

APONTIS PHARMA

The specialized leader for Single Pill Combinations

Earnings Call Q1 2024

May, 8th 2024

2024



APONTIS
PHARMA

3.0 Growth

2023



APONTIS
PHARMA

Transformation

2021



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2.0 IPO

2018



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1.0 Foundation



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Einfach vielfach besser

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Executive Team



Thomas Milz

Chief Product Officer

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



Bruno Wohlschlegel

Chief Executive Officer

- Strategy
- Marketing & Sales
- Human Resources
- Supply Chain



Thomas Zimmermann

Chief Finance Officer

- Finance
- Investor Relations
- IT
- Compliance



APONTIS 3.0

Promising value proposition and strong engagement
New Go-To-Market Model to leverage growth potential

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- No lifecycle approach to grow specific Single Pills
- Additional communication channels are underdeveloped and not integrated
- Post-pandemic loss of call capacity (-20%)
- Very broad customer base leads to sub-optimal frequency of high-potential customers
- Sales Force excellence with room for improvement

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- Specific Single Pill campaigns
- Integrated Multichannel communication
- Sales force focus on most valuable HCPs/centers
- Up-to-date commercial excellence methods
- Leverage payer's collaboration and medical peer groups
- Learning organisation

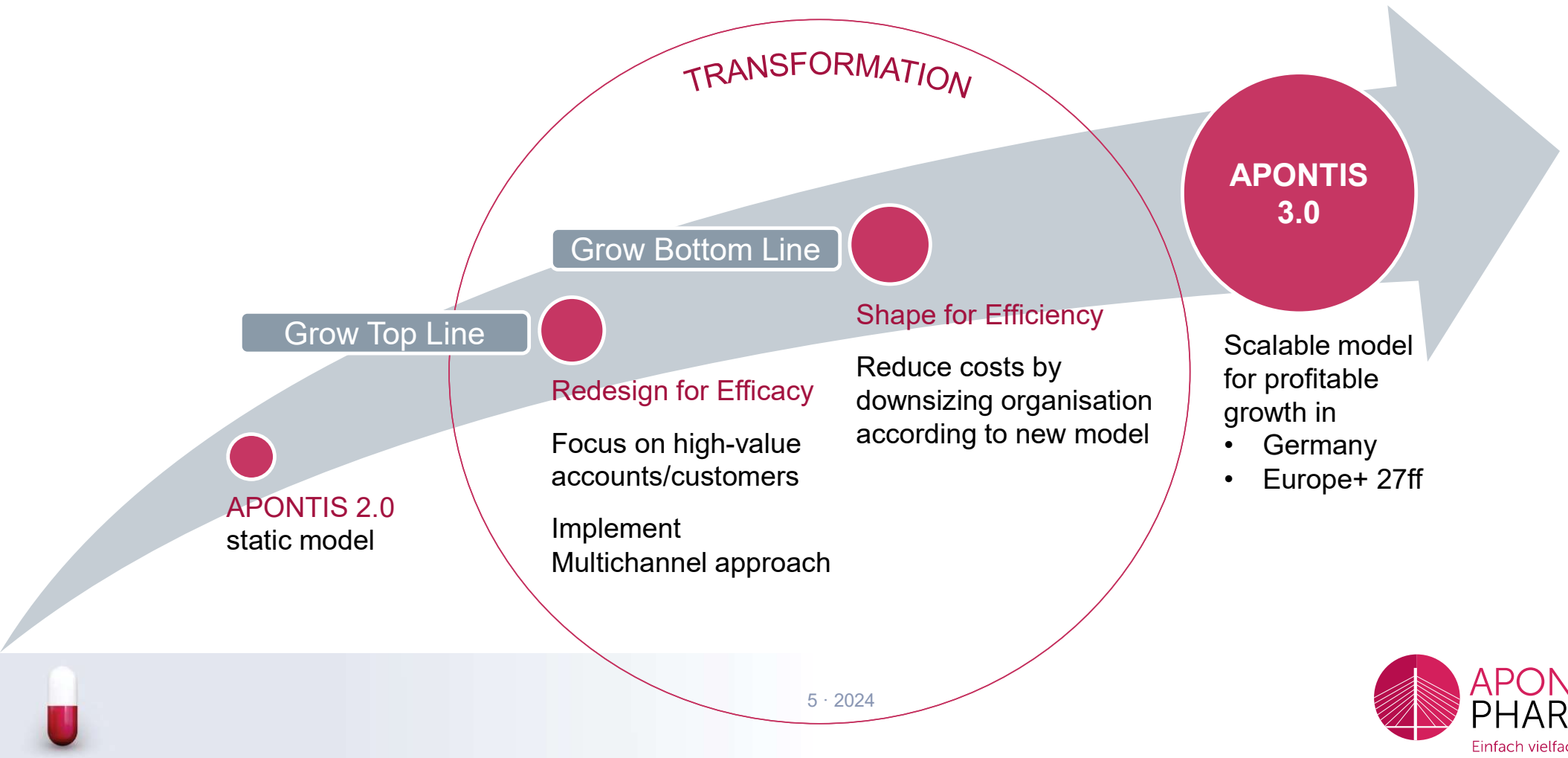
Outcome

- Faster launch uptake and lifecycle maximization for established brands
- Strong increase of share of voice
- Higher contact rate/HCP with stronger growth rates
- High-efficiency gains and fast and flexible response to opportunities and challenges
- Impactful additional trigger for Single Pill prescription



