



This is Sobi

Investor Presentation

February 2025



Forward-looking statements



This presentation contains certain forward-looking statements with respect to certain of the Company's current expectations and projections about future events. These statements, which sometimes use words such as "intend," "proposed," "plan," "expect," and words of similar meaning, reflect management's beliefs and expectations and involve a number of risks, uncertainties and assumptions that could cause actual results and performance to differ materially from any expected future results or performance expressed or implied by the forward-looking statement. Statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. The information contained in this presentation is subject to change without notice and, except as required by applicable law, the Company does not assume any responsibility or obligation to update publicly or review any of the forward-looking statements contained in it. You should not place undue reliance on forward-looking statements, which speak only as at the date of this presentation.

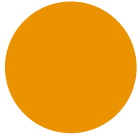


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Sobi: Global biopharma company developing and commercialising rare disease therapies

Clear strategy with proven execution:



- **Source:** Successful BD track record building pipeline via partnerships and acquisitions
- **Develop:** Deep clinical-stage pipeline spanning multiple rare disease areas
- **Commercialise:** 13 primary medicines on market



2024 accomplishments set the stage to drive future growth



Multiple global catalysts expected in 2025



SEK 26,027 M 2024 revenue, +19% growth at CER

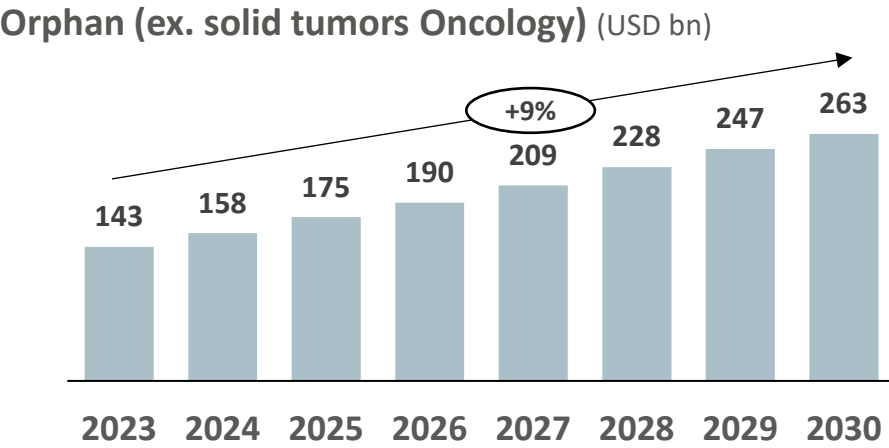


Head office in Stockholm with hubs in Basel, Switzerland and Waltham, MA (US), ~1,800 employees

Rare diseases are an attractive market and expected to grow faster than general pharma

- ~7,000 rare disease have been identified with only an estimated 130 with marketed treatments
- **High medical unmet need** and treatments offering significant benefit
- **Governance and regulatory incentives** including faster path to approval and greater regulatory protection with orphan designation

Rare disease overall market expected to grow 9% until 2028¹



Sobi well positioned within rare diseases

Current Sobi areas

Therapeutic category	Worldwide annual sales estimates , USD Bn ²		
	2023	2028	CAGR, %
Oncology	68.3	112.8	11
Haematology	22.8	34.4	9
CNS	13.5	28.4	16
Immunology	6.1	17.7	24
Musculoskeletal	7.0	17.3	20
Respiratory	15.1	14.6	-1
Various	8.3	13.5	10
Cardiovascular	5.7	11.9	16
Endocrine	4.4	5.7	5
Systemic anti-infectives	1.6	4.7	24
Sensory organs	2.1	3.7	12
Gastro-intestinal	1.4	3.5	20

Total pharma market expected to grow 7.5% between 2022-2028

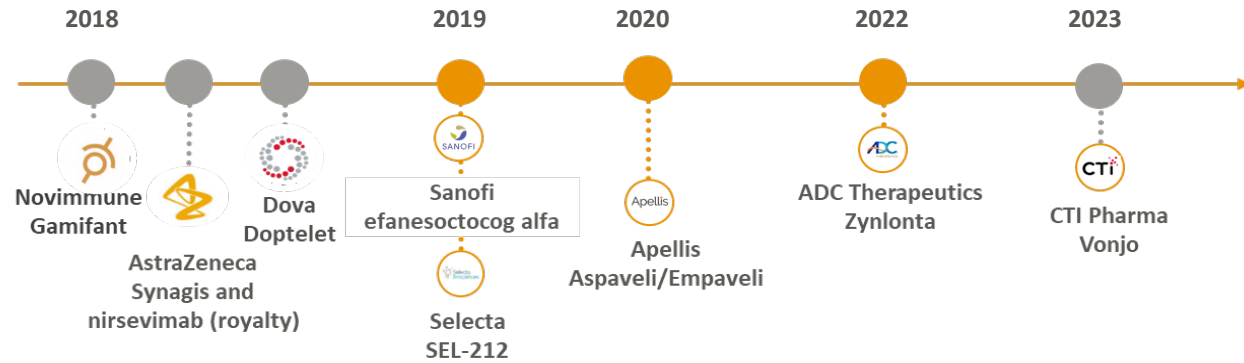
1: Evaluate Pharma Market Analyzer 2024 filtered for Orphan Drugs and excluding Solid Tumors Rare disease pharma:
 2: Evaluate Pharma Orphan Drug report 2024

Business model - source, develop and commercialise in the rare disease space



Source

- Acquisitions
- Licensing



Develop

Driving clinical development with potential new molecules and expansion of existing medicines

Asset	Indication	Phase 2	Phase 3	Registration
Aspaveli/Empaveli (pegcetacoplan)	CSG and IC-MPGN Post-HSCT-associated microangiopathy	██████████	██████████	██████████
Gamifant (emaustumab)	sHLH / MAS in rheumatological diseases	██████████	██████████	██████████
Zynlonta (toncastumab tesirine)	Diffuse large B-cell lymphoma, second line	██████████	██████████	██████████
NASP (formerly SEL-212)	Chronic refractory gout	██████████	██████████	██████████
Vonio (pacritinib)	Myelofibrosis with severe thrombocytopenia	██████████	██████████	██████████
Doptelet (avatrombopag)	ITP, Japan and pediatric ITP (US)	██████████	██████████	██████████

Commercialise

2024: Revenue: SEK 26,027 M (+19% at CER)

