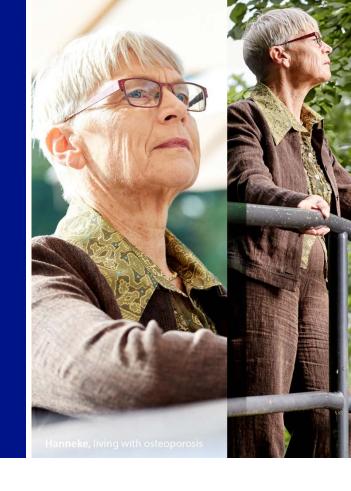
# UCB's strong performance enables continued investment into future growth drivers

2019 Half Year Results25 July 2019



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#### **Forward-looking statements**

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#### 2019 HY information flow

#### **UCB** is progressing on its strategic growth path

Jean-Christophe Tellier, CEO

#### Differentiation impacts patient value

• Emmanuel Caeymaex, Patient Value Unit Head - Immunology

#### Strong product growth and investment into future growth

Detlef Thielgen, CFO

#### Conclusion

Jean-Christophe Tellier, CEO

#### Q&A



# UCB is progressing on its strategic growth path

Jean-Christophe Tellier, CEO 25 July 2019



# **UCB** is progressing on its strategic growth path

#### **HY 2019 achievements**



#### Maximize number of lives we can impact positively

Double digit growth for Cimzia<sup>®</sup> & Vimpat<sup>®</sup>

#### Bring differentiated drugs faster to patients

Evenity<sup>®</sup> **approval** (U.S., Japan, South Korea, Canada, Australia) Cimzia<sup>®</sup> **approval** in non-radiographic axial spondyloarthritis (U.S.) Nayzilam<sup>®</sup> nasal spray **approval** in acute repetitive seizures (U.S.)

#### **Enhance clinical development cycle times**

bimekizumab Phase 3 program start in PsA & axSpA padsevonil Phase 3 program start in drug-resistant epilepsy rozanolixizumab Phase 3 start in MG & proof of concept in CIDP

#### Invest in innovation, Increase profitability in 2021

HY 2019: R&D ratio increased to 24% rEBITDA / revenue ratio of 31% in 2021

# 6 potential product launches in the next 5 years

# Higher R&D investments into UCB's rich pipeline



# Creating value for patients

<b>Evenity</b> ®	post fracture osteoporosis	<b>Approved</b> & launched in Japan & U.S. <b>Approved</b> in South Korea, Canada & Australia
Nayzilam <sup>®</sup>	acute repetitive epilepsy seizures	<b>Approved</b> in the U.S. launch in H2 2019
bimekizumab	<ul><li>psoriasis (PsO)</li><li>psoriatic arthritis (PsA)</li><li>axial spondyloarthritis (axSpA)</li></ul>	<ul> <li>Phase 3 topline results Q4 2019</li> <li>Phase 3 started, results end of 2021</li> <li>Phase 3 started, results end of 2021</li> </ul>
padsevonil	drug-resistant epilepsy	<ul><li>Phase 2b topline results H1 2020</li><li>Phase 3 topline results H2 2021</li></ul>
rozanolixizumab	<ul><li>myasthenia gravis (MG)</li><li>immune thrombocytopenia (ITP)</li><li>CIDP</li></ul>	<ul> <li>Phase 3 started, results H1 2021</li> <li>Phase 3 to start Q4 2019</li> <li>Phase 2a started, results H1 2021</li> </ul>
UCB0107	progressive supranuclear palsy	Phase 1 ongoing

# Differentiation impact patient value

Emmanuel Caeymaex, Executive Vice President

Head of Immunology Patient Value Unit



# Sustainable Cimzia<sup>®</sup> growth through new patient populations & differentiated value proposition



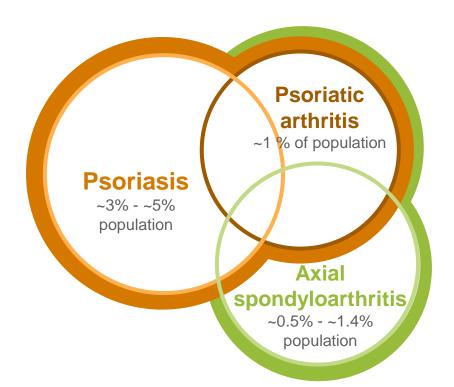
Growth driven by new indications & women of child bearing age (WOCBA)

