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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.
Q1 2016 highlights

Restructuring programme well on track

• FTEs reduced to 5,070 compared to 5,859 at the end of Q1 2015
• Total costs down 9% improving EBIT margin from (0.9%) to 12.8%

All key products continue the solid momentum

• Key products grew 108% (103% in local currencies) to DKK 1,352m
• Represents 36% of total revenue in the quarter

2016 guidance raised

• Lundbeck expects revenue of DKK 14.2-14.6 billion and EBIT of DKK 1.3-1.5 billion for 2016
The US - a main driver of sales performance

- In the US, the strong uptake of key products more than mitigates the Xenazine erosion.
- International markets show decent growth but is negatively impacted by Venezuela and Azilect handback.
- Europe negatively impacted by Azilect handback and timing of market access.
Key products* continue solid growth momentum

- Sales up 108% y/y in Q1 reaching DKK 1,352m
- Limited FX impact
- 36% of revenue vs 18% in Q1 2015

*Abilify Maintena, Brintellix, Northera, Onfi, Rexulti included from August 2015
Rexulti reached DKK 116 million in Q1 2016

- ~6.5% branded TRx market share and ~8% branded NRx market share
- FDA accepts the sNDA filing for labeling update to include maintenance treatment
- The PDUFA date is 23 Sept. 2016
- Submitted in Canada and Australia

Source: Bloomberg (week ending 20/5 2016)
Strong Brintellix growth continues

Sales of DKK 238m – up 142% reported or 152% in local currencies

US represents close to 58% of sales

Value market share ranges from 1-8% in countries outside the US

Recently launched in Brazil, Italy and Spain
Abilify Maintena continues its solid traction

- Sales of DKK 255m – up 113% or 110% in local currencies
- US constitutes close to 41% of sales
- 10-15% value market share in most markets
- Continued solid growth momentum
Onfi still favored by increased TRₓ volume

Sales of DKK 544m – up 39% or 33% in local currencies

Continued increased demand driven by increase in mg/Rₓ and higher TRₓ volume

Launched in January 2012

Onfi net sales (DKKm)

Q1 2014

Q1 2015

Q1 2016

0

100

200

300

400

500

DKKm

Q1

2014

Q1

2015

Q1

2016
Northera further strengthens growth platform

- Sales of DKK 199m – up 371% or 346% in local currencies
- Growth driven by favorable demand due to higher enrollees and conversion to standard RX
- Launched in September 2014

**Northera total sales (DKKm)**

- DKKm
- Q1 2015
- Q1 2016

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Northera (dextroamphetamine) Capsules
50 mg-200mg-300mg
**Lundbeck invests to develop late-stage pipeline**

**Key achievements:**

**Rexulti**
-Submitted in Australia and Canada

**Brintellix/Trintellix**
- CRL received on the sNDA to include data on cognitive dysfunction in MDD

**Abilify Maintena**
- Study in bipolar maintenance reached primary endpoint

### Lundbeck sponsored or co-sponsored open clinical studies

<table>
<thead>
<tr>
<th>Project</th>
<th>No. of active studies and no. of patients to be recruited</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brintellix/Trintellix* - MDD</td>
<td>3 (1,700 pts)</td>
<td>Launched</td>
</tr>
<tr>
<td>Brintellix/Trintellix - ADHD</td>
<td>1 (225 pts)</td>
<td>Phase II</td>
</tr>
<tr>
<td>Abilify Maintena – bipolar I</td>
<td>1 (755 pts)</td>
<td>Phase III</td>
</tr>
<tr>
<td>Selincro</td>
<td>1 (400 pts)</td>
<td>Launched</td>
</tr>
<tr>
<td>Rexulti – adjunctive MDD</td>
<td>1 (2,363 pts)</td>
<td>FDA approved</td>
</tr>
<tr>
<td>Rexulti – schizophrenia</td>
<td>3 (504 pts)</td>
<td>FDA approved</td>
</tr>
<tr>
<td>Rexulti – Alzheimer’s</td>
<td>2 (650 pts)</td>
<td>Phase III</td>
</tr>
<tr>
<td>Idalopirdine - Alzheimer’s</td>
<td>4 (2,522 pts)</td>
<td>Phase III</td>
</tr>
<tr>
<td>Lu AF35700 - TRS</td>
<td>1 (964 pts)</td>
<td>Phase III</td>
</tr>
</tbody>
</table>

*) Additionally Takeda has two studies ongoing including approx. 1,500 patients in Japan

Source: Clinicaltrials.gov. as per 4 May 2016
Our path to category leadership

<table>
<thead>
<tr>
<th>Current products</th>
<th>Pipeline</th>
</tr>
</thead>
<tbody>
<tr>
<td>Depression</td>
<td>Research projects</td>
</tr>
<tr>
<td>Schizophrenia</td>
<td>Lu AF35700 Research projects</td>
</tr>
<tr>
<td>Alzheimer’s</td>
<td>Rexulti, Idalopirdine, Lu AF20513 Research projects</td>
</tr>
<tr>
<td>Parkinson’s</td>
<td>Research projects Early clinical projects</td>
</tr>
</tbody>
</table>
FDA recognizes the importance of cognitive dysfunction in MDD and views it as a legitimate target for drug development.

We remain committed to Brintellix/Trintellix as a treatment option for patients with MDD.

