H1 Financial results and business update

August 17, 2022
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Agenda

01: Group performance overview
   Deborah Dunsire
   CEO

02: Solid H1 financial results
   Joerg Hornstein
   CFO

03: Strong HLR in AAD
   Johan Luthman
   Head of R&D

04: Momentum continues
   Deborah Dunsire
   CEO
H1 performance overview and highlights (reported numbers)

- **Revenue guidance raised** (as announced August 9)
  - DKK **8.8 billion**
  - Revenue up +7%
  - DKK 2.1 bn
  - EBIT +1%

- **Normalised activity level and investments in Vyepti rollout**
  - Revenue up +7%
  - Strategic brands revenue: +27%
  - Vyepti sales (DKK 390 million): +120%

- **Positive pipeline results**
  - Brexpiprazole: Phase III positive AAD results
  - Aripiprazole 2-Month LAI formulation submitted
  - Additional pipeline progression

- **EBIT margin**
  - Positive pipeline results
  - 16.9%
  - 23.4% Core EBIT margin
Strategic brands powering growth across the portfolio

% Revenue contribution

<table>
<thead>
<tr>
<th></th>
<th>H1 2021</th>
<th>H1 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mature brands incl. Other revenue and hedging</td>
<td>54%</td>
<td>46%</td>
</tr>
<tr>
<td>Strategic brands</td>
<td>46%</td>
<td>54%</td>
</tr>
</tbody>
</table>

Strategic brands

H1 2022: Highlights

% Revenue contribution

<table>
<thead>
<tr>
<th></th>
<th>H1 2021</th>
<th>H1 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mature brands incl. Other revenue and hedging</td>
<td>37%</td>
<td>63%</td>
</tr>
<tr>
<td>Strategic brands</td>
<td>63%</td>
<td>37%</td>
</tr>
</tbody>
</table>

Key drivers of revenue in period

Strategic

- Double digit growth across all regions

Mature

- Negative impact from Northera LoE
- Lexapro continues to deliver - up 2% (reported)

Strong growth from strategic brands

DKKm

H1 2021

H1 2022

+19% in L.C.
Increasing momentum across the strategic brand portfolio

Strategic brands revenue now constitute 63% of revenue

H1 2022 revenue by brand

<table>
<thead>
<tr>
<th>Brand</th>
<th>DKK 2.0bn</th>
<th>DKK 1.8bn</th>
<th>DKK 1.4bn</th>
<th>DKK 390mn</th>
</tr>
</thead>
<tbody>
<tr>
<td>(% in local currencies)</td>
<td>+17%</td>
<td>+17%</td>
<td>+11%</td>
<td>+100%</td>
</tr>
<tr>
<td>% Reported</td>
<td>+24%</td>
<td>+29%</td>
<td>+16%</td>
<td>+120%</td>
</tr>
</tbody>
</table>

*) Abilify Maintena, Brintellix/Trintellix, Rexulti/Rxulti and Vyepti
Vyepti: Strong growth, global rollout commencing

Seeing adoption across new markets

- Launched in 3 new markets in H1 2022, namely Australia, Singapore and Switzerland
- Expected launch in further 8 markets in 2022

U.S. demand increasing as Vyepti delivers for impacted patients

- Prevention market share growing: 4.7%**
- Patient persistency on Vyepti rising
- Patient activation campaign underway

Vyepti was approved by FDA in February 2020 and by the EU Commission in January 2022. *) Weekly data view through August 5, 2022. **) Thru May 2022.
Brintellix/Trintellix growth underpinned by excellent efficacy profile

Growth primarily led by Europe and International Markets

- Multiple markets show strong growth, led by Australia, Italy and Spain
- Growth driven by demand

Strong growth in Japan

- 8.0% value market share (up 2.2ppt the last 6 months)
- Benefitting from stronger positioning due to increased adoption by psychiatrists as a first-line of treatment

H1 2022: Business Update

- Growth primarily led by Europe and International Markets
- Multiple markets show strong growth, led by Australia, Italy and Spain
- Growth driven by demand

Trintellix was approved by FDA September 2013 and Brintellix by EMA December 2013
Rexulti sales up +17% in H1 driven by strong demand growth

Continued strong growth momentum in the U.S.

- Number of Rexulti increased with strong in person promotion and DTC offering
- Share at all time high

...and growing ex-U.S.

- Volume market share increased to 3.4% in Canada
- Recent launches in Brazil and Italy add to growth momentum

Rexulti was approved by the FDA July 2015 and by the EU Commission July 2018. L.C.: Local currencies
Abilify Maintena buoyed by solid growth in North America and Europe

Solid H1 growth
- Growth mainly driven by the U.S., Canada and Spain

Strong market share gains in Europe
- Exceeding 30% market share in countries such as Italy, Switzerland and U.K.
- In key markets, Abilify Maintena is growing faster than the aLAI market

Ability Maintena was approved by FDA and by the EU Commission in February and November 2013, respectively
Seeing double digit growth in all regions

Strategic brands show robust demand growth across most markets

Vyepti an increasing contributor to growth as global roll out ramps up

+10% in L.C. Europe

+12% in L.C. United States

+13% in L.C. International markets

47%

23%

30%
Introducing our new CFO Joerg Hornstein

Took up his new role and joined Lundbeck’s Executive Management on August 4

Has responsibility for Finance, IR, Legal, IT, Procurement and Shared Services

Prior to joining Lundbeck, he was Executive Vice President and Chief Financial Officer at Swiss biotech, AC Immune and prior to that, SVP and Head of Group Financial Controlling for Unternehmensgruppe Theo Mueller

Started his career with Merck KGaA, spending 12 years in financial roles including at HQ in Germany, as well as in Indonesia, China and the U.S.
Financial performance benefitting from growth strategy

**Revenue bridge**

- Continued strong growth momentum for strategic brands
- Mature brands impacted by generic erosion especially Northera LoE
- Strong currency tailwind

