

Creating the Future Together

Antibiotice



Romanian Tradition and Continuity

1955
—
1990

- Development of the manufacturing structure, particularly for active ingredients, sterile powders for injection, ointments and suppositories

1990
—
2000

- Adjustment of the operational processes to the new realities of the market economy
- Listing on the Bucharest Stock Exchange in April 1997
- Adherence to and implementation of the Enterprise Restructuring and Professional Conversion Program (*Rom. RICOP*) coordinated by the World Bank and the Government of Romania

2000
—
2010

- Investment of more than 60 million EUR
- FDA approval for Nystatin API and sterile powders for injection (4 Marketing Authorisations for the US territory)
- Certification of the quality systems for compliance with the EU GMP and US FDA standards
- Establishment and development of the Centre for Medicine Evaluation on site

2010
—
2023

- Investment of 100 million EUR
- New manufacturing site for topical preparations
- First deliveries of finished products to the US, following the US FDA approval and registration of 4 new Marketing Authorisations for this territory
- Business representative offices in the Republic of Moldova, Ukraine, Serbia and Vietnam
- Implementation of the integrated management system (quality, environment, occupational health and safety) according to the EN ISO 9001, EN ISO 14001, and OHSAS 45001 standards

A High-Performance Oriented Company

» 27 years since listed on the
Bucharest Stock Exchange

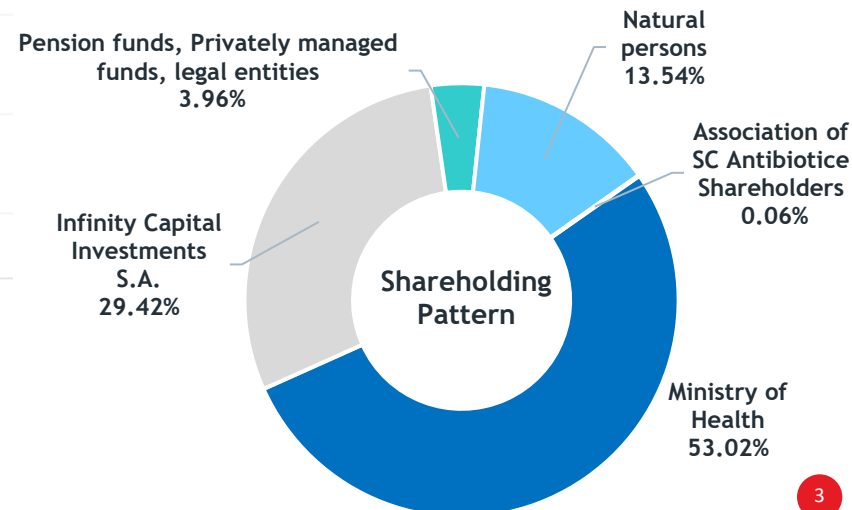
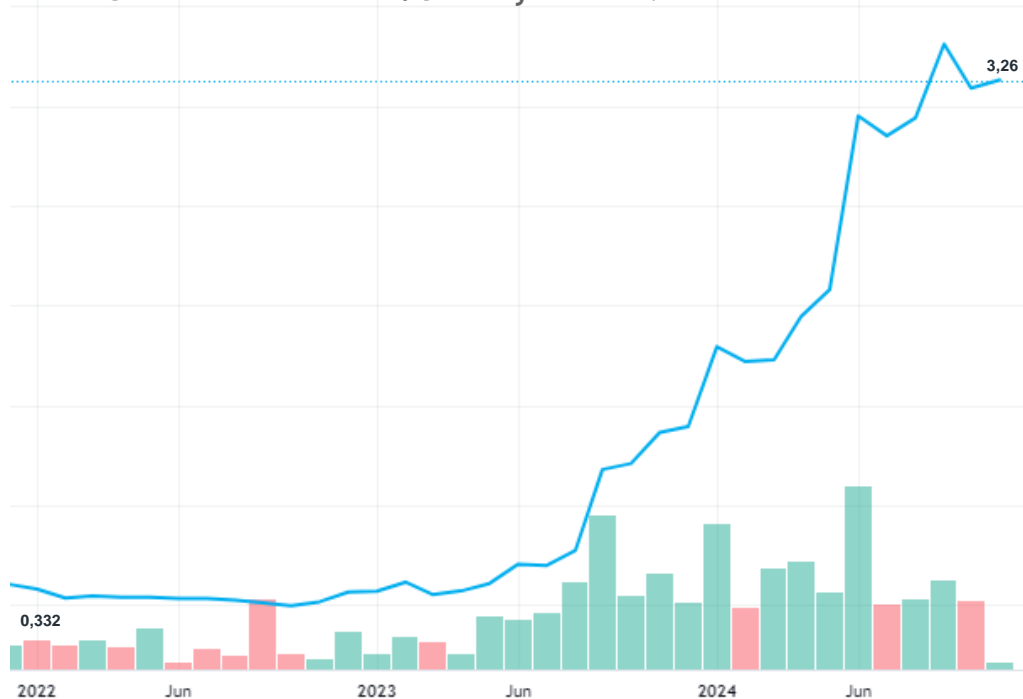
» Market capitalization: 2,2 billion RON*

