

H. LUNDBECK A/S

# Teleconference

4 May 2011 - 2PM CET

# Financial results First quarter 2011



## Company disclaimer

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This presentation contains forward-looking statements that provide our expectations or forecasts of future events such as new product introductions, product approvals and financial performance.

Such forward-looking statements are subject to risks, uncertainties and inaccurate assumptions. This may cause actual results to differ materially from expectations and it may cause any or all of our forward-looking statements here or in other publications to be wrong. Factors that may affect future results include interest rate and currency exchange rate fluctuations, delay or failure of development projects, production problems, unexpected contract breaches or terminations, government-mandated or market-driven price decreases for Lundbeck's products, introduction of competing products, Lundbeck's ability to successfully market both new and existing products, exposure to product liability and other lawsuits, changes in reimbursement rules and governmental laws and related interpretation thereof, and unexpected growth in costs and expenses.

## Q1 2011 – Solid foundation for 2011

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### Operations

- ★ Continued solid growth in first quarter
  - ★ 7% revenue growth (y/y)
  - ★ 4% EBIT growth (y/y)
- ★ On track to deliver on our financial guidance

### New product opportunities

- ★ Lexapro<sup>®</sup> approved in Japan
- ★ Launch of Sycrest<sup>®</sup>
- ★ First Cephalon-products to be launched in the beginning of 2012

### Pipeline

- ★ Seven products post proof of concept in clinical development
- ★ Lu AF11167 started in phase I

# Sycrest<sup>®</sup> launch initiated in Europe

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## Sycrest<sup>®</sup>

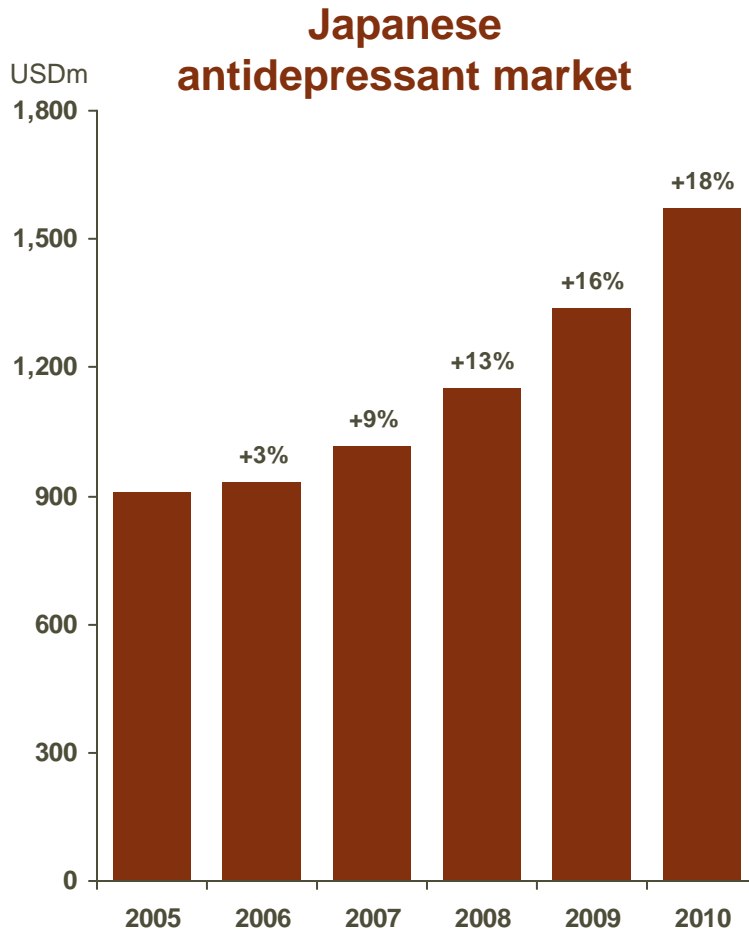
- ★ Exclusive commercial rights to Sycrest<sup>®</sup> in all markets outside the US, China and Japan in-licensed from Merck & Co.
- ★ Already approved in all EU countries
- ★ Synergies with existing sales force
- ★ Launched in April 2011
  
- ★ Large switch market
- ★ Diagnosed and treated bipolar patients are expected to increase
- ★ The global bipolar disorder market has a value of ~USD 8 billion

## Profile

- ★ Acute treatment of manic and mixed episodes associated with bipolar I disorder in adults
- ★ Rapid onset and highly efficacious
- ★ Unique tolerability
- ★ Fast dissolving sublingual tablet
- ★ Metabolic awareness

