

H. LUNDBECK A/S



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Lundbeck – key takeaways

Strong financial engine

- ★ Solid base business
- ★ Well-diversified portfolio
- ★ Growth from key commercial products
- ★ Several current and potential product launches
- ★ Financial discipline

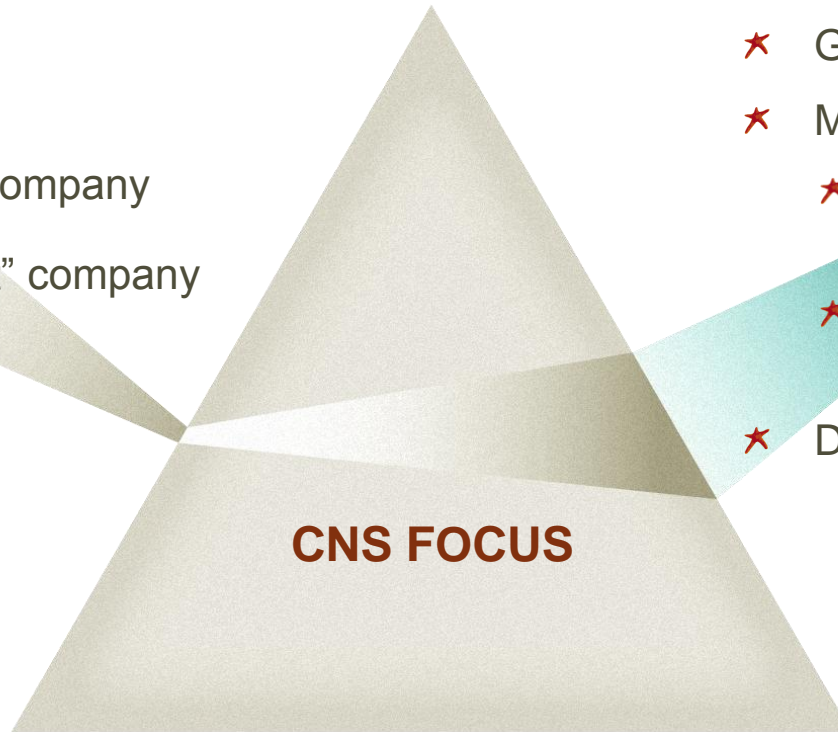
Valuable late-stage development pipeline

- ★ Substantial unmet medical needs in CNS
- ★ Well-established track-record for innovation and commercialisation in CNS
- ★ Return-driven R&D strategy based on internal competition for funds

Culture of continuous improvement

Lundbeck is entering a new era

- ★ “European” company
- ★ “One product” company



The new Lundbeck – the building blocks of growth

- ★ Global growth platform
- ★ Multiple product company
 - ★ Executing on new product launches
 - ★ Drive growth of diversified portfolio
- ★ Deliver on late stage pipeline

Strategy delivery is on track (I)

Product diversification and geographical expansion

- ★ Onfi launched in the US and exceeds DKK 100 million for the first six months
- ★ Lexapro 5% market share in Japan
- ★ 19% increase in US revenue excl. Lexapro and 12% in International Markets in H1
- ★ Established in Central America
- ★ Expansion in China
- ★ Treanda approved in Canada



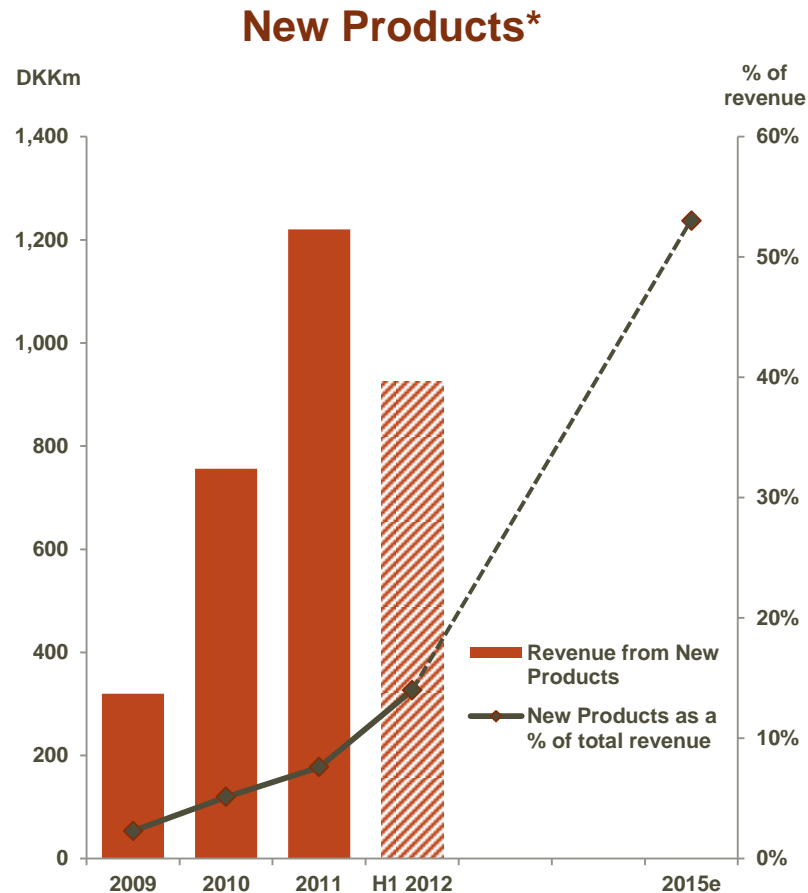
Strategy delivery is on track (II)

