

Sobi Q3 2019 results presentation

rare **strength**



31 October 2019



Forward looking statements

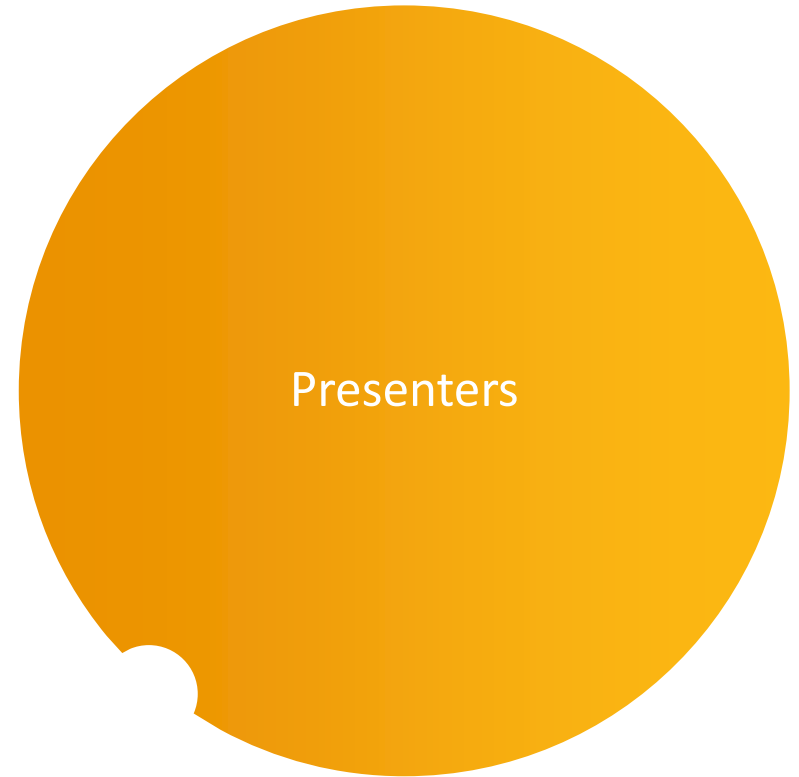
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Guido Oelkers, CEO



