



Q1 2022 presentation

12 May 2022

Webcast

Today's agenda

- Highlights
- Performance
 - Sales trends
 - Market trends
 - Financials
- Strategic progress
- 2022 financial outlook
- Q&A session



President & CEO
Carsten Hellmann



EVP, Group CFO
Søren Jelert



VP, Head of IR
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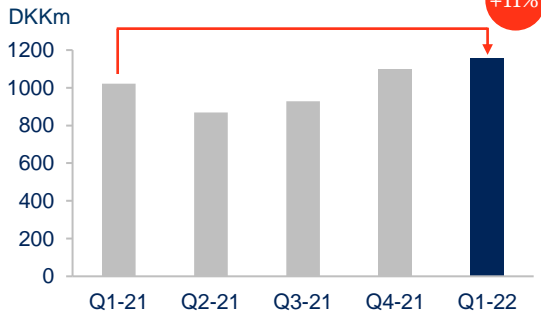
This presentation contains forward-looking statements, including forecasts of future revenue and operating profit, as well as expected business-related events. Such statements are subject to risks and uncertainties, as various factors, some of which are beyond ALK's control, may cause actual results 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.

Q1 highlights

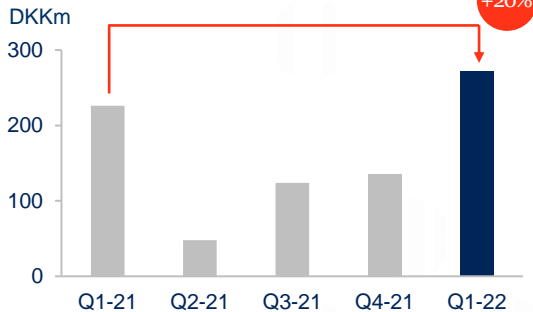
Robust performance despite a challenging environment

- 11% organic growth; 13% growth in reported revenue
- Tablet sales up 24%, accounting for 50% of total revenue
- EBITDA up 20% to DKK 272m on higher sales and better margins
- Manageable impacts from COVID and Ukraine war
- Good progress on strategic priorities

Revenue



EBITDA

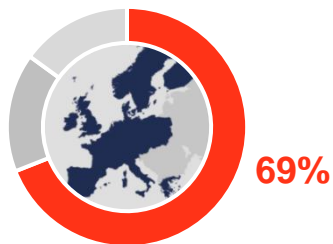


Growth in all sales regions

Continued strong development in Japan, EU growth temporarily slowed mainly by lingering effects of Omicron

Europe

Share of Q1 revenue



Q1

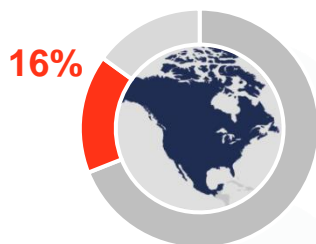
791m

753m

+4%

North America

Share of Q1 revenue



Q1

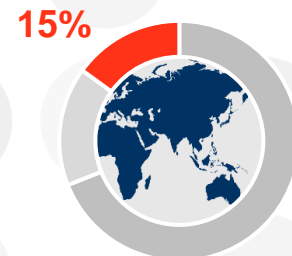
186m

160m

+8%

International markets

Share of Q1 revenue



Q1

178m

108m

+62%

■ 2022 ■ 2021

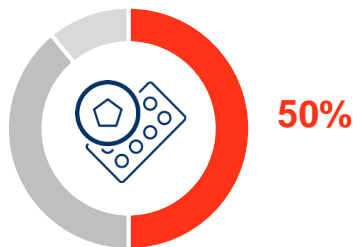
Sales in all markets expressed in DKK - Growth rates are in local currencies

