

# APONTIS PHARMA

## The Single Pill Company



**FY21 Preliminary Results**

# Disclaimer

The following presentation, including any printed or electronic copy of these slides, the talks given by the presenters, the information communicated during any delivery of the presentation and any question and answer session and any document or material distributed at or in connection with the presentation (together, the "Presentation"), has been prepared by APONTIS PHARMA AG (the "Company"), is not an offer to sell any securities or an invitation to purchase securities or the solicitation of an offer to buy securities. This Presentation is not an advertisement and not a prospectus for the purposes of Regulation (EU) 2017/1129 of the European Parliament and of the Council of June 14, 2017, as amended.

The Presentation is provided for general information only and does not purport to contain all the information that may be required to evaluate the Company. The information in the Presentation is subject to updating, completion, revision and verification.

No reliance may be placed for any purpose whatsoever on the information or opinions contained or expressed in the Presentation or on the accuracy, completeness or fairness of such information and opinions. To the extent permitted by law and regulation, no undertaking, representation or warranty or other assurance, express or implied, is made or given by or on behalf of the Company, or any of its parent or subsidiary undertakings or the subsidiary undertakings of any such parent undertakings or any of its respective directors, officers, partners, employees, agents, affiliates, representatives or advisers, or any other person, as to the accuracy, completeness or fairness of the information or opinions contained in the Presentation.

None of the Company, its affiliates and advisers, agents and/or any other party undertakes or is under any duty to update the Presentation or to correct any inaccuracies in any such information which may become apparent or to provide you with any additional information. Save in the case of fraud, no responsibility or liability is accepted by any such person for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred, however arising, directly or indirectly, from any use of, as a result of the reliance on, or otherwise in connection with, the Presentation. In addition, no duty of care or otherwise is owed by any such person to recipients of the Presentation or any other person in relation to the Presentation.

The Presentation includes statements that are, or may be deemed to be, forward-looking statements. These statements are based on the current views, expectations and assumptions of the management of the Company and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Actual results, performance or events may differ materially from those described in such statements due to, among other things, changes in the general economic and competitive environment, risks associated with capital markets, currency exchange rate fluctuations and competition from other companies, changes in international and national laws and regulations, in particular with respect to tax laws and regulations, affecting the Company and other factors. The Company does not assume any obligations to update any forward-looking statements. The Presentation includes statistics, data and other information relating to markets, market sizes, market shares, market positions and other industry data pertaining to the Company's business and markets. Unless otherwise indicated, such information is based on analysis by the Company of multiple sources, including certain studies commissioned from third parties (the "Market Reports"). The Market Reports may include and be based on, amongst other things, information obtained from primary interviews and field visits conducted by third parties with industry experts and participants, third parties' secondary market research and internal financial and operational information supplied by, or on behalf of, the Company, as well as information obtained from (i) data providers; (ii) industry associations and country organizations; and (iii) publicly available information from other sources, such as information publicly released by the Company's competitors. To the extent available, the industry, market and competitive position data contained in the Presentation has come from official or third-party sources. Third-party industry publications, studies and surveys generally state that the data contained in them have been obtained from sources believed to be reliable, but that there is no guarantee of the accuracy or completeness of such data. While the Company believes that each of these publications, studies and surveys has been prepared by a reputable source, the Company has not independently verified the data contained therein. In addition, certain of the industry, market and competitive position data contained in the Presentation come from the Company's own internal research and estimates based on the knowledge and experience of the Company's management in the markets in which the Company operates. While the Company believes that such research and estimates are reasonable and reliable, they, and their underlying methodology and assumptions, have not been verified by any independent source for accuracy or completeness and are subject to change without notice. Accordingly, undue reliance should not be placed on any of the industry, market or competitive position data contained in the Presentation. All projections, valuations and statistical analyses are provided to assist the recipient in the evaluation of the matters described in the Presentation. They may be based on subjective assessments and assumptions and may use one among alternative methodologies that produce different results and, to the extent that they are based on historical information, they should not be relied upon as an accurate prediction of future performance.

The distribution of this Presentation in certain jurisdictions is restricted by law. Therefore, it must not be distributed, published or reproduced (in whole or in part) or disclosed by its recipients to any other person for any purpose, other than with the consent of the Company. All trademarks remain the property of their respective owners. By accepting receipt of, attending any delivery of, or electronically accessing, the Presentation, you agree to be bound by the above limitations and conditions and, in particular, you represent, warrant and undertake to the Company that: (i) you will not forward the Presentation to any other person or reproduce or publish this document, in whole or in part, for any purpose; and (ii) you have read and agree to comply with the contents of this notice.

## APONTIS PHARMA Executive Team



### Karlheinz Gast

Chief Executive Officer

- Strategy
- Marketing & Sales
- Human Resources
- Investor Relations



### Thomas Milz

Chief Product Officer

- Business Development
- Market Access
- Medical & Regulatory Affairs
- Product Development



### Thomas Zimmermann

Chief Finance Officer

- Finance
- Supply Chain
- IT
- Compliance



**“Drug non-compliance is a stealth epidemic exacting a heavy toll on the healthcare system – our broad portfolio of Single Pills is designed to help tackle this epidemic”**

# APONTIS PHARMA

## 2021



APONTIS  
PHARMA

IPO at Frankfurt Stock Exchange in May 2021

## 2018



APONTIS  
PHARMA

Gemeinsam für ein besseres Leben

## 2016

UCB  
Innere  
Medizin

Different indicational and local focus led to carve-out in March 2016

## 2006



Acquisition of Schwarz Pharma by UCB S.A. ("UCB") in 2006

## 1946

**SCHWARZ**  
P H A R M A

Family-owned, mid-sized pharmaceutical company focusing on cardiovascular diseases

# APONTIS: A Specialty Pharma Company with Strong Single Pill Focus



- German heritage business of **SCHWARZ PHARMA**
- Formed in 2018
- Acquisition by **PARAGON PARTNERS** from publicly listed **UCB**



- **190 employees**
- Thereof **130 Sales reps**
- **Unique salesforce** approach beyond Single Pills



- **Lean business model** (no production or storage)
- **All functions of pharma** business (R&D, regulatory, quality, medical, market access, sales and beyond)



- Headquarter: Monheim (GER)



- **Single Pill leader in the German market with a focus on cardiovascular diseases (“CVD”)**
- Co-marketing activities



## FY21

- **EURm 51.2** revenues (+31%)
- **EURm 5.9** EBITDA before IPO costs (+490%)
- **270k** Single Pill patients (+55%)

# “No More Grandma’s Muesli” – Single Pill Therapy on the Rise

## Conventional therapy (loose combinations)



### Loose Pills

**A** 5mg / 10mg

**B** 15mg / 30mg

(Available dosages)

Pill 1  
Substance A



Pill 2  
Substance B



Pill 3  
Substance C



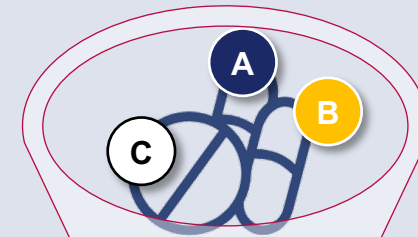
**VS.**

**20-50%**  
adherence

## Single Pill therapy

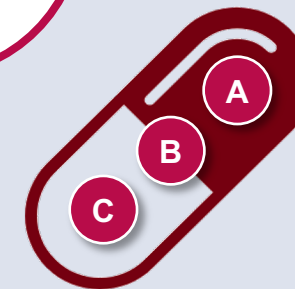


**70-80%**  
adherence



### Single Pills

- SP1** 5mg + 15mg
- SP2** 5mg + 30mg
- SP3** 10mg + 15mg
- SP4** 10mg + 30mg



# Single Pills' High Effectiveness and Increased Health Benefits Confirmed

Full publication available



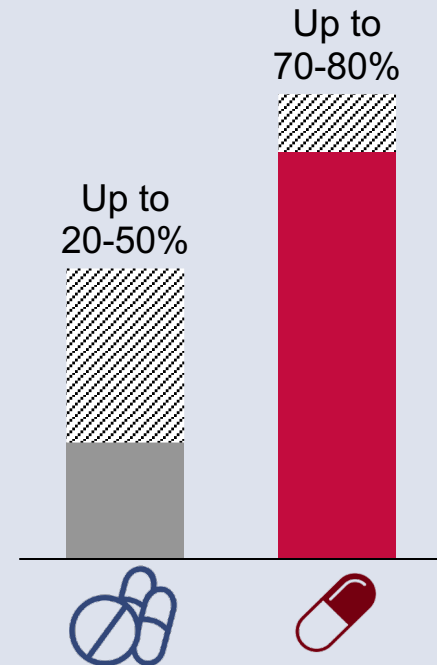
- **60,000** participants
- Led by **IPAM/ INGRESS** – Institute based on **AOK PLUS** health insurance data
- Data on adherence collected over 1 year
- 7 different Single Pills and 8 clinical outcomes

