

Aide memoire

December 2024

Stockholm December 20, 2024. Sobi (NASDAQ: SOBI) has compiled the following items and prior disclosures for consideration to assist in the financial modelling of the Company's Q4 2024 results.

Sobi Q3 2024 communications can be found on sobi.com/investors

Business Items

Overall Q3 2024 revenue performance and general comments

Total revenue for Q3 2024 was SEK 6,894 M and increased by 39 per cent at constant exchange rates ("CER"). The increase was driven by strong revenue from royalty on Beyfortus and performance in our medicines with Doptelet, Aspaveli and Altuvoct as main contributors, together with royalty on Altuviio. Performance was further supported by the growth for Alprolix, Kineret and Vonjo. In June we gained approval for Altuvoct in the EU for the treatment of Haemophilia A with a first launch in Germany in Q3 2024. Additionally, in August, Sobi and Apellis Pharmaceuticals announced positive topline results from the Phase 3 VALIANT study of pegcetacoplan in C3G and primary IC-MPGN.

RSV: Sanofi expects Q4 revenue to be in line with reported Q3 revenue for global sales for Beyfortus (Sanofi Q3 IR call). Sobi receives royalty on US sales. 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).

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

Haematology

- **Vonjo:** as disclosed in the Q3 2024 report, sales were SEK 379 M in the quarter with continued launch progress. Vonjo sales in the third quarter grew sequentially. In the January- September period revenue was SEK 1,046 M.
- **Aspaveli/Empaveli:** sales were SEK 270 M in the quarter and increased 66 per cent at CER. This reflects continued strong growth in the number of patients across markets. In the January- September period revenue was SEK 760 M and increased by 91 per cent at CER.
- **Elocta and Altuvoct:** Elocta sales were SEK 1,119 M in the quarter and decreased by 9 per cent at CER. In the January- September period, revenue was SEK 3,753 M and increased by 6 per cent at CER. Sales of Elocta in the quarter were negatively impacted by order phasing in International and also by the Altuvoct launch. Altuvoct sales were SEK 129 M in the quarter following its strong early launch phase in

Germany. The combined Haemophilia A sales remained stable in the quarter, growing 1 per cent at CER.

- **Alprolix:** sales were SEK 575 M in the quarter and increased by 8 per cent at CER. In the January- September period, revenue was SEK 1,736 M and increased by 11 per cent at CER. The performance in the quarter benefited from continued growth in the number of patients and a retroactive price adjustment in Germany, which was somewhat offset by order phasing in some Middle East markets.
- **Doptelet:** Doptelet sales were SEK 1,039 M in the quarter and increased by 65 per cent at CER. The strong performance was driven by increased uptake in the US, and increased market share in launched countries. There was also a milestone revenue in the quarter from the partner in China of SEK 53 M following the approval of Doptelet for ITP in China. Excluding the milestone, sales increased by 57 per cent at CER. In the January- September period, revenue was SEK 2,723 M.
- **Zynlonta:** sales were SEK 29 M in the quarter and SEK 68 M in the January- September period.

Immunology

- **Beyfortus Royalty** earned from Sanofi's sales of Beyfortus was SEK 1,478 M in the quarter and SEK 1,803 M in the January- September period.
- **Synagis:** The limited sales of Synagis was offset by gross to net adjustments in the quarter and amounted to SEK 0 M, also reflecting competition from Beyfortus.
- **Kineret:** sales were SEK 699 M in the quarter and increased by 11 per cent at CER, driven by increased demand across all regions. In the January- September period sales were SEK 2,077 M and increased by 17 per cent at CER.
- **Gamifant:** sales were SEK 405 M in the quarter and increased by 3 per cent at CER. The sales were impacted by de-stocking at distributors and variation in patient treatment which were somewhat offset by positive patient numbers in the quarter. In the January to September period, sales were SEK 1,365 M and increased by 20 per cent at CER.

Specialty care

Specialty Care revenue was SEK 311 M in the quarter and increased by 13 per cent at CER, reflecting launches of partner products in some countries in Europe and International, and resolved supply issues for Kepivance, somewhat offset by decrease in number of patients treated with Tegsedi. In the January to September period, sales were SEK 882 M and increased by 8 per cent at CER.

Financials

Outlook 2024

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

OPEX

- Selling and administrative expenses were SEK 2,694 M (2,662) in Q3 2024 (Q3 2023).
- R&D expenses were SEK 845 M (746) in Q3 2024 (Q3 2023).

Estimated currency impact

- Based on the evolution of foreign currencies, Sobi preliminary estimate of currency impact on Q4 2024 vs Q4 2023 revenue is a positive impact between approximately 0 and 1%.

Tax rate

- Income tax was SEK -248 M in Q3 2024 and SEK -481 M in January to September period, corresponding to an effective tax rate of 16.2 per cent.

Number of Shares

- Average number of ordinary shares after dilution (excluding treasury shares) was 346,842,463 in Q3 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 an 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

For details on how to contact the Sobi Investor Relations Team, please click [here](#). For Sobi Media contacts, click [here](#).