

Q2 results presentation 2015

Geoffrey McDonough | CEO

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Stockholm | 16 July 2015

Business summary Q2 2015

- European Commission approved Orfadin® oral suspension and 20 mg capsule
- Biogen submitted the MAA for Alprolix® (rFIXFc) in Europe – subsequently validated
- New haemophilia data presented with 23 abstracts at ISTH 2015 congress
- Received orphan drug designation for Elocta™ (rFVIII Fc) in Switzerland
- Terminated development of SOBI002, advancing novel C5 inhibitor into development

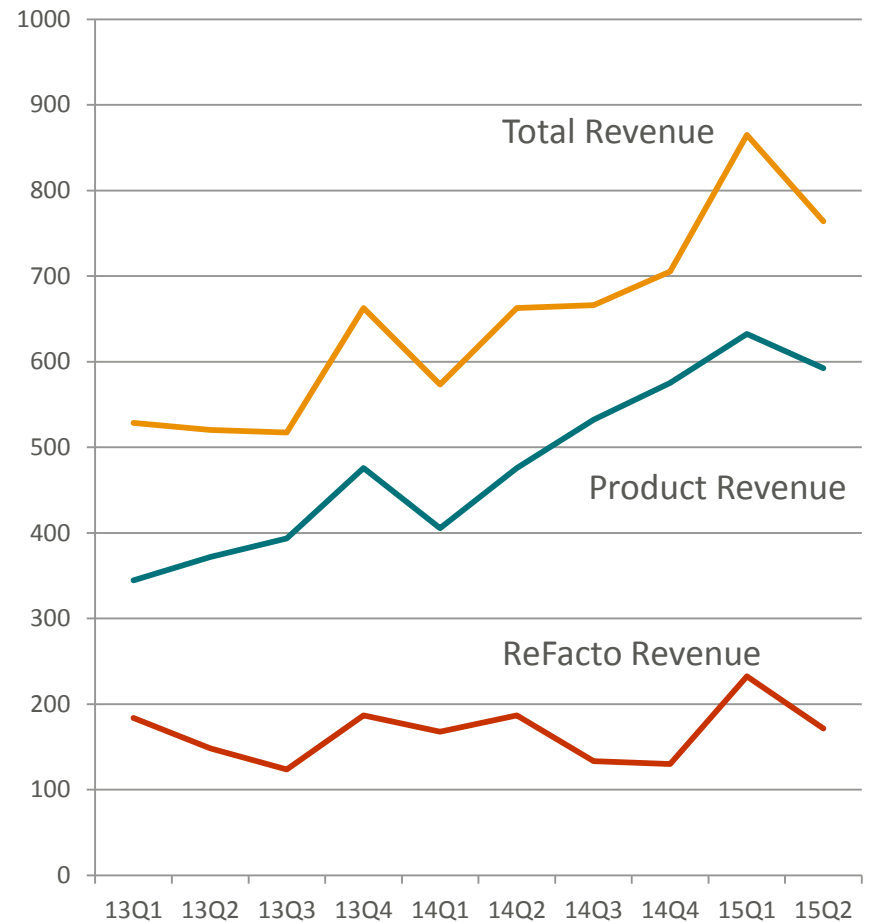
Significant events after the period

- Exercised opt-in right for Alprolix

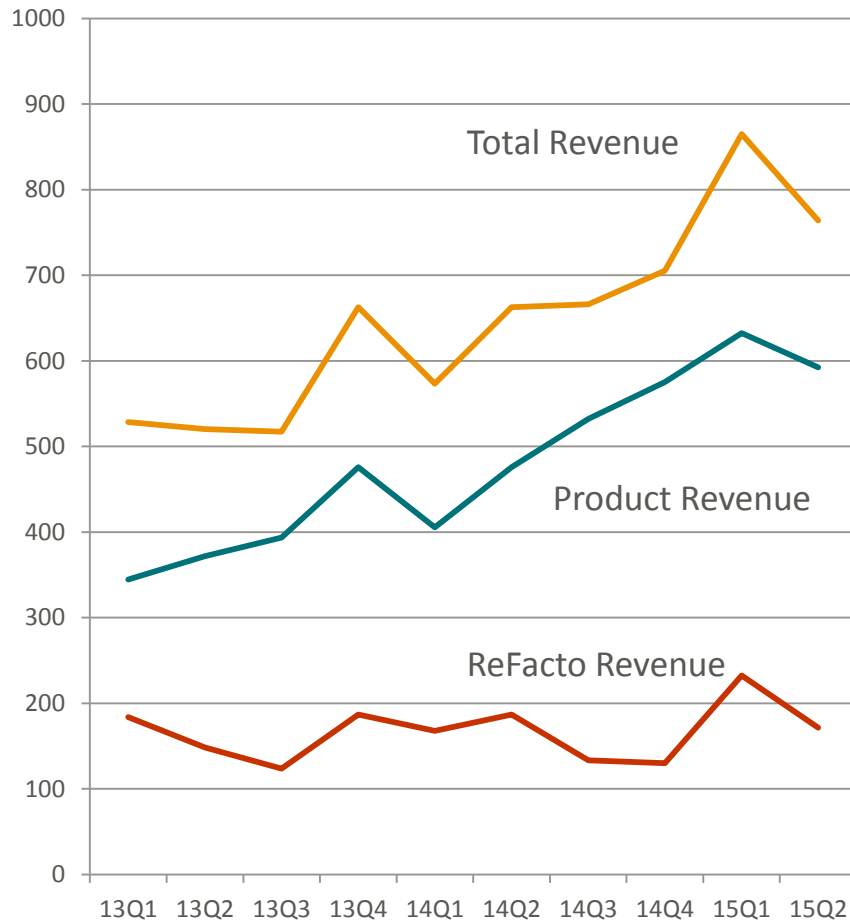


Business summary Q2 2015

- Total revenues: SEK 764 M (662)
 - 15% growth (4% at CER)
- Product revenues: SEK 593 M (476)
 - 25% growth (12% at CER)
- ReFacto[®] revenues: SEK 172 (187)
 - 8% decrease
- Gross margin 63% (61)
- EBITA: SEK 74 M (86)
- Cash flow operations: SEK 79 M (-78)

