



100
years and counting

Q1 2023 presentation

Webcast
9 May 2023



Q1 2023 presentation

Today's agenda

- Highlights
- Performance
 - Market trends
 - Product trends
 - Financials
- Strategy update
 - Overall progress
 - Tablet deep dive
- 2023 outlook
- Q&A session



President & CEO
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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.

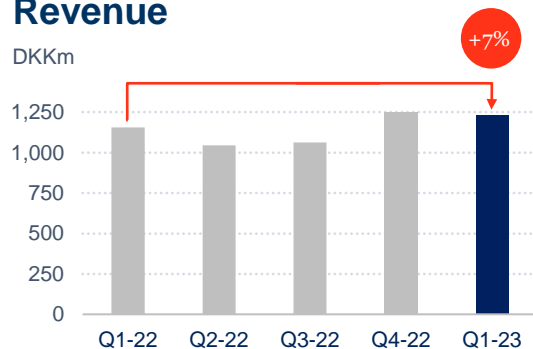
Overall results largely as expected

2023 full-year outlook unchanged

- Tablet revenue DKK ~35 million lower than expected
 - Mainly related to slightly fewer new patient initiations in Germany and the Nordics
 - As expected in North America and International markets
 - Japan: Phasing of shipments; in-market sales growing in double digits
- SCIT and SLIT-drops sales exceeded expectations
- Operating profit up, despite significant growth investments

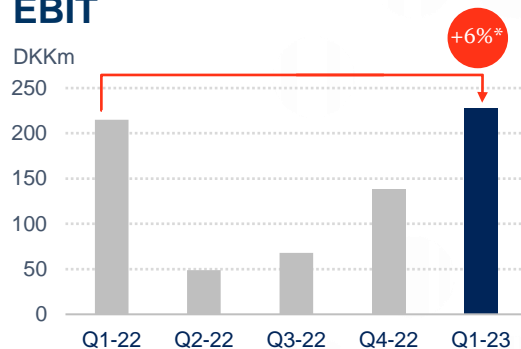
Revenue

DKKmn



EBIT

DKKmn



Revenue growth rates are in local currencies

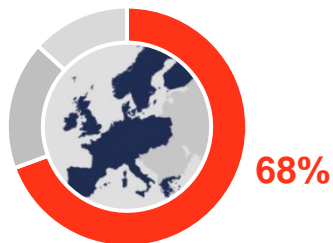
* Reported currency



Growth in all sales regions

Europe

Share of Q1 revenue



837m

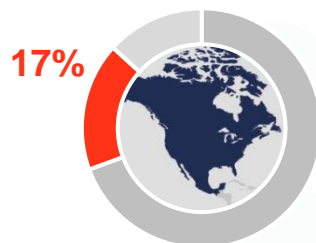
791m

+7%

■ Q1-23 ■ Q1-22

North America

Share of Q1 revenue



209m

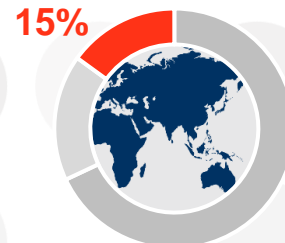
186m

+9%

■ Q1-23 ■ Q1-22

International markets

Share of Q1 revenue



111m

178m

+8%

■ Q1-23 ■ Q1-22

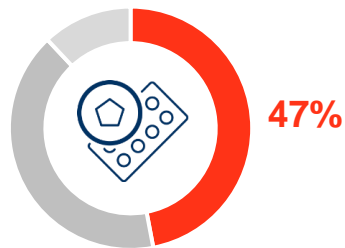
Sales in all regions expressed in DKK - Growth rates are in local currencies

Sales growth led by SCIT and Jext[®]