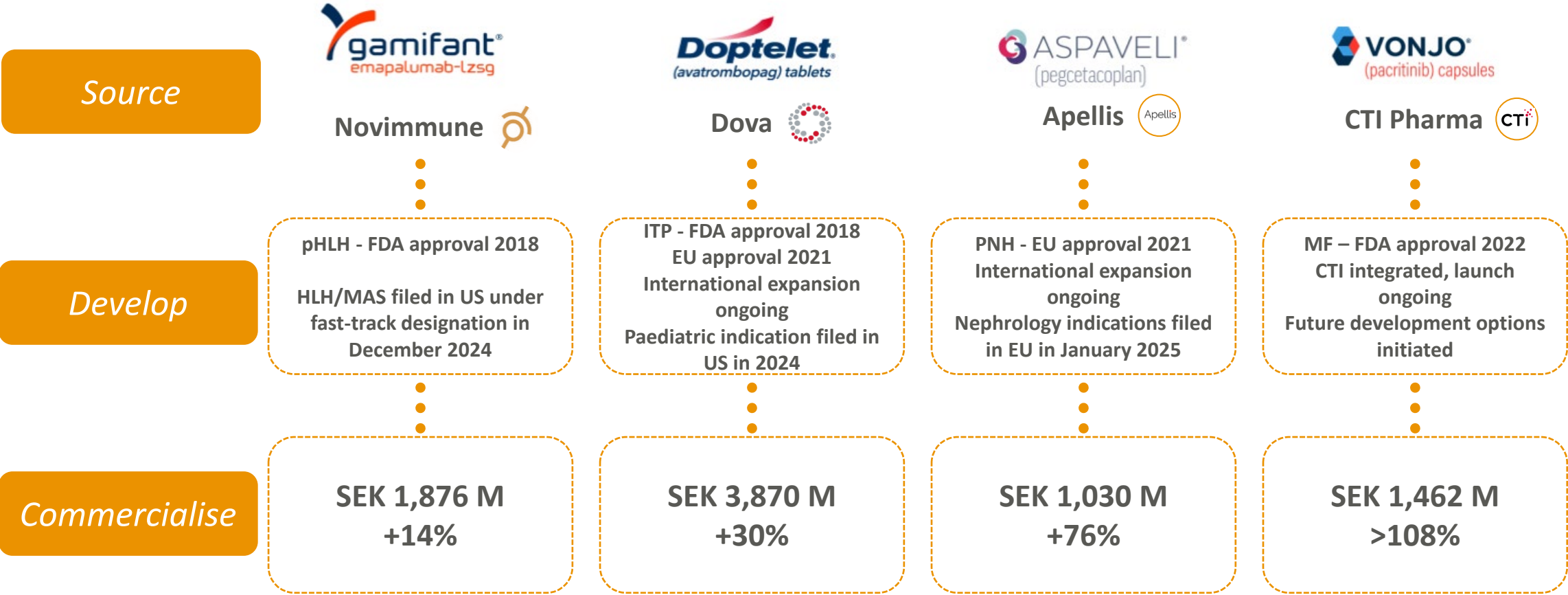


Europe +14%
North America + 4%
International +14%
Other (including Beyfortus and Altuviio royalty) +85%

Strong record of successful achievements in delivering medicines to rare disease patients around the world



















Selected examples from the Sobi portfolio



Revenue 2024, % growth, year over year at CER

pHLH: Primary hemophagocytic lymphohistiocytosis, sHLH: secondary hemophagocytic lymphohistiocytosis, MAS: Macrophage activation syndrome, ITP: Immune thrombocytopenic purpura, PNH: Paroxysmal nocturnal hemoglobinuria, MF: Myelofibrosis

