

# Q1 2024 presentation

Webcast  
3 May 2024



# Agenda and presenters

- Q1 highlights
- Performance
  - European tablet sales
  - Global sales and market trends
  - Financials
- Strategy
  - Status on current priorities
  - Update on ongoing strategy review
- 2024 outlook
- Q&A session



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*This presentation contains forward-looking statements, including forecasts of future revenue and operating profit, as well as expected business-related events. Such statements are subject to risks and uncertainties, as various factors, some of which are beyond ALK's control, may cause actual results and performance to differ materially from the forecasts made in this presentation. The coronavirus pandemic, and the extent and duration of countermeasures against the virus, represent additional uncertainties that may also affect forward-looking statements.*

# Q1: Robust start to the year

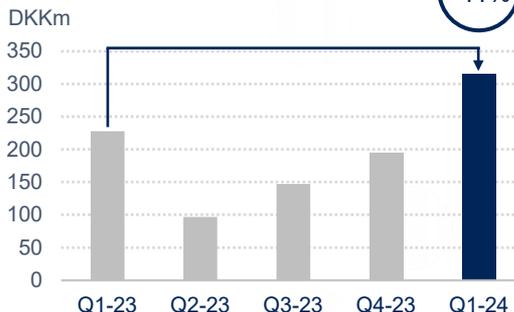
*Full-year guidance updated*

- 10% growth in total revenue, EBIT up 41%
- 22% growth in global tablet sales, 28% growth in Europe
- USA and China impacted by fluctuations and phasing
- Strategic initiatives to optimise ALK's business platform

## Revenue



## EBIT



*Revenue and EBIT growth rates are stated in local currencies*



# Update on European tablet sales

*Q1 sales exceeded expectations*

- Strong inflow of new patients vs. weak quarter last year
- Focused sales & marketing activities since spring '23
- Accelerating market transition in Germany
- Improved pricing, including rebate adjustments

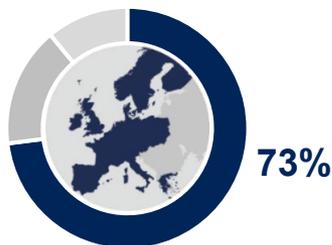


# Strong growth in Europe

Tablets key to growth in Europe

## Europe

Share of Q1 revenue



992m

837m

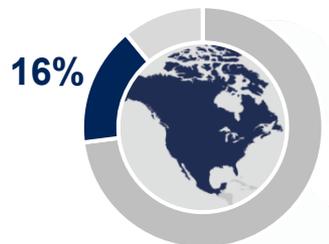
+18%

■ Q1 2024

■ Q1 2023

## North America

Share of Q1 revenue



211m

209m

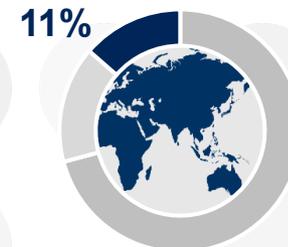
+2%

■ Q1 2024

■ Q1 2023

## International markets

Share of Q1 revenue



148m

188m

-18%

■ Q1 2024

■ Q1 2023

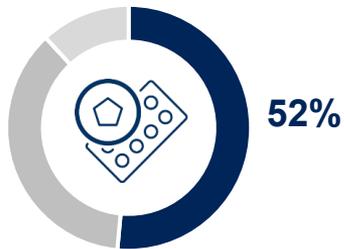
Sales in all regions expressed in DKK – Organic growth rates are stated in local currencies

# High double-digit growth in tablet sales

Double-digit growth in tablet sales in Europe and North America

## Tablets

Share of revenue



706m

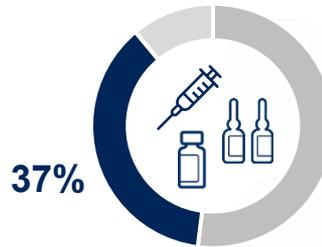
581m

+22%

■ Q1 2024 ■ Q1 2023

## SCIT/SLIT-drops

Share of revenue



500m

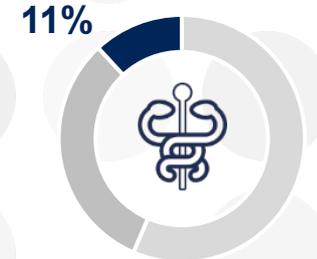
510m

-1%

■ Q1 2024 ■ Q1 2023

## Other products

Share of revenue



145m

143m

+1%

■ Q1 2024 ■ Q1 2023

Sales in all regions expressed in DKK – Organic growth rates are stated in local currencies

# Sales growth drives margin improvements

*Best ever quarterly performance*

DKK million	Q1 2023	Q1 2024	Change
Revenue	1,234	1,351	+10%
Gross profit	799	889	
<i>Gross margin</i>	65%	66%	
Capacity costs	571	574	+1%
<i>Capacity cost to revenue ratio</i>	46%	42%	
EBIT	228	316	+41%
<i>EBIT-margin</i>	18%	23%	
Free cash flow	111	63	

*Revenue and EBIT growth rates are stated in local currencies*

## Gross profit



## Capacity costs



# Strategic priorities 2024

*Follow-up on 2024 agenda*

- Maintain regained momentum in tablets - especially in Europe
- Secure regulatory approvals for children use
  - ACARIZAX® / ODACTRA® approval expected in late 2024 and 2025 for Europa and North America, respectively
  - ITULAZAX®/ITULATEK® approval expected in 2025 in Europe and Canada.
- Japan - additional production capacity by partner (Torii)
- China - ongoing review of ACARIZAX®
- Expansion into food allergy on track
- Optimisation initiatives to enable investments in growth



# Update on ongoing strategy review

*Unchanged ambition of an EBIT margin of ~25% in 2025*

- Sustain high revenue growth
- Prioritisation of high growth areas
- Optimisation initiatives
  - Organisational adjustments (incl. FTE reductions)
  - Streamlining of processes and procurement spend
  - Reprioritisation of projects and activities
  - One-off costs DKK 60m in 2024
  - No change to 2024 FY earnings guidance or 2025 EBIT target
  - Run-rate savings of DKK ~250m in 2025 to be reinvested in growth and improve earnings
- New long-term growth aspirations to be presented at CMD on 4 June 2024



# Full-year outlook updated

2024

## Revenue

# 10-13%

Growth in  
local currencies

## Assumptions

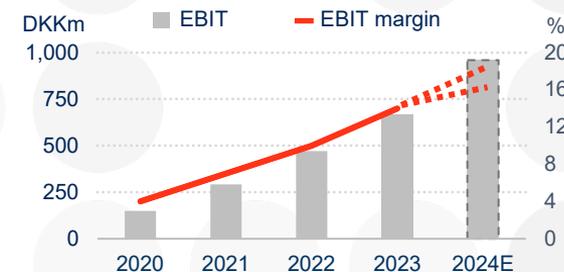
- Double-digit growth in tablet sales – EU sales growth to rebound to a level significantly above 2023
- Continued growth for SCIT/SLIT, although at a lower rate than in 2023
- Sales of other products to resume growth

## EBIT

# 17-19%

Margin

- Gross margin on par or slightly above last year
- Lower capacity cost to revenue ratio
- R&D costs to decline to ~10% of revenue
- Single-digit increase in Sales & Marketing costs
- Slight decline in Administrative expenses
- One-off costs of DKK 60m now included



# Q&A session



# Upcoming news and events

**6 May** Roadshow, Copenhagen

**4 June** Capital Markets Day, Hørsholm, DK

**23 August** Six-month interim report (Q2) 2024

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