### Key findings:

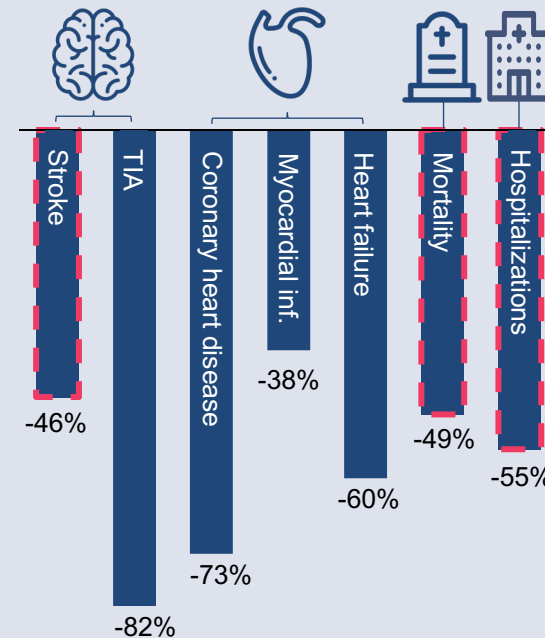
- ✓ Greater adherence to therapy
- ✓ Better prognosis for patients
- ✓ Lower overall patient cost

## Therapy Adherence Driven by Single Pills Is Proven to lead to Significant Health Benefits for Patients while Reducing Overall Cost

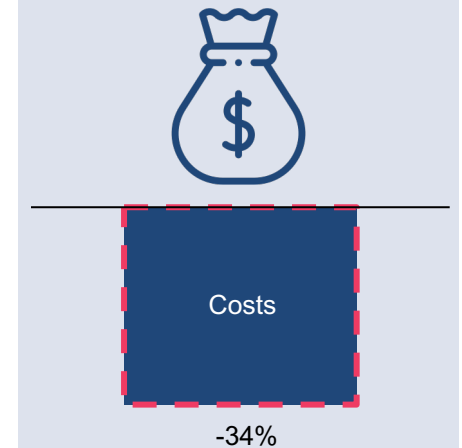
### Adherence to therapy in %



### Reduction of the event rate in %<sup>1</sup>



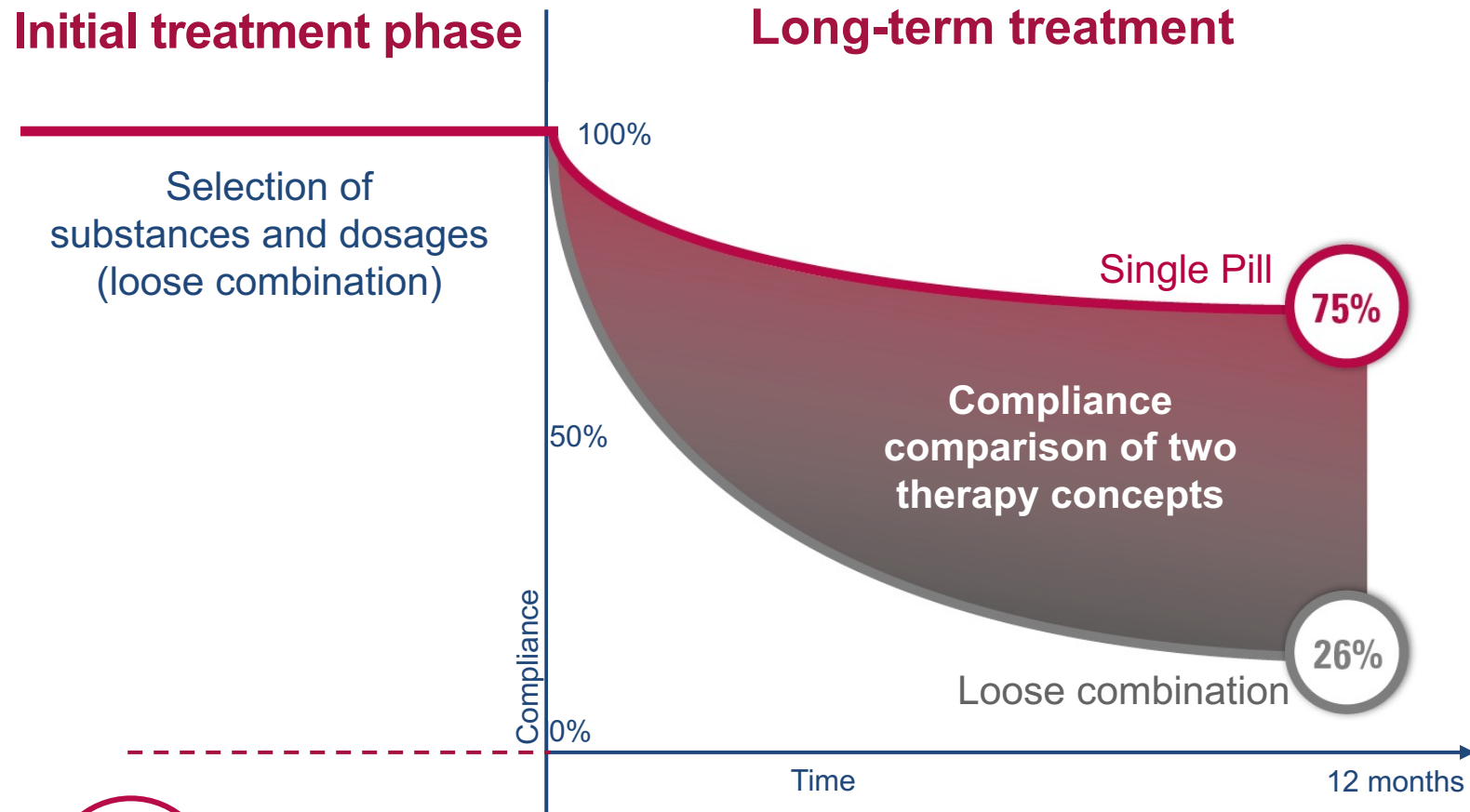
### Cost reduction in %<sup>2</sup>



Notes: (1) Reduction is understood as a change up to the respective percentage figure indicated and compared to event rate of conventional treatment with multi pill therapy

(2) Cost reduction is reflecting total costs (hospital costs, office-based costs, medication costs and costs for curative means and aids) per patient per year in Germany

# APONTIS PHARMA's ambition: Single Pills to become the first choice for long-term treatment



**Mortality**  
up to  
**-49%**  
in favor of  
Single Pill  
vs. loose  
combination



**SUBSTITUTION by Single Pill: Replace loose combination by long-term SINGLE PILL treatment**



# APONTIS Has a Unique and Powerful Position in the Single Pill Market

	 <b>Big pharma</b>		 <b>Generics producers</b>
<b>Business model</b>	<ul style="list-style-type: none"> <li>Innovation leader in the development of novel drugs</li> <li>Focus on blockbuster products</li> </ul>	<ul style="list-style-type: none"> <li>Core focus on development and promotion of Single Pills</li> <li>Strong contact to key decisions makers</li> </ul>	<ul style="list-style-type: none"> <li>Reproduction of drugs after patent expiration</li> </ul>
<b>Single Pill interest</b>	<ul style="list-style-type: none"> <li>Limited interest in Single Pill market (size, value, etc.)</li> <li>Interest through co-marketing or acquisition of pharma specialist</li> </ul>	<ul style="list-style-type: none"> <li>Single Pills at the core of the business model</li> <li>Wide range of existing Single Pills</li> </ul>	<ul style="list-style-type: none"> <li>Single Pills replace generic loose combinations which decreases interest to tap into market</li> <li>Sales force focused on pharmacist</li> </ul>
<b>Sales force focus</b>			
<b>Level of competitive risk in Single Pill market</b>	<ul style="list-style-type: none"> <li>Access only to specialists</li> <li>Long development process</li> <li>No new hypertension drug in the pipeline for next 10 years</li> <li>Not innovation can deliver medical added value but increased compliance</li> </ul>	<ul style="list-style-type: none"> <li>Access to key decision makers</li> <li>Clear product credibility</li> <li>Single Pills core of business model</li> </ul>	<ul style="list-style-type: none"> <li>No access to key decision makers: Pharmacist can swap generics but only GP prescribes drugs</li> <li>One step behind APONTIS in chain</li> <li>Lacking know-how in product selection/ go-to-market</li> </ul>