Tablet growth slightly ahead of 20% full-year target

High levels of shipments to Japan in Q1

Tablets

Share of Q1 revenue



Q1

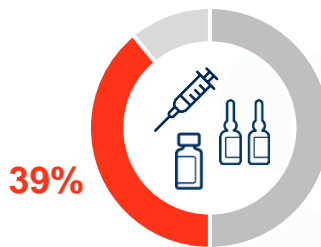
583m

466m

+24%

SCIT/SLIT-drops

Share of Q1 revenue



Q1

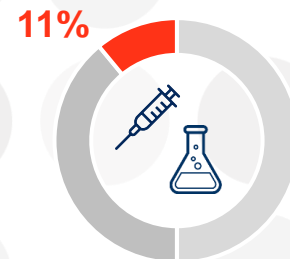
449m

433m

+2%

Other products

Share of Q1 revenue



Q1

123m

122m

-5%

■ 2022 ■ 2021

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

Best-ever quarterly sales

19% EBIT margin despite accelerated R&D spending

| DKK million | Q1 2021 | Q1 2022 |
|-------------------|--------------|--------------|
| Revenue | 1,021 | 1,155 |
| Gross profit | 630 | 739 |
| Gross margin | 62% | 64% |
| Capacity costs | 464 | 524 |
| Cost ratio (SM&A) | 33% | 32% |
| EBITDA | 226 | 272 |
| EBIT | 166 | 215 |
| Free cash flow | 86 | 38 |

Positive impact of growing tablet sales

17% higher R&D spend

Sales & Marketing spend up 7%, incl. ramp-up in China

Changes in working capital; investments in production capacity and upgrades



Progress on strategic priorities

Q1 2022 achievements



Succeed in North America



~10% growth

Tablet sales up 27% on strong momentum in Canada

Telehealth partnerships and other initiatives to overcome market barriers

Complete and commercialise the tablet portfolio



Growth & paediatric development

24% growth in tablet sales
HDM tablet filing in China late 2022 based on trial waiver

Key paediatric trials with ACARIZAX® and ITULAZAX® on track for 2023 completion

Consumer engagement and new horizons



Mobilise patients

Digital mobilisation of patients up ~4x

klarify launches in Austria, Slovakia and Switzerland



Innovation

Food AIT: Initiation of Phase I trial mid-2022

US adrenaline: Projects on track for 2024 filing

Exclusive partnership for ACARIZAX® in India

Optimise for excellence



Portfolio rationalisation

Upgrades of documentation for legacy products



Production efficiency

Quality, supply chain, inventory levels and distribution robust, except for issues re. venom products



Lead the way – people and planet

2022 outlook unchanged

Broad-based growth in all regions

| DKK | 2022 outlook | Comments | 2021 actuals |
|---------|----------------------------------|--|--------------|
| Revenue | 8-12% growth in local currencies | <ul style="list-style-type: none"> • ~20% growth in tablet sales, double-digit across regions • EU sales growth to pick up • Low, single-digit growth from non-tablet portfolio • High-end: Stronger sales growth, incl. improved sales of tablets and legacy products • Low-end: Pricing pressure in EU, cont'd impact of minor supply interruptions and/or COVID • COVID may lead to some volatility across quarters | 3,916m |
| EBITDA | DKK 625-725m | <ul style="list-style-type: none"> • Gross margin to improve by 1-2 p.p. • R&D costs up to DKK 650-700m on higher activity • S&M ratio to slightly improve, despite investments in growth accelerators, including China | 534m |

Assumptions: Current exchange rates. No revenue from acquisitions and/or partnerships. No sizeable payments for M&A/in-licensing. Negative free cash flow.



The background of the slide is a photograph of a laboratory setting. A person wearing purple nitrile gloves is using a pipette to transfer a blue liquid into a multi-well plate. The plate contains several rows of wells, some of which are already filled with the blue liquid. The scene is brightly lit, and the focus is on the pipetting action.

Q&A session

Thank you for your attention

17 May: Group presentation, Copenhagen

1 June: Nordea Nordic Focus Day, Paris

9 June: Roadshow London

11 Aug: Six-month interim report

11 Nov: Nine-month interim report

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