



GLOSTER SANTE EUROPE
Immeuble Biostep – Bât C
Rue Pierre et Marie Curie - BP 98180
31681 Labège Cedex – France
Tel : + 33 (0) 5 62 88 42 22
Fax : + 33 (0) 5 62 88 36 85
E-mail : contact@gloster-sante-europe.com



Gloster Santé Europe Company

ACTIVITY

GLOSTER SANTÉ EUROPE is specialized in sprayer technology and more especially in development and marketing of innovative devices as regards disinfection.

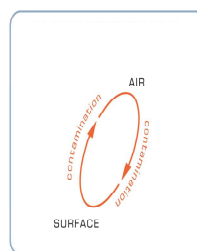
GLOSTER SANTÉ EUROPE was founded in 1999.

It develops and markets a powerful disinfection process dedicated to medical, pharmaceutical, veterinary and industrial activities.

COMPANY GENESIS

In 1999, GLOSTER SANTÉ EUROPE identified the "missing link" of the general protocol of hygiene and shown that it was at the origin of the **RCC** "Recurring Contamination Cycles: a self-sustained system of deficiency as regards hygiene".

"Recurring Contamination Cycles" *A self-sustained system of deficiency as regards hygiene*



Thanks to its investment in research, GLOSTER SANTÉ EUROPE has developed a revolutionary new process (Sterinis®) **for fighting the causes of nosocomial infections** (Hospital-Acquired Infections) **and bio-contaminations**.

This achievement has enabled it to further develop and consolidate its international distribution.



GLOSTER SANTÉ EUROPE has developed technical partnership with:

THE FRENCH NATIONAL CENTER OF SCIENTIFIC RESEARCH, ONERA, ICAM, HYGIENE AND BACTERIOLOGY UNIT OF THE RANGUEIL REGIONAL HOSPITAL, INFECTION DISEASES UNIT OF PURPAN REGIONAL HOSPITAL, UNIVERSITY OF MICROBIOLOGY OF TOULOUSE ...

Executives Committee

Richard BORG
Président
r.borg@gloster-sante-europe.com



Mr. Henry-Louis SCHWAL
Strategy Department Manager
hl.schwal@gloster-sante-europe.com

Mr. Jean-Claude LARIVIÈRE
Financial and Administrative Department Manager
jc.lariviere@gloster-sante-europe.com

Mr. Frédéric PRADELLE
International Business and Media Manager
f.pradelle@gloster-sante-europe.com

Scientific Marketing, R&D and Administration

Mr. Frédéric GOESSENS
R&D Manager
f.goessens@gloster-sante-europe.com

Mr. Yan PETER
Scientific Marketing Manager
y.peter@gloster-sante-europe.com

Ms. Frédérique-Marie SHAFFER
Export Assistant
f.shaffer@gloster-sante-europe.com

3 sales representatives
commercial@gloster-sante-europe.com

Ms. Sylvie ZACCARELLI
Assistant of the Executive Committee
s.zaccarelli@gloster-sante-europe.com

Julie MENGUE
Assistant
j.mengue@gloster-sante-europe.com

Mr. Arnaud DE BENTZMANN
Shop Foreman
a.debentzmann@gloster-sante-europe.com

GLOSTER SANTE EUROPE
BIOSTEP – Bât C- Rue Pierre et Marie Curie - BP 98180 - 31681 LABEGE Cedex FRANCE
siret 422 704 254 00065 – NAF 331 B

● COMPANY'S SHAREHOLDERS

Thanks to persuasive arguments, famous investors and organisms were convinced for grants:

TOTAL HOLDING GROUP, A.N.V.A.R , D.R.I.R.E, SOFARIS, REGIONAL COUNCIL OF MIDI-PYRÉNÉES, MIDI-PYRÉNÉES ENTREPRENDRE, COURTOIS BANK, CRÉDIT AGRICOLE OF MIDI-PYRÉNÉES and 11 business angels.

GLOSTER SANTÉ EUROPE has finalized its financial partnership in July 2005 with a pool of French investors (Majors):

SGAM (SG- ASSET MANAGEMENT), VIVERIS MANAGEMENT, S.F.F.P (C.I.C GROUP), MIDI CAPITAL (CAISSE D'ÉPARGNE GROUP) AND S.P.T.F (CRÉDIT DU NORD GROUP), which are partners having a very well knowledge of the products and markets of GLOSTER SANTÉ EUROPE.

