

8 FEBRUARY 2023



# Financial results and business update

2022



*Jenna Humphries,  
Australia  
Living with migraine*

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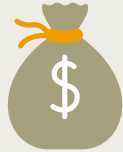
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# 2022 performance overview and highlights

(reported numbers)



**Excellent  
revenue  
performance**

**DKK 18.2 bn**

*Revenue up +12%*

**+31%**

*Strategic brands revenue*

**+104%**

*Vyepti revenue*



**Strategic brands  
deliver strong double-  
digit growth**

**DKK 12.1 bn**

**+67%**  
*Strategic brands of total revenue*

**Double-digit growth  
in all regions**



**Robust profit growth,  
while investing for  
growth**

**DKK 4.66 bn**

*EBITDA up +25%*

**26%**

*EBITDA margin*

**23%**

*Core EBIT margin*



**Pipeline  
continues to  
progress**

**Brexpiprazole AAD  
submitted:**

*PDUFA - May 10, 2023*

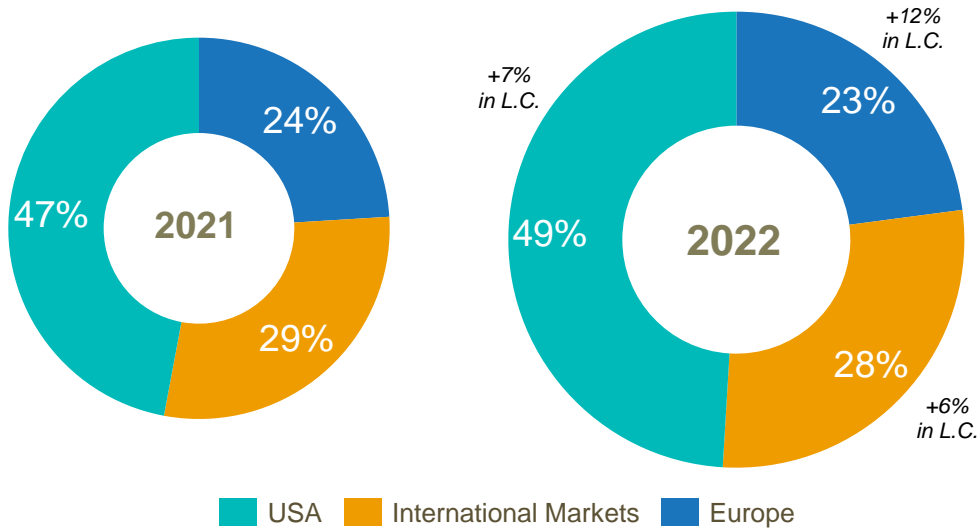
**Ari. 2M RTU submitted:**

*PDUFA - April 27, 2023*

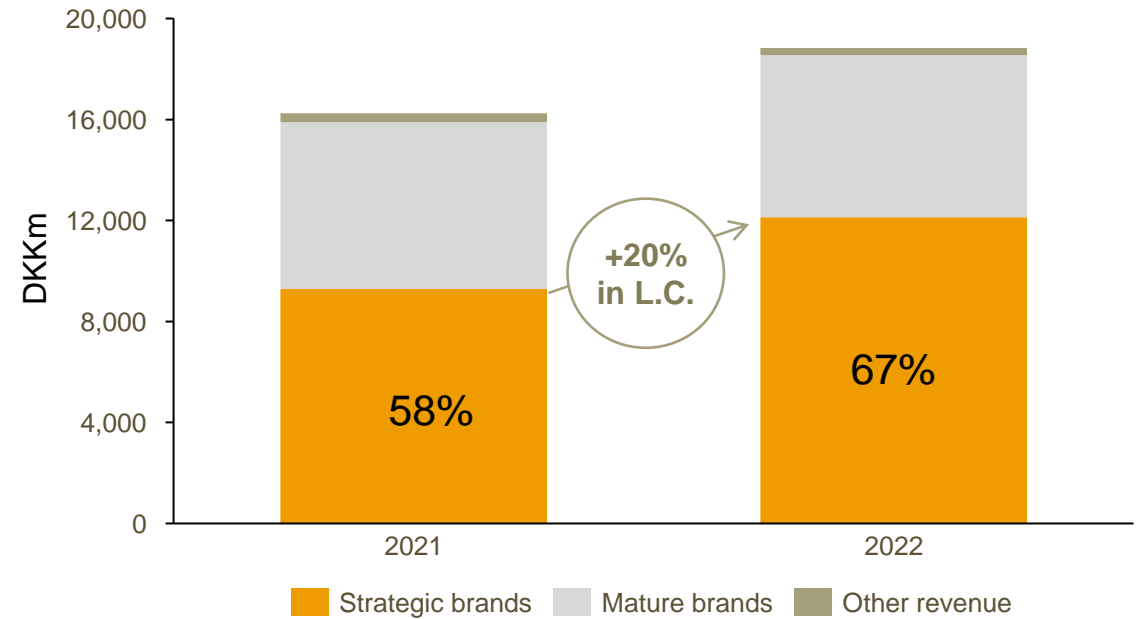
**Finished enrollment  
in two phase II trials**

# Strategic brands powering growth across the portfolio

% Revenue contribution



Strong growth from strategic brands



Key drivers of revenue:



## Strategic

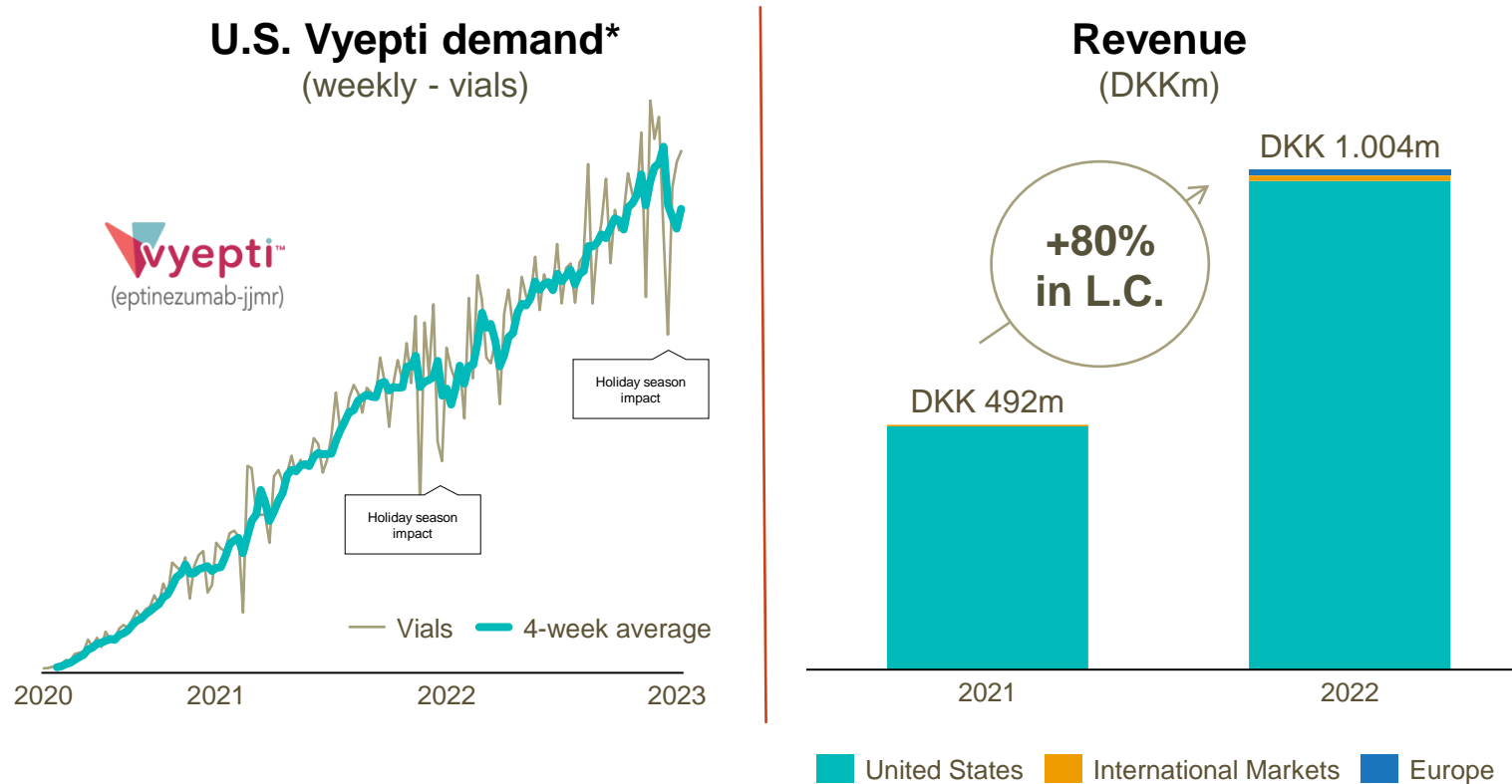
Continued double digit growth across all regions



## Mature

Cipralex/Lexapro continues to be relatively stable

# Vyepti: Strong growth in the U.S.



## U.S. growth advances

- Strong growth based on improved sales force effectiveness and KOL engagement
- Growth in new patients starts with continued persistency outpacing competitors
- Growing number of “loyalists” that describe efficacy as “transformative” indicating continued traction with clinical efficacy messaging
- Prevention market share continues to grow in the U.S.: 5.4%\*\*

Vyepti was approved by FDA in February 2020 and by the EU Commission in January 2022. \*) Weekly data view through January 20, 2023.  
\*\*) Thru November 2022

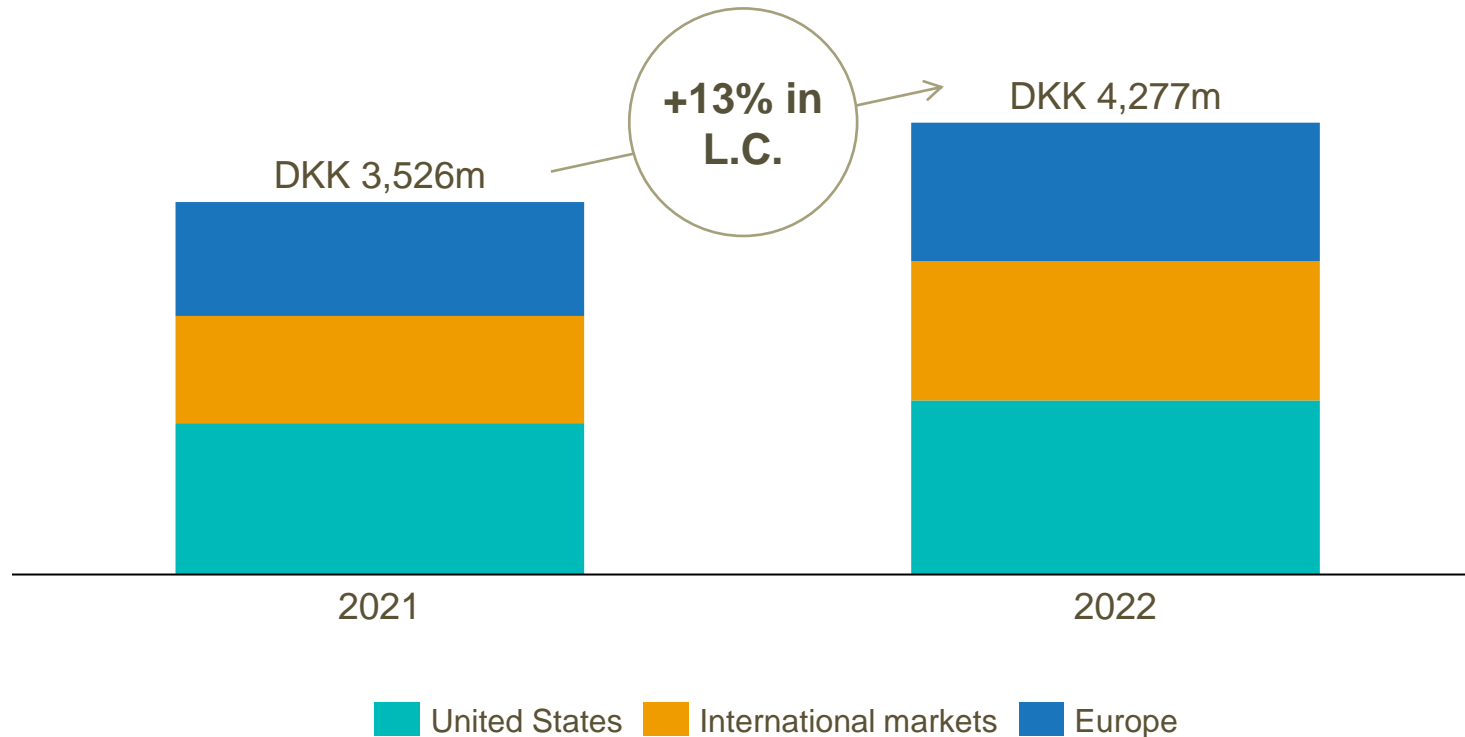
# Vyepti: Global rollout progressing as planned



## Strong adoption across new markets

- Launched in nine markets in 2022: Australia, Canada, Denmark, Estonia, Finland, Germany, Singapore, Sweden and Switzerland
- Volume share of prevention market:
  - 13% market share in U.A.E.
  - 6% in Switzerland (7<sup>th</sup> month)
  - 1% in Germany (3<sup>rd</sup> month)
- Strong uptake in Canada
- Most recently launched in France and UK is in launch preparation
- Around 15 launches planned for 2023

# Strong Brintellix/Trintellix growth underpinned by excellent efficacy profile



## Excellent development of sales in Japan

- 10.1% value market share (up 4.3ppt in 2022)
- In Japan, Trintellix continues to grow with stronger positioning as a first-line treatment being established among psychiatrists

## Europe and International Markets accelerate growth post-pandemic

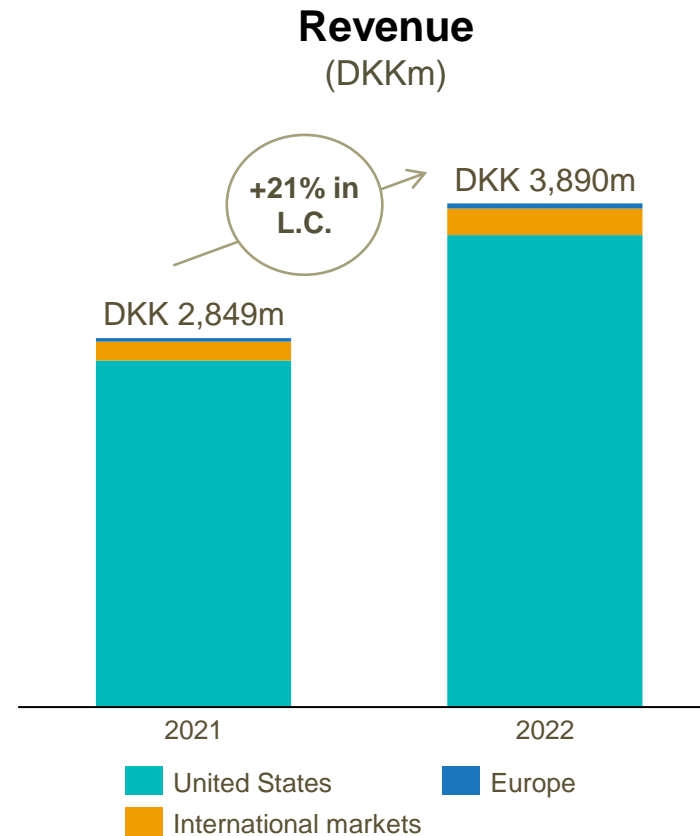
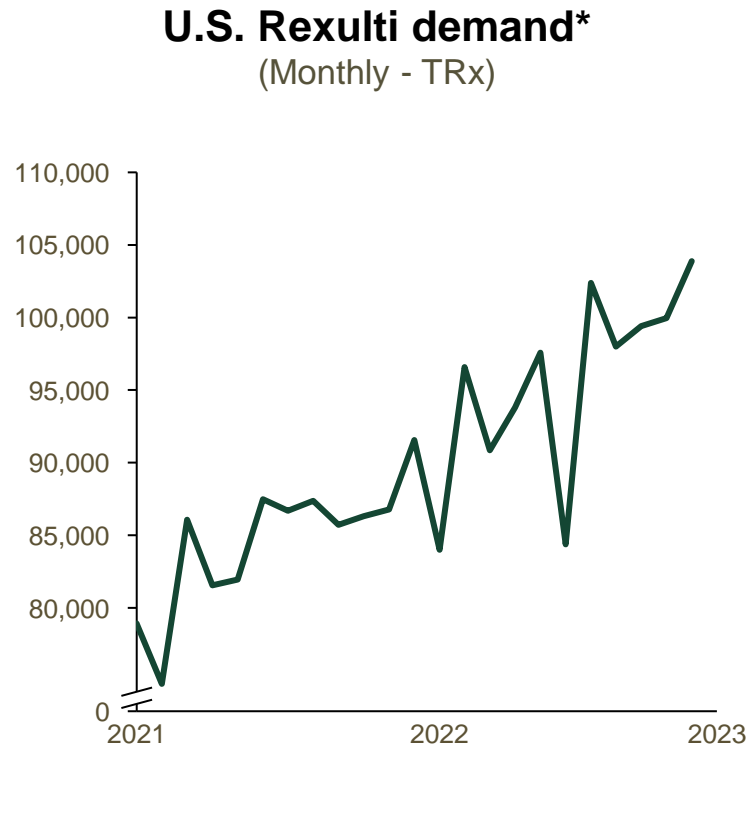
- Canada, Spain, China and Italy provide the largest absolute growth
- Positive growth across multiple other markets

## Growth in the U.S. anti-depressant market has returned to pre-pandemic levels (~1-2%)

- Focused messaging and sales force effort is expected to drive new patient starts and overall demand growth

Trintellix was approved by FDA September 2013 and Brintellix by EMA December 2013

# Rexulti sales growth outstanding in 2022 driven by strong demand growth



Continued strong growth momentum in the U.S...

- Share at all time high
- Number of R<sub>x</sub> increased with strong in person promotion and DTC offering
- AAD launch preparations progressing rapidly

...and in countries such as Brazil and Canada

- Dynamic growth in Canada of close to 30% y/y with volume share at ~3.6%\*\*
- Brazil more than doubled sales with volume share at ~1.9%\*\*

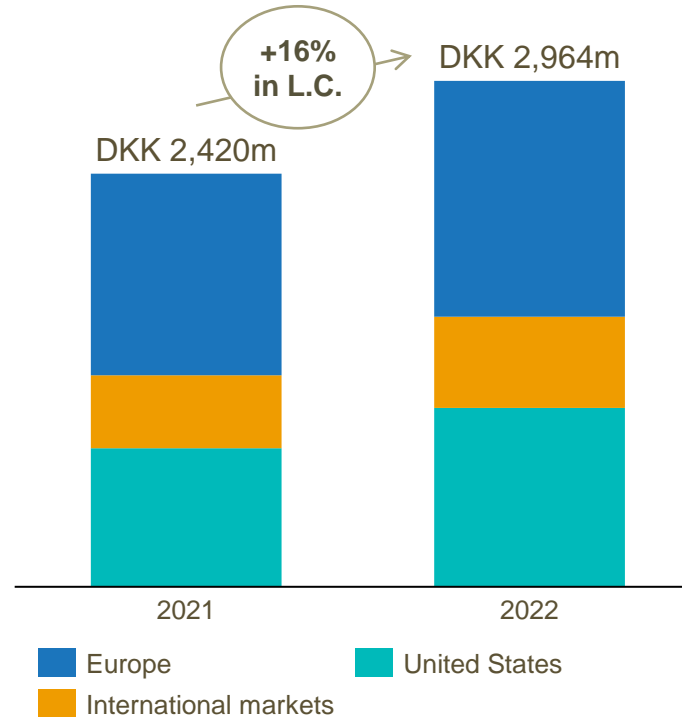
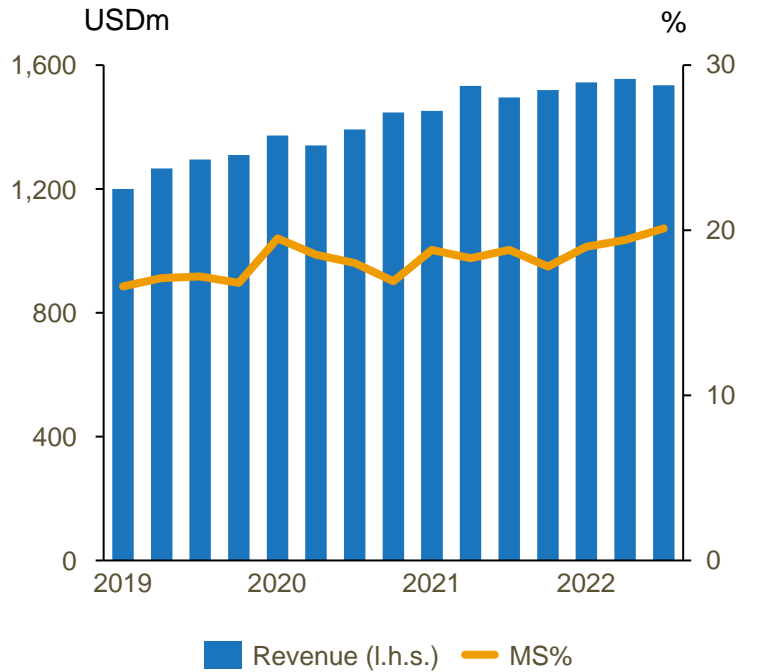
Trintellix was approved by FDA September 2013 and Brintellix by EMA December 2013. \*) Bloomberg, data ending December 2022. \*\*) November 2022



# Abilify Maintena delivered solid growth in North America and Europe

## Global LAI sales and Abilify Maintena MS%

(Quarterly – USD and %)



