

# APONTIS PHARMA

The Single Pill Company



# APONTIS PHARMA Executive Team



**Thomas Milz**

Chief Product Officer

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



**Karlheinz Gast**

Chief Executive Officer

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



**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”



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



- **Single Pill leader** and a **first mover** in the German cardiovascular diseases market (CVD) **with 10 Single Pills** in the portfolio
- **Strong evidence** of treatment concept based on **several studies**



- **Strong pipeline development since IPO**
- 3 new Single Pills submitted
- 4 new developments started
- 5 licence agreements
- >20 Single Pills in 2026



- **Additional business activities**
- Co-Marketing,
- Co-Promotion,
- Fee for Call



- **190 employees**
- Thereof **130 Sales reps**
- **Unique salesforce** approach beyond Single Pills
- **Headquarter:** Monheim (GER)



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

**FY22**

- **EURm 55.7** revenues (+8.8%)
- **EURm 5.6** EBITDA
- Single Pill revenues **EURm 36.5 (+16.1%)**



# APONTIS PHARMA

## The Single Pill company

### Single Pill success based on three pillars:

- Scientific documentation and reputation of Single Pill treatment concept.
- Development of Single Pill portfolio and pipeline.
- Introduction of structured processes to substitute loose combinations by respective Single Pills.



# APONTIS PHARMA moving forward

## 2023 is a transition year driven by:

- End of Co-Marketing activities due to regular end of Co-Marketing contract of Jalra/Icandra end of September 2022, after the loss of exclusivity.
- Tender impact to Atorimib with a stronger effect in Q1 2023 compared to the following quarters.
- Share of Single Pill increasing from 65.6% to 74.8% in 2023.
- Enlargement of Single Pill portfolio with at least three launches in 2023 and additional five launches in 2024.



Establish **Single Pill** as gold standard  
For a better life. Together. Every day.



# APONTIS PHARMA in Q1 2023

## Impact of contract end of Jalra/Icandra and supply issues Atorimib

### Financial Highlights Q1 2023

#### Single Pill Revenues

EURm 6.6

(- 24.9%)

#### Total Revenues

EURm 10.0

(- 30.1%)

#### EBITDA

EURm -1.5

(- EURm 3.9)



Q1 2023 results are in line with our expectations

Note: Rounding differences may occur. Source: Company data; unaudited financials.



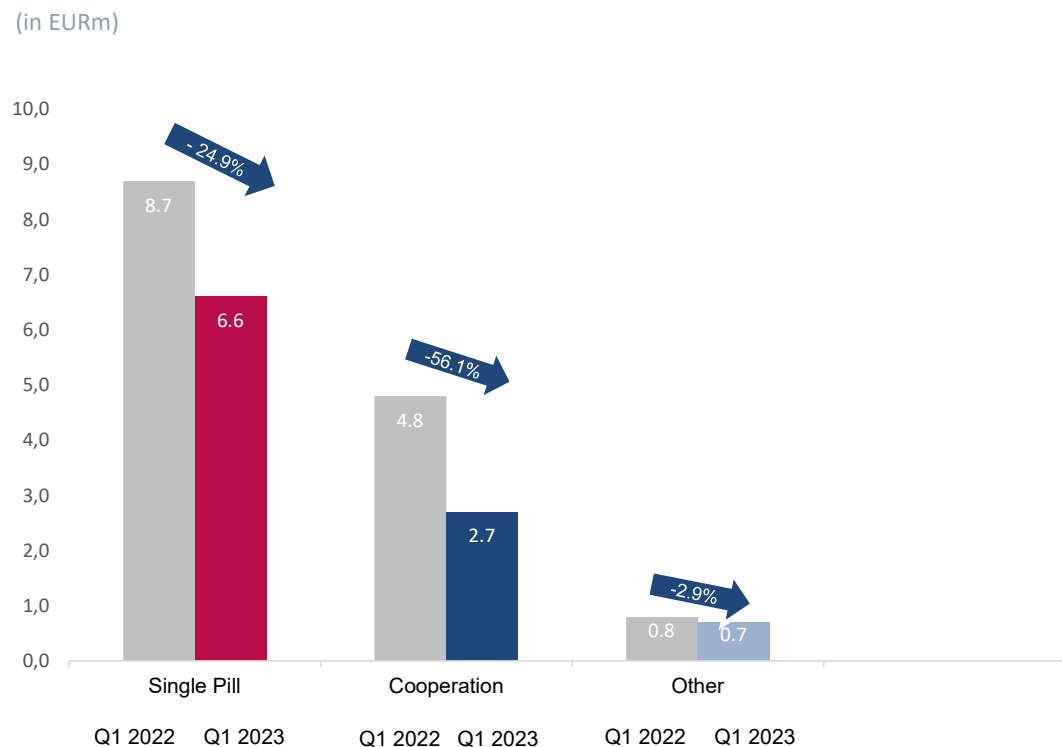
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# FINANCIALS Q1 2023





# Decline in sales due to Jalra/Icandra effect and supply issue for Atorimib



Note: Rounding differences may occur. Source: Company data; unaudited financials.

## Reduction in Single Pills driven in particular by the supply situation for Atorimib and tenders for Caramlo

- Strategy to mitigate the impact of tenders on Atorimib worked. However, our supplier is not able to produce the necessary quantities. Sales could have been significantly higher if we had not encountered long out-of-stock periods. Atorimib sales down by EURm 2.0 or 44%.
- Caramlo minus 39% due to the tenders and in line with expectations.
- Tonotec HCT, LosAmlo and Iltria with growth

## Fee-per-call impacted by expiry of Jalra/Icandra

- Jalra/Icandra declined by EURm -2.0 as the Co-Marketing contract with Novartis expired end of September 2022.
- Ulunar sales declined by -27% (EURm 0.6), mainly due to missing supplies.
- Triexo fee for call grew with a rate of 34%.

