1955
2025

Creștem. Evoluăm.
Inspirăm.

Antibiotice

70 years of trust, performance and lasting partnerships

www,antibiotice,ro

Key results in the first 9 months of 2025

498.2 mil lei

Total revenue of 498.2 million lei

17.4%

Gross profit cumulated with the value of the claw-back tax consolidates a business return of 17.4%

202.6 mil lei

Export sales were worth 202.6 million lei

Ranked 4th

Consolidated in terms of consumption (no. of boxes) on the Romanian prescription and non-prescription generics market, with a 4.8% market share

Ranked 1st

Maintains the leadership position in terms of value in the hospital segment for prescription and non-prescription generics, with a 13.6% market share

2.3158 lei

Average value of share: 2.3158 lei/share

+5%

Consolidate the net book asset at the value of 923 million lei, up 5% compared to the value recorded on 30.09.2024

Factors affecting Antibiotice's performance

International competitive factors:

- Changes in US tariff policy generated the reestablishment of partnerships both in the US market and intensification of competition in other areas (Europe, Asia, Australia);
- Global economic fluctuations influenced the evolution of the exchange rate.

Fiscal measures implemented in Romania:

- Fiscal measures led to a reduction in traffic and non-essential purchases, with patients focusing on chronic treatments;
- Inflation and reduced purchasing power (real decrease in purchasing power by 5% in the last 10 months, allocation of a smaller percentage for health: from 7.1% in the first quarter, to 6.3% in the second quarter:

  → lower demand for medicines, especially for non-prescription medicines;

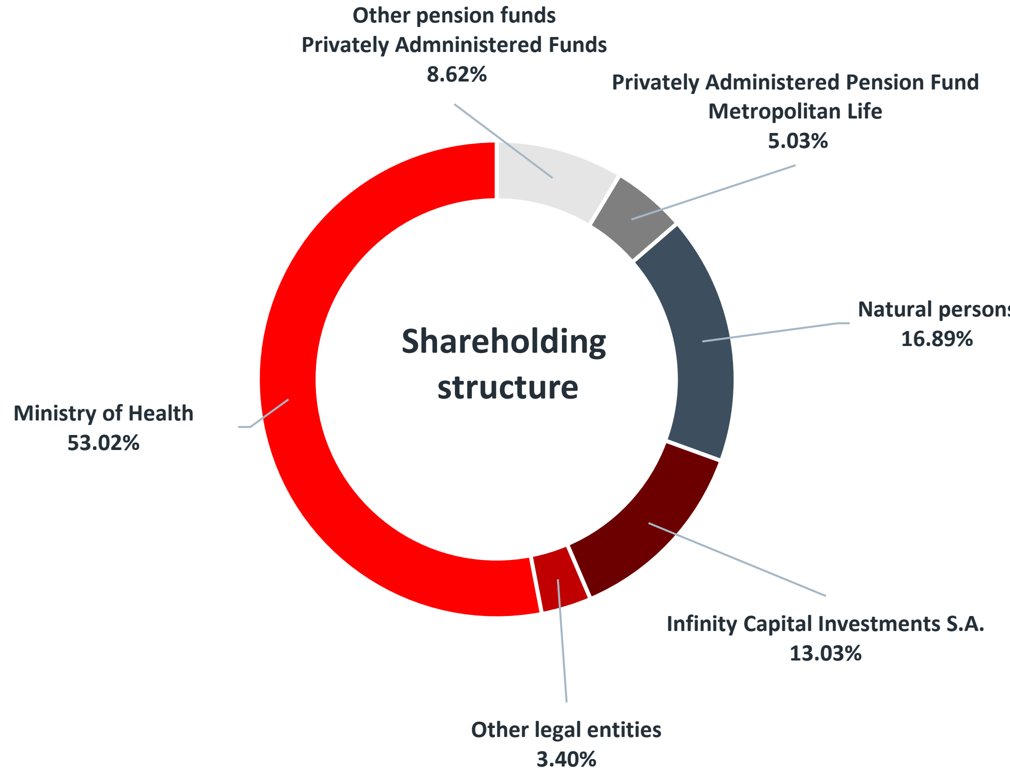
  → the decline in demand and postponement of therapies (e,g, a 2% reduction in treatment days for topical products or a 3.7% reduction for prescription cardiovascular products);
- Reduced health budgets → smaller purchases of medicines (România has the lowest share in the European Union – health spending relative to a GDP of 5.7%, like Luxemburg, well below the EU average of 10%)
- Delays in CNAS settlements → financial instability and low level of charges in pharmacies;
- VAT increase (August 2025) → cascading effects throughout the value chain.

