



**TELECONFERENCE
FULL YEAR RESULTS 2012**

6 February 2013



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Q4 highlights

Sales development

- Revenue increased 18% (excluding Lexapro US)
- Continuous operations up 10%
- New Products* increased more than 50%

R&D

- Selincro receives positive CHMP recommendation
- Brintellix filed in the US, Canada and Europe
- Abilify once-monthly filed in Europe

Financial performance

- Financial results for 2012 in line with full year guidance
- 2013 outlook suggests revenue of DKK 14.1-14.7bn and EBIT of DKK 1.6-2.1bn

Continued robust momentum in new markets



USA

- Revenue increases 33% in Q4 2012 and 29% for FY 2012
- Onfi generated DKK 80 million in the quarter and DKK 255 million for FY 2012
- Mature products divested



Japan

- The solid market share momentum continues
- Lexapro generated DKK 62 million in sales in Q4 and DKK 195 million for FY 2012



Europe

- Restructuring of European sales infrastructure in place

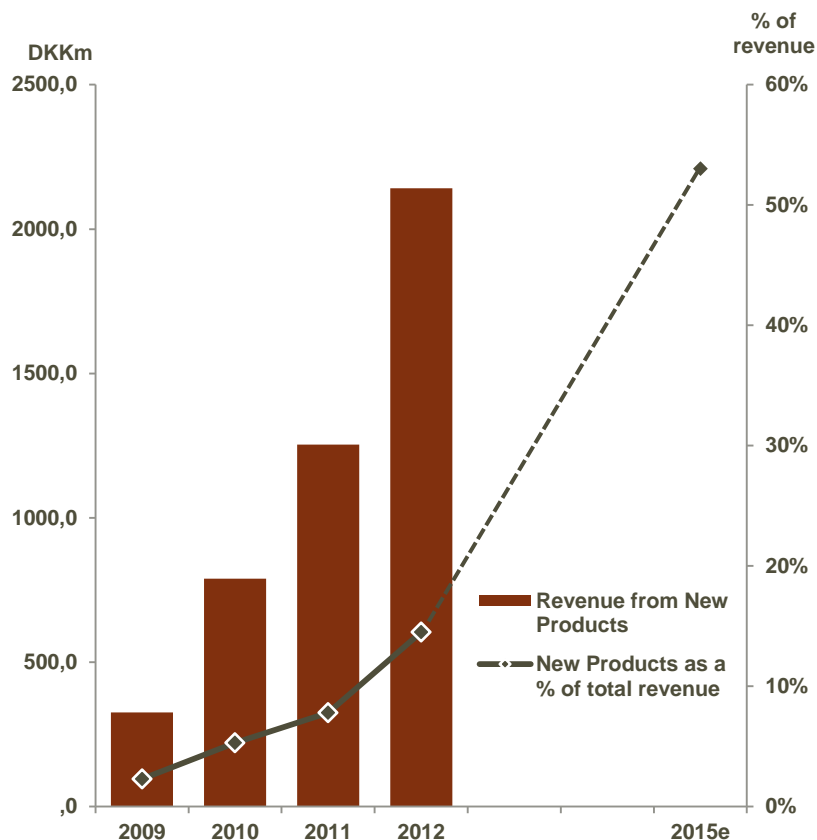


Other

- International Markets grew 11% in Q4 and 9% for FY 2012
- Canada continues its solid performance growing by 29% to DKK 314 million in the quarter – full year sales exceed DKK 1.1 billion

Strong growth in New Products to be fueled by further launches

New Products*



*New Products include all current and potential products launched in the 2008-2015 period

- ★ Revenue from New Products increased 71% in 2012
- ★ New Products represent 14% of revenue
- ★ Three new products expected to be launched in 2013
 - ★ Abilify once-monthly
 - ★ Selincro
 - ★ Brintellix

