

# Three-month interim report (Q1) 2015 (unaudited)

## Company release No. 10/2015

## Performance for the period

(Comparative figures for 2014 are shown in brackets / revenue growth is measured in local currencies. Revenue from ALK's base business is defined as total revenue excluding revenues from the SLIT-tablet partnerships in North America and International markets).

In the first quarter, ALK delivered revenue growth in the base business at the upper end of the guidance range. Operating profit before milestone payments and sales royalties increased slightly despite investments in strategic growth initiatives.

- ▶ Total revenue, including partner income, decreased by 9% (local currencies) to DKK 650 million (684).
- ▶ Revenue in the base business was DKK 626 million (585) where growth was 4% driven by SCIT products, SLIT-tablets (GRAZAX®) and adrenaline auto-injectors (Jext®).
- ▶ Partner income decreased to DKK 24 million (99) due to significantly lower milestone payments compared to last year.
- ▶ Reported EBITDA was DKK 128 million (206). Excluding milestones payments and sales royalties, EBITDA before special items increased slightly to DKK 132 million (130).
- All pipeline activities continue to advance as planned. ALK's new partner bioCSL is preparing for a regulatory submission of both GRAZAX<sup>®</sup> and the HDM SLIT-tablet in Australia in 2015/16.

#### Subsequent events

▶ ALK has decided to dissolve its adrenaline business unit in Switzerland and integrate the adrenaline activities into other areas and locations in ALK. All assets regarding the adrenaline business have been transferred to the Danish parent company. As a consequence, ALK will record a one-off positive tax adjustment of approximately DKK 75 million in the income statement for 2015, which will be incorporated in the Q2 interim report.

## 2015 financial guidance

The 2015 guidance has been updated to reflect the current exchange rates but is otherwise unchanged:

- ▶ ALK still expects to grow revenue in the base business by 0-5% in local currencies based on low single-digit growth in Europe and high single-digit growth in non-European markets. To reflect current exchange rates, reported revenue in the base business is now expected at DKK 2.25-2.35 billion (previously DKK 2.2-2.3 billion).
- ▶ ALK's SLIT-tablet partnerships in North America and International markets are expected to generate additional revenue in the form of sales royalties, product supply, service fees, and, potentially, milestone payments.
- Production and capacity costs are forecast to grow slightly as ALK increasingly allocates funds in support of key elements of the long-term growth strategy.
- Operating profit (EBITDA before special items), excluding sales royalties and milestone payments from partnerships, is expected to be in the range of DKK 225-300 million. Exchange rates are not expected to materially affect EBTIDA.

Hørsholm, 5 May 2015

#### ALK-Abelló A/S

Contact: Jens Bager, President and CEO, tel. +45 4574 7576

Today, ALK hosts a conference call for analysts and investors at 11.00 a.m. (CEST) at which Management will review the financial results and the outlook. The conference call will be audio cast on <a href="www.alk-abello.com/investor">www.alk-abello.com/investor</a>. Participants in the audio cast are kindly requested to call in before 10.55 a.m. (CEST). Danish participants should call in on tel. 8088 1257 and international participants should call in on tel. +44 (0) 20 7572 1187 or +1 646 722 4972. Please use the following Participant Pin Code: 33109033#. The audio cast will also be available live on our website, where the related presentation will be available shortly before the call begins.



# FINANCIAL HIGHLIGHTS AND KEY RATIOS FOR THE ALK GROUP (unaudited)

Amounts in DKKm	3M	3M	Full year
AMOUNTS IN DAAM	2015	2014	2014
Income statement		201	0.400
Revenue	650	684	2,433
Operating profit before depreciation and amortisation (EBITDA) before special items	138	211	453
Operating profit before depreciation and amortisation (EBITDA)	128	206	404
Operating profit (EBIT) before special items	101	179	313
Operating profit (EBIT)	91	174	264
Net financial items	68	9	36
Profit before tax (EBT)	159	183	300
Net profit	89	108	181
Average number of employees	1,829	1,782	1,809
Balance sheet			
Total assets	3,581	3,345	3,419
Invested capital	2,360	2,183	2,214
Equity	2,450	2,293	2,354
Cash flow and investments			
Depreciation, amortisation and impairment	37	32	140
Cash flow from operating activities	31	93	320
Cash flow from investing activities	(34)	(54)	(219)
of which investment in tangible and intangible assets	(34)	(36)	(202)
of which acquisitions of companies and operations	<del>-</del>	(24)	(24)
Free cash flow	(3)	39	101
Information on shares			
Share capital	101	101	101
Shares in thousands of DKK 10 each	10,128	10,128	10,128
Share price, end of period – DKK	746	655	651
Net asset value per share – DKK	242	226	232
<b>Key figures</b> Gross margin – %	68	74	70
EBITDA margin before special items – %	21	31	19
EBITDA margin – %	20	30	17
Earnings per share (EPS) – DKK	9	11	19
Earnings per share (DEPS), diluted – DKK	9	11	18
Cash flow per share (CFPS) – DKK	3	10	33
Share price/Net asset value	3.1	2.9	2.8

