

## Forward looking statements

In order to utilize the 'Safe Harbor' provisions of the United States Private Securities Litigation Reform Act of 1995, Swedish Orphan Biovitrum AB (publ) is providing the following cautionary statement, This presentation contains forward-looking statements with respect to the financial condition, results of operations and businesses of Swedish Orphan Biovitrum AB (publ), By their nature, forward-looking statements and forecasts involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future, There are a number of factors that could cause actual results and developments to differ materially from that expressed or implied by these forward-looking statements, These factors include, among other things, the loss or expiration of patents, marketing exclusivity or trade marks; exchange rate fluctuations; the risk that R&D will not yield new products that achieve commercial success; the impact of competition, price controls and price reductions; taxation risks; the risk of substantial product liability claims; the impact of any failure by third parties to supply materials or services; the risk of delay to new product launches; the difficulties of obtaining and maintaining governmental approvals for products; the risk of failure to observe ongoing regulatory oversight; the risk that new products do not perform as we expect; and the risk of environmental liabilities.

## Our strategic direction



Further internationalisation and commercialisation of Haemophilia

Build Specialty Care as the preferred partner

**Strengthen position** in the US and EMENAR

Build pipeline and self-sustained R&D

#### Vision

To be recognised as a global leader in providing innovative treatments that transform lives for individuals with rare diseases

## New leadership

#### **Central functions**











As of May 16, 2018

**Business** 







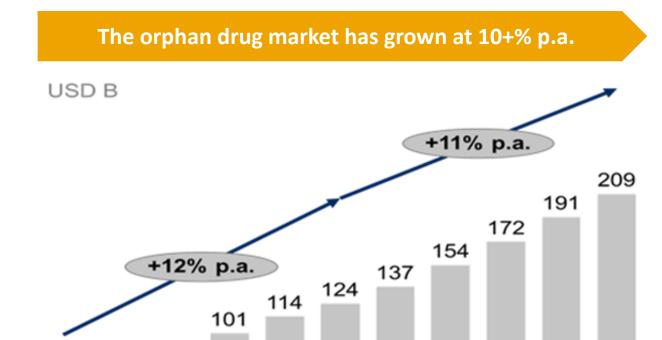


Science/Medical





# The orphan market has been very attractive – and will likely continue to be so



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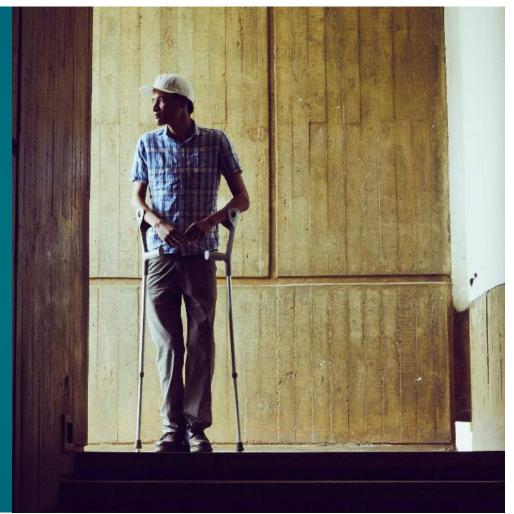
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## Sustainability factors important to Sobi

#### **Material issues** Improving global access to treatments for **Value creation** rare care diseases Quality and supply chain management Strategic research and development Compliance Regulatory and legal environment Developing our people and ethics Ethical practices and collaborations Responsibility **Environmental impact** Patient and customer integrity Responsible tax Anti-corruption Anti-competitive practices