Late-stage pipeline

- ★ Selincro registration in Europe on track
- ★ Vortioxetine filing in the second half of 2012 in the US, EU and Canada
- ★ No issues or concerns regarding the efficacy, safety, tolerability, or labelling of aripiprazole depot raised by FDA in complete response letter
- ★ European filing of aripiprazole depot on track for year-end 2012
- ★ Positive phase II data for Lu AE58054



New Products now 13% of sales

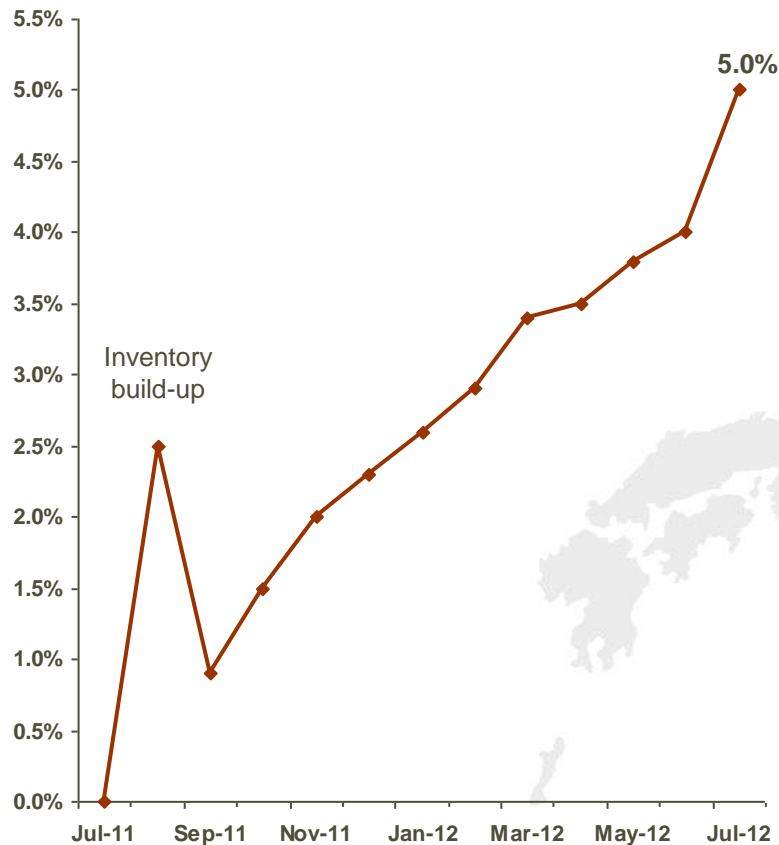


- ★ Revenue from New Products* increased 65% in H1 2012 and now generate 13% of revenue
- ★ Up to four new products to be launched over the next 12-18 months
- ★ New Products expected to contribute >50% of revenue in 2015

New Products : Xenazine, Sabril, Saphris/Sycrest, Lexapro (Japan) and Onfi

Solid uptake of Lexapro in Japan

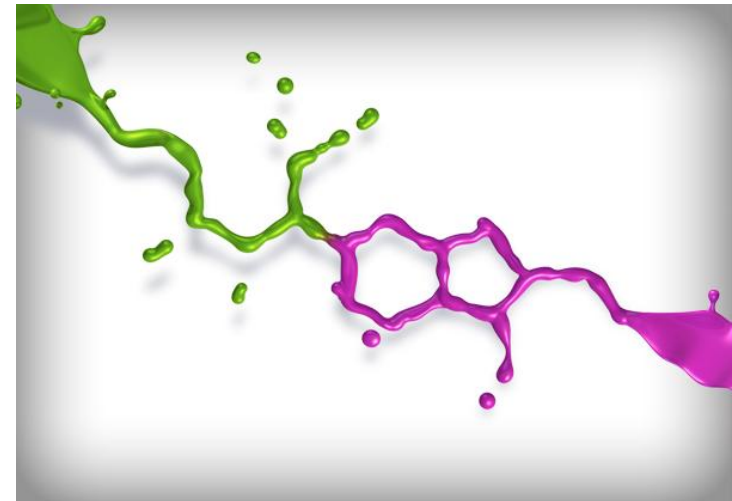
**Lexapro market share
Japan, value**



- ★ Lexapro in strong position to become no. 1 brand in the market
- ★ Mochida has marketing rights in Japan, in co-promotion with Mitsubishi Tanabe Pharmaceuticals
- ★ Mochida and Mitsubishi Tanabe estimate peak sales of JPY 33.8 billion (or ~ DKK 2.6 billion)
- ★ Market exclusivity until 2019

