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Q1 2026 First look

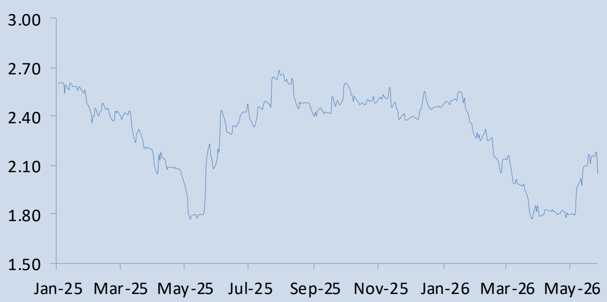
ANTIBIOTICE

Q1 tracks plan; profitability reset visible

BQ: ATB RO				
Last close		**RON 2.050**		
52 weeks range		RON 1.75 | RON 2.73		
Market cap (m)		RON 1,376		EUR 262
EV/FY 2026E EBITDA	**12.5x**	**P/FY 2026E EPS**		**22.5x**

(RONm)*	**Q1'25**	**Q1'26**	**FY'24**	**FY'25**
Net turnover	**161.1**	**136.5**	**675.0**	**645.3**
Sale - own sites	128.7	111.5	530.5	492.3
Sale - partner sites	31.7	24.6	143.7	151.0
Service income	0.8	0.4	0.9	2.0
Domestic net turnover	86.1	67.9	421.8	379.0
Intl. net turnover	75.0	68.6	253.2	266.3
Other revenues	0.2	2.1	2.3	1.8
Subsidy income	0.1	0.1	0.4	0.5
Inventory changes	11.8	15.6	-3.5	9.0
Capitalised own work	2.6	4.0	11.1	12.8
Operating income	**175.8**	**158.4**	**685.4**	**669.3**
Raw mat. & cons.	-59.5	-63.0	-230.6	-244.2
Employee benefits	-39.4	-37.6	-165.4	-176.2
Transport	-1.1	-1.2	-4.5	-4.4
Utilities	-7.2	-7.2	-17.9	-22.0
D&A	-12.8	-14.3	-45.1	-53.0
Fixed assets adj., net	3.7	0.3	3.8	10.3
Sponsorships	-0.2	0.0	-0.8	-0.8
Other, o/w	-22.9	-21.6	-116.5	-107.7
Claw-back tax	-9.5	-7.5	-39.4	-39.5
EBITDA	**49.1**	**28.1**	**152.4**	**124.0**
EBITDA margin	*30.5%*	*20.6%*	*22.6%*	*19.2%*
Operating expenses	**-139.5**	**-144.7**	**-578.0**	**-598.2**
EBIT	**36.3**	**13.8**	**107.4**	**71.0**
Financial result, net	-0.9	-1.2	-4.3	-10.9
EBT	**35.3**	**12.6**	**103.1**	**60.1**
Income tax	-2.7	0.0	-0.9	-8.4
Net profit	**32.6**	**12.6**	**102.2**	**51.8**

*Source: Antibiotice; Swiss Capital estimates; * IFRS individual*



Price performance	1m	3m	12m	YTD
	15.0%	-3.8%	-4.4%	-16.3%

* Antibiotice reported Q1 2026 results broadly in line with our estimates and with the quarterly budget. Net profit declined 61.5% Y/Y to RON 12.6m, slightly above our RON 11.9m estimate, helped by a lower-than-expected income tax charge. EBT fell 64% Y/Y to RON 12.6m and came in line with our RON 12.5m estimate, while EBITDA declined 43% Y/Y to RON 28.1m and was in line with our estimate | NEUTRAL.
* Net turnover decreased 15% Y/Y to RON 136.5m, with domestic sales down 21% Y/Y to RON 67.9m and international sales down 9% Y/Y to RON 68.6m. The domestic decline came despite higher volumes, pointing to weaker pricing and channel mix, lower non-RX demand and pressure in pharmacy sales. The Romanian pharmaceutical market recorded weaker volume dynamics in Q1 2026, with total volumes down 10% Y/Y, alongside a 6% decline in Rx and a 17% contraction in non-Rx. International sales were affected by a less favourable geographic/product mix, despite stronger reported trends in the EU and Middle East. Sales from own sites declined 13% Y/Y to RON 111.5m, while sales from partner sites fell 22% Y/Y to RON 24.6m. * Cost pressure remained visible, particularly at gross-margin level. Raw materials and consumables increased 6% Y/Y to RON 63.0m despite the lower turnover, reflecting the production mix, including active substances and injectable powders for export. Personnel costs declined 4% Y/Y to RON 37.6m, while utilities were broadly flat at RON 7.2m. D&A increased 12% Y/Y to RON 14.3m following recent investments, further weighing on EBIT. * Below EBIT, the financial result remained negative at RON 1.2m, while the almost nil income tax charge supported the bottom line versus our estimate.
* **OUTLOOK**. In Q1 2026, the company completed the contracting stage for new international products in oral anti-infectives, cardiovascular and dermatological areas, as part of the second phase of its European expansion strategy. Management clarified during the conference call that the main near-term contribution should come from Spain, where sales are estimated at EUR 1.3m in H2 2026. This contribution is already included in the 2026 budget, so it supports the delivery of the annual plan rather than representing additional upside for the current year. On investments, the key update is that the INOVA a+ R&D Center and critical medicines production project is currently in the pre-construction phase, with the design documentation, DTAC and technical execution project already completed. The project, for which Antibiotice signed the financing contract with the Ministry of European Investments and Projects in November 2025, has a 48-month implementation period running from November 2025 to November 2029. As a reminder, it carries a VAT-free total value of RON 374.5m and eligible non-refundable funding of RON 181.3m, covering 52% of the eligible base. For FY 2026, we estimate a net turnover of RON 680.2m (+5% Y/Y), EBITDA of RON 134.4m (+8% Y/Y) and net profit of RON 61.3m (+18% Y/Y), broadly in line with the company's 2026 budget. The implied EBITDA margin stands at 20.8%, slightly above the 19.2% reported in 2025, indicating a modest stabilisation after last year's profitability reset. The 2027-2028 budget points to a gradual continuation of this recovery, with sales set to rise at 5-6% per year, while EBITDA is set to advance to c.RON 151.5m in 2027 and c.RON 161.4m in 2028. However, the recovery remains uneven: EBITDA would exceed the 2024 level only by 2028, while net profit is budgeted at RON 61.3m in 2027 and RON 67.0m in 2028, still materially below the 2023-2024 levels of RON 80-100m, as higher depreciation, financial costs and investment-related pressure continue to weigh below EBITDA. Overall, 2026 looks set to be a year of controlled stabilisation, with 2027-2028 pointing to gradual operating improvement, but not yet a full return to the profitability profile seen before the 2025 reset | **NEUTRAL.**

Romania, Pharmaceuticals

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The following disclosures relate to relationships between Swiss Capital SA and companies covered by the Research Division of Swiss Capital and mentioned in this research.

Mentioned companies

Company	BSE	Rating	Price	Price date	Disclosure
Antibiotice	ATB	-	2.050	28/05/2026	NONE

Rating history for Antibiotice

Date	Rating	Share Price (RON)	Target Price (RON)
24/09/2024	Initiation of coverage	3.13	3.27 - 4.01

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