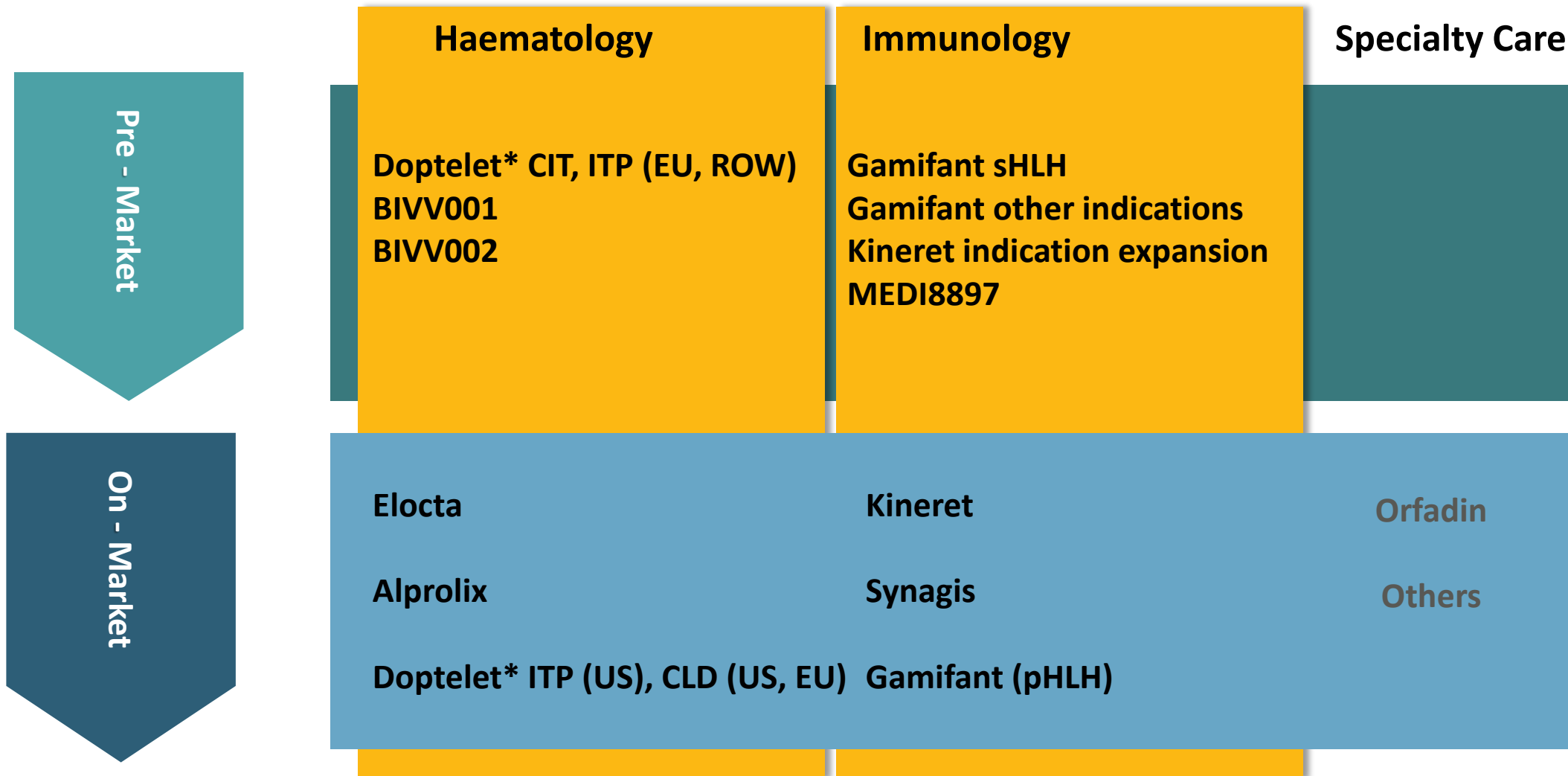
Henrik Stenqvist, CFO



Continued strong double-digit growth

- Total revenue of SEK 2,930 M (2,315), 27 per cent revenue growth in the quarter compared with Q3 2018 (22 per cent at constant exchange rates (CER))
- EBITA was SEK 1,099 M (933), an increase of 18 per cent
- Sales for Elocta[®] were SEK 1,156 M (873) and sales for Alprolix[®] were SEK 341 M (255)
- Sales for Gamifant[®] amounted to SEK 67 M, Synagis[®] sales were SEK 124 M and Kineret[®] sales amounted to SEK 409 M
- Announcement of the intention to acquire Dova Pharmaceuticals[™] expanding scope of Haemophilia franchise into the broader area of haematology
- Entered into an expanded agreement with Sanofi to acquire early opt-in right for the development and commercialisation of BIVV001, a potential once-weekly dosing for people with haemophilia A, and a follow-on product to Elocta
- Completion of acquisition of emapalumab and related assets

Pre-market assets have potential to deliver more value than current on-market portfolio



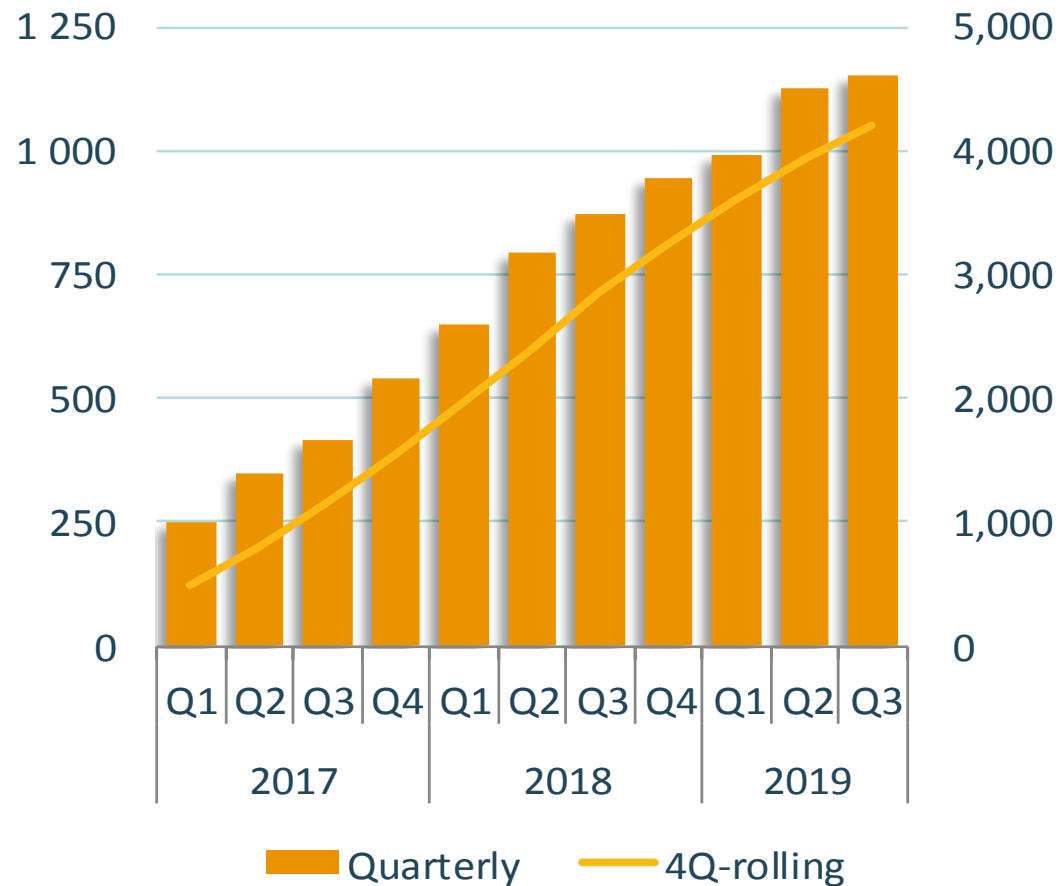
* Following US antitrust clearance and closing of the acquisition.

