

110 YEARS OF HISTORY

THANKS TO ALL THE CAPABLE PEOPLE WHO HAVE WORKED WITH US OVER THE YEARS, WE HAVE CARRIED FORWARD AN EXTRAORDINARY BUSINESS PROJECT WITH THE SAME VALUES OF OUR PREDECESSORS. AND TODAY, WITH THE SAME TENACITY, HUMILITY, AND DETERMINATION, WE ARE PREPARING TO CELEBRATE OUR 110TH ANNIVERSARY WITH ALL OF YOU: COLLEAGUES, PARTNERS, STAKEHOLDERS.

For this reason, such an important milestone is featured on the cover of the publication that we decided to set on a green field, because **we continue to look towards the future, with the same commitment and dedication**, for everything that

we want to bear fruit tomorrow. From the company's founding in 1906, our history has been made up of goals achieved as well as delicate moments that forced us to change, such as the reconstruction of the Vicenza plant in 1946 and the launch of the Zambon's process of internationalisation in 1956, though always remaining faithful to the founder's business project. All these moments of change have enabled the evolution of our path towards the new and growth towards a phase of development that has always looked to the future and the possibility to **innovate** and update **while staying faithful to the original principles**. With pride in what we have accomplished thus far, we see a future of excellent results that we will be able to share in the Value Reports of the coming years.

Our heartfelt thanks to all the people who have made it possible for our company to reach this point and in hopes that others of the same quality will be with us to move forward together.

ELENA ZAMBON



“TO BE WHAT WE ARE, AND TO BECOME WHAT WE ARE CAPABLE OF BECOMING, IS THE ONLY END OF LIFE.”

Spinoza.
Baruch de Spinoza



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“OUR
INHERITANCE
IS PRECEDED BY
NO TESTAMENT.”



René Char

2015 BETWEEN VALUES AND RESULTS

WE MUST THEREFORE CONTINUE TO VALUE THE WORK OF THOSE WHO CAME BEFORE US WITH CONSTANT COMMITMENT AND DEDICATION. YEAR BY YEAR, WE REPORT THE COMPANY ACTIVITIES, THE MAIN PROJECTS, AND THE BUSINESS RESULTS AS AN EXPRESSION OF OUR VALUES.

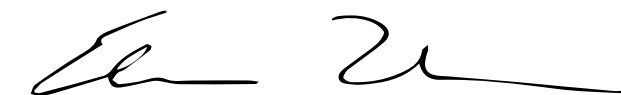
The numbers attest that we have achieved certain goals precisely due to our ongoing pursuit of the traditional company **values**. Companies, in fact, are not made up of just numbers but also of intangible elements like the **corporate culture**, which represents the system of values belonging to the entire business community.

The Value Report reflects this union between values and business results, as well as our commitment to maintain this connection over time and to be faithful to our way of doing business.

In this edition, alongside last year's results, we want to confirm that what we are today depends on our origins and our **DNA**. As people and as an organisation, our history is rooted in the past and in our genetic heritage as well as in the continuous exchange and reciprocal influence with the

surrounding environment. Over the course of time, we have encountered different people and worlds that have taught us to grow, that have changed us, with which we have come into contact in a natural process of growth and knowledge-building. Our DNA is represented graphically by **pictograms**, like the tiles of a beautiful mosaic, to express all the “**characters**” of our business: manufacturing, sales network, relationships with people, families and physicians, all the collaborators, Benvivere, and Open Zone, just to name a few. Looking at these pictograms today, we can be certain that our essence and our way of being a responsible business were predetermined a long time ago, on a path that we walk together today to discover new opportunities of development. Year by year, we will share the value of this, starting from the projects and everything that Zambon has been able to achieve thanks to the contribution of the **people who have given it their all with courage and dedication**.

Enjoy reading,
ELENA ZAMBON



“NOTHING IS MORE POWERFUL THAN AN IDEA WHOSE TIME HAS COME.”

Victor Hugo
VICTOR HUGO

THE OPEN COMPANY IN 5 POINTS

AND TODAY THE TIME OF THE OPEN COMPANY HAS REALLY COME! ONE YEAR AGO, WE ALREADY SHARED THE TRANSFORMATION FROM AN INTEGRATED COMPANY TO AN OPEN COMPANY. AND TODAY, WE HAVE TO BE INCREASINGLY CONVINCED OF THE NEED FOR LAUNCHING THIS PROJECT AND SEEING IT GROW AND DEVELOP WITH THE CONTRIBUTION OF ALL. AN OPEN COMPANY, IN FACT, IS ONE WHERE EVERYONE SHARES A COMMON PURPOSE AND WORKS DAY BY DAY WITH IMMENSE COURAGE, DEDICATION, AND ENTREPRENEURIAL SPIRIT.

Being part of an Open Company is certainly a big responsibility, but even more it is a precious opportunity to take advantage of the good ideas offered by everyone, and this is what we intend to do! Being part of an Open Company and embracing this path of cultural transformation will enable us to face the future challenges with an extra edge, because we will have constructed and nurtured an ongoing dialogue with everyone inside the company and with all the outside stakeholders to keep in step with innovation and to increasingly improve the quality of life of all patients. No objective can be reached without a firm commitment, though every destination can always be reached in different ways. We have chosen to do it this way, by entrusting each individual with the task to actively participate in the life of our company from a human as well as a professional standpoint. Thanks to the path taken, we are what we have built over time and only now, after 110 years, we have the opportunity to develop and continue to grow as an Open Company!

ELENA ZAMBON

Elena Zambon

Our journey towards being an Open Company will be long, but it will be characterised by concrete and visible elements. **Our company promise is to pursue innovation with scientific rigour, agility, and quality of execution, improving the lives of our patients each and every day.** I ask you all to help us follow and implement these important principles:





We will create a company made of **Open People**, people who share a common purpose instead of just economic dependence, to build a business model based on a chorus of voices and participation that can successfully meet the challenges of a constantly evolving world



SCENARIO

2015 WAS A POSITIVE YEAR IN MOST REGIONS, WITH OVERALL GROWTH OF 8%.

We are continuing to grow with historical products like **Fluimucil®**, on the market now for 50 years, and **Monuril®**, active for 30 years, in parallel with the increase of more recent products such as **Promixin®**, in support of patients with cystic fibrosis, and with the newest addition **Xadago®** (Safinamide) for the treatment of Parkinson's disease, launched in 2015 in Germany and Switzerland with significant results.

NET PRODUCT SALES	2015	VAR
SOUTH EUROPE 	253.4	10%
N&CE (excluding UK Export) 	132.8	14%
GEM 	99	9%
LATAM 	50.2	-5%
Other/Toll	25.7	29%
TOTAL	564.7	8%

FROM THE VOICES OF OUR MANAGERS, THE ENTREPRENEURIAL SPIRIT SPREADS TO THE OPEN COMPANY:

"2015 was an intense and exciting year because in addition to the ordinary operations there were two important acquisitions that guaranteed truly noteworthy results, even better than the budget planned at the beginning of the year. In the interaction with the Nordics (Belgium, France, Netherlands, Switzerland, Norway, Germany; UK), the cultural aspect has always been very important: they are people who are very frank and direct, who go right to the point even when they are expressing a negative opinion. And this type of approach has definitely enabled us to grow and to learn to be more simple and immediate."

"Going into markets like China or Russia is not easy, because you have to learn to interact with people who have a different culture and a different way of doing business, and it takes longer to establish a relationship of mutual trust. Moreover, these markets are sometimes affected by geopolitical variables that can quickly change the economic order and the commercial possibilities."

