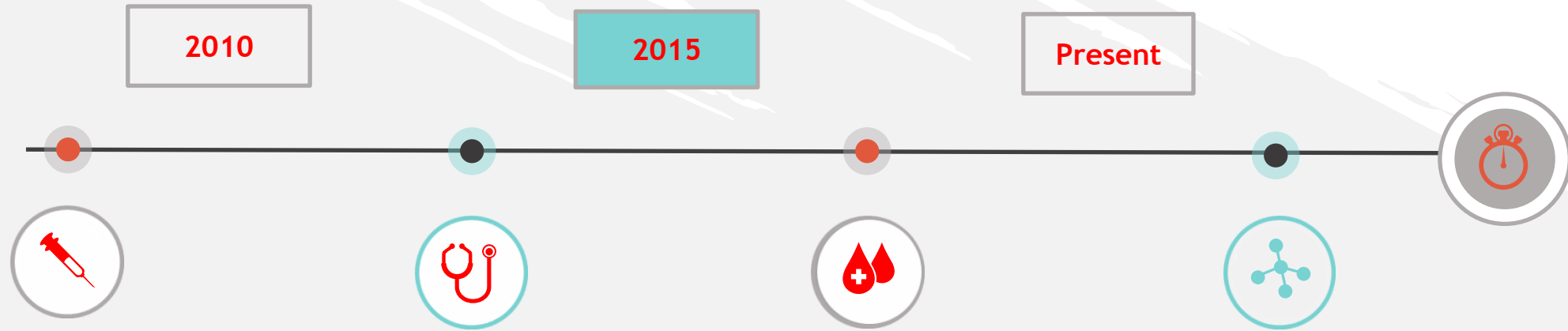
Antibiotice
Știință și suflet



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.



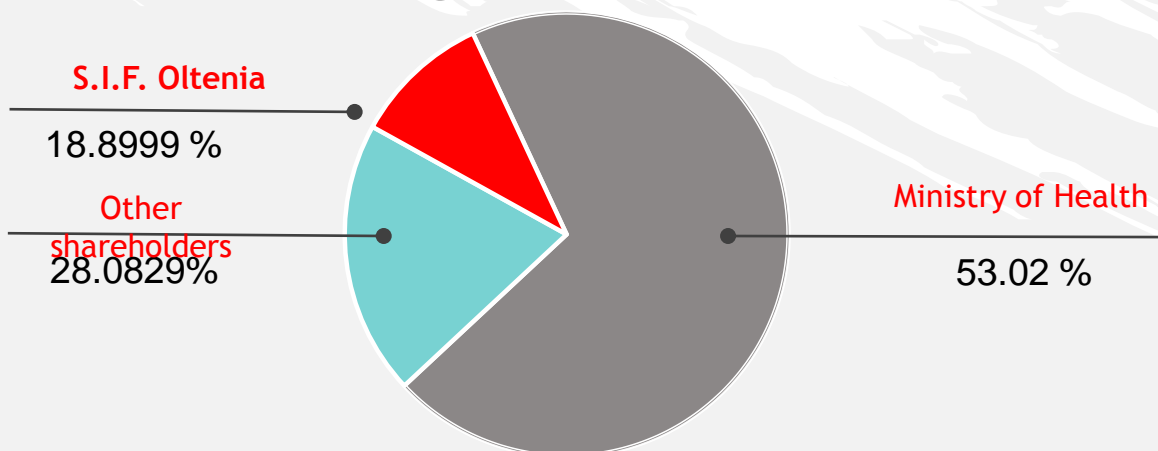
VALUES

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.

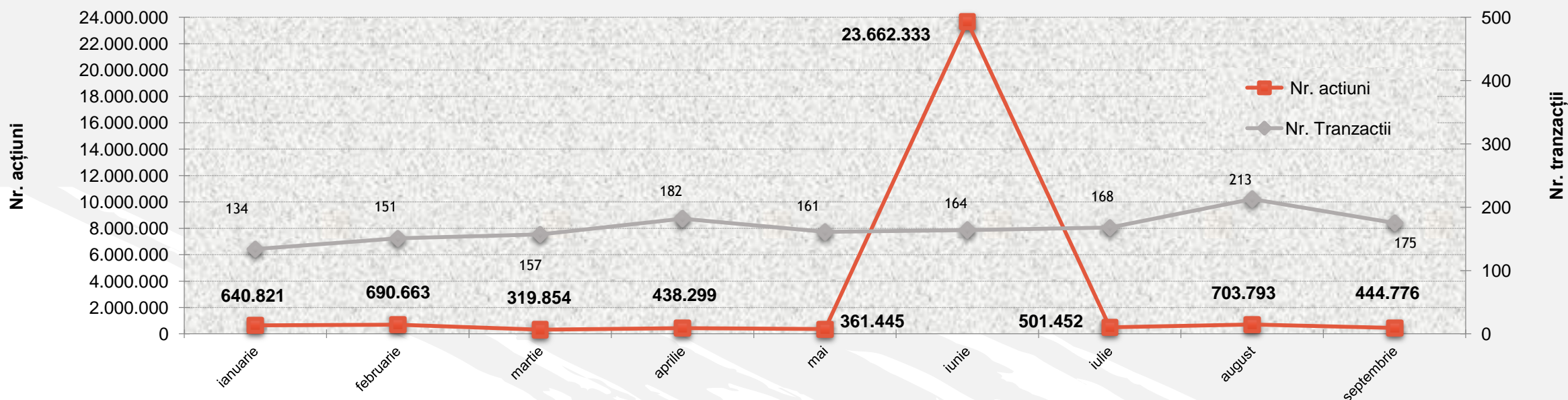
As human beings, we care about our fellows, we seek to be close to them and we always think about how to improve things that are important to them.