# Evolving understanding of overlapping disease highlights bimekizumab relevance

#### **Psoriatic diseases**

~30% patients living with psoriasis progress to psoriatic arthritis

~40% patients living with psoriatic arthritis have moderate to severe psoriasis

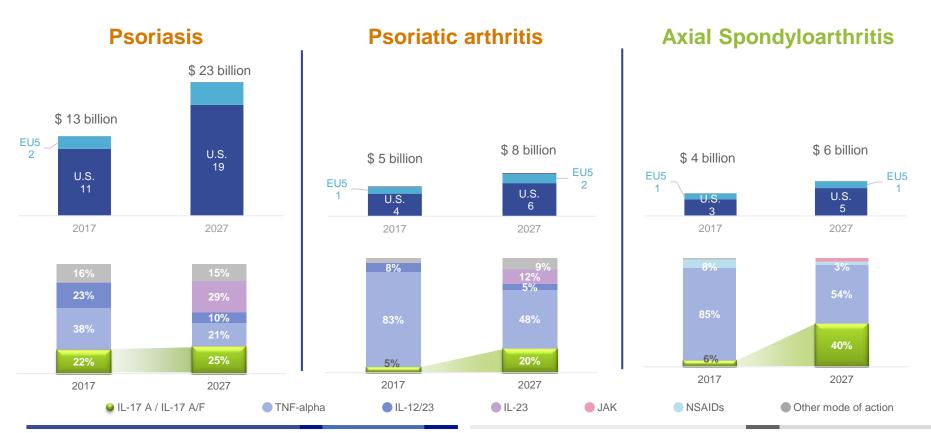


#### **Spondyloarthritis**

~40% patients living with psoriatic arthritis have axial disease



# Focusing on markets with strong growth potential





# Strong product growth & investment into future growth

Detlef Thielgen, CFO



**CER** 

+4%

Actual

+2%

# 2019 HY financial highlights

#### Strong product growth and investment into future growth

#### Revenue

 Net sales up by 3% (+2% CER) to €2.2 billion driven by core products, impacted by hedging and divestitures

#### **Total operating expenses**

- Marketing & selling expense +14%
   Cimzia<sup>®</sup> launch in psoriasis & nr axSpA
- R&D expense +13% (ratio 24%)
   4 Phase 3 programs started

#### **Recurring EBITDA**

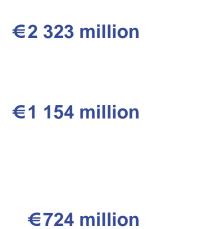
• rEBITDA/revenue ratio 31%

#### **Profit of the Group**

- Tax ratio 20%
- €411 million attributable to UCB shareholders

#### Core earnings per share

Based on 187 million weighted average shares outstanding (2018: 188 million)



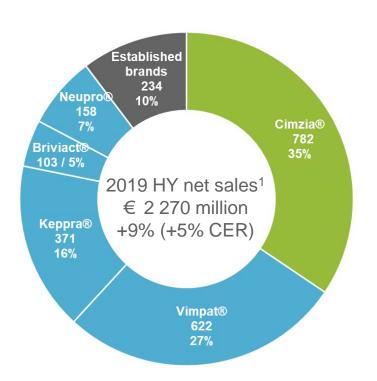


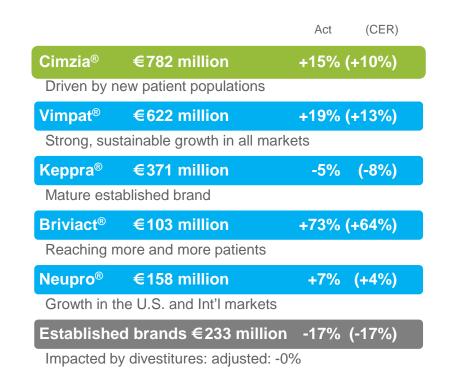




## Strong underlying net sales growth

#### Strong performance of UCB's blockbusters: Cimzia® and Vimpat®





# 2019 and mid-term guidance

#### **Confirmed**

#### 2019 financial targets



· Continued strong core product growth



R&D expense ratio of ~27% (+/-1% point)

Core EPS € 4.40 – 4.80

Tax ratio of ~20%

#### Mid-term guidance



UCB investing into the pipeline complemented with inorganic growth opportunities

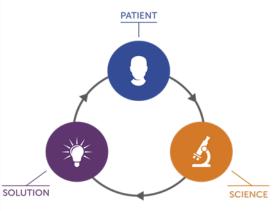


- Neupro® ~ current (2018) level
- Vimpat<sup>®</sup> ≥ € 1.4 billion by 2022
- Cimzia<sup>®</sup> ≥ € 1.7 billion by 2024
- Briviact® ≥ € 600 million by 2026



