



PRESS RELEASE

ORABLOC® IN NORTH AMERICA: SALES UP 35% (Y/Y) IN THE FIRST QUARTER OF 2016

**ORABLOC® IN NORTH AMERICA: UP 42% IN MARCH 2016.
A RECORD IN SALES SINCE 2012**

Capua, 2 May 2016 – North America, and the United States in particular, continue to favour Orabloc® (Articaine for dental use aseptically produced in the plant in Capua, CE, Italy) in 2016.

Pierrel Pharma S.r.l. ("the Company") - a wholly owned subsidiary of Pierrel S.p.A. dedicated to the development, registration and licensing of new drugs and medical devices - is proud to announce to the market that in the first quarter of 2016 (January, February and March of current year) its flagship anaesthetic recorded a **35% increase in sales compared to the same period of 2015. In addition, in March, sales of Orabloc® jumped 42%, a record in sales since 2012 in the overseas market.**

American dentists are, therefore, not only not going back on their choice of purchasing quality anaesthetics, but also, thanks to the promotional and marketing strategies that have accompanied the sale of Pierrel's product in the North American market, they are definitely increasing their preference towards **Orabloc®**.

"The positive 2015 performance of Pierrel Pharma, which had a turnover of +25% (y/y) with a positive EBITDA of € 0.7 million, a significant improvement compared to 2014 when it was negative, appears to be continuing in the US market in 2016", stated Mr Fabio Velotti, CEO of Pierrel Pharma, who added: "The performance for the first quarter of 2016, therefore, not only confirms that we are meeting our commitments to the market, but is also strengthening Pierrel S.p.A. management's belief in the idea of reaching higher goals with its Pharma Division, which, thanks to the optimisation and the quality of production processes in the plant in Capua (CMO Division), is carving out a path for Italian excellence in dental care, with the United States in the front line".

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Pierrel S.p.A. is a global supplier to the pharmaceutical, biopharmaceutical and life science industries, specialising in the discovery of medicinal product candidates and the repositioning of existing drugs for new therapeutic indications and clinical research (TCRDO Division), pharmaceutical production (Contract Manufacturing Division) and the development, registration and licensing of new drugs and medical devices (Pharma Division). Pierrel Group is listed on the MTA exchange which is organised and managed by Borsa Italiana and boasts over 60 years' experience in the pharmaceutical sector, being one of Europe's leading producers of local and dental anaesthetics. The TCRDO Division, working across Europe and the US, is recognised internationally for its research and development into tech based clinical research innovations with its Drug Repositioning and Repurposing System ("DRR2.0") and Integrated Clinical Development Services ("ICDS") for the pharmaceutical, biotechnology and biomedical industries. The parent company of the TCRDO Division (**THERAMetrics holding AG**, listed in the Swiss stock exchange) holds the innovative interactive **DRR2.0** platform, which runs on a database of 24 million scientific publications (being virtually all of those available in the field of biomedical literature), of over 4,900 drugs and of 9,400 illnesses. With this data, never before collected in one place and stored in the cloud, the Search and Match algorithm can show a researcher not only the candidate drug but also a detailed road map with indications of possible second medical uses. The database can be searched by molecule or by illness.

Pierrel also has a production unit in Capua, close to Naples, Italy, that has been authorised by the European Medicines Agency (EMA) and the Food and Drug Administration (FDA) for the aseptic production of injectable medicines. The subsidiary Pierrel Pharma S.r.l. has registered and distributes the Orabloc® dental anaesthetic in Canada, US, Russia and Europe. The registered office of Pierrel S.p.A. is in Capua (CE), Italy.



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