THE WORLD PHARMACEUTICAL MARKET REACHED 953 BILLION U.S. DOLLARS IN 2015 AND IS COMPOSED OF:



UNITED STATES
426
bn USD



EU MARKETS
198
bn USD



CHINA
79
bn USD



JAPAN
73
bn USD



LATAM
50
bn USD



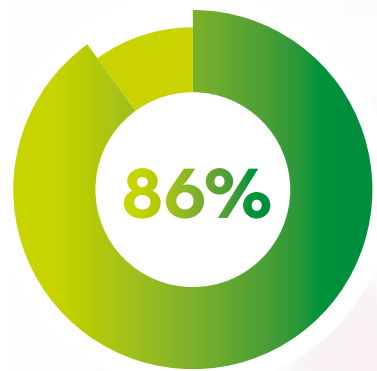
RUSSIA
12
bn USD

OTHER COUNTRIES
115
bn USD

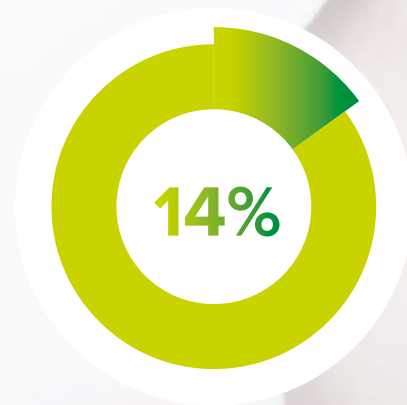
GROUP RESULTS

YEAR BY YEAR, WE REPORT THE COMPANY ACTIVITIES, THE MAIN PROJECTS, AND THE **BUSINESS** RESULTS AS AN EXPRESSION OF OUR **VALUES**. THE **NUMBERS** ATTEST THAT WE HAVE ACHIEVED CERTAIN GOALS PRECISELY DUE TO OUR ONGOING PURSUIT OF THE TRADITIONAL COMPANY VALUES.

BUSINESS IN COMPARISON IN 2015:

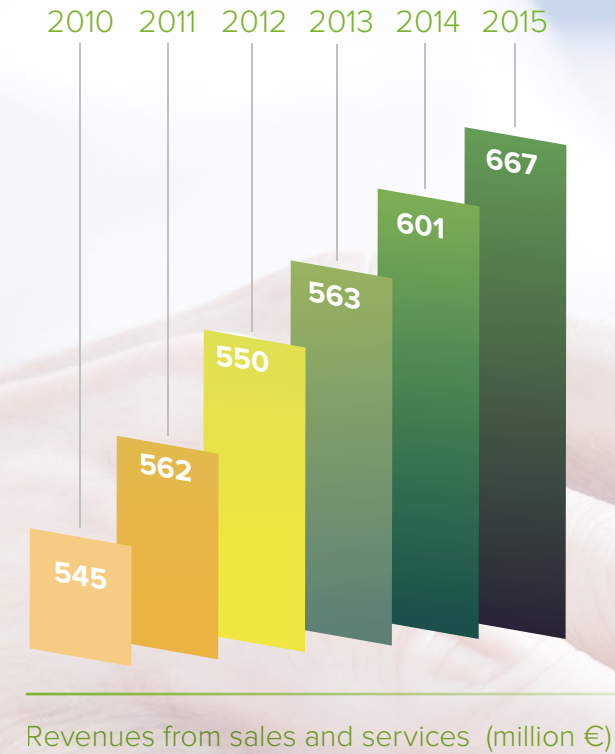


PHARMACEUTICAL

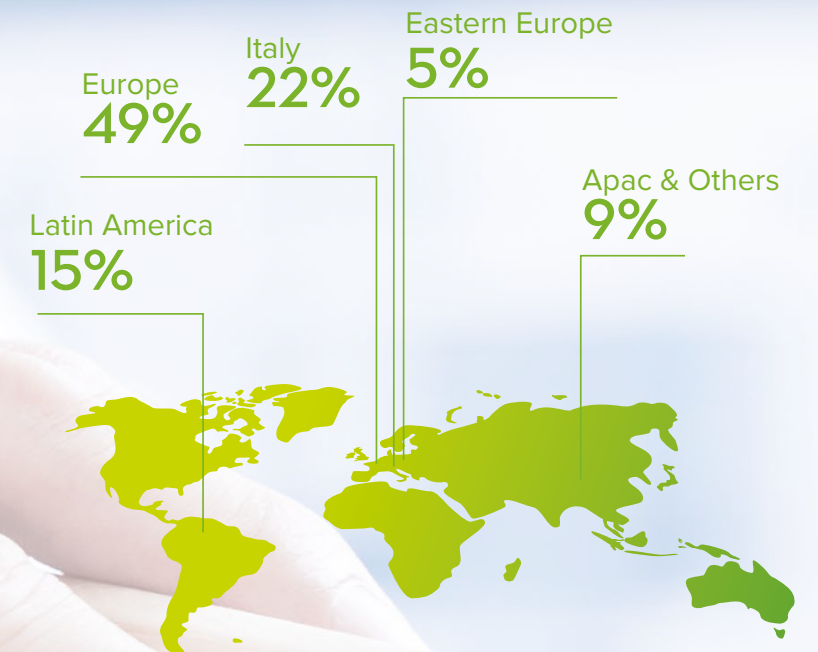


CHEMICAL

TYPICAL CONSOLIDATED TURNOVER OF THE GROUP



GLOBAL SALES IN 2015



COLLABORATORS AROUND THE WORLD

2800*

1027 IN ITALY

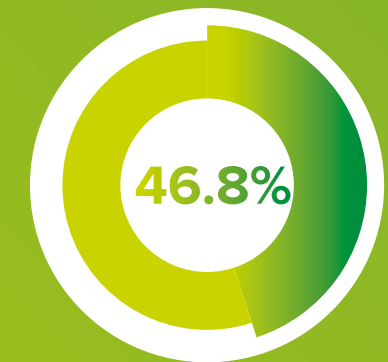
214 INNOVATION + MEDICAL SCIENCE

311 GENERAL & ADMINISTRATION

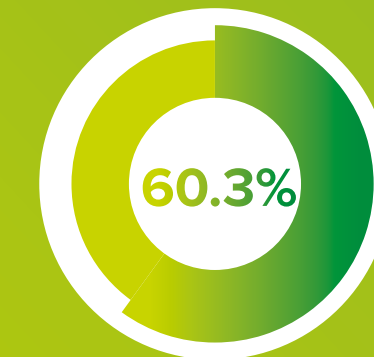
868 TECHNOLOGICAL MANUFACTURING

1407 EFFECTIVE MARKETING & SALES

WOMEN



UNIVERSITY DEGREE



HIGH SCHOOL DIPLOMA



*Total number of employees
of all the companies in the Group

RESULTS BEYOND THE NUMBERS

THE NUMBERS OF 2015 SHOW EXTREMELY POSITIVE RESULTS IN MANY DIRECTIONS, WITH OVERALL GROWTH OF 8% FOR THE GROUP.

The launch of **Xadago®** (safinamide) marked the beginning of a new era in the field of the CNS (central nervous system), and the challenge going forward is to continue to work on this drug to create the entire chain, with products that can be useful in the initial, i.e. the non-acute, stage of the disease, as well as in the subsequent mid-stage and advanced stage.

We launched a **simplification** project that will have a strong cultural impact and very positive implications for organising the work thanks to the integration between the various finance areas, in the direct relationship between colleagues as business partners, to improve organisational efficiency.

Finance is now part of the business, representing an independent area but a partner that sustains and supports all the business areas, providing concrete daily support in the management of purchasing and in the negotiation processes.

