



## Nine-month interim report (Q3) 2021

November 11, 2021

### ALK delivers Q3 sales growth of 20%, with tablet sales up 41% (unaudited)

ALK's revenue grew strongly during Q3 following broad-based growth in all of its regions. Total revenue increased 20% for the quarter, as tablet sales growth surged to 41% and legacy products continued their sales recovery as allergy markets normalised further. These positive results contributed to an EBITDA increase of 114% in reported currency. The outlook has been updated to reflect the year-to-date performance.

### Q3 2021 financial highlights

- Total revenue was up 20% in local currencies at DKK 928 million (772).
- Tablet sales increased 41% to DKK 398 million (281) after strong growth in all regions, while combined SCIT and SLIT-drops sales grew 5%.
- Revenue growth in Europe increased to 15%, with North America up 23% and International markets up 51%.
- Operating profit (EBITDA) was ahead of expectations and increased 114% in reported currency to DKK 124 million (58), largely on the strong sales growth and improved gross margin, while R&D and sales and marketing costs increased as planned.
- Revenue for the first nine months was up 14% in local currencies, and EBITDA was up 20% in reported currency at DKK 398 million (331). Free cash flow improved to DKK 149 million (minus 67) driven by the earnings development, a milestone payment and other changes to working capital.

### Key events and strategic progress

ALK continues to make good progress on its strategic priorities with highlights in Q3 including:

- In ALK's biggest market, Germany, ALK's position was further strengthened by the latest update to national drug prescription guidelines, reinforcing the recommendation to initiate new patients on registered AIT products.
- Early in Q4, ALK successfully completed a formulation feasibility study, confirming the suitability of the Zydys™ fast dissolving tablet technology for use in the clinical development of a peanut allergy product.
- ALK's supply chain, inventory levels and distribution channels remained robust despite the raw materials and logistical challenges that have been reported by multiple industries.

### 2021 financial outlook

Based on its performance in the first nine months, ALK has updated its full-year financial outlook to reflect improvement to both sales and gross margin. As a result:

- Revenue is now expected to grow 11-12% in local currencies (previously: 10-12).
- EBITDA is now expected to increase to DKK 500-550 million (previously: 450-500) with a gross margin improvement over last year of ~2 p.p. (previously: 1-2 p.p.). ALK still expects an unchanged increase in R&D expenses and a gradual normalisation of sales and marketing activities compared to last year, which was affected by COVID.
- Free cash flow is now expected to be positive at ~DKK 200 million (previously: ~minus 100) mainly reflecting the revised earnings outlook and timing of repayment of accrued rebates.

Hørsholm, 11 November 2021

**ALK-Abelló A/S**

*Comparative figures for 2020 are shown in brackets. Revenue growth rates are stated in local currencies, unless otherwise indicated*

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Today, ALK is hosting a conference call for analysts and investors at **1.30 p.m. (CET)** at which Management will review the financial results and the outlook. The conference call will be audio cast on <https://ir.alk.net>. Please call in before **1.25 p.m. (CET)**. Danish participants should call in on tel. +45 3544 5577 and international participants should call in on tel. +44 333 300 0804 or +1 631 913 1422. Please use the Participant Pin Code: 25705608#. The conference call will also be webcast live on our website, where the related presentation will be made available shortly before the call begins.

**Attachment**

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