

A white circle graphic on a yellow background bar.

# Q1 2025 results

## Portfolio continues to deliver

Conference call and webcast for analysts and investors

29 April 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.

# Conference call agenda

**Business update**



Guido Oelkers, Chief Executive Officer

**Financials**



Henrik Stenqvist, Chief Financial Officer

**R&D Pipeline**



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

**Summary and Q&A**

# Positive progress in our strategic portfolio

Overall Portfolio grew 23% at CER (exc RSV & final ReFacto revenue)



Q1 growth impacted by last ReFacto manufacturing revenue and last strong sales of Synagis in Q1 2024



**Portfolio grew +23%**  
excluding RSV and ReFacto revenue

Revenue Q1: SEK 6,465 M, +3%

Adjusted EBITA margin Q1: 36%



**Strategic portfolio<sup>1</sup> grew from 35% in Q1 2024 to 50% in the quarter - growing 46% at CER**

- Altuvect® SEK 455 M
- Doptelet® SEK 1,129 M, +47%
- Aspaveli®/Empaveli® SEK 333 M, +39%
- Gamifant® SEK 582 M, +31%
- Kineret® SEK 735 M, +16%
- Altuviio® royalties SEK 220 M
- Vonjo® SEK 306 M, -6%

## Key milestones for late-stage pipeline unlocking growth

- Aspaveli: EU application submitted for C3G & IC-MPGN
- Gamifant: sBLA granted priority review by FDA for HLH/MAS in Still's, PDUFA 27<sup>th</sup> June

## 2025 outlook - unchanged

**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

Per cent growth calculated in CER

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

# Solid growth trajectory in the first quarter



*Driven by existing and launch medicines and continued growth geographically*

## Revenue by segment

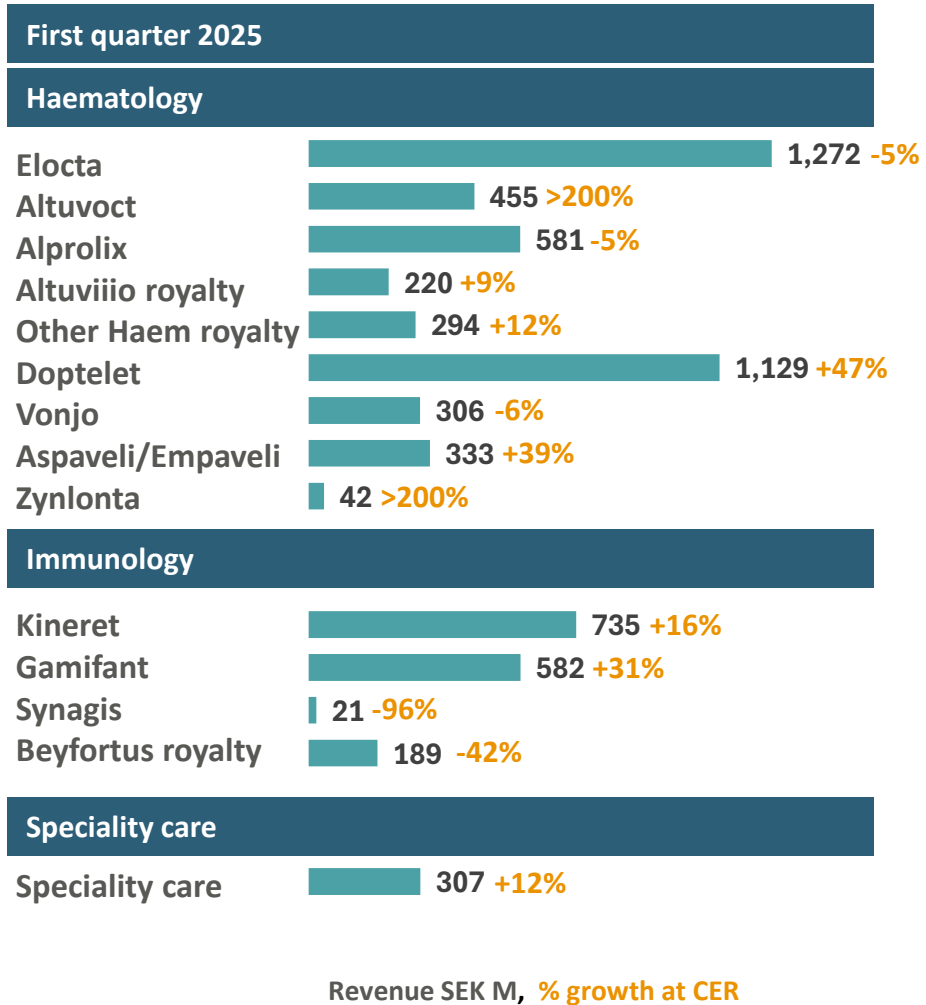
	Q1 2025	change	contrib.
	SEK M	%	%
<b>Haematology</b>	4,632	+13	72
<b>– Haemophilia</b>	2,823	+3	44
<b>Immunology</b>	1,526	-21	23
<b>Specialty Care</b>	307	+12	5
<b>Total</b>	<b>6,465</b>	<b>+3</b>	<b>100</b>

## Revenue by region

	Q1 2025	change
	SEK M	%
Europe	2,518	+19
North America	2,159	-6
<i>Excluding RSV revenue</i>	2,138	+24%
International	1,086	+38
Other (Royalty)	703	-5

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 and the majority of royalties received are attributable to North America

# Strong momentum across the portfolio in Q1



- Haemophilia A: Growing 29 % driven by robust Altuvoct launch
- Doptelet: Continued strong demand across all markets with 47 % growth
- Aspaveli/Empaveli: Growth in number of patients across markets, competitive pressure growing in PNH
- Vonjo: -6% decrease in the quarter, demand stable but impact from stocking and gross to net adjustments
- Kineret: 16% growth supported by increased demand across regions
- Gamifant: Solid performance in Q1, continuing to see strong demand
- Beyfortus: Seasonal shift of RSV revenues towards the second half of the year