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Business Review

Elocta – continued double-digit growth

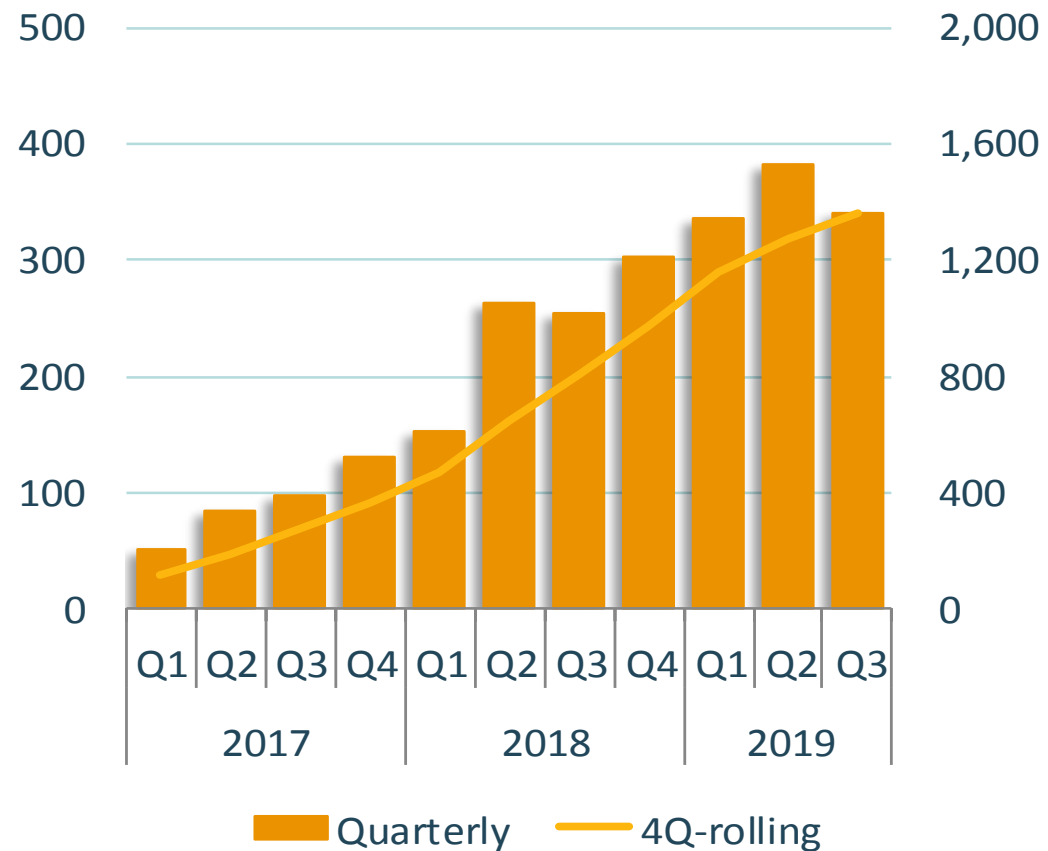
Sales (SEK M)



- Q3 product sales of SEK 1,156 M (873)¹
- Sales growth of 36 per cent (33 per cent at CER) adjusted for one-offs (29 as well as 32 per cent at CER incl. one-offs)
- Majority of growth derived from France, Germany, Italy and Spain.
- Reimbursed in 27 countries
- ¹Q3 2019 and Q3 2018 revenues were positively affected by one-off revenue adjustments related to adjusted pharmaceutical taxes in France. SEK 35 M in Q3 2019 and SEK 52 M in Q3 2018.

