9M Financial results and business update

November 9, 2022
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## 9M performance overview and highlights (reported numbers)

<table>
<thead>
<tr>
<th>Category</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Continued strong revenue performance</strong></td>
<td>DKK 13.6 billion&lt;br&gt;Revenue up 11%</td>
</tr>
<tr>
<td><strong>Robust profit growth with slight offsets for launch costs and FX</strong></td>
<td>DKK 2.4 billion&lt;br&gt;EBIT +22%</td>
</tr>
<tr>
<td><strong>Pipeline continues to progress</strong></td>
<td>Positive MEMORY trial in MDD with dementia for vortioxetine</td>
</tr>
<tr>
<td></td>
<td>Phase II study with Lu AF82422 in MSA finished enrollment</td>
</tr>
<tr>
<td></td>
<td>Brexpiprazole: Phase III PTSD trials progress towards HLR in H2 2023</td>
</tr>
</tbody>
</table>

**DKK 13.6 billion**<br>Revenue up 11%<br>

**+30%**<br>Strategic brands revenue

**+105%**<br>Vyepti sales (DKK 672 million)

**DKK 2.4 billion**<br>EBIT +22%

**18.1%**<br>EBIT margin

**24.9%**<br>Core EBIT margin

MDD: Major Depressive Disorder; MSA: Multiple System Atrophy; PTSD: Post-Traumatic Stress Disorder; HLR: Headline Results
Strategic brands powering growth across the portfolio

9M 2022: Highlights

Key drivers of revenue in period

- Continued double digit growth across all regions
- Cipralex/Lexapro continues to be very stable

% Revenue contribution

<table>
<thead>
<tr>
<th>Mature brands incl. Other revenue and hedging</th>
<th>Strategic brands</th>
</tr>
</thead>
<tbody>
<tr>
<td>% Revenue contribution</td>
<td></td>
</tr>
<tr>
<td>9M 2021</td>
<td>56%</td>
</tr>
<tr>
<td>9M 2022</td>
<td>65%</td>
</tr>
</tbody>
</table>

Strong growth from strategic brands

- +19% in L.C.

Other revenue
- Mature brands
- Strategic brands

Results Deck

4
Strategic brands continue strong double-digit growth

9M 2022 revenue by brand

- **DKK 3.2bn**
  - **+15%**
  - **+24%**

- **DKK 2.8bn**
  - **+19%**
  - **+33%**

- **DKK 2.2bn**
  - **+13%**
  - **+20%**

- **DKK 672m**
  - **+82%**
  - **+105%**

*: Ability Maintena, Brintellix/Trintellix, Rexulti/Rxulti and Vyepti
**Vyepti: Strong growth, global rollout progressing as planned**

**U.S. Vyepti demand***
(weekly - vials)

- strong adoption across new markets
  - 13% market share in U.A.E. and 4% in Switzerland**
  - Launched in several markets in 2022, namely Australia, Canada, Estonia, Finland, Germany, Singapore, Sweden and Switzerland
  - Expected launch in additional 2-3 markets in 2022

**U.S. growth advances**
- Prevention market share continues to grow in the U.S.: 5.0%***
- Patient persistency on Vyepti exceeds competition

---

*Vyepti was approved by FDA in February 2020 and by the EU Commission in January 2022. *) Weekly data view through October 28, 2022. **) August and September 2022, respectively. ***) Thru August 2022

**Strong adoption across new markets**

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**Vyepti was approved by FDA in February 2020 and by the EU Commission in January 2022. *) Weekly data view through October 28, 2022. **) August and September 2022, respectively. ***) Thru August 2022**
Strong Brintellix/Trintellix growth underpinned by excellent efficacy profile

Continued strong growth in Japan
- 9.1% value market share (up 3.3ppt in 2022)
- Benefitting from stronger positioning due to increased adoption by psychiatrists as a first-line of treatment

Strong growth continues in Europe and International Markets
- Canada, Spain, China and Italy are growth leaders
- Strong growth in prescribing GPs, e.g. in Spain
- Positive growth across multiple other markets

Trintellix was approved by FDA September 2013 and Brintellix by EMA December 2013
Rexulti sales up +33% in 9M driven by strong demand growth

Continued strong growth momentum in the U.S...

