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# Message from our Chairman

Stefan Meister Chairman of the Board of Directors

The past year, marked by an unstable geopolitical situation, resurgent inflation, and the continued economic impact of the pandemic, brought its many challenges. Despite these conditions, Stallergenes Greer posted solid performance in 2022 and stayed true to its mission of delivering high-quality treatments to improve the quality of life of patients with allergies.

Throughout the year, Stallergenes Greer continued to rigorously execute on its strategy, strengthen its financial profile, and boost its operational resiliency while gaining market share in many territories. The Group also made progress on its move towards a leaner organisation, while increasing its focus on innovation and corporate responsibility.

As the pace of change continues to accelerate, Stallergenes Greer's robust fundamentals combined with the support of its sole shareholder, B-FLEXION, are unique assets for the future. They further enhance the Group's ability to explore new frontiers in allergen immunotherapy and discover and develop novel treatments for patients.

Stallergenes Greer's people play a key role in the Group's success. On behalf of the Board of Directors, I would like to take this opportunity to recognise their engagement and contribution to the Group's achievements throughout the year, and to thank Michele Antonelli for his continued executive leadership of all our people.

Stallergenes Greer has set out a clear path towards fulfilling its ambition of becoming the world's leading allergen immunotherapy company. By building on existing momentum, focusing on high quality operations and investing for the long-term, we will continue to deliver innovative treatments for patients across the globe while creating sustainable value for the Group's stakeholders.

Sincerely,

Stefan Meister

STALLERGENES GREER | 2022 IN REVIEW

# Interview with our CEO

Michele Antonelli Chief Executive Officer

### How would you summarise 2022 and what were Stallergenes Greer's greatest challenges and achievements?

2022 was a challenging year both for our industry and for society as a whole. Among the challenges we had to face the most significant were patients slowly returning to see their allergist in the wake of the pandemic, and, with physicians being called back to hospitals, a decreased availability in private practices. Furthermore, waiting lists to consult specialist doctors are long which may discourage some patients. And, in allergology we are also witnessing an imbalance between the number of physicians retiring and new ones joining the field. At the same time, the number of people with allergies in need of treatment is increasing steadily.

The current geopolitical situation, which has given rise to global uncertainty and increasing energy prices, but also to logistical issues and supply shortages, was, and continues to be, a source of concern for us all.

The breakdown of the ecosystem of work, home and well-being has also given rise to other challenges. With people becoming more mobile, looking for new roles, higher compensation and benefits, and more flexible work schedules, we are all competing for talent. As a company, we must continue to make every effort to remain attractive, ethical, patient-focused, and a responsible corporate citizen.

Despite these challenges, we pursued our efforts with determination and delivered double-digit growth in 2022, in line with our objectives. We launched our house dust mite allergy tablet in nine European countries and initiated several strategic

projects which will contribute to our future growth. We are also reaping the benefits, in terms of quality, security and efficiency, of sustained investments in our industrial assets.

# What are the key factors which fuelled this growth?

Several factors contributed to our performance in 2022: our people, the successful ongoing transformation of our organisation, product quality and security, and our ability to innovate.

In 2022, we intensified our efforts regarding the development of our people. To ensure our employees are geared to tackle present and future challenges, we focused training on talent development and performance, and the strengthening of management and leadership skills. We are also embedding a lean culture throughout the Group with Six Sigma training. Over the past years, Stallergenes Greer has moved from a traditional organisation to one that is project based. Our lean and agile mindset contributes to creating value for our stakeholders.

The quality of our products and our drive to innovate are key factors of our performance. We continually invest in technologies, equipment, and skills to increase quality and compliance. Product quality is an ongoing journey, a journey in which each employee is fully engaged. Our ability to innovate and partner with the right organisations will also support us in facing future challenges. With iPUMP for instance, our connected system for SLIT treatment developed with a partner, we are taking drug delivery modes one step further for the benefit of patients.

# What are the benefits of precision medicine for patients, physicians and healthcare systems?

I believe that our advancements in precision medicine are one of the main results of this year. At Stallergenes Greer, we are continuously asking ourselves how we can provide a patient with the treatment which is best adapted to his or her condition, needs and profile.

We offer products that are supported by a wealth of data documenting their effectiveness. Our five real-world evidence studies, which analyse data from more than 100,000 exposed patients, are a true asset. They help us examine subsets of patients on a larger scale and guide us toward more precise treatment options from a genetic point of view. Whether we are researching new molecular entities, food allergies or novel delivery modes, we seek therapeutic solutions which are tailored to each individual. By leveraging the full potential of precision medicine, we aim to provide better care and value, and maximise the treatment outcome for each patient while reducing overall costs for healthcare systems.

# 2022 also marked the redefinition of Stallergenes Greer's corporate responsibility programme. Can you tell us more?

As a good corporate citizen, we have a duty to act responsibly, to innovate for patients and society, to foster a safe, diverse, dynamic and inclusive workplace, and to do our part to protect natural resources.

Over the past months, we formalised our corporate responsibility priorities in a programme called *Care Beyond Allergy*. Our approach to corporate responsibility aims to better serve



patients, physicians, colleagues, and partners, while enhancing our success as a business. Care Beyond Allergy encompasses four key pillars which emphasise our responsibility and focuses on areas in which we can make a difference: society, environment, social and governance.

We are at the beginning of our journey and each one of us has a part to play in making a positive contribution to society as a whole and to the planet.

# What makes you optimistic when you look to the future?

There remains much uncertainty in the world, however, our performance is the demonstration that we can succeed by remaining committed to our purpose of enabling precision medicine to improve life for people with allergies and continuing to make confident decisions.

I am optimistic about the future because I know we have the right people to stay the course and deliver on our long-term strategy. We have the know-how, skills, and the commitment to discover and develop novel technologies. We are making strides in advancing precision medicine for the benefit of people with allergies.

The support of our shareholder, combined with our solid financials, provide us with the means to accelerate our growth and achieve our ambition.

Our efforts are recognised by patients and healthcare professionals who benefit from our allergen immunotherapy solutions and our commitment to discover and develop novel treatments in the field of allergies.

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**About Stallergenes Greer** 

# At a glance

Stallergenes Greer is a fully integrated global biopharmaceutical company specialising in the research, diagnosis and treatment of allergies through the development and commercialisation of allergen immunotherapy (AIT) products and services.



The Group's extensive product portfolio, available in multiple formulations (subcutaneous, sublingual drops and tablets), offers patients innovative solutions to improve quality of life for people with allergies.

A world leader in allergen immunotherapy, Stallergenes Greer has an extensive global footprint and the largest allergen and finished AIT product manufacturing capacity globally.

countries
with a distribution
network

1,102
employees worldwide

# San Diego, California, U.S. Production of bulk allergens and custom-order

products

Production of source materials (pollen)

U.S.

Mathiston,

Mississippi,

### Dutton, Ontario, Canada

Preparation of named patient subcutaneous immunotherapy

### Lenoir, North Carolina, U.S.

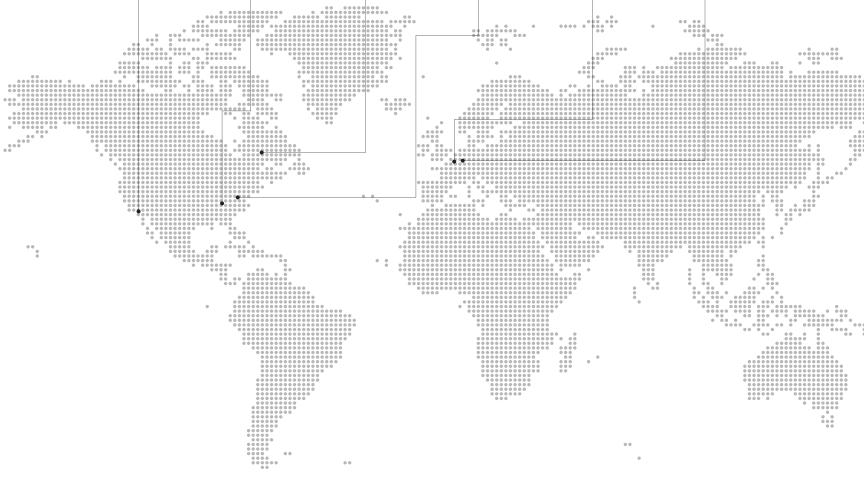
Production and processing of source materials, bulk allergens and supplies for human and veterinary use

# Antony, Antony, France Fr

Production of sublingual (drops and tablets) and subcutaneous AIT products

### Amilly, France

of Production of source materials and (pollen) and securing of house dust mite strains



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**Our strategy** 

Our strategy is designed to achieve our ambition of being the world's leading allergen immunotherapy company for the long-term and deliver sustainable value to all our stakeholders: patients, the medical community, healthcare systems, colleagues, and our shareholder.

To achieve our ambition, our strategy is based on four pillars: excellence in execution, strengthening our core business, developing new solutions for patients, and attracting and developing talents.

### Excellence in execution

Our ambition is to serve patients with highquality products and optimal solutions to treat allergies thanks to a robust supply chain and state-of-the-art pharmaceutical technologies.

# Strengthening our core business

Expanding our geographical footprint to reach more patients in need of precise, personalised treatments. We aim to offer physicians the broadest portfolio of allergens and delivery systems to foster precision medicine and deliver successful patient outcomes.

# Developing new solutions for our patients

For the benefit of patients across the globe, our objective is to further enrich the evidence of our treatments with new clinical and real-world data, improve treatment adherence with novel delivery tools, and discover and develop innovative products to treat respiratory and food allergies.

# Attracting and developing our talents

Our people are our greatest asset. They design, develop, and deliver solutions which are tailored to the individual needs and profile of patients. We invest in the development of our colleagues who are committed to improving the quality of life of allergy sufferers.

**About Stallergenes Greer** 

# Governance

Stallergenes Greer is governed by a Board of Directors which determines the strategic direction of the Group.

The Executive Committee, chaired by the Chief Executive Officer, is comprised of senior leaders who represent a breadth and depth of knowledge and experience to lead our business. Together, they form a forward-thinking, collaborative, multicultural group of leaders that drive our culture of success and support our growth worldwide.



### Our shareholder

Stallergenes Greer is a private company owned by interests associated with the Bertarelli family, which are advised by the B-FLEXION group. B-FLEXION is a private, entrepreneurial investment firm, delivering exceptional value over the generations, while also contributing positively to society.

B-FLEXION continues to drive expansion by growing operating businesses in transformative industries. In keeping with – and building upon - its heritage, these are principally in the fields of life sciences, healthcare services and

Chaired by Ernesto Bertarelli, B-FLEXION has offices across Europe and in the United States.



Chief Executive Officer

Michele Antonelli has been CEO of Stallergenes Greer since January 2019. He joined the company in 2015 as Head of Europe and International. Previously, Michele Antonelli held roles of increasing responsibility and scope at UCB, most recently serving as EVP and Head of Immunology Europe, overseeing the region's commercial, medical, and market access activities. Prior to UCB, Michele Antonelli spent 16 years at Merck Serono. ultimately serving as SVP and Global Head of Biotech Manufacturing and Process Development Michele Antonelli is Swiss and



Executive Vice President Operations, Europe and International

Amer Jaber joined Stallergenes Greer in 2018. Prior to joining Stallergenes Greer, Amer Jaber was Head of Biotechnology Operations at R-Pharm responsible for developing the long-term strategy and execution of technical operations for CMC Development and Manufacturing. Amer Jaher was previously Head of Global Biotech Development and Manufacturing for Technical Operations and Managing Director of UCB Switzerland Before joining UCB, he held roles of increasing responsibility at Mondobiotech, Serono International and Rivopharm Amer Jaber is Lebanese and



**Dominique Pezziardi** 

General Manager France. Belgium and Luxembourg Global Head of Pricing and Market Access

Dominique Pezziardi joined Stallergenes Greer in 2012 as Head of Strategy and Business Operations Prior to joining Stallergenes Greer, Dominique Pezziardi gained his expertise in several therapeutic fields including fertility, growth hormones, diabetes, rare diseases, cardiology and medical devices in the pharmaceutical sector at Ciba Sanofi and Merck Serono He successfully managed global product launches, life cycle development plans, mature franchise relaunches, alliances with strategic partners, and more recently, corporate strategy development. Dominique Pezziardi is French.



Executive Vice President, Head of Americas

Tibor Nemes joined Stallergenes Greer in 2016 and served as Global Head of Technical Operations before taking over as Head of the Americas in May 2018 Tibor Nemes previously spent eight years at Novartis where he held roles of increasing responsibility, most recently as the Global Operations Head, Tech Ops Manufacturing, Strategy and BDM&A. Prior to Novartis, Tibor Nemes held Engineering and Operations leadership roles at Novavax, Inc., Bristol-Myers Squibb Company, Elan Pharmaceuticals and Hypex, Inc. Tibor Nemes is American.