Definitions: see last page

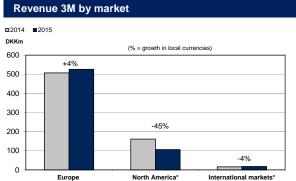


#### **INCOME STATEMENT**

Assessments in DIVIVer	3M	0/	3M	0/
Amounts in DKKm	2015	%	2014	%
Revenue	650	100	684	100
Cost of sales	210	32	179	26
Gross profit	440	68	505	74
Research and development expenses	91	14	93	14
Sales, marketing and administrative expenses	248	38	233	34
Operating profit (EBIT) before special items	101	16	179	26
Special items	(10)	(2)	(5)	(1)
Operating profit (EBIT)	91	14	174	25
Net financial items	68	10	9	1
Profit before tax (EBT)	159	24	183	27
Tax on profit	70	11	75	11
Net profit	89	14	108	16
Operating profit before depreciation and				
amortisation (EBITDA) before special items	138	21	211	31
Operating profit before depreciation				
and amortisation (EBITDA)	128	20	206	30
, ,				

# **BUSINESS REVIEW**

(Comparative figures for 2014 are shown in brackets / Revenue growth rates are stated as growth in local currencies, unless otherwise indicated)



Europe North America\* International markets\*

\* Revenue from North America and International markets also includes income from partners, such as milestone payments, product supply, sales royalties, etc.

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\* Revenue from SLIT-tablets also includes income from partners, such as milestone payments, product supply, sales royalties, etc.

#### **Highlights**

Revenue growth in ALK's base business (i.e. total revenue excluding revenues related to the SLIT-tablet partnerships in North America and International markets) was at the upper end of the 0-5% guidance range. Revenue was DKK 626 million and growth exceeded 4%, driven by SCIT products, SLIT-tablets (GRAZAX®) and adrenaline auto-injectors (Jext®). However, sales of SLIT-drops declined as expected.

As anticipated, partner income was lower than last year, where ALK recognised a DKK 81 million milestone payment from Merck in Q1. Partner income in Q1 2015 amounted to DKK 24 million (99).

Operating profit (EBITDA) before special items was DKK 138 million (211) and yielded an EBITDA margin of 21% (31%). Excluding milestone payments and sales royalties, EBITDA before special items increased slightly to DKK 132 million (130). Exchange rates had a marginally positive effect on EBITDA.



# Revenue by geographies

(Comparative figures for 2014 are shown in brackets / Revenue growth rates are stated as growth in local currencies, unless otherwise indicated)

#### **Europe**

Revenue in Europe increased by 4% to DKK 526 million (507). Europe accounted for 81% of total revenue (74%).

SCIT products and GRAZAX® sales developed positively with growth rates of 5% and 9%, respectively. The Jext® adrenaline auto-injector was another source of growth. Market coverage has been restored and Jext® sales increased as a result.

As expected, sales of SLIT-drops continued to decline in most markets, except for France. The steepest decline was seen in the Netherlands due to the final phasing-out of local unregistered SLIT-drop products. Disregarding the Dutch SLIT-drop sales, overall revenue in Europe grew by 6%.

Sales growth was recorded in most markets, in particular in Germany but also in France, the Nordic countries, UK, Austria and Italy. Performance in Italy and Spain indicates that these markets are stabilising after years of hardship following the economic crisis.

Growth was also realised in eastern European markets where ALK recently established a sales office to develop these markets further.

#### **North America**

Revenue in North America declined by 45% to DKK 106 million (161). North America thus accounted for 16% (24%) of total revenue.

ALK increased its sales of allergen extracts and other products to specialists and clinics by 15% to DKK 89 million (65), sustaining the strong momentum in North American product sales in recent quarters.

Income from the Merck partnership amounted to DKK 17 million, down from DKK 96 million last year where revenue included a milestone payment of DKK 81 million upon Merck's initiation of Phase III development of the HDM SLIT-tablet.

