Financial results and business update 2022

Jenna Humphries, Australia
Living with migraine
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2022 performance overview and highlights
(reporting numbers)

Excellent revenue performance

- DKK 18.2 bn
  - Revenue up +12%
  - +31% Strategic brands revenue
  - +104% Vyepti revenue

Strategic brands deliver strong double-digit growth

- DKK 12.1 bn
  - +67% Strategic brands of total revenue
  - Double-digit growth in all regions

Robust profit growth, while investing for growth

- DKK 4.66 bn
  - EBITDA up +25%
  - 26% EBITDA margin
  - 23% Core EBIT margin

Pipeline continues to progress

- Brexpiprazole AAD submitted:
  - PDUFA - May 10, 2023
- Ari. 2M RTU submitted:
  - PDUFA - April 27, 2023
- Finished enrollment in two phase II trials

AAD: Agitation in Alzheimer’s Dementia. RTU: Ready to Use
Strategic brands powering growth across the portfolio

% Revenue contribution

<table>
<thead>
<tr>
<th>Year</th>
<th>USA</th>
<th>International Markets</th>
<th>Europe</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>24%</td>
<td>47%</td>
<td>29%</td>
</tr>
<tr>
<td>2022</td>
<td>23%</td>
<td>49%</td>
<td>28%</td>
</tr>
</tbody>
</table>

Key drivers of revenue:

- **Strategic**: Continued double digit growth across all regions
- **Mature**: Cipralex/Lexapro continues to be relatively stable

Strong growth from strategic brands

<table>
<thead>
<tr>
<th>Year</th>
<th>Strategic brands</th>
<th>Mature brands</th>
<th>Other revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>58%</td>
<td>12%</td>
<td>30%</td>
</tr>
<tr>
<td>2022</td>
<td>67%</td>
<td>7%</td>
<td>26%</td>
</tr>
</tbody>
</table>

Mature brands growth: +7% in L.C.

Strategic brands growth: +12% in L.C.

International Markets:
- USA: +20% in L.C.
- Europe: +6% in L.C.

FY 2022: Business update
Vyepti: Strong growth in the U.S.

U.S. growth advances

- Strong growth based on improved sales force effectiveness and KOL engagement
- Growth in new patients starts with continued persistency outpacing competitors
- Growing number of “loyalists” that describe efficacy as “transformative” indicating continued traction with clinical efficacy messaging
- Prevention market share continues to grow in the U.S.: 5.4%**

Vyepti was approved by FDA in February 2020 and by the EU Commission in January 2022. *) Weekly data view through January 20, 2023. **) Thru November 2022
Vyepti: Global rollout progressing as planned

Strong adoption across new markets

- Launched in nine markets in 2022: Australia, Canada, Denmark, Estonia, Finland, Germany, Singapore, Sweden and Switzerland
- Volume share of prevention market:
  - 13% market share in U.A.E.
  - 6% in Switzerland (7th month)
  - 1% in Germany (3rd month)
- Strong uptake in Canada
- Most recently launched in France and UK is in launch preparation
- Around 15 launches planned for 2023
Strong Brintellix/Trintellix growth underpinned by excellent efficacy profile

Excellent development of sales in Japan
- 10.1% value market share (up 4.3ppt in 2022)
- In Japan, Trintellix continues to grow with stronger positioning as a first-line treatment being established among psychiatrists

Europe and International Markets accelerate growth post-pandemic
- Canada, Spain, China and Italy provide the largest absolute growth
- Positive growth across multiple other markets

Growth in the U.S. anti-depressant market has returned to pre-pandemic levels (~1-2%)
- Focused messaging and sales force effort is expected to drive new patient starts and overall demand growth

Trintellix was approved by FDA September 2013 and Brintellix by EMA December 2013
Rexulti sales growth outstanding in 2022 driven by strong demand growth

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

- Share at all time high
- Number of R\textsubscript{x} increased with strong in person promotion and DTC offering
- AAD launch preparations progressing rapidly

...and in countries such as Brazil and Canada

- Dynamic growth in Canada of close to 30\% y/y with volume share at \~3.6\%**
- Brazil more than doubled sales with volume share at \~1.9\%**

\* Bloomberg, data ending December 2022.
\*\* November 2022
Abilify Maintena delivered solid growth in North America and Europe

Strong growth in 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
• PDUFA date set for April 27, 2023
• Also submitted in Canada and Europe

Abilify Maintena was approved by FDA and by the EU Commission in February and November 2013, respectively
Exceptional revenue and profit growth

