

**Directly supplying pharmacies and hospitals**

## **Movianto takes over the distribution of new cancer drug from Celgene in Germany**

**Stuttgart, 6 August 2007 – The biopharmaceutical company Celgene has entrusted Movianto with the logistics for its new cancer drug Revlimid®. As one of the leading European distribution and logistics service providers to the pharmaceutical, biotechnology and healthcare industries, Movianto is responsible for directly supplying pharmacies and hospitals throughout Germany.**

Movianto manages distribution for Celgene from its own distribution centre in Neunkirchen, Saarland, and it is from here that the new cancer drug Revlimid® is delivered within 24 hours directly to pharmacies and hospitals throughout Germany. Movianto is also fully responsible for Celgene's order management. Two of the important factors in Celgene's decision to entrust its logistics services to Movianto were that Movianto has extensive experience of directly supplying customers of pharmaceutical manufacturers and can guarantee a quality service of the highest standard.

Particularly in the case of small quantities of highly specialised pharmaceuticals or in the case of niche products, it makes sense to supply these directly to pharmacies and hospitals. Movianto has already begun supplying some of its customers, from the pharmaceutical and biotechnology industries, for example, in this way.

“We were seeking a partner who could satisfy our requirements and to whom we could hand over our entire handling of operations, including orders, warehousing and transportation”, said Dr. Robert Schupp, Marketing & Sales Director of Celgene Germany. “Rather than being widely distributed, Revlimid® is only used for selected patients. As a

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result of this, we require a flexible and efficient procedure for supplying the drug to doctors and pharmacists”.

The specialists at Movianto recognise the increasing challenges presented by high quality logistics and distribution processes in the pharmaceutical and health markets and understand the specific requirements involved when dealing with pharmaceutical products. We provide our customers with various distribution models accordingly”, explains Thomas Kreuzberger, Managing Director of Movianto Deutschland.“ As in the case of Celgene, we tailor individual service packages dependent on product, market and customer requirements, whether this is on a regional, national or European-wide level”.

The Movianto Group is already performing logistical services in the United Kingdom for Celgene and supplies hospitals on its behalf.

#### **About Movianto**

Movianto provides the pharmaceutical, biotechnology and healthcare industry with innovative logistics and distribution solutions across a network of nine European countries. Movianto’s 400 international clients, including the world’s ten largest pharmaceutical manufacturers, benefit from a broad range of pharmaceutical logistics services and the variety of distribution models at national, regional and European level. Providing consistently high levels of quality and securing transparency of the supply chain are at Movianto’s highest priority. Clients are able to profit from the specialist knowledge offered by Movianto’s 1,500 employees. Movianto is a business unit of Celesio AG.

For further information, please visit [www.movianto.com](http://www.movianto.com)

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