



## PRESS RELEASE

### Oncodesign pursues its strategy of expansion in North America

- US sales and marketing subsidiary established in Cambridge (MA), near Boston
- Joint venture set up in Canada with North American company Mispro Biotech Services to carry out on site the first experimentation activities for North American customers

**Dijon, October 16, 2015** – **Oncodesign (FR0011766229 - ALONC)**, a biotechnology company serving the pharmaceutical industry in the discovery of new therapeutic molecules to fight cancer and other serious illnesses with no known effective treatment, has announced the creation of a sales and marketing subsidiary based in Cambridge, Oncodesign Biotechnology Inc., near Boston, and the establishment of a joint venture, Synergie MTL Inc., with Mispro Biotech Service Inc., to develop a research facility in Montreal.

This research facility will increase Oncodesign’s capacity for its Experimentation business and puts it in a position to respond more effectively to the needs of its customers in North America by performing their pre-clinical pharmacology research directly on site.

Mispro Biotech Service has several state-of-the-art AAALAC accredited facilities, complying with local, state and federal laws that regulate experimentation research in North America (Montreal, Research Triangle Park, Cambridge, New York). The partnership with Mispro Biotech Service will open up new development prospects for Oncodesign right across North America.

In parallel, the decision to open a sales and marketing subsidiary in Cambridge, at the heart of the Boston region’s bio-cluster, reflects the high concentration there of top-ranking universities, such as Harvard and MIT, and biotech and pharmaceutical companies, which represent potential customers and R&D partners for Oncodesign. This subsidiary will house Oncodesign’s North American sales and marketing teams.

In the 1<sup>st</sup> half of 2015, Oncodesign quadrupled its Experimentation revenue in North America by comparison with the same period of 2014, with overall Experimentation revenue growing by 77%. In North America, its order backlog increased by 120% compared with the 1<sup>st</sup> half of 2014.

*“The opening of the Montreal facility and creation of our subsidiary in the United States represent a key step in our strategy of building up our Experimentation market share in North America. It’s a fast-growing market that accounts for over 60% of global activity”, commented Philippe Genne, Founder and CEO of Oncodesign. “We face growing demand from our North American customers, and the capabilities we have established in Boston and Montreal make the solutions we provide more competitive.”*

**About Mispro Biotech Service:** [www.misprobiotech.com](http://www.misprobiotech.com)

Mispro Biotech Services is a pioneering service provider in the pre-clinical phase of therapeutic product development. Ever since it was established in 2003, Mispro has stood out through its core competency as a planner, builder, and provider of high-quality vivarium services. At each of its locations in Montreal (Canada), New York, Cambridge, and the Research Triangle Park in the United States, Mispro offers cutting-edge services and equipment to serve its customers in the pharmaceutical, biotech and institutional sectors. All its facilities are fully accredited by the Association for Assessment and Accreditation of Laboratory Animal Care International.

**About Oncodesign:** [www.oncodesign.com](http://www.oncodesign.com)

Founded 20 years ago by Dr. Philippe Genne, the Company's CEO and Chairman, ONCODESIGN is a biotechnology company that maximizes the pharmaceutical industry's chances of success in discovering new therapeutic molecules to fight cancer and other serious illnesses with no known efficient treatment. Backed by unique experience acquired through more than 600 clients, including the world's largest pharmaceutical companies, and relying on a comprehensive technological platform combining state-of-the-art medicinal chemistry, advanced animal modeling and medical imaging, ONCODESIGN is able to predict and identify for every molecule, very upstream, its therapeutic use and its potential to become an efficient drug. Applied to kinase inhibitors, molecules that represent a market estimated at over 40 billion dollars in 2016 and accounting for almost 25% of the pharmaceutical industry's R&D investments, ONCODESIGN's technology has already enabled the targeting of 7 promising molecules with substantial therapeutic potential, in oncology and elsewhere, and the signing of partnerships, potentially worth €350 million in upfront payments should predefined milestones be reached, with pharmaceutical groups Sanofi, Ipsen and UCB. Based in Dijon, France, in the heart of the town's university and hospital hub, ONCODESIGN has 95 staff.

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