Competitive factors in Romania:

- Increase in competition on the domestic market → higher commercial efforts, more intense promotions and discounts on the generic segments.

Antibiotice SA - a performance-oriented company

- ATB symbol
- Listing date: April 16, 1997
- Market capitalization: 1.73 billion lei*
- Number of shares: 671,338,040
- Nominal share value: 0.10 lei/share
- Share capital: 67 million lei
- Minimum price: 1.75 lei/share
- Maximum price: 2.72 lei/share



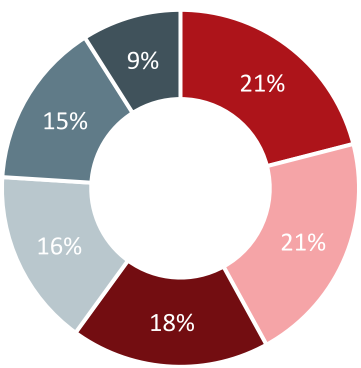
Information valid as of September 30, 2025

Antibiotice - a company worth working for

Highly-educated specialists (53% - 725)	Professionals with secondary education (47% - 644)

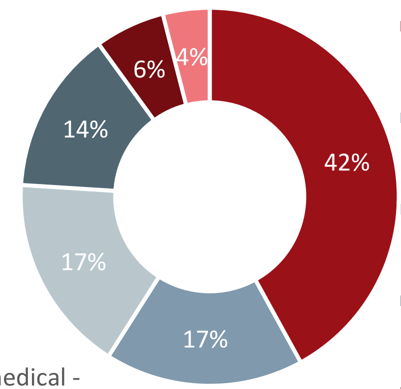
1,369 EMPLOYEES

Highly-educated specialists - 53% employees
Top fields of specialization



- Inginer chimist - 21%
- Economist - 21%
- Chimist, fizician, biolog - 18%
- Ingineri alte specializari - 16%
- Farmacist, medic, bioinginer medical - 15%
- Alte profesii (legal, IT) - 9%

Professionals with secondary education - 47% employees
Top professions



- Operator site produse farmaceutice - 42%
- Operator site substante active - 17%
- Operator exploatare, mentenanta, echipamente productie, masinist, automatist, mecanic, tehnician - 17%
- Laborant, control calitate - 14%
- Operator logistica - 6%
- Electrician - 4%

→ 9816% - employee retention rate as of 30.09.2025

Antibiotice - a knowledge- and performance-driven company

ACADEMY a+ - a knowledge management platform (staff recruitment and business skills development)

TECHNICAL COLLEGE a+ | **BUSINESS SCHOOL a+**

PRE-UNIVERSITY ENVIRONMENT	UNIVERSITY ENVIRONMENT

PRE-UNIVERSITY ENVIRONMENT

Student and pupil internships:

- tehnician laboratory technician - 18 pupils from 12th grade and 22 pupils from 11th grade;
- operator in the pharmaceutical and cosmetic industry - 22 pupils from the 9th grade dual and 18 pupils from the 11th grade;
- electromechanical technician - 20 pupils from the 12th grade;
- low voltage electrician - 12 pupils from the 9th grade dual;
- mechatronics technician - 15 pupils from the 10th grade;
- electronics technician - 12 pupils from the 9th grade dual;
- automation technician - 21 pupils from the 11th grade and 21 pupils from the 10th grade;
- Since the 2025-2026 school year: dual education for refrigeration technician - 12 pupils, mechanical locksmith - 12 pupils.

Projects with P.E.O. funding:

- 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 Programme (ESF) with target group of 254 pupils. In the reporting period, 93 pupils completed their internships, of which 32 pupils obtained professional certification upon graduation from the courses.

UNIVERSITY ENVIRONMENT

Internships and career guidance for students:

- 12 second year pharmacy residents and 15 students of the Regulatory Affairs master's program - "Gr.T.Popa" University of Medicine and Pharmacy Iasi (program initiated in 2023);
- 3 students from the Faculty of Mechanical Engineering and Industrial Management, Gh. Asachi University;
- 4 first year master students in Microbial Technologies from the Faculty of Biology of the „Al.I.Cuza" University Iasi;
- Educational visits for 120 fifth-year students from the Pharmacy Faculty, "Gr.T.Popa" University of Medicine and Pharmacy Iasi " Iasi and 20 students from the Center of Excellence at the Faculty of Economics and Business Administration of the "Al.I.Cuza" University of Iasi;
- Initiation of the Performa+ project, the 9th edition, taking place between October - November 2025.

