

Novo Nordisk

Focus turns to weekly Wegovy prescriptions

- Solid Q4, upbeat outlook, but muted revisions
- Focus turns to weekly US Wegovy prescription data
- HOLD/MARKET PERFORM, target price up to DKK1,150 (1,100)

Marginal revisions

Following the Q4 report, we introduce revised forecasts for 2023 and beyond. Compared to Novo's guidance in local currencies of 13-19% sales and EBIT growth in 2023, we end up at 15% and 14%, respectively. For 2023e-2025e, we make 1-3% upward EPS revisions.

Wegovy the swing factor in outlook

The outlook range was broader than normal, and Novo stated that the high and low end of the range (a delta of USD 1.5bn in 2023e revenue) is mainly linked to alternative scenarios for Wegovy, the anti-obesity agent, relaunch in the US. During Q4, Wegovy beat company-compiled consensus by DKK 1bn, which equalled the amount Novo defined as 'wholesale pipeline filling'. Our revised 2023 revenue forecast for Wegovy is 2% below consensus, most likely as we use a lower USD/DKK conversion than consensus uses.

Wegovy relaunch with weekly prescriptions in focus

Now focus turns to weekly US Wegovy prescription data. The shares strengthened after Friday's 50,000+ reported prescriptions during the week: up 21% w-o-w. However, Novo has flagged that due to warehousing of patients ahead of the relaunch of Wegovy, it is difficult to make too much of the weekly data until late Q1, due to the stocking effects of patients. In mid-2023, the CV outcome trial SELECT will read out, which will also be crucial for the long-term potential of Wegovy.

Mattias Häggblom, +46 8 701 1256, msha03@handelsbanken.se

Suzanna Queckbörner, +46 8 701 1349, suqe01@handelsbanken.se

Company page on Handelsbanken's REON

DKKm	2020	2021	2022	2023e	2024e	2025e
Sales	126,946	140,800	176,954	199,753	226,936	257,572
Sales growth (%)	4.0	10.9	25.7	12.9	13.6	13.5
Gross margin (%)	83.5	83.2	83.9	85.0	85.1	85.4
EBIT adj	54,126	58,644	74,809	83,528	94,371	109,743
margin (%)	42.6	41.7	42.3	41.8	41.6	42.6
EBT	53,130	59,080	69,062	85,928	93,846	109,218
EPS rep (DKK)	18.0	20.7	24.4	30.3	33.6	39.8
EPS adj (DKK)	18.1	20.7	24.4	30.3	33.6	39.8
Y-o-y growth (%)	11	15	18	24	11	18
EPS adj revisions (%)	n.m	n.m	n.m	3	1	3
P/E adj (x)	23.6	35.4	38.4	31.6	28.5	24.1
P/BV (x)	15.8	24.1	25.7	21.9	19.3	16.2
ROE adj (%)	69.7	71.2	72.0	75.3	71.9	73.1
EV/EBIT (x)	18.4	29.1	28.6	25.5	22.3	18.8
EV/sales (x)	7.9	12.1	12.1	10.7	9.3	8.0
FCF adj yield (%)	4.6	2.9	3.1	2.6	2.8	3.4
Tot DPS (DKK)	9.1	10.4	12.4	15.3	16.9	20.0
Totdiv yield (%)	2.1	1.4	1.3	1.6	1.8	2.1
Net debt/equity (%)	-8.0	10.7	-1.2	-2.0	1.9	-0.21

Source: Handelsbanken Capital Markets

Estimate changes

Short-term recommendation (3 months)

S

Sell

H

HOLD

B

Buy

Long-term recommendation (3 years)

U

Underperform

M

MARKET PERFORM

O

Outperform

Results Comment Q4 2022 February 06, 2023, 19:09 CET

Share price (DKK) Feb 06, 19:01 CET	958.0
Market cap (EURm)	293,412
Market cap (DKKm)	2,184,240
No of shares (m)	2,280
Free float (%)	92.3
Avg daily volume ('000)	1,785
Avg daily value (EURm)	226
Bloomberg	NOVOB DC
Reuters	NOVOB.CO
Next event	04/05/2023: Q1 report
Web address:	Link to company website
IR web address:	Link to IR website

3-year target return

Target price incl. div (DKK)	1,150
Expected total return (%)	20.0
Of which expected total dividend yield (%)	8.8

2023-02-06	Votes (%)	Capital (%)
Novo Holdings A/S	76.9	28.1
Capital Research & Management Co.	0.92	2.9
The Vanguard Group, Inc.	0.61	1.9
Norges Bank Investment Management	0.56	1.7
Novo Nordisk A/S	0.44	1.4
Total number of shares(m)		2,280
Free float (%)		74.0

Absolute and relative performance



Share performance (%)	-1m	-3m	-12m
Absolute:	-0.98	13.8	48.2
Absolute EUR:	-1.1	13.8	48.2
Relative (OMXCPI (DK)):	-3.0	-0.66	30.8
52w range (DKK):			968.3 / 642.9

Source: FactSet

Supporting tables and charts

Table 1: Deviation table (DKKm)

NOVO NORDISK	Q4 2022 Actual	Q4 2022 Consensus	Delta	Deviation	Q4 2021	y/y growth
Product sales	48,092	47,268	824	2%	38,333	25%
Growth in CER	17.6%	16.4%		1.2%	17.7%	
-of which						
Tresiba	2,247	2,573	-326	-13%	2,731	-18%
Levemir	959	1,016	-57	-6%	1,273	-25%
Victoza	3,323	2,931	392	13%	3,833	-13%
Ozempic	16,973	17,742	-769	-4%	10,716	58%
Rybelsus	4,053	3,215	838	26%	1,823	122%
Total Diabetes care	37,751	37,691	60	0%	31,161	21%
Saxenda	3,042	3,055	-13	0%	1,659	N/A
Wegovy	2,446	1,496	950	64%	800	206%
Total Obesity	5,488	4,552	936	21%	2,459	123%
Rare Disease	4,853	5,025	-172	-3%	4,713	3%
Gross profit	39,830	39,622	208	1%	32,092	24%
Gross margin	82.8%	83.8%		-1%	83.7%	
EBIT	17,087	18,251	-1,164	-6%	13,634	25%
EBIT growth in CER	17.1%	19.9%		-2.8%	21.4%	
EBIT margin	35.5%	38.6%		-3.1%	35.6%	
Net Income	13,592	13,266	326	2%	10,892	25%
EPS	6.03	5.87	0.16	3%	4.77	26%

Source: Handelsbanken Capital Markets

Table 2: Revisions (DKKm)

	New			Old			Delta			Diff		
	2023e	2024e	2025e	2023e	2024e	2025e	2023e	2024e	2025e	2023e	2024e	2025e
Product sales	199,753	226,936	257,572	197,555	218,445	241,016	2,198	8,491	16,556	1%	4%	7%
Growth in CER	14.9%	13.6%	13.5%	11.3%	10.6%	10.3%						
-of which												
Tresiba	9,376	9,631	9,942	9,492	9,919	10,320	-117	-288	-378	-1%	-3%	-4%
Levemir	3,816	3,351	3,015	3,975	3,554	3,236	-159	-203	-221	-4%	-6%	-7%
Victoza	9,385	7,671	6,492	8,830	6,976	5,756	556	695	736	6%	10%	13%
Ozempic	74,784	88,327	99,179	73,457	83,344	89,511	1,326	4,983	9,668	2%	6%	11%
Rybelsus	17,440	25,453	34,828	14,885	20,178	26,094	2,555	5,275	8,735	17%	26%	33%
Total Diabetes care	154,269	173,787	193,412	151,520	164,557	175,922	2,750	9,229	17,491	2%	6%	10%
Saxenda	9,344	7,403	2,549	9,422	7,446	2,559	-77	-43	-9	-1%	-1%	0%
Wegovy	15,825	25,307	40,029	16,188	25,875	40,811	-363	-568	-783	-2%	-2%	-2%
Total Obesity	25,169	32,710	42,578	25,609	33,321	43,370	-440	-611	-792	-2%	-2%	-2%
Total Rare Disease	20,315	20,384	20,453	20,426	20,511	20,595	-111	-127	-142	-1%	-1%	-1%
Gross profit	169,707	193,290	220,411	168,010	186,235	206,624	1,697	7,055	13,787	1%	4%	7%
Gross margin	85.0%	85.2%	85.6%	85.0%	85.3%	85.7%						
R&D costs	29,271	34,574	39,585	26,738	30,160	33,249	2,533	4,413	6,336	9%	15%	19%
Selling expsenses	53,285	60,531	67,117	53,195	58,301	62,779	90	2,230	4,338	0%	4%	7%
EBIT	83,528	94,371	109,743	84,139	93,744	106,498	-612	627	3,245	-1%	1%	3%
EBIT growth in CER	14.3%	13.0%	16.3%	11.3%	11.4%	13.6%						
EBIT margin	41.8%	41.6%	42.6%	42.6%	42.9%	44.2%						
Net Income	68,141	74,420	86,610	65,990	73,923	84,036	2,151	497	2,573	3%	1%	3%