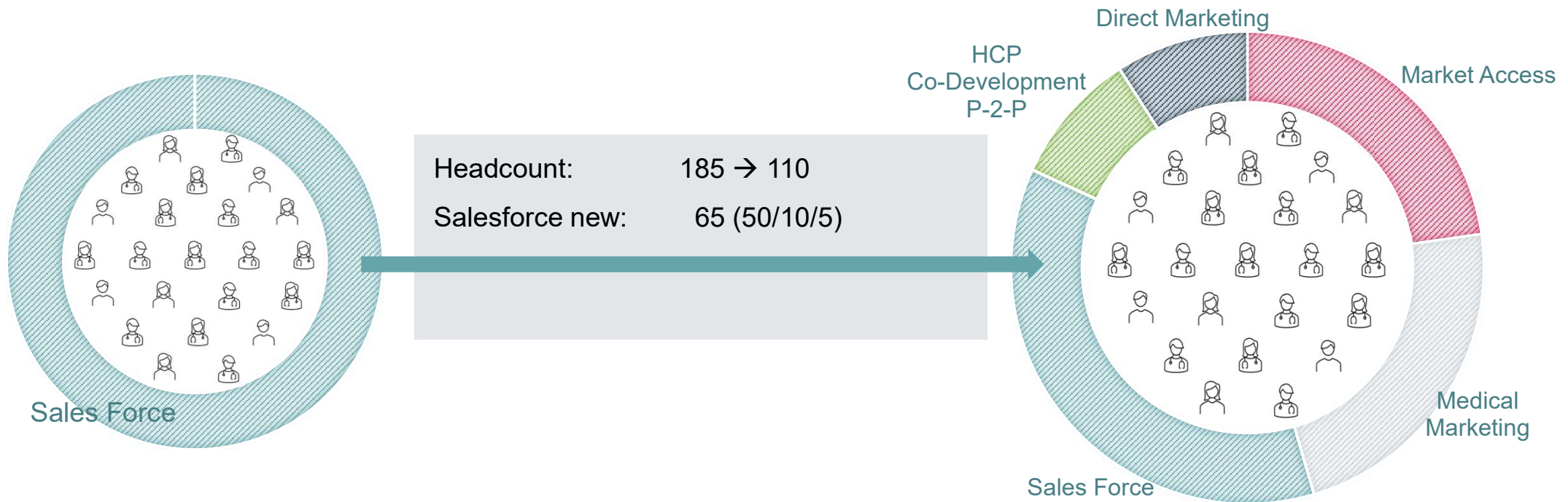
Go-to-Market Re-design

Profitability in 2024 and sustained profitable growth '24+



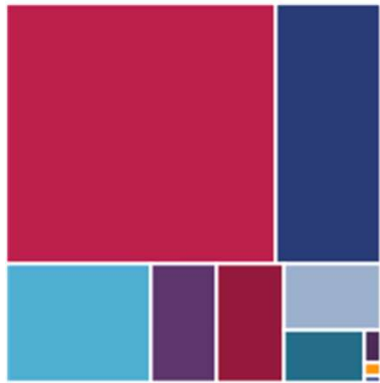
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Flexible Resource Allocation based on growth opportunities & Market development