- Share at all time high
- Number of Rx increased with strong in person promotion and DTC offering
- AAD* launch preparations underway

...and in countries such as Brazil and Canada

- Dynamic growth in Canada of close to 30% y/y with volume share now at ~3.2%
- Brazil more than doubled sales with volume share now at ~1.8%

Rexulti was approved by the FDA July 2015 and by the EU Commission July 2018. L.C.: Local currencies. *) AAD: Agitation in Alzheimer's Disease
Abilify Maintena buoyed by solid growth in North America and Europe

Solid growth in 9M 2022
- Growth mainly driven by the U.S., Spain and Canada

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

Regulatory process for 2-month formulation initiated
- The FDA target date (PDUFA date) for completion of the review is April 27, 2023

Abilify Maintena was approved by FDA and by the EU Commission in February and November 2013, respectively.
Financial performance benefitting from growth strategy

### Key figures

<table>
<thead>
<tr>
<th></th>
<th>9M 2021</th>
<th>9M 2022</th>
<th>Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td>12,246</td>
<td>13,566</td>
<td>+11%</td>
</tr>
<tr>
<td><strong>SG&amp;A</strong></td>
<td>4,766</td>
<td>5,496</td>
<td>+15%</td>
</tr>
<tr>
<td><strong>R&amp;D</strong></td>
<td>2,828</td>
<td>2,849</td>
<td>+1%</td>
</tr>
<tr>
<td>EBIT (in % of revenue)</td>
<td>16.4%</td>
<td>18.1%</td>
<td>+1.7pp</td>
</tr>
<tr>
<td>Core EBIT (in % of revenue)</td>
<td>24.3%</td>
<td>24.9%</td>
<td>+0.6pp</td>
</tr>
<tr>
<td>EBITDA (in % of revenue)</td>
<td>26.8%</td>
<td>27.7%</td>
<td>+0.9pp</td>
</tr>
</tbody>
</table>

### Revenue bridge

- **+11%**
- **+6%**
- **+8%**
- **-3%**
- 13,565

### EBIT bridge

- **+22%**
- **+24%**
- **-24%**
- 2,449

### Comments

- Revenue up +11% in reported with underlying organic growth rate of +6%. FX tailwind of +8% backstopped by hedging impact of -3% on the back of a strengthening U.S. Dollar
- SG&A increase of +15% thereof pure organic increase of +8%. Higher promotion and sales costs due to normalization of activity levels and Vyepti launch costs
- R&D costs favourably impacted by the timing of payments and provision reversal
- Core EBIT growth lower than EBIT growth due to reversal of provisions. Organic growth of +11%
- Organic EBITDA growth of +13%. FX and Hedging net impact account for +1% favourability
Financial results in 9M 2022

Strong growth of 22% in EBIT

Reported numbers

<table>
<thead>
<tr>
<th>DKKm</th>
<th>9M 2021</th>
<th>9M 2022</th>
<th>Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBIT</td>
<td>2,004</td>
<td>2,449</td>
<td>+22%</td>
</tr>
<tr>
<td>Net financials, expenses</td>
<td>311</td>
<td>392</td>
<td>+26%</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>1,693</td>
<td>2,057</td>
<td>+22%</td>
</tr>
<tr>
<td>Income tax</td>
<td>373</td>
<td>452</td>
<td>+21%</td>
</tr>
<tr>
<td>Effective tax rate (%)</td>
<td>22%</td>
<td>22%</td>
<td>-</td>
</tr>
<tr>
<td>Profit for the period</td>
<td>1,320</td>
<td>1,605</td>
<td>+22%</td>
</tr>
<tr>
<td>EPS (DKK)</td>
<td>1.33</td>
<td>1.62</td>
<td>+22%</td>
</tr>
</tbody>
</table>

Comments

- Underlying organic EBIT growth of +22%
- Increase in net financial expenses predominantly due to Q1 2022 fair value adjustment on CVR for EMA approval of Vyepti
- Effective tax rate unchanged at 22%
- Net profit and EPS growth reflect EBIT performance
Solid operational cash flow despite launch and growth investments in Vyepti

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<tr>
<th>DKKm</th>
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<th>9M 2022</th>
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<tbody>
<tr>
<td>EBIT</td>
<td>2,004</td>
<td>2,449</td>
</tr>
<tr>
<td>Adjustments for non-cash items</td>
<td>636</td>
<td>1,110</td>
</tr>
<tr>
<td>Change in Working capital</td>
<td>(214)</td>
<td>(691)</td>
</tr>
<tr>
<td><strong>Cash flows from operations</strong></td>
<td>2,426</td>
<td>2,868</td>
</tr>
<tr>
<td>Other changes in operating activities</td>
<td>(537)</td>
<td>(636)</td>
</tr>
<tr>
<td>Cash flows from investing activities</td>
<td>(332)</td>
<td>(1,360)</td>
</tr>
<tr>
<td><strong>Cash flows from operating and investing activities (free cash flow)</strong></td>
<td>1,557</td>
<td>872</td>
</tr>
<tr>
<td>Cash flows from financing activities</td>
<td>(2,995)</td>
<td>169</td>
</tr>
<tr>
<td><strong>Net cash flow for the period</strong></td>
<td>(1,438)</td>
<td>1,041</td>
</tr>
<tr>
<td>Net debt</td>
<td>(3,214)</td>
<td>(3,021)</td>
</tr>
<tr>
<td>Net debt/EBITDA (rolling four quarters)</td>
<td>0.8x</td>
<td>0.7x</td>
</tr>
</tbody>
</table>