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

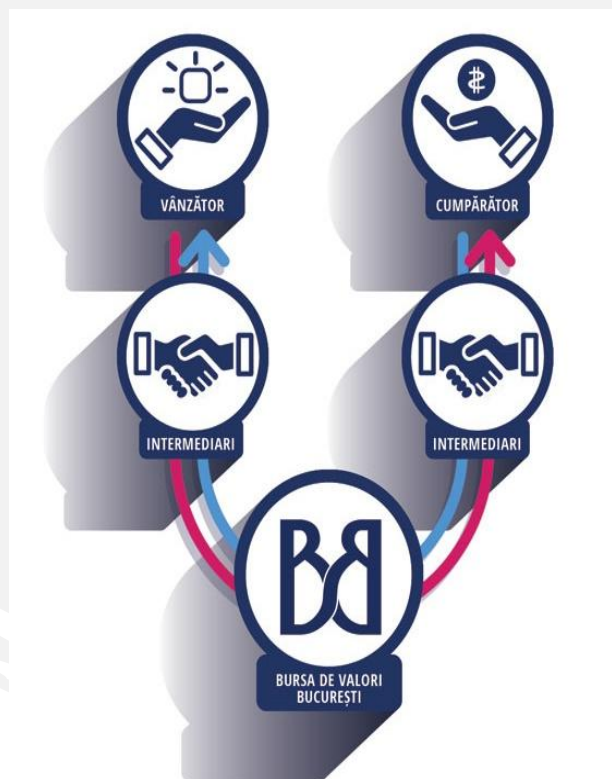
ATB shares have been included in the ROTX index of the Vienna Stock Exchange

