



**TELECONFERENCE  
SECOND QUARTER 2013**

*7 August 2013*

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This presentation contains forward-looking statements that provide our expectations or forecasts of future events such as new product introductions, product approvals and financial performance.

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# Q2 highlights

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## Sales development

- New products\* up 59%
- Continuous operations up 6%
- US product portfolio; Onfi, Sabril, Xenazine and Abilify Maintena up 51%

## R&D

- Brintellix phase III data presented at various conferences
- Lu AE58054 phase II data presented at AAIC in Boston
- IV carbamazepine received FDA orphan drug status

## Financial performance

- The operating performance is exceeding expectations
- 2013 guidance raised and includes impairment of Sycrest product rights

# Continued robust momentum in new markets in Q2

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## USA

- Sales growth of 28% y/y in the quarter, excluding Lexapro
- Onfi generated DKK 114 million in the quarter, a growth of 111%
- Abilify Maintena in line with expectations



## International Markets

- International Markets grew 10% in the quarter
- Canada continues its solid performance growing 18% y/y in the quarter



## Japan

- Sales increased by 79% y/y in the quarter in local currency
- Lexapro has a market share of 11.9% in June



## Europe

- Azilect sales reached DKK 314 million with a growth of 17%
- Ebixa sales impacted by generic competition during the quarter

# Abilify Maintena and Selincro so far

## Abilify Maintena

- ★ ...is within expected sales range in the US
- ★ ...is set to expand the long-acting market in schizophrenia
- ★ ...initial feedback is encouraging
- ★ ...is expected to reach peak sales of DKK 2-2.5 billion (in total for Lundbeck)