Key figures

<table>
<thead>
<tr>
<th>DKKm</th>
<th>FY 2022</th>
<th>FY 2021</th>
<th>Δ</th>
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</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>18,246</td>
<td>16,299</td>
<td>+12%</td>
</tr>
<tr>
<td>Gross margin</td>
<td>78.3%</td>
<td>77.6%</td>
<td>+0.7pp</td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>7,689</td>
<td>6,818</td>
<td>+13%</td>
</tr>
<tr>
<td>R&amp;D</td>
<td>3,754</td>
<td>3,823</td>
<td>-2%</td>
</tr>
<tr>
<td>Core EBIT</td>
<td>4,155</td>
<td>3,517</td>
<td>+18%</td>
</tr>
<tr>
<td>(in % of revenue)</td>
<td>22.8%</td>
<td>21.6%</td>
<td>+1.2pp</td>
</tr>
<tr>
<td>EBITDA</td>
<td>4,663</td>
<td>3,720</td>
<td>+25%</td>
</tr>
<tr>
<td>(in % of revenue)</td>
<td>25.6%</td>
<td>22.8%</td>
<td>+2.8pp</td>
</tr>
</tbody>
</table>

Comments

- **Revenue** up +12% in reported with underlying organic growth rate of approx. 7%. FX tailwind of ~8% mitigated partially by hedging impact of -4% on the back of a strengthening USD
- **Gross margin**: +0.7pp higher compared to 2021, despite the provision for Vyepti inventory obsolescence in the amount of approximately DKK 200m taken in Q4
- **SG&A** increase of 13% thereof pure organic increase of +5%. Higher promotion and sales costs due to normalization of activity levels and Vyepti launch costs
- **R&D costs** slightly reduced following completion of several clinical studies on marketed products
Vyepti moving towards state-of-the-art manufacturing

**Vyepti provision for inventory obsolescence**
- A DKK 228 million provision for Vyepti inventory obsolescence has been recognized in Cost of sales in 2022
- The provision is a consequence of:
  - A fixed batch quantity supply agreement effective for five years up to mid-2023 was inherited with the acquisition of Alder BioPharmaceuticals Inc.
  - Higher than originally expected production yields from the current production cell line
  - Recent progress increases the likelihood of success of the planned transition from pichia to CHO-based manufacturing
  - Additional provision of approximately DKK 300m planned in 2023, included in guidance

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**Pichia vs. CHO manufacturing**

**Pichia Pastoris**
- Yeast cells

**Chinese Hamster Ovary (CHO)**
- Mammalian Cells
Strong growth of more than 40% in both EBIT and EPS

Reported numbers

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<tr>
<th></th>
<th>2022</th>
<th>2021</th>
<th>Δ</th>
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<tbody>
<tr>
<td>EBIT (in % of revenue)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>2,852</td>
<td>2,010</td>
<td>+42%</td>
</tr>
<tr>
<td></td>
<td>15.6%</td>
<td>12.3%</td>
<td>+3.3pp</td>
</tr>
<tr>
<td>Net financials, expenses</td>
<td>378</td>
<td>429</td>
<td>-12%</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>2,474</td>
<td>1,581</td>
<td>+56%</td>
</tr>
<tr>
<td>Income tax</td>
<td>558</td>
<td>263</td>
<td>+112%</td>
</tr>
<tr>
<td>Effective tax rate (%)</td>
<td>22.6%</td>
<td>16.6%</td>
<td>-</td>
</tr>
<tr>
<td>Profit for the period</td>
<td>1,916</td>
<td>1,318</td>
<td>+45%</td>
</tr>
<tr>
<td>EPS (DKK)</td>
<td>1.93</td>
<td>1.33</td>
<td>+45%</td>
</tr>
</tbody>
</table>

Comments

- Underlying organic EBIT growth of +42%
- Decrease in net financial expenses due to lower net interest costs, gain from other financial assets partially offset by Q1 2022 fair value adjustment on CVR for EMA approval of Vyepti
- Effective tax rate of 22.6%
- Net profit and EPS growth reflect EBIT performance
Solid operational cash flow while also investing for growth

