



TELECONFERENCE – H1 2017

9 August 2017



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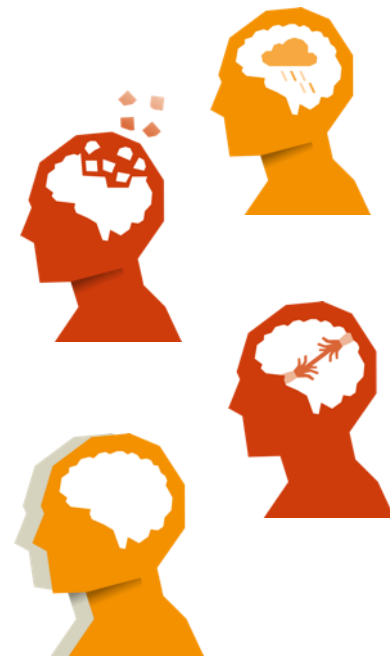
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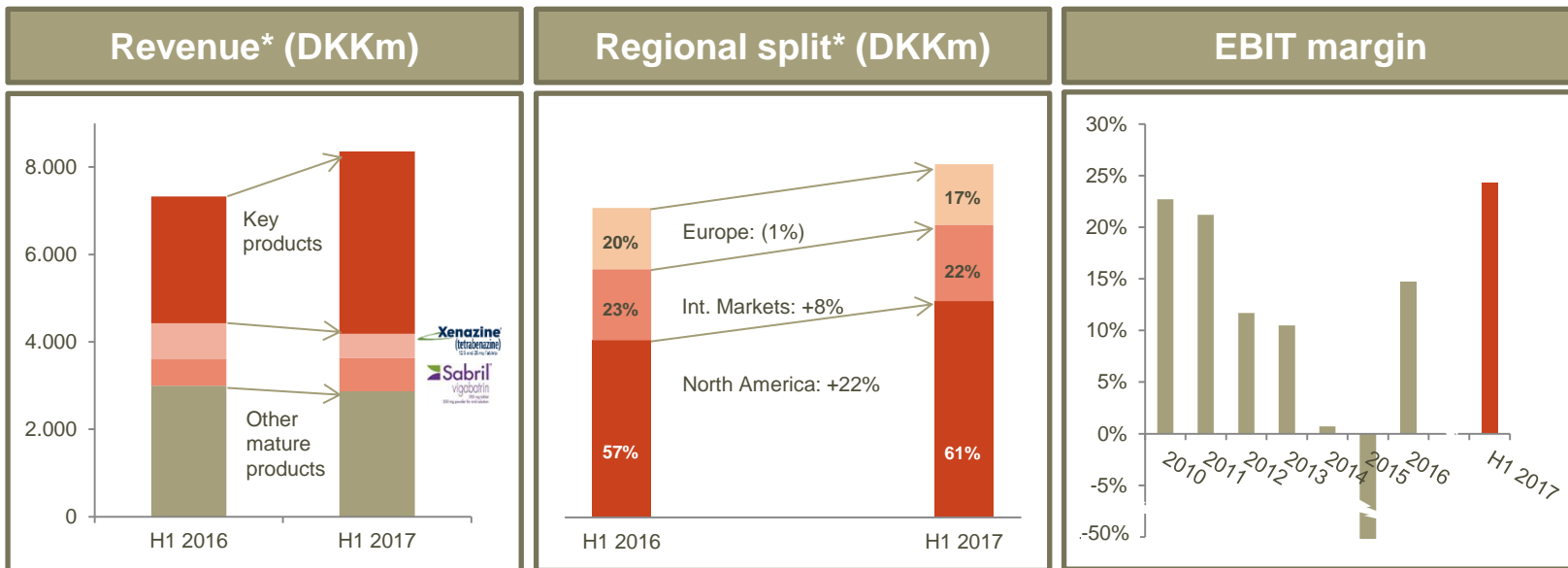


Guidance raised following 13% revenue growth and a doubling of EBIT in the first half of 2017

