

APPENDIX 1: QUARTERLY NUMBERS IN USD (ADDITIONAL INFORMATION)

Key figures are translated into USD as additional information - the translation is based on the average exchange rate for income statement and the exchange rate at the balance sheet date for balance sheet items. The specified percent changes in DKK are based on the changes in the 'Quarterly numbers in DKK', see appendix 1. The specified percentage changes in USD is calculated as a development in USD numbers in this appendix.

(Amounts in USD million, except number of full-time equivalent employees, earnings per share and number of shares outstanding).

	2018		2017			% change	% change
	Q1	Q4	Q3	Q2	Q1	Q1 2018 vs Q1 2017 in USD	Q1 2018 vs Q1 2017 in DKK
Net sales	4,446	4,418	4,198	4,230	4,073	9%	(5%)
Gross profit	3,753	3,678	3,526	3,579	3,465	8%	(6%)
Gross margin	84.4%	83.2%	83.9%	84.6%	85.1%		
Sales and distribution costs	1,065	1,299	1,023	999	972	10%	(5%)
Percentage of sales	24.0%	29.6%	24.4%	23.6%	23.9%		
Research and development costs	548	625	523	504	471	16%	1%
Percentage of sales	12.3%	14.2%	12.5%	11.9%	11.6%		
Administrative costs	143	175	141	126	131	9%	(5%)
Percentage of sales	3.2%	4.0%	3.4%	3.0%	3.2%		
Other operating income, net	58	25	65	28	40	45%	26%
Operating profit	2,055	1,604	1,904	1,978	1,931	6%	(8%)
Operating margin	46.2%	35.9%	45.3%	46.7%	47.4%		
Financial income	198	29	61	62	37	N/A	N/A
Financial expenses	6	(49)	3	172	106	N/A	N/A
Financial items (net)	192	78	58	(110)	(69)	N/A	N/A
Profit before income taxes	2,247	1,682	1,962	1,868	1,862	21%	5%
Income taxes	472	368	424	398	408	16%	0%
Net profit	1,775	1,314	1,538	1,470	1,454	22%	6%
Depreciation, amortisation and impairment losses	121	142	112	127	101	20%	3%
Capital expenditure (net)	381	473	327	285	230	66%	44%
Net cash generated from operating activities	1,620	988	2,017	1,499	1,732	(6%)	(19%)
Free cash flow	1,195	497	1,706	1,244	1,489	(20%)	(30%)
Total assets	15,577	16,491	15,540	15,004	13,532	15%	(1%)
Total equity	7,365	8,026	7,452	7,429	5,789	27%	10%
Equity ratio	47.3%	48.7%	48.0%	49.5%	42.8%		
Full-time equivalent employees end of period	42,688	42,076	41,656	41,385	41,636	3%	3%
Basic earnings per share/ADR (in USD)	0.73	0.54	0.62	0.60	0.58	26%	8%
Diluted earnings per share/ADR (in USD)	0.73	0.53	0.63	0.59	0.58	26%	8%
Average number of shares outstanding (million)	2,437.3	2,451.2	2,465.6	2,480.2	2,495.8	(2%)	(2%)
Average number of diluted shares outstanding (million)	2,442.3	2,456.1	2,469.4	2,484.1	2,500.0	(2%)	(2%)
Sales by business segment:							
Long-acting insulin	805	868	806	883	802	0%	(13%)
Premix insulin	436	414	405	399	410	6%	(8%)
Fast-acting insulin	789	732	800	755	761	4%	(10%)
Human insulin ¹⁾	391	378	382	363	360	9%	(6%)
Total insulin	2,421	2,392	2,393	2,400	2,333	4%	(10%)
Total GLP-1	1,000	991	843	853	823	22%	5%
Other diabetes care ¹⁾	185	161	165	158	168	10%	(4%)
Total diabetes care	3,606	3,544	3,401	3,411	3,324	8%	(6%)
Obesity (Saxenda [®])	127	109	101	101	77	65%	43%
Diabetes care and obesity total	3,733	3,653	3,502	3,512	3,401	10%	(5%)
Haemophilia	413	434	380	403	369	12%	(3%)
Growth disorders	244	269	255	248	236	3%	(10%)
Other biopharmaceuticals	56	62	61	67	67	(16%)	(28%)
Biopharmaceuticals total	713	765	696	718	672	6%	(8%)
Sales by geographic segment:							
North America Operations	2,206	2,279	2,139	2,230	2,139	3%	(11%)
- USA	2,126	2,191	2,050	2,154	2,062	3%	(11%)
International Operations	2,240	2,139	2,059	2,000	1,934	16%	0%
- Region Europe	864	855	816	791	748	16%	0%
- Region AAMEO	479	483	461	452	424	13%	(2%)
- Region China	500	397	401	386	438	14%	(1%)
- Region Japan & Korea	208	248	230	232	210	(1%)	(14%)
- Region Latin America	189	156	151	139	114	66%	44%
Segment operating profit:							
Diabetes care and obesity	1,640	1,229	1,472	1,586	1,522	8%	(7%)
Biopharmaceuticals	415	375	432	392	409	1%	(12%)

¹⁾ Comparative figures have been restated as sales of bulk insulin is now disclosed as part of other diabetes care.