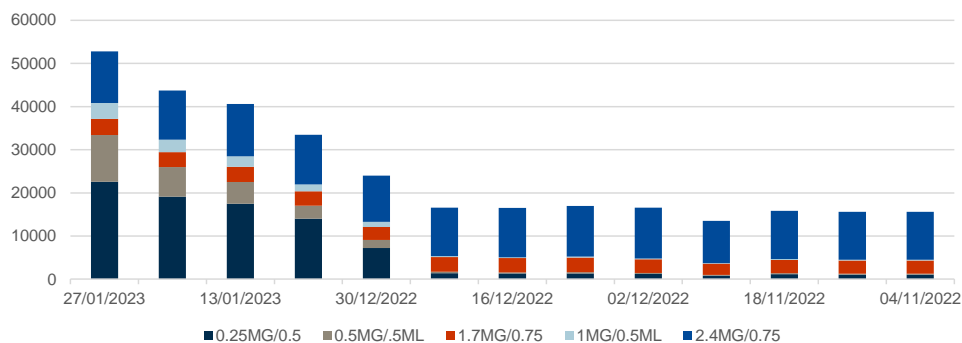
Source: Handelsbanken Capital Markets

Table 3: HCM vs consensus (DKKm)

	HCM			Consensus			Delta			Diff		
	2023e	2024e	2025e	2023e	2024e	2025e	2023e	2024e	2025e	2023e	2024e	2025e
Product sales	199,753	226,936	257,572	201,610	225,033	249,800	-1,857	1,903	7,773	-0.9%	0.8%	3.1%
Growth in CER	14.90%	13.61%	13.50%	15.0%	11.6%	11.0%						
-of which												
Tresiba	9,376	9,631	9,942	9,806	10,145	10,458	-430	-514	-515	-4.4%	-5.1%	-4.9%
Levemir	3,816	3,351	3,015	4,022	3,688	3,419	-206	-338	-404	-5.1%	-9.2%	-11.8%
Victoza	9,385	7,671	6,492	8,885	6,609	5,166	500	1,062	1,326	5.6%	16.1%	25.7%
Ozempic	74,784	88,327	99,179	76,659	87,280	95,424	-1,875	1,047	3,755	-2.4%	1.2%	3.9%
Rybelsus	17,440	25,453	34,828	15,902	21,262	26,587	1,538	4,191	8,242	9.7%	19.7%	31.0%
Total Diabetes care	154,269	173,787	193,412	156,077	170,191	183,654	-1,808	3,596	9,759	-1.2%	2.1%	5.3%
Saxenda	9,344	7,403	2,549	8,636	5,850	3,980	708	1,554	-1,431	8.2%	26.6%	-35.9%
Wegovy	15,825	25,307	40,029	16,190	27,321	37,757	-365	-2,014	2,272	-2.3%	-7.4%	6.0%
Total Obesity	25,169	32,710	42,578	24,826	33,554	43,630	343	-844	-1,052	1.4%	-2.5%	-2.4%
Total Rare Disease	20,315	20,384	20,453	20,694	20,968	21,431	-379	-584	-978	-1.8%	-2.8%	-4.6%
Gross profit	169,707	193,290	220,411	169,790	189,957	211,238	-83	3,333	9,173	0.0%	1.8%	4.3%
Gross margin	85.0%	85.2%	85.6%	84.2%	84.4%	84.6%						
R&D costs	29,271	34,574	39,585	26,504	29,953	33,708	2,767	4,621	5,877	10.4%	15.4%	17.4%
Selling expsenses	53,285	60,531	67,117	51,851	57,151	62,644	1,434	3,380	4,473	2.8%	5.9%	7.1%
EBIT	83,528	94,371	109,743	87,032	98,019	109,661	-3,505	-3,648	82	-4.0%	-3.7%	0.1%
EBIT growth in CER	14.3%	13.0%	16.3%	15.2%	12.6%	11.9%						
EBIT margin	41.8%	41.6%	42.6%	43.2%	43.5%	43.9%						
Net Income	68,141	74,420	86,610	68,200	77,556	86,925	-60	-3,136	-316	-0.1%	-4.0%	-0.4%
EPS	30.35	33.62	39.76	30.42	35.07	39.88	-0.07	-1.44	-0.12	-0.2%	-4.1%	-0.3%

Source: Handelsbanken Capital Markets, Company compiled consensus

Figure 1: Weekly US Wegovy prescriptions per dose



Source: Handelsbanken Capital Markets, Bloomberg

Table 4: Peer group comparison

06 February 2023	P/E			CAGR		PEG		EV/Sales			EV/EBIT			EV/EBITDA	
	2023e	2024e	2025e	3YR	3YR	2023e	2024e	2025e	2023e	2024e	2025e	2023e	2024e	2025e	2023e
Core															
ABBVIE INC	12.6	13.0	12.0	-3.7	-3.4	5.8	5.8	5.6	11.9	11.8	10.7	10.5	10.3	10.0	
ASTRAZENECA PLC	17.4	14.6	13.2	13.4	1.3	4.8	4.4	4.1	15.9	12.6	11.0	13.7	11.2	9.6	
BRISTOL-MYERS SQUIBB CO	9.3	9.1	8.8	3.5	2.7	4.0	3.9	3.8	9.0	8.4	7.8	7.3	6.9	6.6	
ELI LILLY & CO	39.6	28.6	21.5	27.1	1.5	11.0	9.2	7.7	37.3	26.4	19.7	32.0	23.3	17.4	
GSK PLC	10.0	9.4	8.5	9.1	1.1	2.6	2.4	2.3	9.5	8.5	7.6	8.2	7.4	6.7	
JOHNSON & JOHNSON	15.8	15.2	14.4	4.5	3.5	4.4	4.3	4.2	14.0	13.2	12.6	12.5	11.8	11.1	
MERCK & CO. INC.	14.5	12.0	10.8	8.8	1.6	4.8	4.6	4.3	12.5	10.1	8.9	11.1	9.1	8.1	
NOVARTIS AG-REG	13.2	12.2	11.5	7.5	1.8	4.1	3.9	3.8	13.0	11.9	11.2	11.5	10.5	9.8	
PFIZER INC	11.3	11.2	11.0	-15.0	-0.8	3.5	3.5	3.5	10.5	9.1	8.8	9.1	8.3	8.1	
ROCHE HOLDING AG-GENUSSCHEIN	14.1	13.0	12.0	4.7	3.0	4.1	3.9	3.7	11.4	10.2	9.4	9.9	8.9	8.2	
SANOFI	10.2	9.4	8.5	6.7	1.5	2.5	2.4	2.3	8.7	7.6	6.6	7.4	6.6	5.7	
Large cap pharma average	15.3	13.4	12.0	6.0	1.3	4.7	4.4	4.1	13.9	11.8	10.4	12.1	10.4	9.2	
Large cap pharma median	13.2	12.2	11.5	6.7	1.5	4.1	3.9	3.8	11.9	10.2	9.4	10.5	9.1	8.2	
NOVO NORDISK A/S-B	31.2	27.3	24.0	18.1	1.7	10.8	9.6	8.7	25.4	22.3	19.7	23.6	20.6	18.4	
Premium (+)/Discount (-) to average	104%	103%	99%	199%	37%	131%	119%	111%	82%	89%	90%	95%	98%	100%	
Premium (+)/Discount (-) to median	136%	123%	109%	169%	14%	163%	144%	126%	113%	118%	109%	125%	127%	124%	