- ★ Total revenue increased by **13%** to DKK **8.5** billion
- ★ Key products grew **44%** to DKK 4.2 billion representing **49%** of revenue
- ★ EBIT doubled to DKK **2.1** billion and EBIT margin significantly improved to **24.3%**
- ★ EPS grew **186%** to DKK 6.06
- ★ Net cash improved by DKK **2.8** billion since Q2 2016
- ★ **Guidance raised** following better operational performance and Other Operating Income
- ★ **Abilify Maintena** approved by the US FDA for bipolar I disorder and **Azilect** approved in China for Parkinson's



Strong revenue growth of 13% to DKK 8.5 billion, EBIT margin improved from 12.7% to 24.3% in H1 2017



*) Excluding Other revenue

International Markets grew 8% with Brazil, China and Japan as major contributors



*) Excluding Other revenue

Key products exceed DKK 4 billion in H1 2017 - up 44% y/y



	DKKm	Δ%
H1 2017	574	85%



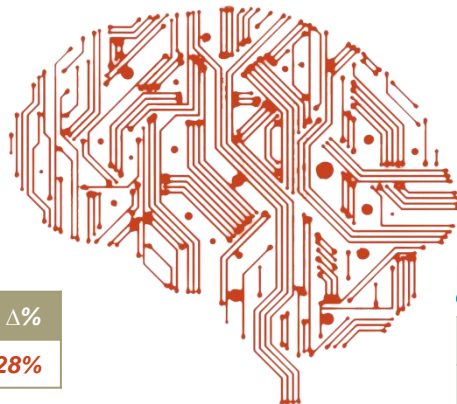
	DKKm	Δ%
H1 2017	659	23%



	DKKm	Δ%
H1 2017	778	61%

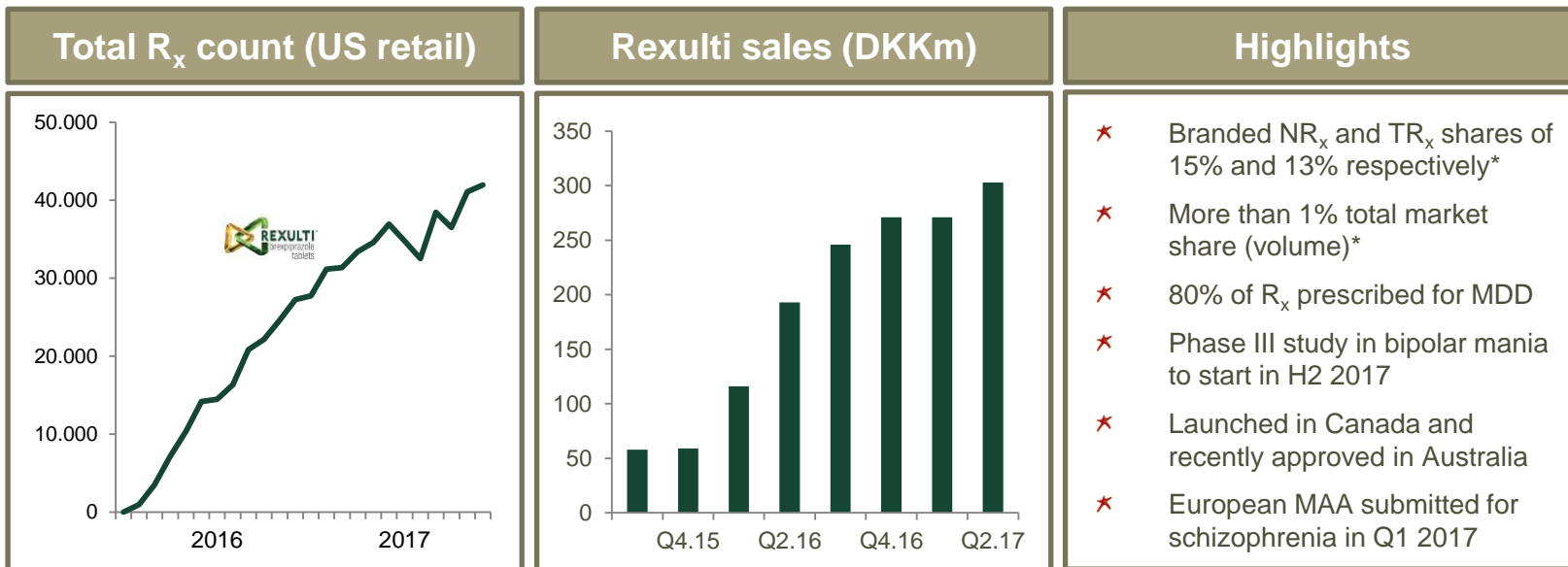


	DKKm	Δ%
H1 2017	1,448	28%



	DKKm	Δ%
H1 2017	716	60%

Rexulti grew 85% to DKK 574 million in H1 2017

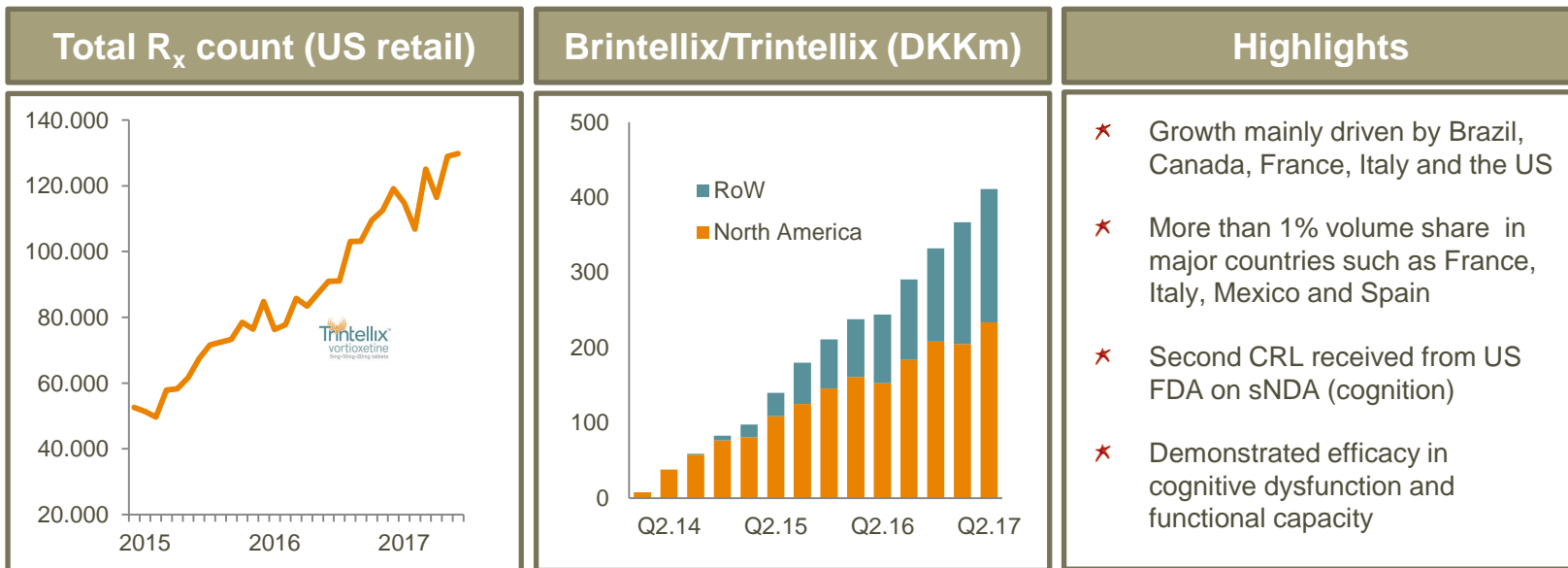


Source: Bloomberg (monthly data ending 6/2017)

