

# ACTELION'S FINANCIAL PERFORMANCE

## Financial performance for the full year 2016.

2016 was an outstanding year for Actelion with the company delivering record sales and earnings alongside a continued focus on maximizing shareholder value. During 2016, product sales rose 15% at CER<sup>1</sup> to reach 2,412 million Swiss francs. This excellent performance was mostly driven by the strong Uptravi<sup>®</sup> launch in the United States and continued strong Opsumit<sup>®</sup> uptake in markets around the globe.

Actelion continues to measure and report on its core operating results which more accurately reflect the underlying business performance. Core results exclude contract revenues, as well as costs related to employees stock compensation programs, depreciation, amortization, impairments and other items that management deems exceptional.

The strong commercial performance coupled with tight financial oversight resulted in core operating income growth of 17% at CER to 992 million Swiss francs and core earnings per share growth of 27% at CER to 8.18 Swiss francs.

US GAAP operating income increased by 14% whilst US GAAP diluted EPS increased by 25%, both at CER.

<sup>1</sup> CER percentage changes are calculated by reconsolidating both the 2016 and 2015 results at constant currencies (the average monthly exchange rates for 2015)

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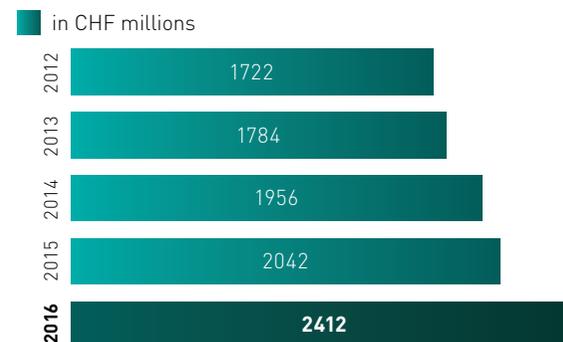
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## FINANCIAL OVERVIEW

in CHF millions (except for per share data)	Results 2016	Results 2015	% Variance in CHF	% Variance at CER(1)
Product sales	2,412	2,042	18	15
Core operating expenses	1,420	1,228	16	14
Core operating income	992	814	22	17
Diluted Core EPS	8.18	6.16	33	27
Diluted US GAAP EPS	6.46	4.91	32	25
No of shares in calculation	107.8	112.5	-	-

The full financial statements can be found on [www.actelion.com](http://www.actelion.com).

## PRODUCT SALES



Actelion's excellent commercial performance during 2016 was driven by the outstanding Uptravi launch in the US and Opsumit's sustained strong growth trajectory. During the fourth quarter of 2016, combined sales of the company's outcome-based PAH portfolio, Opsumit, Uptravi and Velettri<sup>®</sup>, reached 55% of total sales, demonstrating the significant progress made in the fundamental transformation of the PAH business.

In the US, sales increased by 25% at CER, driven by the strong Uptravi launch, the continued Opsumit momentum resulting in share gains in an expanding ERA market. European sales were 1% higher compared to 2015. A strong Opsumit performance and solid Tracleer use in the digital ulcer indication was impacted by continued pricing pressure and market erosion from bosentan generics, particularly in Spain. Sales in Japan increased by 19% at CER, mostly driven by very strong sales of Opsumit (launched in June 2015), the Tracleer momentum in digital ulcer indication and Zavesca<sup>®</sup> (Japanese trade name Brazaves<sup>®</sup>).

Comparing average exchange rates for 2016 to 2015, the Swiss franc weakened, mostly against the US dollar, euro and Japanese yen, resulting in a positive currency variance of 63 million Swiss francs.

## CORE OPERATING EXPENSES



Core cost of sales for 2016 increased by 17% at CER to 209 million Swiss francs. Royalty expenses on sales for 2016 were 7% lower compared to 2015 at CER. This decrease was mainly due to ceased royalty obligations, following the patent expiry of Tracleer® in the US (late November 2015) and Ventavis (mid-March 2015) and a favorable product mix with a low single-digit royalty rate paid on Opsumit sales compared to a high single-digit rate paid on Tracleer sales in markets where Tracleer is still under patent protection. This decrease was partially offset by mid-teen royalty payments to Nippon Shinyaku related to Uptravi sales outside of Japan. Royalty expenses on profit sharing relate to the collaboration with Nippon Shinyaku for the commercialization of Opsumit in Japan and amounted to 20 million Swiss francs for 2016 as Opsumit sales in Japan increased strongly. Cost of goods sold increased by 31% in 2016. The increase was driven by higher sales along with a different product mix and some one-off Uptravi launch inventory write-offs.