**EBIT bridge**

- Gross margin increased from 78.2% to 79.5%
- SG&A impacted by normalisation of activity levels and Vyepti launches
- R&D impacted by initiation of phase II studies and Vyepti support
**Financial results in H1**

Solid financial performance in H1 2022 benefitting from strategic brand growth

<table>
<thead>
<tr>
<th>DKKm</th>
<th>H1 2022</th>
<th>Δ% y/y</th>
<th>Q2 2022</th>
<th>Δ% y/y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>8,847</td>
<td>+7%</td>
<td>4,475</td>
<td>+13%</td>
</tr>
<tr>
<td>Gross margin</td>
<td>79.5%</td>
<td>+1.4pp</td>
<td>78.4%</td>
<td>-0.1pp</td>
</tr>
<tr>
<td>Operational expenses</td>
<td>5,539</td>
<td>+12%</td>
<td>2,887</td>
<td>+15%</td>
</tr>
<tr>
<td>EBIT</td>
<td>1,497</td>
<td>+1%</td>
<td>622</td>
<td>+4%</td>
</tr>
<tr>
<td>EBIT margin</td>
<td>16.9%</td>
<td>-1.1pp</td>
<td>13.9%</td>
<td>-1.2pp</td>
</tr>
<tr>
<td>Core EBIT</td>
<td>2,073</td>
<td>-3%</td>
<td>889</td>
<td>-0.6%</td>
</tr>
<tr>
<td>Core EBIT margin</td>
<td>23.4%</td>
<td>-2.7pp</td>
<td>19.9%</td>
<td>-2.7pp</td>
</tr>
<tr>
<td>EPS*</td>
<td>0.92</td>
<td>-9%</td>
<td>0.51</td>
<td>+34%</td>
</tr>
<tr>
<td>Core EPS</td>
<td>1.65</td>
<td>+7%</td>
<td>0.71</td>
<td>+16%</td>
</tr>
</tbody>
</table>

**Revenue**

Strong performance from strategic brands +27% in H1 2022 vs. H1 2021

Revenue +7% in H1 2022 vs. H1 2021

*Excluding Northera, sales up 10%

Positive impact from FX on product sales

Positive FX impact in H1 mitigated by loss on hedging contracts

**Profits and margins**

Normalized promotional activity level post-COVID-19, plus Vyepti launch ramp

EBIT: DKK 1.5bn

Core EBIT: DKK 2.1bn

Strong growth in EPS* in Q2 2022

*Impacted by fair value adjustment of Alder-CVRs in Q1 2022
Cash flow

Solid operational cash flow despite increased investments in Vyepti

<table>
<thead>
<tr>
<th>DKKm</th>
<th>H1 2022</th>
<th>H1 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flows from operating activities</td>
<td>711</td>
<td>670</td>
</tr>
<tr>
<td>Cash flows from investing activities</td>
<td>(1,227)</td>
<td>(194)</td>
</tr>
<tr>
<td>Cash flows from operating and investing activities (free cash flow)</td>
<td>(516)</td>
<td>476</td>
</tr>
<tr>
<td>Cash flows from financing activities</td>
<td>480</td>
<td>(2,723)</td>
</tr>
<tr>
<td><strong>Net cash flow for the period</strong></td>
<td>(36)</td>
<td>(2,247)</td>
</tr>
</tbody>
</table>

In line with expectations, cash flow negatively impacted by:

- **Payment of DKK 1,566m towards EMA approval of Vyepti**
- **Dividend payment of DKK 398m**

Lundbeck’s balance sheet remains strong

Net debt

<table>
<thead>
<tr>
<th></th>
<th>H1 2022</th>
<th>H1 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net debt</td>
<td>(4,287)</td>
<td>(4,239)</td>
</tr>
</tbody>
</table>
## FY 2022 financial guidance

<table>
<thead>
<tr>
<th>DKKm</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>Core EBIT</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Updated 2022 Guidance</td>
<td>17.2 – 17.7bn</td>
<td>4.2 – 4.5bn</td>
<td>3.8 – 4.1bn</td>
<td>2.4 – 2.7bn</td>
</tr>
<tr>
<td>Previous 2022 Guidance</td>
<td>16.7 – 17.3bn</td>
<td>4.0 – 4.4bn</td>
<td>3.6 – 4.0bn</td>
<td>2.2 – 2.6bn</td>
</tr>
</tbody>
</table>

## FY 2022 considerations

### Revenue
- Continued solid growth of Abilify Maintena, Brintellix/Trintelix and Rexulti
- Strong momentum for Vyepti to continue
- Slight erosion of Cipralex/Lexapro sales
- Currencies remain favorable

### Profits
- Strong FX nearly offset by hedging. Expected hedging loss of DKK 500 million for the full year
- SG&A costs expected to increase mainly due to Vyepti launches
Brexpiprazole offers an exciting treatment option for patients with Agitation in Alzheimer’s Dementia (AAD)

Agitation is a **substantial medical challenge** for patients living with Alzheimer’s Disease and their caregivers

An estimated **6.5 million** patients with AD in the U.S. increasing with at least 100,000 patients per year*

**A common occurrence in Alzheimer’s disease**
- High burden on family and healthcare system
- Increased likelihood of nursing home placement

**No approved treatments for AAD**
- >30% of patients with dementia are prescribed antipsychotics
- Antipsychotics prescribed for AAD patients are limited by their tolerability profile, e.g. heavily sedating and EPS***

Prevalence of AAD in community dwelling setting by severity level**

- **Mild**
  - Approx. 56%

- **Moderate-to-severe**
  - Approx. 75%

- **Severe**
  - Approx. 68%

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Brexpiprazole demonstrated efficacy on both the primary (CMAI) and key secondary (CGI-S) endpoints at Week 12

