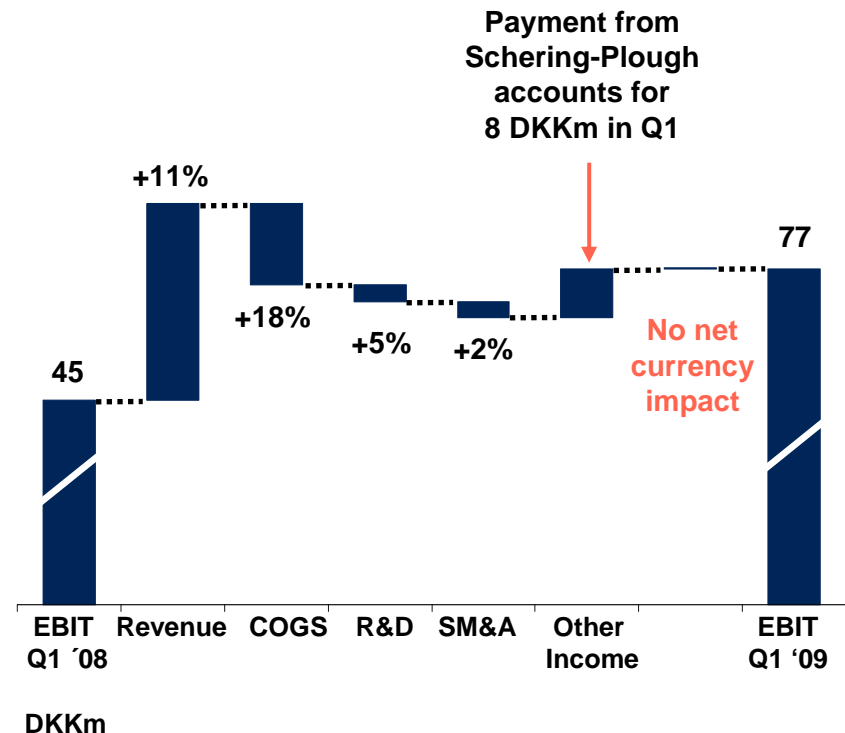
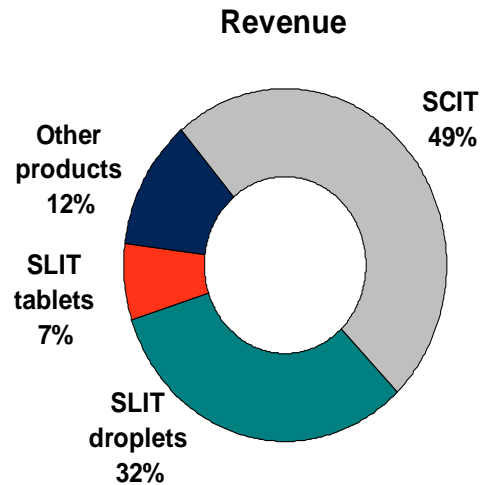