# Altuvoct: Strong launch success in Germany & Switzerland

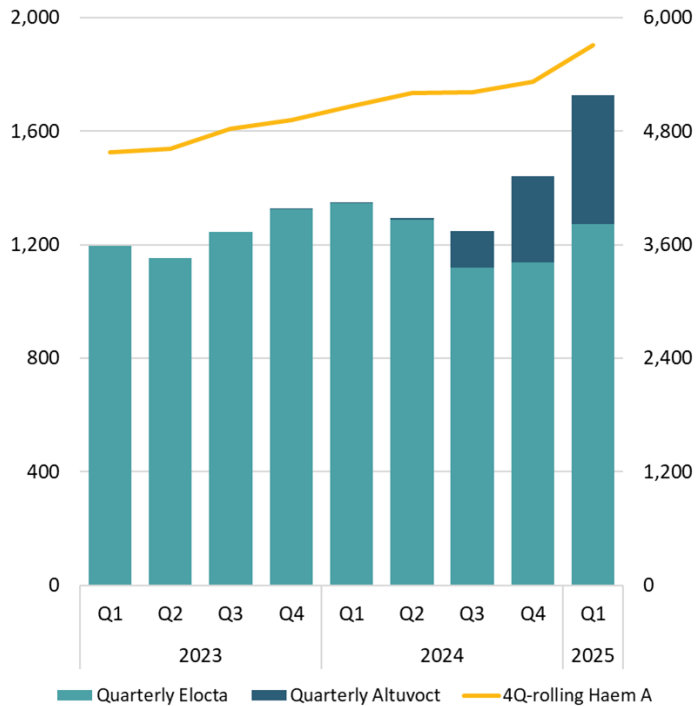
## Continuous initial sales progress across Europe & Middle East



*Achieved 57% share in prophylactic factor market in Haemophilia A in Germany since launch*

### Haemophilia A sales

**SEK 1,727 M**  
**+29% Q1**



### Altuvoct launch:

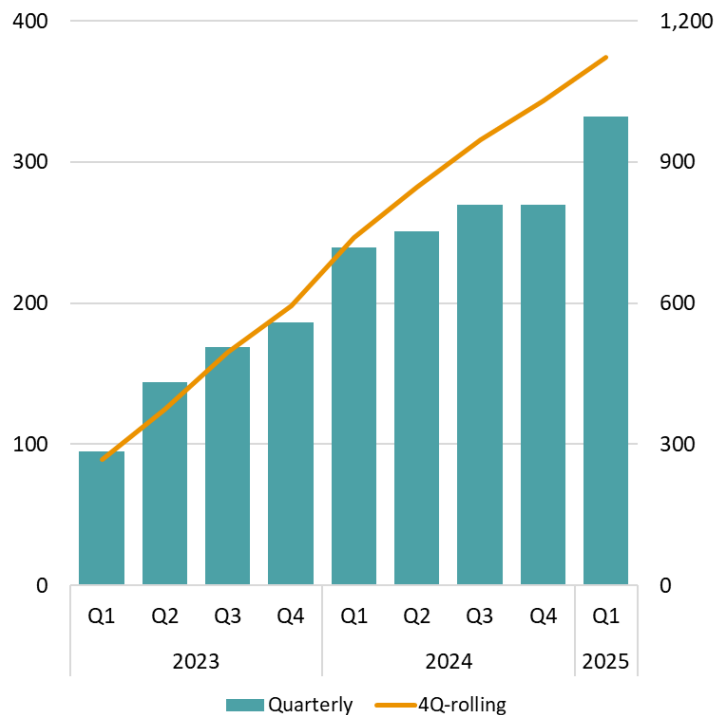
- **First quarter 2025 sales of SEK 455 M**
  - Continued switching from Elocta and competing therapies, including non-factor products
- Sobi market share in the prophylactic factor market in Haemophilia A (Elocta + Altuvoct) in Germany increased to 57% since Altuvoct launch
- FPI in SHINE Phase 4 study, studying synovitis in patients with Haemophilia A on efanesoctocog alfa prophylaxis. FREEDOM Phase 3b initial study data expected in H2 2025



\*above 40% for a significant part of the week (4 days for adults and 3 days for children and adolescents)  
Sales in SEK M at actual exchange rates; change at constant exchange rates

# Aspaveli: Best-in-class Phase 3 efficacy data, on track for EU nephrology launch in 2026

Aspaveli/Empaveli  
SEK 333 M  
+39% Q1



## PNH

- Continued growth across markets, Q1 2025 SEK 333 M, growth 39% at CER
- Perseverance in markets with new competition

## Nephrology\*: EU filing in Q1, CHMP opinion expected by end 2025

- Preparing the organisation 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

### Stabilisation of eGFR

**+6.3 mL/min/1.73m<sup>2</sup>** eGFR in pegcetacoplan-treated patients vs. placebo ( $P = .03$  – nominal)



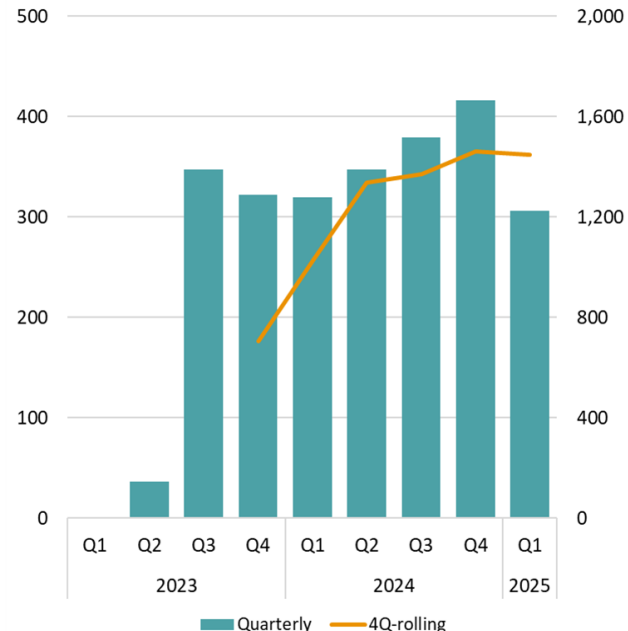
VALIANT: Phase 3 study of pegcetacoplan in C3G and IC-MPGN

\*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: Stable demand but sales impact in Q1