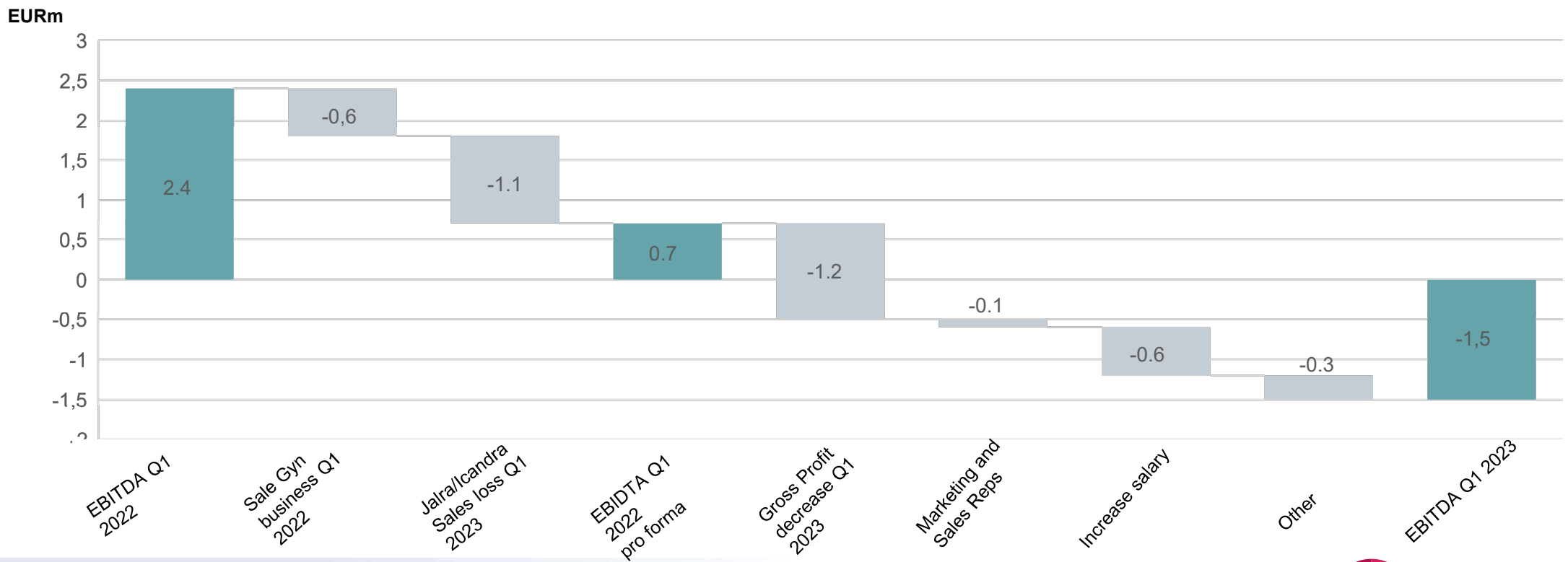
## Others

- Divestment of the gynecology business in Q1 2022.



# End of contract Jalra/Icandra and availability of Atorimib drive EBITDA development

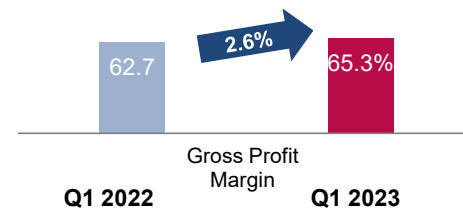
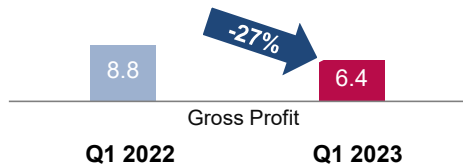
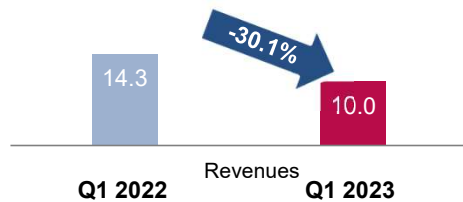
EBITDA development Q1 2023



# Decline in sales and profit due to Jalra/Icandra contract end and supply issue Atorimib

## Key performance indicators Q1 2023

(in EURm)



### Revenues

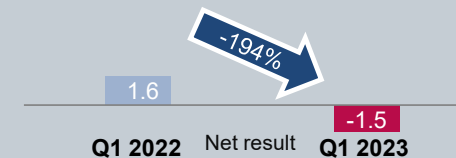
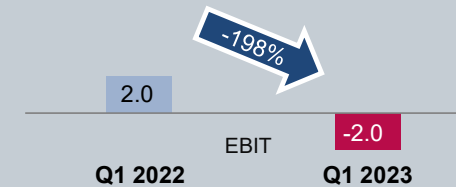
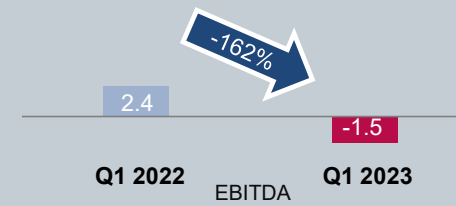
- Single Pills -25.0%
- Cooperation -43.8%
- Others – 2.9% (influenced by the divestment of the Gyn products)

### Gross Profit

- Decline in gross profit impacted by lower sales. Gross profit Margin is up due to lower Ulunar sales and the loss of Jalra/Icandra.

Note: Rounding differences may occur.  
Source: Company data; unaudited financials

### EBITDA/Net Result



- Topline reduction drives lower gross profit.
- Further investment in salesforce (+3 FTE on average) and salary increase.
- Income from the divestment of Gyn products in the amount of approx. EUR 0.6 Mio. In Q1 2022.



# Solid Financial Position: Well funded for future

€ thousand	March 23		
	ACT	PY	Δ
<b>Total equity and capitalization difference</b>	<b>40 764</b>	<b>42 271</b>	<b>- 1 508</b>
A. Total working capital	- 3 291	- 7 145	3 854
I. Trade net working capital	3 149	723	2 427
1. Inventories	3 499	3 164	335
2. Receivables and other assets	3 234	2 918	317
3. Accounts payables	- 3 584	- 5 359	1 775
II. Prepaid expenses	725	435	291
III. Other liabilities	- 809	- 734	- 75
IV. Other accruals	- 6 356	- 7 568	1 212
B. Long-term assets	16 687	16 193	494
I. Intangible fixed assets	16 285	16 148	137
II. Tangible fixed assets	41	45	- 4
III. Deferred tax assets	361		361
C. Net cash	27 368	33 223	- 5 856
I. Pension accruals	- 2 686	- 2 686	
II. Financial assets	846	799	46
III. Tax accruals	- 1 238	- 1 235	- 3
IV. Cash	30 446	36 345	- 5 899

Note: Rounding differences may occur.

Source: Company data; unaudited financials

- Total working capital is negative.
- Inventories are higher due to shipments and prepayments for a new product.
- Receivables are higher due to timing.
- Increase in fixed assets driven by further milestone payments for development projects.
- Decrease net cash driven by loss and higher working capital.
- Equity decreased due to loss. Equity ratio of 72.3%.