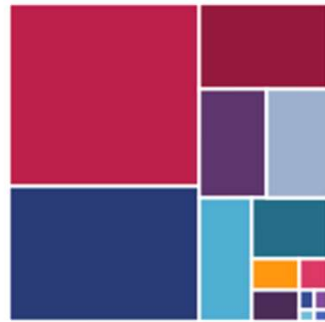


Single Pill Revenue Share – Growth reduces Risk

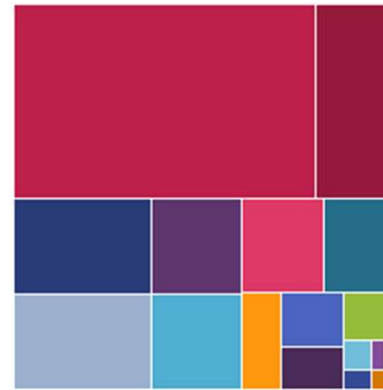
Portfolio Development 2022-2025*



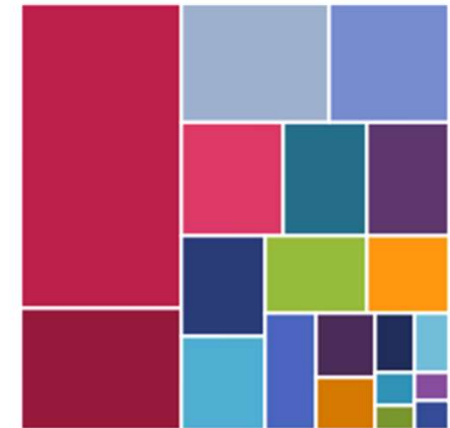
Actuals 2022
36,5 M€



Actuals 2023
25,6 M€



Forecast 2024
36,0 M€



2025
***Indicative**



Solid base and future opportunities

APONTIS PHARMA

Opportunities for future growth

Licenses /IP

Internationalization
2027 ff

Go-To-Market Model

scalable

Cooperation

Opportunities to boost
EBIT / finance growth ✓

Medical Standard

Single Pill combinations
adopted as standard

Existing business

Single Pill Core business

growing ✓

Portfolio expansion

20 in 2025
Risk reduction ✓

Organisation

Go2M up & running ✓

Cost structure

lean ✓



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Financials Q1 2024



Q1 2024 at a glance

Strong Single Pill sales and one-off effect on Tonotec sales; lower cost base

Financial Highlights Q1 2024

Single Pill Revenues

EURm 8.8

(+35%)

Total Revenues

EURm 10.0

(+1%)

EBITDA

EURm 1.0

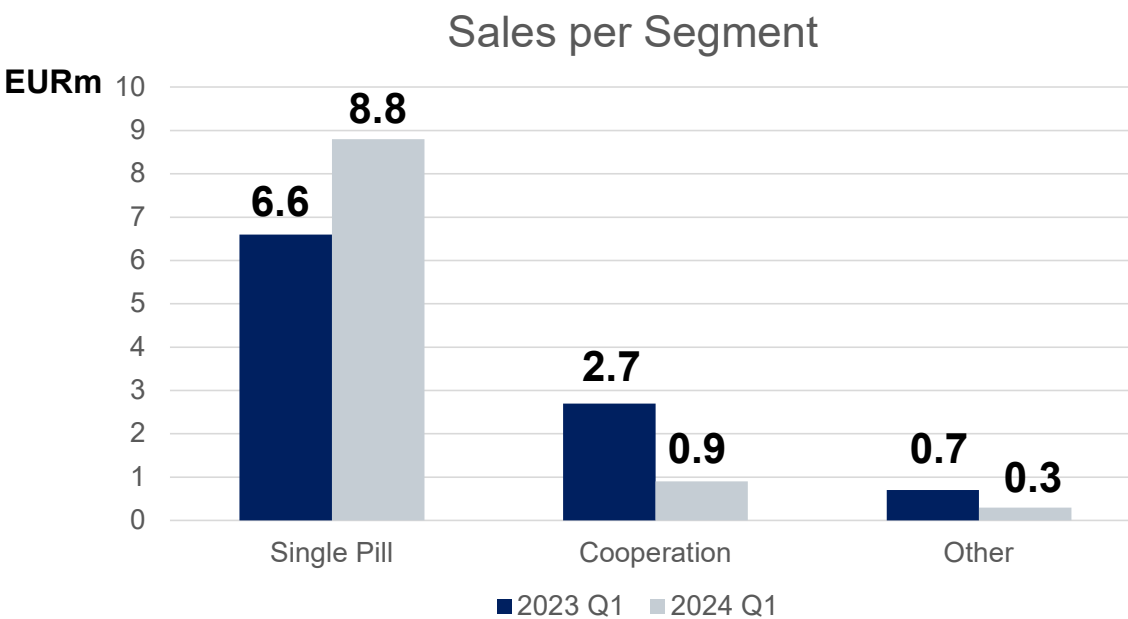
(+EURm 2.5 vs Q1/23)

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



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Strong increase Single Pill sales and one-off effect on Tonotec sales