**Sycrest<sup>®</sup>** (asenapine)  
 sublingual tablets 5 and 10 mg

# Lexapro<sup>®</sup> approved in Japan



- ★ Approved in only seven months
  - ★ Fastest ever approval of an antidepressant in Japan
  
- ★ Lexapro<sup>®</sup> in strong position to become no. 1 brand in the market
  - ★ Very favourable risk-benefit ratio well suited for the Japanese market
  - ★ Simplicity of use
  - ★ Large and strong global pool of data to support roll-out
  - ★ 8 years of exclusivity
  
- ★ Mochida has marketing rights in Japan, in co-promotion with Mitsubishi Tanabe Pharmaceuticals
  - ★ Highest share-of-voice expected
  
- ★ To be launched in Q3 2011

# The Cephalon portfolio represents new growth opportunities in Canada and Latin America

- ★ The Cephalon products will significantly strengthen our position in Canada and Latin America while leveraging existing sales and marketing capabilities
- ★ Treanda<sup>®</sup> and Nuvigil<sup>®</sup> in particular represent attractive product opportunities adding significant sales in the 2012+ timeframe
- ★ Well known products already launched in the US and/or Europe

Product	Region
Provigil <sup>®</sup> (modafinil), Nuvigil <sup>®</sup> (armodafinil)	Canada (Nuvigil <sup>®</sup> only) and Latin America
Treanda <sup>®</sup> (bendamustine HCl)	Canada
Fentora <sup>®</sup> (fentanyl buccal tablet)	Canada and Latin America
Trisenox <sup>®</sup> (arsenic trioxide)	Canada
Myocet <sup>®</sup> (liposomal- doxorubicin) <sup>1)</sup>	Latin America

1) Myocet<sup>®</sup> will be included in the agreement at a later stage

# Lundbeck product launches 2011/2012

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## New products

- ★ Lundbeck's launch programme for the next 2 years represents significant opportunities
- ★ Significant investments in commercialisation of new products already in 2011

## ... and expanded collaborations

- ★ Positive impact from new co-promotion agreement related to Lexapro® in China
- ★ Azilect® in Asia represents additional opportunity

Products	Potential	First launch
Sycrest®	>DKK 1bn	April 2011
Lexapro® (Japan)	>DKK 500m <sup>1)</sup>	Q3 2011
Cephalon products	>DKK 500m	H1 2012
Onfi™ (clobazam)	>DKK 1bn	H1 2012
Nalmefene	~DKK 2.5bn	H2 2012

1) Royalty share

# Pipeline

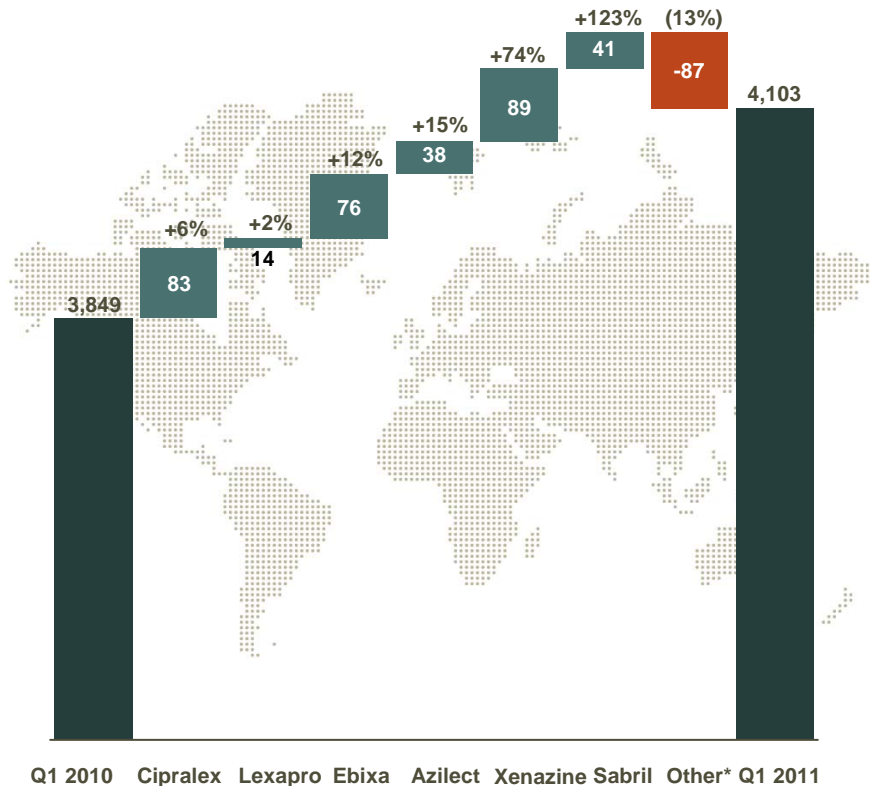
		Phase I	Phase II	Phase III	Regulatory filing		
BRAIN DISEASES	PSYCHIATRY		Lu AA24530	Lu AA21004			
		ALCOHOL DEPENDENCE			Nalmefene		
		PSYCHOSIS		Lu AA39959*	Zicronapine		
	NEUROLOGY	ALZHEIMER'S DISEASE		Lu AE58054			
		PARKINSON'S DISEASE	Lu 02-750				
			Lu AE04621				
		EPILEPSY			IV Carbamazepine	Clobazam (Onfi™)	
		OTHER	Lu AA24493 (stroke)		Lu AA24493 (Friedreich's ataxia)	Desmoteplase (stroke)	
			Lu AF11167				