» Number of shares: 671,338,040

» Nominal value per share: 0.100 RON

» Share capital: 67 mil RON

ATB Stock Price Evolution: January 2022 - November 2024



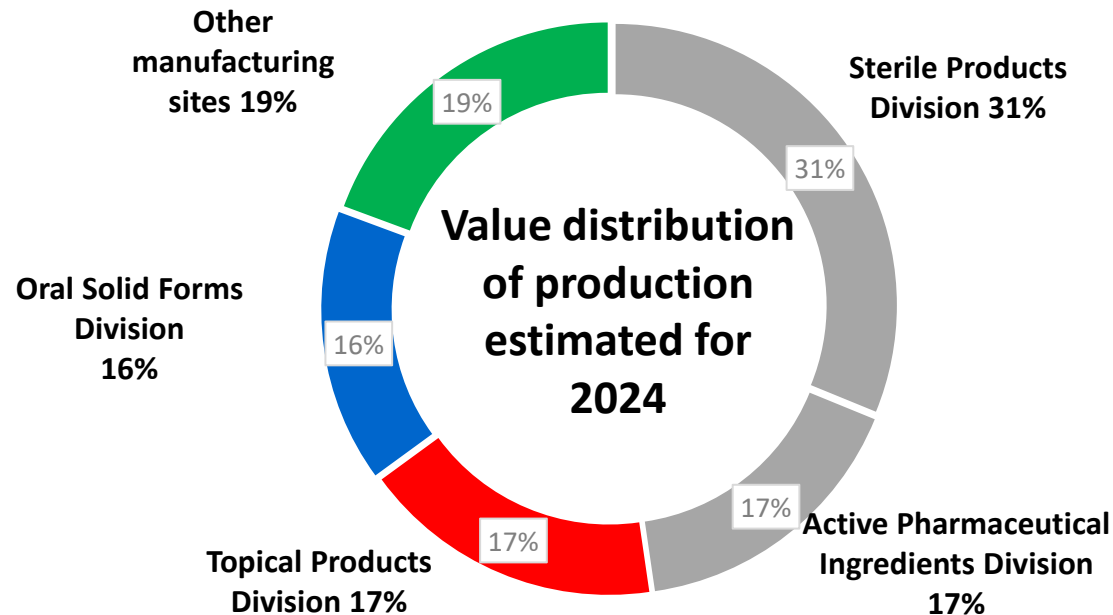
* Data valid as of November 2024

Antibiotice SA - a Complex and Dynamic Site

4 manufacturing divisions

8 manufacturing lines

10 partner manufacturing sites



Antibiotice SA- a Company Aligned with International Standards



EU GMP

8 manufacturing lines



US FDA

Sterile powders for injection and Nystatin API



European Directorate for the
Quality of Medicines & HealthCare

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 certification for integrated management

