

Financial results for the first semester 2022

Antibiotice



Antibiotice - a strategic company

traded during

25 years of listing

947 mil. shares

over 596 mil.lei

stock market capitalization

358,494,513 lei

total trading value

traded in the period

January-June 2022

7,156,504 shares

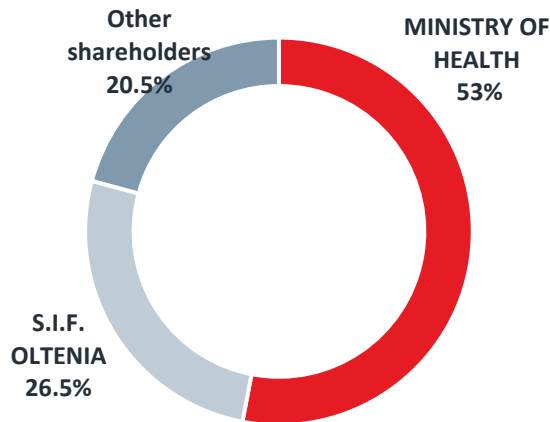
3,954,209 lei

average price at the end of June 2022

0.5525 lei/share

total value

Shareholding



Shareholding structure :

- Legal persons: 87.4188%
- Natural persons: 12.5812%

Strategic adaptation of human resources

The most important resource : the well-trained staff

Balanced staff structure



Over 1,300 employees
3 generations
professional diversity



Focused on knowledge and performance

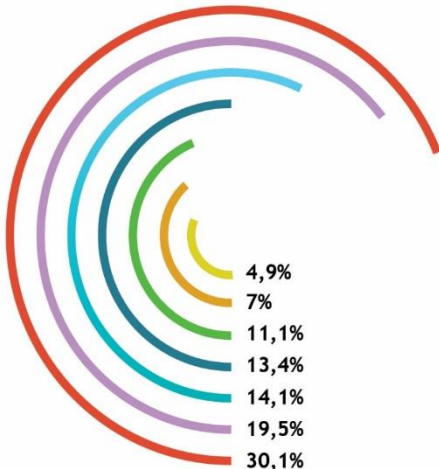
ACADEMIA a+ - Technical College **a+**
- Business School **a+**

offers future specialists the opportunity to develop their skills and assimilate useful knowledge for a career in the pharmaceutical industry

