New or existing slides are easily formatted using built-in layouts that can be applied via the Home tab.

TELECONFERENCE – H1 2017

9 August 2017
Company disclaimer

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.

Lundbeck undertakes no duty to update forward-looking statements.

Certain assumptions made by Lundbeck are required by Danish Securities Law for full disclosure of material corporate information. Some assumptions, including assumptions relating to sales associated with products that are prescribed for unapproved uses, are made taking into account past performances of other similar drugs for similar disease states or past performance of the same drug in other regions where the products are currently marketed. It is important to note that although physicians may, as part of their freedom to practice medicine in the US, prescribe approved drugs for any use they deem appropriate, including unapproved uses, at Lundbeck, promotion of unapproved uses is strictly prohibited.
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

### Revenue* (DKKm)

<table>
<thead>
<tr>
<th></th>
<th>H1 2016</th>
<th>H1 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Key products</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other mature products</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Regional split* (DKKm)

<table>
<thead>
<tr>
<th>Region</th>
<th>H1 2016</th>
<th>H1 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>61%</td>
<td>67%</td>
</tr>
<tr>
<td>Europe</td>
<td>20%</td>
<td>17%</td>
</tr>
<tr>
<td>Int. Markets</td>
<td>23%</td>
<td>22%</td>
</tr>
</tbody>
</table>

### EBIT margin

- **H1 2016:** 57%
- **H1 2017:** 61%

*) Excluding Other revenue
International Markets grew 8% with Brazil, China and Japan as major contributors

<table>
<thead>
<tr>
<th>Revenue in International Markets (DKKm)</th>
<th>Highlights</th>
<th>International Markets’ contribution*</th>
</tr>
</thead>
<tbody>
<tr>
<td>H1 2016</td>
<td>1.200</td>
<td>✭ International Markets constitutes 22% of total revenue</td>
</tr>
<tr>
<td>H1 2017</td>
<td>1.500</td>
<td>✭ Strong growth of Abilify Maintena and Brintellix</td>
</tr>
<tr>
<td></td>
<td></td>
<td>✭ Azilect approved in China</td>
</tr>
<tr>
<td></td>
<td></td>
<td>✭ Brintellix approval in China expected around year-end 2017</td>
</tr>
</tbody>
</table>

*excluding Other revenue
Key products exceed DKK 4 billion in H1 2017 - up 44% y/y

<table>
<thead>
<tr>
<th>Product</th>
<th>DKKm</th>
<th>∆%</th>
</tr>
</thead>
<tbody>
<tr>
<td>REXULTI</td>
<td>574</td>
<td>85%</td>
</tr>
<tr>
<td>H1 2017</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brintellix</td>
<td>778</td>
<td>61%</td>
</tr>
<tr>
<td>H1 2017</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trintellix</td>
<td>1,448</td>
<td>28%</td>
</tr>
<tr>
<td>H1 2017</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Northera</td>
<td>716</td>
<td>60%</td>
</tr>
<tr>
<td>H1 2017</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Rexulti grew 85% to DKK 574 million in H1 2017

**Total Rx count (US retail)**

**Rexulti sales (DKKm)**

**Highlights**

- Branded NR<sub>x</sub> and TR<sub>x</sub> shares of 15% and 13% respectively*
- More than 1% total market share (volume)*
- 80% of Rx prescribed for MDD
- Phase III study in bipolar mania to start in H2 2017
- Launched in Canada and recently approved in Australia
- European MAA submitted for schizophrenia in Q1 2017

*) Week ending 2 July 2017
Brintellix/Trintellix grew 61% to DKK 778 million in H1 2017 with non-US adding to growth

**Total Rx count (US retail)**

- Source: Bloomberg (monthly data ending 6/2017)

**Brintellix/Trintellix (DKKm)**

- RoW
- North America

**Highlights**

- Growth mainly driven by Brazil, Canada, France, Italy and the US
- More than 1% volume share in major countries such as France, Italy, Mexico and Spain
- Second CRL received from US FDA on sNDA (cognition)
- Demonstrated efficacy in cognitive dysfunction and functional capacity
Abilify Maintena grew 23% to DKK 659 million in H1 2017 primarily driven by non-US markets

Share of total market*)

Abilify Maintena (DKKm)

Highlights

* Growth mainly driven by Australia, Canada, Spain, Italy and France
* 10-20% value market share (LAI retail) in most markets
* Bipolar I disorder sNDA approved by the US FDA
* Total LAI antipsychotic market was USD ~2bn in H1 2017*)
* Y/Y growth of 10%
Onfi continues its solid growth momentum

