



Swedish Orphan Biovitrum AB (publ)

Annual General Meeting 2023

CEO presentation

9 May 2023



Forward-looking statements



In order to utilise the 'Safe Harbor' provisions of the United States Private Securities Litigation Reform Act of 1995, Swedish Orphan Biovitrum AB (publ) (Sobi®) is providing the following cautionary statement: This presentation contains forward-looking statements with respect to the financial condition, results of operations and businesses of Sobi. 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.

Strategic business priorities



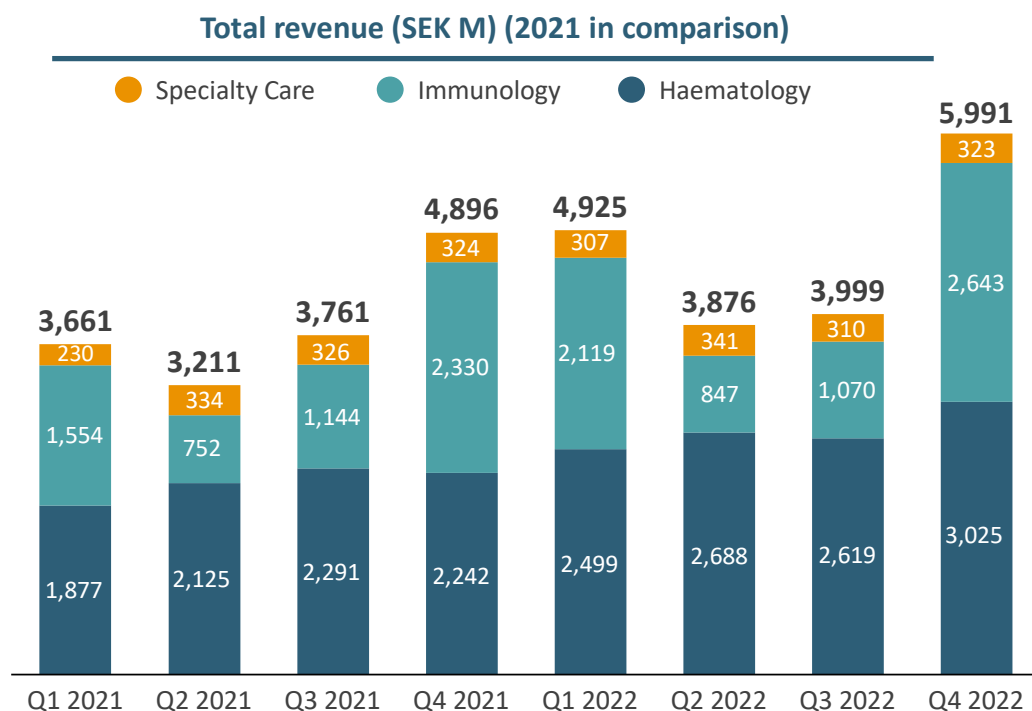
Lead in
Haematology

Capture the
value of the
pipeline

Grow
Immunology

Go global

2022 revenue and EBITA delivered in line with outlook



Amounts in SEK M	FY 2022	FY 2021	Change
Total revenue	18,790	15,529	21%
Gross profit	14,014	12,045	16%
Gross margin ¹	75%	78%	
EBITA adjusted ^{1,2}	6,605	5,575	18%
EBITA margin adjusted ^{1,2}	35%	36%	
Profit for the period	2,638	2,679	-2%
Earnings per share before dilution, SEK adjusted ^{1,2}	10.77	9.08	19%
Operating cashflow	4,576	5,470	-16%
Net debt (+)/net cash (-)	7,406	9,500	