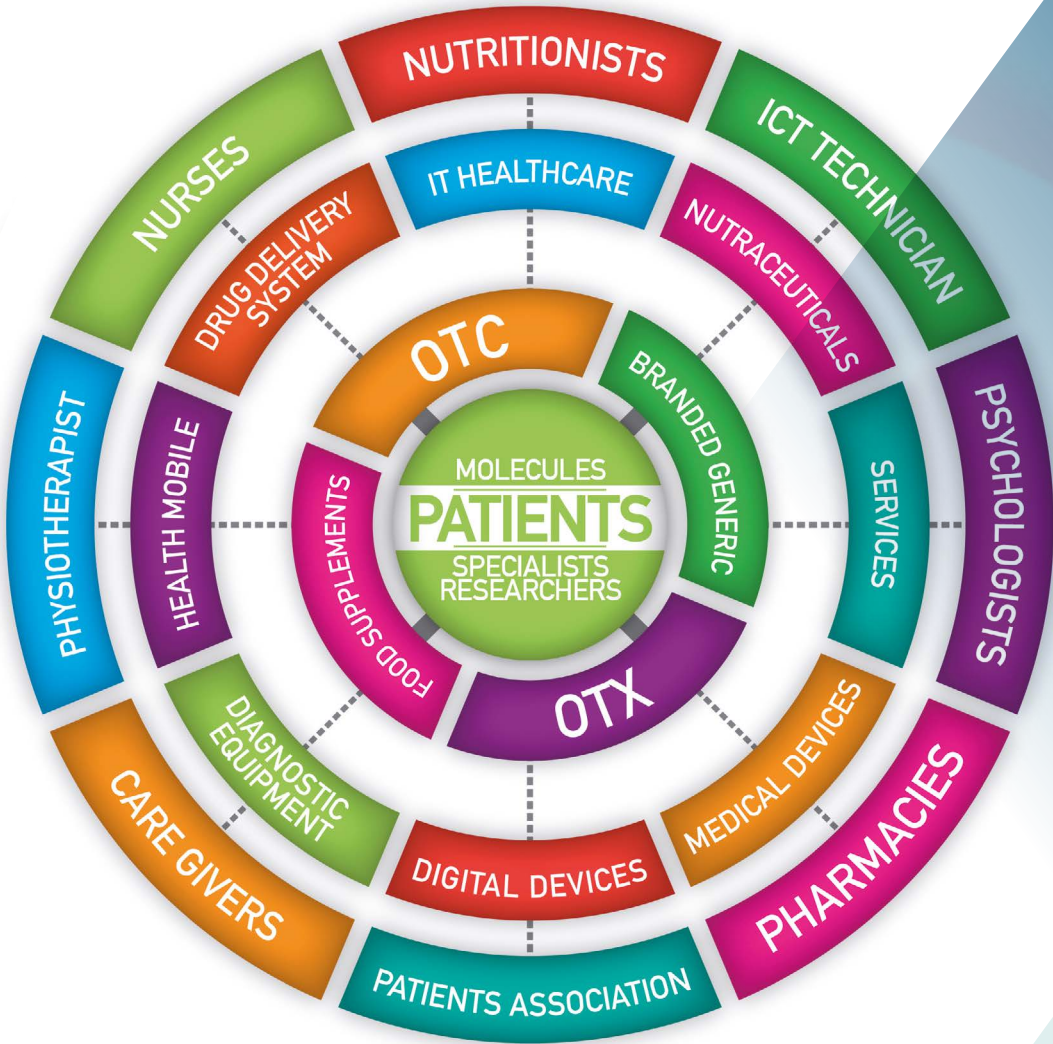
It was a year of big changes that require further development of the strong professional skills and continuous attention to see the projects that we have initiated blossom in the future. In support of the entire organisation, the cultural transformation project of the Open Company aims to give value to a transparent **company with no** hierarchical, bureaucratic, or process **barriers**, where the **people act** according to a common purpose with dedication and a **sense of responsibility and commitment**, thanks to an inclusive management style.



Extending stability in Parkinson's Disease¹⁻³

THE PHARMACEUTICAL BUSINESS

TOTAL CARE AND CURE IS OUR WAY OF UNDERSTANDING HEALTH, ON THE STRENGTH OF OUR PRODUCTS, BECAUSE IT IS NOT ONLY THE MOLECULES BUT THE ABILITY TO INTERACT AND CREATE PROFESSIONAL RELATIONSHIPS OF MUTUAL ESTEEM WITH THE MEDICAL PROFESSION THAT ALLOW US TO CARE FOR OUR PATIENTS AS A COMMUNITY. IN THIS WAY WE FEEL THE RESPONSIBILITY AND WE TAKE CARE OF HUMAN BEINGS IN THEIR WHOLENESS.



For Zambon, 2015 was the year of the launch of Xadago® (Safinamide) and the reopening of the office in Germany, located in Berlin. The expansion into one of the most important markets for the pharma industry was preliminary not only to the launch of Xadago® (Safinamide) – Germany was the first country in which we launched the new product in May 2015 – but also

for marketing other important products of Zambon's research. Our German subsidiary has resumed direct distribution of Monuril®, Fluimucil® and Promixin®. Zambon currently employs 40 highly specialised professionals in Germany, in both the main office and the sales force.

FLUIMUCIL

N-ACETYL CYSTEINE (FLUIMUCIL®) HAS BEEN LISTED IN THE GOLD INTERNATIONAL GUIDELINES OF REFERENCE FOR THE TREATMENT OF COPD (CHRONIC OBSTRUCTIVE PULMONARY DISEASE), AND IN THE FIRST GUIDELINES CREATED FOR THE PREVENTION OF ACUTE EXACERBATIONS OF COPD.

New evidence has shown that NAC at high doses significantly reduces the rate of exacerbation. This is an important worldwide recognition for the Fluimucil® molecule, which is confirmed as a valuable tool in the hands of physicians for improving the quality of life of their patients. COPD is a progressive disease that reduces respiratory function.

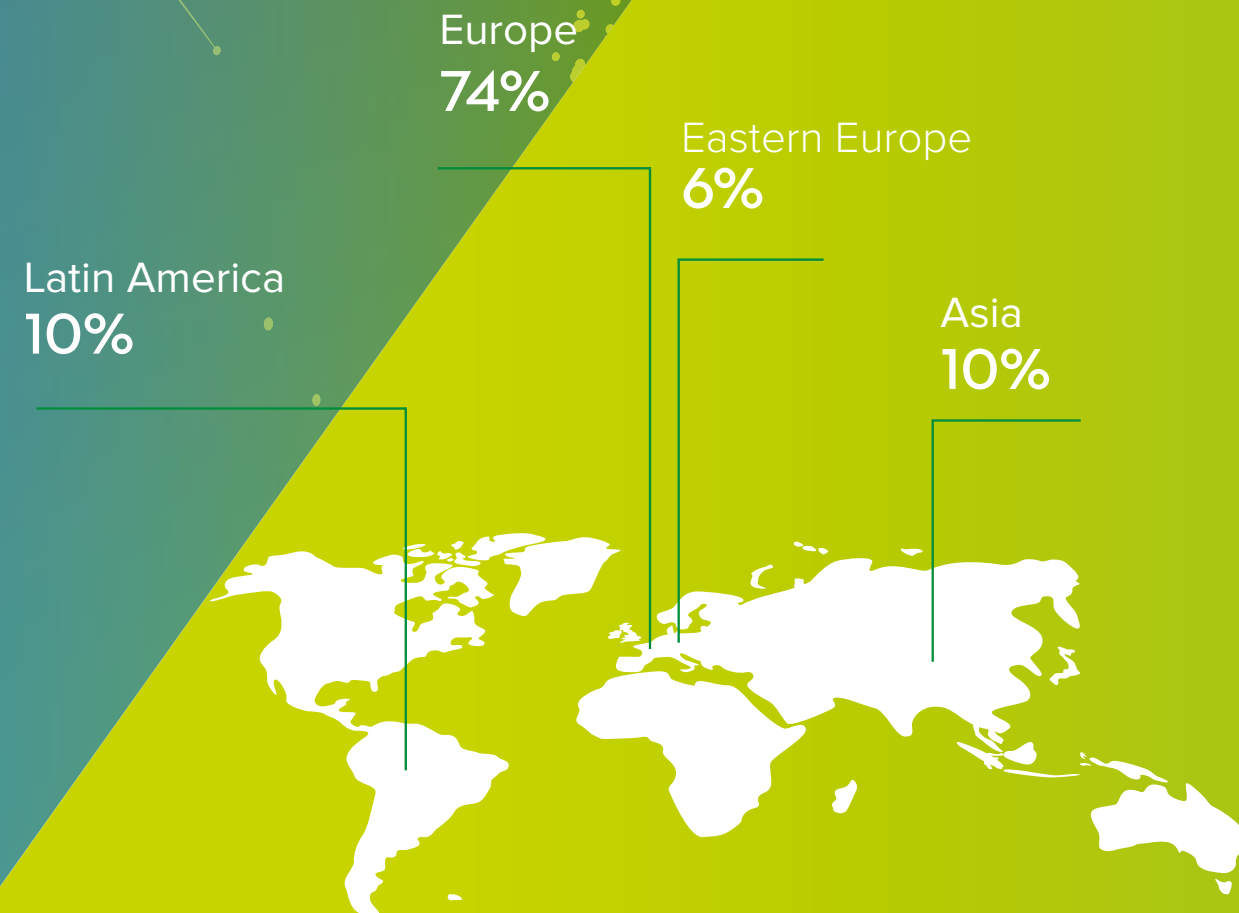
“ZAMBON’S VALUES FOR OFFERING PRODUCTS, SERVICES AND SOLUTIONS DEDICATED TO BREATHING WELL AND LIVING WELL.”

