



100
years and counting

Full-year 2022 presentation

Webcast
3 February 2023



Q4 2022 presentation

Today's agenda

- Q4 highlights
- Full-year highlights
- Performance
 - Market & product trends
 - Financials
- Strategic progress
 - North America
 - China
 - Paediatric opportunity
- 2023 outlook
- Q&A session



President & CEO
Carsten Hellmann



EVP, Group CFO
Søren Jelert



VP, Head of IR
Per Plotnikov

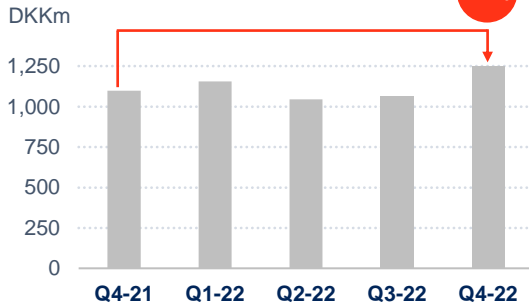
This presentation contains forward-looking statements, including forecasts of future revenue and operating profit, as well as expected business-related events. Such statements are subject to risks and uncertainties, as various factors, some of which are beyond ALK's control, may cause actual results and performance to differ materially from the forecasts made in this presentation. The coronavirus pandemic, and the extent and duration of countermeasures against the virus, represent additional uncertainties that may also affect forward-looking statements.

Q4: 12% growth across regions

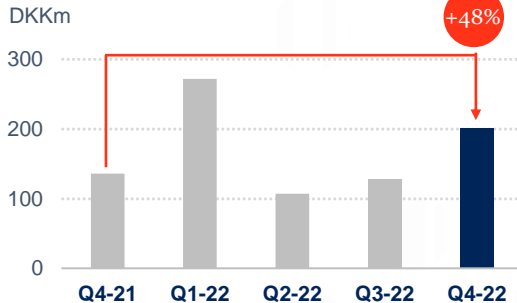
Results in line with the most recent outlook

- Record-high quarterly revenue of DKK 1,249m
- Tablet sales up 14% despite weakening of AIT-market in Germany
- Non-tablet sales up 10% led by SCIT and Jext®
- EBITDA up to DKK 201m, driven by sales growth and efficiencies

Revenue



EBITDA



Growth rates are in local currencies



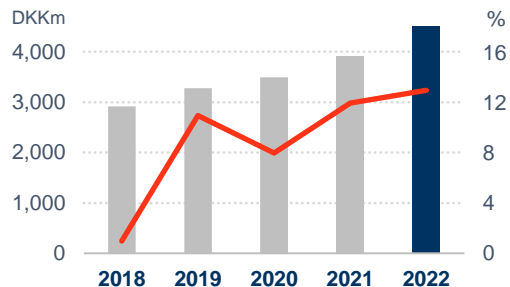
FY: Best-ever financial results

Resilience despite macroeconomic challenges – on track for '25 in '25'

- 13% organic sales growth (15% growth in DKK)
- EBITDA up 33% on sales growth and operational leverage
- Progress with strategic agenda, 300,000 additional patients
- Further growth and earnings expansion expected in 2023

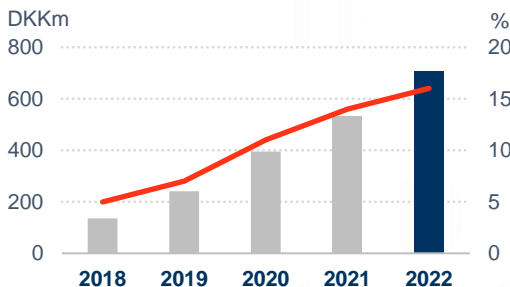
Revenue

■ Revenue — Revenue growth, l.c.



EBITDA

■ EBITDA — EBITDA margin



Growth rates are in local currencies

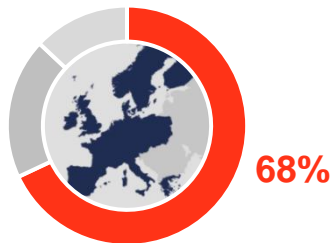


Growth in all sales regions

Overall German AIT market weakened in H2 – ALK expanded market leadership

Europe

Share of FY revenue



Q4

871m

795m

+10%

FY

3,058m

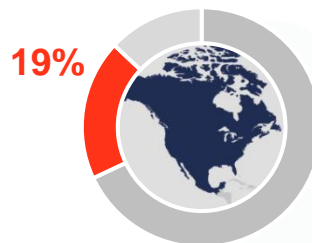
2,809m

+9%

■ 2022 ■ 2021

North America

Share of FY revenue



Q4

226m

193m

+6%

FY

857m

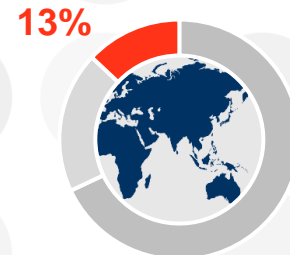
683m

+12%

■ 2022 ■ 2021

International markets

Share of FY revenue



Q4

152m

111m

+36%

FY

596m

424m

+39%

■ 2022 ■ 2021

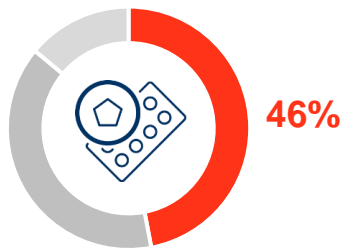
Sales in all markets expressed in DKK - Growth rates are in local currencies

