

April 25, 2024
15:00 (CEST)

Formycon AG

Full-Year 2023 Results and 2024 Outlook

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Welcome to our FY2023 call!

Formycon Management Team

#TeamFormycon



Dr. Stefan Glombitza,
CEO of Formycon



Nicola Mikulcik
CBO of Formycon



Dr. Andreas Seidl,
CSO of Formycon



Enno Spillner,
CFO of Formycon

Biosimilar Experts

Global movement for more democracy in medicine



*Positioned as a
pure play biosimilar
R&D powerhouse*

*Aiming to be
a driving engine in the
biosimilar space*



*Improving
patient access to vital
medicines*

*Easing the **financial**
strains on the world's
healthcare systems*

#TeamFormycon

Formycon

Biosimilar Experts

Laser focus on pipeline execution and expansion



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Maximizing our assets along a clear path

2023

Strong financial
and operational
performance

2024

Important year
to prepare the
ground for the
next ignition
stage

Sustainable
profitability with
continuous pipeline
growth

Formycon

Biosimilar Experts

HIGHLIGHTS 2023 – ALL GOALS ACHIEVED

Launched and late-stage Projects well on track



Lucentis® Biosimilar [Ranibizumab]

- FYB201 is out-performing biosimilar competition in US and Europe.
- In the UK, Ongavia® has reached a market share of around 70%.
- In the US, Cimerli® reached a market share of 38%.
- FYB201 is so far launched in 17 countries worldwide.



Stelara® Biosimilar Candidate [Ustekinumab]

- Filed in US and EU after successful completion of clinical development.
- Global out-licensing deal signed with Fresenius Kabi for commercialization of FYB202.
- Settlement with J&J sets US market entry date to no later than April 15, 2025 within the first launch group of biosimilars.



Eylea® Biosimilar Candidate [Aflibercept]

- Successful completion of clinical development.
- Filed in US and EU
- Negotiations for commercialization partnerships initiated.



Lucentis® is a registered trademark of Genentech, Inc.
 Stelara® is a registered trademark of Johnson & Johnson
 Eylea® is a registered trademark of Regeneron Pharmaceuticals, Inc.
 Ongavia® is a registered trademark of Teva Pharmaceutical Industries Ltd.
 CIMERLI® is a registered trademark of Coherus BioSciences, Inc.

2nd wave of Projects accelerating



Keytruda® Biosimilar Candidate [Pembrolizumab]

- Clinical program aligned with relevant regulatory agencies in the course of scientific advices.
- Development of manufacturing process well advanced, leading to successful GMP-production at scale.



Undisclosed Biosimilar Candidates

- Undisclosed immunology Biosimilar candidates FYB208 and FYB209 are both in a technical development stage.
- Cell line development with promising clone candidates at a very advanced stage.
- Selection of CDMO (contract development and manufacturing organizations) for both programs well advanced.



FINANCIAL PERFORMANCE – STRONG 2023

Profit & Loss

FY 2023 vs. FY 2022

In € million	2023	2022	Change in %	Remarks
Revenue	77.7	42.5	+82.8%	– Revenues consist of success payments FYB202 (approx. 37m), FYB201 licensing revenues (approx. 4m) and services for FYB201 & FYB203 (approx. 37m)
Cost of sales	-54.3	-30.3	+78.8%	– Increase mainly due to recognition of FYB202 development expenses – Consistent with revenue increase
R&D expenses	-9.2	-16.9	-45.9%	– Consider together with CapEx – 2023: In majority FYB208 & FYB209 only, in 2022 including FYB207 and 6 months FYB206
Other expenses	-14.5	-12.9	+12.6%	– Increase of capacity and personnel over time
EBITDA	1.5	-15.9	-	– Mainly driven by significant revenue increase and cost reduction in FYB207
Comprehensive income (loss) for the period	75.8	36.0	+110.6%	– In 2022 +89.6m one off, -12m At Equity result – In 2023: – -31m Impairment Bioeq AG – +97m change in Fair Value Earn outs – +12m At equity – -3m Def Tax
Capitalized development costs	19.8	26.8	-26.0%	– In 2022: 6 months FYB206 + FYB202 – In 2023: FYB206 only

