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**UMBRA MEDICAL AG**

## **PRESS RELEASE**

### **AAA announces strategic steps in the expansion of its European PET manufacturing network**

#### **Highlights**

- Acquisition of the majority stake in Umbra Medical AG in Germany
- Acquisition of PET production laboratory in Portugal from GE Healthcare
- Construction of new radiopharmaceutical facility in southern Spain after winning a public tender

March 26, 2012 (Saint Genis Pouilly, France): Advanced Accelerator Applications (AAA), a fast growing international player in Molecular Nuclear Medicine (MNM), today announces the strategic expansion of its European positron emission tomography (PET) manufacturing network in Germany, Portugal and southern Spain. The moves will enable AAA to enter Germany directly for the first time and greatly expand its market position in the Iberian Peninsula.

#### AAA entry in the German market

AAA has acquired a majority stake in Umbra Medical AG, a fast growing radiopharmaceutical company, which gives the Company its first direct presence in the German market. AAA will work with Umbra Medical to develop the German MNM market and will support Umbra Medical with the development of its pipeline of proprietary MNM products. In 2011 Umbra obtained a construction permit for its first manufacturing facility in Bonn. Following completion in mid-2013, the facility will produce a wide range of commercial and research MNM products. Both companies aim at launching two additional PET manufacturing sites, in North and South Germany, within the next six months, which will enable them to supply the whole of Germany.

#### Expansion in Portugal

On March 26, 2012 AAA acquired a fully operational, PET tracers production laboratory in Porto, Portugal, from GE Healthcare. This facility is the first and only laboratory authorised to produce FluoroDeoxyGlucose (FDG), in Portugal. FDG is the most commonly used radio tracer used in PET. Until the manufacturing authorizations have



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been transferred from GE's SteriPET<sup>®</sup> to AAA's Gluscan<sup>®</sup>, AAA will supply the Portuguese market from its manufacturing facility in Zaragoza, Spain. The facility is located inside the Instituto CUF de Diagnóstico e Tratamento (ICUF), in Porto, a highly equipped medical centre that uses the PET tracers produced in the laboratory.

AAA will add the site to its existing framework agreement with GE Healthcare to manufacture its PET Proprietary Tracers (announced in early October 2011).

### Consolidation in Spain

In February 2012 AAA won a public tender in Spain, from the Servicio Murciano de Salud to build a new radiopharmaceutical facility in Murcia. The facility, the second in the State after Zaragoza, will supply all the regional hospitals in the south of the Country with FDG and other PET products for 15 years following its completion. AAA expects to complete the facility within 18 months.

Stefano Buono, Chief Executive Officer of AAA, commented: *"Molecular Nuclear Medicine is shaping a new age of patient care by integrating diagnostics and therapy. This enables more efficient medical decisions, improves patient care and reduces costs and we believe PET is playing a key role in this process. AAA has made significant progress in its strategy to expand its European PET manufacturing network. Our ambition is to have at least 21 European laboratories in three years time. We believe that at least seven of the 20 new F-18 proprietary products currently in company sponsored clinical studies will reach the market over the next four to five years and will need to be produced in Europe. Our specialist expertise and extensive network of laboratories means we are well placed to manufacture these molecules for both existing and new partners."*

Jörg Brockmann, Chief Executive Officer of Umbra Medical AG, added: *"PET diagnostic drugs are extremely complex to manufacture and distribute due to their short shelf life of approximately 10 hours. The success of new proprietary PET drugs will depend on how fast and efficiently they can be introduced into an existing manufacturer network. As the leading PET manufacturer in Europe, AAA is the only one which is able to provide this rapid, full-scale integration of new products and we are happy to become part of this unique network. The partnership will also allow us to accelerate the development of our pipeline of products"*.



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### **About Advanced Accelerator Applications**

Advanced Accelerator Applications ([www.adacap.com](http://www.adacap.com)), is a European pharmaceutical company founded in 2002 to develop innovative diagnostic and therapeutic products. AAA's main focus is in the field of Molecular Imaging and individualised therapy for the management of patients with serious conditions (Personalized Medicine). AAA currently has 12 production and R&D facilities able to manufacture both diagnostics and therapeutic MNM products and more than 190 employees in 9 countries (France, Italy, Germany, Switzerland, Spain, Portugal, Israel, U.S., Canada).

In 2011 AAA reported revenues of €36.4 million (+23% vs. 2010) and an estimated EBITDA in excess of €6 million.

### **About Umbra**

Umbra ([www.umbramedical.de](http://www.umbramedical.de)) is a fast growing radiopharmaceutical company active in the German Molecular Nuclear Medicine market with an initial focus on the commercialization and distribution of FDG (PET tracer). Founded in December 2008 by 2 experts in Nuclear Medicine Market, Jörg Brockmann and Joachim Richter, it has rapidly achieved a turnover of 1.2 million while investing in the development of new products in the MNM market. In 2011 Umbra obtained the construction permit for its first manufacturing facility in Bonn, Germany, whose construction is now starting.

### **About Instituto CUF de Diagnóstico e Tratamento**

The "Instituto CUF de Diagnóstico e Tratamento" ([www.josedemellosoaude.pt](http://www.josedemellosoaude.pt)), inaugurated in 2007 in Porto, is a unit of high-profile technology and clinical staff with a high differentiation, providing ambulatory services, specialty consultations and a wide offer of testing, namely in Molecular Nuclear Medicine.

### **About Molecular Nuclear Medicine**

Molecular Nuclear Medicine is a medical specialty using trace amounts of active substances, called radiopharmaceuticals, to create images of organs and lesions and to treat various diseases, like cancer. The technique works by injecting into the patient's body targeted radiopharmaceuticals that accumulate in the organs or lesions that reveal specific biochemical processes.

Molecular Nuclear Diagnostics employs a variety of imaging devices and radiopharmaceuticals. PET (Positron Emission Tomography) and SPECT (Single Photon Emission Tomography) are highly sensitive imaging technologies that enable physicians to diagnose different types of cancer, cardiovascular diseases, neurological disorders and other diseases in their early stages.



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