REVENUES 2015
(sales and services):
€ 567 million

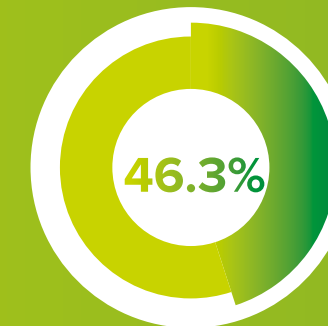
OTHER COUNTRIES INVOLVED
(licensees, distributors, and contract manufacturing contribute 5%).

25%	7%	6%	2%	2%
ITALY	BRAZIL	CHINA	COLOMBIA	UK
19%	6%	7%	2%	2%
SPAIN	RUSSIA	SWITZERLAND	PORTUGAL	GERMANY
11%	3%	2%	1%	
FRANCE	BELGIUM	NETHERLANDS	INDONESIA	

SALES BY GEOGRAPHIC AND THERAPEUTIC AREA

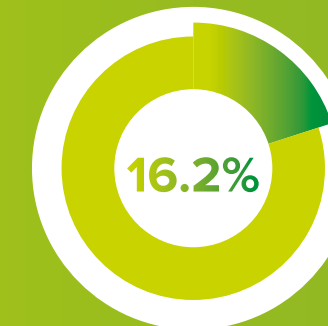


THE DEVELOPMENT STRATEGY IS AIMED TOWARDS SPECIALITIES AND RARE DISEASES. WE THUS INTEND TO TRANSFER OUR 110 YEARS OF EXPERIENCE IN THE RESPIRATORY AREA TO THE RARE DISEASES, FOR EXAMPLE, THE TREATMENT OF CYSTIC FIBROSIS.



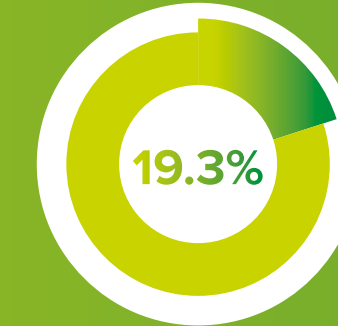
RESPIRATORY

The main products include:
Fluimucil®
Rinofluimucil®
Seki-Flutox®
Panotile®
Anauran®



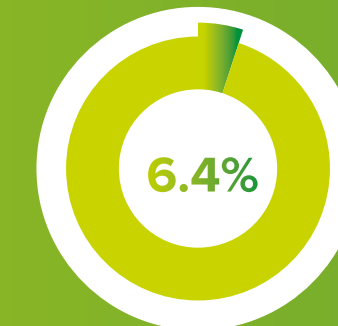
GASTRO AND OTHERS

The main products include:
Codex®
Ursachol®



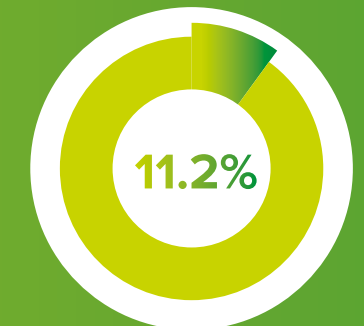
WOMEN'S HEALTH

The main products include:
Monuril®
Monurelle®
Prefolic®



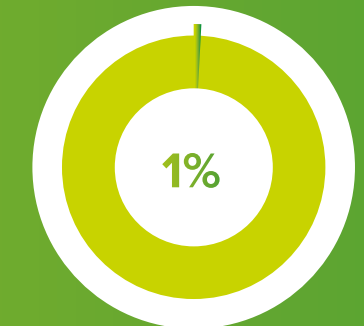
ORPHAN DRUG

The main products include:
Promixin®



PAIN

The main products include:
Spidifen®
Spididol®



OUR ENTRY INTO THE CENTRAL NERVOUS SYSTEM AREA

Xadago®

ESTABLISHED PRODUCTS

IN 2015, WE CELEBRATED THE FIRST **50 YEARS** OF **FLUIMUCIL®** WITH GREAT SATISFACTION, THANKS TO A FURTHER INCREASE OF 13%. CHINA IS THE GEOGRAPHIC AREA WITH THE **HIGHEST LEVEL OF DEVELOPMENT**. THE SOLIDITY OF OUR PRODUCTS HAS REINFORCED OUR COMPANY IN EVERY COUNTRY.

As regards **Monuril®**, on the market for **30 years**, Brazil tops the list of countries with the highest sales, reached by expanding the dissemination of this efficacious molecule to more specialists, urologists, and no longer only gynaecologists. The European markets also showed very positive results. **Spididol®** continues to grow in Spain, a historically significant country where the product was launched in the '90s, which has a market share of 4% and a very high level of brand loyalty. In France it is the second brand. The results achieved over the last several years derive from an open mentality that has enabled us to seize opportunities and initiate projects also externally, discovering unexplored possibilities of our products.

ORPHAN DRUGS

IN THE ORPHAN DRUGS CATEGORY, **PROMIXIN®** BOASTS THE BEST RESULT OF 2015 FOR HAVING CARVED OUT A PLACE IN A VERY COMPETITIVE MARKET, WITH POSITIVE SALES RESULTS IN SPAIN AND IN GERMANY, THE COUNTRY WHERE IT WAS LAUNCHED IN 2015, AS WELL AS IN THE UNITED KINGDOM.

We are developing **Insight Online**, a device for **monitoring patients' adherence to treatment plans**. This tool will undergo further development in 2016, aiming to offer a new service that can improve the patient's clinical outcome and reduce the costs borne by the healthcare system. We are always seeking new opportunities for drugs that, in addition to Promixin® and the treatment of cystic fibrosis, **can respond to the needs of our patients**. We will continue to develop methods and opportunities for exchanging ideas,

sharing knowledge, and establishing a regular flow of communication, fostering any method of interaction amongst all the internal resources, thanks to our evolution into an Open Company. **Embracing a more international perspective by fostering the development and integration of the most talented people** throughout our organisation is our way of working, so that we can more rapidly and easily reach the future objectives.



INSIGHT ONLINE

R&D OPEN INNOVATION

DEVELOPS OF SPECIALIST AND INNOVATIVE PRODUCTS IN THE RESPIRATORY AND NEUROLOGICAL AREAS FOR SEVERE CHRONIC AND RARE DISEASES.

We work in the field of scientific research, dedicating the same passion to each and every project. It is important to **recognise the value of each activity at the maximum of its potentials** and independently of its size. This is a necessary mindset that derives from and is attested to by the successes achieved with important molecules, such as the approval of Safinamide, as well as in the development of the **Spidodol®** patch, a pain patch featuring the innovative liposomal formula. We thus continue to explore this **open way of interpreting the role of researchers at the service of scientific progress.**