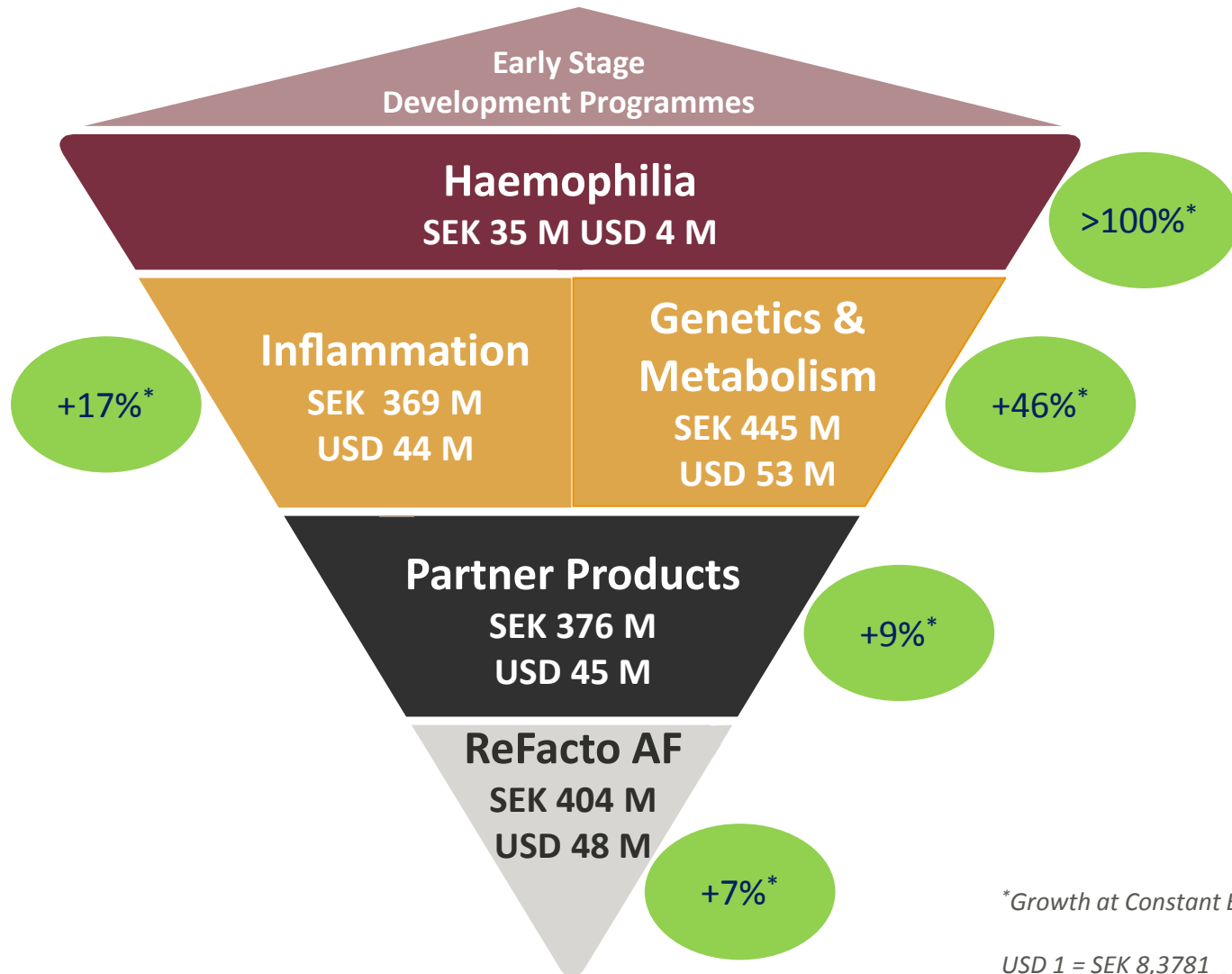


Business summary H1 2015



- Total revenues: SEK 1 629M (1 236)
 - 32% growth (20% at CER)
- Product revenues: SEK 1 224 M (881)
 - 39% growth (25% at CER)
- ReFacto[®] revenues: SEK 404 (355)
 - 14% increase
- Gross margin 61% (59)
- EBITA: SEK 247 M (-202)
 - H1 2014 EBITA: SEK 123 M excluding Kiobrina
- Cash flow operations: SEK 249 M (57)

