

# Romanian tradition and continuity



• Only a decade after the synthesis of Penicillin, **Antibiotice starts operating**, being the first manufacturer of this active substance in Romania and South-East Europe.



• **Development of the manufacturing structure**, especially for active substances, sterile powders for injection, topical preparations.



- **Reconfiguration of the manufacturing structure**, investments in domestic and international marketing for adapting the business to the market economy;
- Development of the manufacturing of finished dosage forms (capsules and tablets);
- Listing on the Bucharest Stock Exchange April 1997;
- Adhesion to the Enterprise Restructuring and Professional Reconversion Program (RICOP) coordinated by the World Bank.



- **Significant investments** in developing manufacturing technologies and product portfolio, in protecting the environment to ensure compliance with the EU regulations;
- US FDA approval for Nystatin API and sterile powders for injection;
- Quality systems certified in accordance with the EU GMP and US FDA standards;
- Launch of the new corporate identity (a new logo a+ and a new slogan "Science and Soul").

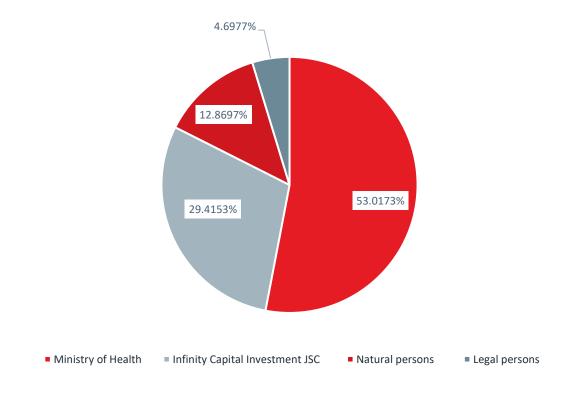


- International expansion of the business; first deliveries of finished products to the US, following the FDA approval;
- World's leading manufacturer of Nystatin API USP reference standard
- Business representative offices established in the Republic of Moldova, Ukraine, Serbia and Vietnam;
- Opening of the in-house Center for Drug Evaluation;
- Implementation of the **Integrated Management System**: quality, environment, occupational health and safety, according to the requirements of the EN ISO 9001: 2015, EN ISO 14001:2015 and ISO 45001:2018 standards.



# Antibiotice – a profitable company for investors

# **Structure of Antibiotice shareholding**



26 years since the listing on the Bucharest Stock Exchange

980 million lei - traded shares

Stock market capitalization 474 million lei \*

Average price: 0.5854 lei/share\*

\* Information valid on June 30, 2023

- 3



# Antibiotice - a company focused on knowledge and development

The multidisciplinary R & D team with 100 specialists with a degree in various fields



### Academia a+

Center for recruitment and vocational training offers future professionals the opportunity to develop their skills and acquire useful knowledge for a career in the pharmaceutical industry



Development of generic medicines



Intellectual property



Pharmaceutical formulation/ Physico-chemical analyses



Technological transfer



Bioequivalence studies



Technical College a+



Business School a+



#### **Pharmaceutical Research Center**

- ✓ portfolio development and innovation
- research partnerships in the pharmaceutical field, with academia and research structures at national and European level



# Antibiotice - a company worth working for



### Valuable staff

- 1,345 employees
- 3 generations
- diversity of professions
- equal opportunities

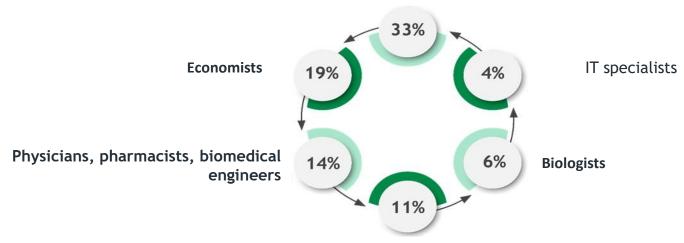


Oriented towards knowledge, innovation and performance

**Secondary education professionals (52%)** 

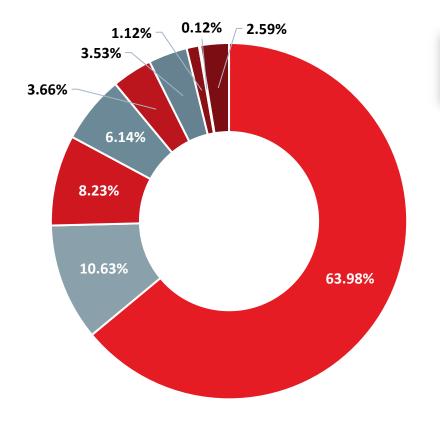
**Higher education professionals (48%)** 

### Chemical engineers, chemists, physicists





## Antibiotice – In the service of life for a lifetime!



S1 2023
Portfolio comprising
166 products from
11 therapeutic classes

- J-Anti-infectives for systemic use
- M-Musculoskeletal system
- Others
- A-Digestive tract and metabolism
- B-Blood and hematopoietic organs

- C-Cardiovascular system
- G-Genitourinary system and sex hormones
- D-Dermatological preparations
- N-Central nervous system



