Meda is a leading international specialty pharma company with a broad product portfolio and its own sales organizations in over 60 countries. Including those markets where sales are managed by distributors, Meda's products are sold in more than 150 countries. Meda AB is the Group's parent company and its headquarters are located in Solna outside of Stockholm. The Meda share is listed under Large Cap on Nasdaq Stockholm.



# Interim Report, January-March 2016

### January-March 2016

- Net sales reached SEK 4,315 million (4,583), corresponding to a decrease of 6% and an organic sales development of -2%, compared with the previous year.
- EBITDA, excluding non-recurring items, was SEK 1,256 million (1,403),
   corresponding to a margin of 29.1% (30.6).
- Non-recurring items related to the Mylan offer had a SEK 121 million negative impact on earnings before tax.
- Profit after tax amounted to SEK 291 million (226).
- Earnings per share reached SEK 0.80 (0.62). Excluding non-recurring items, earnings per share totaled SEK 0.46 (0.59).
- Cash earnings per share amounted to SEK 0.90 (0.74). Excluding non-recurring items cash earnings per share totaled SEK 1.36 (1.94).

Webcast presentation of the report on May 3 at 10:00 a.m.

The presentation can be accessed at www.meda.se/eng/investerare, where a recorded version will also be available until the next interim report.

For further inquiries, please contact:

Paula Treutiger, VP Corporate Communications & Sustainability, paula.treutiger@meda.se, +46 733-666 599.

All information in this interim report refers to the Group unless otherwise stated. Figures shown refer to the period indicated in the paragraph heading, and figures in parentheses refer to the corresponding period last year. For further information about medicines and development projects, see www.meda.se and the 2015 Annual Report. For definitions, see page 20 or the 2015 Annual Report.

## **CEO** statement

2016 is developing in accordance with our plans.

Emerging Markets continued to show solid performance during the quarter. Strong sales in Eastern Europe, Turkey, Middle East and Mexico outweighed lower sales in parts of Asia where we saw an impact mainly related to fluctuations in distributor buying patterns in the quarter. Sales for Emerging Markets amounted to SEK 810 million in Q1.

Sales for our Western European business were varied in the first quarter. Most countries showed a good development and sales were supported by major products such as Dymista and Betadine. As expected, sales were lower in Germany than last year while Southern Europe (Spain, Portugal and Italy) and the Nordic markets performed strongly.

One of the most positive notes for this quarter was Italy, where we saw some of the firsts signs of a turn around with positive effects on Cx sales, particularly with Saugella and Armolipid. As you may recall in our last quarter's report we called out some problems that we ran into with the Italian operations, and we stated that we would take measure to sort out those issues. We have and will continue to do so, but I am particularly pleased with the Cx business' turnaround in Italy which is again showing growth of 9% compared to last year's first quarter.

We are also finally seeing some impact from our repositioning efforts for CB12 – growing sales by 6%. Armolipid, the Cx-product which we intend to expand internationally, has also realized a strong sales increase with 33%. All in all sales in Western Europe amounted to SEK 2,801 million in the quarter.

In the US our promoted growth products continued on a positive track especially with Dymista showing growth in the market of 13% according to IMS compared to the same period last year. This was offset as expected by the natural disruption associated with the potential sale of this division last fall, a tougher comparison for products like Felbatol, the expected negative impact from lower royalties this quarter from Valeant due to the specific terms in our contract which halved our revenues this quarter as compared to last year, and lastly from additional generic competition on four of our existing products. Sales for the US in the quarter totaled SEK 669 million.

Overall our promoted growth products globally showed a growth of 6% compared to the same period last year.

In total, sales for the first quarter amounted to SEK 4,315 million and EBITDA excluding non-recurring items to SEK 1,256 million corresponding to an EBITDA margin of 29.1%. Free cash flow excluding non-recurring items for the quarter was SEK 496 million.

Bottom line, we will continue to execute against our business plan targets as we are hopeful to see more continued recovery in Italy, and expect the US to improve throughout the year.

And now with this attractive offer from Mylan pending, 2016 will prove to be an exciting year for Meda and its stakeholders. Not only does the offer from Mylan create new opportunities for our company and its employees, but also insures our position as a leading European specialty pharma company.

Jörg-Thomas Dierks

Group President and CEO

### Sales

For information on sales trends for major products, see the table on page 17. Definitions of geographic regions and product categories are presented on page 20.

#### January-March

Net sales for the period amounted to SEK 4,315 million (4,583), which corresponds to a decrease of 6%. At constant exchange rates, sales decreased by 4%. Sales compared to last year were negatively impacted by reduced royalties according to the agreement with Valeant as well as the divestment of the manufacturing site Euromed. Organic growth for the period amounted to -2%. The positive sales development in Emerging Markets could not offset lower sales in the US. Western Europe sales were only slightly lower than last year. For the top 20 products, organic growth for the period was flat.