# 6 potential product launches in 5 years





Creating value for patients living with

post fracture osteoporosis

acute repetitive epilepsy seizures

psoriasis, psoriatic arthritis, axial spondyloarthritis

ITP, MG, CIDP

drug-resistant epilepsy

progressive supranuclear palsy

# Thank you for your attention

Your questions, please

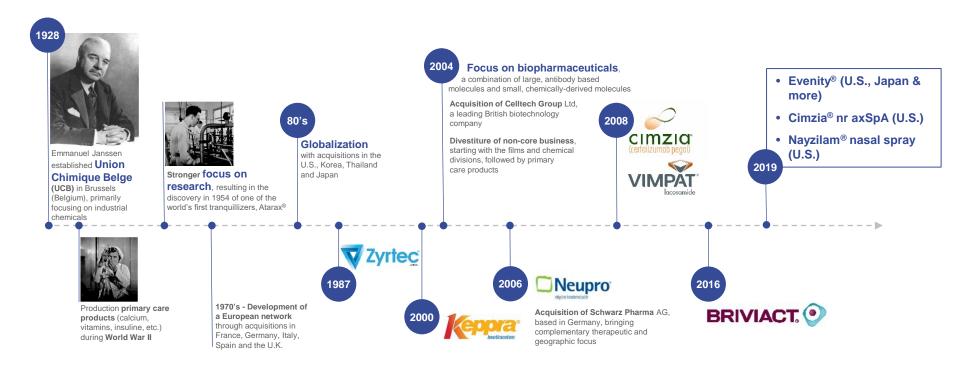


# Further facts and figures



# UCB Story – since 1928

#### Continuous adaptation to the changing ecosystem



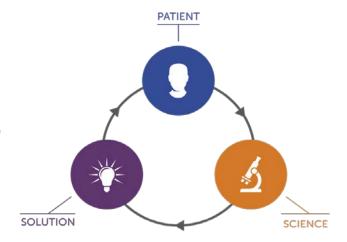


# **UCB's patient value strategy**

Sustainable company growth - Superior shareholder value

Our ambition is to be the patient preferred biopharma leader, creating patient value for specific populations through unique outcomes, the best experience and improving as many of these lives as possible.

We want to be present and impact specific patient populations by 2025.



#### We are UCB

We are 7 495 employees focused on creating value for patients



We bring Cimzia<sup>®</sup>, Vimpat<sup>®</sup>, Keppra<sup>®</sup>, Briviact<sup>®</sup> & Neupro<sup>®</sup> to more than **3 340 000 patients** 



Focused on R&D:
We invest more than
20% of revenue in R&D –
above industry average



We commit to reducing our ecological footprint



We reached in 2018 €4.6 billion revenue €1.4 billion recurring EBITDA, both growing for the 5<sup>th</sup> year in a row



## **Grow core products**

# Key information

	Cimzia <sup>®</sup>	Vimpat <sup>®</sup>	<b>Keppra</b> ®	Briviact <sup>®</sup>	<b>Neupro</b> ®
<u>U</u>	<ul> <li>Crohn's disease</li> <li>Rheumatoid arthritis</li> <li>Psoriatic arthritis</li> <li>Axial spondyloarthritis</li> <li>Psoriasis (2018)</li> <li>WOCBA label update (2018)</li> </ul>	Epilepsy POS  Adj. therapy  Monotherapy  Pediatric	<ul><li>Epilepsy POS</li><li>Epilepsy PGTCS</li><li>Epilepsy myoclonic seizures</li></ul>	Epilepsy POS  Adj. therapy  Monotherapy (U.S.)  Pediatric (2018)	<ul><li>Parkinson's disease</li><li>Restless legs syndrome</li></ul>
R	> 121 000 patients, across 56 countries	> <b>591 000</b> patients, across 52 countries	≈ 2.2 million patients, across the world	> 82 000 patients, across 28 countries	> 366 000 patients, across 43 countries
1200	Astellas (Japan - 2012)	<u>Daiichi Sankyo</u> (Japan - 2014)	Otsuka (Japan - 2008)		Otsuka (Japan – 2002)
<b></b>	<b>2024</b> (U.S. & EU) 2026 (Japan)	<b>2022</b> (U.S. & EU) 2024 (Japan)	2008 (U.S.) 2010 (EU) <b>2020</b> (Japan)	<b>2026</b> (U.S. & EU)	2021 (U.S. & EU) 2024 (Japan) 2030 Several reformulation patents (U.S. & EU)



### **Grow core products**

# Lifecycle management

	Cimzia <sup>®</sup>	Vimpat <sup>®</sup>	<b>Keppra</b> ®	Briviact®	<b>Neupro</b> ®
16	<ul> <li>Nr axSpA (<u>U.S. – March</u>)</li> <li>Rheumatoid arthritis (<u>China - July</u>)</li> </ul>	<ul> <li>Epilepsy POS pediatric (incl. dry syrup formulation - Japan - Jan)</li> </ul>			
<b>=</b>	<ul> <li>PsO / PsA: filing (Japan – Jan)</li> </ul>	<ul> <li>Epilepsy POS (China):</li> <li>pediatric (incl. oral formulation – Sept 2018)</li> <li>IV formulation (Sept 2018)</li> </ul>	• Epilepsy monotherapy (U.S. – Feb)		
5		<ul> <li>PGTCS: Positive Phase 3 results (July 2019)</li> </ul>			



#### Cimzia<sup>®</sup>

# Driven by new patient populations: women of child bearing age and people living with psoriasis



For patients (including women of child bearing age) living with

- · Rheumatoid arthritis
- · Psoriatic arthritis
- Psoriasis
- Axial spondyloarthritis
- · Crohn's disease