### Our value creation

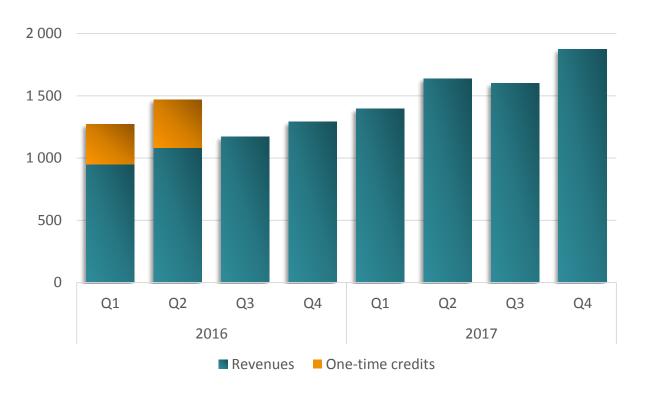


## Share development 2013 - 2 May 2018



## Financial highlights FY 2017

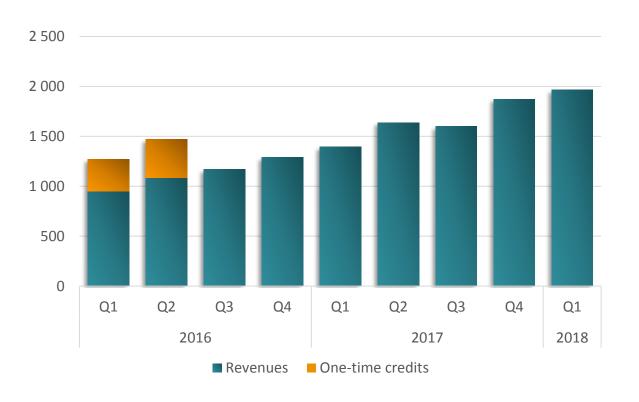
#### **Total Revenue (SEK M)**



|                                   | FY 2017     | FY 2016 | Change |
|-----------------------------------|-------------|---------|--------|
| Revenue (SEK M)                   | 6,511       | 5,204   | +25%   |
| Gross margin                      | <b>72</b> % | 70%     |        |
| EBITA (SEK M)                     | 2,053       | 1,543   | +33%   |
| Cash flow from operations (SEK M) | 1,333       | 343     | +189%  |

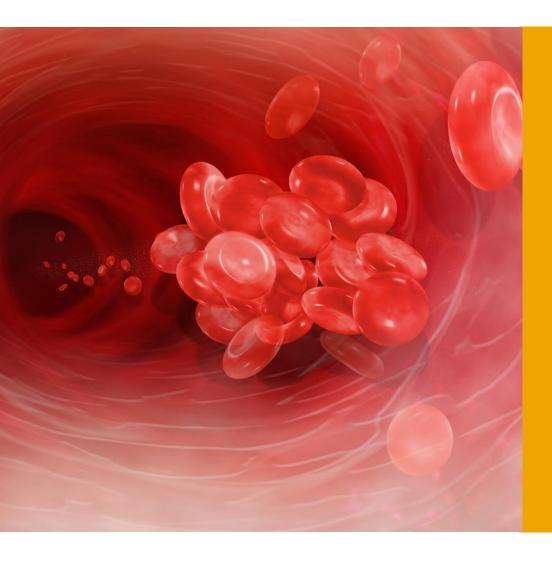
## Financial highlights Q1 2018

#### **Total Revenue (SEK M)**



|                                   | Q1<br>2018  | Q1<br>2017 | Change |
|-----------------------------------|-------------|------------|--------|
| Revenue (SEK M)                   | 1,964       | 1,396      | +41%   |
| Gross margin                      | <b>72</b> % | 74%        |        |
| EBITA (SEK M)                     | 771         | 406        | +90%   |
| Cash flow from operations (SEK M) | 277         | 323        | -14%   |

## Haemophilia – growth based on innovation

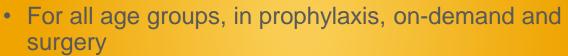




 Unique use of Fc fusion technology in haemophilia utilising a natural pathway in the body



Provides opportunities for individualised treatment





Mode of action – a natural way of replacing factor



 Prophylactic treatment with Elocta demonstrates improved joint health



## Haemophilia – delivering stellar growth

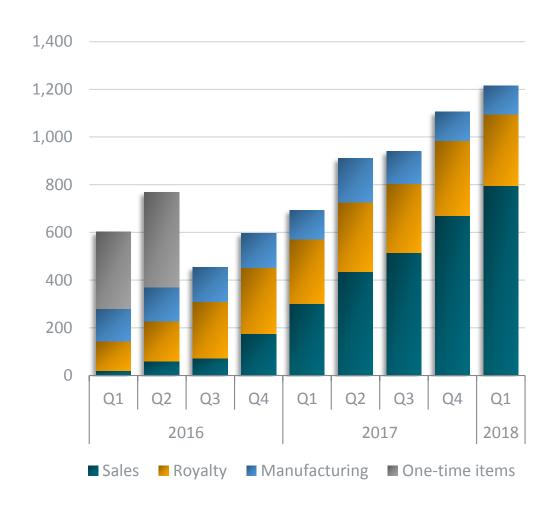
#### FY 2017 revenue SEK 3,682 M (2,509)

- SEK 1,920 M (327) in sales revenue
- SEK 1,202 M (1,613) in royalty revenue
- SEK 559 M in manufacturing revenue (569)
- Increase of SEK 1,881 M when one-time credits in 2016 are excluded

