



Antibiotice **at**

**70 years of trust, performance and  
sustainable partnerships**

## Main results recorded in Semester I of 2025

380.16  
mill. lei

total income of  
380.16 million lei

26%

the gross profit cumulated  
with the value of the claw-  
back tax consolidates a  
business yield of 26%

138  
mill. lei

the sales in international  
markets were worth 138 million  
lei

4<sup>th</sup> place

consolidated **4<sup>th</sup> place** in terms of  
boxed consumption on the  
Romanian generics market, with a  
market share of 4.6%

1<sup>st</sup> place

maintains the value **leadership** position  
in the hospital segment for generic  
products, with a market share of 13.7%

2.217 lei

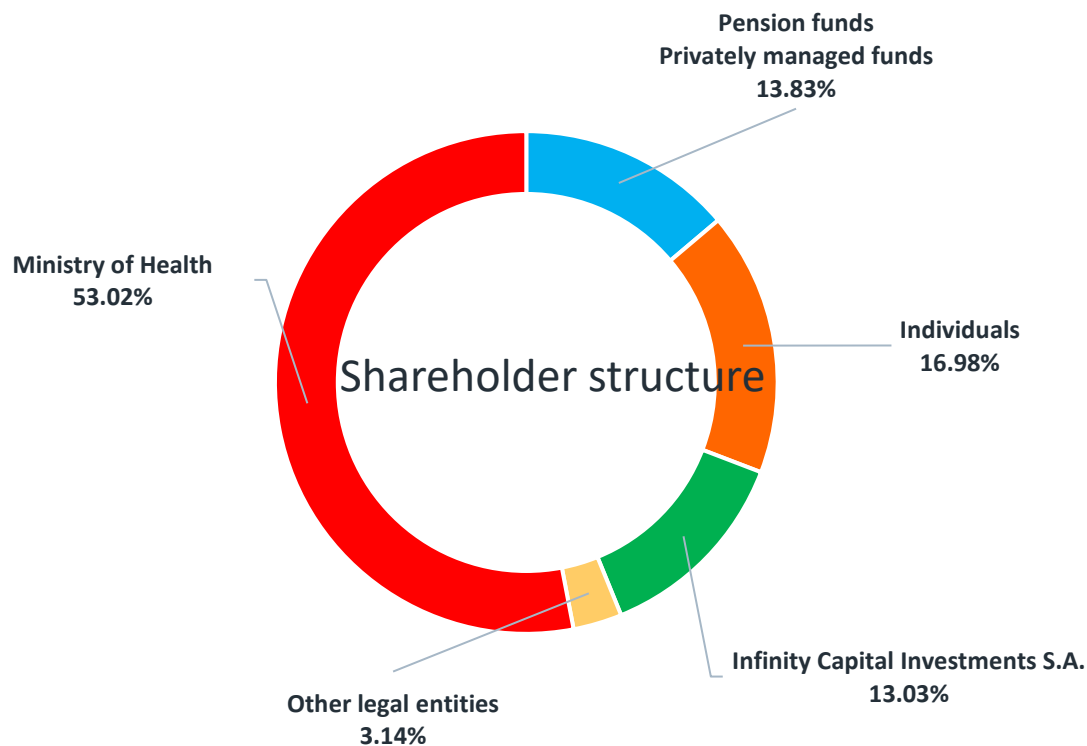
the average share value was  
2.2175 lei/share.

5.8 > 1.2

the current liquidity of 5.8 (higher than  
1.2 - reference agreed by financial  
institutions)

## A performance-oriented company

Symbol	ATB
Market	Main
Listing date	April 16, 1997
Capitalization	1.63 billion lei*
Nominal value	0.10 lei/share
Number of shares	671,338,040
Share capital	67 million lei
Minimum price	1.75 lei
Maximum price	2.63 lei