5 PROJECTS CURRENTLY
UNDERWAY

62 PROJECTS EVALUATED

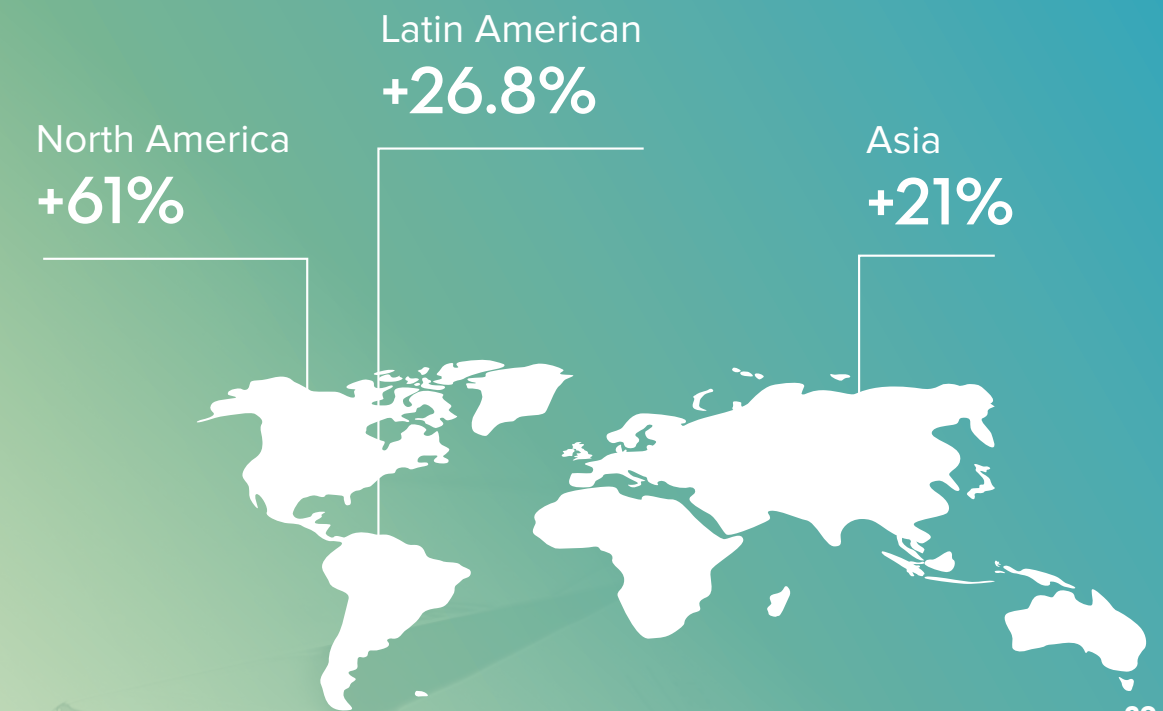
AND COLLABORATIONS
THROUGHOUT EUROPE WITH
A NUMBER OF RESEARCH
CENTRES

DISTRIBUTORS LICENSING & BUSINESS DEVELOPMENT

Good results were achieved in 2015 in North America (+61%), Asia (+21%), and Latin America (+26.8%). New contracts were signed for the sales of products in the Baltic countries and the groundwork was laid for new launches in Iran, Ecuador, and Mexico.

EXPANSION

THE DEVELOPMENT OF THE MAIN BRANDS CONTINUES THROUGHOUT THE WORLD. ZAMBON TODAY IS PRESENT IN **84 COUNTRIES ON 4 CONTINENTS** AND IS IMPLEMENTING GEOGRAPHIC EXPANSION INTO NEW COUNTRIES SUCH AS AUSTRALIA, VIETNAM, AND SOUTH KOREA.



INDUSTRIAL BUSINESS OPERATION

PRODUCTION

OUR PHARMACEUTICAL PRODUCTION IS BASED ON **FOUR PLANTS**: **VICENZA**, ITALY; **CADEMPINO**, SWITZERLAND; AD **HAIKOU**, CHINA; AND **SÃO PAULO**, BRAZIL. ALONGSIDE THE PRODUCTION SITES, WE HAVE CREATED A “VIRTUAL PLANT”, A CENTRALISED ORGANISATION THAT BRINGS TOGETHER ALL THE OUTSOURCED PRODUCTION OF THIRD-PARTY MANUFACTURERS. EACH COUNTRY SERVES ITS LOCAL MARKET WITH ITS OWN PRODUCTION.

The plants offer high value products and services, all based on operational excellence and perfect execution. Over the last three years, Zambon has invested some 60 million Euros in improving the plants and the technologies used. In Italy in 2015, **381 million tablets** and capsules were produced, with 90% of total production exported. In the Cadempino plant, the tolling and manufacturing activities generated 5% of the total turnover. In 2015, the production data of the plants showed an organic growth in volumes compared to the previous year.

VICENZA (Italy)

51.6 MILLION UNITS PRODUCED

200 SKUS DEMONSTRATE THE SITE'S EXTRAORDINARY COMPLEXITY

96% SUPPLY PERFORMANCE

194 PRODUCTION COLLABORATORS

Health & Quality Factory

Qualità per la salute

In addition to being a production site, the Health & Quality Factory in Vicenza represents a modern conception of a factory, no longer conceived as just a place of manufacturing but as a place for learning and for disseminating the importance of quality in the health industry.

For this purpose, we have opened our doors to:

6100 VISITORS

30 SCHOOLS

16 SCIENTIFIC MEETINGS

The various activities include Future by Quality, an event designed to offer interdisciplinary discussion on the evolution of the Life Science sector in all its core activities, from research to production.

PRODUCTION

CADEMPINO (Switzerland)

72.5 MILLION UNITS PRODUCED

22.3 MILLION PRODUCTION FOR THIRD PARTIES AND GENERIC CARBAPENEM MANUFACTURERS

96.4% SUPPLY PERFORMANCE

191 PRODUCTION COLLABORATORS

VIRTUAL PLANT

16.1 MILLION UNITS PRODUCED
(WHICH GENERATE 14% OF SALES)

HAIKOU (China)

13.9 MILLION PIECES PRODUCED

82 PRODUCTION COLLABORATORS

BRAZIL

9.5 MILLION PIECES PRODUCED

24 PRODUCTION COLLABORATORS

CHEMICAL BUSINESS

THE CHEMICAL BUSINESS CONTINUES TO REPRESENT A PRIVILEGED PARTNER FOR THE PHARMACEUTICAL INDUSTRY. IN 2015, IT **EXCEEDED THE BUSINESS OBJECTIVES** THANKS TO CONSTANT FINE TUNING OF THE STRATEGY AND OF ALL THE INTERNAL PROCESSES TO GUARANTEE CONTINUOUS IMPROVEMENT OF THE OVERALL RESULTS.

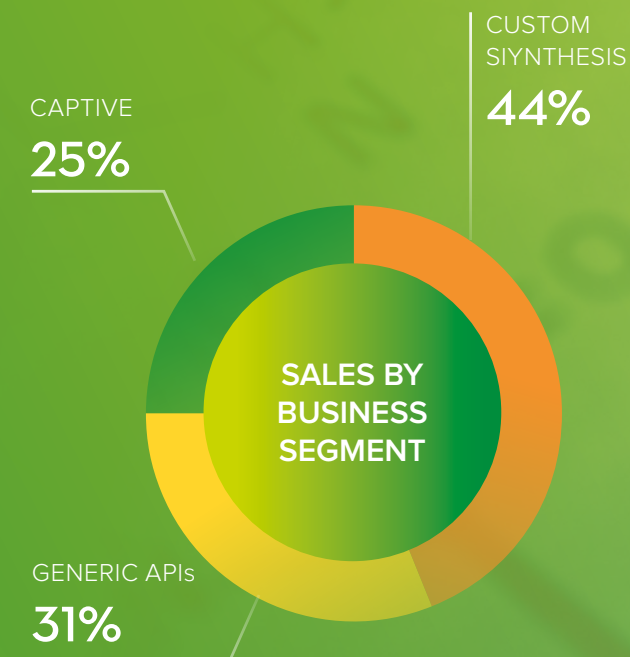
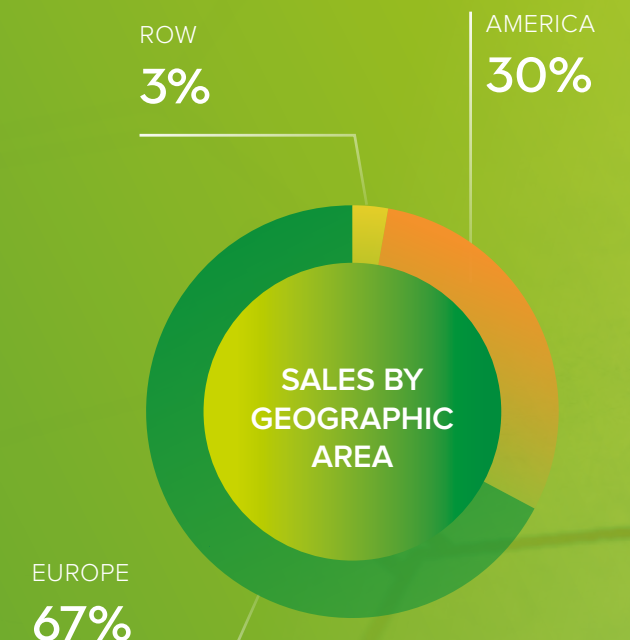
The collaboration for the production of **intermediate antiviral drugs** continues, and Zach has confirmed its leadership in partnering with innovators in the field of innovative molecules. Five other research projects are underway:

2 INTERMEDIATES FOR THE PRODUCTION OF RESPIRATORY DRUG ACTIVE INGREDIENTS

2 INTERMEDIATES FOR THE PRODUCTION OF ONCOLOGICAL PRODUCTS FOR AN AMERICAN COMPANY

1 API (ACTIVE PHARMACEUTICAL INGREDIENT) FOR A VETERINARY STEROID, FOR AN AMERICAN INNOVATOR

REVENUES 2015: € 129 mio (sales and services)



REGULATORY AND COMPLIANCE

DMFs Worldwide*	344
USA	24
Europe	243
Japan	8
ROW	69
CEPs**	8

MT*** of API/products sold **1,151** mt
 Acquired value raw materials € **60.8** million
 N° customers worldwide **175**
 N° suppliers **403**

*DMFs: Drug Master File

**CEPs: Certificate of suitability to the monographs of the European pharmacopoeia

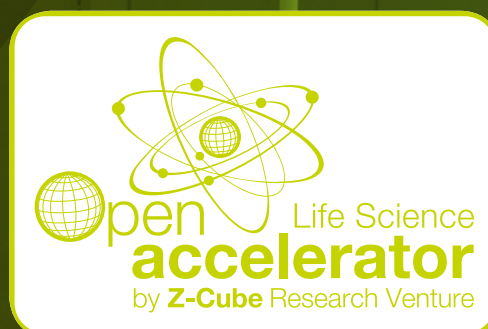
***1 METRIC TON = 1000 kg

ZCUBE ZAMBON RESEARCH VENTURE

ZCUBE IS THE RESEARCH VENTURE OF THE GROUP THAT EXPLORES INNOVATIVE TECHNOLOGIES IN DRUG DELIVERY SYSTEMS AND MEDICAL DEVICES, WITH A PARTICULAR FOCUS ON THE THERAPEUTIC AREAS COVERED BY ZAMBON.

METHOD OF DETECTING POLYMORPHS USING SYNCHROTON RADIATION

In 2015, ZCube sold the license for use of an innovative method for detecting polymorphs in pharmaceutical products and ingredients using hard X-ray powder diffraction. This innovative technology platform, developed in collaboration with Trieste-based Sincrotrone, makes it possible to reduce any impurities present in the APIs (Active Pharmaceutical Ingredients), enhancing the control and manufacture of drugs with increasing quality.



The evolution of ZCube continues with the inauguration of the Open Accelerator, the first seed accelerator program dedicated to the life sciences, with the aim of identifying and supporting the most promising projects in the world of life science and contributing to the development of research in Italy.

The program is based on four project categories: drug delivery systems, wearables, open source prototyping, and big data.

SuppreMol was another successful project, with its acquisition by Baxter BioScience for a value of 200 million Euro. SuppreMol, a spin-off of the Max-Planck Institute of Munich that ZCube followed from the beginning as founder investor, represents an important step in the research and development activities oriented toward the long term and the realities of the Life Science sector, with the aim to create added value and benefit for patients.

ZCUBE ALSO CONTINUES ACTIVITIES IN THE MAIN PROJECTS IN PROGRESS:

ARIZONA

STATE UNIVERSITY
PHOENIX (USA)

Technology:

Medical device for measuring FeNO

Therapeutic area:

Asthma diagnosis and monitoring

Route of administration:

Device

UCSF

SAN FRANCISCO
(USA)

Technology:

Microdevice for drug delivery

Therapeutic area:

Increased bioavailability for various pathologies

Route of administration:

Oral

CALTECH

PASADENA
(USA)

Technology:

Patch with nanoneedles

Therapeutic area:

Local and systemic treatment for various pathologies

Route of administration:

Transdermal

ITALIASSISTENZA

THE FIRST NATIONAL HOME CARE NETWORK

ITALIASSISTENZA WITH ITS BRAND **PRIVATASSISTENZA** REPRESENTS THE MAIN NETWORK IN ITALY WITH MORE THAN **170 HOME CARE CENTRES** LOCATED AROUND THE COUNTRY.

Since 1993, Privatassistenza has been providing qualified home care services for elderly, ill, and disabled persons who need concrete help at home or in the hospital. Operating 24/7, including weekends and holidays, Privatassistenza is a reliable partner for services designed according to the real needs

of clients and always arranged in conjunction with the family. The services offered may be related to healthcare (nursing, physical therapy) or social assistance (hygiene, sitting, accompaniment, etc.) and are provided by qualified and experienced personnel.

ITALIASSISTENZA IN NUMBERS AND %

70% assistance to the elderly, disabled, and non-self-sufficient persons (hygiene, meal assistance, night service)

30% healthcare activities

23 years of experience

180 operations centres

8,000 qualified staff members

40,000 families assisted each year

PATIENT SUPPORT PROGRAMS (PSP)

In collaboration with the pharmaceutical industry, Italiassistenza also works in the area of **disease management** to help improve patient adherence to treatment, which is essential especially in asymptomatic diseases and in serious pathologies. The many different activities include:

- Training in the use of complex devices (pre-filled pen injectors)
- Patient psychological support
- Technical assistance in the use of devices

- Telephone support (psychological support, etc.) Italiassistenza supports patients suffering from serious pathologies with specialised operators who help them to follow the treatment at home instead of in hospital.

2015 was a positive year and we look to the future for the internationalisation of Italiassistenza and for the development of devices in support of physicians and patients in different therapeutic areas.

OPEN ZONE

AS A **SCIENTIFIC CAMPUS** THAT EXPRESSES THE DYNAMISM OF THE MEETING BETWEEN BUSINESS AND THE COMMUNITY, OPEN ZONE IS A PLACE WHERE **KNOWLEDGE IS SHARED AMONGST MULTIPLE PARTNERS** IN THE LIFE SCIENCE FIELD TO FOSTER INNOVATION, SYNERGY, AND SHARED DEVELOPMENT. AS AN OPEN DIALOGUE BETWEEN SCIENCE, SOCIETY, AND BUSINESS, **OPEN ZONE ALSO AIMS TO FOSTER THE DEVELOPMENT OF RELATIONSHIPS BETWEEN THE CITIZENS AND THE COMMUNITY AT LARGE.**

Inside Open Zone joint projects are born, like the one between Zambon and Newron for the development and launch of Safinamide, a molecule used for the treatment of Parkinson's disease. At Open Zone, moreover, the community of businesses fosters the creation of a common language and supports the continual exchange of information on research and innovation, which over time strengthens the sense of belonging and supports the development of projects of value for the future.



Open Zone
science oxygen business

Also sharing activities such as the **3 Circles** initiative or the services of **Benvivere**, we have created:

- spaces for supporting ZCube's Open Accelerator, the first seed accelerator program dedicated to the life sciences.
- a dedicated area for hosting new businesses with which to work on shared projects related to the scientific world.

Open Zone is also the headquarter for the **Italian Angels for Biotech (IAB)** association, which brings together entrepreneurs, business executives, and scientists who have the objective to identify and support promising projects and ideas, fostering the creation of startups in the Life Science field. IAB members include more than 20 entrepreneurs, who provide not only economic support for funding ideas of value but also intense **mentoring** and **expertise**.

OPEN ZONE TODAY

7,500 Research laboratories
15,500 Offices
800 Shared spaces

OPEN ZONE UNDER DEVELOPMENT

The Gardens of Science: a
47,000 m² science park

OPEN ZONE TOMORROW

8,500 Residences
1,350 Business Centers
10,000 Units produced

NETWORK

OXY.GEN

ENHANCED BY A FUTURISTIC STRUCTURE WITH A HIGH ARCHITECTURAL AND AESTHETIC IMPACT, OXY.GEN IS A PLACE DEDICATED TO THE **BREATH OF SCIENCE**, AS WELL AS A MULTI-MEDIA SPACE WHERE VISITORS CAN EXPERIENCE A FASCINATING JOURNEY INTO THE WORLD OF THE RESPIRATION OF THE HUMAN BODY AND THE ENVIRONMENT.