#### Net sales<sup>1</sup>

€ million	2019 HY	2018 HY	Act	CER
U.S.	480	416	15%	8%
Europe	208	192	8%	8%
International markets	94	71	31%	32%
Total Cimzia <sup>®</sup>	782	679	15%	10%

2024



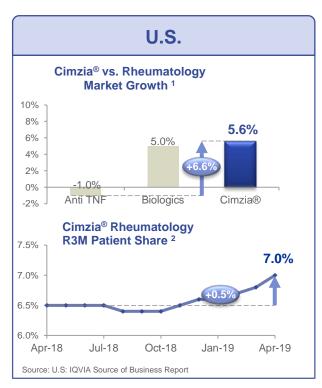
- ✓ Psoriasis / psoriatic arthritis: filing (Japan)
- ✓ Nr axial spondyloarthritis²: approval (U.S.)
- Rheumatoid arthritis: approval (China)

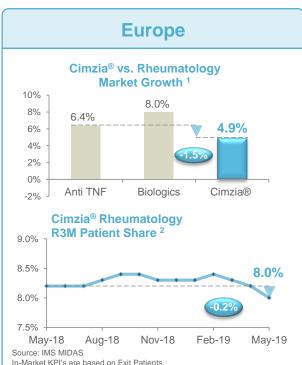
2019

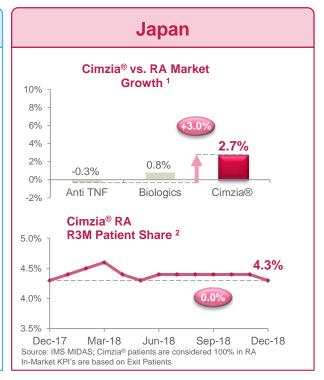
- 2026
- Loss of exclusivity (U.S. & EU)
- Loss of exclusivity (Japan)



# Cimzia<sup>®</sup> in-market performance











### Strong, sustainable growth in all markets



#### For patients living with

- Epilepsy POS<sup>2</sup>
- Adults, adolescents and children from 4 years of age (EU, U.S. & Japan)

#### Net sales<sup>1</sup>

€ million	2019 HY	2018 HY	Act	CER
U.S.	472	387	22%	14%
Europe	111	100	11%	11%
International markets	39	35	10%	6%
Total Vimpat®	622	522	19%	13%

2022



✓ POS² pediatric: approval (Japan)

2019

✓ PGTCS<sup>3</sup>: positive Phase 3 results

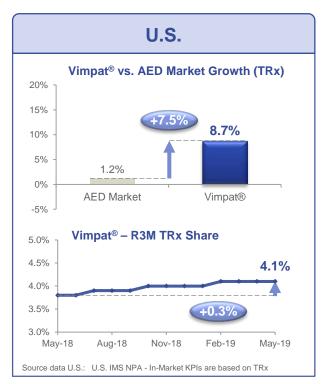
 Patent expiry (U.S. & EU)

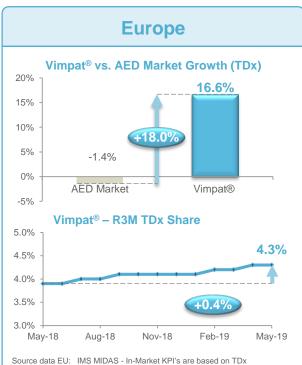
 Loss of exclusivity (Japan)

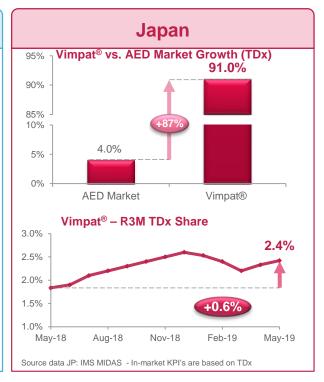
2024



# Vimpat<sup>®</sup> in-market performance











#### Mature, established brand

2019



For patients living with

- Epilepsy POS
- Epilepsy PGTCS
- Epilepsy myoclonic seizures

#### Net sales<sup>1</sup>

€million	2019 HY	2018 HY	Act	CER
U.S.	103	99	4%	-3%
Europe	84	113	-26%	-26%
International markets	184	180	2%	1%
Total Keppra <sup>®</sup>	371	392	-5%	-8%



V Fallen and a second

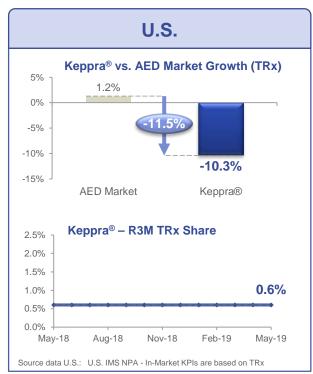
✓ Epilepsy monotherapy: filing (U.S.)