GLOSTER SANTÉ EUROPE, which obtained the label "Innovative Company" from A.N.V.A.R (FRENCH INNOVATION AGENCY), in December 2005, has convinced about the high potential of its process of disinfection of surfaces: Sterinis®.

Sterinis® disinfection technology

Sterinis®: A powerful process able to disinfect all the surfaces even those unreachable or hidden

Prevention

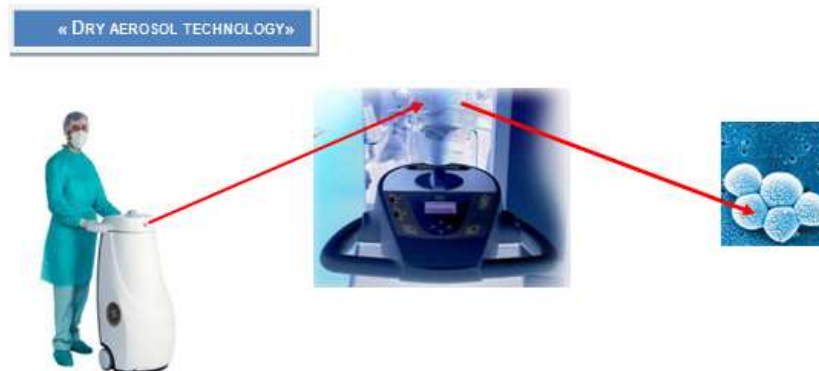
and

Treatment

GLOSTER SANTÉ EUROPE has developed and patented (TCP + Taiwan) the innovative [Dry aerosol technology].

This technique ensures an ultrahigh degree of disinfection of the patient's environment superior to anything known up to now, as it completely and evenly disperses the disinfectant over all surfaces present (using the aerospray principle). The aerospray system developed by GLOSTER SANTÉ EUROPE produces an aerosol-quality mist (with droplets between 8µ and 12µ : *Gaussian average*).

[Dry aerosol technology] guarantees massive destruction of micro-organisms by bringing the diffused disinfectant into contact **with all surfaces present. It thoroughly disinfects 'the surfaces and volumes that other treatments can't reach'**.



The performances of Sterinis® process was tested in a wide variety of actual conditions, such as acute hospital wards (or recovery wards), infectious disease wards, ambulatory hospital wards, Retirement homes, ambulance (transport), laboratories of research, Specific laboratories units (level bio-safety 3 and level bio-safety 4), buildings visited by members of the public including young children. Field trials were carried out on the Sterinis® process in France, in Norway, in Denmark, in Netherlands, in Ireland, in Turkey

Tests results can be obtained on demand (y.peter@gloster-sante-europe.com).

Until now, there has been no procedure offering totally effective disinfection of all spaces and surfaces, and zones have often been left untreated, opening the door to nosocomial infections. After any traditional disinfection of premises, it was therefore not unusual to find that certain dangerous pathogenic germs (**MRSA, Clostridium Difficile, Norwalk...**).

Sterinis® disinfection process : The principle



Compounds:

Substance :	Hydrogen peroxide H ₂ O ₂ :	5%
	Silver cations Ag ⁺ :	<50 ppm
Excipient :	Sterile water:	95%
Stabilizer :	Ortho-phosphoric acid:	<50 ppm

- Wide spectre (acts against all types of germs)
- No toxic, no corrosive, biodegradable
- Composed of two active molecules, thus avoiding the risk of germs developing resistance
- Conforms to French and Europeans standards
- Conforms to EC biocidal directive (98/8)
- Reduces disinfection time
- Packaged in tamperproof cartridges
- Conditioning : 2 litres
- Shelf life : 12 months