# Negative operating cash flow in Q1 2023

## Based on loss and higher working capital

€ thousand	March 23		March 22	Δ	Growth
	ACT				
<b>Cash BoP</b>	<b>36 345</b>	<b>29 840</b>	<b>6 505</b>	<b>22%</b>	
<b>Operating flow</b>	<b>- 5 326</b>	<b>3 708</b>	<b>- 9 034</b>	<b>-244%</b>	
Net profit	- 1 473	1 574	- 3 047	-194%	
Depreciation & amortization	471	407	64	16%	
Accruals	- 1 212	- 677	- 535	79%	
Inventories & receivables	- 942	1 006	- 1 948	-194%	
Payables	- 1 643	946	- 2 589	-274%	
Taxes	3	276	- 273	-99%	
Interests	- 78		- 78	103811%	
Other	- 452	176	- 628	-357%	
<b>Investing flow</b>	<b>- 572</b>	<b>- 718</b>	<b>146</b>	<b>-20%</b>	
<b>Financing flow</b>		<b>- 628</b>	<b>628</b>	<b>-100%</b>	
<b>Cash EoP</b>	<b>30 446</b>	<b>32 202</b>	<b>- 1 756</b>	<b>-5%</b>	

Note: Rounding differences may occur.  
Source: Company data; unaudited financials

- Loss and higher working capital generated negative operating cash flow.
- Working Capital at year-end 2022 was impacted by a low inventory of Atorimib, Ulunar and Codicaps. These were sold directly after receipt in our warehouse and paid by our customers before suppliers' invoices got paid.
- Bonus payments in March 2023.
- CAPEX for milestone payments.
- Financing cash flow in Q1 2022 represents buy-backs of shares.

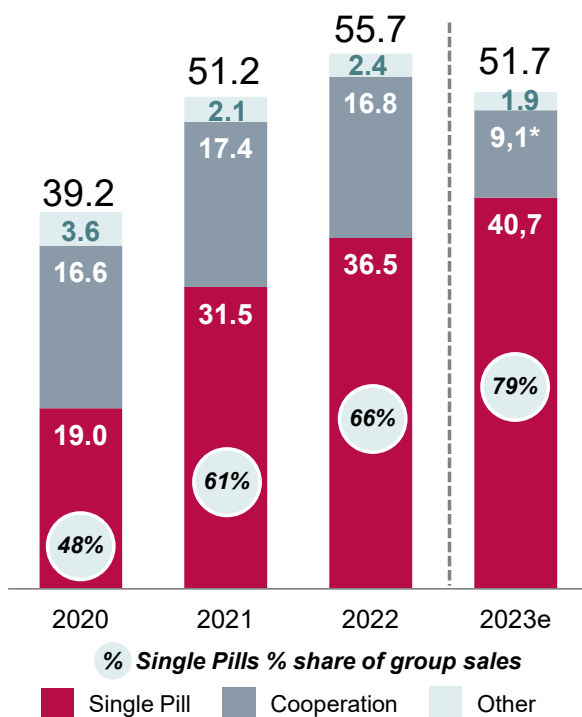


# Outlook 2023

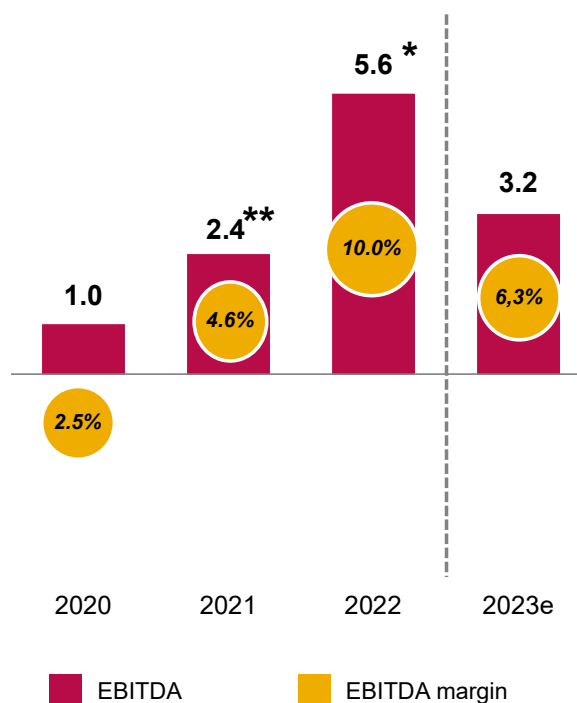


# FY23 is a year of transition: End of Jalra/Icandra Co-Marketing and impact of tenders on Atorimib sales development

## Group Revenues (in EURm)

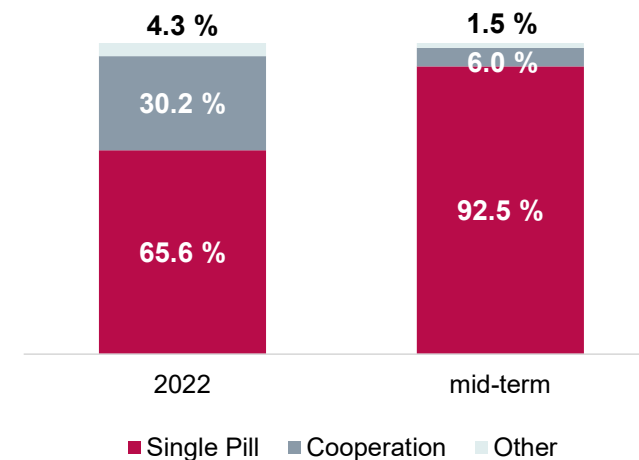


## Group EBITDA (in EURm)



## Mid-term Targets

in % of total net sales



**2026:**  
~100 Mio. € sales  
~ 30% EBITDA margin

Notes: \* End of diabetes business (-7 Mio. €) in 2022  
\*\*EBITDA 2021 adjusted by IPO costs is EURm 5.9 and adjusted margin at 11.5%  
Source: Company information, audited financials. Rounding differences may occur.

# Ad-hoc Release

## Lessons learned

### Communication sub-optimal

- Ad-hoc release covers only the reasons for the changed guidance.
- Ad-hoc did not fulfill all information needs of investors and led to uncertainty about APONTIS PHARMA's future development.
- Timely calls with investors close to ad-hoc release would have been better.
- Additional communication would have made clear that the reasons for the ad-hoc release are temporary and have limited impact on the growth perspectives of APONTIS PHARMA.

Publication of inside information pursuant to Article 17 of the Regulation (EU) No. 596/2014

#### APONTIS PHARMA AG adjusts forecast for fiscal year 2023

**Monheim am Rhein, 2 May 2023.** APONTIS PHARMA AG ("APONTIS PHARMA" or "Company", Ticker [APPH](#) / ISIN [DE000A3CMGM5](#)) adjusts its guidance for fiscal year 2023 as a consequence of delivery difficulties at a contracted manufacturer, delayed sales growth, and approval delays. The Company now expects revenues of EUR 42.6 million (previously: EUR 51.7 million) and EBITDA of EUR –3.2 million (previously: EUR 3.2 million).