### Sales by geographic area

#### January-March

Sales for **Western Europe** over the period were SEK 2,801 million (2,865), representing a 2% decrease and a 1% decrease at constant exchange rates. Organic growth was -1%. Slow sales development in Germany, the UK, Denmark, and the Netherlands was not fully offset by positive sales development in the rest of the markets and especially in Spain, Finland, Portugal and Sweden.

**US** sales amounted to SEK 669 million (786), corresponding to a decrease of 15% and 16% at constant exchange rates. Organic growth was -11%. Several products showed lower sales compared to last year, most notably Felbatol, Astepro, Astelin and Soma. License income from the collaboration agreement with Valeant was reduced to SEK 43 million (92).

Sales in **Emerging Markets** amounted to SEK 810 million (819), representing a 1% decrease. At constant exchange rates Emerging Markets showed an increase of 5% and organic growth was 4%. Several markets in the region showed good sales development, especially Turkey where market demand for our products was very strong. The overall sales growth was held back by lower sales in Hong Kong and Taiwan, which was mainly related to fluctuations in distributor buying patterns.

Other Sales fell to amount to SEK 35 million (113) after the divestment of Euromed.

### Sales by geographic area

|                  |       | January-March |       |                     |                     |
|------------------|-------|---------------|-------|---------------------|---------------------|
| SEK million      | 2016  | 2015          | Index | Index <sup>1)</sup> | Index <sup>2)</sup> |
| Western Europe   | 2,801 | 2,865         | 98    | 99                  | 99                  |
| USA              | 669   | 786           | 85    | 84                  | 89                  |
| Emerging Markets | 810   | 819           | 99    | 105                 | 104                 |
| Other Sales      | 35    | 113           | 31    | 31                  | 84                  |
| Total Sales      | 4,315 | 4,583         | 94    | 96                  | 98                  |

<sup>1)</sup> Constant exchange rates 2) Organic growth

## Sales by product category

### January-March

Sales of prescription drugs (**Rx**) amounted to SEK 2,609 million (2,820), representing a 6% decrease at constant exchange rates. Organic growth for the period was -5%. Lower sales of Rx products in the US, Germany and the UK (driven by lower EpiPen sales) were the main reasons for the sluggish development. Dymista continued to show growth at 19% and Legalon grew by 22%.

**Cx/OTC** sales amounted to SEK 1,671 million (1,650), representing a 3% increase at constant exchange rates. Organic growth for the period amounted to 3%. Amongst other products, Saugella, Armolipid, Betadine and Reparil were the main drivers behind the positive development. Sales of Dona were down by 15%, mainly

as a result of fluctuations in distributor buying patterns in Hong Kong and Taiwan. CB12 sales turned around and grew by 6%.

Other Sales amounted to SEK 35 million (113).

Sales by product category

|             | January-March |       |       |                     |                     |
|-------------|---------------|-------|-------|---------------------|---------------------|
| SEK million | 2016          | 2015  | Index | Index <sup>1)</sup> | Index <sup>2)</sup> |
| Rx          | 2,609         | 2,820 | 93    | 94                  | 95                  |
| Cx/OTC      | 1,671         | 1,650 | 101   | 103                 | 103                 |
| Other Sales | 35            | 113   | 31    | 31                  | 84                  |
| Total Sales | 4,315         | 4,583 | 94    | 96                  | 98                  |

<sup>1)</sup> Constant exchange rates 2) Organic growth

## **Earnings**

### Operating profit

### January-March

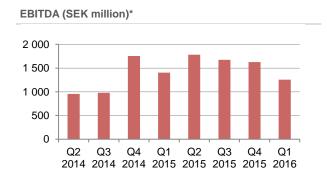
Operating profit for the period was SEK 349 million (536) and EBITDA was SEK 1,135 million (1,346), yielding a 26.3% margin (29.4). Excluding non-recurring items, operating profit amounted to SEK 470 million (593) and EBITDA to SEK 1,256 million (1,403). This corresponds to an EBITDA margin of 29.1% (30.6).

Operating expenses for the period amounted to SEK 2,338 million (2,297) and included transaction costs of SEK 121 million related to the Mylan offer. Accordingly, operating expenses excluding non-recurring items were SEK 2,217 million (2,240).

Selling expenses for the period were SEK 1,010 million (1,049).

Medicine and business development expenses were SEK 1,083 million (967) including transaction costs of SEK 121 million related to the Mylan offer.

Administrative expenses for the period totaled SEK 245 million (281).



\*Excluding non-recurring items

### Net financial items, tax and earnings per share

#### January-March

Net financial items amounted to SEK -252 million (-469) corresponding to a decrease of 18% compared to last year excluding non-recurring items in Q1 2015 of SEK 161 million. The decrease is related to lower interest expense as a result of the reduced net debt.