Source: Company information

# Sales Force with Excellent Access to Physicians Driven by Holistic Approach



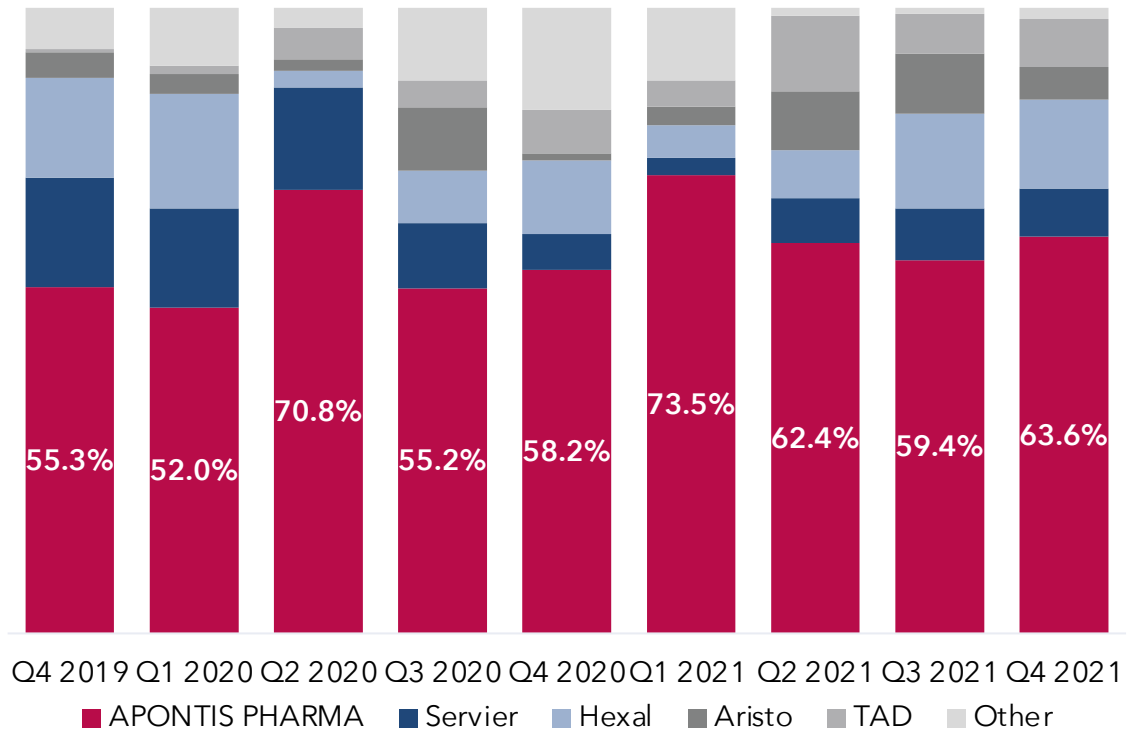
## Sales force position : Entry barrier and key strength

- **Strongest sales force in Germany** with 130 reps leveraging unique multi channel approach
- Experience and good relationship to **23,000 physicians** in Germany

## Value-adding services “beyond the pill” for patients and physicians

- Optimization of **patient management**
- Optimization of **doctors’ office processes**
- Consulting on **hygiene certification**
- **Cardio-pulmonary reanimation training**

## Strong Share of Voice Position in Single Pill Market\*



Source: Company information; \* IPSOS/ GPI – reflecting the share of voice with GPs (Q3 2021 in preparation)

## APONTIS PHARMA with successful financial year 2021



- **Single Pill** revenues **grow significantly** by **65%** to **EUR 31.5 million**
- Single Pill revenues **share increases** to **62%** (2020: 49%)
- **270 thousand patients** treated with **Single Pills from APONTIS PHARMA** (2020: 174 thousand)








- **Total revenues** grow **strongly** by **31%** to **EUR 51.2 million** according to preliminary calculations
- **EBITDA** increases to **EUR 5.9 million** before IPO costs (2020: EUR 1.0 million)
- **EBITDA margin** before IPO costs **improves to 11.5 %** (2020: 2.6 %)







**Single Pills as growth driver**

# Single Pill Portfolio 2021 in Detail

				
Revenue 2021	EUR 6.0m	EUR 5.4m	EUR 1.7m	EUR 1.5m
vs. PY	+11%	+60%	+1%	+16%
Gross Profit	89%	67%	71%	72%

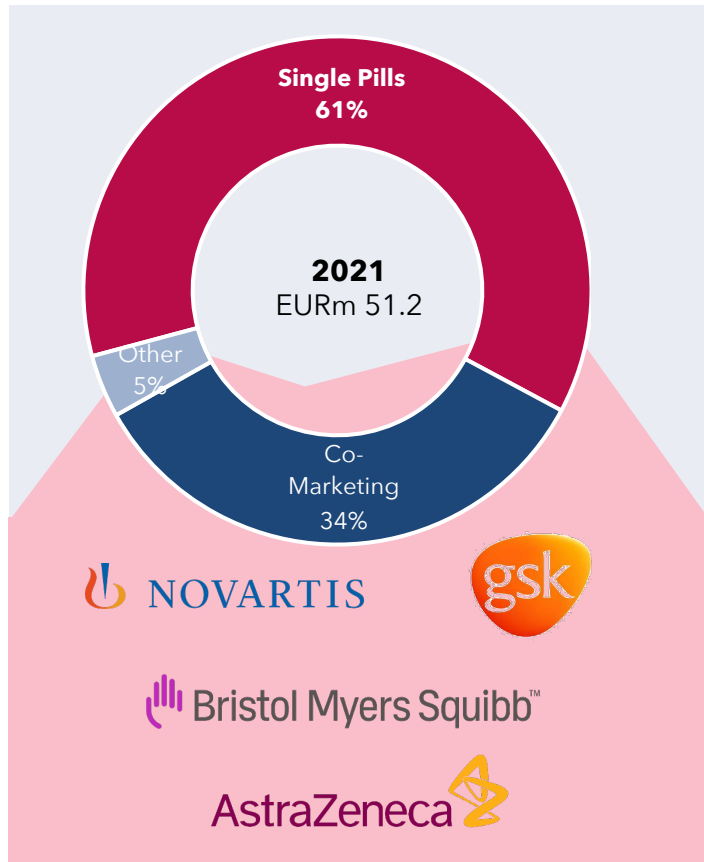
			
Revenue 2021	EUR 0.8m	EUR 1.5m	EUR 14.4m
vs. PY	+82%	+74%	+153%
Gross Profit	62%	74%	75%

Notes: (1) Main application essential hypertension

Source: Patient INSIGHTS Analytics (PIA). A web-based pharma tool from INSIGHT Health GmbH & Co. KG

# Co-Marketing Leverage: Big Pharma Utilizes APONTIS Salesforce to Maximize Reach

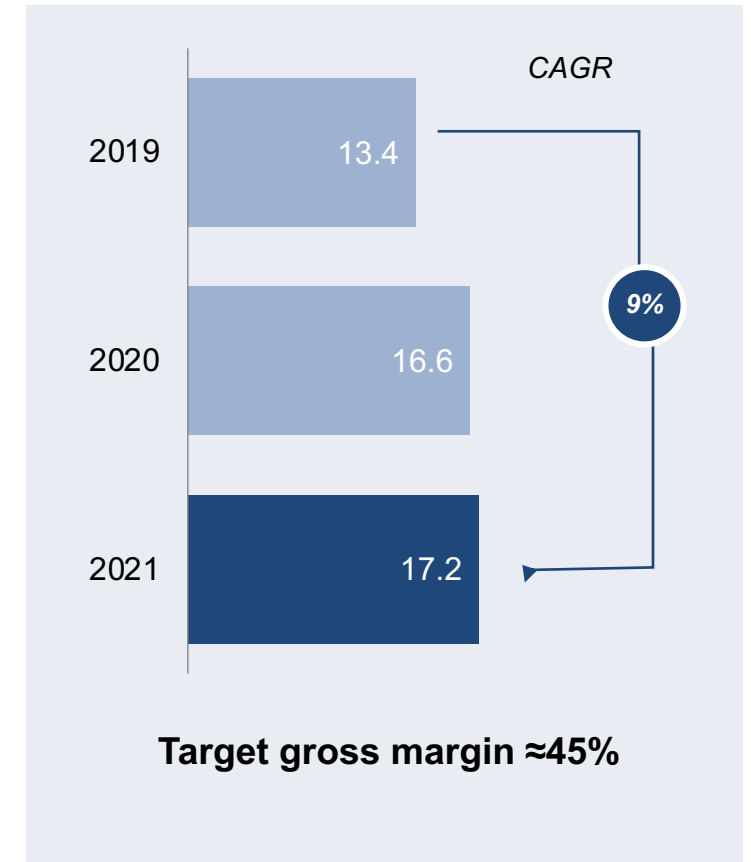
## FY21 Group Revenue



## Co-Marketing Activity

- **Big Pharma** continue to **request APONTIS' ability to co-market other pharma products**
- Proof of APONTIS **Salesforce leadership** and **barriers to entry**
- Single Pill and Co-Marketing are **synergistic** as combined marketing deepens **sales relationships**
- **Additional** ongoing stable high-margin revenue stream
- Example co-marketed products include
  - Ulunar
  - Jalra
  - Icandra