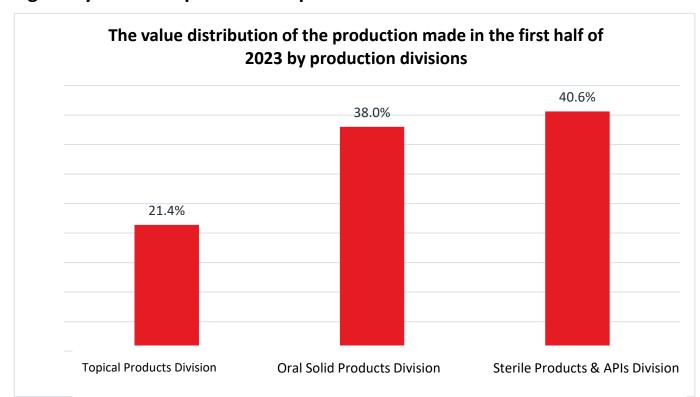
# Antibiotice - a balanced and dynamic manufacturing structure



8 manufacturing flows

10 manufacturing partner sites

Production made in the first half of 2023 on our own sites recorded a value of 355.6 million lei, higher by 9.7% compared to the production recorded in the first half of 2022







## PERFORMANCE IN THE DOMESTIC MARKET

- present in all over 500 hospitals and over 5,000 pharmacies in Romania;
- the market sales amounted to 257.5 million lei, higher by 20.3% compared to the first semester of 2022;
- ranks 4<sup>th</sup> in terms of consumption (boxes) in the segment of generic prescription medicines and OTCs (5.6% market share);
- leader in terms of quantity (IU) in the total market for the following pharmaceutical forms: ointments (20.9%), suppositories and pessaries (36.1%) and injectable powders (56.3%);
- ranks 2<sup>nd</sup> as number of boxes with capsules sold in the total market (10.8%);
- Leader in terms of value in the segment of generic prescription medicines and non-RX medicines sold in hospitals, with a 13.9% market share.

## PERFORMANCE IN THE FOREIGN MARKET

Turnover in the international markets

119.8 million lei +25.7%

### of which:

- Finished products 69.9 million lei, up 37%
- Nystatin 49.9 million lei, up 12%
- leader in the world production of active substances based on biotechnologies derived from streptomycines noursei for pharmaceutical use (compacted nystatin, micronized nystatin and standard nystatin);
- The export in the US increased by 82%, boosting this way our business profitability;
- The sales in the Vietnamese market doubled as a result of the resumption of post-pandemic consumption, with a positive impact on profitability;
- A new tender in the UK amounting to 5.2 million euro was won, with injectable products with increased profitability;
- The sales of sterile injectable powders on highly regulated and competitive markets in Europe tripled.





# Antibiotice, a company of international standards



#### **EU GMP**

8 manufacturing flows



#### **US FDA**

Sterile powders for injection and Nystatin active substance



## COS (Certificate of Suitability) issued by EDQM

Standard and micronized nystatin



Management System ISO 9001:2015 ISO 14001:2015 ISO 45001:2018

www.tuv.com ID 9000004194

## **ISO TUV RHEINLAND certified for the integrated management**

Quality, environment, occupational health and safety ISO 9001:2015, ISO 14001:2015, ISO 45001:2018



## **WHO** prequalification

**Products used for treating tuberculosis** 





# Antibiotice, an internationally recognized Romanian brand

#### **Breakdown of international sales**

World leader in the production of Nystatin



### Partners in target countries for export development

North America (USA, Canada) Europe (UK, Germany, Poland, Nordic countries) Middle East and Africa (Irak, Saudi Arabia, South Africa) Brazil, India, China

### 4 business representative offices:

Vietnam Serbia Republic of Moldova Ukraine

\* Information valid on June 30, 2023



# **Antibiotice – future business dynamics**

Business Plan 2023 → 2030 – "The Future Together" - Goals

01

Well-balanced capitalization of manufacturing facilities

02

Physical market share in Romania

- boxes

03

**Turnover** 

U<sup>2</sup>

**Profitability** 

05

Average net income per employee

06

Labour productivity



70%→75%-80%



5,2% → 6,5%



112 mil € → 250 mil €



10 mil € → 50 mil €

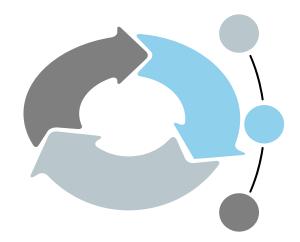


975 € → 2.100 €



84.000 € → 230.000 €

### **Intended actions**



Integration in the European pharmaceutical industry value chain

Joining the European effort of settling health systems issues

Contribution to the European manufacturing of APIs considering the industry's trend of reducing dependence on Asia

Additional activities (new business segments)

