

News release

Contacts

Merck

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31.07.2017

MERCK and ACINO signed a distribution agreement

- **ACINO will commercialize present 9 MERCK trademarks for the treatment of cardiovascular and endocrine diseases in Ukraine, Armenia, Azerbaijan, Kazakhstan, Kyrgyzstan, Moldova, Turkmenistan, Tajikistan, Uzbekistan, Georgia, Belarus and Mongolia.**

In early July 2017, Swiss Pharmaceutical Group of Companies ACINO (Switzerland) has signed the exclusive distribution agreement with Merck, a leading science and technology company, for commercial sales and promotion of a number of Merck's drugs in CIS countries and Mongolia, excluding Russia, effective January 1st, 2018.

Under the terms of this agreement, ACINO will commercialize 9 trademarks of Merck for the treatment of cardiovascular and endocrine diseases (diabetes mellitus and thyroid gland diseases) in Ukraine, Armenia, Azerbaijan, Kazakhstan, Kyrgyzstan, Moldova, Turkmenistan, Tajikistan, Uzbekistan, Georgia, Belarus and Mongolia.

The following trademarks are covered by the agreement: CONCOR®, CONCOR® COR, LODOZ®, GLUCOPHAGE®, GLUCOPHAGE® XR, GLUCOVANCE®, EUTHYROX®, JODBALANCE®, THYROZOL®.

"Partnerships are integral part of our strategy. The existing high demand for Merck's products will strengthen Acino's position in CIS countries and Mongolia quickly and accelerate growth of our business", noticed Kalle Känd, CEO ACINO.

ACINO expands its presence in CIS region creating new jobs locally, in order to ensure continuous access of drugs to the markets of developing countries.

From January 01, 2018, Pharma Start, a company of Swiss Pharmaceutical Group ACINO, will be responsible for the distribution and marketing of Merck drugs for the treatment of cardiovascular and endocrine diseases (diabetes mellitus and thyroid gland diseases) in Ukraine, as well as for the performance of activities on raising Ukrainian patients' diseases awareness.

"In accordance with the Company's development strategy, we continue to strengthen our product portfolio and put high-quality products on the domestic market, in order to improve the quality of life of Ukrainian patients. ACINO's partnership agreement with



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Merck is providing access to innovative medical products not only for Ukrainian patients, but also for patients from other CIS countries and Mongolia. I am sure, we will become a reliable partner for one of the world leaders in the development and production of high-tech drugs", – commented on this agreement Eugene Zaika, CIS Regional Head, ACINO.

Rogier Janssens Head of Russia and CIS Biopharma: "Merck's aim is to support access to medicine in all countries and regions of the world, where patients are in need. We are glad to have reliable partners able to guarantee strong marketing and logistics support with business operations on a high level and compliant way, where Merck do not have own operations".

The financial terms of the agreement are not disclosed.

Merck

Merck is a leading science and technology company in healthcare, life science and performance materials. Around 50,000 employees work to further develop technologies that improve and enhance life – from biopharmaceutical therapies to treat cancer or multiple sclerosis, cutting-edge systems for scientific research and production, to liquid crystals for smartphones and LCD televisions. In 2016, Merck generated sales of € 15.0 billion in 66 countries.

Founded in 1668, Merck is the world's oldest pharmaceutical and chemical company. The founding family remains the majority owner of the publicly listed corporate group. Merck holds the global rights to the Merck name and brand. The only exceptions are the United States and Canada, where the company operates as EMD Serono, MilliporeSigma and EMD Performance Materials.

ACINO

ACINO, global pharmaceutical company headquartered in Zurich, Switzerland, for over 170 years focuses on development and manufacture of high-quality generic and innovative medicinal products, and promotes its products for the benefit of patients in more than 80 countries of the world. As a partner of pharmaceutical companies worldwide, ACINO supplies finished in-house developed products and/or provides finished solutions from drugs development and registration to contract manufacturing, packaging and logistics. Under the brand "ACINO" the company distributes high-quality medicines in countries of Middle East, South Africa, Russia and the CIS countries, and in Latin America (www.acino.swiss).