Single Pill business +35%

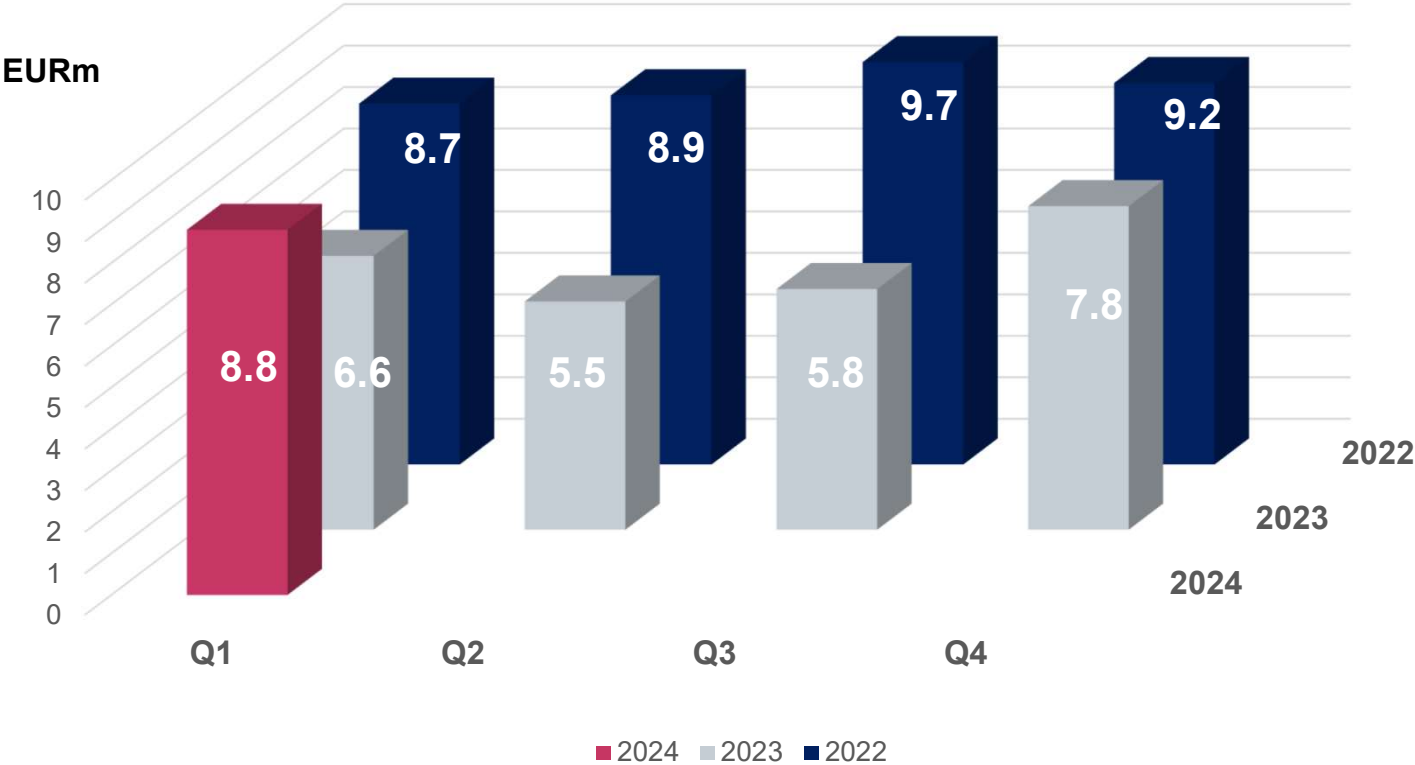
- Strong increase Atorimib by EUR 1.4 Mio. in Q1 following sufficient supply.
- Tonotec benefitted from competitor stock-out. Unexpected additional sales of EURm 0.8 in Q1.
- Strong double-digit growth for all other Single Pills with a growth contribution of EURm 1.0 (43% YoY).