19.85 hours

the average number of professional training hours per employee

98% - *staff retention rate*

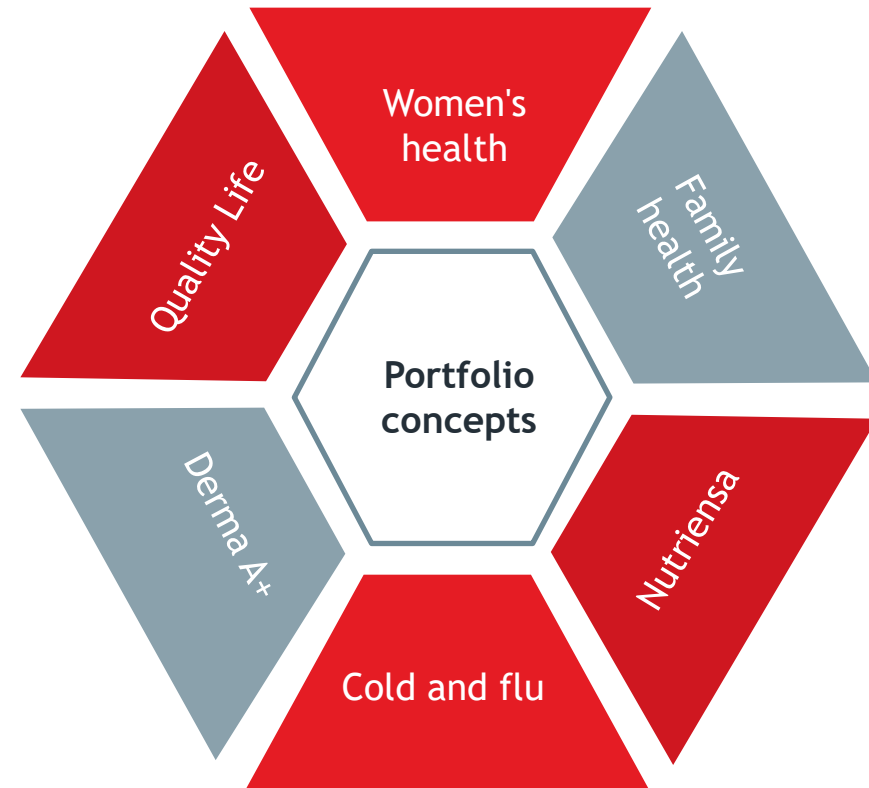
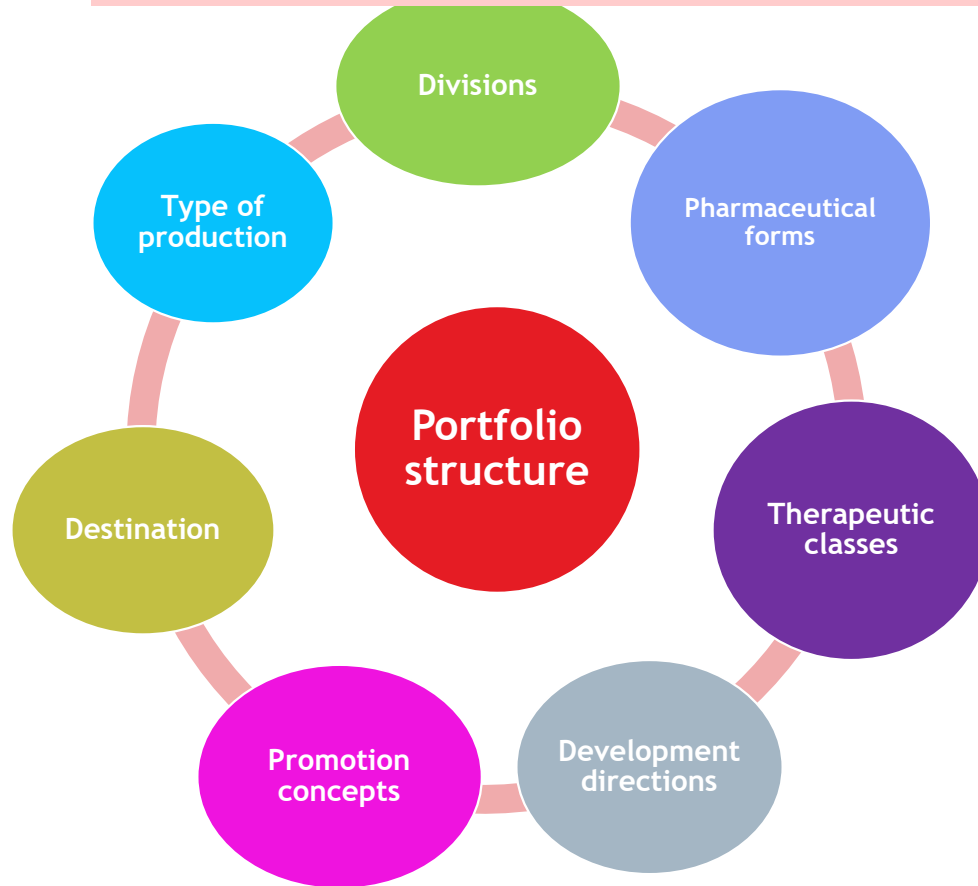


- Chemical engineers, chemists, physicists
- Economists
- Other categories
- Doctors, pharmacists
- Engineers of various specialties
- Biologists
- IT specialists

Organizational culture geared towards innovation, performance and satisfaction of all stakeholders

Strategically adapting our product portfolio

Setting the maximum growth potential of the current portfolio in the market



Strategically adapting our product portfolio

Developing the product portfolio by attracting new molecules

28 NEW PROJECTS

- STERILE PRODUCTS DIVISION: 3 PROJECTS
- TOPICAL PRODUCTS DIVISION: 17 PROJECTS
- ORAL PRODUCTS DIVISION: 8 PROJECTS

OUR OWN RESEARCH

20 PRODUCTS

FOR WHICH COMMERCIAL TERMS WERE NEGOTIATED

- ANTIINFECTIVES : 9 PRODUCTS
- CARDIOVASCULARS: 5 PRODUCTS
- MUSCULO-SKELETAL SYSTEM: 2 PRODUCTS
- RESPIRATORY SYSTEM: 2 PRODUCTS
- ALIMENTARY TRACT AND METABOLISM: 1 PRODUCT
- CENTRAL NERVOUS SYSTEM: 1 PRODUCT

IN-LICENSING

Business sustainability through continuously improving the Integrated Management System

Sustainable economic development is the result of applying the integrated management standards aimed, inter alia, to protect the environment.



