LEO Pharma media fact sheet

Global leader in dermatology care

- LEO Pharma is a global pharmaceutical company dedicated to helping people achieve healthy skin.
- LEO Pharma has a dedicated workforce of 4,600 employees in 61 countries. Approx. 1,600 employees are based in Denmark.
- LEO Pharma headquarters are in Denmark at Ballerup, outside Copenhagen.
- LEO Pharma’s products are sold in more than 100 countries. LEO Pharma develops, manufactures and markets products within dermatology and thrombosis.
- Within dermatology, LEO Pharma delivers treatment options for psoriasis, eczema and skin infections. LEO Pharma also delivers treatment options for thrombosis (blood clots).
- From China to Brazil, LEO Pharma delivers dermatological and thrombotic treatment solutions worldwide with the aim of meeting patient needs.
- 125 million people worldwide suffer from psoriasis, one of the most common skin conditions [Source: International Federation of Psoriasis Associations].
- [Number of patients] suffer from [name of disease] in [local region/ country].

Focus on research and development

- Around 600 employees work in LEO Pharma’s department for Research and Development. LEO Pharma also collaborates globally with more than 400 research centres and industry partners.
- Approx. 17% of LEO Pharma’s turnover is invested in R&D.
- During the last 10 years, LEO Pharma has initiated more than 100 clinical trials. Currently LEO Pharma is conducting clinical trials in four dermatological diseases as well as clinical trials in the field of thrombosis.
- LEO Pharma aims to be present in five skin conditions in five markets by 2015. As a result, LEO Pharma actively explores opportunities for in-licensing and acquisition.
- Through innovative research, LEO Pharma has created a strong product portfolio and pipeline. See www.leo-pharma.com for details.
- LEO Pharma Research Foundation was established in 1947 and has since supported research within medicine, chemistry, biology and pharmacy. In 2008 it established two annual monetary awards, which are given to talented young researchers in recognition of their exceptional contribution to science.
Owned by the LEO Foundation

- The LEO Foundation is an independent, private institution that assumed full ownership of LEO Pharma in 1984.
- The LEO Foundation has no external shareholders, which means all profit is reinvested into the company for the benefit of patients. This enables LEO Pharma to plan for long-term R&D.
- The foundation’s main aim is to ensure the long-term existence of the LEO Pharma group.

Strategy drives global growth

- In order to fulfil its vision of becoming the preferred dermatology care partner improving people’s lives around the world, LEO Pharma launched a global growth strategy in 2009. The strategy aims to generate double-digit sales growth by entering into new markets and expanding both the product portfolio and workforce.

- In 2011, LEO Pharma achieved gross sales growth of 21% for strategic psoriasis products and 16% for strategic products overall. Group gross sales expressed in DKK at fixed exchange rates grew by 9% from DKK 7,392m in 2010 to DKK 8,021m in 2011. In 2010, group sales increased by 20% while sales of strategic products increased by 25%.

- LEO Pharma established affiliates in USA, Brazil, Mexico, Hungary, Czech Republic and China in 2010 and opened new production facilities in Denmark, France and Ireland. In 2011, LEO Pharma established affiliates in Australia and South Korea. In 2012, LEO Pharma established an affiliate in Italy.

- In 2012, LEO Pharma launched a new product: Picato® (ingenol mebutate) gel for treatment of actinic keratoses, a precursor to non-melanoma skin cancer.

- In the future, LEO Pharma expects to further expand with new affiliates and own sales forces in several new markets.

- LEO Pharma’s global workforce has increased by 43% since the launch of the growth strategy in September 2009.
## Group Management

Gitte Aabo, President and CEO  
Tore Duvold, Senior Vice President New Product Discovery  
Kim Kjøller, Senior Vice President Global Development  
Anders B. Spøhr, Executive Vice President Global Product Supply  
Lars Olsen, Executive President Sales and Marketing

## Products

<table>
<thead>
<tr>
<th>Dermatology</th>
<th>Thrombosis</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>Daivobet® / Dovobet® / Taclonex® (calcipotriol betamethasone dipropionate)</td>
<td>Heparin LEO® (heparin sodium)</td>
<td>Burinex® (bumetanide)</td>
</tr>
<tr>
<td>Daivonex® / Dovonex® (calcipotriol)</td>
<td>innohep® (tinzaparin sodium)</td>
<td>Centyl® (bendroflumethiazide)</td>
</tr>
<tr>
<td>Xamiol® / Taclonex Scalp® Topical Suspension (calcipotriol / betamethasone dipropionate)</td>
<td>One-Alpha® / EinsAlpha® / Etalpa® (alfacalcidol)</td>
<td>Fucithalmic® (fusidic acid)</td>
</tr>
<tr>
<td>Fucidin® (fusidic acid / sodium fusidate)</td>
<td>Protamine Sulphate LEO Pharma</td>
<td>Kaleorid® (potassium chloride)</td>
</tr>
<tr>
<td>Fucidin® H (fusidic acid / hydrocortisone acetate)</td>
<td></td>
<td>Selexid® (mecillinam/pivmecillinam)</td>
</tr>
<tr>
<td>Fucicort® (fusidic acid / betamethasone valerate)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fucicort® Lipid (fusidic acid / betamethasone valerate)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
More than 100 years of history

- LEO Pharma was founded in Denmark in 1908. Two pharmacists, Kongsted and Antons bought a pharmacy in Copenhagen and set up pharmaceutical production in the basement using the latest advances in technology.

- LEO Pharma’s first product – a pain reliever called Albyl® – was released in 1912. LEO Pharma continued to expand its offerings to patients over the decades. In 1991, LEO Pharma launched its first psoriasis product, Daivonex® ointment.

- From these humble beginnings, LEO Pharma has grown into a truly global enterprise, offering treatment solutions to people suffering from skin diseases and thrombotic conditions.

More information

Please visit www.leo-pharma.com for the latest facts and figures, as well as press material for download.

Updated April 11, 2012.