Profit after net financial items totaled SEK 97 million (67).

Reported tax for the period amounted to SEK 194 million (159). Tax was affected by re-assessment of certain deferred tax balances and non-recurring items. Excluding non-recurring items, tax expense was SEK 50 million (68), equivalent to a tax rate of 23.0% (23.8).

Net profit totaled SEK 291 million (226).

Earnings per share reached SEK 0.80 (0.62). Excluding non-recurring items, earnings per share totaled SEK 0.46 (0.59).

### Cash flow

### January-March

Cash flow from operating activities before changes in working capital amounted to SEK 723 million (749).

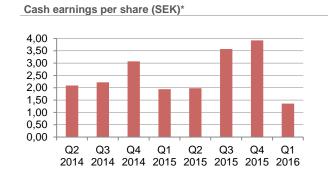
Working capital had an impact of SEK -369 million (-418) on cash flow. Cash flow from inventories totaled SEK -154 million, partly due to inventory build-up of seasonal products and partly due to the timing of inventory purchases. Receivables had a positive effect of SEK 55 million on cash flow. Liabilities had a negative effect of SEK 270 million on cash flow due to payment of bridging stocks acquired at the end of Q4 2015 and fluctuations in payments of trade payables. Accordingly, cash flow from operating activities amounted to SEK 354 million (331).

Free cash flow was SEK 330 million (269). Transaction costs related to the Mylan offer of SEK 100 million and restructuring costs of SEK 66 million were paid during the period. Accordingly, free cash flow excluding non-recurring items totaled SEK 496 million (709).

Cash earnings per share for the period totaled SEK 0.90 (0.74). Excluding non-recurring items, cash earnings per share was SEK 1.36 (1.94).

Cash flow from investing activities amounted to SEK -47 million (-246).

Cash flow from financing activities amounted to SEK -939 million (-804).



<sup>100</sup> 90 80 70 60 50 40 30 20 Q3 Q4 Q1 Q2 Q3 Q4 2014 2014 2014 2015 2015 2015 2015 2016

Free cash flow/EBITDA (%)\*

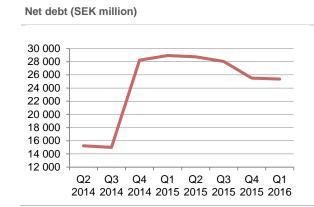
# **Financing**

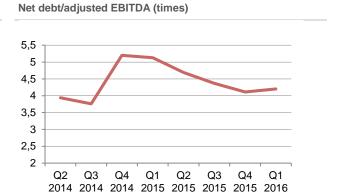
On March 31, equity stood at SEK 21,076 million compared with SEK 20,956 million at the start of the year, which corresponds to SEK 57.7 (57.3) per share. The equity/assets ratio was 35.5% compared with 34.4% at the start of the year.

<sup>\*</sup> Excluding non-recurring items

Net debt totaled SEK 25,373 million on March 31, compared with SEK 25,505 million at the start of the year. At March 31, 2016, the average cost of the debt portfolio, including pension liabilities, was 3.0%.

Performance for net debt and net debt/adjusted EBITDA over the past eight quarters is illustrated in the following charts.





## Agreements and key events

Mylan N.V., a company incorporated in the Netherlands, and whose ordinary shares are traded on the NASDAQ Global Select Market and the Tel Aviv Stock Exchange, announced on February 10, 2016, a recommended public offer to the shareholders of Meda AB to transfer all of their shares in Meda AB to Mylan N.V. for a consideration consisting of a combination of cash and shares of common stock in Mylan N.V. Please refer to Mylan N.V.'s separate offer announcement for more information about the offer, and to a separate press release issued by Meda AB regarding the Board's recommendation regarding the offer.

### Risks and uncertainties

The business is exposed to financial risks, which are described in Meda's 2015 Annual Report on pages 94-96. Risks related to operations are described in the 2015 Annual Report on pages 70-72.

## **Accounting policies**

The Group complies with the EU-approved IFRS standards and their interpretations (IFRIC). This interim report was prepared as per IAS 34 Interim Financial Reporting. Further information about Group reporting and valuation principles is detailed in Note 1 on pages 90-94 of the 2015 Annual Report. The parent company applies RFR 2, Accounting for Legal Entities.

The Group uses the same accounting policies in this interim report as applied in the preparation of the 2015 Annual Report. The new and amended IFRS standards and IFRIC interpretations effective from January 1, 2016, have not had any material effect on the consolidated financial statements.

Stockholm, May 3, 2016

Martin Svalstedt Luca Rovati Peter Claesson
Board chairman Deputy board chairman Board member

Peter von Ehrenheim Kimberly Lein-Mathisen Guido Oelkers
Board member Board member Board member

Karen Sörensen Lillie Li Valeur Lars Westerberg
Board member Board member Board member

Jörg-Thomas Dierks CEO

The company's auditors did not review this interim report.

