

\$838 million for the full year 2012. Total revenues for the full year included a \$50 million from Sanofi and \$25 million of milestone payments from Bayer HealthCare in connection with ZALTRAP<sup>®</sup> (ziv-aflibercept) Injection for Intravenous Infusion and EYLEA (aflibercept) Injection, respectively, as described below.

The Company reported non-GAAP net income of \$171 million, or \$1.47 per diluted share, for the fourth quarter of 2012, or \$530 million, or \$4.66 per diluted share, for the year ended December 31, 2012. Non-GAAP net income includes cash share-based compensation expense, non-cash interest expense related to the Company's convertible notes, and a non-cash tax benefit of \$336 million recorded during the fourth quarter. EYLEA contributed substantially all of the valuation allowance associated with the Company's deferred tax assets for the fourth quarter of 2012. The Company reported GAAP net income of \$470 million, or \$4.08 per diluted share, for the fourth quarter of 2012, or \$750 million, or \$6.75 per diluted share, for the full year 2012.

"2012 was truly a transformative year for Regeneron as strong U.S. net sales of EYLEA demonstrated our profitability on a GAAP and non-GAAP basis," said Leonard S. Schleifer, M.D., Ph.D., President and Chief Executive Officer of Regeneron. "With the recent U.S. approval of EYLEA for the treatment of macular degeneration and retinal vein occlusion (CRVO), and receipt of a Medicare J-Code for EYLEA in January 2013, we expect strong U.S. growth for EYLEA and forecast U.S. net sales of \$1.2 billion to \$1.3 billion for 2013. Our partner Bayer HealthCare has begun to launch EYLEA for the treatment of neovascular age-related macular degeneration (wet AMD) in Japan, Europe, Australia, and other regions, and we expect strong international growth through 2013 and beyond as pricing approvals are received."

"Clinical development of EYLEA in additional indications continued to progress in 2012. A Phase 3 trial for diabetic macular edema (DME) was fully enrolled and a Phase 3 trial in macular edema secondary to retinal vein occlusion (BRVO) was initiated," said George D. Yancopoulos, M.D., Ph.D., Chief Scientific Officer of Regeneron Laboratories. "Our pipeline also advanced significantly during 2012, with the full enrollment of our ODYSSEY program for REGN727, an antibody targeting PCSK9 to reduce low-density lipoprotein cholesterol, and the full enrollment of our first Phase 3 trial for sarilumab, our IL-6 receptor antibody. We are also encouraged by the potential of our IL-4R inhibitor, REGN668. REGN668 demonstrated efficacy in a proof-of-concept trial in allergic asthma and atopic dermatitis, and data from these trials will be presented at upcoming conferences for presentation later in the year. We look forward to starting later stage, Phase 2b trials for REGN668 in 2013."

### ***Business Highlights - Fourth Quarter 2012 and 2013 to Date***

#### **EYLEA<sup>®</sup> (aflibercept) Injection for Intravitreal Injection**

The Company and Bayer HealthCare collaborate on the global development and commercialization of EYLEA outside the United States, and share profits and losses from commercial sales outside the United States except for Japan, where the Company receives a royalty on net sales. The Company has exclusive rights to EYLEA in the United States and is entitled to all profits from sales in the United States.

In November 2012, Bayer HealthCare received regulatory approval for EYLEA for the treatment of patients with wet AMD. In November 2012, Bayer HealthCare received regulatory approval for EYLEA in Japan for the treatment of patients with wet AMD.

Net sales recorded by Bayer HealthCare for EYLEA outside of the United States for the fourth quarter of 2012.

Regeneron has eleven fully human monoclonal antibodies based on the COX-2 technology in clinical development, including six in collaboration with Sanofi.

ODYSSEY, a large, global Phase 3 program with REGN727, an antibody targeting cholesterol, was initiated in June 2012 and is currently enrolling patients. The initial results from a Phase 3 ODYSSEY trial in the second half of 2013.

REGN668, an antibody targeting IL-4R, demonstrated positive proof of concept in atopic dermatitis. Data in atopic dermatitis will be presented at the 71<sup>st</sup> Annual Meeting of the American Academy of Dermatology in March 2013. Data in allergic asthma will be submitted at various conferences for presentation later in the year.

REGN1500, an antibody against an undisclosed target that is being developed in collaboration with Sanofi, entered clinical development.