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



World Health
Organization

WHO pre-qualification

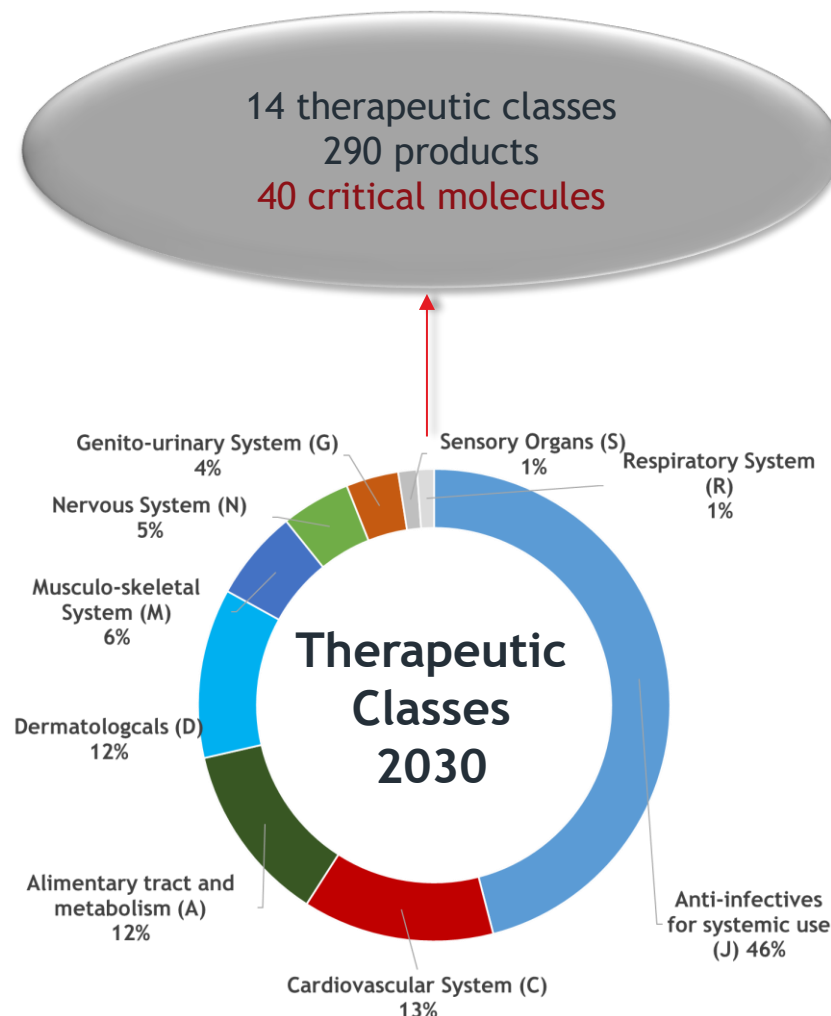
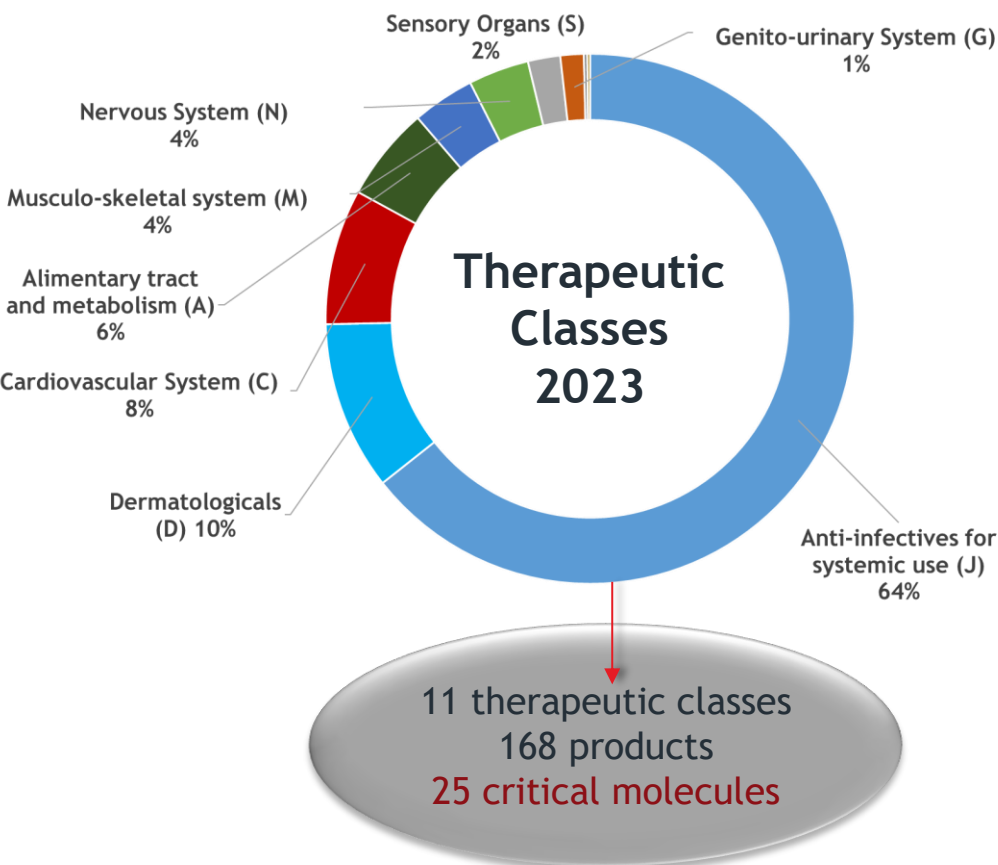
Products used in the treatment of tuberculosis



