70 years of trust, performance and sustainable partnerships

www.antibiotice.ro

Antibiotice

Key results recorded in the first quarter of 2025

180.03 mil lei

total revenues of 180,03 million lei

27.8%

the gross profit cumulated with the claw-back tax value consolidates a business yield of 27.8%

75.9 mil lei

The sales on the international markets were worth 75.9 million lei

4th place

consolidated 4th place in terms of boxed consumption on the Romanian generic and over-the-counter market, with a market share of 4.5%

1st place

maintains its value leadership position in the hospital segment for generic and over-the-counter products, with a market share of 13.6%

2.37 lei

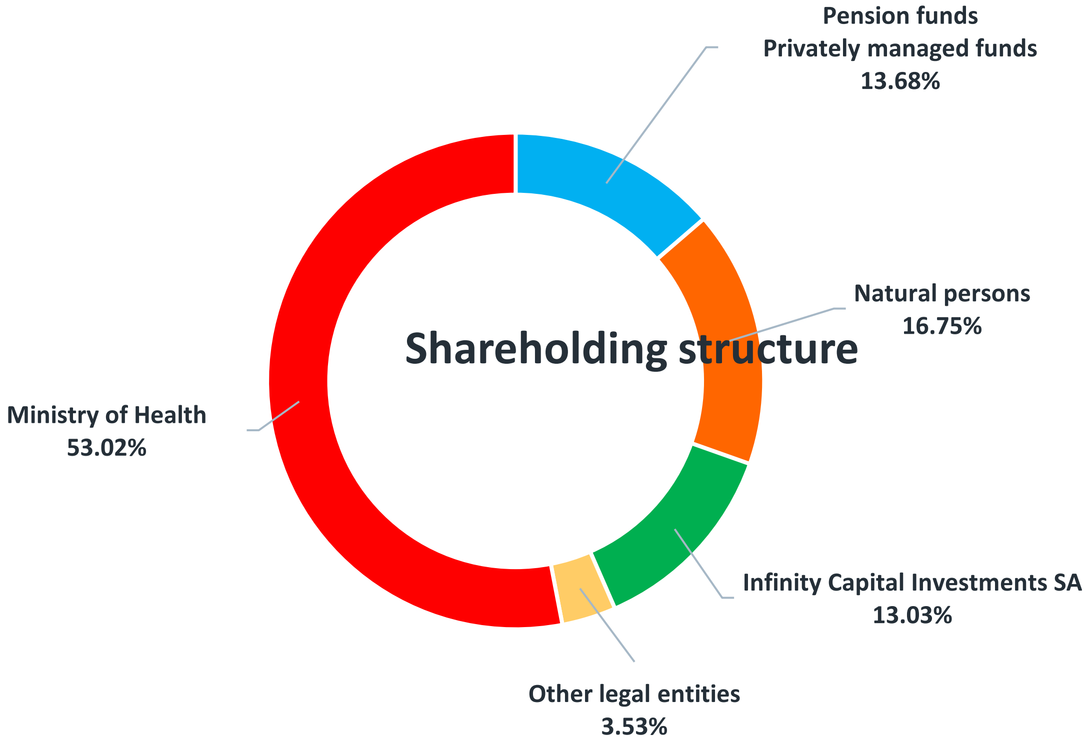
The average share value was 2.3745 lei/share.

+3.6%

consolidates the net accounting asset at the value of 927 million lei, 3.6% higher compared to the value as of 31.03.2024

A performance-oriented company

Symbol	ATB
Market	Main
Listing date	April 16, 1997
Capitalization	1.48 bill. lei*
Nominal value	0.10 lei/share
Number of shares	671,338,040
Share capital	67 milion lei
Minimum price	2.16 lei
Maximum price	2.63 lei