In February 2016, FDA Psychopharmacologic Drugs Advisory Committee (PDAC) voted 8 to 2 that Takeda and Lundbeck presented substantial evidence to support a claim of effectiveness for Brintellix in treating certain aspects of cognitive dysfunction in adults with MDD.
Brintellix – PoC study in adult patients with ADHD

~4% of the US adult population, or ~8 million adults suffer from ADHD

Adults with ADHD may have:
- difficulty following directions, remembering information, concentrating, organizing tasks,…
- …which can cause associated behavioural, emotional, social, vocational, and academic problems

Preclinical data supports the effects of Brintellix on attention and executive function

Clinical studies in MDD demonstrate positive effects on executive function and other domains of cognitive functions in patients with cognitive symptoms

Study design:
- ~225 adult patients (18-55 years)
- Two active arms (10+20mg) and placebo, 12 weeks
- Primary endpoint: AISRS (Adult ADHD Investigator Symptom Rating Scale)
- Study completion by end 2016

1) http://www.webmd.com/add-adhd/guide/adhd-adults#2, 2) NCT02327013
Abilify Maintena met primary endpoint in study for the maintenance treatment of bipolar I disorder

- One of the most common causes of relapse in bipolar disorder is poor treatment adherence
- ~50% of patients being partially adherent or non-adherent to their treatment regimens
- Bipolar I disorder affects ~1% of the population in the US

Clinical programme*

- ~730 patients in placebo-controlled phase III 52-week study has finalized recruiting
- Primary efficacy endpoint of this trial is time to recurrence of any mood episode
- An open-label safety study (ATLAS) is ongoing recruiting ~755 patients

*) NCT01567527 (Start: Aug. 2012); NCT01710709 (Start: Nov. 2012)
Rexulti for agitation/aggression in Alzheimer’s

**The condition**

- Agitation/aggression is a core feature of Alzheimer’s
- >20% of individuals in a community setting and >50% of nursing home residents with dementia have agitation
- >1.5 million dementia patients in the US with agitation/aggression
- No drugs approved for this indication and it remains a high unmet need

**Clinical programme**

- Target population: Institutionalized or non-institutionalized setting
- Primary outcome: Change in the Cohen-Mansfield Agitation Inventory (CMAI) total score

<table>
<thead>
<tr>
<th>Study #1 (12 weeks) (NCT01922258)</th>
<th>Study #2 (12 weeks) (NCT01862640)</th>
</tr>
</thead>
<tbody>
<tr>
<td>~230 patients</td>
<td>~420 patients</td>
</tr>
<tr>
<td>0.5-2mg (flexible dose)</td>
<td>1mg and 2 mg</td>
</tr>
<tr>
<td>Study start: June 2013</td>
<td>Study start: July 2013</td>
</tr>
</tbody>
</table>

Phase III data: H1 2018
Idalopirdine addresses medical need for additional improvements in cognitive function in Alzheimer’s

**Differentiated profile**

- Additive/synergistic effect with donepezil
- Blockade of the 5-HT$_6$ receptor improves cognition through several pathways: stimulation of acetylcholine and glutamate activity, while reducing GABA activity
- Effect and benign tolerability profile established in phase II
- Potentially first NCE to be approved for Alzheimer’s since 2003

**Clinical phase III programme**

- >2,500 mild-to-moderate Alzheimer’s patients
- 3/4 of the patients in the programme recruited
- Clinical study endpoints agreed with FDA and EMA
- Receptor occupancy data supports once-daily dosing and dose-range

**Phase III data: Q1 2017**

# The clinical phase III program on idalopirdine

<table>
<thead>
<tr>
<th>NCT01955161</th>
<th>Design</th>
<th>Idalopirdine (mg/day)</th>
<th>Donepezil (mg/day)</th>
<th>Primary Endpoint Scale</th>
<th>No. of patients</th>
</tr>
</thead>
<tbody>
<tr>
<td>(STARSHINE)</td>
<td>24 weeks</td>
<td>Randomized, DB, PBO, parallel-group, fixed-dose adjunctive treatment to donepezil</td>
<td>30 and 60mg (QD)</td>
<td>10</td>
<td>ADAS-cog (#)</td>
</tr>
<tr>
<td>NCT02006641</td>
<td>24 weeks</td>
<td>10 and 30mg (QD)</td>
<td>10</td>
<td>ADAS-cog (#)</td>
<td>~850 (Study start: 02/2014)</td>
</tr>
<tr>
<td>(STARBEAM)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NCT02006654</td>
<td>24 weeks</td>
<td>AChEIs</td>
<td>60 (or 30mg) (QD)</td>
<td>-</td>
<td>ADAS-cog (#)</td>
</tr>
<tr>
<td>(STARBRIGHT)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NCT02079246*</td>
<td>32 weeks</td>
<td>Adj. to donepezil</td>
<td>60 (or 30mg) (QD)</td>
<td>10</td>
<td>AEs Withdrawals</td>
</tr>
<tr>
<td>(STAR Extension)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NCT01019421</td>
<td>24 weeks</td>
<td>Adj. to donepezil</td>
<td>90mg (TID)</td>
<td>10</td>
<td>ADAS-cog</td>
</tr>
<tr>
<td>(phase II)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NCT00810667</td>
<td>12 weeks</td>
<td>Adj. to risperidone</td>
<td>120mg (BID)</td>
<td>-</td>
<td>PANSS</td>
</tr>
<tr>
<td>(phase II)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

DB: double-blind; PBO: placebo-controlled

*) Patients that conclude STARSHINE or STARBEAM can be included in a long-term open label study - NCT02079246. #) Both Activities of Daily Living Inventory (ADCS-ADL23) total score and Clinical Global Impression of Change (ADCS-CGIC) score included as secondary endpoints
Lu AF35700 in Treatment Resistant Schizophrenia (TRS)

