

Investorkonference

Økonomisk Ugebrev

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ALK at a glance

ALK is a global specialty pharmaceutical company focused on allergy. ALK markets allergy immunotherapy treatments and other products and services for people with allergy and allergy doctors. Headquartered in Hørsholm, Denmark, the company is listed on Nasdaq Copenhagen

Key figures

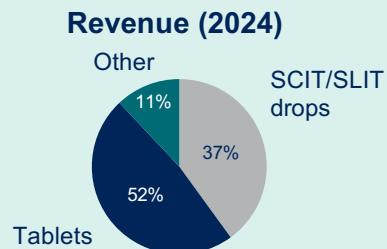

Established
1923


Employees
2,800


Markets
46


Patients in treatment
with ALK products
(Covering AIT and adrenaline)
~2.6m

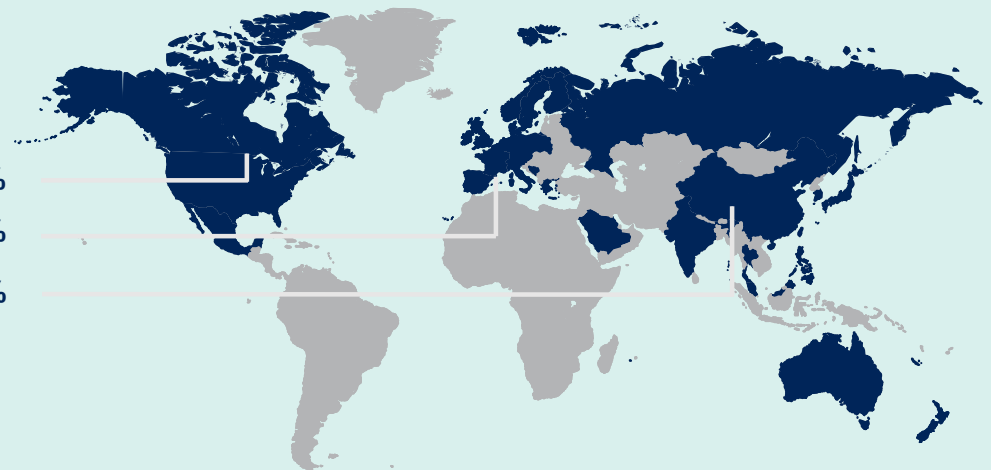

Participated in clinical
trials for the tablets
>25,000



Global presence

Regional revenue distribution

North America **16%**
Europe **71%**
International markets **13%**



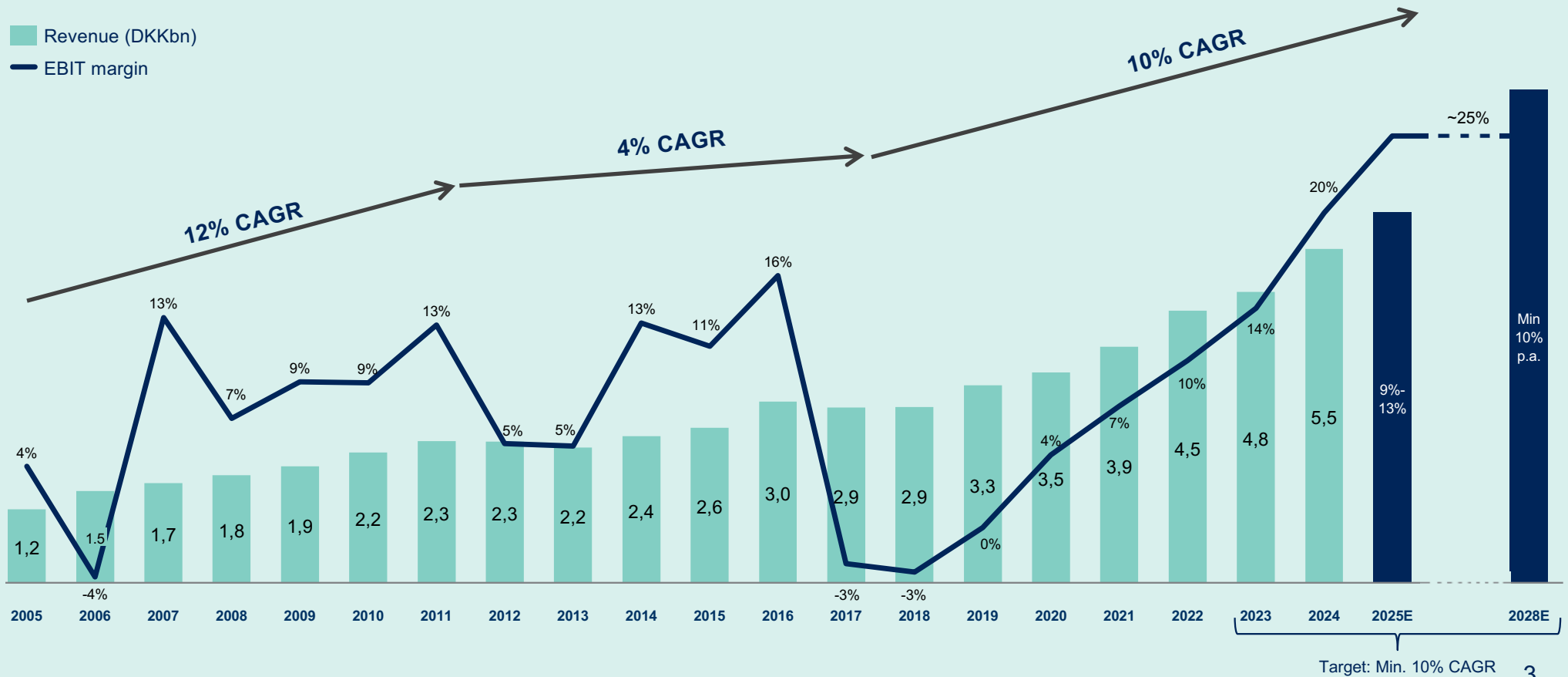
Production sites in Europe/USA

ALK's unique manufacturing processes ensure its products meet required quality standards and represent a significant barrier to potential competitors, making them an important factor in maintaining ALK's market position



ALK is a growth company

Sustained revenue and earnings growth, enabling strong underlying cashflow generation



Note: Amounts in reported DKK, growth in local currency

Allergy is the most common chronic disease globally



500 million
people globally have
allergic rhinitis (AR)



100 million
children globally have
allergic rhinitis (AR)



200 million
people globally have
food allergy



20 million
people in the EU alone
at risk of anaphylaxis

The need for allergy solutions is only growing in a changing world



Climate change
Warmer weather, longer
pollen seasons



Urbanisation
New ways of living, higher
levels of air pollution



Food allergy on the rise
Changing dietary habits,
environmental factors