Comments

- EBIT growth of 22% drives stronger operational cash flow
- Changes in net working capital driven by higher receivables due to higher sales, increases in inventory and timing of accruals for short-term liabilities
- CVR payment of DKK 1.6bn in Q1 2022 impacts Other changes in operating activities and Cash flows from investing activities
- Change in Cash flows from financing activities driven by loan repayment in 2021 and loans obtained in 2022
Reaffirming 2022 Revenue guidance

FY 2022 financial guidance
DKKm

<table>
<thead>
<tr>
<th>Updated 2022 Guidance (DKKm)</th>
<th>Revenue</th>
<th>EBITDA</th>
<th>Core EBIT</th>
<th>EBIT</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>17.9 – 18.2bn</td>
<td>4.4 – 4.6bn</td>
<td>3.9 – 4.1bn</td>
<td>2.6 – 2.8bn</td>
</tr>
<tr>
<td>Previous 2022 Guidance (DKKm)</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>
</tbody>
</table>

Other housekeeping items

- Strong momentum of strategic brands to continue
- Strong momentum for Vyepti to continue
- Strong FX impact nearly fully offset by hedging effect of approximately DKK 600m for 2022
- Higher R&D costs due to higher project activity
- Continuous SG&A costs due to FX appreciation, Higher general activity level and spend to support launch and global roll-out of Vyepti
Continue to build our brands through effective LCM

<table>
<thead>
<tr>
<th>Brexpiprazole</th>
<th>Aripiprazole – 2-Month Injectable (LAI) formulation</th>
<th>Vyepti</th>
</tr>
</thead>
<tbody>
<tr>
<td>• AAD – Progression according to plan towards sNDA submission end 2022</td>
<td>• Submitted in the U.S., EU, and Canada</td>
<td>• SUNRISE trial:</td>
</tr>
<tr>
<td>• Scientific communications, including CTAD on Dec. 1st</td>
<td>• FDA target date (PDUFA) in April 2023</td>
<td>• Asia pivotal study enrolling well</td>
</tr>
<tr>
<td>• PTSD – Based on FDA feedback on program, HLR expected H2 2023</td>
<td></td>
<td>• Increasing sample size based on the outcome of SUNLIGHT</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Anticipated HLR in 2025</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• DELIVER - dose blinded extension</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• &gt;60% of patients reduced their monthly migraine days by at least half following up to 18 months of treatment</td>
</tr>
</tbody>
</table>

LCM: Life Cycle Management; AAD: Agitation in Alzheimer’s Disease; PTSD: Post-Traumatic Stress Disorder; HLR: Headline Results; CTAD: Clinical Trials in Alzheimer’s Disease
**MEMORY trial (n=83)**

- In patients with **MDD and early dementia** vortioxetine significantly **reduced symptoms of depression** as measured by MADRS already at week 1 and during the 12 weeks of treatment
- Significant **improvement in cognitive performance** observed with DSST already at week 1 and RAVLT (verbal memory) from week 4
- Substantial **improvement in QoL** as measured by BASQID from baseline to week 12

### Cognitive performance

<table>
<thead>
<tr>
<th>Week</th>
<th>DSST</th>
<th>RAVLT short recall</th>
<th>RAVLT delayed recall</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week 1</td>
<td>0.27</td>
<td>0.26</td>
<td>0.32</td>
</tr>
<tr>
<td>Week 4</td>
<td>0.52</td>
<td><strong>0.32</strong></td>
<td><strong>0.33</strong></td>
</tr>
<tr>
<td>Week 12</td>
<td><strong>0.65</strong></td>
<td><strong>0.28</strong></td>
<td><strong>0.33</strong></td>
</tr>
</tbody>
</table>

### Health-related quality of life

<table>
<thead>
<tr>
<th>Week</th>
<th>Total score</th>
<th>Life satisfaction</th>
<th>Feelings of positive QoL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week 1</td>
<td>0.8</td>
<td>0.4</td>
<td>1.2</td>
</tr>
<tr>
<td>Week 4</td>
<td>4.4</td>
<td><strong>3.7</strong></td>
<td><strong>5.4</strong></td>
</tr>
<tr>
<td>Week 12</td>
<td>10.2</td>
<td><strong>9.8</strong></td>
<td><strong>11.2</strong></td>
</tr>
</tbody>
</table>

A significant and broad improvement in HRQoL was observed as early as Week 4.

