

VICKI MOONEY  
Vicki lives with obesity  
Spain



# Wegovy™ approved in the US

## Investor conference call

07 June 2021

# Forward-looking statements

Novo Nordisk's reports filed with or furnished to the US Securities and Exchange Commission (SEC), including this presentation as well as the company's statutory Annual Report 2020 and Form 20-F, which was filed with the SEC in February 2021 in continuation of the publication of the Annual Report 2020, and written information released, or oral statements made, to the public in the future by or on behalf of Novo Nordisk, may contain forward-looking statements. Words such as 'believe', 'expect', 'may', 'will', 'plan', 'strategy', 'prospect', 'foresee', 'estimate', 'project', 'anticipate', 'can', 'intend', 'target' and other words and terms of similar meaning in connection with any discussion of future operating or financial performance identify forward-looking statements. Examples of such forward-looking statements include, but are not limited to:

- Statements of targets, plans, objectives or goals for future operations, including those related to Novo Nordisk's products, product research, product development, product introductions and product approvals as well as cooperation in relation thereto,
- Statements containing projections of or targets for revenues, costs, income (or loss), earnings per share, capital expenditures, dividends, capital structure, net financials and other financial measures,
- Statements regarding future economic performance, future actions and outcome of contingencies such as legal proceedings, and
- Statements regarding the assumptions underlying or relating to such statements.

These statements are based on current plans, estimates and projections. By their very nature, forward-looking statements involve inherent risks and uncertainties, both general and specific. Novo Nordisk cautions that a number of important factors, including those described in this presentation, could cause actual results to differ materially from those contemplated in any forward-looking statements.

Factors that may affect future results include, but are not limited to, global as well as local political and economic conditions, including interest rate and currency exchange rate fluctuations, delay or failure of projects related to research and/or development, unplanned loss of patents, interruptions of supplies and production, product recalls, unexpected contract breaches or terminations, government-mandated or market-driven price decreases for Novo Nordisk's products, introduction of competing products, reliance on information technology, Novo Nordisk's ability to successfully market current and new products, exposure to product liability and legal proceedings and investigations, changes in governmental laws and related interpretation thereof, including on reimbursement, intellectual property protection and regulatory controls on testing, approval, manufacturing and marketing, perceived or actual failure to adhere to ethical marketing practices, investments in and divestitures of domestic and foreign companies, unexpected growth in costs and expenses, failure to recruit and retain the right employees, failure to maintain a culture of compliance, and epidemics pandemics or other public health crises.





For an overview of some, but not all, of the risks that could adversely affect Novo Nordisk's results or the accuracy of forward-looking statements in this presentation, reference is made to the overview of risk factors in 'Risk management' of the Annual Report 2020.

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

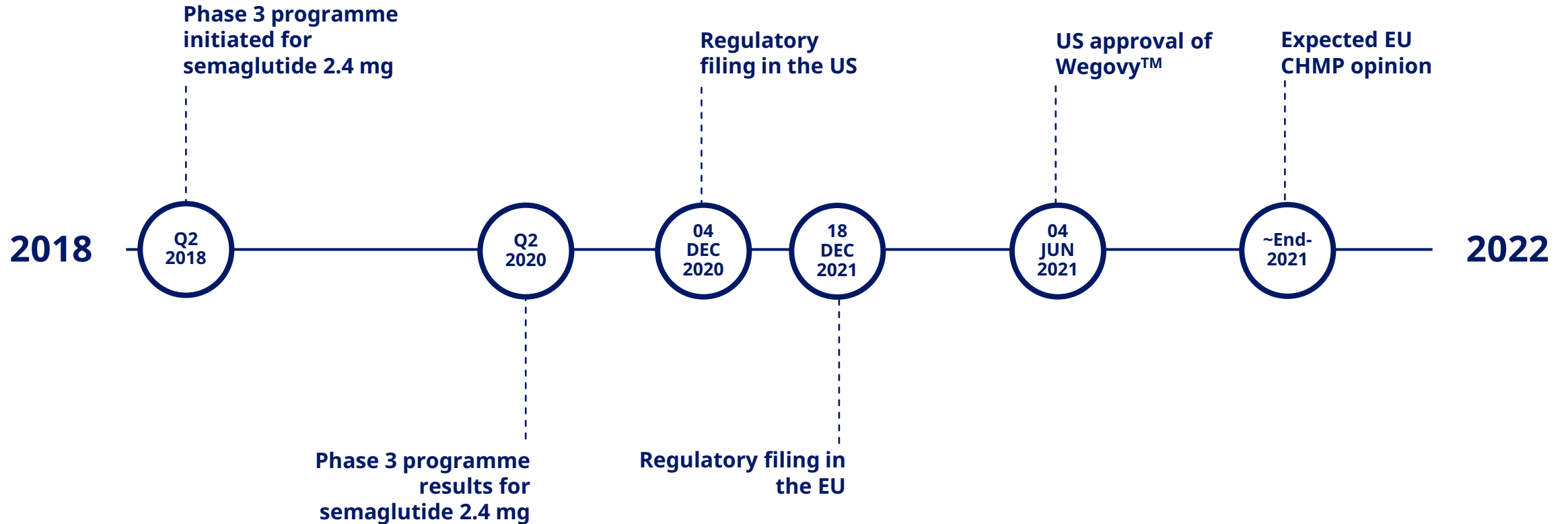
- Victoza® and Ozempic® are approved for the management of type 2 diabetes only
- Saxenda® is approved in the USA and the EU for the treatment of obesity only and Wegovy™ is approved in the USA