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

2. EBITA 2022 excluding non-recurring items.

Business growth driven by Doptelet in Haematology and geographic expansion




	FY 22	FY 21	Change CER ¹	ratio		FY 22	FY 21	Change CER ¹	ratio
	SEK M	SEK M	%	%		SEK M	SEK M	%	%
Haematology	10,831	8,536	15	58	Europe	7,484	7,011	2	40
– Haemophilia	7,714	7,419	2	41	North America	7,441	6,120	2	40
Immunology	6,679	5,780	-1	35	Rest of world	2,438	1,147	85	13
Speciality Care	1,280	1,213	-5	7	Other²	1,427	1,251	-4	7
Total	18,790	15,529	8	100	Total	18,790	15,529	8	100

1. Change at constant exchange rates (CER) 2. Royalty revenue
Revenue at actual exchange rates; by segment and geographic area

Disciplined portfolio approach



Launch assets and Pipeline fuel future growth



Pipeline: Efanesoctocog Alpha, nirsivimab (royalty stream), SEL 212, indication expansions for Aspaveli[®] and Gamifant[®] and Zylonta[®] about to be launched

Launch and growth assets making good progress (Doptelet[®], Gamifant and Aspaveli)

Solid development in the **Foundation business** (Elocta[®]/Alprolix[®], Synagis[®], Kineret[®])

Extract value out of the **specialty franchise**

Positions in Europe and North America create economic foundation, strong growth engines in International

International

New markets:
China, Japan, Australia, Korea, LATAM



North America

Europe

Geographic expansion 2022



Central and Eastern Europe

Significant expansion of Sobi's Haemophilia disease area, including Elocta and Alprolix

Turkey

Launch of Haemophilia disease area, including Elocta

Japan

Doptelet under regulatory review for chronic liver disease
Empaveli® under regulatory review for paroxysmal nocturnal haemoglobinuria
Distribution agreement with Asahi Kasei Pharma Co

China

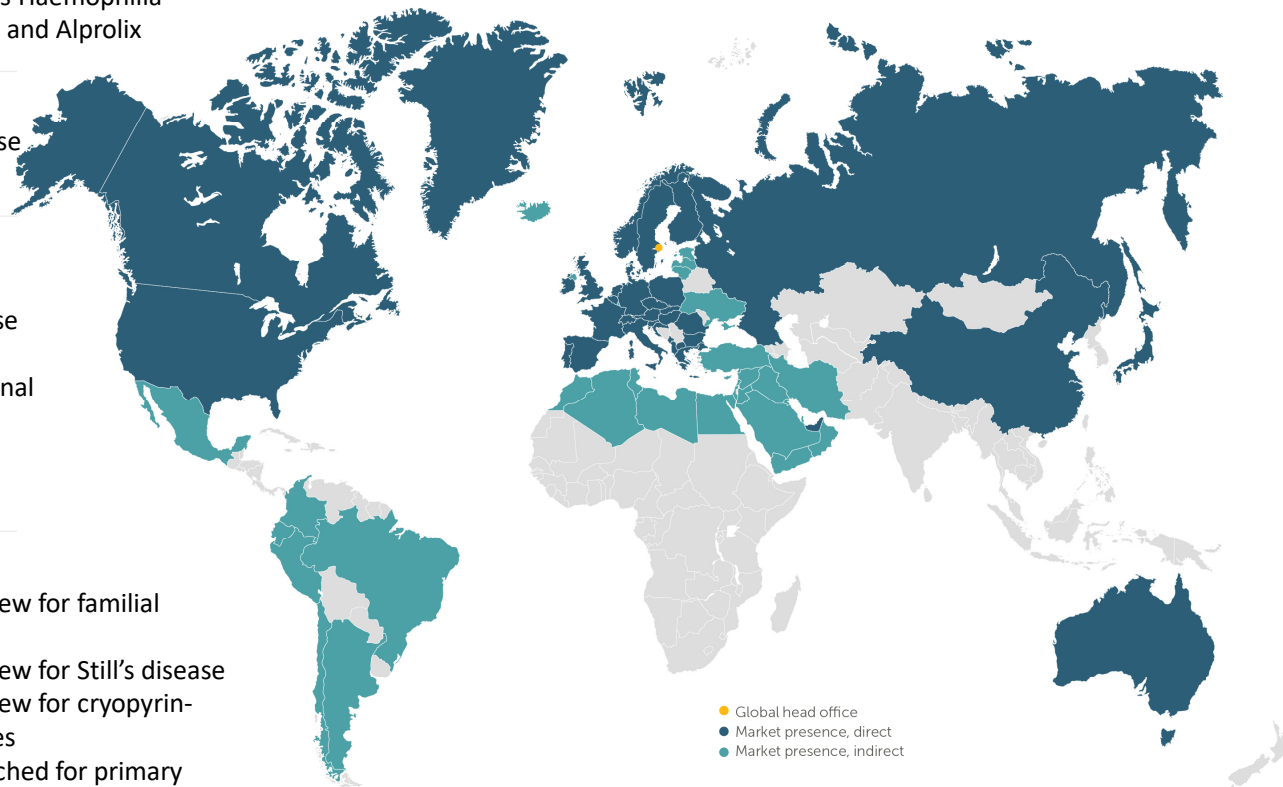
Kineret under regulatory review for familial Mediterranean fever
Kineret under regulatory review for Still's disease
Kineret under regulatory review for cryopyrin-associated periodic syndromes
Gamifant approved and launched for primary haemophagocytic lymphohistiocytosis