Approval of Treanda substantially improve the growth outlook in International markets

- ★ Treanda approved by Health Canada for two types of cancer
 - ★ Chronic lymphocytic leukaemia (CLL)
 - ★ Indolent non-Hodgkin's lymphoma (iNHL)
- ★ Lundbeck has Canadian rights to Treanda
- ★ Treanda generated revenue of USD 287 million in H1 2012 in the US



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Restructuring of the commercial organization in Europe

- ★ Maintain cost control and build a flexible commercial infrastructure
- ★ Mitigate pressure from healthcare reforms, generic competition, pricing and reimbursement
- ★ Successful transition of product portfolio in Europe
- ★ Maintain position as a leading CNS specialist

New sales structure



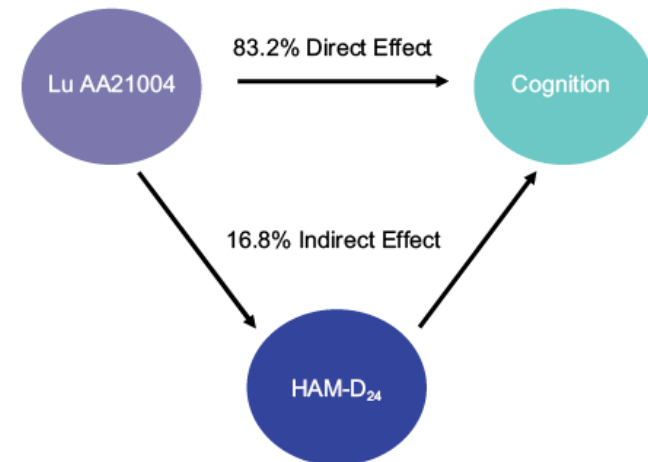
Lundbeck invests to grow – a solid late-stage development portfolio

		Phase II	Phase III	Registration app.	
BRAIN DISEASES	PSYCHIATRY	MOOD DISORDERS	Tedatioxetine (Lu AA24530)	Vortioxetine (Lu AA21004)	
		PSYCHOSIS		Aripiprazole depot (EU)	Aripiprazole depot (US)
				Ziconapine	
		ALCOHOL DEPENDENCE			Selincro (nalmefene)
	DEPRESSION/SCHIZOPHRENIA		Brexiprazole (OPC-34712)		
	NEUROLOGY	ALZHEIMER'S DISEASE	Lu AE58054		
		EPILEPSY		IV Carbamazepine	
		OTHER		Desmoteplase (stroke)	

Statistically significant clinical phase III results of vortioxetine

- ★ High dosage studies demonstrate the efficacy of vortioxetine seen in several previous studies in MDD
- ★ Positive top-line results from the three completed studies were achieved using dosages from 10 mg to 20 mg
- ★ Efficacy of vortioxetine is further confirmed in a positive trial in an elderly population, and in a long-term relapse-prevention study in MDD
- ★ NDA and MAA to be submitted in US, EU and Canada in H2 2012

Vortioxetine's treatment effect on cognitive performance*



Very encouraging clinical results with Lu AE58054 in Alzheimer's disease

- ★ Lu AE58054 is a potent, selective pro-cognitive 5-HT₆ antagonist
- ★ Statistical significant improvement in cognition (ADAS-cog) in Alzheimer's patients seen in phase II study
 - ★ Placebo controlled study with 278 patients with moderate Alzheimer's disease
 - ★ Add-on to donepezil
- ★ Lu AE58054 was well tolerated
- ★ Pivotal programme in planning
- ★ Partner strategy under consideration



Aripiprazole depot - a treatment aimed at improving compliance

The US

- ★ Complete Response Letter received from the FDA in July
- ★ No additional clinical data requested
- ★ No issues or concerns regarding the efficacy, safety, tolerability, or labeling raised by FDA
- ★ Only issue cited was related to deficiencies found at a third party supplier

Europe

- ★ Submission of MAA in Europe is on track and expected around year-end 2012

Figure 2. Time from randomization to impending relapse during double-blind treatment (final analysis)

