

Growth and pipeline expansion

Sobi Q2 2023 results

**Conference call for
investors and analysts**

18 July 2023



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.

Agenda

Business update



Guido Oelkers, Chief Executive Officer

Financials



Henrik Stenqvist, Chief Financial Officer

Pipeline



Armin Reininger, Senior Scientific and Medical Advisor

Summary and Q&A

Successfully delivering on the strategy



Q2 2023 highlights

Significant growth

Q2 revenue SEK 4,872 M, up +26% (+16% CER)

H1 revenue SEK 10,111 M, up +15% (+6% CER)

Building the leading rare haematology franchise

Acquisition of CTI / Vonjo®

Accelerate US business, internationalise Vonjo & new indications

Key milestones for late-stage pipeline

Efanesoctocog alfa

- European submission
- XTEND-kids

Nirsevimab

- FDA approved

Increase of guidance

High single-digit growth

Based on strong momentum and business combination with CTI

Sobi strategy



**Lead in
Haematology**



**Capture the value
of the pipeline**



**Grow Immunology
and Specialty Care**



Go Global

Sobi is excited to add Vonjo[®] to its haematology franchise



Vonjo[®] has a **differentiated profile** in myelofibrosis (MF)



Severe thrombocytopenic MF represents an **unmet clinical need**



Complementary haematology reach and expertise



Combined leadership with
CTI Biopharma



Expectation: **highly accretive** to Sobi's revenue and margins

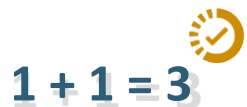
Well-prepared CTI integration capturing Vonjo's value



Positive and smooth first two weeks focused on seamless continuation of Vonjo operations

