



*Small, but heading for a big time*

## **Revenue for the 3<sup>rd</sup> quarter of 2012**

**Paris, France, November 15, 2012** – NANOBIOTIX (Euronext: NANO – ISIN: FR0011341205), a French company and nanomedicine pioneer developing NanoXray, a revolutionary therapeutic approach to local cancer treatment, today announces its revenue for the 3<sup>rd</sup> quarter of 2012.

<b>€ millions</b>	<b>Q3 2012*</b>
Licenses	27,744
Services	0
<b>Revenue</b>	<b>27,744</b>

*\* no comparison can be made with the same period of last year, as NANOBIOTIX recorded no revenue in Q3 2011.*

In the 3<sup>rd</sup> quarter of 2012, the Company received an upfront payment of €810,640 from PharmaEngine within the framework of a license contract for the Asia-Pacific region. **In accounting terms at September 30, 2012**, the Company's revenue came to €27,744, which corresponds to the proportionate share of this upfront over the period.

These results are in line with NANOBIOTIX's expectations. The Company's short-term strategy, which remains fully focused on the clinical development of its flagship product NBTXR3 in Europe, necessarily means no significant sales in 2012. In the medium term, NANOBIOTIX will focus on the setting up of partnerships in the Asia-Pacific region and in North America in order to accelerate the development of NBTXR3 in these regions. These contracts should generate upfront and milestone payments during the product's various phases of development.

As a reminder, NANOBIOTIX's business model is based on the marketing of NBTXR3, which initially involves the product's development and clinical approval by the relevant authorities. Revenue will thus come from:

- i) in the longer term, the European launch of NBTXR3 in 2017,
- ii) the payment, by partner laboratories and within the framework of license contracts, of:
  - upfronts and milestones during the product's development
  - royalties on sales once the product is launched.



### About NBTXR3

NBTXR3, the lead compound of NANOBIOTIX's NanoXray product pipeline, is a nanoparticle formulation of hafnium oxide crystals for the local treatment of tumors to enhance the efficacy of radiotherapy. NBTXR3 has been classified in the EU as class III medical device and is currently being tested in a European Phase I trial to establish feasibility and safety of NBTXR3 in patients with advanced soft tissue sarcoma. Further clinical trials are in preparation in Europe, in Asia-Pacific (through the PharmaEngine partnership) and in the United States, where NBTXR3 is classified as a drug by the FDA.

Additional information on the Company's NBTXR3 clinical study may be found at [www.clinicaltrials.gov](http://www.clinicaltrials.gov) / registration number RCB 2011-A00342-39

**About NANOBIOTIX:** [www.NANOBIOTIX.com/fr](http://www.NANOBIOTIX.com/fr)

NANOBIOTIX, pioneer and leader in nanomedicine, has developed a revolutionary concept dedicated to the local treatment of cancer. NANOBIOTIX is focused on the development of NanoXray, a pipeline of patented products, which are based on the physical mechanism of action of the nanoparticles interacting with X-rays and maximizing radiation effect into tumor cells. NanoXray products enhance the efficacy of the radiotherapy in the tumor without increasing healthy tissues damages. NanoXray products can be used with existing standard radiation equipments available in almost every hospital world-wide.

NANOBIOTIX is a spin-off of the State University of New York (SUNY) at Buffalo that was incorporated in 2003 and has been primarily funded by leading European venture capital firms. The company has more than 30 employees and is based in Paris, France. NANOBIOTIX's objective is to enhance its leading position in the nanomedicine field on the main oncology markets. Its pipeline of universal products enable to target the major indications of cancers (breast cancer, prostate cancer, lung cancer...), leading to a potential market of several billion dollars. Thanks to the physical based mechanism of action of its nanoparticles, NANOBIOTIX deploys a unique business model with much lower risk than classic drug development, enabling a faster and less expensive time to market. NANOBIOTIX is listed on the NYSE Euronext Paris regulated market (ISIN: FR0011341205, Euronext ticker: NANO, Bloomberg: NANO: FP)



### Contacts

#### **NANOBIOTIX**

**Laurent Levy**

*CEO and Co-founder*

Tel: +33 (0)1 40 26 04 70

[contact@NANOBIOTIX.com](mailto:contact@NANOBIOTIX.com)

#### **NewCap.**

Financial communication and  
Investor relations

**Louis-Victor Delouvrier /**

**Emmanuel Huynh**

Tel: +33 (0)1 44 71 98 53

[lvdelouvrier@newcap.fr](mailto:lvdelouvrier@newcap.fr)

#### **Yucatan**

Press Relations

**Annie-Florence Loyer/**

**Nadège Le Lezec**

Tel: +33 (0)1 53 63 27 27

[afloyer@yucatan.tm.fr](mailto:afloyer@yucatan.tm.fr)

### DISCLAIMER

*This press release and the information it contains do not constitute an offer to sell or subscribe for, or a solicitation to purchase or subscribe for, NANOBIOTIX shares in any country. This press release contains forward-looking statements that relate to NANOBIOTIX' objectives based on the current expectations and assumptions of the company's management only and involve risk and uncertainties that could cause NANOBIOTIX to fail to achieve the objectives expressed by said forward-looking statements.*