**Primary Endpoint: Change from Baseline in CMAI Total (MMRM) (Study 213)**

- Placebo (n=116)
- Brexpiprazole 2 or 3 mg (n=225)

**p=0.0011**

Baseline CMAI Total score: placebo, 79.17, n=116; brexpiprazole, 80.55, n=225

*CMAI=Cohen-Mansfield Agitation Inventory
MMRM=Mixed Model for Repeated Measures

**Key Secondary Endpoint: Change from Baseline in CGI-S score (MMRM) (Study 213)**

- Placebo (n=116)
- Brexpiprazole 2 or 3 mg (n=225)

**p=0.0011**

Baseline CGI-S score: placebo, 4.71, n=116; brexpiprazole, 4.71, n=225

*CGI-S=Clinical Global Impression – Severity (as related to agitation)
Both 2 mg and 3 mg doses showed statistically significant improvements vs. placebo on the CMAI

**Study 213: Fixed dose study**
Mean change from baseline in CMAI Total score by dose

![Graph showing mean change from baseline in CMAI Total score by dose](image)

CMAI: Cohen-Mansfield Agitation Inventory. *p<0.05, **p<0.01, ***p<0.001.

Source: 2022 Alzheimer’s Association International Conference (AAIC 2022): Grossberg et. al. Efficacy, Safety and Tolerability of Brexpiprazole for the Treatment of Agitation in Alzheimer’s Dementia: A 12 Week, Randomized, Double Blind, Placebo Controlled Trial (Abstract ID: 70030)
The efficacy of brexipiprazole in study 213 was consistent with the prior studies 283 and 284.

**Study 283:** Fixed dose study
Mean change from baseline in CMAI Total score

**Study 284:** Flexible dose study (post hoc)
Mean change from baseline in CMAI Total score

**Study 213:** Fixed dose study
Mean change from baseline in CMAI Total score

CMAI: Cohen-Mansfield Agitation Inventory. *p<0.05, **p<0.01, ***p<0.001. Grossberg GT et al. Am J Geriatr Psychiatry. 2020;28(4):383-400. AAIC 2022, Grossberg et al.
Brexpiprazole was generally well-tolerated and no new safety signals were observed

**Study 213: Adverse events 2%**

- Asthenia
- Diarrhea
- Somnolence
- Headache
- Dizziness
- Urinary Tract Infection
- Nasopharyngitis

The only TEAEs with more than 5% incidence in patients treated with brexpiprazole was headache (6.6% vs. 6.9% for placebo)

The safety and tolerability profile of brexpiprazole in Study 213 was consistent with the prior two Studies 283 and 284

Weight change, EPS events, Falls and Sedation all occurred at an incidence <2% for both brexpiprazole and placebo

Source: 2022 Alzheimer’s Association International Conference (AAIC 2022): Grossberg et al. Efficacy, Safety and Tolerability of Brexpiprazole for the Treatment of Agitation in Alzheimer’s Dementia: A 12 Week, Randomized, Double Blind, Placebo Controlled Trial (Abstract ID: 70030)
Pipeline progression - 1

**Brexpiprazole**
- **AAD** – Expected submission of sNDA in Q4 2022 – fast track designation previously granted (FDA)
- **PTSD** – HLR expected H1 2023

**Aripiprazole – 2-Month Injectable (LAI) formulation**
- Submitted in EU and in the U.S.
- Canada submission completed in August 2022

**Vyepti**
- **RESOLUTION** phase IV study (in patients with migraine and MOH) initiated
- Asia directed program:
  - **SUNLIGHT** (small study in patients with chronic migraine and MOH): primary and key secondary endpoints numerically favoured Vyepti, but did not reach statistical significance
  - **SUNRISE** and **SUNSET** recruiting well
  - **ALLEVIATE** phase III study (episodic cluster headache) progressing

AAD: Agitation in Alzheimer’s Disease; PTSD: Post-Traumatic Stress Disorder; HLR: Headline Results; MOH: Medication Overuse Headache
Pipeline progression - 2

Phase II

- **Lu AF82422** (anti-alpha-synuclein mAb): AMULET study (MSA) advancing well; TALISMAN natural progression study initiated
- **Lu AG09222** (anti-PACAP mAb): HOPE PoC study (prevention of migraine) on track for HLR mid-2023

Phase I (selected)

- **MAGL program** (Lu AG06466 and FU molecules): Refining path for molecule and indication selection
- **Lu AF28996** (D1/D2 agonist)
- **Lu AG22515** (CD40L inhibitor)

MSA: Multiple Systems Atrophy; PoC: Proof of Concept
ESG continuously in focus

Environmental

39%  
Reduction in energy emission as all Danish sites now powered by solar

4%  
Reduction in Scope 3 emissions compared to H1 2021

Social

DKK 10+ million  
Financial support to Ukraine. Additional support provided by donating medicines and helping refugees through job programs and with needed supplies

100% equity  
Policy established in the United States to ensure equal access to reproductive healthcare

Governance

67  
Number of third parties that underwent a due diligence assessment of code of conduct compliance

Board level oversight  
Sustainability Reporting added to Audit Committee charter at Board level
Focused on creating value to drive long term sustainable growth

Maximize Strategic Brands
- Accelerate and globalize Vyepti
- Maximize Rexulti AAD Launch
- Continue to grow Brintellix and Abilify Maintena
- Capitalize on years with no LOEs

Continue R&D transformation for mid- and long-term innovation
- Focus in 4 biological clusters for innovation
- Biomarker driven development with active portfolio management: “Up or out”

Secure mid- and late decade growth through BD
- Niche Neuroscience frame
- Leverage commercial and R&D capabilities
- Preference for targeted in-licensing or bolt-on M&A