### Strong growth in 2022

- Growth mainly driven by the U.S., Spain and Canada

### Strong market share gains in Europe

- Exceeding 30% market share in countries such as Italy, Switzerland and U.K.
- In key markets, Abilify Maintena is growing faster than the aLAI market

### Regulatory process for 2-month formulation initiated

- PDUFA date set for April 27, 2023
- Also submitted in Canada and Europe

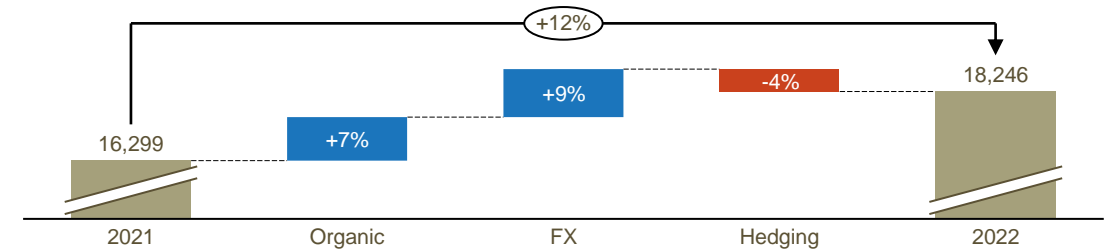
Abilify Maintena was approved by FDA and by the EU Commission in February and November 2013, respectively

# Exceptional revenue and profit growth

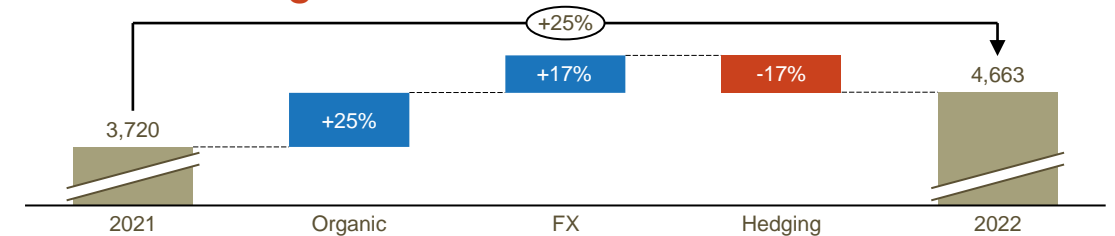
## Key figures

DKKm	FY 2022	FY 2021	Δ
Revenue	<b>18,246</b>	16,299	+12%
Gross margin	<b>78.3%</b>	77.6%	+0.7pp
SG&A	<b>7,689</b>	6,818	+13%
R&D	<b>3,754</b>	3,823	-2%
Core EBIT	<b>4,155</b>	3,517	+18%
(in % of revenue)	<b>22.8%</b>	21.6%	+1.2pp
EBITDA	<b>4,663</b>	3,720	+25%
(in % of revenue)	<b>25.6%</b>	22.8%	+2.8pp

## Revenue bridge



## EBITDA bridge



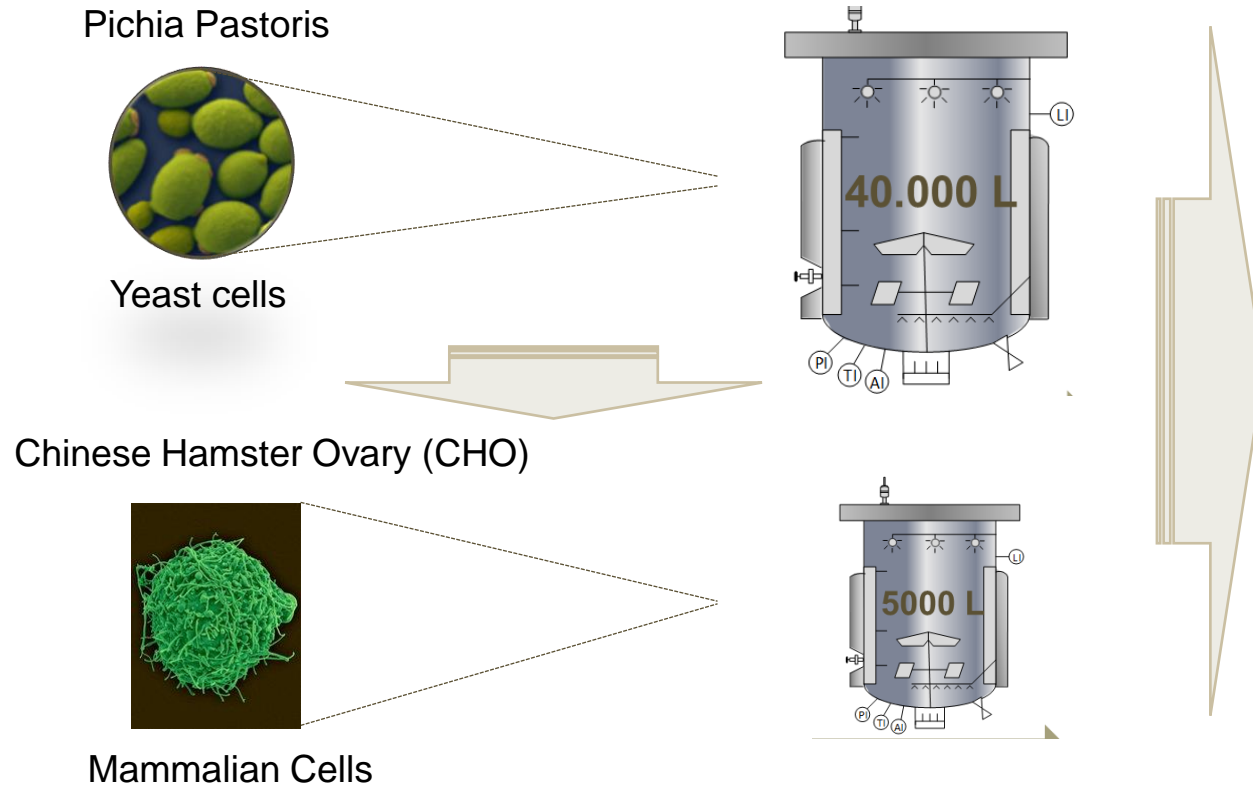
## Comments

- **Revenue** up +12% in reported with underlying organic growth rate of approx. 7%. FX tailwind of ~8% mitigated partially by hedging impact of -4% on the back of a strengthening USD
- **Gross margin:** +0.7pp higher compared to 2021, despite the provision for Vyepi inventory obsolescence in the amount of approximately DKK 200m taken in Q4

- **SG&A** increase of 13% thereof pure organic increase of +5%. Higher promotion and sales costs due to normalization of activity levels and Vyepi launch costs
- **R&D costs** slightly reduced following completion of several clinical studies on marketed products

# Vyepti moving towards state-of-the-art manufacturing

## Pichia vs. CHO manufacturing



## Vyepti provision for inventory obsolescence

- A DKK 228 million provision for Vyepti inventory obsolescence has been recognized in Cost of sales in 2022
- The provision is a consequence of
  - A fixed batch quantity supply agreement effective for five years up to mid-2023 was inherited with the acquisition of Alder BioPharmaceuticals Inc.
  - Higher than originally expected production yields from the current production cell line
  - Recent progress increases the likelihood of success of the planned transition from pichia to CHO-based manufacturing
- Additional provision of approximately DKK 300m planned in 2023, included in guidance

# Strong growth of more than 40% in both EBIT and EPS

## Reported numbers

DKKm	2022	2021	Δ
EBIT	<b>2,852</b>	2,010	+42%
<i>(in % of revenue)</i>	<i>15.6%</i>	<i>12.3%</i>	<i>+3.3pp</i>
Net financials, expenses	<b>378</b>	429	-12%
Profit before tax	<b>2,474</b>	1,581	+56%
Income tax	<b>558</b>	263	+112%
<i>Effective tax rate (%)</i>	<i>22.6%</i>	<i>16.6%</i>	-
Profit for the period	<b>1,916</b>	1,318	+45%
EPS (DKK)	<b>1.93</b>	1.33	+45%

## Comments

- Underlying organic EBIT growth of +42%
- Decrease in net financial expenses due to lower net interest costs, gain from other financial assets partially offset by Q1 2022 fair value adjustment on CVR for EMA approval of Vyepiti
- Effective tax rate of 22.6%
- Net profit and EPS growth reflect EBIT performance

# Solid operational cash flow while also investing for growth

DKKm	2022	2021
<b>EBIT</b>	<b>2,852</b>	<b>2,010</b>
Adjustments for non-cash items	1,615	1,148
Change in Working capital	(405)	(305)
<b>Cash flows from operations</b>	<b>4,062</b>	<b>2,852</b>
Other changes in operating activities	(543)	(581)
Cash flows from investing activities	(1,892)	(610)
<b>Cash flows from operating and investing activities (free cash flow)</b>	<b>1,627</b>	<b>1,662</b>
Cash flows from financing activities	(387)	(3,336)
<b>Net cash flow for the period</b>	<b>1,240</b>	<b>(1,674)</b>
Net debt	(2,183)	(3,189)
Net debt/EBITDA	~0.5x	~0.9x

## Comments

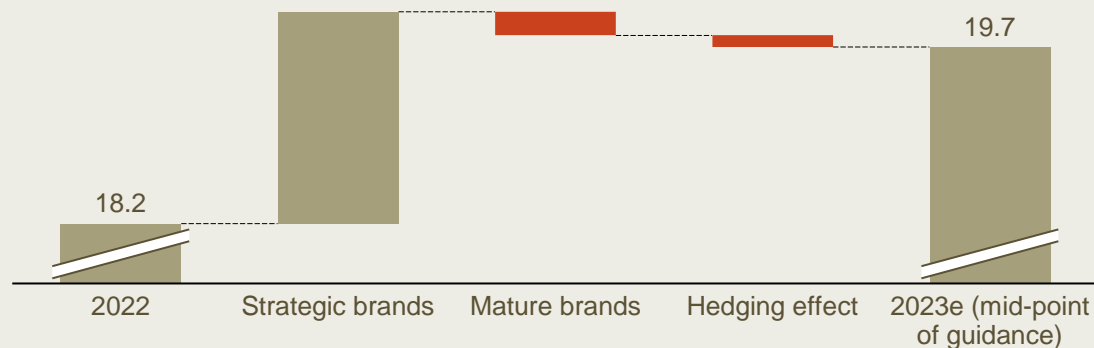
- EBIT growth of 42% drives stronger operational cash flow
- Changes in net working capital driven by higher receivables due to higher sales, increases in inventory and timing of accruals for short-term liabilities
- CVR payment of DKK 1.6bn in Q1 2022 impacts Other changes in operating activities and Cash flows from investing activities
- Change in Cash flows from financing activities driven by loan repayment in 2021 and loans obtained in 2022

# 2023 financial guidance

## FY 2023 financial guidance

DKKm	FY 2021 Actual	FY 2022 Actual	2023 Guidance
Revenue	16,299	18,246	<b>19.4 – 20.0bn</b>
EBITDA	3,720	4,663	<b>4.8 – 5.2bn</b>

## Illustrative bridge from 2022 to 2023e revenue guidance (DKKbn)



## FY 2023 housekeeping items

### Revenue

- Continued solid growth of Abilify Maintena, Brintellix/Trintellix and Rexulti
- Strong momentum for Vyepiti continues; rolling out globally
- Slight erosion of Cipralelex/Lexapro sales
- Negative effects from hedging expected DKK ~75 million

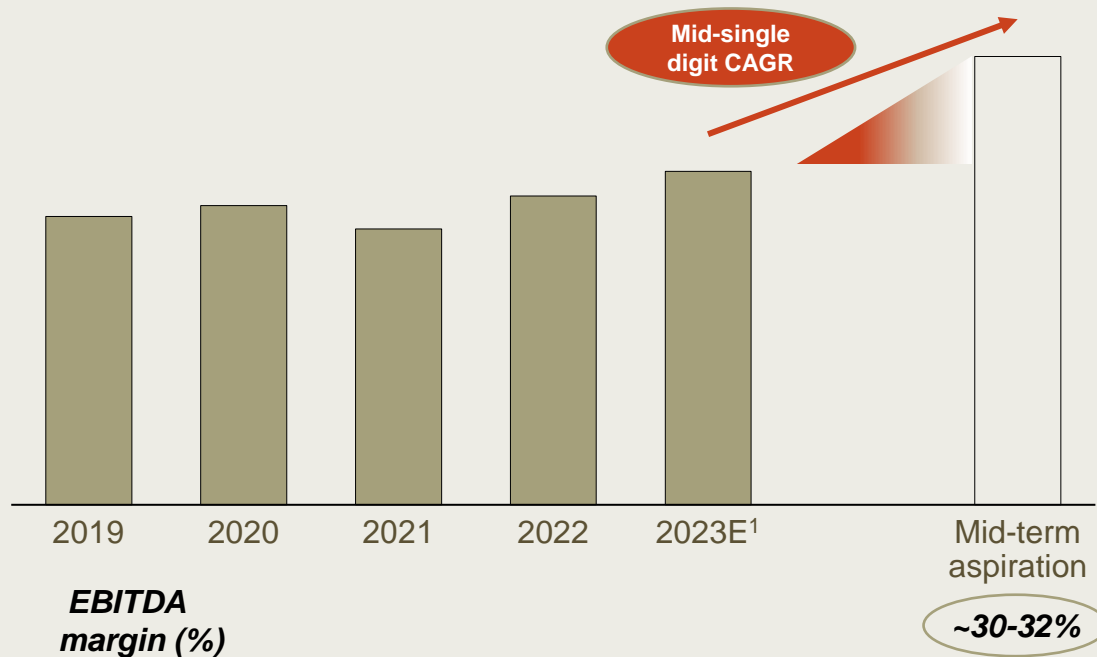
### Profits

- Amortization of product rights expected DKK ~1.5bn
- SG&A costs expected to increase due to launches
- R&D costs expected to be broadly stable

Guidance based on exchange rates from end of November 2022

# Solid growth in revenue and EBITDA expected to continue over the mid-term

Revenue performance (DKKbn)



## Expected organic development towards mid-term aspiration (3-4 years)

- Continued double-digit growth for strategic brands in aggregate
- Slight erosion of mature brands sales
- Amortization of product rights expected DKK ~1.4bn
- Launch investments for Vyepti, brexpiprazole AAD and aripiprazole 2M RTU to drive mid-term growth
- R&D costs expected to remain broadly stable supporting the transformation of R&D

<sup>1</sup>Mid-point

# Strong progress in the pipeline

- Brexpiprazole **positive phase III data** in Agitation in Alzheimer's Dementia
  - Priority review ongoing in the U.S. with PDUFA date set for May 10, 2023
- Aripiprazole 2-month formulation (ready-to-use long-term injectable) **submitted for regulatory approval** in the U.S., EU and Canada
- Vyepti approved in EU and continued global regulatory roll-out
- Vyepti **PK-study** results **increase likelihood** of success of transition from pichia to CHO manufacturing
- Brintellix/Trintellix **LCM program concluded successfully** with strong support for its unique profile
- Two phase II/PoC programs (*HOPE* and *AMULET*) **completed enrollment**, awaiting results in 2023/2024
- First **neuroimmunology** and **neurohormonal** programs entered into clinical development
- Rich innovative Research pipeline established, including **SMiRNA** modality

SMiRNA: Small molecules interacting with RNA





# Brexpiprazole offers an exciting treatment option for patients with Agitation in Alzheimer’s Dementia (AAD)



An estimated **6.5 million** patients with AD in the U.S. increasing with at least 100,000 patients per year\*



## Blockbuster potential

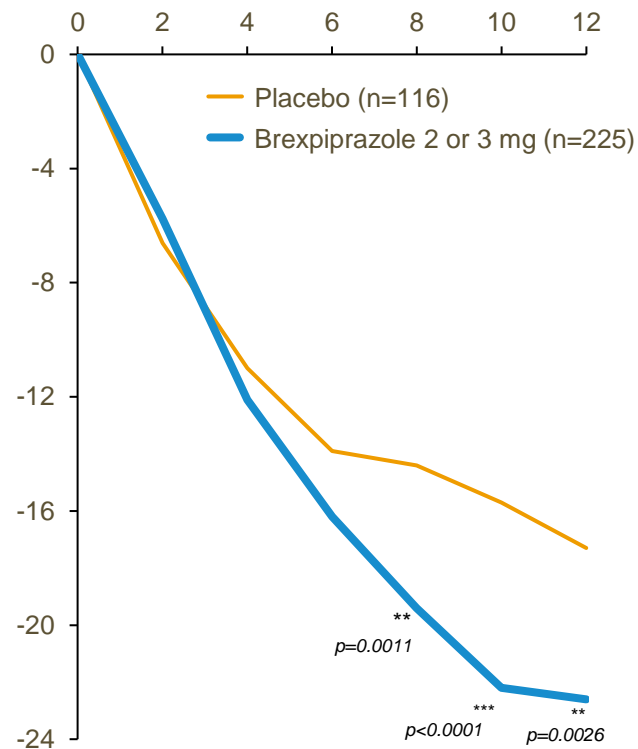
AAD has blockbuster potential for the Lundbeck/Otsuka alliance



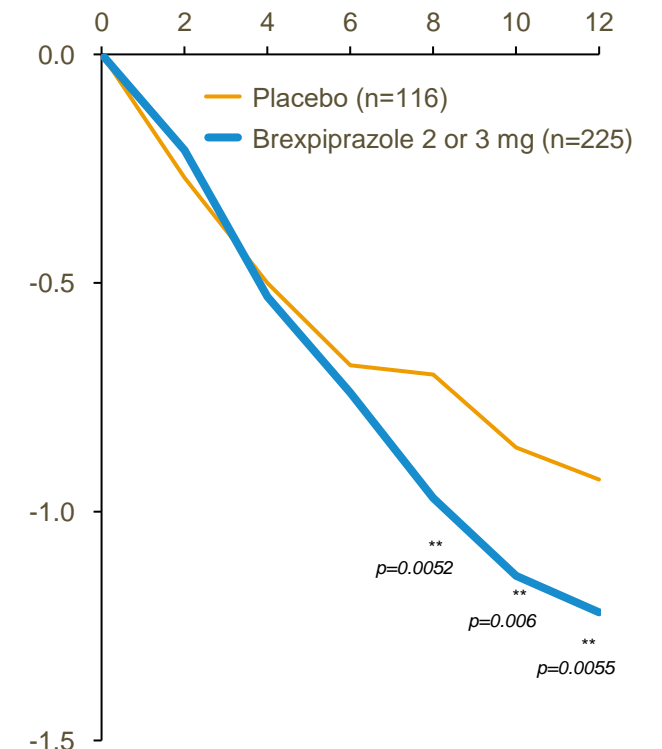
## No approved treatments for AAD

- >30% of patients with dementia are prescribed antipsychotics
- Antipsychotics prescribed for AAD patients are limited by their tolerability profile, e.g. heavily sedating and EPS\*\*\*

**Primary Endpoint: Change from Baseline in CMAI Total (MMRM) (Study 213)**



**Key Secondary Endpoint: Change from Baseline in CGI-S score (MMRM) (Study 213)**



\*) 2022 Alzheimer’s Disease Facts and Figures, Alz & Dem., 2022, 18: 700-789. \*\*) Halpern R. et al. Int. J. Geriatr. Psychiatry 2019; 34: 420-431. \*\*\*) EPS: Extrapyramidal Symptoms. MMRM: Mixed Model Repeated Measures. CMAI: Cohen-Mansfield Agitation Inventory. CGI-S: The Clinical Global Impressions Scale



# Lu AG09222 holds the potential to be first-in-class with a differentiated approach to migraine prevention



## Medical condition

Migraine prevention with prior treatment failures



## Molecule

Anti-PACAP\* humanized IgG1 antibody

– Rich biology provides differentiated approach to migraine prevention and potential in other pain conditions

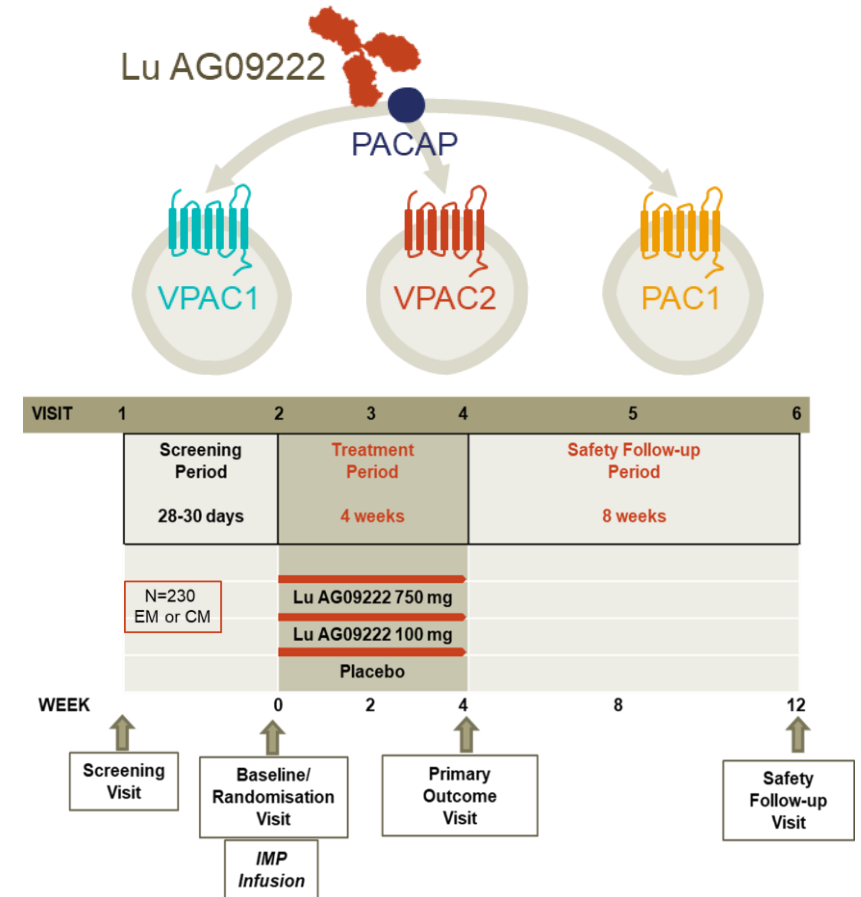


## Clinical development phase

Phase IIa/PoC HOPE trial - prevention of migraine (EM, CM) in adults not helped by prior treatments