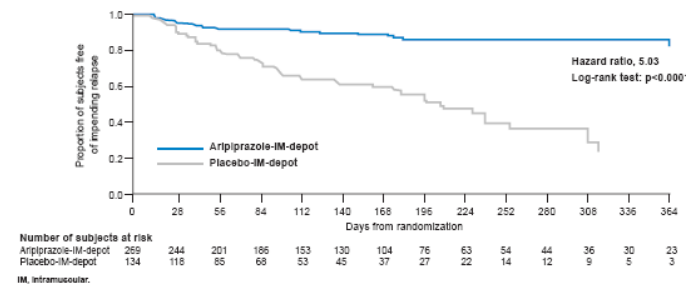
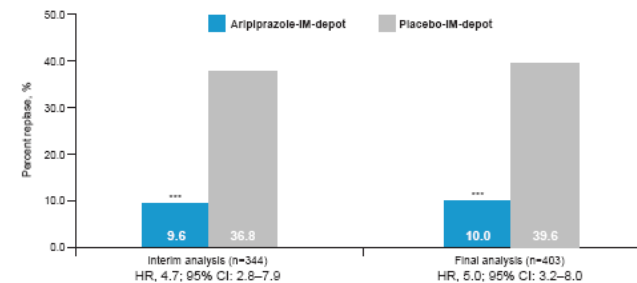
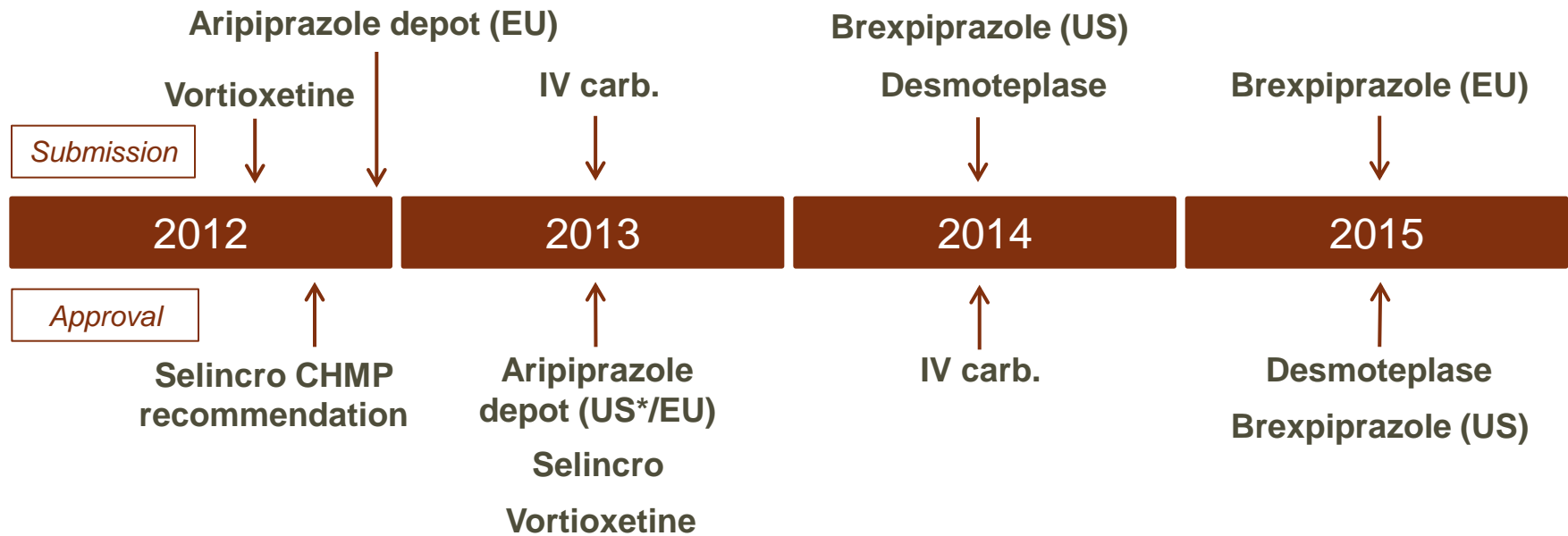


Figure 3. Proportion of subjects meeting impending-relapse criteria in Phase 4



Submissions and expected approvals



Lundbeck – key takeaways

Strong financial engine

- ★ Continued launch of Onfi, Sycrest and Lexapro (Japan)
- ★ Preparations for successful launch of Treanda, Selincro and aripiprazole depot
- ★ Continue expansion in China
- ★ Growth from key commercial products
- ★ Continued financial discipline

Valuable late-stage development pipeline

- ★ Headline conclusions
 - ★ Positive phase III results announced for vortioxetine in MDD
 - ★ Positive phase II results announced for Lu AE58054 in Alzheimer's
- ★ NDA and MAA submission of vortioxetine in H2 2012
- ★ Potential upcoming approvals
 - ★ Selincro (Europe)
 - ★ Aripiprazole depot (US)

Thank you...