## Co-Marketing Revenue Target



## APONTIS PHARMA Outlook



- Forecast **2022**: Revenue **growth** to **EUR 55.3 million** and **EBITDA** of **EUR 5.5 million**



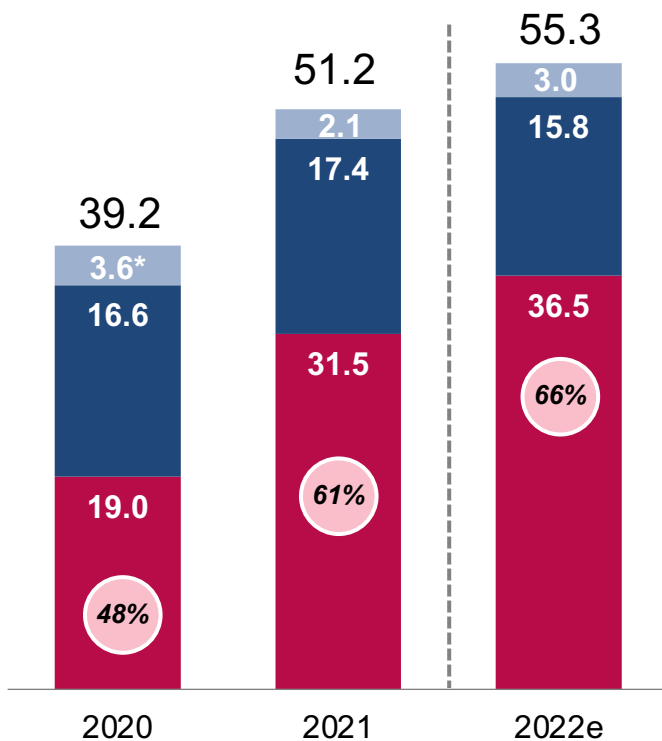
- **Medium-term** target of **EUR 100 million** in revenues and **30% EBITDA margin** by 2026 reaffirmed



**Portfolio target of 20 Single Pills in 2026**

# FY21 Forecast Exceeded and Well on Way to Medium-Term Target of around 30%

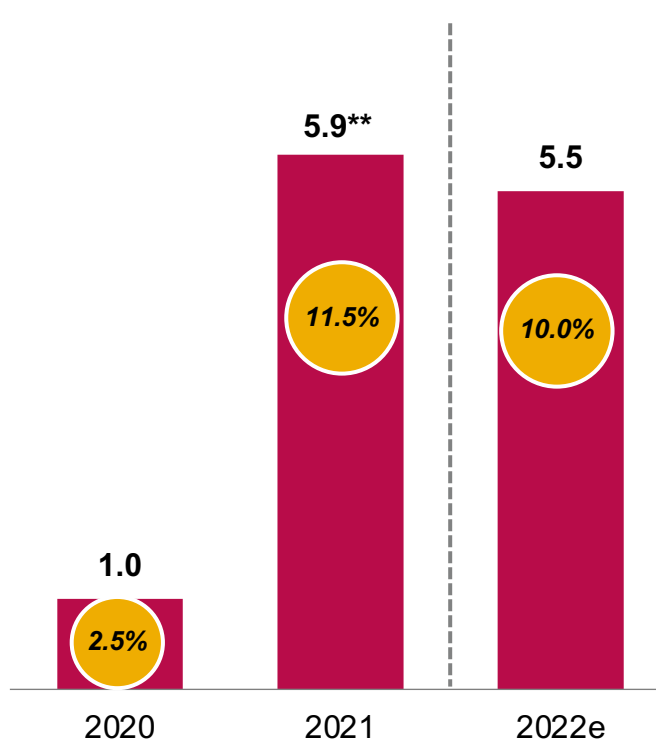
## Group Revenues (in EURm)



% Single Pills % share of group sales


Single Pills Co-Marketing Other

## Group EBITDA (in EURm)



EBITDA EBITDA margin

## Mid-term Targets

 **Single Pill revenue share**  
85 - 90%

 **Gross margin**  
+70%

 **EBITDA margin**  
≈30%

**S&M: ≈25%** (FY21: 41%)

**G&A: ≈ 10%** (FY21: 22%)

**R&D: ≈ 5%** (FY21: 1%)

Notes: \* 2020 y-o-y Other decline following expiry of DAFIRO co-marketing; no impact in current financial year / \*\* EURK 500 stock in trade increase at wholesaler  
Group figures for FY21 are unaudited and preliminary. Rounding differences may occur.  
Source: Company information, unaudited financials