# Presentation of Q1 2009 results

Earnings call, May 1, 2009

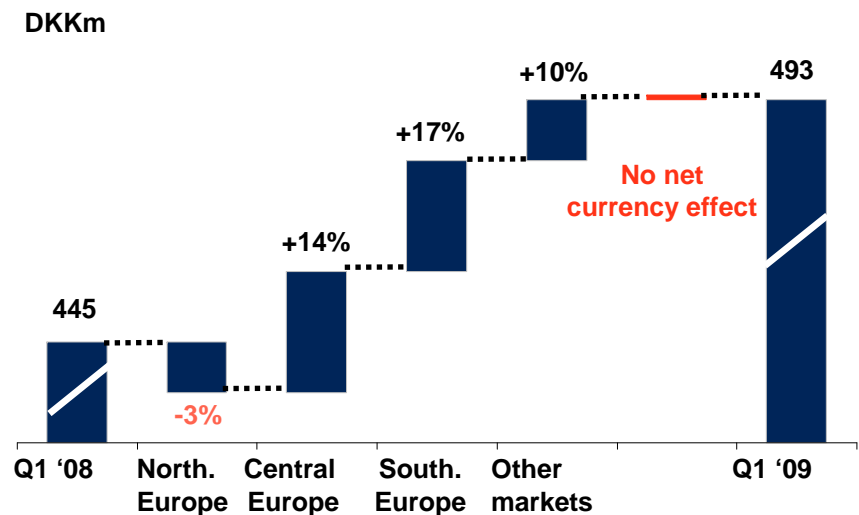
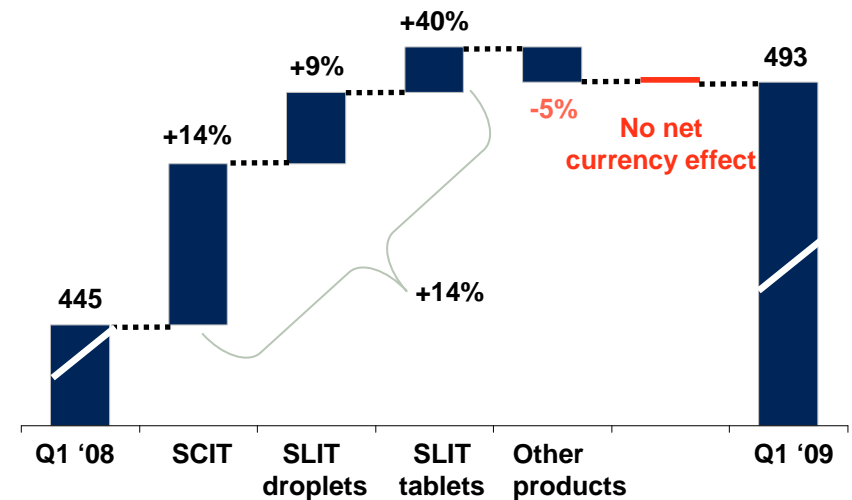
# 72% increase in earnings

- **In Q1, revenue increased to 493 DKKm (445)**
  - 14% growth in allergy vaccines\*
- **Gross margin of 73% (74)**
  - Currencies reduce margin by > 1pp.
- **Capacity costs increased by 3%\***
- **EBIT increased by 72%\* to 77 DKKm (45)**