- Unique mode of action. In contrast to current treatment, antipsychotic effect at low D₂ blockade
- 5-HT₆ blockade may improve cognitive function
- Combined D₁/D₂ and 5-HT₆ profile gives good antipsychotic activity combined with a benign tolerability profile
- Very long half-life leads to significantly reduced risk of relapse on per oral therapy
- Four clinical studies have been conducted, three studies in healthy people and one in patients with schizophrenia*)

- Psychiatrists readily recognize the term ‘Treatment Resistant Schizophrenia’
- They define TRS as an inability to control symptoms of schizophrenia after a full round of two to three antipsychotics

*) Clinicaltrials.gov identifier: NCT02202226
Lu AF35700 clinical phase III in Treatment Resistant Schizophrenia (TRS) commenced

- Oral, once daily
- Approximately 1,000 patients
- Expected completion by 2018

**Primary endpoint**
- Change in PANSS total score

**Secondary endpoints**
- Clinical Global Impression Severity scale (CGI-S)
- Personal and Social Performance (PSP) total score

Clinicaltrials.gov ID: NCT02717195
## Strong R&D pipeline across focus areas

<table>
<thead>
<tr>
<th>Disease areas</th>
<th>Phase I</th>
<th>Phase II</th>
<th>Phase III</th>
<th>Registration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alzheimer’s</td>
<td>Lu AF20513</td>
<td>Brintellix, ADHD</td>
<td>Idalopirdine</td>
<td>Brexpiprazole</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Brexpiprazole</td>
<td></td>
</tr>
<tr>
<td>Mood disorders</td>
<td></td>
<td></td>
<td>Brexpiprazole (EU)</td>
<td>Abilify Maintena, BP</td>
</tr>
<tr>
<td>Parkinson’s</td>
<td>Lu AE04621</td>
<td></td>
<td>Lu AF35700</td>
<td>Brexpiprazole (EU)</td>
</tr>
<tr>
<td>Schizophrenia</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
# Q1 2016 financial performance

<table>
<thead>
<tr>
<th>DKKm</th>
<th>Q1 2016</th>
<th>Q1 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>3,770</td>
<td>3,563</td>
</tr>
<tr>
<td>EBITDA</td>
<td>824</td>
<td>308</td>
</tr>
<tr>
<td>EBIT</td>
<td>483</td>
<td>(32)</td>
</tr>
<tr>
<td>Net financials</td>
<td>(123)</td>
<td>-</td>
</tr>
<tr>
<td>Tax</td>
<td>174</td>
<td>49</td>
</tr>
<tr>
<td>Net profit</td>
<td>186</td>
<td>(81)</td>
</tr>
<tr>
<td>EPS</td>
<td>0.94</td>
<td>(0.41)</td>
</tr>
</tbody>
</table>

- Impact from LoE mitigated by growth in key products
- Limited currency impact
- EBIT margin increased from (0.9%) to 12.8%

**Continued margin improvements:**
- Effects from restructuring programme
- Growth in key products with higher margins
- Erosion of low-margin products such as Azilect and Xenazine
All cost ratios are down – driving the solid margin improvement

Cost of sales (DKKm)

Sales and distribution (DKKm)

Administration (DKKm)

R&D (DKKm)
Transformation of Lundbeck under way

- Strong improvement in EBIT margin
- Margin benefits are coming faster than expected
- Strong margin improvement sustainable

**Continued margin improvements:**
- Effects from restructuring programme
- Growth in key products with higher margins
- Erosion of low-margin products such as Azilect and Xenazine
Healthy operating cash flow

Cash flow drivers:

- Strong improvement in profitability
- Improved working capital
- Provisions reduced by spend on restructuring
- Net interest-bearing debt expected at DKK 1.2-1.4 billion at year-end

<table>
<thead>
<tr>
<th>DKKm</th>
<th>Q1 2016</th>
<th>Q1 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating cash flow</td>
<td>357</td>
<td>(382)</td>
</tr>
<tr>
<td>Free cash flow</td>
<td>320</td>
<td>(418)</td>
</tr>
<tr>
<td>Net cash flow</td>
<td>(28)</td>
<td>(515)</td>
</tr>
<tr>
<td>Cash</td>
<td>1,383</td>
<td>3,160</td>
</tr>
<tr>
<td>Net interest-bearing debt</td>
<td>(2,052)</td>
<td>(86)</td>
</tr>
<tr>
<td>Net debt/EBITDA</td>
<td>2.5x</td>
<td>0.3x</td>
</tr>
</tbody>
</table>
## 2016 financial guidance raised

### Financial guidance 2016

<table>
<thead>
<tr>
<th>Revised 2016 guidance*</th>
<th>Previous 2016 guidance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>DKK 14.2-14.6bn</td>
</tr>
<tr>
<td>Reported EBIT</td>
<td>DKK 1.3-1.5bn</td>
</tr>
</tbody>
</table>

* Based on exchange rates as per ultimo April 2016

### Revenue and profit drivers

- Accelerated growth in key products
- Cost savings from restructuring initiatives
- No new acquisitions, milestones or up-front payments included in our 2016 targets
Long-term financial targets

- **EBIT margin**: 25%
- **ROIC**: 25%
- **Cash-to-earnings**: >90%
- **Dividend pay-out**: 30-40%
- **Net debt/EBITDA**: <2x

**Targets within a 3-5 year period**

**Financial policies**

---

ROIC: EBIT after tax as a percentage of average invested capital.
Cash-to-earnings: Free cash flow as a percentage of net profits
PATIENTS
FOCUSED
PASSIONATE
RESPONSIBLE
INNOVATION
LEADERSHIP
PROFITABILITY
GLOBAL
DEPRESSION
ALZHEIMER'S
SCHIZOPHRENIA
PARKINSON'S
ORGANIZATION
We strive for global leadership in psychiatry and neurology by improving the lives of patients.
Our principles...