Committed to delivering a rich pipeline to drive future performance

Actively managing for sustainable growth

Q&A
Appendix
# Product distribution of revenue – H1 2022 and FY 2021

<table>
<thead>
<tr>
<th>DKKm</th>
<th>FY 2021</th>
<th>FY 2020</th>
<th>H1 2022</th>
<th>H1 2021</th>
<th>Growth</th>
<th>Growth in local currencies</th>
<th>% of total</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Brintellix/Trintellix</td>
<td>3,526</td>
<td>3,102</td>
<td>2,051</td>
<td>1,656</td>
<td>24%</td>
<td>17%</td>
<td>23%</td>
</tr>
<tr>
<td>Rexulti/Rxulti</td>
<td>2,849</td>
<td>2,620</td>
<td>1,771</td>
<td>1,378</td>
<td>29%</td>
<td>17%</td>
<td>20%</td>
</tr>
<tr>
<td>Abilify Maintena</td>
<td>2,420</td>
<td>2,271</td>
<td>1,393</td>
<td>1,197</td>
<td>16%</td>
<td>11%</td>
<td>16%</td>
</tr>
<tr>
<td>Vyepti</td>
<td>492</td>
<td>93</td>
<td>390</td>
<td>177</td>
<td>120%</td>
<td>100%</td>
<td>4%</td>
</tr>
<tr>
<td>Cipralex/Lexapro</td>
<td>2,346</td>
<td>2,380</td>
<td>1,254</td>
<td>1,235</td>
<td>2%</td>
<td>(1%)</td>
<td>14%</td>
</tr>
<tr>
<td>Sabril</td>
<td>657</td>
<td>777</td>
<td>322</td>
<td>336</td>
<td>(4%)</td>
<td>(13%)</td>
<td>4%</td>
</tr>
<tr>
<td>Onfi</td>
<td>505</td>
<td>642</td>
<td>209</td>
<td>285</td>
<td>(27%)</td>
<td>(34%)</td>
<td>2%</td>
</tr>
<tr>
<td>Other pharmaceuticals</td>
<td>2,439</td>
<td>2,738</td>
<td>1,503</td>
<td>1,714</td>
<td>(12%)</td>
<td>(17%)</td>
<td>17%</td>
</tr>
<tr>
<td>Other revenue</td>
<td>347</td>
<td>491</td>
<td>156</td>
<td>153</td>
<td>2%</td>
<td>1%</td>
<td>2%</td>
</tr>
<tr>
<td>Effects from hedging</td>
<td>53</td>
<td>5</td>
<td>(202)</td>
<td>102</td>
<td>(2%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total revenue</td>
<td>16,299</td>
<td>17,672</td>
<td>8,847</td>
<td>8,233</td>
<td>7%</td>
<td>3%</td>
<td>100%</td>
</tr>
</tbody>
</table>
Total molecule sales (gross) - USDm

**Abilify Maintena:** U.S. approval (Feb. 2013); EU approval (Nov. 2013)

**Brintellix/Trintellix:** U.S. approval (Oct. 2013); EU approval (Dec. 2013); Japan approval (Sep. 2019)

**Rexulti:** U.S. approval (Jul. 2015); EU approval (Jul. 2018); Japan approval (Jan. 2018 – NOT Lundbeck territory)

Source: IQVIA 2021 Data
Volume growth in the U.S. impacted by the pandemic (NRx Count)

Source: Symphony Health (ref Bloomberg)
Volume growth in the U.S. impacted by the pandemic (TRx Count)

Source: Symphony Health (ref Bloomberg)
Strong strategic brands growth globally

United States

- **H1 2022** vs **H1 2021**: +12% in LC
- **Strategic brands** up **29%** to DKK **3.3bn** – 79% of sales
- **Vyepti** key contributor to growth
- United States accounts for almost 50% of total revenue

International markets

- **H1 2022** vs **H1 2021**: +13% in LC
- **Strategic brands** up **35%** to DKK **1.0bn** – 38% of sales
- **Vyepti** roll-out started

Europe

- **H1 2022** vs **H1 2021**: +10% in LC
- **Strategic brands** up **17%** to DKK **1.3bn** – 63% of sales
- **Vyepti** roll-out started

Strategic brands show robust growth across most markets driven by demand

*Reported numbers

Canada, Spain, Italy and Australia are the largest markets for strategic brands
Strategic brands are major revenue contributors, continuing double-digit growth

+27%  
Strategic brands sales growth (+19% in L.C.)

DKK 5.6bn  
Global Lundbeck sales in H1 2022 (63% of total Lundbeck sales)

- All four strategic brands showed double-digit growth in H1 2022
- Strategic brands grew significantly in all regions
  - 29%, 26% and 17% in the United States, International Markets and Europe, respectively
- Strong growth momentum is expected to continue
- Some benefit from FX

*) Abilify Maintena, Brintellix/Trintellix, Rexulti/Rxulti and Vyepti. L.C.: Local currencies
Vyepti: Robust uptake continues

Grew 120% (100% in L.C.) to DKK 390m in H1 2022

Launched in the U.S., Australia, Kuwait, Singapore, Switzerland and UAE

Additional 8 launches planned for 2022

Vyepti franchise protected for several years:
- Patents issued lasting to Q3 2037
- U.S. Composition of matter patent expires in Q2 2034 (including extensions)

Vyepti was approved by the FDA February 2020 and by the EU Commission January 2022. *) aCGRPs Normalized Units IQVIA NPA retail + DDD non-retail. By November 2021.
Brintellix/Trintellix: Solid underlying performance driven by strong clinical profile

Grew 17% (L.C.) to DKK 2.1bn in H1 2022

Volume share sustained or increased in most markets*)

Brintellix/Trintellix franchise protected for several years:
  • Patents issued lasting to March 2032
  • Composition of matter patent expires in December 2026 (including extensions)

Trintellix was approved by FDA September 2013 and Brintellix by EMA December 2013
Rexulti: Growing 29% – an effective drug that is meeting patient needs

