



To NASDAQ OMX Copenhagen A/S  
and the press

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## **ALK and MSD enter co-promotion agreement for GRAZAX<sup>®</sup> in France**

Page 1/2

*ALK and MSD combine sales and marketing efforts to accelerate the uptake of GRAZAX<sup>®</sup> in one of the world's most important allergy treatment markets.*

Today, ALK announced that the company has entered into a co-promotion agreement with MSD (known as Merck inside the United States and Canada) for GRAZAX<sup>®</sup> in France, the second-largest allergy immunotherapy market in the world.

GRAZAX<sup>®</sup> is a fast-dissolving, once daily allergy immunotherapy tablet (AIT) for home treatment of grass pollen allergy. GRAZAX<sup>®</sup> works by inducing a protective immune response and offers patients sustained relief of their allergy symptoms.

Jens Bager, President and CEO of ALK said: "This agreement with MSD extends the reach of our innovative range of modern allergy products. MSD has a strong position in the respiratory field in France and we expect that the combined resources of our two companies will accelerate the uptake of GRAZAX<sup>®</sup> by the allergy community in France, extending its benefits to a greater number of patients."

GRAZAX<sup>®</sup> is the world's first and only registered disease-modifying allergy immunotherapy tablet. So far, 17 randomised, controlled clinical trials have been completed, and have delivered robust clinical evidence in significant favour of the treatment. GRAZAX<sup>®</sup> is currently available as a reimbursed treatment in 16 European countries. ALK's partner in North America, Merck, plans to file a New Drug Application for grass AIT with the U.S. Food and Drug Administration (FDA) in 2013.

Guy Eiferman, Managing Director, MSD France said: "ALK and MSD have been working in partnership for several years to develop, register and commercialise a new range of effective and convenient treatments for the most important allergies. This represents an expansion of that partnership beyond the North American markets and provides an earlier opportunity for us to work together on a commercialisation plan in one of the world's most important allergy treatment markets."

Under the agreement, ALK will book all sales of GRAZAX<sup>®</sup> and MSD will receive a co-promotion fee from ALK which reflects the product's overall sales performance in France. The agreement is expected to have a limited impact on ALK's financial outlook for 2012. ALK therefore continues to expect total revenues of up DKK 2.4 billion and an operating result (EBITDA) in excess of DKK 300 million.



Page 2/2

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**About ALK**

*ALK is a research-driven global pharmaceutical company focusing on allergy prevention, diagnosis and treatment. ALK is the world leader in allergy immunotherapy – a unique treatment of the underlying cause of allergy. The company has approximately 1,800 employees with subsidiaries, production facilities and distributors worldwide. ALK has entered into partnership agreements with Merck and Torii Pharmaceutical Co., Ltd. to commercialise allergy immunotherapy tablets (AIT) in North America and Japan, respectively. The company is headquartered in Hørsholm, Denmark, and listed on the NASDAQ OMX Copenhagen A/S. Find more information at [www.alk-abello.com](http://www.alk-abello.com).*

**About MSD**

*Today's MSD is a global healthcare leader working to help the world be well. MSD is a tradename of Merck & Co., Inc., with headquarters in Whitehouse Station, N.J., U.S.A. Through our prescription medicines, vaccines, biologic therapies, and consumer care and animal health products, we work with customers and operate in more than 140 countries to deliver innovative health solutions. We also demonstrate our commitment to increasing access to healthcare through far-reaching policies, programs and partnerships. For more information, visit [www.msd.com](http://www.msd.com).*