#### Meda AB

Pipers väg 2A, Box 906, 170 09 Solna, Sweden, Tel: +46 8-630 19 00, Fax: +46 8-630 19 50, email: <a href="mailto:info@meda.se">info@meda.se</a>, <a href="mailto:www.meda.se">www.meda.se</a>, Corp. ID: 556427-2812

### **Upcoming reporting dates**

Interim report, January-June July 21, 2016
Interim report, January-September October 26, 2016

### Forward-looking statement

This report is not an offer to sell or a solicitation to buy shares in Meda. This report also contains certain forward-looking statements with respect to certain future events and Meda's potential financial performance. These forward-looking statements can be identified by the fact that they do not relate only to historical or current facts and may sometimes include words such as "may", "will", "seek", "anticipate", "expect", "estimate", "intend", "plan", "forecast", "believe", or other words of similar meaning. These forward-looking statements reflect the current expectations on future events of the management at the time such statements are made, but are made subject to a number of risks and uncertainties. In the event such risks or uncertainties materialize, Meda's results could be materially affected. The risks and uncertainties include, but are not limited to, risks associated with the inherent uncertainty of pharmaceutical research and product development, manufacturing and commercialization, the impact of competitive products, patents, legal challenges, government regulation and approval, Meda's ability to secure new products for commercialization and/or development, and other risks and uncertainties detailed from time to time in Meda AB's interim or annual reports, prospectuses, or press releases. Listeners and readers are cautioned that no forward-looking statement is a guarantee of future performance and that actual results could differ materially from those contained in the forward-looking statement. Meda does not intend or undertake to update any such forward-looking statements.

Meda AB discloses the information provided herein pursuant to the Securities Market Act and/or the Financial Instruments Trading Act. This information was submitted for publication on May 3, 2016 at 8:00 AM.

# **Consolidated income statement**

|   | January-l | March  | Full year |
|---|-----------|--------|-----------|
| SEK million   | 2016      | 2015   | 2015      |
| Net sales   | 4,315     | 4,583  | 19,648    |
| Cost of sales   | -1,628    | -1,750 | -7,525    |
| Gross profit  | 2,687     | 2,833  | 12,123    |
| Other income  | -         | -      | 22        |
| Selling expenses                                      | -1,010    | -1,049 | -4,359    |
| Medicine and business development 1)                  | -1,083    | -967   | -4,086    |
| Administrative expenses                               | -245      | -281   | -981      |
| Operating profit (EBIT)                               | 349       | 536    | 2,719     |
| Net financial items                                   | -252      | -469   | -1,415    |
| Profit for the period after net financial items (EBT) | 97        | 67     | 1,304     |
| Tax   | 194       | 159    | -112      |
| Net profit  | 291       | 226    | 1,192     |
| Profit attributable to:                               |           |        |           |
| Parent company shareholders                           | 291       | 226    | 1,176     |
| Non-controlling interests                             | 0         | 0      | 16        |
| Net profit  | 291       | 226    | 1,192     |
| 1) Of which amortization of product rights            | -731      | -751   | -3,040    |
| EBITDA  | 1,135     | 1,346  | 6,003     |
| Amortization, product rights                          | -731      | -751   | -3,040    |
| Depreciation and amortization, other                  | -55       | -59    | -244      |
| Operating profit (EBIT)                               | 349       | 536    | 2,719     |
|   |           |        |           |
| EBITDA, excluding non-recurring items                 | 1,256     | 1,403  | 6,482     |

# **Consolidated comprehensive income**

|   | January-M | arch | Full year |
|---|-----------|------|-----------|
| SEK million   | 2016      | 2015 | 2015      |
| Net profit  | 291       | 226  | 1,192     |
|   |           |      |           |
| Items that will not be reclassified to the income statement                   |           |      |           |
| Revaluation of defined-benefit pension plans and similar plans, net after tax | -124      | -19  | 55        |
|   | -124      | -19  | 55        |
| Items that may be reclassified to the income statement                        |           |      |           |
| Translation difference  | -45       | 97   | -376      |
| Translation difference reversed to income statement                           | -         | 0    | -3        |
| Hedge of net investment, net after tax  | -21       | 70   | 308       |
| Cash flow hedges, net after tax   | 3         | 3    | -1        |
| Available-for-sale financial assets, net after tax                            | -1        | -1   | -9        |
|   | -64       | 169  | -81       |
| Total other comprehensive income, net after tax                               | -188      | 150  | -26       |
| Total community in the same   | 400       | 070  | 4.400     |
| Total comprehensive income  | 103       | 376  | 1,166     |
| Total comprehensive income attributable to:                                   |           |      |           |
| Parent company shareholders   | 103       | 376  | 1,150     |
| Non-controlling interests   | 0         | 0    | 16        |
| Total comprehensive income  | 103       | 376  | 1,166     |