Grew 17% in L.C. to DKK 1.8bn in H1 2022

Continued solid traction in market shares

In the U.S., volume (TRx) is up 12% y/y in Q2 2022, NRx up 13%*)

Rexulti franchise protected for several years:
• Patents issued lasting to Nov. 2032
• Composition of matter patent expires in June 2029 (including extensions)

*) Symphony Health (c.f. Bloomberg). **) Lundbeck’s share of revenue
Rexulti was approved by the FDA July 2015 and by the EU Commission July 2018
Abilify Maintena: Growing 16% in H1 2022

Grew 11% (L.C.) to DKK 1,393 in H1 2022

Global LAI market up 4% to USD 3.1bn (H1 2022)*
- Continued robust traction in value share*
- Abilify Maintena’s share of the global LAI market was 19.2% in H1 2022 vs. 18.4% in 2021*

Abilify Maintena franchise protected for several years:
- 1-month formulation: Orange Book listed patents until March 2034. In RoW formulation patent expires Oct. 2024
- 2-month formulation protected until mid-2030’s

*) Reported net sales of atypical LAIs. **) Lundbeck’s share of revenue. Abilify Maintena was approved by FDA and by the EU Commission in February and November 2013, respectively

Abilify Maintena sales per region**
(Quarterly - DKKm)

Abilify Maintena
(H1 – DKKm)
Cipralex/Lexapro: Sales grew 2% in H1 2022

Grew 2% (down 1% in L.C.) to DKK 1.3 billion in H1 2022

The biggest markets are Japan, China, Brazil, South Korea and Italy

The patent expired in 2012 (U.S.) and 2014 (most of RoW)*

Market exclusivity in Japan expired April 2021

*) Generic launches were seen in 2009-2010 in countries such as Australia, Brazil, Canada, Finland, Norway and Spain as a consequence of different patent extension rules at the time.
Sabril: Sales impacted by generic erosion from Q3 2017

Grew 1% (down 11% in L.C.) to DKK 170m in Q2 2022

Declined 4% (13% in L.C.) to DKK 322m in H1 2022

Sabril was approved by the FDA in August 2009. Lundbeck has only promoted Sabril in the U.S.
Northera: Sales impacted by generic erosion from February 2021

Grew 37% (23% in L.C.) to DKK 125m in Q2 2022

Declined 46% (51% in L.C.) to DKK 237m in H1 2022

---

Northera was approved by the FDA February 2014. Lundbeck has only promoted Northera in the U.S.
Onfi: Sales impacted by generic erosion from October 2018

Declined 9% (18% in L.C.) to DKK 127m in Q2 2022

Declined 27% (34% in L.C.) to DKK 209m in H1 2022

Onfi was approved by the FDA October 2011. Lundbeck has only promoted Onfi in the U.S.
Other pharmaceuticals

Declined 2% (7% in L.C.)
to DKK 691m in Q2 2022

Declined 12% (17% in L.C.) to DKK 1.5bn in H1 2022

Around 15 mature products included

Biggest products are Azilect, Cipramil, Cisordinol, Deanxit, Ebixa, Fluanxol, Northera, Selincro, Xenazine

Ebixa impacted by VBP in China from Q4 2020

International Markets constitutes around 60% of sales
Other revenue

Grew 26% (25% in L.C.) to DKK 91m in Q2 2022

Grew 2% (1% in L.C.) to DKK 156m in H1 2022

Mostly contract manufacturing to third-party
Core operating profit maintained at robust level

Q2 2022
- Core EBIT reached DKK 889 million in Q2 2022
- Amortizations increased from DKK 298 million in Q2 2021 to DKK 315 million due to the appreciating USD

H1 2022
- Core EBIT reached DKK 2,073 million in H1 2022
- Amortizations decreased from DKK 669 million (H1 2021) to DKK 624 million due to Northera LoE partly offsetting the impact from the USD-appreciation
Solid financial foundation from which to execute on our strategy

**FY 2022:** Cash flow negatively impacted by:
- Significant milestone payment for EMA approval of Vyepti
- Dividend
- CAPEX investments
- Inventory build-up of Vyepti in preparation for launch in additional markets

Net debt expected to reach around DKK 3.0-3.5bn by end-2022 and Net debt/EBITDA expected to stay unchanged from 2021 at ~0.8

Lundbeck is solidly funded with its current facilities
Cash position, funding and debt maturity

A diversified and long-term balanced debt portfolio is a priority to Lundbeck

This includes access to various funding sources as well as a balanced maturity profile to support the *Expand and Invest to Grow* strategy

The EUR 1.5bn RCF was established in June 2019, extended in 2020, 2021, 2022 and matures 2026

The EUR 0.5bn bond was issued in October 2020, and is a 7-year fixed interest rate long-term funding instrument which will be repaid in 2027

Overall Lundbeck is solidly funded with its current bank facilities and newly issued bond

/select passage="117,246,408,261"/

RCF: Revolving Credit Facility
Q1 2022 impacted by appreciation of main currencies

H1 2022 sales by currency

- ~80% of sales in non-EUR currencies
- USD directly represents ~50% of sales
- The three main currencies make up ~70% of net exposure
- 5% change in USD will impact revenue by DKK ~150m
- In H1 2022 effects from hedging reach a loss of DKK 202m vs a gain of DKK 102m in H1 2021

*) Other includes JPY, AUD and other currencies. Excluding effects from hedging. **) Source: Bloomberg – data until August 10, 2022
# Cash generation