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

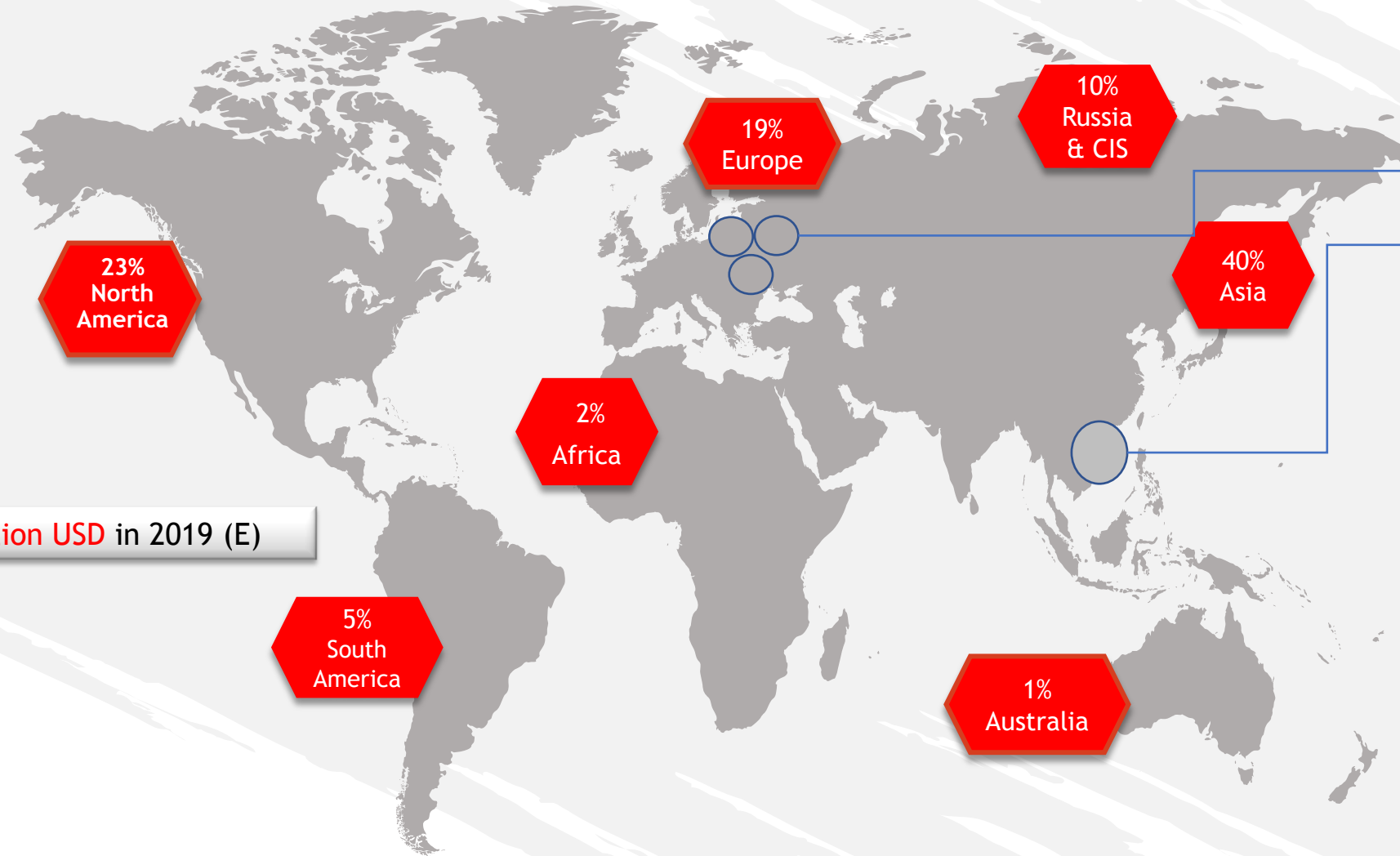


We adapt our human resources at the strategic directions



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

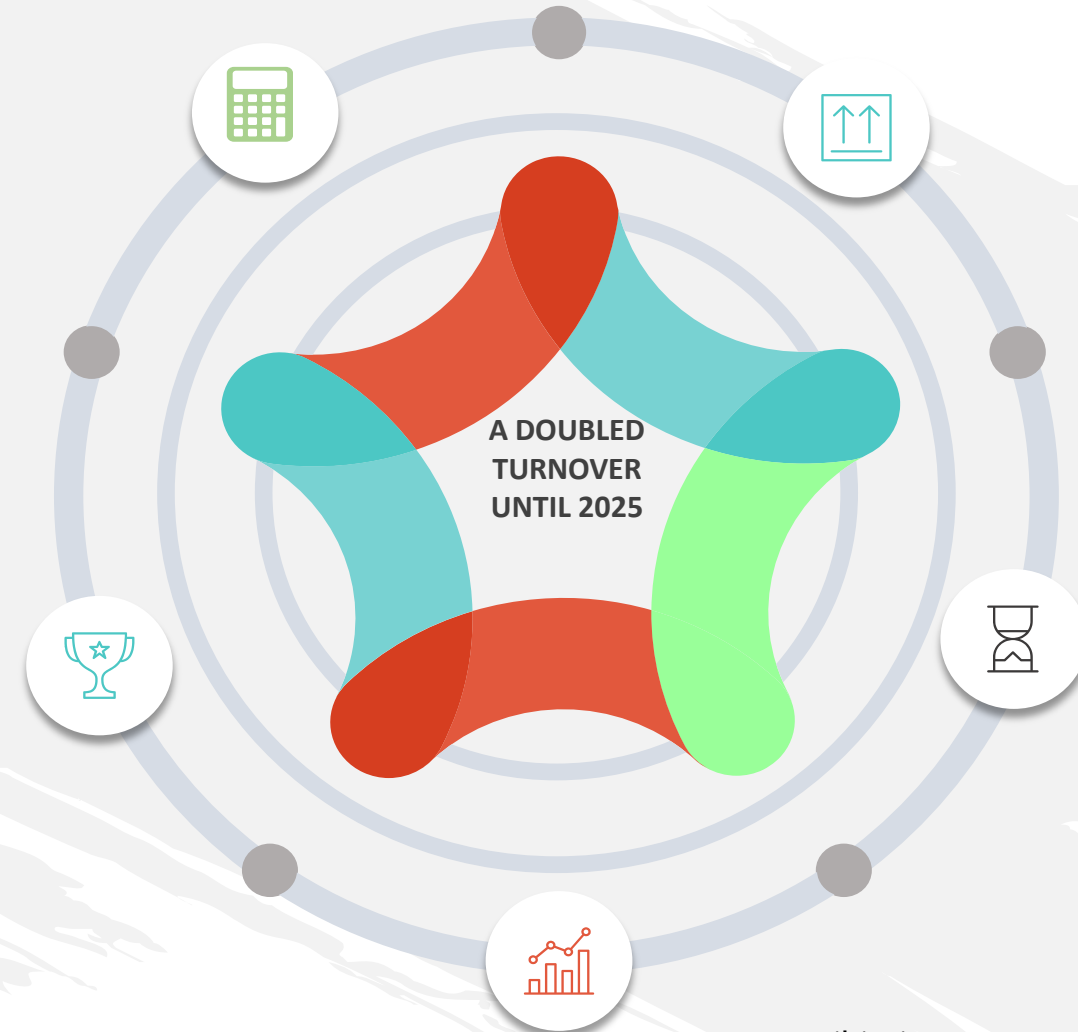
36 million USD in 2019 (E)

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 medicines**



WORLDWIDE

1

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



INJECTABLES

1

Leader in the production of **injectable beta-lactam antibiotics** in Romania



TOPICALS

1

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



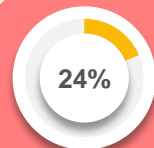
Market share



Active substance

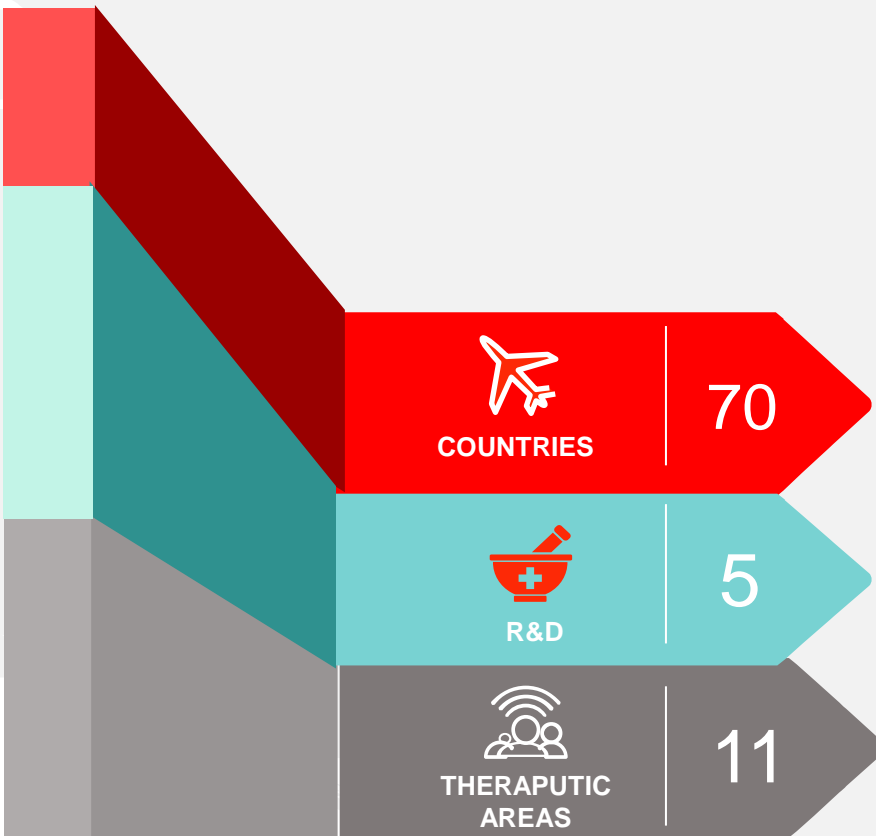


Market share



Market share

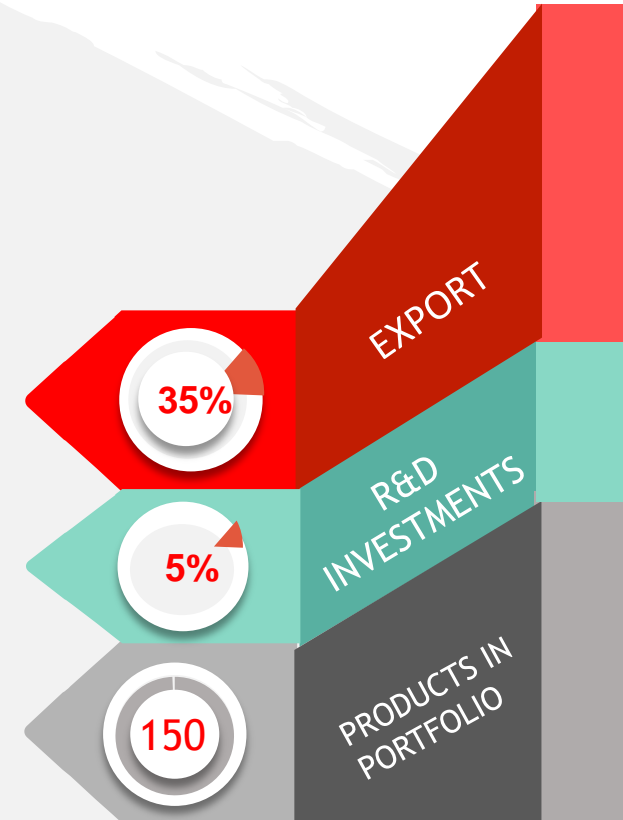
Antibiotice today



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;