Cooperation business -65%

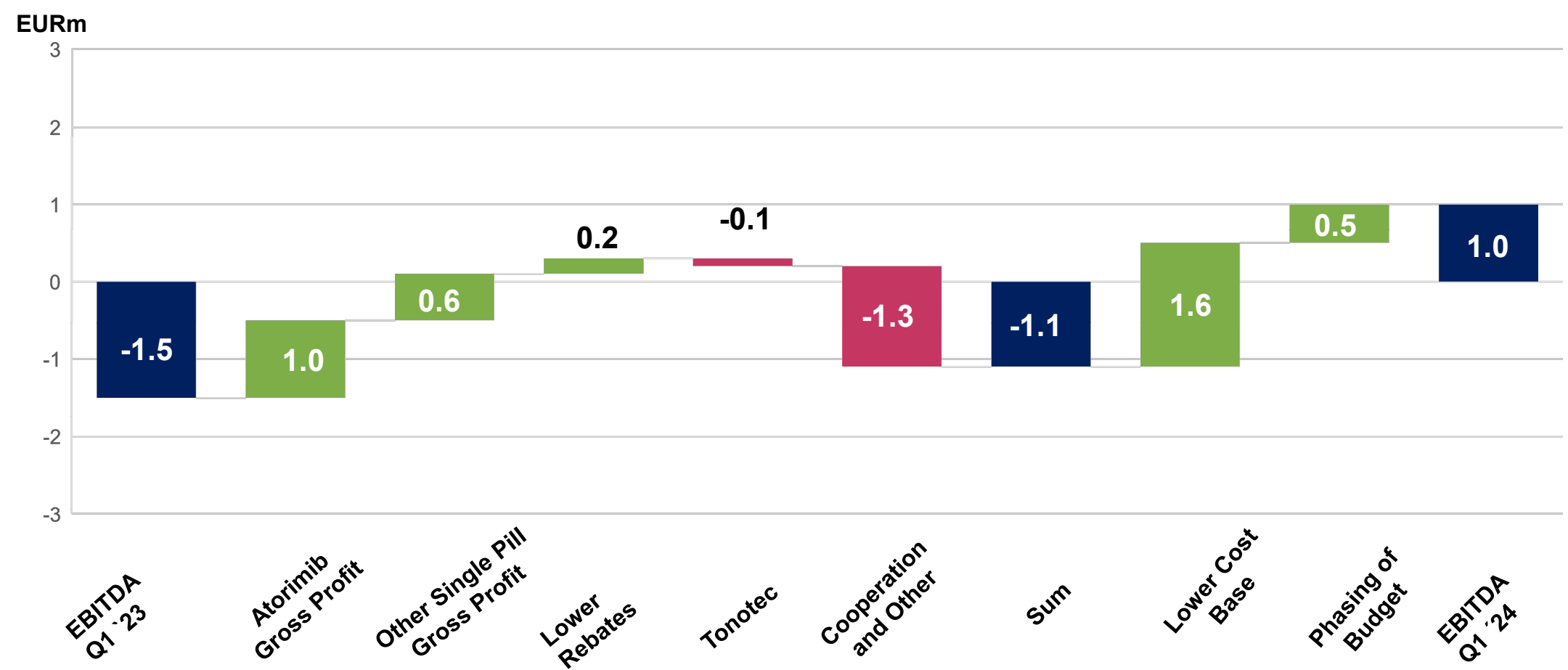
- Planned decrease due to contract end Triexo (EURm -1.0).
- Ulunar sales decreased stronger than expected (EURm -0.8). No impact on EBITDA.

Further growth Single Pills in first quarter 2024

Quarterly Development Single Pill business

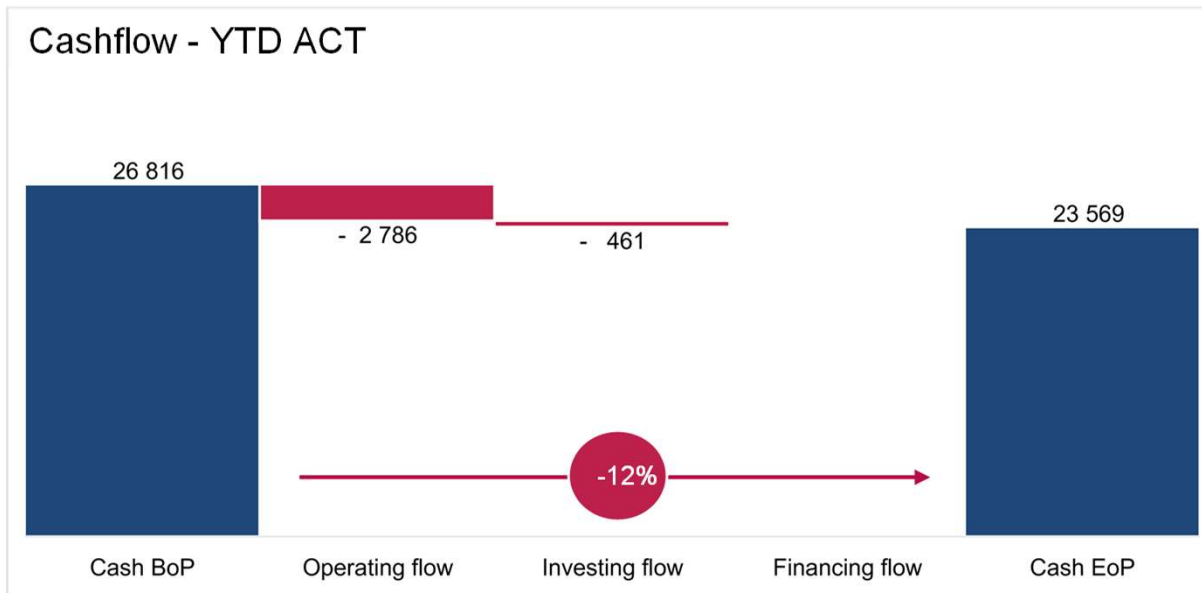


EBITDA Bridge Q1 2024



Cash out for restructuring payments and CAPEX

EURk



- Payout of restructuring accruals and high payables for inventory at year-end 2023.

