

# 9M 2023 sales split per area

DKK million	Total	North America Operations	The US	International Operations	EMEA	Region China	Rest of World
<b>Diabetes and Obesity care segment</b>							
Injectable GLP-1	72,531	48,719	43,983	23,812	12,683	4,843	6,286
% change at CER	44%	43%	39%	46%	34%	94%	43%
<i>Ozempic®</i>	65,653	45,816	41,203	19,837	10,791	3,813	5,233
% change at CER	58%	56%	52%	64%	46%	160%	58%
<i>Victoza®</i>	6,878	2,903	2,780	3,975	1,892	1,030	1,053
% change at CER	(22%)	(37%)	(38%)	(5%)	(9%)	1%	(4%)
Rybelsus®	12,840	7,537	7,394	5,303	3,036	96	2,171
% change at CER	82%	46%	45%	178%	208%	171%	146%
<b>Total GLP-1</b>	<b>85,371</b>	<b>56,256</b>	<b>51,377</b>	<b>29,115</b>	<b>15,719</b>	<b>4,939</b>	<b>8,457</b>
<b>% change at CER</b>	<b>49%</b>	<b>43%</b>	<b>40%</b>	<b>60%</b>	<b>50%</b>	<b>95%</b>	<b>61%</b>
Long-acting insulin	11,179	2,627	2,158	8,552	5,374	1,271	1,907
% change at CER	(10%)	(35%)	(40%)	2%	2%	3%	0%
<i>Tresiba®</i>	5,836	1,464	1,055	4,372	2,589	641	1,142
% change at CER	(15%)	(39%)	(49%)	(2%)	3%	(18%)	(2%)
<i>Xultophy®</i>	2,433	265	260	2,168	1,354	318	496
% change at CER	19%	(15%)	(15%)	25%	6%	—	11%
<i>Levemir®</i>	2,910	898	843	2,012	1,431	312	269
% change at CER	(16%)	(31%)	(31%)	(8%)	(3%)	(25%)	(7%)
Premix insulin	7,451	279	267	7,172	1,965	3,488	1,719

% change at CER	(4%)	(22%)	(22%)	(4%)	(1%)	(4%)	(6%)
Ryzodeg®	2,821	—	—	2,821	455	1,515	851
% change at CER	40%	—	—	40%	22%	84%	3%
NovoMix®	4,630	279	267	4,351	1,510	1,973	868
% change at CER	(20%)	(22%)	(22%)	(20%)	(7%)	(29%)	(13%)
Fast-acting insulin	11,807	3,950	3,738	7,857	4,998	1,217	1,642
% change at CER	(6%)	(14%)	(14%)	(1%)	3%	(17%)	0%
Fiasp®	1,539	435	403	1,104	920	—	184
% change at CER	6%	(11%)	(12%)	14%	13%	—	25%
NovoRapid®	10,268	3,515	3,335	6,753	4,078	1,217	1,458
% change at CER	(8%)	(15%)	(14%)	(3%)	1%	(17%)	(3%)
Human insulin	5,605	907	867	4,698	1,438	931	2,329
% change at CER	(4%)	(26%)	(26%)	1%	4%	(32%)	24%
<b>Total insulin</b>	<b>36,042</b>	<b>7,763</b>	<b>7,030</b>	<b>28,279</b>	<b>13,775</b>	<b>6,907</b>	<b>7,597</b>
<b>% change at CER</b>	<b>(7%)</b>	<b>(24%)</b>	<b>(25%)</b>	<b>(1%)</b>	<b>2%</b>	<b>(10%)</b>	<b>5%</b>
Other Diabetes care <sup>1</sup>	1,990	459	416	1,531	496	705	330
% change at CER	(21%)	(22%)	(14%)	(21%)	(7%)	(21%)	(37%)
<b>Total Diabetes care</b>	<b>123,403</b>	<b>64,478</b>	<b>58,823</b>	<b>58,925</b>	<b>29,990</b>	<b>12,551</b>	<b>16,384</b>
<b>% change at CER</b>	<b>25%</b>	<b>29%</b>	<b>26%</b>	<b>21%</b>	<b>23%</b>	<b>13%</b>	<b>26%</b>
Wegovy®	21,729	20,822	20,822	907	907	—	—
% change at CER	492%	467%	467%	—	—	—	—
Saxenda®	8,674	3,562	3,162	5,112	3,076	129	1,907
% change at CER	18%	4%	2%	29%	25%	25%	37%
<b>Total Obesity care</b>	<b>30,403</b>	<b>24,384</b>	<b>23,984</b>	<b>6,019</b>	<b>3,983</b>	<b>129</b>	<b>1,907</b>
<b>% change at CER</b>	<b>174%</b>	<b>244%</b>	<b>254%</b>	<b>52%</b>	<b>61%</b>	<b>25%</b>	<b>37%</b>
<b>Diabetes and Obesity care total</b>	<b>153,806</b>	<b>88,862</b>	<b>82,807</b>	<b>64,944</b>	<b>33,973</b>	<b>12,680</b>	<b>18,291</b>
<b>% change at CER</b>	<b>40%</b>	<b>55%</b>	<b>55%</b>	<b>24%</b>	<b>26%</b>	<b>13%</b>	<b>27%</b>
<b>Rare disease segment</b>							
Rare blood disorders <sup>2</sup>	8,842	3,819	3,605	5,023	3,102	356	1,565
% change at CER	2%	6%	7%	0%	10%	(31%)	(7%)

<i>Haemophilia A</i>	1,897	427	414	1,470	954	242	274
% change at CER	15%	21%	24%	13%	13%	348%	(32%)
<i>Haemophilia B</i>	732	319	210	413	262	9	142
% change at CER	44%	68%	112%	30%	27%	11%	37%
<i>NovoSeven®</i>	5,973	2,928	2,848	3,045	1,815	105	1,125
% change at CER	(5%)	0%	2%	(10%)	4%	(76%)	(3%)
Rare endocrine disorders <sup>3</sup>	2,572	893	870	1,679	509	229	941
% change at CER	(54%)	(50%)	(50%)	(56%)	(71%)	45%	(52%)
Other Rare disease <sup>4</sup>	1,178	434	185	744	577	4	163
% change at CER	(7%)	(20%)	(41%)	2%	(4%)	(33%)	32%
<b>Rare disease total</b>	<b>12,592</b>	<b>5,146</b>	<b>4,660</b>	<b>7,446</b>	<b>4,188</b>	<b>589</b>	<b>2,669</b>
<b>% change at CER</b>	<b>(18%)</b>	<b>(13%)</b>	<b>(14%)</b>	<b>(22%)</b>	<b>(18%)</b>	<b>(13%)</b>	<b>(28%)</b>
<b>Total sales</b>	<b>166,398</b>	<b>94,008</b>	<b>87,467</b>	<b>72,390</b>	<b>38,161</b>	<b>13,269</b>	<b>20,960</b>
% change at CER	33%	49%	49%	17%	19%	12%	16%
% change as reported	29%	46%	46%	12%	17%	3%	11%
Share of growth	100%	74%	69%	26%	15%	4%	7%

1) Primarily NovoNorm®, needles and GlucaGen® HypoKit®.

2) Comprises NovoSeven®, NovoEight®, Refixia®, NovoThirteen® and Esperoct®.

3) Primarily Norditropin®.

4) Primarily Vagifem® and Activelle®.