Legislation

NAMMDR - issues the Marketing Authorizations - Law no. 95/2006 updated
RX pricing regulation - Order no. 368/2017 updated



We provide

- RX - Prescription medicines
- OTC - Non-prescription medicines
- Food supplements and dermatocosmetics



Distributors

Alliance Healthcare România SRL, Dona Logistică SRL, Europharm Holding SRL, Farmaceutica Remedia Distribution&Logistics SRL, Farmexim SA, Fildas Trading, Mediplus Exim SRL, Pharma SA, Pharmafarm SA, Romastru Trading SRL



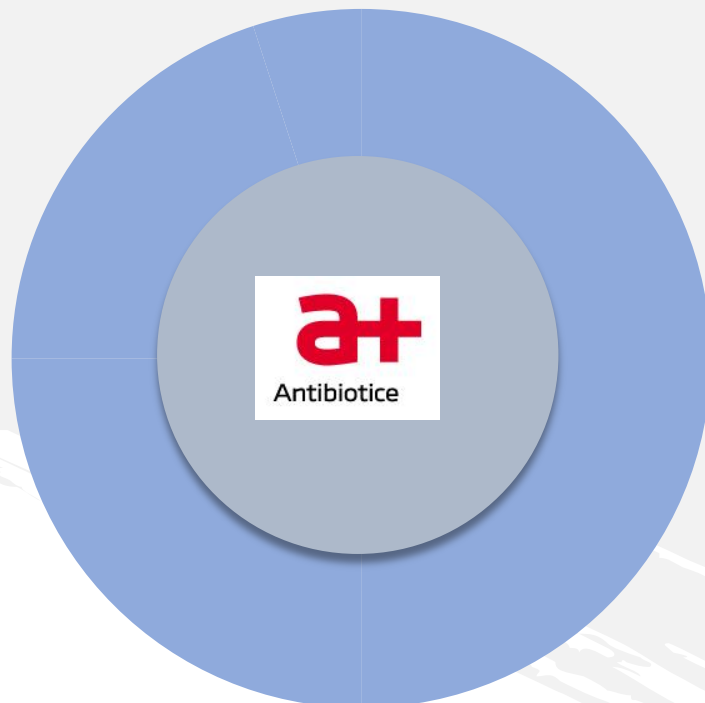
Clients

520 hospitals
8,000 pharmacies



Romanian pharmaceutical market

●	Romanian market	17.5 billion LEI	100%	<div></div>
●	Relevant market	2.07 billion LEI	12%	<div></div>
●	Antibiotice market	340.04 million LEI	2%	<div></div>



RETAIL
88%
77%

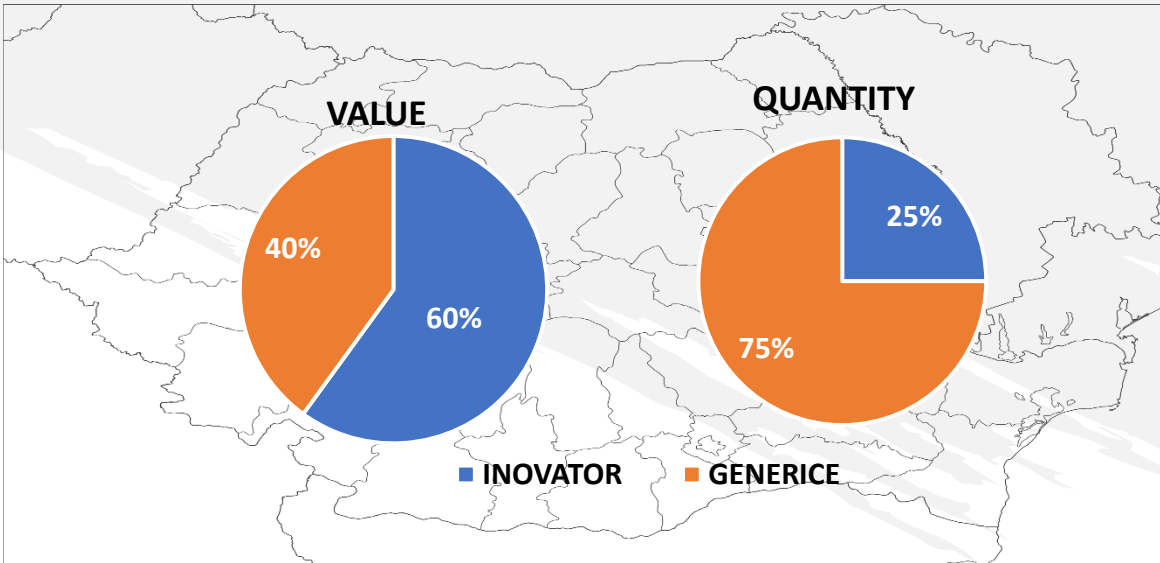
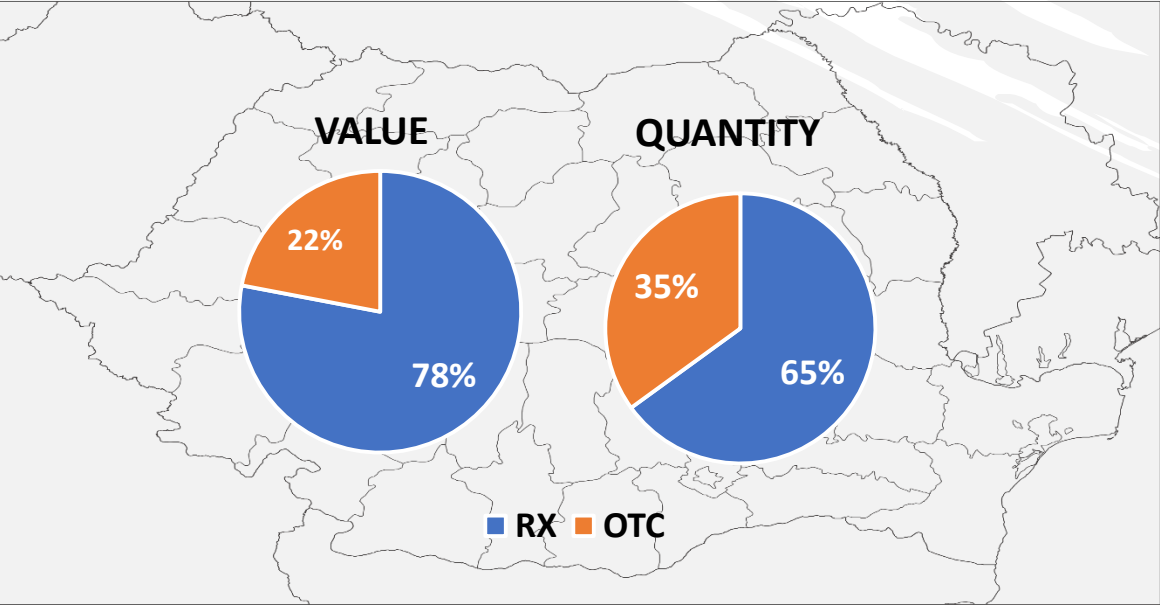
HOSPITAL
12%
23%