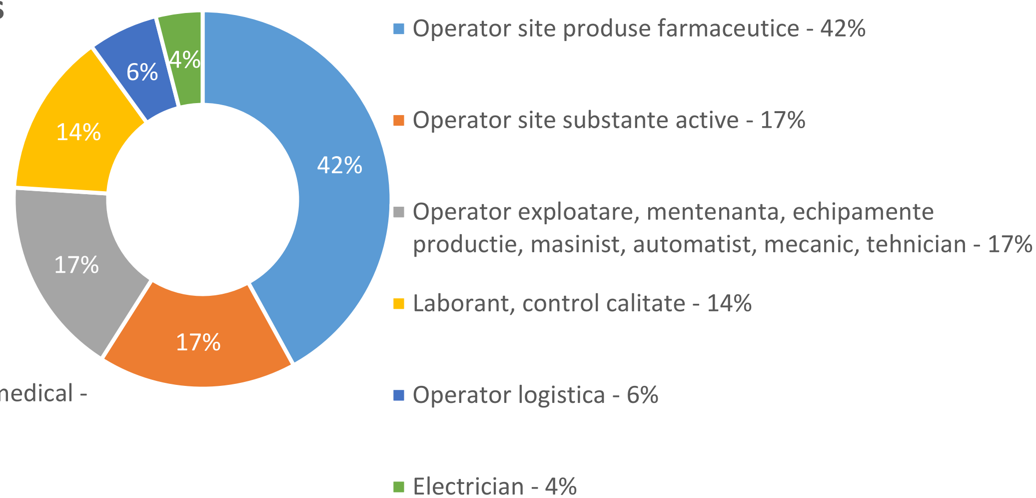
* *Information valid on March 31, 2025*

Antibiotice - a company worth working for

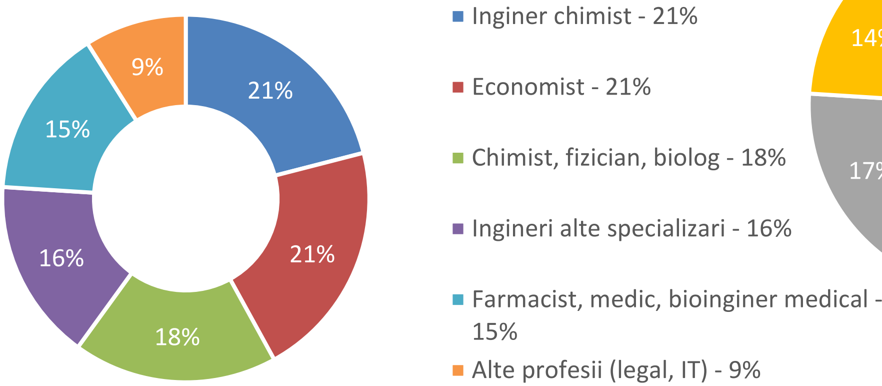
Higher education specialists (52% - 722)	Secondary education professionals (48% - 655)

1377 EMPLOYEES

Secondary education personnel - 48% employees
Top professions



Higher education specialists - 52% employees
Top specializations



The degree of staff retention by departments at the level of the first quarter of 2025 of 98.82%.

Antibiotice - a knowledge and performance-oriented company

ACADEMIA A+ - staff recruitment and business skills development

TECHNICAL COLLEGE A+

BUSINESS SCHOOL A+

UNIVERSITY LEVEL

Internships and career guidance

- ❑ Internship for second year pharmacy residents - January - May 2025.

Trainings on Quality Assurance, Regulatory Affairs, Pharmacovigilance and knowledge of the activity in the production sites of Parenteral Products and Solid Oral Use Products Capsules.

Joint projects:

- ❑ Project "Antibiotice Skills: Improving students' skills and adapting them to the labor market" funded by the Education and Employment Program (ESF) - includes 251 students.

The financing contract was signed, with implementation from 01.03.2025, the employment contracts for the project management team were registered and the implementation team was established.

UNDERGRADUATE LEVEL

Internships

- ❑ Internships for students pursuing qualifications of interest to the company:
  - laboratory technician-18 12th grade students and 22 11th grade students
  - pharmaceutical and cosmetic industry operative - 22 students in the 9th grade dual and 18 students in the 11th grade
  - Electro-mechanical technician – 20 12th grade students
  - electronics technician – 12 ninth grade dual students

Joint projects:

- ❑ Project "Education in Action: Improving the Accessibility and Relevance of Vocational and Technical Education through Internships within Antibiotice S.A." funded by the Education and Employment Program (ESF) with a target group of 254 students.