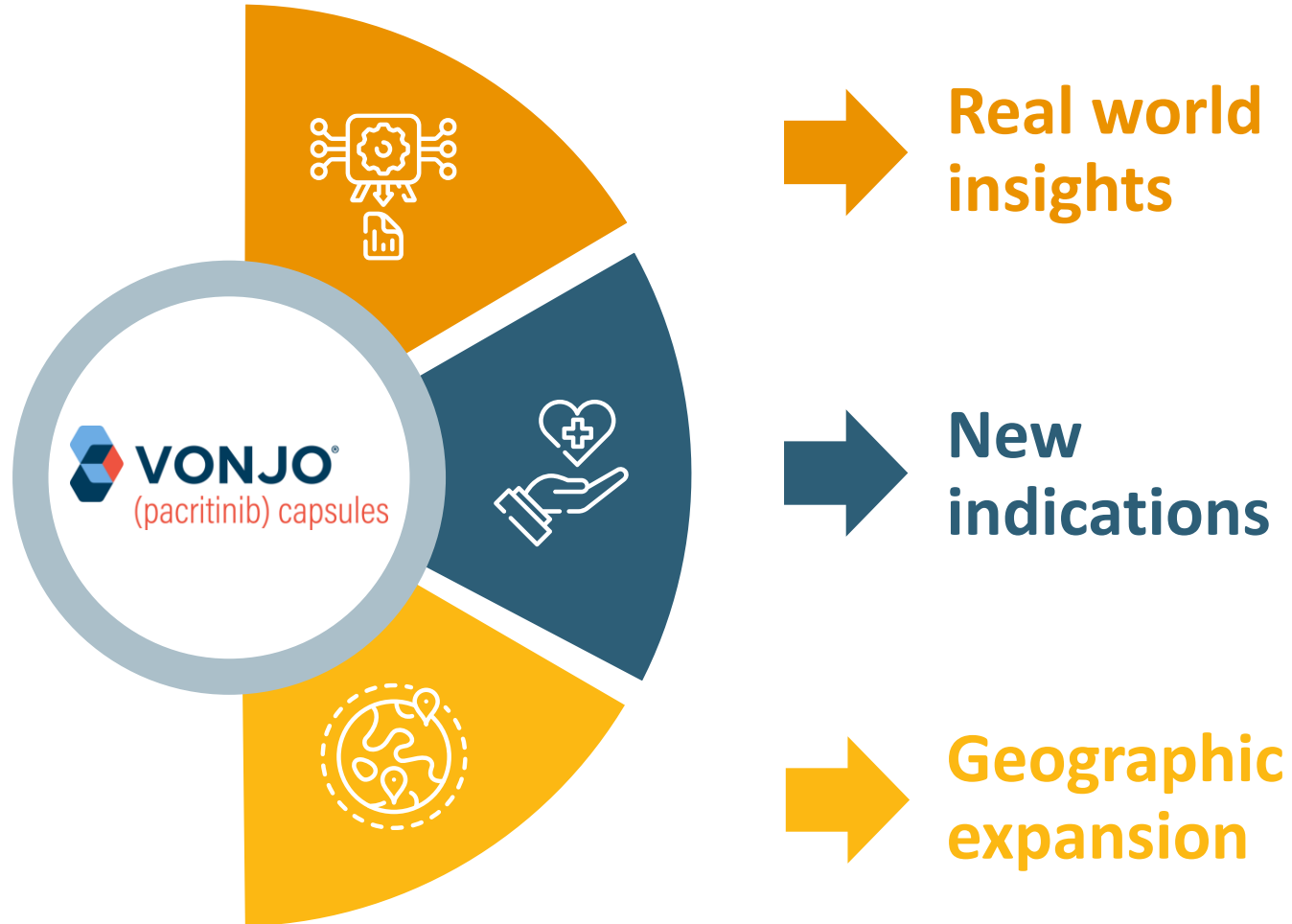


Life-cycle management planning initiated for geographic expansion and extended indications



Thoughtful strategy to maximize Vonjo's potential and synergies beyond cost savings

Pacritinib is well positioned for growth and further exploration of its benefits



Sobi KOL investor event

19 July 2023
15:30 CET

John Mascarenhas, Professor of Medicine, Icahn School of Medicine at Mount Sinai

Sarah Buckley, Medicine Development Lead Vonjo

Guido Oelkers, CEO



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Sobi intends to carry out a rights issue – Extraordinary General Meeting (EGM) on August 15



- SEK 6bn rights issue with preferential rights for shareholders to be launched after EGM
- Proceeds to be used to pay back part of the bridge loan raised to finance the CTI acquisition
- Post equity raise, about a third of the equity value will be financed by equity
- Rights issue terms will be set by the Board shortly before launch

Declared intention, share of total shares*

Undertaking

Investor AB, 36.2%

Intention

Fjärde AP-fonden, Polar Capital,
Handelsbanken Fonder and
Swedbank Robur Fonder, 12.8%

Total 49.1%

*Excluding shares in treasury, rounded
numbers

Business growth at CER of 16%

*Strong performance in both Haematology and Immunology, especially for our launch medicines
H1: +9% at CER, excluding Covid-19 effect for Kineret and Doptelet partnering in China*