Vonjo  
SEK 306 M  
-6% Q1

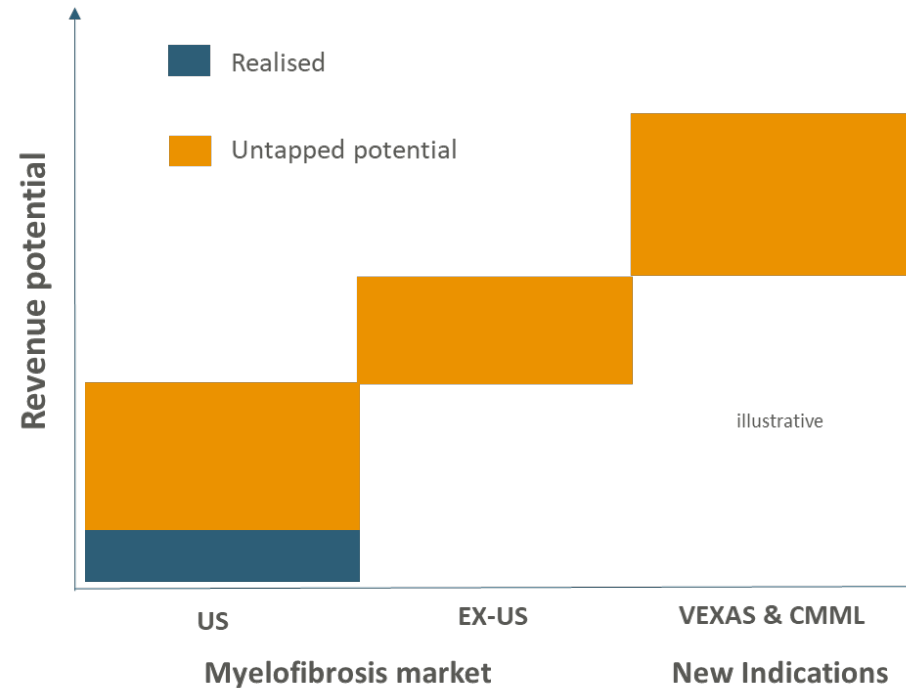


- Three quarters of consecutive growth followed by consolidation in Q1
  - Demand volume stable quarter over quarter
  - Patient share remains consistent with **overall share ~10%**
- Underlying revenue growth impacted by stocking and higher gross to net
- **Near term focus:** We continue to see grow opportunities in <50K label population and expand (50-100K platelet population) in line with NCCN guidelines\*. Further operational improvements on the way
- **Longer term:** Generate more data to potentially expand label and complete PACIFICA to achieve full approval status



\*In addition to being the preferred option in its indicated population of intermediate and high-risk MF patients with a platelet count <50K, the updated NCCN guidelines recommend the use of pacritinib as a potential treatment option in patients with myelofibrosis associated anemia

# Vonjo: Our strategy to unlocking the full potential



## Status

### Take share in the US MF market

- Continue to grow in <50K label population
- Growth in (50-100K platelet population) in line with NCCN guidelines\*
- Generate more data to potentially expand label and complete full approval

### Expand Internationally

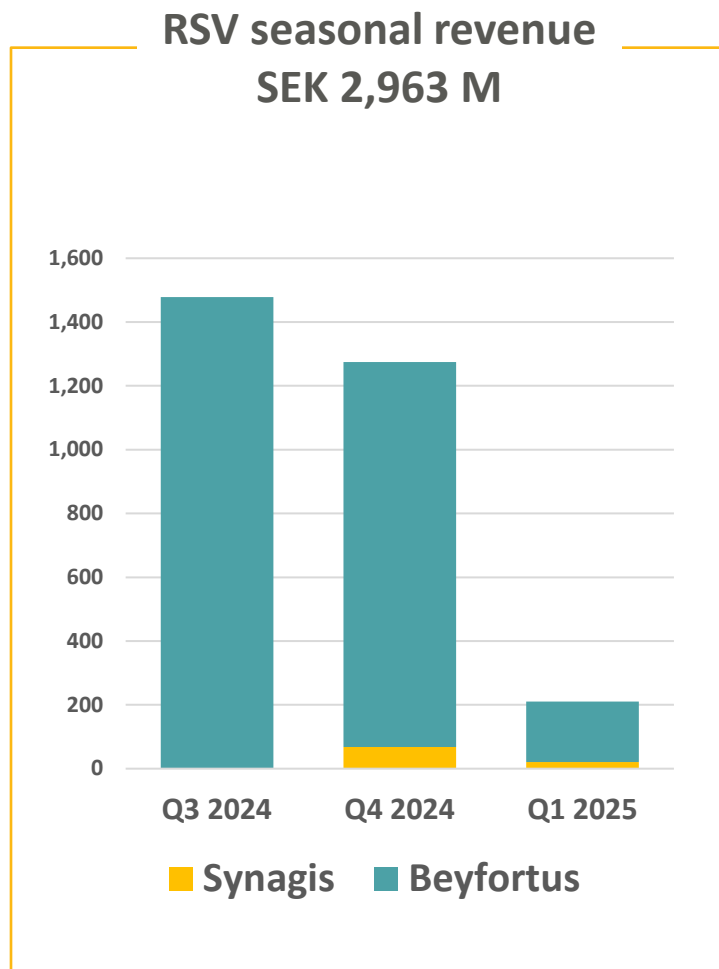
- Additional markets to be launched in 2025
- Good progress with PACIFICA for broader regulatory filing Ex-US in 2027

### Grow in new Indications

- VEXAS PAXIS Phase 2 study initiated, high disease burden with no treatment options
- CMML, research collaboration, complementary to MF management

\*In addition to being the preferred option in its indicated population of intermediate and high-risk MF patients with a platelet count <50K, the updated NCCN guidelines recommend the use of pacritinib as a potential treatment option in patients with myelofibrosis associated anemia  
CMML: Chronic Myelomonocytic Leukemia

# Beyfortus: US RSV revenue following established seasonal vaccine patterns



## Beyfortus royalties

- Strong full season in US with high demand in Q3/Q4
- Royalties in Q1 SEK 189 M

## Synagis

- Revenue Q1 SEK 21 M

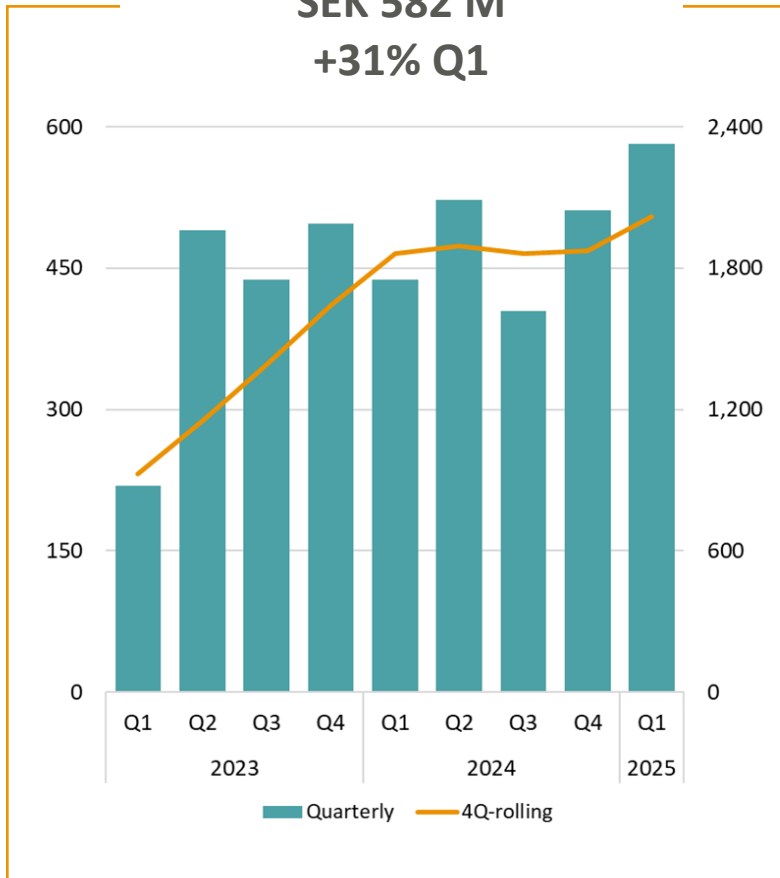
## RSV franchise: 2024/25 season

- Beyfortus SEK 2,874 M
- Synagis SEK 89 M
- Sobi royalty on US Beyfortus sales goes up from 25% in 2024 by a tiered rate in 2025 until 2028 reaching a range of 30 to 35% of net sales. Beyond 2028, the royalty rates will remain at these levels

