

Press Release

Iași, June 5, 2025

Antibiotice Iași Strengthens Its Partnership with the UK Public Healthcare System through a New Tender Win

- 7 million vials of injectable antibiotics to be delivered over the next two years to hospitals across the United Kingdom.
- A 43% market share for the five tendered products confirms Antibiotice's status as a trusted supplier.
- Global expansion is a key element of the "The Future Together" strategy, aiming to double the company's exports by 2030.

Antibiotice Iași has recently won its fifth tender organized by the National Health Service (NHS) in the UK, marking another significant success in a highly competitive market. The contract covers the supply of 7 million vials of five injectable medicines—beta-lactam penicillins, the most prescribed antibiotic class in the UK—to hospitals over the next two years.

A Strengthened Position Amidst International Competition

For the products included in this tender, Antibiotice expects to grow its UK market share to 43% in 2025, up from 35% in 2021, thus reinforcing its position as a leading European producer of sterile injectable penicillins.

The tenders attract participation from top manufacturers across Europe and India. Antibiotice's success highlights not only its cost competitiveness but also the certified quality of its products and its proven ability to deliver on time. Furthermore, the company's commitment to sustainable development has provided a competitive edge.

Sustainable Expansion in the European Market

Building on its strong performance in the UK, Antibiotice is expanding its footprint across key pharmaceutical markets in Europe. Recently, the company won a tender in Italy for an injectable product, with an annual supply volume of approximately 400,000 vials. This achievement is expected to secure a market share of around 40% in the therapeutic segment associated with the awarded molecule.

Later this year, Antibiotice will also debut in Germany—the EU's largest pharmaceutical market—by launching sterile injectable antibiotics, with a goal of reaching annual sales of 2.5 million vials and securing hospital presence starting in Q4.

In parallel, the company has continued commercial discussions in other European markets such as Spain, Poland, Hungary, the Czech Republic, and Slovakia. These efforts aim to initiate sales of already approved products and to define priority portfolios for future

registration. Negotiations are also underway to access new markets, including Croatia, France, and Austria.

About Antibiotice Iași

Antibiotice Iași is the leading producer of sterile injectable powders in Romania, holding a 60.1% market share in this segment. The company is a strategic partner of the national healthcare system and a competitive ambassador for the Romanian pharmaceutical industry on the international stage.