

PENDOPHARM

Proven Medicines. Dedicated People.



A Strong Focus on Specialty Medicines

PENDOPHARM is a rapidly growing and independent business that focuses on commercializing a portfolio of specialty prescription products and an established line of OTC/BTC products.

Strategically committed to growth, PENDOPHARM is actively engaged in licensing, developing and marketing late-stage prescription products as well as consumer brands.

A Commitment to Growth Through Solid Partnerships

Partnership is a key component of our growth strategy and PENDOPHARM's business model is focused on developing long-term alliances that create synergistic value for both parties. To achieve this goal, we have aligned our corporate capabilities, operations and resources to facilitate collaborations with our partners. The PENDOPHARM team is noted for being flexible, dedicated, respectful and always striving to be an ideal partner.

The Flexibility of a Small Organization, The Resources of a Large Corporation

PENDOPHARM offers partners the flexibility and fast decision-making of a smaller company while providing the infrastructure and capabilities of a larger pharmaceutical corporation. We have the capability to provide expert regulatory filing, drug safety and medical information, logistics and distribution, customer service, manufacturing, sales/marketing, pricing, market access, and all other aspects of commercialization.

Additionally, PENDOPHARM's dedicated sales and marketing team has extensive experience in the commercialization of branded pharmaceuticals; key expertise that we leverage to successfully support the medicines we license in.

Therapeutic Areas of Interest

Building on its current portfolio and the expertise of its team, PENDOPHARM is focusing its in-licensing interest in the following therapeutic areas:

Prescription Medicines

- Urology
- Gastroenterology
- Oncology
- Acute Care

Consumer Healthcare

- Gastroenterology
- Pediatrics
- Nasal Care
- Cough & Cold

PENDOPHARM is the specialty pharmaceutical company that brings to the marketplace proven medicines healthcare professionals and patients rely on. Our experienced team is here to support the medical community, patients and partners.

We are committed to being creative, flexible, and dedicated to "going the extra mile" to develop long-lasting relationships and build strong brands.

PENDOPHARM, a Division of Pharmascience Inc.

Established in 1983 and privately-owned, Pharmascience Inc. is the largest pharmaceutical company in Quebec, with a highly skilled workforce of 1,300 people. Pharmascience commercializes nearly 300 products in over 1,000 formats, including generic, branded prescription, OTC and BTC products. In Canada alone, more than 21 million prescriptions a year are filled with Pharmascience products. Additionally, Pharmascience has a significant international presence, with 25% of its sales coming from 60 countries. Operationally, Pharmascience is fully integrated and controls all aspects of production, from manufacturing to commercialization. It has state-of-the-art laboratory, manufacturing and research & development facilities, with the capability of manufacturing capsules, tablets, suppositories, liquids and suspensions.

Financially, Pharmascience is well capitalized and has consistently experienced double-digit growth, with current sales of Cnd\$700 million. As demonstrated by the 2011 \$40 million expansion project of its laboratories and facilities in Montreal, Pharmascience continues to adapt to opportunities in the evolving marketplace in order to ensure its long-term growth.



PENDOPHARM

Proven Medicines. Dedicated People.



A Team of Specialty Pharmaceuticals Commercialization Experts

PENDOPHARM's management team is a dynamic and talented group of individuals with solid backgrounds in multinational Rx and OTC/BTC pharmaceutical business development, marketing and sales. Each brings to the cross-functional commercialization teams their complimentary work experience and strong track record. Working together on the various aspects of product commercialization, from regulatory to pricing, reimbursement, trade management, marketing and sales, the team is able to efficiently address the new complexities of an evolving pharmaceutical environment.

PENDOPHARM's marketing and sales team has the resources to promote OTC/BTC and prescription medicines and support the medical community and patients in hospital settings and specialists' practices.

The sales team, whose expansion is planned in progressive phases aligned with future product launches, currently provides national coverage and includes:

- A dedicated sales team with prioritized therapeutic area focus
- Key Account Management with national coverage of retail pharmacies
- Key Account Management for hospital listing and reimbursement

The sales team's responsibilities include all relationship building, communication and targeted educational initiatives with key opinion leaders, specialists, hospital pharmacists and nursing support staff.

The marketing team has extensive experience in the commercialization of branded pharmaceuticals. Dedicated to specific therapeutic areas, this team develops and implements marketing programs, targeted to specialist audiences, including key opinion leader (KOL) and speaker development programs as well as educational conferences and symposia.

Contact our Business Development Team

Frank Puglisi B. Sc.
Director Business Development, Prescription Medicines
Tel: 514-340-9800 #3489; Cell: 514-298-0442
Email: fpuglisi@pendopharm.com

Kaled Kadri B. Sc., MBA
Sr. Director Business Development, Consumer Healthcare Products
Tel: 514-340-7686
Email: kkadri@pendopharm.com

6111 Royalmount Ave. Suite 100
Montreal, Quebec
H4P 2T4 CANADA
www.pendopharm.com



*A division of Pharmascience Inc.

PENDOPHARM Management Team

The PENDOPHARM management team has experience in a variety of therapeutic areas including gastroenterology, oncology, virology, acute care, cough and cold, allergy, and analgesics.

Elise Vézina B. Eng., MBA
Vice-President & Division Head
Pharmaceutical Experience: 18 years in corporate/business development, marketing, strategic planning and market research.

Frank Puglisi B. Sc.
Director Business Development, Prescription Medicines
Pharmaceutical Experience: Over 20-year experience in specialty pharmaceutical marketing, sales, business development, strategic planning and business execution.

Kaled Kadri B. Sc., MBA
Sr. Director Business Development, Consumer Healthcare Products
Pharmaceutical Experience: 10 years in the manufacturing of solid oral dose products, sales and marketing, business development and strategic planning.

Jean-François Lemieux B. Sc., B. A. A.
National Sales Director
Pharmaceutical Experience: Over 15 years in sales, training, continuing health education and sales management.

Isabelle Vézina, B. A. A., MBA
Marketing Director
Pharmaceutical Experience: 15 years of marketing and sales experience.

Marc Girard
Director Key Accounts
Pharmaceutical Experience: Over 15-year experience with several years spent in the retail and distribution sectors. Particular expertise in hospital tendering/contracting and key account management.

Recent Highlights - May 26, 2011
Pharmascience Inc. acquired Aegera Therapeutics Inc., a Montreal-based clinical-stage biotechnology company focused on developing targeted therapeutics, primarily in oncology. For more information, visit www.aegera.com