"Certificate of appreciation" issued by the USP

Antibiotice;s Nystatin API – international quality reference standard

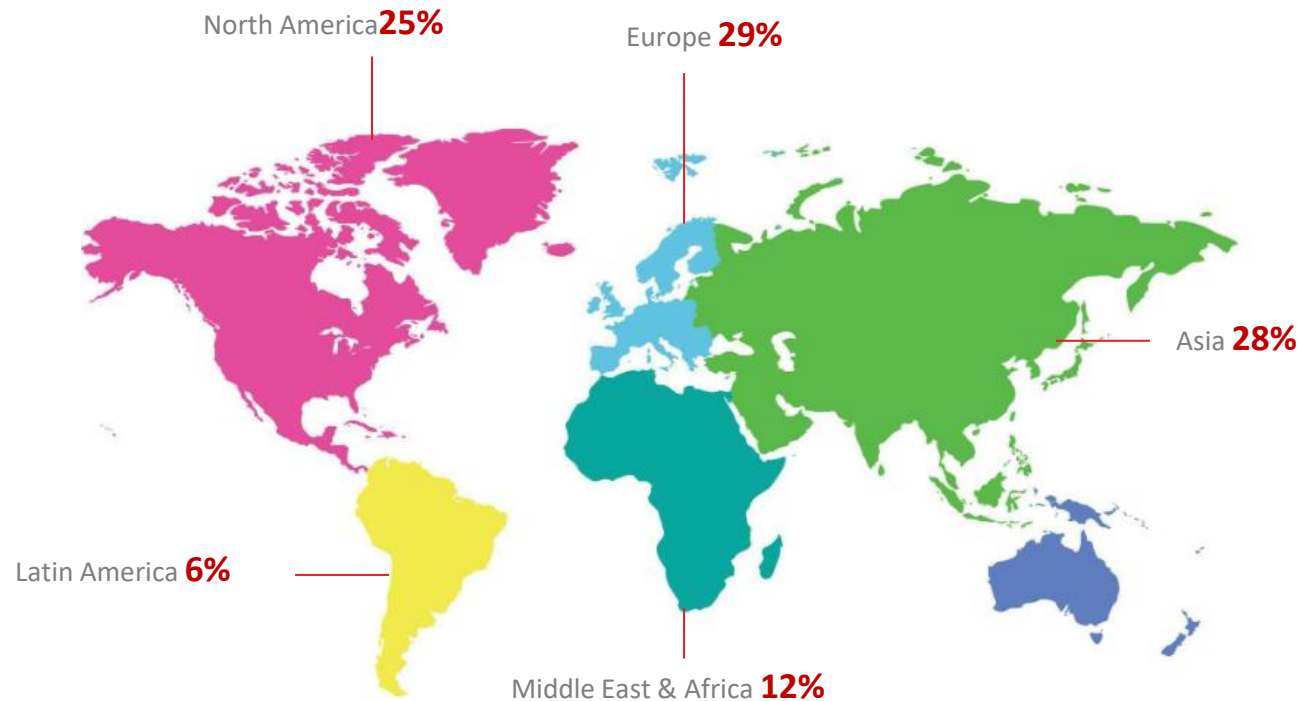
Strategic Health Products



Main targets for portfolio development:

- Portfolio of **oral and injectable anti-infective** medicines
- Portfolio of **anti-infective** medicines for the prophylaxis and treatment of **tuberculosis**
- **Cold & Flu** portfolio
- Portfolio of **topical** preparations
- Portfolio of medicines for the treatment of **cardiovascular diseases**

Antibiotice SA - an International Brand



Marketing and sales agents / Distributors

North America(USA, Canada)
South America (Brazil, Chile)
Europe (UK, Germany, Poland, Nordic countries)
India
China
Saudi Arabia