Valérie Benhamou

General Counsel

Valérie Benhamou joined Stallergenes Greer in 2017 as Associate General Counsel Europe and International. Valérie Benhamou joined the company from Abbott, where she was Senior Legal Counsel for France. Benelux and Africa. Prior to Abbott, she served as Senior counsel for Bristol-Myers Squibb where she provided legal support to all divisions in France and to EMEA commercial operations and practiced at law firms where she focused on healthcare matters. She has been a member of the Paris Bar since 1999. Valérie Benhamou is French.



**Nicola Lamacchia** Chief Financial Officer

Nicola Lamacchia joined Stallergenes Greer in 2017 as Head of Finance for the Europe and International region. Prior to joining Stallergenes Greer, he was

Head of Finance for International at Shire, leading the creation of Sogefi, an Italian automotive a new financial framework and supporting the company's growth and expansion. Prior to Shire. Nicola Lamacchia held several country, regional and division level financial roles at Merck Nicola Lamacchia is Swiss and



**Jérôme Tilly** Senior Vice President, Human

Resources

Jérôme Tilly joined Stallergenes Greer in 2014 as Senior Vice President Human Resources, Europe and International, Jérôme Tilly joined the company from supplier, where he served as Vice President Human Resources. Throughout his career, Jérôme Tilly held positions of increasing responsibility and gained in-depth knowledge of human resources at automotive, airport ground handling and media companies. Jérôme Tilly is French.



**Petr Tor** 

Senior Vice President. Commercial Operations, Europe and International

Petr Tor joined Stallergenes Greer in 2010 as General Manager of the Czech and Slovak subsidiary and since 2014 he has held commercial responsibilities for various regions of increasing scope and complexity in Europe. the Middle East and Africa, Petr Tor gained his expertise in several therapeutic fields including asthma, cardiology, diabetes glaucoma, antibiotics and HIV at Merck & Co., where he spent 16

Petr Tor is Czech

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# Environment

# **Market environment**

Approximately 30% of the world population is affected by one or more allergic conditions 1, and it is expected that by 2050, several billion people will suffer from allergies<sup>2</sup>.

The increasing prevalence and intensity of allergies is a trend that has continued in the industrialised world for



# Allergies impact quality of life and can trigger asthma

The limitations resulting from the body's reaction to allergens are multifaceted but share one common theme: the patient's quality of life is no longer the same. People who are sensitised to aeroallergens develop allergic rhinitis with symptoms such as a runny nose, itching, watery eyes, respiratory congestion, and fatigue. A less well-known and often underestimated consequence is that allergies put people at a greater risk of developing asthma.

People with allergic rhinitis are three times more likely to develop asthma than other people, and the risk for patients with house dust mite-induced allergic rhinitis is about six times higher than those whose allergic rhinitis is caused by grass pollen.

# Too many patients are not treated

Allergic rhinitis affects approximately 10% to 30% of adults and 40% of children. Only approximately 12%3 of people suffering from allergic rhinitis are treated with allergen immunotherapy (AIT) products due to low awareness among physicians and patients, a complex treatment pathway, and a market that is dominated by lower cost symptomatic treatments. AIT is the only treatment that addresses the underlying cause of allergy and may provide both rapid (within a few weeks) and long-lasting (several years) improvement of all symptoms, whereas symptomatic treatments (such as antihistamines and corticosteroids) only temporarily relieve some allergy symptoms.

With a modest proposal rate, the AIT market is underdeveloped,



representing approximately €1bn or 12% of the global allergic rhinitis market and is expected to grow by 2% p.a. in the coming years<sup>3</sup>.

Market growth should result from increased awareness of respiratory allergies, easier access to allergists, the expanded range of administration modes as well as a growing middle class in developing countries that will gain access to medical treatment.

# Innovation in science and technology is creating new medical opportunities

Biologics, gene therapies and other new molecularly targeted compositions are starting to deliver on their promise to enable more precise diagnostics and more tailored treatments. The development of patient-friendly treatments (shorter treatment lengths, ease of use) should improve AIT penetration in the allergic rhinitis patient population and their adherence.

In addition, advances in the areas of genetics and informatics are driving a transformation in our understanding of the disease. Innovations in technology also present opportunities to address the growing volume of regulatory requirements more efficiently and more effectively.

# Rise in allergies gaining attention from payers, providers, and regulators

As more patients seek treatment for their allergies, the AIT industry is gaining greater attention from the healthcare community. Healthcare providers are seeking more clinical evidence related to the safety and efficacy of AIT; payers are tightly controlling access and increasingly requiring data about the economic benefit to maintain coverage for treatment; and regulatory bodies are intensifying their scrutiny of, and enacting more stringent requirements on, biologics manufacturers.

1. World Allergy Organization, Immunology and Biologics Symposium 2013. https://worldallergy.org/symposium2013 - 2. Lotvall, J., R. Pawankar, D. V. Wallace, C. A. Akdis, L. J. Rosenwasser, R. W. Weber, A. W. Burks, T. B. Casale, R. F. Lockey, N. G. Papadopoulos S. M. Fineman and D. K. Ledford (2012). "We call for iCAALL: International Collaboration in Asthma, Allergy and Immunology." The Journal of allergy and clinical immunology 129(4): 904-905. - 3. Market size (€1bn) and expected growth (2%): global data and internal estimates share of AIT market in the global allergic rhinitis market (12%): Visiongain report 2018.

# **Allergens**

Allergy is a disorder of the immune

In people with allergies, the immune system produces antibodies that identify a particular allergen as harmful following contact, ingestion or even inhalation. The immune system's reaction can cause inflammation of the skin, sinuses, respiratory airways, or digestive system.

Allergies are a common, chronic, often debilitating condition that often affects the patient's quality of life and can sometimes even cause anaphylaxis, a fatal reaction.

## Allergy diagnosis

The diagnosis of respiratory allergies is based on clinical history, physical examination, allergy tests and specific questions. One of the diagnostic methods used by medical practitioners to identify the triggering allergens in patients is a skin prick test.

Via a prick to the skin, the patient is exposed to the suspected allergen and is monitored. After approximately 20 minutes, the skin is observed for any signs of reaction to one or several of the allergens: redness, swelling,

## Allergen immunotherapy

Allergen immunotherapy (AIT) is an allergy treatment designed to treat the underlying cause of the disease as well as have a long-lasting effect on all symptoms. After an accurate diagnosis of the type of allergy and responsible allergens, patients, in line with their healthcare practitioner's prescription, receive a targeted treatment, available either in sublingual (tablets or solutions) or subcutaneous (injections) form depending on product availability in each country.

Because it treats the root cause, AIT results in immunologic tolerance, i.e., a decrease in the body's reaction to an allergen. Through the repeated administration of specific allergens to patients, the immune system builds resistance by changing the types and proportions of antibodies (immunoglobulins) and proteins (interleukins) it produces when it is exposed to the allergen, thus reducing symptoms when patients are exposed to the allergen in their environment – even after treatment ends. AIT usually requires 3 to 5 years of treatment1.

1. Marogna M. et al., Long-lasting effects of sublingual immunotherapy according to its duration: A 15-year study. J



# Human allergies

Potential allergy symptoms in humans cover a variety of symptoms which can range from mild to severe. If left untreated allergy symptoms can worsen over

Symptoms vary from one person to another and according to the allergy and include: psychological symptoms (fatigue, irritability, poor sleep, negative effect on concentration and performance); allergic conjunctivitis with itchy, red and watery eyes; allergic rhinitis with sneezing and blocked or runny nose; swelling and itching in the oral area; suffocation by swelling of the throat and larynx; allergic asthma with dry cough and shortness of breath; skin or digestive discomfort; wheezing; constricted airways in the lungs; severe lowering of blood pressure and shock.

# Veterinary allergies

Animals can suffer from many of the same ailments as people. Most allergies in animals fall into three categories: environmental allergies, food allergies, and insect-bite allergies.

Allergies in animals can have a significant impact on quality of life and can strain the relationships between people and their companion animal. Symptoms of potential allergies in companion animals such as dogs, cats and horses (symptoms vary according to species) include: itchiness (excessive scratching, licking, chewing themselves, overgrooming, rubbing against trees, fences, stalls or rolling in the dirt or grass); red, inflamed skin, small scabs or crusts on the body; fur loss; frequent, recurrent ear infections and/or anal gland problems; hives; digestive discomfort; sneezing and runny nose and/or eyes.

### Grasses

Grasses are one of the most common causes of allergies. The pollen released by grass can be carried by the wind over many miles.

### **Trees**

Tree pollen is the first seasonal allergy of the year, with some trees releasing pollen in January. Trees that trigger allergies include ash. beech, birch, cedar, elm, mulberry, olive, poplar, willow, etc.

### Weeds

Weed pollen season occurs from spring to early autumn. Weeds that trigger allergies include mugwort, nettle, lamb's quarters, raqweed. sage, Russian thistle, etc.

Traffic-related emissions are

### House dust mites



### Food allergies

The most common food allergies are triggered by milk, egg, peanut, tree nut, sov. wheat, fish and shellfish. While most symptoms from food allergies are mild and limited to skin or digestive discomfort, some people may develop anaphylaxis which can lead to constricted airways in the lungs severe lowering of blood pressure and shock and suffocation by swelling of the throat and larynx.

### Insect venom

Insect venom stings can cause severe reactions in people with allergies. While some will have only minor reactions to stings, others may have a lifethreatening allergic reaction and go into anaphylactic shock. Venoms responsible for allergic reactions include species from the Hymenoptera order including honey bees, hornets, wasps and vellowiackets.

### Pets

Animals with fur can be a source of allergy. The body reacts to dead flakes of skin shed by animals. What triggers an allergic reaction isn't pet fur, but a substance found on the pet's fur; this allergen is produced by the skin of felines and is also present in their saliva, urine, tears and dander.



a significant source of air pollution and can worsen allergic rhinitis symptoms and asthma. Industrial air pollutants and particulates can exacerbate allergic rhinitis and asthma as well as modify the allergenic potential of certain pollens.

# Latex

Natural rubber latex, the protein in the sap of the Brazilian rubber tree, is found in many consumer goods (balloons, rubber bands, etc.). Latex allergy symptoms may include hives, itching, stuffy or runny nose. It can cause asthma symptoms with difficulty breathing and can result in anaphylaxis.

House dust mites belong to the Arachnida class, which includes spiders and ticks. They measure between 0.2-0.4 mm and are present in all households where they tend to be more numerous in bedding, upholstery, carpets,



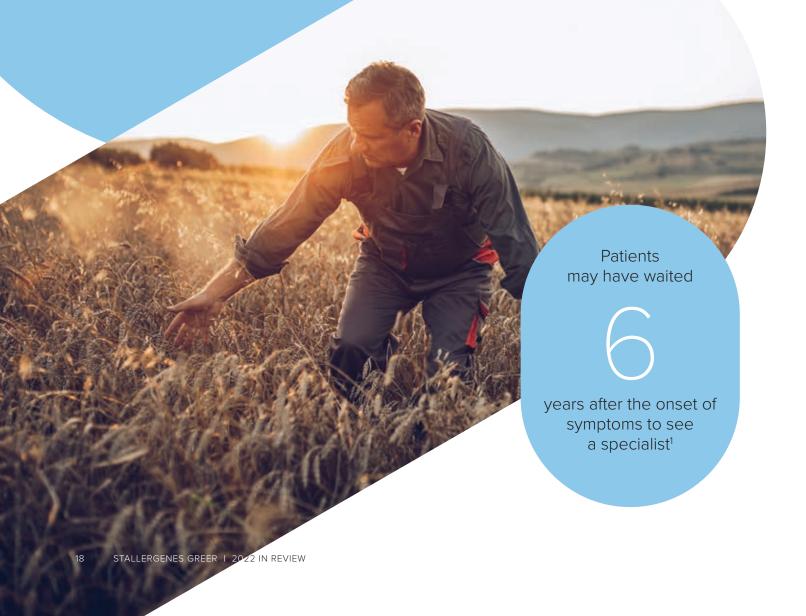
Fungi can be found both indoors in damp areas (bathroom, kitchen, etc.) and outdoors (fallen leaves, compost, grasses, etc.). The spores produced by the fungi are released by wind and dew



Environmen

# **Patient journey**

Respiratory allergies follow a chronic and progressing disease course, especially when left untreated<sup>1</sup>. Allergic rhinitis is often underdiagnosed and a patient may have waited six years after the onset of symptoms to see



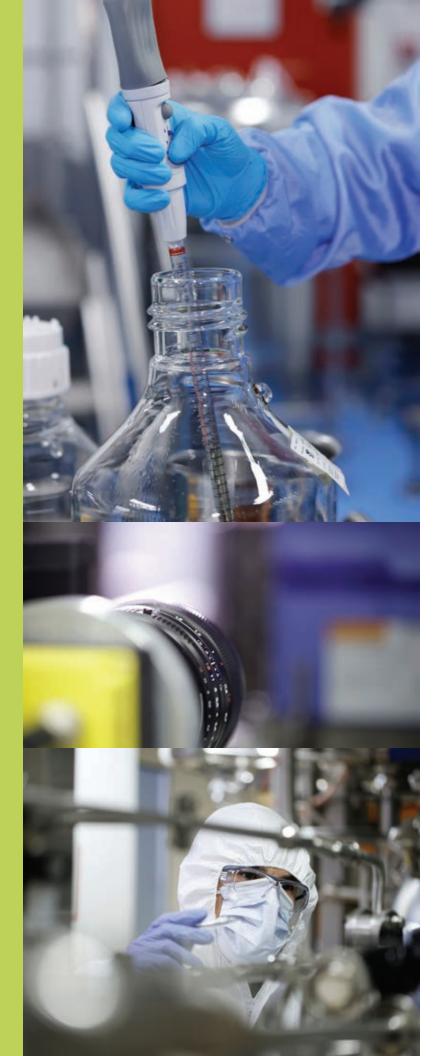


# What we do

# **Precision medicine**

We believe patients deserve an allergen immunotherapy solution which is tailored to their needs and profile. We are determined to fully leverage the potential of precision medicine for the benefit of people with allergies.