Expanding ALK's leadership in allergy

ALK's strategy aims at helping more people with allergies to a better life by unlocking the potential in existing markets and expanding into new therapy areas with high unmet needs

Respiratory allergy

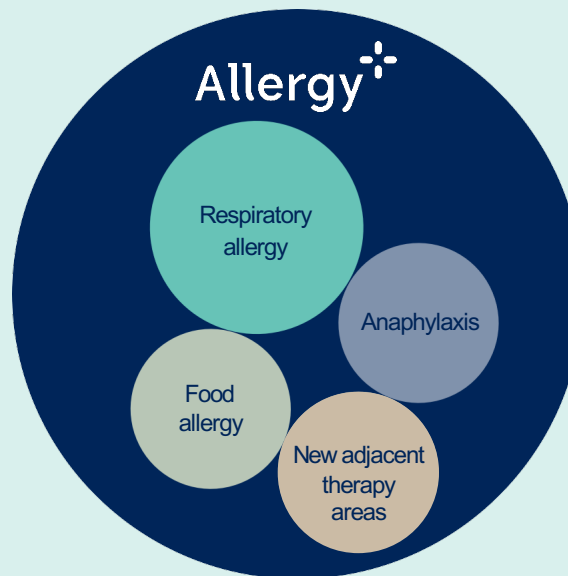
50 million People eligible for AIT	~12bn DKK Estimated AIT market value	~45% ALK share of global market
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ALK core business with high potential

Food allergy

~200 million People affected globally	~8% of children are affected in the US	~2.5 million children (4-17) with peanut allergy in EU/ US
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Therapy area with high unmet need, close to core with high potential



Anaphylaxis

>20 million People at risk for anaphylaxis in Europe	~4 million Pens sold in Europe per year	~1.4bn DKK Estimated EU market value
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Under-treated, high potential therapy area with the right innovation

New adjacent therapy areas

Indications with high unmet needs and strong capability fit to ALK

Allergy+ progress

Focus on high-potential growth levers

Respiratory allergy

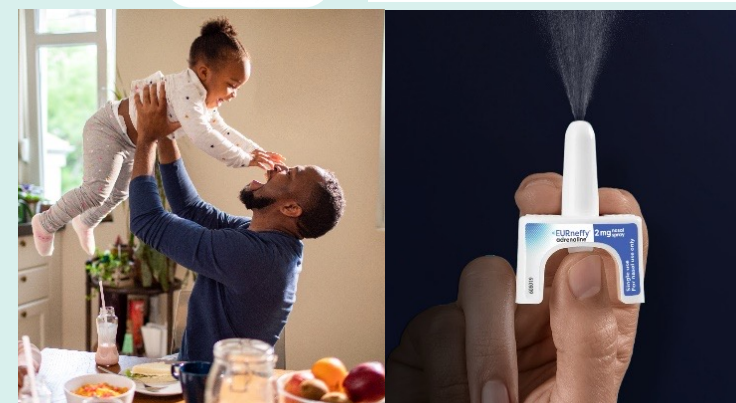
- Approvals of house dust mite and tree tablets for use in children
- Initial market response exceeded expectations
- Bridging trial in China to start in Q3, subject to approval
- Shionogi to acquire ALK's Japanese partner, Torii, in 2025

Anaphylaxis – *neffy*®

- Efforts on track in EU, the UK, and Canada. Imminent first launches
- New co-promotion agreement in the USA

Food allergy and new disease areas

- Ongoing phase II trial of peanut allergy tablet
- Phase IIb trial is being initiated with *neffy*® in chronic spontaneous urticaria



Q&A session

ALK



ALK