- Change from baseline in the number of MMD (week 1-4)
- 230 patients randomized 2:1:2 (high dose : low dose : placebo)

Possibility for subQ development established



Notes: \*PACAP: Anti-pituitary adenylate cyclase activating peptide. VIP: Vasoactive intestinal peptide; EM / CM: Episodic / Chronic Migraine; MMD: Monthly Migraine Days. SubQ: Subcutaneous administration

# Lu AF82422 in phase II - Potential first therapy delaying disease progression in Multiple System Atrophy



## Medical condition

Alpha-synucleinopathies: Multiple System Atrophy  
 – A rare, aggressive, disease with a high unmet medical need



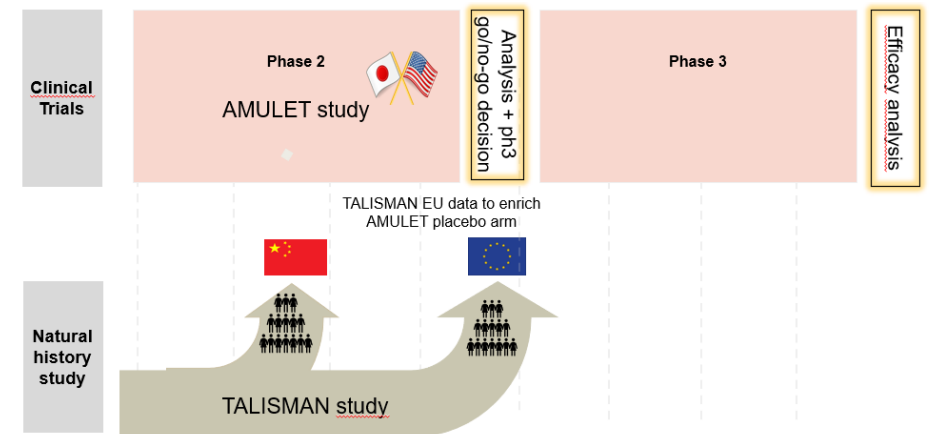
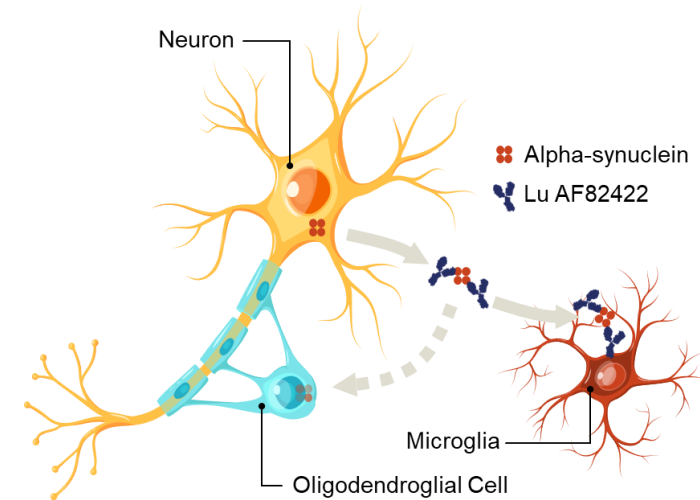
## Molecule

Anti alpha-synuclein IgG1 antibody  
 – Binds to multiple species, including C-terminal truncated forms; target engagement on monomers in CSF shown

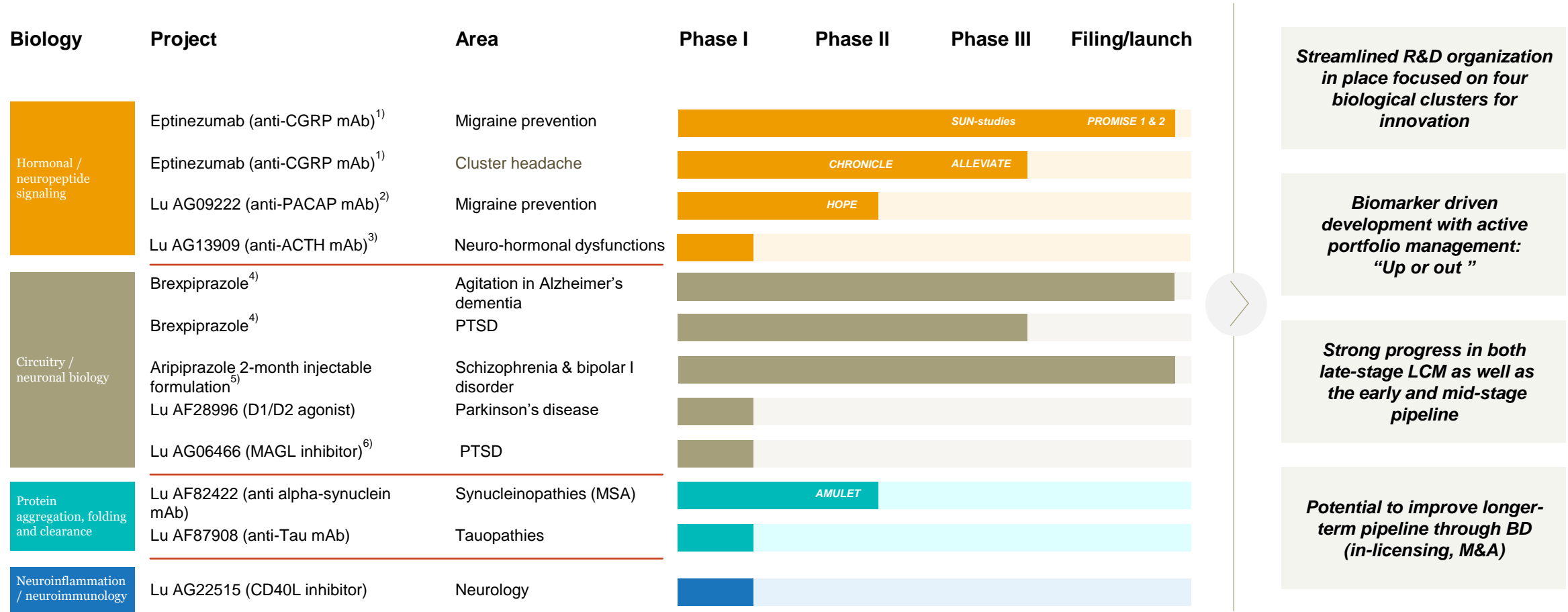


## Clinical development phase

Phase II: Innovative and adaptive, supported by biomarkers  
 – UMSARS Part I and Part II Total Score; 48-72 weeks of treatment  
 – 60 patients randomized 2:1 (active : placebo) – Placebo arm to be enriched with data from TALISMAN natural history study in early MSA



# Streamlined R&D platform on track to develop the product pipeline



1) CGRP: Calcitonin gene-related peptide. 2) PACAP: Pituitary adenylate cyclase-activating polypeptide. 3) Adrenocorticotrophic hormone. 4) Acts as a partial agonist at 5-HT<sub>1A</sub> and dopamine D<sub>2</sub> receptors at similar potency, and an antagonist at 5-HT<sub>2A</sub> and noradrenaline alpha<sub>1B/2C</sub> receptors. 5) Life cycle management in partnership with Otsuka Pharmaceuticals. 6) MAGL: Monoacylglycerol lipase

# Selected deliverables 2023

- **Brexpiprazole AAD: FDA approval**  
*(The FDA PDUFA date for completion of the review is May 10, 2023 following priority review)*
- **Aripiprazole 2M RTU: Approvals**  
*(The FDA PDUFA date for completion of the review is April 27, 2023)*
- **Vyepti: Continue geographical and indication expansion**
- **Lu AG09222 (PACAP): Phase II HLR in migraine prevention**  
*(Expected mid-2023)*
- **Brexpiprazole PTSD: HLR from two phase III trials**  
*(Expected H2 2023)*



*RTU: Ready-to-Use. AAD: Agitation in Alzheimer's dementia. HLR: Headline results*

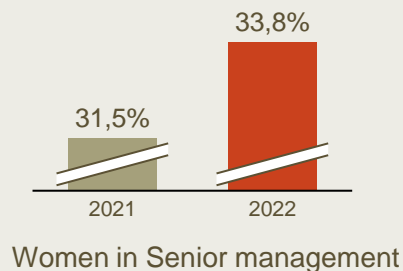
# Sustainability is integral to how we do business



- **8th** consecutive year of achieving a CDP leadership score
- **100% of electricity** for Lundbeck Denmark is green from new solar park
- **29%** reduction of emissions from sites\*
- **Updated near-term climate targets** according to new SBTi guidance
- **Low Carbon Transition Plan:** Demonstrating path to zero emission no later than 2050



- **+8 million people** reached on a daily average with our portfolio of products\*
- Increased **donations** to Low-Middle Income Countries
- Launched **Neurodiverse** workplace commitment
- Increased share of women in senior management to 33.8%



- Selection of third parties and suppliers based on **good governance** compliance

\*) Compared to baseline 2019. SBTi: Science Based Targets initiative

# Lundbeck priorities for 2023

## Continue to deliver solid financial performance

- Drive growth momentum for our core brands
- Robust cash generative business
- Strong balance sheet
- Ensuring financial capacity for long-term growth

## Sustainability is integral to how we do business

- Remain committed to the UN Global Compact
- Contribute to addressing seven of the Sustainable Development Goals
- CSRD readiness progressing



## Advance progress in our R&D pipeline

- Approval of brexpiprazole AAD and aripiprazole 2M RTU
- Maturing pipeline with promising science for future growth – several data read-outs the next 12-15 months

## Building on external innovation

- Focusing on niche/specialty and rare disease neurology and psychiatry indications
- Address product replacement need into the late decade
  - Expanding early/mid-stage pipeline

AAD: Agitation in Alzheimer's dementia. RTU: Ready To Use. CSRD: EU's Corporate Sustainability Reporting Directive





Q&A

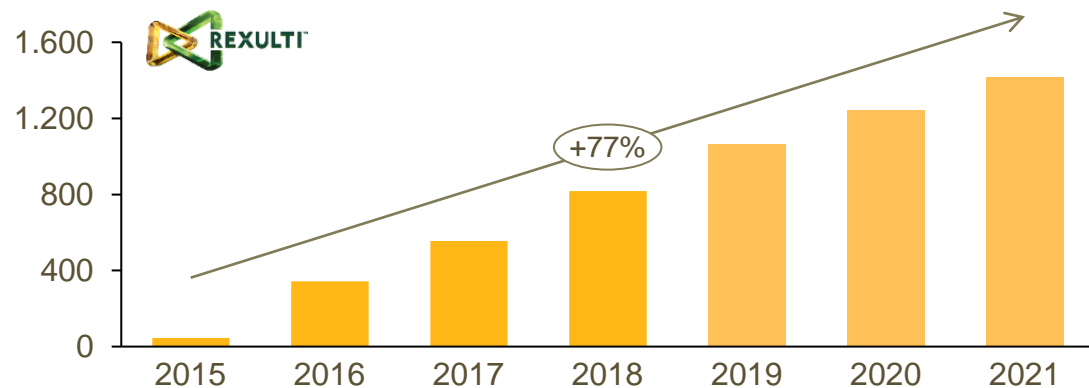
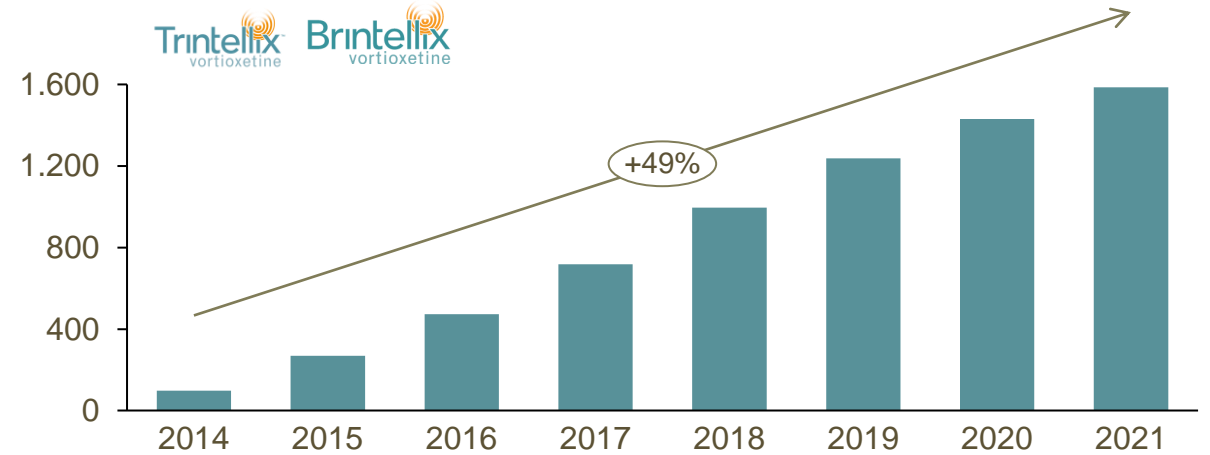
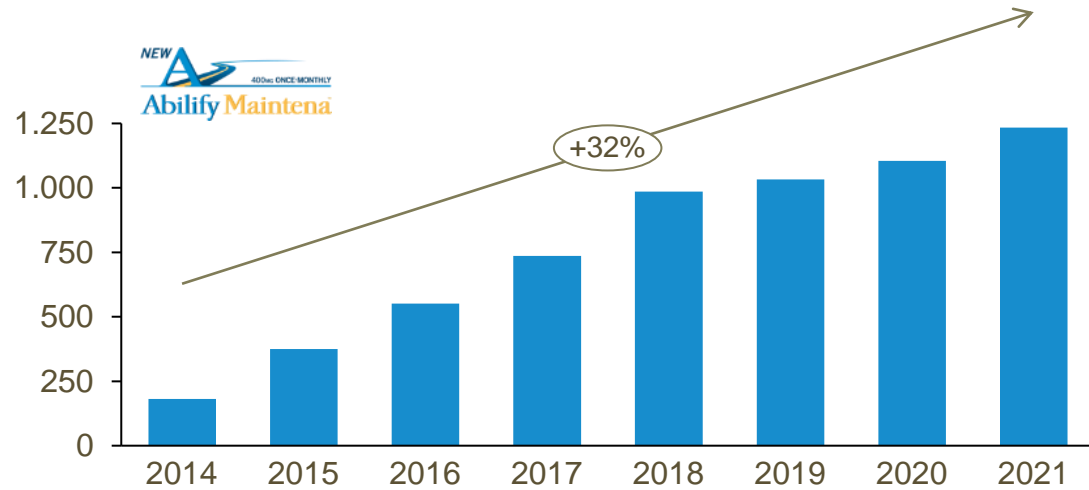


# Appendix

# Product distribution of revenue – Q4 2022 and FY 2022

DKKm	FY 2022	FY 2021	Q4 2022	Q4 2021	Growth	Growth in local currencies	% of total (FY 2022)
<b>TOTAL:</b>							
Brintellix/Trintellix	4,277	3,526	1,100	961	14%	7%	24%
Rexulti/Rxulti	3,890	2,849	1,073	737	46%	26%	21%
Abilify Maintena	2,964	2,420	800	610	31%	24%	16%
Vyepti	1,004	492	332	164	102%	77%	6%
<b>Strategic brands</b>	<b>12,135</b>	<b>9,287</b>	<b>3,305</b>	<b>2,472</b>	<b>34%</b>	<b>22%</b>	<b>67%</b>
Cipralex/Lexapro	2,360	2,346	486	511	(5%)	(6%)	13%
Sabril	636	657	154	170	(9%)	(21%)	3%
Onfi	426	505	109	123	(11%)	(24%)	2%
Other pharmaceuticals	3,000	3,104	741	666	11%	7%	16%
Other revenue	277	347	72	136	(47%)	(49%)	2%
Effects from hedging	(588)	53	(187)	(25)			(3%)
<b>Total revenue</b>	<b>18,246</b>	<b>16,299</b>	<b>4,680</b>	<b>4,053</b>	<b>15%</b>	<b>11%</b>	<b>100%</b>

# Total molecule sales (gross) - USDm



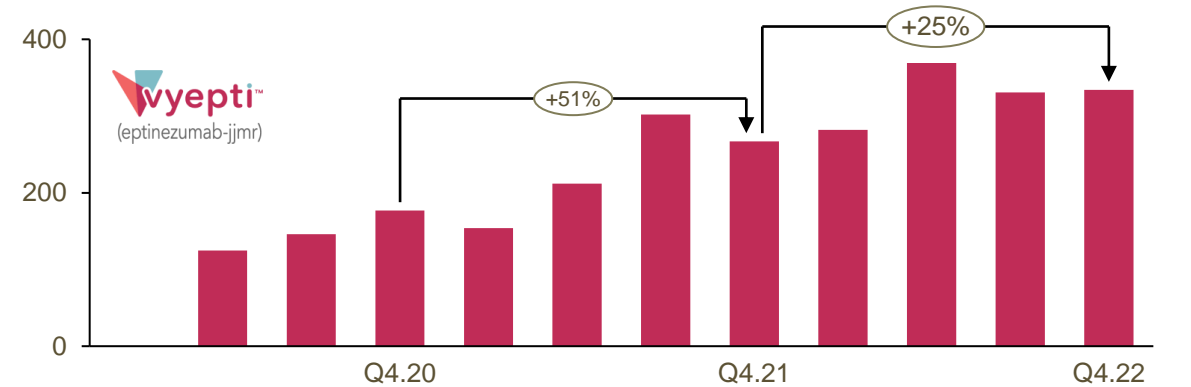
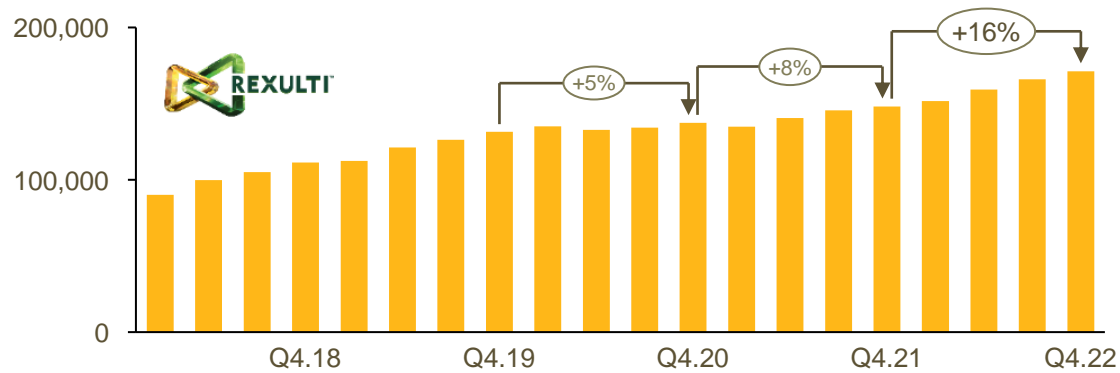
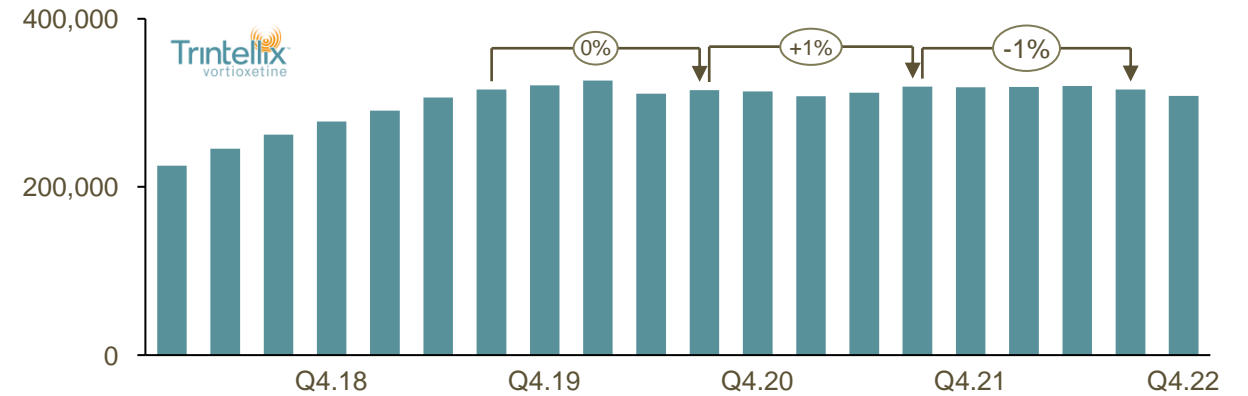
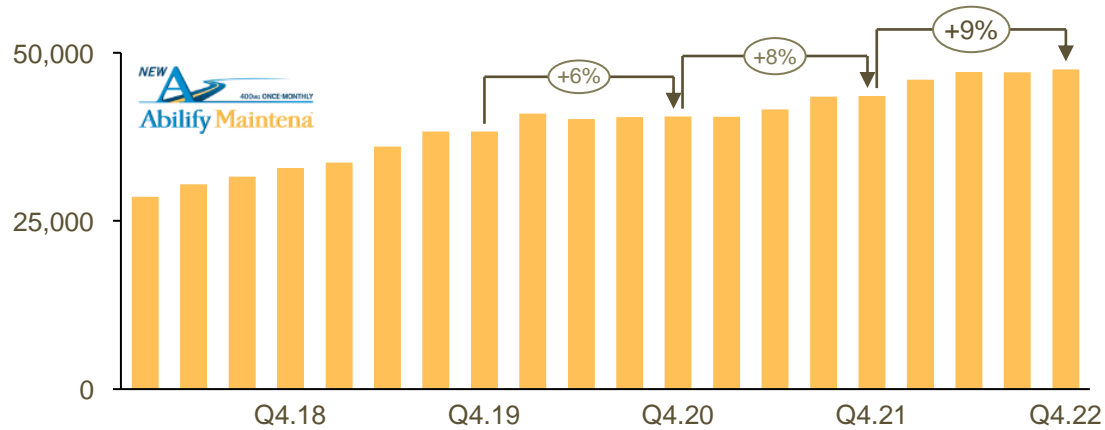
**Abilify Maintena:** U.S. approval (Feb. 2013); EU approval (Nov. 2013)