# Pushing the boundaries of science to leverage the potential of precision medicine

Precision medicine consists in using the individual characteristics and mechanism of disease of each patient to evaluate the efficacy and safety of our AIT treatments, while reducing costs both for patients and healthcare authorities.

At Stallergenes Greer, one of the ways we are doing this is by characterising the molecular immunological responses of each patient and exploring molecular diagnostics to identify, with increased precision, the allergens to which each patient is specifically sensitive.

The development of new disciplines and skills are making it possible to specify the diagnosis of respiratory allergy for each individual. Molecular diagnostics provide additional information to guide the prescription and composition of allergen immunotherapy treatments.

# Precise personalised allergen immunotherapy solutions

Because each patient presents a unique immunologic profile, we believe that one solution doesn't fit all. Stallergenes Greer's approach allows healthcare professionals to create, along with first-line treatments such as allergen eviction and symptomatic medication, a tailored approach that best addresses each individual's treatments needs.

# Science

Precision medicine is the focus of Stallergenes Greer's strategy.



We focus our efforts on allergen characterisation and on optimal approaches to deliver allergens to the immune system. Each allergen source contains several molecules which are recognised by the immune system as allergens and will trigger an allergic reaction.

expertise

Allergens are large, complex molecules. Working with large molecules requires a high level of scientific expertise and state-of-theart technologies to characterise and quantify allergens. Specific processes are required due to both the complexity of the molecules and their biological nature.

# Focusing on precision medicine to advance personalised solutions

Stallergenes Greer boasts a longstanding expertise regarding the mechanism of action of AIT and has been intensifying the identification of biomarker candidates to predict and monitor the efficacy of the Group's AIT treatments. We continue to work towards identifying the most relevant allergens for the treatment of allergies and partner with renowned academics in the field of respiratory allergies to characterise the molecular profiles of allergic patients.

Our research has allowed us to identify pro-allergenic cells, such as Th2A -T helper cells that are involved in the production of IgE (immunoglobulin E, antibodies produced by the immune system when it reacts to certain substances) as a therapeutic target for



Stallergenes Greer has conducted many clinical studies, involving more than 9,000 patients, to evaluate the safety and efficacy of our AIT treatments, and to produce high-quality data for decision-making.

A real-world approach is also increasingly being used by Stallergenes Greer. The Group currently has five real-world studies underway: BREATH, EfficAPSI, CORAP, MaDo and Practis. To learn more, refer to the Social section of this report.

# A collaborative approach to innovation

Stallergenes Greer leverages open innovation to continue to advance precision medicine for the benefit of patients and healthcare practitioners.

The Group recently entered into research collaborations with: Imperial College London, on the discovery of biomarkers of AIT efficacy; Alyatec, a contract research organisation based in Strasbourg University Hospital (France), on allergy pathophysiology and endotypes; and the Swiss Institute of Allergy and Asthma Research (SIAF).



What we do

# **Technical operations**

Our teams work around the clock to make sure that patients and healthcare practitioners receive the highest quality diagnostic solutions and allergen immunotherapy treatments.



# Products derived from living systems

Like other biologic drugs, Stallergenes Greer's allergens are derived from living systems. Biologic drugs contain one or more active substances which are produced in a living system such as micro-organisms and plant or animal cells<sup>1</sup>. Biologics consist of large and complex molecules; their characterisation is challenging and involves highly advanced technologies.

# Quality, safety, controls at every stage

To provide patients with the benefits they need, controlling the quality of allergen products is of prime importance to guarantee both the safety and efficacy of allergy diagnosis and treatment and consistent optimal clinical benefits<sup>2</sup>.

Stallergenes Greer's allergens are manufactured in a living system and their production is strongly process-dependent. To ensure batch-to-batch consistency, quality and purity, we have established stringent controls of the source and nature of the source materials and apply hundreds of process controls to ensure that target quality attributes are delivered. Each batch of product is the combination of the product, documentation and controls.

# Consistent biological potency through process standardisation

Stallergenes Greer ensures the consistent biological potency of its tablets, sublingual and subcutaneous products through standardised and validated quantitative analytical methods which assure the uniformity and purity of the Group's products and their activity.



# Driving operational excellence

We seek excellence in every part of our organisation. Our approach to manufacturing quality products relies on continuous learning and improvements to ensure we are modernising our quality controls and improving our processes through investments in our facilities.

Having the right product available is critical to ensuring patient needs. We rigorously manage our operations to ensure product availability by focusing on operational excellence and investing in state-of-the-art equipment, technology, and systems.

<sup>1.</sup> Biological product definitions www.fda.gov -

<sup>2.</sup> Zimmer J, et al. Standardization and regulation of allergen products in the European Union. Curr Allergy Asthma Proc 2016;16(3):21

# Year in review

### NORTH AMERICA

# Focus on quality and operational excellence yield strong performance

Stallergenes Greer North America posted double-digit organic growth in 2022, reflecting our commitment to excellence and our track record of successfully delivering high-quality products to customers.



# Continued growth of our veterinary business

Our veterinary business experienced robust growth in 2022, with sales growing double-digit against the prior year. During the year, we successfully launched www.petsgetallergies.com, a website to raise awareness among pet owners that the signs their pet is showing may be due to allergies and that there are several options for treating them, including allergen immunotherapy. The objective of the site is also to help visitors learn about veterinary dermatologists who specialise in treating allergies and, ultimately, reach out to a veterinary dermatology practice to find out how they may be able to help them and their pet. In an effort to drive pet owners that have pets with potential allergies to this website, we also launched a pet owner social media campaign on both Facebook and Instagram.

The year also marked the return of in-person exhibiting following the pandemic. Stallergenes Greer attended the 2022 edition of the North American Veterinary Dermatology Forum (NAVDF) and sponsored a "residents' day" prior to the full conference.

## Putting patients first

At Stallergenes Greer, serving patients is our top priority. Throughout the year, we maintained investments in our North American operational infrastructure, technology and people to deliver the high-quality bulk allergen extracts, named patient prescriptions and veterinary treatment solutions that our customers deserve.

Stallergenes Greer North America is engaged in a multi-year scale-up to continuously improve the flexibility of operations at its Lenoir (NC, U.S.) facility. Investments include equipment and software to increase efficiency, production quality and output, and reproducibility of our processes. The quality-focused culture of our teams was also reinforced by leadership management training, skills development training, project management and lean six sigma programs.

# Meeting increased market demand for high priority allergens

Our double-digit year-on-year growth in North America bears witness to Stallergenes Greer's superior customer service, comprehensive portfolio of standardised and nonstandardised allergen extracts, and legacy of commitment to the specialist community. Stallergenes Greer maintained positive supply and met the sharp increase in demand for allergen extracts by delivering high priority allergens when they were in short supply. Our San Diego (CA, U.S.) facility, for example, significantly increased the production of house dust mites to ensure supply for patients and the medical community.

# Strengthening our integrated approach to source material supply

Stallergenes Greer recently reinforced its internal supply capabilities by purchasing more than 22 hectares of land to produce pollens in Mathiston (MS, U.S.). The acquisition contributes to both de-risking and ensuring greater control of the Group's supply chain, by reducing the reliance on third-party pollen collectors.

By growing and harvesting our own pollens we also gain better command of the different factors involved in harvesting to produce the purest pollens while enabling the harvesting of pollens that other collectors may not be able to obtain for us. It also provides the opportunity to test-grow new pollens for the benefit of our patients over the long-term. We currently grow, harvest, and collect over 75 different pollens in Mathiston.

# Providing training to healthcare professionals

Stallergenes Greer provides training for healthcare professionals regarding pharmaceutical compounding and sterile preparations under Chapter 797 of USP (U.S. Pharmacopeia). USP, a non-profit organisation, establishes documentary and reference standards for medicines, food ingredients, dietary supplement products and ingredients which are used by U.S. regulatory agencies to help ensure that the forementioned products are of the appropriate identity, strength, quality, purity, and consistency. Each year, at the American College of Allergy, Asthma, and Immunology (ACAAI) Stallergenes Greer trains physicians regarding the guidelines which must be followed for aseptic preparation and compounding.



# Canada, set for growth

In 2022, our Canadian affiliate continued to transform and invest in its quality systems to maintain excellence in quality assurance. The objectives were to: instil a quality mindset throughout the organisation, ensure we were properly resourced with qualified personnel, continue to enhance our quality management system incorporating good manufacturing practices (GMP), quality risk management and monitoring procedures and conduct robust shipping and temperature mapping studies. All the objectives were met at the end of 2022 and management will continue to build upon this transformation in the future.

The Canadian organisation also pursued the deployment of talent development plans to prepare top talent for their next role, ensure succession planning to accommodate future growth, provide a great place to work and retain top talent.

### **EUROPE AND INTERNATIONAL**

# Strong growth across markets and products

2022 and maintained market the 37 countries in which

In 2022, Stallergenes Greer's Europe and International operations achieved substantial performances with doubledigit sales growth, market share gains across the product portfolio, and the introduction of Orylmyte®/Actair®, the Group's sublingual house dust mite allergen immunotherapy (AIT) tablet, in Europe.

To accompany our growth and geographic expansion, the Group significantly increased its sales force headcount in the region, notably in Germany, Italy, Poland and Spain.

## Maintaining leading positions across our markets

In Germany, the largest AIT market worldwide, Stallergenes Greer became the fastest-growing company in the AIT space in terms of new patient initiations and sales value<sup>1</sup>. The German market is undergoing structural change subsequent to the Therapy Allergen Ordinance (TAO), announced in 2008 and which will end in 2026, which ensures that only registered and clinically proven allergen treatments will remain on the market. With the launch of Orylmyte®, Stallergenes Greer is currently one of the players to offer a fully registered evidence-based AIT portfolio for key allergens.

In Russia, our Staloral® mugwort study is finalised and registration submission is in preparation to expand our offering. Throughout the year, we made all efforts in countries affected by the geopolitical situation to ensure supply continuity for our patients.

In Italy and Spain, Stallergenes Greer gained market share in a slack environment. In North Africa, Staloral® obtained reimbursement in Tunisia, and in Morocco operations have restarted following the selection of a new distributor.

In Australia and South Korea, our house dust mite and grass AIT sales are on the rise following the launch of a new marketing campaign.



**Helping healthcare** professionals master the patient journey

With our portfolio of diagnostics, treatments and wider support programmes, Stallergenes Greer helps healthcare professionals make a meaningful difference by delivering optimal solutions and supporting them throughout the patient journey to improve the quality of life of allergy sufferers.

At Stallergenes Greer we believe that the AIT value proposition is to provide early onset of action, significant improvement of quality of life, and a carry-over effect after treatment cessation to modify the allergic disease progression. Our knowledge of AIT is supported by clinical trials, real-world evidence data and exploratory research. We favour precision and personalisation in AIT treatments adapted to the profile and needs of each patient in terms of flexibility and easeof-use.

# Expanding our geographic footprint

2022 was a year of geographic expansion for the Europe and International region with product launches and the restart of operations in several countries.

During the year, Stallergenes Greer made its first steps in the Croatian market with Actair®; relaunched its affiliate in The Netherlands with Oralair®. its tablet for grass allergies, and will soon introduce its house dust miteallergy tablet Actair®.

In the Nordics region, Stallergenes Greer obtained the positive outcome of the repeat use mutual recognition procedure (MRP) for its sublingual grass pollen allergen immunotherapy tablet. To date, national marketing authorisations have been granted in Norway and Sweden. Stallergenes Greer aims to market both its grass and house dust mite tablets in Denmark. Norway and Sweden. Our grass tablet will be launched in Finland in the near future.

