

**QUARTERLY  
INFORMATION**

**Q3 REVENUE GROWTH OF 3.6%,  
DRIVEN BY POSITIVE PERFORMANCE  
OF SUBLINGUAL IMMUNOTHERAPY TREATMENTS**

**Antony, France; 21 October 2013 – 6:00 p.m**

€ million	2012		2013		13/12 Var.%
	€ m	%Sales	€ m	%Sales	
Southern Europe <sup>(1)</sup>	30.5	68	31.2	68	2.3
Other Europe	10.0	23	11.5	25	15.4
Other markets	3.8	9	3.2	7	(15.5)
<b>Total Q3 sales</b>	<b>44.3</b>	<b>100</b>	<b>45.9</b>	<b>100</b>	<b>3.6</b>
Sublingual immunotherapy	35.9	81	38.4	84	6.9
Subcutaneous immunotherapy	6.7	15	5.6	12	(16.7)
Other products	1.7	4	1.9	4	12.9
<b>Total Q3 sales</b>	<b>44.3</b>	<b>100</b>	<b>45.9</b>	<b>100</b>	<b>3.6</b>
Southern Europe <sup>(1)</sup>	122.5	71	123.6	70	0.9
Other Europe	39.2	23	41.1	24	4.9
Other markets	9.8	6	9.9	6	1.6
<b>Cumulative revenues</b>	<b>171.4</b>	<b>100</b>	<b>174.6</b>	<b>100</b>	<b>1.9</b>
Sublingual immunotherapy	146.2	85	149.9	86	2.6
Subcutaneous immunotherapy	19.2	11	18.0	10	(6.5)
Other products	6.0	4	6.7	4	10.8
<b>Cumulative revenues</b>	<b>171.4</b>	<b>100</b>	<b>174.6</b>	<b>100</b>	<b>1.9</b>

*(1) Portugal, Spain, France, Italy*

**Q3 2013 revenues driven by the good performance of Oralair®**

3rd quarter sales were € 45.9 million, an increase of 3.6% compared to the 3<sup>rd</sup> quarter of 2012. In Southern Europe, France continued its growth, offsetting the impact of the negative performance of Italy and Spain due to the unfavourable overall economic climate. The “Other Europe” region achieved a 15.4% revenue increase, thanks to the 61% growth of Oralair® in Germany and including a prior period adjustment related to the rebate in Germany (€ 1.1 million). The performance in this

region is also due to the significant growth recorded in several Eastern Europe countries, including the Czech Republic and Poland. Despite the underlying positive trend, “Other markets” decreased by € 0.6 million, as a result of Oralair®’s launch activities in Australia and Russia last year.

Sublingual immunotherapy sales continued to grow in the 3<sup>rd</sup> quarter thanks notably to the fast adoption of Oralair® in France since its launch in November 2012. Overall, Oralair® sales grew 43% year-to-date.

Cumulative sales to the end of September 2013 reached € 174.6 million, showing an increase of 1.9% over the same period of the previous year.

### Update on Oralair®’s access to the US market

In the USA, the registration process of Oralair® continues progressing. As announced, due to the US government shutdown, the US Food and Drug Administration (FDA) has postponed the Allergenic Products Advisory Committee meeting scheduled for 5 November 2013 to discuss the Biologic License Application (BLA). The FDA has not yet confirmed a new date for the Advisory Committee meeting.

With the objective of achieving a strong and rapid impact for Oralair® in the US market, the terms and conditions of the agreement with Greer Laboratories Inc., a leader in allergen immunotherapy in the US, are currently being discussed under the supervision of an ad hoc committee of the Stallergenes Board composed of independent members.

### Annual targets and outlook for the current year

The 2013 full-year targets remain unchanged.

### Financial calendar

2013 Revenue and results: 6 March 2014

## ABOUT STALLERGENES

Stallergenes is an international 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 treatments, Stallergenes devotes around 20% of its annual gross revenues to Research & Development and is actively involved in the development of a new therapeutic class: sublingual immunotherapy tablets.

In 2012, the Company generated revenues of € 240 million, and more than 500,000 patients were treated with Stallergenes products.

Euronext Paris (Compartment B)  
CAC small  
ISIN: FR0000065674  
Reuters: GEN.PA  
Bloomberg: GEN.FP



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

*Forward-looking statements related to Stallergenes*

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