- **NO FORMALDEHYDE**
- **BIOCIDAL (98/8 EC)**
- **NO TOXIC**
- **NO CORROSIVE**
- **BIODEGRADABLE (99,99%)**

Standards and certifications

Sterinis®/Sterusil® AFNOR :	Sterinis®/Sterusil® EEC Directive :
<p style="text-align: center;">AFNOR NF T 72-281</p> <p>(Bi-active : Composed of two active molecules, thus avoiding the risk of germs developing resistance. No corrosive, no toxic, Biodegradable 99,99%).</p>	<p style="text-align: center;">COMPLY WITH THE BIOCIDAL EUROPEAN STANDARD 98/8/EEC (biocidal norm)</p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Sporicidal disinfectant product <input checked="" type="checkbox"/> Virucidal disinfectant product <input checked="" type="checkbox"/> Fungicidal disinfectant product <input checked="" type="checkbox"/> bactericidal disinfectant product

STERINIS® EC standards:	Unified Standards :
73/23/EEC 98/68/EEC 89/336/EEC	NF EN 55011, NF EN 55022, NF EN 61000-4-2, NF EN 61000-4-3, NF EN 61000-4-4, NF EN 61000-4-5, NF EN 61000-4-6, NF EN 61000-4-11, NF EN 610335-1, NF EN 610335-2-98

STERUSIL® DISINFECTANT Unified Standards and AFNOR :
AFNOR : NF EN 1040, NF EN 1276, NF T 72-190, NF T 72-300, NF EN 1275, NF T 72-230, NF T 72-180.

Gloster Santé Europe certifications :

Gloster Santé Europe company is certified by the SGS YARSLEY, organization accredited UKAS for the certificates.



ISO 9001:2000
GB04/62855.00
Quality Management



ISO 13485:2003
GB04/62857.00
Product Certification

Gloster Santé Europe is listed as one of the companies that may be consulted by all national defence departments and government bodies in countries participating in the NATO Codification System. Gloster Santé Europe is registered under the NCAGE company code:



FARZ1

The NCAGE code is a 5 character NATO Commercial and Government Entity code allocated to each company applying for one.

Distribution organization

SALES IN FRANCE

Sterinis®/Sterusil® products are directly marketed by the GLOSTER SANTÉ EUROPE sale forces. 7 sales representatives are in charge of various geographical areas (covering all segment markets). Sales Manager is in charge of Key accounts.

INTERNATIONAL DISTRIBUTION

GLOSTER SANTÉ EUROPE currently markets its products in Europe, Africa, Middle-East and Asia, through a network including approved distributors. All the distributors are specialised in the fields requiring a very high level of disinfection, and use to sale or propose various bio-decontamination services based on Sterinis® process.



Products are currently marketed in **25 countries** and will be in US and Canada very soon (Registration approvals in process). 2008 will be dedicated to Middle East and North America development.



Mr. Frédéric PRADELLE
International Business and Media Manager
f.pradelle@gloster-sante-europe.com



Sterinis® markets

GLOSTER SANTÉ EUROPE has a pragmatic approach based on major markets concerned by the bio-decontamination and disinfection. Since 2004, more that 500 Sterinis® units have been sold.

GLOSTER SANTÉ EUROPE focuses and developed its activity toward:

Pharmaceutical market

STERINIS IS USED BY MAJOR PHARMACEUTICAL GROUPS: SANOFI-AVENTIS, SANOFI-PASTEUR, PFIZER, CHRALES RIVER, FOURNIER, GLAXO SMITH KLINE, GALDERMA...

Medical market

Veterinary market

Cosmetic market

Specific applications : BIO-SAFETY 3 AND 4 LABS, DEFENSE UNITS...

Food processing market

A relevant industrial partnership

Since November 2004, Canon Bretagne® is manufacturing Sterinis® and Sterusil® products. GLOSTER SANTÉ EUROPE and signed an industrial partnership.

In less than ten years, Europe has become one of the Canon Group's three main centres of business, together with Japan and the United States, and achieves one third of the Group's turnover worldwide. The European body groups together research, development, production and distribution and is a perfect illustration of Canon's globalization strategy.

Canon Bretagne®, which was set up in France in 1983, is one of the main pillars of this European body.

