

REIG JOFRE COLLABORATES IN THE FIRST SOCIAL AND HEALTH RESEARCH ON THE USE OF SEAWATER IN RESPIRATORY DISEASES

- 8 out of 10 specialty physicians agreed on the convenience of using seawater versus physiological serum for congestion, infectious rhinitis, sinusitis, allergic rhinitis or nasal hygiene.
- 7 out of 10 users preferred seawater to traditional serum, considered that it is easy to use, produces a pleasant sensation, and it even reduces sick days.

Barcelona (Sapin), October 24, 2017. The pharmaceutical company Reig Jofre collaborated in the first social-health research worldwide on the use of seawater in hygiene and relief of symptoms in upper respiratory tract diseases in which information from both specialty physicians and of users has been obtained.

This research has been promoted by the Spanish Society of Outpatient Pediatrics and Primary Care (*SEPEAP*), supported by the Spanish Society of Allergology and Clinical Immunology (*SEAIC*) and the Spanish Society of Otorhinolaryngology (*SEORL*). 175 physicians specialized in the treatment of upper respiratory tract diseases in the areas of pediatrics (50%), otolaryngology (30%) and allergology (20%), and 1350 users of seawater of all ages have participated.

Delphi methodology was used in the study carried out among specialty physicians, a recognized tool that guarantees objectivity and consensus among professionals. The results were presented at the *SEPEAP* conference, held in October in Santander (Spain).

According to Venancio Martinez Suarez, Chairman of *SEPEAP* "it is a pioneering program worldwide, in which the main scientific societies involved in nasal health and in the recommendation of seawater as adjuvant treatment have participated to establish both the basis of consensus and discussion on the different seawaters and the beginning of training and information initiatives for health professionals and users on practical recommendations on the use of seawaters in hygiene and respiratory diseases and for improving the level of knowledge of the different seawaters.



Among the consensus of the specialists who participated in the research highlighted that 8 out of 10 agreed on the convenience of using seawater versus physiological serum for congestion, rhinitis, sinusitis, allergic rhinitis or nasal hygiene.

Also in research with users, 7 out of 10 preferred seawater to traditional serum, considered that it is easy to use, produces a pleasant sensation, and that it even reduces sick days.”

The first decalogue worldwide for recommendations on nasal washing with seawater has been elaborated as a result of this research, based on the characteristics of the different seawaters, their beneficial effects, and their indications as a relief treatment for symptoms such as nasal congestion and mucus.

This decalogue of recommendations establishes that it is generally preferable:

- to use seawater than physiological serum because of its unique composition of trace elements and its lower acidity that activates mucus clearance, according to previous studies.
- an application in fine particles and low pressure given the more homogeneous dispersion and exchange of salts and trace elements achieved, rather than a solution jet.
- the use of isotonic solutions, more balanced with the internal physiological means, instead of hypertonic solutions.

In addition, with the collaboration of the specialty physicians who participated in this study, a national survey was carried out among the users of seawater in the nasal lavage in order to know the perception of benefits, habits of use and global satisfaction.

More than 1300 users participated in the survey, most of whom reported having used the product Sterimar® marketed by Reig Jofre. Among the main benefits observed regarding physiological serums were:

- the product is easy to use, has an adequate size and the sensation after its application is pleasant thanks to the fine and smooth spray that allows to wet the nose evenly.
- the greatest perceived benefit is the relief and reduction of congestion and mucus, improving breathing. Users have also emphasized the reduction of the days of illness or duration of the symptoms with respect to previous occasions.



- the highest perceived benefit by users in relation to the use of other seawater products, as well as the use of traditional physiological serum.

Further information regarding the mentioned study, survey and decalogue is available in the following link of the corporate website, <http://www.reigjofre.com/en/i-d/proyectos-en-colaboracion>.

Reig Jofre closed 2016 with a turnover of 161 million euros, of which 60% outside Spain, through its own sales networks in Europe and commercial relations with more than 130 partners (distributors and licensees) in 64 countries in the five continents. The Respiratory/ENT¹ range contributed 9 million euros in 2016 and grew 21% over the previous year.

¹ ENT: Ear, nose and throat

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About Reig Jofre

Founded in 1929 in Barcelona, Reig Jofre is a pharmaceutical company focused on the research, development, manufacture and marketing of pharmaceutical products and nutritional supplements.

The company directs its R&D to develop new indications and/or dosage forms of known active principles, generic medicines with a special focus on beta-lactam and lyophilized injectable antibiotics, topical dermatological products, OTCs and nutritional supplements as well as the development of new innovative molecules in partnership with start-ups and research centers.

Reig Jofre has over 900 employees, 4 development and manufacturing centers in Europe, direct sales in 7 countries and over 130 commercial partners in 64 countries worldwide. The company reached sales of €161 M in 2016.

Reig Jofre trades on the Spanish stock exchange under the ticker RJF. Total outstanding shares: 64,153,178 shares.

For further information:

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