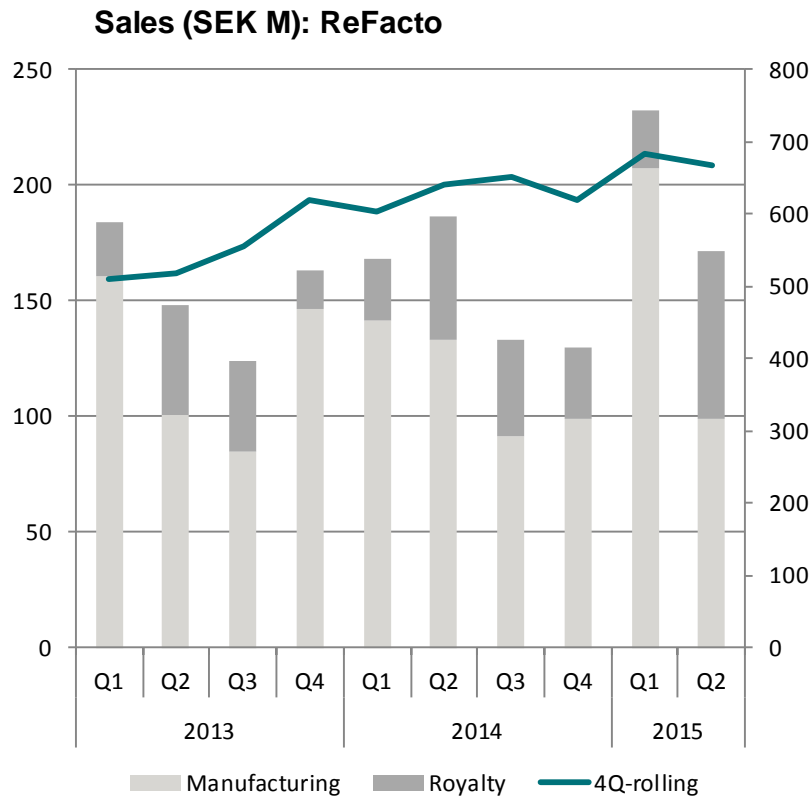
YTD 2015 revenue by business line



*Growth at Constant Exchange Rates

USD 1 = SEK 8,3781

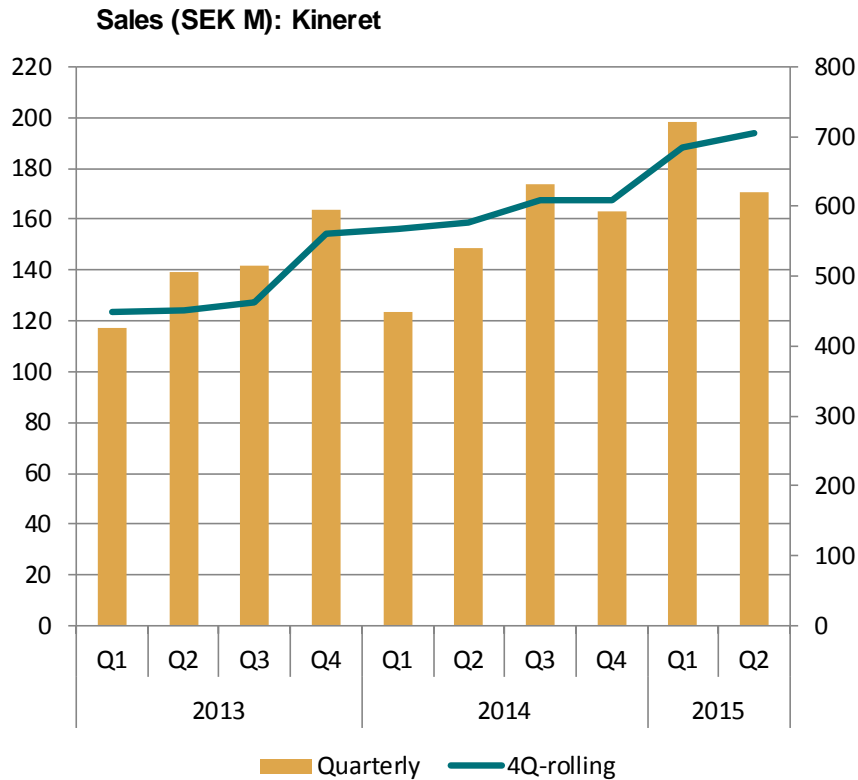
ReFacto AF



- Revenue from manufacturing and royalty SEK 172 M (187)
 - A decrease of 8%
 - Phasing effects caused by unusually high deliveries in the first quarter 2015
- Manufacturing revenue SEK 99 M (134)
- Royalty revenue SEK 73 M (53)
- H1 was SEK 404 M (355)
 - An increase of 14%