# **Share data**

|                                    | January - | Full year |         |
|------------------------------------|-----------|-----------|---------|
| •                                  | 2016      | 2015      | 2015    |
| Earnings per share                 |           |           | _       |
| Basic earnings per share, SEK      | 0.80      | 0.62      | 3.22    |
| Diluted earnings per share, SEK    | 0.80      | 0.62      | 3.22    |
| Basic earnings per share, SEK 1)   | 0.46      | 0.59      | 4.14    |
| Diluted earnings per share, SEK 1) | 0.46      | 0.59      | 4.14    |
| Average number of shares           |           |           |         |
| Basic (thousands)                  | 365,467   | 365,467   | 365,467 |
| Diluted (thousands)                | 365,467   | 365,467   | 365,467 |
| Number of shares on closing day    |           |           |         |
| Basic (thousands)                  | 365,467   | 365,467   | 365,467 |
| Diluted (thousands)                | 365,467   | 365,467   | 365,467 |

<sup>&</sup>lt;sup>1)</sup> Earnings per share excluding non-recurring items.

# **Consolidated balance sheet**

|                                 | March 31 | March 31 | December 31 |
|---------------------------------|----------|----------|-------------|
| SEK million                     | 2016     | 2015     | 2015        |
| ASSETS                          |          |          |             |
| Non-current assets              |          |          |             |
| - Property, plant and equipment | 1,475    | 1,665    | 1,504       |
| - Intangibles 1)                | 46,541   | 50,710   | 47,478      |
| - Other non-current assets      | 1,975    | 1,957    | 2,097       |
| Non-current assets              | 49,991   | 54,332   | 51,079      |
| Current assets                  |          |          |             |
| - Inventories                   | 3,017    | 3,276    | 2,876       |
| - Current receivables           | 5,382    | 5,589    | 5,279       |
| - Cash and cash equivalents     | 977      | 1,624    | 1,612       |
| Current assets                  | 9,376    | 10,489   | 9,767       |
| Total assets                    | 59,367   | 64,821   | 60,846      |
| EQUITY AND LIABILITIES          |          |          |             |
| Equity                          | 21,076   | 21,059   | 20,956      |
| Non-current liabilities         |          |          |             |
| - Borrowings                    | 21,359   | 22,845   | 22,507      |
| - Pension obligations           | 2,445    | 2,411    | 2,273       |
| - Deferred tax liabilities      | 4,249    | 5,137    | 4,708       |
| - Other non-current liabilities | 364      | 2,884    | 2,830       |
| Non-current liabilities         | 28,417   | 33,277   | 32,318      |
| Current liabilities             |          |          |             |
| - Borrowings                    | 2,563    | 5,370    | 2,355       |
| - Other current liabilities     | 7,311    | 5,115    | 5,217       |
| Current liabilities             | 9,874    | 10,485   | 7,572       |
| Total equity and liabilities    | 59,367   | 64,821   | 60,846      |
| 1) Of which goodwill            | 25,337   | 25,807   | 25,524      |

# **Consolidated cash flow statement**

|   | January | -March | Full year |
|---|---------|--------|-----------|
| SEK million   | 2016    | 2015   | 2015      |
| Profit after financial items  | 97      | 67     | 1,304     |
| Adjustments for items not included in cash flow                       | 803     | 1,009  | 3,373     |
| Net change in pensions  | -10     | -17    | -45       |
| Net change in other provisions  | -41     | -243   | -112      |
| Income taxes paid   | -126    | -67    | -803      |
| Cash flow from operating activities before changes in working capital | 723     | 749    | 3,717     |
| Cash flow from changes in working capital                             |         |        |           |
| Inventories   | -154    | -273   | -198      |
| Receivables   | 55      | -132   | -96       |
| Liabilities   | -270    | -13    | -99       |
| Cash flow from operating activities                                   | 354     | 331    | 3,324     |
|   |         |        |           |
| Cash flow from investing activities                                   | -47     | -246   | 262       |
| Cash flow from financing activities                                   | -939    | -804   | -4,272    |
| Cash flow for the period  | -632    | -719   | -686      |
|   |         |        |           |
| Cash and cash equivalents at period's start                           | 1,612   | 2,311  | 2,311     |
| Exchange-rate difference in cash and cash equivalents                 | -3      | 32     | -13       |
| Cash and cash equivalents at period's end                             | 977     | 1,624  | 1,612     |
|   |         |        |           |
| Free cash flow, SEK million   | 330     | 269    | 3,095     |
| Free cash flow, excluding non-recurring items, SEK million            | 496     | 709    | 4,172     |
| Cash earnings per share, SEK  | 0.90    | 0.74   | 8.47      |
| Cash earnings per share, excluding non-recurring items, SEK           | 1.36    | 1.94   | 11.41     |