Group asset Structure as of Dec. 31, 2023

Balance Sheet total

€ 890.4 million

+ € 36.7 million
+4%

Equity

€ 502.8 million

+ € 146.2 million
+41%

Liabilities

€ 387.6 million

- € 109.5 million
-22%

Equity Ratio

56.5%

+15%

Non-current assets *vs.* Total equity and liabilities

92%

-4%

Cash & Cash Equivalents

€ 27.0 million

+ € 17.2 million
+175%

Balance Sheet KPIs

Dec. 31, 2023 *vs.* Dec. 31, 2022

Active <small>In € million</small>	Dec 31, 2023	Dec. 31, 2022	Change in %	Remarks
Non-current assets	823.2	823.2	+0%	– Capitalisation FYB206 vs. Changes Bioeq AG
Cash and cash equivalents	27.0	9.8	+175%	– + 68m net capital increase – + 25m FYB202 milestones – - 20m Loan repayment
Other current assets	40.2	20.7	+94%	– 7m advance payment – 15m accrued revenue
Total Assets	890.4	853.7	+4%	
Passive <small>In € million</small>	Dec 31, 2023	Dec. 31, 2022	Change in %	Remarks
Equity capital	502.8	356.6	+41%	– 70m capital increase and profit for the period
Non-current liabilities	318.3	446.4	-29%	– - 33m reclass. to „current“ – - 95m decrease earn-out obligations
Current liabilities	69.3	50.7	+37%	– + 33m reclass. from non-current – + 5m accrual – -20m shareholder loan repayment
Total Equity and Liabilities	890.4	853,7	+4%	

Cash-Flows and Working Capital

2023

In € million	2023	Remarks
Net cash from operating activities	-9.9	<ul style="list-style-type: none"> +1.5m EBITDA -15m contract assets FYB202 +3.5m other Working capital
Net cash from investing activities	-17.4	<ul style="list-style-type: none"> Development costs FYB206
Net cash from financing activities	44.4	<ul style="list-style-type: none"> +68m capital increase -20m repayment of shareholder loan
Net increase (decrease) in cash and cash equivalents	17.2	
Cash and cash equivalents as of Jan. 1, 2023	9.8	
Cash and cash equivalents as of June 30, 2023	27.0	<ul style="list-style-type: none"> Thereof 15m as short-term investment

Working Capital	Dec. 31, 2023
Cash and cash equivalents	27.0
Current receivables	11.6
Revenue accrual (contract assets)	16.6
Current liabilities / Accruals	-16.3
Working Capital	38.9

OUTLOOK 2024 – PREPARE THE GROUND

2023 results – strong overall performance

2024 outlook – investing for sustainable income

Fiscal
year 2023
forecast

Revenue

75 to 85

€ million

EBITDA

-15 to -5

€ million

Adjusted EBITDA*

/

€ million

Working Capital

15 to 25

€ million

Net income

50 to 60

€ million

Guidance 2024:

- **Revenue:** Reduced development recharges FYB201 and FYB203 and reduced success payments FYB202
- **EBITDA:** Lower revenue (10m upfront FYB202 in 2023) and increasing R&D expense on FYB208, FYB209 and new FYB210
- **Adjusted EBITDA – new!** Expected At-Equity Result of 10m from Bioeq AG adding to EBITDA
- **Working Capital:** Decrease due to development investments R&D and CAPEX (FYB206), capital increase and repayment of shareholder loan (1Q 2024) already factored in

Key financial
Figures 2023

Revenue

77.7

€ million

EBITDA

1.5

€ million

Adjusted EBITDA*

13.3

€ million

Working Capital

38.9

€ million

Net income

75.8

€ million

Fiscal
year 2024
forecast

Revenue

55 to 65

€ million

EBITDA

-15 to -25

€ million

Adjusted EBITDA*

-5 to -15

€ million

Working Capital

10 to 20

€ million

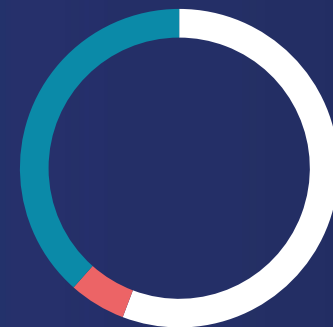
**EBITDA is derived and calculated from reported operating income (EBIT). Adjusted EBITDA additionally includes the contribution from Formycon's jointly controlled investment accounted for using the equity method Bioeq AG.*