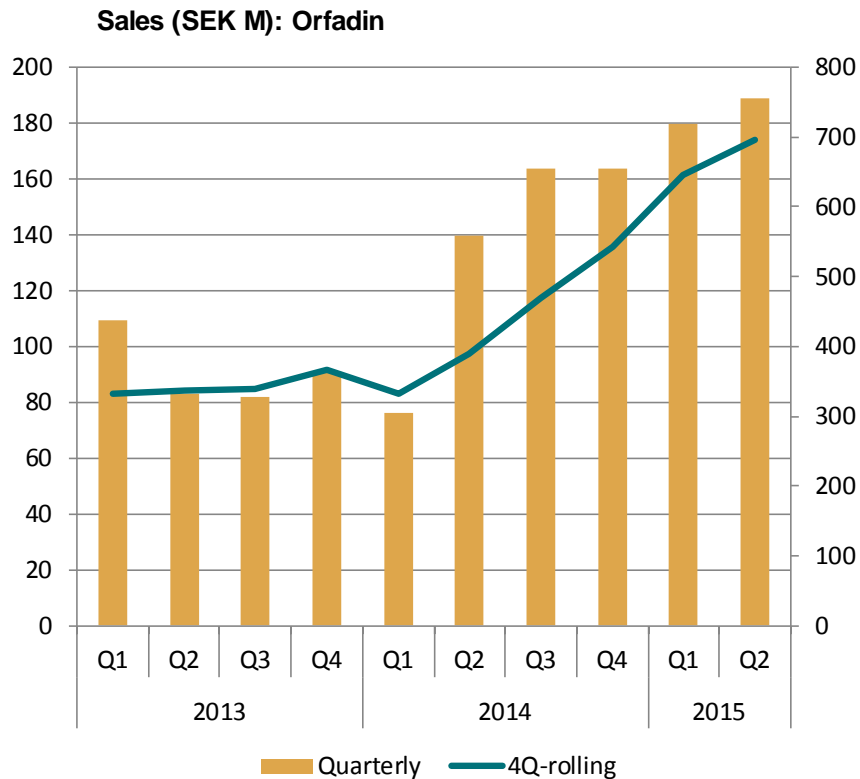
Commercial Results Q2 2015

Alan Raffensperger | COO



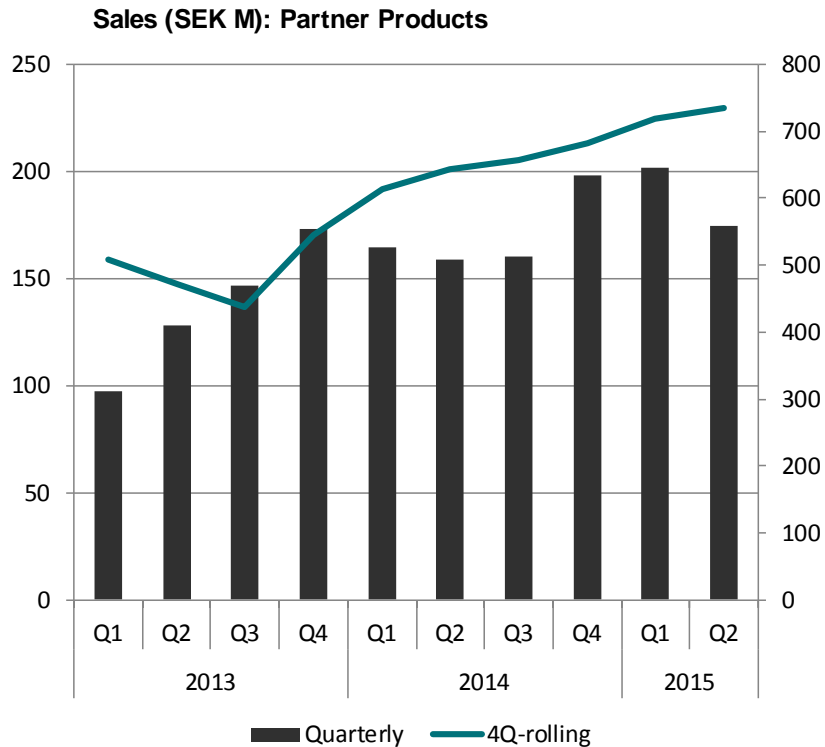
- Revenue SEK 171 M (148)
 - Increase of 15%
- Volume growth across most European markets
- US demand continues to be steady through the shift to a patient-centric specialty distribution model
- H1 was SEK 369 M (272)
 - Increase of 36%

Orfadin



- Revenue SEK 189 M (140)
 - Increase of 35%
- Stable growth in major markets, positive revenue impact from direct sales model in the Americas
- Orfadin liquid formulation and 20 mg capsule approved by the European Commission
- H1 was SEK 369 M (216)
 - Increase of 71%