2015 marks the first real opportunities for patients to initiate GRASTEK® and RAGWITEK® in the USA following approvals in 2014, given the requirement for treatment initiation to occur at least 12 weeks before the pollen seasons. Initial prescription data shows that healthcare providers have started to prescribe GRASTEK® in the required period ahead of the grass pollen season, which starts around May-June with variation based on location in the USA. The ragweed pollen season typically runs from mid to late August through the first frost; the

majority of treatment initiations for RAGWITEK® are expected to occur during the pre-seasonal treatment period in April to June. In Q1, ALK received approximately DKK 2 million in royalties from Merck as payment for the combined sales of GRASTEK® and RAGWITEK® in the USA and Canada.

As previously communicated, ALK maintains a conservative view of the sales uptake during the first few years after launch, and the uptake witnessed so far supports this view. SLIT-tablets represent a new treatment class in North America, and ALK expects that it will take time and efforts to build and educate the market. However, a significant number of severe allergy sufferers remain in poor disease control despite the use of conventional allergy medications and ALK remains confident in the long-term potential for SLIT-tablets.

A wider adoption of the SLIT-tablets may occur, once the HDM SLIT-tablet treating house dust mite allergy reaches the North American markets, which – subject to the outcome of clinical trials and regulatory approval – is expected within the next few years. The HDM SLIT-tablet will also allow Merck to offer a complete portfolio of SLIT-tablets targeting the three major respiratory allergies in North America.

#### International markets

Revenue in International markets was DKK 18 million (16) after a decrease of 4% in local currencies. International markets accounted for 3% of total revenue (2%).

Revenue included a minor upfront payment from bioCSL at the signing of the partnership agreement for Australia and New Zealand. Revenue also comprised reimbursements from Torii related to R&D support as well as product sales in overseas markets. Product sales decreased due to fluctuations in shipments to China.

#### Revenue by product lines

#### **SCIT and SLIT-drops**

Total revenue from SCIT and SLIT-drops grew by 1% to DKK 494 million (479). SCIT and SLIT-drops accounted for 76% (70%) of total revenue.

SCIT sales continued to develop positively in most European markets and North America, yielding an overall growth of 6%. Conversely, SLIT-drop sales declined by 6% as a result of changes in reimbursement and documentation requirements with the ultimate aim of phasing out unregistered AIT products.



#### **SLIT-tablets**

Revenue from SLIT-tablets decreased to DKK 96 million (165) due to lower milestone payments.

SLIT-tablets accounted for 15% (24%) of total revenue. In Europe, sales of GRAZAX<sup>®</sup> increased by 9% to DKK 72 million (66). Revenue from SLIT-tablets in North America and International Markets amounted to DKK 24 million (99).

## Other products and services

Revenue from other products and services (adrenaline auto-injectors, diagnostics, etc.) grew by 36% to DKK 60 million (40), accounting for 9% (6%) of total revenue. Growth was mainly attributable to the adrenaline auto-injector Jext<sup>®</sup>.

#### **NEW STRATEGIC INITIATIVES**

As part of the ongoing efforts to expand into emerging markets ALK entered into a partnership with bioCSL for Australia and New Zealand. bioCSL is a large, local pharmaceutical company with a prominent track record within vaccines and adrenaline auto-injectors. The partnership grants bioCSL exclusive rights to promote and sell ALK's SLIT-tablets against house dust mite and grass pollen allergy and ALK's auto-injector Jext.

ALK has established a subsidiary in Turkey to facilitate growth in Turkey and other Middle-Eastern markets, and has also launched GRAZAX<sup>®</sup> in Turkey – its first market outside Europe and North America.

Further options for geographical expansion are being evaluated and discussions are ongoing to give ALK access to other emerging markets.

ALK's Product Supply organisation has been reorganised and three divisions have been established to reflect the Company's business areas: (1) SLIT-tablets and source materials, (2) SCIT, SLIT-drops and diagnostics, (3) Jext<sup>®</sup>. The overall objective is to optimise product supply management and cost structures while ensuring regulatory compliance. As a result of the changes, severance payments and other restructuring costs of DKK 10 million were recognised as special items in the quarter.

ALK has decided to integrate all its adrenaline activities from the dissolved adrenaline business unit located in Switzerland into other areas and locations in ALK in order to optimise and improve the business. Consequently, all assets related to the adrenaline franchise are being transferred from ALK's Swiss subsidiary to the Danish parent company ALK-Abelló A/S, resulting in a taxable gain in Switzerland and recording of intangible

assets in Denmark. Consequently, and as per the International Financial Reporting Standards (IFRS), ALK will record a one-off positive tax adjustment of approximately DKK 75 million in the income statement for Q2 2015.

