

Press Release
For Immediate Release
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Increased Profitability in the First 9 Months of 2024 Strengthens Antibiotice Iași's Business

Antibiotice SA (stock symbol ATB) submitted to the Bucharest Stock Exchange (BSE) on Friday, November 15, 2024, the report containing the financial and economic results for the first 9 months of 2024.

The data from the report reflect sustainable growth in the company's main financial indicators, aligned with the development trend outlined in the business plan "The Future Together," which has ambitious goals set for 2030.

Key achievements in the first 9 months of 2024 compared to the same period of 2023:

- 9% increase in turnover in the domestic and international markets;
- Net profit of 87.9 million lei, up 15%;
- 16% growth in business on international markets;
- 200% increase in the ATB stock price, from 1.18 lei on 30.09.2023 to 3.44 lei in September 2024;
- Entry into the BET index, the main index of the BSE;
- 78.5 million lei investments, up over 50%.

Consolidated Financial Results

The company's turnover from the domestic and international markets in the first 9 months of 2024 reached 506 million lei, marking a 9% increase compared to the same period of 2023, when it was 463 million lei.

Antibiotice's net profit reached 87.9 million lei, up 15% compared to the same period in 2023, when it was 76.7 million lei.

Solvency Financial Indicators:

- Current liquidity (current assets, less cash balances/short-term bank debts) stands at 13.01, higher than the 1.2 level (minimum agreed by banks). This indicates the maintenance of short-term financial balance and the company's ability to meet its current bank obligations with liquid assets;

- Total bank debt relative to EBITDA stands at 0.94, within the parameters agreed by financial institutions (the maximum admissible level is 3.5);
- Total bank debt/equity ratio is 0.14, lower than 1 (the maximum accepted by financial institutions).

Consolidating Domestic Market Business

On the domestic market, Antibiotice achieved a net turnover of 303.79 million lei, 5% higher than the level achieved in the same period last year.

During this period, the main objectives focused on increasing market share linked to the sales potential of products in each of the pharma market segments, namely: closed circuit pharmacies (hospital) and open circuit pharmacies (retail).

16% Growth in International Markets

From January to September 2024, Antibiotice Iași recorded a turnover of 202.26 million lei on international markets, up 16% compared to the same period last year, a positive effect of the company's territorial expansion strategy.

- **Export of antifungal active substances strengthens the company's position on international markets**

Antifungal active substances produced by Antibiotice Iași are sold in over 55 countries worldwide. During the analyzed period, progress was made in major development projects in Europe, North America, and Latin America.

- **20% Increase in Finished Product Exports**

Revenue from finished product sales reached 130.4 million lei, up 20% compared to the same period last year (108.3 million lei).

This result comes after strengthening the portfolio of sterile beta-lactam penicillins in Europe, a region that represents 40% of export value. Antibiotice Iași is one of the key players on the international market in this segment, despite the challenges of accessing these markets due to strict quality standards, optimizing the supply chain, competitive pricing in tenders, and implementing international sustainability standards.

In the Middle East, a 50% increase in sales was recorded compared to the January-September 2023 period. This result was driven by the company's entry into the United Arab Emirates market and increased sales in Saudi Arabia and Iraq, both for the anti-infective portfolio and the cardiovascular segment.

In addition to new markets in Europe and the Middle East, Antibiotice has also initiated sales in Australia, where the first sales were recorded in September. Looking ahead, the company plans to start the registration of new products to further expand its presence in this area.



In other regions, such as North America (USA and Canada), Asia (Vietnam), and Moldova, sales have shown a growth trend of 8-20% and continue to rank among the company's top 5 strategic territories.

Continually Evolving Product Portfolio

In the first 9 months of 2024, the company's portfolio was expanded with 19 new products. These target infectious, cardiovascular, musculoskeletal, digestive tract, and central nervous system pathologies, in line with the company's strategic development directions.

- The **solid oral forms portfolio** was supplemented with **16 new products: 4 prescription-only anti-infective medicines** (critical medication according to the list published by the European Medicines Agency), **4 dietary supplements** aimed at alleviating symptoms of urinary infections, abdominal discomfort, cardiovascular health, and promoting natural sleep, and **8 veterinary supplements** (used for treating skin conditions, urinary tract infections, boosting immunity, restoring and maintaining gut flora, joint health, liver function, and supporting kidney function).
- The **topical products division portfolio** was supplemented with **3 new products: 1 medical device** for preventing and treating scars, and **2 dermatocosmetic products** as part of a skincare line for seborrheic skin with acne tendencies.

Sustainable Development through Strategic Investment Projects

For sustainable development, the company made total investments of 78.5 million lei in the first 9 months of 2024, over 50% higher than the amount made in the same period of 2023 (51.03 million lei).

- **Investments in product portfolio development.** Investments continued in research and development projects aimed at obtaining new, high-quality, safe, efficient, and competitive products on the market. The primary goal of the future portfolio is to consolidate the domestic market position and capitalize on potential in international markets by assimilating products in line with the latest prescribing and consumption trends.
- **Investments in the “Production, Packaging, and Storage Capacity for Sterile, Solutions, and Topicals Products” project.** Part of the “The Future Together 2030” business plan, the company carried out procedures for concluding design and execution contracts for the two manufacturing flows (injectables and topicals) in the January-September 2024 period.
- **Investments in the new logistics base – finished product storage capacity:** This investment, started in 2023, is expected to be completed by the end of 2024.

- **Investments in the company's digital transformation process through digitalization of processes and information technology.**

Entry into the BET index, the main index of the BSE

In September 2024, Antibiotice SA entered the BET index, the main index of the Bucharest Stock Exchange, which includes the 20 most traded listed companies, considered the top performers on the Romanian capital market.

For more information, interested parties can consult the Administrator's Report for the first 9 months of 2024 on the Bucharest Stock Exchange website (www.bvb.ro), the Financial Supervisory Authority website (www.asfromania.ro/en/), or on Antibiotice's website (www.antibiotice.ro/en/), in the "Investors > Financial Information > Financial Reporting" section.