# Strategic aspirations 2025

 <p>Purpose and sustainability</p>	<ul style="list-style-type: none"> <li>• Being respected for adding value to society</li> <li>• Progress towards zero environmental impact</li> <li>• Ensure distinct core capabilities and evolve culture</li> </ul>	 <p>Innovation and therapeutic focus</p>	<ul style="list-style-type: none"> <li>• Further raise the innovation-bar for diabetes treatment</li> <li>• <b>Develop a leading portfolio of superior treatment solutions for obesity</b></li> <li>• Strengthen and progress the Biopharm pipeline</li> <li>• Establish presence in Other serious chronic diseases focusing on CVD, NASH and CKD</li> </ul>
 <p>Commercial execution</p>	<ul style="list-style-type: none"> <li>• Strengthen Diabetes leadership - aim at global value market share of more than 1/3</li> <li>• <b>Strengthen Obesity leadership and double current sales<sup>1</sup></b></li> <li>• Secure a sustained growth outlook for Biopharm</li> </ul>	 <p>Financials</p>	<ul style="list-style-type: none"> <li>• Deliver solid sales and operating profit growth           <ul style="list-style-type: none"> <li>• Deliver 6-10% sales growth in IO</li> <li>• Transform 70% of sales in the US<sup>2</sup></li> </ul> </li> <li>• Drive operational efficiencies across the value chain to enable investments in future growth assets</li> <li>• Deliver free cash flow to enable attractive capital allocation to shareholders</li> </ul>

<sup>1</sup> Based on reported sales in 2019, <sup>2</sup> From 2015 to 2022, 70% of sales to come from products launched from 2015. IO: International Operations; CVD: Cardiovascular disease; NASH: Non-alcoholic steatohepatitis; CKD: Chronic kidney disease.

# Timeline for Wegovy™ from phase 3 initiation to market in ~3 years



# Wegovy™ approved in the US

## Results reflected in the approved label for Wegovy™

### Profile

- Indicated as an adjunct to a reduced calorie diet and increased physical activity for chronic weight management in adults with obesity (initial BMI  $\geq 30$  kg/m<sup>2</sup>) or overweight (initial BMI  $\geq 27$  kg/m<sup>2</sup>) with at least one weight-related comorbidity
- The maintenance dose of Wegovy™ is 2.4 mg