Projects with P.E.O. funding:

- Project "AntibioticeSkills: Student improvement and their adaptation to the labor market" funded by the Education and Employment Program (ESF) - target group : 251 students,

In the reporting period, internships were carried out for 102 students.

UNIVERSITATEA „ALEXANDRU IOAN CUZA" din IAȘI

UNIVERSITATEA DE MEDICINĂ ȘI FARMACIE GRIGORE T. POPA IAȘI

USV 1842

Antibiotice

Antibiotice
In the service of life for a lifetime

12 therapeutic classes – 195 products
> 500 marketing authorizations în over 50 countries
25 critical molecules/
50 critical products
10 new products in the first 9 months of 2025

Oral Solid Products Division

95 products, of which **9 products are new**:
Hidrocortizon tb
Prescription-only product
Zifelle Meno - intended for women's health
Urexpert Prostata - intended for men's health
Soriso Focus - intended to maintain cognitive function
Almacor Duo (3 concentrations)
for hypertension
Ranolazina (2 concentrations)
intended for the symptomatic treatment of patients with angina pectoris

Topical Products Division

56 products, of which **1 product is new**:

- **Cutaden Repair**

intended as adjuvant therapy in atopic dermatitis

Sterile Products Division

40 products for human use:

- prescription products from the therapeutic class “anti-infectives for systemic use” (β-lactam penicillins,cephalosporins, carbapenems, polymyxin, tetracyclin, glycopeptides)
- Non-prescription products - OTCs (Over the Counter)

Active Substances Division

The range of active substances **Nystatin** is obtained through the process of biosynthesis, by cultivating the microorganism **Streptomyces noursei** on nutrient media, followed by isolation and purification processes of the active substance.

Antibiotice - in the pharmaceutical market in Romania

In the first 9 months of 2025, on the domestic market, Antibiotice S.A.:

ranked 1st, as number of boxes in the total anti-infectives market, oral dosage forms (22.7% out of a total of 45 companies),

mantained its **4th rank** (out of a total of 372 companies) in terms of consumption (no. of boxes) on the segment of generic prescription medicines and non-Rx (4.8% market share);

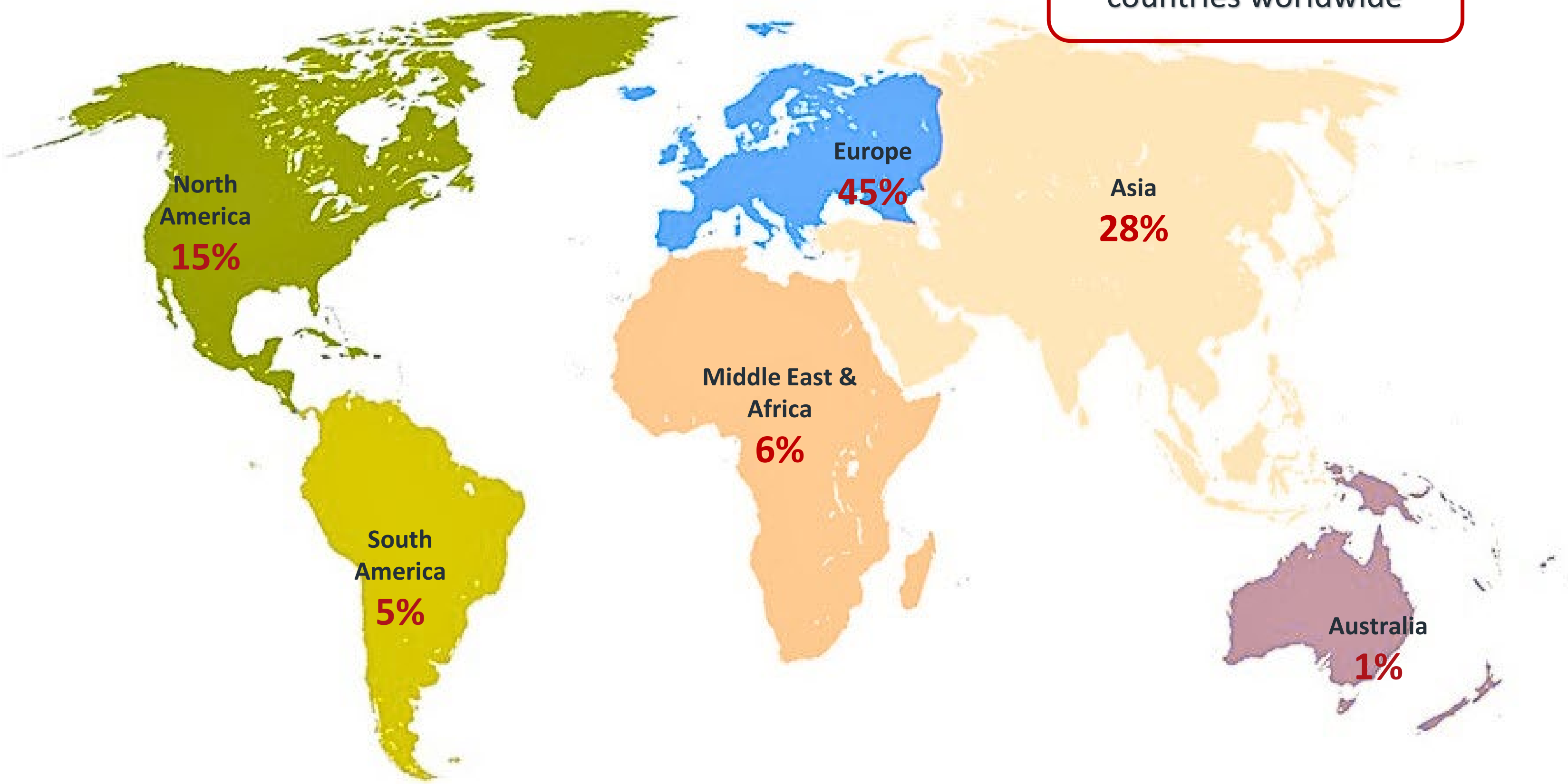
leader in terms of quantity (IU) in the total market for the following pharmaceutical dosage forms: ointments (19.6% out of a total of 131 companies), suppositories and pessaries (32.4% out of a total of 53 companies) and powders for injection (59.8% out of a total of 60 companies)