Formycon on the Stock Market

- Listed on **Frankfurt Stock Exchange** since June 2012 / SME segment “**Scale**” (Open Market)
- **Registered capital: € 17,656,902**
Shares outstanding: 17,656,902 (w/o par value)
- **Market price / Market capitalization: ~ € 700 million**
- **Designated Sponsors:**
Oddo BHF Corporates & Markets AG
M.M. Warburg & Co.
- **Research coverage:** Jefferies,
Kepler Cheuvreux, Hauck & Aufhäuser Privatbankiers,
B. Metzler seel. Sohn & Co. KGaA, First Berlin Equity Research,
mwb Research, M. M. Warburg, Berenberg

Shareholder Structure

- ~58 % Anchor Investors incl. Athos KG, Active Ownership Capital, Wendeln & Cie. KG, Gedeon Richter, DSP
- ~ 6 % **Founders & Management**
- ~36 % **Free Float***



* Free float as defined by Deutsche Börse

Outlook 2024 – operational, regulatory, commercial & clinical news flow to be expected



Lucentis® Biosimilar [Ranibizumab]

- Product launches in further attractive markets.
- Further adoption in Europe.
- Successful commercialization transfer from Coherus to Sandoz.



Stelara® Biosimilar Candidate [Ustekinumab]

- FDA approval expected Sept. 2024, EC approval expected end of 2024.
- Settlement for Launch in Europe and Canada with Johnson & Johnson.



Eylea® Biosimilar Candidate [Aflibercept]

- FDA approval expected June 2024, EC approval expected early 2025.
- Partnering for commercialization across regions.



Keytruda® Biosimilar Candidate [Pembrolizumab]

- Start of clinical program – First Patient In.



Undisclosed Biosimilar Candidates

- Technical proof of similarity / conclusion of technical development.

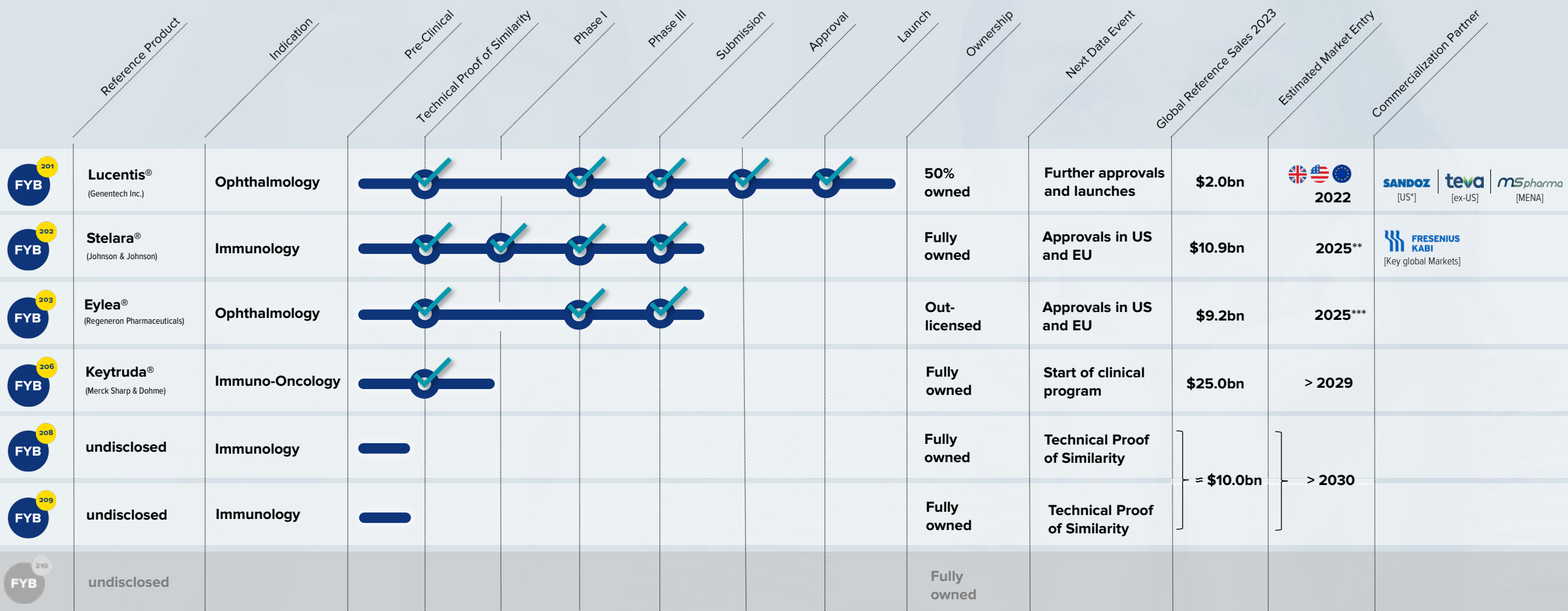


New Biosimilar Candidate

- Selection and start of technical development.

