

## **PRESS RELEASE**

### **Cipla announces a commercial collaboration with S&D Pharma to enter Czech Republic and Slovakia with affordable high quality alternatives**

**India, Mumbai, 8<sup>th</sup> September 2014:** Cipla, a global pharmaceutical company, today announces the commercial collaboration with S&D Pharma in the Czech Republic and Slovakia. This collaboration will enable Cipla to focus on its core therapy areas, while S&D Pharma will be the key partner for generics.

Under the collaboration, Cipla will be driving its respiratory product portfolio in both Czech Republic and Slovakia through a Cipla owned sales force team, managed by Cipla commercial head. S&D Pharma will physically distribute all products, including respiratory products, and this portfolio will increase over the next few years.

**Mr. Frank Pieters, Head Cipla Europe said,** "We are excited to partner with S&D Pharma and believe that this collaboration will enable us to drive access in the Czech Republic and Slovakia across therapy areas in the coming years."

**Mr. Daniel Straus, CEO S&D Pharma said,** "We are delighted to extend our cooperation with such an innovative company as Cipla and to have the opportunity to further develop the Cipla brand and portfolio in our markets. Through this collaboration we have secured a competitive and varied product pipeline for the future and very much look forward to contributing to the future success of Cipla's respiratory range."

In the near future, once the necessary regulatory and reimbursement approvals are in place, the Salmeterol-Fluticasone fixed combination will be launched in both markets under the name Fullhale. With Fullhale we will offer in Czech Republic and Slovakia an alternative which is effective and efficient and therefore brings many advantages into a market which suffers from limited resources. Fullhale will be available in a pMDI with HFA propellant in two strengths:

1. 120 doses of 25/125 mcg salmeterol/fluticasone
2. 120 doses of 25/250 mcg salmeterol/fluticasone

Apart from Croatia where the combination is already available under the name Duohal, Cipla recently launched the product in Germany and Sweden. In Germany the product is distributed under the name "Serroflo", whereas in Sweden the combination is launched as "Salmeterol/Fluticasone Cipla".

Cipla is one of the worlds leading respiratory companies, with the largest range of drugs and devices approved and sold in over a 100 countries. In several markets, Cipla is prevalent in all therapy areas of respiratory medicine, and was also the first to launch several novel combinations, and drug/device combinations. Cipla aims to bring this global expertise in



respiratory medicine to Europe, which will significantly impact the healthcare landscape with affordable and high quality inhalation therapy.

### **About Cipla**

Cipla is a global pharmaceutical company which uses cutting edge technology and innovation to meet the everyday needs of all patients. For more than 70 years, Cipla has emerged as one of the most respected pharmaceutical names in India as well as across more than 170 countries. Our portfolio includes 2000 products in 65 therapeutic categories with one quality standard globally. Cipla's turnover in 2013-14 was 1.7 billion USD.

Whilst delivering a long-term sustainable business, Cipla recognises its duty to provide affordable medicines. Cipla's emphasis on access for patients was recognized globally for the pioneering role played in HIV/AIDS treatment as the first pharmaceutical company to provide a triple combination anti-retroviral (ARV) in Africa at less than one dollar a day and thereby treating many millions of patients since 2001.

Cipla's research and development focuses on developing innovative products and drug delivery systems and has given India and the world many 'firsts' for instance Triomune. In a tightly regulated environment, the company's manufacturing facilities have approvals from all the main regulators including USFDA, UKMHRA, WHO, MCC, ANVISA, and PMDA which means the company provides one universal standard both domestically and internationally.

### **About S&D Pharma**

S&D Pharma is UK-based company which, in partnership with its local offices, represents global pharmaceutical companies and manages the promotion and distribution of their products in Central Europe. Additional support available includes the provision of Pharmacovigilance, EU batch release and regulatory services. S&D Pharma also operates a pre-wholesaling facility in Bulgaria, supplying a broad range of products to national wholesalers.

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