#### Q1 2018 revenue of SEK 1,222 M (698)

- SEK 801 M (300) in product sales revenue
- SEK 301 M (277) in royalty revenue
  - ReFacto royalty for the US ceased 1 Feb 2018
- SEK 120 M (121) in manufacturing revenue
- Starting from 2018, the ReFacto manufacturing business will be included in the Haemophilia business area

#### Sales Revenues (SEK M): Haemophilia

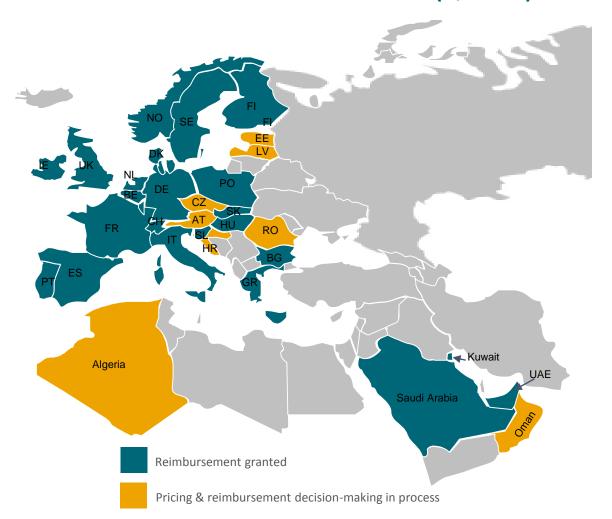


## Elocta® – becoming the standard of care

#### Sales Revenues FY 2017 (SEK M): Elocta

### Q1 Q2 Q1 Quarterly

#### Reimbursed in 24 countries (Q1 2018)

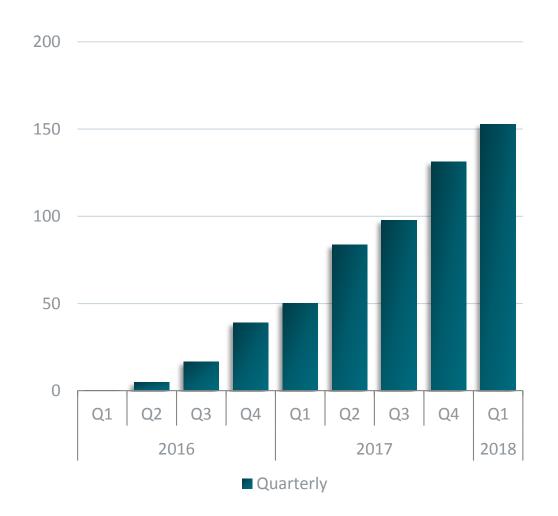


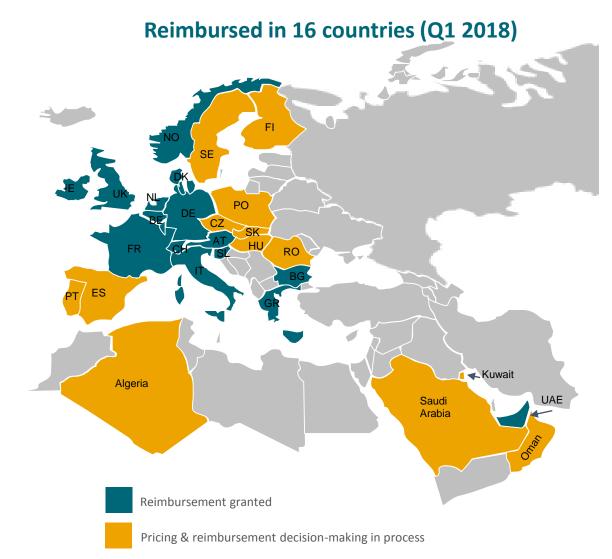
### Effective commercialisation of Elocta



