

| ESSENTIAL FOR LIFE |



AGUETTANT  
ESSENTIAL  
MEDICINES

# IT IS ESSENTIAL TO PRESERVE LIFE

**BY DEVELOPING ESSENTIAL MEDICINES**

**BY RESPECTING SOLID SHARED VALUES**



## VITAL MEDICINES, FOR EVERYONE

Because our medicines, intended for critical medical situations, **contribute to better patient management**, for more than a hundred years AGUETTANT has been committed to providing support for healthcare professionals by offering innovative injectable products, **to meet their needs in terms of reliability and safety of administration:**

- **Injectable medicines** with a high medical value,
- **Medicines** which play an essential role in therapeutic strategies,
- **Medicines** especially for low-prevalence diseases.

**This expertise underlies our mission as a pharmaceutical company: to develop, produce and market essential medicines.**

### WHAT ARE ESSENTIAL MEDICINES?

According to the WHO\*, essential medicines are those that satisfy the priority health care needs of the population. They are selected with due regard to public health relevance, evidence on efficacy and safety, and comparative cost-effectiveness.

\*Sources:  
[http://www.who.int/topics/essential\\_medicines/en/](http://www.who.int/topics/essential_medicines/en/)  
visited on January 25th, 2016

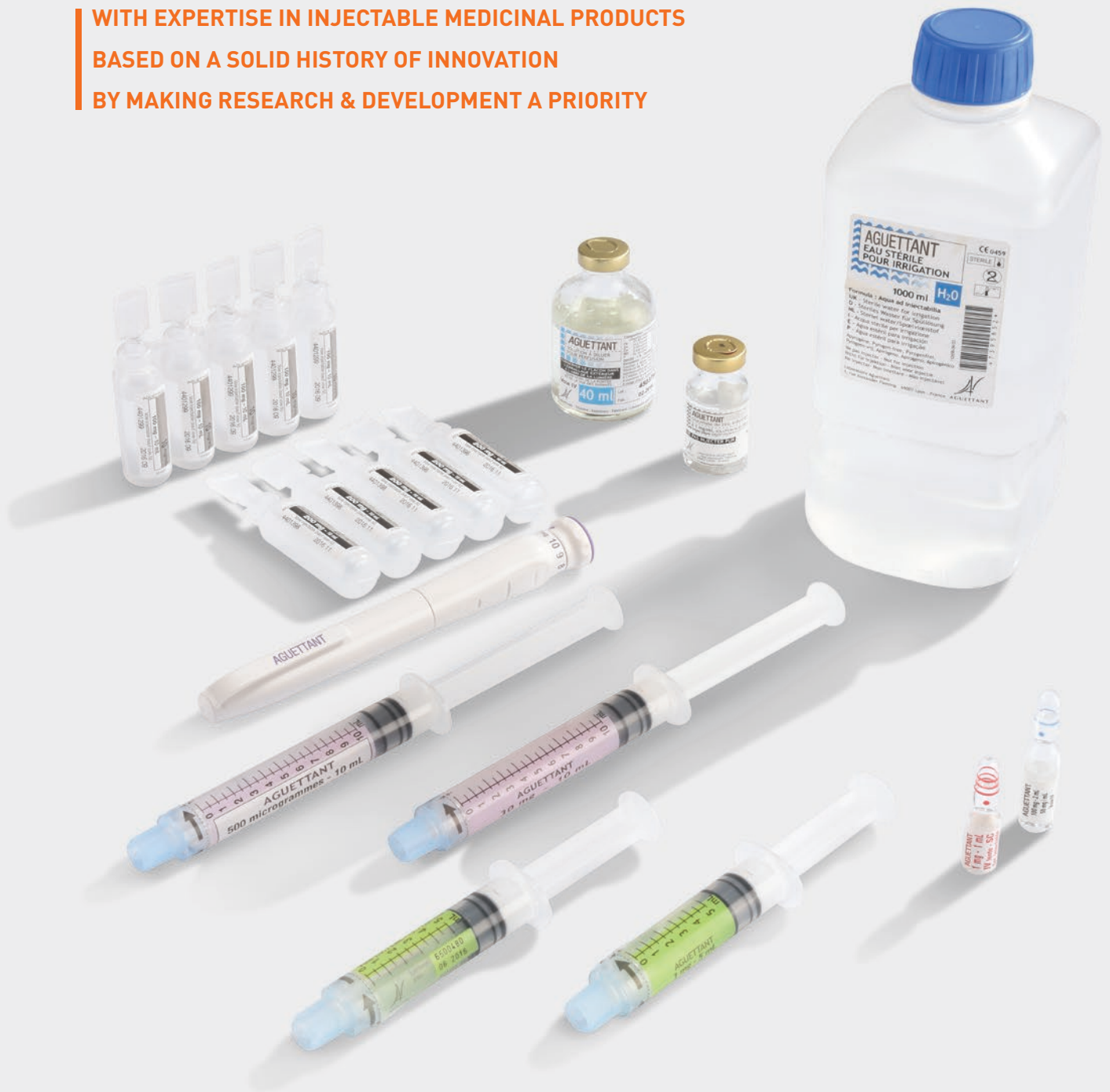
## SOLID FUNDAMENTAL VALUES

- **INTEGRITY**  
means applying the principles of honesty and professional ethics, and sharing the very highest moral values.
- **HIGH STANDARDS**  
means complying with current good practices in order to meet safety requirements traceability and complete satisfaction of our clients.
- **COMMITMENT**  
means fulfilling the expectations of our clients, always bearing the patient in mind.
- **INITIATIVE**  
means demonstrating creativity and openness in order to develop company spirit .