Alprolix– continued patient growth

Sales (SEK M)



- Q3 product sales of SEK 341 M (255)
- Sales growth of 34 per cent (30 per cent at CER)
- Majority of the growth derived from Germany, France, Netherlands and Italy.
- Lower sales due to seasonal effects
- Reimbursed in 25 countries

Haemophilia – strong position with substantial potential

Continued exceptional momentum

- Future growth driven by penetration and internationalisation

Individualised therapy only possible with factor replacement

- Ensuring best outcome for patients with a clear safety profile

Significant promise now and for the future

- Factor replacement will remain standard of care for people with haemophilia

Haematology will be a dynamically growing franchise in the years to come

We have brought the first innovation in 20 years in the very conservative field of haemophilia

With TPO we expand into haematology with significant room to grow in a competitive environment

Doptelet will create a strong cadence of launches across multiple geographies & indications

Sobi will bring another game changer to haemophilia market with BIVV001 mid-term

We currently **have leading on-market products** for improving the lives of people with haemophilia



Current **TPO market** is ~USD **2bn** and estimated to grow at ~5% per year



Current launch in US in ITP and near-term launch in Europe **Doptelet is expected to be first in class** in the CIT indication



Interim results suggest that **BIVV001** has the possibility enable patients to live an **active life with very few limitations**

BIVV001

Acquisition details



- **Single-asset company** with launch-phase asset
- **Doptelet®** (avatrombopag), **orally administered, second-generation** thrombopoietin receptor (TPO) agonist used in the **treatment of thrombocytopenia** (low platelet counts) that can be taken with food
- Three indications:
 - **Chronic liver disease (CLD):** Commercially available in the US; Approved in EU
 - **Chronic immune thrombocytopenia (ITP):** Commercially available in the US; EU to be filed
 - **Chemotherapy-induced thrombocytopenia (CIT):** Phase 3 study read-out expected mid 2020

Deal terms

- The transaction is valued at up to USD 915 million (approximately SEK 9.0 billion) on a fully diluted basis
- The transaction will be financed through existing cash resources and new bank facilities
- Tender offer for all outstanding shares of Dova commenced on 11 October. Expected to be finalised on 8 November ET (EOB)
- Closing expected to be finalised in mid November

Driving growth in Immunology

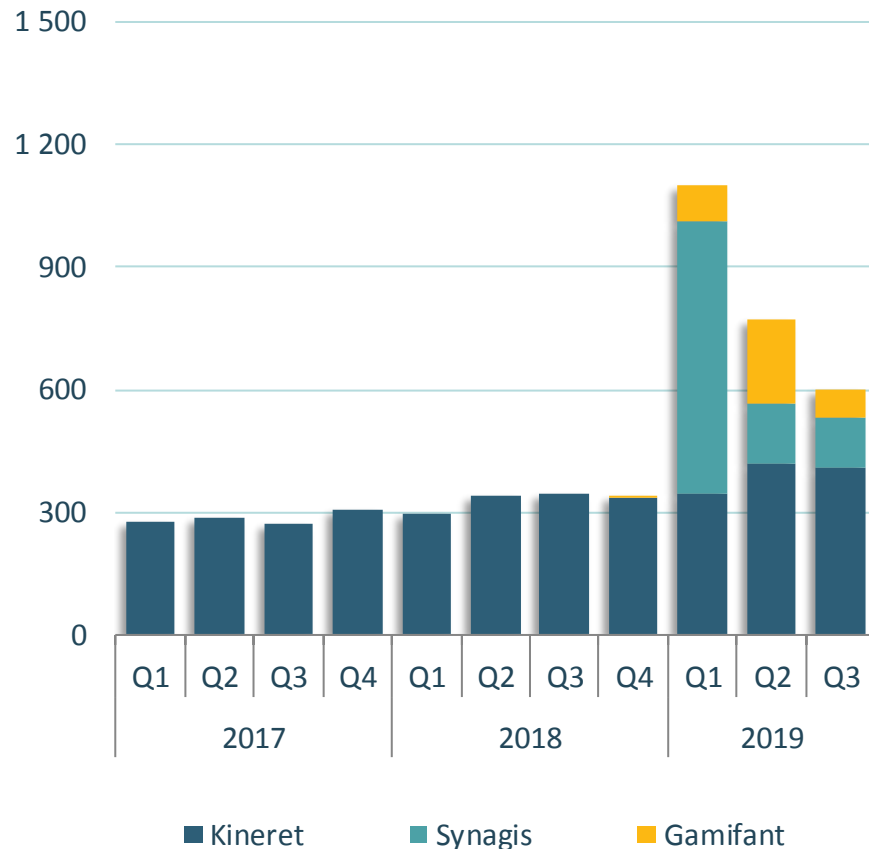
Strong base business with Kineret – back to double-digit growth