Lundbeck's share of revenue

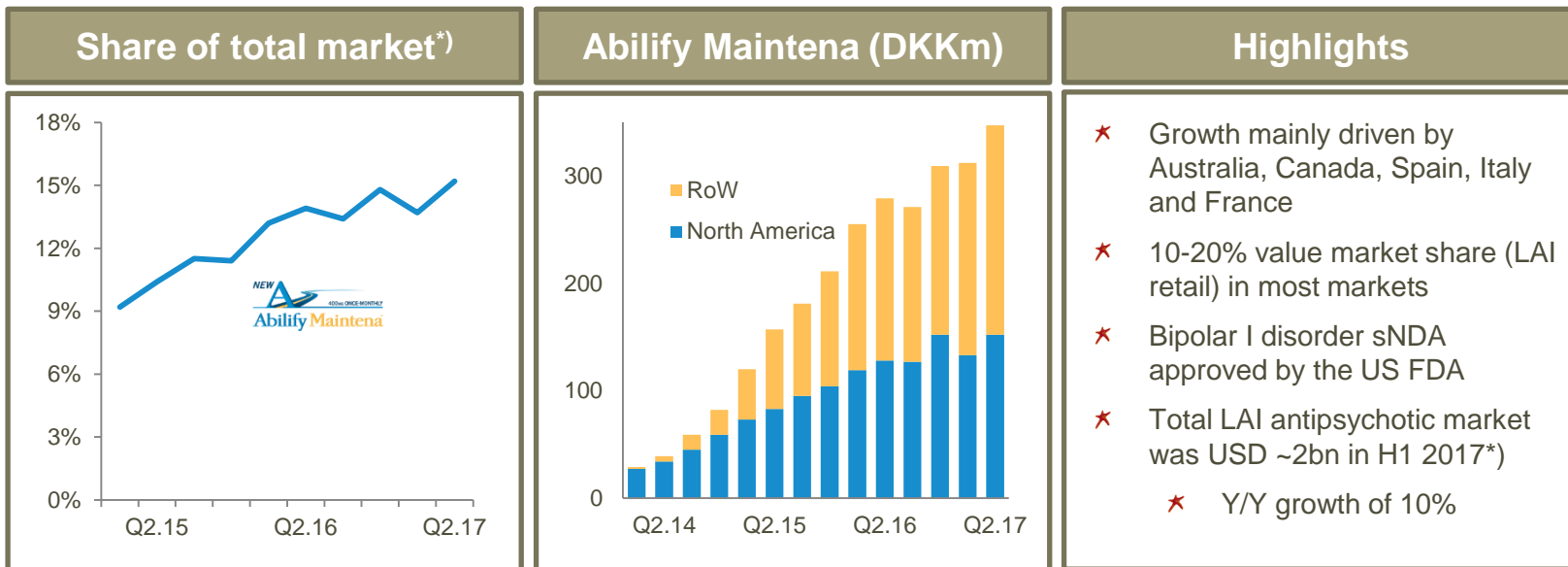
*) Week ending 2 July 2017

Brintellix/Trintellix grew 61% to DKK 778 million in H1 2017 with non-US adding to growth



Source: Bloomberg (monthly data ending 6/2017)

