



### **Faes Farma licences Bilastine's marketing rights in Indonesia**

KALBE PHARMA (largest pharmaceutical company in Indonesia) and FAES FARMA have signed a licence agreement for the commercialization of Bilastine in Indonesia by Kalbe.

Indonesian pharmaceutical market is one of the major emerging markets in Asia with annual growth rates between 12% and 15,5% during the last four years in a country with 230 million people.

Kalbe Pharma is the largest publicly listed pharmaceutical company in Southeast Asia leading the Indonesian pharmaceutical market with a market share of 13% in prescription drugs and of 14% in OTC products. Employs over 10.000 people and has a sale force of over 4.000 people, 2.300 being medical representatives for the prescription drugs market.

### **Regarding Bilastine**

Bilastine is a latest generation antihistaminic, indicated for the symptomatic treatment of allergic rhinoconjunctivitis and urticaria, with a rapid onset, long-lasting action and a wide safety profile.

### **Bilastine Licensees**

It must be highlighted that Bilastine has been licensed to top leading Companies all over the world:

- Pfizer (with the first position in the worldwide ranking) in Mexico and Turkey.
- Glaxo-GSK(number four in the worldwide ranking) in Spain and Poland.
- Takeda-Nycomed (with the tenth position in the worldwide ranking) in Brazil.
- Merck-Serono in India
- Menarini (first Italian pharmaceutical company) in Italy, 50 European and CIS countries (Commonwealth of Independent States).
- Vianex (first Greek pharmaceutical company) as a second licence in Greece.
- Pierre Fabre (second French pharmaceutical company), as a second licence in France.
- Yuhan (second Korean pharmaceutical company), in South Korea.



- Hikma (fifth largest pharmaceutical company in the Middle East and North African countries-MENA) in the MENA countries.
- Kalbe (first pharmaceutical company) in Indonesia

FAES is actively making arrangements to grant licences in additional Asian markets, especially Japan (first antihistamine market in the world, under negotiation), China and the remaining Southeast Asian countries.

### **Bilastine Marketing Authorizations**

The Product has already been approved in 28 countries: 25 countries within the European Economic Area (EEA) as well as in Brazil, Colombia and Guatemala.

The commercialization started in April 2011 in the Spanish market, first relevant market, and in five months the molecule has reached a market share close to 11% which has lead Bilastine to being the most successful antihistaminic during a launch stage in Spain.

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