Strong progress in pipeline in 2024

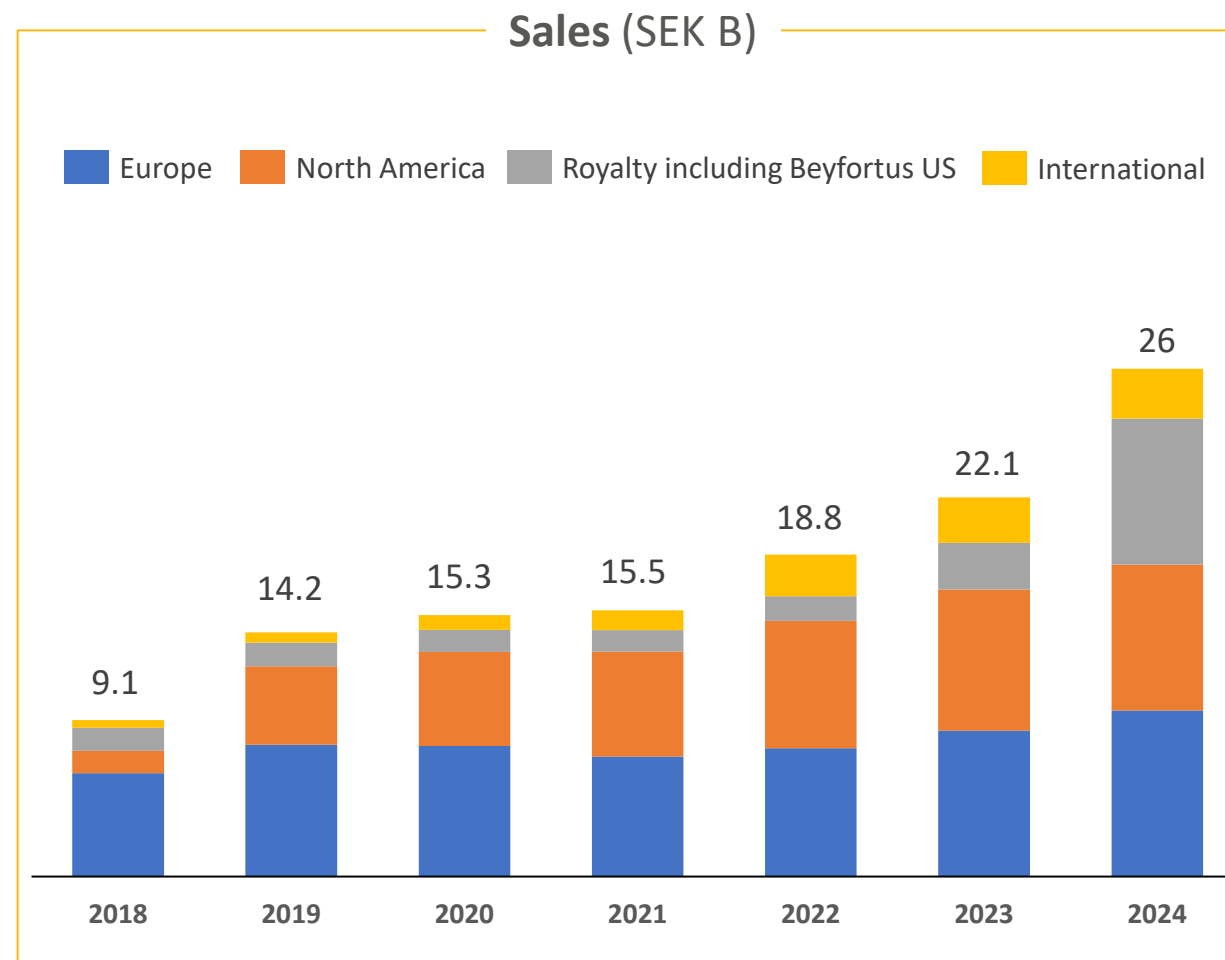
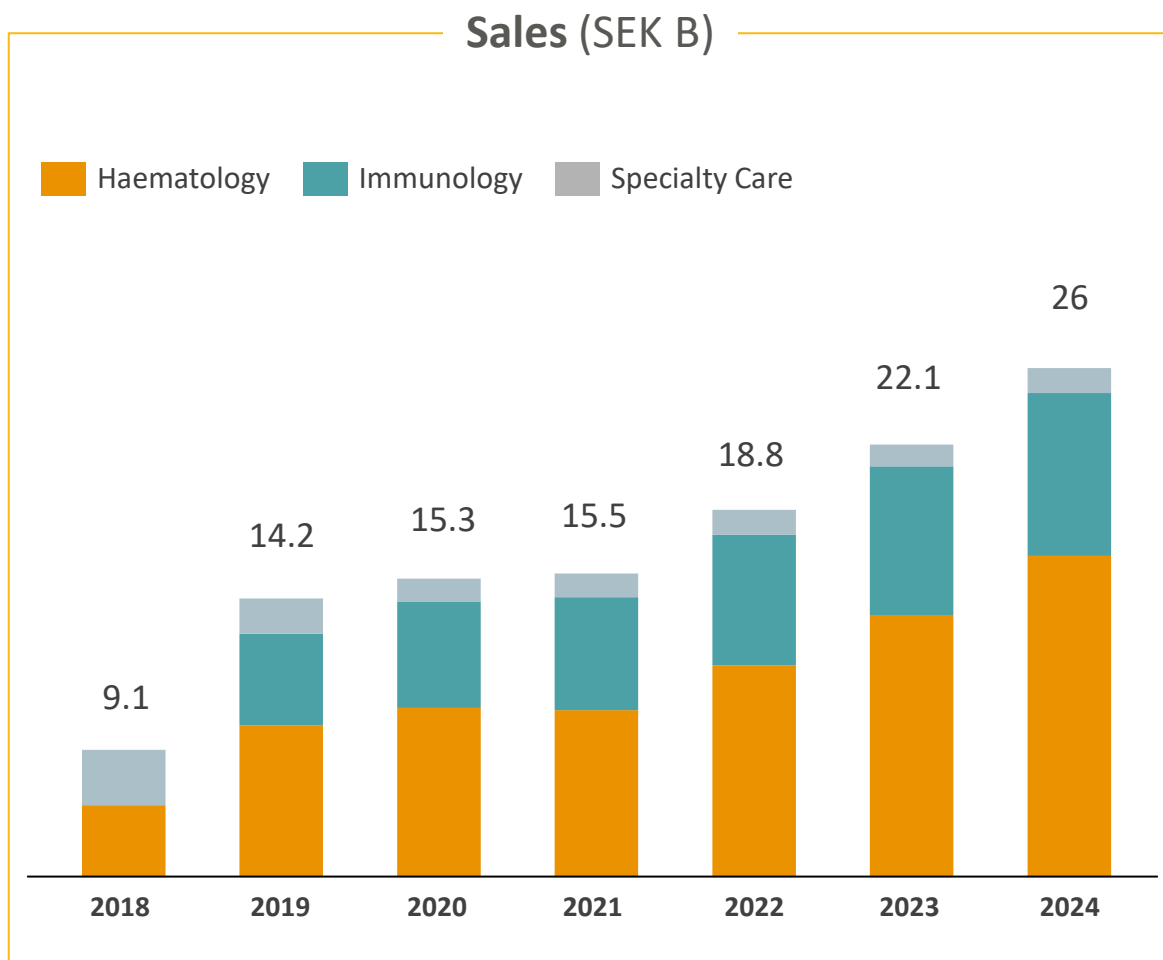
	Altuvoct	Haemophilia-A: EU approval 
	Aspaveli/ Empaveli	 C3G and IC-MPGN: Positive VALIANT phase 3 data 
		 C3G and IC-MPGN: Submission to EMA* 
		PNH: First-line approval in EU 
	Vonjo	VEXAS: IND granted by FDA 
	Doptelet	ITP: Paediatric extension submitted to FDA 
		ITP: submitted in Japan 
		ITP: approval in China 
	Gamifant	HLH/MAS in Still's disease: sNDA submitted to FDA 
	NASP (SEL-212)	CRG: Rolling US submission initiated 
	Kineret	Still's: approval in China 
		Still's: completion of Japanese study 

*Submitted in February 2025

C3G and IC-MPGN: Complement 3 glomerulopathy and immune-complex membranoproliferative glomerulonephritis. CRG: Chronic refractory gout.

HLH/MAS: Haemophagocytic lymphohistiocytosis / macrophage activation syndrome. ITP: immune thrombocytopenia. VEXAS: Vacuoles E1 Ub activating enzyme X-linked Auto-inflammatory disease with Somatic mutations.






Growth driven by core business area and all regions



Looking ahead to 2025

Anticipated major pipeline news flow

2025

Aspaveli / Empaveli – Nephrology	<ul style="list-style-type: none">• EU regulatory decision• Japan regulatory submission	
Gamifant ¹ – HLH / MAS	<ul style="list-style-type: none">• US regulatory decision• Japan regulatory submission	
Altuvoct – Haemophilia A	<ul style="list-style-type: none">• FREEDOM (Phase 3b) interim data	
NASP – Chronic refractory gout	<ul style="list-style-type: none">• US finalisation of rolling submission	
Kineret – Still's disease	<ul style="list-style-type: none">• Japan regulatory submission	

1. EU submission strategy to be announced in 2025
C3G and IC-MPGN: Complement 3 glomerulopathy and immune-complex membranoproliferative glomerulonephritis.
sLH / MAS: secondary hemophagocytic lymphohistiocytosis / macrophage activation syndrome in patients with underlying rheumatological diseases, specifically Still's disease and systemic lupus erythematosus; DLBCL: Diffuse large B-cell lymphoma.

