

# Objectives 2018

Operational targets	Pipeline targets	Financial outlook 2018*
<b>Strengthen commercial focus</b>	<b>Progress development towards a self-sustained R&amp;D pipeline</b>	Revenues of SEK 7,900-8,100 M (7,500-7,700)
<i>Increase sales of Elocta and Alprolix in existing and new markets</i>	<i>Begin SOBI003 first in human phase 1/2 study</i>	Gross margin of at least 70 per cent
<i>Increase sales of Kineret in existing markets and in applications</i>	<i>Complete enrolment into the RelTlr rate study</i>	EBITA of SEK 2,800-3,000 (2,500-2,700)
<b>Expand our commercial portfolio through new in-licensing, acquisitions or partnerships focused on Europe and North America.</b>	<i>Phase 2 Gout (anakinra) key results for phase 3 decision</i>	
	<b>Expand R&amp;D pipeline with new late-stage assets.</b>	

\* At current exchange rates as of 26 April 2018. The original outlook was published on 22 February 2018.