Source: Handelsbanken Capital Markets, Bloomberg

Figure 2: Novo NTM P/E

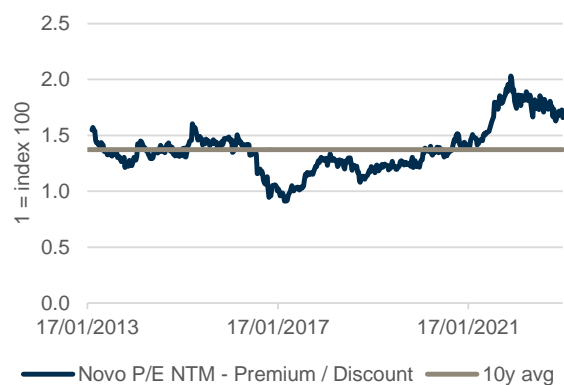
12m fwd P/E vs 10y ave



Source: Handelsbanken Capital Markets , Bloomberg

Figure 3: Novo NTM P/E vs peers

Novo 12m fwd P/E vs sector



Source: Handelsbanken Capital Markets , Bloomberg

P&L outcome

DKKm	Actual	Growth %		Deviation %	
		Y-o-y	Q-o-q	HCM	Cons
Sales	48,092	25.5	5.5	2.5	1.8
Gross profit	39,830	24.1	3.8	0.02	n.m
Gross margin (%)	82.8				
EBIT adj	17,087	25.3	-15.3	1.0	-6.6
margin (%)	35.5				
EBT	16,316	24.4	-9.5	3.8	1.1
Net income	13,592	24.8	-5.6	9.1	4.0
EPS reported (DKK)	5.9	26.9	-5.9	8.5	3.6
EPS adj (DKK)	5.9	26.9	-5.9	8.5	0.36

Source: Company data, Handelsbanken Capital Markets and FactSet

Trend analysis

%	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23e
Sales y-o-y	19.3	24.3	24.9	27.9	25.5	13.6
EBIT adj y-o-y	22.0	27.8	24.4	32.4	25.3	9.6
EBIT adj margin	35.6	45.6	44.6	44.3	35.5	44.0
EPS adj (DKK)	4.62	6.2	5.8	6.2	5.9	7.6
EPS adj y-o-y	18.1	14.5	11.8	20.9	26.9	24.0

Source: Company data, Handelsbanken Capital Markets

Business areas – quarterly data

DKKm	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23e
Sales						
Insulin	13,973	14,962	12,343	12,961	12,686	0.0
GLP-1	16,372	17,420	19,231	22,368	24,352	0.0
Obesity	2,459	3,402	3,643	4,331	5,488	0.0
Haemophilia	2,490	3,077	2,863	2,885	2,881	0.0
Other rare disease	4,713	5,363	5,218	5,108	4,853	0.0
Total	38,333	42,031	41,265	45,566	48,092	47,846
Y-o-y sales growth (%)						
Insulin	2.5	0.65	-6.2	-7.5	-9.2	n.m
GLP-1	39.0	54.2	59.2	61.5	48.7	n.m
Obesity	77.5	119	82.9	80.6	123	n.m
Haemophilia	16.4	14.9	5.1	24.0	15.7	n.m
Other rare disease	7.8	7.8	4.2	13.3	3.0	n.m
Total	19.3	24.3	24.9	27.9	25.5	13.8

Source: Handelsbanken Capital Markets

Estimate changes

DKKmn	HCM Q1 23e	chg (%)	HCM 2023e	chg (%)	HCM 2024e	chg (%)
Sales	47,846	6	199,753	1	226,936	4
EBITA adj	21,429	8	85,127	-1	95,970	0
EBIT adj	21,029	9	83,528	-1	94,371	1
margin (%)	44.0	3	41.8	-2	41.6	-3
EBT	21,929	17	85,928	3	93,846	1
Net income	17,390	17	68,141	3	74,420	1
EPS (DKK)	7.6	17	30.3	3	33.6	1
EPS adj (DKK)	7.6	17	30.3	3	33.6	1

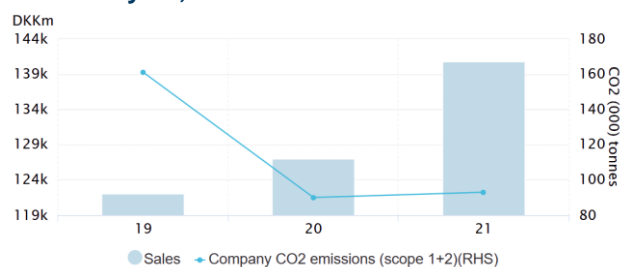
Source: Handelsbanken Capital Markets

HCM vs. consensus

DKKbn	Cons Q1 23e	diff (%)	Cons 2023e	diff (%)	Cons 2024e	diff (%)
Sales	47.5	1	201.3	-1	228.0	0
EBIT adj	19.6	7	86.5	-3	97.1	-3
margin (%)	41.3	3	42.9	-1	42.6	-1
EBT	18.7	17	87.0	-1	96.1	-2
Net income	16.0	9	68.8	-1	76.7	-3
EPS (DKK)	7.1	7	31.1	-2	35.6	-5
EPS adj (DKK)	7.2	6	30.7	-1	35.1	-4

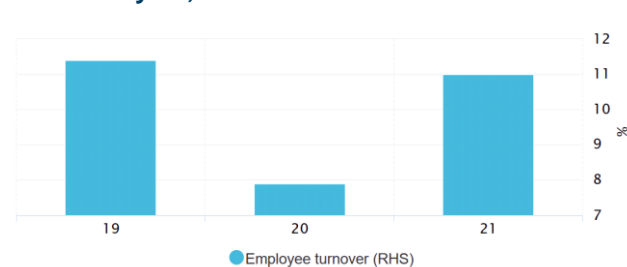
Source: Handelsbanken Capital Markets and FactSet

ESG analysis, environmental



Source: Company data, Handelsbanken Capital Markets

ESG analysis, social



Source: Company data, Handelsbanken Capital Markets

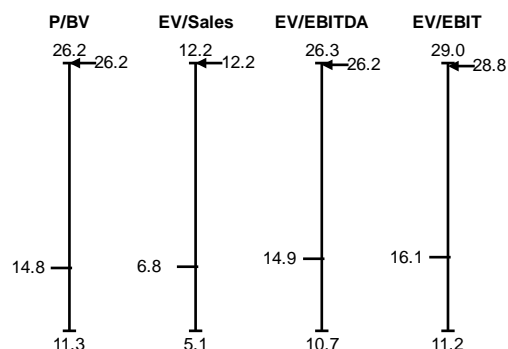
Risks

- Low innovation would translate to increased competition
- Increased pricing pressure from healthcare reforms
- Biosimilar competition to insulin and biopharmaceuticals
- Success of public initiatives to curb obesity epidemic
- Pipeline failures