## Alprolix® – first EHL for haemophilia B in France

#### Sales Revenues FY 2017 (SEK M): Alprolix





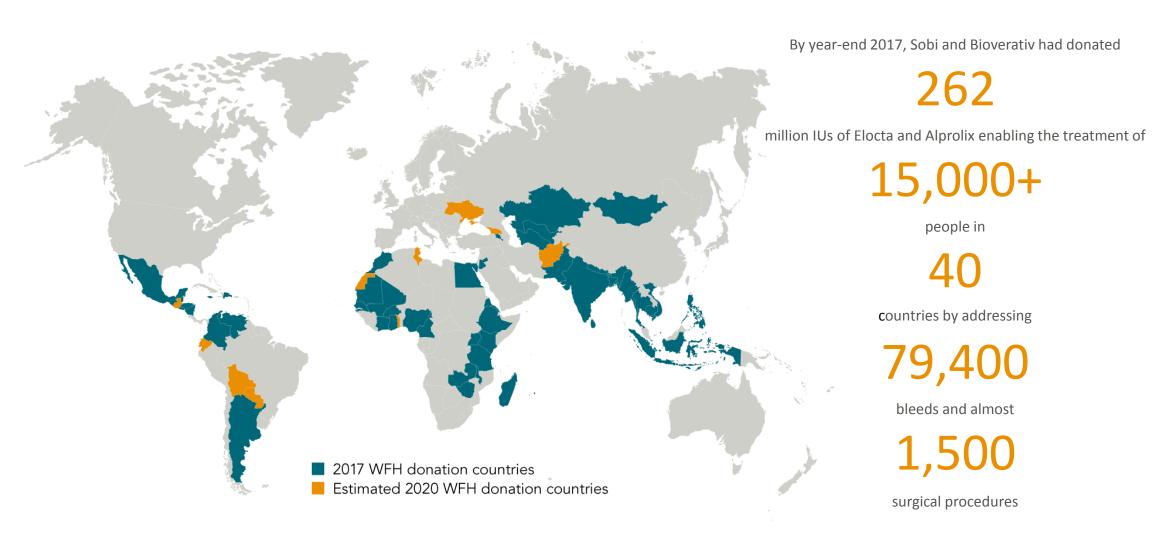
## Commitment to the global haemophilia community



- Supporting leadership programmes, youth fellowship, and new technologies workshops in collaboration with the European Haemophilia Consortium (EHC)
- To provide predictable, sustainable access to people with haemophilia in developing healthcare systems
- Regular donations through WFH
- Emergency aid through Direct Relief
- One billion international units over ten years\*

\*Donation programme started in July 2015

# Reaching patients in 40 countries Donation statistics July 2015 to December 2017



## Specialty Care – core strengths



World-class commercialisation platform



Lifecycle management & indication expansion



Partner product portfolio with expansion possibilities



# Specialty Care – strong business platform for continued growth

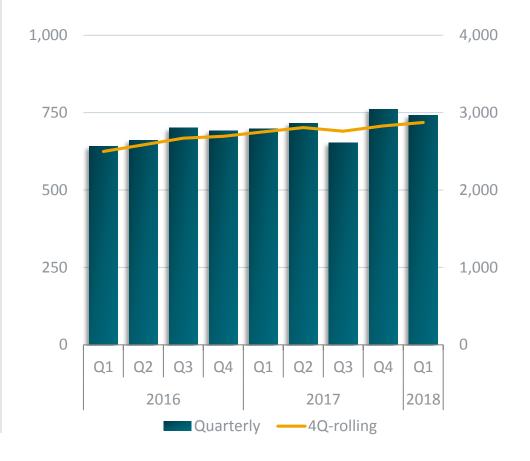
FY 2017 revenue SEK 2,829 M (2,695) +5%

 Double-digit growth for Kineret<sup>®</sup> and Orfadin<sup>®</sup>

Q1 2018 revenue of SEK 742M (698)

- An increase of 6 per cent (9 per cent at CER)
- Growth driven by Kineret and Orfadin
- Ravicti launched in major European markets
- Solid growth for Xiapex
  - An increase of 4 per cent

#### Revenues (SEK M): Specialty Care



### Orfadin – increased market share for new formulations

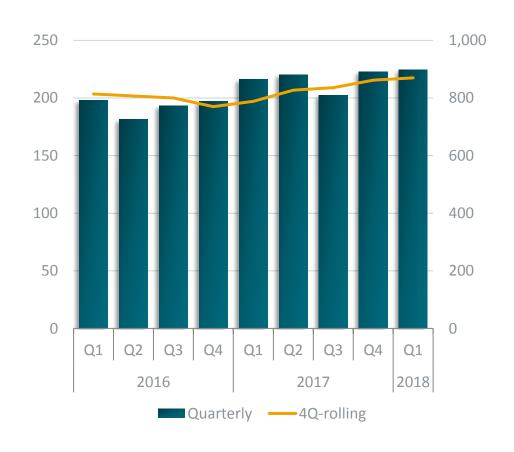
FY 2017 revenue SEK 862 M (770) +12%

 Double digit growth in North America and EMENAR

Q1 2018 revenue SEK 224 M (216)