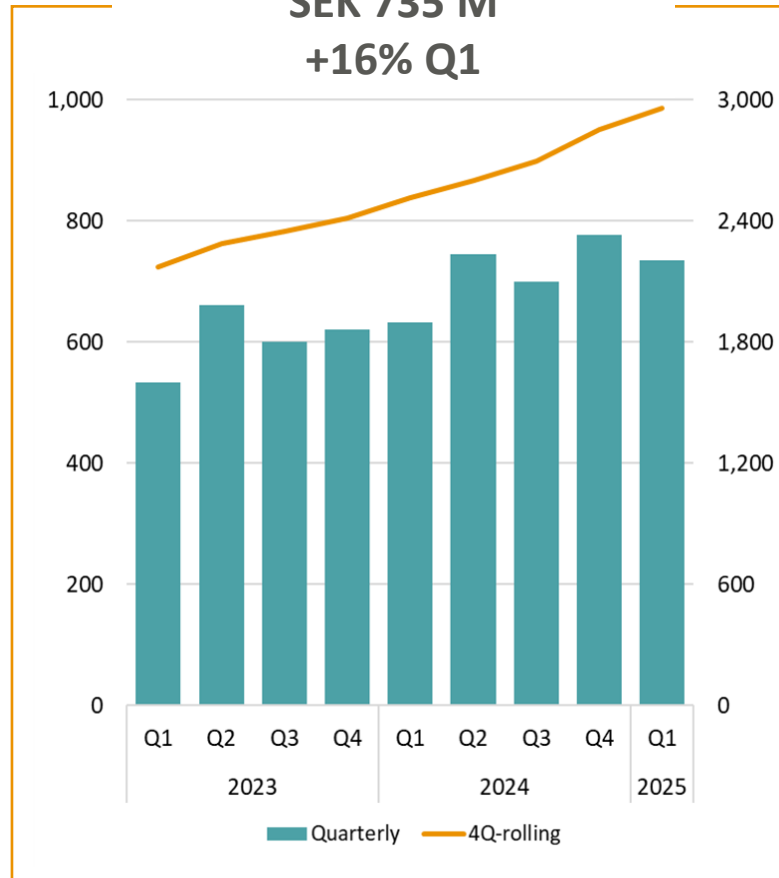
# Gamifant; Kineret: Sustained strong performance

Immunology revenue +22% at CER (exc seasonal RSV revenue)

**Gamifant**  
SEK 582 M  
+31% Q1



**Kineret**  
SEK 735 M  
+16% Q1



# Sobi's near term building block of the future

*Investment in 2025 for multiple launches in 2025/26*

## 2

### Major launches

1. Altuvoct
2. Vonjo

## 3

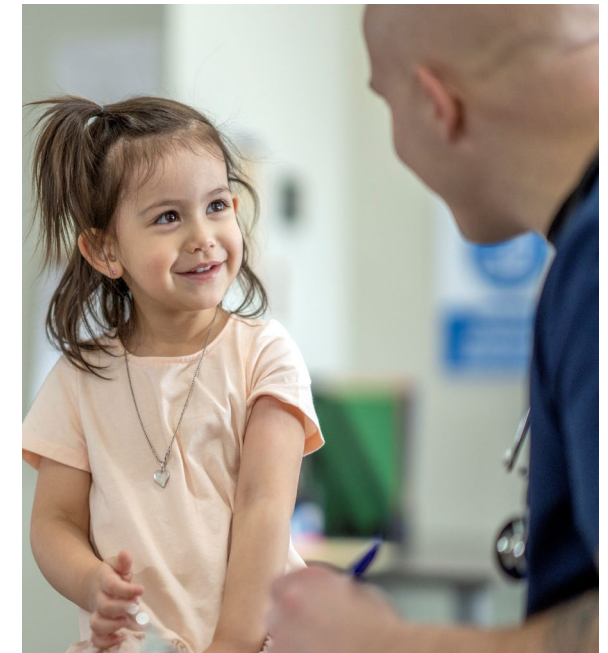
### Key filing

1. Gamifant - HLH/MAS
2. Aspaveli - C3G/IC-MPGN
3. NASP - uncontrolled gout

## 4

### Priority development projects in area of high unmet medical need

1. Gamifant - IDS
2. Vonjo - VEXAS
3. Vonjo - CMML
4. Altuvoct - synovitis



# Agenda

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Henrik Stenqvist, Chief Financial Officer

