

## VIRALEZE™ distribution agreement and launch in Vietnam

- Starpharma has now signed a 5-year supply and distribution agreement for VIRALEZE™ antiviral nasal spray in Vietnam
- The agreement includes a minimum commitment of at least 1 million units in the first year
- VIRALEZE™ is scheduled to be officially launched in Vietnam today, following its registration for sale this week
- VIRALEZE™ is a broad-spectrum antiviral nasal spray that contains SPL7013, which has been shown to have potent antiviral and virucidal activity in multiple respiratory viruses, including inactivation of >99.9% of the Delta variant of SARS-CoV-2, in laboratory studies that have been published in international, peer reviewed journals

**Melbourne, Australia; 3 December 2021: Starpharma** (ASX: SPL, OTCQX: SPHRY) today announced it has signed an ongoing distribution arrangement for VIRALEZE™ antiviral nasal spray in Vietnam with Australian-based Healthco Australia Pty Ltd (**HealthCo**), with Vietnam-based Truong Bao Land (**TBL**), and Nam Thanh Trade and Medical Services Company Limited<sup>1</sup> (**NTM**) responsible for importation and distribution locally in Vietnam. The distribution agreement includes a minimum commitment of at least 1 million units of VIRALEZE™ in the first year. The official product launch is scheduled to occur in Vietnam today following [registration of VIRALEZE™ announced earlier this week](#).

This ongoing agreement with HealthCo is exclusive for Vietnam and follows an [initial supply contract for VIRALEZE™ signed in October](#). This new agreement incorporates a commitment to purchase a minimum of at least 1 million units of VIRALEZE™ in the first year, with ongoing performance obligations. The agreement has an initial five-year term with provision for annual extensions. Starpharma will supply VIRALEZE™, with TBL and NTM responsible for sales, distribution, and marketing of the product locally in Vietnam.

VIRALEZE™ will be available in Vietnam to retail consumers, clinics, hospitals and pharmacies through the local medical distribution networks in Vietnam. Vietnam, which has a population of approximately 98 million, is experiencing a significant Delta outbreak with just over half of its population vaccinated<sup>2</sup>.

Dr Jackie Fairley, Starpharma CEO commented: “We are delighted to see our partners launch VIRALEZE™ in Vietnam so rapidly, particularly given the current Delta outbreak across the country. Starpharma continues to advance its discussions with potential commercial partners elsewhere in multiple countries in Europe, Asia, the Middle East, and India.”

VIRALEZE™ is a broad-spectrum antiviral nasal spray. The antiviral agent in VIRALEZE™, referred to as SPL7013, has been shown to have potent antiviral and virucidal activity in multiple respiratory viruses and multiple variants of SARS-CoV-2, including inactivation of >99.9% of the highly infectious Delta variant, in laboratory studies. VIRALEZE™ is applied in the nose to provide a physical barrier - between viruses and the nasal mucous membrane - that traps and irreversibly inactivates virus. Importantly, VIRALEZE™’s mechanism of action means that mutations of the spike protein that make SARS-CoV-2 more infectious, as

<sup>1</sup> [NAM THANH MEDICAL CO., LTD](#) is a supplier of medical products and equipment, including rapid COVID-19 test kits, based in Vietnam.

<sup>2</sup> <https://covidvax.live/location/vnm>

occurred for the Delta strain, appear to make the virus more susceptible to trapping and blocking by SPL7013.

VIRALEZE™ is registered in Europe, Vietnam, India and New Zealand, and available in certain markets online. In addition to the supply and distribution arrangements in Vietnam, VIRALEZE™ is also partnered with LloydsPharmacy in the UK, ADMENTA Italia Group in Italy, and Starpharma is in advanced discussions with potential commercial partners in other countries. VIRALEZE™ is not registered for sale or supply in Australia.

*Starpharma acknowledges the \$1 million in funding for the development of VIRALEZE™ provided by the Australian Government's Medical Research Future Fund (MRFF) Biomedical Translation Bridge (BTB) Program, with support from UniQuest. Delivered by MTPConnect, the Australian Government's BTB program is a \$22.3 million MRFF initiative that provides up to \$1 million in matched funding to nurture the translation of new therapies, technologies and medical devices through to proof of concept to turn innovative medical ideas into reality*

### VIRALEZE™ Antiviral Nasal Spray

VIRALEZE™ contains SPL7013, which has been shown in laboratory studies to inactivate a broad spectrum of respiratory/cold viruses, including multiple SARS-CoV-2 variants, influenza, and RSV. VIRALEZE™ is registered for sale in Europe, Vietnam, India and New Zealand. VIRALEZE™ is not registered for sale or supply in Australia.