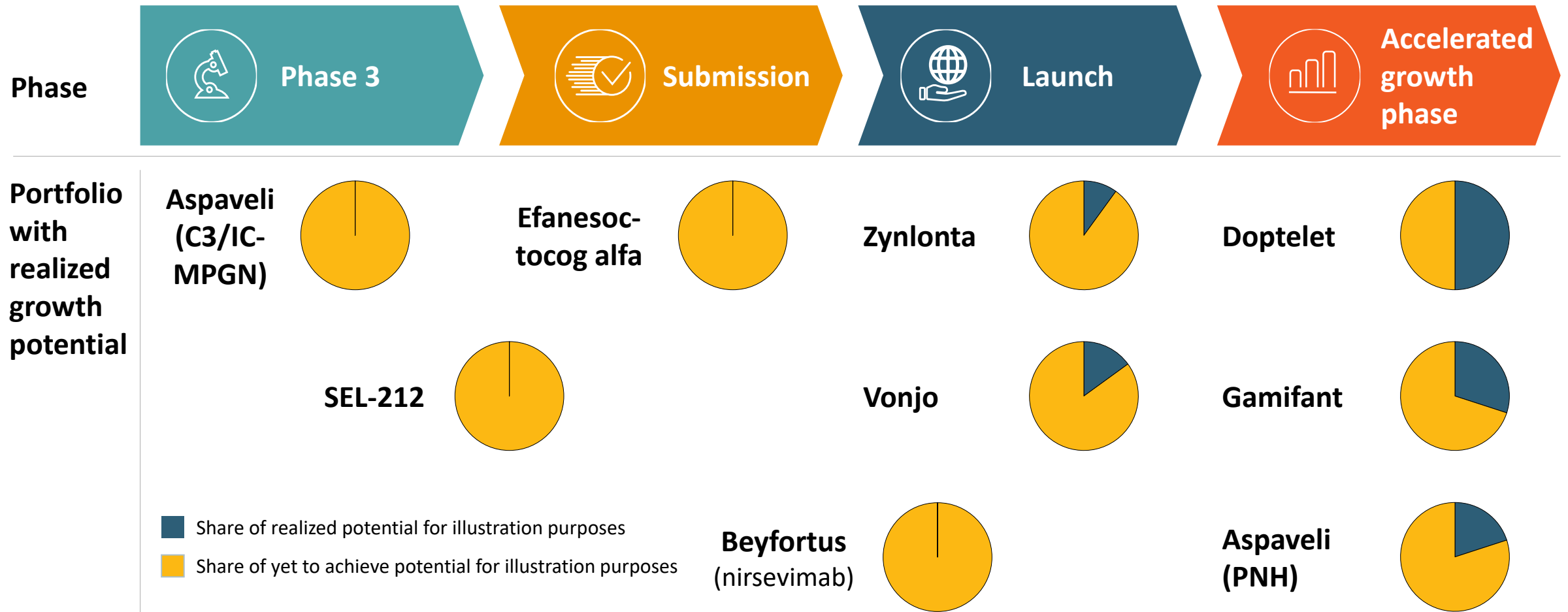
Revenue by segment

	Q2 '23	change	H1 '23	change	contrib.
	SEK M	%	SEK M	%	%
Haematology	3,430	+18	6,245	+12	62
– Haemophilia	2,052	-5	4,105	+2	41
Immunology	1,179	+29	3,330	+2	33
Specialty Care	263	-29	536	-23	5
Total	4,872	16	10,111	6	100

Revenue by region

	Q2 '23	change	H1 '23	change	contrib.
	SEK M	%	SEK M	%	%
Europe	2,049	0	4,191	+6	41
North America	1,442	+25	3,772	+7	37
International	991	+74	1,415	+9	14
Other	389	-5	732	-6	7
Total	4,872	16	10,111	6	100

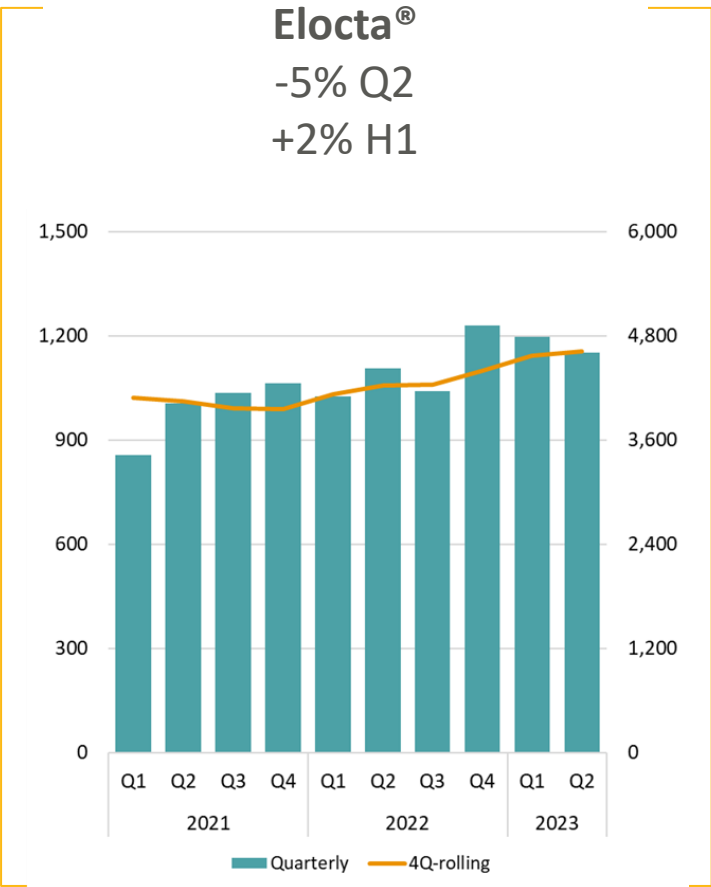
Rich growth portfolio and robust late-stage pipeline



Note: This is a schematic chart for illustration purposes only on the basis of current sales