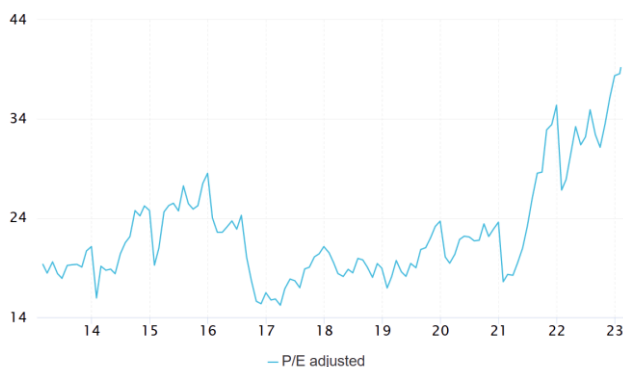
Source: Handelsbanken Capital Markets

Valuation charts

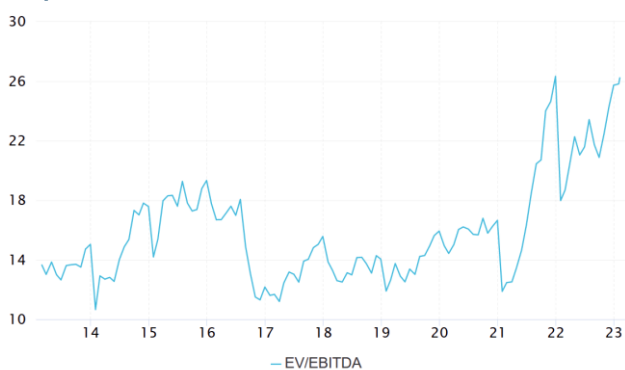
Current vs. high/low/median, 10 years *



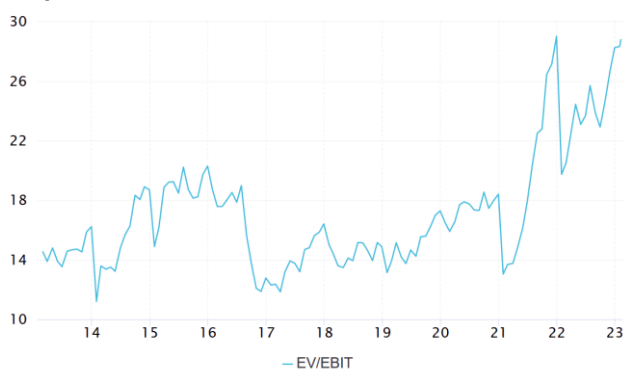
P/E x



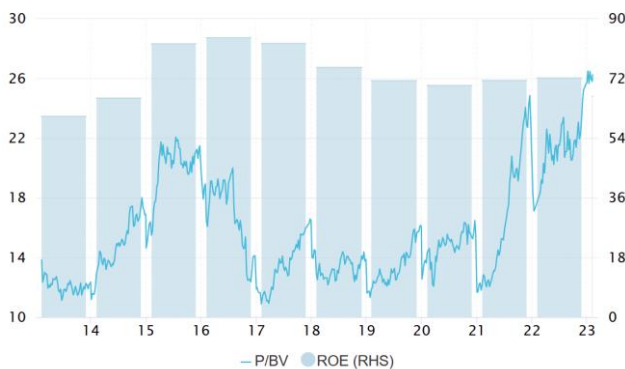
EV/EBITDA x



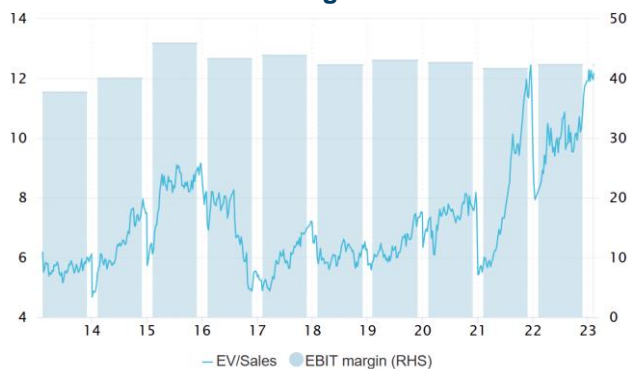
EV/EBIT x



P/BV x and ROE %



EV/sales x and EBIT margin %



FCFE yield %



Dividend (ordinary) and 10-year bond yield %

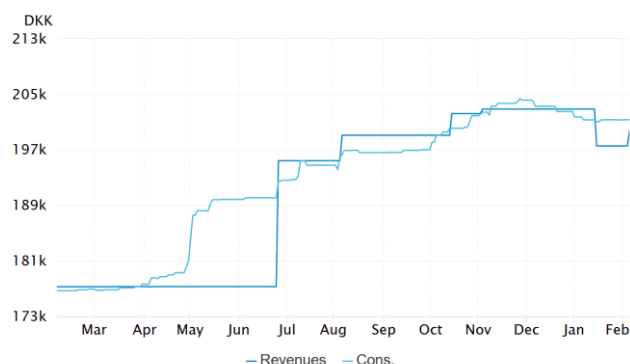


Source: Handelsbanken Capital Markets and company fundamentals

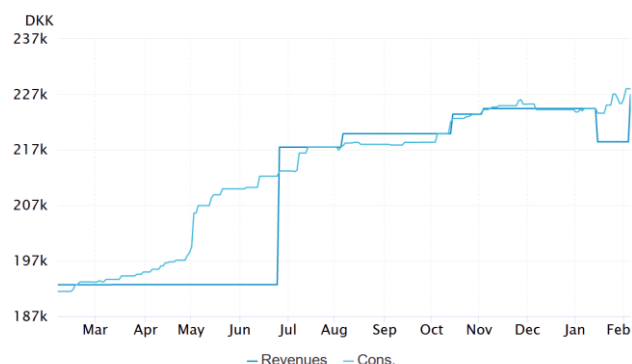
Note: The current value is the figure on the left-hand side and the median value is depicted by the arrow on the right-hand side.

Momentum

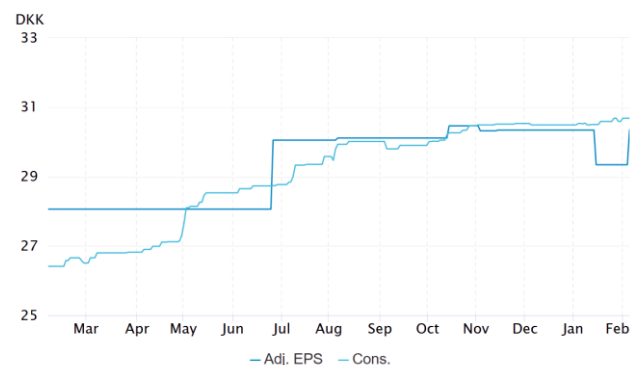
Revenues 2023 estimate revisions



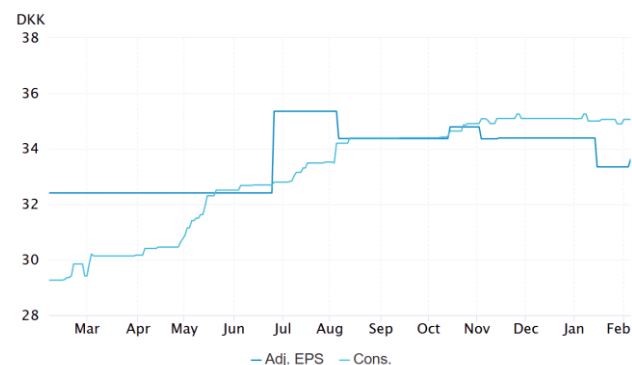
Revenues 2024 estimate revisions



EPS 2023 estimate revisions



EPS 2024 estimate revisions



Source: Handelsbanken Capital Markets and FactSet

Valuation data

DKK	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Share price year-end/current	132	183	199	260	400	255	335	298	387	427	735	938	958	958	958
Share price high	141	196	220	286	415	407	340	355	394	468	774	946	976	-	-
Share price low	101	130	170	198	261	218	226	265	296	332	418	604	897	-	-
Market cap (m)	370,039	501,020	530,894	681,681	1,024,197	640,533	823,489	720,278	920,169	1,002,628	1,697,850	2,138,640	2,130,990	2,099,039	2,063,894
Net debt(m)	-16,444	-17,877	-19,398	-15,040	-20,660	-21,745	-19,888	-15,844	-12,495	-5,074	7,567	-977.0	-1,975	2,093	-268.0
MV associates (m)	39.0	39.0	39.0	-	-	-	-	-	-	582.0	525.0	327.0	327.0	327.0	327.0
EV (m)	353,556	483,104	511,458	666,641	1,003,537	618,788	803,601	704,434	907,674	996,972	1,704,892	2,137,336	2,128,688	2,100,805	2,063,299
P/E reported (x)	21.8	23.5	21.1	25.9	29.4	17.0	21.7	18.7	23.6	23.7	35.4	38.4	31.6	28.5	24.1
P/E adj (x)	21.8	23.5	21.1	24.8	29.4	17.0	21.7	19.0	23.7	23.6	35.4	38.4	31.6	28.5	24.1
P/CEPS (x)	18.8	20.9	19.2	23.5	27.5	15.9	20.3	17.7	21.3	20.8	31.5	33.9	28.6	25.8	21.9
P/BV (x)	9.9	12.5	12.4	16.9	21.8	14.1	16.5	13.9	16.0	15.8	24.1	25.7	21.9	19.3	16.2
ROE adj (%)	46.0	55.2	60.5	66.0	79.9	81.9	80.2	75.3	71.2	69.7	71.2	72.0	75.3	71.9	73.1
Pre-tax ROIC (%)	102	137	137	141	192	194	183	143	131	108	88.3	96.0	95.6	92.7	93.3
EV/sales (x)	5.3	6.2	6.1	7.5	9.3	5.5	7.2	6.3	7.4	7.9	12.1	12.1	10.7	9.3	8.0
EV/EBITDA (x)	14.1	15.0	15.1	17.6	19.3	12.2	15.6	14.1	15.9	16.7	26.4	26.0	23.5	20.6	17.4
EV/EBIT (x)	15.8	16.4	16.2	18.7	20.3	12.8	16.4	14.9	17.3	18.4	29.1	28.6	25.5	22.3	18.6
EBIT adj margin (%)	33.7	37.8	37.7	40.0	45.9	43.3	43.8	42.2	43.0	42.6	41.7	42.3	41.8	41.6	42.6
FCF adj yield (%)	4.9	3.7	4.5	3.7	3.2	5.3	4.4	4.3	3.4	4.6	2.9	3.1	2.6	2.8	3.4
Tot div yield (%)	1.9	1.7	1.9	1.5	1.4	2.3	2.3	2.7	2.2	2.1	1.4	1.3	1.6	1.8	2.1
Payout ratio (%)	41.0	40.5	40.1	40.0	39.8	39.7	51.0	51.2	51.0	50.5	50.1	50.7	50.3	50.3	50.4