Latin America

Implementation of distribution agreement with Pint Pharma signed in December 2021
Empaveli launch in the first quarter of 2023

Australia

Doptelet under regulatory review for chronic liver disease and immune thrombocytopenia
Empaveli approved for paroxysmal nocturnal haemoglobinuria; reimbursed
Kineret approved for rheumatoid arthritis, systemic juvenile idiopathic arthritis and cryopyrin associated periodic syndromes; reimbursed



● Global head office
● Market presence, direct
● Market presence, indirect

Pipeline year end 2022



Phase 2

Aspaveli/Empaveli (pegcetacoplan)

Transplant-associated thrombotic microangiopathy after allogeneic haematopoietic stem cell transplantation

Zynlonta

Diffuse large B-cell lymphoma (front line)

Aspavel/Empaveli (pegcetacoplan)

Amyotrophic lateral sclerosis

Disease area

- Haematology
- Immunology

Phase 3

Zynlonta

Haemophilia A

Aspaveli/Empaveli (pegcetacoplan)

Immune-complex membranoproliferative glomerulonephritis and C3 glomerulopathy.

Aspaveli/Empaveli (pegcetacoplan)

Cold agglutinin disease

Zynlonta

Diffuse large B-cell lymphoma (second line)

Gamifant (emapalumab)

Macrophage activation syndrome in rheumatological diseases

SEL-212

Chronic refractory gout

MEDI18897 (nirsevimab)

Respiratory syncytial virus prevention

Registration

Dopetelet (avatrombopag)

Immune thrombocytopenia (in China)

Dopetelet (avatrombopag)

Chronic liver disease (in Japan)

Aspaveli/Empaveli (pegcetacoplan)

Paroxysmal nocturnal haemoglobinuria (in Japan)

Kineret (anakinra)

Familial Mediterranean fever (in China)

Kineret (anakinra)

Still's disease (in China)



Strategy for sustainable growth



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 Agenda 2030, the UN Sustainable Development Goals and the Paris Agreement

Member of
**Dow Jones
Sustainability Indices**

Powered by the S&P Global CSA

Visionary founding partner

Humanitarian Aid Program



Over 20,200 people reported
treated since programme start



Over 32,800 acute
bleeds treated in 2022



Over 648 surgeries in 2022



Over 661 million IU factor
donated in total



Continued solid progress in Q1 2023



Revenue +6% and -2% at CER¹. Revenue increased by +8% excluding Kineret COVID-19 related sales and Doptelet sales in China

