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Press Release

IBSA continues growth in Latin America through distribution agreement with Megalabs in 18 countries

IBSA's growth in Latin America continues unabated. From the end of June, thanks to an agreement signed with Megalabs (link to company website: <https://megalabs.global/eng>), work will begin on the distribution of three products for the treatment of osteoarticular pathologies in 18 countries. Distribution will take place in Argentina, Bolivia, Brazil, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama, Paraguay, Peru, Uruguay and Venezuela.

'The path to this important result has been a long one', says Andrea Taborelli, Business Development & Licensing Manager at IBSA. 'Work began almost two years ago: we were looking for a distributor operating in all the regions who could ensure a widespread operation and quality standards in line with those of IBSA'. The choice eventually fell on Megalabs, Latin America's third largest pharmaceutical company by number of medical prescriptions. 'This agreement', adds Taborelli, 'is of truly strategic importance for IBSA's development in Latin America because, in addition to bringing three key products for the osteoarticular therapeutic area to 18 countries, it also allows us to enter some regions in which we were not yet operating'.

Camila Reinoso Ituño, Corporate Business Development for Pharma Traditional Line at Megalabs, says: 'After a year of intense work and fruitful exchange, this exclusive marketing agreement for 18 Latin American countries represents an important milestone for Megalabs and IBSA. The agreement will allow Megalabs to continue its expansion strategy and reach several million users in Latin America.

'Our success has always been based on strong business alliances, and we believe that IBSA is exactly the type of Partner we need to achieve our goals in the Latam market', adds Luis Carlos Millán Rodríguez, Corporate Therapeutic Area Manager at Megalabs. 'Thanks to this important agreement, we are strengthening Megalabs' product portfolio in the osteoarticular line. We will also be able to distribute more products based on innovative technologies and European quality, offering patients next-generation treatment options', concludes Millán Rodríguez.