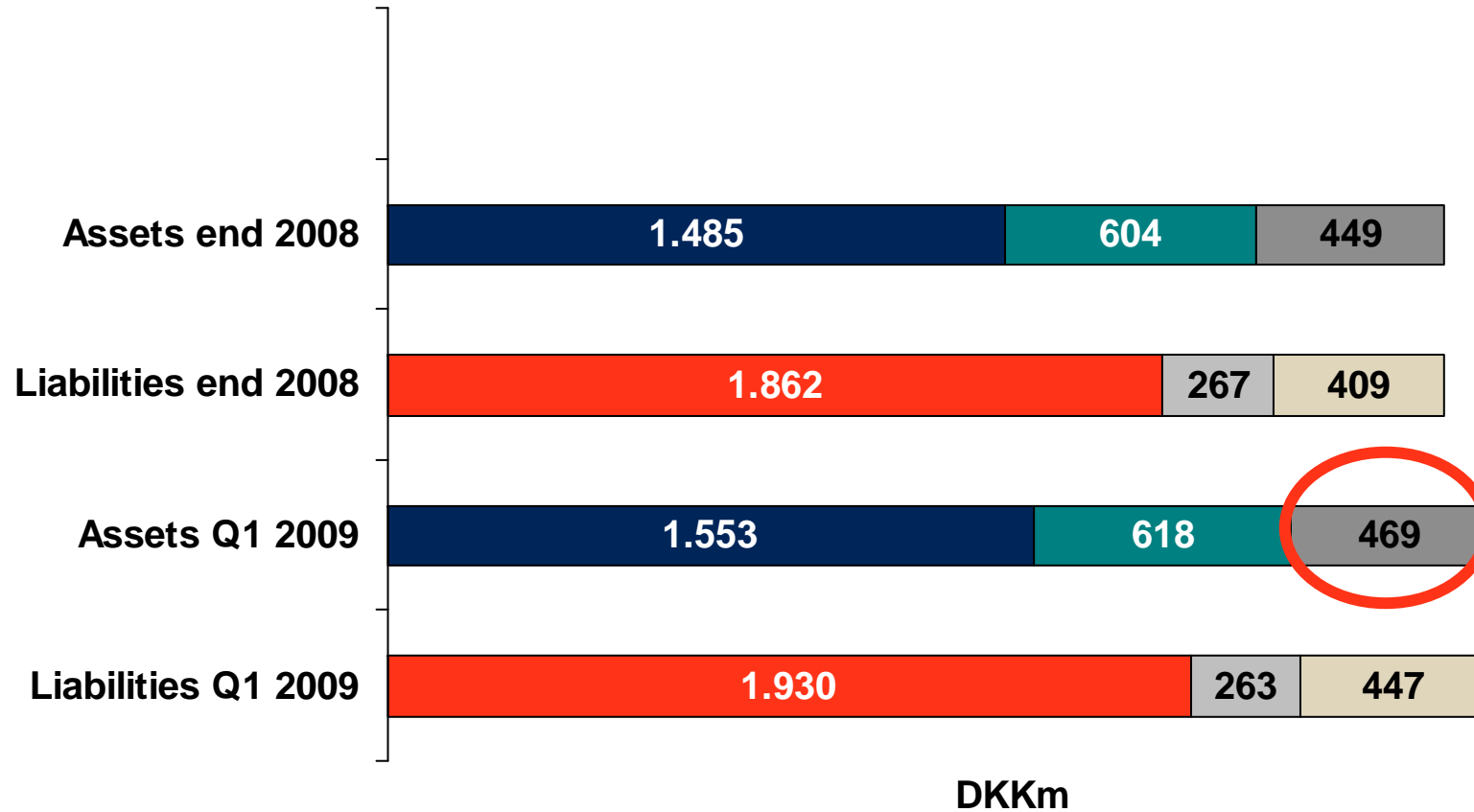


# 14% organic growth in vaccine sales

- **Satisfactory development in SCIT sales**
  - Positive effect of price increases in e.g. Germany
  - Positive development in North America and China
- **Mixed development in SLIT sales**
  - Solid development in Spain and France
  - Stagnating development in Central Europe and Italy
  - Uncertainty about reimbursement in the Netherlands puts pressure on vaccine market
- **Good progression in tablet sales**
  - Strong development in Norway, Sweden and Germany
  - Positive impact from launch of children indication
- **Other products developed as anticipated**
  - Variation in sales of adrenaline pens negatively affected sales in Northern Europe