Romanian market

Antibiotice market

*Data source: Cegedim Romania
July 2018 - June 2019

Antibiotice in the national market



BVB symbol: ATB

Partner of the Ministry of Health on the TB program, with a 90.5% market share of total consumption.

Leader in the ointment segment in terms of units sold (23.9% market share in indivisible units).

Leader in the suppository segment in terms of units sold (42.4% market share in indivisible units).

Leader in the injectable powder segment in terms of units sold (72.2% market share in indivisible units).

* Data source:
Cegedim Romania
June 2019



Hospital & Partners



Semisolid and solid topicals

(ointments, creams, gels, pessaries and suppositories)



Life quality



Women's health




Cardiovasculars



Nutriensa®

Hospital & Partners

- Well-known manufacturer of injectable and oral anti-infectives
 - It covers up all the subclasses of antibiotics
 - Investments for expanding the hospital portfolio in the international market
-  penicillins, cephalosporins, carbapenems, polymyxins.

In Vietnam



- Our company has been supporting the health programs for prophylaxis and treatment of infectious diseases.
- We aim at increasing our business in this market up to **10 million USD**
- Beta-lactam antibiotics in combination with beta-lactamase inhibitors manufactured by Antibiotice in all hospitals in Vietnam.

In Ukraine



- Registration of our hospital portfolio - 2019
- Our first medicinal products in the hospital market - Q1 2021
- Estimated increase in turnover up to **3 million USD** in 2025.



Exploring the potential of using a number of sterile medicines (anti-infectives, cardiovasculars, for digestive tract and CNS) in hospitals, partnerships for investments in research and production of sterile medicines for hospitals in the period 2025-2030.



Semisolid and solid topicals

(ointments, creams, gels, pessaries and suppositories)

- A new manufacturing plant for topicals - a doubled production capacity;
- The range of **38 molecules** (ointments, creams, gels and suppositories), recommendations in the medical guidelines for psoriasis, osteoarthritis / osteoarthrosis, skin and gynecological infections and other dermatological disorders;
- Development perspectives through internationalization.



Life quality

- The growth expected in the years to come from these pharmaceutical forms through internationalizing the dermatology and **women's health** portfolios;
- Cardiovascular diseases are the main cause of morbidity and mortality in Romania, with 57% of all deaths nationally recorded;

- A continuous development of the medicines from all the therapeutic subclasses recommended by international guidelines and protocols as first intention medicines;

- Antibiotice will develop its portfolio which currently comprises **10 molecules** with various therapeutic concentrations to become a complete alternative for healthcare professionals and an accessible option for patients.

- **Nutriensa®** - food supplements for the cardiovascular system, central nervous system, osteoarticular system and digestive tract.

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;

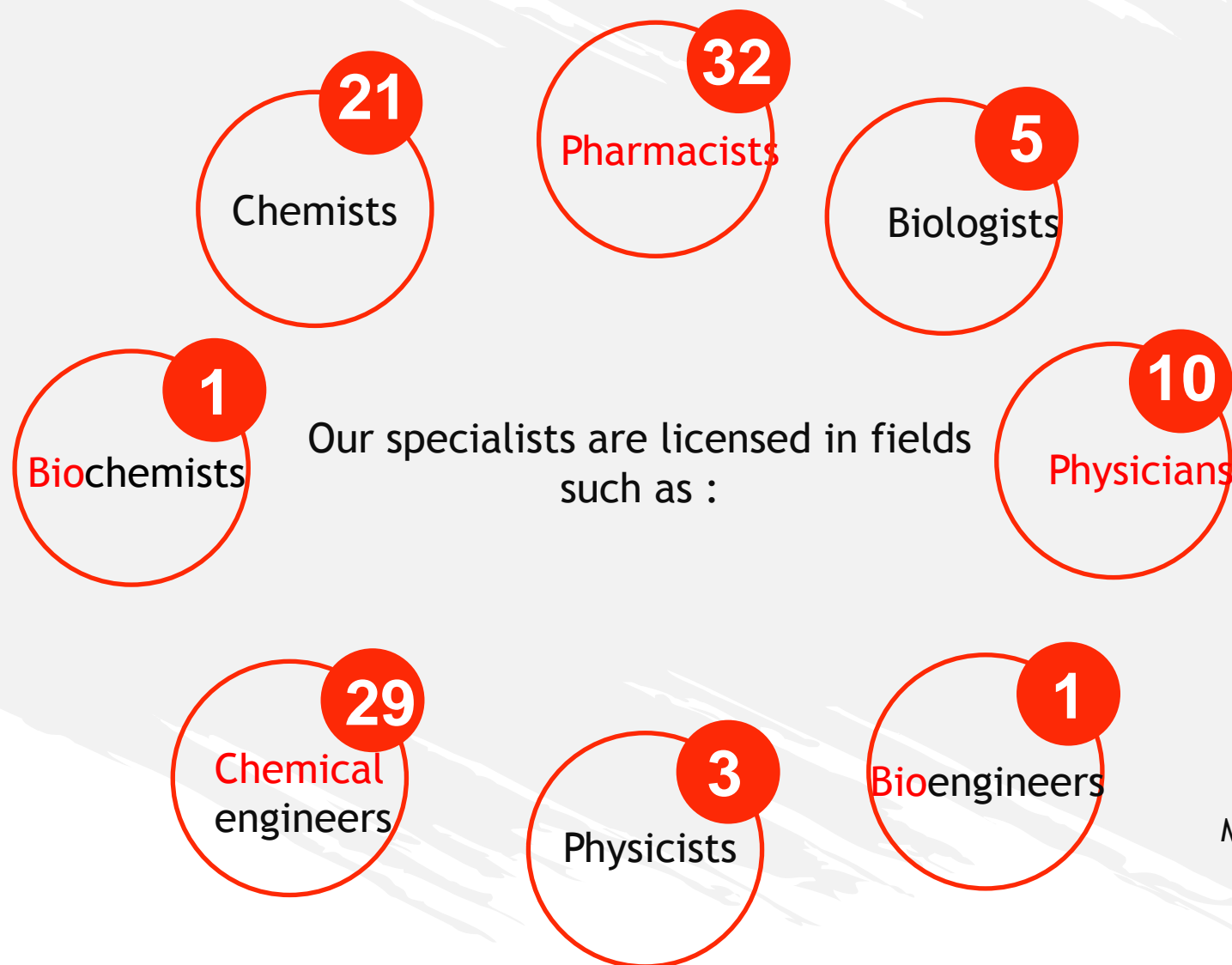
■ Bioequivalence studies, phase I clinical studies;

