

Q2 2024 presentation

Webcast
23 August 2024



Agenda and presenters

- Q2 highlights
- Performance
 - Market trends
 - Product sales trends
 - Financials
- Strategy
 - Allergy+ framework
 - Update on key priorities
- 2024 outlook
- Q&A session



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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.

Q2 highlights

Financial guidance upgraded to reflect current performance and outlook

- 21% growth in total revenue
- 32% growth in global tablet sales; driven by 35% growth in EU
- EBIT margin of 19% (+10 p.p.) despite one-off restructuring costs
- Implementation of **Allergy** well under way
- H2 growth outlook expected roughly on par with H1

Revenue



EBIT



Revenue and EBIT growth rates are stated in local currencies



Strong momentum in EU sales

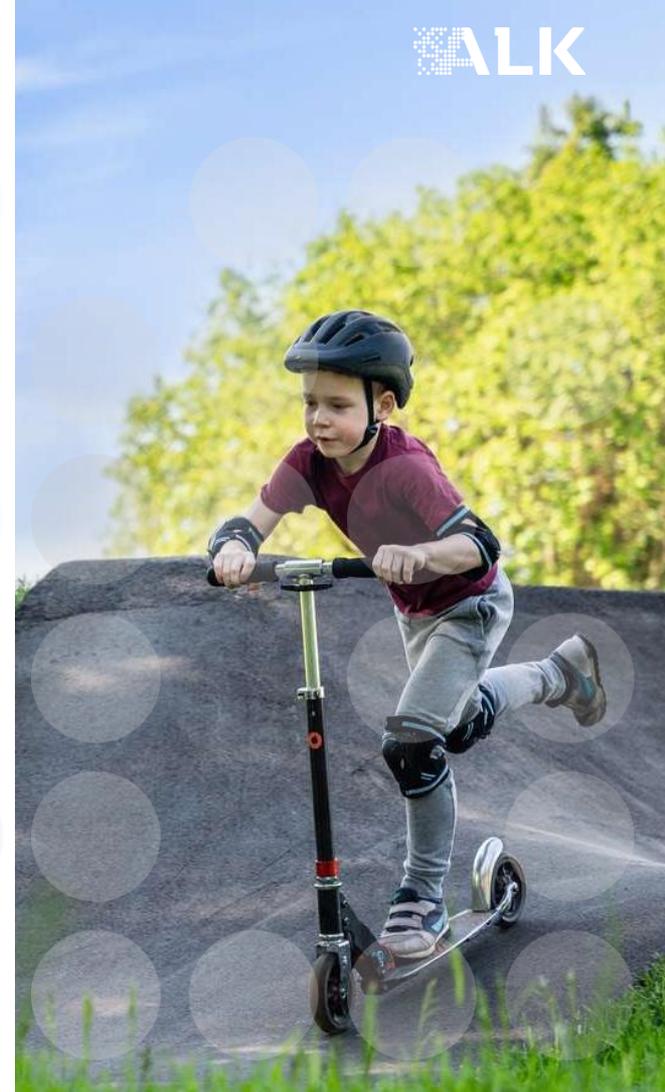
Double-digit growth in all product lines; sales exceeded original forecast

- Robust inflow of new AIT patients in past year
- Improved pricing, incl. rebate adjustments
- Accelerated market transition in Germany; re-bounce in France
- Efforts to activate patients, prescribers, payers, and KOLs

EU revenue and growth rates



Revenue and EBIT growth rates are stated in local currencies



EU and Int'l markets key contributors to growth

Performance in Int'l markets positively impacted by timing of product shipments to Japan and China

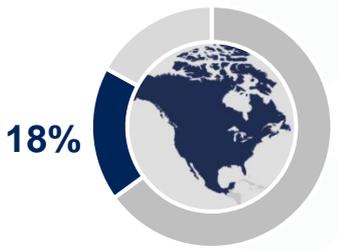
Europe

Share of Q2 revenue



North America

Share of Q2 revenue



International markets

Share of Q2 revenue



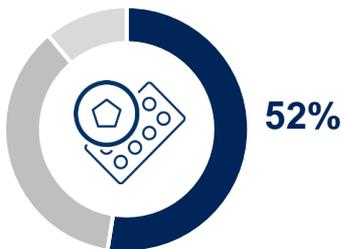
Sales in all regions expressed in DKK – Organic growth rates are stated in local currencies