Strong maturing and growing Pipeline

Diversified portfolio of commercial, late and mid stage programs with multiple catalysts over the next 12 – 18 months



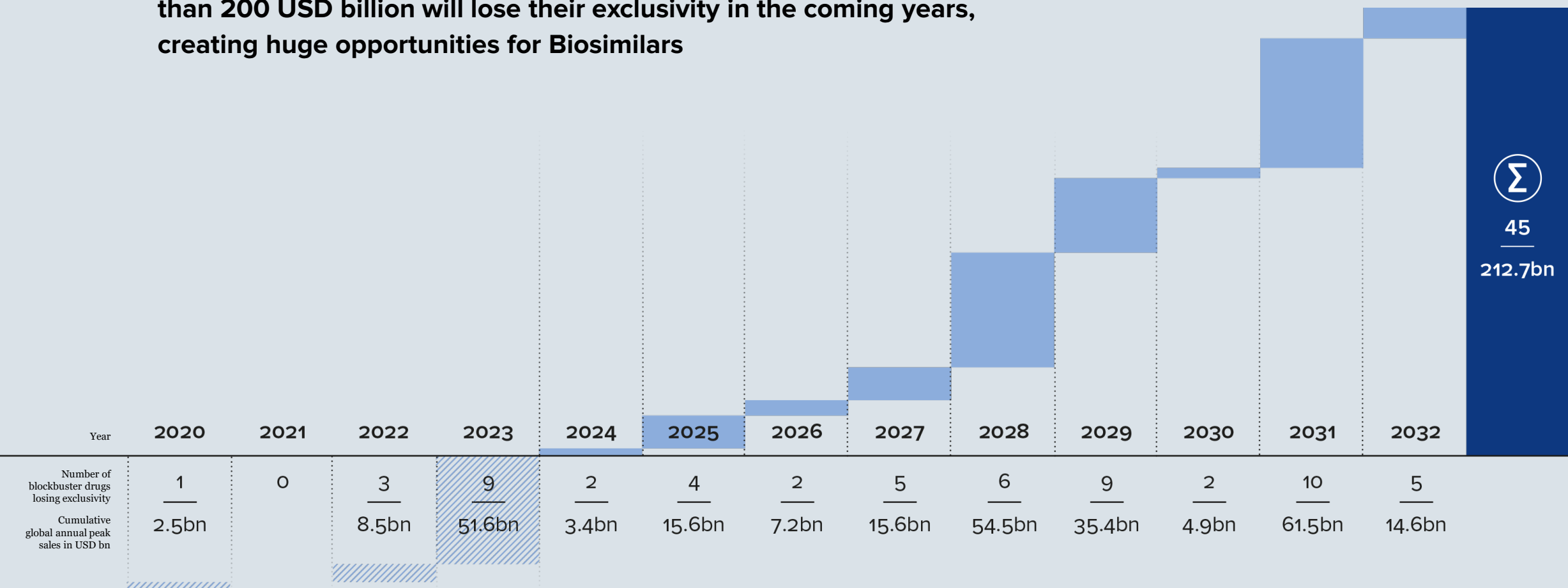
*FYB201 US business was transferred from Coherus to Sandoz in March 2024

**US launch date "no later than April 15, 2025" based on settlement agreed with J&J and subject to regulatory approval

***Depending on litigation progress

Biosimilar Opportunities

45 Blockbuster drugs with an expected global sales volume of more than 200 USD billion will lose their exclusivity in the coming years, creating huge opportunities for Biosimilars



Blockbuster is defined here as a drug with annual sales of more than \$1 billion in the peak year.
Analysis based on timing of US patent expiry. Source: EvaluatePharma database, Evaluate, Apr 2022; press reports; McKinsey analysis

Fully focussed pure-play Biosimilar Company



WE HAVE all ingredients to successfully develop and commercialize a growing pipeline



WE ACT in a highly attractive market



WE CREATED a strong Platform with track record



WE ARE entering the next stage of the Formycon Growth Story

**WE ARE HAPPY TO ANSWER
YOUR QUESTIONS**

www.formycon.com