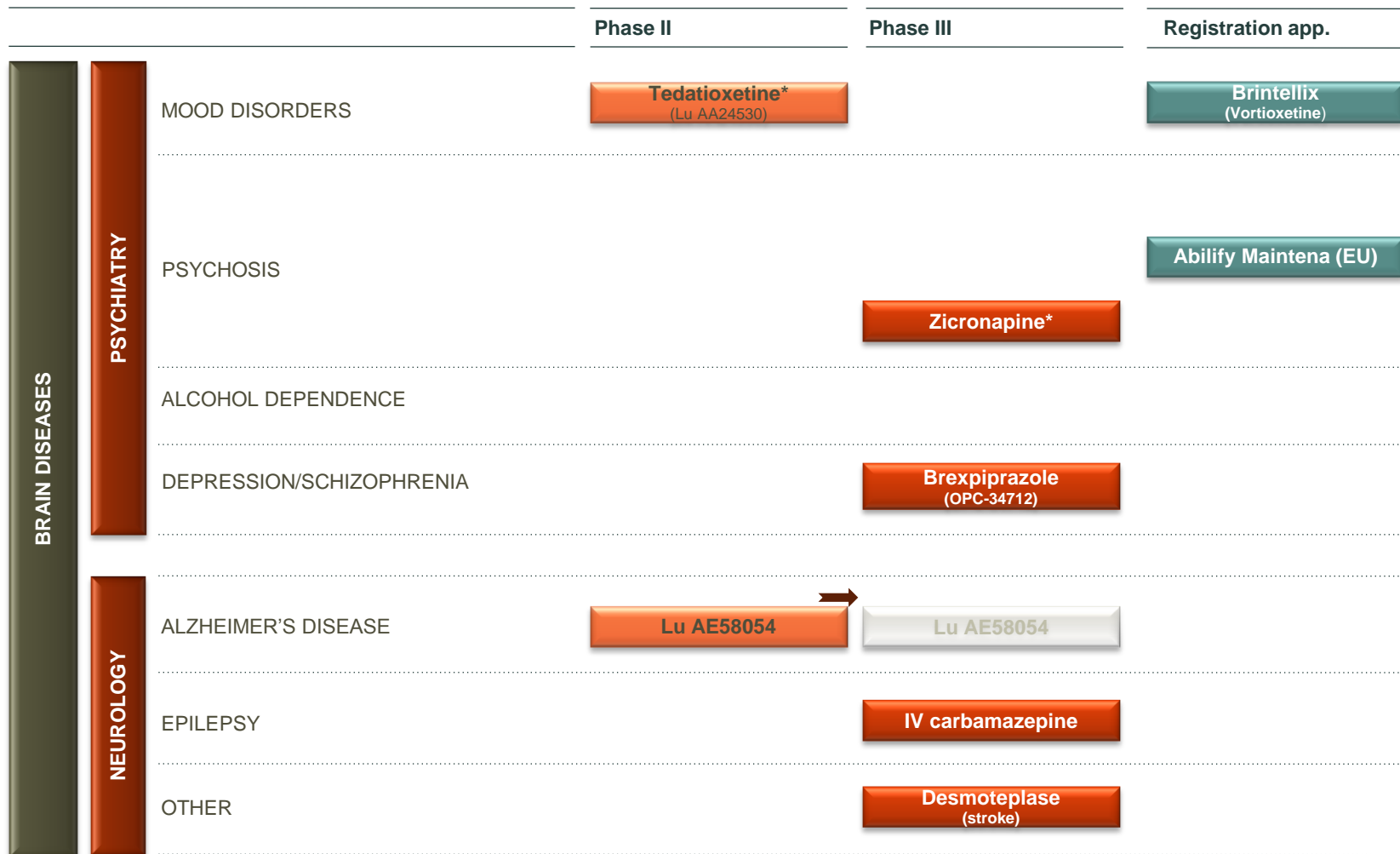


## Selincro

- ★ ...launched in 12 European countries
- ★ ...to be launched in up to 10 additional countries during second half of 2013
- ★ ...initial feedback is encouraging
- ★ ...is expected to reach peak sales of DKK 2-2.5 billion



# Lundbeck invests to grow: a solid late-stage development portfolio

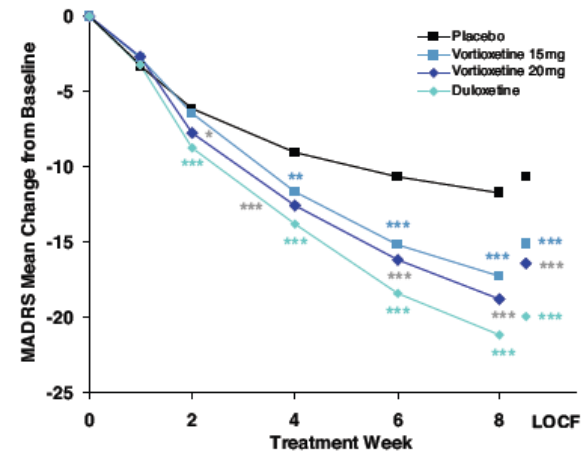


\*No active clinical programme ongoing

# Brintellix clinical phase III data presented at several medical conferences

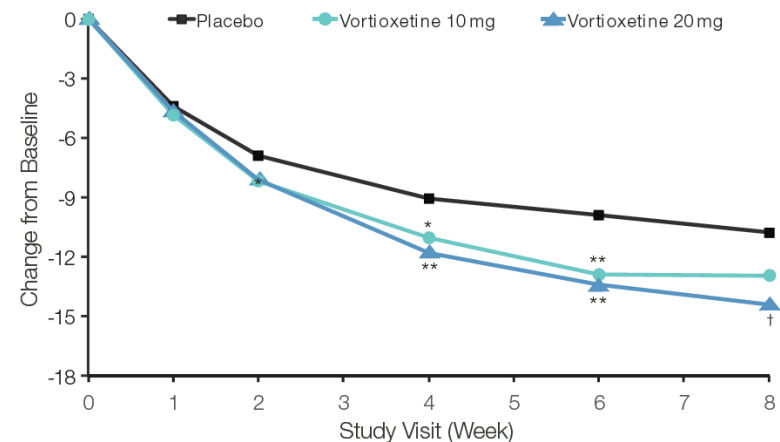
## ★ Efficacy in MDD

- Comparable to SNRIs (MADRS, HAM-D, CGI; change from baseline, response, remission, relapse prevention)
- In adults, elderly and relapse prevention
- Efficacious in patients who have inadequate effect from SNRI/SSRIs
- To-date, ~70% positive clinical trials