# Strong balance sheet

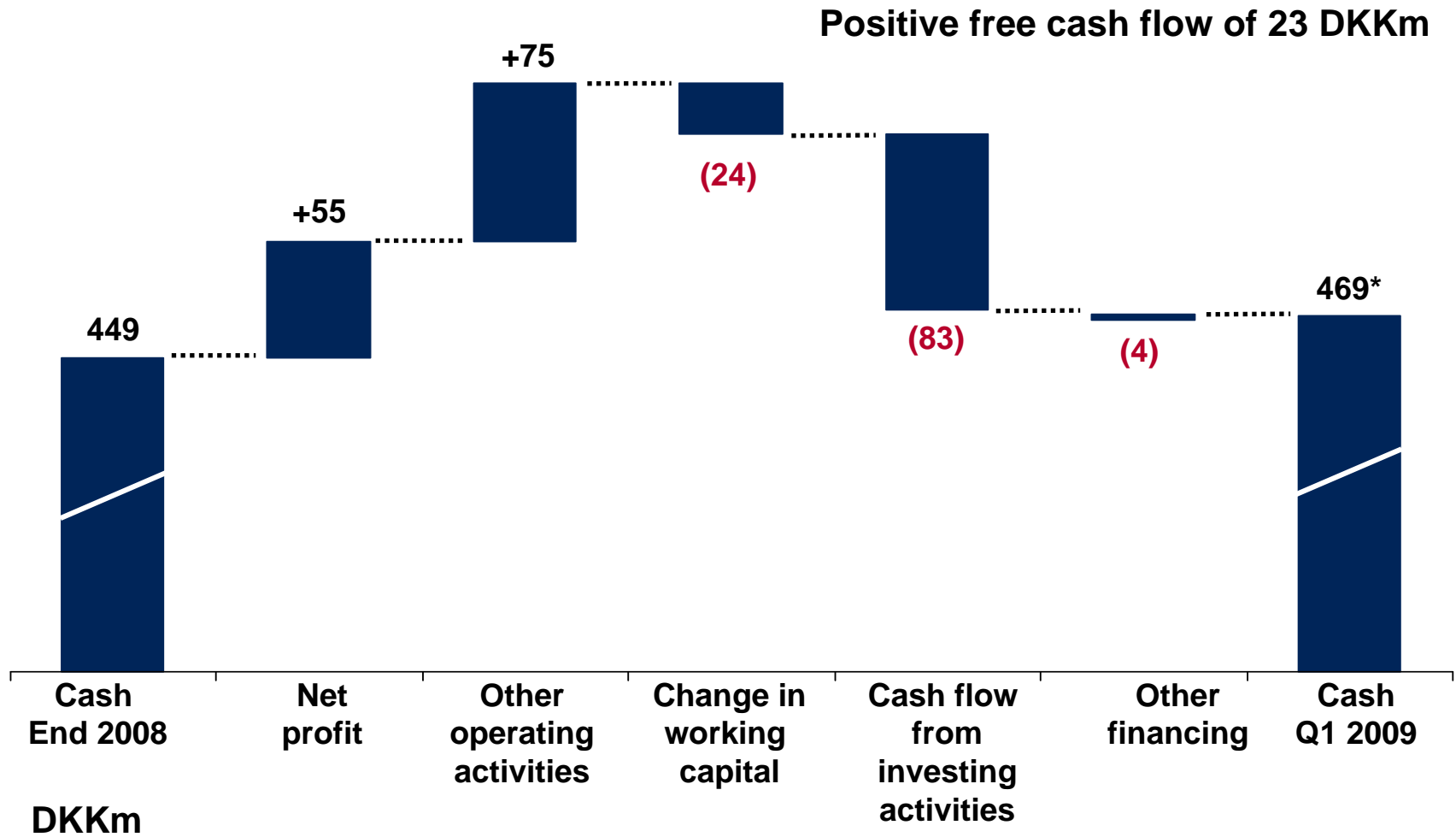


■ Non-current assets  
■ Equity

■ Inventories and receivables  
■ Non-current liabilities

■ Cash  
■ Current liabilities

# Positive net cash flow



\*) includes +1 DKKm in unrealized currency gain

## Other highlights in Q1

- **Collaboration with Schering-Plough progresses as planned**
  - Merger between Schering-Plough and Merck anticipated finalised in Q4 2009
- **ALK receives payment of 33 DKKm from Schering-Plough related to the ragweed tablet programme**
- **ALK invests 15 DKKm in French-based DBV Technologies**
  - Opportunity to collaborate on promising new vaccine against peanut allergy
- **ALK and Novozymes enter collaboration on future vaccines**
  - Novozymes to development and manufacture recombinant allergens for use in ALK next generation allergy vaccines



# Financial outlook for 2009 maintained

- **Organic growth in vaccine sales of minimum 10%**
- **Favourable underlying trend in cost of sales**
  - More profitable product mix and ongoing productivity improvements
  - Negative impact by the current low exchange rate of GBP and the high exchange rate of USD as compared with 2008
  - Reported gross margin is expected to remain at the 2008 level
- **High level of activity in all areas**
  - However, the build-up seen in recent years is complete
  - Moderate increase in capacity costs in 2009
- **Payment from Schering-Plough of 33 DKKm (ragweed tablet project)**
- **Significant growth in EBIT to a minimum of 140 DKKm**
  - EBITDA minimum of 230 DKKm
- **Minor positive contribution from net financials**
- **Profit to improve again this year**

