

Brussels (Belgium), 23 February 2017 – 7:00 (CET) – regulated information – UCB Full Year Report 2016:

# UCB demonstrates continued top and bottom line growth

- Strong key product growth by 20% drives revenue growth of 8%
- Improved recurring EBITDA ratio of 25%; improved net debt/rEBITDA ratio of 0.8
- R&D update: Evenity<sup>™</sup> (romosozumab) filed in Japan, Vimpat<sup>®</sup> approved for monotherapy in the EU; further data on women treated with Cimzia<sup>®</sup> during pregnancy
- Financial outlook 2017: Revenue expected at € 4.25 4.35 billion, recurring EBITDA of € 1.15 – 1.20 billion, Core EPS in the range of € 3.70 – 4.00

"Our long-term growth strategy aims to deliver superior value to patients leading to increased value for UCB and its stakeholders. This is positively reflected in our financial performance in 2016," said Jean-Christophe Tellier, CEO UCB. "We continue the positive growth momentum of our core products and the newly launched Briviact<sup>®</sup>. We aim to successfully launch Evenity<sup>TM</sup> with our partner to people living with osteoporosis. We are also happy with the progress of our promising pipeline striving to deliver future breakthrough solutions for patients."

**Revenue** of € 4.2 billion (+8%) and **net sales** of € 3.9 billion (+10%) were driven by strong product growth: Cimzia<sup>®</sup>, Vimpat<sup>®</sup> and Neupro<sup>®</sup> combined reached net sales of € 2.4 billion (+20%), now representing 62% of net sales.

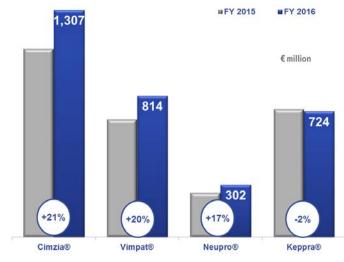
**Recurring EBITDA**<sup>2</sup> (underlying profitability) increased by 26% to  $\in$  1.03 billion reflecting continued higher revenue and a lower operating expenses ratio - leading to a higher recurring EBITDA ratio of 25%.

**Profit** for the Group amounted to  $\in$  542 million, of which  $\in$  520 million is attributable to UCB shareholders.

# UCB Financial Results FY 2016:

€million	FY 2016	FY 2015	Actual	$CER^1$
Revenue	4,178	3,876	8%	7%
Net sales	3,858	3,512	10%	9%
rEBITDA <sup>2</sup>	1,031	821	26%	18%
number of shares (m)	188	192	-2%	
Core EPS <sup>3</sup> (€)	3.19	2.17	47%	36%
Dividend per share (€)	1.15	1.10	4.5%	

The Board of Directors of UCB proposes a dividend of  $\in$  1.15 per share (gross), +4.5%.



#### **Product performance (net sales):**

Newly launched Briviact<sup>®</sup> with €18 million net sales.

<sup>3</sup> Core EPS = Core Earnings Per Share

Evenity<sup>™</sup> is the trade name of romosozumab which has been provisionally approved by the U.S. Food & Drug Administration (FDA) and the European Medicines Agency (EMA).

<sup>&</sup>lt;sup>1</sup> CER = constant exchange rates

<sup>&</sup>lt;sup>2</sup> rEBITDA = recurring Earnings Before Interest, Taxes, Depreciation and Amortization



# **R&D** update

#### Neurology

In January, 2017, UCB filed a supplemental New Drug Application with the U.S. authorities for **Briviact**<sup>®</sup> (*brivaracetam*) as monotherapy in the treatment of partial-onset seizures in patients 16 years of age and older with epilepsy.

In December 2016, the European Commission approved a license extension for **Vimpat**<sup>®</sup> (*lacosamide*) for use as monotherapy in the treatment of partial-onset seizures in adult and adolescent patients with epilepsy, following the filing in January 2016.

The phase 2a study with **UCB0942** - aimed at highly drug resistant epilepsy patients, who failed four anti-epileptic drugs and have at least four seizures/week - showed positive top line results and will progress into further development. Detailed results will be presented at future scientific meetings.