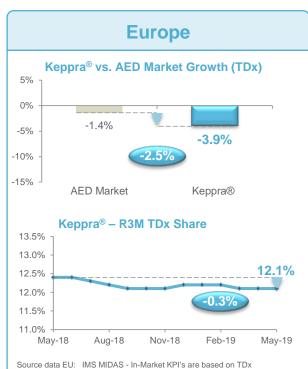
 Loss of exclusivity (Japan)

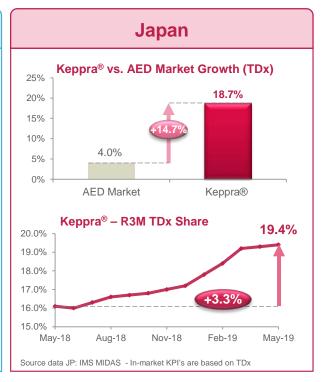


2020

# **Keppra® in-market performance**









#### **Briviact®**

#### **Available to more and more patients**



For patients living with

- Epilepsy POS<sup>2</sup>
- Adults, adolescents and children from 4 years of age (EU & U.S.)

#### Net sales<sup>1</sup>

€ million	2019 HY	2018 HY	Act	CER
U.S.	81	46	76%	65%
Europe	19	13	55%	55%
International markets	3	1	> 100%	> 100%
Total Briviact®	103	60	73%	64%

2021
• Enilens

• Epilepsy POS<sup>2</sup>
Phase 3 results (Japan)

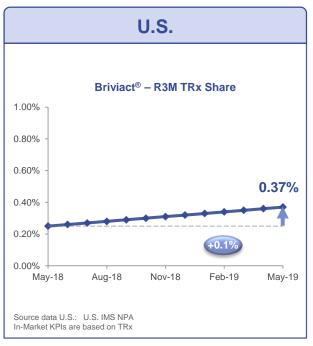
 Patent expiry (U.S. & EU)

2026



# **Briviact® in-market performance**

#### A new therapeutic option in the AED market







# **Neupro**®

## At its peak sales and with longer patent live



#### For people living with

- Parkinson's disease
- Restless legs syndrome

#### Net sales<sup>1</sup>

€million	2019 HY	2018 HY	Act	CER
U.S.	46	41	13%	5%
Europe	83	85	-3%	-3%
International markets	29	22	36%	31%
Total Neupro <sup>®</sup>	158	148	7%	4%



Patent expiry (U.S. & EU)

2021

Patent expiry (Japan)

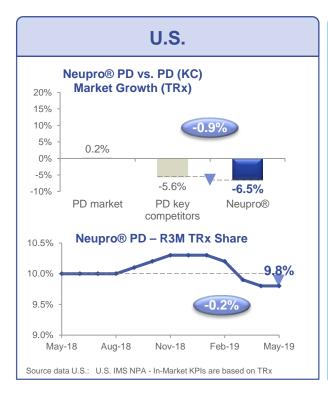
2024

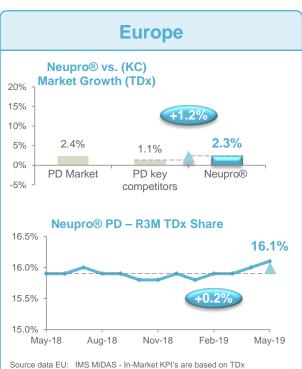
 Several reformulation patents expiry (U.S. & EU)

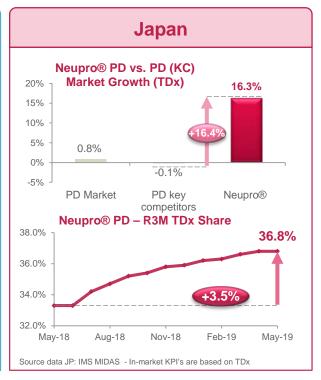
2030



# **Neupro® in-market performance**

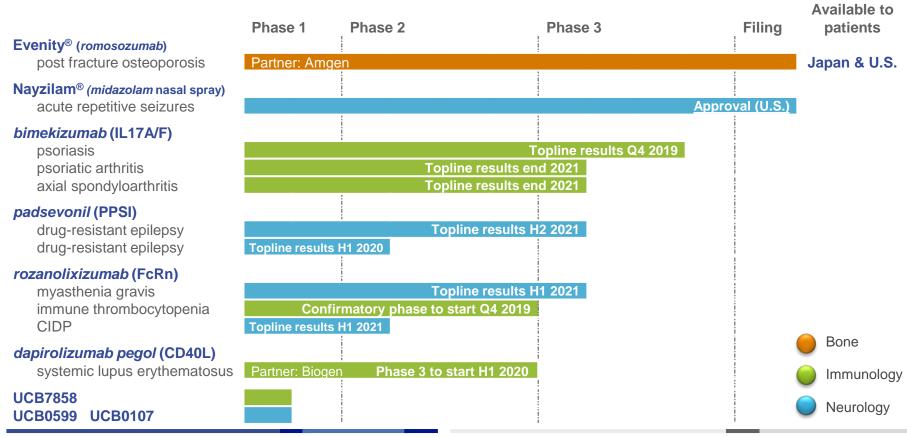








### Translating scientific hypotheses into clinical development





## Bimekizumab Phase 3 development program in psoriasis

3 trials against active comparators designed to demonstrate superiority

Phase 3
BE VIVID / PS0009
NCT03370133

• 560 patients living with psoriasis<sup>1</sup>

IL 12/23

**Duration** • 52 weeks

Comparator

Primary endpoints @ week 16

ustekinumab

- placebo
- PASI90 response
- IGA 0/1 response

Start Dec. 2017 Results: Q4 2019 Phase 3
BE SURE / PS0008
NCT03412747

- 450 patients living with psoriasis<sup>1</sup>
- 56 weeks
- adalimumab
- PASI90 response
- IGA 0/1 response