## Antibiotice - a company worth working for

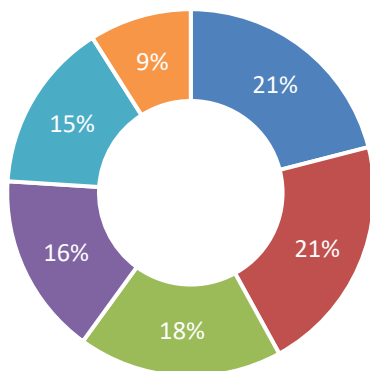
**Higher education specialists (53% - 722)**

**Professionals with secondary education (47% - 647)**

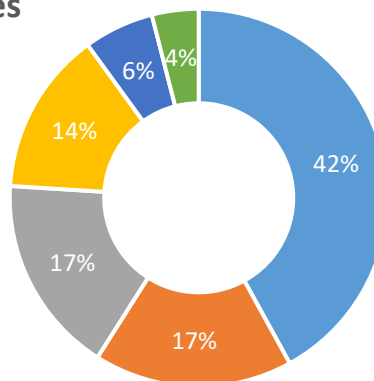
**1369 EMPLOYEES**

**Secondary education staff - 47% of employees**  
**Top professions**

**Higher education specialists - 53% of employees**  
**Top specializations**



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



- 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%

The degree of retention of personnel by department in the first semester of 2025 was 98.53%.

# Antibiotice - a company oriented towards knowledge and



performance



AC

**A+ TECHNICAL  
COLLEGE**

Personal și dezvoltare

**A+ BUSINESS  
SCHOOL**

**PREUNIVERSITY  
ENVIRONMENT**

**UNIVERSITY  
ENVIRONMENT**

## Internships and career guidance

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

Training on Quality Assurance, Regulatory Affairs, Pharmacovigilance and knowledge of the activity in the production sites Parenteral products and Solid oral form - Capsules products.

- ❑ Internship for students from the Faculty of Mechanical Engineering and Industrial Management, Chemical Engineering and Environmental Protection, Master's Degree in Regulatory Affairs from the Faculty of Pharmacy, Master's Degree in Microbial and Cellular Biotechnologies from the Faculty of Biology

## Joint projects

- ❑ PEO Project (FSE+) *AntibioticeSkills: Improving students' skills and adapting them to the labor market* - SMIS 318131, funded by ctr. G2025-3631, with a target group of 251 students (24 months of implementation starting with 01.03.2025).
- ❑ Internships were conducted for 102 students from 7 Faculties in Iasi.

## Professional internships

- ❑ Internships for students pursuing qualifications of interest to the company:
  - laboratory technician-18 12th grade students and 22 11th grade students
  - operator of the pharmaceutical and cosmetic industry - 22 students in the 9th grade dual and 18 students in the 11th grade
  - electromechanical technician - 20 12th grade students
  - low voltage electrician - 12 ninth grade dual students - dual
  - mechatronics technician - 15 10th grade students
  - electronics technician - 12 ninth grade dual students dual
  - automation technician - 21 students in grade XI and 21 students in grade X

## Joint projects

- ❑ PEO Project (ESF+) *Education in Action: Improving the Accessibility and Relevance of Vocational and Technical Education through Internships within Antibiotice S.A.* - SMIS 317960, funded by ctr. G2024-79749, with a target group of 254 students (36 months of implementation starting with 01.12.2024).
- ❑ Internships were conducted for 93 students of which 32 were professionally certified.

## Antibiotice - In the service of life for a lifetime

### Semester I 2025

> 500 marketing authorizations in 42 countries  
11 therapeutic classes  
25 critical molecules  
50 critical products  
5 new products in S1-2025

#### Oral Solid Forms Division

**90 products**, of which **4 new products**:

- **Hidrocortizon tablets**  
prescription product intended for hormone replacement therapy
- **Zifelle Meno**  
food supplement product intended for women's health during the menopause
- **Urexpert Prostata**  
dietary supplement product for men's health
- **Soriso Focus**  
food supplement product intended to maintain the cognitive function

#### Topical Forms Division

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

- **Cutaden Repair**  
product intended as adjuvant therapy in the atopic dermatitis

#### Sterile Products Division

**40 products** for human use:

- prescription products from the therapeutic class – anti-infectives for systemic use (from the class of  $\beta$ -lactam penicillin, cephalosporins, carbapenems, polymyxin, tetracycline, glycopeptides)
- OTC (Over the Counter) products.