**Total Rx Count (US)**

- 2015: 20,000
- 2016: 25,000
- 2017: 30,000

**Onfi (DKKm)**

- Q2.14: 200
- Q2.15: 400
- Q2.16: 600
- Q2.17: 800

**Highlights**

- Onfi grew 28% to DKK 1,448 million in H1 2017
- Onfi is expected to continue to grow

Source: Bloomberg (monthly data ending 6/2017)
Northera continues to show strong growth

Total US Rx

Northera (DKKm)

Highlights

- Northera grew 60% to DKK 716 million in H1 2017
- Northera is expected to continue to grow

Source: Bloomberg (monthly data ending 6/2017)
Continued progression in our R&D pipeline with two approvals and upstart of additional trials

**Highlights**

- Abilify Maintena approved by US FDA for bipolar I disorder
- Abilify Maintena 2-month formulation in development*
- Azilect approved in China
- New study (*Anew*) started with Lu AF35700**
- US FDA issue second CRL regarding inclusion of cognition data in Trintellix label
- Early pipeline progressing

*) NCT03150771. **) NCT03230864
Strong growth in revenue and significant improvement in both gross margin and EBIT margin

<table>
<thead>
<tr>
<th></th>
<th>Q2 2017</th>
<th>Q2 2016</th>
<th>∆%</th>
<th>DKKm</th>
<th>H1 2017</th>
<th>H1 2016</th>
<th>∆%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>4,283</td>
<td>3,751</td>
<td>14%</td>
<td></td>
<td>8,494</td>
<td>7,521</td>
<td>13%</td>
</tr>
<tr>
<td>Gross margin</td>
<td>76.8%</td>
<td>72.5%</td>
<td>-</td>
<td></td>
<td>76.9%</td>
<td>72.1%</td>
<td>-</td>
</tr>
<tr>
<td>EBIT</td>
<td>1,050</td>
<td>469</td>
<td>124%</td>
<td></td>
<td>2,061</td>
<td>952</td>
<td>117%</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>24.5%</td>
<td>12.5%</td>
<td>-</td>
<td></td>
<td>24.3%</td>
<td>12.7%</td>
<td>-</td>
</tr>
<tr>
<td>Core EBIT</td>
<td>1,287</td>
<td>726</td>
<td>77%</td>
<td></td>
<td>2,500</td>
<td>1,475</td>
<td>69%</td>
</tr>
<tr>
<td>Net profit</td>
<td>608</td>
<td>232</td>
<td>161%</td>
<td></td>
<td>1,195</td>
<td>418</td>
<td>186%</td>
</tr>
<tr>
<td>EPS</td>
<td>3.08</td>
<td>1.18</td>
<td>161%</td>
<td></td>
<td>6.06</td>
<td>2.12</td>
<td>186%</td>
</tr>
</tbody>
</table>
Continued focus on cost discipline

**COS and SG&A ratio**

- SG&A ratio (%)
- COS 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)**

- Q2.15
- Q4.15
- Q2.16
- Q4.16
- Q2.17
Continued improvement in net cash

**Free cash flow (DKKm)**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q2.14</th>
<th>Q4.15</th>
<th>Q2.16</th>
<th>Q4.16</th>
<th>Q2.17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>1.500</td>
<td>1.500</td>
<td>1.500</td>
<td>1.500</td>
<td>1.500</td>
</tr>
</tbody>
</table>

**Net cash position (DKKm)**

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Q2.14</th>
<th>Q4.15</th>
<th>Q2.16</th>
<th>Q4.16</th>
<th>Q2.17</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value</td>
<td>-3.500</td>
<td>-2.500</td>
<td>-1.500</td>
<td>-500</td>
<td>500</td>
</tr>
</tbody>
</table>

**Highlights**

- Substantial positive cash flow from operations
- Cash flow impacted by:
  - Quarterly fluctuations in working capital
  - Paid income tax
  - Investments in securities
  - Repayment of loans and dividend pay-out
- Net cash expected to reach around 3 billion in 2017
Lundbeck on track to achieve an all-time high revenue and EBIT

2017 financial guidance raised

<table>
<thead>
<tr>
<th>DKKbn</th>
<th>2016</th>
<th>Previous 2017 guidance</th>
<th>Revised 2017 guidance</th>
<th>~Δ% (y/y)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>15.6</td>
<td>16.5-17.3</td>
<td>16.7-17.5</td>
<td>+7-12%</td>
</tr>
<tr>
<td>EBIT</td>
<td>2.3</td>
<td>3.6-4.0</td>
<td>4.1-4.5</td>
<td>+78-95%</td>
</tr>
</tbody>
</table>

EBIT margin | 14.7% | ~21-24% | ~22-26%* | - |

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

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