Source: Handelsbanken Capital Markets

Peer group valuation

	CCY	Price (Sh. curr.)	Mcap(EURbn)	EV/S(x)			EV/EBIT(x)			PEadj(x)			ROIC incl.GW(%)			EBIT-margin(%)		
				2023e	2024e	2025e	2023e	2024e	2025e	2023e	2024e	2025e	2023e	2024e	2025e	2023e	2024e	2025e
Novo Nordisk	DKK	958	286	10.7	9.3	8.0	25.5	22.3	18.8	31.6	28.5	24.1	95.6	92.7	93.3	41.8	41.6	42.6
AstraZeneca	SEK	1,342	183	4.5	4.0	3.5	14.5	12.0	10.2	18.3	15.6	13.6	25.3	32.0	39.2	20.1	23.2	25.5
Bayer	EUR	56.7	55.7	1.7	1.6	1.5	9.2	8.6	6.7	7.2	6.8	6.5	13.2	13.5	16.5	18.3	18.4	22.5
Bristol-Myers Squibb	USD	74.5	146	3.8	3.5	3.2	9.2	8.5	7.7	9.3	9.0	8.7	36.6	42.3	45.7	41.1	40.9	41.6
Eli Lilly	USD	339	308	11.3	9.4	7.9	38.8	28.0	20.6	40.1	29.6	21.7	41.0	54.8	67.9	29.2	33.6	38.1
GlaxoSmithKline	GBP	14.4	65.7	2.5	2.2	2.1	8.5	7.6	7.0	9.8	9.2	8.3	25.3	24.6	28.0	29.4	29.5	30.5
Johnson & Johnson	USD	165	396	4.4	4.2	4.1	13.8	13.1	12.6	15.7	15.1	14.5	40.3	39.7	37.9	31.8	32.2	32.3
Lundbeck	DKK	26.0	3.5	1.2	0.9	0.7	4.9	3.4	2.7	7.6	6.2	6.0	24.7	32.1	36.2	16.5	19.7	20.1
Merck	USD	103	240	4.7	4.2	3.9	12.7	10.0	8.9	14.9	11.9	10.6	34.7	41.7	44.5	36.9	42.1	43.9
Novartis	USD	86.2	191	4.1	3.8	3.7	12.5	11.5	11.0	13.2	12.2	11.5	25.9	28.5	30.7	32.8	33.5	33.6
Roche Holding	CHF	282	233	3.8	3.5	3.3	11.1	9.9	9.2	14.3	13.1	12.0	44.8	46.3	44.7	34.3	35.0	35.6
Pfizer	USD	44.1	228	3.7	3.5	3.6	11.8	10.1	10.5	12.8	11.2	10.9	19.0	20.8	20.0	31.4	34.5	34.5
Sanofi	EUR	85.1	107	2.4	2.2	2.0	8.3	7.5	6.5	10.1	9.3	8.4	16.5	17.8	19.3	28.8	29.4	30.9
Average				4.5	4.0	3.7	13.9	11.7	10.2	15.8	13.7	12.1	34.1	37.4	40.3			
Median				3.8	3.5	3.5	11.8	10.0	9.2	13.2	11.9	10.9	25.9	32.1	37.9			
Average excl.Novo Nordisk				4.0	3.6	3.3	12.9	10.8	9.5	14.4	12.4	11.1	28.9	32.8	35.9			
Median excl.Novo Nordisk				3.8	3.5	3.4	11.5	10.0	9.0	13.0	11.5	10.7	25.6	32.1	37.0			

Source: Handelsbanken Capital Markets and FactSet

DCF model assumptions

DKKbn	2022	2023e	2024e	2025e	2026e	2027e	2032e	2037e	2042e
Sales	177.0	199.8	226.9	257.6	283.2	308.0	446.9	625.6	847.5
EBITDA - Reported	82.1	90.6	102.2	118.4	129.6	144.3	219.4	260.2	288.9
EBITA2 - Reported (=EBITA bef gw amort) (use: IS)	74.8	83.5	94.4	109.7	120.2	134.2	201.1	234.6	254.3
Sales CAGR (%)	25.7	12.9	13.6	13.5	9.9	8.8	7.7	7.0	6.3
EBITDA growth (%)	27.0	10.3	12.8	15.9	9.5	11.3	8.7	3.5	2.1
EBITA growth (%)	27.6	11.7	13.0	16.3	9.6	11.6	8.4	3.1	1.6
EBITDA margin (%)	46.4	45.4	45.0	46.0	45.8	46.8	49.1	41.6	34.1
EBITA margin (%)	42.3	41.8	41.6	42.6	42.5	43.6	45.0	37.5	30.0
Capex/sales (%)	6.9	12.5	13.0	12.0	10.0	8.0	4.5	4.5	4.5
Capex/depreciation (x)	1.9	3.5	3.8	3.6	3.0	2.4	1.1	1.1	1.1
Networking cap/sales (%)	-21.2	-21.2	-21.2	-21.2	-21.2	-21.2	15.0	13.0	11.0

WACC assumptions

Calculation of DCF

DCF checkpoints

WACC assumptions (%)		Calculation of DCF (DKKm)		DCF checkpoints (%)	
Risk-free interest rate	2.0	NPV FCFF	2,683,813	5y hist sales growth	9.6
Equity market risk premium	4.5	ND inc off-BS & Hybrids	-977	5y exp sales growth	11.7
Equity beta (x)	0.96	Market value Preferred stock	0.0	Sustainable growth	2.0
Implicit asset beta (x)	0.96	Market value Associates	327	Sust EBITDA margin	34.1
Cost of equity	6.3	Market value Minorities	0.0	Sust EBITA margin	30.0
Pre-tax cost of debt	2.0	Surplus values	0.0	Sust after-tax ROIC	81.2
Equity weight	100	Other adjustments	0.0	Terminal value/DCF	50.0
WACC	6.3	DCF value	2,685,117	Implicit equity weight	100
		DCF value/share (DKK)	1.207	Share price potential to DCF value	26.0