We are focused on innovating treatments for depression, schizophrenia, Parkinson’s disease and Alzheimer’s disease while creating value for all our stakeholders.

We are passionate about helping patients and communities affected by psychiatric and neurological disorders.

We are responsible and overcome challenges by demonstrating respect, open-mindedness and integrity.
Our strategic objectives...

**Four disease areas**
We will strive for leadership in the treatment of depression, schizophrenia, Parkinson's disease and Alzheimer's disease

**Innovation**
We will develop innovative treatments that address unmet patient needs

**Globalization**
We will expand and optimize our global organization

**Profitability**
We will grow our business with a strong focus on profitability

**Organization**
We will be a specialized company with strong cross-functional collaboration
Strategic objective: *We will grow our business with a strong focus on profitability*

Cost base reduced by DKK 3bn* in 2017

Improved profitability will enable us to:

- Continue investing in growth opportunities
- Continue to develop potentially innovative products
- Absorb fluctuations

*) Based on cost plans prevailing before Q2 2015 announcement
Our chosen therapeutic categories all have large potentials

High unmet medical needs

<50% has satisfactory treatment outcome

Large market segments

USD ~50bn\(^1\)

- Antipsychotics: USD 23.9bn
- Depression: USD 15.8bn
- Alzheimer’s: USD 6.1bn
- Parkinson’s: USD 4.4bn

Substantial growth opportunities

Lundbeck’s revenue represents ~5% value share

1) In 2014, IMS Health Analytics Link 2015.
The basis for achieving category leadership

- Focused within CNS
- Innovative product portfolio
- Global presence
- Innovation-driven with historic track record
- Huge unmet medical needs
Focus - focus - focus

- Increased therapeutic focus within CNS
- Organic development and global brands
- Country specific optimization in Europe
- Expand in regions of growth
- Profitability, cash generation and cash reallocation

1) While the Artist Louis Wain was developing a psychotic disorder, his perceptions of reality changed, at first subtly, and then more severely.
Lundbeck has a long history of conducting R&D programmes in all four therapeutic focus areas.

### Examples of Lundbeck’s R&D core

- MDD / SSRI accomplishments
- Monoaminergic / psychiatry
- Psychiatry novel target id. (CNVs)
- Established and novel CNS pharmacology models (e.g. new schizophrenia mouse)
- Kinase targets for neurological disorders
- Protein / antibody therapeutics to vaccines for neurological disorders (AD/PD)

### Lundbeck’s capabilities

Integrated translational capabilities from biological targets to disease manifestation within CNS

### Selected external research collaborations

- Genmab
- Ossianix
- ImaginAb
- Vernalis
- GLADSTONE INSTITUTES
- ZENOBIA THERAPEUTICS
- Cyclogenix
- RaQualia
- Cydan
- VANDERBILT UNIVERSITY

Core capabilities enhanced by strategic collaborations – Lundbeck has ~50 early-stage partnerships.
Market sizes of our four core therapeutic areas

**USA**
- Depressants: $6.6bn
- Psychotics: $14.1bn
- Alzheimer’s: $2.9bn
- Parkinson’s: $1bn

**Europe**
- Depressants: $4.1bn
- Psychotics: $4.8bn
- Alzheimer’s: $1.1bn
- Parkinson’s: $2bn

**Japan**
- Depressants: $1.1bn
- Psychotics: $1.5bn
- Alzheimer’s: $1.3bn
- Parkinson’s: $0.7bn

**China**
- Depressants: $0.4bn
- Psychotics: $0.5bn
- Alzheimer’s: $0.06bn
- Parkinson’s: $0.07bn

Source: IMS Health Analytics Link 2015 (Audited sales)
## 2014 - CNS market overview

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Total pharma</td>
<td>927</td>
<td>+6%</td>
<td>+2%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Total CNS</td>
<td>134</td>
<td>+4%</td>
<td>+2%</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
</tbody>
</table>

**Anti-Alzheimer’s (N7D)**
- Value: 6.1
- Value Growth: -4%
- Volume Growth: +2%
- # of patients*: >7 million
- Unmet medical needs:
  - Disease modifying treatment
  - Disease slowing agents
  - Improved symptomatic treatments
  - Longer lasting symptomatic treatments
- Market leaders:
  1. Memantine
  2. Rivastigmine
  3. Donepezil
  4. Galantamine

**Anti-depressants (N6A)**
- Value: 15.8
- Value Growth: -13%
- Volume Growth: +4%
- # of patients*: ~40 million
- Unmet medical needs:
  - Drugs with higher remission rates
  - Increased onset of action
  - Current therapies are relatively well-tolerated but still room for improvement especially on sexual side effects
- Market leaders:
  1. Duloxetine
  2. Escitalopram
  3. Venlafaxine
  4. Bupropion

**Anti-Parkinson’s (N4A)**
- Value: 4.4
- Value Growth: +2%
- Volume Growth: +1%
- # of patients*: >3 million
- Unmet medical needs:
  - Therapies that provide neuroprotection and/or neurorestoration
  - An optimal trial design for demonstrating neuroprotection and/or neurorestoration
  - Control of levodopa-induced motor response complications
- Market leaders:
  1. Levodopa
  2. Pramipexole
  3. Rasagiline
  4. Stalevo
  5. Ropinirole

**Anti-psychotics (N5A)**
- Value: 23.9
- Value Growth: +9%
- Volume Growth: +3%
- # of patients*: Approx 1% of global population
- Unmet medical needs:
  - Improved treatment of cognitive dysfunction
  - Improved treatment of negative symptoms
  - Improved treatment of co-morbid depression and anxiety
  - Early stage, definitive diagnostics
- Market leaders:
  1. Aripiprazole
  2. Quetiapine
  3. Risperidone
  4. Olanzapine

Source: IMS Health Analytics Link 2015 (Audited sales), Growth, USD % y/y
Supply operations
The antidepressant market is characterized by significant patient “churn”

**Patient flow in US antidepressant market**

In contrast to many other markets, even a 3rd or 4th line antidepressant position is commercially attractive.