Cash Dec '23

Cash Mar '24

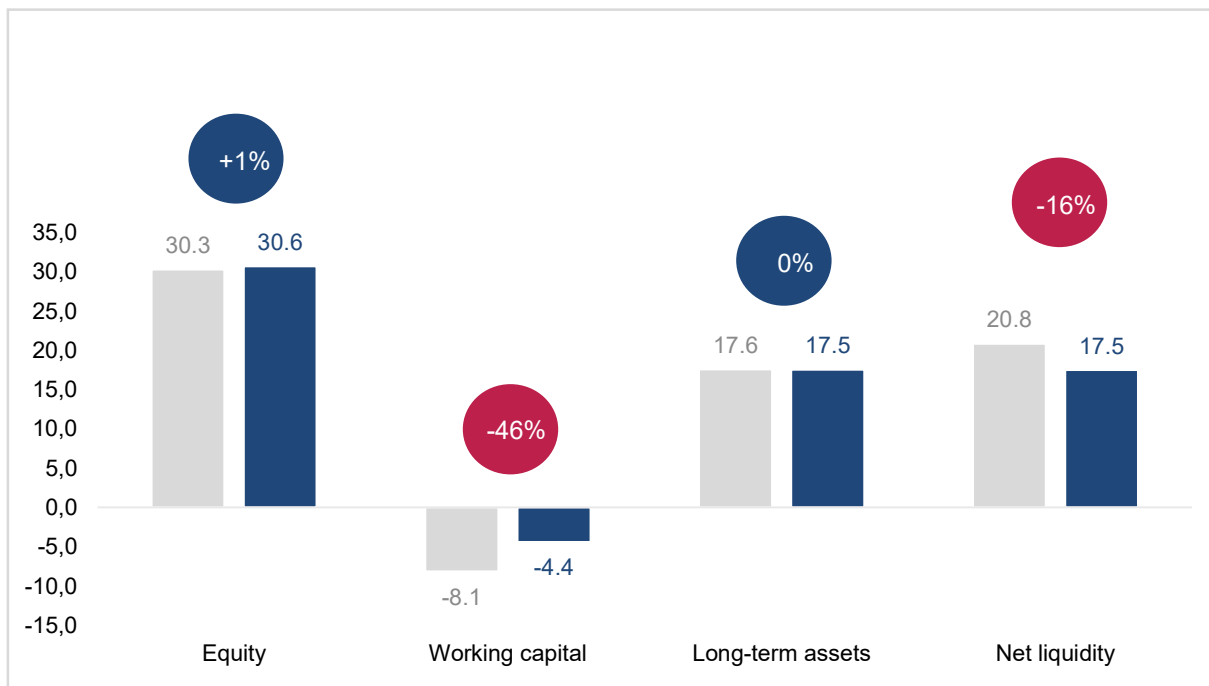
Note: Rounding differences may occur. Source: unaudited financials



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Balance Sheet: High equity ratio and net liquidity position

EURm



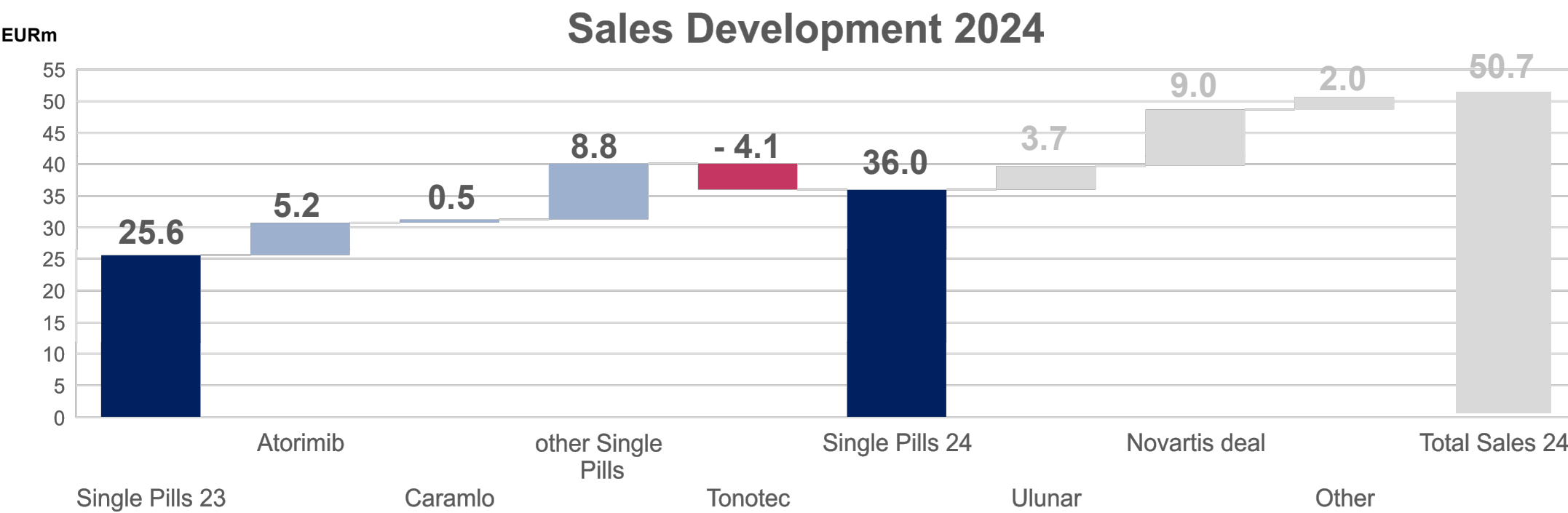
- High Equity ratio at 57.9%.
- Decrease net liquidity driven by cash out restructuring and CAPEX.