Launch medicines² +66% in Q1, driven by Doptelet

Haemophilia grew by +10%, Aspaveli launch progressing well, SEK 95 M in Q1

Immunology held back by COVID-19 comparison and softer Gamifant sales

Opex disciplined cost control

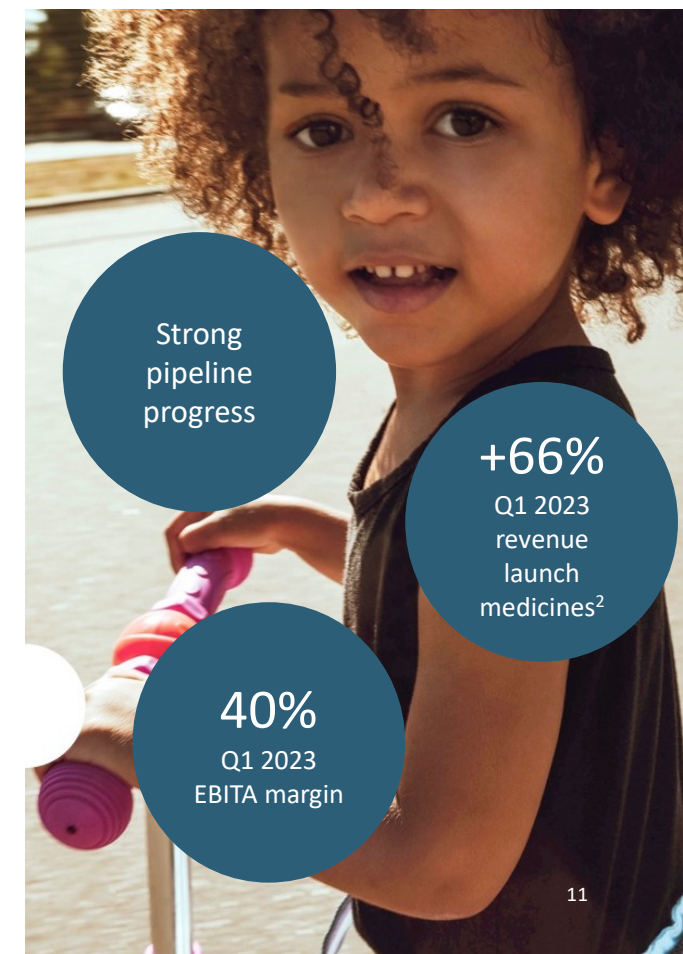
EBITA margin 40% in Q1

Strong pipeline progress:

- **efanesoctocog alfa** US approval (Sanofi) and positive phase 3 study data readout
- **SEL-212** positive phase 3 studies readout
- **nirsevemab** simplified economics and creating strategic flexibility by royalty agreement
- **Empaveli** PNH/**Doptelet** CLD approvals in Japan
- **Gamifant** complete enrolment in the cohort in study 14 – relevant for US filing

2023 outlook solid with continued growth

Continued performance: strong earnings and progress of our pipeline



1. Change at constant exchange rates, (CER) 2. Launch medicines include Doptelet (outside China), Aspaveli, Gamifant and Zynlonta

Pipeline news flow increasing

Anticipated major upcoming pipeline news flow

H2 2023	2024
efanesoctocog alfa – haemophilia A: regulatory submission in the EU	Doptelet – ITP: regulatory submission in Japan
Doptelet – ITP ¹ : regulatory decision in China	Aspaveli/Empaveli – IC-MPGN ³ and C3G ³ : VALIANT phase 3 study data readout
Kineret – FMF ² : regulatory decision in China	Aspaveli/Empaveli – TA-TMA ⁴ : phase 2 study data readout
Gamifant – MAS in rheumatological diseases: EMERALD phase 3 study data readout (Still's disease cohort)	Kineret – Still's disease: regulatory decision in China
Gamifant – MAS in rheumatological diseases: regulatory submission in the US (Still's disease cohort)	Kineret – CAPS: regulatory decision in China
nirsevimab – RSV prevention: regulatory decision in the US (by AstraZeneca/Sanofi)	SEL-212 – CRG: regulatory submission in the US (in first half 2024)