# **Consolidated statement of changes in equity**

| SEK million  | Share<br>capital | Other capital contributions | Other reserves | Retained<br>earnings<br>including<br>profit for<br>the<br>period | Total  | Non-<br>controlling<br>interests | Total<br>equity |
|--|------------------|-----------------------------|----------------|--|--------|----------------------------------|-----------------|
| Opening balance, January 1, 2015                       | 365              | 13,788                      | 401            | 6,142  | 20,696 | -16                              | 20,680          |
| Total comprehensive income                             | -                | -                           | 150            | 226  | 376    | 0                                | 376             |
| Divestment of operation                                | -                | -                           | -              | -  | -      | -3                               | -3              |
| Share-based payments, settled using equity instruments | -                | -                           | -              | 6  | 6      | -                                | 6               |
| Closing balance, March 31, 2015                        | 365              | 13,788                      | 551            | 6,374  | 21,078 | -19                              | 21,059          |
| Opening balance, January 1, 2016                       | 365              | 13,788                      | 375            | 6,431  | 20,959 | -3                               | 20,956          |
| Total comprehensive income                             | -                | -                           | -188           | 291  | 103    | 0                                | 103             |
| Share-based payments, settled using equity instruments | -                | -                           | -              | 17   | 17     | -                                | 17              |
| Closing balance, March 31, 2016                        | 365              | 13,788                      | 187            | 6,739  | 21,079 | -3                               | 21,076          |

### Fair value - financial assets and liabilities

The table below comprises the consolidated financial assets and liabilities that are measured at fair value.

Interest rate swaps and currency forward contracts are reported as level 2 and used for the purpose of hedging. Fair value measurement for interest rate swaps is calculated by discounting with observable market data. Measurement of fair value for currency forward contracts is based on published forward prices.

Available-for-sale financial assets are reported as level 1 and 2. Level 1 comprises quoted interest-bearing securities and fair value measurement is based on quoted prices on an active market. Level 2 mainly comprises fund holdings where fair value measurement is based on observable market data.

Group derivatives are covered by right of set-off between assets and liabilities with the same counterparty. Offsetting of assets and liabilities has not been applied. Derivatives recognized as assets and liabilities are presented in the table below.

No transfers have been made between level 1 and level 2 during the period.

|                                     | January- | March   | January-I | March   | Full ye | ear     |
|-------------------------------------|----------|---------|-----------|---------|---------|---------|
| SEK million                         | 201      | 6       | 2015      | 5       | 2015    | 5       |
|                                     | Level 1  | Level 2 | Level 1   | Level 2 | Level 1 | Level 2 |
| Assets                              |          |         |           |         |         |         |
| Currency forward contracts          | -        | 240     | -         | 199     | -       | 149     |
| Available-for-sale financial assets | 6        | 16      | 17        | 27      | 6       | 17      |
| Total                               | 6        | 256     | 17        | 226     | 6       | 166     |
| Liabilities                         |          |         |           |         |         |         |
| Interest rate swaps 1)              | -        | 19      | -         | 19      | -       | 23      |
| Currency forward contracts          | -        | 161     | -         | 102     | -       | 201     |
| Total                               | -        | 180     | -         | 121     | -       | 224     |

<sup>1)</sup> Cash flow hedging

# **Parent company**

The parent company's net sales reached SEK 1,351 million (1,497), of which intra-Group sales represented SEK 851 million (1,019). Operating profit totaled SEK -40 million (131) and net financial items amounted to SEK 18 million (-53).

Investments in intellectual property rights for the period were SEK 11 million (14), and investments in property, plant, and equipment totaled SEK 1 million (24).

Financial assets on March 31, 2016, totaled SEK 38,546 million, compared to SEK 40,224 million at the end of the previous year. Cash and cash equivalents amounted to SEK 290 million (968).

# Income statement for the parent company

|   | January | -March |
|---|---------|--------|
| SEK million   | 2016    | 2015   |
|   |         |        |
| Net sales   | 1,351   | 1,497  |
| Cost of sales   | -815    | -928   |
| Gross profit  | 536     | 569    |
|   |         |        |
| Selling expenses                                      | -133    | -101   |
| Medicine and development expenses                     | -377    | -282   |
| Administrative expenses                               | -66     | -55    |
| Operating profit (EBIT)                               | -40     | 131    |
|   |         |        |
| Net financial items                                   | 18      | -53    |
| Profit for the period after net financial items (EBT) | -22     | 78     |
|   |         |        |
| Appropriations and tax                                | 113     | 117    |
| Net profit  | 91      | 195    |