- 01 PRODUCT QUALITY
- 02 ENVIRONMENTAL RESPONSIBILITY
- 03 QUALITY OF ENVIRONMENTAL FACTORS
- 04 WASTE MANAGEMENT
- 05 OCCUPATIONAL SAFETY AND HEALTH
- 06 ANTIBIOTICE, A FRIENDLY AND RESPONSIBLE BRAND

Performance management

Consolidation of our business in the domestic market

#1

Ranked 1st in the relevant market, with a 12.3% value market share

#1

Leader in terms of quantity (IU) in the total market for the following pharmaceutical forms: ointments (20.6%), suppositories and pessaries (35.2%) and powders for injection (62.7%)

#1

Leader in the segment of generic prescription and OTC drugs marketed in hospitals, with a 14% market share

#4

Ranked 4th in terms of consumption in the segment of generic prescription and OTC drugs, with a 5.1% market share

Hospital segment

+32%*

National pharmacy chains

+6.3%*

Independent pharmacies and pharmacy mini-chains

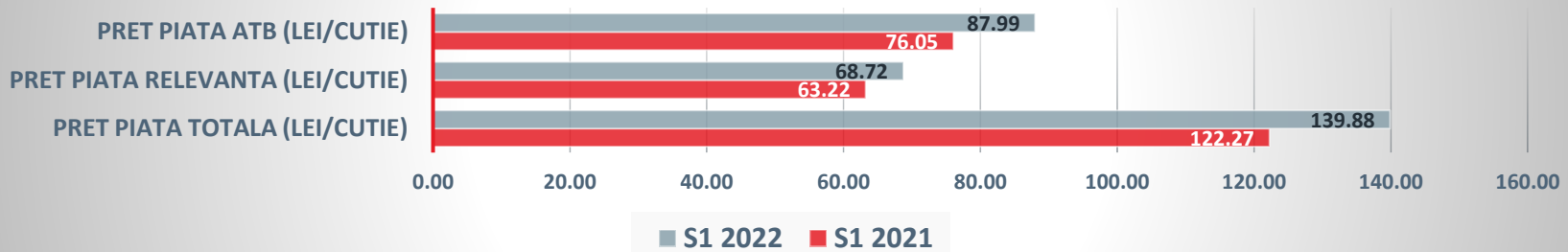
+18.2%*

* Our company recorded value increases compared to the same period last year

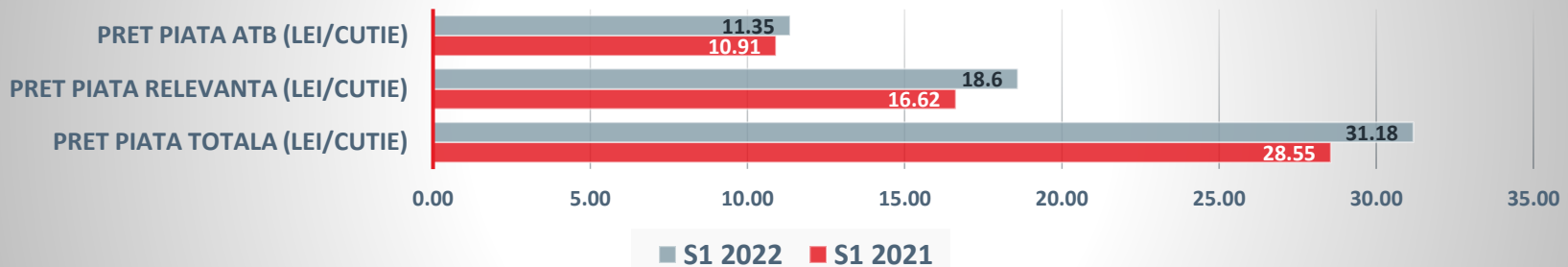
Performance management

Consolidation of our business in the domestic market

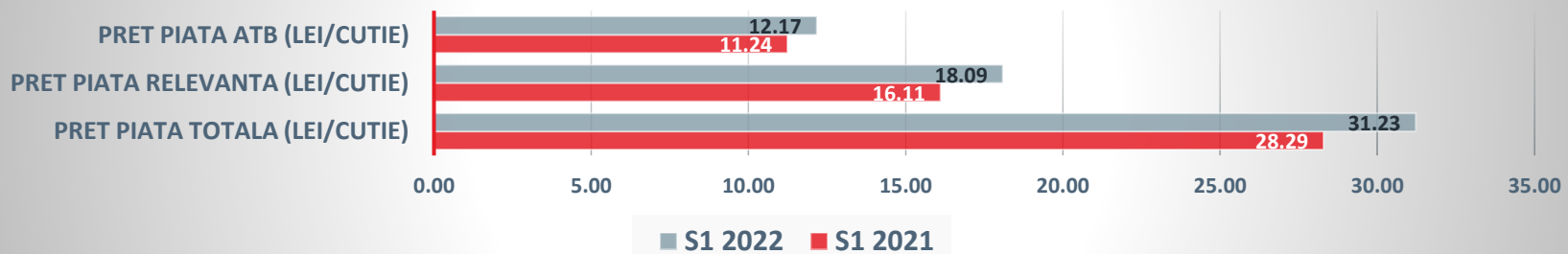
Price evolution H1 2022 vs H1 2021 (Hospital)