<table>
<thead>
<tr>
<th>DKKm</th>
<th>H1 2022</th>
<th>H1 2021</th>
<th>FY 2021</th>
<th>FY 2020</th>
<th>FY 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash flows from operating activities</td>
<td>711</td>
<td>670</td>
<td>2,272</td>
<td>3,837</td>
<td>2,609</td>
</tr>
<tr>
<td>Cash flows from investing activities</td>
<td>(1,227)</td>
<td>(194)</td>
<td>(610)</td>
<td>(467)</td>
<td>(7,755)</td>
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<tr>
<td><strong>Cash flows from operating and investing activities (free cash flow)</strong></td>
<td>(516)</td>
<td>476</td>
<td>1,662</td>
<td>3,370</td>
<td>(5,146)</td>
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<tr>
<td>Cash flows from financing activities</td>
<td>480</td>
<td>(2,723)</td>
<td>(3,336)</td>
<td>(2,394)</td>
<td>4,548</td>
</tr>
<tr>
<td><strong>Net cash flow for the period</strong></td>
<td>(36)</td>
<td>(2,247)</td>
<td>(1,674)</td>
<td>976</td>
<td>(598)</td>
</tr>
<tr>
<td>Cash, bank balances and securities, end of period</td>
<td>2,298</td>
<td>1,691</td>
<td>2,279</td>
<td>3,924</td>
<td>3,012</td>
</tr>
<tr>
<td>Interest-bearing debt</td>
<td>(6,585)</td>
<td>(5,930)</td>
<td>(5,468)</td>
<td>(8,030)</td>
<td>(9,578)</td>
</tr>
<tr>
<td><strong>Net cash/(net debt)</strong></td>
<td>(4,287)</td>
<td>(4,239)</td>
<td>(3,189)</td>
<td>(4,106)</td>
<td>(6,566)</td>
</tr>
</tbody>
</table>
Financial position and dividend

### Dividend (DKK)

<table>
<thead>
<tr>
<th>Interest-bearing debt, cash, bank balances and securities, net, end of year</th>
<th>30.06.2022</th>
<th>31.12.2021</th>
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</thead>
<tbody>
<tr>
<td>Intangible assets</td>
<td>23,232</td>
<td>22,750</td>
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<tr>
<td>Other non-current assets</td>
<td>3,494</td>
<td>3,291</td>
</tr>
<tr>
<td>Current assets</td>
<td>10,549</td>
<td>8,612</td>
</tr>
<tr>
<td>Assets</td>
<td>37,275</td>
<td>34,653</td>
</tr>
<tr>
<td>Equity</td>
<td>19,596</td>
<td>18,279</td>
</tr>
<tr>
<td>Non-current liabilities</td>
<td>9,176</td>
<td>7,556</td>
</tr>
<tr>
<td>Current liabilities</td>
<td>8,503</td>
<td>8,818</td>
</tr>
<tr>
<td>Equity and liabilities</td>
<td>37,275</td>
<td>34,653</td>
</tr>
</tbody>
</table>

*Based on the share price of DKK 168.85

Dividend payout of DKK 2.0 per share paid-out for 2021, corresponding to a payout ratio of approx. 30%

A total of DKK 398 million and a yield of 1.2%*

Dividend policy: Pay-out ratio of 30-60% from 2019
## Costs – Full year figures

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2020</th>
<th>2019</th>
<th>2021 (∆%)</th>
<th>2020 (∆%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>16,299</td>
<td>17,672</td>
<td>17,036</td>
<td>(8%)</td>
<td>4%</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>3,648</td>
<td>4,166</td>
<td>3,840</td>
<td>(12%)</td>
<td>8%</td>
</tr>
<tr>
<td>Sales &amp; Distribution costs</td>
<td>5,885</td>
<td>5,946</td>
<td>5,514</td>
<td>(1%)</td>
<td>8%</td>
</tr>
<tr>
<td>Administrative expenses</td>
<td>933</td>
<td>966</td>
<td>899</td>
<td>(3%)</td>
<td>7%</td>
</tr>
<tr>
<td>R&amp;D costs</td>
<td>3,823</td>
<td>4,545</td>
<td>3,116</td>
<td>(16%)</td>
<td>46%</td>
</tr>
<tr>
<td><strong>Total costs</strong></td>
<td>14,289</td>
<td>15,623</td>
<td>13,369</td>
<td>(9%)</td>
<td>17%</td>
</tr>
<tr>
<td>EBIT&lt;sup&gt;1)&lt;/sup&gt;</td>
<td>2,010</td>
<td>1,990</td>
<td>3,153</td>
<td>1%</td>
<td>(37%)</td>
</tr>
<tr>
<td>Core EBIT</td>
<td>3,517</td>
<td>4,436</td>
<td>4,976</td>
<td>(21%)</td>
<td>(11%)</td>
</tr>
</tbody>
</table>

|                        | 22.4%   | 23.6%   | 22.6%   | -         | -         |
| Cost of sales          |         |         |         |           |           |
| Sales & Distribution costs | 36.1% | 33.6%   | 32.3%   | -         | -         |
| Administrative expenses | 5.7%   | 5.5%    | 5.3%    | -         | -         |
| R&D costs              | 23.5%   | 25.7%   | 18.3%   | -         | -         |
| EBIT margin            | 12.3%   | 11.3%   | 18.5%   | -         | -         |
| Core EBIT margin       | 21.6%   | 25.1%   | 29.2%   | -         | -         |

<sup>1)</sup> Includes Other operating expenses, net
Brexpiprazole – design of Study 213

Screening

Patients with agitation associated with dementia of the Alzheimer’s type

12-week double-blind treatment period

Brexpiprazole (n= 220*) Fixed Dose:

Randomization 2:1 Brexpiprazole versus placebo

Placebo (n= 110*)

Visits at Weeks 2, 4, 6, 8, 10, and 12

Duration: 12 weeks

Safety follow-up

Clinic visit or telephone contact

Day 30 (+2) (completers)

Telephone contact

Week 16 (early terminators)

2 to 42 days (Days -42 to -2)

Titration

Baseline visit (Day 0)

End of treatment (Week 12/ET)