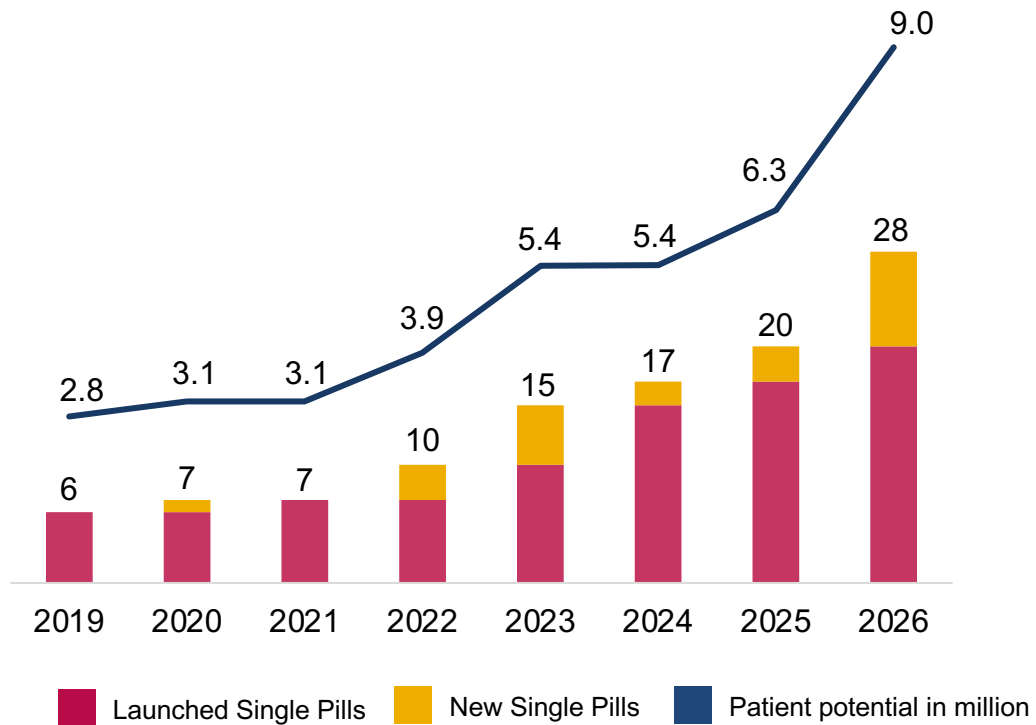
# BUSINESS RATIONALE – DEEP DIVE



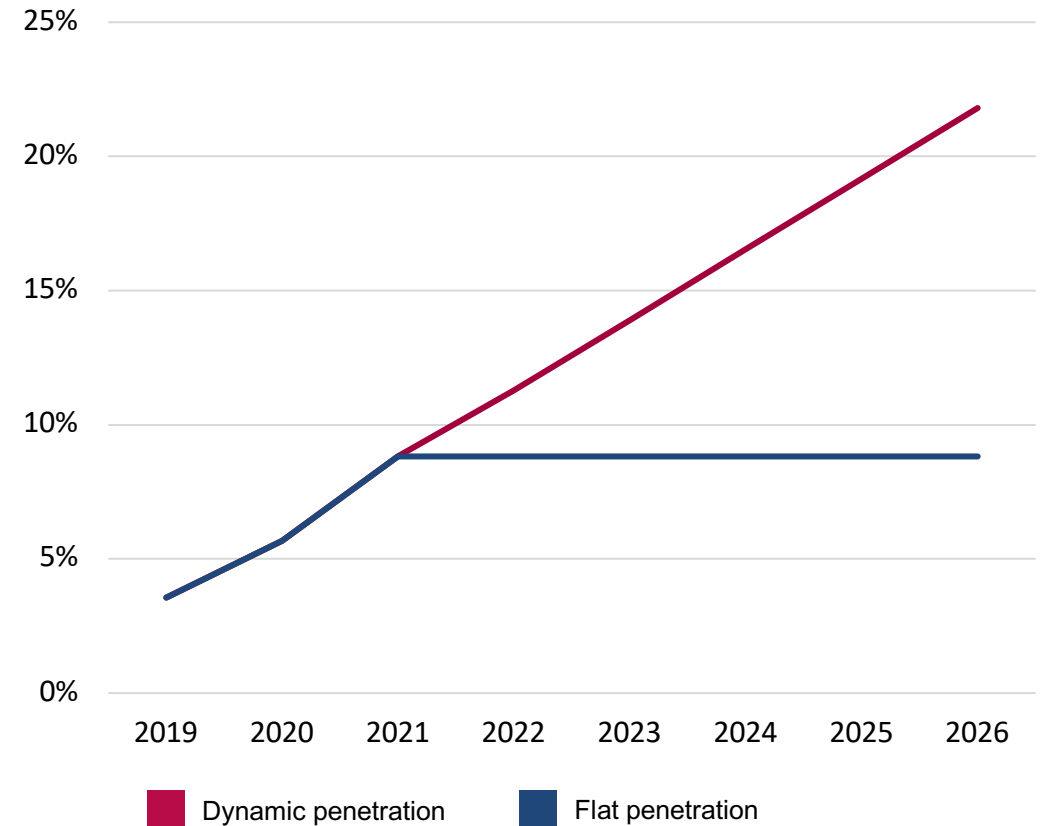


# APONTIS PHARMA Single Pill Portfolio – Moving forward

## Patient potential of Single Pill products and pipeline

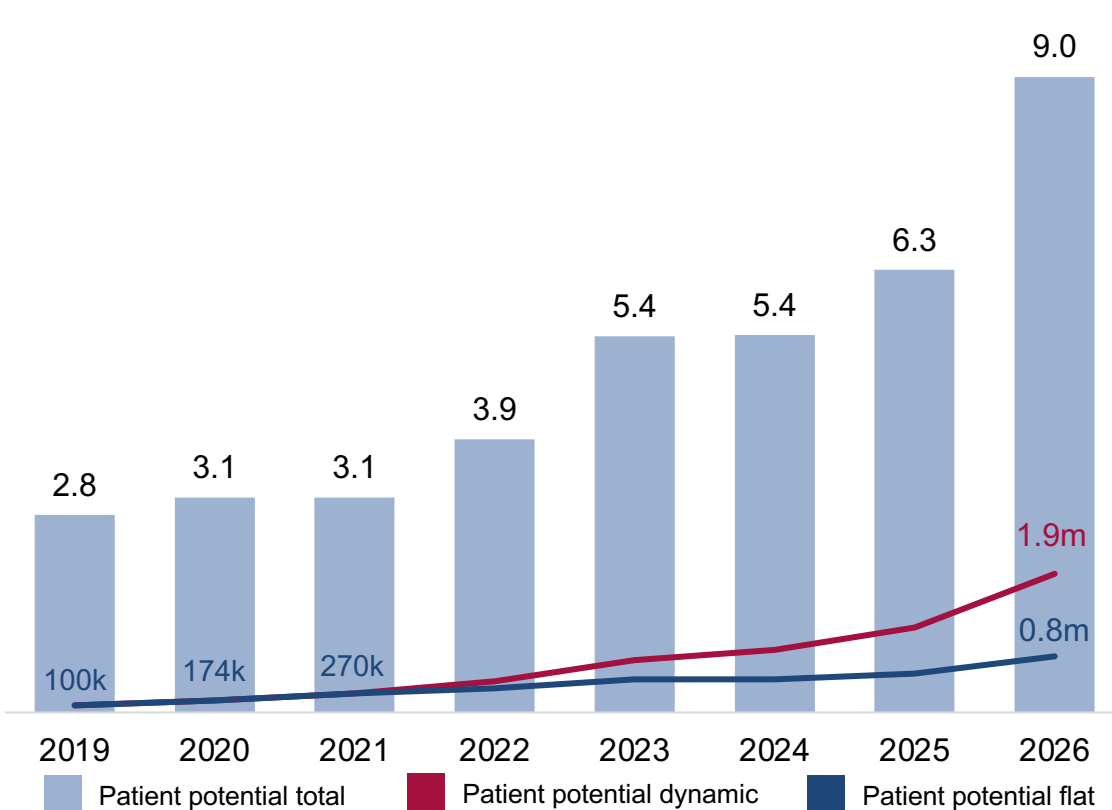


## Potential Single Pills penetration rate

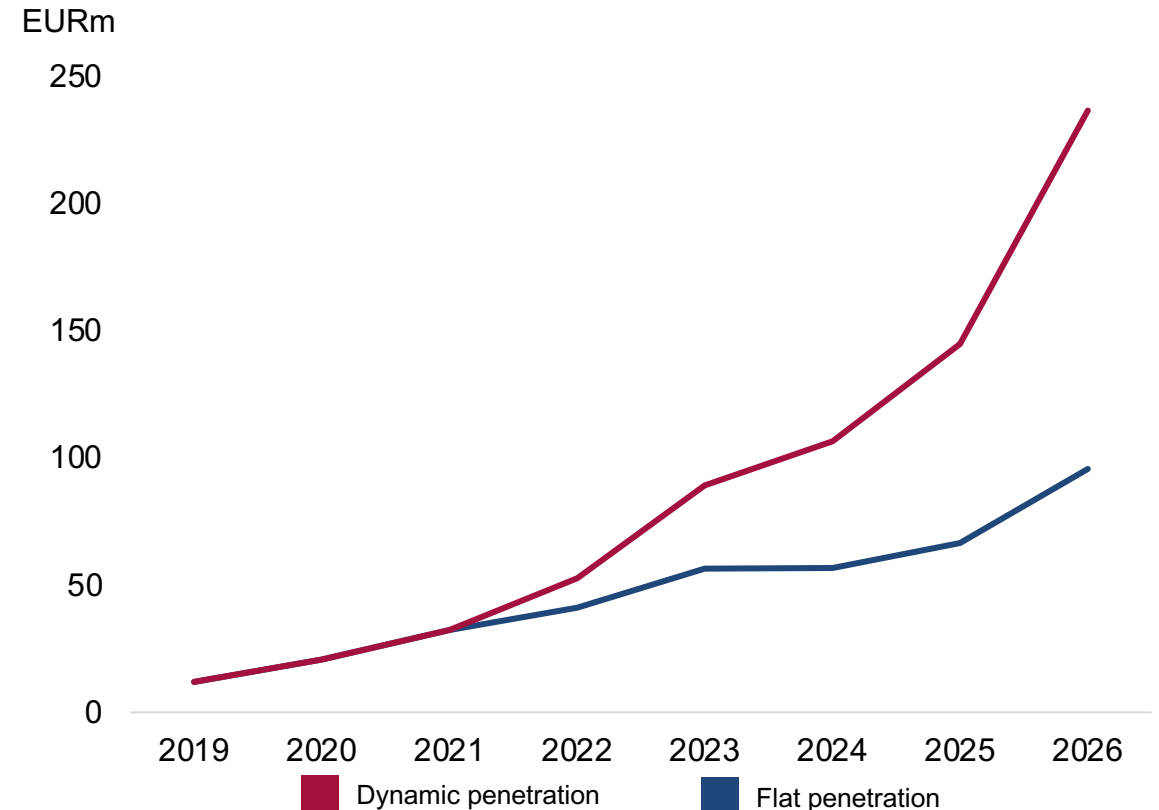


# APONTIS PHARMA Single Pill Portfolio – Moving forward

Single Pill products and pipeline potential in million in relation to penetration