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

		Phase II	Phase III	Registration app.	
BRAIN DISEASES	PSYCHIATRY	MOOD DISORDERS	Tedatioxetine* (Lu AA24530)	Brintellix (Vortioxetine)	
		PSYCHOSIS	Zicronapine*	Abilify once-monthly	
		ALCOHOL DEPENDENCE		Selincro (nalmefene)	
		DEPRESSION/SCHIZOPHRENIA	Brexiprazole (OPC-34712)		
	NEUROLOGY	ALZHEIMER'S DISEASE	Lu AE58054		
		EPILEPSY		IV carbamazepine	
		OTHER		Desmoteplase (stroke)	

Depot versions of anti-psychotics show solid growth

Abilify once-monthly status

- ★ FDA PDUFA on 28 February 2013
- ★ MAA submitted in Europe in December 2012
- ★ Phase III studies initiated in acute schizophrenia (310 pts) and bipolar I disorder (600 pts)

Treated with oral schizophrenia drugs:
3 million US patients

65% of them stop medication due to poor compliance:
1.95 million patients

Among them, 10% need treatment due to symptom deterioration:
Approx. 200,000 patients

More than 100,000 patients estimated to be treated with depot formulations

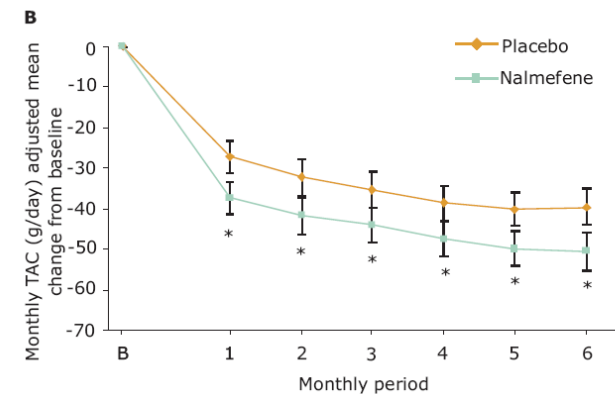
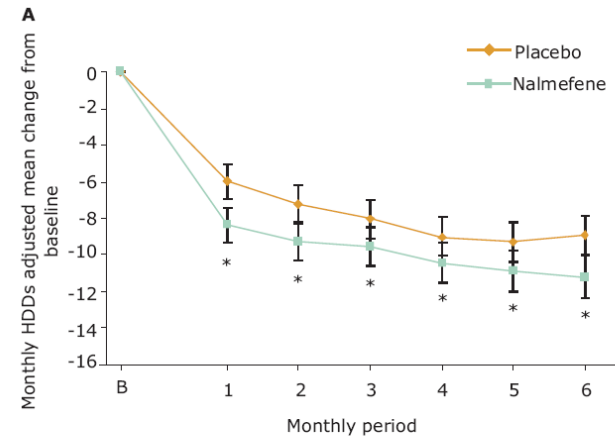
Selincro will be the first treatment approved for the reduction of alcohol consumption

- ★ Positive CHMP recommendation for regulatory approval
- ★ Selincro breaks the cycle of continuous drinking and reduced alcohol consumption by 57%



THE SELINCRO PATIENT

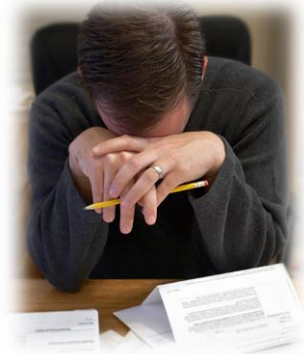
- Alcohol dependent
- High drinking risk level**
- No physical withdrawal symptoms/
no need for immediate detoxification