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*p<0.05; **p<0.01; ***p<0.001; *Dashed line indicates threshold for clinically relevant standardised effect size (0.2). *: starting dose 5mg/day for the first week.

HRQoL, health-related quality of life; MADRS: Montgomery-Åsberg Depression Rating Scale; MDD, major depressive disorder; MMRM, mixed model for repeated measurements; DSST, Digit Symbol Substitution Test; RAVLT, Rey Auditory Verbal Learning Test; BASQID, Bath Assessment of Subjective Quality of Life in Dementia; LS, least squares; SE, standard error; QoL, quality of life.

Strong progression in the early and mid-stage pipeline

**Phase II**
- Lu AF82422 (anti-alpha-synuclein mAb): AMULET PoC trial (MSA) in Japan and the U.S. finished enrolment ahead of time
- Lu AG09222 (PACAP mAb): HOPE PoC trial ongoing enrolment

**Phase I (selected)**
- Lu AF28996 (D1/D2 agonist) progressing well towards completion of phase IB
- Lu AG22515 (CD40L inhibitor) progressing well towards completion of phase I
- Continued flow of new drug candidates from research to clinical

MSA: Multiple System Atrophy; PoC: Proof of Concept; HLR: Headline Results
Lu AG09222 holds the potential to be first-in-class with a differentiated approach to migraine prevention

- A differentiated approach to migraine prevention
- Selective PACAP$^{1}$ binding humanized (ligand-binding) IgG1 antibody
- Pre-clinical data$^{2}$ indicate that PACAP and CGRP$^{3}$ may have differentiated involvement in migraine-associated symptoms
- Phase IB study demonstrated target engagement and proof of mechanism
- No safety concerns revealed so far in completed and ongoing trials

Phase II trial (HOPE)$^{4}$:

- PoC study in adults with migraine who have not been helped by prior preventive treatments
- Trial recruiting well with expected HLR by mid-2023 (n≈230)

Phase IB trial$^{5}$

- Multiple-dose safety, pharmacokinetic and pharmacodynamic trial, in subjects with allergic rhinitis

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Focused on driving long term sustainable growth

Restoring Brain Health so Every Person Can Be Their Best

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
- Neuroscience frame
- Leverage commercial and R&D capabilities
- Preference for partnerships, targeted in-licensing or bolt-on M&A
- No use of equity anticipated near term

Actively managing for sustainable growth
Q&A
Appendix
# Product distribution of revenue – 9M 2022 and FY 2021

<table>
<thead>
<tr>
<th>DKKm</th>
<th>FY 2021</th>
<th>FY 2020</th>
<th>9M 2022</th>
<th>9M 2021</th>
<th>Growth</th>
<th>Growth in local currencies</th>
<th>% of total (9M 2022)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOTAL:</strong></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>3,177</td>
<td>2,565</td>
<td>24%</td>
<td>15%</td>
<td>23%</td>
</tr>
<tr>
<td>Rexulti/Rxulti</td>
<td>2,849</td>
<td>2,620</td>
<td>2,817</td>
<td>2,112</td>
<td>33%</td>
<td>19%</td>
<td>21%</td>
</tr>
<tr>
<td>Abilify Maintena</td>
<td>2,420</td>
<td>2,271</td>
<td>2,164</td>
<td>1,810</td>
<td>20%</td>
<td>13%</td>
<td>16%</td>
</tr>
<tr>
<td>Vyepti</td>
<td>492</td>
<td>93</td>
<td>672</td>
<td>328</td>
<td>105%</td>
<td>82%</td>
<td>5%</td>
</tr>
<tr>
<td>Cipralex/Lexapro</td>
<td>2,346</td>
<td>2,380</td>
<td>1,874</td>
<td>1,835</td>
<td>2%</td>
<td>0%</td>
<td>14%</td>
</tr>
<tr>
<td>Sabril</td>
<td>657</td>
<td>777</td>
<td>482</td>
<td>487</td>
<td>(1%)</td>
<td>(12%)</td>
<td>4%</td>
</tr>
<tr>
<td>Onfi</td>
<td>505</td>
<td>642</td>
<td>317</td>
<td>382</td>
<td>(17%)</td>
<td>(26%)</td>
<td>2%</td>
</tr>
<tr>
<td>Other pharmaceuticals</td>
<td>3,104</td>
<td>5,219</td>
<td>2,259</td>
<td>2,438</td>
<td>(7%)</td>
<td>(13%)</td>
<td>16%</td>
</tr>
<tr>
<td>Other revenue</td>
<td>347</td>
<td>491</td>
<td>205</td>
<td>211</td>
<td>(3%)</td>
<td>(4%)</td>
<td>2%</td>
</tr>
<tr>
<td>Effects from hedging</td>
<td>53</td>
<td>5</td>
<td>(401)</td>
<td>78</td>
<td>(3%)</td>
<td></td>
<td>(3%)</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td>16,299</td>
<td>17,672</td>
<td>13,566</td>
<td>12,246</td>
<td>11%</td>
<td>6%</td>
<td>100%</td>
</tr>
</tbody>
</table>
# Product distribution of revenue – Q3 2022 and FY 2021