#### Active Substances Division

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

## Antibiotice - on the Romanian pharmaceutical market

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

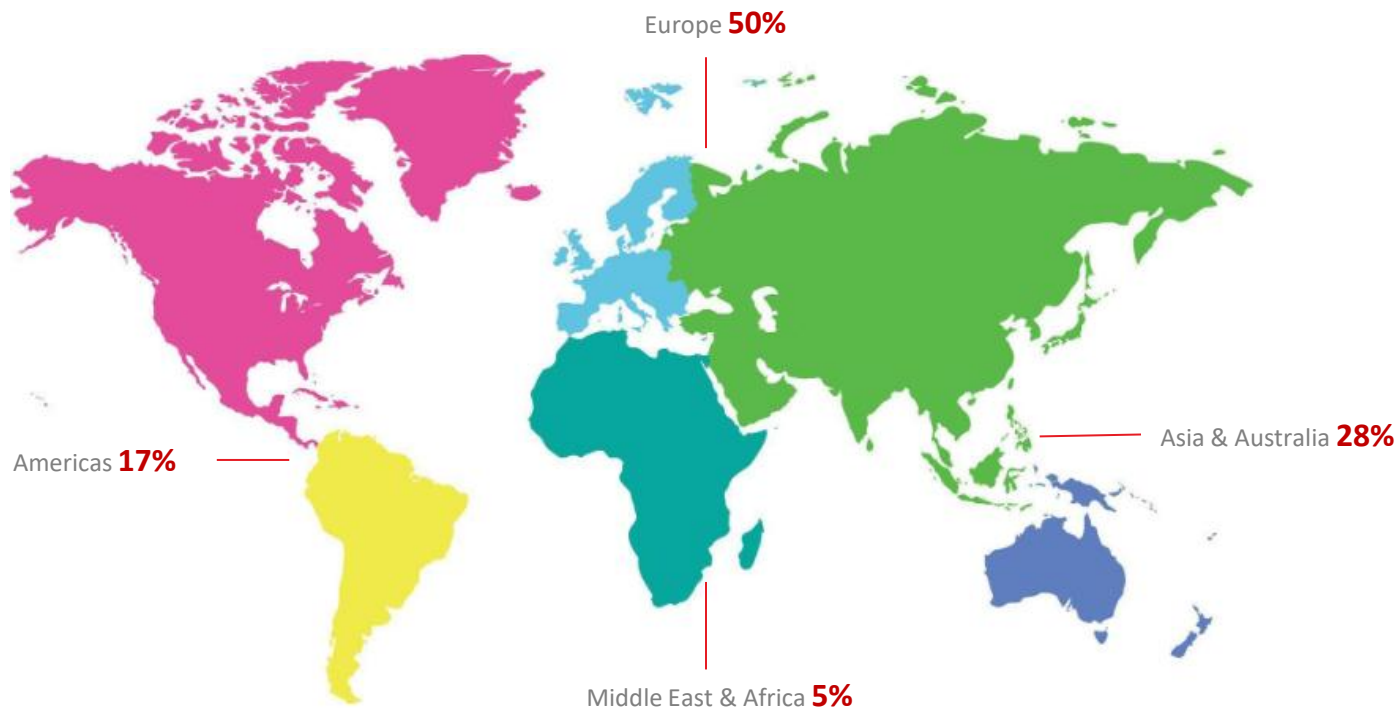
maintains its **4th place** (out of a total of 371 companies) in consumption (boxes) in the generic drugs segment (with a market share of 4.6%)

is the **value leader** in the segment of generic medicines sold in hospitals, with a market share of 13.7%, in a market in which 240 companies operate

is the **quantitative leader** (IU) in the total market for the pharmaceutical form ointments (19.3% of a total of 132 companies), suppositories and ovules (32.4% of a total of 52 companies) and injectable powders (60.2% of a total of 60 companies)

ranks **3rd**, by number of boxes in the total market for capsule pharmaceutical form (5.5% of a total of 199 companies)