Gamifant – high unmet medical need driving growth

Synagis – team up to speed for the upcoming RSV season

Immunology – strong overall growth

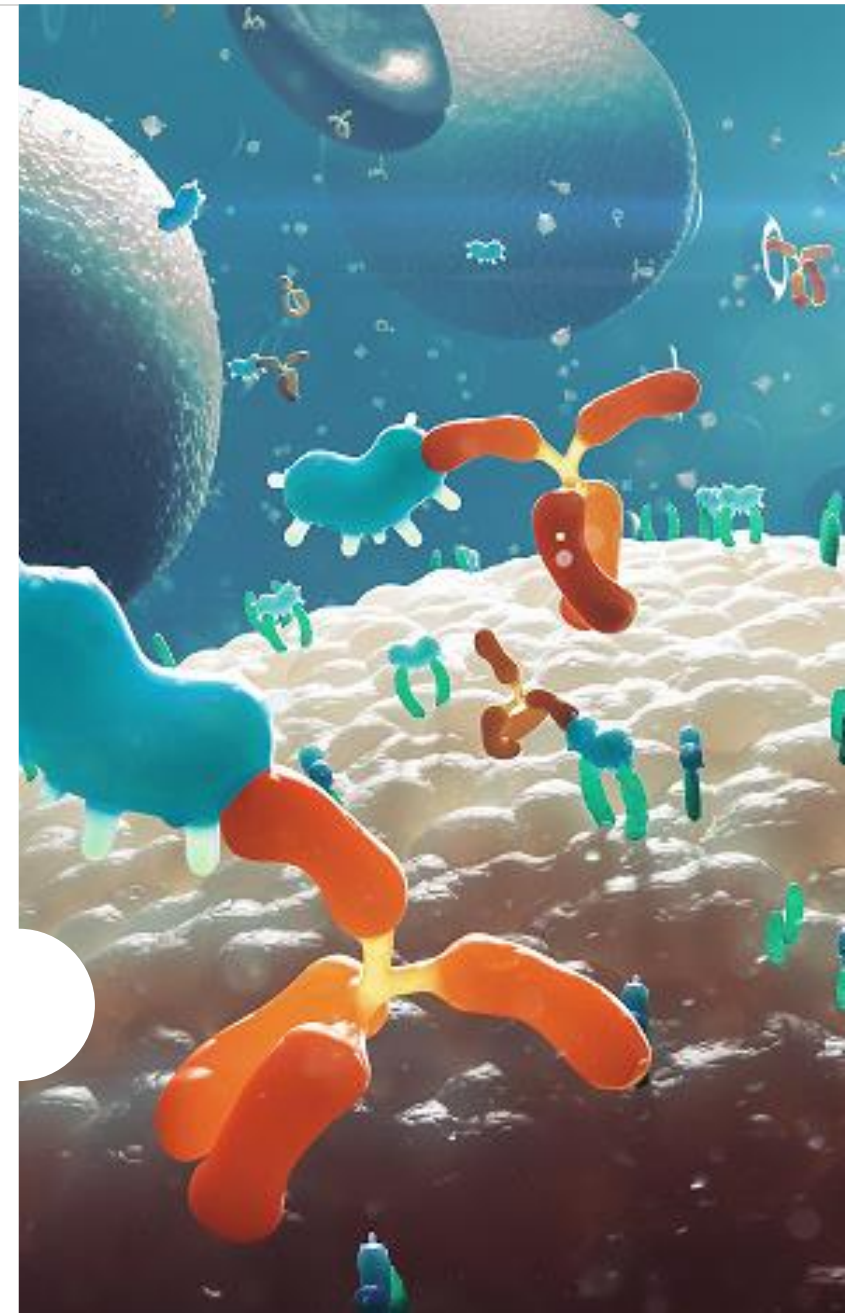
Sales (SEK M)