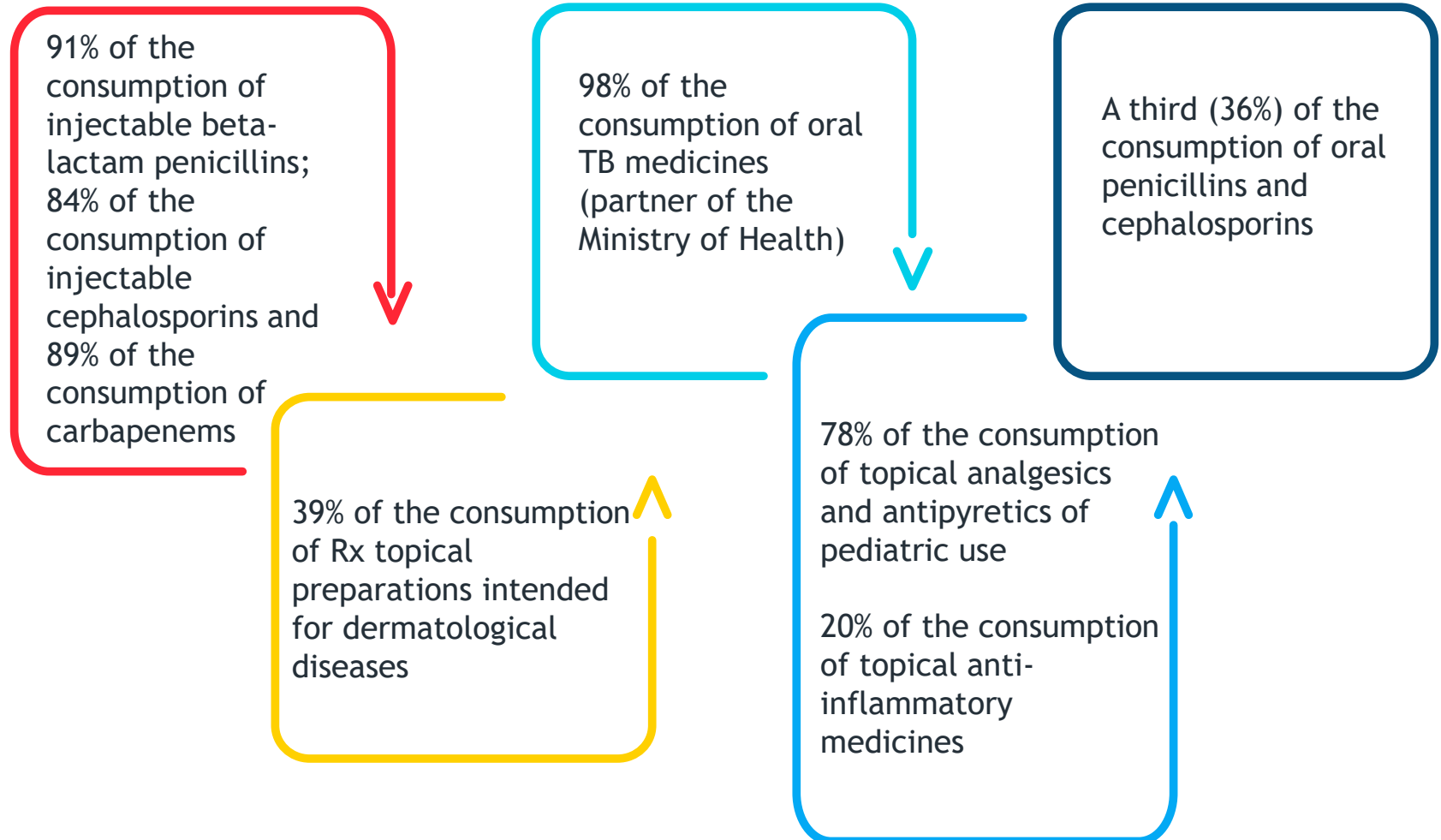
**Worldwide leader in
the production of the
antifungal antibiotic
Nystatin API**

3 business representative offices:

Republic of Moldova
Serbia
Vietnam

Antibiotice SA - a Strategic Company

In the first 9 months of 2024, in the local market, Antibiotice S.A. has supplied:



Antibiotice SA, in the Dynamics of the Future

Business plan 2023 → 2030 - “The Future Together” - Goals

01

Profitability



18 mil. € → 50 mil. €

02

Turnover



120 mil. € → 250 mil. €

03

**Well-balanced employment of
the manufacturing capacities**



70% → 90%

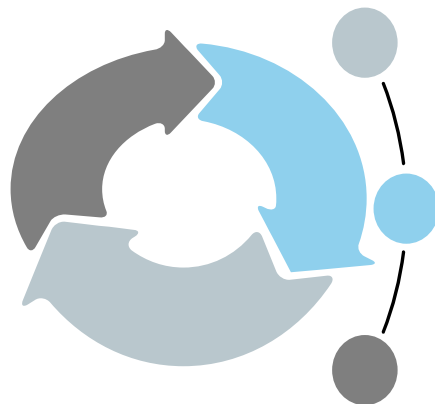
04

**Average monthly net
income per employee**



1,030 € → 2,100 €

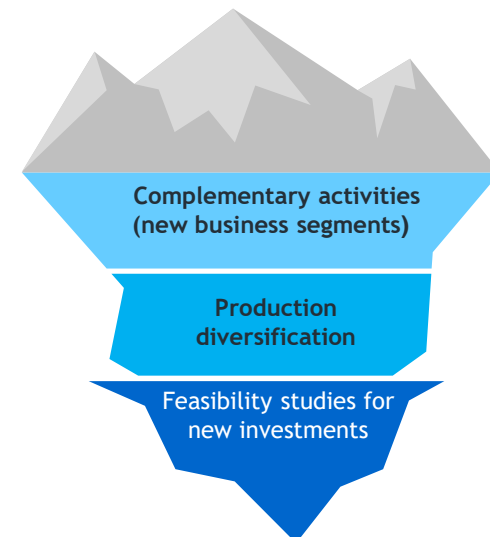
Objectives for the future period



Integration in the value chain of the European pharmaceutical industry

Integration into the European effort to solve health systems problems

Participation in the European API production amid industry trends to reduce reliance on Asian sources