#### ***Fourth Quarter and Full Year 2012 Financial Results***

**Total Revenues:** Total revenues were \$415 million in the fourth quarter and \$1.4 billion for the full year 2012, compared to \$123 million in the fourth quarter and \$446 million for the full year 2011. Total revenues include collaboration revenues of \$127 million in the fourth quarter and \$494 million for the full year 2012, compared to \$127 million in the fourth quarter and \$370 million for the full year 2011. Included in collaboration revenues are \$15 million and \$10 million substantive milestone payments from Bayer HealthCare in the third quarter and fourth quarter of 2012, respectively, in connection with receipt of regulatory approvals in Japan for EYLEA for the treatment of wet AMD. In addition, the Company received a substantive milestone payment from Sanofi in the third quarter of 2012 in connection with the approval for patients with mCRC that is resistant to or has progressed following an oxaliplatin-based regimen.

**Product Revenues:** Net product sales were \$281 million in the fourth quarter and \$838 million for the full year 2012, compared to \$30 million in the fourth quarter and \$45 million for the full year 2011. Net product sales include approval and launch of EYLEA in November 2011. EYLEA net product sales were \$281 million in the fourth quarter and \$838 million for the full year 2012, compared to \$25 million for both the fourth quarter and full year 2011. ARCALYST net product sales were \$5 million in both the fourth quarters of 2012 and 2011, compared to \$5 million in both the fourth quarters of 2012 and 2011.

**Research and Development (R&D) Expenses:** In 2012, GAAP R&D expenses were \$1.1 billion in the fourth quarter and \$626 million for the full year, compared to \$129 million in the fourth quarter and \$497 million for the full year 2011. The higher R&D expenses in 2012 were principally due to increased R&D headcount, higher non-cash share-based compensation expense, partly offset by lower EYLEA development costs incurred by Bayer HealthCare. Non-cash share-based compensation expense was \$18 million for the fourth quarter and \$33 million for the full year 2012, compared to \$9 million in the fourth quarter and \$33 million for the full year 2011.

**Selling, General, and Administrative (SG&A) Expenses:** In 2012, GAAP SG&A expenses were \$211 million in the fourth quarter and \$211 million for the full year, compared to \$36 million in the fourth quarter and \$100 million for the full year 2011. The increase was primarily due to higher selling expenses in connection with the launch of EYLEA, higher SG&A headcount, and higher non-cash share-based compensation expense. Non-cash share-based compensation expense was \$12 million in the fourth quarter and \$23 million for the full year 2012, compared to \$6 million in the fourth quarter and \$23 million for the full year 2011.

**Non-GAAP and GAAP Net Income (Loss):** The Company reported non-GAAP net income of \$1.47 per basic share and \$1.47 per diluted share, in the fourth quarter of 2012, compared to a non-GAAP net income of \$0.37 per share (basic and diluted), in the fourth quarter of 2011. The Company reported GAAP net income of \$530 million, or \$5.60 per basic share and \$4.66 per diluted share, for the fourth quarter of 2012, compared to a GAAP net loss of \$53 million, or \$0.58 per share (basic and diluted), for the fourth quarter of 2011. The Company reported GAAP net income of \$750 million, or \$7.50 per basic share and \$6.00 per diluted share, for the full year 2012, compared to a GAAP net loss of \$222 million, or \$2.22 per basic share and \$1.79 per share (basic and diluted), for the full year 2011. The Company's non-GAAP net income (loss) excludes non-cash share-based compensation expense, non-cash interest expense, non-cash income tax expense or benefit, and non-cash income tax expense or benefit.

The Company reported GAAP net income of \$470 million, or \$4.92 per basic share and \$4.92 per diluted share, in the fourth quarter of 2012, compared to a GAAP net loss of \$53 million, or \$0.58 per share (basic and diluted), for the fourth quarter of 2011. The Company reported GAAP net income of \$750 million, or \$7.50 per basic share and \$6.00 per diluted share, for the full year 2012, compared to a GAAP net loss of \$222 million, or \$2.22 per basic share and \$1.79 per share (basic and diluted), for the full year 2011.

**Cash Position:** At December 31, 2012, cash and marketable securities totaled \$588 million (including \$8 million of restricted cash and marketable securities), compared to \$811 million (including \$8 million of restricted cash and marketable securities) at December 31, 2011. In addition, accounts receivable related to the Company's sales totaled \$26 million at December 31, 2012, compared to \$26 million at December 31, 2011.

