

APPENDIX 1: QUARTERLY NUMBERS IN USD (ADDITIONAL INFORMATION - UNAUDITED)

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 full-time equivalent employees, earnings per share and number of shares outstanding).

	2017				2016				% change	
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4 2017 vs Q4 2016 in USD	Q4 2017 vs Q4 2016 in DKK
Net sales	4,418	4,198	4,230	4,073	4,290	4,130	4,165	4,017	3%	(5%)
Gross profit	3,678	3,526	3,579	3,465	3,575	3,532	3,551	3,392	3%	(6%)
Gross margin	83.2%	83.9%	84.6%	85.1%	83.4%	85.5%	85.3%	84.4%		
Sales and distribution costs	1,299	1,023	999	972	1,150	1,028	1,042	995	13%	5%
Percentage of sales	29.6%	24.4%	23.6%	23.9%	26.7%	24.9%	25.0%	24.8%		
Research and development costs	625	523	504	471	651	519	505	488	(4%)	(11%)
Percentage of sales	14.2%	12.5%	11.9%	11.6%	15.1%	12.6%	12.1%	12.1%		
Administrative costs	175	141	126	131	169	152	133	134	4%	(4%)
Percentage of sales	4.0%	3.4%	3.0%	3.2%	3.9%	3.7%	3.2%	3.3%		
Other operating income, net	25	65	28	40	13	30	24	42	92%	56%
Operating profit	1,604	1,904	1,978	1,931	1,618	1,863	1,895	1,817	(1%)	(10%)
Operating margin	35.9%	45.3%	46.7%	47.4%	37.9%	45.1%	45.5%	45.2%		
Financial income	29	61	62	37	(3)	(1)	15	3	N/A	N/A
Financial expenses	(49)	3	172	106	36	17	0	55	(236%)	(244%)
Financial items (net)	78	58	(110)	(69)	(39)	(18)	15	(52)	(300%)	(298%)
Profit before income taxes	1,682	1,962	1,868	1,862	1,579	1,845	1,910	1,765	7%	(3%)
Income taxes	368	424	398	408	323	375	399	369	14%	3%
Net profit	1,314	1,538	1,470	1,454	1,256	1,470	1,511	1,396	5%	(5%)
Depreciation, amortisation and impairment losses	142	112	127	101	163	110	109	92	(13%)	(19%)
Capital expenditure (net)	473	327	285	230	366	268	254	161	29%	22%
Net cash generated from operating activities	988	2,017	1,499	1,732	1,611	2,277	2,184	1,104	(39%)	(46%)
Free cash flow	497	1,706	1,244	1,489	1,207	1,874	1,920	939	(59%)	(66%)
Total assets	16,491	15,540	15,004	13,532	13,826	13,082	13,173	12,585	19%	5%
Total equity	8,026	7,452	7,429	5,789	6,417	6,190	6,355	5,697	25%	10%
Equity ratio	48.7%	48.0%	49.5%	42.8%	46.4%	47.3%	48.2%	45.3%		
Full-time equivalent employees end of period	42,076	41,656	41,385	41,636	41,971	42,605	42,265	41,571	0%	0%
Basic earnings per share/ADR (in USD)	0.54	0.62	0.60	0.58	0.50	0.59	0.59	0.55	8%	(2%)
Diluted earnings per share/ADR (in USD)	0.53	0.63	0.59	0.58	0.50	0.58	0.59	0.55	8%	(3%)
Average number of shares outstanding (million)	2,451.2	2,465.6	2,480.2	2,495.8	2,512.6	2,526.5	2,536.3	2,544.3	(2%)	(2%)
Average number of diluted shares outstanding (million)	2,456.1	2,469.4	2,484.1	2,500.0	2,517.1	2,530.9	2,540.8	2,550.1	(2%)	(2%)
Sales by business segment:										
New-generation insulin	371	330	367	242	250	171	149	92	48%	38%
Modern insulin	1,643	1,681	1,670	1,731	1,772	1,765	1,790	1,730	(7%)	(15%)
Human insulin	390	391	372	373	426	414	405	402	(8%)	(16%)
Total insulin	2,404	2,402	2,409	2,346	2,448	2,350	2,344	2,224	(2%)	(10%)
Victoza®	991	843	853	823	783	766	750	678	27%	17%
Other diabetes care	149	156	149	155	148	165	154	167	1%	(8%)
Total diabetes care	3,544	3,401	3,411	3,324	3,379	3,281	3,248	3,069	5%	(4%)
Obesity (Saxenda®)	109	101	101	77	79	62	57	36	38%	29%
Diabetes care and obesity total	3,653	3,502	3,512	3,401	3,458	3,343	3,305	3,105	6%	(3%)
Haemophilia	434	380	403	369	409	343	384	419	6%	(3%)
Growth disorders	269	255	248	236	319	301	328	355	(16%)	(22%)
Other biopharmaceuticals	62	61	67	67	104	143	148	138	(40%)	(46%)
Biopharmaceuticals total	765	696	718	672	832	787	860	912	(8%)	(16%)
Sales by geographic segment:										
North America Operations	2,279	2,139	2,230	2,139	2,304	2,207	2,192	2,096	(1%)	(9%)
- USA	2,191	2,050	2,154	2,062	2,226	2,127	2,114	2,027	(2%)	(10%)
International Operations	2,139	2,059	2,000	1,934	1,986	1,923	1,973	1,921	8%	(1%)
- Region Europe	855	816	791	748	765	763	803	741	12%	3%
- Region AAMEO	483	461	452	424	424	420	431	444	14%	4%
- Region China	397	401	386	438	367	380	382	424	8%	(1%)
- Region Japan & Korea	248	230	232	210	246	238	244	197	1%	(7%)
- Region Latin America	156	151	139	114	184	122	113	115	(15%)	(21%)
Segment operating profit:										
Diabetes care and obesity	1,229	1,472	1,586	1,522	1,240	1,480	1,399	1,243	(1%)	(10%)
Biopharmaceuticals	375	432	392	409	378	383	496	574	(1%)	(10%)