**Brintellix/Trintellix:** U.S. approval (Oct. 2013); EU approval (Dec. 2013); Japan approval (Sep. 2019)

**Rexulti:** U.S. approval (Jul. 2015); EU approval (Jul. 2018); Japan approval (Jan. 2018 – NOT Lundbeck territory)

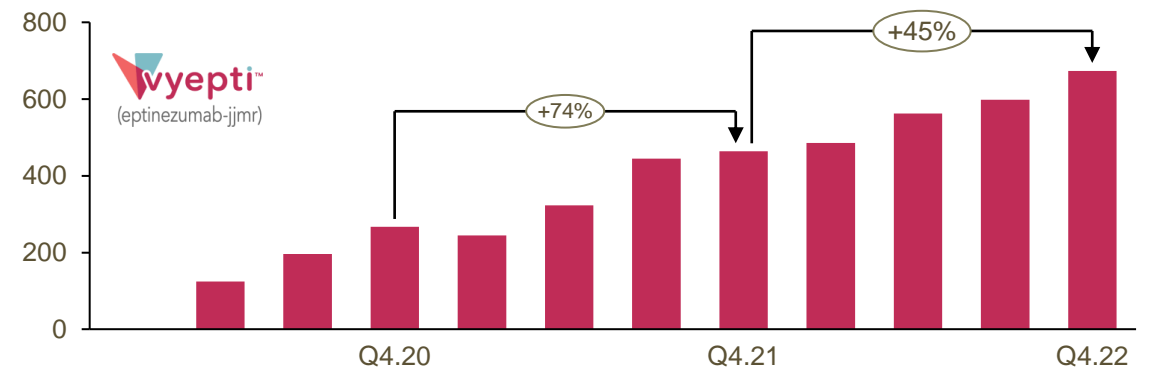
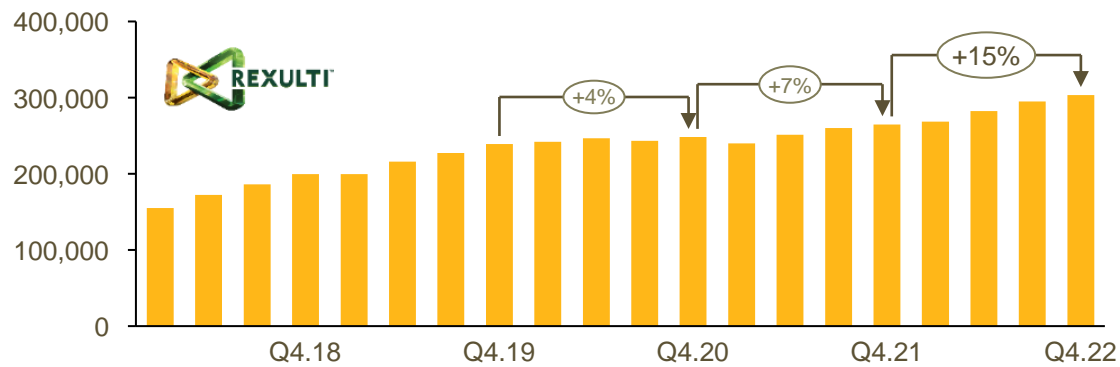
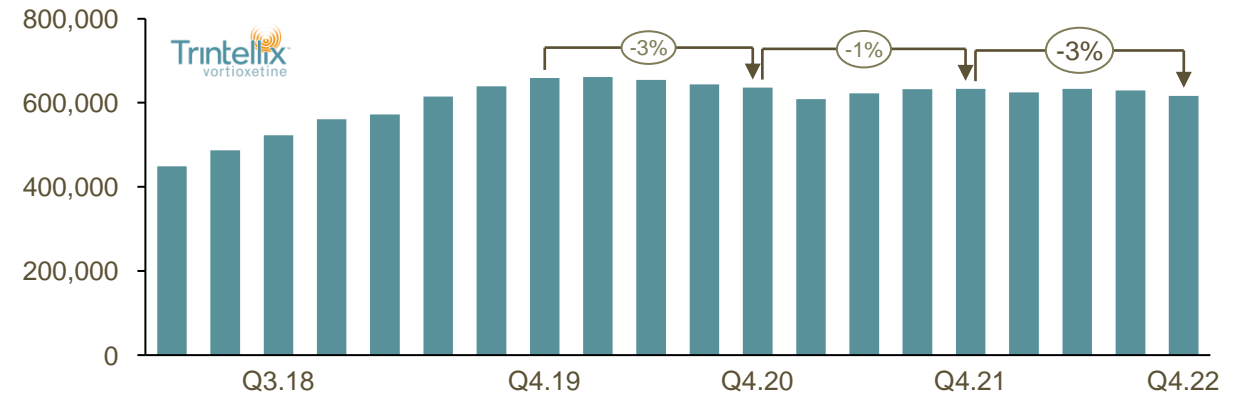
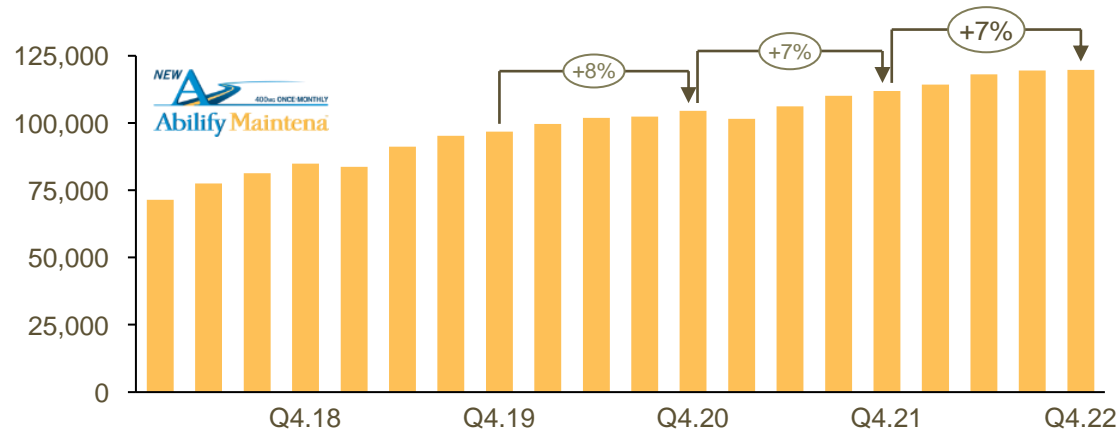
Source: IQVIA 2021 Data

# Volume growth in the U.S. impacted by the pandemic (NRx Count)



Source: Symphony Health (ref Bloomberg)

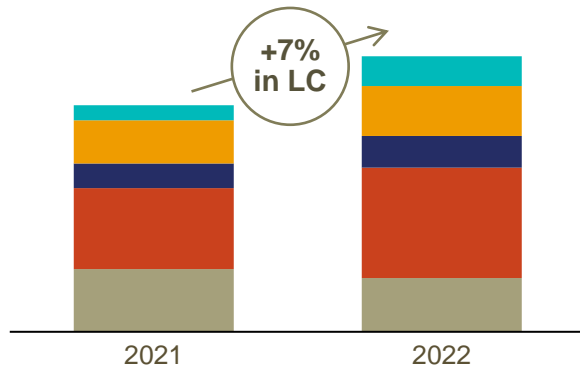
# Volume growth in the U.S. impacted by the pandemic (TRx Count)



Source: Symphony Health (ref Bloomberg)

# Strong strategic brands growth globally

## United States

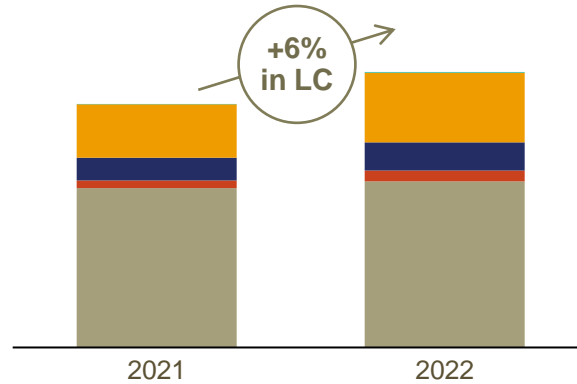


Strategic brands  
up 35%\* to DKK 7.3bn –  
80% of sales

**Vyepti** and **Rexulti** key contributors to growth

United States accounts for almost  
**50% of total revenue**

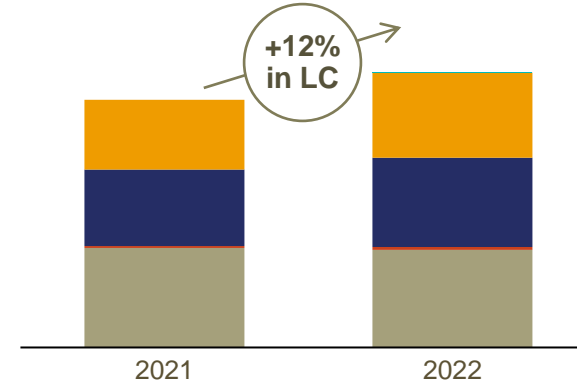
## International markets



Strategic brands  
up 30%\* to DKK 2.1bn –  
40% of sales

**Vyepti** roll-out started

## Europe



Strategic brands  
up 20%\* to DKK 2.7bn –  
65% of sales

Strategic brands show  
**robust growth**  
**across most markets**  
driven by demand

**Solid**  
underlying growth  
in Europe and  
International markets  
driven by demand



**U.S. Canada,**  
**Spain, Italy and**  
**Australia**  
are the largest markets  
for strategic brands

■ Vyepti ■ Trintellix ■ Abilify/Maintena ■ Rexulti ■ Other products

# Strategic brands are major revenue contributors, continuing strong growth momentum

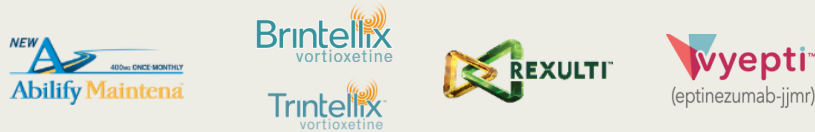
**+31%** 

**Strategic brands** sales growth (+20% in L.C.)

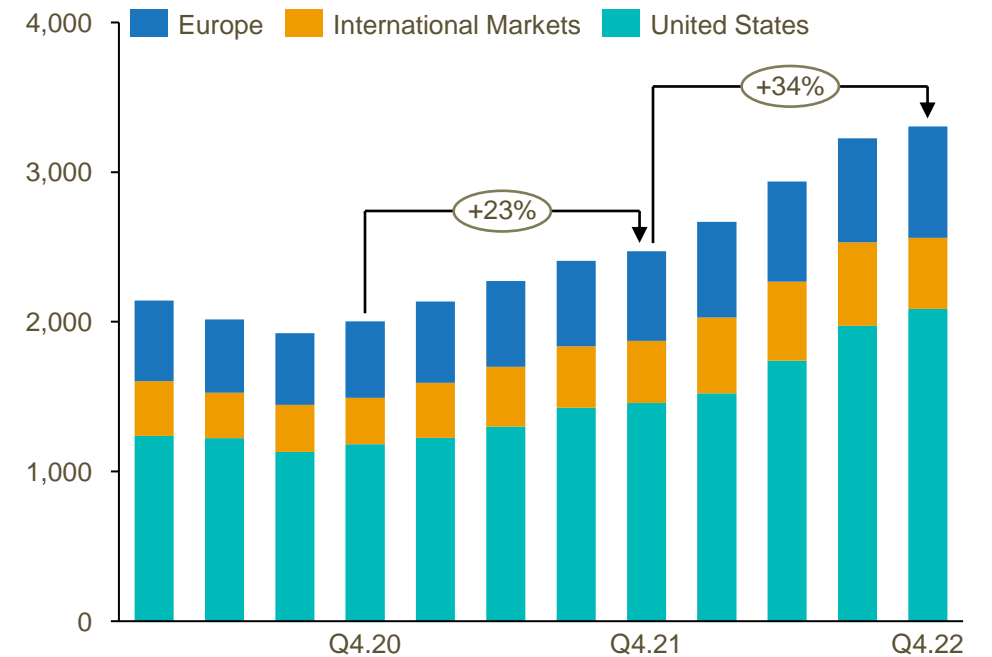
**DKK 12.1bn**

Global Lundbeck sales in 2022 (67% of total Lundbeck sales)

- All four strategic brands showed double-digit growth in 2022
- Strategic brands grew significantly in all regions
  - 35%, 30% and 20% in the United States, International Markets and Europe, respectively
- Strong growth momentum is expected to continue
- Some benefit from FX



**Strategic brands\* revenue**  
(Quarterly - DKKm)



\*) Abilify Maintena, Brintellix/Trintellix, Rexulti/Rxulti and Vyepti. L.C.: Local currencies



# Vyepti: Robust uptake continues



Grew 80% in L.C. (104% reported) to DKK 1,004m in FY 2022

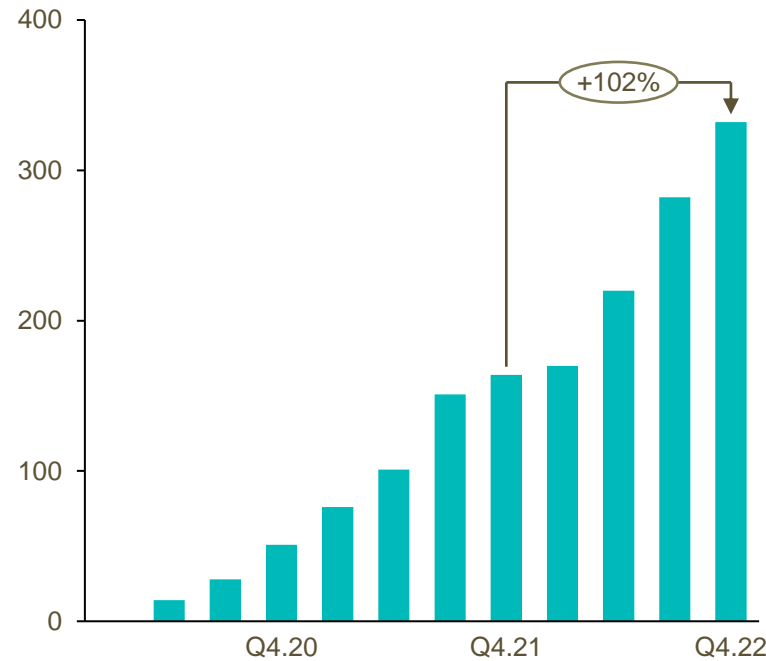
Launched in the U.S., Australia, Canada, Denmark, Estonia, Finland, Germany, Kuwait, Singapore, Sweden, Switzerland and U.A.E.

Additional launches planned for 2023 and beyond

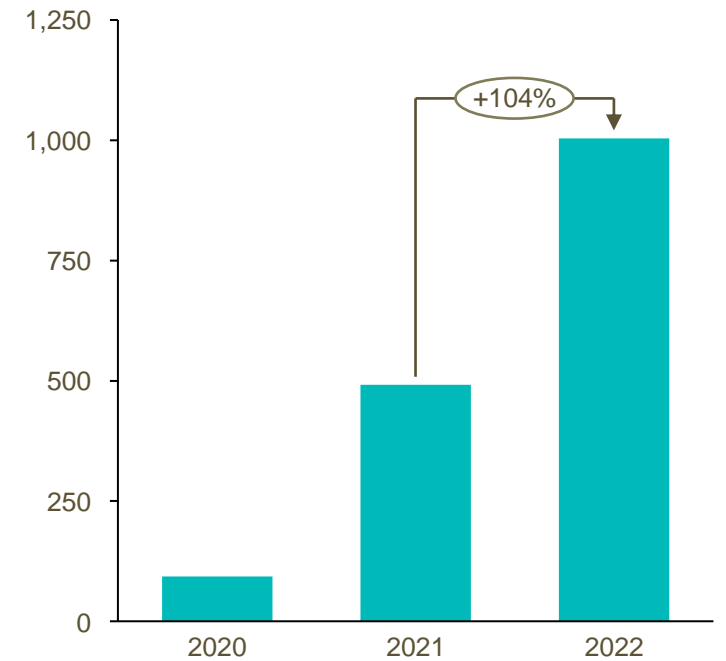
Vyepti franchise protected for several years:

- Patents issued lasting to Q3 2037
- U.S. Composition of matter patent expires in Q2 2034 (including extensions)

Vyepti sales  
(Quarterly - DKKm)



Vyepti sales  
(FY - DKKm)



Vyepti was approved by the FDA February 2020 and by the EU Commission January 2022. \*) aCGRPs Normalized Units IQVIA NPA retail + DDD non-retail. By November 2021.



# Brintellix/Trintellix: Solid underlying performance driven by strong clinical profile

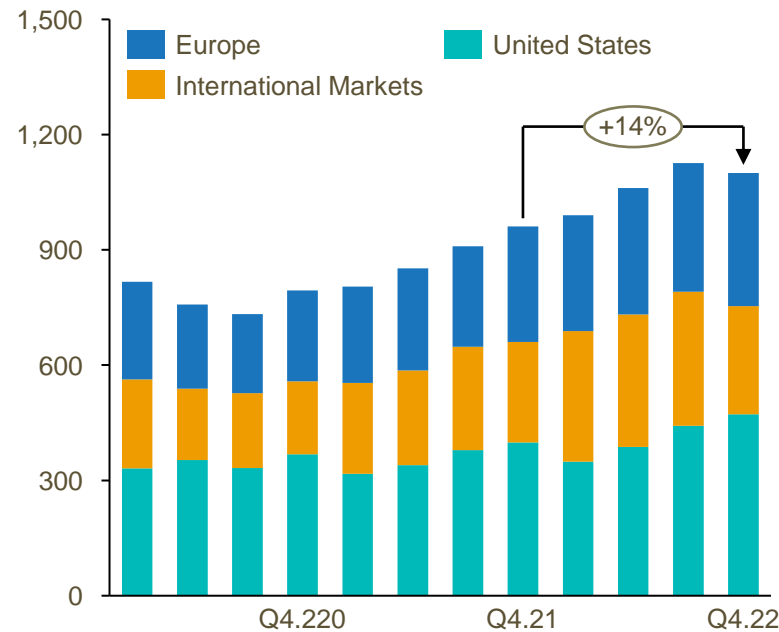
Grew 13% (L.C.) to DKK 4.3bn in 2022

Volume share sustained or increased in most markets\*)

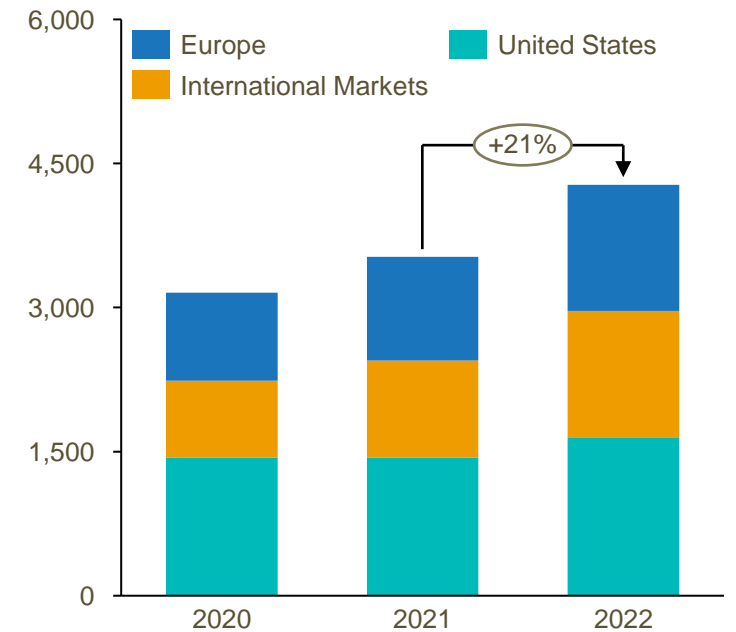
Brintellix/Trintellix franchise protected for several years:

- Patents issued lasting to March 2032
- Composition of matter patent expires in December 2026 (including extensions)

Brintellix/Trintellix sales per region  
(Quarterly - DKKm)



Brintellix/Trintellix  
(FY - DKKm)



Trintellix was approved by FDA September 2013 and Brintellix by EMA December 2013



# Rexulti: Growing 37% – an effective drug that is meeting patient needs

Grew 21% in L.C. to DKK 3.9bn in 2022

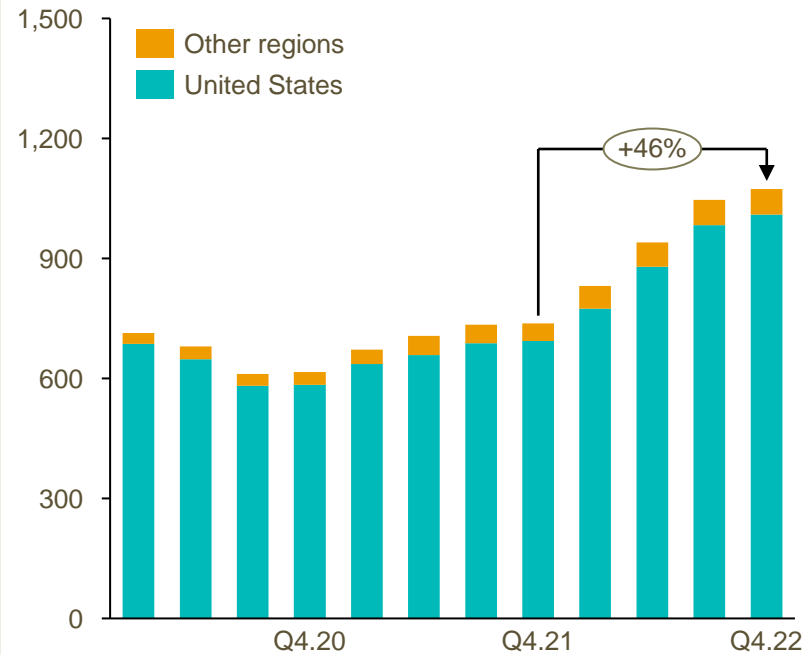
Continued solid traction in market shares

