



## **Grupo Zeltia reports 126.8 million euro in net sales (+8.5%) in the first nine months of 2015**

- **YONDELIS<sup>®</sup> sales amounted to 65.2 million euro (+14%), of which 5.5 million euro were sales of raw material.**
- **The group continues to increase R&D spending (+23%) as a result of ongoing clinical trials.**

**Madrid, 21 October 2015.** Grupo Zeltia (Grupo Zeltia, ZEL.MC) announced today its financial and corporate results for the accumulated 3Q of 2015. Grupo Zeltia net sales amounted to 126.8 million euro in the first nine months of 2015, an 8.5% increase over the same period of 2014. Net sales of YONDELIS<sup>®</sup> in the first nine months amounted to 65.2 million euro, a 14% increase year-on-year. Of this figure, 59.7 million euro were commercial sales and slightly over 5.5 million euro came from the sale of raw material. The consumer chemicals division reported 2% growth in revenues to 56.3 million euro in the period.

Other revenues amounted to 22 million euro in the first nine months, including 10 million dollars in milestone payments obtained for the approval of YONDELIS<sup>®</sup> in Japan, and 10 million dollars received in the first quarter under the action plan signed with Janssen Products LP to boost the development of YONDELIS<sup>®</sup> in the U.S. Other payments were received as a result of signing licensing agreements for APLIDIN<sup>®</sup>.

Total revenues of Group Zeltia within the first nine months of 2015 amounted to 148.8 million euro, up from 139.9 million euro in the same period of 2014.



On September 30<sup>th</sup>, the amount of R&D spending was 23% higher compared to 2014. This R&D spending was mainly made in the oncology area, with 40 million euro invested in the first nine months, compared with 31.9 million euro in 2014. R&D spending was concentrated in the compound PM1183, including a Phase 3 pivotal trial for recurrent ovarian cancer, which started enrollment at the end of the first half of 2015. A total of 112 centres in 13 countries of Europe and North America are participating. Additionally, Phase 1 and 2 trials are being conducted with PM1183 in several solid tumour types, as well as preclinical studies, and another Phase 3 registration trial is expected to start in small cell lung cancer before the end of the year.

The increase in selling general and administration expenses is owing, among other factors, to the opening of PharmaMar subsidiaries in various European countries, reinforcing sales teams and Medical Affairs efforts to boost YONDELIS<sup>®</sup> sales in our territories and to strengthen PharmaMar's presence in international congresses, respectively.

Grupo Zeltia EBITDA in the first nine months totalled 16.6 million euro, compared with 25.6 million euro in the same period of 2014. This difference in EBITDA was mainly due to the increase in R&D spending.

Net attributable profit in the first nine months amounted to 7.7 million euro (vs. 17.5 million euro in the same period of 2014).

#### **About Zeltia**

Zeltia S.A. is a world-leading biopharmaceutical company specialised in the development of marine-based drugs for use in oncology. Zeltia Group consists mainly of the following companies: PharmaMar, the world-leading biotechnology company in advancing cancer care through the discovery and development of innovative marine-derived medicines; Genómica, Spain's leading molecular diagnostics company; Sylentis, dedicated to researching therapeutic applications of gene silencing (RNAi); and a chemical division comprising Zelnova and Xylazel, two highly profitable companies that are leaders in their respective market segments.

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