

## SWIXX SIGNS EXCLUSIVE DISTRIBUTION AGREEMENT WITH SANOFI FOR FOURTEEN CEE COUNTRIES

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**Baar, Switzerland** – Swixx BioPharma AG of Baar, Switzerland, announced today the signature of a contract with Sanofi-Aventis Groupe of Paris, France. Under the agreement, Swixx will be exclusively responsible to distribute Sanofi's Rx portfolio in the EU territories of Bulgaria, Croatia, Estonia, Latvia, Lithuania, Slovakia, and Slovenia. The agreement also includes the non-EU, Balkan territories of Albania, Bosnia-Herzegovina, Kosovo, Moldova, Montenegro, North Macedonia, and Serbia. The contract goes into effect as of January 1<sup>st</sup>, 2022.

"This partnership is a transformative event for our company," commented Swixx CEO Jean-Michel Lespinasse. "We are honoured that Sanofi has chosen to work with Swixx for its entire Rx portfolio across such a large region. We should highlight," Lespinasse continued, "that our cooperation with Sanofi brings several notable milestones for Swixx. First, I am delighted that it takes us into the strategic therapeutic area of vaccines (with the Sanofi Pasteur portfolio). Second, the partnership substantially buttresses our other business units in rare disease, oncology-haematology and other specialty – particularly with Sanofi's significant presence in metabolics / diabetes and neuroscience. Finally, to adequately support Sanofi's excellent portfolio, Swixx is embarking on a large expansion of its headcount. In total, we are opening 300 new positions across the company, at every level, including the integration of two hundred and fifty Sanofi employees in the region. In addition to augmenting our country capabilities, we are adding senior corporate and regional positions in compliance, digital, medical, public affairs, regulatory and strategic marketing. Essentially, we are further reinforcing our alliance management, business unit structure and oversight functions to allow us to continue to provide first class service to all our clients. Let me warmly welcome our new colleagues to Swixx."

Dr. Dezso Martha, Swixx COO and Head of Alliance Management, pointed out that the combination of the Sanofi business with Swixx's existing portfolio of companies and products "vaults Swixx into a top five position amongst companies marketing innovative, research-based therapies in eight countries: the three Baltic states of Estonia, Latvia and Lithuania, and also Bulgaria, Croatia, Serbia, Slovenia and Slovakia. In fact," Martha continued, "in Serbia and the Baltics, Swixx will become the market leader innovative company, both in terms of sales and organization size. This is a remarkable achievement given that Swixx only began to book sales six years ago, in 2015. This newfound critical mass gives us additional capability to continue to meet both our clients' and CEE patients' needs for access expertise and for the across-the-board, complex functional support demanded by new, innovative therapies."

Sanofi shares Swixx's vision and goals in developing access of its medicines and vaccines in these countries. "Our commitment is to ensure that as many people as possible have sustainable access to Sanofi's medicines and vaccines in these countries. We are very confident in the ability of Swixx to further develop the portfolio of Sanofi medicines and vaccines while also handling commercial and scientific operations in the region through an ethical, integrated service offering that makes therapeutic solutions available to patients and the medical community" said Jon Fairest, Global Head of Trade & Revenue at Sanofi.

**About Swixx BioPharma AG**

Swixx operates fully owned subsidiaries across Central and Eastern Europe and Russia. With over 900 employees and sales likely to exceed 600M Euros in 2022, Swixx has swiftly evolved into the largest and fastest-growing dedicated agent for biopharma and self-medication innovative companies in CEE. The company has gathered outstanding rare disease, oncology-haematology, specialty, and self-medication talent under one roof. For more information about Swixx, please visit: [www.swixxbiopharma.com](http://www.swixxbiopharma.com)

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