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GRIFOLS, A LEGACY SUPPLIER OF SAFE PLASMA PRODUCTS

There are no substitutes for plasma products. In a busy hospital a reliable and safe supply of these medicines is an essential element of quality patient care. With global headquarters in Barcelona, Spain, Grifols has been supplying United States hospitals with plasma products since 2003 and has been a key player in the European market for decades.

Identifying a reliable IVIG source is “huge,” says Carolyn Levine, a pharmacy buyer with St. Luke’s Hospital in Duluth, Minnesota, a Novation hospital for more than 20 years. “They have the product we need, and the price is comparable [to other providers],” she says. Physicians at Duluth typically order 500 to 1,000 grams of IVIG a month, and, Levine says, “a steady supply at that level is often a problem. But we have not had any supply problems.”

Grifols was founded by the grandfather of the current President and CEO, Victor Grifols, who is committed to the company’s legacy of producing quality products. Grifols has more than 70 years of history and a heritage of innovation, quality and service. From its humble beginnings in 1910 as a small laboratory and clinic in Barcelona, to its current standing as one of the top 100 healthcare companies worldwide, Grifols has been guided by the ethics, compassion, and innovative spirit

handed down through three generations of the Grifols family. The Grifols name goes on every vial of medicine the company produces.

The company has manufacturing facilities in Barcelona, Spain and Los Angeles. In addition, Grifols owns and operates more than 80 plasma donor centers across the United States that collect the plasma necessary to produce its life-saving plasma medicines. Grifols’ philosophy is that by owning and operating its own dedicated plasma collection network it can assure the quality and safety of the starting material for its products.



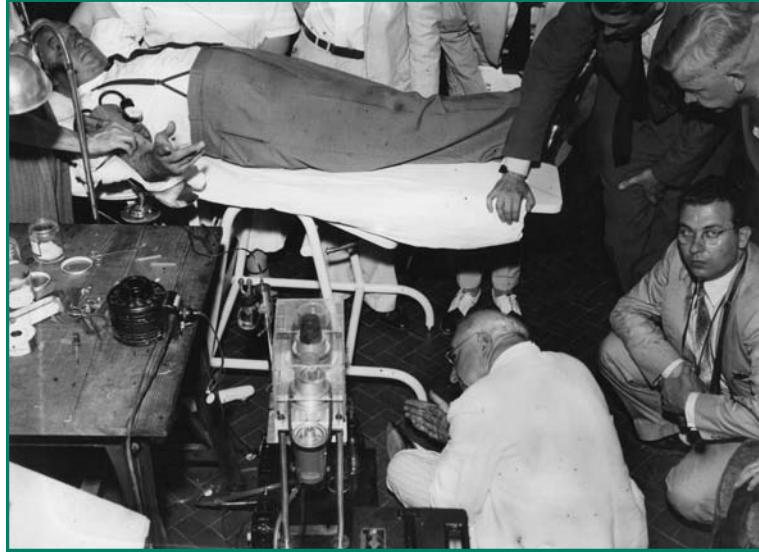
Founded in 1940, Grifols is comprised of several companies, serving health care professionals and patients in over 90 countries.

Grifols’ know-how and experience are evident in the work of Grifols Engineering a wholly owned subsidiary that designs and develops equipment and facilities for biotechnology companies worldwide. In 2010, Grifols invested more than \$50 million in a

new IVIG fractionation facility in Los Angeles, for which FDA approval is expected by 2013. The opening of this facility will represent a doubling of the company's fractionation capacity. It has also recently completed construction of a duplicate plasma testing laboratory near Austin, Texas which will be operational this year. The additional laboratory will meet increasing demand and serve as a back-up to the company's existing testing facility.

Grifols' contribution to the development of plasma medicines has been nothing short of historic. In addition to its established track record in supplying a reliable product in sufficient volume to meet clinical needs, Grifols has long been recognized for its intellectual leadership in the plasma production field. Laboratories Grifols was founded by hematologist Dr. J. A. Grifols Roig and his two sons to advance their studies in the developing fields of blood transfusion, blood banking and clinical analysis. In 1943, it became the first company in continental Europe to manufacture single-donor lyophilized (freeze-dried plasma). In 1951, Dr. José Antonio Grifols Lucas published the first study demonstrating a method for returning red blood cells to plasma donors, which led to the development of the plasmapheresis technique now used worldwide. This process facilitates plasma collection by making it possible for people to donate on a more frequent basis. More recently, the company has begun

investigating new approaches to plasmapheresis. According to Gregory Rich, President of Grifols US operations, the company is "focusing on a multi-national medical study to examine the effects of plasmapheresis, albumin, and gamma globulin on the advancement of Alzheimer's disease.



Edwin J. Cohn and Jose Antonio Grifols at the presentation of the plasmapheresis technique, Lisbon 1951

The hope is that the research will show that the treatments will delay the advancement or even treat Alzheimer's disease." Much of the company's ongoing R&D is dedicated to developing therapeutic products with ever greater margins of safety and efficacy.

Giving back to the community is also a tradition for Grifols. In addition to providing quality plasma products that have benefited millions of lives, the company has established two charitable foundations. The Victor Grifols Lucas Foundation was instituted in 1998 in honor of the current CEO's father, one of the company's founders. Its mission is to explore the relationship between the pharmaceutical and biotechnology industries and society, particularly

the ethical issues raised by advances in the life sciences. The José Antonio Grifols Lucas Foundation honors the inventor of the plasmapheresis process, and its focus is improving the lives of needy individuals, including the thousands who donate their plasma. The Foundation provides grants designed to improve health and education.

Grifols also maintains a PatientCare Program, which makes plasma products available at no charge to patients with certain disorders whose insurance has lapsed. Grifols is also highly involved in educational events for both patients and donors. "We consider it an ethical imperative to educate donors about the patients who need their plasma and to

educate patients about the donors who give their plasma," says Mr. Rich. "We educate patients about plasma by offering educational tours of our facilities. Our donors learn about the diseases and conditions that plasma is used to treat through education and awareness campaigns at our donor centers." ♦

To learn more about Grifols' newest offering of plasma products, visit a company representative at the AAAAI conference, booth #519; call 1-888-325-8579; or visit the company's website at www.GrifolsUsa.com.