Start Jan. 2018 Results: Q4 2019 Phase 3
BE READY / PS0013
NCT03410992

- 400 patients living with psoriasis<sup>1</sup>
- 56 weeks
- placebo
- PASI90 response
- IGA 0/1 response

Start Feb. 2018 Results: Q4 2019 Phase 3b
BE RADIANT / PS0015
NCT03536884

- 700 patients living with psoriasis<sup>1</sup>
- 48 weeks
- secukinumab



Start June 2018 Results: Q3 2020



# Padsevonil Phase 2 program in drug-resistant focal epilepsy

### Patients with high unmet medical need

#### Phase 2a

#### EP0069 / NCT02495844

- •55 patients with highly drugresistant focal epilepsy
  - failed with ≥4 AED
  - experiencing ≥4 seizures / week
- **Comparator** padsevonil / placebo (2 arms)
- **Endpoints** •75 % responder rate\*
  - 31% padsevonil

11% placebo

**AES 2017** 

#### Phase 2b

#### ARISE / EP0091 / NCT03373383

- **400 patients** with drug-resistant focal epilepsy
  - •failed with ≥ 4 AED
  - experiencing ≥4 seizures / month
- padsevonil / placebo (5 arms)
- Seizure frequency
  - •from baseline over the 12 week maintenance period (U.S., Japan)
- •75% responder rate\* (EU)

**Topline results H1 2020** 

#### Phase 3

#### **DUET / EP0092 / NCT03739840**

- **500 patients** with drug-resistant focal epilepsy
  - •failed with ≥ 4 AED
  - experiencing ≥4 seizures / month
- padsevonil / placebo (4 arms)
- Seizure frequency
  - •from baseline over the 12 week maintenance period (U.S., Japan)
  - •75% responder rate\* (EU)

**Topline results H2 2021** 



# Rozanolixizumab potential in multiple IgG autoantibodymediated diseases with high unmet medical need

	Myasthenia gravis	Immune thrombocytopenia	Chronic inflammatory demyelinating polyneuropathy
8	Antibodies target components of neuromuscular junction	Antibodies target platelets and destroy them	Antibodies target components of peripheral nerves, causing damage to the myelin sheath and axon
	<ul> <li>Muscle weakness (extremities, eyes, bulbar and respiratory symptoms)</li> <li>Fatigue</li> </ul>	<ul><li>Thrombocytopenia</li><li>Bleeding (petechiae, purpura, nosebleeds, intracranial bleeding)</li><li>Fatigue</li></ul>	<ul><li>Motor deficits</li><li>Sensory deficits</li></ul>
	~ 10 - 45 cases / 100 000	~ 10 - 50 cases / 100 000	~ 1 - 6 cases / 100 000
•	<ul> <li>Surgery (thymectomy)</li> <li>Steroids, steroid-sparing drugs</li> <li>Plasma exchange (PEX)</li> <li>IV immunoglobulin (IVIg)</li> </ul>	<ul> <li>Platelet transfusion</li> <li>IV immunoglobulin (IVIg)</li> <li>Steroids</li> <li>Surgery (splenectomy)</li> <li>TPO receptor agonists</li> </ul>	<ul><li>IV Steroids</li><li>IV / subQ immunoglobulin</li><li>Plasma exchange (PEX)</li></ul>

Current therapies associated with morbidity and burdensome to patients & healthcare systems

## Rozanolixizumab, novel targeted approach recycling IgG

#### Transforming disease control and ecosystem burden



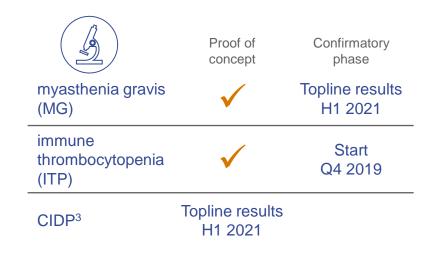
# blocks FcRn receptors binding plasma IgG

resulting in the attenuation of IgG recycling, and thus removal of IgG autoantibodies



# patients living with IgG-mediated autoimmune disease

Chronic diseases with unpredictable fluctuations and high treatment-associated burden (hospital setting, invasive)



Value proposition:

Providing a patient-focused solution with a quick home SubQ¹ delivery

# Rozanolixizumab SubQ treatment for IgG-mediated diseases

#### Proof of concept established in MG & ITP Moving to confirmatory phase

#### **CIDP**

(NCT03861481)