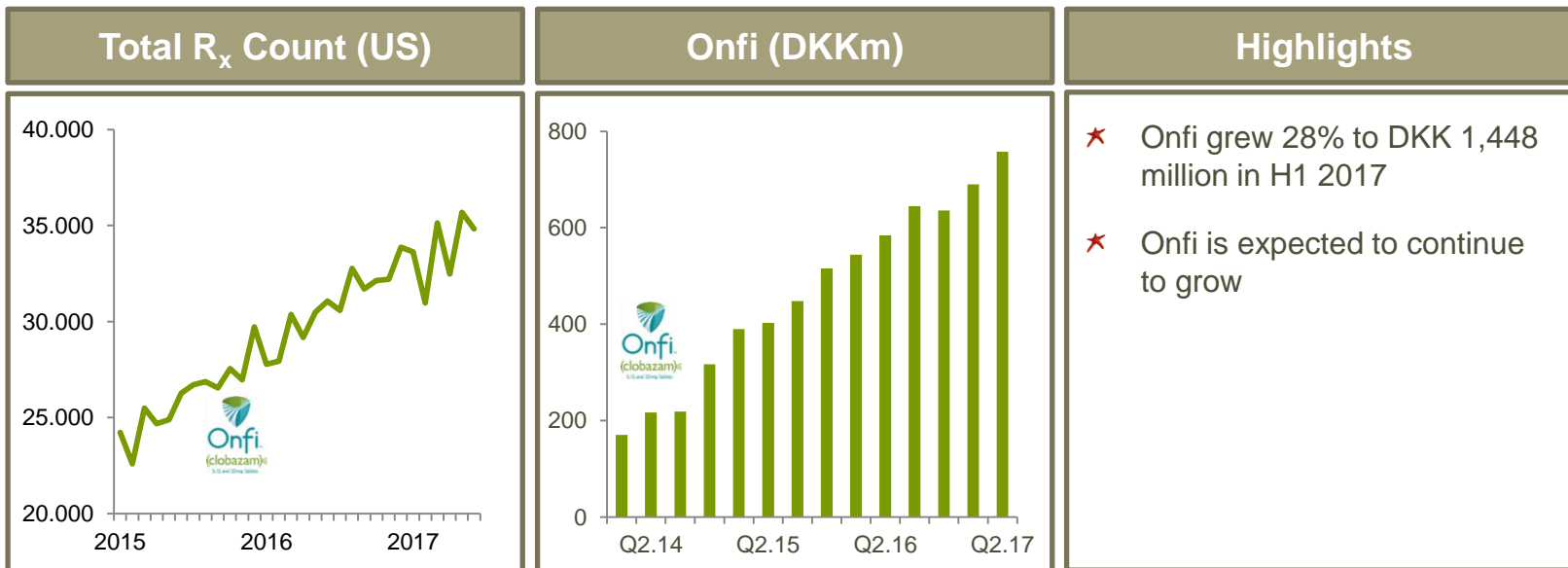
Abilify Maintena grew 23% to DKK 659 million in H1 2017 primarily driven by non-US markets



^{*)} Based on quarterly reports from Lundbeck, Otsuka, Alkermes and Johnson & Johnson