Single Pill products and pipeline revenue potential in relation to penetration














# APONTIS PHARMA: The Single Pill Strategy – Repeating Success



Many more commonly used combinations are only available as loose combinations – APONTIS can leverage existing know-how and market access to new Single Pills

# The Development of a Single Pill: Many Steps – One Goal

 Indicates APONTIS' responsibility


- |  |   |  |   |
|--|---|--|---|
| <p><b>1</b>  Idea</p> <p> Medical, Economical, Patent Valuation</p> <p> Commissioning</p> | <p><b>2</b>  Development / pharmaceutical formulation</p> <p> Bioequivalence study</p> <p> Drug-Drug Interaction study (if necessary)</p> <p> Clinical Phase III study (if necessary)</p> <p> Preparation of registration dossier</p> <p> Monitoring of the development steps</p> | <p><b>3</b>  Approval process</p> | <p><b>4</b>  Market launch</p> |
|--|---|--|---|



### Key Characteristics

- Development cycles of 3.5 - 5 years of own Single Pills from scratch
- Usually payment in milestones
- 10 years of data protection

## Short-term Pipeline: Accelerating the Development of Single Pills

Field of application 	AmloAator	RosuASS	Tonotec Lipid	Rosazimib	Caramlo HCT	Caramlo Lipid
Planned market launch	Q2 2022	Q2 2022	Q2 2022	Q1 2023	Q3 2023	Q4 2023
Status	<ul style="list-style-type: none"> <li>Marketing Authorisation transferred; production process in preparation</li> <li>Trademark = ownership APONTIS</li> </ul>	<ul style="list-style-type: none"> <li>Marketing Authorisation transferred; production process in preparation</li> <li>Trademark = ownership APONTIS</li> </ul>	<ul style="list-style-type: none"> <li>Registration submission process already started</li> </ul>	<ul style="list-style-type: none"> <li>Negotiations with supplier, already developed in Europe</li> </ul>	<ul style="list-style-type: none"> <li>Dosages split across two suppliers, development ongoing</li> </ul>	<ul style="list-style-type: none"> <li>Supplier contract signed, development ongoing</li> </ul>
Competitive environment	<ul style="list-style-type: none"> <li>No other Single Pill provider with this combination</li> </ul>	<ul style="list-style-type: none"> <li>No other Single Pill provider with this combination</li> </ul>	<ul style="list-style-type: none"> <li>No other Single Pill provider with this combination</li> </ul>	<ul style="list-style-type: none"> <li>Other Single Pill provider with this combination</li> </ul>	<ul style="list-style-type: none"> <li>No other Single Pill provider with this combination</li> </ul>	<ul style="list-style-type: none"> <li>No other Single Pill provider with this combination</li> </ul>
Patient potential <sup>2</sup>	437k	100k	661k	151k	330k	486k
Total development cost	EURm 0.3 (exclusive licensing agreement)	EURm 0.4 (semi-exclusive licensing agreement)	EURm 1.9	EURm 0.0 (exclusive licensing agreement)	EURm 1.3	EURm 2.5
Mid-term annual revenue potential	<b>EURm 3.2</b>	<b>EURm 2.5</b>	<b>EURm 5</b>	<b>EURm 3</b>	<b>EURm 9</b>	<b>EURm 3</b>

# Mid-term Development Pipeline: Continuous Market Opportunities

## Development candidates

Product	Patient potential (in k, substance level)	Project status	Revenue potential (in EURm, peak sales)
AP - T 03	360	in development	8.0 – 10.0
AP - T 04	100	to be discussed	3.5 – 4.5
AP - T 05	50	to be discussed	2.5 – 3.5
AP - T 06	15	to be discussed	1.5 – 2.5
AP - T 07	35	in negotiations	2.5 – 3-5
AP - D 05	780	in close negotiation	8.0 – 10.0
AP - D 06	740	in close negotiation	7.5 – 9.5
AP - D 07	610	in negotiation	6.0 – 8.0
AP - D 08	200	in negotiations	6.0 – 8.0
AP - D 09	160	to be discussed	2.0 – 3.0
AP - D 10	510	in negotiation	6.0 – 8.0
AP - T 08	165	in negotiation	5.0 – 6.0
AP - T 09	165	in negotiation	4.5 – 5.5
AP - D 11	640	in negotiation	8.0 – 10.0

# Mid-term Development Pipeline: Continuous Market Opportunities

## Exclusive licensing agreements

Product	Patient potential (in k, substance level)	Project status	Revenue potential (in EURm, peak sales)
AP - D 02	50	in negotiation	1.0
AP - D 03	500	in negotiation	8.0 – 10.0
AP - D 04	100	in negotiation	2.0 – 3.0
AP - T 08	90	in negotiation	7.5 – 8.5
AP - D 12	1,100	in negotiation	5.0 – 6.0
AP - D 13	100	to be discussed	1.0
AP - D 14	65	in negotiation	4.0 – 5.0
AP - T 10	40	in negotiation	4.0 – 5.0
AP - D 15	90	in negotiation	4.0 – 5.0
AP - T 11	30	in negotiation	3.0 – 4.0

## APONTIS PHARMA: 3fold Acquisition Strategy



**Acquisition of already launched Single Pills from other companies**



**Acquisition of products which need promotion from our sales force in Germany**



**Acquisition of established brands which are a perfect fit to APONTIS PHARMA's business**



**APONTIS PHARMA cash position of around EUR 30m**



# FINANCIALS

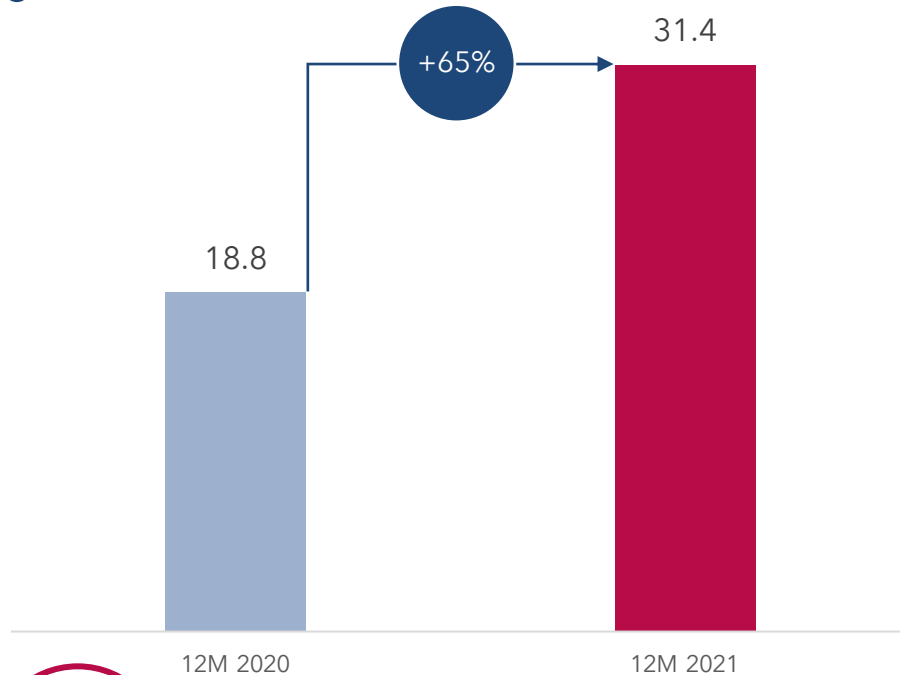


# Single Pills Revenues: Great Demand for New Developments

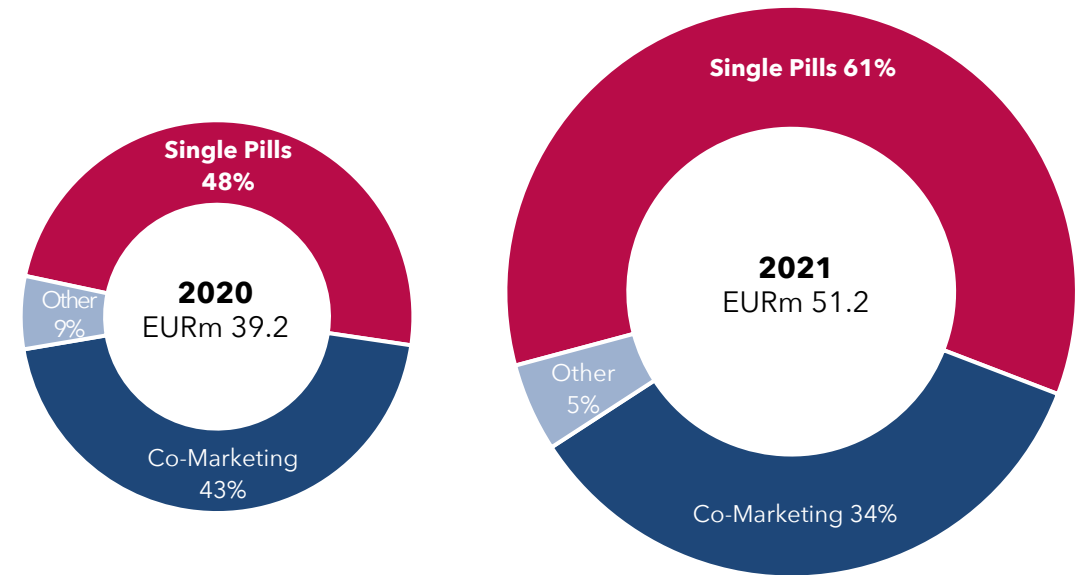
## Single Pill Revenues (in EURm)