#### Immunology

In October and December 2016, UCB and its partner Dermira announced topline results from CIMPASI-2 and CIMPASI-1, two Phase 3, multi-center, placebo-controlled clinical trials evaluating the efficacy and safety of Cimzia® (certolizumab pegol) in adult patients with moderate-to-severe chronic plaque psoriasis. These studies were completed in January 2017, with the announcement of positive topline results from CIMPACT, a Phase 3, multi-center, placebo-controlled and active-controlled clinical trial evaluating the efficacy and safety of CIMZIA<sup>®</sup>. The submissions of marketing applications based on these three phase 3 studies to regulatory authorities are expected in the third quarter of 2017.

UCB continues to advance the science and expand availability of data bringing valuable information to women with autoimmune disease who are planning to build a family. This includes two phase 4 studies which recently provided positive results, CRADLE and CRIB: During the fourth guarter 2016, UCB presented at various scientific congresses the positive results from a multicenter study evaluating the concentration of Cimzia® in mature breast milk of lactating mothers (CRADLE). In January 2017, the second study, a multicenter study evaluating the transfer of Cimzia<sup>®</sup> from the mother to the infant via the placenta (CRIB), completed and had positive topline results. These results which will be presented at an upcoming scientific meeting strengthen previous data on women treated with Cimzia<sup>®</sup> during pregnancy and the effect on their newborn infants, and will be submitted to the regulatory authorities in Q2 2017.

In June, positive results from a Phase 1b study in patients with psoriatic arthritis were presented for *bimekizumab*. Consequently, UCB started the phase 2b program for *bimekizumab* in various indications: in August 2016, in psoriasis with first results expected in Q3 2017, and in October one study in psoriatic arthritis and one in ankylosing spondylitis, both with first results expected in Q3 2018.

# Bone

In July, UCB and Amgen submitted the biologics license application (BLA) for **Evenity™** (*romosozumab*) to the authorities in the U.S. and thereafter Canada.

In December, UCB and Amgen submitted an application seeking marketing approval of Evenity<sup>™</sup> for the treatment of osteoporosis for those at high risk of fracture for review to the





Pharmaceuticals and Medical Devices Agency (PMDA) in Japan.

All other clinical development programs are continuing as planned.

For a comprehensive full year R&D update, please see the respective section in the Annual Report 2016.

Net sales					
€ million	FY 2016	FY 2015	Actual	CER1	
U.S.	838	713	17%	17%	
Europe	351	296	19%	21%	
Japan	34	10	> 100%	> 100%	
International markets	84	64	31%	36%	
Total Cimzia®	1 307	1 083	21%	21%	

Net sales in **neurology** compiling net sales of Vimpat<sup>®</sup>, Keppra<sup>®</sup>, Briviact<sup>®</sup> as well as Neupro<sup>®</sup> and other are up by 11% to  $\in$  1 857 million.

**Cimzia<sup>®</sup>** (*certolizumab pegol*) for people living with inflammatory TNF mediated diseases, achieved a net sales increase to €1.3 billion, +21%, driven by the sustainable growth in all markets where Cimzia<sup>®</sup> is available to patients.

UCB's epilepsy franchise is strengthened by the ongoing launch of **Briviact**<sup>®</sup> (*brivaracetam*): In Europe since January and North America since June 2016 with net sales of €18 million.

€ million	FY 2016	FY 2015	Actual	CER <sup>1</sup>
U.S.	617	513	20%	20%
Europe	155	134	15%	17%
Japan	5		n.a.	n.a.
International markets	37	32	15%	20%
Total Vimpat®	814	679	20%	20%

Vimpat<sup>®</sup> (*lacosamide*) is reaching more and more people living with epilepsy and achieved net sales of €814 million. In Japan, Vimpat<sup>®</sup> was launched in September 2016.

€ million	FY 2016	FY 2015	Actual	CER
U.S.	215	254	-15%	-15%
Europe	242	250	-3%	-2%
Japan	104	79	31%	17%
International markets	162	154	6%	12%
Total Keppra®	724	737	-2%	-2%

FY 2016

83

167

39

13

302

FY 2015

79

150

19

10

258

Actual

5%

11%

24%

17%

>100%

**Keppra<sup>®</sup>** (*levetiracetam*) had net sales of €724 million. The continued post-exclusivity expiry erosion in U.S. and Europe was almost compensated for by the growth in Japan and international markets.