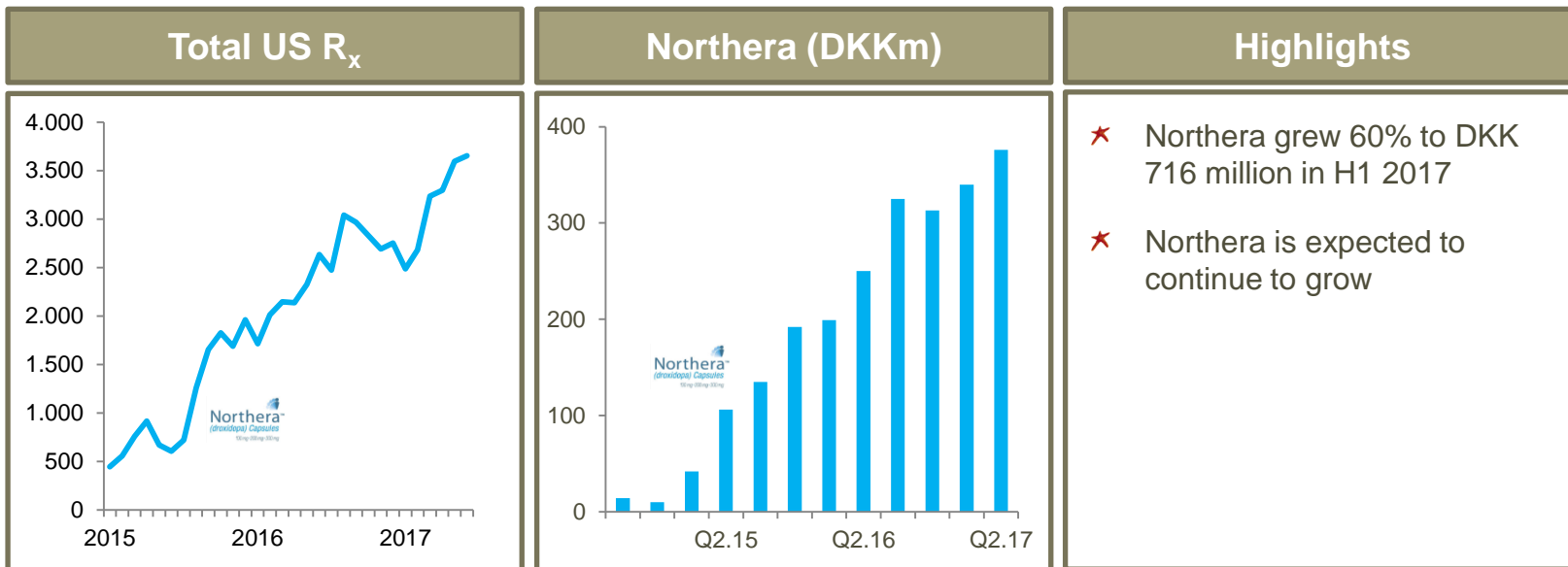
Lundbeck's share of revenue

Onfi continues its solid growth momentum



Source: Bloomberg (monthly data ending 6/2017)

Northera continues to show strong growth



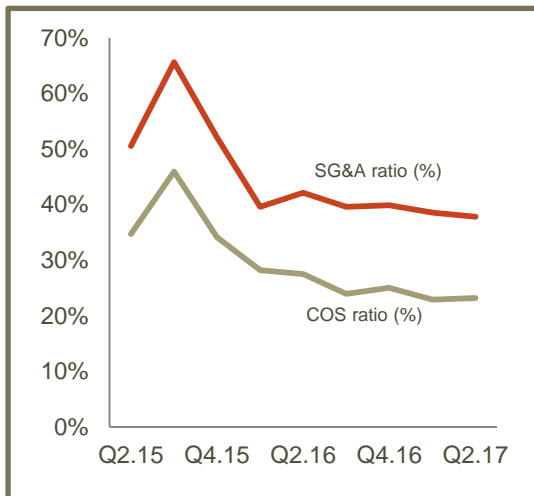
Source: Bloomberg (monthly data ending 6/2017)

Strong growth in revenue and significant improvement in both gross margin and EBIT margin

Financial results – Q2 2017 and H1 2017						
Q2 2017	Q2 2016	Δ%	DKKm	H1 2017	H1 2016	Δ%
4,283	3,751	14%	Revenue	8,494	7,521	13%
76.8%	72.5%	-	Gross margin	76.9%	72.1%	-
1,050	469	124%	EBIT	2,061	952	117%
24.5%	12.5%	-	EBIT margin	24.3%	12.7%	-
1,287	726	77%	Core EBIT	2,500	1,475	69%
608	232	161%	Net profit	1,195	418	186%
3.08	1.18	161%	EPS	6.06	2.12	186%