**R&D Pipeline**

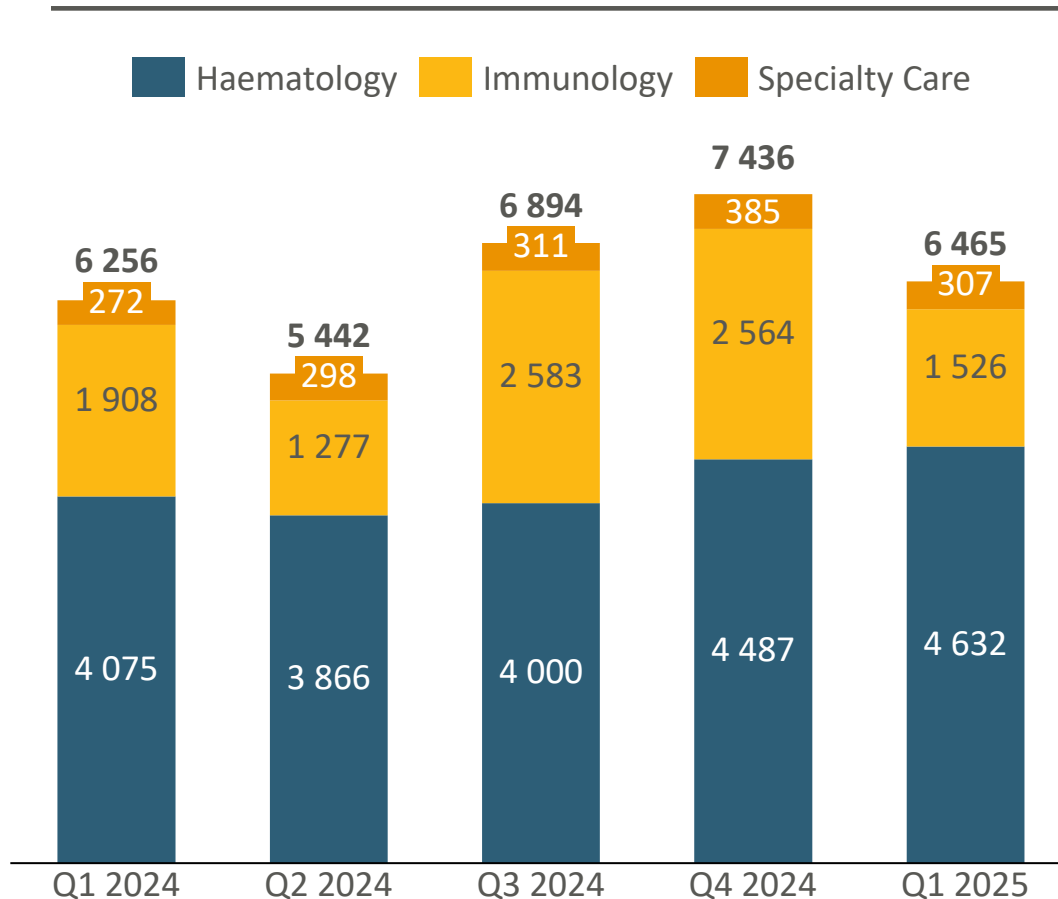


Lydia Abad-Franch, Head of R&D and Chief Medical Officer

**Summary and Q&A**

# Q1 2025 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	Q1 2025	Q1 2024	Change	Full-year 2024
Total revenue	6,465	6,256	3%	26,027
Adjusted Gross profit <sup>1,2</sup>	4,968	4,735	5%	20,326
Adjusted Gross margin <sup>1,2</sup>	77%	76%		78%
EBITA <sup>1</sup>	2,260	2,177	4%	9,158
Adjusted EBITA <sup>1,2</sup>	2,352	2,331	1%	9,368
EBITA margin <sup>1</sup>	35%	35%		35%
Adjusted EBITA margin <sup>1,2</sup>	36%	37%		36%
Profit for the period	875	800	9%	3,879
EPS, before dilution, SEK	2.55	2.35	9%	11.37
Adjusted EPS, before dilution, SEK <sup>1,2</sup>	2.75	2.70	2%	11.83
Operating cash flow	2,295	2,256	2%	7,388
Net debt	12,657	18,375		15,194

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

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

## Key considerations for 2025

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



## 2025 outlook

### Revenue

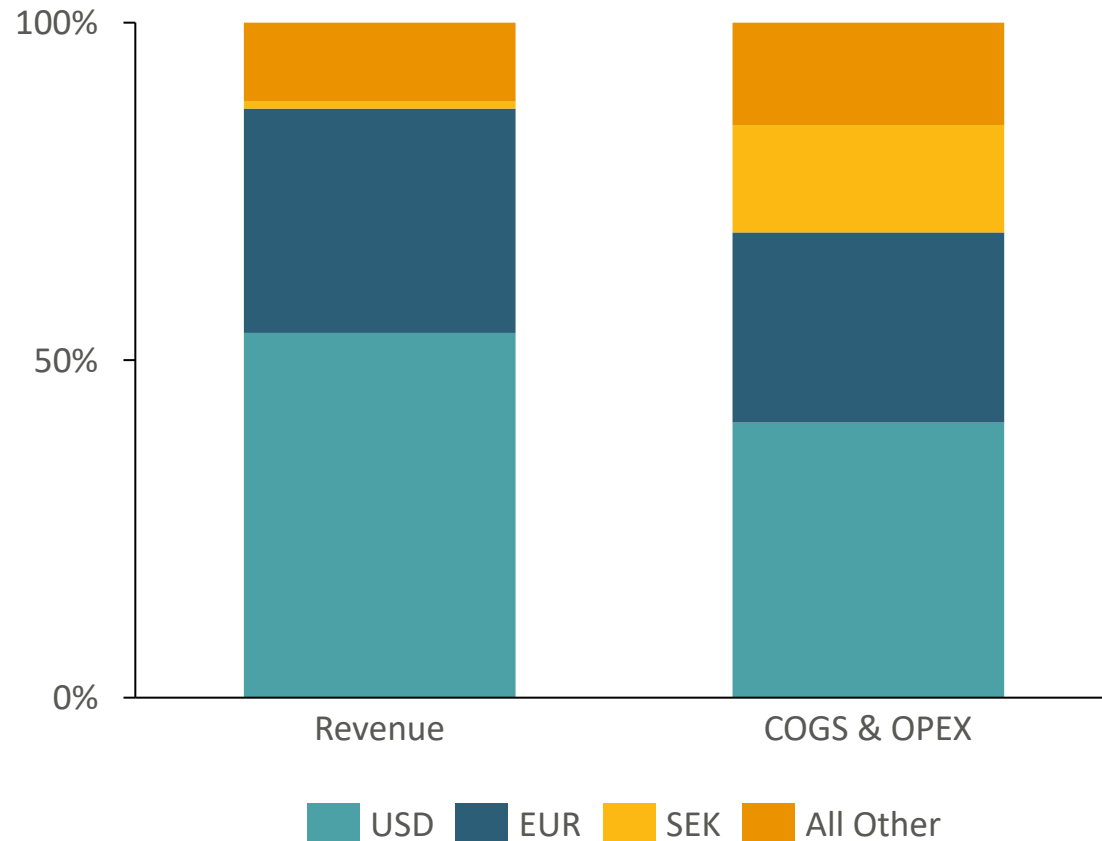
**Anticipated to grow by a high single-digit percentage at CER**

### Adjusted EBITA margin

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



# P&L currency exposure - *illustrative*



## *Illustration of how FX movements affect Sobi P&L*

- **Revenue** nearly a 1:1 impact as almost all our revenue is derived in non-SEK currencies
- **COGS and OPEX:** Approx 15-20% of COGS and OPEX is in SEK
- **EBITA margin:** Relatively protected due to currency mix of revenues and costs