■ Therapeutic efficacy studies in partnership with university centers.

Pharmacovigilance system connected to Eudravigilance

Multidisciplinary R&D team

The key component of our development approach



More than 35% of our R&D specialists have a PhD.

Production adjusted to the market's demands

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

10.2%

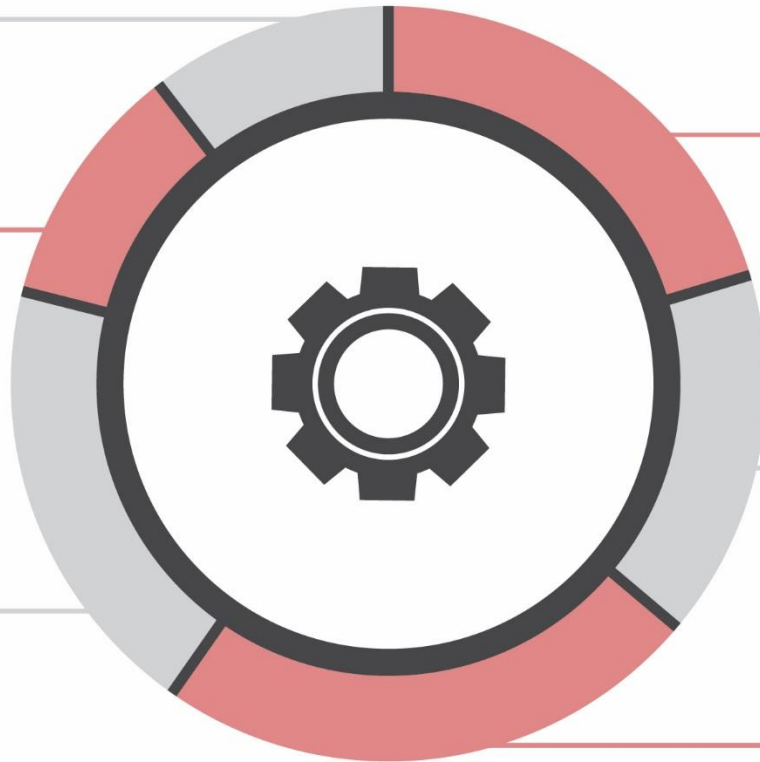
Supozitoare

10.7%

Nistatina

19.6%

Capsule



22.2%

Produse
parenterale

17%

Unguente

20.3%

Comprimat

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



Investments in
research



Investments in new
facilities



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



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

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



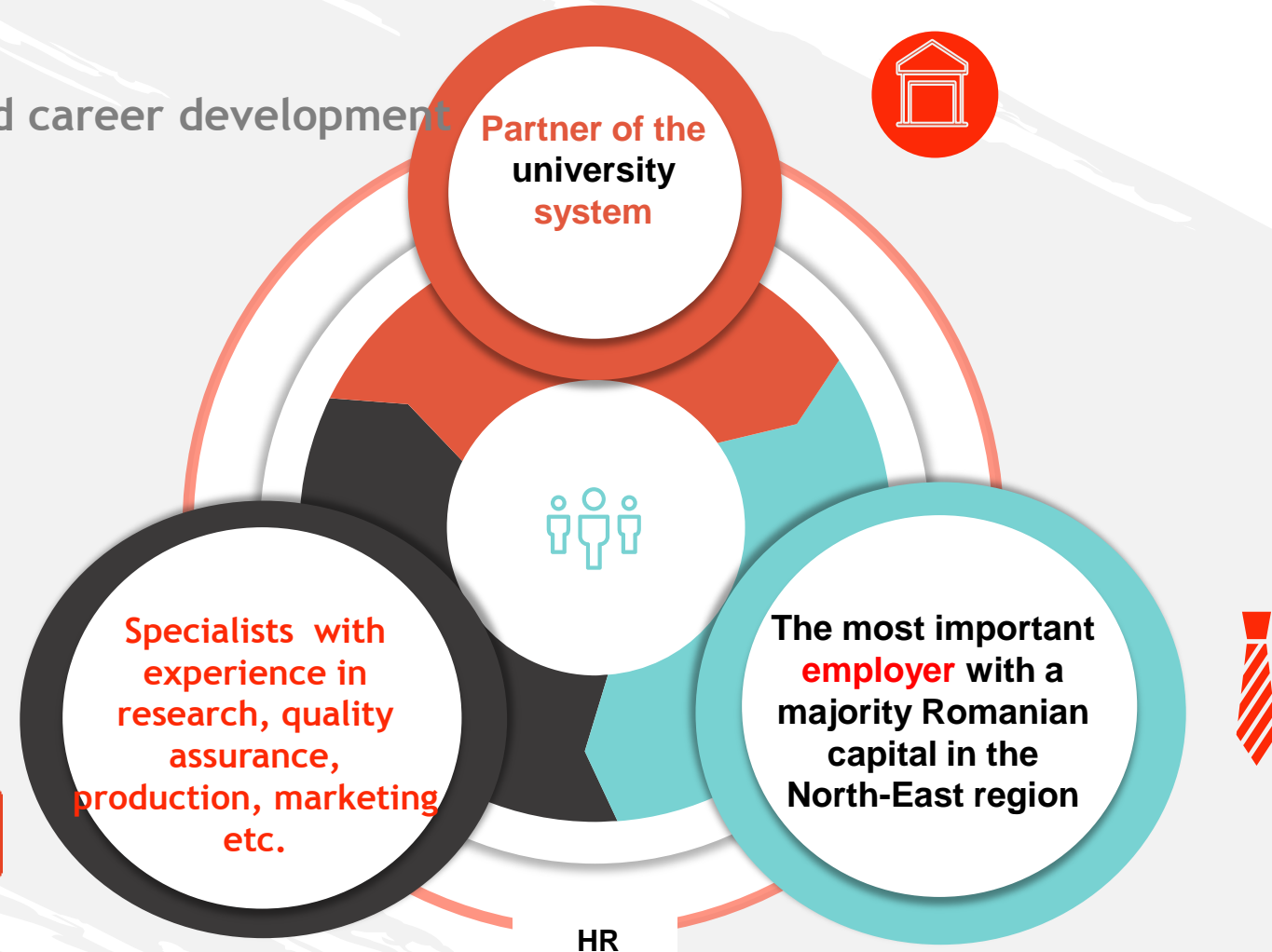
Strategic objectives of the human resource policy