<table>
<thead>
<tr>
<th></th>
<th>2022</th>
<th>2021</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EBIT</strong></td>
<td>2,852</td>
<td>2,010</td>
</tr>
<tr>
<td>Adjustments for non-cash items</td>
<td>1,615</td>
<td>1,148</td>
</tr>
<tr>
<td>Change in Working capital</td>
<td>(405)</td>
<td>(305)</td>
</tr>
<tr>
<td><strong>Cash flows from operations</strong></td>
<td>4,062</td>
<td>2,852</td>
</tr>
<tr>
<td>Other changes in operating activities</td>
<td>(543)</td>
<td>(581)</td>
</tr>
<tr>
<td>Cash flows from investing activities</td>
<td>(1,892)</td>
<td>(610)</td>
</tr>
<tr>
<td><strong>Cash flows from operating and investing activities (free cash flow)</strong></td>
<td>1,627</td>
<td>1,662</td>
</tr>
<tr>
<td>Cash flows from financing activities</td>
<td>(387)</td>
<td>(3,336)</td>
</tr>
<tr>
<td><strong>Net cash flow for the period</strong></td>
<td>1,240</td>
<td>(1,674)</td>
</tr>
</tbody>
</table>

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<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Net debt</td>
<td>(2,183)</td>
<td>(3,189)</td>
</tr>
<tr>
<td>Net debt/EBITDA</td>
<td>~0.5x</td>
<td>~0.9x</td>
</tr>
</tbody>
</table>

Comments

- EBIT growth of 42% 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
2023 financial guidance

FY 2023 financial guidance

<table>
<thead>
<tr>
<th>DKKm</th>
<th>FY 2021 Actual</th>
<th>FY 2022 Actual</th>
<th>2023 Guidance</th>
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<tbody>
<tr>
<td>Revenue</td>
<td>16,299</td>
<td>18,246</td>
<td>19.4 – 20.0bn</td>
</tr>
<tr>
<td>EBITDA</td>
<td>3,720</td>
<td>4,663</td>
<td>4.8 – 5.2bn</td>
</tr>
</tbody>
</table>

FY 2023 housekeeping items

Revenue
- Continued solid growth of Abilify Maintena, Brintellix/Trintellix and Rexulti
- Strong momentum for Vyepti continues; rolling out globally
- Slight erosion of Cipralex/Lexapro sales
- Negative effects from hedging expected DKK ~75 million

Profits
- Amortization of product rights expected DKK ~1.5bn
- SG&A costs expected to increase due to launches
- R&D costs expected to be broadly stable

Guidance based on exchange rates from end of November 2022
Solid growth in revenue and EBITDA expected to continue over the mid-term

Revenue performance (DKKbn)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue Performance</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>~25</td>
</tr>
<tr>
<td>2020</td>
<td>~26</td>
</tr>
<tr>
<td>2021</td>
<td>~27</td>
</tr>
<tr>
<td>2022</td>
<td>~28</td>
</tr>
<tr>
<td>2023E</td>
<td>~29</td>
</tr>
</tbody>
</table>

Expected organic development towards mid-term aspiration (3-4 years)

- Continued double-digit growth for strategic brands in aggregate
- Slight erosion of mature brands sales
- Amortization of product rights expected DKK ~1.4bn
- Launch investments for Vyepti, brexipiprazole AAD and aripiprazole 2M RTU to drive mid-term growth
- R&D costs expected to remain broadly stable supporting the transformation of R&D

EBITDA margin (%)

- Mid-single digit CAGR
- Mid-term aspiration ~30-32%
Strong progress in the pipeline

- Brexpiprazole **positive phase III data** in Agitation in Alzheimer’s Dementia
  - Priority review ongoing in the U.S. with PDUFA date set for May 10, 2023
- Aripiprazole 2-month formulation (ready-to-use long-term injectable) **submitted for regulatory approval** in the U.S., EU and Canada
- Vyepti approved in EU and continued global regulatory roll-out
- Vyepti **PK-study** results **increase likelihood** of success of transition from pichia to CHO manufacturing
- Brintellix/Trintellix **LCM program concluded successfully** with strong support for its unique profile
- Two phase II/PoC programs (**HOPE** and **AMULET**) **completed enrollment**, awaiting results in 2023/2024
- First **neuroimmunology** and **neurohormonal** programs entered into clinical development
- Rich innovative Research pipeline established, including **SMiRNA** modality

**SMiRNA**: Small molecules interacting with RNA
Brexpiprazole offers an exciting treatment option for patients with Agitation in Alzheimer’s Dementia (AAD)

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

- Blockbuster potential
  - AAD has blockbuster potential for the Lundbeck/Otsuka alliance

- 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**


***) EPS: Extrapyramidal Symptoms. MMRM: Mixed Model Repeated Measures. CMAI: Cohen-Mansfield Agitation Inventory. CGI-S: The Clinical Global Impressions Scale
Brexpiprazole, in combination with sertraline, is being evaluated in two phase III PTSD trials

