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FOR IMMEDIATE RELEASE



DIANA Award Presentation to Upsher-Smith
Left to right: John Gray (President & CEO of HDA), Brad Leonard (Senior Director of National Accounts at Upsher-Smith), Mike Muzetras (National Accounts Manager at Upsher-Smith), Ted Scherr, (HDA Chairman and President/CEO of Dakota Drug).

UPSHER-SMITH WINS PRESTIGIOUS DIANA AWARD FROM HEALTHCARE DISTRIBUTION ALLIANCE

Maple Grove, MN – June 30, 2016 – [Upsher-Smith Laboratories, Inc.](http://www.upsher-smith.com) (Upsher-Smith) today announced that it has been honored with a Distribution Industry Award for Notable Achievement in Healthcare (DIANA) for “Best Overall Branded Pharmaceutical Product Manufacturer with Less than \$300 Million in Sales” by the Healthcare Distribution Alliance (HDA, formerly known as the Healthcare Distribution Management Association). This is the fourth time that Upsher-Smith has received this award in

six years. The HDA presented 12 DIANA awards to outstanding pharmaceutical and consumer product manufacturers at its 2016 Business and Leadership Conference in Colorado Springs, Colorado on June 13, 2016.

“We are honored to have been selected for a DIANA award, and especially to be recognized again as the year’s “Best Overall Branded Pharmaceutical Product Manufacturer” in our sales category,” said Scott Hussey, Senior Vice President, Global Sales, Upsher-Smith Laboratories, Inc., who was on hand at this year’s awards ceremony. “Upsher-Smith strives to meet and exceed current standards of pharmaceutical manufacturing excellence, and we are proud to be acknowledged for our efforts to bring high-quality, high-value products to patients across the nation.”

For more than 50 years, the DIANA Awards have been presented to healthcare and consumer product manufacturers that set the standard for excellence in developing innovative new product introductions and promotions, fostering exceptional trading partner relationships, advancing trade relations and creating business practices that benefit the entire healthcare supply chain. DIANA finalists and winners for Best Overall Company are chosen by HDA distributor members who judge companies based on several criteria including: knowledgeable salespeople, high-level customer service, demonstrated flexibility and creativity in marketing, and incorporation of new technologies to ensure product safety and security. Upsher-Smith is included among a distinguished group of present and past recipients who serve as models for leadership and innovation in the healthcare marketplace.

About Upsher-Smith

Upsher-Smith Laboratories, Inc., founded in 1919, is a growing, fully integrated pharmaceutical company dedicated to its mission of delivering high-value, high-quality therapies and solutions which measurably improve individuals' lives. As a family-owned pharmaceutical company, we are able to adapt and thrive in a dynamic healthcare environment. Our world is constantly evolving, and we are continually adapting to the ever-changing needs of patients, physicians, pharmacists, and healthcare organizations. Where there is a need, we will work to deliver solutions that simplify access to treatment, deliver better health outcomes, and enhance life. Upsher-Smith has a particular focus on developing therapies for people living with central nervous system (CNS) conditions, such as seizure disorders. For more information, visit www.upsher-smith.com.

About the Healthcare Distribution Alliance

The Healthcare Distribution Alliance (HDA) represents primary pharmaceutical distributors — the vital link between the nation's pharmaceutical manufacturers and more than 200,000 pharmacies, hospitals, long-term care facilities, clinics and others nationwide. Since 1876, HDA has helped members navigate regulations and innovations to get the right medicines to the right patients at the right time, safely and efficiently. The HDA Research Foundation, HDA's non-profit charitable foundation, serves the healthcare industry by providing research and education focused on priority healthcare supply chain issues.

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