The reasons for the changes in forecast revenues and earnings include uncertainties in the supply of the product Atorimib by the contracted manufacturer. The contracted manufacturer is striving for a sustained improvement of the supply situation. Such a provision of the originally planned delivery quantities of Atorimib could again lead to a significant improvement in revenues and EBITDA for APONTIS PHARMA. Besides the delays in market launches in the previous year, slower revenue growth of new Single Pills is making itself felt. Furthermore, the national approval by the German Federal Institute for Drugs and Medical Devices (BfArM) of a Single Pill originally planned for launch in fiscal year 2023 was deferred. Furthermore, the national approval by the German Federal Institute for Drugs and Medical Devices (BfArM) of a Single Pill and its subsequent market launch were postponed within fiscal year 2023. According to the applicable approval guidelines for decentralized European procedures, the BfArM was supposed to conduct the national phase and issue the approval notices within a period of 30 days. The European approval for this product has already been obtained in spring 2022.

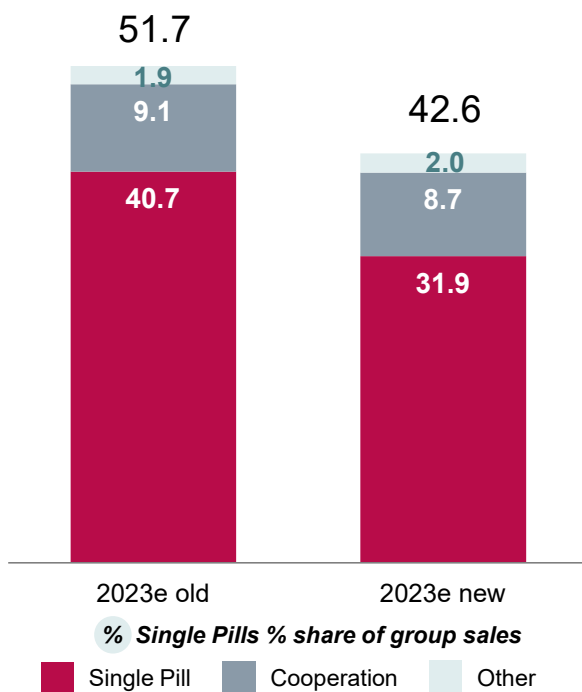
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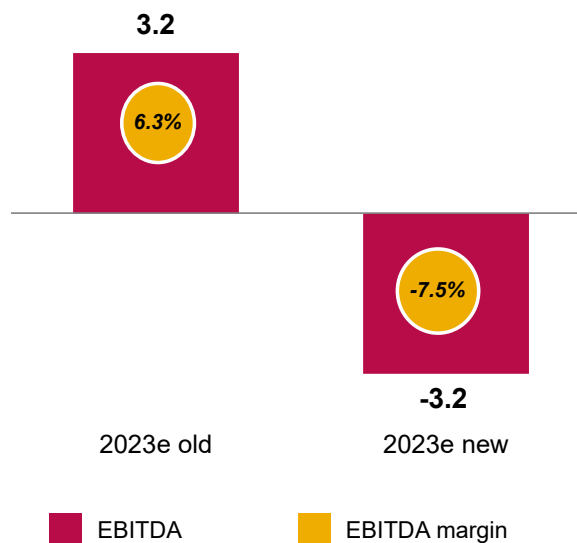


# FY23 is a year of transition: End of Jalra/Icandra Co-Marketing, impact of tenders on Atorimib sales development

## Group Revenues (in EURm)

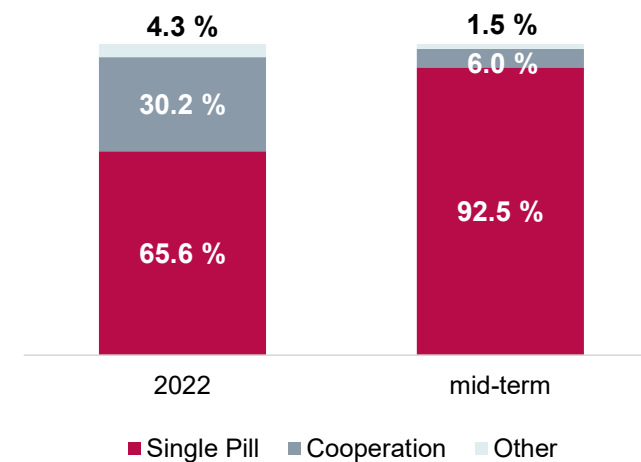


## Group EBITDA (in EURm)



## Mid-term Targets

in % of total net sales



**2026/27:**  
~100 Mio. € sales  
~ 30% EBITDA margin

Source: Company information. Rounding differences may occur.

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# Ad-hoc Release

## Atorimib supply issue was main driver for ad-hoc release

### EUR 5 Mio. Gap due to the current confirmation by the supplier

- Strong demand and unforeseen issues impaired suppliers' capacity improvements
  - Five days and two shifts → seven days and three shifts  
→ Unforeseen issues in November and December 2022 led to capacity constraints.
  - Qualification of the second site to increase capacity at the end of Q1 2023.  
→ Start of the second source was delayed to the beginning of Q4 2023.
- Despite lower overall demand for Atorimib in Germany, the supplier informed us that currently, he can't confirm our forecast demand in 2023.

 Ongoing negotiation with the supplier to move away from the worst case



# Ad-hoc Release

## Topic „Launch of new Single Pill AP-D12“ (2 Mio. € sales impact)

**Single Pill AP-D12 with huge potential driven by the second most significant number of loose combination in Germany (> 900k patients).**

- **Reasons for the delay:**
  - European phase of the decentralized procedure of registration was already finalized in March 2022
  - Expected duration for the national phase (granting the German Marketing authorization) is 30 days. In reality, it takes the majority of Marketing Authorizations two to five months; in our case >12 months.
  - Early production time slot was missed, and the launch was delayed to September/October despite the approval last week.



The long-term potential of AP-D12 remains unchanged



## Ad-hoc Release

### Topic „three new Single Pills with the launch in 2022“

- Delay of launches between three to six months in 2022
- Later launches couldn't be compensated by faster uptake
- Overall uptake of new launches was lower than expected despite high acceptance of new Single Pills by physicians
- The implementation of structured substitution processes in doctors' offices needs more digital support



APONTIS PHARMA will launch new digital activities in Q2 2023 to support substitution



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# APONTIS PHARMA moving forward

## Single Pill success is based on three pillars:

- Scientific documentation and reputation of Single Pill treatment concept.
- Development of Single Pill portfolio and pipeline.
- Introduction of structured processes to substitute loose combinations by respective Single Pills.