The Group continued to make progress towards entering the Chinese market. notably with regard to data generation for regulatory purposes. China, with a current AIT market value of over €100 million<sup>2</sup>, which is expected to reach more than €1 billion in 20303, represents a significant potential growth driver for Stallergenes Greer.

# Orylmyte®/Actair® available in eight European countries

EUROPE AND INTERNATIONAL

After receiving a positive decision in 2021 from the Paul-Ehrlich-Institut (Germany), which acted as reference member state on behalf of 21 European countries, Stallergenes Greer's house dust mite AIT tablet was already available in eight European countries in the Europe and International region at year-end 2022: Austria, Bulgaria, Croatia, Czech Republic, Germany, Romania, Slovakia, Slovenia.

## Growing our talents

Because our people are the cornerstone of our success, we continued to develop agile ways of working to drive efficiency and impact. In 2022, in addition to existing initiatives such as mentoring, coaching, apprenticeship, and project development assignments, which contribute to talent development and retention, and to succession planning, we expanded our range of talent development tools with internally developed training programmes for sales representatives and their managers.

By accompanying our people, we aim to empower individuals to make a sustainable contribution to patients and the medical community while creating a competitive advantage for the Group.

1. IQVIA Insight Health, Based on New Patients (Produkt-naiv), YTD/10/2022; Net Sales, YTD/11/2022 2. EIU report on China AIT market status and potential 3. AIT market forecast and Actair NPV analyses 2019-

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### FRANCE

# A pivotal year marked by significant innovations



# Orylmyte®, an additional treatment option for house dust mite allergies

It is estimated that one third of the French population suffers from allergies and that more than half of allergy sufferers are sensitised to house dust mites1; house dust mites are one of the main causes of allergic rhinitis2.

Launched on the French market at yearend 2022, our Orylmyte® sublingual tablet is the only house dust mite AIT tablet with dose escalation. It is composed of standardised allergenic extracts of house dust mites identical to our named patient products (NPPs), which benefit from more than 30 years of experience in treating young and adult patients with house dust mite allergies. Orylmyte® allows a gradual dose increase, acts from the first months of treatment and has demonstrated efficacy on allergic rhinitis symptoms and improves quality of life. Stallergenes Greer is in a position to offer a franchise of liquid and solid formulations, with the same allergenic extracts, to treat house dust mite and grass allergies with Orylmyte®, Staloral® house dust mite, Oralair® and Staloral® 5 Grasses.

## iPUMP: innovation at the heart of our R&D

Because non-adherence to treatment remains a challenge in AIT management, our teams, in partnership with Aptar Pharma, developed iPUMP, a connected system in AIT. This connected system was developed to improve observance and adherence, thus improving the patient journey and optimising treatment outcomes.

This innovation further illustrates Stallergenes Greer's commitment to build on precision medicine and personalised healthcare to meet the needs of both patients and the medical community. It is also a demonstration of the ability of our teams to bring new products to market and continuously develop their skills and expertise in areas such as innovation, product development, quality, and safety for the benefit of all stakeholders.

# Staloral® Cat 300IR. committed to fulfilling unmet medical needs

Allergic rhinitis attributable to cat dander has been increasing steadily with 30.5% of patients who suffer from allergic rhinitis sensitised to cat dander<sup>3</sup>. The allergen is found throughout the house (bedding, rugs, and carpets), is present in the air and can also be carried by clothing and shoes. Cat dander can be found in significant quantities even in a place where no cats live, such as a classroom. When allergy to cat dander is diagnosed, first-line treatment consists of eviction measures, however, this is rarely feasible considering the pervasiveness of this allergen.

Bringing new treatment solutions for these patients has been a priority for Stallergenes Greer and since its launch, Staloral® Cat 300IR has posted strong and steadily increasing sales. This performance confirms that this patient segment is largely underserved and contributes to confirming an unmet medical need in the field of allergies to cat dander.

# EfficAPSI. real-world studies deliver public health value

In 2022, Stallergenes Greer published positive results from its efficAPSI real-world study which confirmed the significant benefit of sublingual liquid AIT treatment on the onset and worsening of asthma in patients with allergic rhinitis. Study results were consistent across all age groups (patients above the age of 5), allergens and endpoints.

EfficAPSI is the first study in the AIT field in which the French national system database (SNDS), covering 99% of the French population, has been used to gain insight on therapeutic benefits in real life practice by pairing their data with the data of a healthcare company. More than 400,000 patients were included in the study, the largest of its kind to date.

## Progressing our digital transformation

In 2022, the French affiliate continued to move forward on its digital transformation. Important steps were taken regarding the digitalisation of patient services notably customer relationship management (CRM) for NPP prescriptions. By handling prescriptions digitally, from start to finish, we optimise the use of paper and printing, improve processing lead time, and gain better control of the process flow. The upgraded CRM tool allows patient service teams to rapidly visualise the information necessary to exchange with patients and answer any questions they may have regarding their treatment, while ensuring compliance with quality requirements, pharmaceutical regulations, controls and data protection.

# **Supporting** RNSA: contributing to improving

pathways

care

**Stallergenes Greer** continues to work alongside earlier or later in the patient associations and organisations to increase awareness about respiratory allergies. We recently unveiled a study carried out with RNSA, the French national aerobiology network in charge of the analysis of the content of biological particles, on the evolution of pollen data over a 10-year period. The study highlights both the variability of seasons which allergic patients. affects the symptomatology

of allergy sufferers either seasons, and an increase in pollen counts. Observations suggest that climate change has an impact on the allergenic potential of pollens and on the duration of symptoms. The dissemination of the data collected by RNSA will help healthcare professionals correlate allergy symptoms to the pollination of the various triggering allergens and better manage their

1. Rancé F, Juchet A, Brémont F, Dutau G. Répartition des sensibilisations dans l'asthme de l'enfant en fonction de l'âge. Corrélations avec les données cliniques et fonctionnelles respiratoires. Rev Fr Allergol Immunol Clin. 1997;37(2):160–166 - 2. Bousauet J. Khaltaev N, Cruz A, et al. Allergic Rhinitis and its Impact on Asthma (ARIA) 2008 update (in collaboration with the World Health Organization, GA(2)LEN and AllerGen). Allergy. 2008 Apr; 63 Suppl 86:8-160. - Brozek JL, Bousquet J, Agache I, et al. Allergic Rhinitis and its Impact on Asthma (ARIA) Guidelines - 3. ANSES (French Agency for Food, Environmental and Occupational Health and Safety). State of knowledge on the health impact of exposure of the general population to pollens in ambient air. Collective expertise report. January 2014

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# OUR CORPORATE RESPONSIBILITY COMMITMENTS

# CARE BEYOND ALLERGY

FOR STALLERGENES GREER, 2022 MARKED THE REDEFINITION, WITH THE SUPPORT OF OUR LEADERSHIP, OF OUR CORPORATE RESPONSIBILITY PRIORITIES. CARE BEYOND ALLERGY,

OUR CORPORATE
RESPONSIBILITY
PROGRAMME, REFLECTS
OUR CONTRIBUTION TO
BOTH OUR STAKEHOLDERS
AND TO SOCIETY
AS A WHOLE.

This chapter illustrates the key elements of Stallergenes Greer's corporate responsibility approach: the ethical principles which guide our Group, main corporate responsibility priorities, actions which have already been implemented, as well as the methodology used to build our corporate responsibility strategy.







"Patient needs drive our innovation to fight against all kinds of allergies"

encompasses our commitment to advancing scientific knowledge and working with healthcare professionals and patients to improve quality of life for people with allergies.



# 02/ ENVIRONMENT

"We are committed to advancing climate action and preserving nature to boost the prevention

allergies"
illustrates our
engagement
to address our
environmental impact
on the value chain
and contribute to
supporting research in

environmental health.

and treatment of



# O3/ SOCIAL

"Investing in our people and empowering them to unleash their full potential"

reflects our responsibility towards the well-being of our people and encouraging their success and development.



O4/
GOVERNANCE

## "Building trust with our stakeholders every day"

embodies our commitment to uphold high ethical standards and conduct our business with integrity.

# Stallergenes Greer's approach is aligned with the Group's strategic positioning.

Four pillars form the framework of our corporate responsibility programme, *Care Beyond Allergy*. They emphasise our responsibility both as a company and as an employer and focus on areas in which we can make a difference.

**CARE BEYOND ALLERGY** METHODOLOGY

# CARE BEYOND ALLERGY

# A PROGRAMME BUILT WITH **OUR STAKEHOLDERS**

The construction of our corporate responsibility programme began in 2021 with a maturity assessment regarding the status of the Group's approach towards social, societal, environmental, and governance issues as defined by ISO 26000 and the 17 United Nations Sustainable Development Goals (SDGs). More than 11 hours of interviews and 90 questionnaires, covering the 35 corporate responsibility challenges, were studied. The methodology used by Stallergenes Greer, derived from the LUCIE 26000 and AFNOR (AFAQ 26000) frames of reference, allowed us to establish that the Group's contribution to these challenges was positive.

In 2022, Stallergenes Greer then conducted a materiality analysis to identify and prioritise the corporate responsibility challenges that it will face up to 2030. This analysis combines the vision of internal stakeholders with the vision of external stakeholders to identify material issues on which the Group should focus its efforts.

The materiality matrix, developed in compliance with the recommendations of the Global Reporting Initiative (GRI) and the International Integrated Reporting Framework (IR Framework), guides our policy regarding corporate responsibility initiatives.

The first step in the process was the identification of 35 challenges which Stallergenes Greer faces as a pharmaceutical company. Sources such as the guiding principles of GRI-4, the 10 principles of the Global Compact, the 15 guiding principles of the OECD (Organisation for Economic Co-operation and Development), the 17 SDGs, the seven central issues covered by ISO 26000, as well as challenges specific to the pharmaceutical sector and regulations in progress regarding nonfinancial indicators were consulted to establish this list.

The construction of Stallergenes Greer's corporate responsibility programme involved senior management, executives and external stakeholders who engaged in a series of workshops, online questionnaires, and interviews regarding the 35 challenges identified.

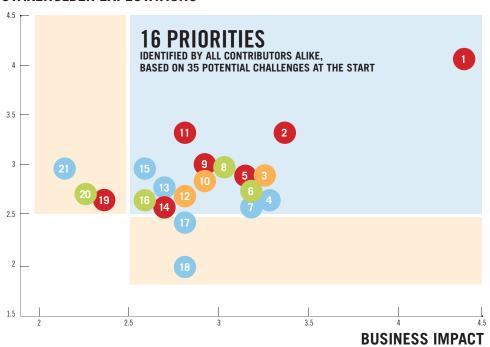
Close to 200 people were consulted in the process and 24 hours of interviews were held to gather and share the expectations of employees, patients, healthcare professionals and public authorities.

The significance of each issue was then assembled on a materiality matrix according to the level of expectation of our stakeholders. The matrix was subsequently refined during a workshop with representatives of Stallergenes Greer's main functions.

This process and the data collected enabled Stallergenes Greer to produce its materiality matrix while collecting valuable qualitative information concerning the perception that its stakeholders have of the Group's current corporate responsibility commitments and future challenges.

Close to 200 people were consulted in the process and 24 hours of interviews were held to gather and share the expectations of employees, patients, healthcare professionals and public authorities.

### STAKEHOLDER EXPECTATIONS



Through Care Beyond Allergy, Stallergenes Greer participates in the global effort to reach the United Nations Sustainable Development Goals (SDG) as set out in the United Nations' 2030 Agenda for Sustainable Development. The Group's corporate responsibility programme more specifically targets 11 of the United Nations' SDGs:





















SOCIETAL ISSUES **GOVERNANCE ISSUES** 

**ENVIRONMENTAL ISSUES** 

SOCIAL ISSUES

**PRIORITIES** 

Patient security

Patient supply Health and safety at work

Responsible management

Services to patient

6 Pollution

Risk management

8 Environmental health

Innovation with impact Quality of life at work

11 Access

Professional development 13 Responsible procurement

14 Human dignity

15 Stakeholder engagement

16 Climate

OTHER ISSUES

17 Strategic CSR



19 Diversity

21 Product information



# O1/ OUR COMMITMENT TO SOCIETY

# AT STALLERGENES GREER "PATIENT NEEDS DRIVE OUR INNOVATION TO FIGHT AGAINST ALL KINDS OF ALLERGIES".

The societal pillar of our corporate responsibility approach includes four key programme commitments which contribute to better meeting the needs of patients and healthcare professionals by fostering innovation and collaboration.

