



Quintiles and Sinclair IS Pharma Sign 10-year Partnership to Commercialise Portfolio in Mexico

RESEARCH TRIANGLE PARK, N.C. and LONDON – September 13, 2012 –Quintiles and Sinclair IS Pharma (AIM:SPH.L) (“Sinclair IS” or the “Group”), the international specialty pharma company, today announced the signing of a 10-year collaboration and licensing agreement for Quintiles (Rowfarma Mexico) to commercialise Sinclair IS’s portfolio of dermo-cosmetic products and medical devices in Mexico.

Under the agreement, Quintiles will handle the entire process including regulatory submissions; product importation, warehousing and distribution to wholesalers; sales force promotion to dermatologists and plastic surgeons; and marketing, advertising and promotion.

“This collaboration, a further step in Latin America, supports our company’s growth strategy, to move our product portfolio into fast-growing, emerging markets through strategic, regional partnerships,” said Chris Spooner, Chief Executive Officer, Sinclair IS Pharma. “Quintiles’ extensive commercialisation experience and proven track record in Mexico and other emerging markets made it the clear choice to help us execute our strategy.”

The Sinclair IS portfolio consists of the following products: Atopiclair® for the treatment of mild to moderate atopic dermatitis; Kelo-cote® silicone-gel scar reduction range for the prevention and management of abnormal scars; Sebclair® for the treatment of seborrhoeic dermatitis; Bio-Taches® for hyperpigmentation disorders; XClair® for the treatment of radiation dermatitis; and Papulex® for the management and maintenance of mild to moderate acne.

“Our customers are thinking carefully about their strategy in emerging markets, and are looking for a trusted partner who can help navigate the complexities these markets present. With this agreement, Quintiles will work on a wide range of services – from registration through to launch, to help Sinclair IS expand its geographic footprint in a more predictable manner,” said Quintiles Senior Vice President of Commercial Strategy James Featherstone, Ph.D.

Cristobal Thompson, Country Manager for Quintiles Commercial Solutions in Mexico, said: “We look forward to working with Sinclair IS to commercialise these promising products in Mexico, a market that offers significant business opportunities. With our 16-year heritage in Mexico, our local market experience will complement Quintiles global systems and standards, to help accelerate outcomes for Sinclair IS.”

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About Sinclair IS Pharma plc – www.sinclairispharma.com

Sinclair IS Pharma is an international specialty pharmaceutical company focused on treatments in dermatology, wound care, oncology support and critical care through advanced surface technology and innovative delivery systems. The Company has a growing sales and marketing operation with a direct sales presence in the top five European markets and an extensive marketing partner network across selected developed and emerging markets.

About Quintiles - www.quintiles.com

Quintiles is the only fully integrated biopharmaceutical services company offering clinical, commercial, consulting and capital solutions worldwide. Our network of more than 25,000 professionals in 60 countries has an eye on the future while delivering results today with an unwavering commitment to patients, safety and ethics. Quintiles helps biopharmaceutical companies develop and commercialize products to improve and lengthen patients' lives while demonstrating value to stakeholders.