Planned subject numbers total 330; Interim Analysis after 255 have had chance to complete Brexpiprazole arm 2:1 randomization to 3 mg/day brexpiprazole and 2 mg/day brexpiprazole; primary analysis as one group brexpiprazole. ET = Early Termination
Migraine prevention represents a large and underserved market

Addressable population (major countries)

~135m – Migraine prevalence

~55m – Diagnosed patients (~40%)

~33m – Eligible for prevention (~60%)

~10m – Currently on prophylactic treatment

Migraine is divided into two major categories, episodic and chronic depending on the frequency of headaches

Episodic

<4 migraine days per month

Episodic eligible for preventive Tx

1-14 headache days per month

Chronic

>8 migraine days per month

>14 headache days per month

Migraine prevalence

~135m – Migraine prevalence

~55m – Diagnosed patients (~40%)

~33m – Eligible for prevention (~60%)

~10m – Currently on prophylactic treatment
Eptinezumab: Phase III study for treatment of cluster headache, a crippling pain with few effective medications currently available

Cluster headache affects approximately one in 1,000 people across the world

These are severe attacks of one-sided pain in the head, much stronger than a normal headache

Cluster Headaches are also known as “Suicide Headaches” due to the intensity of pain leading to frequent suicide ideation

**ALLEVIATE** phase III study to evaluate eptinezumab in episodic Cluster Headache (eCH)

- Eptinezumab intravenous in ~300 patients with eCH
- Primary endpoint: Change from baseline in number of weekly attacks (Weeks 1–2)
- FPFV commenced in December 2020*

**CHRONICLE** phase III study to evaluate safety of eptinezumab in chronic Cluster Headache (cCH)

- Eptinezumab intravenous in ~125 patients with cCH
- Primary endpoint: Number of participants with adverse events
- FPFV commenced in September 2021**

Duration 15-180 min
Frequency 1-8 times a day
Age of onset 20-40 yrs
Prevalence 1:1,000
Episodic/chronic ratio 6:1
Male/female ratio 4.3:1

*) ClinicalTrials.gov Identifier: NCT04688775. **) NCT05064397
Aripiprazole 2-Month formulation submitted in US and EU: Potential to further maximize the franchise

Along-acting injectable formulation ensures continuous exposure to medication and through a simplified treatment regimen, many of the challenges with poor treatment adherence may be mitigated, resulting in a potential positive impact on patient outcomes.

Clinical study has shown that the new 2-Month LAI formulation provides effective plasma concentrations of aripiprazole over two months, while being safe and tolerable.

The new 2-Month LAI formulation is an innovative addition to the LAI franchise and has patent protection until the early part of the next decade.
Two studies initiated in the pivotal programme (phase III)

- Brexpiprazole (fixed 2, 3mg and flexible dose up to 3mg) in combination with sertraline

**Primary endpoint:** Clinician-Administered PTSD Scale for DSM-5 (CAPS-5) total score

**Secondary endpoints:** Change in Clinical Global Impression – Severity (CGI-S) score; Change in Brief Inventory or Psychosocial Functions (B-IPF) score

- First study started in October 2019 and the second in November 2019
- U.S. dedicated study
- Phase III program design under evaluation as a consequence of recruitment delays

---

**Study objective¹**

To evaluate the efficacy, safety, and tolerability of 12-week brexpiprazole + sertraline combination treatment in adult subjects with PTSD (n = 577 and 733)

---

¹ Clinicaltrials.gov ID: NCT04124614 and NCT04174170
Lu AG09222: Potential to build a migraine franchise in the future with PACAP inhibitor mAb

A differentiated approach to migraine prevention

- A differentiated approach to migraine prevention
- Selective PACAP\(^1\) binding humanized antibody
- Pre-clinical data\(^2\) indicate that PACAP and CGRP\(^3\) may have differentiated involvement in migraine-associated symptoms
- Potential for novel, differentiated monotherapy in headache disorders, incl. migraine, and non-headache pain disorders

Lu AG09222: anti-PACAP mAb progressed to phase II

Phase II study (*HOPE*)¹:
- PoC study in adults with migraine who have not been helped by prior preventive treatments
- Commenced November 2021

Primary endpoint: Change from baseline in the number of monthly migraine days (MMDs) at Month 1 (Weeks 1-4)
- N = 230 participants
- Two active arms vs placebo

Phase IB MoA study²:
- Study investigating the effects on mast cell function in patients with allergic rhinitis initiated

¹) Clinicaltrials.gov ID: NCT05133323. Clinicaltrials.gov ID: NCT05126316

²) Study investigating the effects on mast cell function in patients with allergic rhinitis initiated
Lu AF82422 (anti alpha-synuclein mAb) in phase II for the devastating disease Multiple System Atrophy (MSA)

MSA – a rare, aggressive, disease with a high unmet medical need

Synucleinopathy; classified as an “atypical parkinsonism” disorder

Average time from first symptoms to death 6-9 years

Impacts 4-5 out of 100,000 people

Currently only symptomatic and supportive therapies available

Lu AF82422 has potential to become first therapy capable of delaying disease progression

Mechanism of Action

- Lu AF82422 inhibits seeding of pathological forms of α-synuclein in both in vitro and in vivo models
- Potential to induce immune-mediated clearance of pathological α-synuclein species

Lu AF82422: Innovative and adaptive development program

**Phase II study (AMULET)\(^1\):**

Phase II PoC study to find out the effect of Lu AF82422 on disease progression in participants with multiple system atrophy

- Biomarker supported study with 2:1 randomization (active vs. placebo)
- Commenced November 2021

**Primary endpoint:** Change from baseline in the UMSARS Part I and Part II Total Score (UMSARS TS) at the end of treatment (Week 48 to 72)

- N = 60 participants
- One active arms vs placebo

Phase III study with novel Bayesian trial design to be guided by phase II data which may influence current assumptions on sample size, study duration, dose-selection etc.