# IT IS ESSENTIAL TO INNOVATE





WITH EXPERTISE IN INJECTABLE MEDICINAL PRODUCTS  
BASED ON A SOLID HISTORY OF INNOVATION  
BY MAKING RESEARCH & DEVELOPMENT A PRIORITY






## RECOGNISED EXPERTISE IN INJECTABLE MEDICINAL PRODUCTS

6 AREAS OF EXPERTISE FOR HOSPITAL SETTINGS WITH OVER 60 PROPRIETARY PRODUCTS:

- Extensive experience and a range of products covering four main therapeutic areas.

 <p><b>Medicines for Emergency Use</b></p> <ul style="list-style-type: none"><li>• Anaesthesia,</li><li>• Recovery and ICU,</li><li>• A&amp;E.</li></ul>	 <p><b>Essential Micronutrients</b></p> <ul style="list-style-type: none"><li>• Trace elements,</li><li>• Vitamins,</li><li>• Electrolytes.</li></ul>	 <p><b>Neurology</b></p> <ul style="list-style-type: none"><li>• Treatment of movement disorders in Parkinson's disease.</li></ul>	 <p><b>Solutions</b></p> <ul style="list-style-type: none"><li>• Irrigation for urology,</li><li>• Flushing,</li><li>• Injections,</li><li>• General healthcare.</li></ul>
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- Two areas of excellence in R&D to support innovation.

 <p><b>Product Systems Patented injection devices</b></p> 	 <p><b>Biotechnology</b></p> <ul style="list-style-type: none"><li>• Therapeutic proteins,</li><li>• Monoclonal antibodies,</li><li>• Recombinant vaccines,</li><li>• Cell therapy products.</li></ul>
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1880

**Colchicum tincture**  
[ AGUETTANT marketed Colchicum tincture until the end of the 1980s ]

## INNOVATING FROM THE OUTSET, A FAMILY HISTORY

### FIRST STEPS

**1880**

Founding of the company "TAVERNIER & AGUETTANT" in Lyon, specialising in the sale of chemical and pharmaceutical products to pharmacies and drug stores.



**1903**

Injectable products were established as AGUETTANT's core business.

