



Founded  
September 2006

Locations  
Amsterdam (The Netherlands),  
Paris (France), Milan (Italy),  
Munich (Germany),  
Oxford (UK)

Focus  
Pan-European registration, marketing  
and sales of high medical value  
medicines for hospitals and specialists

Principal Investors

- TVM Capital, Germany
- Signet Healthcare Partners, USA
- Paul Capital Partners, USA

Products

- Dantrium<sup>®</sup>, Dantrolen<sup>®</sup>, Dantamacrin<sup>®</sup>
- Savene<sup>®</sup>
- MuGard<sup>®</sup>
- Xerotin<sup>®</sup>
- PROther<sup>™</sup>

Management Team

- Jean-François Labbé; Chief Executive Officer
- Caroline Dumas, MD; Vice-President Medical & Regulatory Affairs
- Antoine Aulanier, Vice-President Commercial Operations
- Neil L. Brown; Vice-President Business Development
- Hans Vos, Chief Financial Officer
- Ad Velders, VP Supply Chain

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## Company Profile

**SpePharm** is a specialty pharmaceutical company dedicated to acquiring, registering and marketing high medical value medicines throughout Europe.

The strategy of **SpePharm** is based upon the acquisition of, or obtaining the European rights to, quality and unique products for hospitals and specialists within a limited number of therapeutic fields. Initial focus is on critical & supportive care, oncology and hematology, with possible extensions into other segments where medical and commercial synergies can be developed, such as niche indications, orphan drugs and low-volume products of high medical value and limited competition.

**SpePharm** possesses a highly experienced team with a well-established and in-depth knowledge of the European hospital and specialist markets. The CEO, Jean-François Labbé, has an extensive experience in marketing and sales through his former positions as President of Hoechst-Marion-Roussel Europe, President of Parke Davis, France; and more recently as CEO of OTL Pharma and COO of ProStrakan, both pan-European specialty pharmaceutical companies. The team has a proven track record of successful development, registrations, and/or commercialization of quality therapeutic products in supportive care, oncology & haematology, and orphan diseases.

The products currently marketed by **SpePharm** in Europe are Dantrium<sup>®</sup>, Savene<sup>®</sup>, MuGard<sup>®</sup> and Xerotin<sup>®</sup>. In August 2008 **SpePharm** acquired rights to the Dantrium brands in Europe and certain other major markets following the acquisition of the business from Procter & Gamble Pharmaceuticals. Dantrium, as an injectable product, is used for the treatment of malignant hyperthermia, a life-threatening reaction to certain types of general anesthetics. The oral form of Dantrium is approved and marketed for the prevention of malignant hyperthermia in susceptible patients, and also for the treatment of chronic spasticity.

MuGard<sup>®</sup> is a ready-to-use muco-adhesive mouth rinse, indicated for the prevention and management of oral mucositis that may be caused by radiotherapy and/or chemotherapy, and other types of oral wounds. The complementary product, Xerotin<sup>®</sup>, is for the management of xerostomia, or lack of saliva, an uncomfortable side-effect of many drugs, also caused by radiotherapy and/or chemotherapy.

**SpePharm** has also since January 2009 an exclusive distribution agreement with DMF Dietetic Metabolic Food srl for the marketing of PROther<sup>™</sup>. This line of food for special medical purposes is intended for patients with serious protein/glutathione deficiency and is currently marketed in Italy. **SpePharm** envisages extending distribution to the rest of Europe.

In March 2010, **SpePharm** acquired the worldwide (with the exception of North and South America) rights to Savene<sup>®</sup> from TopoTarget A/S (Copenhagen, Denmark). Savene<sup>®</sup> is the only approved product for the treatment of extravasations, or leakage out of the blood stream, of certain commonly used anticancer drugs known as anthracyclines. If not adequately and timely treated, such extravasations can lead to tissue necrosis that is sometimes of sufficient severity to require surgery including amputation.

**SpePharm** aims to be the preferred partner for pharmaceutical and biotechnology companies seeking to maximize product and commercial opportunities in Europe. It is our intention to rapidly create and develop a pan-European specialty pharmaceutical company active in the hospital and specialist segments by seeking to in-license or acquire (i) innovative products at pre-registration or registration stage, to be launched throughout Europe; and (ii) already marketed, non-core products acquired from larger pharmaceutical companies.