Source: Handelsbanken Capital Markets

P&L accounts – quarterly data

DKKkm	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23e	Q2 23e	Q3 23e
Sales	38,333	42,031	41,265	45,566	48,092	47,846	47,478	51,977
Cost of goods sold	-6,241	-6,917	-6,069	-7,200	-8,262	-7,314	-7,082	-7,748
Gross profit	32,092	35,114	35,196	38,366	39,830	40,531	40,396	44,230
Other operating income	-4.0	392.0	149.0	60.0	433.0	50.0	50.0	50.0
Sales and marketing costs	-11,632	-10,183	-10,840	-11,451	-13,743	-11,992	-12,569	-13,034
Admin costs	-1,190	-970.0	-991.0	-1,158	-1,348	-1,031	-1,044	-1,207
SG&A	-12,822	-11,153	-11,831	-12,609	-15,091	-13,024	-13,613	-14,241
R&D costs	-5,632	-5,206	-5,123	-5,633	-8,085	-6,529	-6,375	-6,947
OPEX	-18,454	-16,359	-16,954	-18,242	-23,176	-19,552	-19,988	-21,189
EBIT	13,634	19,147	18,391	20,184	17,087	21,029	20,458	23,091
Net financials	-521.0	-1,228	-1,596	-2,152	-771.0	900.0	700.0	500.0
EBT	13,113	17,919	16,795	18,032	16,316	21,929	21,158	23,591
Total tax	-2,221	-3,709	-3,477	-3,627	-2,724	-4,539	-4,380	-4,883
tax rate (%)	16.9	20.7	20.7	20.1	16.7	20.7	20.7	20.7
EPS rep (DKK)	4.62	6.2	5.8	6.2	5.9	7.6	7.4	8.2
Net income	10,892	14,210	13,318	14,405	13,592	17,390	16,778	18,708
Growth (%)								
Sales	19.3	24.3	24.9	27.9	25.5	13.8	15.1	14.1
EBIT	22.0	27.8	24.4	32.4	25.3	9.8	11.2	14.4
Net income	16.9	12.6	9.9	18.9	24.8	22.4	26.0	29.9
of sales (%)								
Gross margin	83.7	83.5	85.3	84.2	82.8	84.7	85.1	85.1
EBIT margin	35.6	45.6	44.6	44.3	35.5	44.0	43.1	44.4
EBT margin	34.2	42.6	40.7	39.6	33.9	45.8	44.6	45.4
Net margin	28.4	33.8	32.3	31.6	28.3	36.3	35.3	36.0
SG&A	33.4	26.5	28.7	27.7	31.4	27.2	28.7	27.4
OPEX	48.1	38.9	41.1	40.0	48.2	40.9	42.1	40.8
Adjusted values								
EBIT	13,634	19,147	18,391	20,184	17,087	21,029	20,458	23,091
margin (%)	35.6	45.6	44.6	44.3	35.5	44.0	43.1	44.4
EBT	13,113	17,919	16,795	18,032	16,316	21,929	21,158	23,591
EPS adj (DKK)	4.62	6.2	5.8	6.2	5.9	7.6	7.4	8.2
Net income	10,892	14,210	13,318	14,405	13,592	17,390	16,778	18,708

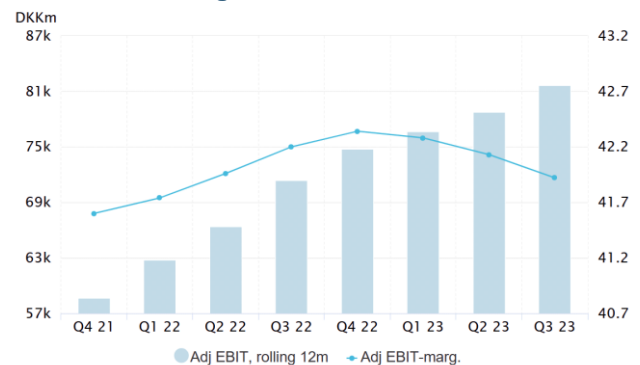
Source: Handelsbanken Capital Markets

Revenues, 12m rolling



Source: Handelsbanken Capital Markets

EBIT, 12m rolling



Source: Handelsbanken Capital Markets

Business areas – quarterly data

DKKm	Q4 21	Q1 22	Q2 22	Q3 22	Q4 22	Q1 23e	Q2 23e	Q3 23e
Sales								
Insulin	13,973	14,962	12,343	12,961	12,686	0.0	0.0	0.0
GLP-1	16,372	17,420	19,231	22,368	24,352	0.0	0.0	0.0
Obesity	2,459	3,402	3,643	4,331	5,488	0.0	0.0	0.0
Haemophilia	2,490	3,077	2,863	2,885	2,881	0.0	0.0	0.0
Other rare disease	4,713	5,363	5,218	5,108	4,853	0.0	0.0	0.0
Total	38,333	42,031	41,265	45,566	48,092	47,846	47,478	51,977
Y-o-y sales growth (%)								
Insulin	2.5	0.65	-6.2	-7.5	-9.2	n.m	n.m	n.m
GLP-1	39.0	54.2	59.2	61.5	48.7	n.m	n.m	n.m
Obesity	77.5	119	82.9	80.6	123	n.m	n.m	n.m
Haemophilia	16.4	14.9	5.1	24.0	15.7	n.m	n.m	n.m
Other rare disease	7.8	7.8	4.2	13.3	3.0	n.m	n.m	n.m
Total	19.3	24.3	24.9	27.9	25.5	13.8	15.1	14.1

Source: Handelsbanken Capital Markets

P&L accounts – annual data

DKKm	2018	2019	2020	2021	2022	2023e	2024e	2025e
Income statement								
Sales	111,831	122,021	126,946	140,800	176,954	199,753	226,936	257,572
Cost of goods sold	-17,617	-20,088	-20,932	-23,658	-28,448	-30,046	-33,802	-37,722
Gross profit	94,214	101,933	106,014	117,142	148,506	169,707	193,134	219,850
Other operating income	1,152	600.0	460.0	332.0	1,034	1,065	1,097	1,130
Sales and marketing costs	-29,397	-31,823	-32,928	-37,008	-46,217	-53,285	-60,531	-67,117
Admin costs	-3,916	-4,007	-3,958	-4,050	-4,467	-4,690	-4,911	-5,096
SG&A	-33,313	-35,830	-36,886	-41,058	-50,684	-57,974	-65,442	-72,214
R&D costs	-14,805	-14,220	-15,462	-17,772	-24,047	-29,271	-34,574	-39,585
OPEX	-48,118	-50,050	-52,348	-58,830	-74,731	-87,245	-100,016	-111,798
Other operating expenses	-	-	-	-	-	0.0	155.7	560.8
EBIT	47,248	52,483	54,126	58,644	74,809	83,528	94,371	109,743
Net interest expenses	-38.0	-155.0	-53.0	-2,451	-5,747	2,400	-525.0	-525.0
Net financials	367.0	-3,930	-996.0	436.0	-5,747	2,400	-525.0	-525.0
EBT	47,615	48,553	53,130	59,080	69,062	85,928	93,846	109,218
Paid tax	-9,614	-10,936	-10,106	-14,438	-14,515	-17,787	-19,426	-22,608
Deferred tax	728.0	-	-	-	-	-	-	-
Tax	-9,432	-9,602	-10,992	-11,323	-13,537	-17,787	-19,426	-22,608
tax rate (%)	19.8	19.8	20.7	19.2	19.6	20.7	20.7	20.7
Discontinued ops	-43.0	-	-	-	-	-	-	-
EPS rep (DKK)	15.9	16.4	18.0	20.7	24.4	30.3	33.6	39.8
Net income	38,140	38,951	42,138	47,757	55,525	68,141	74,420	86,610
Growth (%)								
Sales	0.1	9.1	4.0	10.9	25.7	12.9	13.6	13.5
EBIT	-3.5	11.1	3.1	8.3	27.6	11.7	13.0	16.3
Net income	0.0	2.1	8.2	13.3	16.3	22.7	9.2	16.4
% of sales (%)								
Gross margin	84.2	83.5	83.5	83.2	83.9	85.0	85.1	85.4
EBIT margin	42.2	43.0	42.6	41.7	42.3	41.8	41.6	42.6
EBT margin	42.6	39.8	41.9	42.0	39.0	43.0	41.4	42.4
Net margin	34.1	31.9	33.2	33.9	31.4	34.1	32.8	33.6
SG&A	29.8	29.4	29.1	29.2	28.6	29.0	28.8	28.0
OPEX	43.0	41.0	41.2	41.8	42.2	43.7	44.1	43.4
Profitability (%)								
ROE reported	75.1	71.2	69.7	71.2	72.0	75.3	71.9	73.1
ROE adj	75.2	71.2	69.7	71.2	72.0	75.3	71.9	73.1
ROCE	88.8	89.7	78.2	67.5	71.7	68.1	64.2	63.3
Pre-tax ROIC	143	131	108	88.3	96.0	95.6	92.7	93.3
After tax ROIC	114	101	87.1	66.7	75.8	75.8	73.5	74.0
Sales/capital invested (x)	3.4	3.0	2.5	2.1	2.2	2.2	2.2	2.2
Sales/total assets (x)	1.0	1.0	0.9	0.8	0.8	0.8	0.7	0.7
Sales per employee (DKKm)	2.7	2.9	2.9	3.0	3.5	3.7	4.0	4.4
Adjusted values								
Total adjustments to net inc	-43.0	-	-	-	-	-	-	-
EBIT	47,248	52,483	54,126	58,644	74,809	83,528	94,371	109,743
margin (%)	42.2	43.0	42.6	41.7	42.3	41.8	41.6	42.6
EBT	47,615	48,553	53,130	59,080	69,062	85,928	93,846	109,218
EPS adj (DKK)	15.7	16.3	18.1	20.7	24.4	30.3	33.6	39.8
Net income	38,183	38,951	42,138	47,757	55,525	68,141	74,420	86,610