Price evolution H1 2022 vs H1 2021 (National pharmacy chains)



Price evolution H1 2022 vs H1 2021 (Independent pharmacies and minichains)



Performance management

Antibiotice, an international company

- ✓ The international markets have returned to the pre-pandemic situation, the population having unrestricted access to hospitalization programs and surgery treatments provided by public health systems
- ✓ Business consolidation in the traditional markets from the US and Asia
- ✓ Expansion in new territories: Great Britain, Saudi Arabia

95.3 milion lei export sales revenue
H1/2021 68.4 million lei

+39%

the active substance Nystatin
(feed-grade, standard,
micronized)

+78%

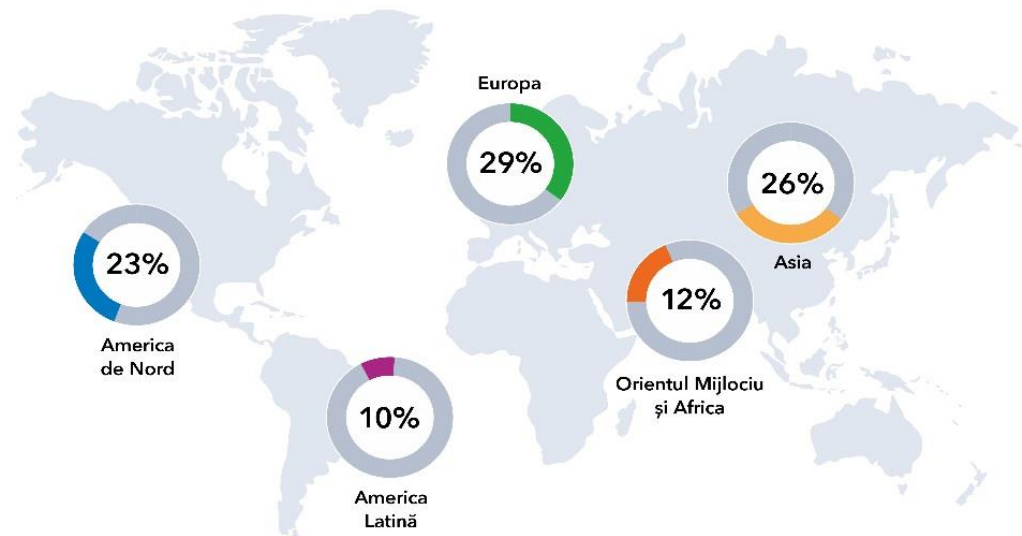
finished products

+17%

compared to S1/2021 sales increased
in the markets from Europe, United
States of America, Asia Pacific

+40%

Ponderea vânzărilor pe piața internațională
(semestrul I, 2022)

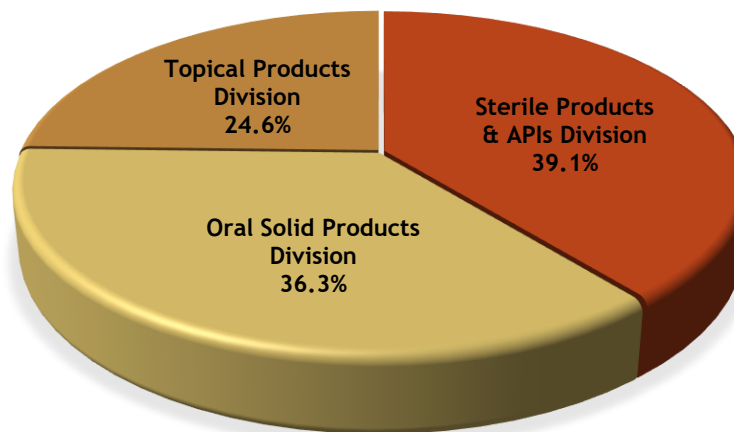


**Our company recorded value increases compared to the same period last year*

Production activity in the first half of 2022

The total value of manufactured output was 324 million lei, higher by 48.3% compared to the value recorded in the H1 2021

