



## News Release

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### **MEDPOINTE ANNOUNCES ASTELIN® CO-PROMOTION AGREEMENT WITH SEPRACOR**

Multi-Year Collaboration Sets Stage for Product's Accelerated Sales Growth

**SOMERSET, NJ** – August 20, 2002 – In a move designed to further enhance the sales growth of its flagship product, the nasal spray antihistamine ASTELIN®, MedPointe Inc. announced today it has entered into a multi-year co-promotion agreement with Sepracor Inc. (NASDAQ: SEPR), Marlborough, Mass. Under terms of the agreement, Sepracor's 450-person sales force will co-promote ASTELIN in the US to an array of physician specialists, including pediatricians, allergists, ENTs, and pulmonologists, as well as to primary care physicians. Sepracor already markets its anti-asthmatic, XOPENEX® brand levalbuterol HCl inhalation solution, to many of the physicians targeted under the co-promotion agreement. The Sepracor sales force, added to MedPointe's existing 304-person field sales force, will almost double the detailing effort behind ASTELIN. For the year ended March 2002, ASTELIN product sales were approximately \$69 million.

Sepracor will receive a percentage of net sales above an agreed upon annual baseline sales level. Each company is responsible for its own selling expenses. Specific financial and other terms of the co-promotion agreement were not disclosed.

“This is a key strategic initiative for MedPointe, and we are extremely pleased to be working with Sepracor in the co-promotion of our most important growth driver, ASTELIN,” said Paul R. Edick, MedPointe Senior Vice President and President of its Wallace Pharmaceuticals unit. “The Sepracor sales force is comprised of well-trained and highly effective sales representatives who have demonstrated expertise marketing in the respiratory therapeutic area, and we believe they will prove to be an excellent partner.”

“ASTELIN is an excellent strategic fit for Sepracor’s 450-person sales force, which currently markets XOPENEX, a nebulized beta-agonist. Asthma and allergy have seasonal components that peak at different times allowing our sales team to maximize the potential of both products,” stated William J. O’Shea, President and Chief Operating Officer of Sepracor. “ASTELIN is unique in that in addition to treating symptoms of seasonal allergic rhinitis it is the only prescription antihistamine indicated for relieving symptoms of vasomotor rhinitis, including nasal congestion and postnasal drip.

Together, Sepracor and MedPointe will deliver approximately 800,000 doctor visits per year, which should give ASTELIN a very competitive share of voice.”

ASTELIN, a FDA-approved, patent-protected nasal spray, occupies a unique position within the antihistamine marketplace. It is the only non-steroidal product indicated for use in treating both seasonal allergic rhinitis as well as non-allergic, non-seasonal, vasomotor rhinitis. The product has been approved for use in adults and children five years of age and older.

Allergic rhinitis is an allergen-induced inflammation of the membranes lining the nose. Allergic rhinitis includes seasonal allergic rhinitis, which is an allergic reaction that occurs due to wind-borne pollen exposure. Common symptoms include sneezing, often accompanied by a runny or clogged nose; coughing and postnasal drip; itchy eyes, nose and throat; and red, burning or watery eyes.

Non-allergic vasomotor rhinitis is caused by exposure to common indoor and outdoor triggers, including strong odors such as tobacco smoke, perfumes, colognes, hairspray,

soaps, detergents, cleaners, paint, and car exhaust fumes. Weather, especially changes in humidity and temperature, can also trigger non-allergic vasomotor rhinitis. Spicy foods and alcohol can trigger allergy-like symptoms such as runny nose, nasal congestion, sneezing, and postnasal drip.

Sepracor Inc. is a research-based pharmaceutical company dedicated to treating and preventing human disease through the discovery, development, and commercialization of innovative pharmaceutical products that are directed toward serving unmet medical needs. Sepracor's drug development program has yielded an extensive portfolio of pharmaceutical compound candidates, including candidates for the treatment of respiratory, urology and central nervous system disorders. Sepracor's corporate headquarter are located in Marlborough, Massachusetts. For further information on Sepracor, contact David P. Southwell, EVP & CFO, or Jonae R. Barnes, VP-Investor Relations, at 508-481-6700 or visit [www.sepracor.com](http://www.sepracor.com).

MedPointe Inc. is a privately held company located in Somerset, New Jersey. Its prescription pharmaceutical products division, Wallace Pharmaceuticals, specializes in respiratory, cough/cold, pediatric and central nervous system products and maintains a manufacturing facility in Decatur, Ill. Wampole Laboratories, MedPointe's diagnostics division, distributes a wide range of immunoassay-based diagnostic tests for use by hospitals, physicians and reference laboratories. It was announced on August 8, 2002 that MedPointe has entered into a definitive agreement with Inverness Medical Innovations, Inc., whereby Inverness will purchase Wampole from MedPointe. For more information on MedPointe, Wallace Pharmaceuticals or Wampole Laboratories, visit [www.medpointeinc.com](http://www.medpointeinc.com).

Astelin is a registered trademark of Wallace Laboratories. Xopenex is a registered trademark of Sepracor Inc.