Source: Handelsbanken Capital Markets

Business areas – annual data

DKKkm	2018	2019	2020	2021	2022	2023e	2024e	2025e
Sales								
Insulin	59,656	59,693	56,550	56,006	52,952	50,129	50,316	51,301
GLP-1	26,129	33,221	41,831	53,597	83,371	101,609	121,450	140,499
Obesity	3,869	5,679	5,608	8,400	16,864	25,169	32,710	42,578
Haemophilia	9,660	10,281	9,662	10,217	11,706	11,440	11,354	11,272
Other rare disease	17,927	19,181	18,926	19,203	20,542	20,315	20,384	20,453
Total	111,831	122,021	126,946	140,800	176,954	199,753	226,936	257,572
Sales growth (%)								
Insulin	-5	0	-5	-1	-5	-5	0	2
GLP-1	13	27	26	28	56	22	20	16
Obesity	51	47	-1	50	101	49	30	30
Haemophilia	-8	6	-6	6	15	-2	-1	-1
Other rare disease	-5	7	-1	1	7	-1	0	0
Total	0.12	9.1	4.0	10.9	25.7	12.9	13.6	13.5

Source: Handelsbanken Capital Markets

Forecast balance sheet – annual data

DKKkm	2018	2019	2020	2021	2022	2023e	2024e	2025e
Accounts receivable	22,786	24,912	27,734	40,643	50,560	57,074	64,841	73,595
Inventory	18,295	17,641	18,536	19,621	24,388	27,530	31,277	35,499
Other current assets	2,144	4,240	4,450	6,156	6,945	7,840	8,907	10,109
Cash & other interest-bearing	15,842	15,663	15,089	19,175	26,301	38,656	45,945	59,663
Current assets	59,067	62,456	65,809	85,595	108,194	131,100	150,970	178,866
Goodwill	-	-	-	4,346	5,092	5,092	5,092	5,092
R&D	3,858	4,627	19,269	37,150	42,994	41,395	39,796	38,197
Other intangible	1,287	1,208	1,388	1,675	3,330	3,330	3,330	3,330
Tangible assets	41,891	50,551	50,269	55,362	66,671	86,178	109,439	133,264
Shares associates	-	-	582	525	327	327	327	327
Oth non-IB fixed assets	2,893	4,121	5,865	8,672	13,427	13,427	13,427	13,427
Other financial assets	1,773	2,649	1,740	1,183	1,222	1,222	1,222	1,222
Total assets	110,769	125,612	144,922	194,508	241,257	282,071	323,603	373,725
Equity	51,839	57,593	63,325	70,746	83,486	97,549	109,371	127,452
Shareholder equity	51,839	57,593	63,325	70,746	83,486	97,549	109,371	127,452
Pension provisions	1,256	1,334	1,399	1,280	762	762	762	762
Deferred tax liabilities	118	80	2,502	5,271	7,061	7,061	7,061	7,061
LT interest-bearing debt	-	3,009	2,897	12,961	24,318	35,675	47,032	58,389
ST interest-bearing debt	515	1,474	7,459	13,684	1,466	1,466	1,466	1,466
Provisions	3,392	4,613	4,526	4,734	4,690	4,690	4,690	4,690
Trade payables	6,756	6,358	5,717	8,870	15,587	17,595	19,990	22,688
Other current liabilities	46,893	51,151	57,097	76,962	103,887	117,272	133,231	151,217
Current liabilities	54,164	58,983	70,273	99,516	120,940	136,333	154,687	175,371
Total equity & liabilities	110,769	125,612	144,922	194,508	241,257	282,071	323,603	373,725
Net interest bearing debt	-15,844	-12,495	-5,074	7,567	-977	-1,975	2,093	-268

Source: Handelsbanken Capital Markets

Forecast cash flow

DKKkm	2018	2019	2020	2021	2022	2023e	2024e	2025e
EBIT before associates	47,248	52,483	54,126	58,644	74,809	83,528	94,371	109,743
+ Net financials	326.5	-3,930	-322.0	-20.0	4.0	2,400	-525.0	-525.0
- Paid tax	-9,614	-10,936	-10,106	-14,438	-14,515	-17,787	-19,426	-22,608
- Change in NWC	15.4	-3,314	-4,353	-8,656	-5,336	4,842	5,773	6,506
+ Depreciation/impairment	2,918	4,377	5,753	6,025	7,362	7,092	7,840	8,682
+ Other adjustment	-545.6	1,334	6,853	13,445	16,563	n.m	n.m	n.m
Cash flow from operations (CFFO)	40,349	40,015	51,951	55,000	78,887	80,075	88,033	101,798
- Net recurring capex	-9,617	-9,152	-5,825	-6,335	-12,146	-25,000	-29,502	-30,909
FCF bef Acq. & Div. (FCF)	30,731	30,863	46,126	48,665	66,741	55,075	58,531	70,890
- Acquisitions	-	-	-16,256	-19,333	-9,682	-	-	-
FCF to equity (FCFE)	30,731	30,863	29,870	29,332	57,059	55,075	58,531	70,890
- Paid dividends to shareholders	-14,831	-14,964	-20,121	-21,517	-25,303	-27,583	-33,454	-36,470
- Share buy-backs	-15,002	-13,745	-16,855	-19,447	-24,000	-26,495	-29,144	-32,058
+ Other adjustments	-4,943	-5,503	-315.0	-1,009	788.0	-	-	-
NET cash flow/change in NIBD	-4,044	-3,349	-7,421	-12,641	8,544	997.5	-4,067	2,361
Funds from operations (FFO)	40,333	43,328	56,304	63,656	84,223	75,233	82,260	95,292
Cash flow from operations (CFFO)	40,349	40,015	51,951	55,000	78,887	80,075	88,033	101,798
FCF bef Acquisitions & Divestments (FCF)	30,731	30,863	46,126	48,665	66,741	55,075	58,531	70,890
FCF to equity (FCFE)	30,731	30,863	29,870	29,332	57,059	55,075	58,531	70,890

Source: Handelsbanken Capital Markets

Financial ratios – annual data

%	2018	2019	2020	2021	2022	2023e	2024e	2025e
Equity/total assets	46.8	45.8	43.7	36.4	34.6	34.6	33.8	34.1
Net debt/equity	-30.6	-21.7	-8.0	10.7	-1.2	-2.0	1.9	-0.21
Net debt/EBITDA (x)	n.m	n.m	n.m	0.1	n.m	n.m	0	n.m
Net cash flow/capex	-42.0	-36.6	-127	-200	70.3	4.0	-13.8	7.6
EBITDA net interest cover (x)	>900	367	>900	26.4	14.3	-37.8	195	226
EBIT net interest cover (x)	>900	339	>900	23.9	13.0	-34.8	180	209
FCFF/total debt	>500	463	320	132	199	110	95.1	93.4
Total debt/capital	3.3	9.2	15.7	28.3	24.1	28.0	31.1	32.2
Short-term debt/capital	0.96	2.3	9.9	13.9	1.3	1.1	0.92	0.78
Long-term debt/capital	0	4.7	3.9	13.1	22.1	26.3	29.6	31.0
Inventory/sales	16.4	14.5	14.6	13.9	13.8	13.8	13.8	13.8
Receivables/sales	22.3	23.9	25.4	33.2	32.5	32.5	32.5	32.5
Accounts payable/sales	51.0	50.9	53.0	64.3	70.2	69.9	69.6	69.3
Working capital/sales	-9.3	-8.8	-9.5	-13.8	-21.2	-21.2	-21.2	-21.2
Current ratio	109	106	93.6	86.0	89.5	96.2	97.6	102
Quick ratio	75.3	76.0	67.3	66.3	69.3	76.0	77.4	81.8