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**Summary and Q&A**

# Solid pipeline progress in Q1 2025



**Aspaveli/Empaveli**

**C3G and IC-MPGN**  
EMA application successfully submitted



**Gamifant**

**HLH/MAS in Still's disease**  
FDA priority review granted

**Interferon- $\gamma$  driven sepsis (IDS)**  
First patient enrolled in PoC study<sup>1</sup>



**Altuvoct**

**Synovitis SHINE**  
First patient enrolled in Phase 4 study



**Vonjo**

**VEXAS**  
PAXIS PoC study in start-up



**Kineret**

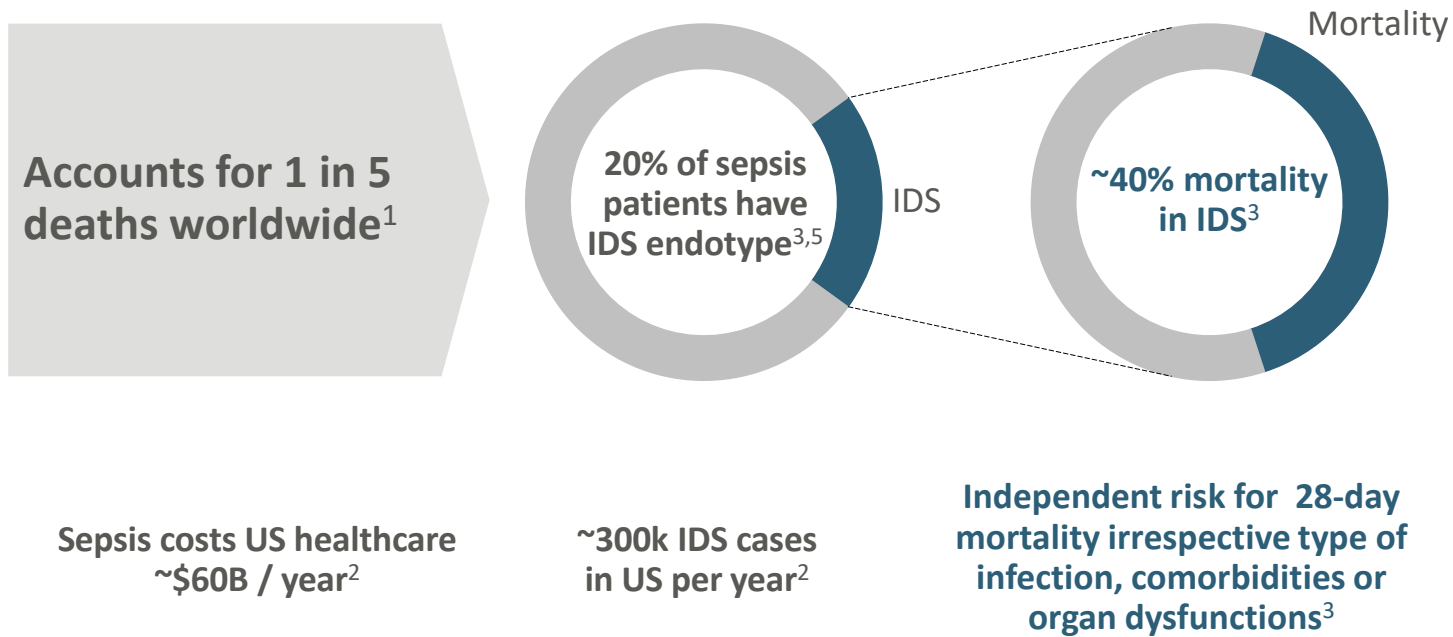
**Still's disease**  
Positive top-line data in Japan study

1: Research collaboration with Hellenic Institute for the Study of Sepsis  
**C3G and IC-MPGN:** Complement 3 glomerulopathy and immune-complex membranoproliferative glomerulonephritis. **HLH/MAS:** Haemophagocytic lymphohistiocytosis / macrophage activation syndrome. **VEXAS:** Vacuoles E1 Ub activating enzyme X-linked Auto-inflammatory disease with Somatic mutations. **PoC:** Proof of concept. **PK:** Pharmacokinetics



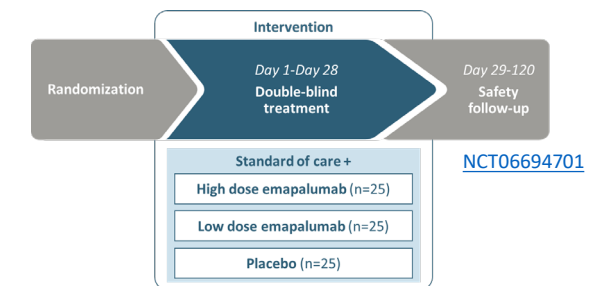
# Emapalumab: Pioneering new ways of treating hyperinflammation in sepsis

High unmet medical need in new sepsis endotype *interferon-gamma driven sepsis (IDS)*



Can emapalumab improve outcomes in interferon-gamma driven sepsis?

EMBRACE<sup>4</sup> – exploratory phase 2 study in IFN $\gamma$  driven sepsis



**Research collaboration**

Hellenic Institute for the Study of Sepsis, Prof. Giamarellos-Bourboulis

**Primary endpoint:** Change of daily sequential organ failure assessment (SOFA) score until end-of-treatment (EOT)

**Secondary endpoints** includes 28-day mortality

IDS: Interferon-gamma driven sepsis.

1. Global Sepsis Alliance: [The 2030 Global Agenda for Sepsis](#)
2. CDC: Sepsis Program Activities in Acute Care Hospitals — National Healthcare Safety Network, United States, 2022, [MMWR, August 25, 2023 / 72\(34\):907–911](#)
3. Giamarellos-Bourboulis, Evangelos J. et al.: [Interferon-gamma driven elevation of CXCL9: a new sepsis endotype independently associated with mortality](#), eBioMedicine, Volume 109, 105414
4. Konstantinidou, Ourania et al.: [EMapalumaB treatment foR Anticipated Clinical benefit in sepsis drivenby the interferon-gamma Endotype \(the EMBRACE trial\)](#), ISICEM 2025; Abstract number A173; Poster number P249
5. IDS patients with a low human leukocyte antigen DR (HLA-DR) expression on monocytes characteristic of immunoparalysis will not be included into the EMBRACE study

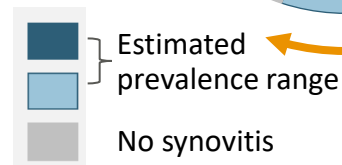
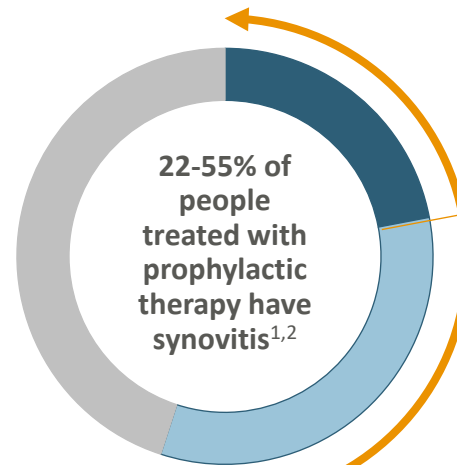
# Driving the paradigm shift toward normalised haemostasis to address unmet needs in haemophilia