# ONE/

# ACCELERATE RESEARCH TO OFFER A COMPREHENSIVE PORTFOLIO OF INNOVATIVE AND PERSONALISED SOLUTIONS AGAINST ALLERGIES

### Investing in real-world studies

Stallergenes Greer has conducted a large number of clinical studies, involving more than 9,000 patients. Real-world studies, which include larger patient populations and better reflect "real life" patient profiles, are also used by Stallergenes Greer to further evidence allergen immunotherapy (AIT) treatments beyond clinical trials.

In 2022, Stallergenes Greer announced positive data from its EfficAPSI study, the largest retrospective real-world, longitudinal cohort study regarding sublingual liquid AIT. Its objective is to evaluate the real-life impact of sublingual liquid AIT on the onset and worsening of asthma in patients with

allergic rhinitis. This study included more than 100,000 patients in France with allergic rhinitis, with or without asthma, treated with sublingual liquid AIT and symptomatic drugs, and more than 330,000 patients with allergic rhinitis, with or without asthma, treated with symptomatic drugs only.

Including EfficAPSI, Stallergenes Greer has five real-world studies underway: BREATH launched in 2017 (to evaluate the efficacy of sublingual AIT tablets), CORAP (to evaluate the impact of AIT on the quality of life of patients); MaDo (to retrospectively analyse the needs and impacts of AIT dose adjustment); and PRACTIS (to evaluate the benefits of sublingual AIT in current practice according to the different methods of use and the type of allergen).

# A collaborative approach to innovation

Stallergenes Greer leverages open innovation to continue to advance precision medicine for the benefit of patients and healthcare practitioners. In 2022, new research collaborations focusing on the identification of biomarkers of AIT efficacy were initiated with world-leading organisations such as Imperial College London and the Swiss Institute of Allergy and Asthma Research (SIAF). These collaborations will deepen knowledge of the pathophysiology of

allergic diseases and the biological effect of AIT, and their results could be applied in the routine practice of allergology. Additional collaborations are ongoing, such as the one with Alyatec, a contract research organisation (CRO) based in Strasbourg University Hospital (France), which leverages the CRO's new generation environmental exposure chamber to assess the mode of action of allergy treatment solutions.

# iPUMP: a connected AIT delivery system

Because non-adherence to an AIT schedule and premature discontinuation of treatment remain a challenge in AIT management, Stallergenes Greer, in partnership with Aptar Pharma, developed iPUMP. iPUMP is a connected drug delivery system and companion mobile app aimed at improving observance and adherence to optimise patient treatment outcomes. The development of iPUMP illustrates our investments in innovation to provide a large range of precise personalised AIT options adapted to the needs and lifestyle of patients. After a pilot phase during which patients will test the system, our aim is to make iPUMP available in France in 2023 and to progressively roll out in other markets.

# We are driven to advance allergy care treatments and delivery modes.

We work with patients and the medical community to better meet their needs, and establish collaborations with leading organisations to develop cutting edge technologies and progress scientific knowledge.

Our contribution to the UN SDGs











# 9,000 PATIENTS INCLUDED IN CLINICAL STUDIES

# **TW0/**

# CONTRIBUTE TO GATHERING SCIENTIFIC AND MEDICAL KNOWLEDGE ON ALLERGIES AND THE SOCIOECONOMIC IMPACT OF AIT

# Sustaining our philanthropic efforts

Advancing allergy care and scientific knowledge for the benefit of allergy sufferers and the medical community are part of our DNA. In early 2023, we relaunched the Stallergenes Greer Foundation, which was created in 2013, to further strengthen our engagement towards our stakeholders via a long-term philanthropic approach. Learn more about our foundation in the dedicated section of this report.

# Engaging with global health experts and raising awareness about allergies

Participating in scientific congresses allows for essential scientific exchange on the latest research and gaining insight from healthcare professionals while contributing to improve how we develop and deliver our AIT treatments to patients and the medical community.

In 2022, Stallergenes Greer participated and/or sponsored, four international congresses (EAACI, ACAAI, APAAACI and ANACARE) and 20 local ones.

We also continued to develop our online conferences and webinars for healthcare professionals to share information, recommendations and scientific updates in the field of allergology. Our Stall'Web conferences were attended by more than 200 physicians in 2022.

Since 2019, Stallergenes Greer organises annual AIT training sessions, Go Beyond, hosted by key external experts for young healthcare professionals with the aim of contributing to the dissemination of knowledge about allergy care pathways and sharing best practices to enhance patient care.

# REAL WORLD STUDIES

# THREE/ ENSURE PATIENT SECURITY AND TREATMENT SUPPLY

# Sustained investments in our industrial tool

Over the past years, we have made continuous improvements to our manufacturing capabilities, both in France and the U.S., to maintain manufacturing and quality systems that meet the highest product quality and security standards.

In 2022, our Antony (France) facility introduced a state-of-the-art packaging line for Staloral® to upgrade its production assets. The line improves the overall reliability of the packaging process while ensuring the supply remains uninterrupted and the packaging capacity secure.

### Securing our supply chain

We have adopted an integrated approach to the sourcing of our raw materials, the production of our treatments and their distribution. For house dust mites we grow the two key species responsible for allergies: *Dermatophagoides farinae* (American house dust mite) and *Dermatophagoides pteronyssinus* (European house dust mite) at our Antony (France) site.

For grass, we grow, harvest and purify five species of grasses (cocksfoot, sweet vernal grass, rye grass, meadow grass, and timothy) on 90 hectares of land in Amilly (France) which represent many of the natural exposure and sensitisation conditions of grass-pollen allergic patients.

In the U.S., our Mathiston, Mississippi, facility grows, harvests and collects over 75 different types of pollen on more than 56 hectares of land. For mould, the mycology department in Lenoir (North Carolina) prepares fungi for extraction and can grow more than 60 different fungal cultures. To assure long-term supply and safety stock, we maintain stock cultures of our moulds, stored as either oil overlays or lyophilised plugs.

# 430,000 PATIENTS IN OUR EFFICAPSI REAL-WORLD STUDY

# FOUR/

# JOIN EFFORTS WITH PATIENTS AND PRACTITIONERS TO ENHANCE THE QUALITY OF LIFE OF ALLERGY SUFFERERS AND IMPROVE THE PATIENT JOURNEY

## Including the patient's voice

We are committed to understanding the needs of patients. We ensure that their voice is included in our decisions by collaborating with patients and patient associations for the development of innovative products or services, such as iPUMP, and in our research programmes.

For example, our CORAP programme, which evaluates the impact of AIT on the quality of life of patients, directly involves patients in Stallergenes Greer's research projects. The programme includes a research plan which aims to provide additional knowledge about the various types of respiratory allergies via clinical projects and real-world data. Patients undergoing our AIT treatments can join the CORAP community, on a voluntary basis, and participate in the various stages of our research initiatives.

# Digitalisation of patient services to improve ease of use

In France, following the implementation of our OrdoApsi platform which aims to facilitate the prescription flow, a new generation CRM (electronic management of patient documents and order flow) was implemented in 2022. The objective of the CRM is to track each step of treatment orders for named patient products to better respond to any questions patients may have, from the creation of the administrative file for third-party payment to the delivery of the treatment.

### **Developing patient resources**

Because there are many things online about allergies and how they can be treated, it can sometimes be difficult to navigate the profusion of information and, more importantly, confirm that it is accurate. To assist patients with allergies and healthcare professionals, Stallergenes Greer launched the AIT Network (www.theaitnetwork.com). Developed, in partnership with a group of external scientific experts, the AIT Network is an educational platform where users can find scientifically credible educational content and up-to-date news on allergies.

In France, our personalised patient support programme launched in 2021 improves the patient's follow up with dedicated calls to patients and targeted emails throughout the treatment journey. 1,690 patients have already subscribed to this tailored support service. In the U.S., Stallergenes Greer launched www.petsgetallergies.com to raise awareness among pet owners that the signs their pet is showing may be due to allergies. Pet owners can also use the Veterinary Dermatologist Finder to locate a specialist near them so that they can easily reach out to them and initiate a conversation about their pet.



"Ensuring the safety, efficacy and high quality of our AIT treatments is a priority. We are committed to joining efforts with physicians, experts and cutting-edge organisations to push the boundaries of science for the benefit of patients."

### **AMER JABER**

Executive Vice President, Operations Europe

O2/
OUR
COMMITMENT
TO THE
ENVIRONMENT

AT STALLERGENES GREER "WE EMBRACE THE PROTECTION OF CLIMATE AND NATURE TO BOOST THE PREVENTION AND TREATMENT OF ALLERGIES".

The environmental pillar of our corporate responsibility approach includes six key programme commitments which illustrate our engagement to address our environmental impact on the value chain and contribute to supporting research in environmental health.



# SUPPORT OUR SITES IN ADJUSTING TO ENVIRONMENTAL CHALLENGES

# **Environmental considerations** included in all PMO initiatives

To ensure that environmental considerations are taken into account by the teams in the design and development of Stallergenes Greer's strategic projects, a specific module was tailored into our portfolio management software to help project managers define how each project contributes to the objectives of our corporate responsibility strategy. The environmental impact assessment will also be integrated into the preparation of the business case before project launch.

# Local environmental advisors monitor and progress our actions

In 2023, a global environmental advisor will be appointed to ensure compliance with regulations pertaining to environmental management and provide recommendations regarding water, waste, land and air quality management. In liaison with the Group's Corporate Responsibility Committee and local management, the advisor will also provide support to the project management

# Green Team volunteers show the way

Green Teams are in the process of being set up to help drive Stallergenes Greer's sustainability efforts. Composed of volunteers, the Green Teams will focus on reducing the day-to-day environmental footprint of our offices through projects which aim to reduce and recycle office waste, source environmentally friendly office supplies, or lessen energy consumption via the use of LED lights, for example. Thanks to our Green Teams, eco-gestures will be reinforced across all our offices.

# We are committed to mitigating the environmental impact of our business operations and supply chain and using natural resources responsibly.

Because the quality of the air we breathe has a significant impact on the health of populations across the globe, we also support research initiatives in the field of environmental health and aim to raise awareness regarding climate action.

Our contribution to the UN SDGs













# SEEK ENERGY EFFICIENCY

# TWO/ CONTRIBUTE TO THE OBJECTIVES OF THE PARIS AGREEMENT

# Understanding our greenhouse gas impacts

In 2022, Stallergenes Greer took important steps to understand its climate impacts. Our direct greenhouse gas emissions are generated by our production facilities and offices, while indirect emissions are primarily related to employee commuting, travel, and the distribution of our treatments.

Work regarding the collection and estimate of our carbon emissions (scope 1 and 2) is ongoing. We will continue to assess how to reduce our greenhouse gas emissions and develop Group-wide targets which will be disclosed next year.

## **Green mobility practices**

Operating our business involves business travel, to establish and maintain strong relations with our partners and colleagues, as well commuting to and from our offices daily. As previously stated, Stallergenes Greer is currently assessing its environmental impact, however, steps have already been taken to reduce carbon emissions from business travel. The Group promotes the use of digital solutions and collaborative tools, the fleet of company cars will be progressively replaced with models which pollute less and charging stations for electric vehicles will be deployed across our main sites.

In Antony (France), to further limit the environmental impact linked to commuting, employees can already benefit from a sustainable mobility subsidy allocated for the use of a mechanical or electrically assisted bicycle.

# DIRECT EMISSIONS GENERATED BY OPERATIONS OR PROCESSES INDIRECT EMISSIONS GENERATED BY ACQUISITION OF ENERGY ALL OTHER INDIRECT EMISSIONS CREATED BY THE COMPANY'S SUPPLY CHAIN

# THREE/

# USE NATURAL RESOURCES RESPONSIBLY

### **Energy efficiency**

Stallergenes Greer has already implemented a series of initiatives across its different sites to become more energy efficient. In Antony (France), our approach covers areas such as the progressive implementation of LED lighting in all our buildings, reducing the time during which our signage is lit, controlling and programming heating temperatures and promoting the use of environmentally friendly practices daily for water and electricity consumption, or waste management. In Lenoir (NC, U.S.), lean energy initiatives include air leak reduction, steam leak reduction, changing lighting fixtures to LED, water leak reduction, and various other electrical energy items. The site is also working to connect all HVAC (Heating, Ventilation and Air Conditioning) systems in noncritical areas to the building automation system that will have programmable schedules to set back temperatures when areas are unoccupied.

## Working with nature

Our allergen extracts are derived from natural sources, and we have adopted an integrated approach to the sourcing of most of our raw materials to ensure their availability and reproducibility. In France, our Amilly site, grows five species of grasses (cocksfoot, sweet vernal grass, rye grass, meadow grass, and timothy) on 90 hectares of land. In the U.S., our Mathiston, Mississippi, site grows harvests and collects over 75 different types of pollen on more than 56 hectares of land. The land is maintained by Stallergenes Greer and relies on natural processes to build soil fertility.