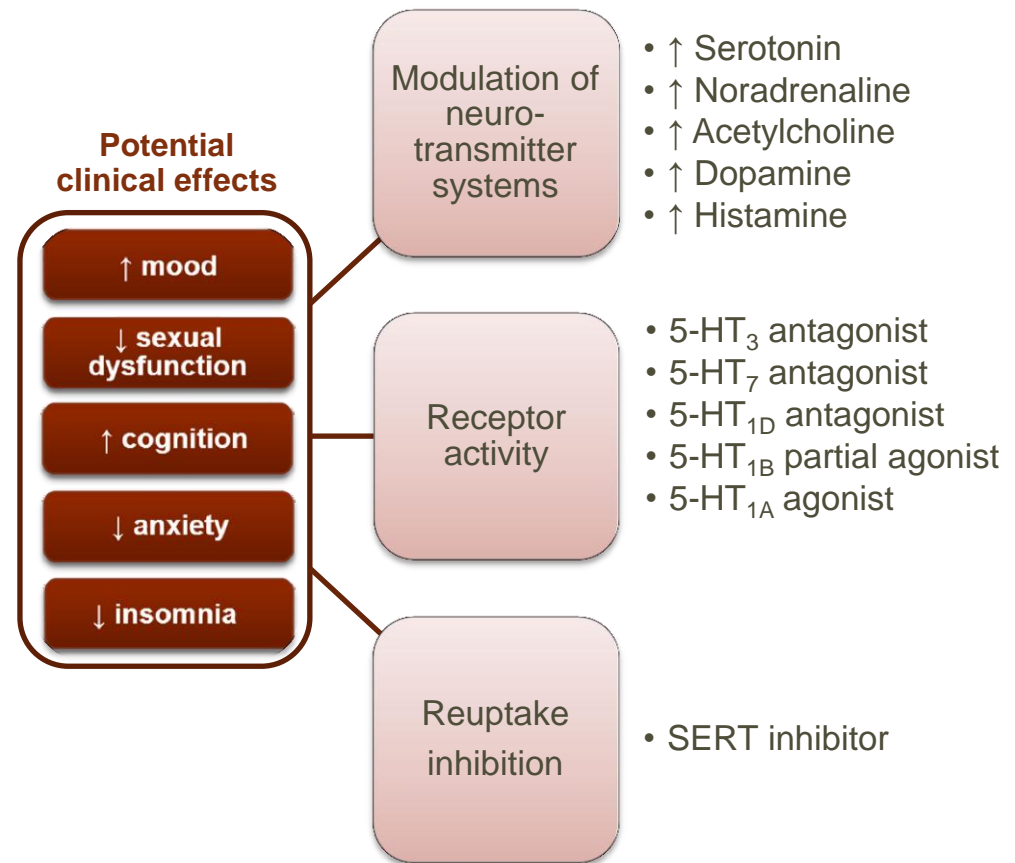
Brintellix has a unique multimodal profile of combined receptor activity and uptake inhibition



- ★ The MoA translates into therapeutic benefits in depression not sufficiently addressed by SSRI and SNRI therapies
- ★ Data from high dose studies to be presented at APA, May 2013



Brintellix's multimodal profile



Revenue performance 2012

DKKm	Q4 2012	Q4 2011	<i>Index</i>	FY 2012	FY 2011	<i>Index</i>
Cipralex	1,501	1,433	105	5,827	5,957	98
<i>Lexapro (Japan)</i>	62	36	173	195	68	285
Ebixa	677	650	104	2,803	2,751	102
Azilect	326	309	106	1,224	1,187	103
New products	582	374	155	2,141	1,253	171
<i>Xenazine</i>	322	242	133	1,197	852	140
<i>Sabril</i>	78	77	101	376	309	122
<i>Onfi</i>	80	-	-	255	-	-
Revenue excl. Lexapro (US)	3,835	3,248	118	14,227	13,472	106
Total revenue	3,845	3,829	100	14,802	16,007	92

- ★ Excl. Lexapro (US) revenue was DKK 3,835 million for the quarter, an increase of 18% compared to Q4 2011
- ★ New Products increased 55% and for Q4 constituted 15% of total revenue
- ★ US revenue excl. Lexapro grew 33% compared to 2011 driven by Onfi, Sabril and Xenazine
- ★ Europe increased 3% despite the impact from generic competition and a challenging economic environment
- ★ International Markets increased 11% primarily driven by Lexapro in Japan

