



Zealand Pharma A/S



Based in Copenhagen, Denmark, Zealand Pharma is a biotechnology company focused on the discovery, design and development of innovative peptide-based medicines. The company has a portfolio of medicines and product candidates under license collaborations with

Sanofi and Boehringer Ingelheim, as well as a pipeline of internal product candidates focusing on specialty gastrointestinal and metabolic diseases.

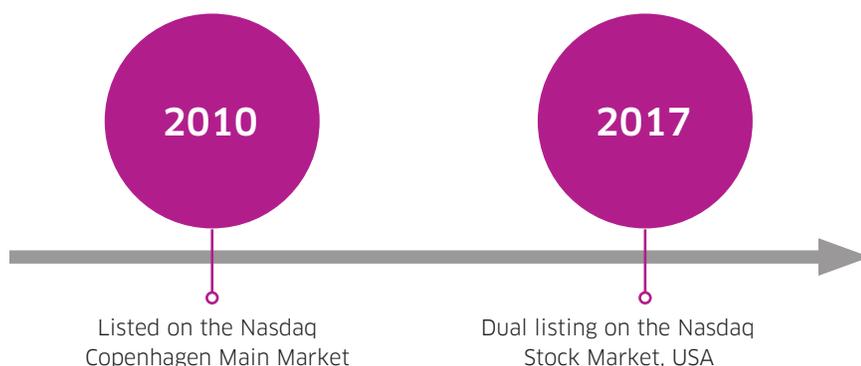
Mats Blom joined Zealand Pharma as CFO in 2010, and led the company to its IPO on the Nasdaq Copenhagen Main Market in November 2010. Zealand Pharma completed its dual listing on the Nasdaq Stock Market in the US in August 2017.

Quick Facts

Market:	Nasdaq Copenhagen Main Market / Nasdaq Stock Market, USA
Segment:	Mid Cap
Industry:	Health Care
Market Cap:	3.74 billion DKK
Turnover:	235 million DKK (2016)
Employees:	130

“The IPO primarily gave us critical growth capital needed to continue our research and development. In addition, the credibility and visibility that a listing brings has really helped us in discussions with potential partners and clients, both in Denmark and internationally.”

Mats Blom
CFO, Zealand Pharma



Nasdaq Copenhagen Main Market – IPO 2010

In 2010, Zealand Pharma was a PE-led company looking for a way to raise growth capital to fund its research, while at the same time offering existing shareholders an exit opportunity. Despite being based in Denmark, Nasdaq Copenhagen was not the obvious choice for its planned IPO. “We carefully evaluated a number of listing venues across Europe and the US, but eventually decided that the Copenhagen exchange would be the best fit for us at that stage of growth.”

Apart from the 50 million USD needed to fund its research, Mats Blom says that the listing on Nasdaq Copenhagen gave Zealand Pharma additional credibility, visibility and a broader shareholder base which today includes some 14,000 institutional and retail investors.

“The US biotech market is larger and to some extent more sophisticated, with more niche analysts and investors that truly understands our business,” says Blom.

Nasdaq Stock Market – Dual listing 2017

Since the early 2000’s, Zealand Pharma had been heavily dependent on its license collaboration with Sanofi. At the same time, they had spent years building up a pipeline of internal product candidates, and eventually decided to change the strategic direction of the company in 2015 to focus more on the latter.

Zealand Pharma wanted more capital to fuel its research. In addition, they felt that their own pipeline was undervalued by the European market, and wanted to attract more US-based investors and analysts. “The US biotech market is larger and to some extent more sophisticated, with more niche analysts and investors that truly understand our business. This makes it more

challenging to raise money there, while at the same time presenting a number of upsides, e.g. in terms of valuations.

Zealand Pharma completed its 90 million USD dual listing on the Nasdaq Stock Market in August 2017. The listing was a success, according to Blom, and Zealand Pharma managed to bring on board a number of well-known US biotech investors. “The capital injection allows us to focus more independently on our own pipeline, rather than being dependent on royalties from our collaboration with Sanofi,” according to Blom. “In addition, it has given us a group of knowledgeable investors and increased visibility in the US.”