

# ALK-Abelló signs partnership agreement with Schering-Plough

Conference call, January 3, 2007

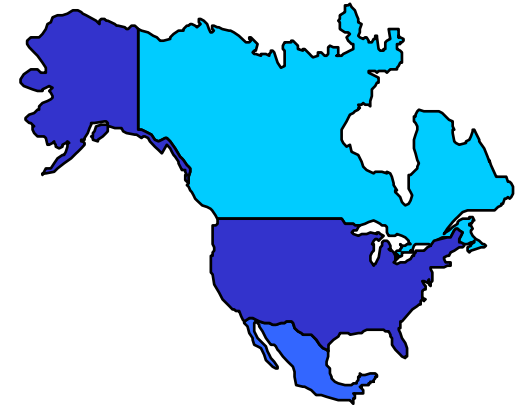


# About Schering-Plough

- **Schering-Plough is a global science-based health care company**
- **Strong management lead by Chairman and CEO Fred Hassan**
- **Number of employees: 32,000 / 13,000 sales reps**
- **Net sales in 2005: USD 9.5 billion (approximately DKK 55 billion)**
- **R&D investment (2005): USD 1.9 billion (approximately DKK 11 billion)**

# The agreement with Schering-Plough

- A strategic alliance to develop and commercialize ALK-Abelló's tablet-based allergy immunotherapies in
  - ▶ the USA, Canada and Mexico
  
- The agreement gives Schering-Plough exclusive license rights to develop, market and distribute the tablet-based immunotherapies against
  - ▶ grass pollen allergy (GRAZAX<sup>®</sup>), house dust mite allergy and ragweed allergy



# Highlights of the agreement

- **ALK-Abelló will receive an up-front payment of USD 35 million (approximately DKK 200 million)**
- **ALK-Abelló may receive up to a total of USD 255 million (approximately DKK 1.4 billion) of milestone payments**
  - ▶ **USD 65 million (approximately DKK 370 million) for clinical development and regulatory events, the rest for the achievement of specific sales milestones**
- **ALK-Abelló will be entitled to royalty payments on sales of the products on the North American market**
- **Schering-Plough will be responsible for all costs of clinical development, registration, marketing and sales of the products on the North American market**
- **ALK-Abelló will be responsible for tablet production and supply**

# Questions?