<table>
<thead>
<tr>
<th>DKKm</th>
<th>FY 2021</th>
<th>FY 2020</th>
<th>Q3 2022</th>
<th>Q3 2021</th>
<th>Growth</th>
<th>Growth in local currencies</th>
<th>% of total (Q3 2022)</th>
</tr>
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<tbody>
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<td>24%</td>
</tr>
<tr>
<td>Rexulti/Rxulti</td>
<td>2,849</td>
<td>2,620</td>
<td>1,046</td>
<td>734</td>
<td>43%</td>
<td>23%</td>
<td>22%</td>
</tr>
<tr>
<td>Abilify Maintena</td>
<td>2,420</td>
<td>2,271</td>
<td>771</td>
<td>613</td>
<td>26%</td>
<td>16%</td>
<td>16%</td>
</tr>
<tr>
<td>Vyepti</td>
<td>492</td>
<td>93</td>
<td>282</td>
<td>151</td>
<td>87%</td>
<td>60%</td>
<td>6%</td>
</tr>
<tr>
<td>Cipralex/Lexapro</td>
<td>2,346</td>
<td>2,380</td>
<td>620</td>
<td>600</td>
<td>3%</td>
<td>0%</td>
<td>13%</td>
</tr>
<tr>
<td>Sabril</td>
<td>657</td>
<td>777</td>
<td>160</td>
<td>151</td>
<td>6%</td>
<td>(9%)</td>
<td>3%</td>
</tr>
<tr>
<td>Onfi</td>
<td>505</td>
<td>642</td>
<td>108</td>
<td>97</td>
<td>11%</td>
<td>(4%)</td>
<td>2%</td>
</tr>
<tr>
<td>Other pharmaceuticals</td>
<td>3,104</td>
<td>5,219</td>
<td>756</td>
<td>724</td>
<td>4%</td>
<td>(3%)</td>
<td>17%</td>
</tr>
<tr>
<td>Other revenue</td>
<td>347</td>
<td>491</td>
<td>49</td>
<td>58</td>
<td>(16%)</td>
<td>(16%)</td>
<td>1%</td>
</tr>
<tr>
<td>Effects from hedging</td>
<td>53</td>
<td>5</td>
<td>(199)</td>
<td>(24)</td>
<td>(4%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total revenue</td>
<td>16,299</td>
<td>17,672</td>
<td>4,719</td>
<td>4,013</td>
<td>18%</td>
<td>11%</td>
<td>100%</td>
</tr>
</tbody>
</table>
Seeing double digit growth in all regions

Strategic brands continue to show robust demand growth across most markets.

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

- Strategic brands up 33%* to DKK 5.2bn – 80% of sales
- Vyepti and Rexulti key contributors to growth
- United States accounts for almost 50% of total revenue

International markets

- Strategic brands up 35%* to DKK 1.6bn – 40% of sales
- Vyepti roll-out started

Europe

- Strategic brands up 19%* to DKK 2.0bn – 63% of sales
- Strategic brands show robust growth across most markets driven by demand

Solid underlying growth in Europe and International markets driven by demand

U.S. Canada, Spain, Italy and Australia are the largest markets for strategic brands

* Reported numbers
Strategic brands are major revenue contributors, continuing strong growth momentum

+30%  

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

DKK 8.8bn  

Global Lundbeck sales in 9M 2022 (65% of total Lundbeck sales)

- All four strategic brands showed double-digit growth in 9M 2022
- Strategic brands grew significantly in all regions
  - 33%, 35% and 19% in the United States, International Markets and Europe, respectively
- Strong growth momentum is expected to continue
- Some benefit from FX

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

Grew 105% (82% in L.C.) to DKK 672m in 9M 2022

Launched in the U.S., Australia, Canada, Estonia, Finland, Germany, Kuwait, Singapore, Sweden, Switzerland and U.A.E.