Financial performance 2012

DKKm	Q4 2012	Q4 2011	<i>Index</i>	FY 2012	FY 2011	<i>Index</i>
Revenue	3,845	3,829	100	14,802	16,007	92
- Continuous operations	3,461	3,140	110	13,511	12,768	106
R&D costs	867	893	97	2,915	3,320	88
- R&D%	23%	23%		20%	21%	
EBIT	222	326	68	1,647	3,393	49
- margin	6%	9%		11%	21%	
EPS	0.75	1.03	73	5.65	11.63	49
Cash flows from operations	700	255	274	2,112	3,624	58
Interest bearing net cash	1,893	2,023	94	1,893	2,023	94

- ★ Total costs for 2012, excluding restructuring charges, were unchanged compared to 2011
 - ★ Restructuring costs of DKK 530 million included in SG&A costs
- ★ SG&A costs increased 9% for the fourth quarter impacted by high launch costs

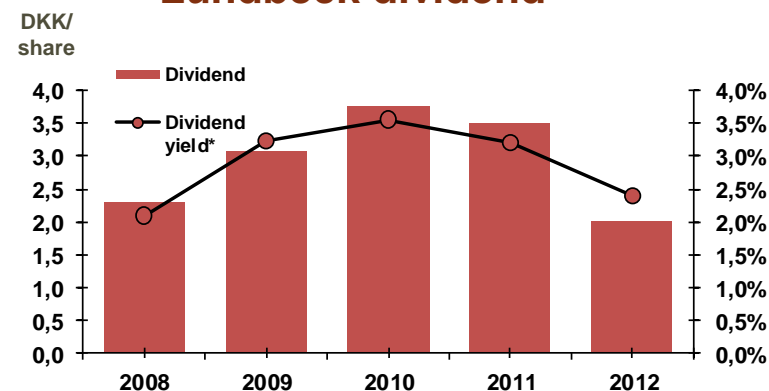
- ★ R&D costs for Q4 2012 decreased 3% compared to Q4 2011
 - ★ The R&D ratio for 2012 was 20%
- ★ Interest bearing net cash, as of end 2012, was DKK 1.9 billion

Balance sheet and dividend

Balance sheet

DKKm	31.12.12	31.12.11
Intangible assets	9,028	8,445
Other non-current assets	3,354	3,286
Current assets	9,181	8,803
Assets	21,563	20,534
Equity	13,198	12,776
Non-current liabilities	3,384	3,062
Current liabilities	4,981	4,696
Equity & liabilities	21,563	20,534
Cash	2,747	2,467
Securities	1,055	1,476
Interest-bearing debt	(1,909)	(1,920)
Interest-bearing net cash and cash equivalents	1,893	2,023

Lundbeck dividend



* Dividend Yield = dividend per share/share price, year-end

- ★ Dividend of DKK 2.00 per share proposed for 2012, corresponding to a payout ratio of 35%
- ★ A total of DKK 392 million and a yield of 2.4%**
- ★ In 2013-2014 the pay-out ratio is expected to be in 35%

**based on DKK 82.9 (year-end price)

Financial guidance

2013 financial guidance

	Reported 2012	Guidance 2013
DKK		
Revenue	14,802m	14.1-14.7bn
EBIT	1,647m	1.6-2.1bn

- ★ Continued elevated SG&A and R&D ratios
- ★ USD 30 million milestones related to Brintellix included
- ★ USD 100 million gain related to divestiture of US products included
- ★ Tax rate of ~30%
- ★ Free cash flow expected to be impacted by milestones of up to USD 300 million related to the Otsuka collaboration
- ★ Dividend pay-out ratio expected at 35%

Expected main events in 2013

H1 2013

- Approval of Abilify once-monthly in the US
- Final approval of Selincro by the EU Commission
- Presentation of Brintellix data at APA 2013 on 18-22 May, San Francisco

H2 2013

- Start of pivotal programme on Lu AE58054 in Alzheimer's (mid-year)
- Presentation of Lu AE58054 data at AAIC 2013 in July in Boston
- Approval of Brintellix in Europe and North America
- Headline conclusion on brexpiprazole phase III studies
- Headline conclusions on desmoteplase phase III (DIAS-3) study (end-year)
- Recommendation of Abilify once-monthly from CHMP in Europe

Thank you...