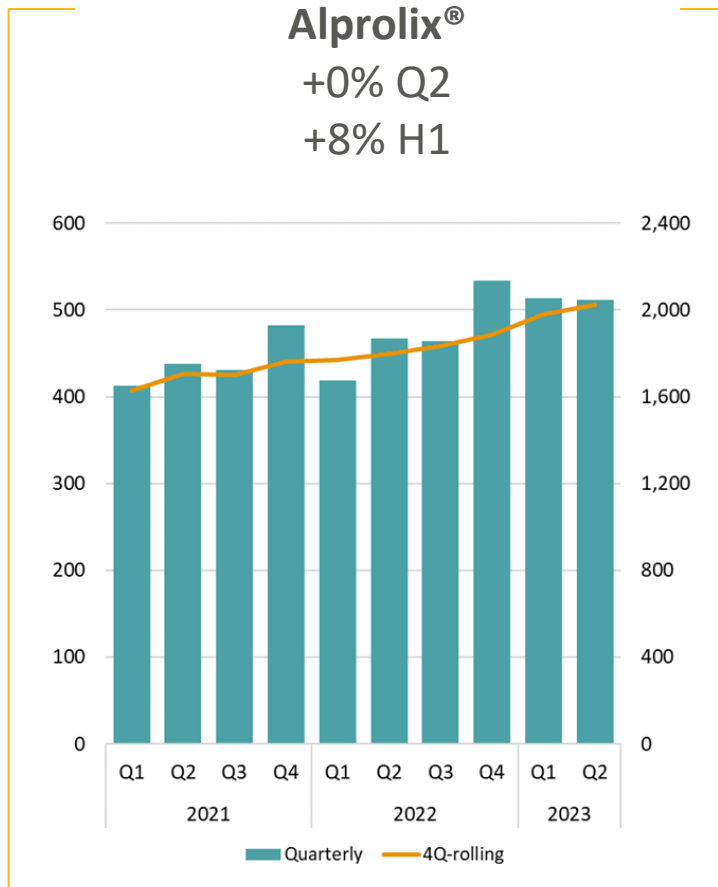


Haematology: Continued stable haemophilia growth with revenues YTD +2%



Elocta

- Strong underlying unit growth in International markets – phasing less favourable in Q2
- Government interventions compress prices in various European markets.
- Positive evolutions on consumption and patient expansion in Europe
- **Alprolix:** Phasing in Middle East leads to lower sales in Q2

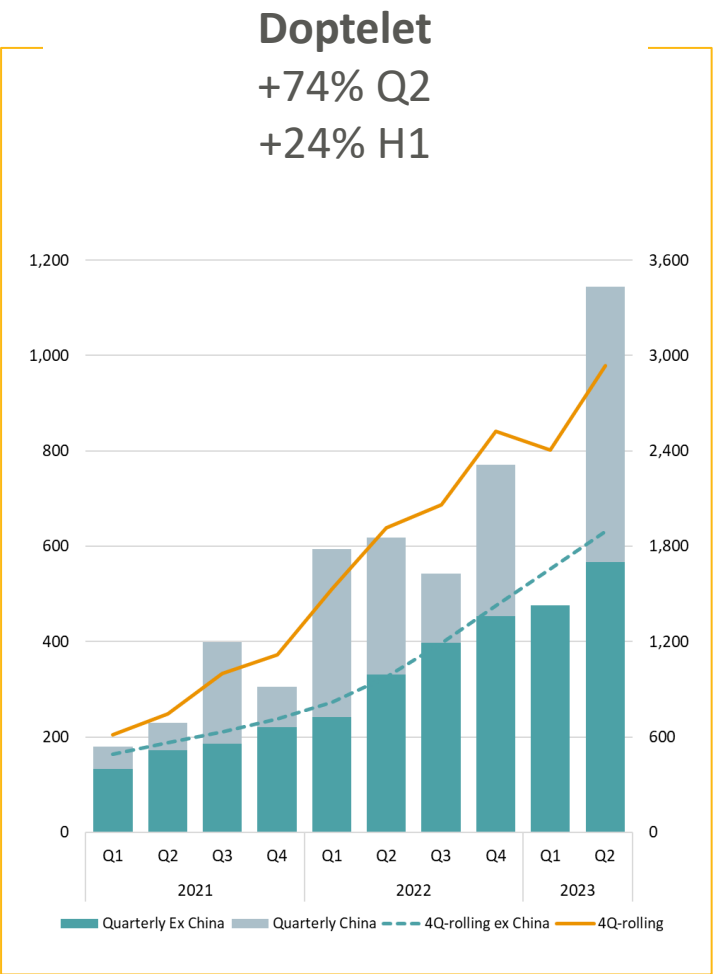


Sales in SEK million at actual exchange rates; change at constant exchange rates.

