



## Revenue for the 3<sup>rd</sup> quarter of 2013

Paris, France, November 12, 2013 – NANObIOTIX (Euronext: NANO – ISIN: FR0011341205), a clinical-stage nanomedicine company pioneering novel approaches for the local treatment of cancer, announces today its revenue for the third quarter of 2013.

### Income statement at September 30, 2013

<i>In €</i>	<i>Up to Q3 2013 09/30/2013 (9 months)</i>	<i>Up to Q3 2012 09/30/2012 (9 months)</i>
<b>Revenue</b>	<b>141 401</b>	<b>27 744</b>
of which :		
License	138 679	27 744
Services	2 722	-

### Revenue for the third quarter of 2013

<i>In €</i>	<b>Q3 2013</b>	<b>Q2 2013</b>	<b>Q1 2013</b>	<b>Q3 2012*</b>
<b>Revenue</b>	<b>46 351</b>	<b>48 569</b>	<b>46 481</b>	<b>27 744</b>
of which :				
License	46 351	45 847	46 481	27 744
Services	-	2 722	-	-

\* over the first two quarters of 2012, the company recorded no revenue

As in previous quarters, revenue recorded during the third quarter of 2013 corresponds to the pro rata share of the first payment received by the company within the framework of the licensing contract signed with PharmaEngine, the Taiwan-based biopharmaceutical company, in August 2012. This upfront payment covers the development and commercialization of NBTXR3 in the Asia-Pacific region and amounts to €810,640, generating a product of €46,351 for the period and totalling €141,401 for the first 9 months in 2013, which is fully in line with company expectations.

Nanobiotix is eligible for further development and commercialization milestone payments from PharmaEngine, which may amount to a total of US\$56 million plus tiered, up to double-digit royalties on net product sales in the Asian-Pacific region.



*Small but heading for a big time*

### **A significant clinical advance already demonstrated**

Nanobiotix's priority continues to be the clinical development of its products that potentially could reach commercialization in 2017. The lead product, NBTXR3, achieved clinical proof of concept in a phase I clinical trial in patients with locally advanced Soft Tissue Sarcoma. Positive preliminary results were published in June 2013 that confirm safety and security of the intratumoral injection.

In parallel, Nanobiotix received approval from the French National Security Agency for Medicines and Health Products (ANSM) to start a new clinical trial for NBTXR3 in head and neck cancer patients, a major concern in terms of public health in Europe and across Asia. The implementation of the study occurred during the period and recruitment is now underway.

Nanobiotix has also initiated the pre-clinical development of NBTX-IV, the second product from the NanoXray pipeline. This is being done via a collaboration with the National Cancer Institute's (NCI) Nanotechnology Characterization Laboratory (NCL), a resource wholly dedicated to the evaluation of innovative products based on nanotechnology.

### **Operational highlights in the third quarter 2013**

In July 2013, Nanobiotix was awarded a €2.8 million grant from Bpifrance as part of a c.€9 million grant to the NICE (Nano Innovation for CancEr) consortium, a French nanomedicine development program. The grant will directly support and accelerate the development of NBTXR3 in a third indication, hepatocellular (liver) cancer.

The NICE project is part of a funding strategy led by Bpifrance. Its mission is to build a platform to accelerate the development and industrialization of nanomedicine in France by capitalizing on the strong and complementary expertise of each partner. The consortium comprises key players in the nanomedicine sphere including Nanobiotix, CEA, BioAlliance Pharma, DBI and Institut Galien Paris Sud. The willingness of governments to support this sector highlights the strong market potential of nanomedicine.

To support the Company's growth within its business strategy, Nanobiotix announced the strengthening of its management team in September 2013 with the appointment of Philippe Mauberna, CFO (since May 2013) who also joins the Executive Board and Sarah Gaubert, Head of the newly created Communication and Public Affairs department.

Finally, in its tradition as an innovative company, Nanobiotix recently launched its mobile application. Available for download from the "App Store" and "Android Play Store", this application allows all shareholders and future shareholders of Nanobiotix, individual or institutional, to follow the daily financial and sector news of the Company.



- **Appstore:** <https://itunes.apple.com/us/app/nanobiotix/id646007837?mt=8>

- **Android market:** <https://play.google.com/store/apps/details?id=com.screendy.nanobiotix>



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## **Post period end main highlights**

In early November, Laurent Levy, CEO of Nanobiotix, moderated a roundtable at the prestigious BIO-Europe annual conference held in Vienna, Austria, to promote the Company's breakthrough technology and, more generally, to discuss the growing importance of nanomedicine in patient care and the pharmaceutical industry. BIO-Europe brought together key players from the pharmaceutical industry and highlighted that nanomedicine, driven by dynamic and innovative SMEs, is one of the next growth drivers for the pharmaceutical industry.

-ENDS-

***Next financial press release: revenue for the 4<sup>th</sup> quarter of 2013 by February 27, 2014***

**About NANOBOTIX - [www.nanobiotix.com](http://www.nanobiotix.com)**

Nanobiotix (Euronext: NANO / ISIN: FR0011341205) is a clinical-stage nanomedicine company pioneering novel approaches for the local treatment of cancer. The Company's first-in-class, proprietary technology, NanoXray, enhances radiotherapy energy to provide a new, more efficient treatment for cancer patients. NanoXray products are compatible with current radiotherapy treatments and are meant to treat a wide variety of cancers via multiple routes of administration.

Nanobiotix's lead product NBTXR3, based on NanoXray, is currently under clinical development for soft tissue sarcoma and locally advanced head and neck cancer. The Company, based in Paris, France, has partnered with PharmaEngine for clinical development and commercialization of NBTXR3 in Asia.

Nanobiotix is listed on the regulated market of NYSE Euronext in Paris (ISIN: FR0011341205, Euronext ticker: NANO, Bloomberg: NANO: FP).

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