High unmet need in Post-traumatic Stress Disorder (PTSD)

~8.6m U.S. adults affected, but ~80% estimated to be undiagnosed¹, ²

Growing economic and social burden of care

Inadequate response with approved SSRIs - polypharmacy the norm

Exploratory PoC study in PTSD⁴ suggested effects of brexpiprazole in combination with sertraline

The combination of brexpiprazole and sertraline showed improvement versus placebo (p<0.01) on the primary endpoint (CAPS-5 total score)³

Brexpiprazole or sertraline alone did not demonstrate an effect

The overall safety and tolerability of brexpiprazole were good

Phase III program

**Study #1: Flexible-dose study⁵**

- 12-week treatment period
- Placebo
- Sertraline up to 150 mg/day
- Brexpiprazole up to 3mg + sertraline up to 150mg/day

**Data read-out H2 2023**

**Study #2: Fixed-dose study⁶**

- 12-week treatment period
- Placebo
- Sertraline up to 150 mg/day
- Brexpiprazole 2mg + sertraline up to 150mg/day
- Brexpiprazole 3mg + sertraline up to 150mg/day

**Data read-out H2 2023**


5) Clinicaltrials.gov ID: NCT04124614. 6) NCT04174170
Lu AG09222 holds the potential to be first-in-class with a differentiated approach to migraine prevention

Medical condition
Migraine prevention with prior treatment failures

Molecule
Anti-PACAP* humanized IgG1 antibody
– Rich biology provides differentiated approach to migraine prevention and potential in other pain conditions

Clinical development phase
Phase IIa/PoC HOPE trial - prevention of migraine (EM, CM) in adults not helped by prior treatments
– Change from baseline in the number of MMD (week 1-4)
– 230 patients randomized 2:1:2 (high dose : low dose : placebo)
Possibility for subQ development established

Notes: *PACAP: Anti-pituitary adenylate cyclase activating peptide. VIP: Vasoactive intestinal peptide; EM / CM: Episodic / Chronic Migraine; MMD: Monthly Migraine Days. SubQ: Subcutaneous administration
Lu AF82422 in phase II - Potential first therapy delaying disease progression in Multiple System Atrophy

Medical condition
Alpha-synucleinopathies: Multiple System Atrophy
– A rare, aggressive, disease with a high unmet medical need

Molecule
Anti alpha-synuclein IgG1 antibody
– Binds to multiple species, including C-terminal truncated forms; target engagement on monomers in CSF shown

Clinical development phase
Phase II: Innovative and adaptive, supported by biomarkers
– UMSARS Part I and Part II Total Score; 48-72 weeks of treatment
– 60 patients randomized 2:1 (active : placebo) – Placebo arm to be enriched with data from TALISMAN natural history study in early MSA

Notes: UMSARS: Unified Multiple System Atrophy Rating Scale; MSA: Multiple System Atrophy
Streamlined R&D platform on track to develop the product pipeline

<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>
<tbody>
<tr>
<td>Hormonal/neuropeptide signaling</td>
<td>Eptinezumab (anti-CGRP mAb) 1)</td>
<td>Migraine prevention</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td></td>
<td>Eptinezumab (anti-CGRP mAb) 1)</td>
<td>Cluster headache</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td>Lu AG09222 (anti-PACAP mAb) 3)</td>
<td>Migraine prevention</td>
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<tr>
<td></td>
<td>Lu AG13909 (anti-ACTH mAb) 3)</td>
<td>Neuro-hormonal dysfunctions</td>
<td></td>
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</tr>
<tr>
<td>Circuitry/neuronal biology</td>
<td>Brexpiprazole 4)</td>
<td>Agitation in Alzheimer’s dementia</td>
<td></td>
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</tr>
<tr>
<td></td>
<td>Brexpiprazole 4)</td>
<td>PTSD</td>
<td></td>
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<tr>
<td></td>
<td>Aripiprazole 2-month injectable formulation 2)</td>
<td>Schizophrenia &amp; bipolar I disorder</td>
<td></td>
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<tr>
<td></td>
<td>Lu AF28996 (D1/D2 agonist)</td>
<td>Parkinson’s disease</td>
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<tr>
<td></td>
<td>Lu AG06466 (MAGL inhibitor) 6)</td>
<td>PTSD</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Protein aggregation, folding and clearance</td>
<td>Lu AF82422 (anti alpha-synuclein mAb)</td>
<td>Synucleinopathies (MSA)</td>
<td></td>
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<tr>
<td></td>
<td>Lu AF87908 (anti-Tau mAb)</td>
<td>Tauopathies</td>
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<tr>
<td>Neuroinflammation/neuroimmunology</td>
<td>Lu AG22515 (CD40L inhibitor)</td>
<td>Neurology</td>
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Streamlined R&D organization in place focused on four biological clusters for innovation