Sales in SEK million at actual exchange rates; change at constant exchange rates.



Haematology: Doptelet up 74%. +59% excluding China. Increased US uptake, launches in Europe and International



- US: positive evolution of new patients, new prescribers, higher market share and duration of treatment
- Europe: accelerated growth in Europe and International; Key growth drivers: Spain, UK, Germany, Italy
- Expect to carry forward positive trend - even without China sales; Japan to be launched in H2



Sales in SEK million at actual exchange rates; change at constant exchange rates.



Launching

in Germany, UK, France,
Italy, Spain, Belgium,
Luxembourg, Australia,
Croatia, Finland, Greece,
Netherlands, Switzerland,
Saudi Arabia, Austria,
Denmark², Hungary,
Sweden, Canada³

**SEK
144 M**

in Q2 2023 sales

~190

people on
commercial
supply

 **ASPARELI[®]**
(pegcetacoplan)

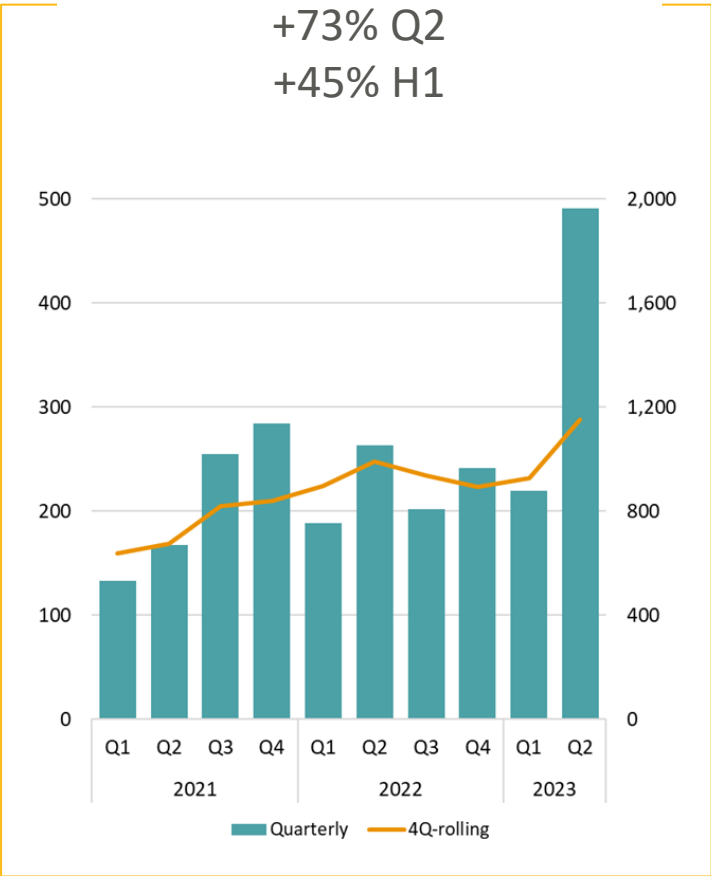
launching in Sobi
territories for PNH¹

1. In the EU and the UK, Aspaveli is indicated for the treatment of adults with paroxysmal nocturnal haemoglobinuria (PNH) who are anaemic after treatment with a C5 inhibitor for at least three months. Sales in SEK million at actual exchange rates. 2. Individual funding. 3. Private market



Immunology: Improved Gamifant strategy pays off, Kineret with increased demand after Covid effect in Q1