## Targeting non-haemophilia FVIII levels is becoming the new treatment paradigm

[...] By targeting 30% to 40% FVIII trough levels and providing a stable hemostatic effect, we can expect to obtain improved clinical outcomes and induce HS reduction/resolution in a larger percentage of cases, but ad hoc designed studies are needed [...]<sup>1</sup>

**Altuvoct sustains FVIII levels in the non-haemophilia range (above 40%) for a significant part of the week**

## Synovitis: major and most common complication in haemophilia



**If untreated, synovitis evolves into irreversible chronic arthropathy**

## Can Altuvoct improve synovitis outcomes?

**12-month, interventional, open-label, Phase 4 study in Europe**

**SHINE**

**Hypothesis:** FVIII levels >40 IU/dL for >50% of the week

- potentially decrease the risk of haemarthrosis
- could improve / resolve existing synovial hypertrophy

[NCT06752850](https://clinicaltrials.gov/ct2/show/study/NCT06752850)

HS: Hypertrophic synovium

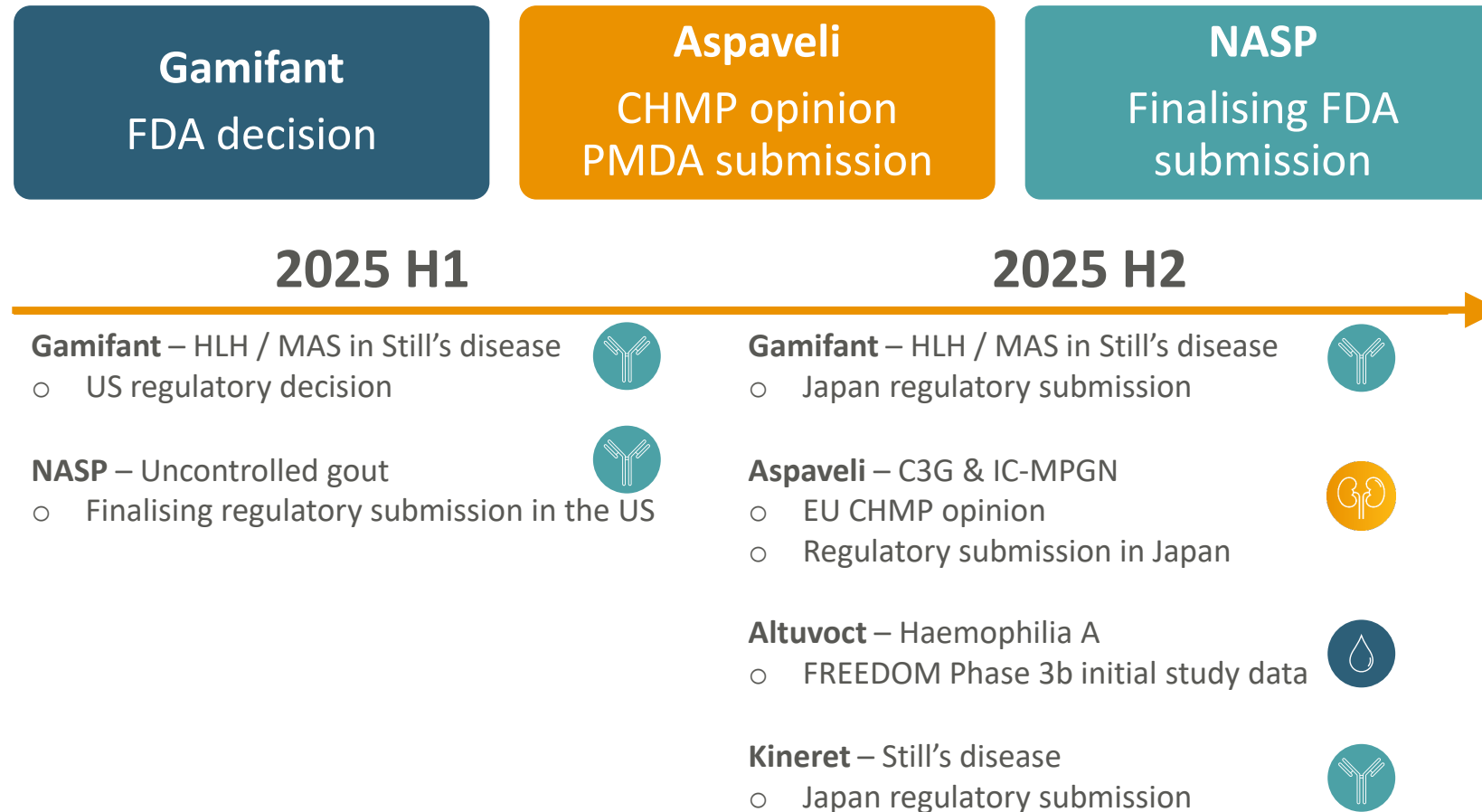
1: Di Minno MND et al. J Thromb Haemost. 2025;23:458-65

2: Van Bergen EDP, et al. Haemophilia. 2023 Nov;29(6): 1580-1588

3: Van Leeuwen FHP, et al. Haemophilia. 2023 Mar;29(2):445-455

# Progress to be continued in 2025

*Anticipated major pipeline news flow*



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)



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**Summary and Q&A**

# Summary: Growth and pipeline progress



% growth at CER

<b>Significant growth</b>	<p><b>Revenue : Q1 2025 - SEK 6,465 M, +3%</b>  <b>23% at CER (exc RSV &amp; final ReFacto revenue)</b></p>
<b>Strategic portfolio contributing significantly in Q1</b>	<p>Doptelet SEK 1,129 M, +47%                  Altuvoct SEK 455 M &gt;200%                  Aspaveli/Empaveli SEK 333 M, +39%                  Vonjo SEK 306 M, -6%                  Altuviio royalties SEK 220 M, +9%                  Beyfortus royalties SEK 189 M, -42%</p>
<b>Key milestones in Q1</b>	<p>Altuvoct: Continued strong launch in Europe                  Aspaveli: Submission for C3G and IC-MPGN in EU                  Gamifant: HLH/MAS application in US granted priority review                  Vonjo: VEXAS study initiated</p>
<b>2025 Outlook</b>	<p><b>Revenue:</b> anticipated to grow by a high-single digit percentage at CER  <b>Adjusted EBITA margin:</b> anticipated to be in the mid-30s per cent of revenue</p>