(in EURm)

● Growth



## Single Pills Revenue Share



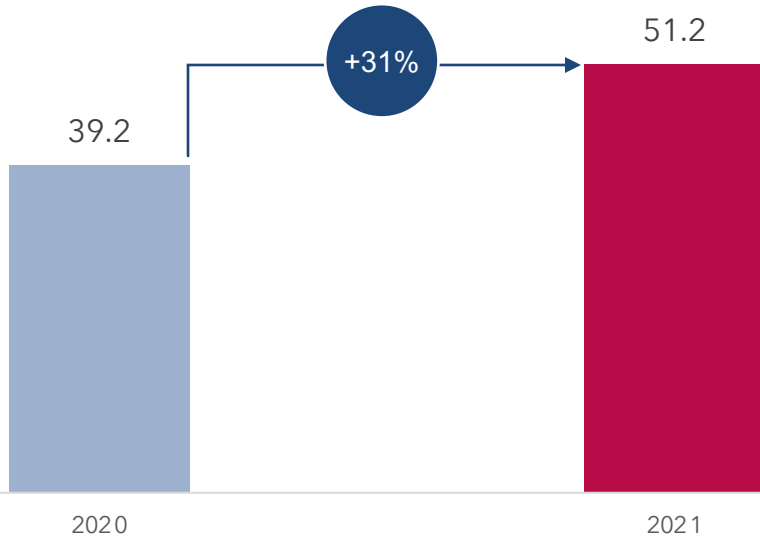
**Growth continues to significantly outpace pharmaceuticals and prescription drugs - Market-leading sales force increased share of voice in pandemic-affected environment**

# High-margin Single Pills Drive Operating Profitability Disproportionately

## Group Revenues (in EURm)

(in EURm)

● Growth

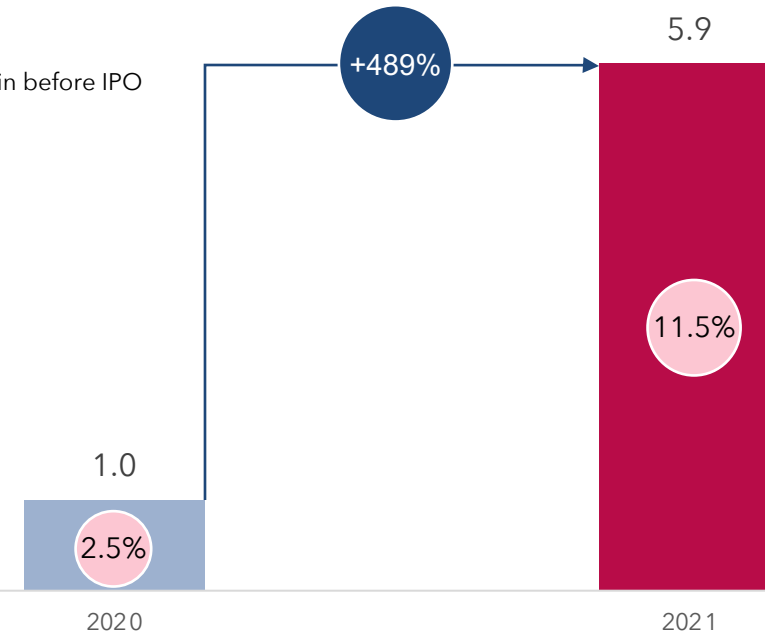


## Group EBITDA before IPO costs (in EURm)

(in EURm)

● Growth

● EBITDA margin before IPO costs

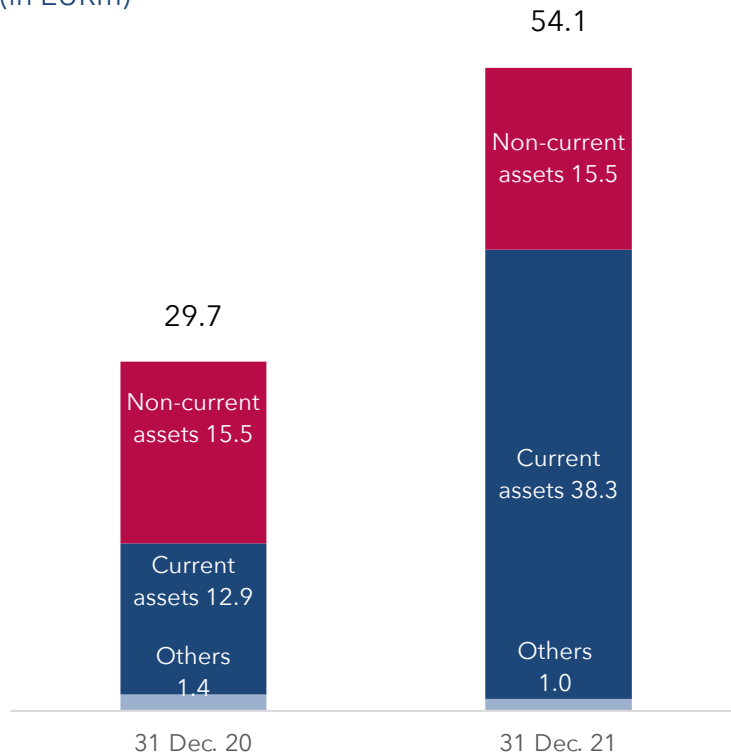


**Increased outlook FY2021 exceeded: EURm 0.5 pull-forward effect from inventory build-up by wholesalers in response to capacity bottlenecks experienced by competitors**

# Solid Financial Position: Well-Funded for Planned Activities

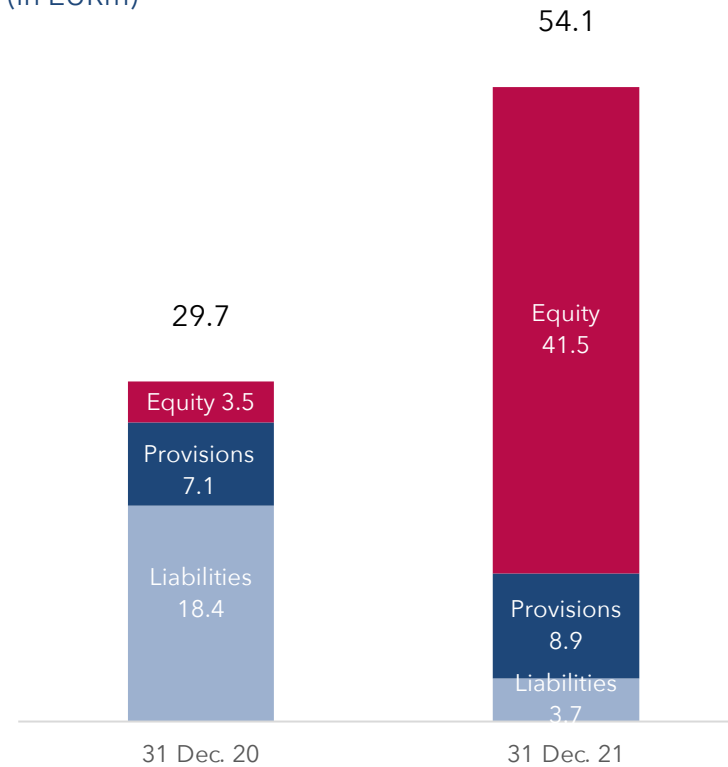
## Assets (in EURm)

(in EURm)