- Total Immunology revenue of SEK 600 M
- Q3 Synagis sales of SEK 124 M
 - Thorough execution of pre-seasonal activities
 - Encouraging signals of strong prescription referrals in southern US states
 - Wholesalers started to build up stock for the season
- Q3 Kineret sales of SEK 409 M (347 M)
 - Increase of 18 per cent (12 per cent at CER) compared with Q2 2018
 - Double-digit growth seen across all regions
 - Growth driven by underlying demand
- The acquisition of emapalumab and related assets announced on 12 June was completed on 18 July

Gamifant – gaining more acceptance in primary HLH

- Q3 sales of SEK 67 M
- Sales patterns for launches in ultra-rare diseases are volatile due to the limited number of patients
- Gamifant sales were negatively affected by approximately SEK 30-40 M due to inventory shifts in Q3
- Sales development within the current label reflects the limited indication, whereas the market potential is enhanced and includes a broader HLH population and potential new indications
- Main focus of the organisation is directed towards enabling access, education and awareness of HLH
- Continued investments into further indications and new markets. Interim data in secondary HLH (MAS) in a paediatric setting looks promising
- Expect to initiate study in adults with secondary HLH later this year

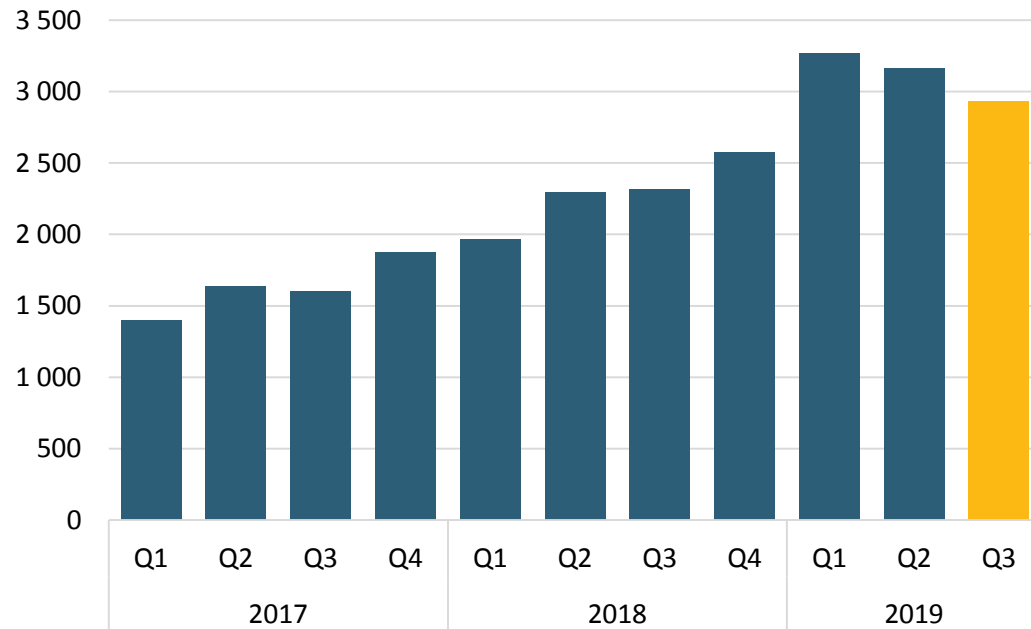


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Financial results

Financial results

Total revenues (SEK M)