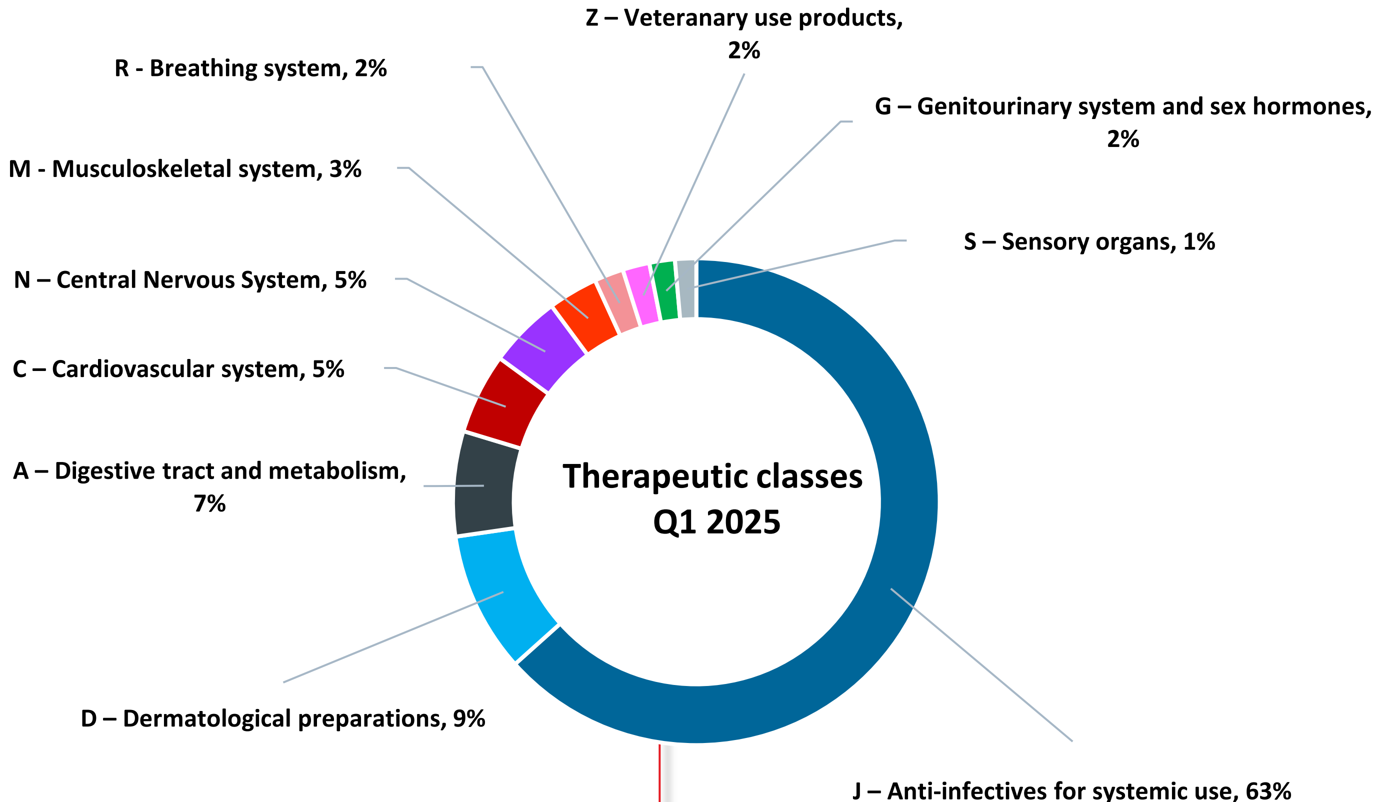
Employment contracts were concluded with the project team, working meetings were organized between the ATB project team and the representatives of the partner high schools, the methodologies for selecting students in the target group were established and published, and the schedule of internships for the second quarter was established.

UNIVERSITATEA „ALEXANDRU IOAN CUZA" din IAȘI

UNIVERSITATEA DE MEDICINĂ ȘI FARMACIE GRIGORE T. POPA IAȘI

USV 1842

Strategic health products



11 therapeutic classes
> 500 marketing authorisations in 42 countries
188 products
25 critical molecules/
50 critical products
3 new products in Q1-2025

Antibiotice

Antibiotice - in service of life for a lifetime

Quarter I 2025
A portofolio of 188 products, of 11 therapeutic classes

Oral Solid Forms Division

89 products, of which **3 new products**:

- 1 prescription product intended for hormone replacement therapy – **Hidrocortizon tablets**
- 1 food supplement product intended for women's health during menopause – **Zifelle Meno**
- 1 food supplement product for men's health– **Urexpert Prostate**

Topical Forms Division

55 products, of which:

- medicines for human use
- Medicines for veterinary use
- Dermato-cosmetic products

Sterile Products Division

40 products for human use:

- prescription products from the therapeutic class – anti-infectives for systemic use (from the class of β-lactam penicillins, cephalosporins, carbapenems, polymyxin, tetracycline, glycopeptides)
- Over-the-counter products - OTCs.