Gamifant
+73% Q2
+45% H1



Gamifant

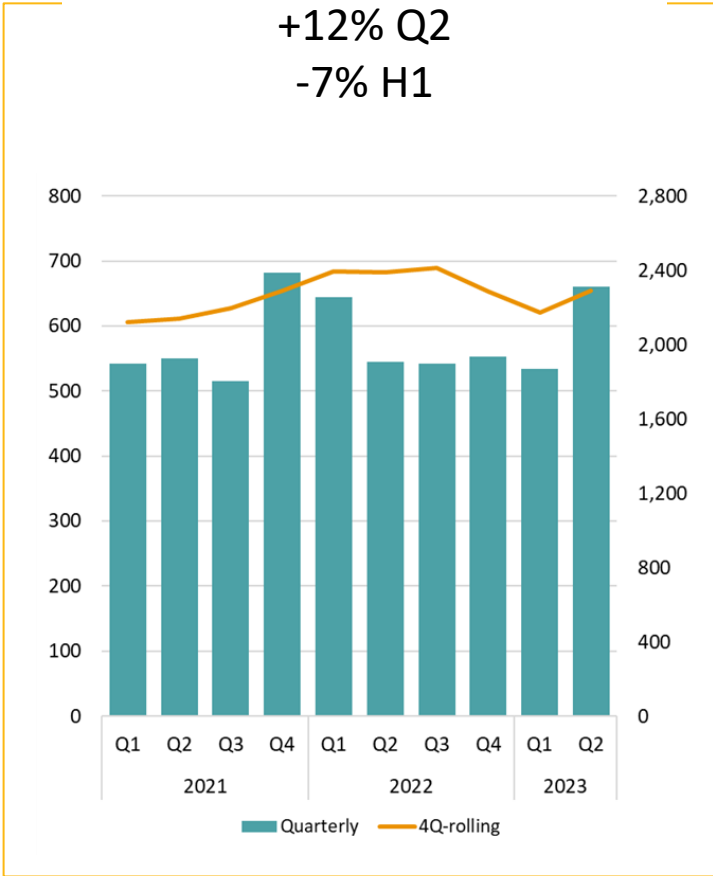
- Enhanced outreach and new data improves familiarity with prescribers, adds more patients for longer
- Higher average patient weight increases volatility in sales

Kineret

- Growth driven by US and International
- H1 excluding Covid: +1%



Kineret
+12% Q2
-7% H1



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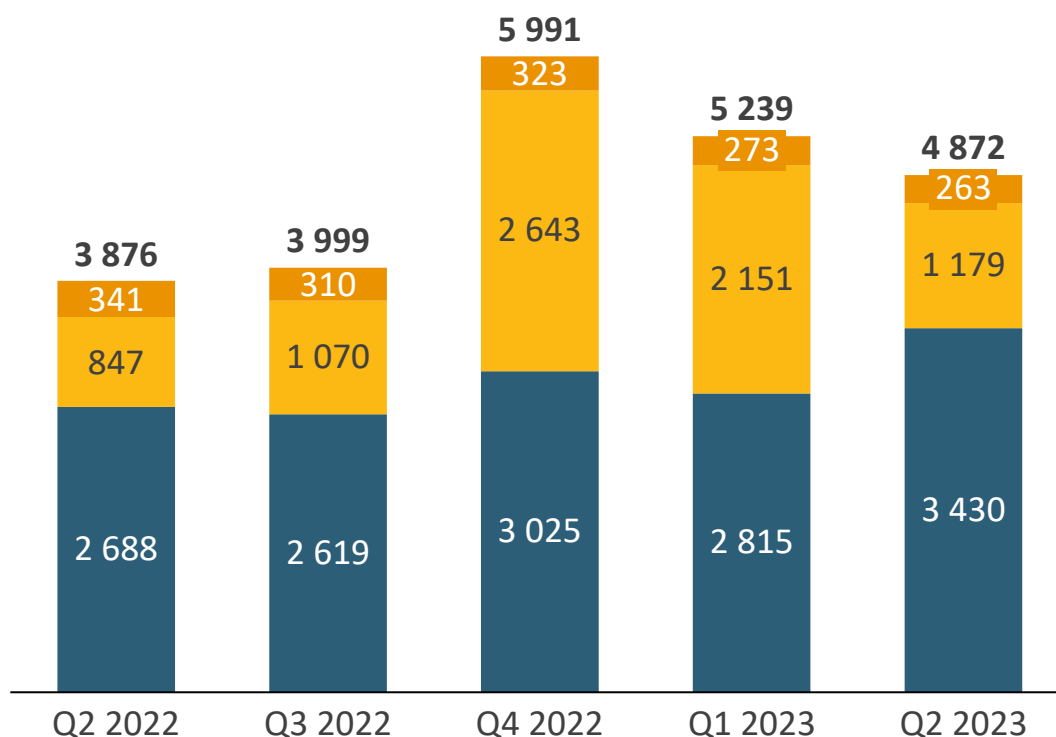
Summary and Q&A