# **Balance sheet for the parent company**

|                                 | March 31 | December 31 |
|---------------------------------|----------|-------------|
|                                 | 2016     | 2015        |
| ASSETS                          |          |             |
| Non-current assets              |          |             |
| - Intangibles                   | 4,271    | 4,459       |
| - Property, plant and equipment | 45       | 45          |
| - Financial                     | 38,546   | 40,224      |
| Total non-current assets        | 42,862   | 44,728      |
|                                 |          |             |
| Current assets                  |          |             |
| - Inventories                   | 584      | 535         |
| - Current receivables           | 1,906    | 1,725       |
| - Cash and bank balances        | 290      | 968         |
| Total current assets            | 2,780    | 3,228       |
|                                 |          |             |
| Total assets                    | 45,642   | 47,956      |
| EQUITY AND LIABILITIES          |          |             |
| Restricted equity               | 3,540    | 3,540       |
| Non-restricted equity           | 12,753   | 12,623      |
| Total equity                    | 16,293   | 16,163      |
|                                 |          |             |
| Untaxed reserves                | 1,381    | 1,520       |
| Provisions                      | 77       | 75          |
| Non-current liabilities         | 23,125   | 24,075      |
| Current liabilities             | 4,766    | 6,123       |
| Total equity and liabilities    | 45,642   | 47,956      |

## **Sales**

Sales for the 20 best-selling products in the period.

| January | v-March |
|---------|---------|
|         |         |

|                |      | January-Waren |       |          |  |
|----------------|------|---------------|-------|----------|--|
| SEK million    | 2016 | 2015          | Index | Index 1) |  |
| Dymista        | 229  | 193           | 119   | 119      |  |
| Betadine       | 206  | 189           | 109   | 110      |  |
| Dona           | 182  | 223           | 82    | 85       |  |
| Tambocor       | 127  | 141           | 90    | 91       |  |
| Saugella       | 126  | 98            | 128   | 129      |  |
| Elidel 2)      | 98   | 115           | 85    | 88       |  |
| EpiPen         | 95   | 129           | 74    | 75       |  |
| Aldara/Zyclara | 84   | 88            | 95    | 97       |  |
| Legalon        | 73   | 63            | 116   | 122      |  |
| Astelin        | 72   | 107           | 67    | 69       |  |
| Armolipid      | 72   | 54            | 132   | 133      |  |
| Calcium        | 70   | 66            | 106   | 107      |  |
| CB12           | 69   | 66            | 104   | 106      |  |
| Reparil        | 68   | 59            | 115   | 118      |  |
| Mestinon       | 61   | 60            | 102   | 105      |  |
| Felbatol       | 60   | 87            | 69    | 68       |  |
| Minitran       | 57   | 47            | 121   | 122      |  |
| Solco          | 56   | 56            | 101   | 110      |  |
| Proctofoam     | 56   | 53            | 106   | 104      |  |
| Muse/Bondil    | 54   | 55            | 98    | 97       |  |

<sup>1)</sup> Index in constant exchange rates

<sup>&</sup>lt;sup>2)</sup> Refers to sales outside North America

# **Segment information**

### External net sales

|                          | January | January-March |        |  |
|--------------------------|---------|---------------|--------|--|
| SEK million              | 2016    | 2015          | 2015   |  |
| Western Europe           | 2,801   | 2,865         | 12,213 |  |
| US                       | 669     | 786           | 3,354  |  |
| Emerging Markets         | 810     | 819           | 3,660  |  |
| Other Sales              | 35      | 113           | 421    |  |
| Total external net sales | 4,315   | 4,583         | 19,648 |  |

### **EBITDA**

|                  | January | Full year |       |
|------------------|---------|-----------|-------|
| SEK million      | 2016    | 2015      | 2015  |
| Western Europe   | 1,012   | 941       | 4,247 |
| US               | 204     | 308       | 1,432 |
| Emerging Markets | 284     | 296       | 1,281 |
| Other Sales      | -365    | -199      | -957  |
| Total EBITDA     | 1,135   | 1,346     | 6,003 |

### EBITDA, excluding non-recurring items

|                  | January | -March | Full year |
|------------------|---------|--------|-----------|
| SEK million      | 2016    | 2015   | 2015      |
| Western Europe   | 1,012   | 961    | 4,476     |
| US               | 204     | 308    | 1,432     |
| Emerging Markets | 284     | 322    | 1,294     |
| Other Sales      | -244    | -188   | -720      |
| Total EBITDA     | 1,256   | 1,403  | 6,482     |