# The Single Pill – Clinical Evidence confirmed by retrospective and prospective studies



Metaanalysis

START   
STUDIE

START   
STUDIE 2.0

 **secure**  
SECONDARY PREVENTION OF CARDIOVASCULAR  
DISEASE IN THE ELDERLY


 Neptuno



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# Update on Short-term Pipeline:

## Accelerating the Development of Single Pills, 2023 (n = 3)

Field of application 	Rosazimib (AP – D 01)	AP – D 13	AP – D 12
Planned market launch	June 2023	Mid 2023	Q3 2023
Status	<b>Approved May 8th, 2023</b>	Approved	<b>Approved May 5th, 2023</b>
Competitive environment	Six other Single Pill providers with this combination already on the market	One other Single Pill provider with this combination	Two other Single Pill providers with this combination
Min. patient potential <sup>2</sup>	85 k	110 k	900 k
Total development cost	EURm 0.0 (Exclusive license agreement)	EUR 250,000 (Semi-Exclusive license agreement)	EURm 1.0 (Triple-Exclusive license agreement)
Mid-term annual revenue potential	EURm 3	EURm 1.3	EURm 5 - 7


Licensed-in  
own development

Notes: (1) Main application essential hypertension; (2) Patient potential: number of patients with the same substance class combination in loose form  
Source: Patient INSIGHTS Analytics (PIA). A web-based pharmaceutical tool from INSIGHT Health GmbH & Co. KG; Company Information



# Short-term Pipeline:

## Accelerating the Development of Single Pills, 2024 (n = 5)

Field of application 	AP – D 19 <span style="background-color: #4CAF50; color: white; padding: 2px;">New</span>	Caramlo HCT (AP – T 01)	AP - D 04	AP - D 02	Caramlo Ator (AP – T 02)
Planned market launch	Q1 2024	Q1 2024	Q3 2024	Q4 2024	Q4 2024
Status	Approved	Dossier submitted in March 2022	Dossier development ongoing	Dossier development ongoing	Dossier submitted in September 2022
Competitive environment	No other Single Pill provider with this combination	One other Single Pill provider with this combination	No other Single Pill provider with this combination	No other Single Pill provider with this combination	No other Single Pill provider with this combination
Min. patient potential <sup>2</sup>	30 k	150 k	12 k (Exclusive license agreement)	7 k (Exclusive license agreement)	120 k
Total development cost	none	EURm 1.3	none	none	EURm 2.5
Mid-term annual revenue potential	EURm 2.3	EURm 6 - 8	EURm 2 - 3	EURm 1.8	EURm 6
					Licensed-in
					own development

Notes: (1) Main application essential hypertension; (2) Patient potential: number of patients with the same substance class combination in loose form  
Source: Patient INSIGHTS Analytics (PIA). A web-based pharmaceutical tool from INSIGHT Health GmbH & Co. KG; Company Information





# Single Pill Pipeline

15 New Single Pills plus another additional 4 in advanced negotiation

## Own Development

n = 8

short-term n = 2  
(2023 – 2025)  
(only rights for GER)

mid-term n = 6  
(2026 and beyond)  
(EU rights)



## In-Licensing

n = 7

short-term n = 7  
(2023 – 2025)



## In advanced negotiation

n = 4

short-term n = 4  
(2023 – 2025)



In addition: in evaluation n = 15 (mid-term, 2026 and beyond)

\* short-term: 1-3 years from now

\*\* mid-term: > 3 years from now



# Single Pill Pipeline

15 New Single Pills plus another additional 4 in advanced negotiation

## Own Development

n = 8

short-term n = 2  
(2023 – 2025)  
(only rights for GER)

mid-term n = 6  
(2026 and beyond)  
(EU rights)



CAPEX:  
EUR 20.3 Mio.

## In-Licensing

n = 7

short-term n = 7  
(2023 – 2025)




## In advanced negotiation

n = 4

short-term n = 4  
(2023 – 2025)



CAPEX:  
EUR 1.5 Mio.

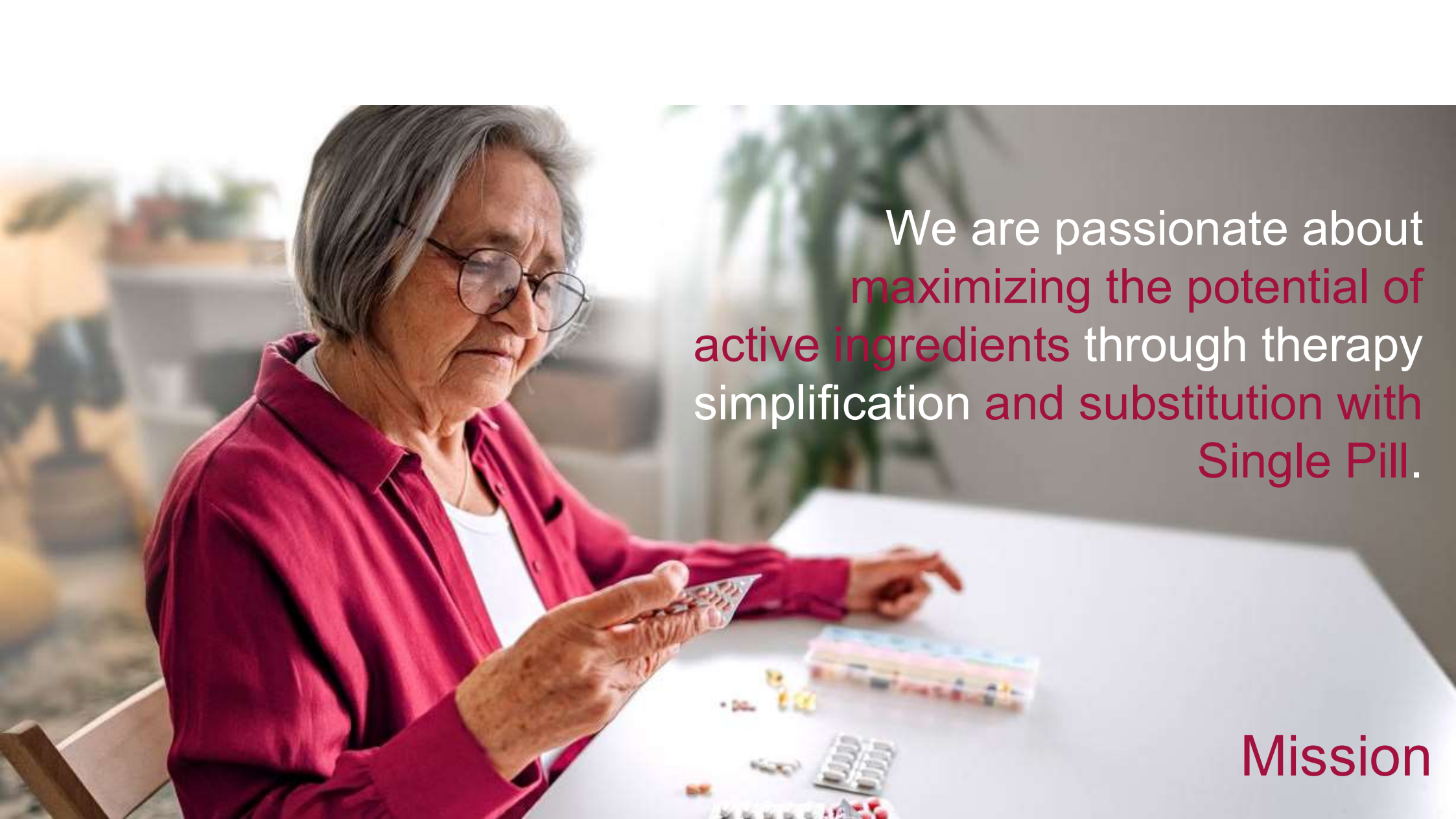
 In addition: in evaluation n = 15 (mid-term, 2026 and beyond)

CAPEX:  
EUR 34.8 Mio.