Biomarker driven development with active portfolio management: “Up or out”

Strong progress in both late-stage LCM as well as the early and mid-stage pipeline

Potential to improve longer-term pipeline through BD (in-licensing, M&A)

1) CGRP: Calcitonin gene-related peptide. 2) PACAP: Pituitary adenylate cyclase-activating polypeptide. 3) Adrenocorticotropic hormone. 4) Acts as a partial agonist at 5-HT1A and dopamine D2 receptors at similar potency, and an antagonist at 5-HT2A and noradrenaline alpha2B receptors. 5) Life cycle management in partnership with Otsuka Pharmaceuticals. 6) MAGL: Monoacylglycerol lipase
Selected deliverables 2023

• Brexpiprazole AAD: FDA approval
  (The FDA PDUFA date for completion of the review is May 10, 2023 following priority review)

• Aripiprazole 2M RTU: Approvals
  (The FDA PDUFA date for completion of the review is April 27, 2023)

• Vyepti: Continue geographical and indication expansion

• Lu AG09222 (PACAP): Phase II HLR in migraine prevention
  (Expected mid-2023)

• Brexpiprazole PTSD: HLR from two phase III trials
  (Expected H2 2023)

RTU: Ready-to-Use. AAD: Agitation in Alzheimer’s dementia. HLR: Headline results
Sustainability is integral to how we do business

- **8th** consecutive year of achieving a CDP leadership score
- **100% of electricity** for Lundbeck Denmark is green from new solar park
- **29%** reduction of emissions from sites*
- **Updated near-term climate targets** according to new SBTi guidance
- **Low Carbon Transition Plan:** Demonstrating path to zero emission no later than 2050

- **+8 million people** reached on a daily average with our portfolio of products*
- Increased **donations** to Low-Middle Income Countries
- Launched **Neurodiverse** workplace commitment
- Increased share of women in senior management to **33.8%**
- Selection of third parties and suppliers based on **good governance** compliance

*) Compared to baseline 2019. SBTi: Science Based Targets initiative
Lundbeck priorities for 2023

Continue to deliver solid financial performance
- Drive growth momentum for our core brands
- Robust cash generative business
- Strong balance sheet
- Ensuring financial capacity for long-term growth

Advance progress in our R&D pipeline
- Approval of brexpiprazole AAD and aripiprazole 2M RTU
- Maturing pipeline with promising science for future growth – several data read-outs the next 12-15 months

Sustainability is integral to how we do business
- Remain committed to the UN Global Compact
- Contribute to addressing seven of the Sustainable Development Goals
- CSRD readiness progressing

Building on external innovation
- Focusing on niche/specialty and rare disease neurology and psychiatry indications
- Address product replacement need into the late decade
- Expanding early/mid-stage pipeline

AAD: Agitation in Alzheimer’s dementia. RTU: Ready To Use. CSRD: EU’s Corporate Sustainability Reporting Directive
Q&A
Appendix
## Product distribution of revenue – Q4 2022 and FY 2022

