

Aide memoire
September 2024

Stockholm, 18 September 2024. Sobi (NASDAQ: SOBI) has compiled the following items and prior disclosures for consideration to assist in the financial modelling of the Company's Q3 2024 results.

Sobi Q2 2024 communications can be found on sobi.com/investors

Business Items

Overall Q2 2024 revenue performance and general comments

Total revenue for Q2 2024 was SEK 5,442 M and increased by 11 per cent at constant exchange rates ("CER"). The increase was driven by strong performance in our launch medicines with Doptelet, excluding sales to China, Vonjo and Aspaveli as main contributors, together with royalty earned on Sanofi's sales of Altuviiiio. Performance was further supported by strong growth for Elocta and Kineret. Growth in the quarter was negatively affected by high sales of Doptelet to China in the second quarter of 2023. Doptelet China sales in Q2 2023 reflected the last sales in China in 2023. Total revenue for January to June ('the half year') was SEK 11,698 M, which increased by 16 per cent at CER. In the Q2 we gained approval for Altuvoct in the EU for the treatment of Haemophilia A with a first launch in Germany in Q3 2024.

RSV: In the US there is currently low rates of RSV as reported by the CDC surveillance dashboard. The CDC expects broad public availability of Beyfortus (nirsevimab) vaccine as of October 1st. Sanofi announced it expects the US market to have enough supply so that every eligible baby born outside of the season will have access to immunization at a regular checkup, and those born during the season will have access at birth (Sanofi USA, press release 16 Sept).

On August 8th, we announced the topline positive results of the VALIANT Phase 3 study for Aspaveli/Empaveli (pegcetacoplan) in the treatment of C3G and IC-MPGN. Full data will be presented at a congress in the second half of the year.

Please note the following previously communicated product performances (growth at CER):

Haematology

- **Vonjo:** as disclosed in the Q2 2024 report, sales were SEK 347 M in the quarter with continued launch progress. Vonjo sales in the second quarter grew sequentially but are currently below expectations. In the half year, revenue was SEK 667 M (36 for the period 26-30 June 2023).
- **Aspaveli/Empaveli:** sales were SEK 251 M in the quarter and increased 77 per cent at CER. This reflects continued strong growth in the number of patients across markets. In the half year, revenue was SEK 490 M and increased by 108 per cent at CER.

- **Elocta and Alprolix:** Elocta sales were SEK 1,289 M in the quarter and increased by 14 per cent at CER. In the half year, revenue was SEK 2,634 M and increased by 14 per cent at CER. Alprolix sales were SEK 552 M in the quarter and increased by 8 per cent at CER. In the half year, revenue was SEK 1,161 M and increased by 12 per cent at CER. The performance in the quarter benefited from continued growth in the number of patients, geographic expansion, and favourable impact from phasing, which was somewhat offset by unfavourable price development in some European markets.
- **Doptelet:** Doptelet sales were SEK 928 M. Excluding sales to China in the second quarter 2023 sales increased by 61 per cent at CER. The strong performance was driven by increased uptake in the US, ongoing launches in Europe and International, and increased market share in launched countries. In the half year, revenue was SEK 1,684 M growing at 60 per cent at CER excluding sales to China. In Q2 2023 sales of Doptelet were SEK 1,144 M and benefited from sales to the partner in China of SEK 577 M which represented the last sales to our partner in China.
- **Zynlonta:** sales were SEK 25 M in the quarter and SEK 38 M in the half year.

Immunology

- **Synagis and Beyfortus royalty:** Reflecting the end of the RSV season in North America revenues from both products were not material in Q2 2024.
- **Kineret:** sales were SEK 745 M in the quarter and increased by 11 per cent at CER, driven by increased demand across all regions and a favourable impact from order phasing. In the half year, sales were SEK 1,378 M and increased by 15 per cent at CER.
- **Gamifant:** sales were SEK 522 M in the quarter and increased by 4 per cent at CER. The strong growth reflected continued strong growth in number of patients in the US market as well as higher average dosing of patients. In the half year, sales were SEK 960 M and increased by 34 per cent at CER.

Specialty care

Specialty Care revenue was SEK 298 M in the quarter and increased by 12 per cent at CER, reflecting resolved supply issues for Kepivance and patient growth for Waylivra, somewhat offset by a decrease in number of patients treated with Tegsedil. In the half year, sales were SEK 571 M and increased by 6 per cent at CER.

Financials

Outlook 2024

- Revenue: anticipated to grow by a low double-digit percentage at CER.
- Adjusted EBITA margin: anticipated to be in the mid-30s per cent of revenue.

OPEX

- Selling and administrative expenses were SEK 2,629 M (2,477) in Q2 2024 (Q2 2023).
- R&D expenses were SEK 898 M (548) in Q2 2024 (Q2 2023).

Estimated currency impact

- Based on the evolution of foreign currencies, Sobi preliminary estimate of currency impact on Q3 2024 vs Q3 2023 revenue is a negative impact between approximately -3% and -4%.

Tax rate

- Income tax was SEK -51 M in Q2 2024 and SEK -233 M in the half year, corresponding to an effective tax rate of 18.5 per cent, in line with the effective tax rate of 2023.

Number of Shares

- Average number of ordinary shares after dilution (excluding treasury shares) was 344,748,411 in Q2 2024.

Forward-looking statements

This document includes forward-looking statements. Actual results may differ from those stated. Internal factors such as the successful management of R&D programmes and intellectual property rights may affect future results. There are also external conditions such as the economic climate, political changes, and competing R&D programmes that may affect Sobi's results.

About Sobi

Sobi® is a specialised international biopharmaceutical company transforming the lives of people with rare and debilitating diseases. Providing reliable access to innovative medicines in the areas of haematology, immunology and specialty care, Sobi has approximately 1,800 employees across Europe, North America, the Middle East, Asia and Australia. In 2023, revenue amounted to SEK 22.1 billion. Sobi's share (STO:SOBI) is listed on Nasdaq Stockholm. More about Sobi at sobi.com and [LinkedIn](#).

Contacts

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