Continued focus on cost discipline

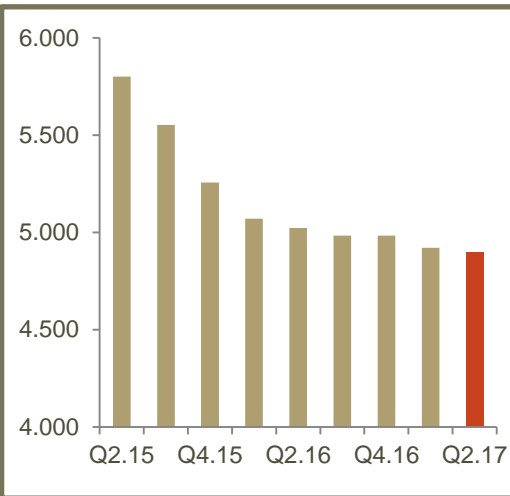
COS and SG&A ratio



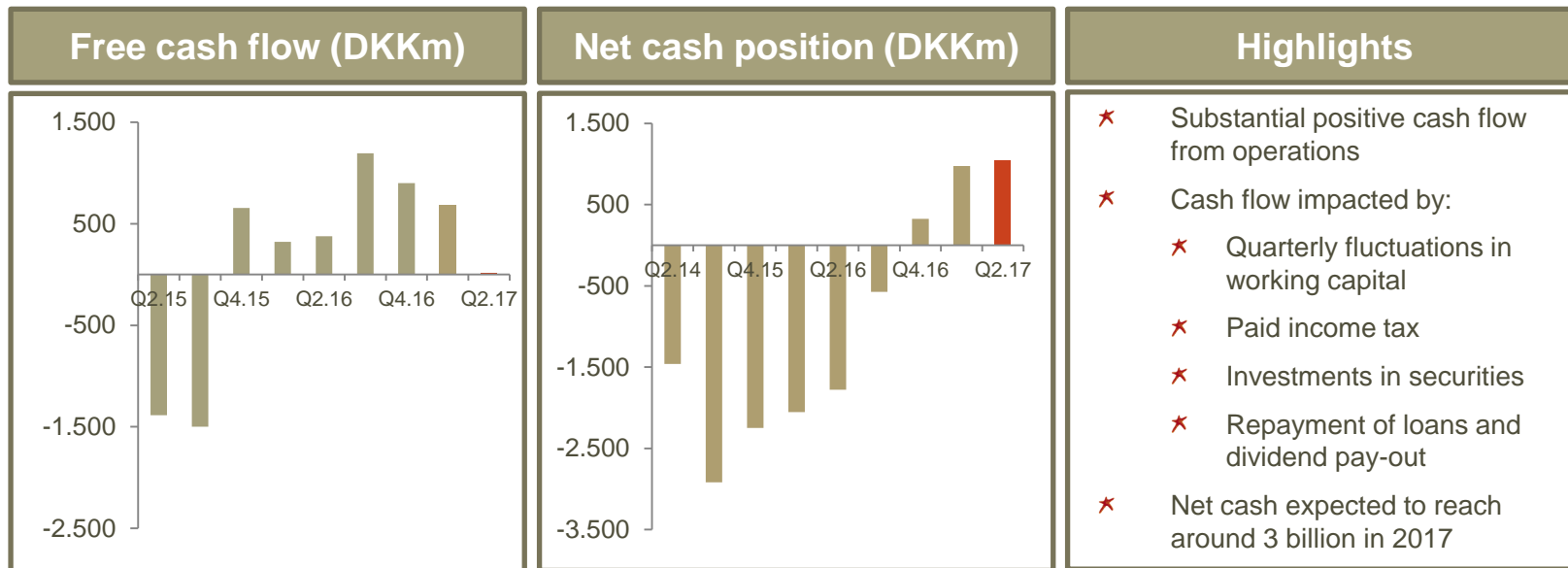
Highlights

- ★ Slight reduction in total costs while growing topline by 13% in H1 2017
- ★ Lowest FTE level in close to 15 years
- ★ CAPEX stable around DKK 300-400 million per year

Headcount (FTEs)



Continued improvement in net cash



Lundbeck on track to achieve an all-time high revenue and EBIT

2017 financial guidance raised

DKKbn	2016	Previous 2017 guidance	Revised 2017 guidance	~Δ% (y/y)
Revenue	15.6	16.5-17.3	16.7-17.5	+7-12%
EBIT	2.3	3.6-4.0	4.1-4.5	+78-95%
EBIT margin	14.7%	~21-24%	~22-26%*	-

*) Excluding DKK ~240 million in total gains from divestiture of properties which are recognized as Other Operating Income

Assumptions

- ★ 2017 will be impacted by additional generic erosion but also continued growth of key products
- ★ EBIT for 2017 includes around DKK 240 million from divestiture of properties recognized as Other operating income
- ★ No new one-off income and/or expenses included
- ★ Unchanged currencies from beginning of August 2017

Thank you!

Lundbeck