**Third consecutive year as member of DJSI Europe**



**Sobi's Science Based Targets were validated in Q1**

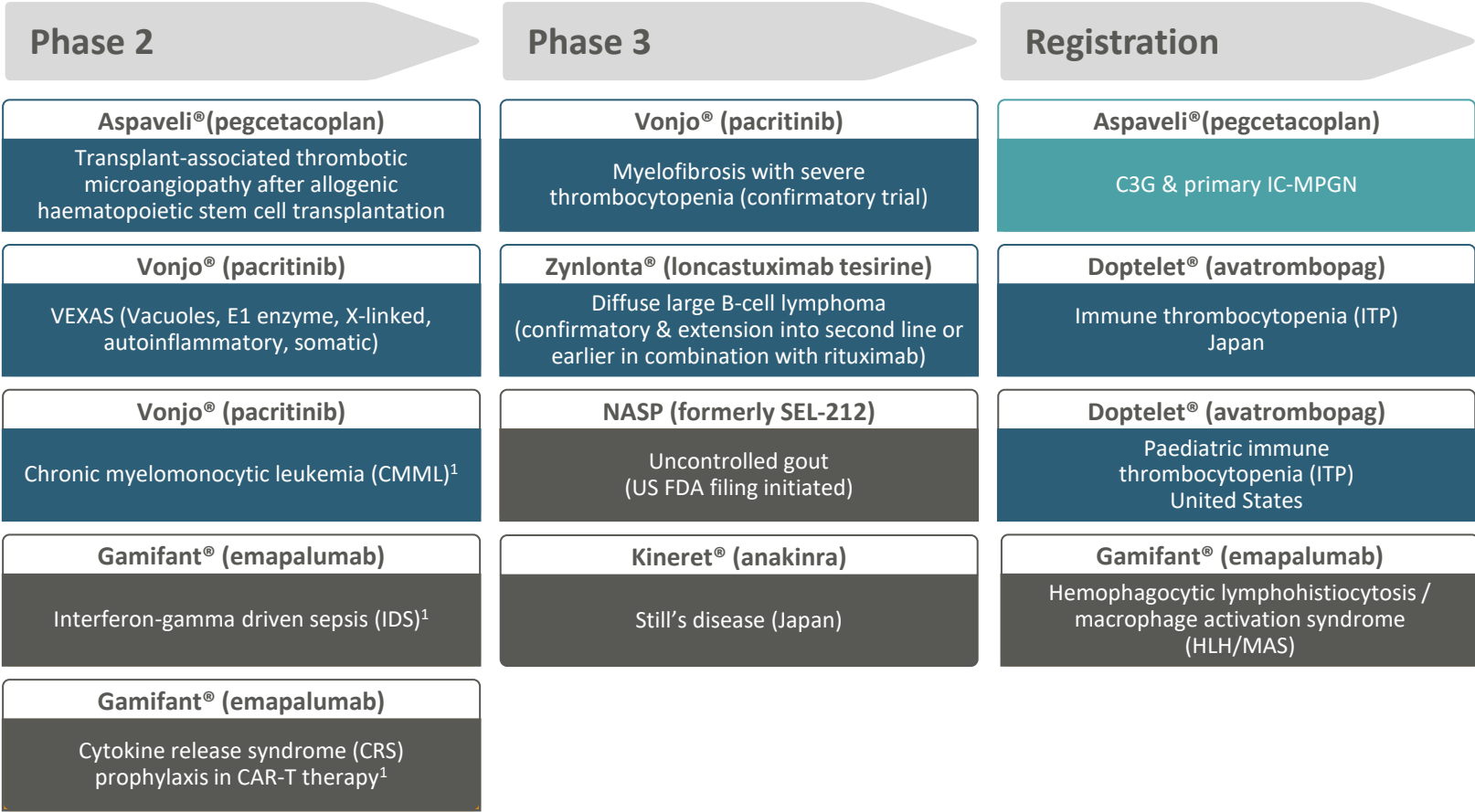
- Sobi commits to:
- Reducing CO<sub>2</sub> emissions from own operations by 40% in absolute numbers by 2029 (baseline 2023)
  - Engaging 65% of supplier partners (measured by share of spend) to set similar targets by the same year



The text 'Q&A' is written in a large, white, bold, sans-serif font, positioned in the lower-left area of the image. The background of the text is the photograph of the children.

# Current Development Pipeline

Major ongoing clinical studies and medicines in registration in a major region or country



**NASP:** nanoencapsulated sirolimus plus pegadricase  
**CAR-T:** chimeric antigen receptor T cell  
**C3G & primary IC-MPGN:** complement 3 glomerulopathy and primary immune-complex membranoproliferative glomerulonephritis  
**1.** Proof of concept research collaboration

- Haematology
- Nephrology
- Immunology

# Appendix: Q1 2025 sustainability performance



## Highlights in Q1 2025



- **Milestones toward increased access**
  - Approval by EMA of indication extension application for Aspaveli (pegcetacoplan) for treatment of C3G\* and IC-MPGN\*\*.
  - Presented new data and shared knowledge in EAHAD\*\*\* in Milan, Italy.
- **Awareness and patient support**
  - Commemorated World Rare Disease Day through information campaigns and awareness building events.
  - Joined the observation of World Kidney Day, in support of patients affected by rare kidney diseases.

## Sobi sustainability priorities



### Maintain commitment to patients

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



### Always act responsibly

- Safe, healthy & fair working conditions
- An inclusive & diverse workplace
- Reduction of environmental & climate impact
- Reducing resource consumption
- Responsible sourcing
- Compliance & corruption prevention

Built on Sobi's 21 material sustainability matters, and supporting the the 2030 Agenda, the UN Sustainable Development Goals and the Paris Agreement

## Highlights in Q1 2025



- **Caring for employees**
  - Presented Sobi's Rare Strength Awards to two employees for embodiment of Sobi values.
  - Awarded five community engagement teams across Sobi's geographies for outstanding achievements within patient engagement.
- **Reducing environmental footprint**
  - Received validation by the SBTi\* of Sobi's Science Based Targets.
- **Recognitions**
  - Included in the S&P Global Sustainability Yearbook 2025.

Member of  
**Dow Jones Sustainability Indices**  
 Powered by the S&P Global CSA

Third consecutive year as member of DJSI Europe, now renamed DJ Best-in-Class Europe Index

\*C3G C3 glomerulopathy  
 \*\* IC-MPGN primary immune complex membranoproliferative glomerulonephritis  
 \*\*\* EAHAD Annual Congress of European Association for Haemophilia and Allied Disorders

\*SBTi - Science Based Targets Initiative

# Thank you

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