---

\(^1\) Clinicaltrials.gov ID: NCT05104476. UMSARS: Unified Multiple System Atrophy Rating Scale
Broad MAGLipase program ongoing

Lu AG06466

Inhibitor of the monoacylglycerol lipase (MAGL) and selective modulator of the endocannabinoid system

CNS penetrant

Ongoing phase Ib studies

• Spasticity in participants with multiple sclerosis (n=78)\(^1\)
• PTSD (n=30)\(^2\)

Phase Ib study in treatment resistant focal epilepsy terminated due to recruitment challenges (July 2022)\(^3\)

---

1) ClinicalTrials.gov Identifier: NCT04990219. 2) ClinicalTrials.gov Identifier: NCT04597450. 3) ClinicalTrials.gov Identifier: NCT05081518.

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Lu AG06474

Peripherally restricted

Phase I study initiated in August 2021\(^4\)

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Cecilia J. Hillard; Neuropsychopharmacology REVIEWS (2018) 43, 155–172
Lu AF28996: A potentially new oral treatment for Parkinson’s patients experiencing motor fluctuations

**D$_1$/D$_2$-type agonists**

Known to be highly efficacious even in the later stages of Parkinson’s (PD), but the currently available agonist (apomorphine) cannot be delivered by oral route.

Improving the treatment of fluctuating PD patients answers a strong unmet need and is an attractive commercial target.

---

**Lu AF28996**

A highly potent agonist at the D$_1$- and D$_2$-type dopamine receptors

Designed to solve a long-standing challenge of oral delivery of D$_1$/D$_2$-type agonists such as apomorphine.

Parkinson’s disease (moderate to advanced) as adjunct to L-DOPA (or monotherapy pending data).

Further expansion of patient population and symptoms (including non-motor symptoms) are being considered.

---

**Phase I studies:**

- Single- and sequential-ascending-dose of Lu AF28996 to healthy young men.

- Open-label study investigating the safety, tolerability and pharmacokinetic profile of Lu AF28996 in patients with PD.

- Phase Ia initiated in May 2018, completed in August 2019\(^1\)

- Phase Ib initiated Q1 2020\(^2\)

---

\(^1\) Clinicaltrials.gov ID: NCT03565094. \(^2\) NCT04291859
Focus on promising biology

**Selected four biology clusters feeding into our strategy**

- Circuitry / neuronal biology: Targeting neurotransmission or synaptic dysfunction to restore brain circuits
- Well-established clusters
- Protein aggregation, folding and clearance: Targeting protein-related neurodegenerative disorders
- Developing clusters
- Neuroinflammation / neuroimmunology: Targeting brain function through the immune system
- Hormonal / neuropeptide signaling: Targeting selected pathways of pain signals and stress response

Scientifically well-described areas still rich in targets with untapped potential
High feasibility for early de-risking and maintaining a competitive edge
# Broad pipeline to sustain future growth

## Biology

<table>
<thead>
<tr>
<th>Area</th>
<th>Project</th>
<th>Phase I</th>
<th>Phase II</th>
<th>Phase III</th>
<th>Filing/launch</th>
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<tbody>
<tr>
<td></td>
<td>Hormonal / neuropeptide signaling</td>
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<td></td>
<td>Eptinezumab (anti-CGRP mAb)&lt;sup&gt;1&lt;/sup&gt;</td>
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<td>Eptinezumab (anti-CGRP mAb)&lt;sup&gt;1&lt;/sup&gt;</td>
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<td></td>
<td>Lu AG09222 (anti-PACAP mAb)&lt;sup&gt;2&lt;/sup&gt;</td>
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<td>Brexpiprazole&lt;sup&gt;3&lt;/sup&gt;</td>
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<td></td>
<td>Aripiprazole 2-month injectable formulation&lt;sup&gt;4&lt;/sup&gt;</td>
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<td></td>
<td>Lu AF28996 (D1/D2 agonist)</td>
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<td></td>
<td>Lu AG06466 (MAGL inhibitor)&lt;sup&gt;5&lt;/sup&gt;</td>
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<td></td>
<td>Protein aggregation, folding and clearance</td>
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<td>Lu AF82422 (anti-alpha-synuclein mAb)</td>
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<td>Lu AF87908 (anti-Tau mAb)</td>
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<td>Lu AG22515 (CD40L inhibitor)</td>
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<td></td>
<td>Neuroinflammation / neuroimmunology</td>
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<td></td>
<td>Epitope map of amyloid precursor protein (AP)</td>
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<td>tau proteins from the brain</td>
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<tr>
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<td>tau aggregation, folding and clearance</td>
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</tbody>
</table>

1) CGRP: Calcitonin gene-related peptide. 2) PACAP: Pituitary adenylate cyclase-activating polypeptide. 3) Acts as a partial agonist at 5-HT<sub>1A</sub> and dopamine D<sub>2</sub> receptors at similar potency, and an antagonist at 5-HT<sub>2A</sub> and noradrenaline alpha<sub>1B</sub>/2C receptors. 4) Life cycle management in partnership with Otsuka Pharmaceuticals. 5) MAGL: Monoacylglycerol lipase
Listed on the Copenhagen Stock Exchange since June 18, 1999

For additional company information, please visit Lundbeck at: www.lundbeck.com

Number of A-shares | 199,148,222
Number of B-shares | 796,592,888
Total | 995,741,110
Treasury shares¹ | 502,115 (0.25%)
Insider holdings¹ | 156,348 (0.08%)
Classes of shares | 2
Restrictions | None
ISIN code | DK0061804697 (A)
           | DK0061804770 (B)
Bloomberg ticker symbol | HLUNA DC and HLUNB DC

¹) 2021 Annual Report. Data based on one share class

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palo@lundbeck.com or polesen3@bloomberg.net

Financial calendar

Q3 2022 | November 9, 2022
Q4 2022 | February 8, 2023

For more information, please contact Investor Relations