- 2025 outlook

Revenue

Anticipated to grow by a high-single digit percentage at CER

Adjusted EBITA margin

Anticipated to be in the mid-30s percentage of revenue

Management Team



Guido Oelkers
Chief Executive Officer



Henrik Stenqvist
Chief Financial Officer



Lydia Abad-Franch
Chief Medical Officer, Head of R&D



Duane H. Barnes
Head of North America



Norbert Oppitz
Head of International



Daniel Rankin
Head of Strategy & Corporate Development



Lena Bjurner
Head of Human Resources



Sofiane Fahmy
Head of Europe





Torbjörn Hallberg
General Counsel & Head of Legal Affairs



Mahmood Ladha
Head of Strategic Transformation Operations



Christine Wesström
Head of Technical Operations

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Latest results - Q4 and Full Year 2024 business area update

Strong performance of the portfolio driving growth

Positive progress in regulatory and early commercial stage



Top line growth of 19% in 2024

Revenue Q4: SEK 7,436 M, +8%. **FY 2024:** 26,027 M +19%

Adjusted EBITA margin Q4: 34%, **Adjusted FY 2024:** 36%

Strategic portfolio¹ grew 50% in Q4

- Beyfortus[®] royalties SEK 1,207 M
 - Doptelet[®] SEK 1,147 M, +56%
 - Vonjo[®] SEK 416 M, +27%
 - Altuvoct[®] SEK 302 M
 - Aspaveli[®]/Empaveli[®] SEK 269 M, +44%
 - Altuviio[®] royalties SEK 210 M
-

Key milestones for late-stage pipeline unlocking growth potential

- Aspaveli: Pivotal VALIANT Phase 3 data presented (ACR kidney week)
 - Aspaveli: Submission for C3G and IC-MPGN in EU
 - Altuvoct: Continued robust launch/uptake in Germany & Switzerland
 - Gamifant: Submission for HLH/MAS in US
 - Vonjo: FDA cleared IND application for VEXAS
-

2025 outlook

Revenue: anticipated to grow by a high-single digit percentage at CER

Adjusted EBITA margin: anticipated to be in the mid-30s per cent of revenue

Per cent growth calculated in CER

1: Strategic portfolio includes Altuvoct, Aspaveli/Empaveli, Doptelet, Gamifant, Vonjo and Zynlonta and royalties from Beyfortus and Altuviio.

Strong business growth at CER of 19% in 2024

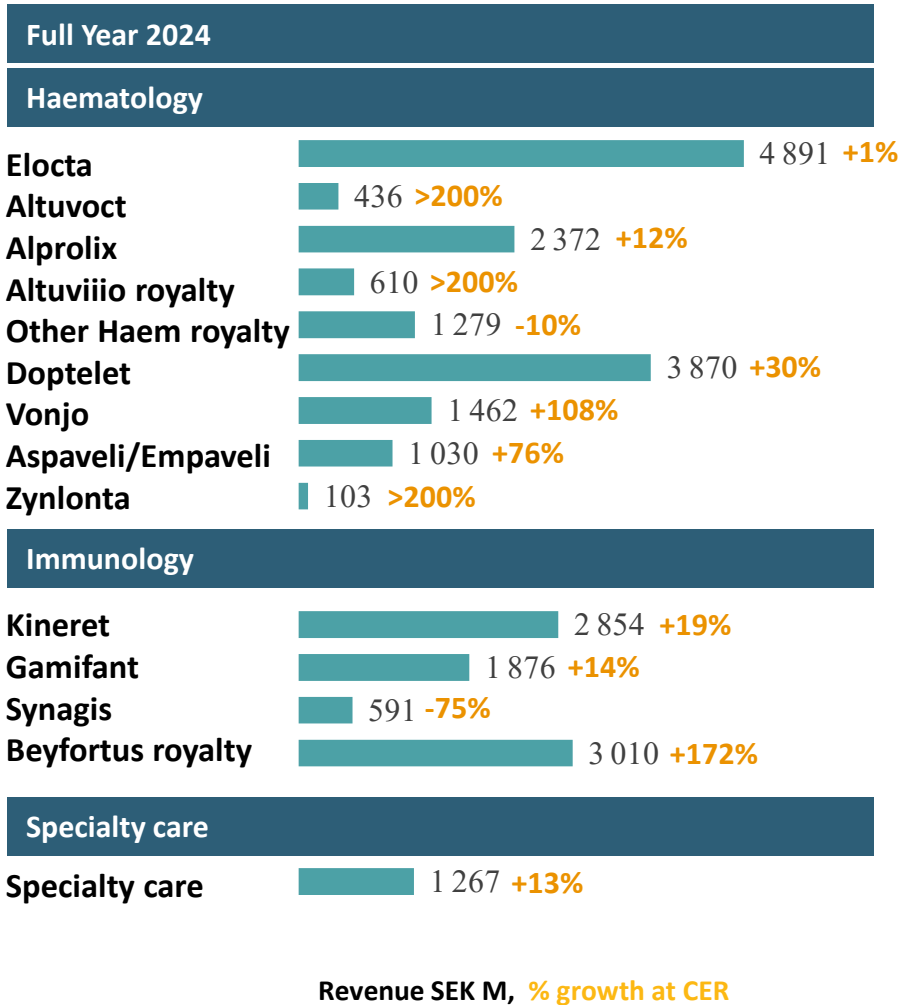


Driven by existing and launch medicines and continued growth geographically

Revenue by segment						Revenue by region		
	Q4 2024	change	FY 2024	change	contrib.		FY 2024	change
	SEK M	%	SEK M	%	%		SEK M	%
Haematology	4,487	+22	16,429	+24	63	Europe	9,690	+14
– Haemophilia	2,619	+13	9,588	+12	37	North America	8,513	+4
Immunology	2,564	-12	8,332	+11	32	Beyfortus royalty	3,010	+172
Specialty Care	385	+28	1,267	+13	5	International	2,925	+14
						Excl. Fosun China		+43
Total	7,436	+8	26,027	+19	100			

Revenue at actual exchange rates; change at constant exchange rates (by segment and geographic area). International region previously called rest of the world. Other refers to royalty not including Beyfortus and Altuviiiio that are not attributable to a specific region according to the split above

