

Table 1

Filgotinib Base Sales Forecast without CRL (august 2020)							
<i>x \$1.000.000</i>	<i>FY1</i>	<i>FY2</i>	<i>FY3</i>	<i>FY4</i>	<i>FY5</i>		Total
Net Sales	450	900	1.350	1.800	2.250		6.750
Marketing Costs	-360 (80%)	-360 (40%)	-400 (30%)	-450 (25%)	-450 (20%)		
Cost of goods (5%)	-3	-45	-68	-90	-113		
Gross margin/profit	87 (19%)	495 (55%)	882 (65%)	1260 (71%)	1687 (75%)		4.411
Sales Forecast I with 12 months delay in market introduction due to CRL							
<i>x \$1.000.000</i>	<i>FY1</i>	<i>FY2</i>	<i>FY3</i>	<i>FY4</i>	<i>FY5</i>		Total
Net Sales	0	450	900	1.350	1.800		4.500
Marketing costs		-360 (80%)	-360 (40%)	-400 (30%)	-450 (25%)		
Cost of goods (5%)	0	-3	-45	-68	-90		
Gross margin/profit	0	87 (19%)	495 (55%)	882 (65%)	1260 (71%)		2.694
Additional assumptions for Forecast I with CRL, i.e. volume equal to scenario I but approx. 10% higher prices, 15% lower marketing costs p.a.							
Sales Forecast II with CRL (start augustus 2021)							
<i>x \$1.000.000</i>	<i>FY1</i>	<i>FY2</i>	<i>FY3</i>	<i>FY4</i>	<i>FY5</i>		Total
Net Sales	0	500	1.000	1.500	2.000		5.000
Marketing Costs	0	-306 (61%)	-340 (34%)	-425 (28%)	-425 (21%)		
Cost of goods equal to Forecast I	0	-3	-45	-68	-90		
Gross margin/profit	0	191 (38%)	615 (62%)	1.009 (67%)	1.485 (74%)		3.300