**1914**

Patent obtained for the buffer ampoule used to clean war wounds in order to prevent the risk of infection.

**Since that time, AGUETTANT has specialised in the development and manufacture of essential injectable products for hospital settings.**

### INDUSTRIALISATION

**1942**

Operations moved away from the dispensary and industrial production started.

**1945**

Solutions intended to replace minerals lost during extra-renal purification: first proprietary product launched in France.

**1961**

The only pharmaceutical company in France to offer solutions in flexible containers.

**1968**

Dialytan H: the first dialysis concentrate to be granted a Marketing Authorisation in France.

**1971**

First pharmaceutical company in Europe to be equipped with a continuous steriliser.

**1977**

Development of several formulas for artificial nutrition. The pioneer in this field, the company became the market leader in this new sector.

**1979**

Computerised high-rack warehouse commissioned.



### MODERN DAY

**1980**

Automation of the glass bottle production line: the fastest in Europe.

**1987**

Opening of the Champagne production site [in the Ardèche region of France].

**1996**

Launch onto the European market of the first pump fitted with a programmable timer.

**1999**

Launch of the auto-injector pen pre-filled with apomorphine.

2009

PFS  
[ Launch of the ready-to-use  
pre-filled plastic syringe ]



## INNOVATION COMBINED WITH RESEARCH & DEVELOPMENT

### NEW HORIZONS

2007

Construction of a new distribution facility in Saint-Fons (in the Rhône region of France), sized for worldwide operations.

2009

Launch of the ready-to-use pre-filled plastic syringe in Europe.

2012

Takeover of PX'Therapeutics.

2014

Construction of a new production site at Lyon Gerland (Rhône - France) to meet the requirements of international benchmarks.



#### • ONE PRIORITY, TO PROMOTE THE SAFER USE OF INJECTABLE MEDICINES

AGUETTANT develops innovative products to facilitate procedures carried out by healthcare professionals on patients and to reduce associated risks. "Ready-for-use" products are the main line for research for the company which focuses on original administration systems to limit handling operations.

Auto-injector pens, ready-to-use syringes and other systems...

AGUETTANT currently holds **15 patents** for its innovative administration systems.

AGUETTANT won the **Pharmapack 2010** award in the "safe hospital use" category for its pre-filled plastic syringe.

#### • OUR TECHNOLOGICAL EXPERTISE

The **AGUETTANT System**<sup>®</sup> mark guarantees design and technology based on research by the company's R&D teams.



#### • DIVERSIFICATION AND DIFFERENTIATION

In 2012, AGUETTANT took over **PX'Therapeutics** based in Grenoble.

PX'Therapeutics is a biotechnology company specialising in engineering, process development and bioproduction of pharmaceutical products. These are recombinant products, including monoclonal antibodies.

Since it was founded in the year 2000, PX'Therapeutics has played an extremely active role in the optimisation, development and production of recombinant proteins.



# IT IS ESSENTIAL TO BE GLOBAL

TO SUPPORT A CLEARLY-DEFINED MISSION  
BY MEANS OF MANUFACTURING EXPERTISE  
THANKS TO THREE PRODUCTION SITES  
AND A LOGISTICS PLATFORM IN FRANCE



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## I OUR BASIC MISSION

- AGUETTANT is an **integrated pharmaceutical company** (from R&D right through to sales and marketing).
- Our core business requires **the very highest standards of care and attention** in order to ensure compliance with pharmaceutical benchmarks.

## I MANUFACTURING EXPERTISE

**Technological innovation and optimised processes lead to high-performance production sites.**

These sites manufacture high-quality products as part of our commitment to optimised patient management.



### EFFECTIVE AND RESPONSIBLE ACTIONS

**Mindful of environmental challenges, AGUETTANT decided to focus its operations on three main areas: People, Water, Products.**

- **People at the heart of added value:** because our associates are the company's greatest asset and patients are at the centre of our operations.
- **Better water management:** because water is at the heart of our environmental concerns, in terms of a raw material used in products and resources we need to protect.
- **Better product design to limit any impact on the environment :** because AGUETTANT strives to design eco-responsible products, from the design stage right through to the end of their life.