*First Psych Rx Intervention (Switch, Continuing, Add-on, Continuing Add).
Source: Lundbeck & Vanguard analysis
Brintellix has a distinct pharmacological profile

With Brintellix our vision is to advance the treatment of depression so that patients not only **feel** but **think** and **do** better

- Efficacy in cognitive symptoms of depression
  - 3 studies with objective measures
  - European SmPC update to include clinical data on cognitive dysfunction in patients with depression

- Superior efficacy in patients with inadequate response to SSRIs / SNRIs vs. agomelatine

- Superior sexual dysfunction data vs. escitalopram

- Unique pharmacology supports unique clinical profile
Cognitive symptoms of depression are frequent and affect work productivity

- Cognitive symptoms (difficulty concentrating, planning, decision making and forgetfulness) are very prevalent and have a direct impact at the workplace

![Graph showing the percentage of patients with MDD experiencing work-related cognitive dysfunction during major depressive episodes and during remission.](image)

- Percentage of patients with MDD experiencing work-related cognitive dysfunction

2. Adelphi Neurosis DSP VIII, 2009
Newer products
Northera launched in the US end-September 2014

Northera sales in the US (DKKm)

- Only chronic oral therapy treating root cause of symptomatic nOH\(^1\)
- Well documented safety and efficacy; marketed in Japan since 1989
- Good synergies with exciting neurology franchise
- Differentiated product label
- 80,000-150,000 nOH patients in the US (MSA, PAF, PD only)\(^2\)

1) Neurogenic Orthostatic Hypotension; 2) MSA=Multiple System Atrophy; PAF=Pure Autonomic Failure; PD=Parkinson’s Disease
Onfi continues to exceed expectations

- Launched in the US in January 2012
- Adjunctive treatment of seizures related to Lennox-Gastaut Syndrome (LGS)
- LGS is one of the most severe forms of epilepsy and there is a clear need for new treatment options
- Most patients experience ongoing cognitive impairment and refractory epilepsy
- Orphan drug status

Onfi sales in the US (DKKm)

- 2012
- 2013
- 2014
- 2015
Sabril – launched in Q3 2009 and addresses high unmet needs

**Infantile spasms (IS):**
- ~2,500 patients/year in the US with IS
- Serious disease with substantial unmet medical need
  - 70-90% suffers from mental retardation, mortality of around 5%

**Refractory complex partial seizures (rCPS):**
- ~1 million patients in the US suffer from CPS
  - 30-36% of patients are refractory
- Poorly controlled by current therapies
- Uncontrolled seizures has ~40x higher risk of inflicting mortality

![Graph showing Sabril sales in the US (DKKm)]
Abilify Maintena (aripiprazole once monthly)
Global market for long-acting injectable antipsychotics shows fast growth and exceeds USD 3bn

- Substantial amount of outcome data and increased confidence in LAIs*
- More entrants with common message
- Increased focus on total cost to society
- Gradually reduced noise from promotion of oral atypical antipsychotics

CAGR: 21%

*) LAI = Long-acting injectable antipsychotics
Only ~15 years ago, long-acting therapies were considered “standard of care” in several key markets.

With only limited product options the atypical LAI market remains underdeveloped.

LAI = long acting injectable
Source: IMS
MAT = Moving annual total Q3 2014
Otsuka collaborations (Rexulti and idalopirdine)
Financial terms and territory structure of the Otsuka alliance

- Co-development and co-commercialization agreements with Otsuka in November 2011
- Idalopirdine added to the alliance in March 2013
- Selincro for Japan added to the alliance in October 2013

**Milestone payments**

<table>
<thead>
<tr>
<th>Payment to:</th>
<th>Abilify Maintena</th>
<th>Rexulti</th>
<th>Idalopirdine</th>
<th>Selincro</th>
</tr>
</thead>
<tbody>
<tr>
<td>Development milestones/upfront</td>
<td>USD 200m</td>
<td>USD 600m(^3)</td>
<td>USD 150m</td>
<td>EUR 105m*</td>
</tr>
<tr>
<td>Approval milestones</td>
<td>USD 275m(^1)</td>
<td>USD 300m(^2)</td>
<td>USD 300m</td>
<td>Undisclosed</td>
</tr>
<tr>
<td>Sales milestones</td>
<td>Up to USD 425m depending on sales development</td>
<td>Up to USD 375m depending</td>
<td>Undisclosed</td>
<td></td>
</tr>
</tbody>
</table>

1) USD 100m upon US approval, USD 75m upon EU approval in schizophrenia, and USD 50m US and EU for a second indication. 2) USD 100m (US) and USD 50m (EU) for each of the two first indications 3) Development milestones of up to USD 600m after which shared development costs between parties