34 patients with Chronic Inflammatory Demyelinating Polyneuropathy

12 weeks

Comparator

**Endpoints** 

**Duration** 

placebo (2 arms)

Clinical change from base line Safety and tolerability

Phase 2a **Topline results H1 2021** 

#### Myasthenia gravis

(NCT03971422)

240 patients with moderate to severe MG

- diagnosis of MG @ screening
- be considered for treatment with immunological therapy

43 days

placebo (3 arms)

Change from baseline in Myasthenia Gravis-Activities of Daily Living (MG-ADL) score to Visit 10

**Confirmatory phase/Phase 3** Topline results H1 2021

#### Immune thrombocytopenia

Clinical trial design preparation ongoing

**Confirmatory phase/Phase 3** to start Q4 2019

# Phase 1 - UCB0107, an anti-Tau antibody for Progressive Supranuclear Palsy & Alzheimer's disease

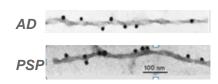
#### Key facts

UCB0107 blocks tau uptake and aggregation

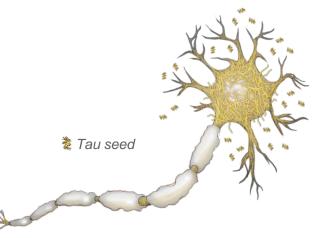
- Tau misfolding and aggregation leads to neuronal death and disease spread
- PSP is a rare, rapidly progressing tauopathy with debilitating cognitive & motor symptoms
- Alzheimer's disease is also a tauopathy, with high prevalence and economic impact

Key insights

UCB0107 was generated to block spreading of tau seeds from patient materials



Tau seeds spread from dying cells to infect other neurons



# **Recurring EBITDA**

For the six months ended 30 June	Actual		Variance	
€ million	2019	2018	Actual rates	CER
Revenue	2 323	2 269	2%	4%
Net sales	2 219	2 146	3%	5%
Royalty income and fees	33	56	-41%	-47%
Other revenue	71	67	6%	4%
Gross profit	1 725	1 696	2%	4%
Marketing and selling expenses	- 502	- 442	14%	10%
Research and development expenses	- 568	- 500	13%	12%
General and administrative expenses	- 96	- 88	8%	7%
Other operating income / expenses (-)	12	- 9	> - 100%	> - 100%
Total operating expenses	-1 154	-1 039	11%	8%
Recurring EBIT (rEBIT)	571	657	-13%	-3%
Add: Amortization of intangible assets	92	79	16%	13%
Add: Depreciation charges	61	58	5%	3%
Recurring EBITDA (REBITDA)	724	794	-9%	-1%

# **Profit**

For the six months ended 30 June	Acti	Actual		Variance	
€ million	2019	2018	Actual rates	CER	
Recurring EBIT	571	657	-13%	-3%	
Impairment charges	-2	0	N/A	N/A	
Restructuring expenses	-8	-4	96%	95%	
Gain on disposals	42	0	N/A	N/A	
Other non-recurring income / expenses (-)	-5	23	> - 100%	> - 100%	
Total non-recurring income / expenses (-)	27	19	47%	49%	
EBIT (operating profit)	598	676	-11%	-1%	
Net financial expenses (-)	-53	-46	17%	17%	
Result from associates	-1	-1	4%	4%	
Profit before income taxes	544	629	-13%	-3%	
Income tax expense (-)	-108	-56	94%	95%	
Profit from continuing operations	436	573	-24%	-14%	
Profit / loss (-) from discontinued operations	1	1	0%	-22%	
Profit	437	574	-24%	-14%	
Attributable to UCB shareholders	411	551	-25%	-15%	
Attributable to non-controlling interests	26	23	15%	7%	
Profit attributable to UCB shareholders	411	551	-25%	-15%	



# Core earnings per share

For the six months ended 30 June	Actual		Variance	
€ million	2019	2018	Actual rates	CER
Profit	437	574	-24%	-14%
Attributable to UCB shareholders	411	551	-25%	-15%
Attributable to non-controlling interests	26	23	15%	7%
Profit attributable to UCB shareholders	411	551	-25%	-15%
Total non-recurring income (-) / expenses	- 27	- 19	47%	49%
Income tax on non-recurring expenses (-) / credit	5	0	N/A	N/A
Profit (-) / loss from discontinued operations	- 1	- 1	0%	-22%
Amortization of intangibles linked to sales	73	61	20%	17%
Income tax on amortization of intangibles linked to sales	- 8	- 11	-26%	-28%
Core profit attributable to UCB shareholders	453	581	-22%	-12%
Weighted average number of shares (million)	187	188	-1%	
Core EPS attributable to UCB shareholders	2.42	3.09	-22%	-12%