- increase of 4 per cent (7 per cent at CER)
- Growth across EMENAR and North America driven by the new formulations
- No impact from generics realised

#### Revenues (SEK M): Orfadin



# Kineret – double digit growth driven by continued investment in development

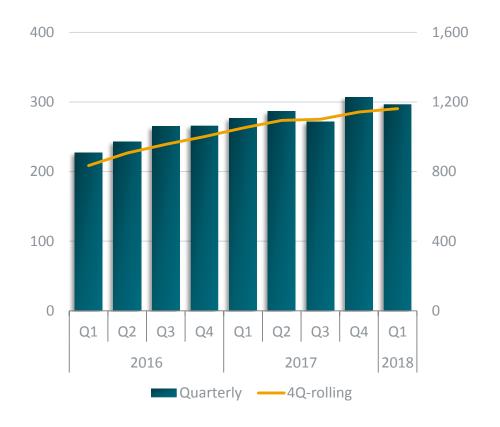
FY 2017 revenue SEK 1,142 M (1,001) +14%

 Strong double digit value and volume growth in both North America and EMENAR

Q1 2018 revenue SEK 297 M (277)

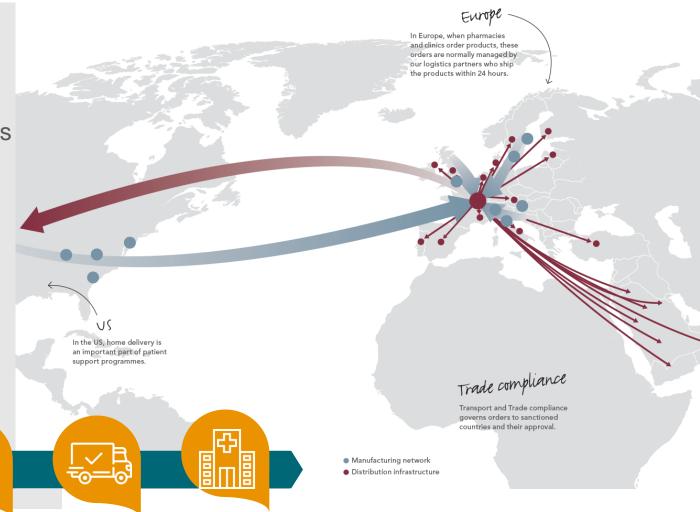
increase of 7 per cent
 (12 per cent at CER)

#### Revenues (SEK M): Kineret



## Supply chain security and sustainability

- We distribute to 60 countries world wide
- Serialisation project to ensure that products are not falsified
- Sobi has implemented due diligenceprocesses to reduce the risk for corruption and bribery



## A rare disease pipeline with increasing value

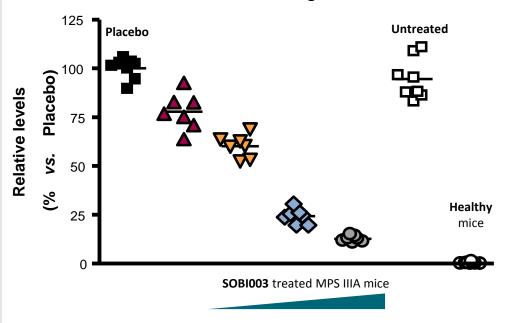




## Pipeline progress

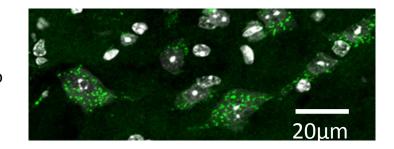
- FPI in phase 2 study anaGO to evaluate anakinra for the treatment of acute gout
- Kineret approved in the EU for the treatment of Still's disease
- FPI in the phase 3 anaSTILL's study evaluating anakinra for the treatment of Still's disease in the US
- Fast Track status and IND for SOBI003 for the treatment of MPS IIIA. FPI expected in H2 2018
- FPI in the phase 4 relTIrate study to evaluate ITI with Elocta
- FPI in the phase 1 BIVV001/XTEN for haemophilia A

Dose dependent reduction of tetrasaccharide storage in the brain of MPS IIIA mice following treatment with SOBI003



Increasing SOBI003 dose

Distinct intracellular SOBI003 fluorescence (Green) indicates uptake into lysosomes in nerve cells in the CNS.



## Compliance with GDPR

- Data privacy framework and organisation established
- Training / awareness
- Conduct inventory of processing



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