Active Substances Division

The range of active substances **Nystatin** is obtained through biosynthetic processes by cultivating the microorganism *Streptomyces noursei*

Antibiotice - on the Romanian pharmaceutical market

In Quarter I of 2025 on the domestic market, Antibiotice S.A.:

consolidated sales in the market worth **131.8 million lei**

maintains its **4th place** (out of a total of 361 companies) in box consumption, in the generic prescription and non-RX drug segment (with a market share of 4.5%)

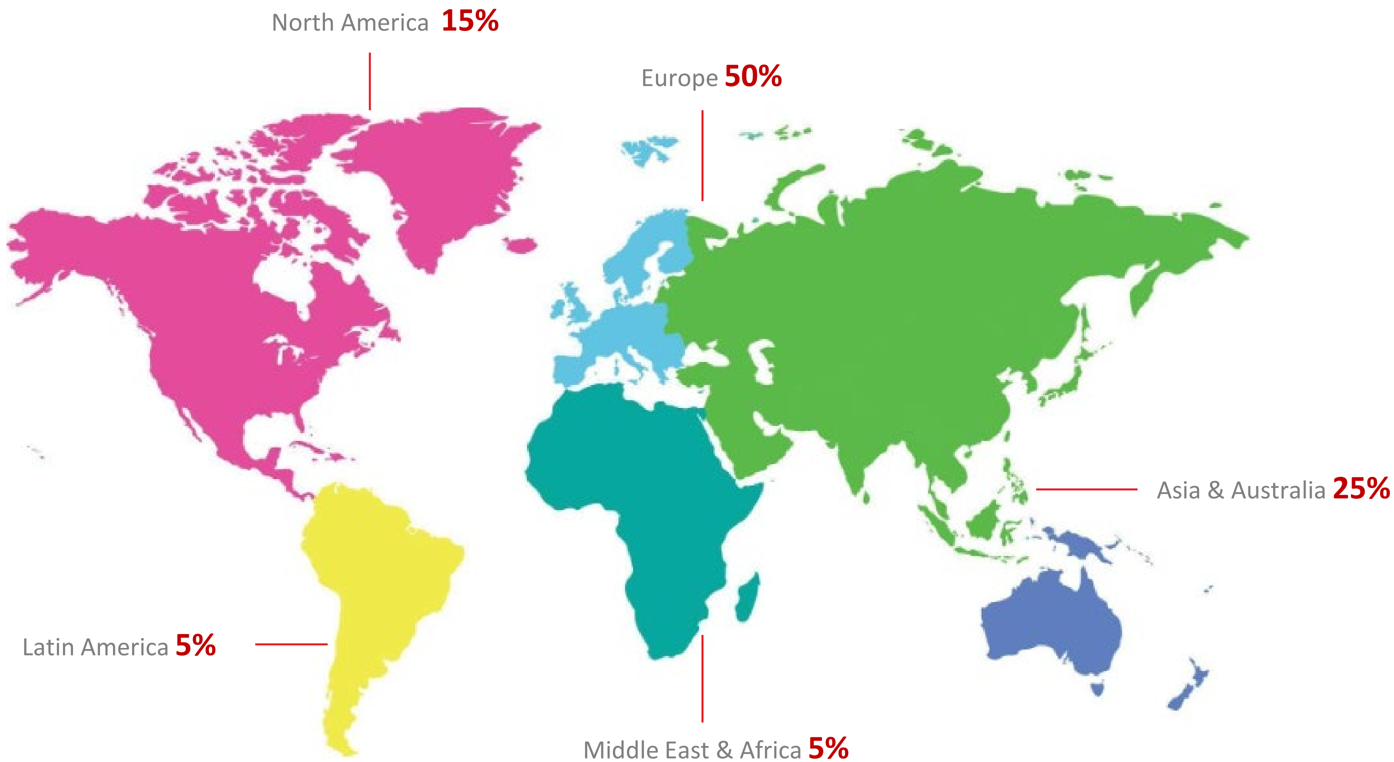
ranks **3rd**, by number of boxes in the total market for capsule pharmaceutical form (5.6% of a total of 194 companies)

is **the quantitative leader** (UI) in the total market for ointments (19.9% of a total of 132 companies), suppositories and ovules (33.4% of a total of 51 companies) and injectable powders (60.2% of a total of 57 companies)

is **the value leader** in the segment of generic prescription and non-RX medicines sold in hospitals, with a market share of 13.6%, in a market in which 221 companies operate