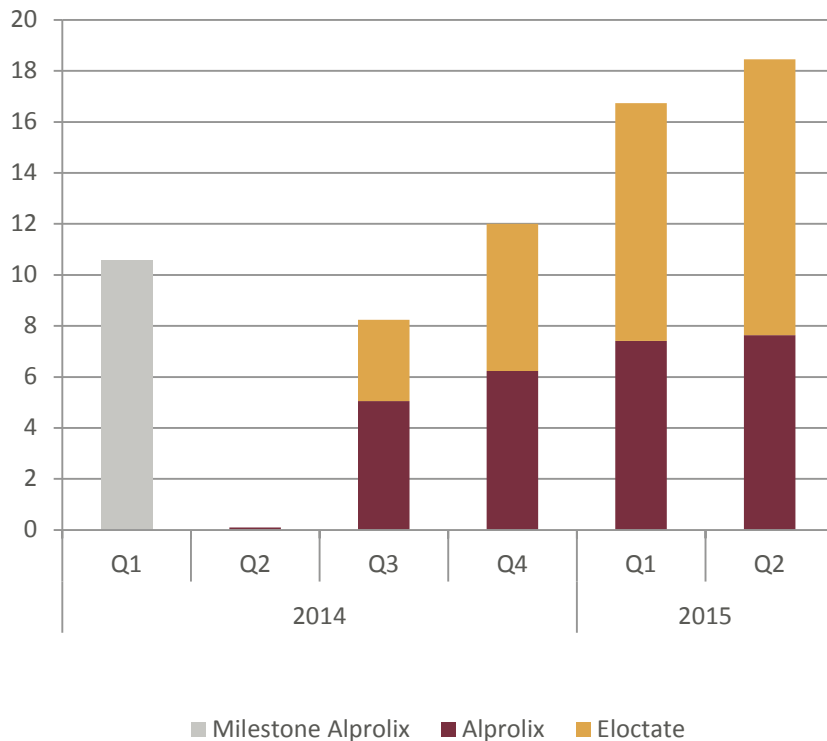
Partner Products



- Revenue SEK 175 M (159)
 - Increase of 10%
- Increase driven by growth of Cometriq[®], Yondelis[®] and Xiapex[®]
- Concluding our launch preparations for Xiapex for Peyronie's disease
- H1 was SEK 376 M (324)
 - Increase of 16%

Haemophilia

Revenues (SEK M): Haemophilia



- Estimated revenue of SEK 18 M (0)
 - Estimated royalty revenue from Biogen, based on 2 per cent of Biogen analyst consensus from 10 April 2015
- Marketing Authorisation Application for Alprolix submitted in June 2015
- Elocta approval anticipated Q4 2015
- H1 was SEK 35 M (11)

Haemophilia Market is Concentrated



Majority of Business Centred at Key Centres

Dedicated launch-ready organisation with a broad experience in place

Commercial

A strong experienced team recruited from a mix of haemophilia and rare disease companies