In the U.S., volume (TRx) is up 15% y/y in Q4 2022, NRx up 16%\*

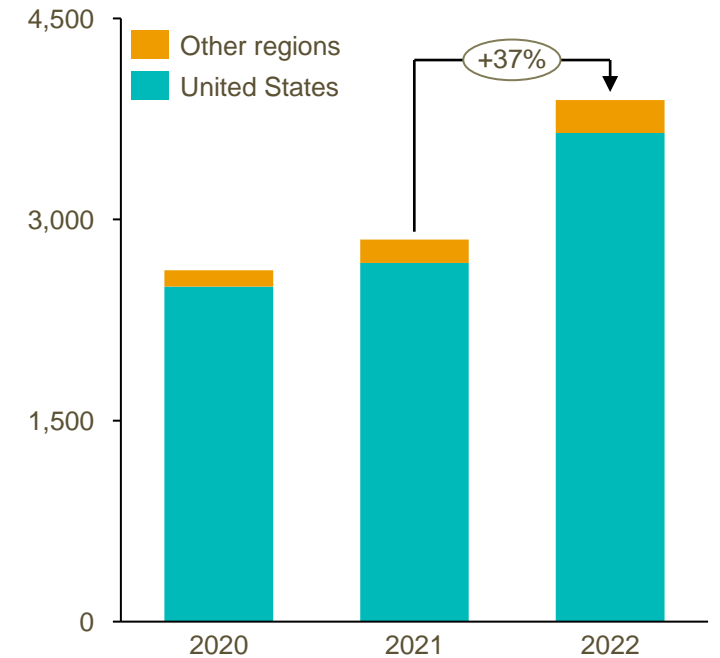
Rexulti franchise protected for several years:

- Composition of matter patent expires in June 2029 (including extensions)
- Patents issued lasting to Nov. 2032

Rexulti sales per region\*\*  
(Quarterly - DKKm)



Rexulti sales\*\*  
(FY - DKKm)



\*) Symphony Health (c.f. Bloomberg). \*\*) Lundbeck's share of revenue  
Rexulti was approved by the FDA July 2015 and by the EU Commission July 2018

# Abilify Maintena: Growing 22% in 2022

Grew 16% (L.C.) to DKK 3.0bn in 2022

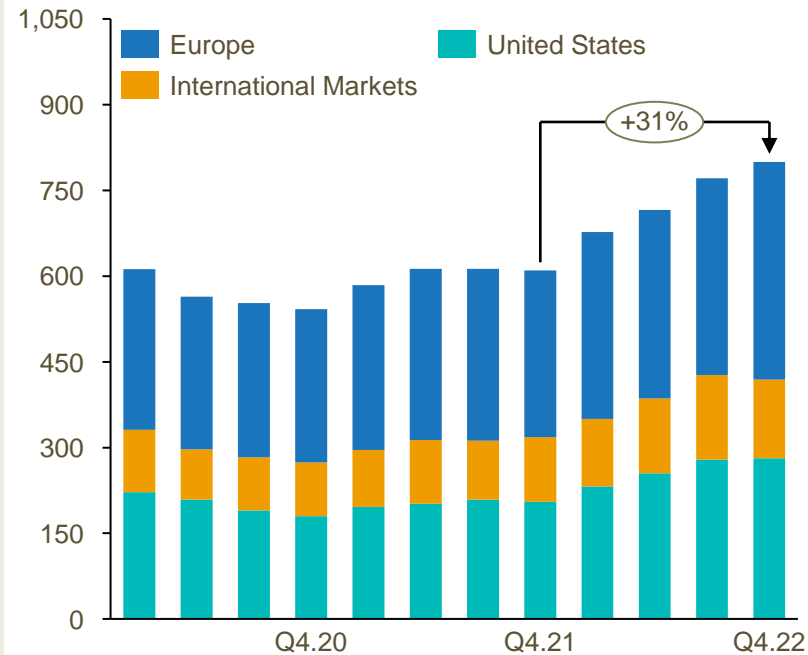
Global LAI market up 2.4% to USD 6.1bn (FY 2022)\*

- Continued robust traction in value share\*
- Abilify Maintena's share of the global LAI market was 19.6% in 2022 vs. 18.4% in 2021\*

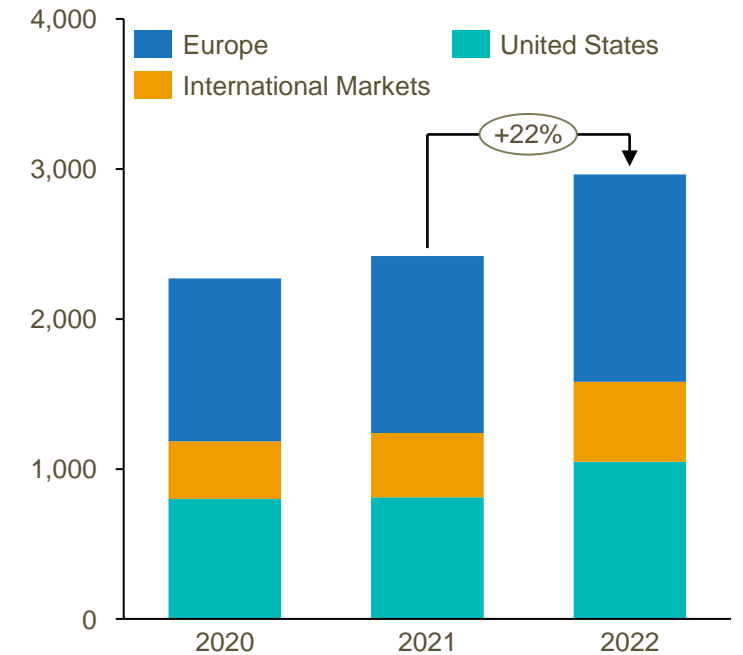
Abilify Maintena franchise protected for several years:

- 1-month formulation: Orange Book listed patents until March 2034. In RoW formulation patent expires Oct. 2024
- 2-month formulation protected until mid-2030's

Abilify Maintena sales per region\*\*  
(Quarterly - DKKm)



Abilify Maintena  
(FY - DKKm)



\*) Reported net sales of atypical LAIs. \*\*) Lundbeck's share of revenue. Abilify Maintena was approved by FDA and by the EU Commission in February and November 2013, respectively

# Cipralex/Lexapro: Sales grew 1% in 2022



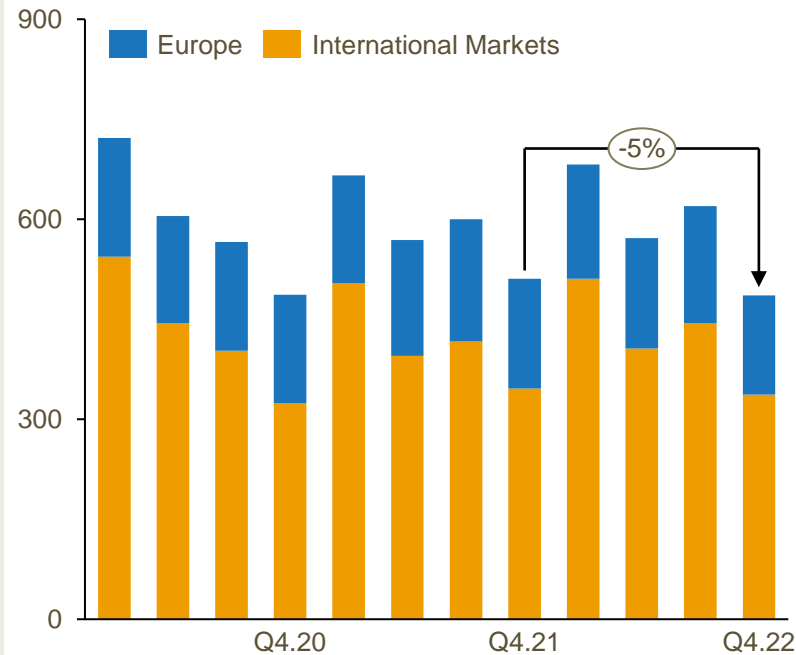
Grew 1% (down 2% in L.C.) to DKK 2.4bn in 2022

The biggest markets are Japan, China, South Korea, Italy and Brazil

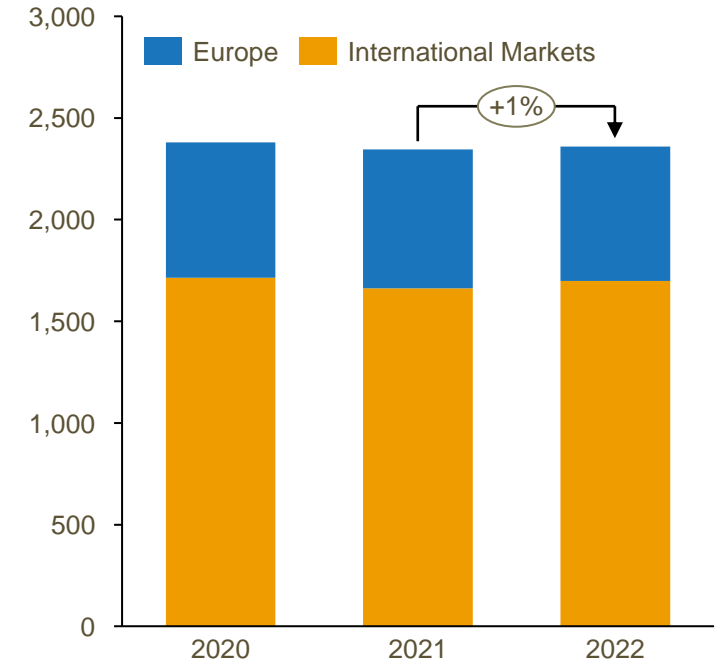
The patent expired in 2012 (U.S.) and in 2014 (most of RoW)\*

Market exclusivity in Japan expired April 2021

Cipralex/Lexapro  
(Quarterly - DKKm)



Cipralex/Lexapro  
(FY - DKKm)



\*) Generic launches were seen in 2009-2010 in countries such as Australia, Brazil, Canada, Finland, Norway and Spain as a consequence of different patent extension rules at the time.

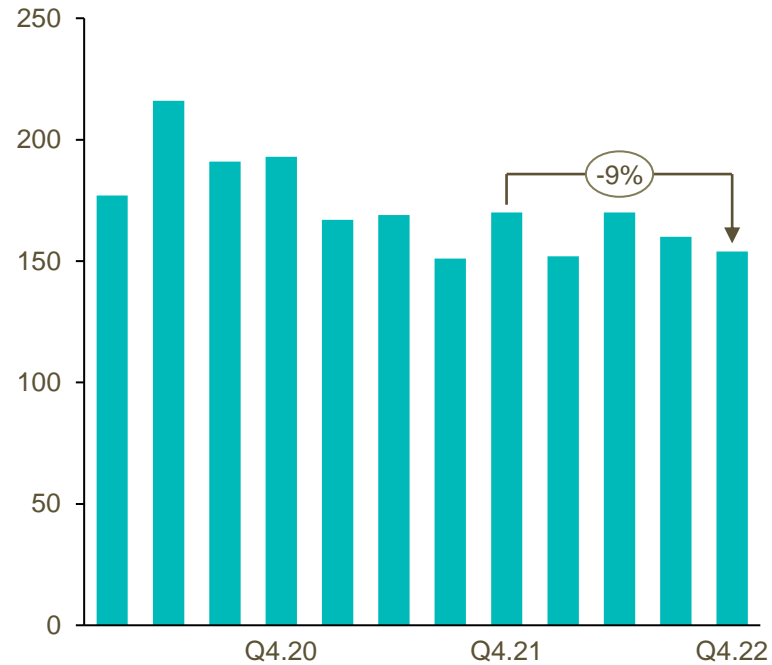
# Sabril: Sales impacted by generic erosion from Q3 2017



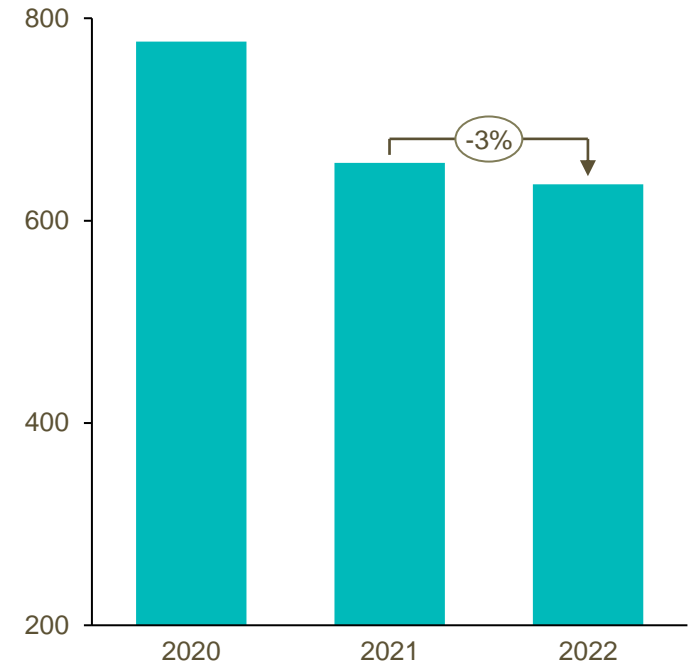
Down 21% in L.C. (down 9% reported) to DKK 154m in Q4 2022

Down 14% in L.C. (down 3% reported) to DKK 636m in 2022

Sabril sales  
(Quarterly - DKKm)



Sabril sales  
(FY - DKKm)



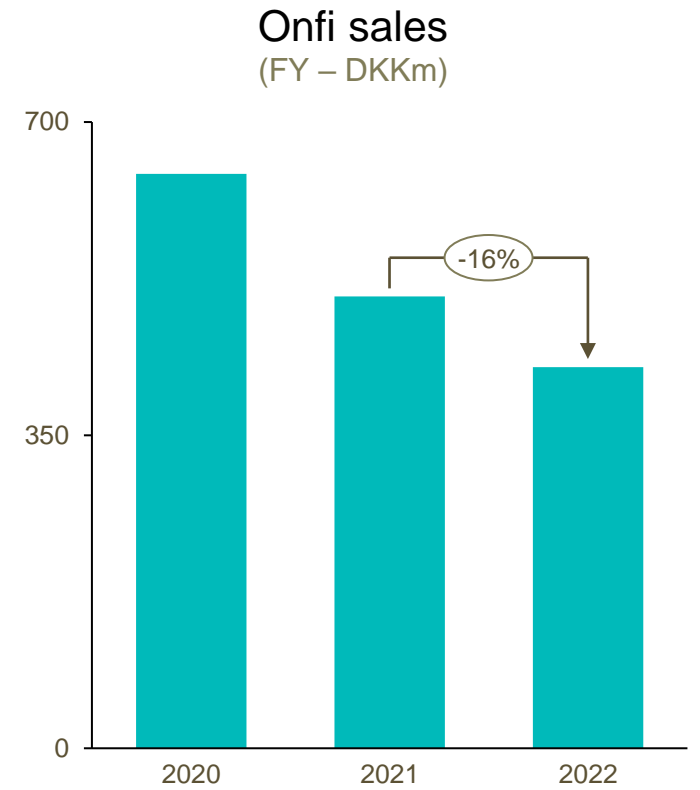
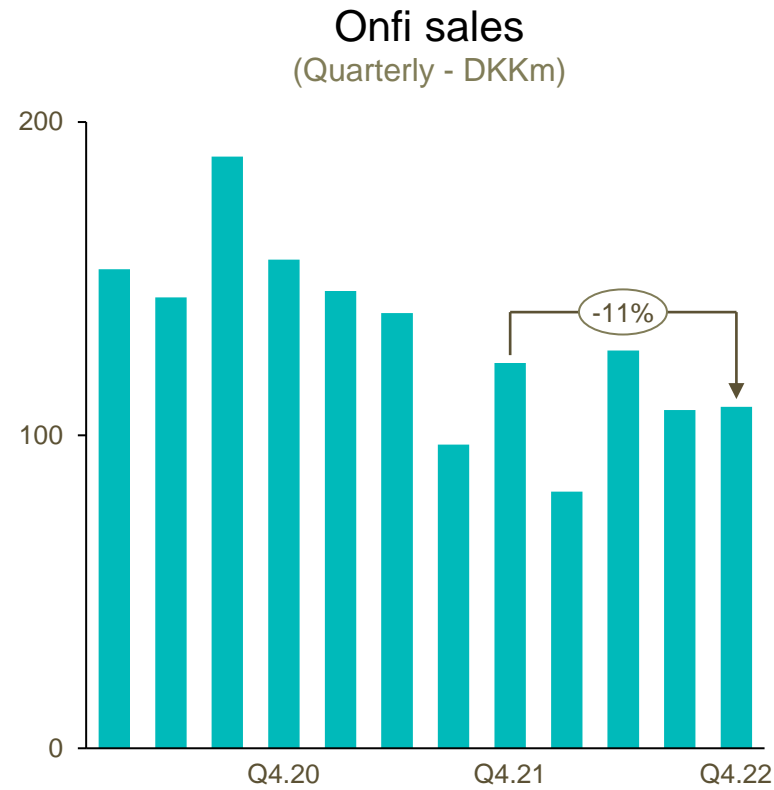
Sabril was approved by the FDA in August 2009. Lundbeck has only promoted Sabril in the U.S.

# Onfi: Sales impacted by generic erosion from October 2018



Down 24% L.C. (1down 1% reported) to DKK 109m in Q4 2022

Down 25% L.C. (down 16% reported) to DKK 426m in 2022



Onfi was approved by the FDA October 2011. Lundbeck has only promoted Onfi in the U.S.

# Other pharmaceuticals

Grew 7% in L.C. (up 11% reported) to DKK 741m in Q4 2022

Down 9% in L.C. (down 3% reported) to DKK 3.0bn in 2022

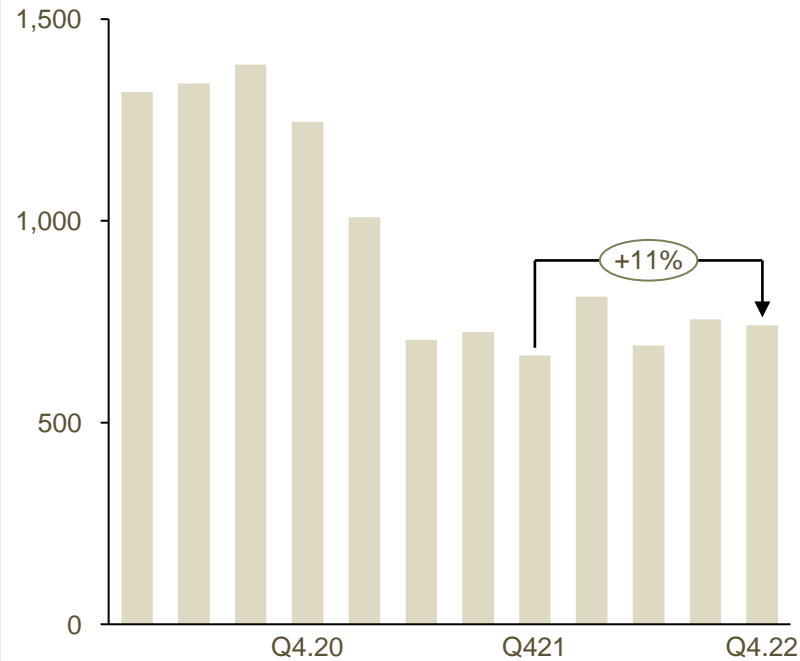
Around 15 mature products included

Biggest products are Azilect, Cipramil, Cisordinol, Deanxit, Ebixa, Fluanxol, Northera, Selincro, Xenazine

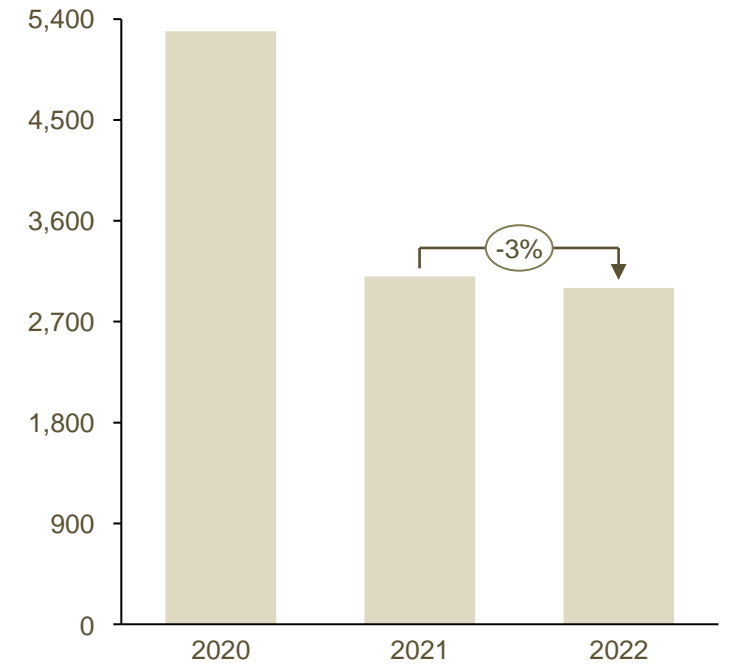
Ebixa impacted by VBP in China from Q4 2020