**Lundbeck’s share of revenue and costs**

<table>
<thead>
<tr>
<th></th>
<th>Abilify Maintena</th>
<th>Rexulti</th>
<th>Idalopirdine</th>
<th>Selincro</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA</td>
<td>20%</td>
<td>45%</td>
<td>55%</td>
<td>-</td>
</tr>
<tr>
<td>EU-5, Nordic and Canada</td>
<td>50%</td>
<td>50%</td>
<td>50%</td>
<td>-</td>
</tr>
<tr>
<td>Other Lundbeck territories</td>
<td>65%**</td>
<td>65%**</td>
<td>~50%***</td>
<td>Undisclosed</td>
</tr>
</tbody>
</table>

* Includes sales milestones
** All regions except Asia, Turkey and Egypt
*** All regions except Thailand and Vietnam
The balance of Rexulti - a real opportunity to differentiate from existing treatments

**ACTIVATING SIDE EFFECTS:**
- Hyper-dopaminergic state
- Akathisia, agitation, anxiety, insomnia
- Aripiprazole – 25% akathisia

**SEDATING SIDE EFFECTS:**
- Hypo-dopaminergic state
- Sedation, somnolence, fatigue, lethargy
- Quetiapine fumarate – 37% somnolence

**Mechanism of action:** Novel D2/D3 receptor partial agonist; 5-HT1A partial agonist; 5-HT2A antagonist

In the US, two antipsychotics are approved for adjunctive therapy in MDD

1) Abilify prescribing information. 2) Seroquel XR prescribing information
Rexulti launched – a major milestone for patients and physicians in the US

- Rexulti launched early August 2015
- Approved dose-range provides flexibility
- Programmes in place to support broad patient access in the US
- There are approximately 15m adults in the US with MDD and 2.4m adults with schizophrenia who still struggle to find effective, well-tolerated treatments

Indication statement

Rexulti is an atypical antipsychotic indicated for:
- Use as an adjunctive therapy to antidepressants for the treatment of major depressive disorder (MDD)
- Treatment of schizophrenia
- Tablets: 0.25 mg, 0.5 mg, 1 mg, 2 mg, 3 mg and 4 mg
Through its favourable benefit/risk profile Rexulti offers improved value in depression and schizophrenia

- Rexulti is a **rationally designed** serotonin-dopamine activity modulator (SDAM) ¹)
- Rexulti **significantly improves** symptoms of depression and schizophrenia
- Rexulti has low levels of side effects that can impair patients’ **functioning**
- Rexulti has an excellent and **predictable** tolerability and safety profile

¹) Kenji Maeda et al: "In Vitro Pharmacological Profile of Brexiprazole, a Novel Serotonin-Dopamine Activity Modulator (APA 2014 Poster)
Through its favourable benefit/risk profile adjunctive Rexulti offers improved value in depression

- Early optimization of treatment is critical in case of inadequate response to treatment
- Adjunctive Rexulti significantly improves symptoms of depression
- Currently available antipsychotics are associated with tolerability concerns
- Rexulti has low levels of side effects that can impair patients’ functioning
Through its favourable benefit/risk profile adjunctive Rexulti offers improved value in schizophrenia

- Second-generation antipsychotics have tolerability and safety issues
- Rexulti has efficacy in positive, negative and other functionally-impairing symptoms
- Symptom control without tolerability issues is required to maintain meaningful social interaction
- Rexulti has an excellent and predictable tolerability profile
Why could idalopirdine be a valuable new treatment in Alzheimer’s?

- Through blockade of 5-HT<sub>6</sub> receptors idalopirdine has a **different mode of action** compared to existing symptomatic treatments.

- Blocking this particular kind of serotonin receptors (**5-HT<sub>6</sub> receptors**) has beneficial effects on several neurotransmitter systems in the brain.

- Idalopirdine has demonstrated beneficial effects on **cognition** in animal models.

- Idalopirdine has demonstrated beneficial effects on cognition in **AD patients** on stable donepezil treatment.
Lu AF20513 – Anti-Aβ active vaccine concept; getting beyond symptomatic treatment

Phase I study¹)

- 35 patients from centres in Europe
- Expected completion: mid-2017
- Patients with mild AD (MMSE 19-26)
- Four injections of Lu AF20513
- Purpose:
  - Evaluate safety and tolerability
  - Measure Aβ-specific antibody titter

Wanted from study

- Safe and tolerable:
  - Low level of ARIA-E and ARIA-H²)
  - No meningo-encephalitis
  - High antibody responder rate
  - Fast antibody response (< 6 months)
  - High affinity Aβ specific antibodies (for CNS clearance)

Not wanted from study

- Aβ specific T-cells
- High IgM over IgG ratio
- Very low responder rate

¹) NCT02388152
²) Amyloid Related Imaging Abnormalities (ARIA): ARIA-E refers to the MR signal alterations thought to represent vasogenic edema (VE) and related extravasated fluid phenomena. ARIA-H refers to the MR signal alterations on attributable to microhemorrhages (mH) and hemosiderosis
Broad-based Alzheimer’s pipeline

- **Idalopirdine** demonstrated positive phase II results as add-on to donepezil in moderate Alzheimer’s
  - Phase III commenced in October 2013

- **Rexulti** in patients with agitation associated with dementia of the Alzheimer's type
  - Phase III commenced in July 2013

- **Lu AF20513** to be the next generation active vaccination with potential to modify disease progression
  - An active anti-Aβ vaccine candidate
  - Phase I commenced in Q1 2015
Ownership and the Lundbeck Foundation

Composition of free float ownership (end 2015)

- Free float is 30%
- Free float of approximately 60m shares is traded approximately once over annually

Commercial foundation established in 1954 by Grete Lundbeck, widow of the founder