# FOUR/ IMPLEMENT ECO-FRIENDLY PACKAGING

**SOLUTIONS** 

Stallergenes Greer uses paper, cardboard, plastic for the packaging and/or transport of its treatments and is currently assessing methods and suppliers to shift to more sustainable materials.

The use of sustainably sourced and recycled materials in our packaging materials is one of our objectives. The Group's new packaging line in Antony (France), which was implemented in 2022, is capable of processing recycled materials.

# FIVE/ INCREASE

# AWARENESS ON ENVIRONMENTAL CHALLENGES

### Partnering with organisations

Stallergenes Greer France has been partnering with RNSA, the national aerobiology network in charge of the analysis of the content of biological particles, for several years now. An RNSA sensor was installed on our Antony site in 2013 to study the content of biological particles in the air (pollens, moulds) that may have an impact on the allergic risk of individuals and collect the associated clinical data.

Stallergenes Greer and RNSA also recently unveiled the results of a study on the impact of climate change on pollens in France and on the environment in which allergic people live. To know more about the study, refer to the Operating Review France section of this report.

# GREEN TEAMS HELP DRIVE SUSTAINABILITY

# SIX/ SUPPO

SUPPORT RESEARCH
IN ENVIRONMENTAL
HEALTH AND
ECOLOGY OF
HEALTH, WITH A
SPECIFIC FOCUS
ON THE IMPACT
OF AIR POLLUTION
ON RESPIRATORY
DISEASES

Through the Stallergenes Greer Foundation, we will sponsor research efforts in the field of respiratory airway diseases and thus contribute to the One Health initiative dedicated to improving the lives of all species. Philanthropic actions related to environmental matters may also be supported by the foundation.



"The environmental challenges we are all facing can only be tackled with the support, collaboration and commitment of all the teams across the organisation. We are taking proactive steps to generate sustainable practices which will create value for society as a whole."

NICOLA LAMACCHIA
Chief Financial Officer

# ALLERGEN EXTRACTS DERIVED FROM NATURAL SOURCES

STALLERGENES GREER | 2022 IN REVIEW STALLERGENES GREER | 2022 IN REVIEW

O3/ OUR COMMITMENT TO OUR PEOPLE

# AT STALLERGENES GREER "WE INVEST IN OUR PEOPLE AND EMPOWER THEM TO UNLEASH THEIR FULL POTENTIAL".

The social pillar of our corporate responsibility approach includes five key programme commitments which illustrate our responsibility towards the well-being of our people and our engagement to foster their success and development.



# **ONE/**BE A SAFE PLACE TO WORK

## **Strong safety performance**

Health and safety in the workplace are paramount for Stallergenes Greer. In compliance with local laws and regulations, all our sites implement action plans and preventive measures applicable to both employees and onsite contractors. Our Occupational Health and Safety Charter guarantees a safe and healthy working environment for all and guides our practices.

In 2022, we reported less than 10 work-related accidents, representing a 50% decrease versus the previous year. Our Group-wide objective is to report 0 work-related accidents with lost workdays by 2025.

## Implement an Environment, Health and Safety governance body

In 2023, Stallergenes Greer will implement a global Environment, Health, and Safety (HSE) committee to oversee all HSE issues and assess occupational health and safety measures. In 2023, in Antony (France) our the HSE committee will be supported by security correspondents in each of our buildings. They will be progressively appointed across the organisation.



"Stallergenes
Greer's diverse and
inclusive culture,
where colleagues
are respected
for who they are,
makes us who we
are. Attracting,
developing,
and retaining
people from all
backgrounds makes
us stronger."

### JÉRÔME TILLY Senior Vice President, Human Resources

# We are committed to creating a safe work environment and the right conditions for our people to thrive and collaborate.

We celebrate the diversity of our colleagues, provide resources for continued learning and professional development, and encourage people to take initiative.

Our contribution to the UN SDGs











# LEAN SIX SIGMA TRAINING PROGRAMME ACROSS THE ORGANISATION

# **TW0/**

# BE THE RIGHT PLACE TO WORK

### **Quality of life at work**

In addition to the implementation of processes to prevent the arising of situations due to organisational constraints or to protect employees throughout the recent health crisis, we are committed to ensuring the well-being of our colleagues in the workplace. A Group-wide survey will be carried out to gather feedback on employee needs and expectations to further improve working conditions and employee well-being.

### Our values

To strengthen the sense of purpose that guides our actions, in 2023, Stallergenes Greer will work on the development of corporate values. Our values will form the bedrock of our culture, drive how we do business, instil alignment across the organisation and contribute to our performance.

### **Work organisation**

With the shift of work organisation brought by the pandemic, Stallergenes Greer has, when possible, implemented a flexible work organisation for its employees globally. In line with our ways of working, and to sustain work-life balance, managers and employees are responsible for establishing the optimal work organisation within their team (use of collaborative meeting tools, needs of colleagues for social interaction in the workplace, flexibility, etc.).

# THREE/

# INVEST IN TRAINING AND PROFESSIONAL DEVELOPMENT

# Group-wide lean management training

To develop the growth of our people, we initiated a Group-wide "Lean Six Sigma" continuous improvement programme. The programme, coordinated by Stallergenes Greer's Human Resources department and the Project Management Office, is being rolled out on all sites. The Lean Six Sigma training programme aims to help employees to gain skills in analysis and methodology, better assess situations and determine solutions, and implement and execute action plans.

# Skills development courses for all employees

Our objective is for each employee to follow one training course per year in 2025, to maintain or develop the skills of each individual. The training programmes will focus on technical, organisational, managerial or individual development.

# FOUR/

# UPGRADE OUR TALENT PROGRAMME TO ANTICIPATE TOMORROW'S MUST-HAVE SKILLS

# Broadening leadership training

In 2021, Stallergenes Greer initiated a global talent management programme with INSEAD. The five-week training programme, "Developing Emerging Leaders", focuses on management and leadership skills and is tailored to the various profiles and functions of the participants. Beyond skill and leadership development, the programme also aims to strengthen and develop a shared corporate culture and participants will be included in the thought process to build the future of Stallergenes Greer. To date 36 colleagues from eight countries have already received their diploma and the programme will be broadened to an increasing number of colleagues going forward.

# FIVE/

# FOSTER A DIVERSE AND INCLUSIVE WORKPLACE

A 50% DECREASE

IN WORK-RELATED

# Mentoring people with disabilities

**ACCIDENTS** 

IN 2022

In 2022, our French affiliate initiated a pilot programme for the mentoring of people with disabilities at its Antony site. Colleagues volunteered to accompany and counsel persons with disabilities regarding their job search and share their expertise in their respective sectors. The duos were designed for the mentor's area of expertise to match the mentee's search profile. The pilot programme, which is ongoing, allows employees to lend a helping hand while providing an opportunity to engage with people from different backgrounds, exchange ideas and to open up to others.

## Recruiting, developing, and retaining talents without any distinction

Individual differences make us stronger, and we are committed to fostering a culture where people are celebrated for who they are regardless of ability, ethnicity, race, religion, culture, gender, gender identity, sexual orientation and age. We aim to create a work environment where each person is respected and empowered to fulfil their potential.

EMPLOYEES
FOLLOWED
A GLOBAL TALENT
MANAGEMENT
PROGRAMME

# O4/ OUR COMMITMENT TO GOVERNANCE

# AT STALLERGENES GREER "WE BUILD TRUST WITH OUR STAKEHOLDERS EVERY DAY".

The governance pillar of our corporate responsibility approach includes five key programme commitments which illustrate our commitment to maintaining the highest business standards and responsible business practices.



# ONE/ DEPLOY A COMMITTED CORPORATE RESPONSIBILITY GOVERNANCE

## Structure the management of our corporate responsibility programme and objectives

A dedicated committee was set up in 2021 to assess the Group's corporate responsibility maturity level and define the strategic orientations and objectives of Stallergenes Greer's policy.

Stallergenes Greer's Corporate
Responsibility Committee comprises
seven members of the Executive
Committee, and the Head of
Communication and Corporate
Responsibility who chairs the committee.
The Group's corporate responsibility
programme is sponsored by the General
Counsel who is also the Secretary to

the Board of Directors. The committee ensures strategic alignment, coordinates action plans and is responsible for raising awareness and mobilising our colleagues on related issues.

## Include corporate responsibility matters in strategic projects and project management training

Because corporate responsibility considerations must be addressed at the initiation of strategic projects, a module has been incorporated in our project management software (refer to the Environment section of this report) to notably address environmental issues. In addition, to raise awareness on topics pertaining to corporate responsibility and their importance, a specific training was developed for project managers.

To date, 23 managers have followed the dedicated training programme and the objective is for all project managers to complete the programme.



"Medicines contribute to preserving and restoring the most precious thing in life: health and quality of life. As a pharmaceutical company, we actively participate in the health and well-being of populations and take ownership of the responsibility that comes with it. It is our duty to be exemplary and act with a high degree of integrity."

VALÉRIE BENHAMOU

General Counsel

# We are committed to conducting business with integrity, carrying out our operations in a responsible manner and we promote transparency and ethics in the way we do business.

Our corporate responsibility strategy is supported by our Executive Committee and our Board of Directors is regularly informed of its progress.

Our contribution to the UN SDGs





# TWO/ INTEGRATE SUSTAINABILITY AS A SHARED VALUE ACROSS THE ORGANISATION

# Develop a corporate responsibility awareness programme for our people

We know that we can rely on our people to transform our corporate responsibility objectives into concrete actions on a daily basis.

To empower our employees to make a difference every day, in 2023, Stallergenes Greer will launch a Groupwide corporate responsibility awareness programme. Online sessions will be held each year to familiarise the teams with corporate responsibility, foster engagement on the topic and provide them with the skills and tools to become active participants in *Care Beyond Allergy*.

# IN 2023, ROLLOUT OF A GROUP-WIDE CORPORATE RESPONSIBILITY AWARENESS PROGRAMME

# THREE/ INCLUDE ENVIRONMENTAL CRITERIA IN OUR RISK MANAGEMENT PROCESS

## **Environmental risk mapping**

Because environmental change is a source of risks, Stallergenes Greer has included environmental risk in its mapping. A dedicated task force has been created to evaluate the Group's vulnerability to climate change (drought, heatwaves, etc.) as well as to transition risks (market, legal, etc.) and develop a mitigation plan.

Non-financial risk mapping will be updated every year.

# FOUR/ IMPLEMENT A RESPONSIBLE PROCUREMENT

**POLICY** 

We are currently in the process of implementing a responsible procurement policy. Key steps include a corporate responsibility audit tool of our supplier database, the development of a correction plan to address potential deficiencies. A Responsible Procurement Charter will be drawn up and corporate responsibility principles will be included in future tendering process, including requests for proposals with the sheltered sector.

# IMPLEMENTATION OF A RESPONSIBLE PROCUREMENT POLICY

# DEVELOPMENT OF A THIRD PARTY ASSESSMENT POLICY

# FIVE/

# MAINTAIN HIGH STANDARDS BY CONDUCTING BUSINESS WITH INTEGRITY

# Meeting high standards through strict policies and processes

Stallergenes Greer's *Code of Ethics* and *Business Conduct*, adopted by the Board of Directors, serves as a foundation for how we conduct business when performing our day-to-day job responsibilities. The *Code of Ethics and Business Conduct* promotes honest and ethical conduct among all individuals employed by or associated with Stallergenes Greer. Stallergenes Greer's *Code of Ethics and Business Conduct*, distributed to each employee, is available on the Group's intranet in eight languages and on Stallergenes Greer's corporate website.

Maintaining these high standards contributes to building trust with our partners and supports our performance. In addition to its *Code of Ethics and Business Conduct*, Stallergenes Greer has also developed and disseminated throughout the Group specific policies related to anti-corruption, antitrust, whistleblowing, conflict of interest, gifts and hospitality.

### Compliance training for all

Stallergenes Greer provides numerous training courses to its employees, among them three specific compliance training courses, which are mandatory for all employees worldwide. All courses are validated by a quiz:

- Conflict of Interest in the US and Anti-corruption for the Europe and International region: to better understand our policy, and strengthen competencies required to avoid any actual or perceived risk of impropriety or corruption.
- Gifts and Hospitality: to better understand our policy. Role plays are used to comprehend its' application in concrete situations.
- Code of Ethics and Business Conduct: "reading" assistance to better comprehend the Code, its use and function.

These training courses must be carried out by each new employee within a month following his/her arrival. Renewal sessions are scheduled every two years by the IT department via our training platforms and must be completed within a two-month timeframe.

# Implement a third-party evaluation screening platform

As part of its daily business, Stallergenes Greer collaborates, exchanges and works with third parties such as suppliers, agents, consultants, distributors, etc. We must remain vigilant and ensure the integrity of current and potential third parties. A *Third Party Assessment Policy* has been developed and an assessment platform will be progressively deployed, starting with the Europe and International region in 2023.