All major markets fully recruited and trained

+

Medical

Solid team with strong clinical background and long experience in haemophilia

Scientific engagement over three decades

+

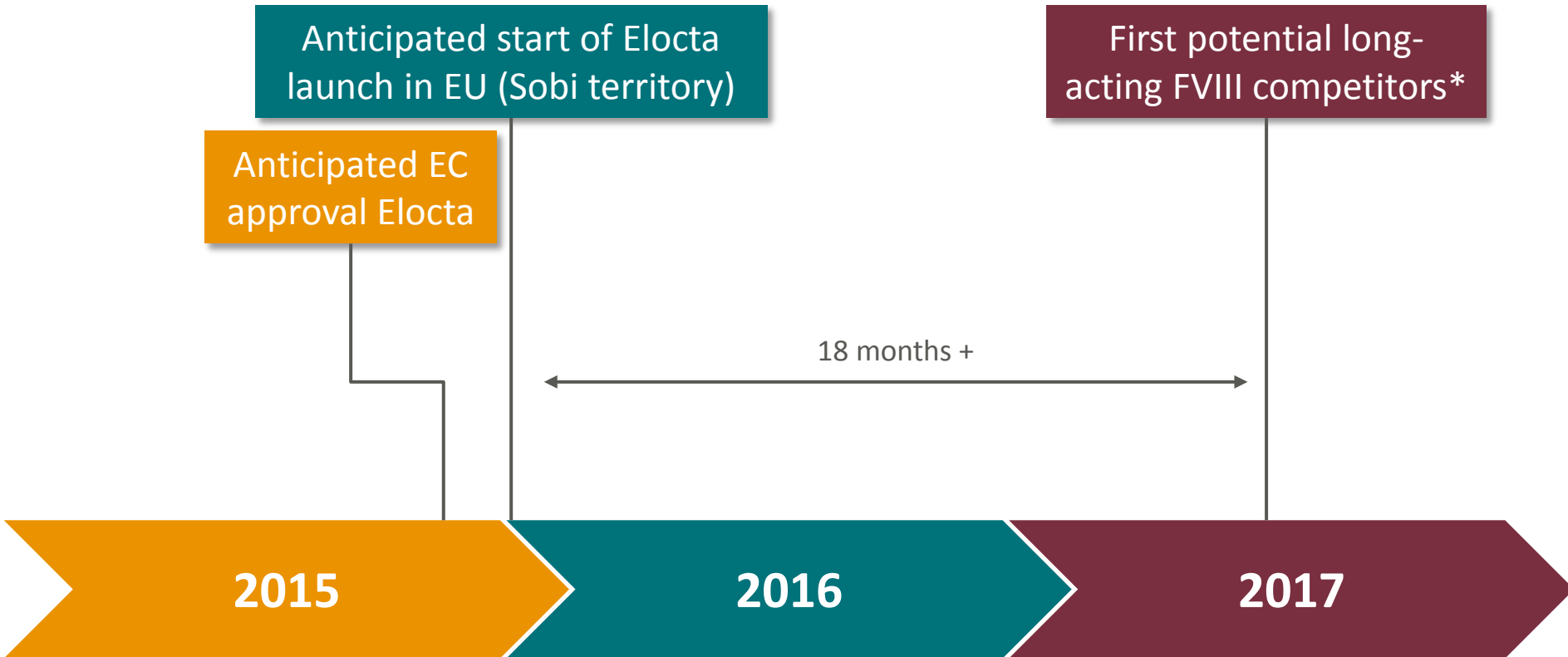
Patient Access

Strong access team to engage with patient organizations + payers

Concerted engagement programme with payer bodies initiated 2013 and ongoing

Ready to launch

Expected long acting Factor VIII EU timeline



* Based on publically announced data

Financial Results Q2 2015

Mats-Olof Wallin | CFO

Profit and Loss statement

<i>Amounts in SEK M</i>	Q2-15	Q2-14	H1-15	H1-14	FY 2014
Total revenues	764	663	1,629	1,236	2,607
Gross profit	482	406	1,001	726	1,548
<i>Gross Margin</i>	<i>63%</i>	<i>61%</i>	<i>61%</i>	<i>59%</i>	<i>59%</i>
Sales and Administration	-274	-193	-493	-349	-750
Research and development	-127	-133	-259	-260	-501
Other operating revenues/expenses	-7	7	-3	-318	-341
EBITA	74	86	247	-202	-43
Amortizations and write-downs	-72	-70	-142	-141	-282
EBIT	3	16	105	-342	-325
Financial income/expenses	-17	3	-19	-11	6
Income tax expense	23	6	29	49	51
Profit/loss for the period	9	26	115	-303	-268