# **Key product net sales performance**

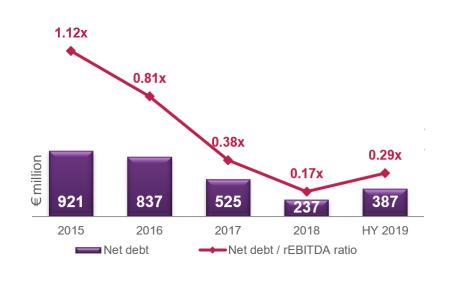
For the six months ended 30 June	Actual		Variance	
€ million	2019	2018	Actual rates	CER
Core products	2 036	1 801	13%	8%
Immunology / Cimzia®	782	679	15%	10%
Neurology				
Vimpat®	622	522	19%	13%
Keppra <sup>®</sup> .	371	392	-5%	-8%
Neupro <sup>®</sup>	158	148	7%	4%
Briviact®	103	60	73%	64%
Established brands	234	280	-17%	-17%
Zyrtec®.	50	58	-13%	-12%
Xyzal®	60	51	18%	14%
Other products	124	171	-28%	-27%
Net sales before hedging	2 270	2 081	9%	5%
Designated hedges reclassified to net sales	-51	65	> - 100%	
Total net sales	2 219	2 146	3%	5%

# **Strong Cash Flows**

#### **Cash flow from continuing operations**

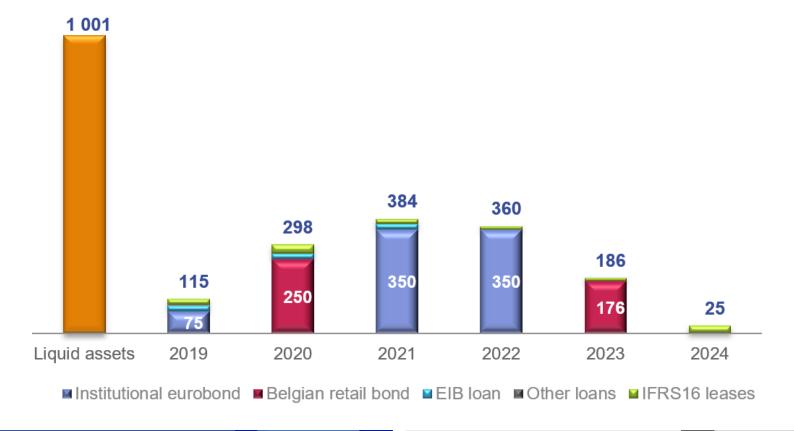


#### Net debt





# Debt maturity schedule (@ 30 June 2019)





# One UCB today: A global player

Presence in 38 countries complemented by a robust network of partners



7 498

**UCB** employees worldwide



**50/50** Women / Men



564
New
colleagues



# **Green strategy @ UCB**

**UCB** environmental commitments by 2030



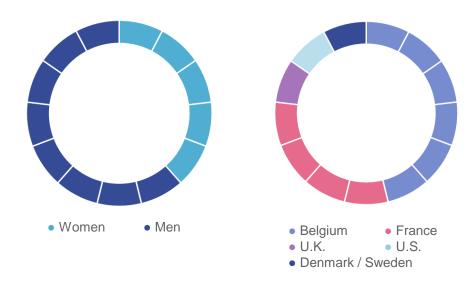
- Water consumption -20%



## **Corporate governance**

#### **Board of Directors**

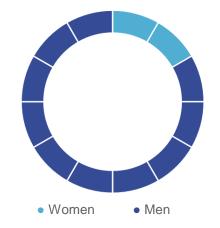
- 13 members
  - Mandate: 4 year
  - Age limit: 70
- 5 women (38%)
- 7 independent directors (54%)
- 5 nationalities

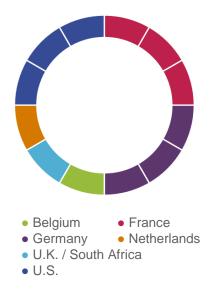


# **Corporate governance**

#### **Executive Committee**

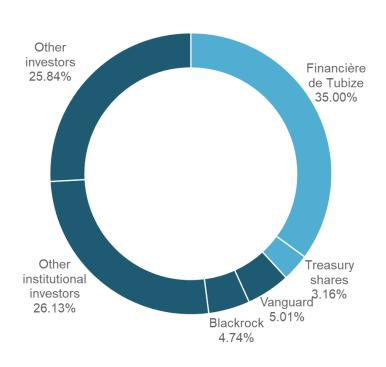
- 12 members
  - JC Tellier CEO since 2015
- 2 women (17%)
- 6 nationalities

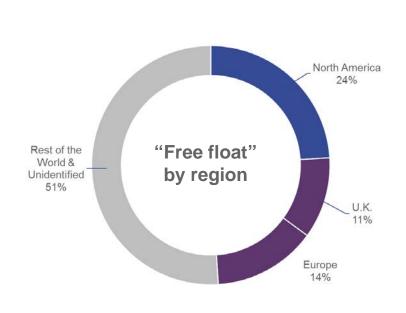




#### Stable shareholder base with free-float of 62%

#### Weighted average shares outstanding in 2019: 187 million







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Check out our IR App & stay tuned to UCB wherever you go!