The main objective is to
- Maintain and expand the activities of the Lundbeck Group
- Provide financial support for research of the highest quality in biomedical and natural sciences

Ownership and value (2014):
- **Lundbeck** (70%): DKK 16.9bn
- **ALK-Abello** (42%/69%): DKK 2.7bn
- **Falck** (57%): DKK 5.1bn
- **LundbeckFond Invest**: DKK 13.7bn
- **Ventures & Emerge**: DKK 1.5bn
Sponsored ADR program

In May 2012, Lundbeck established a sponsored Level I ADR program in the US. The ADRs trade on the premier tier of Over-The-Counter (“OTC”) market in the US. Details are as follows:

<table>
<thead>
<tr>
<th>Ticker Symbol</th>
<th>HLUYY</th>
</tr>
</thead>
<tbody>
<tr>
<td>CUSIP</td>
<td>40422M206</td>
</tr>
<tr>
<td>Ratio</td>
<td>1 ADR : 1 ordinary share</td>
</tr>
<tr>
<td>ADR depositary</td>
<td>Deutsche Bank</td>
</tr>
</tbody>
</table>

Please contact Deutsche Bank’s dedicated ADR broker desks:

New York Tel: +1 212 250 9100
London  Tel: +44 20 7547 6500
Email: adr@db.com
Transformation of Lundbeck on the way

Revenue drivers in Q1 2016
- Strong positive momentum for key products
- Strong growth in US franchise
- Negative impact from generic erosion

Operating profit (EBIT)
- Restructuring programme impacts with DKK 7bn in 2015
- Substantial investments in launch programme and late-stage pipeline
- Benefits from restructuring programme already visible
Q1 2016 - Geographic distribution of revenue - 1

<table>
<thead>
<tr>
<th>DKKm</th>
<th>FY 2015</th>
<th>Q1 2016</th>
<th>Q1 2015</th>
<th>Growth</th>
<th>Growth in local currencies</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EUROPE:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Abilify Maintena</td>
<td>281</td>
<td>119</td>
<td>45</td>
<td>168%</td>
<td>169%</td>
</tr>
<tr>
<td>Brintellix</td>
<td>105</td>
<td>45</td>
<td>7</td>
<td>582%</td>
<td>673%</td>
</tr>
<tr>
<td>Cipralex</td>
<td>893</td>
<td>198</td>
<td>245</td>
<td>(19%)</td>
<td>(18%)</td>
</tr>
<tr>
<td>Other pharmaceuticals</td>
<td>2,617</td>
<td>385</td>
<td>664</td>
<td>(42%)</td>
<td>(43%)</td>
</tr>
<tr>
<td>Total revenue</td>
<td>3,896</td>
<td>747</td>
<td>961</td>
<td>(22%)</td>
<td>(22%)</td>
</tr>
<tr>
<td><strong>INTERNATIONAL MARKETS:</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Abilify Maintena</td>
<td>64</td>
<td>31</td>
<td>7</td>
<td>328%</td>
<td>354%</td>
</tr>
<tr>
<td>Azilect</td>
<td>175</td>
<td>29</td>
<td>48</td>
<td>(40%)</td>
<td>(37%)</td>
</tr>
<tr>
<td>Brintellix</td>
<td>121</td>
<td>55</td>
<td>17</td>
<td>216%</td>
<td>264%</td>
</tr>
<tr>
<td>Cipralex/Lexapro</td>
<td>1,698</td>
<td>552</td>
<td>567</td>
<td>(3%)</td>
<td>12%</td>
</tr>
<tr>
<td>Ebixa</td>
<td>576</td>
<td>145</td>
<td>181</td>
<td>(20%)</td>
<td>(18%)</td>
</tr>
<tr>
<td>Other pharmaceuticals</td>
<td>1,193</td>
<td>284</td>
<td>331</td>
<td>(14%)</td>
<td>(12%)</td>
</tr>
<tr>
<td>Total revenue</td>
<td>3,827</td>
<td>1,096</td>
<td>1,151</td>
<td>(5%)</td>
<td>4%</td>
</tr>
</tbody>
</table>
Q1 2016 - Geographic distribution of revenue - 2

<table>
<thead>
<tr>
<th>DKKm</th>
<th>FY 2015</th>
<th>Q1 2016</th>
<th>Q1 2015</th>
<th>Growth</th>
<th>Growth in local currency</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Abilify Maintena</td>
<td>324</td>
<td>105</td>
<td>68</td>
<td>54%</td>
<td>46%</td>
</tr>
<tr>
<td>Brintellix/Trintellix</td>
<td>403</td>
<td>138</td>
<td>74</td>
<td>86%</td>
<td>80%</td>
</tr>
<tr>
<td>Northera</td>
<td>475</td>
<td>199</td>
<td>42</td>
<td>371%</td>
<td>346%</td>
</tr>
<tr>
<td>Onfi</td>
<td>1,757</td>
<td>544</td>
<td>390</td>
<td>39%</td>
<td>33%</td>
</tr>
<tr>
<td>Rexulti</td>
<td>117</td>
<td>116</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Sabril</td>
<td>985</td>
<td>287</td>
<td>230</td>
<td>25%</td>
<td>18%</td>
</tr>
<tr>
<td>Xenazine</td>
<td>2,182</td>
<td>440</td>
<td>501</td>
<td>(12%)</td>
<td>(16%)</td>
</tr>
<tr>
<td>Other pharmaceuticals</td>
<td>110</td>
<td>17</td>
<td>30</td>
<td>(42%)</td>
<td>(48%)</td>
</tr>
<tr>
<td>Total revenue</td>
<td>6,353</td>
<td>1,846</td>
<td>1,335</td>
<td>38%</td>
<td>32%</td>
</tr>
</tbody>
</table>
## Q1 2016 - Cash generation