International Markets constitutes around 50% of sales

Other pharmaceuticals  
(Quarterly - DKKm)



Other pharmaceuticals  
(FY - DKKm)





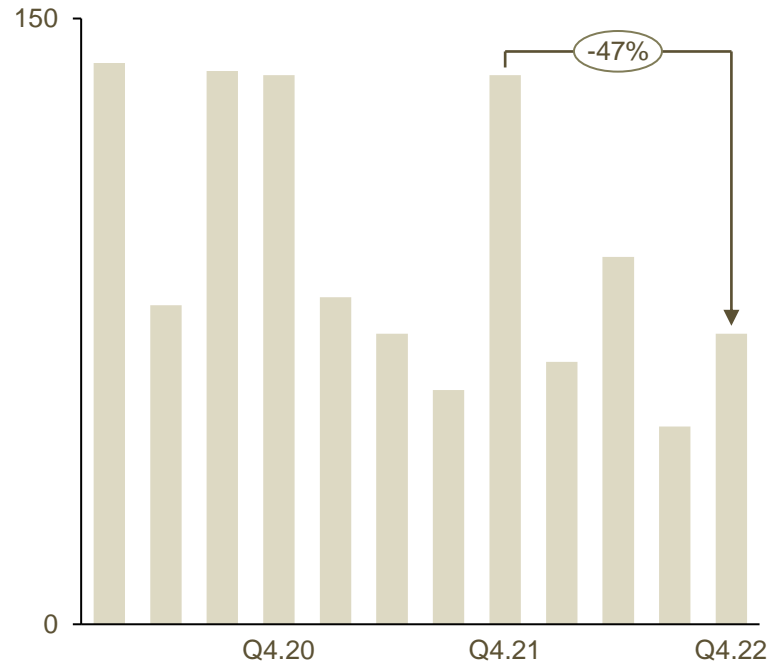
# Other revenue

Down 49% in L.C. (down 47% reported) to DKK 72m in Q4 2022

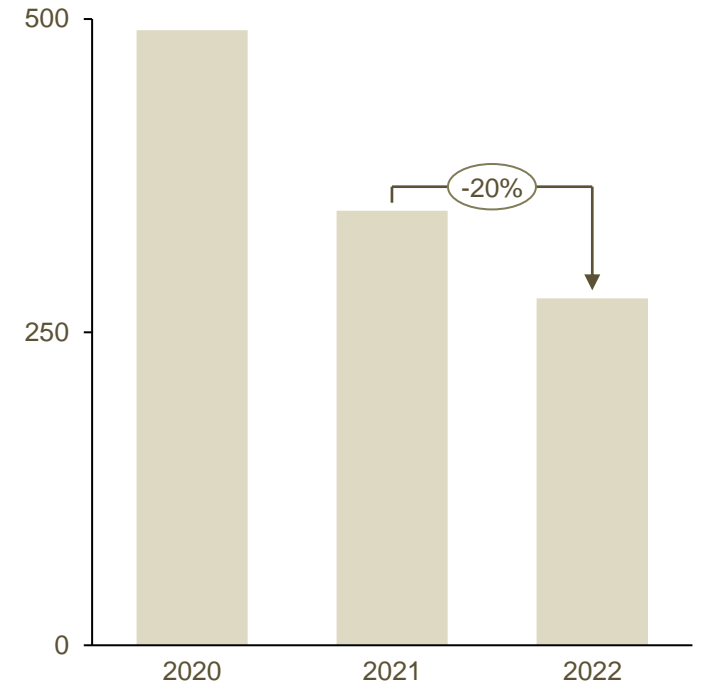
Down 22% in L.C. (down 20% reported) to DKK 277m in 2022

Mostly contract manufacturing to third-party

Other revenue  
(Quarterly - DKKm)

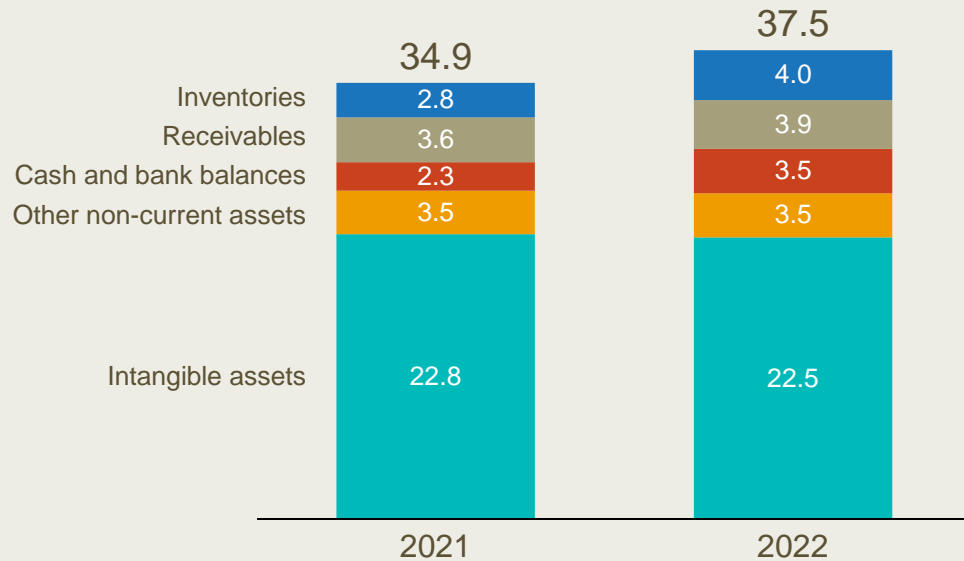


Other revenue  
(FY - DKKm)

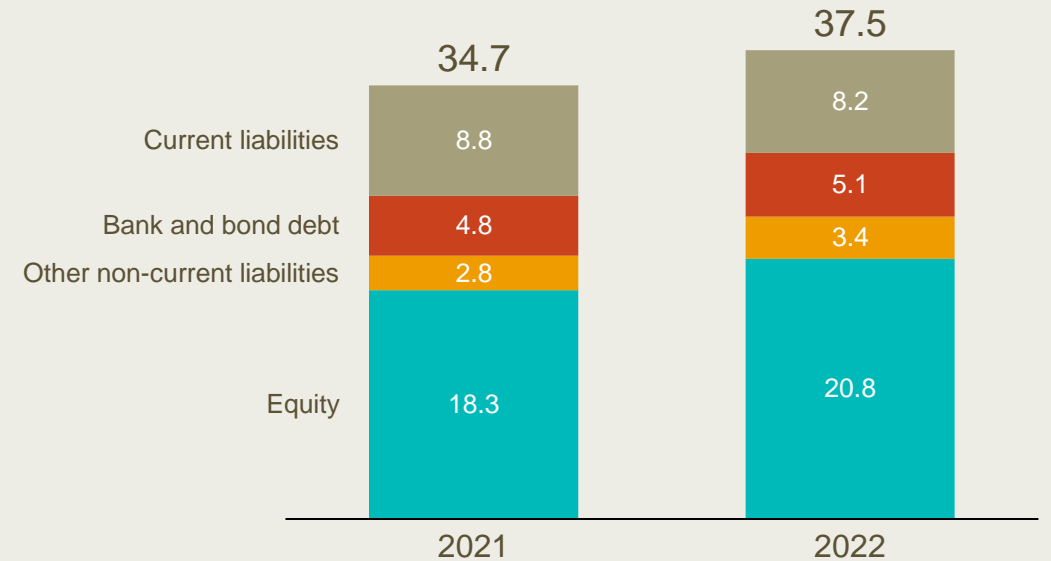


# Lundbeck is well-positioned through its strong balance sheet

### Assets (DKKbn)



### Liabilities (DKKbn)



#### Comments

- Inventories driven by Vyepiti, Xenazine and FX
- Equity ratio increased to 55.4% from 52.7% at the end of 2022
- ROIC improved from 7.9% (FY2021) to 9.9%
- Net debt/EBITDA declined from 0.9x to 0.5x

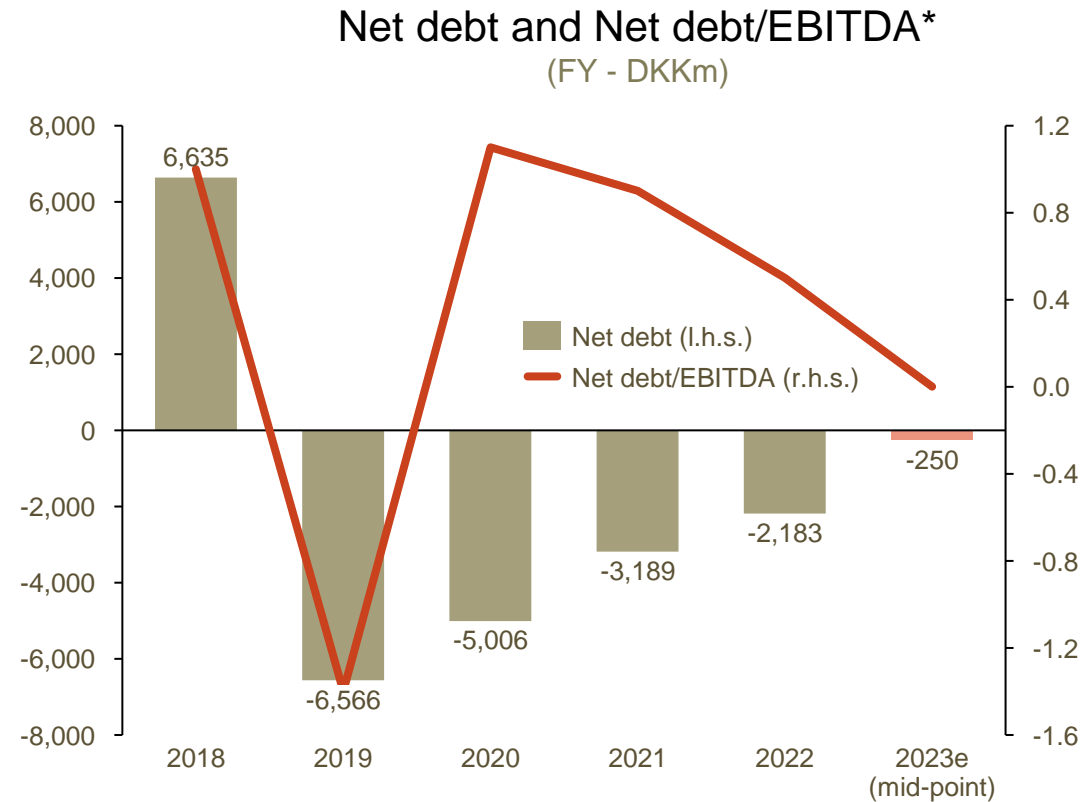
# Solid financial foundation from which to execute on our strategy

**FY 2022:** Cash flow negatively impacted by:

- Significant milestone payment for EMA approval of Vyepti
- Dividend
- CAPEX investments
- Inventory build-up of Vyepti in preparation for launch in additional markets

**Net debt** expected to reach around DKK 0.5 - 0bn by end-2023 and Net debt/EBITDA expected to be around zero

**Lundbeck is solidly funded** with its current facilities



# Funding and debt maturity

A diversified and long-term balanced debt portfolio is a priority to Lundbeck

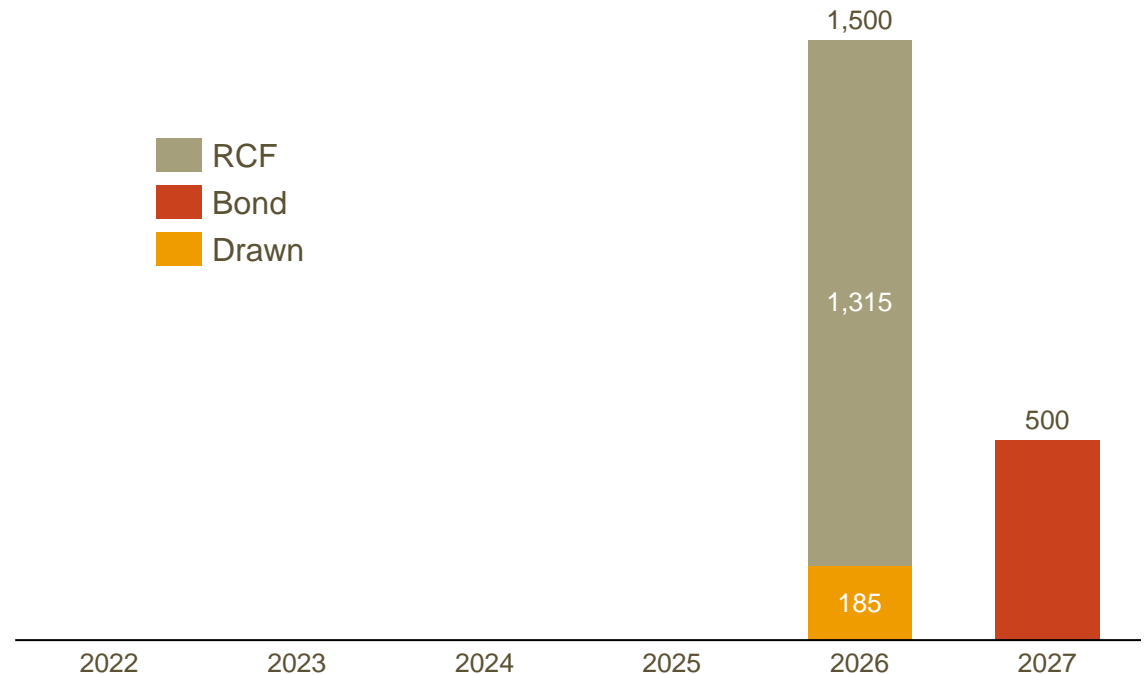
This includes access to various funding sources as well as a balanced maturity profile to support the *Expand and Invest to Grow* strategy

The EUR 1.5bn RCF was established in June 2019, extended in 2020, 2021, 2022 and matures 2026

The EUR 0.5bn bond was issued in October 2020, and is a 7-year fixed interest rate long-term funding instrument which will be repaid in 2027

Overall Lundbeck is solidly funded with its current bank facilities and newly issued bond

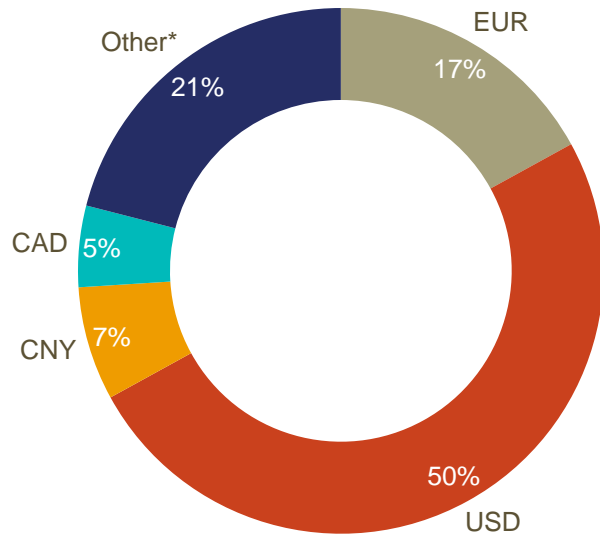
Debt maturity profile  
(EURm equivalent)



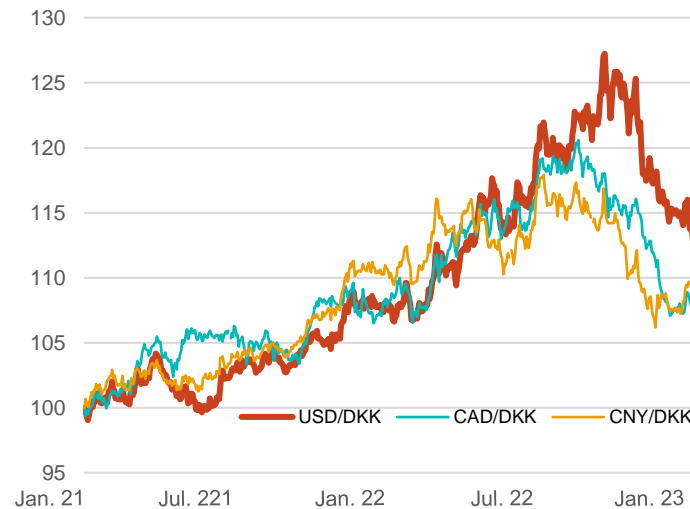
RCF: Revolving Credit Facility

# 2022 impacted by appreciation of main currencies

FY 2022 sales by currency



Main currencies\*\*  
(January 1, 2021 = index 100)



	Spot Jan. 19, 2023	Lundbeck's hedging rate	Avg. 2021	Avg. 2022	Avg. Q4 2021	Avg. Q4 2022
USD	687.62	702	629.13	707.82	650.61	728.58
CAD	552.86	526	501.93	543.64	516.29	536.14
CNY	103.6	103	97.47	104.97	101.68	101.78

- ~80% of sales in non-EUR currencies
- USD directly represents ~50% of sales
- The three main currencies make up ~70% of net exposure
- 5% change in USD will impact revenue by DKK ~350m
- In 2022 effects from hedging reach a loss of DKK 588m vs a gain of DKK 53m in 2021

\*) Other includes JPY, AUD and other currencies. Excluding effects from hedging. \*\*) Source: Bloomberg – data until January 19, 2023

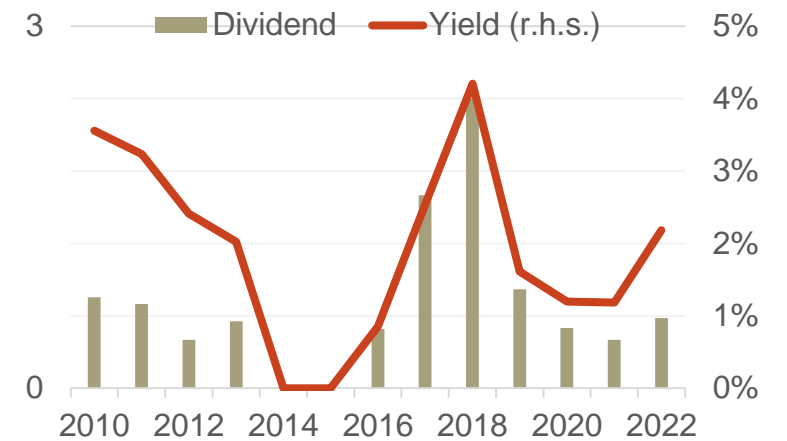
# Cash generation

DKKm	Q4 2022	Q4 2021	FY 2022	FY 2021	FY 2020
Cash flows from operating activities	1,287	424	3,519	2,272	3,837
Cash flows from investing activities	(532)	(319)	(1,892)	(610)	(467)
<b>Cash flows from operating and investing activities (free cash flow)</b>	<b>755</b>	<b>105</b>	<b>1,627</b>	<b>1,662</b>	<b>3,370</b>
Cash flows from financing activities	(556)	(341)	(387)	(3,336)	(2,394)
<b>Net cash flow for the period</b>	<b>199</b>	<b>(236)</b>	<b>1,240</b>	<b>(1,674)</b>	<b>976</b>
Cash, bank balances and securities, end of period	3,548	2,279	3,548	2,279	3,924
Interest-bearing debt	(5,731)	(5,468)	(5,731)	(5,468)	(8,030)
<b>Net cash/(net debt)</b>	<b>(2,183)</b>	<b>(3,189)</b>	<b>(2,183)</b>	<b>(3,189)</b>	<b>(4,106)</b>

# Financial position and dividend

DKKm	31.12.2022	31.12.2021
Intangible assets	22,500	22,750
Other non-current assets	3,540	3,291
Current assets	11,412	8,612
<b>Assets</b>	<b>37,452</b>	<b>34,653</b>
Equity	20,779	18,279
Non-current liabilities	8,474	7,556
Current liabilities	8,199	8,818
<b>Equity and liabilities</b>	<b>37,452</b>	<b>34,653</b>
<b>Interest-bearing debt, cash and bank balances, net, end of year</b>	<b>(2,183)</b>	<b>(3,189)</b>

## Dividend (DKK)



- ★ Proposed dividend payout of DKK 0.58 per share to be paid-out for 2022, corresponding to a payout ratio of approx. 31%
- ★ A total of DKK 578 million and a yield of 2.2%\*
- ★ Dividend policy: Pay-out ratio of 30-60% from 2019

\*Based on the B-share price of DKK 26.56

# Costs – Full year figures

DKKm	2022	2021	2020	2022 ( $\Delta\%$ )	2021 ( $\Delta\%$ )
Revenue	18,246	16,299	17,672	12%	(8%)
Cost of sales	3,951	3,648	4,166	8%	(12%)
Sales & Distribution costs	6,610	5,885	5,946	12%	(1%)
Administrative expenses	1,079	933	966	16%	(3%)
R&D costs	3,754	3,823	4,545	(2%)	(16%)
<b>Total costs</b>	<b>15,394</b>	<b>14,289</b>	<b>15,623</b>	<b>8%</b>	<b>(9%)</b>
EBITDA	4,663	3,720	4,783	25%	(22%)
EBIT <sup>1)</sup>	2,852	2,010	1,990	42%	1%
Core EBIT	4,155	3,517	4,436	18%	(21%)
<i>Cost of sales</i>	<b>21.7%</b>	22.4%	23.6%	-	-
<i>Sales &amp; Distribution costs</i>	<b>36.2%</b>	36.1%	33.6%	-	-
<i>Administrative expenses</i>	<b>5.9%</b>	5.7%	5.5%	-	-
<i>R&amp;D costs</i>	<b>20.6%</b>	23.5%	25.7%	-	-
<i>EBITDA-margin</i>	<b>25.6%</b>	22.8%	27.1%	-	-
<i>EBIT margin</i>	<b>15.6%</b>	12.3%	11.3%	-	-
<i>Core EBIT margin</i>	<b>22.8%</b>	21.6%	25.1%	-	-

1) Includes Other operating expenses, net



# Brexpiprazole offers an exciting treatment option for patients with Agitation in Alzheimer’s Dementia (AAD)



Agitation is a **substantial medical challenge** for patients living with Alzheimer’s Disease and their caregivers