leader in terms of value on the segment of generic prescription medicines and non-Rx traded in hospitals, with a 13.6% market share, in a market where 248 companies operate

*according to the data source CEGEDIM Sell Out Romania, September 2025

Antibiotice - an international brand

Present in over 50 countries worldwide



Commercial representative offices (marketing and sales)
North America (USA, Canada)
South America (Brazil, Mexico, Columbia)
Europe(UK, Germany, Italy, the Nordic Countries)
India
China
Australia

World leader in the production of active substance Nystatin, an antifungal antibiotic

4 business representative offices:
Republic of Moldova
Serbia
Vietnam
Saudi Arabia

(%) - Share of sales by geographical area in total export of Antibiotice (the first 9 months of 2025)

Antibiotice - an internationally recognized Romanian brand

Through the range of active substances Nystatin, Antibiotice has consolidated its **leading position in the global market**, Progress has been made in development projects in the South America for balancing the territorial exposure in the Americas.

International turnover 202.6 million lei

Europa remains the main market, this being part of the company’s strategy.

The increasing sales were achieved both in markets where Antibiotice has an established presence (UK, the Nordic Countries, Hungary, Serbia, the Baltic Countries) and in new markets where projects have been initiated in the last two years,(Italy, France, Poland, Czech Republic, Bulgaria).

In the first 9 months of 2025, revenues from the sale of finished products increased by 3% compared to the same period of the previous year.

Antibiotice - an internationally recognized Romanian brand

Europe - the main engine in the company's territorial expansion plan.

Sales growth

- ✓ **Sales growth in new territories accessed in the last 2 years** (Italy, France, Poland, Bulgaria, Czech Republic) by developing the portfolio for hospitals

New projects implemented

- ✓ First deliveries were made in the largest market in Europe – Germany
- ✓ New contracts were signed for 4 products

Portfolio consolidation and development

- ✓ **multiannual** tenders awarded for 2026-2027 in the UK, Northern Ireland, Italy
- ✓ Portfolio expansion continues in Europe with new projects under implementation, with sales contribution starting from 2027-2028

We run development projects also in the current ATB territories from the **Asia-Pacific region (Vietnam) and Middle East (United Arab Emirates, Saudi Arabia, Iraq)** where we identified potential for the products from the Antibiotice portfolio.