Like in previous years, a certain quarterly variation in sales and earnings is expected in 2009

# GRAZAX<sup>®</sup> for children well-received

- **GRAZAX<sup>®</sup> for children now launched in five countries**
  - Reception has been good
  - Patient segment already now accounts for significant proportion of new prescriptions
- **Children constitute 30-50% of sales potential**

GRAZAX<sup>®</sup> children launch status

Country	Local approval granted	Launched for children
Austria	YES	YES
Germany	YES	YES
The Netherlands	YES	YES
Sweden	YES	YES
UK	YES	YES
Denmark	YES	NO
Finland	YES	NO*
Greece	NO	NO
Ireland	YES	NO*
Italy	NO	NO*
Norway	YES	NO*
Spain	NO	NO*

\* Separate reimbursement discussions needed





# Impact of the global economic recession

- **ALK only experienced limited impact from the global economic downturn**
- **Market conditions are challenging in Italy and Spain**
  - High level of patient co-payment for vaccine treatments
  - Only minor impacts expected in other markets
- **ALK continues to be robust and well-consolidated**

# Regulatory demands (I)

- **Increasing regulatory demands for non-registered products**
- **New products must still be well-documented and registered (e.g. GRAZAX®)**
- **Regulatory listing of existing Named Patient (NP) products**
  - Increasing requirements for clinical documentation
  - Focus on most common allergies
  - Long transitional periods (e.g. in Germany seven years)
  - Exact clinical requirements not yet specified

## Regulatory demands (II)

- **Current status**
  - France implemented a new regulatory framework in 2005
  - Germany implemented an allergen decree ultimo 2008
  - Spain and Italy have just launched their own processes
  - In the Netherlands, authorities consider adjusting reimbursement
- **ALK currently holds the broadest registered product portfolio**
  - ALK will take the necessary steps to comply with any new requirements
- **ALK welcomes the initiatives**
  - High standards will benefit both patients and the industry in the long run
  - Initiatives provide consolidation opportunities

# Remuneration of doctors in Germany

- **In 2009, a new remuneration system is tested**
  - Doctors conducting allergy vaccination now receive a per-patient-fee vs. previously a per-consultation fee
  - Fee structure varies significantly across the regions
  - No changes to the doctor's individual budget / treatment guidelines
- **Consequences remain unclear**

# Risks

**As a result of the global economic downturn, there will be greater uncertainty with respect to earnings and sales than in previous years**

**The following risks are of particular significance to ALK:**

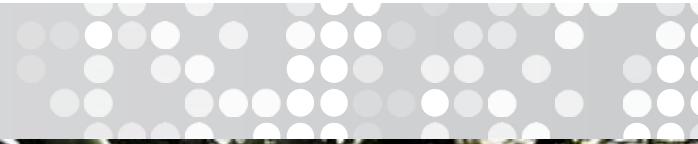
- development of new drugs
- regulation and price control
- commercialisation
- dependence on third parties
- competition
- patents and intellectual property rights
- production and quality
- unexpected impacts of the global economic downturn



See the Annual Report for further details

# Forward-looking statements

*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 the control of the ALK Group, may cause actual results and performance to differ materially from the forecasts made in this annual report. Without being exhaustive, such factors include, among others, general economic and business conditions, including legal issues, uncertainty relating to pricing, reimbursement rules and market penetration, fluctuations in currencies and demand, changes in competitive factors and reliance on suppliers, but also factors such as side effects from the use of the company's existing and future products since allergy vaccination may be associated with allergic reactions of differing extent, duration and severity. Furthermore, ALK cannot rule out that a general economic downturn could have an adverse impact on the company's revenue and earnings.*



Questions?