# Antibiotice - an international brand



## Marketing and Sales Representatives/Dealers

North America (USA, Canada)  
 South America (Brasil, Chile)  
 Europe (UK, Germany, Italy, the Nordic Countries)  
 India  
 China

**World leader in the  
 production of the  
 active ingredient  
 antifungal antibiotic  
 Nystatin**

## 4 business representative offices:

Republic of Moldova  
 Serbia  
 Vietnam  
 Saudi Arabia



## Antibiotice - an internationally recognized Romanian brand

Turnover on international markets

**138 million lei**

Through the Nystatin active ingredient range, Antibiotice has consolidated its **leading position on the global market**. Progress has been made in development projects in South America to balance the territorial exposure in the region of the Americas.

The revenues from the sale of finished products were 95 million lei in the first half of the year.

Europe remains the main market, as this is part of the company's strategy.

The increasing sales were achieved in markets where Antibiotice has an established presence (UK, Nordic Countries, Hungary, Serbia, Baltic Countries).

## Applying business consolidation principles

It. no.	Method of calculation	Indicators	30 June 2025	30 June 2024	30 June 2025/ 30 June 2024
1	1=2+3+4	Income from contracts with customers (turnover) + Changes in stocks of finished goods and work in progress + Income from fixed asset projects:	369,596,913	374,523,913	-1%
2		Income from contracts with customers (net turnover):	333,740,008	350,850,074	-5%
3		Changes in stocks of finished goods and work in progress	30,411,726	17,988,910	69%
4		Income from property projects	5,445,179	5,684,929	-4%
5		Expenditure on raw materials	81,459,465	80,311,497	1%
6		Material expenses	7,365,936	8,666,738	-15%
7		Expenditure on finished products realised on partner sites	44,036,763	38,502,399	14%
8	8=1-5-6-7	Gross margin	236,734,749	247,043,279	-4%
9	9=8/1	Gross margin (%)	64.05%	65.96%	-3%
10	10=11+12	External operating expenses:	35,167,011	38,672,088	-9%
11		Expenditure on electricity, natural gas and drinking water	12,518,251	8,832,393	42%
12		Expenditure on services performed by third parties	22,648,760	29,839,695	-24%
13	13=8-10	Added Value	201,567,738	208,371,191	-3%
14		Taxes and duties	26,327,910	27,291,637	-4%
15		Expenditure on employees' salaries	79,895,912	75,648,348	6%
16		Depreciation expenses	25,971,977	21,588,234	20%
17		Impairment adjustment on current assets, net	-6,965,028	684,042	
18		Other operating income	603,619	2,133,611	-72%
19		Other operating expenses	1,797,853	5,708,506	-69%
20	20=13-14-15-16+/-17+18-19	Operating profit/loss (EBIT)	75,142,735	79,584,035	-6%
21		Financial profit/loss	-6,847,703	-1,154,200	493%
22		Total revenue	380,160,338	379,960,153	0%
23		Total expenditure	311,865,306	301,530,317	3%
24		Gross profit/loss	68,295,032	78,429,835	-13%
25		Corporate tax	9,171,237	4,235,805	117%
26		Net profit/loss	59,123,795	74,194,030	-20%
27	27=24/2	Gross profit profitability (EBT margin)	20.46%	22.35%	-8%
28		Claw back fee expenses	10,640,825	21,152,208	-7%