An estimated **6.5 million** patients with AD in the U.S. increasing with at least 100,000 patients per year\*



**A common occurrence in Alzheimer’s disease**

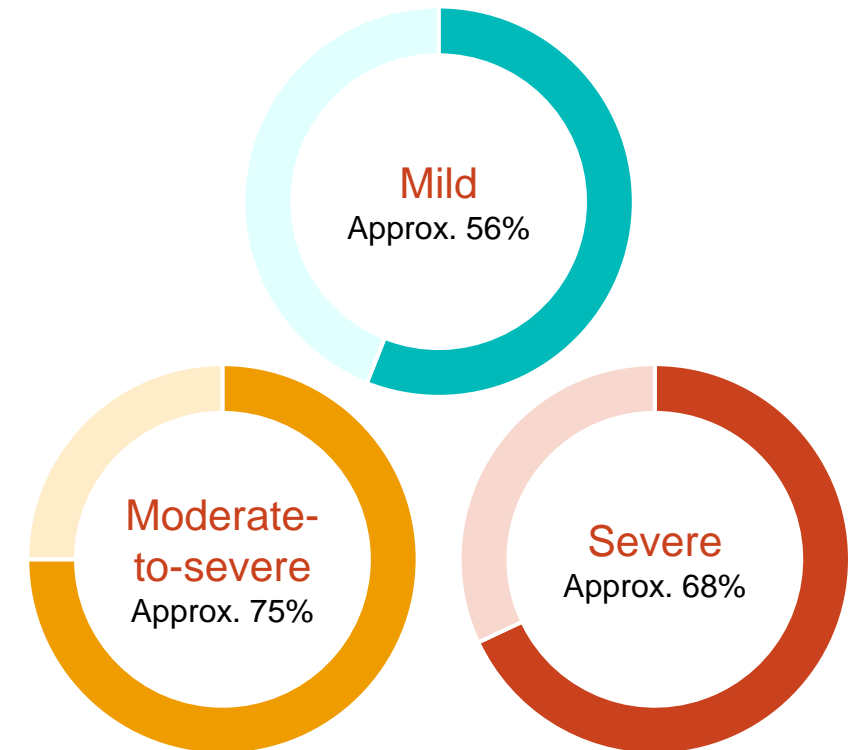
- High burden on family and healthcare system
- Increased likelihood of nursing home placement



**No approved treatments for AAD**

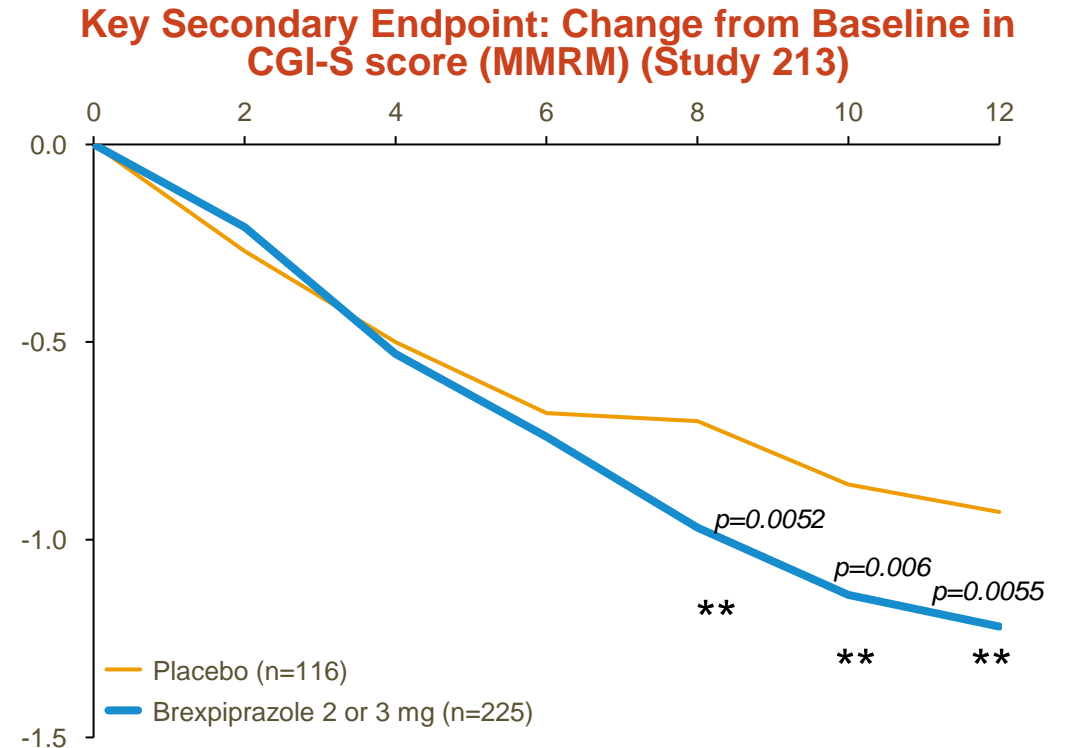
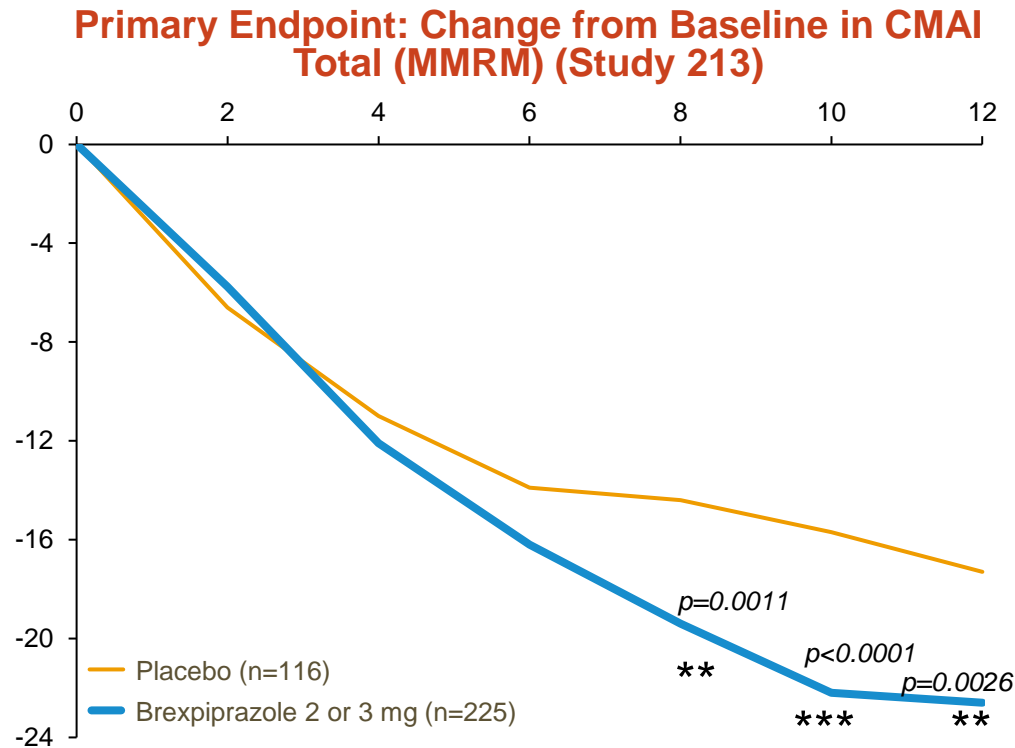
- >30% of patients with dementia are prescribed antipsychotics
- Antipsychotics prescribed for AAD patients are limited by their tolerability profile, e.g. heavily sedating and EPS\*\*\*

Prevalence of AAD in community dwelling setting by severity level\*\*



\*) 2022 Alzheimer’s Disease Facts and Figures, Alz & Dem., 2022, 18: 700-789. \*\*) Halpern R. et al. Int. J. Geriatr. Psychiatry 2019; 34: 420-431. \*\*\*) EPS: Extrapyramidal Symptoms

# Brexpiprazole demonstrated efficacy on both the primary (CMAI) and key secondary (CGI-S) endpoints at Week 12



Baseline CMAI Total score: placebo, 79.17, n=116; brexpiprazole, 80.55, n=225

\*p<0.05, \*\*p<0.01, \*\*\*p<0.001

CMAI=Cohen-Mansfield Agitation Inventory

MMRM=Mixed Model for Repeated Measures

Baseline CGI-S score: placebo, 4.71, n=116; brexpiprazole, 4.71, n=225

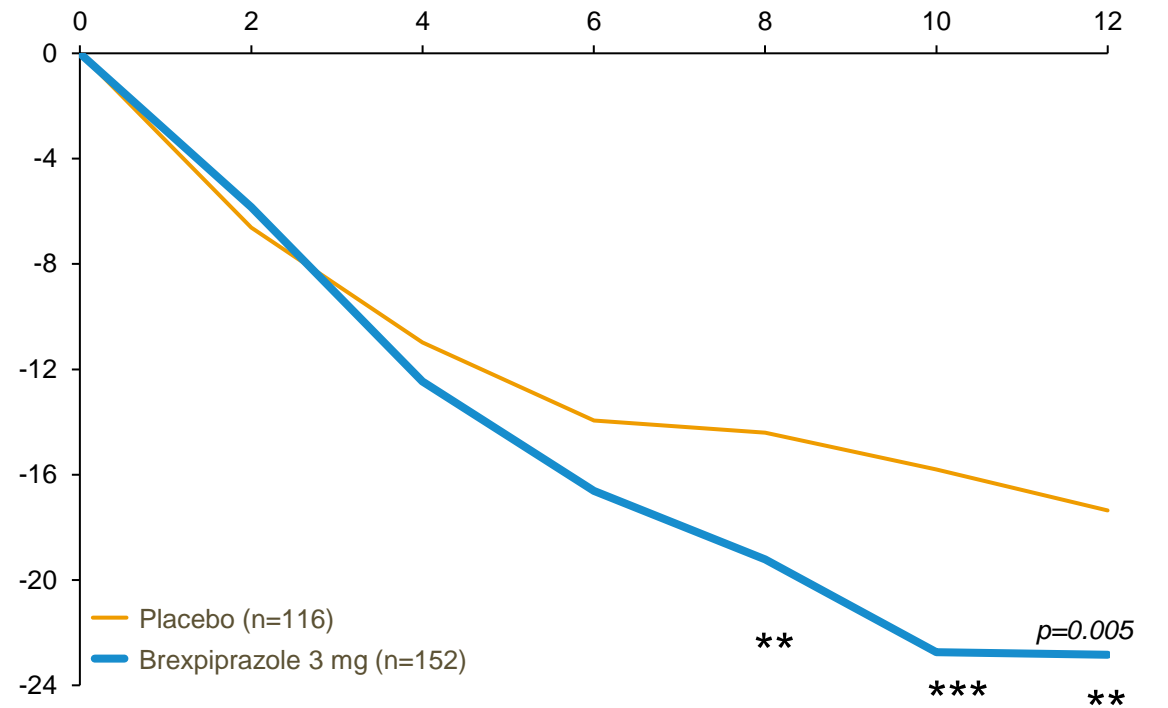
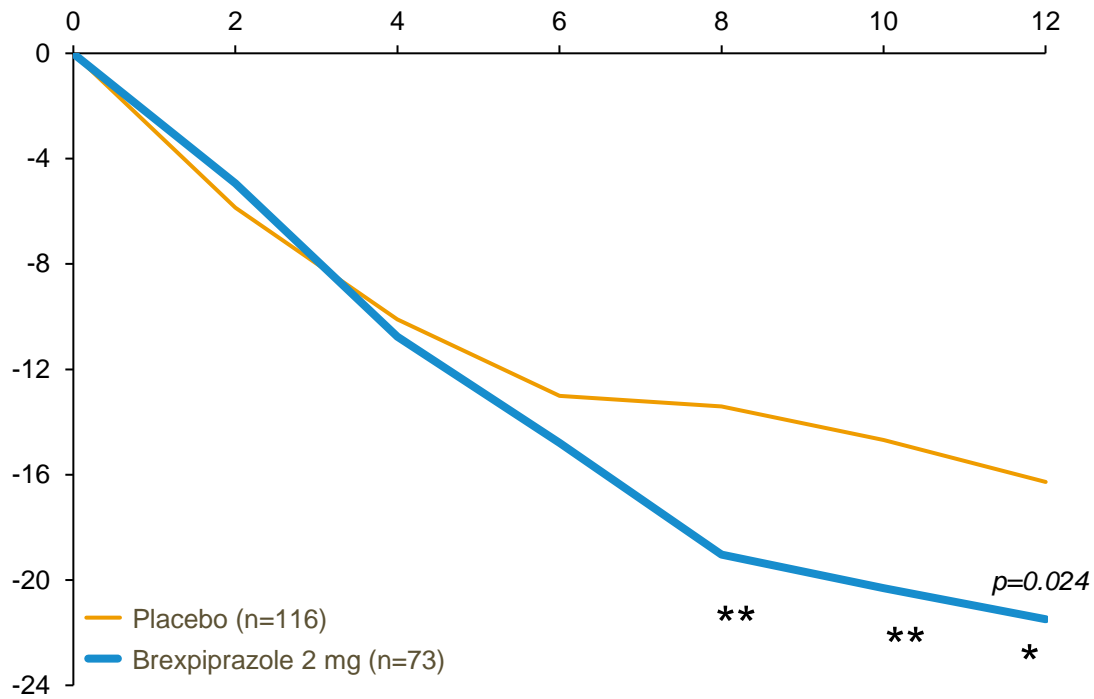
\*p<0.05, \*\*p<0.01, \*\*\*p<0.001.

CGI-S=Clinical Global Impression – Severity (as related to agitation)

Source: 2022 Alzheimer's Association International Conference (AAIC 2022): Grossberg et. al. Efficacy, Safety and Tolerability of Brexpiprazole for the Treatment of Agitation in Alzheimer's Dementia: A 12 Week, Randomized, Double Blind, Placebo Controlled Trial (Abstract ID: 70030)

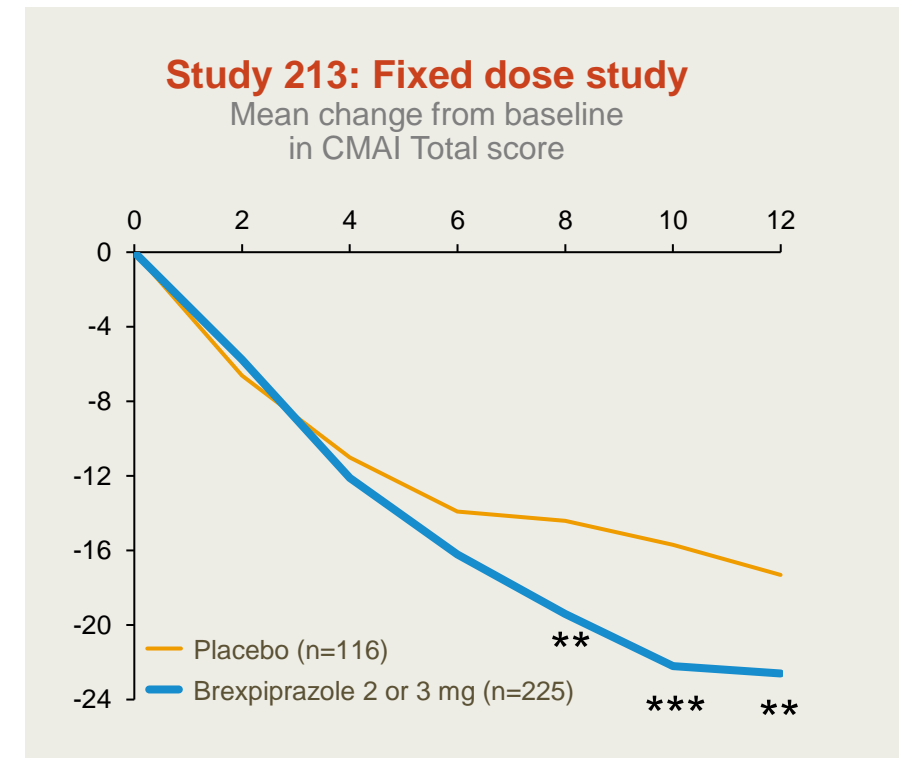
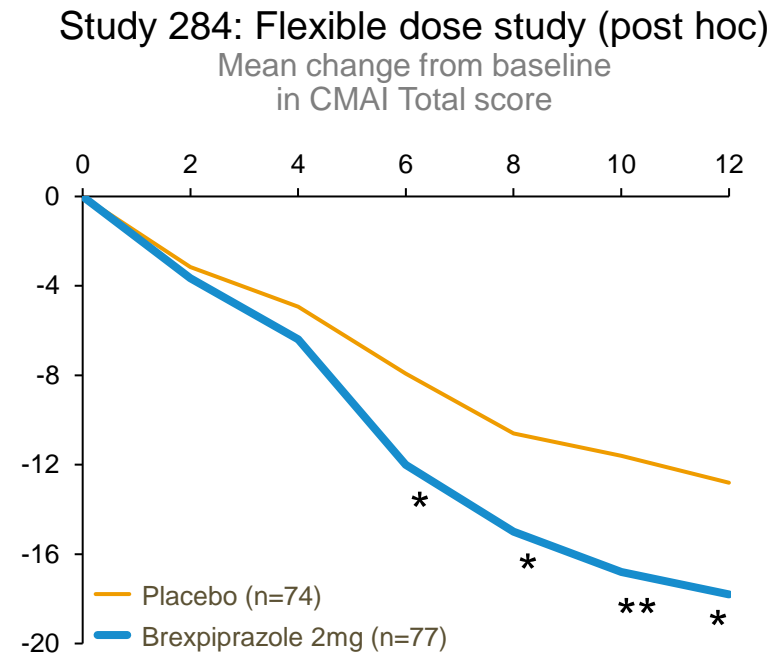
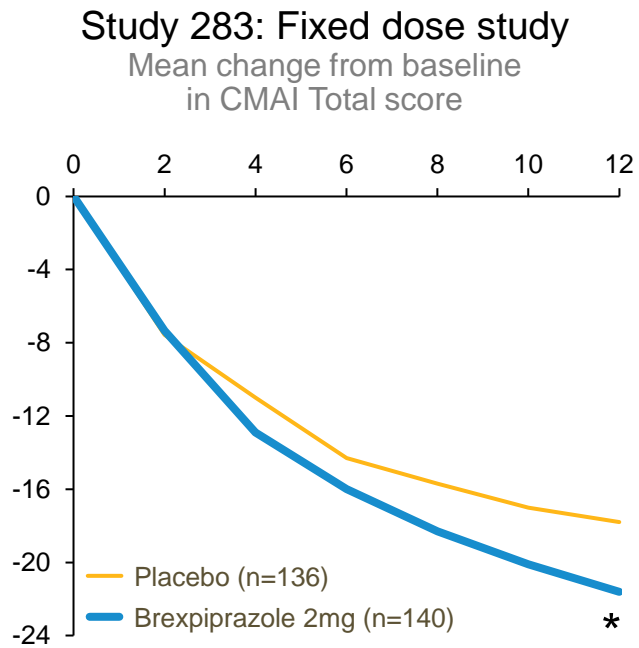
# Both 2 mg and 3 mg doses showed statistically significant improvements vs. placebo on the CMAI

**Study 213: Fixed dose study**  
 Mean change from baseline in CMAI Total score by dose



Source: 2022 Alzheimer's Association International Conference (AAIC 2022); Grossberg et. al. Efficacy, Safety and Tolerability of Brexpiprazole for the Treatment of Agitation in Alzheimer's Dementia: A 12 Week, Randomized, Double Blind, Placebo Controlled Trial (Abstract ID: 70030)

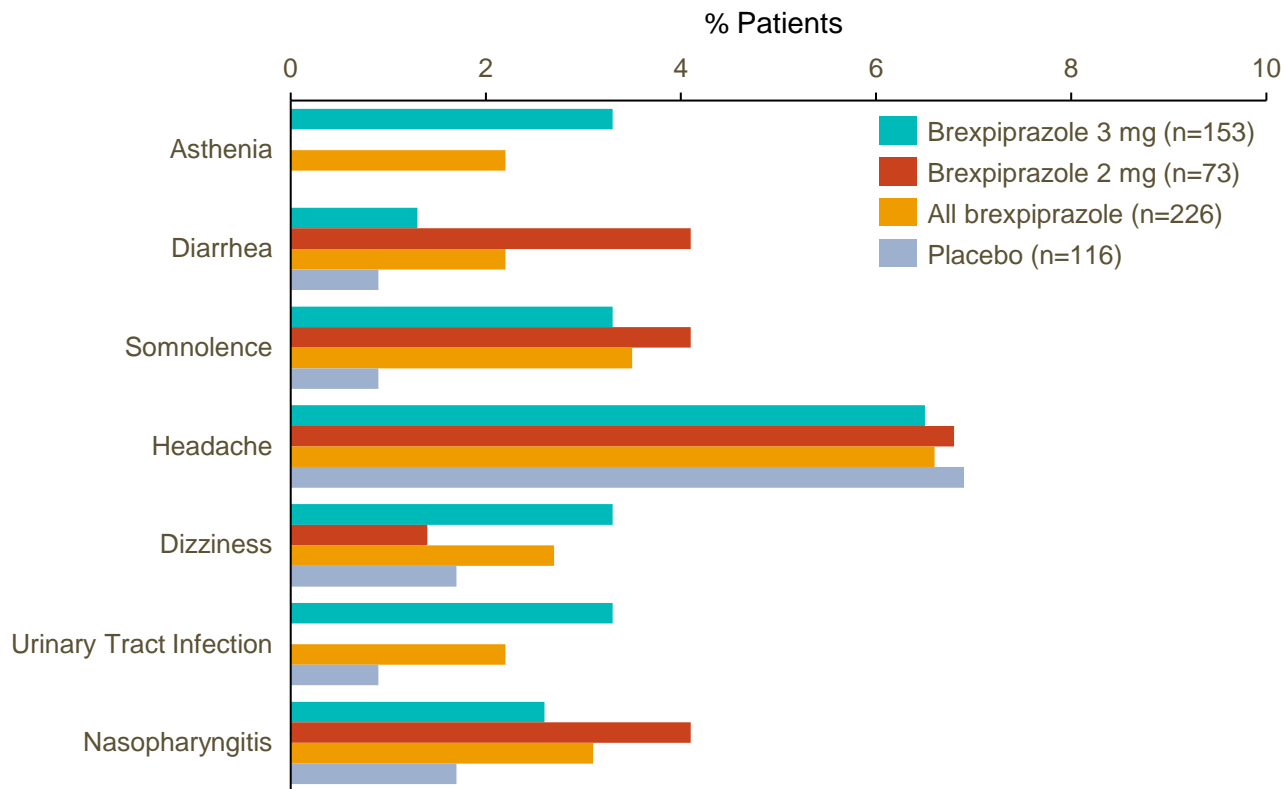
# The efficacy of brexpiprazole in study 213 was consistent with the prior studies 283 and 284



CMAI: Cohen-Mansfield Agitation Inventory. \*p<0.05, \*\*p<0.01, \*\*\*p<0.001. Grossberg GT et al. Am J Geriatr Psychiatry. 2020;28(4):383-400. AAIC 2022, Grossberg et. al.