Strong momentum across the portfolio in 2024



- Haemophilia growing 11%
- Doptelet: Continued strong demand across all markets with 30% growth
- Aspaveli/Empaveli: Growth in number of patients across markets, competitive pressure growing in PNH
- Vonjo: 27% growth in Q4, 6% quarter on quarter
- Kineret: 19% growth supported by increased demand across regions
- Gamifant: Solid performance over the year, growth challenges until HLH/MAS label
- Beyfortus royalty: Continued strong seasonal demand

Sobi's growth strategy supported by strong portfolio management



Near-term Pipeline

- Aspaveli- C3G / IC-MPGN
- NASP - CRG
- Gamifant - HLH/MAS

Strategic Growth Portfolio
+48% in 2024 (34% of total revenue)

- Aspaveli (PNH)
- Altuvoct
- Vonjo
- Doptelet
- Gamifant
- Zynlonta

Foundation Products
+6% in 2024 (50% of total revenue)

- Kineret
- Elocta (including royalty)
- Alprolix (including royalty)
- Specialty care

Royalties from strategic portfolio
14% of revenue in 2024 (19% in Q4)
A catalyst for pipeline/growth/margins

Growth at CER
C3G and IC-MPGN: Complement 3 glomerulopathy and immune-complex membranoproliferative glomerulonephritis
HLH/MAS: Haemophagocytic lymphohistiocytosis / macrophage activation syndrome
CRG: Chronic refractory gout

Altuvoct: Successful first EU launch; rapid adoption in Germany

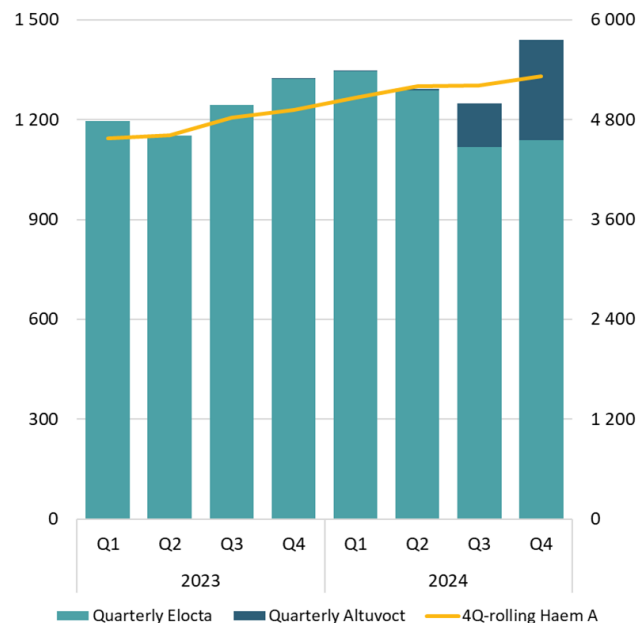


>15% points Haemophilia A market share gain in Germany since launch

Haemophilia A sales

SEK 1,440 M

+9% Q4



Altuvoct Launch:

- **Rapid patient adoption;** Fourth quarter 2024 sales of SEK 302M
 - Patients transitioning from Elocta and increasingly switches from competing therapies, including non-factor products
- Sobi market share in Haemophilia A (Elocta + Altuvoct) in Germany **increased >15% points since Altuvoct launch**
- We are on track to further internationalize the product
- The product offers high levels of protection with its sustained effectiveness in the non-haemophilia FVIII range*, while also reducing the treatment burden.

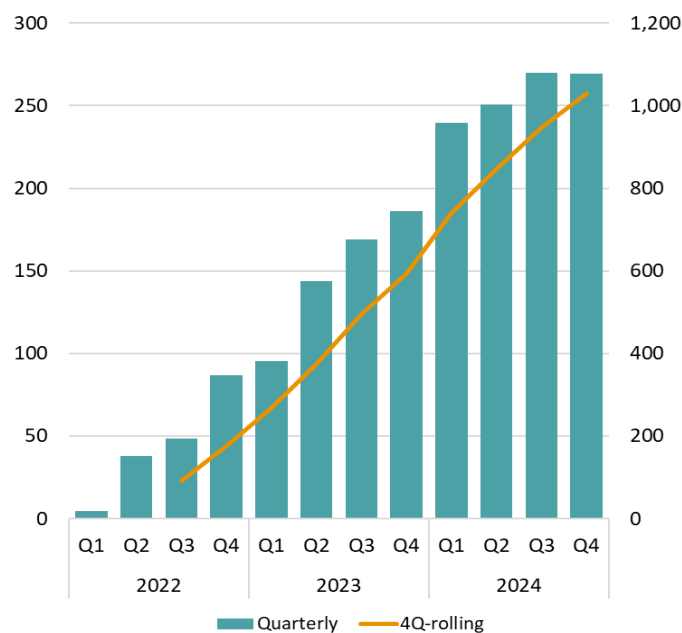


*above 40% for a significant part of the week (4 days for adults and 3 days for children and adolescents)

Aspaveli: Best-in-class Phase 3 efficacy data supports global regulatory submissions in 2025



Aspaveli/Empaveli
SEK 269 M
+44% Q4



PNH

- Robust growth across markets, FY 2024 SEK 1,030 M, growth 76% at CER
- Perseverance in markets with new competition

Nephrology*: Filed in beginning of February in EU, Japan PMDA submission in H1

- Preparing the organization for success
- Best in class profile supporting submission

Reduction in Proteinuria

68.1%
relative reduction in proteinuria in pegcetacoplan vs. placebo arms ($P < .0001$)

Clearance of C3c Staining

71.4% of pegcetacoplan-treated patients achieved **zero C3c intensity staining** at week 26

Stabilization of eGFR

+6.3 mL/min/1.73m² eGFR in pegcetacoplan-treated patients vs. placebo ($P = .03$ – nominal)

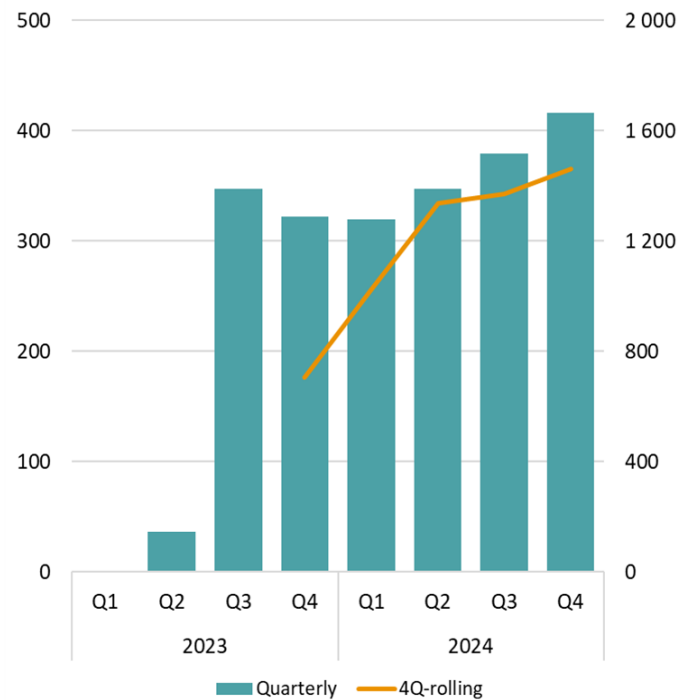


VALIANT: Phase 3 study of pegcetacoplan in C3G and IC-MPGN

*US FDA submission by Apellis Pharmaceuticals; ex-US submission by Sobi. Sales in SEK M at actual exchange rates; change at constant exchange rates.