Portfolio-wide growth led by tablets and Jext®

European SCIT sales rebounded in Q4 as venom products recovered from previous supply constraints

Tablets

Share of FY revenue



Q4

581m

509m

+14%

FY

2,102m

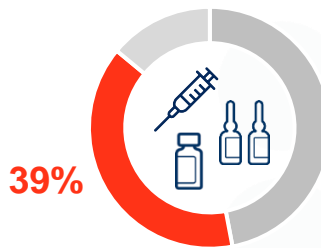
1,774m

+18%

■ 2022 ■ 2021

SCIT/SLIT-drops

Share of FY revenue



Q4

512m

483m

+4%

FY

1,748m

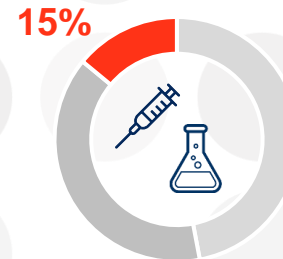
1,655m

+3%

■ 2022 ■ 2021

Other products

Share of FY revenue



Q4

156m

107m

+37%

FY

661m

487m

+27%

■ 2022 ■ 2021

Sales in all markets expressed in DKK - Growth rates are in local currencies

Sales growth drives margin expansion

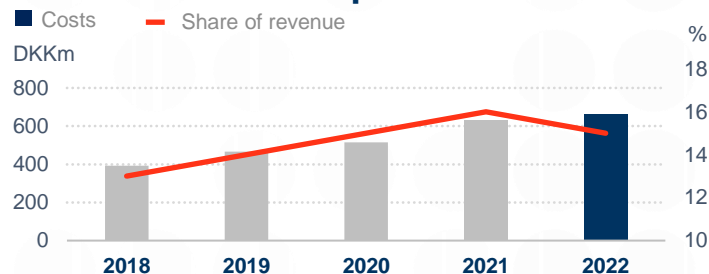
EBIT-margin at 10%, up 3 p.p.

DKK million	2021	2022
Revenue	3,916	4,511
Gross profit	2,396	2,791
Gross margin	61%	62%
Capacity costs	2,105	2,322
EBITDA	534	708
EBIT	292	470
Free cash flow	202	65

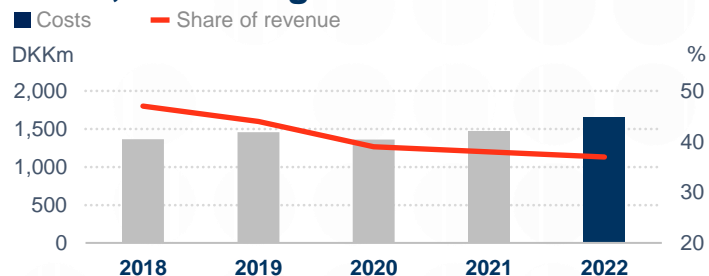
—● DKK 30m one-offs

—● R&D cost peak
Ramp-up in China
Paediatric expansion
Digital activities
Optimisations