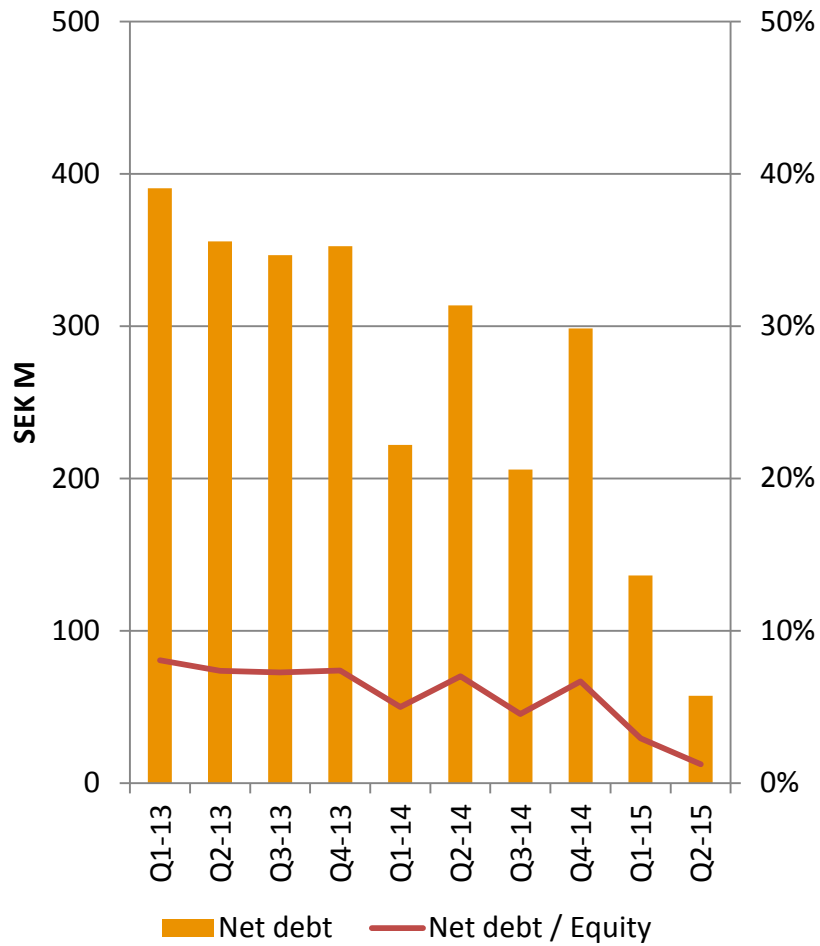
- One-time write-down in Q1, 2014 for Kiobrina[®], SEK 325 M, with limited cash impact
- One-time accrual in Q4, 2014 for Multiferon[®], SEK 25 M, with limited cash impact

Balance Sheet

<i>Amounts in SEK M</i>	June 2015	June 2014	Dec 2014
ASSETS			
Intangible	4,128	4,241	4,248
Tangible and financial	199	161	188
Total non-current assets	4,327	4,402	4,436
Inventories	742	729	764
Accounts receivable	523	448	480
Other Receivable	194	164	172
Cash and equivalent	763	503	519
Total current assets	2,222	1,844	1,935
Total Asset	6,549	6,246	6,371
EQUITY AND LIABILITIES			
Equity	4,672	4,475	4,523
Long term debt	819	815	816
Long term liabilities	274	270	285
Short term liabilities	784	685	747
Total liabilities	1,877	1,770	1,848
Total equity and liabilities	6,549	6,246	6,371

Net debt

- Cash position: SEK 763 M
- Net debt SEK 57 M



Summary and Outlook

Geoffrey McDonough | CEO

Outlook 2015 – raised guidance

Revenues

Sobi expects total revenues for the full year to be in the range of SEK 3,000 to 3,200 M (previously 2,800 to 3,000)

Gross Margin

Gross margin is expected to be in the range of 59 to 61 per cent (previously 58-60 per cent)

Operating Costs

Operating costs are projected to increase as the company continues to prepare for the planned launch of Elocta

EBITA

EBITA is expected to be in the range SEK 325 – 400 M¹

¹The original outlook presented on 19 February 2015 stated that “Sobi expects EBITA to be in line with the adjusted 2014 level”.

The outlook for 2015 excludes revenue from the potential European launch of Elocta.

The outlook was first published in the 2014 Q4 and FY report on 19 February 2015.

Building our future

Continued focus on our business and capabilities within rare diseases

1. Diverse, growing, and profitable base business in Europe and North America focused on rare diseases
2. Launching first-to-market long-acting haemophilia factors in Sobi territories – providing forward cash flow to continue to build company
3. Growing the business organically with new partner products, and with a pipeline of early stage rare disease biologics



Summary

- Strong operating momentum and significant pipeline milestones in the first half year
- Orfadin oral suspension and 20 mg capsule approved in Europe
- Elocta launch preparations on track
- Alprolix filing and opt-in in place