\* short-term: 1-3 years from now  
\*\* mid-term: > 3 years from now



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We are passionate about  
maximizing the potential of  
active ingredients through therapy  
simplification and substitution with  
Single Pill.

Mission

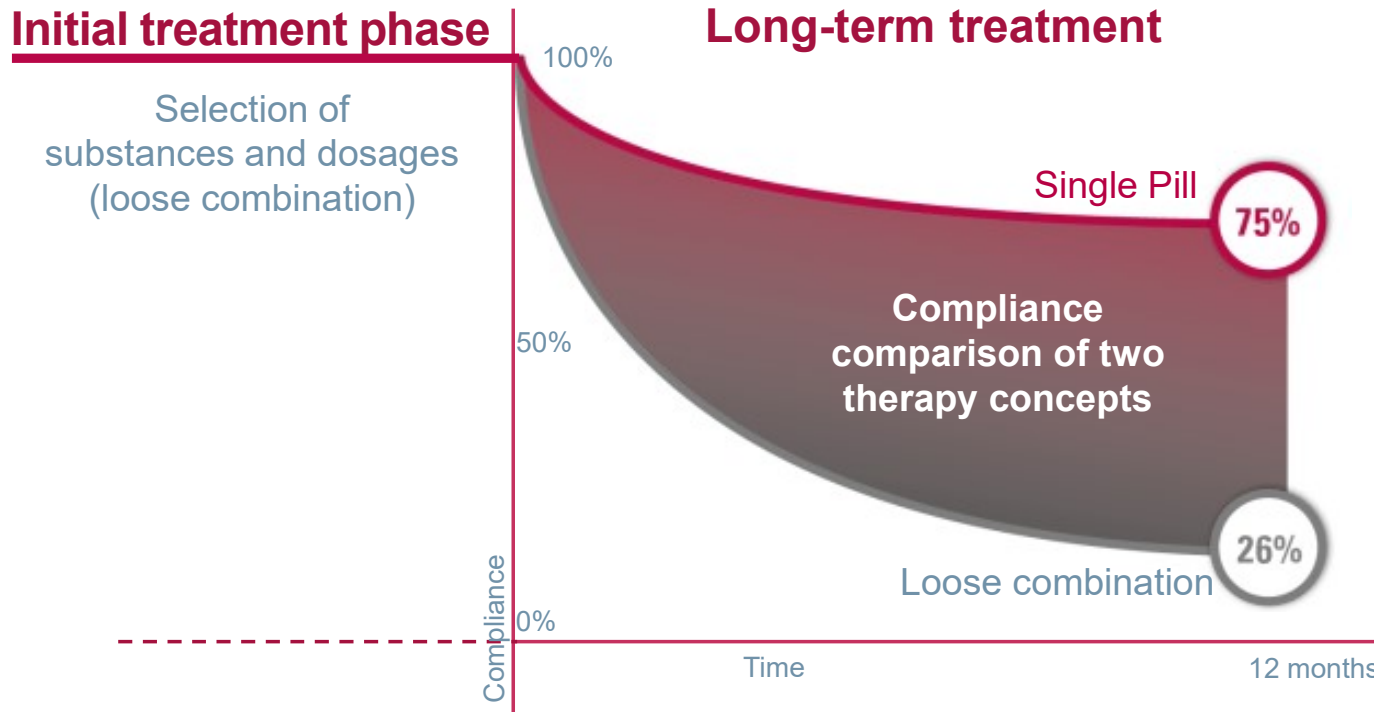


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# Single Pills success driven by the change in long-term treatment

## APONTIS activities to support new treatment pathways



### Future Long-term treatment

Loose Pills

- A** 5 mg / 10 mg
- B** 15 mg / 30 mg
- C** 100 mg

(Available dosages)



**SUBSTITUTION** of loose combination to Single Pill driven by a structured process



## Requirement for Behavior Change in Long-term Treatment

Physicians are aware and convinced about the outstanding benefits of Single Pills vs loose combinations.

Excellent and reliable sales force:

- to educate physicians about the value of Single Pill
- to support patient identification with a loose combination

Digital activities to simplify patient identification for respective Single Pills

- APONTIS PHARMA is working on additional digital solutions

 APONTIS PHARMA is well-positioned for Single Pill business





# Digital activities: CGM Assist already launched

## Single Pill proposed at point of prescription

### How it works:

- Physicians' software checks medication plans.
- If the loose combination can be replaced by Single Pill => pop-up of the proposal.

The screenshot displays the CGM MEDISTAR BLACK software interface. The patient's name is MIRKO NÖDING, born 17.06.1952, male. The interface is divided into several sections: PATIENT, KONTAKT, IMPFSTATUS, BMI, BLUTDRUCK, HB A1-C aus EDTA, Cholesterin, G, KARTEN / SCHEINE, KRANKENKASSE, MEDIKAMENT-RESTMENGE, MEDIKAMENTE (4), CAVE UND ALLERGIEN, and DAUERDIAGNOSEN. A yellow arrow points to a pop-up window titled 'Assist' which displays the text: 'ASS + Atorvastatin + Ramipril', '33% CV-Mortalitätssenkung zugunsten Single Pill vs. Standardbehandlung (Castellano et al., 2022: NEJM)', and a 'SINGLE PILL' button. The pop-up also includes a 'Vorschlag anzeigen' button and a 'Bei diesem Patienten nicht mehr anzeigen' checkbox.