<table>
<thead>
<tr>
<th>DKKm</th>
<th>FY 2022</th>
<th>FY 2021</th>
<th>Q4 2022</th>
<th>Q4 2021</th>
<th>Growth</th>
<th>Growth in local currencies</th>
<th>% of total (FY 2022)</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>4,277</td>
<td>3,526</td>
<td>1,100</td>
<td>961</td>
<td>14%</td>
<td>7%</td>
<td>24%</td>
</tr>
<tr>
<td>Rexulti/Rxulti</td>
<td>3,890</td>
<td>2,849</td>
<td>1,073</td>
<td>737</td>
<td>46%</td>
<td>26%</td>
<td>21%</td>
</tr>
<tr>
<td>Abilify Maintena</td>
<td>2,964</td>
<td>2,420</td>
<td>800</td>
<td>610</td>
<td>31%</td>
<td>24%</td>
<td>16%</td>
</tr>
<tr>
<td>Vyepti</td>
<td>1,004</td>
<td>492</td>
<td>332</td>
<td>164</td>
<td>102%</td>
<td>77%</td>
<td>6%</td>
</tr>
<tr>
<td>Strategic brands</td>
<td>12,135</td>
<td>9,287</td>
<td>3,305</td>
<td>2,472</td>
<td>34%</td>
<td>22%</td>
<td>67%</td>
</tr>
<tr>
<td>Cipralex/Lexapro</td>
<td>2,360</td>
<td>2,346</td>
<td>486</td>
<td>511</td>
<td>(5%)</td>
<td>(6%)</td>
<td>13%</td>
</tr>
<tr>
<td>Sabril</td>
<td>636</td>
<td>657</td>
<td>154</td>
<td>170</td>
<td>(9%)</td>
<td>(21%)</td>
<td>3%</td>
</tr>
<tr>
<td>Onfi</td>
<td>426</td>
<td>505</td>
<td>109</td>
<td>123</td>
<td>(11%)</td>
<td>(24%)</td>
<td>2%</td>
</tr>
<tr>
<td>Other pharmaceuticals</td>
<td>3,000</td>
<td>3,104</td>
<td>741</td>
<td>666</td>
<td>11%</td>
<td>7%</td>
<td>16%</td>
</tr>
<tr>
<td>Other revenue</td>
<td>277</td>
<td>347</td>
<td>72</td>
<td>136</td>
<td>(47%)</td>
<td>(49%)</td>
<td>2%</td>
</tr>
<tr>
<td>Effects from hedging</td>
<td>(588)</td>
<td>53</td>
<td>(187)</td>
<td>(25)</td>
<td></td>
<td></td>
<td>(3%)</td>
</tr>
<tr>
<td>Total revenue</td>
<td>18,246</td>
<td>16,299</td>
<td>4,680</td>
<td>4,053</td>
<td>15%</td>
<td>11%</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
- Strategic brands up 35%* to DKK 7.3bn – 80% of sales
- Vyepti and Rexulti key contributors to growth
- United States accounts for almost 50% of total revenue

International markets
- Strategic brands up 30%* to DKK 2.1bn – 40% of sales
- Vyepti roll-out started

Europe
- Strategic brands up 20%* to DKK 2.7bn – 65% of sales
- Strategic brands show robust growth across most markets driven by demand

* Reported numbers

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
Strategic brands are major revenue contributors, continuing strong growth momentum

+31%  
Strategic brands sales growth (+20% in L.C.)

DKK 12.1bn  
Global Lundbeck sales in 2022 (67% of total Lundbeck sales)

- All four strategic brands showed double-digit growth in 2022
- Strategic brands grew significantly in all regions
  - 35%, 30% and 20% 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 80% in L.C. (104% reported) to DKK 1,004m in FY 2022

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

Additional launches planned for 2023 and beyond

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 13% (L.C.) to DKK 4.3bn in 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 37% – an effective drug that is meeting patient needs

Grew 21% in L.C. to DKK 3.9bn in 2022

Continued solid traction in market shares

In the U.S., volume (TRx) is up 15% y/y in Q4 2022, NRx up 16%*)

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

---

*Figures are based on Lundbeck’s internal forecasts and are preliminary. Actual results may differ.

Rexulti sales per region**
(Quarterly - DKKm)

Rexulti sales**
(FY - DKKm)
Abilify Maintena: Growing 22% in 2022

Grew 16% (L.C.) to DKK 3.0bn in 2022

Global LAI market up 2.4% to USD 6.1bn (FY 2022)*
- Continued robust traction in value share*
- Abilify Maintena’s share of the global LAI market was 19.6% in 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
Cipralex/Lexapro: Sales grew 1% in 2022

Grew 1% (down 2% in L.C.) to DKK 2.4bn in 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 was approved by the FDA in August 2009. Lundbeck has only promoted Sabril in the U.S.

Down 21% in L.C. (down 9% reported) to DKK 154m in Q4 2022

Down 14% in L.C. (down 3% reported) to DKK 636m in 2022
Onfi: Sales impacted by generic erosion from October 2018

Down 24% L.C. (1 down 1% reported) to DKK 109m in Q4 2022

Down 25% L.C. (down 16% reported) to DKK 426m in 2022

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

Grew 7% in L.C. (up 11% reported) to DKK 741m in Q4 2022

Down 9% in L.C. (down 3% reported) to DKK 3.0bn in 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
Other revenue

Down 49% in L.C. (down 47% reported) to DKK 72m in Q4 2022

Down 22% in L.C. (down 20% reported) to DKK 277m in 2022

Mostly contract manufacturing to third-party
Lundbeck is well-positioned through its strong balance sheet

**Comments**

- Inventories driven by Vyepti, Xenazine and FX
- Equity ratio increased to 55.4% from 52.7% at the end of 2022