Diversification in manufacturing

Feasibility studies for the new investment projects



# **Antibiotice - future business dynamics**

INDICATOR	U.M.	2022	2023	2024	2025	2027	2030
TOTAL INCOME	mil Lei	535	592	692	818	1,038	1,292
GROSS TURNOVER, of which	mil Lei	600	700	811	929	1,175	1,457
Romania	mil Lei	413	487	567	649	819	1,033
International	mil Lei	186	212	244	281	356	425
Current portfolio	mil Lei	600	700	790	848	978	1,079
Future portfolio	mil Lei			20	82	197	379
Share of the future portfolio in the turnover	%	0	0	0	0	0	0
NET TURNOVER (sales revenues)	mil Lei	483	560	664	789	1,011	1,258
TOTAL EXPENSES	mil Lei	493	542	611	694	851	1,046
TOTAL DEBTS	mil Lei	215	201	354	425	427	398
GROSS PROFIT (million lei)	mil Lei	42	50	81	124	187	246
GROSS PROFIT RATE (million lei)	%	0	0	0	0	0	0
EBITDA (Earnings before interest, Taxes, Depreciation and Amortization)	mil Lei	68	80	115	167	241	307
NET PROFIT	mil Lei	39	42	68	104	157	207
AVERAGE NUMBER OF EMPLOYEES	no	1,355	1,350	1,350	1,300	1,300	1,300
NET AVERAGE INCOME / EMPLOYEE (EUR)	mil Lei	810	975	1,070	1,265	1,547	2,100
ACCOUNTING NET ASSETS	mil Lei	641	723	694	771	919	1,043
LEVEL OF INDEBTEDNESS (Total debts/Total liabilities)	%	0	0	0	0	0	0
TOTAL EXPENSES PER 1,000 LEI INCOME (Total income/total expenses* 1,000)	Thous	922	915	883	848	819	810
VALUE OF THE INVESTMENT PLAN	mil Lei		78	139	149	137	49



# Antibiotice, a sustainable investment

## Investments 2010 – 2022 380 million lei

### **Strategic development**

- New Ointments & Suppositories Plant
- Research Pilot for oral solid products
- Research & Development and new product licenses
- Facilities for the quality control, research and drug evaluation laboratories

#### **Business consolidation**

- Upgrade of the manufacturing lines
- Integrated Management System
- Refurbishment of facilities for the production and transport of utilities
- Raw materials & consumables warehouse
- Rehabilitation of existing buildings
- Digitalization
- Social responsibility projects

## Strategic investments 2023-2030 400 million lei

### 2023

 2.5MW photovoltaic power station – 26.4% of the annual consumption - € 2,4 million

### 2024

 1MW photovoltaic power station - 10% of the annual consumption - € 1.2 million

#### 2025

- Manufacturing line for sterile topical preparations € 6.5 million
- Logistics platform € 8 million

### 2026

Research Center "Inova a+" - € 15 million

#### 2027

Manufacturing line for sterile penicillin powders (upgrade) - €
 15 million

#### 2029

 Research pilot for technological transfer and small-scale manufacturing of sterile solutions for injection - € 25 million

#### 2030

• Digitalization - € 12 million



# Antibiotice – a friendly and responsible brand



## **SUSTAINABILITY**



- For 20 years, blood donation campaigns – 2,500 people saved!
- First-aid training courses for the employees
- Vaccination Center a+:
   30,000 people vaccinated





- Human resources development
- Center for professional training and development
- Academia a+ (Perform a+, Summer School a+)

- "Pro Ruralis" scholarships
- "Power of Deed" social responsibility programs through the "Antibiotice – Science and Soul" Foundation: over 10,000 people aided





- "Be Pro Nature! Put Your Heart and Soul!" environmental protection programs
- "Prieteniei" Park inaugurated in 2020



# **Antibiotice - a Romanian success story**

### Romanian tradition and continuity

- The "Industrial and Commercial Merit" Order, the rank of Commander, conferred by the President of Romania
- The **1**<sup>st</sup> **Place** and **National Award** for 20 consecutive years at the Top National Companies Awards at the category of *Industry Very Large Enterprises Manufacturing of Basic Pharmaceutical Products*, organized by the Chamber of Commerce and Industry of Romania
- Finalist in the "Made in Romania 2022" Gala, organized by the Bucharest Stock Exchange

## ✓ A company focused on knowledge and high performance

- Included in **"Top 300 Best Companies"**, the 2022 edition, a ranking created based on the financial results of companies by the Capital Magazine
- The 1<sup>st</sup> Place and "The Best Company in Investor Relations Main Market, Public Vote" Award, granted by the Romanian Investor Relations Association

## ✓ A company worth working for

- The **1**st **Place** in the "Top Most Attractive Employer Brands in 2021", a survey conducted by Randstad Romania Employer Brand
- The **2**<sup>nd</sup> **Place** at the category "Supporting the Employees" for the "Back to Normality Together" project, awarded by CSR Media.ro at the Romanian CSR Awards Gala 2021

## ✓ A friendly and responsible brand

- **Order of Sanitary Merit** awarded by the Romanian Government for the commitment, professionalism and sacrifice demonstrated during the COVID-19 pandemics for the benefit of people
- The **1**<sup>st</sup> **Place** at the category "Supporting the Community during the Pandemics" for the "Supporting the Healthcare System" project, awarded by CSR Media.ro at the Romanian CSR Awards Gala 2022