Canon

Canon Bretagne



View over Canon® manufacture site



View over Sterinis® Production Line

BUSINESS TRIPS 2006 - 2007

- **17 NOVEMBER PARIS (FRANCE)** - MEETING WITH THE POTENTIAL DISTRIBUTOR IN CHINA
- **18 NOVEMBER TOULOUSE (FRANCE)** - NEW MARKETS LAUNCHING IN SCANDINAVIA
- **1 DECEMBER PARIS (FRANCE)** - BUSINESS MEETING WITH THE IRANIAN DISTRIBUTOR
- **8 - 9 DECEMBER IN BUCHAREST (ROMANIA)** – MARKETING PLAN
- **14 -15 DECEMBER IN VILNIUS (LITHUANIA)** - SEMINAR “BACTERIAL PNEUMONIA PROPHYLAXIS“
- **11 JANUARY IN LONDON (UK)** - 2006 AND 2007 MARKETING PLAN REGARDING UK AND IRELAND
- **12-15 JANUARY IN BUCHAREST (ROMANIA)** - MARKETING PLAN MEETING AND PRESENTATIONS
- **19-22 JANUARY IN TUNIS (TUNISIA)** - MARKETING PLAN AND LOBBYING
- **7 FEBRUARY IN BRUSSELS (BELGIUM)** - DISTRIBUTION ORGANIZATION (BELGIUM/NETHERLANDS)
- **13-15 FEBRUARY IN BRNO (CZECH REPUBLIC)** - MARKETING PLAN AND TRIALS
- **1 - 2 MARCH IN MILAN (ITALIA)** - DISTRIBUTION ORGANIZATION
- **6-10 MARCH IN BUCHAREST (ROMANIA)** – PRESENTATION MEETINGS
- **14-15 MARCH IN WARSAW (POLAND)** - MARKETING PLAN AND LOBBYING
- **16-19 MARCH IN ATHENS (GREECE)** - DISTRIBUTION ORGANIZATION
- **24-29 MARCH IN CAIRO (EGYPT)** - STERINIS DISTRIBUTION NEGOTIATIONS
- **3-6 APRIL IN BEIRUT (LEBANON)** – STERINIS DISTRIBUTION NEGOTIATIONS
- **8-10 JUNE IN ANKARA (TURKEY)** – STERINIS DISTRIBUTION CONTRACT SIGNATURE
- **13-14 JUNE IN OSLO (NORWAY)** – NURSES ANNUAL SEMINAR
- **13-14 SEPTEMBER IN PORTSMOUTH (UK)** – STERINIS EUROPEAN BIENNIAL MEETING →
- **25-29 OCTOBER IN MIAMI (US)** - MARKETING PLAN AND LOBBYING
- **14 MARCH IN PORTO (PORTUGAL)** - STERINIS DISTRIBUTION NEGOTIATIONS ...
- **9- 12 MAY IN SINAIA (ROMANIA)** – TENDER FINALIZATION
- **11 - 14 JUNE IN TEHRAN (IRAN)** – IRAN MED TRADE FAIR



TRADE FAIRS AND CONGRESSES 2006 – 2007-2008

2006

16TH ECCMID CONGRESS [1- 4 APRIL - NICE – FRANCE] STERINIS STAND N° : 341

HÔPITAL EXPO MEDICA [16-19 MAY - PARIS- FRANCE] STERINIS STAND N° : J93

AFSTAL TRADE FAIR [31 MAY – 2 JUNE - BORDEAUX – FRANCE] STERINIS STAND N° : 13

SIPEC TRADE FAIR [12 – 14 SEPTEMBER - ORLÉANS – FRANCE] STERINIS STAND N° : 8

MEDICA TRADE FAIR [15-18 NOVEMBER – DÜSSELDORF – GERMANY] STERINIS STAND N° : 7AE26A →



CENTRE: Ms. CHRISTINE LAGARDE
MINISTER OF COMMERCE OF FRANCE

2007

NOSOCOMIAL INFECTIONS PREVENTION [14- 15 DECEMBER– STRASBOURG – FRANCE]

SFHH TRADE FAIR [7-9 JUNE – STRASBOURG – FRANCE]

10TH FELASA SYMPOSIUM [11- 14 JUNE – LAKE COMO- ITALY]
FEDERATION OF EUROPEAN LABORATORY ANIMAL SCIENCE ASSOCIATIONS

MEDICA TRADE FAIR [14-17 NOVEMBER – DÜSSELDORF – GERMANY – AS VISITOR]

2008

ARAB HEALTH [28-31 JANUARY – DUBAI - UAE]

FULL PROGRAM ON GOING