BREATH OF SCIENCE

Oxy.gen is a space dedicated to hosting and promoting activities related to **innovation, scientific research, wellbeing, environmental protection**, culture of **sustainability**, education, and social cohesion.

The brainchild of **Zambon** and developed in collaboration with the Parco Nord, Oxy.gen represents a **natural training ground for the body and mind** and offers a precious opportunity for school children to increase their awareness of the importance of the act of breathing, as natural as it is crucial, learning to develop virtuous and environmentally friendly behaviours.

The Open Company also opens up to the local territory through Oxy.gen, involving the community at large as a place of science open to the new. Since its inauguration in November 2014, Oxy.gen has hosted:

6850 VISITORS FOR EVENTS FOCUSED ON BREATHING

43 SCHOOL CLASSES FOR EDUCATIONAL ACTIVITIES

50 SCIENTIFIC EVENTS

Oxy.gen

il respiro della scienza



BENVIVERE

SINCE ITS INCEPTION IN 2007, THE AMBITION OF THIS LARGE-SCALE PROJECT FOR ENHANCING **COMPANY WELLBEING** HAS ALWAYS BEEN TO IMPROVE THE QUALITY OF LIFE AND WORK.

BUSINESS PHILOSOPHY

Today, Benvivere represents **our way of being and experiencing work** as a place of personal growth as well as professional development, with the aim to nurture a **common sense of belonging**. We offer services such as the **fitness centre**, **laundry facility**, and evening **take-away**, and we strive to make the common spaces and offices comfortable, all to **foster the mutual exchange of ideas** and give free rein to creativity. Based on this business philosophy, we have also sought to **change our way of working** by enhancing the spaces to make them more appealing and user-friendly, to foster interaction and fruitful collaboration between people. Symbols, furnishings, colours, and messages thus give a unique connotation to all the spaces of the

Benvivere of our company.

With this philosophy, we support projects such as:

- “**Giovani Energie**”, contributing to the education of our employees’ children with merit-based scholarships up through university and with support to children of employees who are in difficulty or deceased, because children represent our future.
- “**3 Circles**”, seeking inspiration also outside the scientific world in discussions with universities, thinkers, and scientists, and developing paths that always put people at the centre.

ZOÉ FOUNDATION ZAMBON OPEN EDUCATION

WE DISSEMINATE KNOWLEDGE IN THE FIELD OF HEALTH AND WELLBEING, PROMOTING APPROPRIATE COMMUNICATION, AND WE ADVANCE A CULTURE OF HEALTH BASED ON KNOWLEDGE AND THE SHARING OF KNOWLEDGE AND EXPERIENCES.

F o n d a z i o n e



Zambon Open Education

Since its establishment in 2008, the Zoé Foundation (Zambon Open Education) has been engaged in improving communication in the world of health and raising awareness of the importance of health in terms of both absence of disease and attention to quality and the adoption of a healthy lifestyle.

The heart of Zoé - the O of Open - represents the orientation towards development and progress: Open to the future of new **scientific and technological discoveries**, Open to people from different cultures and professions, and Open, also, to **a way of applying the culture** of the business world to a foundation.

“ONLY THE BROADENING OF ONE’S SCIENTIFIC KNOWLEDGE AND THE TIRELESS STUDY OF SOCIAL AND ORGANISATIONAL ISSUES ENABLE US TO RISE ABOVE MEDIOCRITY AND BECOME TRULY USEFUL AND ALMOST INDISPENSABLE.”

Gaetano Zambon
Vicenza, 1938

MEETINGS

“ZOÉ REFLECTS WITH...”

A series of conferences designed for analysing the most significant changes in the realm of medicine and society in conjunction with experts in the academic, economic, and scientific fields.

3rd ZOÉ FOUNDATION INTERNATIONAL PHOTOGRAPHY CONTEST

A different way of communicating health

949 photographers
64 countries in the world
3200 images on the theme of RELIEF

TRAINING

Training courses for parents and teachers on infant massage and paediatric prevention

EVENTS

Conferences, exhibitions, book presentations and meetings with authors, partnerships with local organisations

34 speakers in 2015, including:
 Walter Veltroni, Annamaria Testa, Remo Anzovino, David Riondino, Simona Atzori, Stefano Boeri, Sergio Staino, Luisa Muraro, Andrea Pietrabissa, Edoardo Nesi, Andrea Zorzi

25 Dates

13 Partners

8 Sponsors

61 Volunteers

MUSICA AND PIAZZA

Awakening Concert

EARTH AND SKY

Children at the planetarium

LOVE AND WORDS

The (im)possible story of love

DIGITAL USE AND ABUSE 1 and 2

Learning to navigate securely

ARCHITECTURE AND HAPPINESS

Designing cities, building relationships

MYTH AND REALITY

Motherhood, debunking false beliefs

DIFFERENT ABILITIES AND INCLUSION

Learning and teaching harmony

NETWORK AND WORK

Talent and networking in the era of LinkedIn

PLAY AND LIFE

Volleyball lessons for learning to live better

MOTHER AND CHILD

The dialogue of bodies as a resource

MEDICINE AND THE WEB

The third wheel in the doctor-patient relationship?

ADULTS AND CHILDREN

The experience of a father, the stories of the children

NEWS AND SATIRE

A life-long cartoon

CREATIVITY AND GROWTH

A “medicine” for people, communities, and businesses

COMMUNITY AND COMMUNITIES

Experiences of shared sociality in the era of the Web

DANCE AND JOY

What do we lack in order to be happy?

MEDICINE AND ROBOTS

From scalpels to virtual surgery

FAIRY TALES ON THE (VIDEO)TELEPHONE

Theatre performance for children 3 to 12 years old

DOING BUSINESS AND HEROISM

The courage of building wellbeing

WOMAN AND MAN

A relationship in transformation?

SCIENCE AND WONDER

Science show for children

CITIZEN AND CULTURAL HERITAGE

Guided visit to the museum

MEDICINE AND CARE

A window onto Parkinson’s disease

1 Hour More: Zambon’s commitment to improve the quality of life of patients with Parkinson’s disease

LA **SALUTE** DELLE **RELAZIONI**
VIVERE **SANI**, VIVERE **BENE**
VICENZA, 4-11 OCTOBER 2015



“WE CALL OURSELVES TESSITORI DI VOCE. WE HAVE ONE PURPOSE: TO READ. WE HAVE A DREAM: TO SPREAD STORIES. WE GO TO HOSPITALS TO BRING LIGHT-HEARTEDNESS, REFLECTIONS, AND GLIMPSES OF LIGHT.”