# Brexpiprazole was generally well-tolerated and no new safety signals were observed

## Study 213: Adverse events 2%



The only TEAEs with more than 5% incidence in patients treated with brexpiprazole was headache (6.6% vs. 6.9% for placebo)

The safety and tolerability profile of brexpiprazole in Study 213 was consistent with the prior two Studies 283 and 284

Weight change, EPS events, Falls and Sedation all occurred at an incidence <2% for both brexpiprazole and placebo

TEAE: Treatment Emergent Adverse Event . AE=adverse event; EPS=extrapyramidal symptoms

Source: 2022 Alzheimer's Association International Conference (AAIC 2022): Grossberg et. al. Efficacy, Safety and Tolerability of Brexpiprazole for the Treatment of Agitation in Alzheimer's Dementia: A 12 Week, Randomized, Double Blind, Placebo Controlled Trial (Abstract ID: 70030)

# Migraine prevention represents a large and underserved market

## Addressable population (major countries)

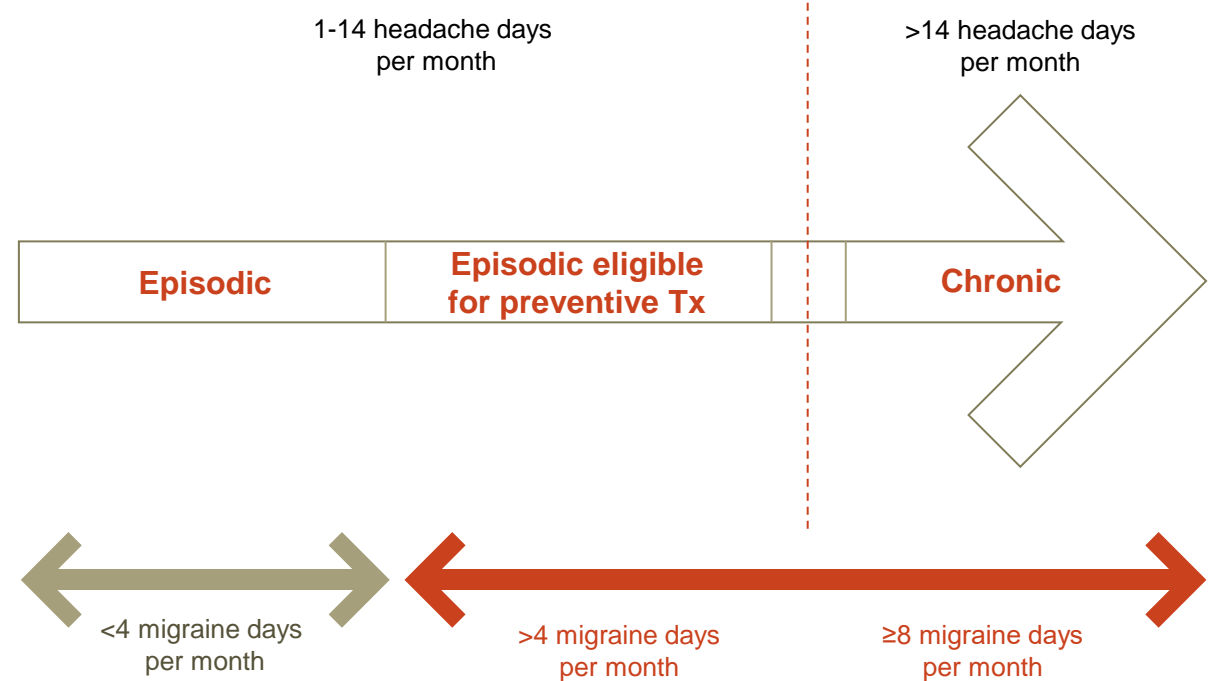
~135m – Migraine prevalence

~55m – Diagnosed patients (~40%)

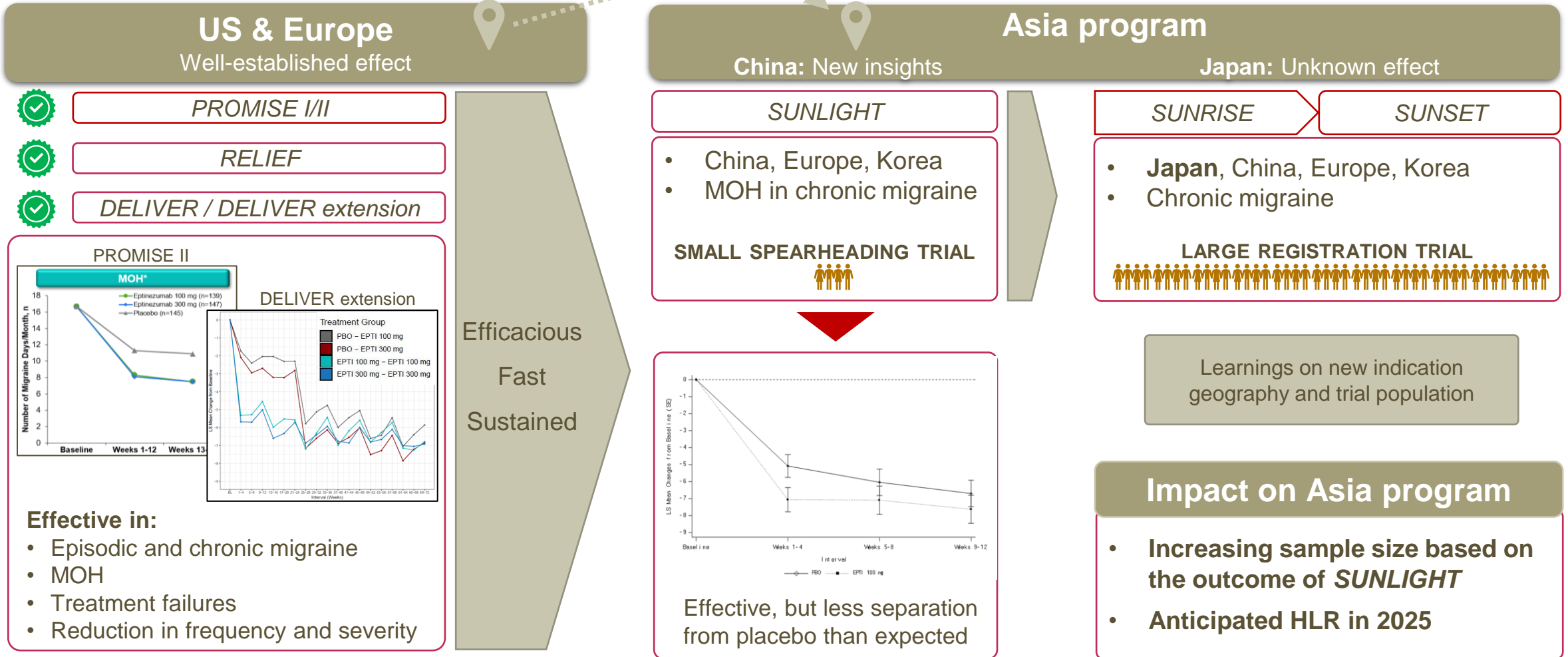
~33m – Eligible for prevention (~60%)

~10m – Currently on prophylactic treatment

Migraine is divided into two major categories, episodic and chronic depending on the frequency of headaches



# Vyepti: Moving into new frontiers; adapting based on learnings



Efficacious  
Fast  
Sustained

MOH: Medication Overuse Headache; HLR: Headline Results

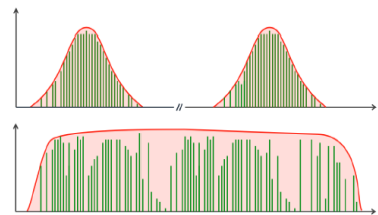
# Vyepti: Phase III study for treatment of cluster headache, a crippling pain with few effective medications currently available

Cluster headache affects approximately one in 1,000 people across the world

These are severe attacks of one-sided pain in the head, much stronger than a normal headache

Cluster Headaches are also known as “*Suicide Headaches*” due to the intensity of pain leading to frequent suicide ideation

Duration	15-180 min
Frequency	1-8 times a day
Age of onset	20-40 yrs.
Prevalence	1:1,000
Episodic/chronic ratio	6:1
Male/female ratio	4.3:1



## ALLEVIATE phase III study to evaluate eptinezumab in episodic Cluster Headache (eCH)

- Eptinezumab intravenous in ~300 patients with eCH
- Primary endpoint: Change from baseline in number of weekly attacks (Weeks 1–2)
- FPFV commenced in December 2020\*

## CHRONICLE phase III study to evaluate safety of eptinezumab in chronic Cluster Headache (cCH)

- Eptinezumab intravenous in ~125 patients with cCH
- Primary endpoint: Number of participants with adverse events
- FPFV commenced in September 2021\*\*

\*) *ClinicalTrials.gov Identifier: NCT04688775.* \*\*) *NCT05064397*



# Lu AF28996: A potentially new oral treatment for Parkinson's patients experiencing motor fluctuations

## D<sub>1</sub>/D<sub>2</sub>-type agonists

Known to be highly efficacious even in the later stages of Parkinson's (PD), but the currently available agonist (apomorphine) cannot be delivered by oral route

Improving the treatment of fluctuating PD patients answers a strong unmet need and is an attractive commercial target

## Lu AF28996

A highly potent agonist at the D<sub>1</sub>- and D<sub>2</sub>-type dopamine receptors

Designed to solve a long-standing challenge of oral delivery of D<sub>1</sub>/D<sub>2</sub>-type agonists such as apomorphine

Parkinson's disease (moderate to advanced) as adjunct to L-DOPA (or monotherapy pending data)

Further expansion of patient population and symptoms (including non-motor symptoms) are being considered

## Phase I studies:

- Single- and sequential-ascending-dose of Lu AF28996 to healthy young men
- Open-label study investigating the safety, tolerability and pharmacokinetic profile of Lu AF28996 in patients with PD
- Phase Ia initiated in May 2018, completed in August 2019<sup>1)</sup>
- Phase Ib initiated Q1 2020<sup>2)</sup>

1) *Clinicaltrials.gov* ID: NCT03565094. 2) NCT04291859

# Lu AG22515 – first neuroimmunology program progressing in phase I



## Medical condition

Immune-mediated nervous system disorders



## Molecule

Differentiated anti-CD40L antibody-like drug candidate

- Recombinant bispecific scFv-Fab fusion protein, which binds to human serum albumin
- Longer half-life expected due to SAFA technology and possibly better safety profile than competitors



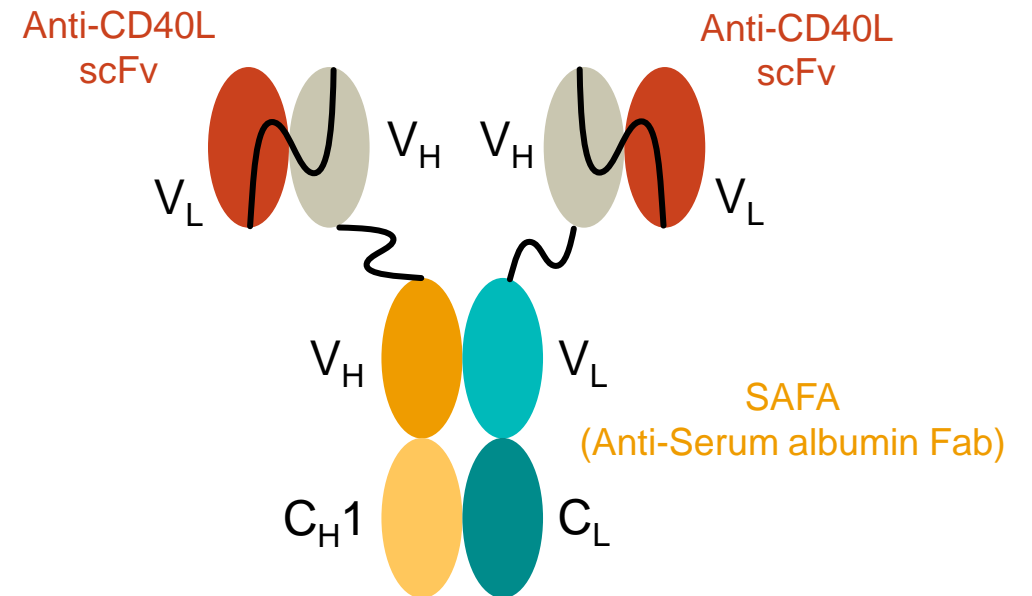
## Highest phase for lead asset

Phase I: Selecting the most promising indications

- Clinical development program initiated March 2022
- Pipeline in a product – Several potential indications

## Molecular structure of Lu AG22515

(scFv)<sub>2</sub>-Fab fusion  
Molecular weight ~ 100 kDA



Notes: scFv: single-chain Variable Fragment; Fab: Fragment antigen binding region; SAFA: Anti-Serum Albumin Fab;

# Lu AG13909 – first neurohormonal program started clinical development



## Medical condition

Neurohormonal dysfunctions related to HPA axis



## Molecule

Anti-ACTH humanized IgG1 antibody

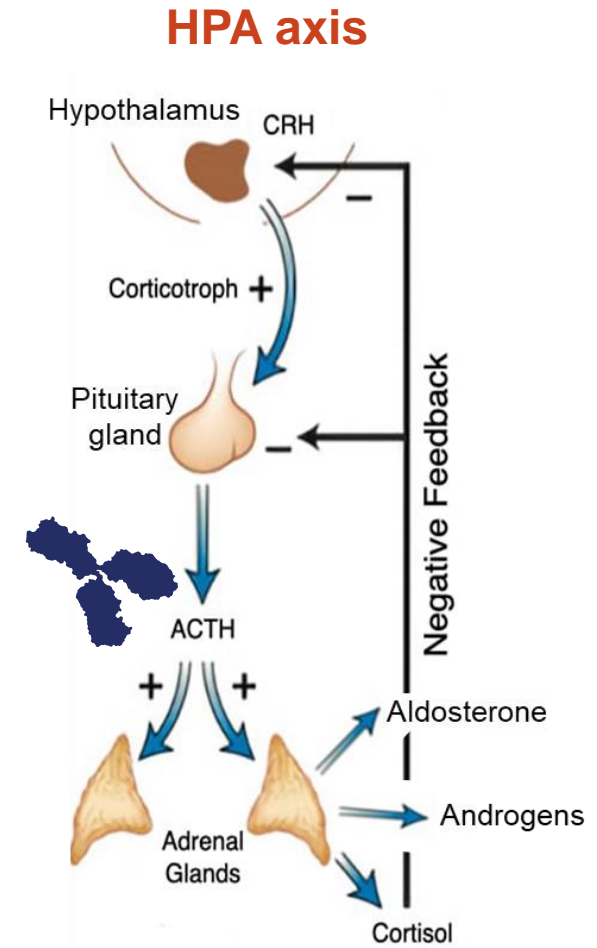
– First in class mAb with potential to offer a safe and efficacious treatment alternative to patients suffering from conditions with increased ACTH



## Highest phase for lead asset

Clinical development program was initiated December 2022

ACTH: Adrenocorticotrophic hormone. HPA axis: Hypothalamic-pituitary-adrenal axis



# Broad MAGLipase program ongoing

## Lu AG06466

Inhibitor of the monoacylglycerol lipase (MAGL) and selective modulator of the endocannabinoid system

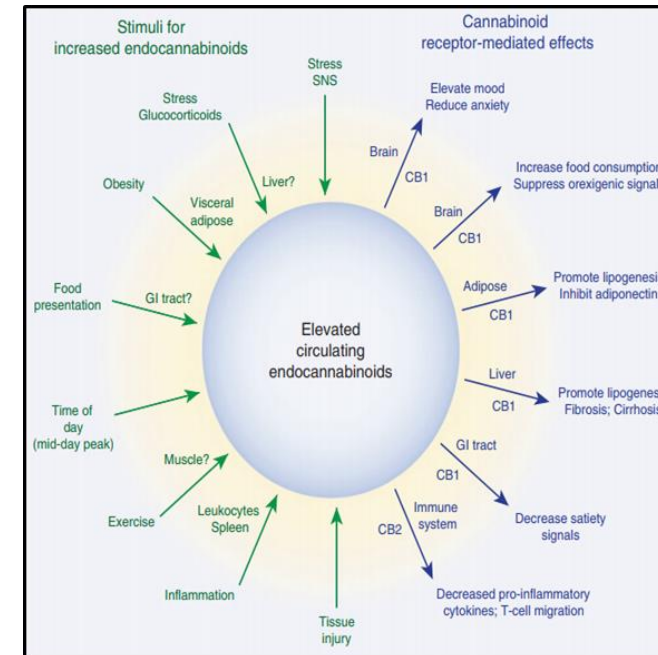
CNS penetrant

Ongoing phase Ib study

- PTSD (n=30)<sup>1)</sup>

## Lu AG06474

- Peripherally restricted
- Phase I study initiated in August 2021<sup>2)</sup>



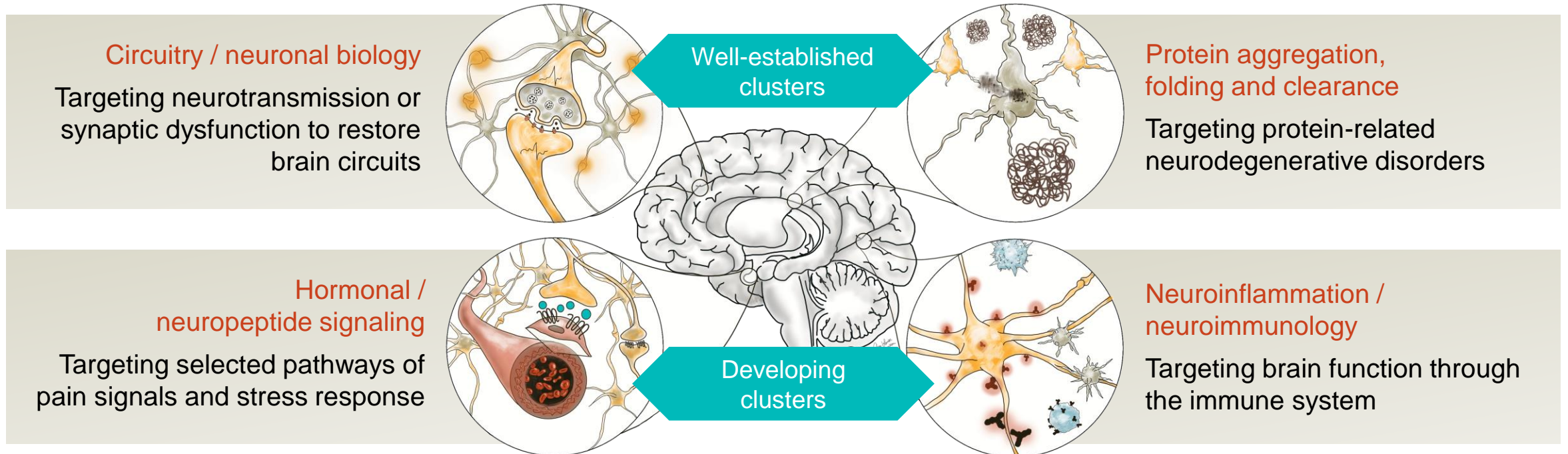
Cecilia J. Hillard; Neuropsychopharmacology REVIEWS (2018) 43, 155–172

1) *ClinicalTrials.gov Identifier: NCT04597450.* 2) *ClinicalTrials.gov Identifier NCT05003687*

# Focus on promising biology

## Selected four biology clusters feeding into our strategy

Scientifically well-described areas still rich in targets with untapped potential  
 High feasibility for early de-risking and maintaining a competitive edge



# For more information, please contact Investor Relations

Listed on the Copenhagen Stock Exchange since June 18, 1999

For additional company information, please visit Lundbeck at: [www.lundbeck.com](http://www.lundbeck.com)

Number of A-shares	199,148,222
Number of B-shares	796,592,888
Total	<u>995,741,110</u>
Treasury A shares <sup>1</sup>	580,280
Treasury B shares	2,321,120
Total treasury shares	2,901,400 (0.29%)
Insider holdings <sup>1</sup>	713,562,000 (0.07%)
Classes of shares	2
Restrictions	None
ISIN code	DK0061804697 (A) DK0061804770 (B)
Bloomberg ticker symbol	HLUNA DC and HLUNB DC

1) 2022 Annual Report

## IR contact

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[polesen3@bloomberg.net](mailto:polesen3@bloomberg.net)

## Financial calendar

<b>AMG</b>	March 21, 2023
<b>Q1 2023</b>	May 10, 2023
<b>Q2 2023</b>	August 16, 2023
<b>Q3 2023</b>	November 8, 2023