 To support the professional performance and career development

 To create a balanced staff structure

 To improve the organizational climate

 To increase our employees' motivation 



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 %

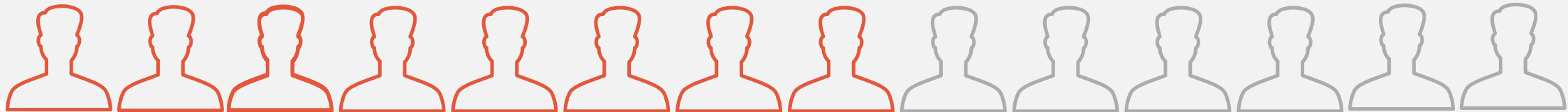
IT specialists



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 (44%)

**1,420
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+

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

Dual education

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



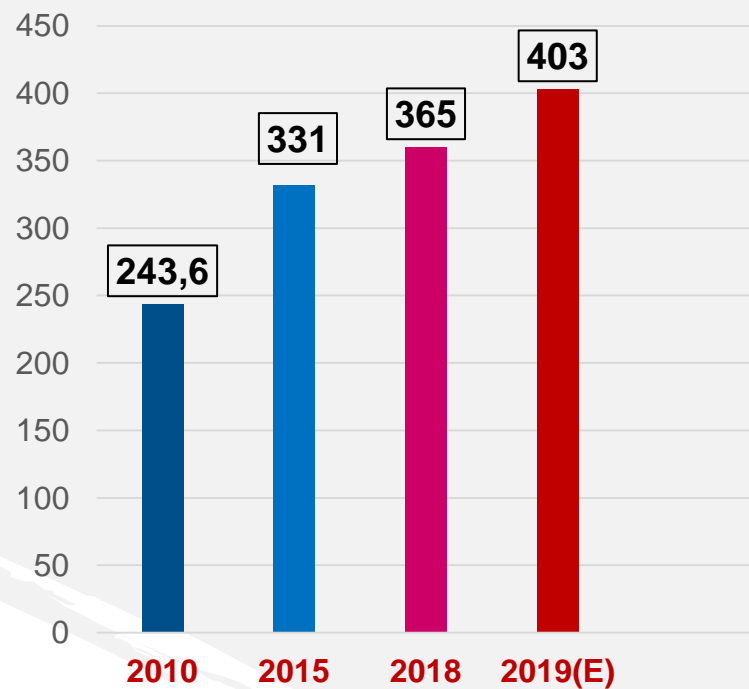
Our active substance Nystatin - international
standard



