



## NEWLY-INAUGURATED FACILITY IN FRANCE MEETS THE HIGHEST QUALITY STANDARDS AND BOOSTS PRODUCTION CAPACITY

Septodont continues to invest in a growth strategy based

*on internal expansion and external*

**Saint-Maur-des-Fossés (France) – February (to adapt), 2017.** Septodont, the world leader in dental Pain Management products, has built a new facility near Paris for the production of injectable dental anesthetic cartridges. The Company has invested nearly €26 million in the Unit 3 (U3) building, which covers three levels measuring 900 square meters (9,688 square feet) each. “*This new facility allows us to remain at the cutting edge of our sector in terms of production and at the same time to anticipate new international pharmaceutical standards,*” said Olivier Schiller, CEO of Septodont.

### ● INVESTING IN STATE-OF-THE-ART PRODUCTION EQUIPMENT

Construction began in April 2014 in Saint-Maur-des-Fossés, where the company’s headquarters and a recently built R&D center are also located. U3 took two years to complete and has been fully operating since end of 2016. As one of the industry’s most modern facilities worldwide, the new facility features clean rooms equipped with specialized air treatment systems in addition to new production tanks and a high-speed cartridge filling line. Investing in this state-of-the-art equipment allows Septodont to continue to deliver superior pharmaceutical quality and guarantee product sterility. “*Currently, we produce over 500 million injectable cartridges a year, half of it in France, and our new high-tech equipment helps us respect our commitment to consistently provide top-quality products to dentists,*” said Olivier Schiller.

## DRIVING GROWTH: INTERNAL EXPANSION AND EXTERNAL ACQUISITIONS

The new U3 production facility is part of a strategy based on internal growth and external acquisitions. The business has grown internally through geographical expansion and continued R&D investments while U3 complements three key acquisitions outside France in just two years:

- DLA (Brazil): Acquired in February 2016, DLA, a dental anesthetic production facility formerly owned by Dentsply and aimed at becoming a platform to drive growth in Latin America
- Duoject (Canada): Septodont acquired in October 2015 this engineering design firm specialized in injection systems and solutions for healthcare
- TDV (Brazil): An industrial restorative accessory firm with a wide range of dental products that complement Septodont's own portfolio, TDV was acquired in 2014.



## 80 YEARS OF EXPERTISE AND A REPUTATION FOR QUALITY AND INNOVATION

Septodont, a family business founded in 1932, has grown to become a leading dental manufacturer worldwide, consistently at the forefront of pharmaceutical dentistry. As well as its reputation among dental professionals for a wide range of quality dental products, the company is internationally recognized for its expertise in pain management, which it shares with dentists everywhere. *"In addition to delivering quality products, we want to support dentists in their day-to-day practice, in particular by sharing our pain management expertise. Going forward, our ambition is to provide even more innovative solutions and become a global player in healthcare, beyond dentistry,"* added Olivier Schiller.

### SEPTODONT 2017 KEY FIGURES

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| <ul style="list-style-type: none"><li>- Sales of €269 million in 2016</li><li>- A longstanding presence in 150+ countries</li><li>- 91% of sales outside France</li><li>- 1500+ employees</li><li>- 4 R&amp;D centers: in France, United States and Canada</li></ul> | <ul style="list-style-type: none"><li>- 8 production facilities: in France, United States, Canada, India and Brazil</li><li>- 3 international acquisitions 2 years: in Brazil and Canada</li><li>- 500 million dental injections per year worldwide = 15 injections per second</li><li>- 1500+ marketing authorizations submitted or obtained worldwide</li></ul> |
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### About Septodont

The global leader in dental pain management<sup>1</sup>, Septodont, has specialized for more than 80 years in the development, manufacture and distribution of quality dental products to serve the needs of dental professionals. Moreover Septodont sponsors educational initiatives for dentists during congresses and other events and has just rolled out a communication campaign to promote pain management. Headquartered in Saint-Maur-des-Fossés (near Paris), the company has a longstanding presence in more than 150 countries. With sales of €250 million in 2015, it is the leading manufacturer of local injectable anesthetics worldwide. Septodont produces over 500 million dental cartridges each year, and its pain management portfolio accounts for 80% of sales.

<sup>1</sup>- Septodont is the only company producing 500 million dental cartridges every year (Internal source)