Jext[®] sales is rebounding from supply limitations

US sales of diagnostics, mainly PRE-PEN[®], fell short of expectations

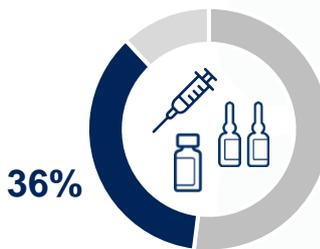
Tablets

Share of revenue



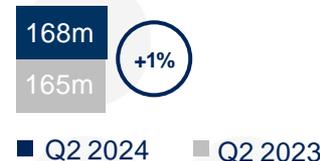
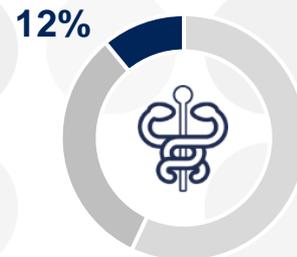
SCIT/SLIT-drops

Share of revenue



Other products

Share of revenue



Topline growth drives margin improvements

DKK 38 million one-off costs included in EBIT result in H1 2024

DKK million	H1 2024	H1 2023	Change
Revenue	2,725	2,369	+15%
Gross profit	1,756	1,506	
<i>Gross margin</i>	<i>64.4%</i>	<i>63.6%</i>	
Capacity costs	1,179	1,181	0%
<i>Capacity cost to revenue ratio</i>	<i>43%</i>	<i>50%</i>	
EBIT	580	325	+84%
<i>EBIT-margin</i>	<i>21.3%</i>	<i>13.7%</i>	
Free cash flow	272	-48	

Revenue and EBIT growth rates are stated in local currencies

Gross profit



Capacity costs



Allergy

Growth aspirations towards 2028

Revenue
growth

**≥10%
CAGR***

EBIT margin
from 2025

~25%

NIBD /
EBITDA

≤ 2

**Aspire to
help 5 million
people living
with allergy
in 2030**

Innovate

We will innovate to create a balanced pipeline

Focus

We will grow by focusing on new patient groups and high-impact markets

**Life-changing
allergy solutions
for millions of
people**

Optimise

We will optimise to create the right foundation for scaling

Cultivate

We will cultivate our unique capabilities to stay ahead and to grow sustainably

*) 2023-2028 in local currencies and excluding sizeable effects from M&As or potential divestments

**) Margins may vary subject to market conditions and timing of strategic initiatives

Allergy⁺

Recent strategy highlights



Tablet portfolio

- Regulatory processes to secure approvals of **tablets for children** usage
 - Approvals of HDM tablet anticipated late 2024/25 in EU and 2025 in North America
 - Approvals of tree tablet anticipated in 2025 in EU and Canada
- Re-allocation of resources to **high-impact markets in EU**
- Adaption of **Chinese activities** to new timeline for ACARIZAX[®]



New product lines

- Development projects in **peanut allergy** and **anaphylaxis** progress as planned
- Screening of other administration forms to establish portfolio of solutions in **anaphylaxis**



Optimization

- Q2 **reorganization** of operations
- **Investments in infrastructure** to enable scale and reduce complexity
- **Optimisation and prioritisation** initiatives to free up DKK ~250m in 2025; savings will in part be reinvested and in part support 25-in-25 ambitions

Full-year outlook

Upgraded on 22 August 2024 to reflect current performance and outlook for the remainder of the year

Revenue

14-16%

Growth in
local currencies

Key assumptions

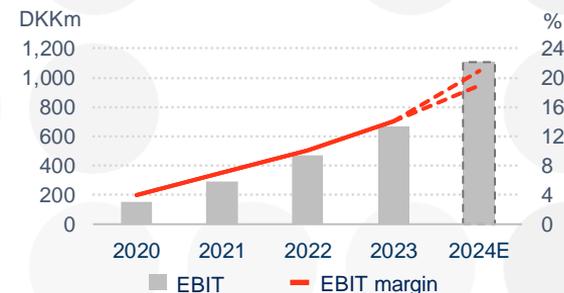
- Robust, double-digit growth in EU; mid to high single-digit growth in North America and Int'l markets
- Growth in EU tablet sales to significantly rebound
- High single-digit growth in global SCIT/SLIT sales
- Mid to high single-digit growth in sales of other products

EBIT

19-21%

Margin

- Gross margin to increase by around 1p.p.
- Capacity cost to revenue ratio to further improve
- R&D expenses to decline to ~10% of revenue
- Single-digit increases in Sales & Marketing and Administrative costs
- One-off costs of DKK 60m to optimizations



Q&A session

Upcoming news and events

26 August Q2 roadshow, Copenhagen

17 September HCA investor seminar (Copenhagen)

25 September SEB Autumn seminar (Copenhagen)

14 November Nine-month interim report (Q3) 2024

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