Applying business consolidation principles

No,	Calculation method	Indicators	30.09.2025	30.09.2024	30.09.2025/ 30.09.2024
1	**1=2+3+4**	**Revenue from customer contracts (turnover) + Changes in finished goods inventories and work in progress + Revenue from fixed assets projects:**	**483,591,409**	**504,157,428**	-4%
2		Revenue from customer contracts (net turnover)	468,355,688	506,052,026	-7%
3		Changes in finished good inventories and work in progress	7,429,099	-10,083,362	-174%
4		Revenue from fixed assets projects	7,806,622	8,188,764	-5%
5		Raw material expenses	101,665,476	93,812,752	8%
6		Material expenses	11,586,763	12,591,283	-8%
7		Expenses on finished products made on partner sites	59,317,539	61,327,743	-3%
8	**8=1-5-6-7**	**Gross margin**	**311,021,631**	**336,425,651**	-8%
9	**9=8/1**	**Gross margin (%)**	**64,31%**	**66,73%**	-4%
10	**10=11+12**	External operating expenses:	53,875,989	52,852,945	2%
11		Expenses for electricity, natural gas and drinking water	15,011,858	11,479,998	31%
12		Expenses for services performed by third parties	38,864,130	41,372,947	-6%
13	**13=8-10**	**Added value**	**257,145,643**	**283,572,706**	-9%
14		Tax and duty expenses	40,307,269	39,100,201	3%
15		Employee benefit expenses	125,742,847	114,310,723	10%
16		Depreciation expenses	39,365,429	33,044,582	19%
17		Adjustments for depreciation of current assets, net	-10,465,028	-2,842,436	268%
18		Other operating income	791,617	2,453,220	-68%
19		Other operating expenses	2,235,023	6,266,726	-64%
20	**20=13-14-15-16+/-17+18-19**	**Operating profit (EBIT)**	**60,751,720**	**96,146,130**	-37%
21		**Financial result**	-8,928,778	-3,955,249	126%
22		**Total income**	498,212,639	511,050,765	-3%
23		**Total expenses**	446,389,697	418,859,882	7%
24		**Gross result**	**51,822,942**	**92,190,881**	-44%
25		**Income tax**	9,185,720	4,254,353	116%
26		**Net result**	**42,637,222**	**87,936,528**	-52%
27	**27=24/2**	Gross profit profitability (marja EBT)	11,06%	18,22%	-39%
28		Claw back tax expenses	29,676,468	29,333,420	1%
29	**29=(24+28)/2**	Rentabilitate Gross profit profitability+claw-back tax	17.40%	24.01%	-28%
30	**30=26/2**	Net profit profitability	9.10%	17.38%	-48%

Implementation of investment plan in the first 9 months of 2025

Total investment: 47.26 mil lei

- developing the product portfolio through in-house research: 7.26 million lei;
- product development through in-licensing: 0.86 million lei;
- research laboratory modernization: 1.98 million lei;
- investments in new production sites: 4.37 million lei;
- digitalization strategy: 13.54 million lei.

Investments for strategic development 28.01 mil lei

- adapting the industrial site, supply and distribution infrastructures, utilities, storage of raw materials and finished products, transportation and connection to the national road system to the current development trends: 9.28 million lei;
- investments in the Integrated Management System (Quality, Environment, Sustainability, Occupational Health and Safety): 2.49 million lei;
- investments in modernizing the existing sites and equipment: 7.48 million lei

Investments for business consolidation 19.25 mil lei

Antibiotice a+

Cofinanţat de Uniunea Europeană

Program Sănătate

„INOVA a+ Research & Development Center and production of critical medicines”, SMIS 342451 code

Sponsor: Ministry of Investments and European Projects

Funding program: Health Program, Priority 9, Action A

Call for projects: "Support for STEP-compatible projects submitted within the call for project ideas in the health field / with applicability in the health field conducted by AMPS

STEP domains: Biotechnologies and Critical Medicines

Total value project (eligible+ ineligible), excluding VAT	EURO	LEI
	75,266,784,82	374,512,468,13
Eligible value	69,556,772,82	346,100,590,22
EU contribution	36,432,691,43	181,281,786,00
Contribution of Antibiotice S,A, to the eligible expenses (co-financing)	33,124,081,40	164,818,804,22

General objective: making an investment that contributes to the objectives of the *Strategic Technology Platform for Europe (STEP),* according to art. 2 of EU Regulation no. 795 of 2024, by developing research and development facilities and production of critical medicines within Antibiotice S.A., until the end of 2029.

Implementation duration: 48 months;

Implementation period: November 11, 2025 – November 10, 2029.