**Use of Non-GAAP Financial Measures:** The Company believes that the presentation of non-GAAP financial measures is useful to investors because it excludes (i) non-cash share-based compensation expense with respect to the fourth quarter based on factors that are not within the Company's control, such as the Company's share-based grants are issued, (ii) non-cash interest expense related to the Company's convertible senior notes, which this is not deemed useful in evaluating the Company's operating performance, (iii) non-cash income tax expense since the Company does not currently pay, or expect to pay in the near future, significant income taxes, primarily to the utilization of net operating loss and tax credit carry-forwards; therefore, this is not deemed useful in evaluating the Company's operating performance, and (iv) a non-cash expense of releasing substantially all of the valuation allowance associated with the Company's convertible senior notes. Furthermore, management uses these non-GAAP measures for planning, budgeting, evaluating operating performance, and making financial and operational decisions, and also provides forecasts of future operating performance. However, there are limitations in the use of these non-GAAP financial measures as they are not recurring in nature. Furthermore, the Company's non-GAAP financial measures are not comparable to non-GAAP information provided by other companies. The non-GAAP financial measures are supplemental to, and not a substitute for, measures of financial performance prepared in accordance with GAAP. A reconciliation of the Company's GAAP to non-GAAP results is included in Table 3 of the Company's 2012 Annual Report.

### Conference Call Information

Regeneron will host a conference call and simultaneous webcast to discuss its fourth quarter 2012 financial and operating results on Thursday, February 14, 2013, at 8:30 AM. To access the conference call, please call (U.S.) or (973) 890-8355 (International). A link to the webcast may be accessed from the "Investor Relations" page of Regeneron's website at [www.regeneron.com](http://www.regeneron.com). A replay of the conference call will be available on the Company's website and will be available for 30 days.

### About Regeneron Pharmaceuticals, Inc.

projections, producing, and selling products; the ability of Regeneron to meet any of its obligations under any license or collaboration agreement, including Regeneron's agreements with Sanofi; the possibility that any license or collaboration agreement may be canceled or terminated without any further product success; and risks associated with intellectual property and pending or future litigation relating thereto. A more complete description of the risks can be found in Regeneron's filings with the United States Securities and Exchange Commission, including its Form 10-K for the year ended December 31, 2011 and its Form 10-Q for the quarter ended September 30, 2011. Regeneron does not undertake any obligation to update publicly any forward-looking information, and it may be limited in its ability to do so by a limitation any financial projection or guidance, whether as a result of new information becoming available or otherwise, unless required by law.

*This news release and/or the financial results attached to this news release include amounts that are not "GAAP financial measures" under SEC rules. As required, Regeneron has provided reconciling information.*

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TABLE 1

**REGENERON PHARMACEUTICALS, INC.**  
**CONDENSED BALANCE SHEETS (Unaudited)**  
*(In thousands)*

	D
<b>ASSETS</b>	
Cash, restricted cash, and marketable securities	\$
Accounts receivable - trade, net	
Accounts receivable from Sanofi	
Deferred tax assets	
Property, plant, and equipment, net	
Other assets	
	\$
Total assets	

	2012	2011
Revenues:		
Net product sales	\$ 281,471	\$
Sanofi collaboration revenue	104,779	
Bayer HealthCare collaboration revenue	21,791	
Technology licensing	5,892	
Contract research and other	669	
	<u>414,602</u>	<u>1</u>
Expenses:		
Research and development	181,024	1
Selling, general, and administrative	57,739	
Cost of goods sold	30,169	
	<u>268,932</u>	<u>1</u>
Income (loss) from operations	<u>145,670</u>	<u>(4)</u>
Other income (expense):		
Investment income	384	
Interest expense	(11,495)	
	<u>(11,111)</u>	<u>(1)</u>
Income (loss) before income taxes	134,559	(5)
Income tax benefit	<u>335,848</u>	
Net income (loss)	<u>\$ 470,407</u>	<u>\$ (5)</u>
Net income (loss) per share - basic	\$ 4.92	\$
Net income (loss) per share - diluted	\$ 4.08	\$
Weighted average shares outstanding - basic	95,691	
Weighted average shares outstanding - diluted	117,237	

TABLE 3

## REGENERON PHARMACEUTICALS, INC.

## RECONCILIATION OF GAAP NET INCOME (LOSS) TO NON-GAAP NET INCOME (LOSS) (UN)

*(In thousands, except per share data)*

Three months ended

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