NEWSROOM

TraceLink Industry Lead Widens as Pharmaceutical and Contract Manufacturing Customer Count Nears 400

139% Annual Growth in Manufacturing Customers Validates Success of TraceLink's Differentiated Network Approach to Efficiently and Cost-Effectively Address Global Serialization Requirements

TraceLink Inc., the World's Largest Track and Trace Network for connecting the life sciences supply chain and providing real-time information sharing for better patient outcomes, today announced that as of the end of 2017, 394 pharmaceutical and contract manufacturing customers have selected the Company's serialization solutions to comply with regulations in the U.S., Europe, China, India and South Korea. The Company attributes this rapid customer growth – which represents a 139 percent increase year-over-year in manufacturing customers and an industry record in the life sciences track and trace market – to the success of its Life Sciences Cloud network, the industry's only multi-tenant solution capable of efficiently and cost-effectively digitizing the global pharmaceutical supply chain.

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The Company added 75 new pharmaceutical and contract manufacturing (CMO) customers in Q4 of 2017, with 50 new manufacturing customers added in the month of December alone. EMEA-based companies represented 73 percent of the new manufacturing customers that invested in TraceLink solutions during the fourth quarter. Demand for TraceLink's serialization solutions continues to accelerate as the global pharmaceutical industry moves to comply with the February 2019 deadline for the EU Falsified Medicines Directive, as well as current requirements under the U.S. Drug Supply Chain and Security Act (DSCSA).

"As the market matures, a range of serialization vendors are claiming to have leadership positions despite the struggles they face in completing projects successfully. Manufacturers that have selected alternative solutions are still not live in production, which involves integrating and exchanging data with all of their trade partners, serializing their entire product portfolios, shipping serialized medicines to all the markets they serve, and successfully submitting compliance reports to governments that require them," said Shabbir Dahod, president and CEO of TraceLink. "To date, nearly 400 manufacturers have selected TraceLink as their serialization partner, with more than 130 of them already delivering over 520 million serialized products to market. We've successfully processed and submitted nearly half a billion compliance documents to regulators on behalf of these customers – and have yet to see demonstrable proof from any other solution provider that comes close. As pharma manufacturers and CMOs continue to turn to TraceLink for their serialization needs, we look forward to working closely with them and minimizing their risk of

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ensuring supply to patients who depend on their medicines every day.”

With 265,000 life sciences companies, distributors, hospitals and clinics on its network, TraceLink has built the industry’s only end-to-end digital information sharing platform for the pharmaceutical supply chain.

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