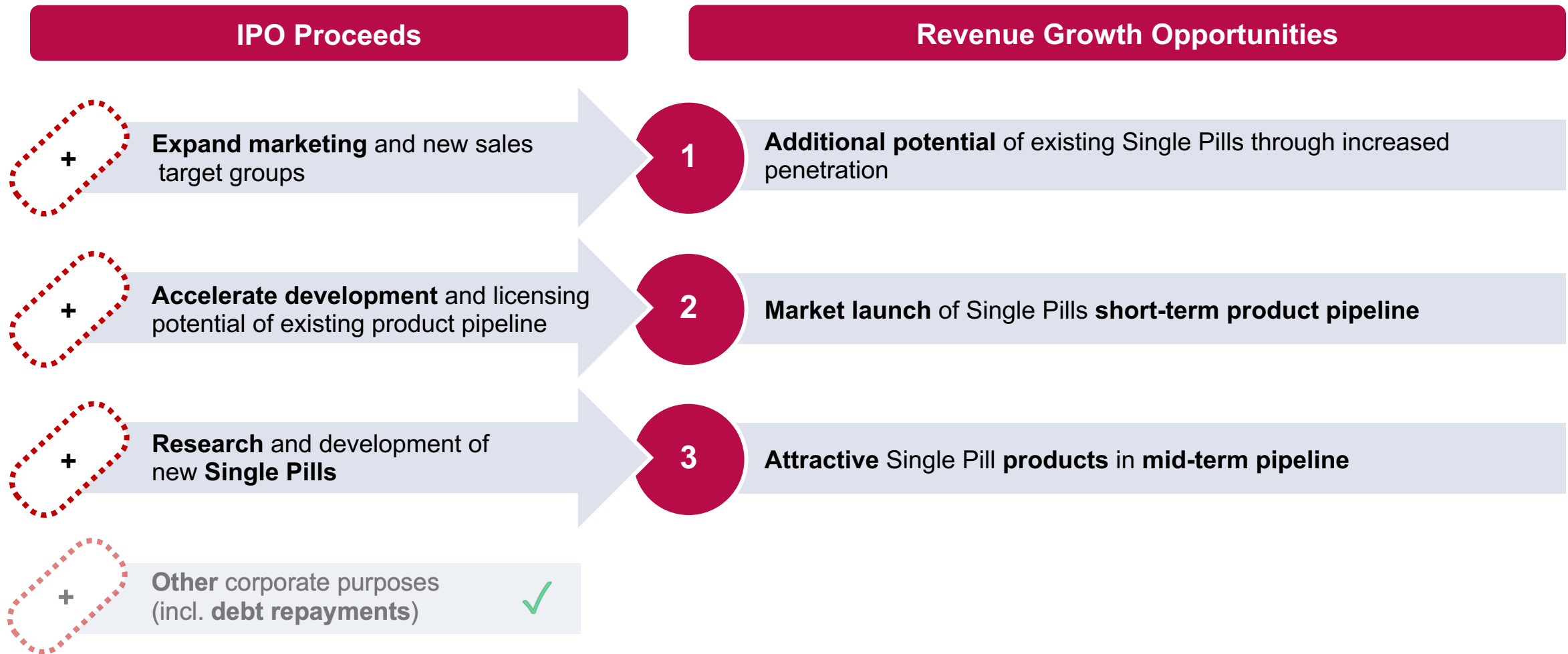
## Equity and Liabilities (in EURm)

(in EURm)



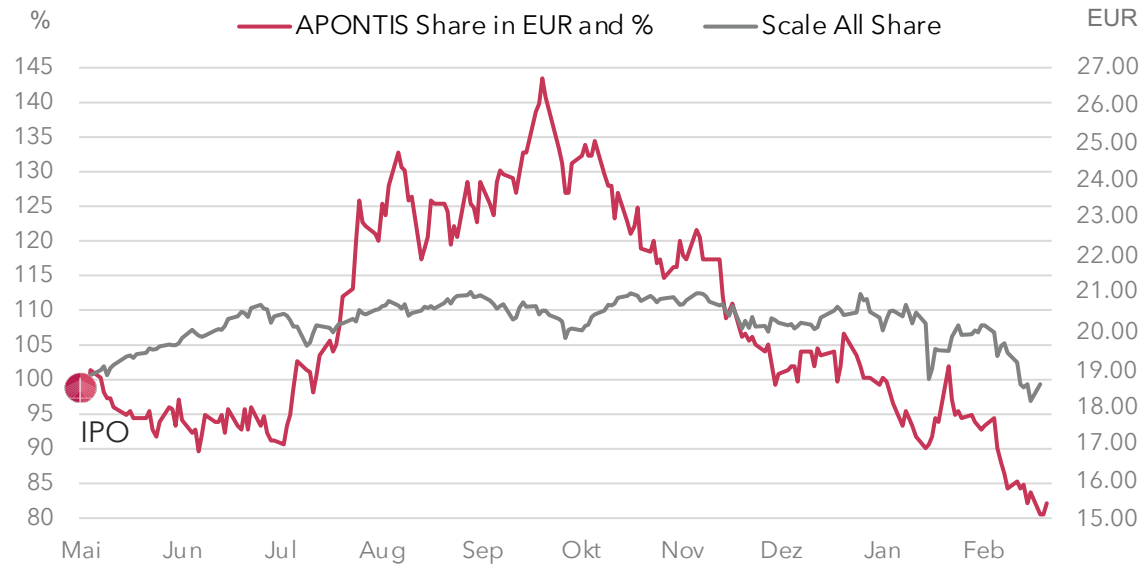
- **Increase in assets driven by IPO as well as increasing business activity**
- **Increase in current assets attributable to the to growing business activity.**
- **Equity ratio at 75.3% significantly increased**
- **Liabilities decreased by 80%, in particular, liabilities to shareholders were completely reduced**

# Next Steps Towards Mid-Term Growth Targets 2026



# APONTIS PHARMA on the Capital Market

## Share price performance (IPO to date)




## Share price information (IPO to date)


Issue Price		<b>EUR 19.00</b>
Low	24 February 2022	<b>EUR 15.00</b>
High	28 September 2021	<b>EUR 27.80</b>
Close	02 March 2022	<b>EUR 15.40</b>
Performance		<b>-18.9%</b>
Market Cap		<b>EUR 130.9 Mio.</b>


# Investment Highlights

- 


**Single Pills** improve life expectancy of patients while lowering the healthcare total cost burden
- 

**First mover and category leader in Germany for Single Pills** with a focus on cardiovascular diseases (“CVD”)
- 

**Most comprehensive Single Pill portfolio in the market protected by high entry barriers** due to intellectual property, long lead times with development cycles of 3.5 - 5 years and best in class sales team
- 

**Attractive growth prospects** resulting from aging population, hypertension as a major chronic health issue and the high Single Pill adoption rates
- 

**High visibility on growth** driven by significant potential to **increase market share** with existing products and a **full product pipeline** with new Single Pill products to be launched short term as well as medium-term
- 

**Scalable business model with highly attractive unit economics** to support 30% EBITDA margins in the medium-term
- 

Strong strategic push to **accelerate the commercialization and development of the product pipeline** with **attractive payback times per Single Pill product** of 2 years on average

# ESG criteria as integral part of APONTIS PHARMA'S DNA – EXTENSION EXISTING MISSION FOR SOCIETY



## Environment

- Less packaging: Single Pills save up to 66% of packaging; in addition, APONTIS PHARMA discontinuation of smaller package sizes
- Waste recycling and reduction in offices
- Corporate fleet: CO<sub>2</sub> emission cap with binding limit according to Euro 6D emission standard
- Reduction of paper consumption in offices
- Production exclusively in Europe enables reduction of transports

### Our Future Goals

- Expansion of corporate fleet to include e-cars



## Social

- Employee health and safety protection: burn-out risk analysis, health promotion initiatives, ergonomic workstations, corporate physicians
- Help/contact point for problems – counseling center
- Strictly ensuring compliance with central labor rights
- Diversity in the workplace
- Hygiene seminars and CPR trainings in doctors' offices

### Our Future Goals

- Promotion of community development and cultural customs (e.g., NGO orphanages, Christmas fairs)
- Expansion of (medical training programs for employees)
- APONTIS PHARMA foundation to promote scientific research through awards



## Governance

- Compliance Officer appointed; Code of Conduct established
- Adherence to pharmaceutical industry association code of conduct
- Strictly ensuring anti-corruption law for employees dealing with physicians
- Acting in accordance with the German Corporate Governance Code
- Regular visits of suppliers to ensure quality of products and sustainable manufacturing conditions

### Our Future Goals

- Continuous development of IT security
- Introduction of code of conduct for employees
- Implementation of ESG reporting



“At APONTIS PHARMA, our mission is not only to save lives, but we strive „together for a better life“.