[ Expertise in special manufacturing processes combined with an endless quest for quality ]





**[1]** Headquarters in Lyon (Rhône - France)

**[2]** PX Therapeutics Grenoble (Isère - France)

## THREE MANUFACTURING SITES AND A LOGISTICS PLATFORM IN FRANCE

### LYON

The company's headquarters are in Lyon.

The site acts as its head office, a production site, an R&D platform and a quality control laboratory.

#### 5 PRODUCTION LINES:

- Pre-filled syringes
- Bottles
- Vial bottles:  
2 lines, 1 of which is a special aseptic filling line
- Auto-injector pens

- Operations include the formulation, filling and packaging of medical products
- The site is equipped with high-technology R&D facilities and modern production plant: development operations (products, test methods and packaging), a pilot plant and project management resources
- Quality Control Laboratory: focusing on physico-chemical, microbiological and functional controls

### CHAMPAGNE

The production plant manufactures only pharmaceutical products packed in plastic containers moulded directly before filling.

#### 4 PRODUCTION LINES:

- Polypropylene vials
- Bottles
- Canisters
- Large volume packs

- Manufacture of products ranging from 5 ml to 10 litres
- Blow-fill-seal technology



### GRENOBLE

PX Therapeutics is a pharmaceutical company based around four perfectly coordinated technological platforms in order to optimise biotherapy development times.

#### 4 TECHNOLOGICAL PLATFORMS:

- Development of research grade proteins
- Antibodies platform
- Bioproduction: production of clinical batches complying with GMP guidelines
- Test platform

- Completion of subsequent stages of the recombinant protein production process: cell harvesting, lysis and protein purification operations.
- Two pharmaceutical bioproduction units licensed by the ANSM, the French Medicines Safety Agency: 1 unit measuring 110 m<sup>2</sup> for the culture of microbial organisms (bacteria and yeasts) equipped with a 30-litre fermentation vessel and one unit measuring 330 m<sup>2</sup> used for the culture of mammal cells with a 200-litre bioreactor.

### SAINT-FONS

The distribution platform covering over 11 000 m<sup>2</sup> focuses on the preparation and despatch of orders to clients worldwide.