SPL7013 is also included in other products registered in >45 countries and available for sale in the UK, Europe, Japan, South East Asia, Australia and New Zealand.

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### About Starpharma

Starpharma Holdings Limited (ASX:SPL, OTCQX:SPHRY) is a global biopharmaceutical company and a world leader in the development of new pharmaceutical and medical products based on proprietary polymers called dendrimers, with programs for respiratory viruses, DEP® drug delivery and VivaGel®. Starpharma has developed VIRALEZE™, an antiviral nasal spray that is registered for sale in the Europe, Vietnam, India and New Zealand, and available outside Australia in certain markets online. VIRALEZE™ is not approved for sale or supply in Australia. SPL7013 is utilised in approved products - the VivaGel® condom and VivaGel® BV. VivaGel® BV has been licensed in >160 countries, is registered in >45 countries and available for sale in the UK, Europe, Japan, South East Asia, South Africa, Australia and New Zealand.

As a leading company in dendrimer-based drug delivery, Starpharma's proprietary drug delivery platform technology, DEP®, is being used to improve pharmaceuticals, to reduce toxicities and enhance their performance. There are numerous internal and partnered programs underway to develop DEP® versions of existing drugs, particularly in the area of anti-cancer therapies. DEP® partnerships include oncology programs with AstraZeneca, with Merck in the area of Antibody Drug Conjugates (ADCs), with Chase Sun in the area of anti-infectives and other world leading pharmaceutical companies. Starpharma's partnered DEP® programs have the potential to generate significant future milestones and royalties.

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### Media: Sumit Media

Grant Titmus  
Mob: +61 419 388 161  
[grant@sumitmedia.com.au](mailto:grant@sumitmedia.com.au)

### Starpharma Holdings Limited

Dr Jackie Fairley, Chief Executive Officer  
Nigel Baade, CFO and Company Secretary  
+61 3 8532 2704  
[investor.relations@starpharma.com](mailto:investor.relations@starpharma.com)  
4-6 Southampton Crescent  
Abbotsford Vic 3067

### Disclosure

This ASX Announcement was authorised for release by the Chairman, Mr Rob Thomas.

### Forward Looking Statements

This document contains certain forward-looking statements, relating to Starpharma's business, which can be identified by the use of forward-looking terminology such as "promising", "plans", "anticipated", "will", "project", "believe", "forecast", "expected", "estimated", "targeting", "aiming", "set to", "potential", "seeking to", "goal", "could provide", "intends", "is being developed", "could be", "on track", or similar expressions, or by express or implied discussions regarding potential filings or marketing approvals, or potential future sales of product candidates. Such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause actual results to be materially different from any future results, performance or achievements expressed or implied by such statements. There can be no assurance that any existing or future regulatory filings will satisfy the FDA's and other authorities' requirements regarding any one or more product candidates nor can there be any assurance that such product candidates will be approved by any authorities for sale in any market or that they will reach any particular level of sales. In particular, management's expectations regarding the approval and commercialization of the product candidates could be affected by, among other things, unexpected trial results, including additional

analysis of existing data, and new data; unexpected regulatory actions or delays, or government regulation generally; our ability to obtain or maintain patent or other proprietary intellectual property protection; competition in general; government, industry, and general public pricing pressures; and additional factors that involve significant risks and uncertainties about our products, product candidates, financial results and business prospects. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated or expected. Starpharma is providing this information as of the date of this document and does not assume any obligation to update any forward-looking statements contained in this document as a result of new information, future events or developments or otherwise. Clinical case studies and other clinical information given in this document are given for illustrative purposes only and are not necessarily a guide to product performance and no representation or warranty is made by any person as to the likelihood of achievement or reasonableness of future results. Nothing contained in this document nor any information made available to you is, or shall be relied upon as, a promise, representation, warranty or guarantee as to the past, present or the future performance of any Starpharma product.