## Aplicarea principiilor de consolidare a afacerii

It. no.	Method of calculation	Indicators	30 June 2025	30 June 2024	30 June 2025/ 30 June 2024
1		Current assets	627,385,321	512,268,956	22%
2		Cash and cash equivalents	10,352,996	60,754,738	-83%
3		Short-term bank debt	106,338,744	27,329,038	289%
4		Total bank debts	251,856,384	118,433,450	113%
5		Net book assets (equity)	939,428,311	865,488,886	9%
		Earnings before interest, taxes, depreciation, and amortisation (EBITDA) 12 months cumulated	152,388,548	136,948,928	11%
6	6=(1-2)/3	Current liquidity (>1.2) ((Current assets - Current income tax receivable)/Short-term bank liabilities)	5.80	16.52	-65%
7	7=4/31	Total bank debt/EBITDA (<3.5)	1.65	0.86	91%
8	8=4/5	Total bank debt / Equity (<1)	0.27	0.14	96%
9		Debt ratio (Total liabilities/Total assets)	34.44%	31.58%	9%
10		Overall solvency (Total assets/Total liabilities)	2.90	3.17	-8%
11		Working Capital Fund (WC) (permanent capital - fixed assets)	351,378,687	272,113,873	29%
12		Working Capital Requirement (WCR) (Stocks + Receivables - Trade payables)	447,364,435	238,688,173	87%
13		Net cash (WC - WCR)	-95,985,748	33,425,700	-387%

## Implementation of the investment plan for Semester I 2025

**Total investments:  
27.55 million lei**

- development of the product portfolio through own research: 5.09 million lei;
- product development through in-licensing: 0.58 million lei;
- modernization of the research laboratory: 1.89 million lei;
- investments in new production sites: 2.48 million lei;
- Digitalization strategy: 10.50 million lei.

**Investments for  
strategic  
development:  
20.54 million lei**



- adaptation to development trends of the industrial platform, utility supply and distribution infrastructure, storage of raw materials and finished products, transport and connection to the national road system: 4.92 million lei;
- investments in the Integrated Management System (Quality, Environment, Sustainability, Occupational Health and Safety): 0.34 million lei;
- investments in the modernization of existing sites and equipment: 1.75 million lei.

**Investments to  
strengthen the  
business  
7.01 million lei**



# The project "INOVA a+ Research and Development Center and Critical Medicine Production"



## Inova a+ size:

Built area: 2,422.30 m<sup>2</sup>

Developed built area: 6733,40 m<sup>2</sup>

Proposed area for green areas: 127.75 m<sup>2</sup>

Total estimated value of the project(eligible + ineligible), excluding VAT	Euro	Lei
	75,742,174.70	376,877,912.87

**Funder:** MIPE

**Program:** Health Program, Priority 9, Action A

**Call on projects:** "Support for STEP compatible projects submitted within the call for project ideas in the health field / with applicability in the health field carried out by AMPS"

**STEP domains:** The proposed project falls under Biotechnologies and Critical Medicines

## Size of Critical care medicine department:

Built area: 1.705 mp

Developed built area: 3.410 mp

Proposed area for green areas: 503,75 mp

**Estimated project duration:** 48 months (Jan. 2026 - Dec. 2029)

**General objective of the project:** to make an investment that contributes to the objectives of the Strategic Technology Platform for Europe (STEP), according to article 2 of Reg. (EU) 2024/795 of the research-development and production facilities at the level of the company Antibiotice S.A.



## Antibiotice - a friendly and responsible brand



### Corporate social responsibility



- “Donate blood! Put some heart for life” - blood donation campaign - employed donors and people from the local community
- Medical education events among employees - “Men's Health”



- The “Education in Action” project, beneficiaries - 254 students from high schools in Iasi, co-financed by the European Social Fund through the Education and Employment Program 2021-2027.
- “AntibioticeSkills”, a project co-financed by the EU, dedicated to the professional development of 251 students from the N-E Region

- 5 „Pro Ruralis” scholarships
- “Power of the Deed”, Easter support for 97 scholarship students of the ProRuralis program, who received, in addition to packages to bring them the joy of the holiday, books - true guides on the path of knowledge and evolution, donated by our employees.



- “Open doors” for authorities and the community, through which visitors discovered how we produce medicines and how we take care of people and the environment



# Antibiotice

Știință și suflet



[www.antibiotice.ro](http://www.antibiotice.ro)