- 12 500 pallets
- 500 deliveries a day
- 800 lines are prepared on pallets



## OPERATING FROM EUROPE WITH AN INTERNATIONAL FOCUS

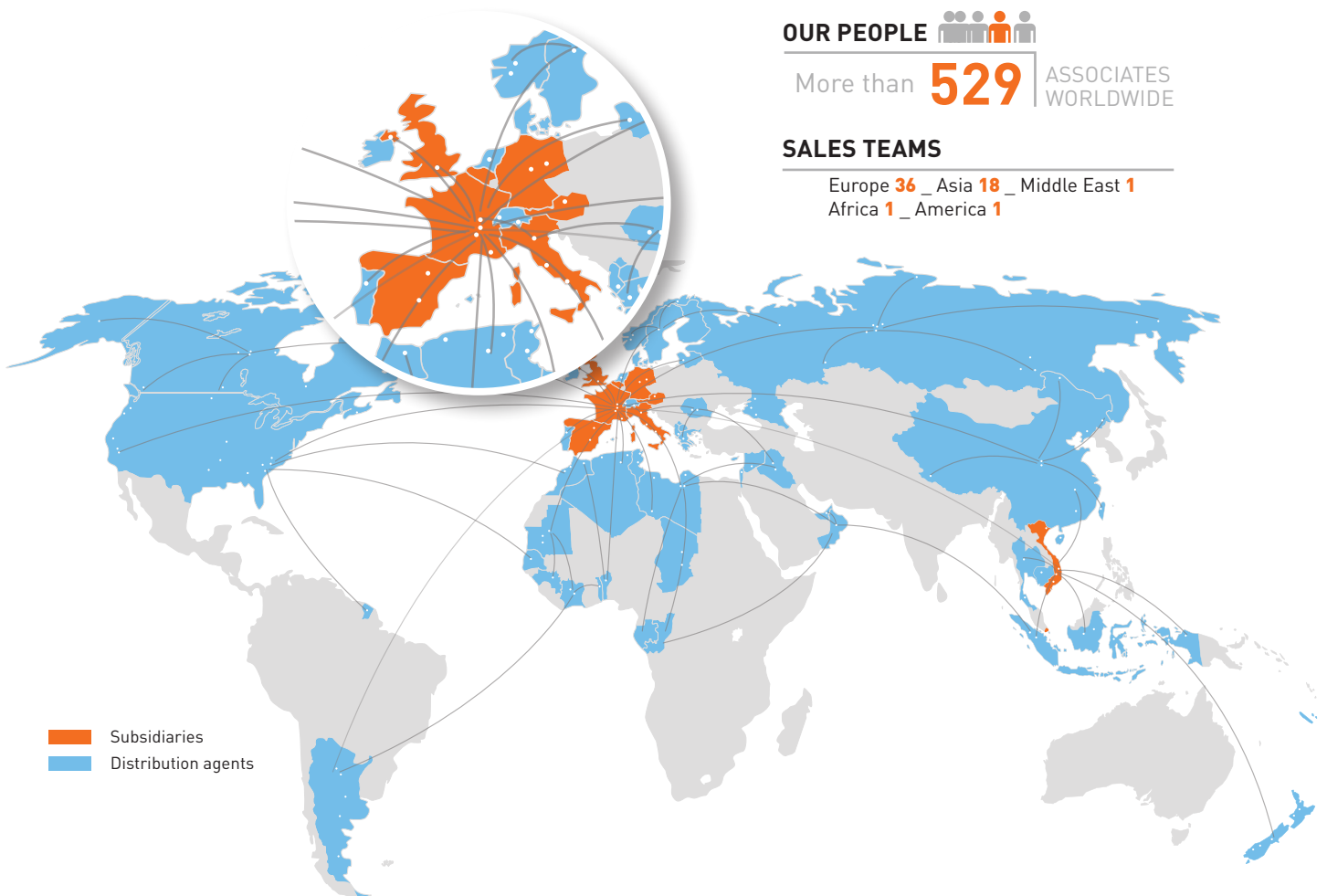
The company has a strong commercial structure in Europe thanks to its subsidiaries. AGUETTANT operates in 60 countries thanks to its international distribution agents.

### OUR PEOPLE

More than **529** ASSOCIATES WORLDWIDE

### SALES TEAMS

Europe **36** \_ Asia **18** \_ Middle East **1**  
Africa **1** \_ America **1**

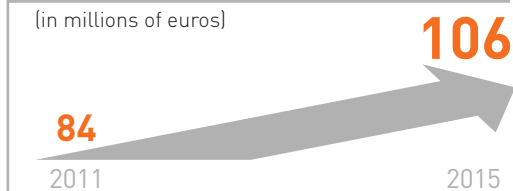


### TURNOVER

#### WORLDWIDE GROWTH

Financial year to end of March N+1

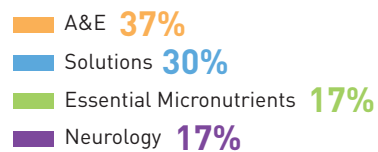
(in millions of euros)



#### BY SECTOR

Financial year to end of March 2015

(as %)



# IT IS ESSENTIAL TO SHARE

BY PROVIDING SUPPORT FOR  
HEALTHCARE PROFESSIONALS



## I PROVIDING SUPPORT FOR HEALTHCARE PROFESSIONALS

**Innovation to improve the safety of medical practices is a priority for AGUETTANT.**

Rapid changes in medicine, technology and organisational requirements make continuous medical training essential for all healthcare professionals.