**According to the data source CEGEDIM Sell Out Romania March 2025*

Antibiotice - an international brand



Marketing and Sales Representatives / Distributors
North America (USA, Canada)
South America (Brazil, Chile)
Europe (UK, Germany, Italy, Northern Countries)
India
China

World leader in the manufacture of the active ingredient antifungal antibiotic Nystatin

4 business offices:
Republic of Moldova
Serbia
Vietnam
Saudi Arabia

Antibiotice - an internationally recognized Romanian brand

Turnover on international markets

75.9 million lei

Through the Nystatin range of active substances, Antibiotice has consolidated its **leading position on the global market**. Significant progress has been made in development projects in North America and Latin America

Revenues from the sale of finished products were 50.4 million lei in the first quarter

In the first quarter of 2025, larger deliveries were made to the European market and negotiations continued with Germany, Italy, Spain, Poland, Hungary, the Czech Republic, Slovakia.

In Vietnam, our company launched four cardiovascular products through two new partners

Applying business consolidation principles

No.	Calculation method	Indicators	31.03. 2025	31.03. 2024	31.03.2025/ 31.03.2024
1	1=2+3+4	Revenue from customer contracts (turnover) + Changes in finished goods inventories and work in progress + Revenue from fixed assets projects:	175,441,617	191,166,444	-8%
2		Revenue from customer contracts (net turnover):	161,117,259	182,846,610	-12%
3		Changes in finished goods inventories and work in progress	11,768,780	5,384,218	119%
4		Revenue from fixed assets projects	2,555,578	2,935,616	-13%
5		Raw material expenses	38,074,629	43,750,571	-13%
6		Material expenses	2,844,165	4,088,994	-30%
7		Expenses on finished products made on partner sites	18,599,300	21,480,162	-13%
8	8=1-5-6-7	Gross margin	115,923,523	121,846,717	-5%
9	9=8/1	Gross margin (%)	66,08%	63,74%	4%
10	10=11+12	External operating expenses:	18,018,677	19,190,758	-6%
11		Expenses for electricity, natural gas and drinking water	7,199,052	6,807,503	6%
12		Expenses for services performed by third parties	10,819,624	12,383,255	-13%
13	13=8-10	Added Value	97,904,847	102,655,959	-5%
14		Tax and duty expenses	12,720,758	13,108,968	-3%
15		Employee benefit expenses	39,369,450	34,752,685	13%
16		Depreciation expenses	12,822,436	10,530,481	22%
17		Adjustments for depreciation of current assets, net	-3,633,122	0	
18		Other operating income	312,795	220,306	42%
19		Other operating expenses	645,899	4,673,618	-86%
20	20=13-14-15-16+/-17+18-19	Other operating expenses (EBIT)	36,292,220	39,810,512	-9%
21		Financial result	-948,511	-687,383	38%
22		Total income	180,032,464	192,527,656	-6%
23		Total expenses	144,688,755	153,404,527	-6%
24		Gross result	35,343,709	39,123,129	-10%
25		Income tax	2,701,462	1,808,411	49%
26		Net result	32,642,247	37,314,718	-13%
27	27=24/2	Gross profit margin (EBT margin)	21,94%	21,40%	3%
28		Claw back tax expenses	9.500.000	10.050.000	-5%
29	29=(24+28)/2	Gross profit profitability + claw-back tax	27.83%	26.89%	3%
30	30=26/2	Net profit profitability	20.26%	20.41%	-1%

Implementation of the investment plan for Quarter I 2025

Total investments: 11.25 mil. lei

- The development of the product portfolio through own research: 2.32 million lei;
- The product development through in-licensing: 0.19 million lei;
- The modernization of the research laboratory: 1.71 million lei;
- The investments in new production sites: 0.96 million lei;
- The digitalization strategy: 2.88 million lei.

investments for strategic development- 8.06 mil. lei

- The adaptation to development trends of the industrial platform, utility supply and distribution infrastructures, storage of raw materials and finished products, transport and connection to the national road system: 2.79 million lei;
- investments in the Integrated Management System (Quality, Environment, Sustainability, Occupational Health and Safety: 0.19 million lei;
- investments in the modernization of existing sites and equipment: 0.21 million lei.

Investments to strengthen the business - 3.19 mil. lei

1955
2025

Creștem. Evoluăm.
Inspirăm.

Antibiotice

Știință și suflet

www.antibiotice.ro