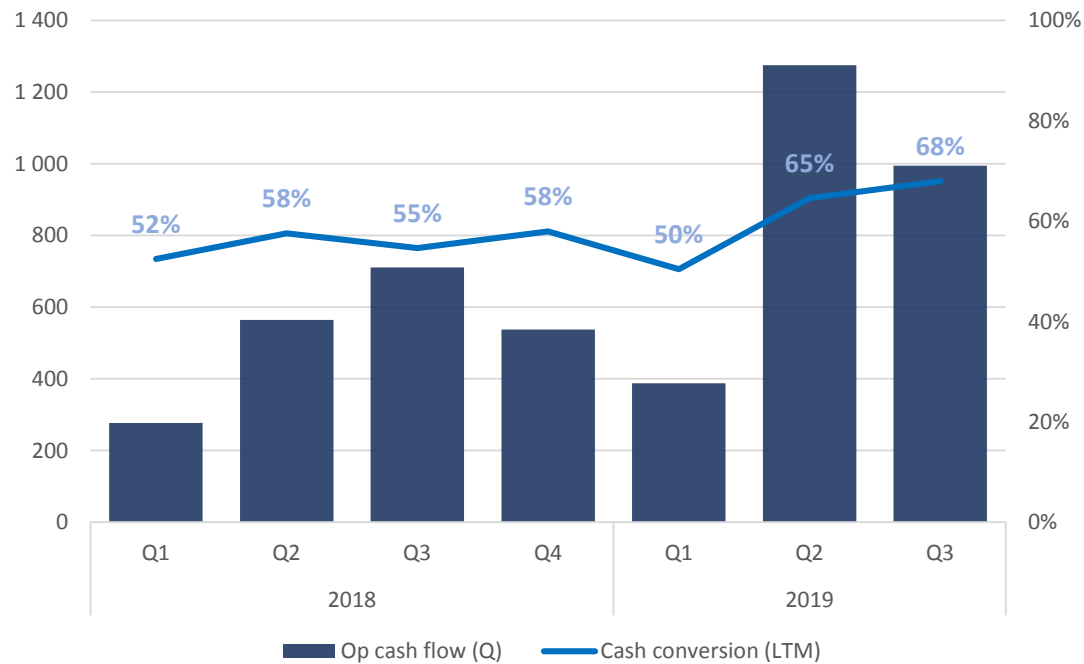


| Amounts in SEK M | Q3 2019 | Q3 2018 | Change | Jan-Sep 2019 | Jan-Sep 2018 | Change | Full-year 2018 |
|---------------------------|---------|---------|--------|--------------|--------------|--------|----------------|
| Total revenue | 2,930 | 2,315 | 27% | 9,358 | 6,568 | 42% | 9,139 |
| Gross profit | 2,173 | 1,741 | 25% | 7,080 | 4,830 | 47% | 6,723 |
| Gross margin ¹ | 74% | 75% | | 76% | 74% | | 74% |
| EBITA ¹ | 1,099 | 933 | 18% | 3,645 | 2,655 | 37% | 3,571 |
| EBITA margin ¹ | 38% | 40% | | 39% | 40% | | 39% |
| Profit for the period | 542 | 623 | -13% | 1,944 | 1,823 | 7% | 2,418 |
| Earnings per share, SEK | 1.84 | 2.31 | -20% | 6.66 | 6.77 | -2% | 8.97 |
| Operating cashflow | 995 | 712 | 28% | 2,658 | 1,553 | 71% | 2,090 |
| Net debt (+)/net cash (-) | 7,606 | -2,488 | | 7,606 | -2,488 | | -2,999 |

¹Alternative Performance Measures (APMs)

Operating cash flow & net debt

Operating Cash Flow Development (M SEK)



- Continued strong cash conversion
- Q3 19 Net Debt of 7.6B SEK
 - Q3 19 Net Debt / EBITDA < 1.5x
 - Rapid deleveraging
- Cash conversion and operating cash flow will have seasonal fluctuations due to Synagis

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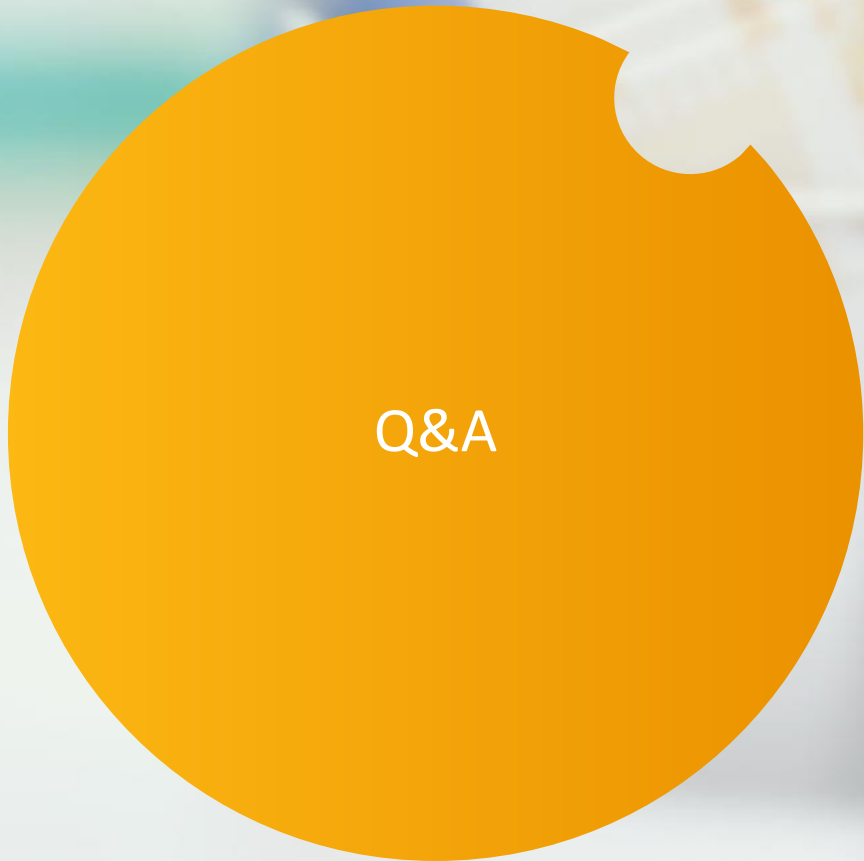
Financial outlook