### **Data** protection

Stallergenes Greer is a strong advocate of personal data protection, and we take careful steps to ensure that personal data protection rules and principles are applied to secure the trust we have built with our stakeholders. Our compliance programme serves as a framework to help comply with personal data protection laws. This programme, which includes policies, directives, procedures, and practical guides, is led by Stallergenes Greer's Data Protection Officer (DPO), who reports to the General Counsel. Quarterly reports are presented to the Board of Directors. E-learning platforms and in person data protection training modules on personal data protection have been implemented to raise large-scale awareness of our employees.

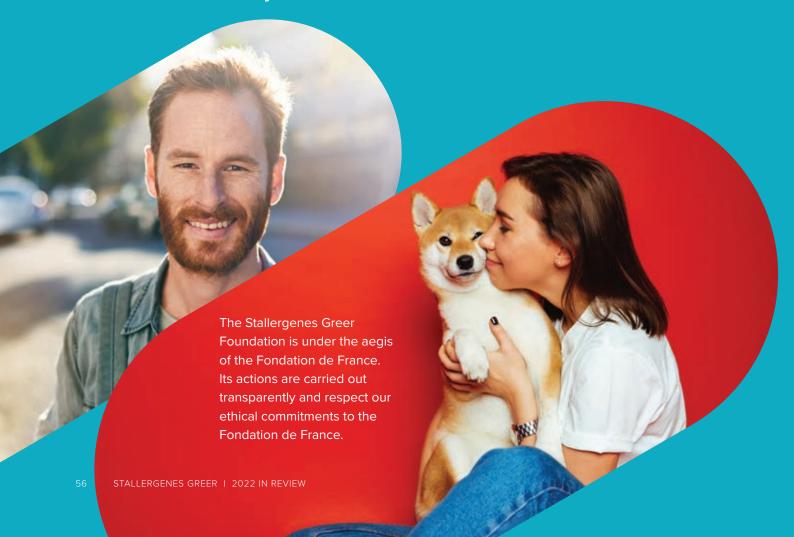
# MANDATORY COMPLIANCE TRAINING FOR ALL EMPLOYEES



# Stallergenes Greer Foundation

The Stallergenes Greer Foundation was relaunched in early 2023. Its mission is to "Create healthier futures for all".

The Stallergenes Greer Foundation pursues a comprehensive approach calling for "the collaborative efforts of multiple disciplines working locally, nationally, and globally, to attain optimal health for people, animals and our environment", as defined by the One Health initiative.



### **GOVERNANCE**

Each member of the Stallergenes Greer Foundation brings unique expertise to contribute to achieving our mission of creating healthier futures for all.

The Stallergenes Greer Foundation is governed by a Board of Trustees which brings together the Managing Board and the Scientific Board.

### **Managing Board**

The Managing Board is composed of four Stallergenes Greer executive officers.

**Michele Antonelli**, Chairman of the Stallergenes Greer Foundation; CEO, Stallergenes Greer

Amer Jaber, Scientific Director of the Stallergenes Greer Foundation; EVP Operations Europe and International, Stallergenes Greer

Catherine Kress, Secretary General of the Stallergenes Greer Foundation; Head of Communication and Corporate responsibility, Stallergenes Greer

Dominique Pezziardi, Strategy Director of the Stallergenes Greer Foundation; General Manager France, Belgium and Luxembourg - Global Head of Pricing and Market Access, Stallergenes Greer

### **Scientific Board**

The Scientific Board is composed of four independent members.

Pascal Demoly, Professor of Pulmonology and Head of Department at the University Hospital of Montpellier (France)

Alessandro Fiocchi, MD, Director of Allergy at Pediatric Hospital Bambino Gesù, Rome, Vatican City (Italy)

Carla Irani, Associate Professor, Internal Medicine and Clinical Immunology, Allergology - Immunological Asthma at Hôtel Dieu de France University Medical Center, Beirut (Lebanon)

Kari Nadeau, MD, PhD, Chair of the Department of Environmental Health at Harvard T.H. Chan School of Public Health, Boston (MA, U.S.A.)



### **FOCUS AREAS**

The Stallergenes Greer Foundation aims to create healthier futures for all by focusing on three key areas.

# Advancing scientific research to bolster innovation and precision medicine

By focusing on scientific innovation and research, the Stallergenes Greer Foundation aims to support the scientific community in furthering allergology research to discover and develop novel solutions for people with allergic diseases.

# Supporting academic initiatives to further develop future generations of allergy healthcare professionals

Because the future of allergology is being prepared today, the Stallergenes Greer Foundation encourages and supports the emergence of innovative academic projects.

### Engaging in climate action and environmental protection to progress the prevention and treatment of allergies

Because the quality of the air we breathe has significant consequences on our health and can exacerbate chronic respiratory diseases<sup>1</sup>, the Stallergenes Greer Foundation is committed to raising awareness about climate change and environmental protection for the benefit of populations around the globe.

In 2023, the foundation will allocate up to 150,000 € for outstanding work led either by a young scientist or a mid-career scientist to advance precision medicine in the field of allergy, or outstanding work in the environmental field to advance the prevention and treatment of allergies.

# ABOUT FONDATION DE FRANCE

Created in 1969, Fondation de France is a private organisation recognised of public interest, whose mission is to support all forms of generosity in order to translate them into effective actions of general interest.

With close to 1,000 hosted foundations, Fondation de France supports more than 10,000 promising and innovative initiatives in France and abroad each year.

Fondation de France is independent and private and operates thanks to the generosity of donors.

1. D'Amato G, Liccardi G, D'Amato M. The role of outdoor air pollution and climatic changes on the rising trends in respiratory allergy.



# Our portfolio

Stallergenes Greer supports physicians specialised in allergy and patients at each stage of allergen immunotherapy treatment. Our comprehensive and consistent portfolio is adapted to the individual needs and profile of each patient and covers a broad variety of allergens.



Spanning source materials, routes of administration, cutting-edge delivery mechanisms and finished products, Stallergenes Greer's innovative diagnostic tools and allergen immunotherapy (AIT) solutions are designed to improve ease of access and treatment outcomes.

Whatever the options, Stallergenes Greer's diagnostic and AIT treatments meet the most stringent clinical criteria, quality standards and health authorities' regulatory requirements.

# Named patient products

Stallergenes Greer believes one solution does not fit all patients, hence we provide patients with personalised treatment options that are tailored to their individual needs. We aim to offer a comprehensive portfolio of AIT treatments globally which allow patients and their physicians to determine the administration method that best meets the disease and lifestyle needs of the patient.

The Group's allergen extracts cover a vast array of allergens. They can be produced in standardised form and can also be tailored to the specific needs of patients in terms of composition, concentration, and dosage.

These personalised solutions, known as named patient products (NPPs), are prepared according to the physician's prescription and the patient profile using a stock solution obtained via the extraction of allergens (pollens, house dust mites, moulds...). Each NPP has its own biological activity and is prepared for the unique needs of an individual patient.

## Sublingual

**Staloral**® (oral solution), for the treatment of allergy involving rhinitis, conjunctivitis, rhino conjunctivitis or asthma (mild to moderate) of a seasonal or perennial nature, in adults and children (from the age of 5).

Actair®/ Orylmyte®/ Aitmyte® (tablet), for the treatment of house dust mite allergies involving rhinitis, with or without conjunctivitis, in adults and adolescents over the age of 12 (and under 12 years of age in certain territories).

Oralair®/ Aitgrys® (tablet), for the treatment of grass pollen allergic rhinitis with or without conjunctivitis in adults, adolescents, and children (above the age of 5). Oralair® is a fivegrass (cocksfoot, sweet vernal grass, rye grass, meadow grass, and timothy) mixture, which represents many of the natural exposure and sensitisation conditions of grass pollen allergic patients.

### Subcutaneous

**Alustal**®, for the treatment of allergic rhinitis, allergic rhinoconjunctivitis or mild to moderate asthma in adults and children (from the age of 5).

**Albey® venom**, for the treatment of allergy to wasp, honeybee, and yellow jacket venoms.

# Extracts and supplies

Stallergenes Greer manufactures a broad portfolio of allergen extracts and diagnostic tests.

## Veterinary use

From allergen testing to making precision treatment medicines, Stallergenes Greer is committed to providing veterinary specialists with products that can help treat animal allergies.

In the U.S., Stallergenes Greer offers a comprehensive range of allergen extracts and supplies for veterinary dermatologists to support the needs of their clients and pet patients.

Veterinary dermatologists are veterinarians that have specialised training in the management of allergic disease. They may use products from companies like Stallergenes Greer to compound named patient allergy products for dogs, cats, horses, and

Stallergenes Greer produces extracts of different strengths and formulations specifically for veterinary specialists.

# Our portfolio

### 1/ SUBLINGUAL **PRODUCTS**

### **STALORAL®**

The allergens and concentrations available vary by market. Allergens

### MITES

D.pteronyssinus D nte / D far 50/50 Blomia / D.pte / D.fa

### GRASSES 5 Grasses Cocksfoot Timothy Bermuda Grass

TREES Δldei Olive

2 Trees Mix (Ash / Olive) 3 Trees Mix (Alder / Birch / Haze Cupressaceae Birch / Timothy Mix

### DANDER Cat IR300

WEEDS Wall pellitory

### Muawort MOULDS

**POLLEN MIX** Birch / Ash 5 Grasses / Birch 5 Grasses / Rye 5 Grasses / Juniperus 5 Grasses / Berm. Grass 5 Grasses / 3 trees 5 Grasses / Ragweed Olive / Ash Cupressaceae / Olive Ragweed / Mugwort

### **ORALAIR®/AITGRYS®**

5 Grasses / Cynodor

A five grass pollen mixture composed of Cocksfoot (Dactylis glomerata L.), Sweet vernal grass (Anthoxanthum odoratum L.), Rye grass (Lolium perenne L.), Meadow grass (Poa pratensis L.) and Timothy (Phleum pratense L.).

### ORYLMYTE® **AITMYTE**

A house dust mite (Dermatophagoides pteronyssinus and Dermatophagoides faringe) mixture.

### 2/ SUBCUTANEOUS **PRODUCTS**

### **ALUSTAL<sup>®</sup>**

### **ALBEY VENOM®**

### 3/ VETERINARY **PRODUCTS**

**VET EXTRACTS** 

### TREES & SHRUBS

Alder Red Ash. Arizona Ash, Red/Green Ash, White Bayberry/Was Myrtle Birch, Black/Sweet Birch Spring Box Elder Cedar, Mountain Cedar, Red Cedar, Salt/Tamarisk

Cottonwood, Black Sugar Beet Cottonwood, Eastern Cottonwood, Fremont WEEDS Cottonwood Western Cypress, Arizona Baccharis Cypress, Bald Elm, American Burrobrush Flm Cedar/Fall Blooming Cocklebur Eucalyptus Hackberry Hazelnut, American Firebush/Kochia Hickory, Shagbark Goldenrod Hickory, Shellbark Hemp, Water Indine Bush Juniper, Oneseed Lambs Quarter Juniper, Pinchot Juniper, Rocky Mountair Juniper, Utah

### Juniper, Wester Locust Blossom, Black Mango Blossom Maple, Red

Maple, Silver/Soft Maple, Sugar/Hard Mesquite Mulberry, Paper Mulberry, Red Mulberry, White Oak, Arizona/Gambe Oak, Black Oak, Bur Oak California Black Oak, California White Oak, Red

Oak, Water

Oak, White

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Oak, Western White

Orange Pollen

Pepper Tree Pine, Australian (Beefwood) Pine, Loblolly Pine, Longlea Pine Ponderosa Pine, Virginia/Scrub

Sweet Gum

Walnut, Black

Walnut, English

Willow Arroyo

Willow, Black

2 Maple Mix

3 Maple Mix

11 Tree Mix

Eastern 6 Tree Mix

Eastern 7 Tree Mix

Fastern 8 Tree Mix

Eastern 10 Tree Mix

Hickory-Pecan Mix

Maple-Box Elder Mix

Western 10 Tree Mix

Western Walnut Mix

Western Oak Mix

Daisy Ox-Eye

Sunflower

Alfalfa

Mustard

Eastern Oak Mix

Hickory Mix

Pine Mix

Ash Mix

Birch Mix

Eastern

Svcamore, American

Walnut California Black

Sycamore, Western

Bahia Grass Bermuda Brome Grass, Smooth Pine, Eastern White Canarygrass Corn Cultivated Couch/Quack Grass Pine Yellow Johnson Grass Kentucky Blue/June Poplar, White Meadow Fescue Oats, Common/Cultivated

### RYE. CULTIVATED

Orchard

GRASSES

Ryegrass, Giant Wild Rvegrass, Italian Ryegrass, Perennial Sweet Vernal Velvetgrass Wheat Cultivated Wheatgrass, Westerr 7 Grass Mix 9 Southern Grass Mix Bermuda-Johnson Grass K-O-R-T Grass Mix