#### **R&D PIPELINE AND PARTNERSHIPS**

ALK's own pipeline activities and the pipeline activities under the partnerships with Merck, Torii, Abbott and bioCSL continue to advance:

ALK's European R&D pipeline activities

The European health authorities are reviewing ALK's regulatory filing for the house dust mite (HDM) SLIT-tablet. The filing is supported by a comprehensive clinical development programme, including two pivotal clinical trials documenting the tablet's efficacy in both HDM-induced allergic asthma and allergic rhinitis. Subject to approval, the first launches of the tablet could take place in 2016.

ALK's other clinical development activities are progressing as planned: The multi-year pan-European *GRAZAX*® *Asthma Prevention* (GAP) trial is expected to complete at the turn of the year 2015/16. Furthermore, ALK is planning the next steps in the clinical development of the tree SLIT-tablet and conducting development activities for SCIT legacy products, to further strengthen their documentation.

Partnership with Merck for North America ALK's partnership with Merck (known as MSD outside the USA and Canada) grants Merck exclusive rights to develop, register and commercialise SLIT-tablets against grass pollen, ragweed pollen and house dust mite (HDM) allergies in the USA, Canada and Mexico.

Merck is currently conducting a Phase III clinical trial in the USA and Canada to investigate the safety and efficacy of the HDM SLIT-tablet in the treatment of allergic rhinitis. The trial is expected to complete mid-2015 and may form the basis for a Biologic License Application (BLA) to the authorities in the USA and Canada.

Merck has published further data from the preceding Phase II trial, which demonstrated a significant reduction of patients' allergy symptoms. Patients on the highest dose of the HDM-tablet improved their nasal symptoms by 49%, and eye symptoms by 68%, compared with placebo.

Following last year's approvals and launches of GRASTEK® and RAGWITEK®, Merck has initiated a clinical trial to investigate the safety and tolerability of co-administering GRASTEK® and RAGWITEK®. Preparations for a paediatric development programme for RAGWITEK® are also progressing.



Under the partnership with Merck, ALK may receive up to DKK 1.6 billion (USD 290 million) in milestone payments, of which DKK 500 million (USD 90 million) has been recognised since 2007. In addition, ALK is entitled to royalty payments on net sales as well as payments for product supply and R&D support. Merck incurs all costs of clinical development, registration, marketing and sales of the products. ALK is responsible for tablet production and supply.

#### Partnership with Torii for Japan

ALK and Torii have an exclusive license agreement to develop, register and commercialise ALK's AIT products for asthma and allergic rhinitis in Japan. The agreement grants Torii exclusive rights to develop, market and distribute SLIT-tablets against house dust mite (HDM) and Japanese cedar pollen allergy. The partnership also covers an HDM SCIT product and HDM diagnostic products.

In January, 2015 Torii submitted a registration application for the house dust mite SLIT-tablet. The Japanese Ministry of Health, Labour and Welfare is currently reviewing the application. Subject to approval, the tablet may reach the Japanese market by 2016. Upon receipt of market authorisation, ALK is entitled to a milestone payment.

Moreover, Torii is conducting a clinical Phase II/III trial into the SLIT-tablet against Japanese cedar pollen allergy. This trial is expected to yield initial results by 2016 and may form the basis for a registration application.

Under the agreement with Torii, ALK may receive up to DKK 450 million (EUR 60 million) in upfront and development milestone payments, of which approximately DKK 340 million (EUR 45 million) has been recognised since 2011. In addition, ALK is entitled to royalty payments, sales milestones on the products' net sales, as well as payments for product supply and R&D support. Torii incurs all costs of clinical development, registration, marketing and sales of the products. ALK is responsible for production and supply.

# Partnership with Abbott for Russia

The partnership with Abbott covers the supply and marketing of ALK's SLIT-tablets in Russia. Abbott is granted exclusive rights to distribute and commercialise ALK's SLIT-tablet portfolio covering grass, ragweed, tree and HDM allergies.

The partnership adds ALK's SLIT-tablets, which mirror the most prevalent allergies, to Abbott's franchise of respiratory products.

The first registration trial has been initiated and is expected to complete in 2015. If successful, this

trial is expected to lead to a regulatory filing of GRAZAX® by 2016. In 2015, ALK and Abbott will also initiate registration activities for the other SLIT-tablets. ALK estimates that the first launches under the partnership may take place in 2017.

Under the agreement, Abbott and ALK will share the revenue generated. Abbott will purchase the products from ALK at agreed prices and, in addition, pay royalties on net sales. ALK will be the market authorisation holder.