Financial outlook 2019

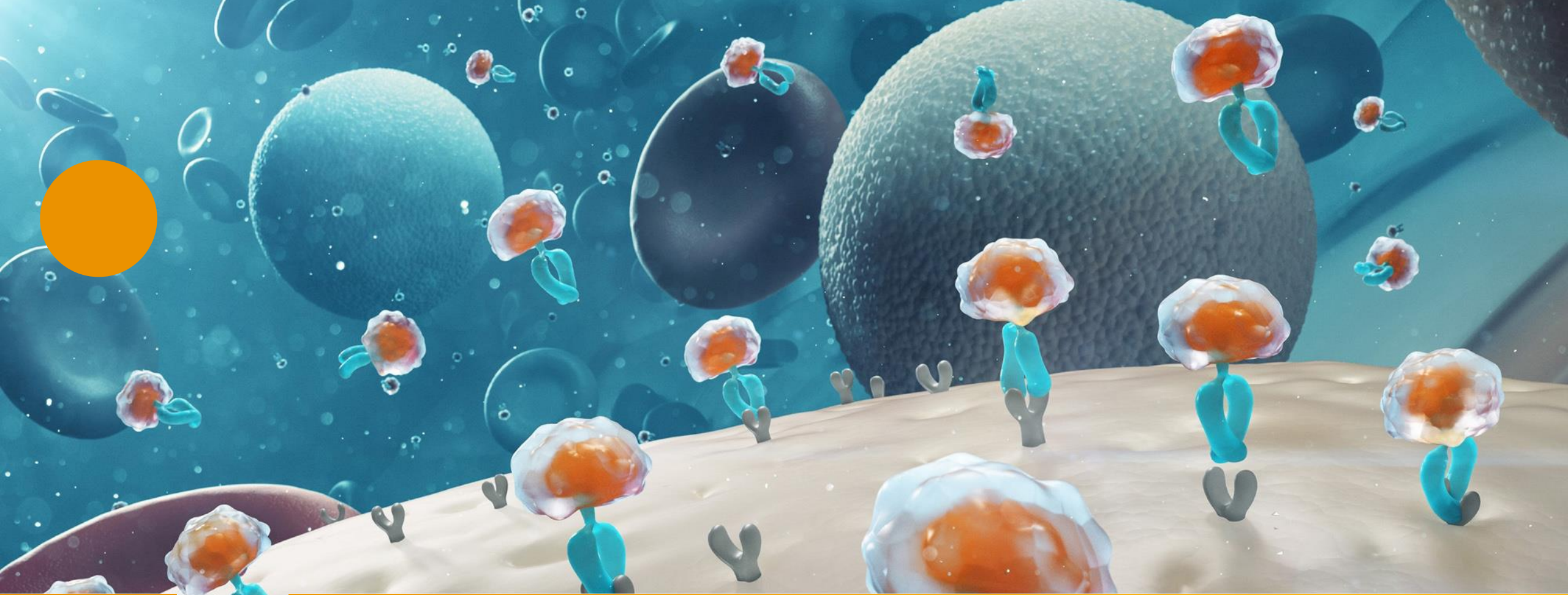
- Sobi reiterates the financial outlook for 2019 published on 17 July, 2019.
- Sobi expects revenue for the full year to be in the range of SEK 13,000 - 13,500 M^{1,2}
- EBITA for the full year is expected to be in the range of SEK 5,300 - 5,500 M^{1,2} excluding restructuring costs.

¹At exchange rates as of 17 July.

²Excluding impact from the potential acquisition of Dova Pharmaceuticals



Q&A



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