

### 11 April 2018

## ASX Announcement / Media Release

# Race signs global distribution agreement with Durbin PLC

#### **HIGHLIGHTS**

- Global distribution agreement for Bisantrene
- Opens up new NPP markets for Bisantrene

**11 April 2018: Race Oncology Limited ("RAC")** is pleased to announce that it has executed a global distribution agreement with UK-based, Durbin PLC. Durbin distributes pharmaceutical and healthcare products to 180 countries worldwide. They have global expertise in managed access programs, such as named patient programs.

Under the agreement, Durbin will handle all the warehousing, invoicing, customer service and distribution of Bisantrene for a number of countries around the world (see 'Detailed Agreement Terms').

"This is more than a global logistics agreement," said Race CEO, Peter Molloy. "Durbin's expertise in managed access and named patient programs makes them an important strategic partner for Race."

Race previously advised that it was seeking to establish NPP sales in four countries initially: France, Italy, Turkey and Korea.

"With Durbin's help, we can now pursue named patient sales in many other countries in parallel," said Peter Molloy. "The Durbin agreement significantly expands our NPP opportunity for Bisantrene."

# **Detailed Agreement Terms**

Countries covered by the agreement are the UK, Ireland, Benelux, Nordics, Central & Eastern Europe, Australia, New Zealand, Israel, Middle East, South Africa and such other countries as are agreed between the parties from time to time. The agreement has an initial term of 3 years, during which time it can be terminated by either party on 6 months' notice. Following this initial period, the agreement will continue in force but can be terminated by either party



on 3 months' notice. Durbin will take Bisantrene shipments on consignment and there are no minimum purchase orders under the agreement.

#### **About Durbin**

Established in 1963 in the UK and with 165 employees, Durbin supplies pharmaceuticals and other healthcare products to over 180 countries. With offices and warehousing in the UK and USA, Durbin prides itself on being a trusted global partner to pharmaceutical and healthcare manufacturers. Among its specialist activities, Durbin are experts in pharmaceutical distribution for Managed Access Programs for unlicensed pharmaceuticals, including Named Patient Programs. Durbin has won many awards including 'Export Excellence in the Americas' category at the UK Export Excellence Awards 2016, and 'Exporter/International Business of the Year' at the West London Business Awards 2017. Durbin were also identified as one of London Stock Exchange Group's 1000 Companies to Inspire Britain in 2017, and recently ranked No. 68 in the 18th Sunday Times BDO Profit Track 100 list for 2017.

### **About Race Oncology (RAC.ASX)**

Race Oncology is a specialty pharmaceutical company that listed on the Australian Securities Exchange (ASX) in July 2016. Race's business model is to pursue later-stage drug assets in the cancer field that have been overlooked by big pharma. The company's first asset is Bisantrene, a chemotherapy drug, that was the subject of more than 40 phase II clinical studies during the 1980s and 1990s, then lost in a series of pharmaceutical mergers.

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