

Press release

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Antibiotice Iași Wins a New Tender Launched by the National Health Service of the United Kingdom

Antibiotice Iași reconfirms its presence in the United Kingdom by winning a new tender launched by the National Health Service for the largest European market of anti-infective products in the form of sterile products for injection.

The EUR 5 million contract has been awarded for two years (i.e. 2023-2025) and includes monthly deliveries of 5 beta-lactam penicillins to hospitals from the United Kingdom. Thus, the company will consolidate its current market share, which, depending on the product, is between 20% and 50% of the national consumption.

“We are proud of this new accomplishment in the UK. It is for a second time in a row when we are awarded such an important tender in a European market. This places us among the world leading players in the industry of sterile injectable penicillins. It is an achievement which combines competitiveness, high quality and safety standards, therapeutic efficacy, and an optimal supply chain. This is a prerequisite for reaching the ambitious goals we set in our business plan called “The Future Together” and which include, for the international market, the doubling of the turnover in the following 7 years”, said Ioan Nani, CEO of Antibiotice Iași.

Such results contribute to the consolidation and sustainable development of the business in the future and are part of the company’s Strategic Development Plan called “The Future Together 2020-2030”.

The objectives of the Plan for 2030 include the growth of the company’s business to EUR 250 million and of profitability to EUR 50 million. In addition, the doubling of the export turnover by international expansion adapted to business models specific to different geographic areas as well as the increase of the national and international market shares

represent major goals of the “The Future Together 2020-2030” plan as well.

The well-balanced utilization of the manufacturing facilities, assimilation of 100 new products into the company’s portfolio by developing the R&D operations, strategic investments in new manufacturing sites or research and innovation technologies, digitalization of processes, improvement of energy efficiency together with the adaptation to the new trends in job attractiveness, increase of employees’ satisfaction, work-life balance and career evolution are also set in the “The Future Together 2020-2030” plan.

Other noteworthy results which will contribute to the achievement of the goals established in the business plan come from the significant increase of the market shares gained in other two strategic territories of the company, i.e. the United States and Vietnam. The increase was the effect of the growth of the volume of sales of sterile penicillins for injection to hospitals. The hospital sales are estimated to have a 50% increase in the US and to double in Vietnam.

Antibiotice is the leading manufacturer of sterile powders for injection in Romania, (60.1% market share), and is strategically important for the national healthcare system.