



Team Novo Nordisk, the world's first all-diabetes professional cycling team, are racing on their jersey to celebrate the 100-year anniversary of the discovery of insulin

# Wegovy® supply update

## Investor conference call

20 December 2021

# Forward-looking statements

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- Statements regarding future economic performance, future actions and outcome of contingencies such as legal proceedings, and
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Unless required by law, Novo Nordisk is under no duty and undertakes no obligation to update or revise any forward-looking statement after the distribution of this presentation, whether as a result of new information, future events or otherwise.

## Important drug information

- Victoza® and Ozempic® are approved for the management of type 2 diabetes only
- Saxenda® is approved in the USA and the EU for the treatment of obesity only and Wegovy® is approved in the USA

# Executive summary - Wegovy® supply update

## Wegovy® addresses a huge unmet need

- More than 650 million living with obesity globally
- Wegovy® demonstrated a weight loss of 17-18%<sup>1</sup>
- Overwhelming demand with Wegovy® total scripts at Saxenda® level just 5 weeks into the launch

## Novo Nordisk was on-track to meet demand in the US in early 2022

- Revised capacity plans for Wegovy® following overwhelming initial demand
- Significant progress made on ramping up supply across all doses to meet demand in early 2022
- Prepared sales force and promotional efforts to support Wegovy®

## cGMP compliance issues delays stabilisation of Wegovy® supply

- Novo Nordisk notified by CMO Friday 17 December 2021 on supply consequences of cGMP issues
- Large contract manufacturer temporarily stops deliveries and manufacturing due to cGMP issues

## Expectation of meeting demand in the US in second half of 2022

- Plan in place to address the new supply challenges
- Few new patients are expected to initiate treatment in first half of 2022 – focus on patients on treatment today
- Supply stabilisation delayed until second half of 2022 based on current assessment of issues

<sup>1</sup> Based on the trial product estimand in STEP clinical trials in people with obesity without diabetes; cGMP: current Good Manufacturing Practice

# Significant ramp-up of production capacity has taken place but ability to meet demand delayed due to cGMP issues at CMO

## Wegovy® simplified manufacturing process



## Ramp up ongoing



## Update on supply chain for Wegovy®

- Capacity expansion plans were well on track
- Large global contract manufacturing organisation received a 483 letter by the US FDA
- The letter addresses cGMP issues at production site for Wegovy® syringes
- Findings are not related directly to production of Wegovy®
- Deliveries and manufacturing from the site have temporarily stopped
- Product recall is currently not expected

# Plan in place to address cGMP issues and increase Wegovy® supply



**Close collaboration between CMO and Novo Nordisk to address the cGMP issues as fast as possible**



**Strategy: Ensuring multiple production sites**



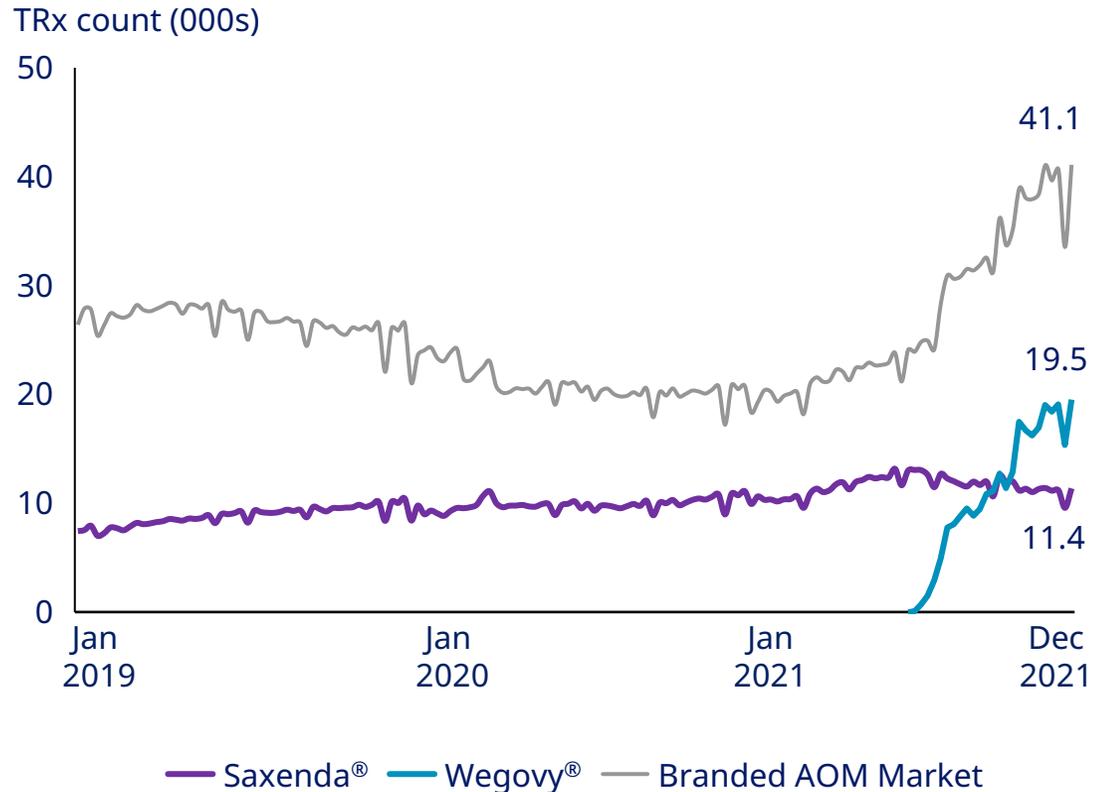
**Utilisation of internal Novo Nordisk filling capacity**



**Plan for launching Wegovy® outside of the US in existing Novo Nordisk platform**

# Confident in potential of Wegovy®

## Branded AOM TRx as of 3 December 2021



## Implications of supply chain challenges for Wegovy®

- Novo Nordisk expects to be able to meet demand in the US in the second half of 2022, assuming successful mitigation of CMO cGMP issues
- The key priority is for patients who have already initiated treatment of Wegovy® to be able to stay on treatment
- Supply capacity in the first half of 2022 is expected to be at around 60-90% of current TRx level
- Confidence in Wegovy® and commitment to patients living with obesity remain unchanged

# Investor contact information

## Share information

Novo Nordisk's B shares are listed on the stock exchange in Copenhagen under the symbol 'NOVO B'. Its ADRs are listed on the New York Stock Exchange under the symbol 'NVO'.

For further company information, visit Novo Nordisk on:  
[www.novonordisk.com](http://www.novonordisk.com)

## Upcoming events

02 February 2022	Financial statement for 2021
03 March 2022	Capital Markets Day in Copenhagen, Denmark
24 March 2022	Annual General Meeting
04 May 2022	Financial statement for the first three months of 2022
04 August 2022	Financial statement for the first six months of 2022
02 November 2022	Financial statement for the first nine months of 2022

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