<table>
<thead>
<tr>
<th>DKKm</th>
<th>Q1 2016</th>
<th>Q1 2015</th>
<th>FY 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flows from operating activities</td>
<td>357</td>
<td>(382)</td>
<td>197</td>
</tr>
<tr>
<td>Cash flows from investing activities</td>
<td>(37)</td>
<td>(36)</td>
<td>(2,842)</td>
</tr>
<tr>
<td><strong>Cash flows from operating and investing activities</strong></td>
<td><strong>320</strong></td>
<td><strong>(418)</strong></td>
<td><strong>(2,645)</strong></td>
</tr>
<tr>
<td>Cash flows from financing activities</td>
<td>(348)</td>
<td>(97)</td>
<td>501</td>
</tr>
<tr>
<td><strong>Net cash flow for the period</strong></td>
<td>(28)</td>
<td>(515)</td>
<td>(2,144)</td>
</tr>
</tbody>
</table>

- Cash and bank balances, end of period  
  - 1,383  
  - 3,160  
  - 1,504
- Securities  
  - 17  
  - 18  
  - 17
- Interest-bearing debt  
  - (3,452)  
  - (3,264)  
  - (3,770)

**Interest-bearing debt, cash, bank balances and securities, net end of year**  
- (2,052)  
- (86)  
- (2,249)
**Q1 2016 - Balance sheet**

<table>
<thead>
<tr>
<th>DKKm</th>
<th>31.03.16</th>
<th>31.12.15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intangible assets</td>
<td>9,234</td>
<td>9,794</td>
</tr>
<tr>
<td>Other non-current assets</td>
<td>3,689</td>
<td>3,871</td>
</tr>
<tr>
<td>Current assets</td>
<td>7,691</td>
<td>7,660</td>
</tr>
<tr>
<td><strong>Assets</strong></td>
<td><strong>20,614</strong></td>
<td><strong>21,325</strong></td>
</tr>
<tr>
<td>Equity</td>
<td>8,733</td>
<td>8,785</td>
</tr>
<tr>
<td>Non-current liabilities</td>
<td>4,407</td>
<td>4,792</td>
</tr>
<tr>
<td>Current liabilities</td>
<td>7,474</td>
<td>7,748</td>
</tr>
<tr>
<td><strong>Equity &amp; liabilities</strong></td>
<td><strong>20,614</strong></td>
<td><strong>21,325</strong></td>
</tr>
<tr>
<td>Cash and bank balances</td>
<td>1,383</td>
<td>1,504</td>
</tr>
<tr>
<td>Securities</td>
<td>17</td>
<td>17</td>
</tr>
<tr>
<td>Interest-bearing debt</td>
<td>(3,452)</td>
<td>(3,770)</td>
</tr>
<tr>
<td><strong>Interest-bearing debt, cash, bank balances and securities, net end of year</strong></td>
<td><strong>(2,052)</strong></td>
<td><strong>(2,249)</strong></td>
</tr>
</tbody>
</table>
## Costs - yearly figures

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>14,594</td>
<td>13,468</td>
<td>15,258</td>
<td>8%</td>
<td>(12%)</td>
</tr>
<tr>
<td><strong>Cost of sales</strong></td>
<td>5,395</td>
<td>4,160</td>
<td>4,038</td>
<td>30%</td>
<td>3%</td>
</tr>
<tr>
<td><strong>Sales and distribution costs</strong></td>
<td>6,706</td>
<td>5,164</td>
<td>4,530</td>
<td>30%</td>
<td>14%</td>
</tr>
<tr>
<td><strong>Administrative expenses</strong></td>
<td>1,160</td>
<td>1,134</td>
<td>2,140</td>
<td>2%</td>
<td>(47%)</td>
</tr>
<tr>
<td><strong>R&amp;D</strong></td>
<td>8,149</td>
<td>2,911</td>
<td>2,951</td>
<td>180%</td>
<td>(1%)</td>
</tr>
<tr>
<td><strong>Total costs</strong></td>
<td>21,410</td>
<td>13,369</td>
<td>13,659</td>
<td>60%</td>
<td>(2%)</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>(6,816)</td>
<td>99</td>
<td>1,599</td>
<td>-</td>
<td>(94%)</td>
</tr>
<tr>
<td><strong>Core EBIT</strong></td>
<td>847</td>
<td>1,228</td>
<td>2,282</td>
<td>(31%)</td>
<td>(46%)</td>
</tr>
</tbody>
</table>

- **Cost of sales** 37% 31% 26%
- **Sales and distribution costs** 46% 38% 31%
- **Administrative expenses** 8% 8% 14%
- **R&D** 56% 22% 19%
- **EBIT-margin** (47%) 1% 10%

Included are 1) Restructuring costs of DKK 7bn. 2) writedown of desmoteplase of DKK 309m; 3) writedown of Sycrest of DKK 210m; 4) EU fine of DKK 700m and restructuring charge of DKK 200m
For more information please contact Investor Relations

Share information

Lundbeck’s shares are listed on the stock exchange in Copenhagen under the symbol "LUN".

Lundbeck has a sponsored Level 1 ADR programme listed in the US (OTC) under the symbol "HLUYY".

For additional company information, please visit Lundbeck at: www.lundbeck.com

Contact information

Palle Holm Olesen
VP; Head of Investor Relations
Tel: +45 36 43 24 26
palo@lundbeck.com or polesen3@bloomberg.net
Thank you!