

THE EUROPEAN COMMISSION AUTHORIZES YONDELIS® COMMERCIALIZATION FOR SOFT TISSUE SARCOMA

- ***This is the first Spanish anticancer drug authorized for commercialization by the European Commission***
- ***PharmaMar expects to cover 75% of the potential market of Yondelis® for soft tissue sarcoma in the 12 months following the Authorization***

Madrid, September 20th, 2007: The European Commission has adopted the decision to authorize PharmaMar, a biopharmaceutical subsidiary company of the Zeltia Group (Spanish Stock Exchange, ZEL) to commercialize Yondelis® in the 27 countries of the European Union. The authorization arrives two months after a committee of the European Medicines Agency (EMA) gave a positive opinion for the use of this new anticancer drug, the first of marine origin and resulting from Spanish research, for advanced soft tissue sarcoma when standard treatments have failed.

“The authorization will allow us to reach European sarcoma patients from early in the autumn, as soon as negotiations with the Health Authorities in each country regarding price and other administrative issues have begun”, said Luis Mora, Deputy General Manager of PharmaMar. Soft tissue sarcoma is a type of cancer which affects muscles, bones and blood vessel tissues, it is very aggressive and has a fatal prognosis if not diagnosed early on. In the last three decades, no new therapy has been available for these patients.

The company plans to start commercialization in the United Kingdom and Germany, where price negotiations with authorities are not necessary. “In the remaining countries, price and market authorizations will gradually be obtained from the respective health systems”, stated Alfonso Casal, Marketing and Sales director of PharmaMar. In this way, the company expects to cover 75% of the potential market of Yondelis® in the 12 months following the Authorization from the EC.

Sales network

PharmaMar has a specialized sales structure by areas for the commercialization of Yondelis® which covers the European Union and non-EU Nordic countries. Over the last twelve months, the biopharmaceutical company has reached agreements with prestigious European Organizations. “We are prepared to reach a large market such as the European one, with a

population of more than 450 million, several different national legislations and more than 20 official languages” said the Marketing and Sales Director of PharmaMar.

In Western European countries, PharmaMar will have a sales network established in collaboration with Innovex (Quintiles Group). In the rest of the European territory, promotion and commercial distribution agreements have been signed with Swedish Orphan International for the Nordic Countries and Eastern Europe and with Genesis Pharma for Greece and Cyprus.

“It is a challenge for us to be the head office of a multinational sales network. We are convinced that our spirit, determination and wish to meet the patients’ needs will allow us to accomplish this activity successfully”, stated José María Fernández Sousa, president of Zeltia.

Important note

PharmaMar, based in Madrid, Spain, is a subsidiary of Grupo Zeltia (Spanish Stock Exchange, ZEL) that is quoted in the Spanish Stock Exchange since 1963 and the Spanish continuous market since 1998. Grupo Zeltia is currently part of the Ibex Nuevo Mercado (New Market).

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