VALUE DISTRIBUTION OF THE PRODUCTION
IN THE FIRST SEMESTER OF 2022
(% of the total production value)



254 mil. pharmaceutical units in the form of tablets, capsules, parenterals, topicals (ointments, gels, suppositories and pessaries)

The active substance Nystatin (feed-grade, standard, micronized)

Biocidal products

We think strategically about the future

1.INVESTMENTS FOR A STRATEGIC DEVELOPMENT	6.74 mil. lei
Development of the product portfolio (licensing by in-house research)	4.81 mil. lei
Investments in new production sites (topical manufacturing plant)	1.93 mil. lei
2.INVESTMENTS FOR STRENGTHENING OUR BUSINESS	10.15 mil. lei
Digitization of processes, information technology and telecommunications	0.74 mil. lei
Adaptation to the development trends of the industrial site, infrastructures of supply with utilities, green energy, storage of raw materials and finished products, transport and connection to the national road system	6.16 mil. lei
Investments in the Integrated Management System	1.21 mil. lei
Investments in the modernization of the existing sites and equipment in the three production divisions	2.04 mil. lei
TOTAL INVESTMENTS	16.89 mil. lei

Statement of comprehensive income at 30.06.2022

Element name	Row no.	Financial exercise 30.06.2021	Financial exercise 30.06.2022
A	B	1	2
Sales revenue	1	161,400,649	248,187,211
Other operating revenues	2	24,951,976	12,298,020
Revenues related to product inventory costs	3	15,474,230	25,880,818
Income from the activity carried out by the entity and capitalized	4	4,920,755	5,592,604
Expenses with raw materials and consumables	5	75,711,638	104,567,643
Employee benefit expenses	6	54,784,430	57,048,693
Depreciation and amortization expenses	7	11,505,581	10,339,094
Other operating expenses	8	43,013,249	91,501,275
Operating profit	9	21,732,711	28,501,947
Net financial income	10	-1,905,022	-2,320,913
Profit before tax	11	19,827,689	26,181,035
Expenses with profit tax and other taxes	12	496,997	3,021,978
Profit	13	19,330,692	23,159,057

Statement of financial position at 30.06.2022

Element name	31.12.2021	30.06.2022
ASSETS		
FIXED ASSETS		
Tangible assets	480,544,567	482,214,540
Intangible assets	29,839,764	32,433,317
TOTAL FIXED ASSETS	510,384,331	514,647,857
CURRENT ASSETS		
Stocks	106,017,774	128,816,326
Trade and similar receivables	276,876,198	236,182,559
Financial assets held for sale	0	0
Cash and cash equivalents	2,111,377	3,329,268
TOTAL CURRENT ASSETS	385,005,349	368,328,153
TOTAL ASSETS	895,389,680	882,976,010
LIABILITIES		
CURRENT LIABILITIES		
Commercial and similar debts	98,202,288	95,464,096
Amounts owed to credit institutions	87,163,549	63,795,403
Debts from taxes and current charges	9,611,682	10,232,153
Short-term provisions	3,853,530	2,415,534
Subsidies for investments	306,289	306,289
TOTAL CURRENT LIABILITIES	199,137,339	172,213,476
LONG-TERM LIABILITIES		
Subsidies for investments	2,160,302	2,007,157
Deferred tax	31,483,086	30,481,413
Long-term provisions	0	
Amounts owed to credit institutions	57,617,153	52,270,108
TOTAL LONG-TERM LIABILITIES	91,260,541	84,758,678
TOTAL LIABILITIES	290,397,880	256,972,154
Social capital and reserves		
Share capital	264,835,156	264,835,156
Revaluation reserves	114,150,766	112,721,465
Legal reserves	13,426,761	13,426,761
Other reserves	259,154,126	261,644,439
Retained earnings	-51,212,323	-49,783,022
Distribution of profit	-25,302,090	0
Current result	29,939,404	23,159,057
TOTAL EQUITY	604,991,800	626,003,856
TOTAL EQUITY AND LIABILITIES	895,389,680	882,976,010

Antibiotice at 30.06.2022

Growth of 52% in sales revenue

Growth of 32% in gross profit

Export increased by 39%

Degree of indebtedness decreased from 32% to 29%

Friendly Brand - 13 social responsibility, environment and health projects

Antibiotice



www.antibiotice.ro