Research & Development



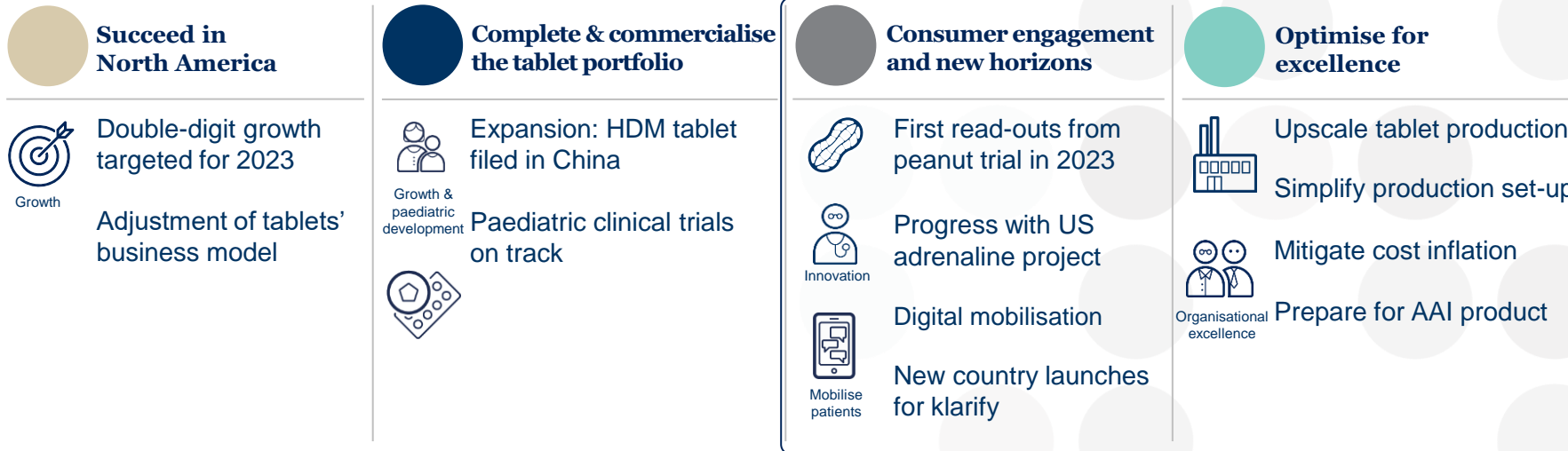
Sales, marketing and administration





Delivering on long-term strategy

Key priorities



**Lead the way
– People and planet**

Commitment to science-based targets for Scope 1, 2 and 3 emissions;
Preparing for CSRD reporting



Succeed in North America

Adjustment of business model to succeed through new prescribers and sales channels

USA – Legacy

SCIT bulk extracts, diagnostics and life science products

Continue to target growth and maximise business value

USA – Tablets

Allergists

Focus on region-specific business opportunities

Backed by paediatric/adolescent indications and digital engagement

3m AIT-eligible patients

Paediatricians

Similar dynamics to allergists, but not disincentivised

High flow of patients with uncontrolled allergies

4m AIT-eligible patients

Partnerships

Focus on innovators offering convenient, high-quality care

Retail pharmacies, urgent care clinics, on-demand virtual care providers etc.

20m AIT-eligible patients

Canada – Tablets

Fully independent sales & marketing organisation

Expand capabilities

Double-digit growth, supported by paediatric/adolescent indications

Complete & commercialise the tablet portfolio

China to become the world's largest market for house dust mite (HDM) AIT



China: Strong market fundamentals

- ~100 million people affected by HDM allergy
- ~500,000 currently receiving AIT treatment
- 2022 HDM AIT sales estimated at >DKK 1bn



China: ALK's ramp-up in 2022

- 64% staff expansion: 133 FTEs in 4 cities
- 50% expansion of prescriber base
- Revenue up 62% led by Alutard SQ® HDM
- Filing of registration application for ACARIZAX® – launch targeted for 2024/25
- ACARIZAX® already available in Medical Pilot Zone

Complete & commercialise the tablet portfolio

Full approval for young patients is a key priority – and an important future growth driver for ALK



- Large-scale paediatric trials with HDM and tree pollen tablets to complete in 2023
- Subject to approval, tablets could be available with paediatric indications in 2024/25
- Early intervention and control of allergy crucial to halting disease progression
- Market awareness activities to expand prescriber base
- >10m AIT-eligible children
- Mobilisation of caregivers via e.g., patient associations and clarify



2023 outlook

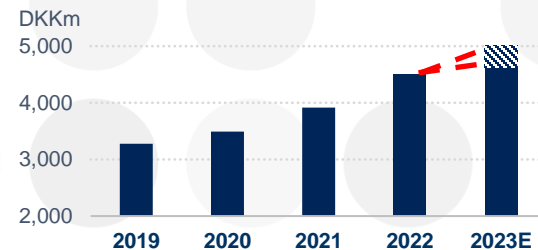
ALK expects to continue its trajectory of growth and earnings improvements in 2023

Revenue

7-11% growth in local currencies

- Equals 8-12% organic growth when disregarding one-year, mandatory rebate increase in Germany
- Broad-based growth in all sales regions
- Up to 15% growth in tablet sales (17% disregarding German one-year rebate)
- Gradual recovery in German AIT market

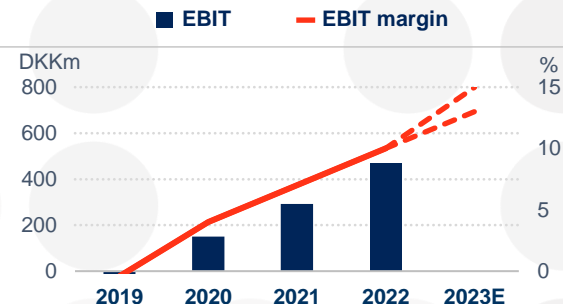
Revenue



EBIT

13-15% margin (+25%-45% increase)

- Gross margin to improve by up to 1 p.p., amid modest cost inflation and German rebate
- R&D costs to decline to ~DKK 600m
- Higher S&M costs to support growth initiatives
- Lower capacity cost to revenue ratio



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Q&A session

ALK

ALK

Thank you for your attention

6 February 2023: Roadshow Copenhagen

8 February 23: Virtual roadshow London

21 February 23: Roadshow Paris

22 February 23: Roadshow Switzerland

23 February 23: Roadshow Frankfurt



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