#### Partnership with bioCSL for Australia

ALK and bioCSL have a partnership for Australia and New Zealand. The agreement grants bioCSL exclusive rights to promote and sell ALK's SLIT-tablets for house dust mite (HDM) allergy and grass pollen allergy as well as ALK's adrenaline autoinjector Jext<sup>®</sup>.

bioCSL is preparing for a filing of both GRAZAX<sup>®</sup> and the HDM SLIT-tablet in Australia based on available clinical data from Europe and North America. The filings are expected in 2015/16.

Under the agreement, ALK will receive an undisclosed milestone payment upon approval of the HDM SLIT-tablet in Australia. ALK will be responsible for product supply and will sell products to bioCSL at an agreed price structure ensuring a split of the final in-market revenues generated by bioCSL.

## **FINANCIAL REVIEW OF Q1 2015**

(Comparative figures for Q1 2014 are shown in brackets. / Revenue growth rates are stated as growth in local currencies, unless otherwise indicated)

**Revenue** in Q1 decreased by 9% (local currencies) to DKK 650 million (684). Exchange rate developments impacted growth positively by approximately 4 percentage points.

Revenue in the base business increased by 4% to DKK 626 million (585) while partner income decreased to DKK 24 million (99) due to lower milestone payments. Partner income from sales royalties, product supply and R&D reimbursements increased to DKK 20 million (18).

Cost of sales increased 17% (12% in local currencies) to DKK 210 million (179) and gross profit was 440 DKK million (505), which corresponds to a gross margin of 68% (74). Disregarding milestone payments, the normalised gross margin of 68% (70%) was, as anticipated, negatively influenced by changes in sales mix in the base business and the build-up of partner supply capacities.



Capacity costs increased by 4% (2% in local currencies) to DKK 339 million (326). Research & development expenses as well as administrative expenses were, by and large, unchanged. The increase of 7% (4% in local currencies) in sales and marketing expenses reflected the planned activity increase ahead of the anticipated European launch of the HDM SLIT-tablet as well as activities to support ALK's geographical expansion plans.

**EBITDA** (operating profit before depreciation and amortisation) before special items was DKK 138 million (211). Excluding milestones payments and sales royalties, EBITDA before special items increased slightly to DKK 132 million (130). Exchange rates had a marginally positive effect on EBITDA since the positive effect on revenue was largely counterbalanced by the effect on production and capacity costs.

After special items of DKK 10 million (5), **reported EBITDA** was DKK 128 million (206). The special items mainly related to the above-mentioned restructuring of the Product Supply organisation.

**Net financials** were a gain of DKK 68 million (9) due to unrealised exchange rate gains related to USD and CHF intercompany loans.

**Tax on the profit** totalled DKK 70 million (75), corresponding to an effective tax rate of 44% (41). The relatively high effective tax rate is a result of the Group's current geographical distribution of income. The **net profit** was DKK 89 million (108).

**Cash flow** from operating activities was DKK 31 million (93). The decrease was primarily caused by lower milestone payments.

Cash flow from investment activities was an outflow of DKK 34 million (54) relating to the continued build-up of capacity for tablet production.

Free cash flow was an outflow of DKK 3 million (an inflow of 39). Cash flow from financing was an outflow of DKK 46 million (60) following the dividend payment of DKK 5 per share, which was declared at the annual general meeting in March, and net cash settlement of share options.

ALK reduced its holding of **own shares** during the quarter as a consequence of settlement of share option programmes. At the end of March, ALK held 447,799 of its own shares or 4.4% (4.6% at the end of 2014) of the share capital.

At the end of March, **cash and cash equivalents** totalled DKK 241 million vs. DKK 289 million at the end of 2014 and DKK 290 million at the end of March 2014.

**Equity** totalled DKK 2,450 million (2,293) at the end of the period, and the equity ratio was 69% (69%).

#### **OUTLOOK FOR 2015**

The outlook for 2015 has been updated to reflect the current exchange rates but is otherwise unchanged:

ALK still expects to grow revenue in the base business by 0-5% in local currencies based on low, single-digit growth in Europe and high single-digit growth in non-European markets. Growth initiatives are expected to outweigh the impact of European austerity measures. To reflect current exchange rates, reported revenue in the base business is now expected at DKK 2.25-2.35 billion (previously DKK 2.2-2.3 billion).