**ROIC improved from 7.9% (FY2021) to 9.9%**

- Net debt/EBITDA declined from 0.9x to 0.5x
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 0.5 - 0bn by end-2023 and Net debt/EBITDA expected to be around zero

Lundbeck is solidly funded with its current facilities
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
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 ~350m
- In 2022 effects from hedging reach a loss of DKK 588m vs a gain of DKK 53m in 2021

*) Other includes JPY, AUD and other currencies. Excluding effects from hedging. **) Source: Bloomberg – data until January 19, 2023
## Cash generation

<table>
<thead>
<tr>
<th></th>
<th>DKKm</th>
<th>Q4 2022</th>
<th>Q4 2021</th>
<th>FY 2022</th>
<th>FY 2021</th>
<th>FY 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Cash flows from operating activities</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>1,287</td>
<td>424</td>
<td>3,519</td>
<td>2,272</td>
<td>3,837</td>
</tr>
<tr>
<td><strong>Cash flows from investing activities</strong></td>
<td></td>
<td>(532)</td>
<td>(319)</td>
<td>(1,892)</td>
<td>(610)</td>
<td>(467)</td>
</tr>
<tr>
<td><strong>Cash flows from operating and investing activities (free cash flow)</strong></td>
<td></td>
<td>755</td>
<td>105</td>
<td>1,627</td>
<td>1,662</td>
<td>3,370</td>
</tr>
<tr>
<td><strong>Cash flows from financing activities</strong></td>
<td></td>
<td>(556)</td>
<td>(341)</td>
<td>(387)</td>
<td>(3,336)</td>
<td>(2,394)</td>
</tr>
<tr>
<td><strong>Net cash flow for the period</strong></td>
<td></td>
<td>199</td>
<td>(236)</td>
<td>1,240</td>
<td>(1,674)</td>
<td>976</td>
</tr>
<tr>
<td><strong>Cash, bank balances and securities, end of period</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>3,548</td>
<td>2,279</td>
<td>3,548</td>
<td>2,279</td>
<td>3,924</td>
</tr>
<tr>
<td><strong>Interest-bearing debt</strong></td>
<td></td>
<td>(5,731)</td>
<td>(5,468)</td>
<td>(5,731)</td>
<td>(5,468)</td>
<td>(8,030)</td>
</tr>
<tr>
<td><strong>Net cash/(net debt)</strong></td>
<td></td>
<td>(2,183)</td>
<td>(3,189)</td>
<td>(2,183)</td>
<td>(3,189)</td>
<td>(4,106)</td>
</tr>
</tbody>
</table>
Financial position and dividend

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Intangible assets</td>
<td>22,500</td>
<td>22,750</td>
</tr>
<tr>
<td>Other non-current assets</td>
<td>3,540</td>
<td>3,291</td>
</tr>
<tr>
<td>Current assets</td>
<td>11,412</td>
<td>8,612</td>
</tr>
<tr>
<td>Assets</td>
<td>37,452</td>
<td>34,653</td>
</tr>
<tr>
<td>Equity</td>
<td>20,779</td>
<td>18,279</td>
</tr>
<tr>
<td>Non-current liabilities</td>
<td>8,474</td>
<td>7,556</td>
</tr>
<tr>
<td>Current liabilities</td>
<td>8,199</td>
<td>8,818</td>
</tr>
<tr>
<td>Equity and liabilities</td>
<td>37,452</td>
<td>34,653</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>(2,183)</td>
<td>(3,189)</td>
<td></td>
</tr>
</tbody>
</table>

*Based on the B-share price of DKK 26.56

- Proposed dividend payout of DKK 0.58 per share to be paid-out for 2022, corresponding to a payout ratio of approx. 31%
- A total of DKK 578 million and a yield of 2.2%*
- Dividend policy: Pay-out ratio of 30-60% from 2019
## Costs – Full year figures