The excellent commercial performance enabled Actelion to advance both the late and earlier stage pipeline resulting in increased R&D expenditure which translates into a ratio of R&D core operating expenses to sales of 21%, slightly higher than in 2015. Core R&D expenses amounted to 509 million Swiss francs, an increase of 25% at CER. This increase was driven by higher clinical trial expenses, mainly driven by the strong recruitment in the Phase III OPTIMUM study (ponesimod in multiple sclerosis announced in April 2015) and the Phase III IMPACT study (Cadazolid in *Clostridium difficile* associated diarrhea), as well as costs related to the preparation and initiation for Phase II studies for DORA in insomnia and Actelion's new endothelin receptor antagonist in specialty cardiovascular disorders.

Core marketing, selling and distribution expenses amounted to 501 million Swiss francs, an increase of 7% at CER. This increase was driven mostly by costs relating to launch activities of Uptravi in the United States, Germany and other geographies. Additionally, the company continued the roll-out of Opsumit and Veletri in various markets around the globe. G&A expenses increased by 6% to 202 million Swiss francs as the company expanded its global footprint.

## CORE OPERATING INCOME

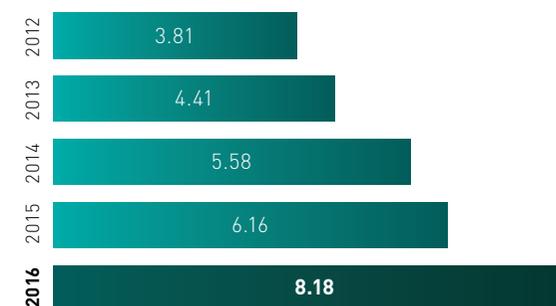
Core operating income amounted to 992 million Swiss francs, an increase of 17% or 135 million Swiss francs at CER. The weakening of the Swiss franc against the major currencies affecting Actelion's performance had a positive impact of 43 million Swiss francs on core operating income.

in CHF millions



## CORE DILUTED EPS

in CHF



The increase in core and US GAAP EPS was driven by higher net income and the decrease in number of common shares. The average share count for diluted EPS decreased by 4.7 million shares as the average number of dilutive instruments decreased by 1.0 million shares despite an increase in the average share price (158.02 Swiss francs per share during 2016 compared to 126.96 Swiss francs during 2015).

## SHARES AT A GLANCE

The registered shares of Actelion Ltd were listed on the SWX New Market on April 6, 2000 (symbol: ATLN). A total of 1,000,000 primary shares were placed at the company's Initial Public Offering (IPO), at a price of CHF 260 per share, raising CHF 246.6 million.

On 8 July 2008, the Management Committee of the SIX Swiss Exchange added Actelion shares (ATLN, CH0010532478) to the Swiss Market Index SMI®. Actelion shares have traded as part of the SMI since 22nd September 2008.

On 22 August 2016, Actelion announced that it completed its first-line share purchase program (initiated on 9 December 2013) on 19 August 2016. During this time, Actelion purchased 10,000,000 of its own shares, which represents 8.31% of the issued shares at the time of the start of the share purchases. The shares were used for the reactive servicing of existing employee option and share ownership programs.

On 8 April 2015, Actelion commenced the repurchase of up to 10 million shares of the company's common stock over the next three years via a second trading line on the SIX Swiss exchange. At subsequent Annual General Meetings, the Board of Directors will propose that the shares bought through this process be cancelled and the issued share capital reduced accordingly.

Actelion Ltd is part of the following indices: SMI, SPI, SLI, SPIMLC, SPI20, SPISMC, SXXP, SXDP, SBC100, SNSPIX, SMHCAX, SLDI, SXI LIFE SCIENCES and SXI

Bio+Medtech. Actelion is traded under the following symbols: Reuters ATLN.S/ Bloomberg ATLN.

### Key Share Data

As of 31 December 2016:

Shares outstanding	107.8 million
Closing share price	220.5
Market capitalization	23.8 billion
52-week high	223.90
52-week low	122.50
YTD price change	58%
Average daily volume	536k
Free float	95.7%

### Shareholdings

As of 31 December 2016:

Number of registered shareholders	10,727
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### Major shareholders

Management & Directors	>5 %
Actelion Ltd	>3%
Rudolf Maag	>3 %
Dan Och	>3 %
Blackrock	>5 %

### Share price development over 12 months



Stock charting tools available at [www.actelion.com](http://www.actelion.com).



**Actelion Pharmaceuticals Ltd** is a global biopharmaceutical company headquartered in Allschwil/ Basel, Switzerland. Actelion concentrates on discovering, developing and marketing innovative drugs for high unmet medical needs. The company is quoted on the SIX Swiss Exchange (tickersymbol: ATLN).

**Latest Update:** February 2017  
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**Disclaimer** This fact sheet has the sole purpose to provide members of the public with general information about the activities of Actelion Ltd and its associated companies. The forward-looking statements in this fact sheet are based on current expectations and belief of company management, which are subject to numerous risks and uncertainties.

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