\* The clinical programme with Lu AA39959 is currently on hold



# Strong development in all key products

## Revenue development Q1 2011 (DKKm)



- ★ Lundbeck's revenue was DKK 4,103 million and grew 7% compared to Q1 2010
- ★ Ciprolex<sup>®</sup>, Ebixa<sup>®</sup> and Azilect<sup>®</sup> all showed solid growth, despite increasing generic competition and health care reforms introduced during 2010
- ★ US revenue increased 8% driven by Sabril<sup>®</sup> and Xenazine<sup>®</sup>
- ★ International Markets grew 19% driven by growth in all key products
- ★ Other pharmaceuticals down 6%, impacted by a drop in revenue from Lundbeck Inc. mature products

\*Other includes Other pharmaceuticals and Other revenue

# Financial figures – distribution of costs for Q1 2011

## Profit and loss statement

DKKm	Q1 2011	Q1 2010	Growth
Revenue	4,103	3,849	7%
Cost of sales	781	698	12%
- as % of revenue	19%	18%	
SG&A costs	1,384	1,268	9%
- as % of revenue	34%	33%	
R&D costs	633	629	1%
- as % of revenue	15%	16%	
Total costs	2,798	2,595	8%
- as % of revenue	68%	67%	
EBIT	1,305	1,254	4%
- margin	32%	33%	
Net profit	930	945	(2%)

- ★ Total costs increased 8% in compared to Q1 2010
- ★ Cost of sales increased 12%, as sales of in-licensed products increased during the year (i.e. Xenazine<sup>®</sup>, Azilect<sup>®</sup> and Ebixa<sup>®</sup>)
- ★ SG&A costs was impacted by Sycrest<sup>®</sup> launch costs as well as pre-launch costs for Onfi<sup>™</sup> and nalmefene
- ★ EBIT was DKK 1,305 million and up 4% compared to Q1 2010
- ★ Net profit decreased 2% due to higher taxes and finance expenses compared to last year

## Cash flow – Q1 2011

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DKKm	Q1 2011	Q1 2010
Cash flow from operating activities	809	915
Cash and securities at end of the period	3,042	1,383
<b>Interest-bearing net cash (debt)</b>	<b>1,125</b>	<b>(585)</b>

- ★ Continued strong cash flow generation in the quarter
- ★ Operating activities generated a cash flow of DKK 809 million
- ★ Cash flow from investing activities was an outflow of DKK 692 million, due to investment in a money market fund
- ★ Interest-bearing net cash of DKK 1,125 million at the end of the quarter, and now positive compared to same quarter last year

# 2011 guidance maintained

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## Lundbeck guidance

DKK	Reported 2010	Guidance 2011
Revenue	14,765m	15.3-15.8bn
EBITDA	4,393m	4.3-4.6bn
EBIT	3,357m	3.3-3.6bn
Net profit	2,466m	2.3-2.6bn
<i>Tax rate</i>	25%	26-28%

# Key priorities for 2011

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## Operations

- ★ Continue the roll out of **Sycrest<sup>®</sup>**
- ★ Approval and launch of **Cephalon** products
- ★ Launch of **escitalopram** in Japan in Q3 2011
- ★ Preparations for successful launch of **nalmefene** and **Onfi<sup>™</sup>**
- ★ Continue expansion in **China**

## Pipeline

- ★ **Onfi<sup>™</sup>** (clobazam) FDA approval
- ★ Ensure optimal execution of the phase III studies with **Lu AA21004**
- ★ Completion of the third and last phase III study with **nalmefene** and initiation of the registration process
- ★ Focus on optimal execution of the phase III programme for **zicronapine**
- ★ Finalise phase II programme for **Lu AA24493** in Friedreich's ataxia

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