## ★ Exploratory endpoints demonstrate that Brintellix has positive effects on cognitive symptoms of depression

## ★ Favorable tolerability profile (>3,000 MDD patients exposed)



# Brintellix – what do we have?



A solid efficacy profile

5mg	10mg	15mg	20mg
Several positive studies	Several positive studies	One positive study	Several positive studies

**Data not yet challenged and final label not yet discussed**

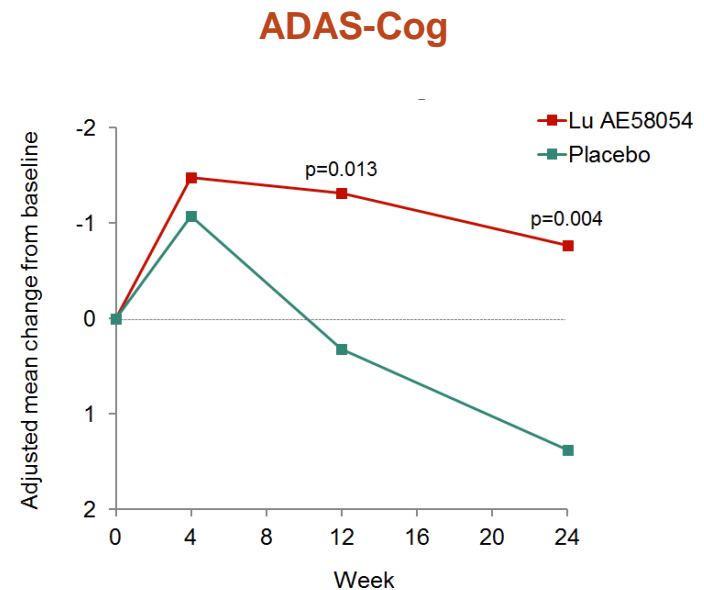
## Safety/tolerability: Tolerability better or equal to SSRIs and SNRIs

- ★ Nausea: lower or similar level as SNRI active reference
- ★ Withdrawal rate slightly above placebo level
- ★ At placebo level/neutral effect
- ★ Insomnia, body weight, heart rate and blood pressure, ECG, QTc, Hepatic and renal assessments, sexual side effects are similar to placebo level
- ★ Discontinuation symptoms are at or slightly above placebo level



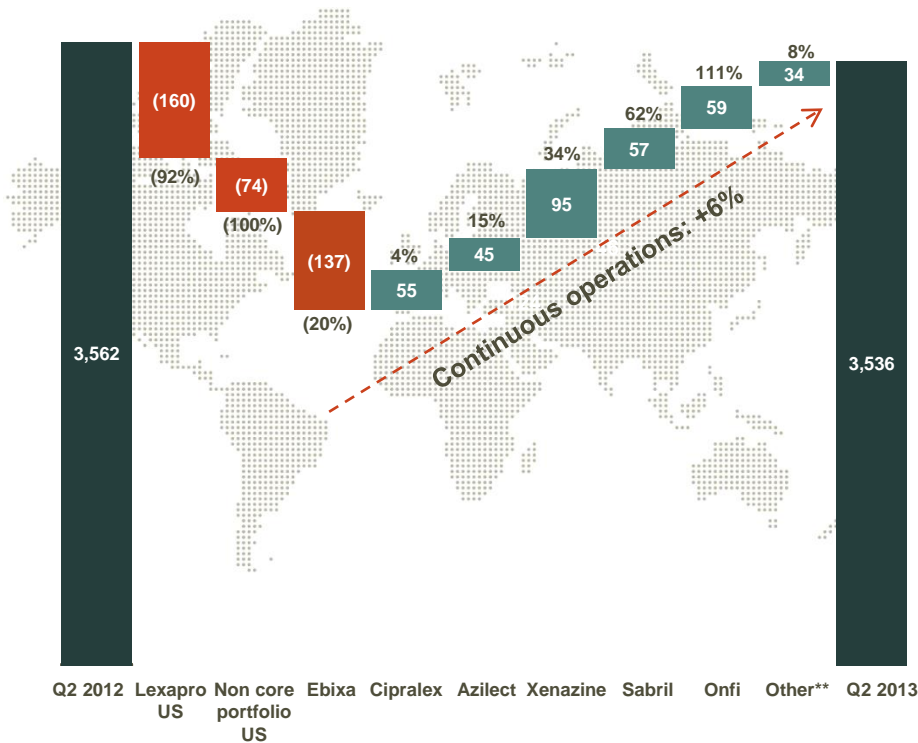
# Lu-AE58054 phase II clinical results presented at AAIC in Boston