Q2 2023 Revenue and profit & loss



Total revenue (SEK M)

■ Haematology ■ Immunology ■ Specialty Care



Amounts in SEK M	Q2 2023	Q2 2022	Change	Full-year 2022
Total revenue	4,872	3,876	26%	18,790
Gross profit adjusted ^{1,2}	3,478	2,859	22%	14,014
Gross margin adjusted ^{1,2}	71%	74%		75%
EBITA ^{1,2}	1,009	944	7%	5,930
EBITA adjusted ^{1,2}	1,245	958	30%	6,605
EBITA margin ^{1,2}	21%	24%		32%
EBITA margin adjusted ^{1,2}	26%	25%		35%
Profit for the period	222	258	-14%	2,638
Earnings per share, before dilution, SEK ^{1,2}	0.75	0.87	-14%	8.92
Earnings per share, before dilution, SEK adjusted ^{1,2}	1.48	0.91	63%	10.77
Operating cashflow	357	295	21%	4,576
Net debt (+)/net cash (-)	27,033	9,082		7,406

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

2. Items affecting comparability, see quarterly report for further information.

Outlook 2023 – updated



Revenue

New: Anticipated to grow by a high-single-digit percentage at CER¹

EBITA margin adjusted²

Anticipated to be at a low 30s percentage of revenue (unchanged)

Outlook includes the newly acquired company CTI and Sobi's right to royalty on net sales of nirsevimab in the US

1. Constant exchange rates 2. Excluding items affecting comparability.



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Key pipeline achievements move late-stage forward



Efanesoctocog alfa

Haemophilia A

EMA validates marketing
authorisation application

Paediatric data presented at
ISTH late-breaker session



Nirsevimab

RSV

On July 17, the FDA approved
Sanofi and AstraZeneca's
Beyfortus™ (nirsevimab-alip) for
the prevention of RSV





Increasing R&D pipeline news flow

Anticipated major upcoming pipeline news flow

H2 2023

2024

Doptelet – ITP¹: regulatory decision in China



Gamifant – MAS² in rheumatological diseases: EMERALD phase 3 study interim data readout (Still's disease cohort)



Gamifant – MAS² in rheumatological diseases: regulatory submission in the US (Still's disease cohort)