The SLIT-tablet partnerships in North America and International markets are expected to generate additional revenue in the form of sales royalties, product supply, service fees, and, potentially, milestone payments. During 2015 and 2016, ALK expects to recognise up to DKK 185 million in milestone payments relating to the registration processes of the house dust mite SLIT-tablet. Partner income is subject to uncertainty and ALK is therefore unable to provide specific guidance on its level or exact timing.

Production and capacity costs are forecast to increase slightly as ALK increasingly allocates funds in support of key elements of the long-term growth strategy. Key efforts include geographical expansion, market-building activities ahead of the launch of the house dust mite SLIT-tablet in Europe as well as the scale-up of manufacturing capacity. These initiatives will be partly funded by operational efficiencies and cost savings prompted by the *Simplify* programme.

Operating profit (EBITDA before special items), excluding sales royalties and milestone payments from partnerships, is expected in the range of DKK 225-300 million. Exchange rates are not expected to materially affect EBITDA.

Initiatives under the *Simplify* programme are expected to entail minor restructuring costs, which will be reported in a special items line.

CAPEX is projected at approximately DKK 200 million, while free cash flow is expected to be negative in the range of DKK 100-200 million.



## **OTHER EVENTS**

ALK has introduced a Restricted Stock Unit programme: Employees permanently employed on 31 March 2015 will receive 10 shares or the cash value of 10 shares after three years, subject to continued employment. Approximately 1,800 employees are expected to be part of the programme, which does not involve Board of Management and ALK's Senior Management Group. The total cost of the programme is approximately DKK 14 million, which will be recognised in the income statement over the three-year vesting period.

According to the guidelines for incentive payments adopted by the Annual General Meeting in March, the Board of Directors granted a total of 45,250 share options to members of the Board of Management and other key employees.

# SUBSEQUENT EVENTS

As a consequence of the decision to dissolve the adrenaline business unit in Switzerland and transfer all adrenaline activities into other areas and locations, ALK expects to record a one-off positive tax adjustment of approximately DKK 75 million in Q2 2015.

## **RISK FACTORS**

This interim report contains forward-looking statements, including forecasts of future revenue and operating profit as well as expected businessrelated events. Such statements are naturally subject to risks and uncertainties as various factors, some of which are beyond the control of ALK, may cause actual results and performance to differ materially from the forecasts made in this interim report. Without being exhaustive, such factors include e.g., general economic and businessrelated conditions, including legal issues, uncertainty relating to demand, pricing, reimbursement rules, partners' plans and forecasts, fluctuations in exchange rates, competitive factors and reliance on suppliers. An additional factor is potential side effects from the use of ALK's existing and future products, as allergy immunotherapy may be associated with allergic reactions of differing extents, durations and severities.

#### 2015 Financial calendar

Silent period 21 July 2015 Q2 report 18 August 2015 Silent period 15 October 2015 Q3 report 12 November 2015



## STATEMENT BY THE MANAGEMENT

The Board of Directors and Board of Management today considered and approved the interim report of ALK-Abelló A/S for the period 1 January to 31 March 2015.

The interim report has been prepared in accordance with IAS 34 'Interim financial reporting' as adopted by the EU and additional Danish disclosure requirements for the interim reports of listed companies. As in previous years, the interim report has not been subject to audit or review.

In our opinion, the interim report gives a true and fair view of the Group's assets, equity and liabilities, financial position, results of operations and cash flows for the period 1 January to 31 March 2015. Moreover, in our opinion, the interim report gives a true and fair view of developments in the Group's activities and financial position and describes significant risk and uncertainty factors that may affect the Group.

Hørsholm, 5 May 2015

**Board of Management** 

Jens Bager President and CEO Henrik Jacobi Executive Vice President Research & Development Søren Daniel Niegel Executive Vice President Commercial Operations

Flemming Pedersen

CFO & Executive Vice President

Helle Skov

**Executive Vice President** 

**Product Supply** 

**Board of Directors** 

Steen Riisgaard

Chairman

Lene Skole Vice Chairman Lars Holmqvist

Andreas Slyngborg Holst

Jacob Kastrup

Anders Gersel Pedersen

Jakob Riis

Katja Barnkob Thalund

Per Valstorp



# INCOME STATEMENT FOR THE ALK GROUP (unaudited)

	3M	3M
Amounts in DKKm	2015	2014
Revenue	650	684
Cost of sales	210	179
Gross profit	440	505
Research and development expenses	91	93
Sales and marketing expenses	199	186
Administrative expenses	49	47
Operating profit (EBIT) before special items	101	179
Special items	(10)	(5)
Operating profit (EBIT)	91	174
Net financial items	68	9
Profit before tax (EBT)	159	183
Tax on profit	70	75
Net profit	89	108
Earnings per share (EPS) – DKK	9.20	11.18
Earnings per share (DEPS), diluted – DKK	9.04	10.90