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



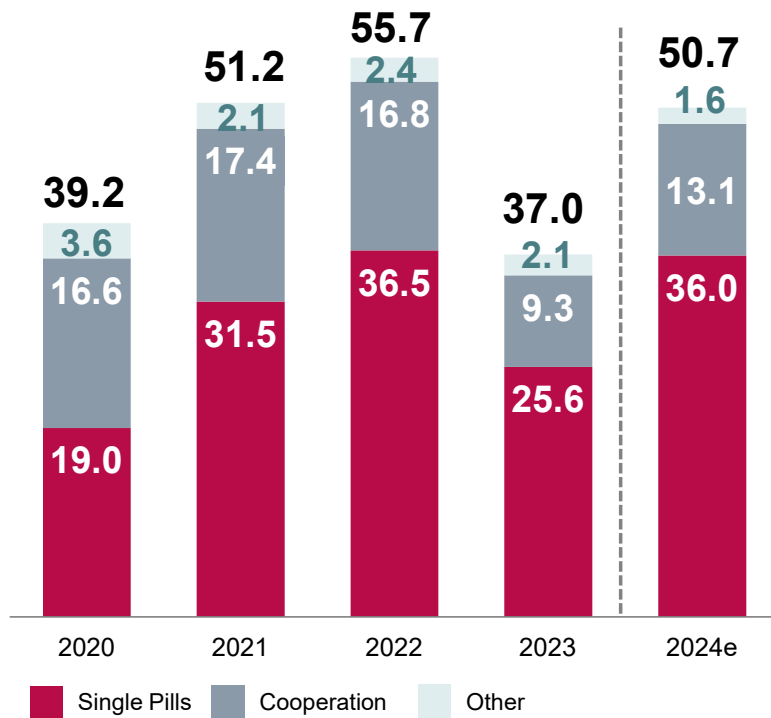
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Strong overall growth of Single Pills in 2024

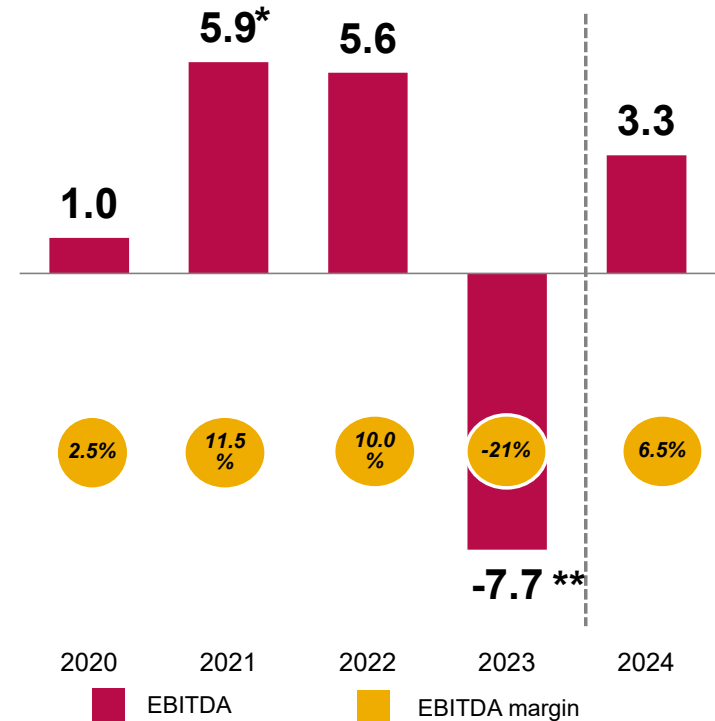


Sales increase 2024 driven by Single Pill business

Group Revenues (in EURm)



Group EBITDA (in EURm)



Notes: * EBITDA 2021 adjusted by IPO costs. ** EBITDA 2023 Before restructuring expenses. Rounding differences may occur.