A pop-up is displayed for 10 seconds after opening the patient file



## Digital Activities: Single Pill Finder Launch in June 23

Identification of respective Single Pills from the Medication Plan by

- Smart Phone and
- PC-Screenshot



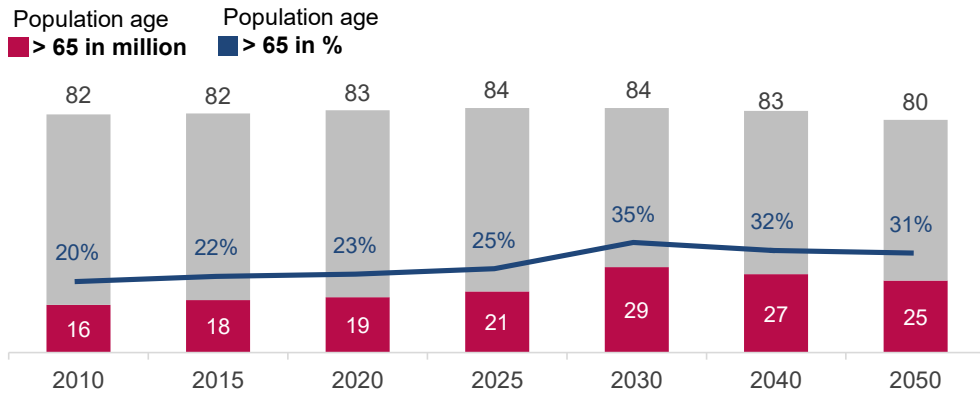
## Example of a patient's Medication Plan

Medication Plan							
ingredients	dosage	strength	presentation				
Ezetimib	Ezetimib 10mg Tabletten	10mg	TAB	1	0	0	0
Amlodipin	Amlodipin 5mg Tabletten	5mg	TAB	1	0	0	0
Pantoprazol	Pantoprazol 20mg magensaftres. Tab.	20mg	TAB	1	0	0	0
Ramipril	Ramipril 10mg Tabletten	10mg	TAB	1	0	0	0
Atorvastatin	Atorvastatin 20mg Tabletten	20mg	FTA	1	0	0	0
Metformin	Metformin 850 mgTabletten	500 mg	FTA	1	0	1	1
ASS	ASS 100 100mg Tabletten	100 mg	TAB	1	0	0	0
Venlafaxin	Venlafaxin 37,5 mg Kapseln	37,5 mg	REK	1	0	1	0
Hydrochlorothiazid	Hydrochlorothiazid 100mg Tabletten	25mg	TAB	1	0	0	0
Allopurinol	Allopurinol 100 mgTabletten	100mg	Tab	1	0	0	1
Bisoprolol	Bisoprolol 5mg Tabletten	5mg	FTA	1	0	0	0



# Ageing society and increasing chronic diseases delivers strong growth potential for Single Pills

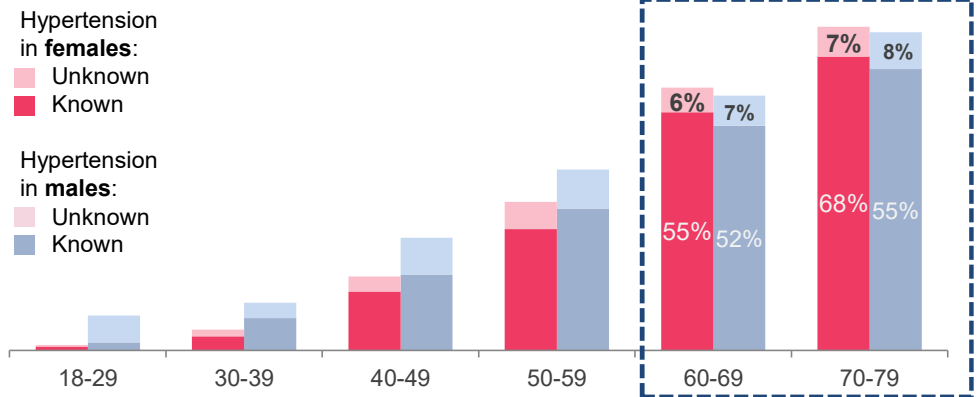
## Aging Society (Germany)



### Increasing age leads to high prevalence of hypertension

- Population > 65 with strong growth driven by the baby boomer generation
- Increasing number of older people speeds up Single Pills demand
- APONTIS PHARMA to capitalise demand with growing Single Pill-Portfolio

## Rise of Chronic Diseases (Germany)



### Hypertension – Aging society-driven epidemic

- CVD is the leading cause of death in Germany
- A large untapped market
- APONTIS PHARMA focuses on Single Pills

 Two factors driving demand for Single Pills: Increasing age and associated trend in morbidity

Source: German Federal Ministry for Economic Affairs and Energy, Robert Koch-Institute 2015, Study DEGS1, Period under investigation 2008-2011

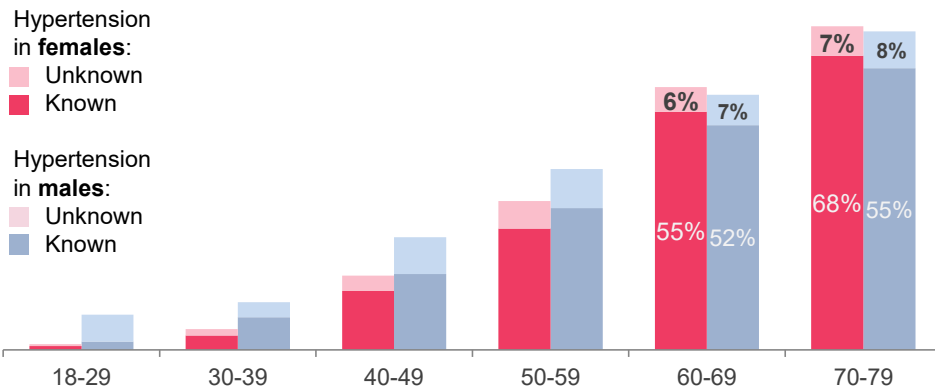




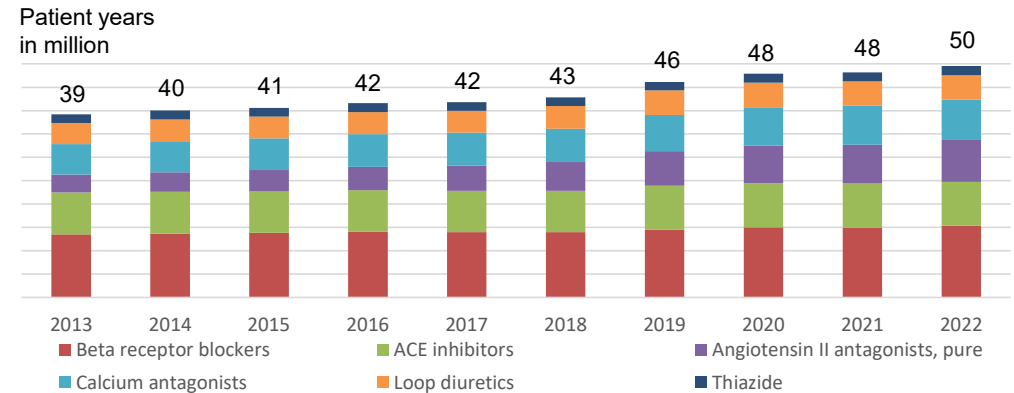
# Strong demand for cardiovascular treatments already started