Additional launches planned for 2022 and 2023

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 15% (L.C.) to DKK 3.2bn in 9M 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 33% – an effective drug that is meeting patient needs

Grew 19% in L.C. to DKK 2.8bn in 9M 2022

Continued solid traction in market shares

In the U.S., volume (TRx) is up 13% y/y in Q3 2022, NRx up 14%*)

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

*) 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 20% in 9M 2022

Grew 13% (L.C.) to DKK 2.2bn in 9M 2022

Global LAI market up 4% to USD 4.6bn (9M 2022)*

- Continued robust traction in value share*
- Abilify Maintena’s share of the global LAI market was 19.5% in 9M 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. Ability Maintena was approved by FDA and by the EU Commission in February and November 2013, respectively
Cipralex/Lexapro: Sales grew 2% in 9M 2022

Grew 2% (unchanged in L.C.) to DKK 1.9bn in 9M 2022

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

The patent expired in 2012 (U.S.) and in 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 6% (down 9% in L.C.) to DKK 160m in Q3 2022

Declined 1% (12% in L.C.) to DKK 482m in 9M 2022

Sabril was approved by the FDA in August 2009. Lundbeck has only promoted Sabril in the U.S.
Onfi: Sales impacted by generic erosion from October 2018

Increased 11% (down 4% in L.C.) to DKK 108m in Q3 2022

Declined 17% (26% in L.C.) to DKK 317m in 9M 2022

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

Grew 4% (down 3% in L.C.) to DKK 756m in Q3 2022

Declined 7% (13% in L.C.) to DKK 2.3bn in 9M 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 50% of sales
Declined 16% (down 16% in L.C.) to DKK 49m in Q3 2022

Declined 3% (down 4% in L.C.) to DKK 205m in 9M 2022

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

Q3 2022

- Core EBIT reached DKK 1,299 million in Q3 2022
- Amortizations increased from DKK 300 million in Q3 2021 to DKK 347 million due to the appreciating USD

9M 2022

- Core EBIT reached DKK 3,372 million in 9M 2022
- Amortizations increased slightly from DKK 969 million (9M 2021) to DKK 971 million due to Northera LoE partly offsetting the impact from the USD-appreciation and Vyepti rest of world amortization
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 3.0bn by end-2022 and Net debt/EBITDA expected to stay unchanged from 2021 at ~0.7

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

RCF: Revolving Credit Facility
9M 2022 impacted by appreciation of main currencies

- ~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 ~85m
- In 9M 2022 effects from hedging reach a loss of DKK 401m vs a gain of DKK 78m in 9M 2021

*) Other includes JPY, AUD and other currencies. Excluding effects from hedging. **) Source: Bloomberg – data until October 24, 2022
## Cash generation

<table>
<thead>
<tr>
<th>DKKm</th>
<th>9M 2022</th>
<th>9M 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>2,232</td>
<td>1,889</td>
<td>2,272</td>
<td>3,837</td>
<td>2,609</td>
</tr>
<tr>
<td>Cash flows from investing activities</td>
<td>(1,360)</td>
<td>(332)</td>
<td>(610)</td>
<td>(467)</td>
<td>(7,755)</td>
</tr>
<tr>
<td><strong>Cash flows from operating and investing activities (free cash flow)</strong></td>
<td>872</td>
<td>1,557</td>
<td>1,662</td>
<td>3,370</td>
<td>(5,146)</td>
</tr>
<tr>
<td>Cash flows from financing activities</td>
<td>169</td>
<td>(2,995)</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>1,041</td>
<td>(1,438)</td>
<td>(1,674)</td>
<td>976</td>
<td>(598)</td>
</tr>
<tr>
<td>Cash, bank balances and securities, end of period</td>
<td>3,406</td>
<td>2,504</td>
<td>2,279</td>
<td>3,924</td>
<td>3,012</td>
</tr>
<tr>
<td>Interest-bearing debt</td>
<td>(6,427)</td>
<td>(5,718)</td>
<td>(5,468)</td>
<td>(8,030)</td>
<td>(9,578)</td>
</tr>
<tr>
<td><strong>Net cash/(net debt)</strong></td>
<td>(3,021)</td>
<td>(3,214)</td>
<td>(3,189)</td>
<td>(4,106)</td>
<td>(6,566)</td>
</tr>
</tbody>
</table>
Financial position and dividend