CER Neupro<sup>®</sup> (*rotigotine*), the patch for
5% Parkinson's disease and restless legs
13% syndrome, reached net sales of
>100% € 302 million, with sustainable growth in
29% Europe and strong growth in Japan and international markets.



International markets

**Total Neupro®** 

€ million

Europe

Japan

U.S.





 <sup>&</sup>lt;sup>1</sup> CER = constant exchange rates
<sup>2</sup> rEBITDA = recurring Earnings Before Interest, Taxes, Depreciation and Amortization
<sup>3</sup> Core EPS = Core Earnings Per Share
Evenity<sup>™</sup> is the trade name of romosozumab which has been provisionally approved by the U.S. Food & Drug Administration (FDA) and the European Medicines Agency (EMA).



**Revenue,** encompassing net sales, royalty income and other income, reached  $\in$  4.2 billion (+8%; +7%CER). This growth was driven by the 10% increase in **net sales** to  $\in$  3 858 million (+9%CER) thanks to continued core product growth.

**Royalty income** went down to € 125 million (-29%; -24%CER) primarily due to patent expirations and divestiture. **Other revenue** went up to € 195 million (+4%; +5%CER), mainly due to higher volume in contract manufacturing, offset by lower milestone and other payments.

**Gross profit** increased to €2 976 million (+9%, +8%CER), due to the net sales growth and improved product mix. Operating expenses increased by only 2% reaching €2 180 million (+3% CER). This reflects 4% higher marketing and selling expenses of €940 million, 2% lower research and development expenses of €1 020 million and 5% lower general and administrative expenses of €184 million.

**Recurring EBITDA**<sup>2</sup> (underlying profitability) — increased to  $\leq 1$  031 million (+26%; +18%CER), driven by the higher gross profit and the only slight increase of operating expenses in 2016. The recurring EBITDA ratio (in % of revenue) improved to 25% from 21% in 2015. Together with a reduction of the net debt to  $\leq 838$  million, recurring EBITDA to net debt ratio improved to 0.8 times recurring EBITDA.

**Non-recurring income** was  $\in$  80 million after expenses of  $\in$  55 million, reflecting divestitures of UCB's established brands nitrates as well as the divestiture of *venlafaxine* ER in the U.S. **Net financial expenses** increased to  $\in$  112 million (+16%; +17%CER), which was driven by an impairment of the Lannett warrants received in connection with the Kremers Urban divestiture in November 2015. **Income tax** expenses were  $\in$  199 million reflecting an average tax rate on recurring activities of 26%. **Profit/loss from discontinued operations**, reached a loss of  $\in$  23 million after a profit of  $\in$  359 million reflecting the divestiture and activities respectively of UCB's U.S. specialty generics business, Kremers Urban, in 2015.

**Profit of the Group** was €542 million of which €520 million is attributable to UCB shareholders and €22 million to non-controlling interests. For 2015, profit was €674 million which included profit from discontinued operations, and of which €623 million were attributable to UCB shareholders and €51 million to non-controlling interests.

**Core earnings per share**, which reflect profit attributable to UCB shareholders after tax effects of non-recurring items, financial one-offs and amortization of intangibles, reached  $\in$  3.19 per share based on 188 million weighted average shares outstanding from  $\in$  2.17 per share based on 192 million shares in 2015.

**Dividend** - The Board of Directors of UCB proposes a dividend of €1.15 per share (gross), an increase by five €-Cents or by 4.5%.

**Outlook 2017-** Based on its growth strategy, UCB expects 2017 revenue to reach  $\in 4.25 - 4.35$  billion; recurring EBITDA<sup>2</sup> should increase to  $\in 1.15 - 1.20$  billion. Core earnings per share are expected in the range of  $\in 3.70 - 4.00$  based on an expected average of 188 million shares outstanding. This outlook 2017 is calculated on the same basis as the actual figures for 2016 and



2015 with the exception of the following: Conservatively taking into account the expected restrained effect on revenue from the implementation of IFRS 15 in 2017 and less net sales from established brands due to divestitures (nitrates, *venlafaxine ER*) during 2016.