Source: Handelsbanken Capital Markets

Per share data

m	2018	2019	2020	2021	2022	2023e	2024e	2025e
Nr of shares, year-end	2,418	2,380	2,350	2,317	2,287	2,231	2,198	2,161
Nr of shares, average	2,432	2,392	2,334	2,303	2,272	2,245	2,213	2,176
EPS reported (DKK)	15.9	16.4	18.0	20.7	24.4	30.3	33.6	39.8
Y-o-y growth (%)	3.5	2.8	10.0	15.2	17.8	24.2	10.8	18.3
EPS adj (DKK)	15.7	16.3	18.1	20.7	24.4	30.3	33.6	39.8
Y-o-y growth (%)	2.0	3.7	10.9	14.9	17.8	24.2	10.8	18.3
Cash earnings (DKK)	16.9	18.1	20.5	23.3	27.7	33.5	37.2	43.7
DPS - ordinary (DKK)	8.2	8.4	9.1	10.4	12.4	15.3	16.9	20.0
Payout ratio (%)	51.2	51.0	50.5	50.1	50.7	50.3	50.3	50.4
Buy-backs (DKK)	6.4	6.4	7.2	8.4	10.6	11.8	13.2	14.7
Buy-backs, no shares	-	-	-	-	-	27.8	30.6	33.6
Buy-back payout ratio (%)	40.2	39.1	40.2	40.7	43.4	38.9	39.2	37.0
Tot cash payout ratio (%)	89.5	88.9	86.5	84.6	85.9	79.7	84.6	79.6
Book value (DKK)	21.4	24.2	26.9	30.5	36.5	43.7	49.8	59.0
Y-o-y growth (%)	6.0	12.9	11.3	13.3	19.5	19.8	13.8	18.5
Net debt (DKK)	-6.6	-5.3	-2.16	3.27	-0.43	-0.88	0.95	-0.12
NAV (DKK)	19.3	21.7	18.2	11.9	14.0	21.4	27.8	37.4

Source: Handelsbanken Capital Markets

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The analyst's assessment takes into account risks related to both fundamental expectations and share performance. This assessment is not based on a proprietary HCM model and the basis for the analyst's assessment is dependent on the characteristics of the sector and the company and a multitude of fundamental and timing factors are incorporated. For more detailed information about the recommendation structure please consult the Handelsbanken Capital Markets website:
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Ratings: definitions and allocations

HCM short-term rating (3 months)	Return expected to be ¹	HCM Universe ²	IB services ³
Buy	above 5%	31%	8%
Hold	between 0% and 5%	60%	16%
Sell	below 0%	9%	13%

¹ Return expected to be is defined as the expected share price appreciation or depreciation including dividends over the next three months

² Percentage of companies under coverage within each recommendation

³ Percentage of companies within each recommendation for which investment banking services have been provided in the past 12 months

Ratings: definitions and allocations

HCM long-term rating (3 years)	R _{TP} is expected to be ⁴	HCM Universe ⁵	IB services ⁶
Outperform	above 40%	46%	9%
Market Perform	between 20% and 40%	44%	16%
Underperform	below 20%	10%	18%

⁴ R_{TP} is defined as the expected share price appreciation or depreciation including dividends over the next three years

⁵ Percentage of companies under coverage within each recommendation

⁶ Percentage of companies within each recommendation for which investment banking services have been provided in the past 12 months

Source: Handelsbanken Capital Markets, as per 6/2 2023

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Novo Nordisk

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Feb 06, 2023:

Novo Nordisk

- Handelsbanken's analysts Mattias Häggblom and Suzanna Queckbörner have no positions in Novo Nordisk or a related instrument.

On 2023-01-16 the short-term recommendation Sell, which was set on 2022-11-15 at the share price of DKK 801, was changed to the current short-term recommendation Hold at a share price of DKK 937.

The long-term recommendation Market Perform was set on 2022-03-11 as the first long-term recommendation for the company at the share price of DKK 701.

Share prices mentioned in this report refer to a price defined by manual input on 2023-02-06 at 19:01 CET.

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%	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
P&L																			
Sales (DKKm)	41,831	45,553	51,078	60,776	66,346	78,026	83,572	88,906	107,744	111,760	111,685	111,891	122,021	126,946	140,800	176,954	199,753	226,936	257,572
growth	8	9	12	19	9	18	7	6	21	4	-0.1	0.1	9	4	11	26	13	14	13
Gross margh	76.6	77.8	79.6	80.8	81.0	82.7	83.1	83.5	85.1	84.6	84.2	84.2	83.5	83.5	83.2	83.9	85.0	85.1	85.4
R&D to sales	20.4	17.2	15.4	15.8	14.5	14.0	14.0	15.5	12.6	13.0	12.5	13.2	11.7	12.2	12.6	13.6	14.7	15.2	15.4
SG&A to sales	35.6	34.0	35.6	35.0	33.5	31.9	32.2	30.1	29.9	28.9	28.8	29.8	29.4	29.1	29.2	28.6	29.0	28.8	28.0
EBITDA (DKKm)	11,949	14,815	17,484	21,358	25,111	32,167	33,982	37,145	51,914	50,832	51,605	50,057	56,941	59,863	64,638	82,122	90,620	102,211	118,425
margin	28.6	32.5	34.2	35.1	37.8	41.2	40.7	41.8	48.2	45.5	46.2	44.8	46.7	47.2	45.9	46.4	45.4	45.0	46.0
EBITA (DKKm)	9,921	12,635	15,241	19,039	22,728	29,754	31,493	34,492	49,444	48,400	48,967	47,248	52,970	55,572	60,283	77,168	85,127	95,970	111,342
margin	23.7	27.7	29.8	31.3	34.3	38.1	37.7	38.8	45.9	43.3	43.8	42.2	43.4	43.8	42.8	43.6	42.6	42.3	43.2
EBIT (DKKm)	8,942	12,373	14,933	18,891	22,334	29,474	31,493	34,492	49,444	48,400	48,967	47,248	52,483	54,716	58,644	74,809	83,526	94,371	109,743
margin	21.4	27.2	29.2	31.1	33.7	37.8	37.7	38.8	45.9	43.3	43.8	42.2	43.0	42.6	41.7	42.3	41.8	41.6	42.1
Netincome (DKKm)	8,522	9,645	10,768	14,403	17,097	21,432	25,184	26,391	34,860	37,762	38,130	38,140	38,951	42,138	47,757	55,525	68,141	74,420	86,610
growth	32.1	13.2	11.6	33.8	18.7	25.4	17.5	4.8	32.1	8.3	0.97	0.03	2.1	8.2	13.3	16.3	22.7	9.2	16.1
Adjnetincome (DKKm)	8,235	9,780	10,768	14,403	17,097	21,432	25,184	27,491	34,860	37,762	38,130	38,183	38,951	42,138	47,757	55,525	68,141	74,420	86,610
growth	27.6	18.8	10.1	33.8	18.7	25.4	17.5	9.2	26.8	8.3	0.97	0.14	2.0	8.2	13.3	16.3	22.7	9.2	16.4
Balance sheet (DKKm)	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023e	2024e	2025e
Tangible assets	19,605	18,639	19,226	20,507	20,931	21,859	22,931	23,136	25,546	30,179	35,247	41,891	50,551	50,269	55,362	66,671	86,176	109	

Mar 23, 2023	AGM
May 04, 2023 (07:30)	Q1 report
Aug 10, 2023 (07:30)	Q2 report
Nov 02, 2023 (07:30)	Q3 report

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CFO	Karsten Munk Knudsen
IR	Daniel Bohsen
Phone number	+45 4444 8888

Novo Nordisk's activities include diabetes care, obesity care, coagulation disorders and hormone disorders. With approximately 50% global market share, Novo Nordisk is the world leader in diabetes care. The Rare Disease division include products like NovoSeven for the treatment of bleeding disorders

Stockholm Blasieholmstorg 11 SE-106 70 Stockholm Tel. +46 8 701 10 00 Fax. +46 8 611 11 80	Copenhagen Havneholmen 29 DK-10610 Copenhagen V Tel. +45 33 41 8200 Fax. +45 33 41 85 52	Helsinki Itämerenkatu 11-13 FI-00180 Helsinki Tel. +358 10 444 11 Fax. +358 10 444 2578	Oslo Tjuvholmen allé 11 Postboks 1249 Vik NO-0110 Oslo Tel. + 47 22 39 70 00 Fax. + 47 22 39 71 60	London 3 Thomas More Square London GB-E1W 1WY Tel. +44 207 578 8668 Fax. +44 207 578 8090	New York Handelsbanken Markets Securities, Inc. 900 Third Avenue New York, NY 10022-4792 Tel. +1 212 326 5153 Fax. +1 212 326 2730 FINRA. SIPC
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