COMMUNICATION AND HEALTH

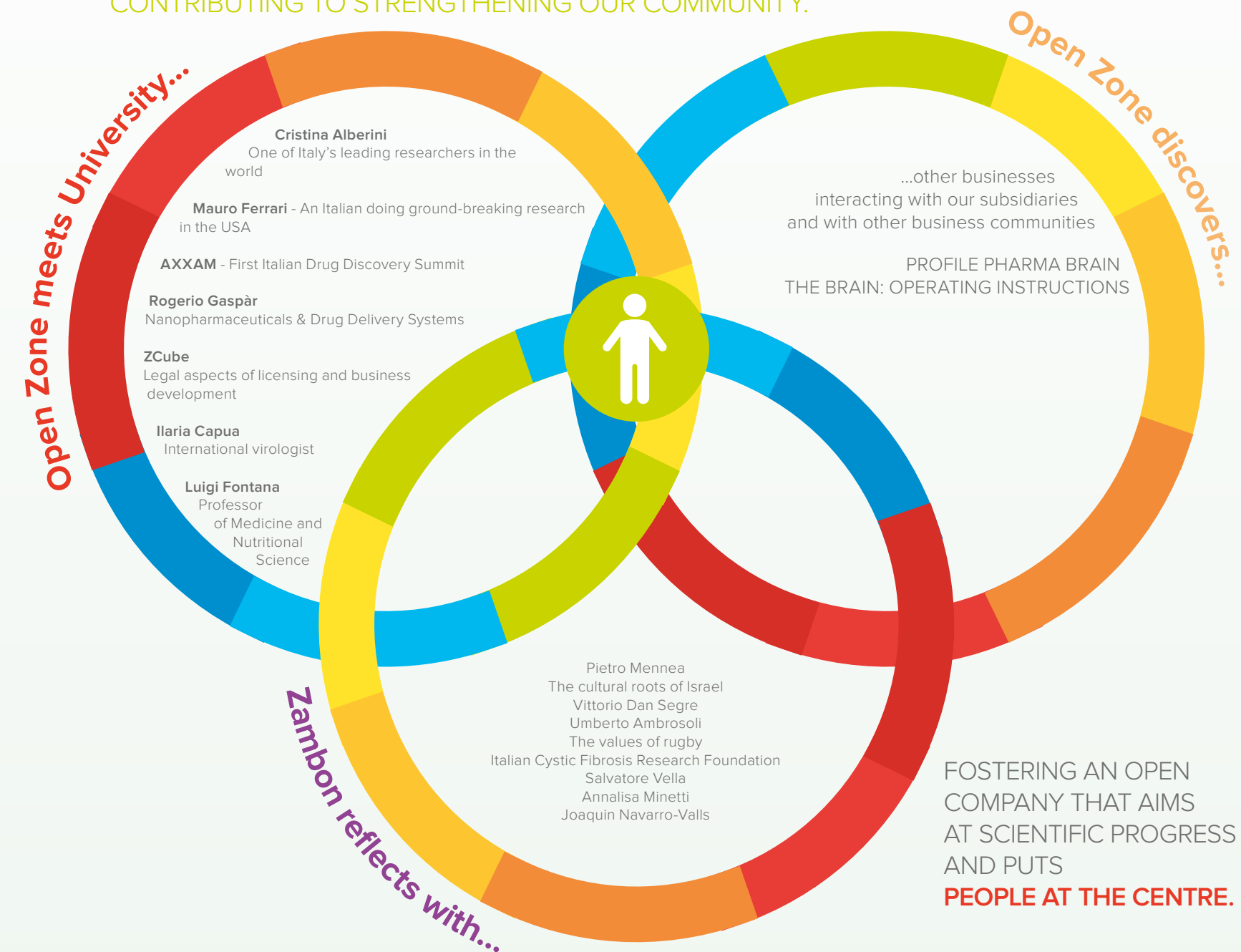
The Zoé Foundation, Zambon Open Education, brings to Vicenza some of the leading voices in the contemporary discussions of society, culture, economics, work, science, and medicine, for an exchange with community members, in the seventh edition of the series **Vivere Sani, Vivere Bene**. Almost everything depends on the **relationships** that we build with each other and on how we can relate to the values, opportunities, and perspectives offered to us by the social, political, scientific, and cultural discourse. **Relationships** is therefore the keyword of the **Vivere Sani, Vivere Bene** festival, an event that has seen increasing participation over time thanks to the variety of topics presented and the quality and quantity of meetings on the calendar each year.

Reading and literature come into the hospital with the project “Tessitori di Voce” (Voice Weavers). Now in its third year of activity, the project works with more than 150 volunteers who visit the hospital wards of Vicenza, Rozzano (MI), Mira Mestre (VE) and Santorso (VI).

Trained by an actor and theatre director, the volunteers read carefully selected texts to patients undergoing extended hospital stays: an innovative form of long-term care that is first and foremost a human experience.

PEOPLE AT THE CENTRE

ZAMBON MAKES USE OF KEY “INSPIRATIONAL” MOMENTS NOT ONLY IN TERMS OF SCIENTIFIC CONTENT, BUT ALSO IN RELATION TO VALUES AND CULTURE, CONTRIBUTING TO STRENGTHENING OUR COMMUNITY.



ZAMBON IN THE WORLD

ITALY

Zambon Italia Srl
Zambon Company SpA
Zambon SpA (Pharmaceutical)
Zach System SpA (Zambon Chemicals)
ZCube S.r.l./Open Zone
Zambon Immobiliare SpA
Zambon Group SpA

Via Lillo del Duca, 10
20091 Bresso (Milano)
Telephone +39 02 665241
Fax +39 02 66501492

Zambon SpA (Pharmaceutical)
Pharmaceutical Plant
Via della Chimica, 9
36100 Vicenza
Telephone +39 0444 968911
Fax +39 0444 348049

Fondazione Zoé
(Zambon Open Education)
Corso Palladio, 36
36100 Vicenza
Telephone +39 0444 325064

SWITZERLAND

Zambon Switzerland Ltd.
Via Industria, 13
CH - 6814 Cadempino
Telephone +41 91 9604111
Fax +41 91 9664351

FRANCE

Zambon France S.A.
13, Rue René Jacques
92138 Issy Les Moulineaux Cedex
Telephone +33 1 58044141
Fax +33 1 58044100

BELGIUM

Zambon S.A./N.V.
Av. E. Demunterlaan 1/9
1090 Brussels
Telephone +32 2 7770200
Fax +32 2 7718570

UNITED KINGDOM

Profile Pharma Ltd.
Suite 3 Ground Floor Bicentennial
Building
Southern Gate
Chichester
West Sussex
PO19 8EZ

GERMANY

Zambon Gmbh
Kurfürstendamm 103/104
D-10711 Berlin
Tel. +49 30 1202 12-0
Fax+49 30 1202 12-121

NETHERLANDS

Zambon Nederland B.V.

Basicweg 14b
3821 BR Amersfoort
Telephone +31 33 4504370
Fax +31 33 4561233

SPAIN

Zambon S.A.U.
Pharmazam S.A.U
Maresme 5, P.I. Can Bernades Subirà
(ex Urvasa)
08130 Sta. Perpetua de Mogoda (Barce-
lona) Telephone +34 93 5446400
Fax +34 93 574 04 36

PORTUGAL

Zambon - Produtos Farmacêuticos Lda.
Zamfarma - Produtos Pharmaceuticals
Lda.
Rua Comandante Enrique Maya, 1
1500 - 192 Lisbon
Telephone +351 21 7600952/54
Fax +351 21 7600975

RUSSIA

Zambon Pharma Ltd.
Glazovsky per.,
119002 Moscow
Telephone +74 95 9333830/32
Fax +74 95 9333831

BRAZIL

Zambon Laboratórios Farmacêuticos
Ltda.
Avenida Ibirapuera, 2332
Moema São Paulo - SP
Telephone +55 11 30759300
Fax +55 11 30759322

COLOMBIA

Zambon Colombia S.A.
Calle 124 No. 45-15
Autopista Norte - Paralela Occ.
Santa Fe de Bogotá
Telephone +57 1 6198558-47-69
Fax +57 1 6198669

CHINA

Hainan Zambon,
Pharmaceutical Co., Ltd.
Hainan Haibon,
Pharmaceutical Co., Ltd.
Pharmaceutical Plant
Haikou National Hi-tech Industrial Deve-
lopment Zone
Haikou, 570314 Hainan
Telephone +86 898 6863 1288
Fax +86 898 6863 6121

Offices

B 209, Cartelo Crocodile building
n° 568 West Tian Shan Road

Shanghai - PR
Telephone +86 21 62387722

INDIA

Zambon (India) Pvt. Ltd.
Main Mehrauli - Gurgaon Road
JMD - Regent Square
Gurgaon - 122001 (Haryana)
Telephone +91 1242804021/2/3
Fax +91 1242804024

INDONESIA

P.T. Zambon Indonesia
Antam Office Park Tower B, 9th floor
Jl. Letjen TB Simatupang No. 1
Jakarta Selatan 12530
Indonesia
Telephone +62 21 2904 8820
Fax +62 21 72904 8821

NORWAY

Nigaard AS Norvegia:
Storgata 8B, 2000
Lillestrom, 0231 Skedsmo
+47 815 300 30

FINLAND

Nigaard OY Finlandia
c/o BDO Oy Hallonnässtranden 2
00210 Helsingfors
+47 815 300 30



ITALY

Zach System SpA
Chemical Plant
Via Dovaro
36045 Almisano di Lonigo (Vicenza)
Telephone +39 0444 433111
Fax +39 0444 831192

FRANCE

Zach System S.A.
Production & R&D site Z
.I. La Croix Cadeau B.P. 10079
49240 Avrille Cedex
Telephone +33 241 96 61 61
Fax +33 241 42 76 55