### FY 2016 – Financial highlights

Find the full financial reports on the UCB website: www.ucb.com/investors/Financials/

€ million	2016	2015	ACTUAL RATES	CER
Revenue	4 178	3 876	8%	7%
Net sales	3 858	3 512	10%	9%
Royalty income and fees	125	176	-29%	-24%
Other revenue	195	188	4%	5%
Gross profit	2 976	2 719	9%	8%
Marketing and selling expenses	-940	-904	4%	5%
Research and Development expenses	-1 020	-1 037	-2%	0%
General and administrative expenses	-184	-192	-5%	-3%
Other operating income/expenses (-)	-36	-9	> 100%	> 100%
Recurring EBIT (REBIT)	796	577	38%	27%
Non recurring income/expenses (-)	80	-55	> 100%	> 100%
EBIT (operating profit)	876	522	68%	55%
Net financial expenses	-112	-96	16%	17%
Profit before income taxes	764	426	79%	63%
Income tax expenses	-199	-111	79%	63%
Profit from continuing operations	565	315	79%	63%
Profit/loss (-) from discontinued operations	-23	359	> -100%	> -100%
Profit	542	674	-20%	-27%
Attributable to UCB shareholders	520	623	-17%	-25%
Attributable to non-controlling interests	22	51	-56%	-56%
Recurring EBITDA	1 031	821	26%	18%
Capital expenditure (including intangible assets)	138	146	-5%	
Net financial debt	838	921	-9%	
Operating cash flow from continuing operations	726	204	>100%	
Weighted average number of shares (non diluted - million)	188	192	-2%	
EPS ( $\in$ per weighted average number of shares – non diluted)	2.76	3.25	-15%	-23%
Core EPS (€ per weighted average number of shares – non diluted)	3.19	2.17	47%	36%

1 Due to rounding, some financial data may not add up

"The statutory auditor has issued an unqualified report with no emphasis of matter paragraph dated 22 February 2017 on the company's consolidated accounts as of and for the year ended 31 December 2016, and has confirmed that the accounting data reported in the accompanying press release is consistent, in all material respects, with the accounts from which it has been derived."

# UCB will host a conference call/video webcast at 08.00 (ET) / 13.00 (BT) 14.00 (CET). Details are available on http://www.ucb.com/investors/UCB-financials/Full-year-financial-results.



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#### About UCB

UCB, Brussels, Belgium (www.ucb.com) is a global biopharmaceutical company focused on the discovery and development of innovative medicines and solutions to transform the lives of people living with severe diseases of the immune system or of the central nervous system. With more than 7 700 people in approximately 40 countries, the company generated revenue of  $\notin$  4.2 billion in 2016. UCB is listed on Euronext Brussels (symbol: UCB). Follow us on Twitter: @UCB\_news

#### Forward looking statements

This press release contains forward-looking statements based on current plans, estimates and beliefs of management. All statements, other than statements of historical fact, are statements that could be deemed forward-looking statements, including estimates of revenues, operating margins, capital expenditures, cash, other financial information, expected legal, political, regulatory or clinical results and other such estimates and results. By their nature, such forward-looking statements are not guarantees of future performance and are subject to risks, uncertainties and assumptions which could cause actual results to differ materially from those that may be implied by such forward-looking statements contained in this press release. Important factors that could result in such differences include: changes in general economic, business and competitive conditions, the inability to obtain necessary regulatory approvals or to obtain them on acceptable terms, costs associated with research and development, changes in the prospects for products in the pipeline or under development by UCB, effects of future judicial decisions or governmental investigations, product liability claims, challenges to patent protection for products or product candidates, changes in laws or regulations, exchange rate fluctuations, changes or uncertainties in tax laws or the administration of such laws and hiring and retention of its employees.

Additionally, information contained in this document shall not constitute an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any offer, solicitation or sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to the registration or qualification under the securities laws of such jurisdiction. UCB is providing this information as of the date of this document and expressly disclaims any duty to update any information contained in this press release, either to confirm the actual results or to report a change in its expectations.

There is no guarantee that new product candidates in the pipeline will progress to product approval or that new indications for existing products will be developed and approved. Products or potential products which are the subject of partnerships, joint ventures or licensing collaborations may be subject to differences between the partners. Also, UCB or others could discover safety, side effects or manufacturing problems with its products after they are marketed.

Moreover, sales may be impacted by international and domestic trends toward managed care and health care cost containment and the reimbursement policies imposed by third-party payers as well as legislation affecting biopharmaceutical pricing and reimbursement.

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