### • EXPERT COMMITTEES

#### **Anaesthesia, Recovery and Intensive Care:**

Scientific Committee of European hospital experts focusing on the management and control of risks associated with anaesthesia, recovery and intensive care (e.g. the safety of administration using PFS syringes).

Every year AGUETTANT funds the SFAR / AGUETTANT grant, which is awarded to a project associated with improved safety of care in a hospital setting.

#### **Parkinson's Disease:**

##### **Camina :**

Scientific Committee of hospital neurologists focusing on improving practices for the management of patients with Parkinson's disease.

##### **Board Stylo :**

Scientific Committee of neurologists aimed at securing a leading role for the auto-injector pen in the range of medicinal products used by doctors.

### • PACKAGING GRAPHICS CHARTER

This charter forms part of the approach to enhanced safety of pharmaceutical products marketed by the company and aims at minimising the risk of error associated with the administration of medicinal products.

It meets the requirements of healthcare professional clients in terms of product identification and product information.

### SPONSORSHIP

AGUETTANT sponsors the **INCR**, the Institute of Clinical Neuroscience in Rennes, which conducts research in the field of Neurology.

AGUETTANT works in partnership with the French association for patients with Parkinson's disease, l'**Association de Patients France Parkinson**.

AGUETTANT has been a member of the **TULIPE association** since 2011. TULIPE provides emergency assistance to support people in need, in acute health crises, following natural disasters or conflicts.



## AGUETTANT INSTITUTE, DEDICATED TO ESSENTIAL MICRONUTRIENTS

As experts in injectable micronutrients, in 2012 AGUETTANT founded an institute to concentrate on Essential Micronutrients (trace elements, vitamins and electrolytes).

The role of the AGUETTANT Institute is **to promote** compliance with guidelines on good practice published by scientific societies, **to encourage** the inclusion of essential micronutrients in care protocols, **to contribute** to clinical research and to take part in the training for physicians prescribing parenteral nutrition and care teams.

### On the Institute's agenda:

Scientific meetings and the awarding, each year, of a European research prize of €15 000 to encourage clinical research into essential micronutrients.

The Institute is represented in France and Europe by a **scientific committee** of experts in the field.



## AGUETTANT PARKINSON DAYS, FOR BETTER MANAGEMENT OF PATIENTS WITH PARKINSON'S DISEASE

**The company firmly believes that improving the management of patients with Parkinson's disease is dependent on better coordination of care provided by doctors in private practice and in hospitals.**

AGUETTANT and the INCR [Institute of Clinical Neuroscience in Rennes] have joined forces to set up **"Aguettant Parkinson Days"** (APDs).

The purpose of APDs is to bring together neurologists working in private practice and in hospitals in order to report on the latest developments in the management of patients during the progression phase of Parkinson's disease in which the first fluctuations occur.

The day's programme covers all phases of the disorder, in particular the stage in which the motor complications of the disease occur, patient management, drug training, strategies and the range of medicinal products available for treatment purposes.



# GET TO KNOW US BETTER

## I AGUETTANT - A SNAPSHOT

REGISTERED NAME: **Laboratoire Aguettant SAS**

HEAD OFFICE: **Lyon, France**

CEO: **Éric Rougemond**

DIVISIONS : • **Laboratoire Aguettant**  
• **Aguettant biotech**

TURNOVER FOR 2014: **106.2 million euros**

EMPLOYEES: **529**

ACCREDITATIONS:

- **ISO 9001 and 13485 accredited sites (GMED)**
- **GMP Site (ANSM – French Medicines Safety Agency)**



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**Laboratoire Aguettant**

1, rue Alexander Fleming - 69007 LYON - France  
Tél. +33 (0) 4 78 61 51 41 - Fax : + 33 (0) 4 78 61 09 35  
[www.aguettant.com](http://www.aguettant.com)



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