ALK

From Farm to Pharma

Product Supply – facts and focus areas

ALK presence
Production sites
Key global CMOs

Within Product Supply we are ~1,200 highly skilled employees on sites in Europe and the US
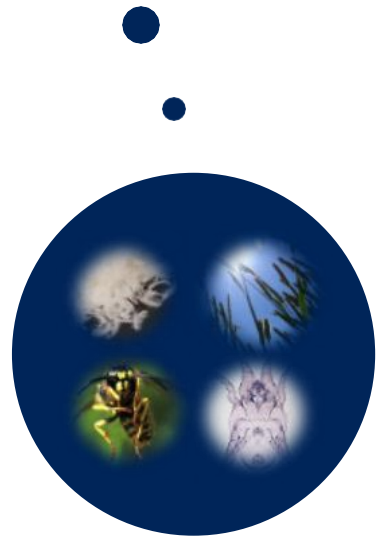
Key priorities:

- Safeguard quality and supply

- Increase the SLIT-tablet capacity to 800 mill. tablets by 2030

- Execute on project PASS (Product And Site Strategy)

- Prepare for production of new Genesis autoinjector

- Deliver on sustainability targets

- Drive further efficiencies

The production is conducted under cGMP and facilities are inspected on a regular basis by health authorities as well as partners

Note: cGMP = current good manufacturing practices as defined by US Food and Drug Administration (FDA)

Allergy⁺

Allergen products are manufactured using unique technologies and know-how

There are four key steps ensuring that ALK's allergen products meet the required quality standards:

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Quality

Efficiency   Delivery

Sustainability

Step 1
Allergenic source materials

Step 2
Allergen extract production and SQ standardisation

Step 3
Finished product production

Step 4
Packaging and distribution

Note: SQ = standard quality

4

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Biological manufacturing processes and standardisation procedure create significant barriers to entry

The active ingredient in ALK's allergen products are complex biological substances...

**Allergenic
source material**

**Allergenic
extract and
SQ-standardization**

Allergen product

IHRP

SQ   SQ   SQ

ITULAZAX®
12 SQ-Bet
Lyophilisat zum Einnehmen

Standardisierter Allergenextrakt aus
Birkenpollen (Betula verrucosa)

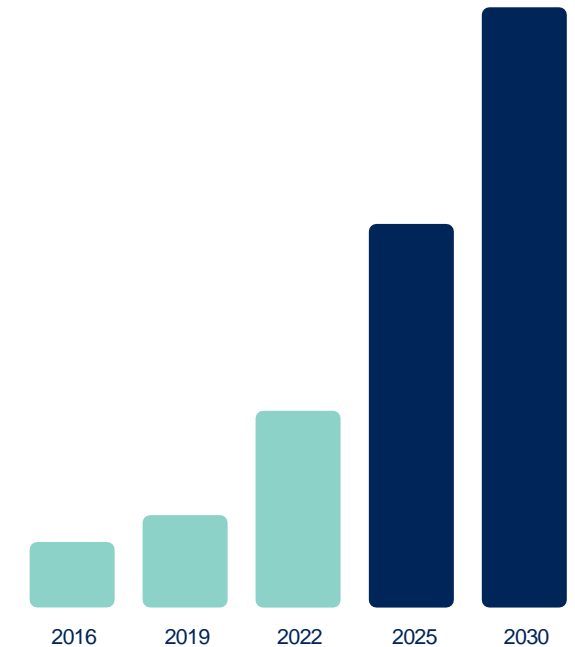30 (3x10) Lyo-Tabletten (Lyophilisate zum Einnehmen)

... and can only be made using ALK's SQ-procedure and In-House-Reference-Preparation

Current and new initiatives expected to increase the capacity to ~800 million tablets by 2030

Allergy

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Source materials

Post Falls US

Drug substance

Hørsholm, DK

Drug product

Swindon, UK

Pack & distribution

Madrid, ES & Port Washington, US

Tablet supply capacity
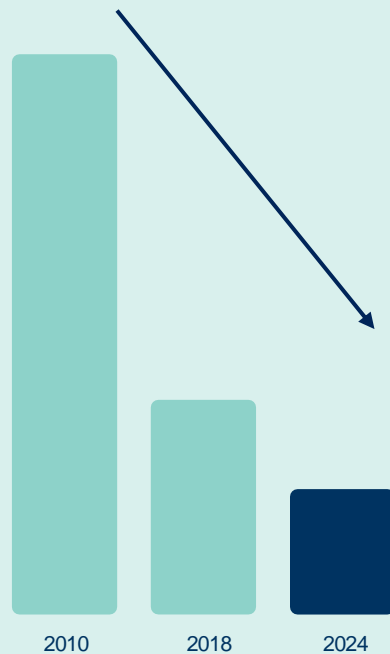
2016 2019 2022 2025 2030

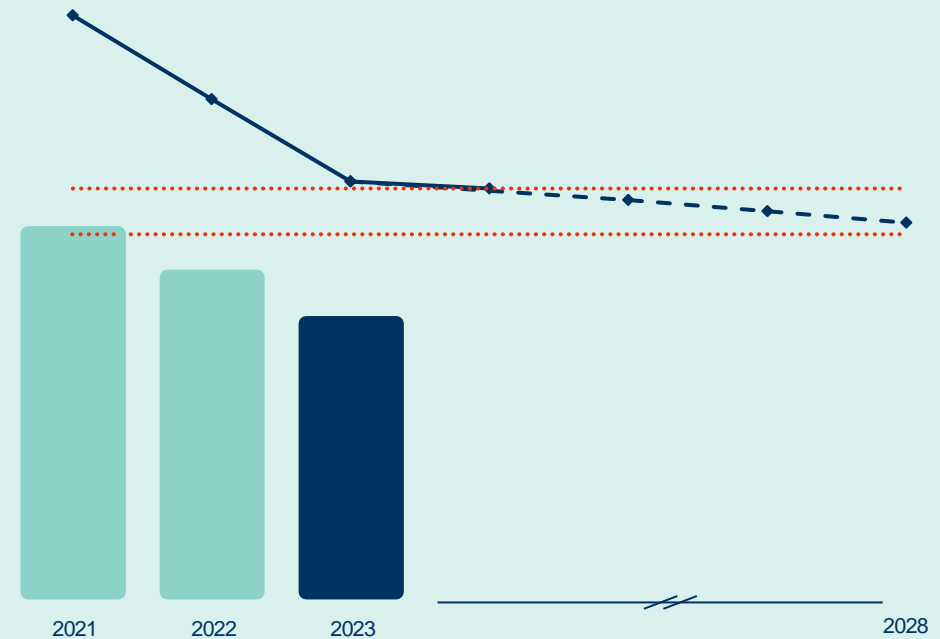# Alongside with safeguarding quality and supply, Product Supply becomes less complex and more efficient

Efficiency improvements driven by

- Optimisation of legacy product portfolio (PASS)
- Reduced scrap
- Scale-up effects
- Manufacturing and quality excellence

Work to reduce SKUs continues

2010 2018 2024

Scrap is moving closer to industry benchmark

● Scrap
— Scrap as % of cost of sales
⋯ Industry benchmark

2021 2022 2023 2028

Closing remarks

- Significant experience within manufacturing and scaling of standardised allergen products

- Tablet capacity expansion will continue within current footprint

- Continued high focus on quality, supply robustness and efficiency improvements through our Manufacturing and Quality Excellence program