## Growth of all substance classes in hypertension treatment

### Aging Society (Germany)



### Demand for Monosubstances (Germany)



### Hypertension – Aging society-driven epidemic

- CVD is the leading cause of death in Germany
- A large untapped market
- APONTIS PHARMA focuses on Single Pills

### Established ingredients strong growth driven by aging society

- Over 20 million patient-years growth in the past decade
- Aging society (baby boomers) accelerates growth
- Single Pill potential free from new therapeutics competition for at least 10 years



Single Pills: Portfolio growth of established and new Single Pills free from therapeutics competition

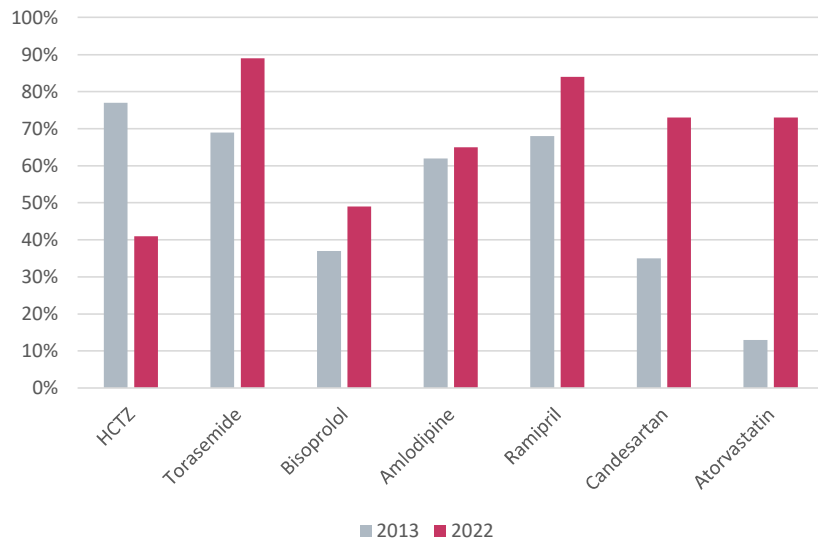
Source: German Federal Ministry for Economic Affairs and Energy, Robert Koch-Institute 2015, Study DEGS1, Period under investigation 2008-2011



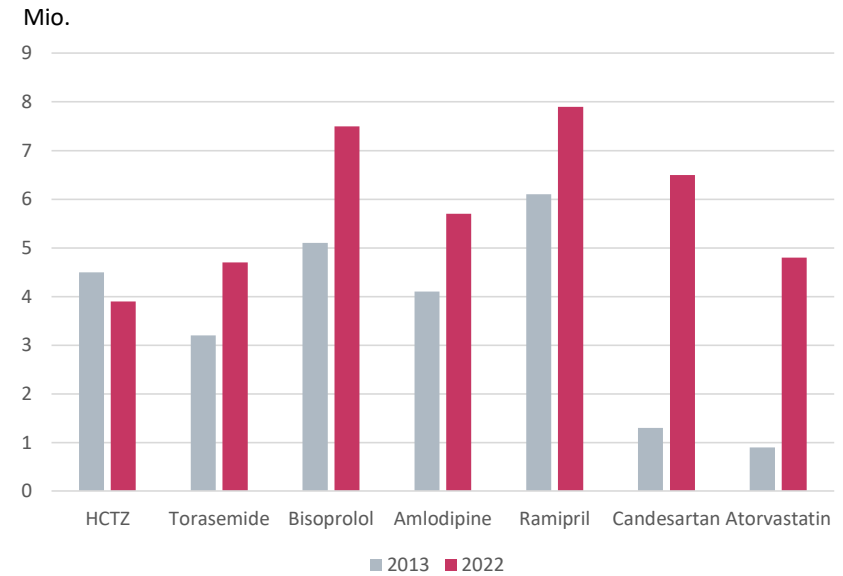
# Leading APIs with increasing market share in treatment group


## APONTIS pipeline focus on leading APIs


Share in the therapy category



Patient years



 The selected substances increase the market share in the therapy category.

 All substances with robust growth. Alternative diuretics instead of HCTZ are under development.

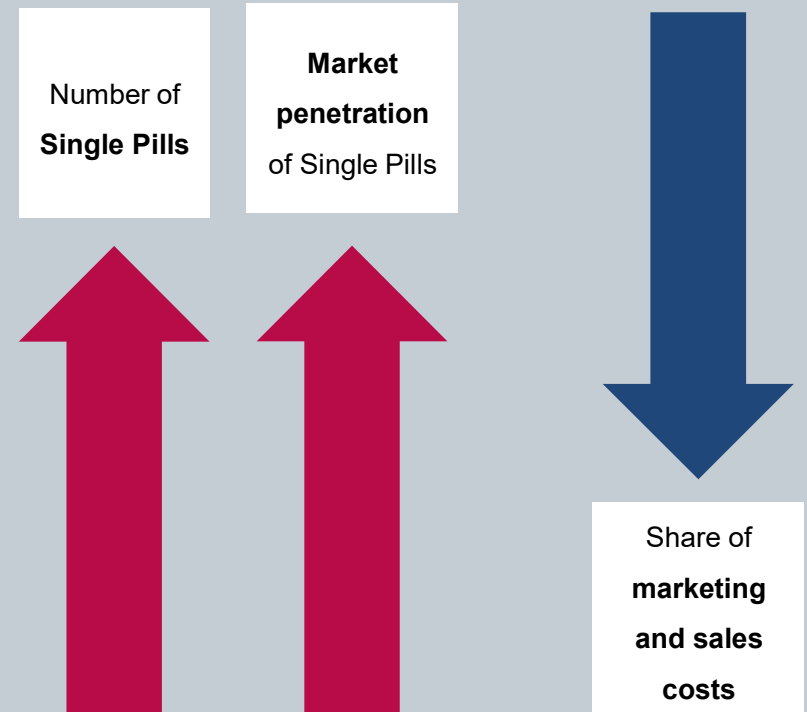


# Single Pill concept is a Scalable Business Model

- **Growing share of physicians** becoming familiar with **Single Pills** driven by **strong clinical evidence** and **high patient acceptance**
- Need for **educational effort** will **diminish** over time as **evidence** can be transferred to **new Single Pills**
- **Pharmaceutical ingredients well-known** and **widely-used** in **daily practice**
- **Patients** already on respective **loose combinations** only need to be **substituted with** respective **Single Pills** by physicians
- **Substitution** of loose combinations **by Single Pills** to be a **standard process** in daily practice supported **by digital activities** to **identify** the appropriate **patients**
- Current **target group** fits all expected **Single Pill launches** with **no** need for the **additional sales force**



Marketing and sales costs as a share of net sales are expected to go down from >40% in 2021 to <25% in medium-term



# APONTIS PHARMA VISION

Establish **Single Pill as gold standard**  
For a better life. Together. Every day.



# Questions?



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