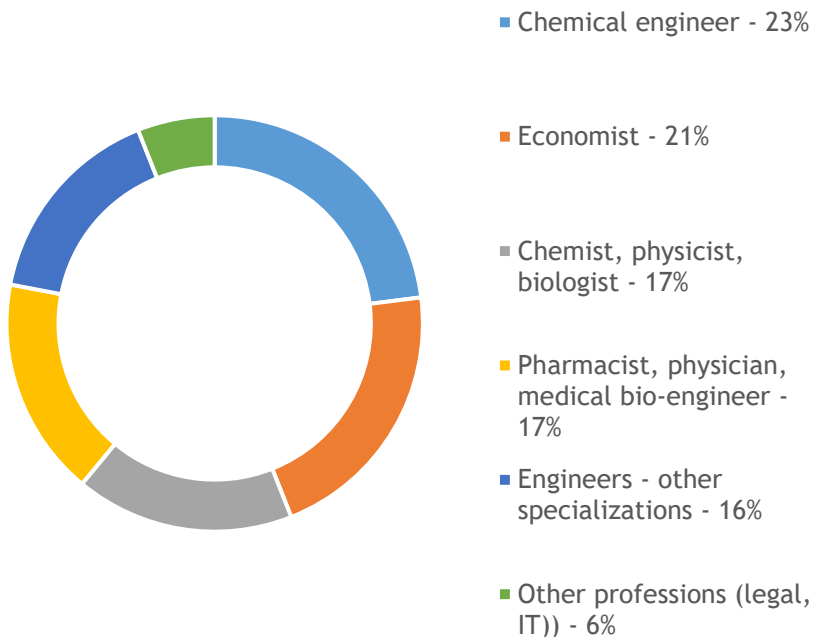


Antibiotice SA - a Company Worth-working for

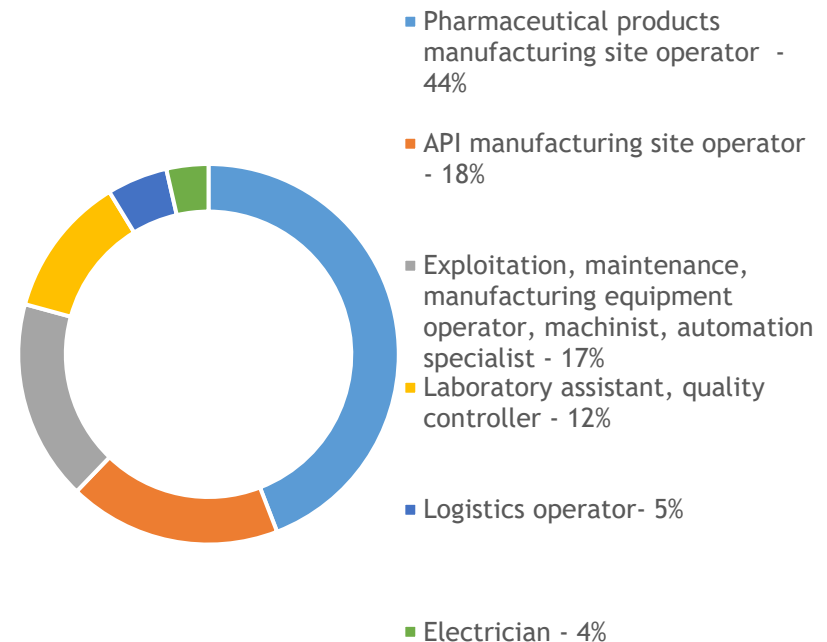
Higher education specialists (51% - 714) **Secondary education professionals (49% - 686)**

1,400 EMPLOYEES

Higher education specialists - 51% of employees
Top specializations



Secondary education professionals (49%)
Top professions



Antibiotice SA – a Company Focused on Knowledge and High-performance

ACADEMIA A+ - recruitment of personnel and development of competencies in business



UNIVERSITY PROGRAMS

Master's and specialization programs

- ☐ Master's program in **Pharmacovigilance**;
- ☐ Master's program in **Regulatory Affairs**;

Internships and career orientation

- ☐ Program **Perform a+** (600 participants in 9 editions)
- ☐ Partnership with the Center of Excellence in Business Administration;
- ☐ Internships for Pharmacy students and residents, chemical engineers, mechanical engineers, electrical engineers;

Common projects:

- ☐ Project “Antibiotice Skills: Students’ Training and Adaptation to the Labor Market” financed through the Education and Employment Program (the European Social Fund).

PRE-UNIVERSITY PROGRAMS

Dual education(3 classes):

- ☐ Dual education class for **operators in the pharmaceutical industry**
- ☐ Dual education classes for **technical professions and rare jobs** (electronics engineer, automation electrician, electromechanical technicians and mechatronics technicians etc.);
- ☐ Internships for **operators** in the pharmaceutical industry and for other technical professions

Common projects:

- ☐ Project “Education in Action: Improving Accessibility and Relevance of Professional and Technical Education by Internships at Antibiotice SA” financed through the Education and Employment Program (the European Social Fund).



Antibiotice SA - Strategic Investments

Investment Plan “The Future Together” - The first INVEST EU project in Romania in partnership with the European Investment Bank

Consolidation

Perspective

Transparency

Reliability

Effectiveness

DIGITALIZATION

Investment value: 9 million EUR

Objective: Increase of efficiency, productivity and adaptability while operating in a regulated pharmaceutical environment.

Benefits:

- improvement of productivity up to 25% depending on the optimized process
- estimated improvement of the decision-making speed up to 32%
- compliance with the pharmaceutical industry and ISO standards relating to security.

Progress of implementation:

- 2024-2025: Implementation of ERP SAP S/4HANA for the integration and optimization of processes, stocks and report-making
- 2026-2030: Extension of the automation process, AI initiation, integration of RPA (Robotic Process Automation) and full digitalization of operational flows.

RESEARCH

INOVA A+

Investment value: 50 million EUR

Objectives:

- ✓ Products development and innovation
- ✓ Development of critical medicine molecules using green technologies
- ✓ Research partnerships with top international companies, academia and national and European research entities
- ✓ Continuous improvement of manufacturing processes to maintain compliance with quality and efficacy standards

PRODUCTION

CRITICAL AND ESSENTIAL MEDICINES

Investment value: 100 million EUR

Sources of finance:

- financing agreement with the Ministry of Finance according to GD 807/2014
- an Invest EU financing agreement with the European Investment Bank
- Regulation (EU) 2024/795 of the European Parliament and of the Council of establishing the Strategic Technologies for Europe Platform
- own sources

Objective: 4 new manufacturing lines

Target – portfolio for:

- major burns therapy (sterile topical preparations)
- open wounds (sterile topical preparations)
- treatment of ophthalmic diseases (sterile topical preparations)
- emergency treatment (sterile solutions)
- treatment of injections addressed particularly in hospitals (injectable penicillins)
- treatment of paediatric infections (oral suspensions)
- treatment of infections in outpatient therapy (oral penicillins - tablets)

Average sale value: 400 million RON/year

■ Antibiotice S.A. - Financial Balance

INDICATORI	U.M.	2000	2005	2010	2015	2020	2022
TOTAL INCOME	mil. RON	63	167	263	350	380	522
NET TURNOVER	mil. RON	62	163	244	332	341	484

TOTAL EXPENSE	mil. RON	57	143	244	318	352	480.3
GROSS PROFIT	mil. RON	6	24	18	32	28	42
GROSS PROFIT RATIO	%	9%	15%	8%	10%	8%	9%

NET PROFIT	mil. RON	4.7	19.7	12.54	27.18	26	38.5
EBITDA (operating profit+ depreciation expense)	mil. RON	8	41	35	49	55	69
TOTAL EXPENSE FOR 1,000 RON of TOTAL INCOME	RON	907	858	930	908	926	920

AVERAGE NO. OF EMPLOYEES	no.	1932	1650	1441	1458	1415	1,355
AVERAGE NET INCOME/ EMPLOYEE	EUR	140	288	479	540	749	860

TOTAL DEBT	mil. RON	27	56	129.3	140	286	215
NET ASSETS	mil. RON	57	156	262.6	395	577	641
DEBT RATIO	%	32%	27%	29%	26%	33%	25%

VALUE OF INVESTMENT PLAN	mil. RON	3.3	15.5	15.2	14.5	48.06	47.4
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■ Antibiotice S.A. - Consolidating the Future Strategically

INDICATORI	U.M.	2023	P* 2024	P* 2025	P* 2026	P*2030
TOTAL INCOME	mil. RON	641	725	824	925	1,289
NET TURNOVER	mil. RON	601	700	800	900	1,258

TOTAL EXPENSE	mil. RON	549	615	694	775	1,039
GROSS PROFIT	mil. RON	92	110	130	150	250
GROSS PROFIT RATIO	%	15%	16%	16%	17%	20%

NET PROFIT	mil. RON	81	104	117	137	225
EBITDA (operating profit+ depreciation expense)	mil. RON	124	156	174	205	305
TOTAL EXPENSE FOR 1,000 RON of TOTAL INCOME	RON	856	848	842	838	806

AVERAGE NO. OF EMPLOYEES	no.	1,352	1,350	1,350	1,350	1,350
AVERAGE NET INCOME/ EMPLOYEE	EUR	1,038	1,191	1,255	1,293	2,100

TOTAL DEBT	mil. RON	292	370	372	389	366
NET ASSETS	mil. RON	847	924	1,084	1,193	1,477
DEBT RATIO	%	26%	29%	26%	25%	20%

VALUE OF INVESTMENT PLAN	mil. RON	98	144	160	220	100
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*P = Plan

■ Antibiotice SA - 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, 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 program through the “Antibiotice - Science and Soul” Foundation: over 10,000 aided people



- Environmental protection programs: “Be Pro Nature! Put Your Heart and Soul!”
- “Prieteniei a+” Park, inaugurated in 2020



■ 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 **1st 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

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 **1st Place** and “**The Best Company in Investor Relations - Main Market, Public Vote**” Award, granted by the Romanian Investor Relations Association (ARIR)
- **Diploma of excellence and Grade 10** for the 5th consecutive year within VEKTOR, a ranking that reflects the quality of communication with investors, made among companies listed on the Bucharest Stock Exchange by ARIR.

A company worth working for

- The award for the most attractive employer in the Romanian pharmaceutical industry, according to “**Randstad Romania Employer Brand Research 2024**”, the most comprehensive employer brand research in the world, ranking by industry

A friendly and responsible brand

- **Gold Level Recognition Award** in the most important sustainability ranking in Romania - Romania Corporate Sustainability & Transparency Index Ranking 2023;
- **The First Prize** at Romanian CSR Awards 2024, Sustainable Companies Gala, in the “Intersectoral Partnership” category for the project “Antibiotics of the third millennium” granted by CSR Media.ro.

Antibiotice

www.antibiotice.ro