European SCIT sales rebounded, driven by venom products

Tablets

Share of Q1 revenue



581m

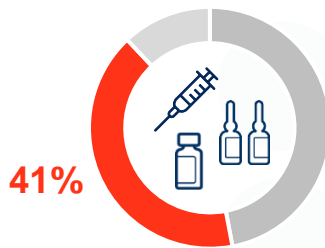
583m

+1%

■ Q1-23 ■ Q1-22

SCIT/SLIT-drops

Share of Q1 revenue



510m

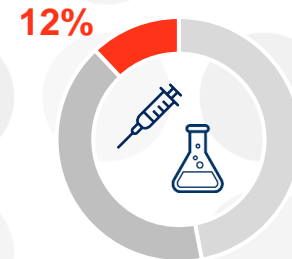
449m

+13%

■ Q1-23 ■ Q1-22

Other products

Share of Q1 revenue



143m

123m

+14%

■ Q1-23 ■ Q1-22

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

Sales growth drives earnings improvement

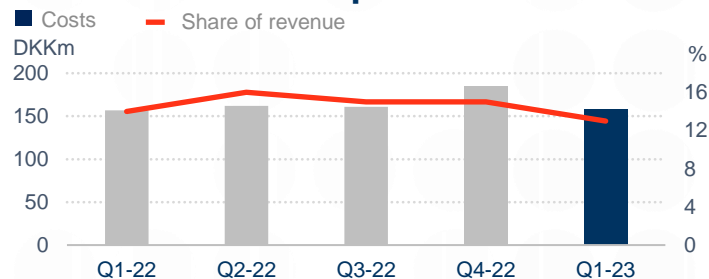
DKK million	Q1-22	Q1-23
Revenue	1,155	1,234
Gross profit	739	799
Gross margin	64%	65%
Capacity costs	524	571
EBIT	215	228
Net profit	163	163
Free cash flow	38	63

8% growth disregarding German rebate increase

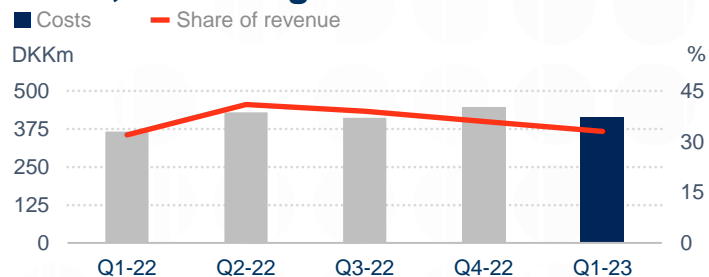
S&M up 11% as Q1 22 did not include the full effect of ramping up in China

Higher cash flow from operations

Research & Development



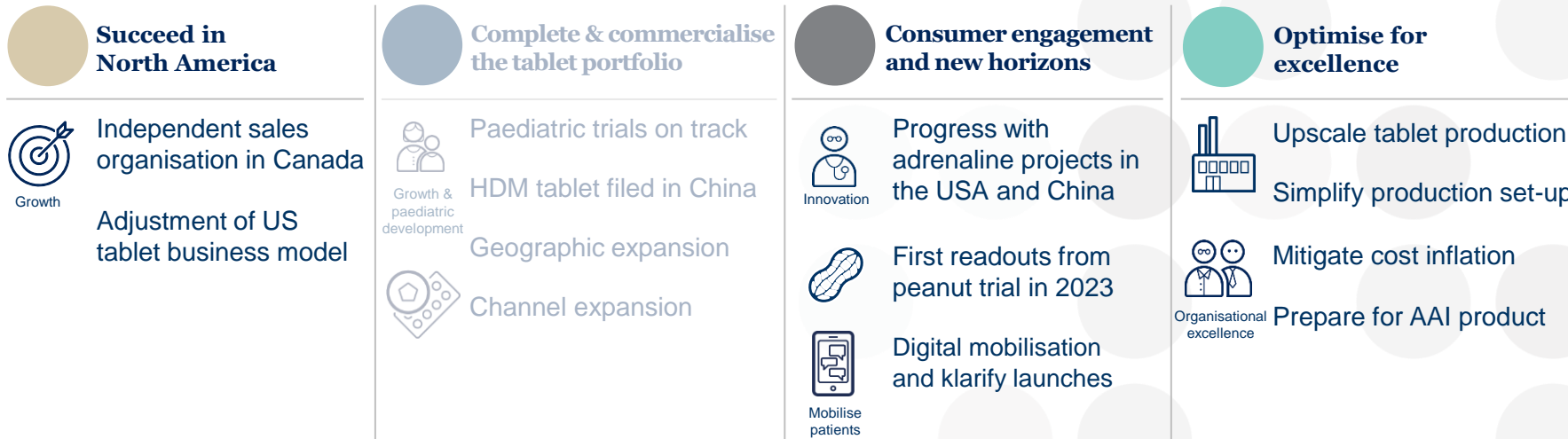
Sales, marketing and administration





Progress on long-term strategy

Relentless focus on executing on key priorities continues



**Lead the way
– people and planet**

Commitment to science-based targets for Scope 1, 2 and 3 emissions

Short-term actions to restore tablet growth in Europe

Response activities underway following fewer new patient initiations in Q4/Q1

- Patient initiations in Germany and the Nordics have started to improve
- In Germany, the market share has increased by 3% compared to last year
- Intensified sales activities:



Mobilisation of
allergy doctors



Patient
mobilisation



Prescriber expansion
to increase capacity



Pricing and
market access

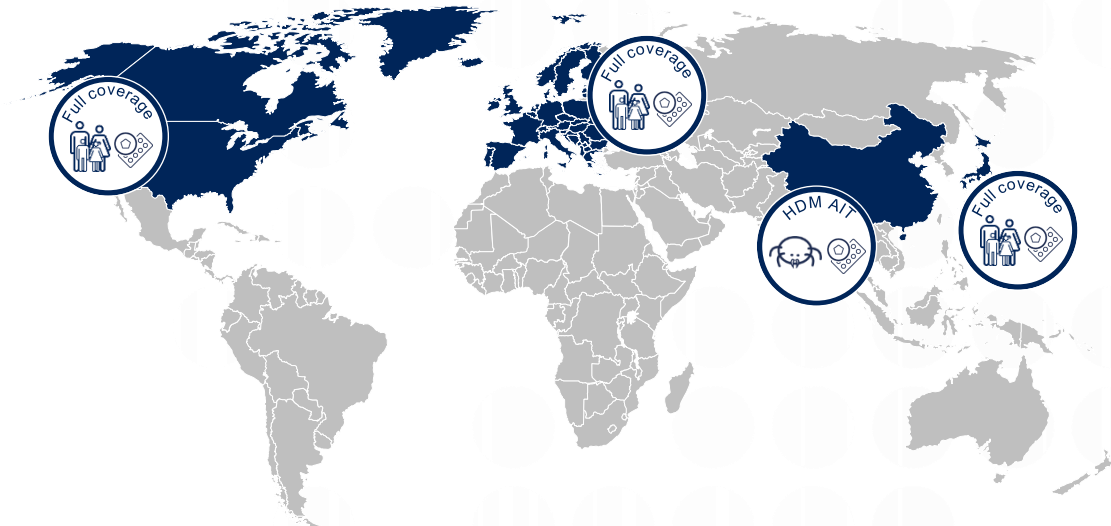


Global tablet outlook remains strong

Medium- and long-term drivers for tablets

Unlocking further markets and indications as meaningful growth contributors

- Expansion outside core tablet markets in Europe
- Paediatric indications in Europe and North America
- Continued expanded use in Japan
- Launch in China, one of the largest global markets for HDM AIT
- Adjustment of US tablet business model to drive growth



Medium/Long-term

2023 outlook is unchanged

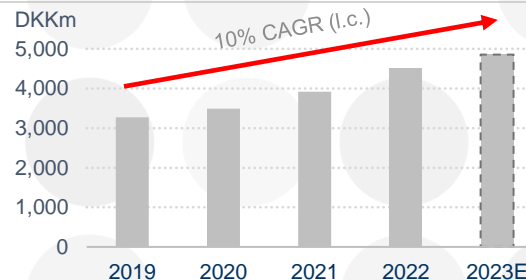
Changes to underlying assumptions for SCIT and tablet sales

Revenue

7-11% growth in local currencies

- 8-12% organic growth disregarding one-year, mandatory rebate increase in Germany
- SCIT and SLIT-drops sales to exceed expectations
- Jext® sales still to decline slightly
- Tablet sales to grow by 9-14%
- Revenue growth to pick-up in the second half-year

Revenue



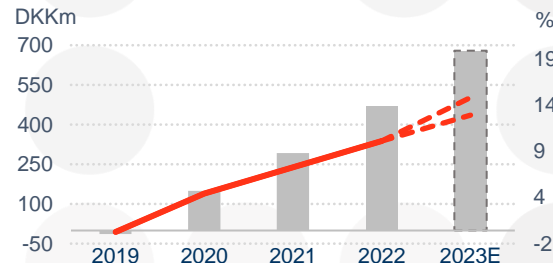
EBIT

13-15% margin

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

EBIT

EBIT margin



Other assumptions: Current exchange rates. No changes to current product portfolio, incl. acquisitions and/or partnerships. No sizeable payments for M&A/in-licensing.

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Q&A session

ALK

Thank you for your attention

11 May 2023: Roadshow Copenhagen

31 May 2023: ABG Life Science Summit, Stockholm

6 June 2023: Roadshow Paris

15 June 2023: SEB summer seminar, Copenhagen



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