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Update Business Development & Market Access



Update on APONTIS PHARMA’s Short-term Pipeline:

Accelerating the Development of Single Pills, 2024 (n = 4) & 2025 (n = 2)
18 Single Pills (10 out of them without competition) in 2024 and
20 Single Pills (12 out of them without competition) in 2025 available in Germany

1 year earlier than
expected at IPO

Cardiovascular Indications 		(Planned) Market Launch
Caramlo HCT APONTIS	AP-T01	March 2024
Caramlo Ator APONTIS	AP-T02	Q3 2024
	AP-D-15	Q4 2024
	AP-D-04	Q4 2024
	AP-D-03	H1 2025
	AP-D-02	H2 2025



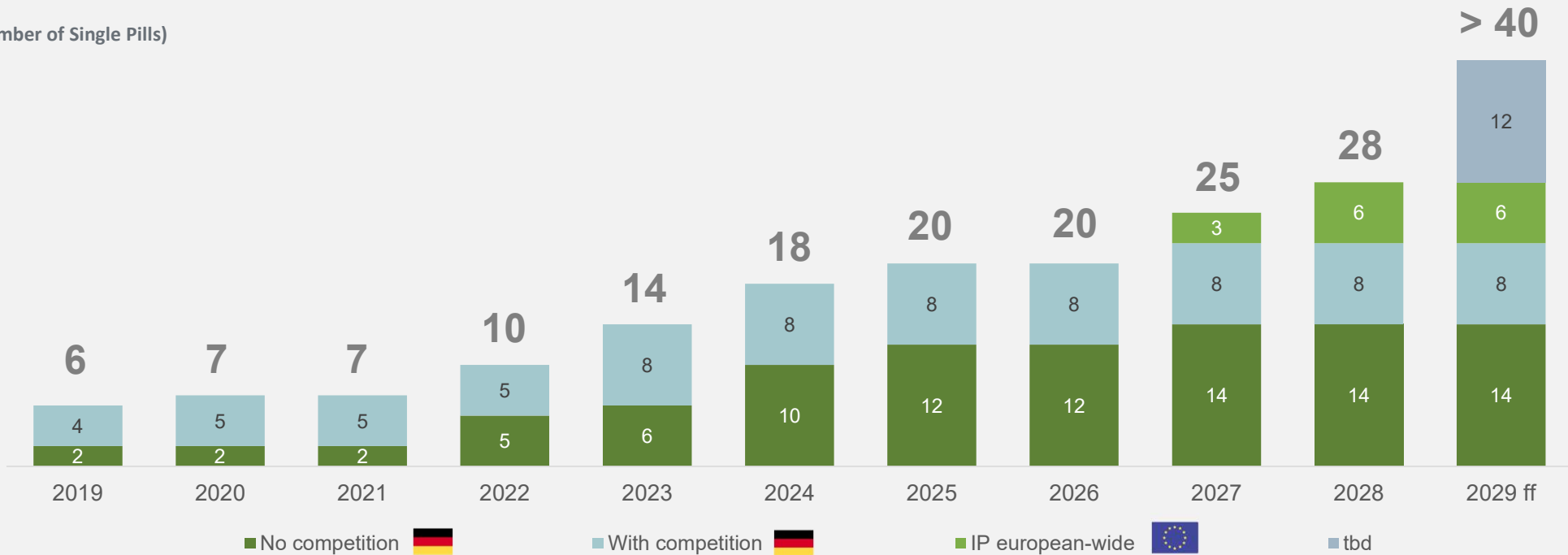
Licensed-in
own development

Sustainable portfolio strategy

Focus on exclusive and international licenses

Single Pill Portfolio – Development

(number of Single Pills)



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APONTIS PHARMA's cooperation business

Additional income to boost EBIT & support future core business growth

Cooperations

- with **Novartis** for Ulunar until the end of 2024
- with **Puren** until the end of March 2024

EBIT based on distribution/calls

New Cooperation since April 1st, 2024

- with **Novartis** for patented protected Enerzair and Atectura until the end of March 2029

EBIT based on promotion/distribution



Successful transition from co-marketing to marketing & distribution agreements



Single Pill combination contracts with two payers concluded

Own activities from payers started towards physicians

From August 1st, 2023, onwards, for two years:

BARMER

(14 % of SHI¹)

Iltria®
ASS / Atorvastatin / Ramipril

LosAmlo®
Losartan / Amlodipin

GWQ+

SERVICEPLUS AG

(11 % of SHI)

AmlaAtor® APONTIS
Amlodipin / Atorvastatin

LosAmlo®
Losartan / Amlodipin

Tonotec® Lipid
Ramipril / Amlodipin / Atorvastatin

Activities are ongoing
to increase:

- No. of exclusive Single Pill Combinations in contracts with payers
- No. of payers as cooperation partners for Single Pill Combinations



Payers initiated 2nd wave of communication with physicians in February 2024 and will start the next campaign mid of 2024



¹ SHI = Statutory health insurance

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Q & A

2024



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