

**PRESS RELEASE**
**STALLERGENES 2012 SALES GREW AT 3.3%  
WITH STRONG GROWTH IN THE INTERNATIONAL BUSINESS (28%)**
**ORALAIR® TABLET'S STRONG MARKET PENETRATION  
RESULTED IN GROWTH OF 33% VS PREVIOUS YEAR**

Antony, France; 14 January 2013 – 6 p.m.

€million	2011		2012		12/11
	€ m	%Sales	€ m	%Sales	Var.%
Southern Europe (1)	51.7	75	53.9	78	4.3
Other Europe (2)	14.3	21	11.8	17	(17.1)
Other markets	2.8	4	3.6	5	30.1
Sublingual route	60.7	88	60.9	87	0.3
Subcutaneous route	6.6	10	6.6	10	(0.1)
Other products	1.5	2	1.8	3	17.5
<b>Total Q4 sales</b>	<b>68.8</b>	<b>100</b>	<b>69.3</b>	<b>100</b>	<b>0.7</b>
Southern Europe (1)	171.1	73	178.0	73	4.0
Other Europe (2)	53.4	23	51.2	21	(4.1)
Other markets	10.5	4	13.4	6	27.6
Sublingual route	203.6	87	211.1	87	3.7
Subcutaneous route	25.9	11	25.9	11	(0.0)
Other products	5.5	2	5.6	2	1.4
<b>Cumulated sales</b>	<b>235.0</b>	<b>100</b>	<b>242.6</b>	<b>100</b>	<b>3.3</b>

(1) Portugal, Spain, France, Italy; (2) Including Greece

**Sales growth**

Cumulative consolidated sales to the end of December 2012 were €242.6 million, an increase of 3.3% compared to the previous year.

Sales for the 4<sup>th</sup> quarter of 2012 grew in the “Southern Europe” region, thanks to France which has made particularly positive results, reinforced by the recent launch of Oralair®. The “Other Europe”

region has been impacted particularly during this quarter by the withdrawal of Staloral 300<sup>®</sup> House Dust Mites in Germany.

In this challenging environment in Europe, new international markets posted a strong performance and proved genuine new growth drivers for the Group, with full-year sales growth of 28% for 2012. These new markets contributed 38% of the Group's annual growth.

The sublingual route remains the main growth driver (up 3.7% in 2012). Sales of the Oralair<sup>®</sup> grass pollen sublingual immunotherapy tablet, which is currently marketed in 19 countries and is about to be launched in 3 new countries (Hungary, Lithuania and Latvia), increased by 33% in 2012 to €16.2 million. In France, the launch of Oralair<sup>®</sup> at the end of November is highly promising and will provide added momentum to this growth in the future. Outside Europe, after Canada, Oralair<sup>®</sup> was successfully launched in Russia in December.

"The accelerated implementation of our international development strategy is starting to bear fruit, even though these gains need to be consolidated further. This strategy will be expanded in 2013 and Oralair<sup>®</sup> will help us enter new markets and strengthen our leadership in sublingual immunotherapy", stated Roberto Gradnik, Chief Executive Officer.

## Results of the year 2012

Operating profit should be similar to that achieved in 2011, excluding the effect of the new tax measures. Results for the 2012 financial year will be published on 7 March 2013.

## ABOUT STALLERGENES

Stallergenes is a European biopharmaceutical company dedicated to the treatment of allergy-related respiratory diseases, such as severe rhinoconjunctivitis and rhinitis, as well as allergic asthma, using allergen immunotherapy. The leader in sublingual immunotherapy treatment, Stallergenes devotes around 20% of its annual gross sales to Research & Development and is actively involved in the development of a new therapeutic class: sublingual immunotherapy tablets.

In 2012, the company generated sales of €243 million, and more than 500,000 patients were treated with Stallergenes products.

Euronext Paris (Compartment B)  
CAC small  
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Reuters: GEN.PA  
Bloomberg: GEN.FP



Additional financial information is available at <http://finance.stallergenes.com>

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