1. ITP; immune thrombocytopenia; 2. FMF; familial Mediterranean fever 3. IC-MPGN and C3G; immune-complex membranoproliferative glomerulonephritis and C3 glomerulopathy 4. TA-TMA; transplant-associated thrombotic microangiopathy after allogeneic haematopoietic stem cell transplantation



Outlook 2023

Outlook excludes Sobi's right to royalty on net sales of nirsevimab in the US



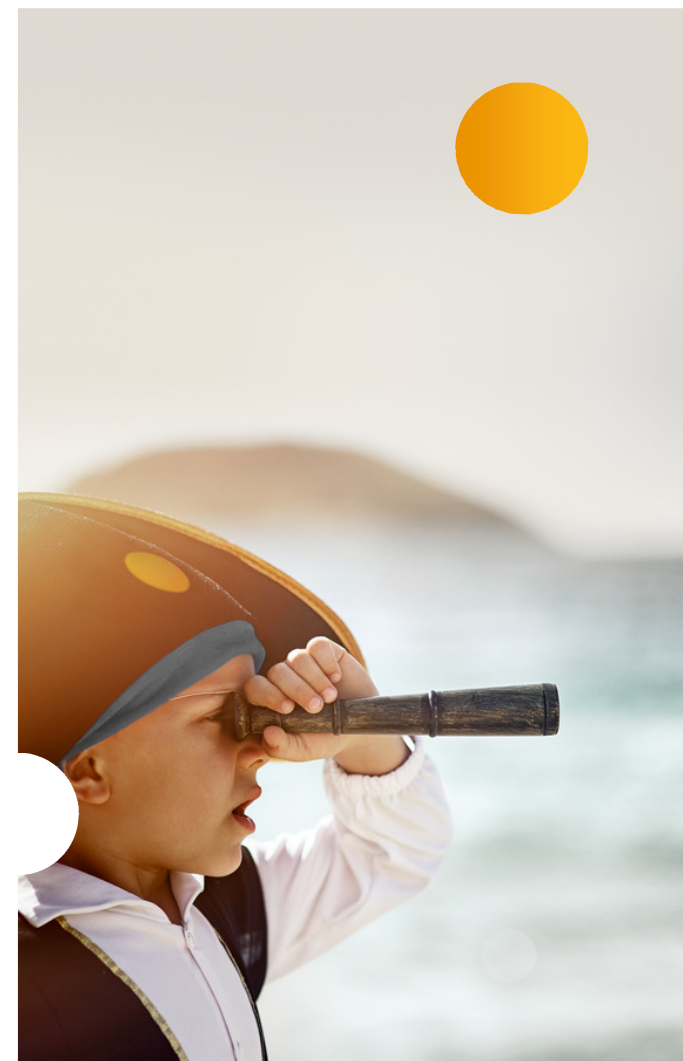
Revenue

Anticipated to grow by a low-to-mid-single-digit percentage at CER¹

EBITA margin adjusted²

Anticipated to be at a low 30s percentage of revenue

1. Constant exchange rates 2. Excluding items affecting comparability



2022 – a good year and a solid future



Revenue +8% at CER¹, Outlook fully met
Launch medicines² +37%

SG&A and R&D Continued cost control
EBITA margin adjusted³ 35%, outlook fully met

Good pipeline progress
News flow to increase in 2023

2023 outlook solid with continued growth

Continued performance:

2022 outlook fully met
2023 outlook solid with continued growth

+37%
launch
medicines²

+8%
revenue at
CER¹

35%
EBITA margin
adjusted³

1. Change at constant exchange rates 2. Launch medicines include Doptelet (outside China), Aspavali and Gamifant 3. Excluding items affecting comparability



Thank you

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