- ★ Statistically significant effect on cognitive performance with Lu AE58054 as adjunctive treatment to donepezil in patients with moderate AD (MMSE 12–19)
- ★ Trends toward improvement in measures of function (ADL) and global impression (CGIC)
- ★ Lu AE58054 appeared well tolerated in the study
- ★ ALAT or ASAT values >2x ULN in 13 patients
  - ★ LFT abnormalities asymptomatic
  - ★ Return towards baseline values in all cases



# Continuous Operations growth of 6%

## Revenue development Q2 2013 (DKKm)



- ★ Ebixa performs better than expected
- ★ Strong growth in International Markets of 10%
- ★ US new products\* growth of 51%
- ★ Azilect increased by 15%, mostly driven by European countries and Australia

\*Onfi, Sabril, Xenazine and Abilify Maintena

\*\*Other includes Other pharmaceuticals, Other revenue

# Solid second quarter with good operational performance influenced by One-offs



DKKm	Q2 2013	Q2 2012	Index	FY 2012	FY 2011	Index
Revenue	3,536	3,562	99	14,802	16,007	92
- Continuous operations*	3,522	3,313	106	13,511	12,768	106
R&D costs	718	684	105	2,919	3,319	88
- R&D%	20%	19%		20%	21%	
EBIT	(506)	(118)	(429)	1,726	3,395	51
- margin	(14%)	(3%)		12%	21%	
EPS	(2.56)	(0.43)	(595)	5.94	11.64	51
Cash flows from operations	1,346	593	227	2,112	3,624	58
Interest bearing net cash	2,635	786	335	1,893	2,023	94

\*Continuous operations = revenue excl. milestones, gains from divestment of US portfolio of non-core products, former revenue from US portfolio of non-core products and Lexapro US.

# Financial expectations raised for 2013 following better operational performance

## 2013 financial guidance\*

DKK	Guidance 2013	New Guidance 2013	Expectations 2014
Revenue	14.4-15.0bn	14.6-15.0bn	~14bn
EBIT	1.2-1.7bn	1.3-1.7bn	0.5-1.0bn
(Excluding EU fine)	(1.9-2.4bn)	(2.0-2.4bn)	-

\*The new financial guidance for 2013 includes; Impairment of Sycrest product rights of DKK 210 million and DKK 284 million upfront payment related to the extension of the partnership agreement with Otsuka for Lu AE58054 and USD 100 million gain related to divestment of US products and USD 30 million in milestone payment related to Brintellix

# Expected main events in 2013

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## H1 2013

- Approval of Abilify Maintena in US ✓
- Final approval of Selincro by the European Commission ✓
- Presentation of Brintellix data at APA 2013 in San Francisco, in May ✓

## H2 2013

- Presentation of Lu AE58054 data at AAIC 2013 in Boston, in July ✓
- Start of pivotal programme on Lu AE58054 in Alzheimer's
- Approval of Brintellix in Europe (CHMP recommendation) and the US
- Recommendation of Abilify Maintena from CHMP in Europe

# Thank you...

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