# **Key ratios**

|   | January- | January-March Full year |        |
|---|----------|-------------------------|--------|
| _   | 2016     | 2015                    | 2015   |
| Related to earnings   |          |                         |        |
| Net sales, SEK million  | 4,315    | 4,583                   | 19,648 |
| - Growth, total   | -6%      | 36%                     | 28%    |
| - Growth, constant exchange rates   | -4%      | 24%                     | 21%    |
| - Growth, organic   | -2%      | -5% *)                  | -1%    |
| Gross margin  | 62.3%    | 61.8%                   | 61.7%  |
| EBITDA, SEK million   | 1,135    | 1,346                   | 6,003  |
| EBITDA margin   | 26.3%    | 29.4%                   | 30.6%  |
| EBITDA excluding non-recurring items, SEK million                                 | 1,256    | 1,403                   | 6,482  |
| EBITDA margin excluding non-recurring items                                       | 29.1%    | 30.6%                   | 33.0%  |
| Earnings per share, SEK   | 0.80     | 0.62                    | 3.22   |
| Earnings per share excluding non-recurring items, SEK                             | 0.46     | 0.59                    | 4.14   |
| Adjusted earnings per share, SEK  | 2.01     | 2.18                    | 10.57  |
| Related to cash flow  |          |                         |        |
| Free cash flow, SEK million   | 330      | 269                     | 3,095  |
| Cash earnings per share, SEK  | 0.90     | 0.74                    | 8.47   |
| Free cash flow excluding non-recurring items, SEK million                         | 496      | 709                     | 4,172  |
| Cash earnings per share excluding non-recurring items, SEK                        | 1.36     | 1.94                    | 11.41  |
| Return/Efficiency   |          |                         |        |
| Adjusted free cash flow/capital employed  | 9.7%     | 10.0%                   | 10.3%  |
| Adjusted free cash flow/equity  | 19.0%    | 17.6%                   | 20.1%  |
| Net working capital/net sales   | 25%      | 25%                     | 22%    |
| Free cash flow/EBITDA   | 29%      | 20%                     | 52%    |
| Free cash flow excluding non-recurring items/EBITDA excluding non-recurring items | 39%      | 51%                     | 64%    |
| Related to balance sheet  |          |                         |        |
| Net debt, SEK million   | 25,373   | 28,949                  | 25,505 |
| Net debt/equity ratio, times  | 1.2      | 1.4                     | 1.2    |
| Equity per share, SEK (at end of period)  | 57.7     | 57.6                    | 57.3   |
| Equity/asset ratio  | 35.5%    | 32.5%                   | 34.4%  |
| Other   |          |                         |        |
| Net debt/adjusted EBITDA  | 4.20     | 5.13                    | 4.11   |

<sup>\*)</sup> Organic growth pro forma

### **Definitions related to sales comments**

#### Sales by geographic area

**Western Europe** – Western Europe, excluding the Baltics, Poland, Czech Republic, Slovakia and Hungary. **US** – includes Canada.

**Emerging Markets** – Eastern Europe, including the Baltics, Poland, Czech Republic, Slovakia and Hungary, Turkey, the Middle East, Mexico and other non-European markets.

**Other Sales** – revenues from contract manufacturing, services and other income.

### Sales by product category

**Rx** – prescription drugs and specialty products.

Cx/OTC - non-prescription products.

Other Sales - revenues from contract manufacturing, services and other income.

### **Definitions of key ratios**

#### Related to earnings

**Growth, total –** sales development in relation to the same period previous year.

**Growth, constant exchange rates –** sales development in relation to the same period the previous year adjusted for currency effects.

**Growth, organic** – sales development adjusted for currency effects, acquisitions, disposals, discontinued products, and revenues from the cooperation agreement with Valeant.

**Organic growth pro forma –** sales development in relation to the same period the previous year including acquisitions of products and business adjusted for currency effects.

**Earnings per share –** profit for the period attributable to parent company shareholders in relation to weighted average number of shares for the period. Where applicable, the comparative periods have been recalculated to consider the bonus issue element.

**Adjusted earnings per share –** earnings per share adjusted for non-recurring items and amortizations on product rights and related tax.

#### Related to cash flow

**Free cash flow –** cash flow from operating activities less cash flow from investing activities (excluding acquired product rights and acquired operations).

**Cash earnings per share –** free cash flow for the period in relation to weighted average number of shares for the period. Where applicable, the comparative periods have been recalculated to consider the bonus issue element.

#### Return/Efficiency

**Capital employed –** the balance sheet total less cash and cash equivalents, tax provisions, and non-interest-bearing liabilities.

Adjusted free cash flow/capital employed – free cash flow rolling 12 months excluding non-recurring items and paid interest in relation to average capital employed.

**Free cash flow/equity –** free cash flow rolling 12 months excluding non-recurring items in relation to average equity.

**Net working capital/net sales –** current assets less current liabilities in relation to net sales rolling 12 months pro forma.

### Related to balance sheet

**Net debt –** net of interest-bearing liabilities and interest-bearing provisions less cash and cash equivalents, including current investments and interest-bearing non-current financial assets.

Net debt/equity ratio - net debt divided by equity.

**Equity/assets ratio** – equity as a percentage of the balance sheet total.

### Other

**Net debt/adjusted EBITDA –** net debt divided by EBITDA rolling 12 months pro forma excluding restructuring and transaction costs due to acquisitions.