Vonjo: Showing continued growth momentum

Vonjo
SEK 416 M
+27% Q4

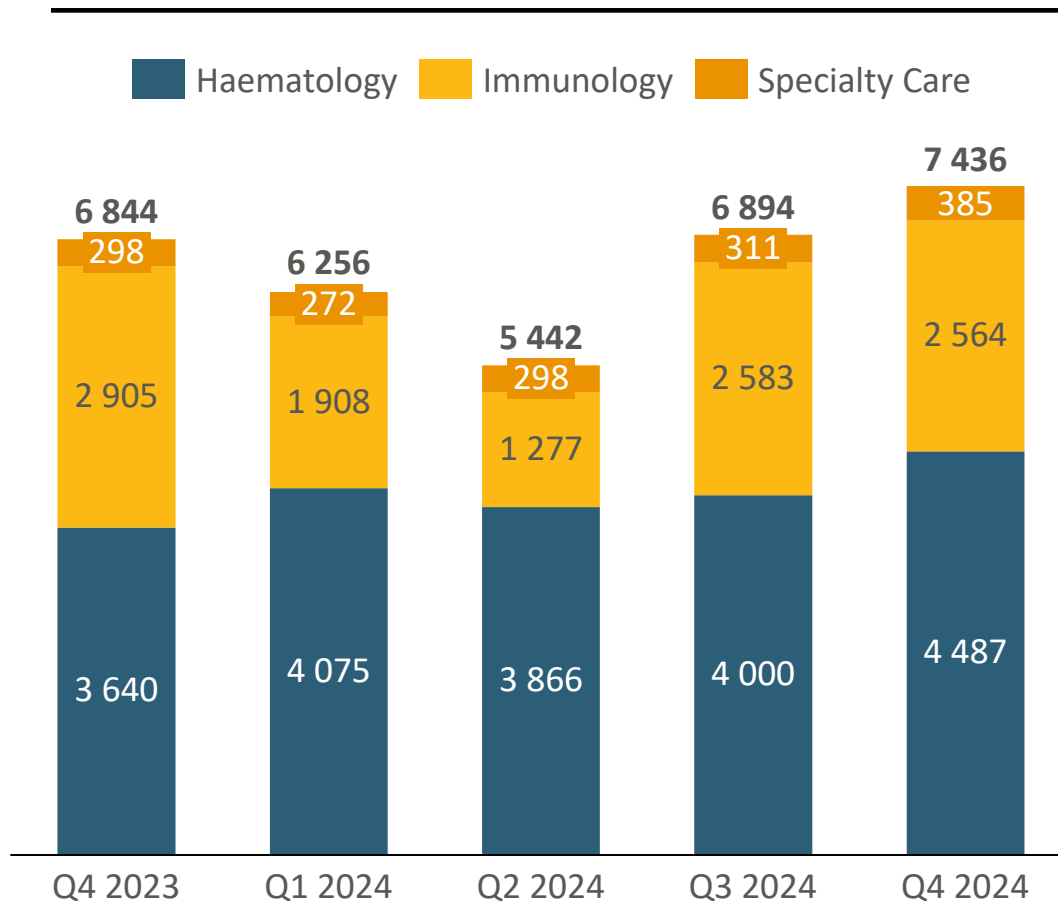


- **Performance improving:** 6% quarter on quarter growth (SEK 1,462 M FY)
- **Committed to unlock Vonjo’s potential:**
 - I. **Expand myelofibrosis treatment** in line with NCCN guidelines*
 - II. **Launch in International markets**
 - Additional markets to be launched in 2025
 - Global launch after PACIFICA data in 2027
 - III. **New indications**
 - VEXAS phase 2 PAXIS study initiated
 - CMML, research collaboration



Q4 2024 Revenue and profit & loss

Total revenue (SEK M)



Absolute amounts in SEK million (except EPS) and at actual exchange rates; change at actual exchange rates (statutory view).

Amounts in SEK M	Q4 2024	Q4 2023	Change	Full-year 2024
Total revenue	7,436	6,844	9%	26,027
Adjusted Gross profit ^{1,2}	5,821	5,478	6%	20,326
Adjusted Gross margin ^{1,2}	78%	80%		78%
EBITA ¹	2,572	2,502	3%	9,158
Adjusted EBITA ^{1,2}	2,557	2,583	-1%	9,368
EBITA margin ¹	35%	37%		35%
Adjusted EBITA margin ^{1,2}	34%	38%		36%
Profit for the period	1,391	1,026	36%	3,879
EPS, before dilution, SEK	4.07	3.02	35%	11.37
Adjusted EPS, before dilution, SEK ^{1,2}	4.03	3.21	26%	11.83
Operating cash flow	1,797	1,073	67%	7,388
Net debt	15,194	19,265		15,194