# STATEMENT OF COMPREHENSIVE INCOME (unaudited)

	3M	3M
Amounts in DKKm	2015	2014
Net profit for the period	89	108
not promiter the period	00	100
Other common housing income		
Other comprehensive income		
Items that will be reclassified subsequently to the Income statement, when		
specific conditions are met:		
,	57	
Foreign currency translation adjustment of foreign subsidiaries	57	- (4)
Cash flow hedges, deferred gain/loss incurred during the period	-	(1)
Gain on sale of financial assets available for sale recognised in financial income	-	(10)
Tax related to other comprehensive income	(11)	3
Other comprehensive income	46	(8)
•		
Total comprehensive income	135	100



# CASH FLOW STATEMENT FOR THE ALK GROUP (unaudited)

	014	014
Amounts in DKKm	3M 2015	3M 2014
Anothis in Dividi	2010	2014
Net profit	89	108
Adjustments:		
Tax on profit	70	75
Financial income and expenses	(68)	(9)
Share-based payments	3	3
Depreciation, amortisation and impairment	37	32
Change in provisions	(4)	(5)
Change in working capital	(61)	(100)
Net financial items, paid	1	11
Income taxes, paid	(36)	(22)
Cash flow from operating activities	31	93
Acquisitions of companies and operations	-	(24)
Additions, intangible assets	(9)	(18)
Additions, tangible assets	(25)	(18)
Change in other financial assets	-	6
Cash flow from investing activities	(34)	(54)
Free cash flow	(3)	39
	()	(12)
Dividend paid to shareholders of the parent	(49)	(49)
Sale of treasury shares	7	- (12)
Exercise of share options	(3)	(10)
Change in financial liabilities	(1)	(1)
Cash flow from financing activities	(46)	(60)
Ned and Gr	(40)	(04)
Net cash flow	(49)	(21)
Cash and cash equivalents at 1 January	289	312
Unrealised gain/(loss) on foreign currency and financial assets carried as	203	312
cash and cash equivalents	1	(1)
Net cash flow	(49)	(21)
Cash and cash equivalents at 31 March	241	290
Caon and Caon Squir dionic at or maron	<u> </u>	200

The cash flow statement has been adjusted to the effect that exchange rate adjustments in foreign subsidiaries are not included in the statement. As a result, the individual figures in the cash flow statement cannot be reconciled directly to the income statement and balance sheet.



# BALANCE SHEET - ASSETS FOR THE ALK GROUP (unaudited)

	31 March	31 Dec.	31 March
Amounts in DKKm	2015	2014	2014
Non-current assets			
Intangible assets			
Goodwill	418	415	412
Other intangible assets	264	248	294
	682	663	706
Tangible assets			
Land and buildings	703	681	608
Plant and machinery	338	328	255
Other fixtures and equipment	58	59	63
Property, plant and equipment in progress	519	481	477
	1,618	1,549	1,403
Other non-current assets			
Securities and receivables	7	7	7
Deferred tax assets	178	168	139
	185	175	146
Total non-current assets	2,485	2,387	2,255
Current assets			
Inventories	437	408	339
Trade receivables	307	240	238
Receivables from affiliates	1	1	57
Income tax receivables	15	13	10
Other receivables	66	53	126
Prepayments	29	28	30
Cash and cash equivalents	241	289	290
Total current assets	1,096	1,032	1,090
Total assets	3,581	3,419	3,345
10141 455615	3,381	3,418	3,343



# BALANCE SHEET - EQUITY AND LIABILITIES FOR THE ALK GROUP (unaudited)

A	31 March	31 Dec.	31 March
Amounts in DKKm	2015	2014	2014
Equity			
Share capital	101	101	101
Currency translation adjustment	73	16	(27)
Retained earnings	2,276	2,237	2,219
Total equity	2,450	2,354	2,293
Linkshite -			
Liabilities			
Non-current liabilities			
Mortgage debt	19	20	21
Bank loans and financial loans	300	299	300
Pensions and similar liabilities	193	190	151
Other provisions	4	4	12
Deferred tax liabilities	28	28	30
	544	541	514
Current liabilities			
Mortgage debt	2	2	2
Bank loans and financial loans	3	3	3
Trade payables	51	90	64
Income taxes	63	6	83
Other provisions	25	32	28
Other payables	443	391	358
	587	524	538
Total liabilities	1,131	1,065	1,052
Total a make and Bak Mak	0.504	0.440	0.045
Total equity and liabilities	3,581	3,419	3,345