<table>
<thead>
<tr>
<th>DKKm</th>
<th>30.09.2022</th>
<th>31.12.2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intangible assets</td>
<td>23,765</td>
<td>22,750</td>
</tr>
<tr>
<td>Other non-current assets</td>
<td>3,506</td>
<td>3,291</td>
</tr>
<tr>
<td>Current assets</td>
<td>12,034</td>
<td>8,612</td>
</tr>
<tr>
<td><strong>Assets</strong></td>
<td>39,305</td>
<td><strong>34,653</strong></td>
</tr>
<tr>
<td>Equity</td>
<td>20,919</td>
<td>18,279</td>
</tr>
<tr>
<td>Non-current liabilities</td>
<td>9,250</td>
<td>7,556</td>
</tr>
<tr>
<td>Current liabilities</td>
<td>9,136</td>
<td>8,818</td>
</tr>
<tr>
<td><strong>Equity and liabilities</strong></td>
<td>39,305</td>
<td><strong>34,653</strong></td>
</tr>
</tbody>
</table>

**Interest-bearing debt, cash, bank balances and securities, net, end of year**

(3,021) (3,189)

*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>DKKm</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</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>EBITDA</td>
<td>3,720</td>
<td>4,783</td>
<td>4,823</td>
<td>(22%)</td>
<td>(1%)</td>
</tr>
<tr>
<td>EBIT¹</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>

| Cost of sales          | 22.4% | 23.6% | 22.5% | -          | -          |
| Sales & Distribution   | 36.1% | 33.6% | 32.4% | -          | -          |
| 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% | -          | -          |

¹) Includes Other operating expenses, net
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

1-14 headache days per month

Episodic eligible for preventive Tx

~55m – Diagnosed patients (~40%)

~33m – Eligible for prevention (~60%)

~10m – Currently on prophylactic treatment

Chronic

>14 headache days per month

>4 migraine days per month

≥8 migraine days per month
Vyepti: Moving into new frontiers; adapting based on learnings

**US & Europe**
Well-established effect
- **PROMISE I/II**
- **RELIEF**
- **DELIVER / DELIVER extension**

**Efficacious**
- **Fast**
- **Sustained**

**Effective in:**
- Episodic and chronic migraine
- MOH
- Treatment failures
- Reduction in frequency and severity

**Asia program**

**China: New insights**
- **SUNLIGHT**
  - China, Europe, Korea
  - MOH in chronic migraine

**Japan: Unknown effect**
- **SUNRISE**
- **SUNSET**

**LARGE REGISTRATION TRIAL**

**SMALL SPEARHEADING TRIAL**

**Impact on Asia program**
- Increasing sample size based on the outcome of **SUNLIGHT**
- Anticipated HLR in 2025

**MOH:** Medication Overuse Headache; **HLR:** Headline Results

**Learnings on new indication geography and trial population**
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**

*) ClinicalTrials.gov Identifier: NCT04688775. **) NCT05064397
Aripiprazole 2M RTU submitted in the U.S., Canada and EU: Potential to further maximize the franchise

A long-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 well-tolerated.

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 in brexipiprazole pivotal program in PTSD ongoing

Study objective

To evaluate the efficacy, safety, and tolerability of 12-week brexipiprazole + sertraline combination treatment in adult subjects with PTSD

Two studies initiated in the pivotal programme (phase III)

Brexipiprazole (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

Lundbeck and Otsuka Pharmaceutical have been seeking phase III program advice from the U.S. FDA

Given FDA guidance, the program will continue with reduced sample size with estimated headline results H2 2023

1) Clinicaltrials.gov ID: NCT04124614 and NCT04174170
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 development program

Phase II study (*AMULET*)\(^1\):
PoC study investigating the effect of Lu AF82422 on disease progression in patients with early multiple system atrophy (MSA)
- Biomarker-supported study
- Commenced November 2021

Primary endpoint:
Change from baseline in the UMSARS\(^3\) Part I and Part II Total Score (UMSARS TS) at the end of 48-72 weeks of treatment
- \(N = 60\) patients randomized 2:1 (active vs placebo)
- Placebo arm to be enriched with data from the so far largest natural history study (*TALISMAN*) conducted in early MSA\(^4\)

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

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1) Clinicaltrials.gov ID: NCT05104476. 2) PoC: Proof of Concept. 3) UMSARS: Unified Multiple System Atrophy Rating Scale. 4) ClinicalTrials.gov Identifier: NCT05453058
**RESULTS DECK**