Antibiotice a+

Cofinanțat de Uniunea Europeană

GUVERNUL ROMÂNIEI

Program Sănătate

(1) „INOVA a+" Research-Development Center

The STEP project involves developing a modern research – development facility, INOVA a+, which will generate innovative solutions and technology transfer in the field of **biotechnologies** and **critical medicines.**

Cofinanțat de Uniunea Europeană

Program Sănătate

(1) „INOVA a+" Research-Development Center

Dimensions:

- Built-up area: 2,422.30 mp
- Total built-up area: 6,733.40 mp
- Building height: ground floor, the first floor 1, the second floor 2

Laboratories: biosimilars, genetics-proteomics, general analytics, nanotechnologies

Other spaces: amphitheater, virtual library

Construction duration : 24 months

Total value (construction, equipment, R&D raw materials): 166 million lei

Cofinanțat de Uniunea Europeană

Program Sănătate

(2) Critical medicines manufacturing site

The STEP project involves developing a new **critical medicines manufacturing site (sterile powders for injection – betalactam antibiotics)**, which will significantly reduce Romania's and the European Union's dependence on suppliers outside the EU.

Antibiotice a+

Cofinanțat de Uniunea Europeană

Program Sănătate

(2) Critical Medicines Manufacturing Site

Dimensions:

- Built-up area: 1,705 mp
- Total built-up area: 3,410 mp
- Building height: ground floor, partial floor

Construction duration : 12 months

Total value (construction, equipment): 207 million lei

Production capacity: 100 million vials/year

Finished products: 13 critical medicines, connected to the critical STEP technologies

„INOVA a+ Research-Development Center and production of critical medicines”, SMIS 342451 code

How the project will generate a positive long-term effect

Company-level multiplier effects

- Developing the portfolio of critical medicines and consolidating revenues;
- Specialization of personnel in leading areas of the pharmaceutical industry (biosimilars);
- Development of strategic intangible assets (patents, know-how) with long-term impact.

Local and national multiplier effects

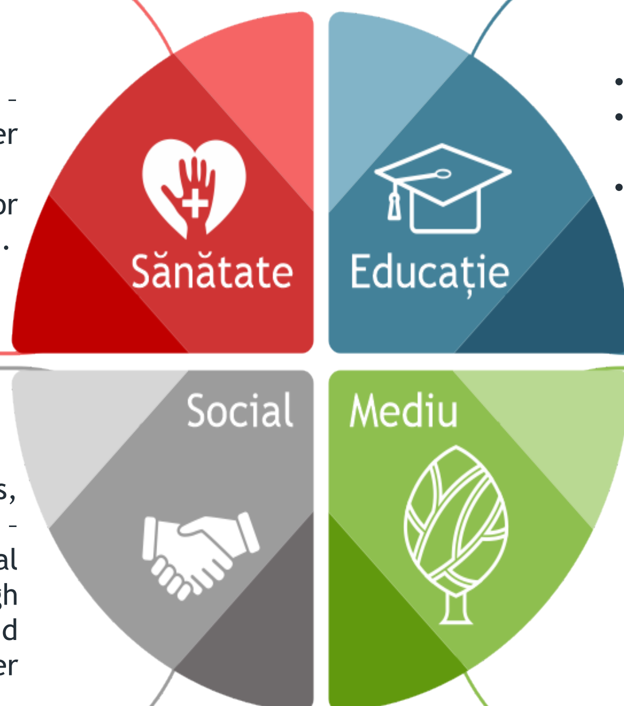
- Strengthening Romania's competitiveness in the field of pharmaceutical research and development;
- Connecting academic innovation with industrial production to create added value;
- Improving the public health through the access to the affordable, high-quality medicines.

European multiplier effects

- Contribution to the strategic autonomy of the European Union in the pharmaceutical field;
- Securing the supply chains for critical medicines;
- Increasing the resilience of the health system by reducing dependence on external producers.

Antibiotice – a friendly and responsible brand

Club a+
Sport • Relaxare • Sănătate



- Blood donation campaigns – 10,000 people saved in over 20 years;
- First aid courses for employees and their children.

- Human resources development
- Professional Training and Development Center
- Academy a+ (Perform a+, Summer School a+)

- „Pro Ruralis” scholarships, „Power of Deed” – represented by social programs through „Antibiotice – Science and Soul” Foundation - over 15,000 supported people.

- Environmental protection programs „Be pro nature! Get involved!”;
- Friendship Park a+ inaugurated in 2020;
- Over 2,500 trees and 6,000 de shrubs planted on the company site.

Fundația Antibiotice Știință și Suflet

Antibiotice

Știință și suflet

www,antibiotice,ro