**FUNGI & SMUTS** Alternaria alternata Aspergillus amstelodam Aspergillus flavus Asperaillus fumigatus Aspergillus nidulans Asperaillus niger Aureobasidium pullulans Bipolaris sorokiniana Botrvtis cinerea Candida albicans Chaetomium globosum Cladosporium herbarum Cladosporium sphaerospermun Drechslera spicifera Epidermophyton floccosum

Plantain, English

Ragweed, Desert

Ragweed, False

Ragweed Short

Russian Thistle

Saltbush, Annual

Sorrel, Sheep/Red

Dock-Sorrel Mix

Piaweed Mix

Wingscale

3 Weed Mix

Ragweed, Slende

Rabbit Rush

Careless Weed, Amaranth/ Fusarium solani Geotrichum candidum Gliocladium viride Helminthosporium solan Dock, Yellow/Curly Malassezia pachydermati: Mucor circinelloides f. circinelloides Mucor circinelloides t Mucor plumbeus eurospora intermedia Lenscale/Quailbrush Marsh Elder, Burweed/Giant Paecilomyces variotii enicillium chrysogenun Marsh Elder, True/Rough (notatum) Penicillium diaitatum Mugwort, Common Mugwort, Darkleaved/ Phoma betae Rhizopus oryzae Sagebrush, Prairie

Rhizopus stolonife

Palmer's Amaranth Pigweed, Rough/Redroot Ragweed, Southern Sagebrush, Commo

Rhodotorula mucilaginosa var. mucilaginosa Saccharomyces cerevisia Stemphylium solani Trichoderma harzianum Trichophyton mentagrophytes Trichophyton rubrum Trichothecium roseum Aspergillus Mix Dematiaceae Mix Fusarium Mix Mold Mix #2 Monilia Mix Mucor mix Penicillium Mix

Plantain-Sorrel Mix Ragweed Mix Sage Mix Scale/Atriplex Mix

ΕΡΙΤΗΕΙ ΙΔ Cat Epithelia Cattle Epithelia Dog Epithelia Gerhil Enithelia Goat Epithelia Guinea Pig Epithelia Hamster Epithelia Hog Enithelia Horse Epithelia Human Dander Mouse Epithelia Rabbit Epithelia Rat Epithelia

### Sheep Epithelia FEATHERS & MISCELLANEOUS INHALANTS

Rhizopus Mix Corn Smut

Grain Smut mix

Grass Smut Mix

Canary Feathers Chicken Feathers **Duck Feathers** Parakeet Feathers Feather Mix Cotton Linters Flaxseed Kapok Seed Orris Root Pyrethrum

### Tobacco Leaf

INSECTS Ant, Fire - Solenopsis Ant, Fire – Solenopsis Cockroach, American Cockroach German Culicoids Deer Flv Horse Fly House Fly Mosauito 2 Cockroach Mix

**DUST & DUST MITES** Dust, House Grain Mill Dust Mix Acarus siro Blomia tropicalis Dermatophagoides farinae Dermatophagoides Lepidoalyphus destructor Tyrophagus putrescentiae Equal Parts Mixture **VET OTHER SUPPLIES** 

STERILE DILUENTS NONSTERILE EMPTY

STERILE EMPTY VIALS PLASTIC COLORED CAPS

VIAL RACKS

AMBER VIALS AND METERED PUMPS SYRINGES AND SYRINGE

ANCILLARY PRODUCTS

### 4/ STANDARDISED **HUMAN EXTRACTS**

### STANDARDISED CAT HAIR

STANDARDISED **DERMATOPHAGOIDES FARINA MITE** 

STANDARDISED DERMATOPHAGOIDES PTERONYSSINUS MITE

### STANDARDISED MITE MIX

STANDARDISED GRASS & POLLENS Bermuda Grass

Meadow Fescue Orchard Redtop Ryegrass, Perennial Sweet Vernal K-O-R-T Grass Mix K-O-R-T and Sweet Vernal K-O-T Grass Mix

Timothy/Orchard Grass Mix T-O-S Grass Mix Ragweed, Short National Weed Mix Ragweed Mix

### POLLENS -TREES & SHRUBS

Alder, Hazel

Alder, White

Ash, Green

Ash, White

Aspen

Ash, Oregon

Birch, Spring

Birch, White

Cedar, Red

(Fremont)

Cedar, Salt (Tamarisk)

Cottonwood, Arizona

Cottonwood, Eastern

Eucalyptus, Bluegum

Hazelnut, American

Hickory, Shagbark

Hickory, Shellbark

Juniper, Oneseed

Juniper, Rocky Mountain

Locust Blossom, Black

Hickory, White

Juniper, Utah

Juniper, Wester

Mango Blossom

Maple, Silver/Soft

Mesquite, Velvet

Mulberry, Paper

Mulberry, Red

Oak, Black

Oak, Bur

Mulberry, White

Oak, Arizona (Gambel)

Oak, California Black

Maple, Sugar/Hard

Maple, Red

/lelaleuca

Cypress, Arizona

Cypress, Bald

Elm. American

Elm, Siberian

Hackberry

Box Elder

Alder Red

Ash. Arizona (Velvet) Elm Mix Hickory Mix Juniper Mix Beech, American Maple-Box Elder Mix Birch, Black/Sweet Peppertree Mix Pine Mix Cedar Mountain

### POLLENS - FLOWERS & PLANTS

Dandelion Alfalfa Rape (Mustard) Red Clover Sugar Beet

Amaranth, Green Burningbush (Kochia) Burrobrush Cocklehu Dock, Yellow (Curly) Dogfennel Indinebush Lamb's Quarters Lenscale (Quailbrush) Poverty) Marshelder, True (Rough) Mugwort, Commo Palmer's Amaranth Pigweed, Rough Redroot Pigweed, Spiny Plantain, English Rabbit Bush Ragweed, Desert Ragweed, False Ragweed, Giant (Tall)

3 Weed Mix Baccharis Mix Central/Western Weed Mix Dock-Sorrel Mix Pigweed Mix Plantain-Sorrel Mix Sage Mix

POLLENS - GRASSES Canary Grass, Reed Corn, Cultivated Johnson Grass Oats, Cultivated Quack (Couch) Grass Rve Cultivated Ryegrass, Giant Wild Rvegrass, Italian Wheat, Cultivated MOULDS

Fusarium solani

Mucor plumbeus

chrysogenum Penicillium digitatum Phoma betae Rhizopus arrhizus Rhizopus stolonife Rhodotorula mucilaginosa

Trichophyton rubrum Trichothecium roseum

Aspergillus Mix Dematiaceae Mix Fusarium Mix Mold Mix #1 Mold Mix #2 Mold Mix #3

Oat Smut Grain Smut Mix

Aspergillus amstelodam Aspergillus flavus Asperaillus fumigatus Aspergillus nidulans Aspergillus niger

Bipolaris sorokiniana Botrytis cinerea Candida albicans\* Chaetomium alobosum Cladosporium herbarum Cladosporium sphaerospe Curvularia spicifera

Epicossum nigrum Gibberella fuiikuroi Gliocladium viride

Microsporum canis

Neurospora intermedia Paecilomyces variotii Penicillium chrysogenum var.

Saccharomyces cerevisiae Sarocladium strictum Stemphylium solani

New Stock Fungi Mix Phycomycetes Mix

Guinea Pig Epithelia

Raspberry, Red

Sesame Seed

Squash, Yellow Summer

Sovbean

Spinach

Tomato

Vanilla

Beef

Pork

Strawberry

Watermelor

Wheat, Whole

Chicken Meat

Turkey Meat

Bass, Black

Cod. Atlantic

Crab. Blue

Catfish, Channel

Flounder, Southern

Lobster, American

Perch, Ocean

Scallops, Sea

Shrimp, Brown

Trout, Rainboy

Tuna, Yellowfir

Shellfish Mix

Cashew Nut

Hazelnut (Filbert)

Walnut, Black

Walnut, English

5/ PRICK TESTS

40-WELL SKIN OMNITM

Positive control (Histamin

Negative control

D. Farinae

5 Grasses

**EVALUATION PACKAGE** 

Coconut

Pecan

Fish Mix

Almond

Salmon, Atlantic

Mackerel, King/Atlantic

Oyster, Atlantic/Eastern

Clam, Northern Quahoo

Egg White, Chicken

Egg Whole, Chicker

Goat Epithelia Horse Epithelia Rabbit Epithelia

Canary Feathers Chicken Feathers **Duck Feathers** Parakeet Feathers Feather Mix Cotton Linters Cottonseed

Gum Karava Gum Tragacanth

Orris Root Pyrethrum Silk Worm Cocoon

Mosauito

Helminthsporium solar Hypomycės perniciosus

Mucor circinelloides f. lusitanicus

Alternaria/Hormodendrum Mix

Hamster Enithelia

Kapok

Ant, Black Carpenter

Cockroach, German Flea (Agueous Only)

FOODS

Apricot

Trichophyton mentagrophytes

Monilia Mix

Corn Smut Loose Smut of Barley

Grass Smut Mix **EPITHELIA** Cattle Epithelia

Scale/Atriplex Mix Western Ragweed Mix

Geotrichum candidum

Mucor circinelloides f

AHH Mix

Bermuda Grass Smut

Loose Smut of Wheat

Dog Epithelia Gerbil Epithelia

Leaf Tobacco, Cultivated

Fire Ant - Solenopsis richter Fire Δnt - Solenonsis invicta

Cockroach, American

2 Cockroach Mix

Barley, Whole Grain Bean, Navy Bean, String Green Blueberry, Velvet Broccoli

Coffee

Cucumbe

Hops

Lemon

lettuce

Nutmeg

Onion

Peach

Mustard Seed

Olive Green

Pepper, Black

Pepper, Green

Pineapple

Pea, Green or English

40-WELL GREER® PICK® **EVALUATION PACKAGE** Cabbage **60-WELL SKIN OMNI™** Cantaloupe **EVALUATION PACKAGE** Carrot Cauliflowe 60-WELL GREER® PICK® Celerv **EVALUATION PACKAGE ALYOSTAL PRICK** Cacao Bean

D. Pteronyssinus Cranberry Ragweed Grape, White Seedless Grapefruit Olive Cat dander

> Alder Wall pellitory Cvnodor Rye grass

Artemisia Bermuda grass **GREER® PICK®** GREER® PICK® TRAY™

GREER® PICK® TRAY™

LID PRICK LANCET **STALLERPOINT®** 

**GREER® PICK® WELL™** SKINTESTOR OMNITA SKINTESTOR OMNIT

SKINTESTOR OMNI™ **TRAYS** 

SYSTEM

**THE GREER® PICK®** 

**6/ OTHER SUPPLIES** 

DOM' HOUS GREER® STERILE DILUENTS

**GREER® STERILE EMPTY** VIALSTM **GREER® VERSA VIAL RACK** 

**ANCILLARY PRODUCTS GREER PHARMACY** - NAMED PATIENT

**JIFFY MAILING BAGS MAILING CONTAINERS NONSTERILE EMPTY** 

**PRODUCTS** 

VIALS PLASTIC COLOURED CAPS SAFETY SYDINGES **STERILE DILUENTS** 

**SHARPS COLLECTORS SKIN REACTION GUIDES STERILE EMPTY VIALS** STOCK AND CUSTOM-

**PRINTED LABELS** 

**TRAYS** 

**VIAL RACKS** 

**STYROFOAM CONTAINERS SYRINGES AND SYRINGE** 

Oak, California Live

Russian Thistle Sagebrush, Comm Sage, Prairie Salthush Annual Sorrel, Sheep (Red) Waterhemp, Tall Wingscale

Not all our products and extracts are available in all geographic territories.

Oak, White Olive Olive, Russian Orange Pollen Palm, Queen Pine, Australian (Beefwood)

Pine, Loblolly Pine, Ponderosa Pine, Virginia Scrub Pine. Western White Pine, Yellow Poplar, Lombardy's

Oak, California White

Oak, Virginia Live

Oak, Western White

Oak, Red

Oak, Water

Pecan

Poplar, White Sweetgum Sycamore, American Sycamore, California (Western)

Walnut, Black Walnut, California Black Walnut, English Wax Myrtle Willow, Arroyo Willow Black 2 Maple Mix

3 Maple Mix Rirch Mix Central/Eastern 4 Tree Mix Eastern 6 Tree Mix

Eastern 8 Tree Mix Fastern 9 Tree Mix Eastern 10 Tree Mix Eastern Oak Mix Hickory-Pecan Mix

> Western 3 Tree Mix Western Oak Mix

POLLENS - WEEDS

Marshelder, Burweed (Giant

Ragweed, Slender

\* Progressive resumption of production

STALLERGENES GREER | 2022 IN REVIEW

# STALLERGENES GREER INTERNATIONAL AG

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