Aspaveli/Empaveli – C3G⁴ and IC-MPGN⁴: VALIANT phase 3 study data readout



Aspaveli/Empaveli – TA-TMA⁵: phase 2 study data readout



Doptelet – ITP¹: regulatory submission in Japan



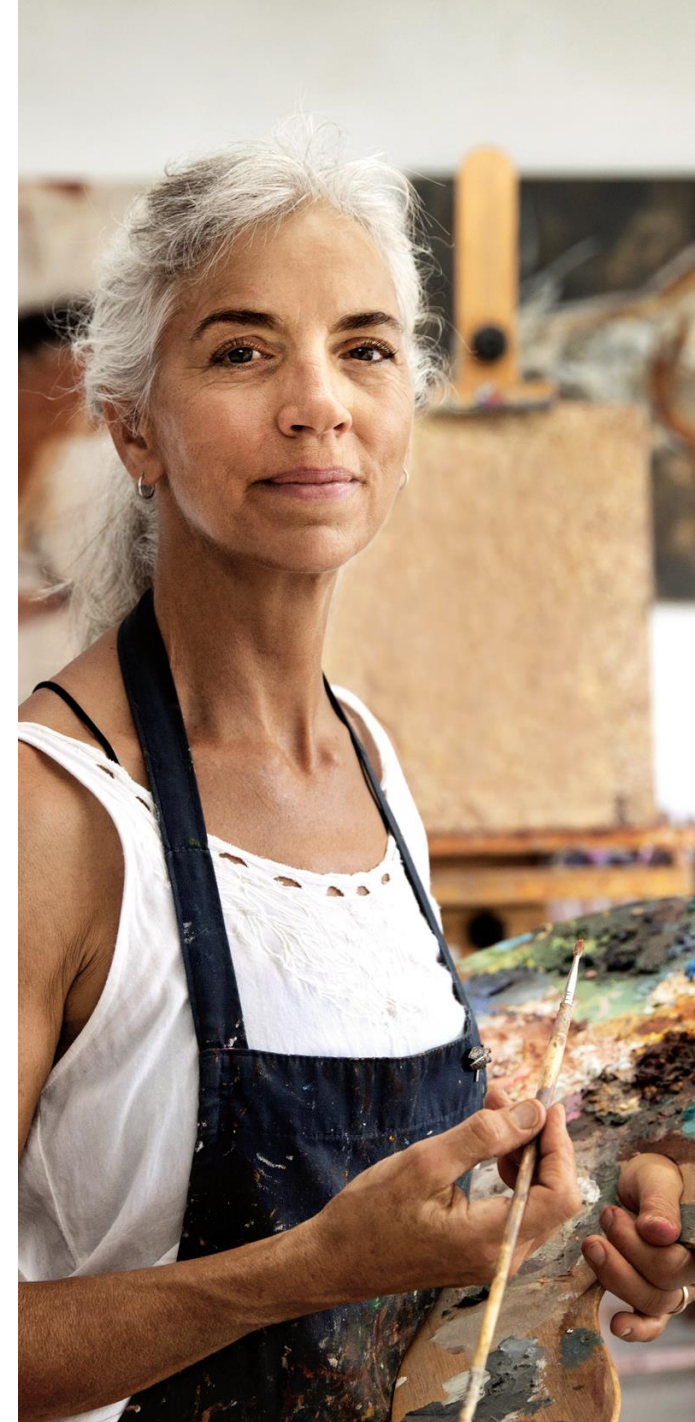
Kineret – regulatory decisions in China: FMF³, Still's disease, CAPS⁶



SEL-212 – CRG⁷: regulatory submission in the US (in first half 2024)



1. ITP: immune thrombocytopenia.
2. MAS: macrophage activation syndrome
3. FMF: familial Mediterranean fever
4. C3G and IC-MPGN: immune-complex membranoproliferative glomerulonephritis and C3 glomerulopathy
5. TA-TMA: transplant-associated thrombotic microangiopathy after allogeneic haematopoietic stem cell transplantation
6. CAPS: cryopyrin-associated periodic syndromes
7. CRG: chronic refractory gout



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Summary and Q&A

Sobi's rare strength to deliver

Clear strategy



Strong performance culture



Cohesive leadership team



Summary: Growth and pipeline expansion

Significant growth

Revenue Q1: +26% (+16% CER)

Revenue H1: +15% (+6% CER)

Expanded position in Haematology

CTI / Vonjo

Key milestones for late-stage pipeline

Efanesoctocog alfa

Nirsevimab

Increase of guidance

High single-digit growth





Q&A

Appendix: Q2 2023 sustainability performance

Highlights in Q2 2023



- Milestones toward increased access
 - Zynlonta (loncastuximab teserine) launched in EU for treatment of DLBCL.
 - Empaveli (pegcetacoplan) formally approved in Argentina for treatment of PNH.
 - Doptelet (avatrombopag) first Sobi-product commercially shipped in Japan.
- Raising awareness and supporting patients
 - Sharing knowledge and data at European Haematology Association (EHA) congress and ISTH 2023*.
 - Commemorating World Haemophilia Day together with patient organisations in local events and a global townhall.

... and two strategic sustainability priorities:



Maintain commitment to patients



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



Always act responsibly



- An inclusive and diverse workplace that grows people
- Safe, healthy and fair working conditions
- Reduction of environmental footprint
- Responsible sourcing
- Compliance and corruption prevention

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

Highlights in Q2 2023



- Caring for employees
 - Further deployment of Sobi's leadership competency model to senior managers world-wide.
 - Launch of new support tool for management-employee dialogue.
- Maintaining compliance & transparency
 - Release of 2022 sustainability report, shortlisted as finalist by IR Magazine for best ESG reporting (mid-cap).

Member of

**Dow Jones
Sustainability Indices**

Powered by the S&P Global CSA

* The 31st Congress of the International Society on Thrombosis and Haemostasis

A photograph of a young boy with light brown hair, wearing a grey t-shirt and denim shorts, running away from the camera on a grassy field. In the background, other children are playing, and there are some buildings and trees under a cloudy sky. A large orange circle is in the top left corner, and a grey semi-circle is on the left edge.

Thank you

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