

## STALLERGENES GREER'S "MEET THE MANAGERS" EVENT SHOWCASES PROGRESS TOWARDS REGAINING GLOBAL LEADERSHIP IN ITS FIELD

- **FY 2016 Group revenue objectives confirmed**
- **Europe and International: Project RESTART delivering results and regaining stakeholders' trust**
- **US: maintaining bulk allergen extracts market leadership and executing on new commercial strategy to expand the ORALAIR® market**
- **R&D: continued focus in bringing innovation to all routes of administration targeting most prevalent allergens. EU/US HDM tablet phase III clinical trial progressing as planned**

**DATE: November 16, 2016**

Antony (France) – Stallergenes Greer plc (Euronext Paris: STAGR), a biopharmaceutical company specializing in treatments for respiratory allergies, today hosts a "Meet the Managers" event at its Antony facility for the investment community.

The meeting focuses on Project RESTART in Europe and International and a review of the Americas region. In addition, an update on R&D strategy and clinical development pipeline is given. Attendees have the opportunity to learn about the Company's Technical Operations strategy and tour its state-of-the-art manufacturing facility in Antony, France.

Fereydoun Firouz, Chairman and Chief Executive Officer of Stallergenes Greer, said:

*"Project RESTART is delivering on its promise to regain the trust of all stakeholders with an increasing number of physicians prescribing our products. We made a strategic investment to expand the ORALAIR sublingual tablet market based on an improved understanding of the US patient journey and physician segmentation. Our R&D efforts are focused on key programs designed to deliver innovation and continue our commitment to personalized medicine.*

*Having completed numerous regulatory inspections, our manufacturing sites are in a position to ensure reliable supply within shorter lead times. Stallergenes Greer is now positioned to regain its global leadership in allergy immunotherapy, offering a comprehensive portfolio of allergen products covering all routes of administration."*

### **Growth opportunities around the world**

In Europe and International region, teams are delivering against Project RESTART, pursuing the relaunch sequence of product offering across geographies. Since undertaking the RESTART effort, the Company has optimized its product offering according to patient need and worked to ensure improved, reliable product

delivery to patients while achieving high-grade product quality. The project has also shown pick-up of new patients, return of existing patients and re-capture of prescribers. In France, 72% of physicians restarted prescribing Stallergenes Greer products by the end of September 2016.

In the US, the Company is positioned for growth. Subcutaneous immunotherapy sales continue to be robust and good progress has been made with ORALAIR, Stallergenes Greer's sublingual allergy immunotherapy tablet for the treatment of grass pollen-induced allergic rhinitis. A significant gain in competitive share has been made year-over-year (ORALAIR captured 30% NRx share in the US this year, up from 7% in 2014) due to strategic investments made to strengthen commercial operations capabilities. Looking ahead, the US team is evolving its approach to focus on the sizeable growth opportunity available within Primary Care.

### **Translating quality and industrial efforts into customer value**

Stallergenes Greer continues to invest in quality and compliance. Fully committed to producing high-quality products and batch to batch consistency, new and stringent processes are enabling the Company to deliver a reliable supply of products – with short lead times – to meet customer demand.

### **A refined R&D pipeline designed to increase long-term value**

Stallergenes Greer's existing, marketed portfolio of products provides a wide range of choice and enables patients to live life beyond allergy; however, the Company is also committed to addressing other clinical manifestations of allergy. To bring that commitment to fruition, three refined areas of focus have been developed: allergen characterization and presentation, biomarkers and new clinical indications. These new areas of focus capitalize on the Company's existing core competencies while extending therapeutic area reach through international collaborations.

The Company's clinical development program is primarily dedicated to registering specialty pharmaceutical products in tablet form for the most prevalent allergens in Allergic Rhinitis. Stallergenes Greer is also reassessing its approach to allergic asthma in order to determine the optimal clinical development path.

### **2016 Business Outlook and Guidance**

With an ongoing strong performance in the US and a sales recovery in Europe and International region, the Company maintains the financial objectives communicated during the H1 2016 revenues:

- FY 2016 Group revenue objective of about €180-200 million
- FY 2016 Group EBIT to be significantly negative; and
- Stallergenes Greer remains confident sales growth acceleration will continue in 2017 and beyond.

The 2016 Meet the Managers Day presentations are available at [www.stallergenesgreer.com/](http://www.stallergenesgreer.com/)

### **Financial Calendar**

- 29 March 2017 – FY 2016 Results
- 28 April 2017 – Annual Report Publication
- 8 June 2017 – AGM
- 31 August 2017 – H1 2017 Results

## ABOUT STALLERGENES GREER PLC

Headquartered in London (UK), Stallergenes Greer plc is a global healthcare company specializing in the diagnosis and treatment of allergies through the development and commercialization of allergy immunotherapy products and services. Stallergenes Greer plc is the parent company of GREER Laboratories, Inc. (whose registered office is in the U.S.) and Stallergenes S.A.S. (whose registered office is in France).

### Trading information:

Name: Stallergenes Greer

ISIN: GB00BZ21RF93 1 - Ticker: STAGR

ICB classification 4577

Market: Euronext Paris regulated market

Additional information is available at <http://www.stallergenesgreer.com>

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