<table>
<thead>
<tr>
<th></th>
<th>DKKm</th>
<th>2022</th>
<th>2021</th>
<th>2020</th>
<th>2022 (∆%)</th>
<th>2021 (∆%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>18,246</td>
<td>16,299</td>
<td>17,672</td>
<td></td>
<td>12%</td>
<td>(8%)</td>
</tr>
<tr>
<td>Cost of sales</td>
<td>3,951</td>
<td>3,648</td>
<td>4,166</td>
<td></td>
<td>8%</td>
<td>(12%)</td>
</tr>
<tr>
<td>Sales &amp; Distribution costs</td>
<td>6,610</td>
<td>5,885</td>
<td>5,946</td>
<td></td>
<td>12%</td>
<td>(1%)</td>
</tr>
<tr>
<td>Administrative expenses</td>
<td>1,079</td>
<td>933</td>
<td>966</td>
<td></td>
<td>16%</td>
<td>(3%)</td>
</tr>
<tr>
<td>R&amp;D costs</td>
<td>3,754</td>
<td>3,823</td>
<td>4,545</td>
<td></td>
<td>(2%)</td>
<td>(16%)</td>
</tr>
<tr>
<td><strong>Total costs</strong></td>
<td><strong>15,394</strong></td>
<td><strong>14,289</strong></td>
<td><strong>15,623</strong></td>
<td></td>
<td>8%</td>
<td>(9%)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>4,663</td>
<td>3,720</td>
<td>4,783</td>
<td></td>
<td>25%</td>
<td>(22%)</td>
</tr>
<tr>
<td>EBIT 1)</td>
<td>2,852</td>
<td>2,010</td>
<td>1,990</td>
<td></td>
<td>42%</td>
<td>1%</td>
</tr>
<tr>
<td>Core EBIT</td>
<td>4,155</td>
<td>3,517</td>
<td>4,436</td>
<td></td>
<td>18%</td>
<td>(21%)</td>
</tr>
</tbody>
</table>

### Notes:

1) Includes Other operating expenses, net
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%

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)

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

*p<0.05, **p<0.01, ***p<0.001

CMAI=Cohen-Mansfield Agitation Inventory

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

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

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

*p<0.05, **p<0.01, ***p<0.001

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.

The efficacy of brexpiprazole 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.

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.

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

- **Chronic**
  - ≥8 migraine days per month

Migraine prevalence

~55m – Diagnosed patients (~40%)

~33m – Eligible for prevention (~60%)

~10m – Currently on prophylactic treatment

FY 2022: APPENDIX
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

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

SUNLIGHT
- Small Spearheading Trial

Japan: Unknown effect

SUNRISE
- Japan, China, Europe, Korea
- Chronic migraine

SUNSET
- Large Registration Trial
  - Learnings on new indication geography and trial population

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

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

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

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
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

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¹ Clinicaltrials.gov ID: NCT03565094. ² NCT04291859
Lu AG22515 – first neuroimmunology program progressing in phase I

Medical condition
Immune-mediated nervous system disorders

Molecule
Differentiated anti-CD40L antibody-like drug candidate
- Recombinant bispecific scFv-Fab fusion protein, which binds to human serum albumin
- Longer half-life expected due to SAFA technology and possibly better safety profile than competitors

Highest phase for lead asset
Phase I: Selecting the most promising indications
- Clinical development program initiated March 2022
- Pipeline in a product – Several potential indications

Notes: scFv: single-chain Variable Fragment; Fab: Fragment antigen binding region; SAFA: Anti-Serum Albumin Fab;
Lu AG13909 – first neurohormonal program started clinical development

Medical condition
Neurohormonal dysfunctions related to HPA axis

Molecule
Anti-ACTH humanized IgG1 antibody
– First in class mAb with potential to offer a safe and efficacious treatment alternative to patients suffering from conditions with increased ACTH

Highest phase for lead asset
Clinical development program was initiated December 2022

ACTH: Adrenocorticotropic hormone. HPA axis: Hypothalamic-pituitary-adrenal axis
Broad MAGLipase program ongoing

Lu AG06466
Inhibitor of the monoacylglycerol lipase (MAGL) and selective modulator of the endocannabinoid system

CNS penetrant

Ongoing phase Ib study
• PTSD (n=30)\(^1\)

Lu AG06474
• Peripherally restricted
• Phase I study initiated in August 2021\(^2\)

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1) ClinicalTrials.gov Identifier: NCT04597450. 2) ClinicalTrials.gov Identifier: NCT05003687
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

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

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

- Neuroinflammation / neuroimmunology
  Targeting brain function through the immune system
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>Description</th>
<th>Value</th>
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<tbody>
<tr>
<td>Number of A-shares</td>
<td>199,148,222</td>
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<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 A shares¹</td>
<td>580,280</td>
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<tr>
<td>Treasury B shares</td>
<td>2,321,120</td>
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<td>Total treasury shares</td>
<td>2,901,400 (0.29%)</td>
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<tr>
<td>Insider holdings¹</td>
<td>713,562,000 (0.07%)</td>
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<td>Classes of shares</td>
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<td>Restrictions</td>
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<td>Bloomberg ticker symbol</td>
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1) 2022 Annual Report