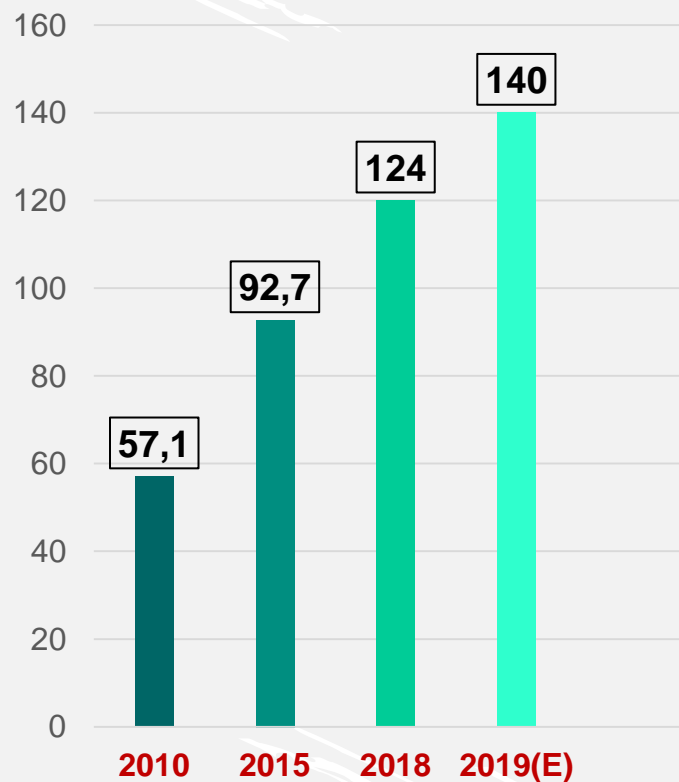
EU-GMP for **8** manufacturing flows

BVB symbol: ATB

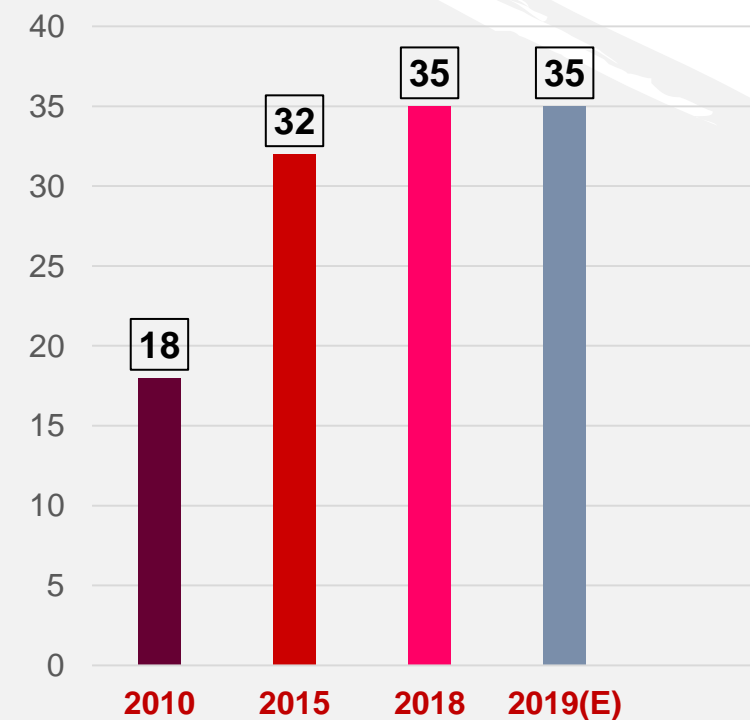
Turnover million LEI



Export million LEI

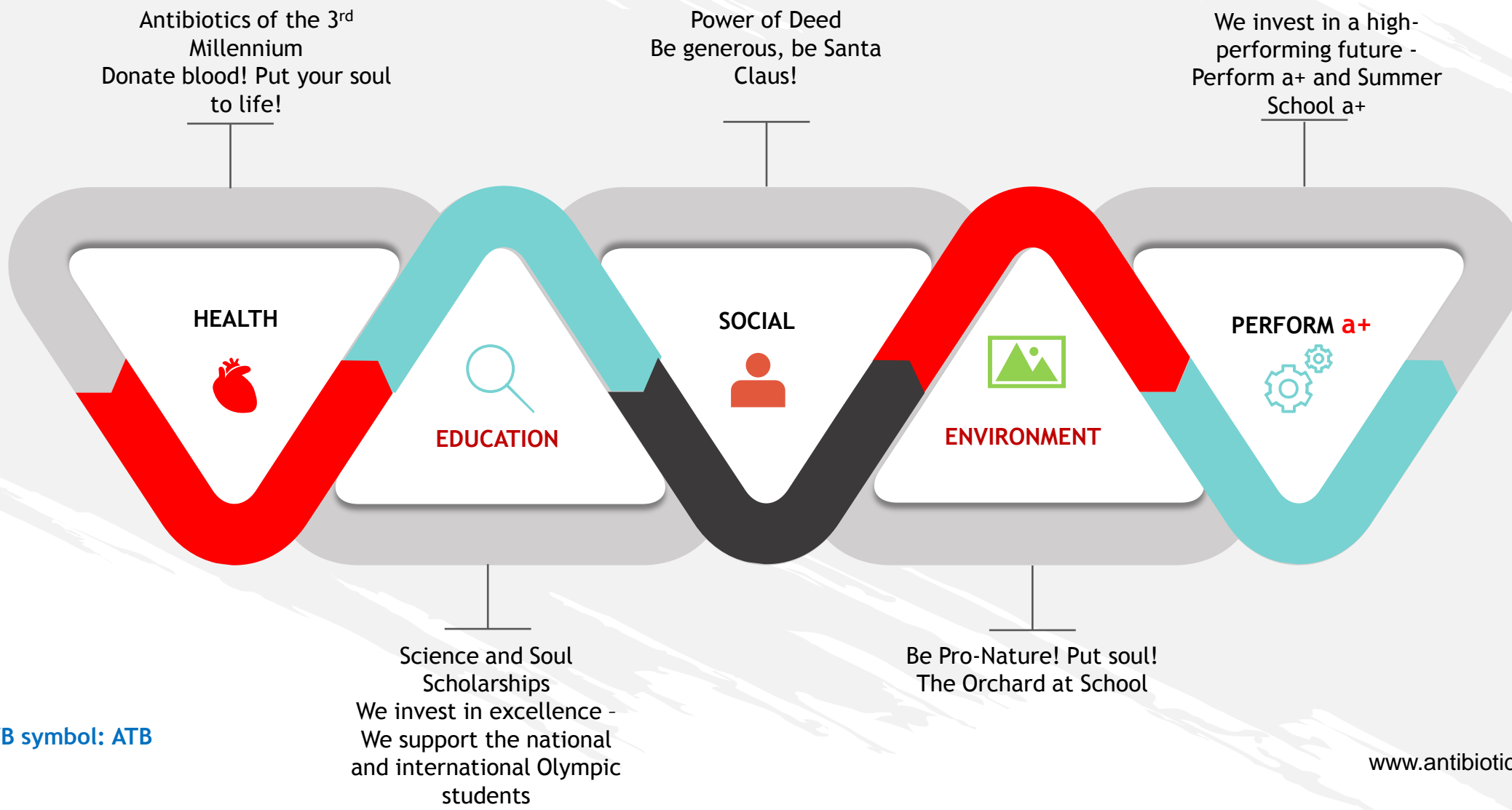


Profit Million LEI



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

No.	Indicators	UM	2016	2017	2018	06/30/2019
1	Sales income	Mil Lei	332	336.9	365	172
1,1	Internal	Mil Lei	227.4	219.4	241	100
1,2	Export	Mil Lei	105	117.5	124	72
1,3	Export weight in turnover	%	32%	35%	34%	42%
2	Gross profit	Mil Lei	35	35	35	25
3	Equity	Mil Lei	409	417	473	488
4	Total debts	Mil Lei	124	154	231	247
5	Total active	Mil Lei	533	573	706	742
6	Debt Degree (Total Debt / Total Assets)	%	23%	27%	33%	33%
7	Liquidity (Total Assets / Total Liabilities)		4.3	3.7	3.1	3.0
8	Total expenses per 1000 lei revenue		899	899	907	879
9	Work productivity (Revenue / Persons Exploited)	K Lei / Employee	234	243	261	144
10	Taxes and taxes, of which:	Mil Lei	79	76	89	45
10,1	- claw back rate	Mil Lei	22	29	36	20
11	Added value	Mil Lei	167	170	188	103
12	Gross profitability (Gross profit / Sales revenue)	%	10%	10%	10%	14%

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