### Efficacy

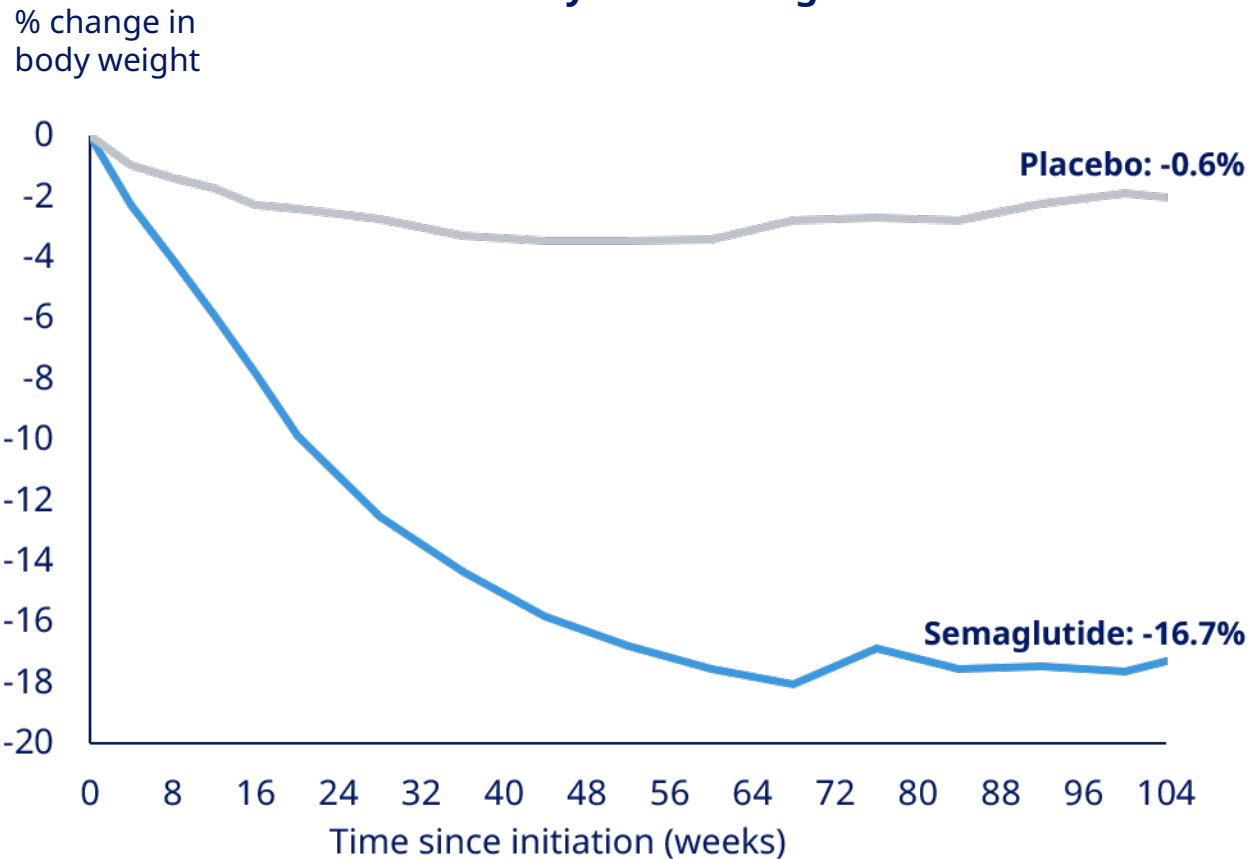
- Mean weight loss of up to 15%<sup>1</sup> sustained for 68 weeks
- 84% of patients losing  $\geq 5\%$  body weight and 48% losing  $\geq 15\%$  after 68 weeks in STEP 1
- Improvements in CV risk factors<sup>2</sup>
- No prespecified stopping rule

### Safety

- Most common adverse events are gastrointestinal
- Data on CV outcomes in patients with T2D from SUSTAIN 6

# In STEP 5, semaglutide 2.4 mg showed sustained weight loss over 2 years

## Clinically relevant and sustained weight loss in patients with obesity or overweight



Change in body weight in % depicts observed means since time of randomisation; trial product estimand.