**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)
- PTSD (n=30)

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

**Lu AG06474**

Peripherally restricted

Phase I study initiated in August 2021

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1) ClinicalTrials.gov Identifier: NCT04990219. 2) ClinicalTrials.gov Identifier: NCT04597450. 3) ClinicalTrials.gov Identifier: NCT05081518. 4) ClinicalTrials.gov Identifier: NCT05003687
Lu AF28996: A potentially new oral treatment for Parkinson’s patients experiencing motor fluctuations

D₁/D₂-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 D₁- and D₂-type dopamine receptors

Designed to solve a long-standing challenge of oral delivery of D₁/D₂-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 2019¹

• Phase Ib initiated Q1 2020²

¹ Clinicaltrials.gov ID: NCT03565094, ² NCT04291859
Focus on promising biology

Selected four biology clusters feeding into our strategy

Scientifically well-described areas still rich in targets with untapped potential
High feasibility for early de-risking and maintaining a competitive edge

- **Circuitry / neuronal biology**
  Targeting neurotransmission or synaptic dysfunction to restore brain circuits

- **Hormonal / neuropeptide signaling**
  Targeting selected pathways of pain signals and stress response

- **Well-established clusters**

- **Protein aggregation, folding and clearance**
  Targeting protein-related neurodegenerative disorders

- **Developing clusters**

- **Neuroinflammation / neuroimmunology**
  Targeting brain function through the immune system
# Broad pipeline to sustain future growth

<table>
<thead>
<tr>
<th>Biology</th>
<th>Project</th>
<th>Area</th>
<th>Phase I</th>
<th>Phase II</th>
<th>Phase III</th>
<th>Filing/launch</th>
</tr>
</thead>
</table>
| Hormonal /                      | Eptinezumab (anti-CGRP mAb)
| neuropeptide signaling        | Eptinezumab (anti-CGRP mAb)                 | Migraine prevention            |         |          | PROMISE 1 & 2| SUN-studies   |
|                               | Eptinezumab (anti-CGRP mAb)                 | Episodic cluster headache      |         | ALLEVIATE|           |               |
|                               | Lu AG09222 (anti-PACAP mAb)                  | Chronic cluster headache       |         |          | CHRONICLE  |               |
| Circuitry /                    | Brexpiprazole                                | Agitation in Alzheimer’s disease|         |          |           | HOPE          |
| neuronal biology               | Aripiprazole 2-month injectable formulation | PTSD                           |         |          |           |               |
|                               | Lu AF28996 (D1/D2 agonist)                   | Schizophrenia & bipolar I disorder|       |          |           |               |
|                               | Lu AG06466 (MAGL inhibitor)                  | Parkinson’s disease            |         |          |           |               |
| Protein aggregation,           | Lu AF82422 (anti-alpha-synuclein mAb)       | Synucleinopathies (MSA)        |         |          | AMULET     |               |
| folding and clearance          | Lu AF87908 (anti-Tau mAb)                   | Tauopathies                    |         |          |           |               |
| Neuroinflammation /            | Lu AG22515 (CD40L inhibitor)                | Neurology                      |         |          |           |               |
| neuroimmunology                |                                              |                                |         |          |           |               |

1) CGRP: Calcitonin gene-related peptide. 2) PACAP: Pituitary adenylate cyclase-activating polypeptide. 3) Acts as a partial agonist at 5-HT1A and dopamine D2 receptors at similar potency, and an antagonist at 5-HT1A and noradrenaline alpha1B/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

<table>
<thead>
<tr>
<th>Number of A-shares</th>
<th>199,148,222</th>
</tr>
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<tbody>
<tr>
<td>Number of B-shares</td>
<td>796,592,888</td>
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<tr>
<td>Total</td>
<td>995,741,110</td>
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<tr>
<td>Treasury shares</td>
<td>502,115 (0.25%)</td>
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<tr>
<td>Insider holdings</td>
<td>156,348 (0.08%)</td>
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<td>Classes of shares</td>
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<td>Restrictions</td>
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<td>ISIN code</td>
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<td></td>
<td>DK0061804770 (B)</td>
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<td>Bloomberg ticker</td>
<td>HLUNA DC and</td>
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<td>symbol</td>
<td>HLUNB DC</td>
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1) 2021 Annual Report. Data based on one share class

For more information, please contact Investor Relations

**IR contact**

**Palle Holm Olesen**
VP; Head of Investor Relations
Mobile: +45 3083 2426
palo@lundbeck.com or polesen3@bloomberg.net

**Financial calendar**

<table>
<thead>
<tr>
<th>Fiscal Year</th>
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<tbody>
<tr>
<td>FY 2022</td>
<td>February 8, 2023</td>
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<tr>
<td>Q1 2023</td>
<td>May 10, 2023</td>
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<td>Q2 2023</td>
<td>August 16, 2023</td>
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