# EQUITY FOR THE ALK GROUP (unaudited)

Amounts in DKKm	Share capital	Currency translation adjustment	Retained earnings	Total equity
Equity at 1 January 2015	101	16	2,237	2,354
Net profit Other comprehensive income	-	- 57 <b>57</b>	89 (11)	89 46
Total comprehensive income	-	57	78	135
Share-based payments Sale of treasury shares	-	-	3 7	3 7
Dividend paid	-	-	(51)	(51)
Dividends on treasury shares	-	-	2	2
Other transactions	-	-	(39)	(39)
Equity at 31 March 2015	101	73	2,276	2,450

Equity at 1 January 2014	101	(27)	2,175	2,249
Net profit	-	-	108	108
Other comprehensive income	-	-	(8)	(8)
Total comprehensive income	-	-	100	100
Share-based payments	-	-	3	3
Purchase of treasury shares	-	-	(10)	(10)
Dividend paid	-	-	(51)	(51)
Dividends on treasury shares	-	-	2	2
Other transactions	-	-	(56)	(56)
Equity at 31 March 2014	101	(27)	2.219	2.293



# NOTES (unaudited)

# 1 ACCOUNTING POLICIES

The interim report for the period 1 January to 31 March 2015 is presented in accordance with IAS 34 "Interim financial reporting" as adopted by the EU and additional Danish disclosure requirements for interim reports of listed companies. The additional Danish disclosure requirements are defined in the Danish Executive Order on Interim Reports issued under the Danish Financial Statements Act. The accounting policies are unchanged compared to the Annual Report 2014. Please see the Annual Report 2014 for a more detailed description of the Group's accounting policies.

#### 2 REVENUE

	E	rope		orth erica		ational kets	Tot	al
Amounts in DKKm	3M 2015	3M 2014	3M 2015	3M 2014	3M 2015	3M 2014	3M 2015	3M 2014
SCIT/SLIT-drops	423	423	60	43	11	13	494	479
SLIT-tablets	72	66	17	96	7	3	96	165
Other products and services	31	18	29	22	-	-	60	40
Total revenue	526	507	106	161	18	16	650	684
Cala of manda							007	507
Sale of goods Royalties							627 2	587
Milestone and upfront payments							4	81
Services							17	16
Total revenue							650	684

	Europ	Δ	North Ameri		Internat marke		Total	
Growth, 3M 2015	Growth local currencies	Growth						
SCIT/SLIT-drops	0%	0%	17%	40%	-31%	-15%	1%	3%
SLIT-tablets	9%	9%	-85%	-82%	98%	133%	-46%	-42%
Other products and services	73%	72%	9%	32%	-	-	36%	50%
Total revenue	4%	4%	-45%	-34%	-4%	13%	-9%	-5%



# NOTES (unaudited)

## 3 SPECIAL ITEMS

Amounts in DKKm	3M 2015	3M 2014
Severance pay etc.	8	4
Other restructuring expenses	2	1
Total	10	5

Special items represent one-off costs from 2012 to 2016 associated with the initiatives to streamline the business structure under the Simplify programme.

## 4 KEY CURRENCIES AND CURRENCY SENSITIVITY

	014	014
	3M	3M
Average exchange rates	2015	2014
USD	6.57	5.44
GBP	9.99	9.01

Sensitivity in the event of a 10% increase in exchange rates (full year effect)

Amounts in DKKm	Revenue	EBITDA
USD	approx. + 40	approx. 0
GBP	approx. + 5	approx. 0

The sensitivities are estimated on the basis of current exchange rates.



## **DEFINITIONS**

Invested capital Intangible assets, tangible assets, inventories and current receivables

reduced by liabilities except for mortgage debt, bank loans and financial loans

Gross margin - % Gross profit x 100 / Revenue

EBITDA margin - % Operating profit before depreciation and amortisation x 100 / Revenue

Equity at end of period / Number of shares at end of period Net asset value per share

Earnings per share (EPS) Net profit/(loss) for the period / Average number of outstanding shares

Earnings per share (DEPS), Net profit/(loss) for the period / Diluted average number of outstanding shares

diluted

Cash flow per share (CFPS) Cash flow from operating activities / Average number of outstanding shares

**Markets** Geographical markets (based on customer location):

- Europe comprises the EU, Norway and Switzerland

- North America comprises the USA and Canada

- International Markets comprise Japan, China and all other countries

Key figures are calculated in accordance with "Recommendations and Ratios 2010" issued by the Danish Society of Financial Analysts.