## Data from STEP 5



**17%** weight loss after 104 weeks



**40%** of patients lost  $\geq 20\%$  of their body weight after 104 weeks



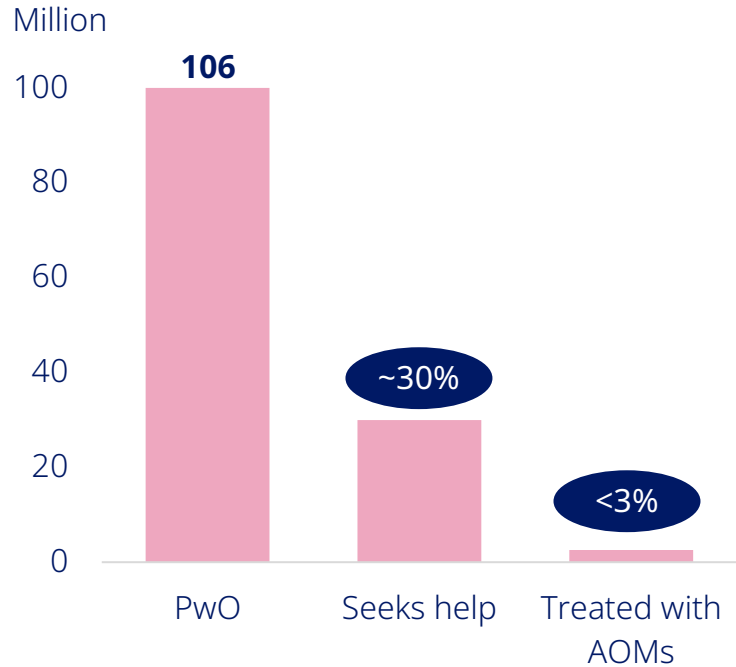
Semaglutide appeared to have a safe and well-tolerated profile



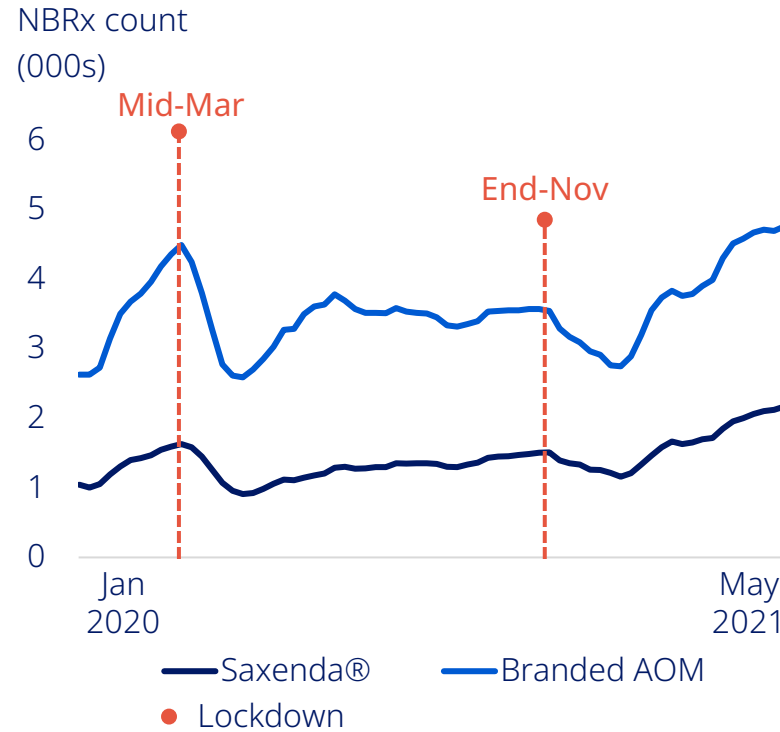
Improvements in lipid profiles as well as C-reactive protein

# Wegovy™ ready for launch on 10 June 2021

**Less than 3% of PwO in the US are treated with AOMs**



**Continued recovery seen in number of new-to-brand patients**



**Wegovy™ June launch activities**



AOM: Anti-obesity medication; HCP: Healthcare professionals; PwO: People with obesity Note: Percentages are of the 106 million. Source: US Department of Health and Human Services. Prevalence of Obesity and Severe Obesity Among Adults: United States, 2017–2018 Craig M. Hales, M.D., Margaret D. Carroll, M.S.P.H., Cheryl D. Fryar, M.S.P.H., and Cynthia L. Ogden, Ph.D.; seeks help: Pharmetrics-aEMR linked database; Treated with AOMs: IQVIA AOM LAAD FY2020; NBRx graph: IQVIA Xponent, weekly (ending 7 May 2021)

# Wegovy™ will be launched in the US with a list price similar to Saxenda® and in a new device

## Wegovy™ list price and market access



List price of Wegovy™ at a similar level as Saxenda®



Pharma benefit manager negotiations will commence



Launched with a USD 25 co-pay card for patients with AOM coverage

## Wegovy™ comes in a single-dose device with an integrated needle

ONCE -WEEKLY

**wegovy™**

semaglutide injection **2.4 mg**



# 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

28 June 2021	R&D investor call in connection with ADA
05 August 2021	Financial statement for the first six months of 2021
03 November 2021	Financial statement for the first nine months of 2021
02 February 2022	Financial statement for 2021

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