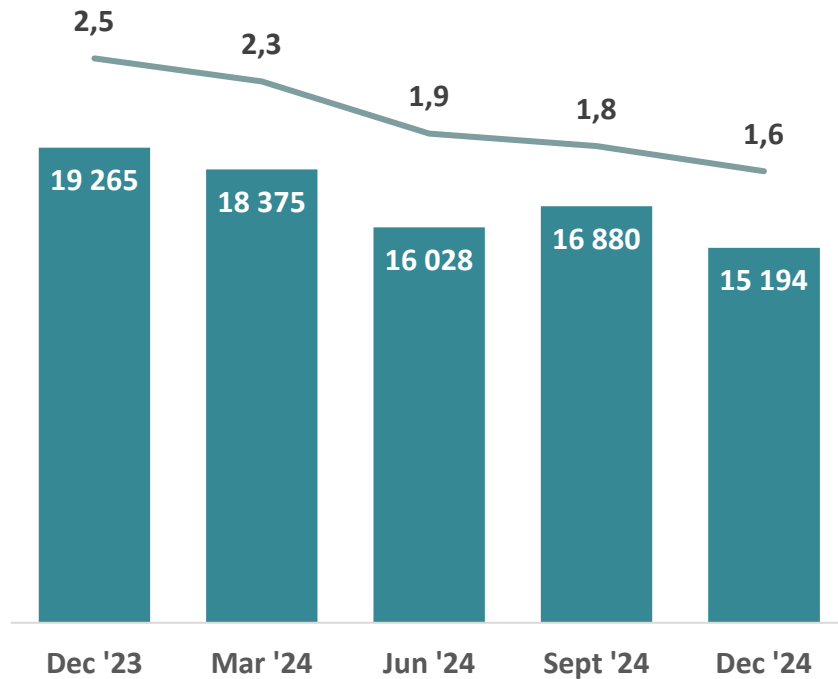
1. Alternative Performance Measures (APM); see the report for further information

2. Items affecting comparability (IAC); see the report for further information

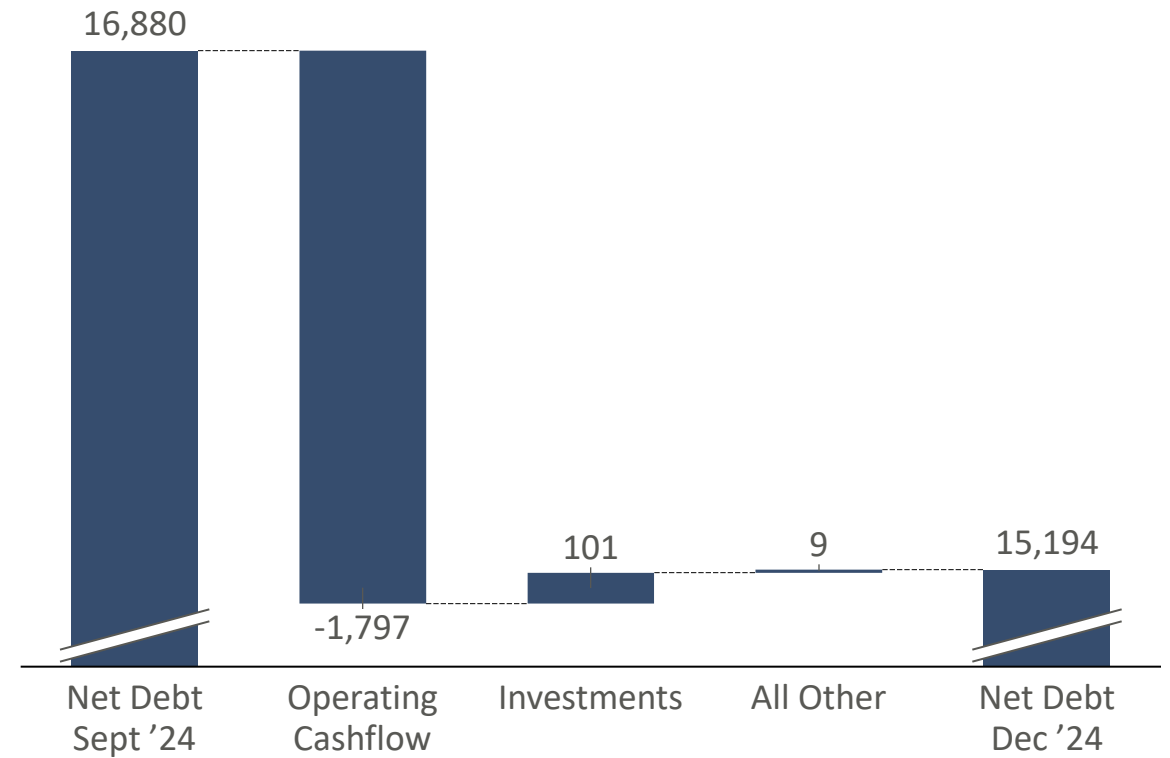
Net debt development and continued strong cash flow



Net Debt (M SEK)



Net Debt Waterfall Sep '24 to Dec '24 (M SEK)



All Other includes: Currency effect of derivatives and loans, as well as other smaller items

Key considerations for 2025

- Altuvoct launch progress
- Continued progress with commercial portfolio
- Beyfortus royalty
- Launch preparation
 - In US for NASP in CRG
 - In Europe for Aspaveli in nephrology
- New studies – e.g. Altuvoct, Vonjo VEXAS and CMML
- Ongoing major registrational activities – Aspaveli, Gamifant and NASP



2025 outlook

Revenue

Anticipated to grow by a high-single digit percentage at CER

Adjusted EBITA margin

Anticipated to be in the mid-30s percentage of revenue

A solid orange circle is positioned in the upper left quadrant of the slide.

Sustainability at Sobi

Sobi's sustainability strategy supports our strategic business priorities

Maintain commitment to patients

- Access to treatment
- Patient centricity & engagement
- Patient & product safety
- Ethical marketing & sales
- Transparent & ethical R&D

Always act responsibly

- An inclusive and diverse workplace
- Safe, healthy and fair working conditions
- Reduced environmental footprint
- Compliance & ABAC

Commitment to the UN Global Compact. Contribution to the 2030 Agenda with the UN Sustainable Development Goals and the Paris Agreement.

* Score as of May 2024



Sustainability indices

Index	2023 score
MSCI	A (top 26%)
Sustainalytics	21.6 (31 of 407)*
ISS	B- (Prime)
CDP	D



Member of
Dow Jones Sustainability Indices

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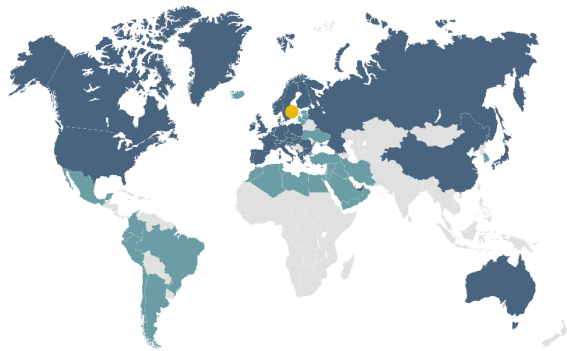
Maintain commitment to patients



For more details:
[Sustainability performance | Sobi](#)

Access to treatment

- ~ **36,000** people treated* with medicines from Sobi.
- Sobi's main medicines accessible in **10** new markets.



7

projects from phase 2 through registration

9

medicines or potential new medicines in development

Humanitarian aid



- Continued support for WFHs Humanitarian Aid Program, towards **1 billion IUs** by 2025*.



Patient centricity

- **Four** international patient councils to advise on early clinical development.
- **525** employees completed training in patient centric practices through an initiative by Patient Focused Medicine Development (PFMD).
- Long-term sponsorships of **EURORDIS, NORD, WFH, EHC** and local patient organisations.*



* Measured as full-time equivalent patients, excluding use in pandemic related conditions

* World Federation of Hemophilia, International Units

* European Organisation for Rare Diseases, National Organization for Rare Disorders, European Haemophilia Consortium



Always act responsibly



For more details:
[Sustainability performance | Sobi](#)

Caring for employees

Gender composition (%)

	♀	♂
Senior management	39	61
Overall	60	40

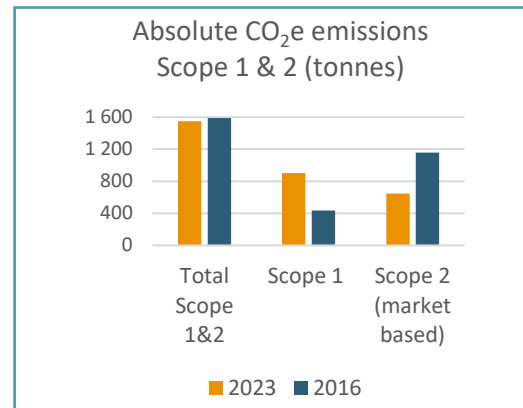
- Launch of **DEI** training toolbox & employee awareness month

>26,000

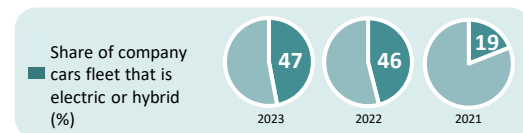
hours of locally managed training on leadership and personal development registered

Reduced footprint

- A **77%** reduction in CO₂-intensity between 2016 and 2023 (from **0,3** to **0,07 tonnes CO₂/MSEK**)



- Transformation of car fleet

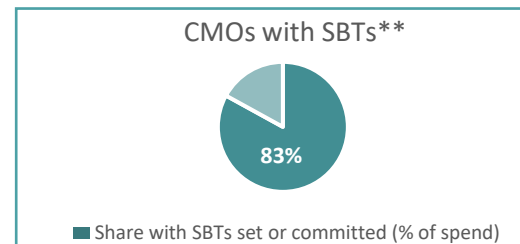


Responsible sourcing

Mean score **64** between "good" and "advanced"

95% of Sobi's CMOs* scored by EcoVadis

- Supplier climate targets



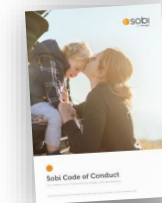
- Sobi supplier practices



* Contract manufacturers
** Science Based Targets

Compliance

95% completed Code of Conduct training



91% completed newly released ABAC-training*

91% completed training on data privacy and information security

* Anti-bribery, anti-corruption



Pipeline and upcoming news flow



Anticipated major pipeline news flow

Gamifant
FDA decision

Aspaveli
CHMP opinion
Japan submission

NASP (SEL-212)
Finalising US
submission

2025 H1

2025 H2

Aspaveli – C3G & IC-MPGN:

- Regulatory submission in Japan



NASP (formerly SEL-212):

Chronic Refractory Gout:

- Finalising regulatory submission in the US



Gamifant – HLH / MAS in Still's disease:

- US regulatory decision
- Japan regulatory submission



Aspaveli – C3G & IC-MPGN:

- EU regulatory decision



Altuvoct – Haemophilia A:

- FREEDOM phase 3b initial study data



Kineret – Still's disease:




- Japan regulatory submission



C3G and IC-MPGN: Complement 3 glomerulopathy and immune-complex membranoproliferative glomerulonephritis
 HLH/MAS: Haemophagocytic lymphohistiocytosis / macrophage activation syndrome
 NASP, nanoencapsulated sirolimus plus pegadricase (formerly known as SEL-212)
 VEXAS: Vacuoles E1 Ub activating enzyme X-linked Auto-inflammatory disease with Somatic mutations
 DLBCL: Diffuse large B-cell lymphoma



Pipeline success in 2024

 Altuvoct	Haemophilia-A: EU approval ✓			
	 Aspaveli/ Empaveli	C3G and IC-MPGN: Positive VALIANT phase 3 data ✓	C3G and IC-MPGN: Submission to EMA* ✓	PNH: First-line approval in EU ✓
		Vonjo	VEXAS: IND granted by FDA ✓	
Doptelet	ITP: Paediatric extension submitted to FDA ✓	ITP: submitted in Japan ✓	ITP: approval in China ✓	
	 Gamifant	HLH/MAS in Still's disease: sNDA submitted to FDA ✓		
NASP (SEL-212)		CRG: Rolling US submission initiated ✓		
Kineret		Still's: approval in China ✓	Still's: completion of Japanese study ✓	

*Submitted in February 2025

C3G and IC-MPGN: Complement 3 glomerulopathy and immune-complex membranoproliferative glomerulonephritis. CRG: Chronic refractory gout.

HLH/MAS: Haemophagocytic lymphohistiocytosis / macrophage activation syndrome. ITP: immune thrombocytopenia. VEXAS: Vacuoles E1 Ub activating enzyme X-linked Auto-inflammatory disease with Somatic mutations.

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Notes on Haemophilia and RSV business

Haemophilia

- Sobi and Sanofi collaborate on the development and commercialisation of Alprolix and Elocta/Eloctate. The companies also collaborate on the development and commercialisation of efanesoctocog alfa, or Altuviiiio in the US.
- Sobi has final development and commercialisation rights in the **Sobi territory (essentially Europe, North Africa, Russia, and most Middle Eastern markets)**.
- Sanofi has final development and commercialisation rights in North America and all other regions in the world excluding the Sobi territory.

[Link to press release](#)

RSV

- Synagis – Sobi has commercialisation rights in the US
- Beyfortus – Marketed and sold by Sanofi in the US and ROW
 - Sobi receives royalties on US sales
 - Royalty rates started at 25% at launch, continue in 2024 and increase each year from 2025 to 2028 in a tiered fashion to a range of 30-35% of net sales. Beyond 2028, the royalty rates will remain at these levels.

[Link to press release](#)



Thank you

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