



PolyPeptide Group AG (SIX: PPGN)

Investor presentation H2 2022

Version December 2022

GLOBAL SUPPORT FOR A QUALITY SOLUTION

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Agenda

1	Market overview
2	Company overview
3	Strategy
4	Performance & financial targets
5	Corporate Governance, calendar and contact

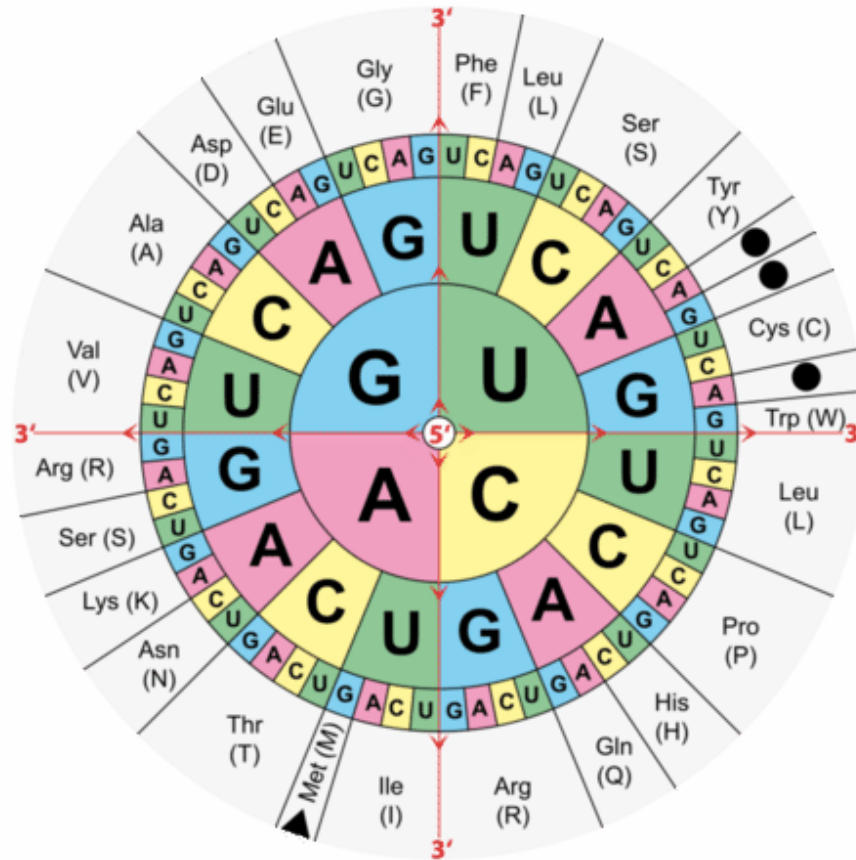
Peptides and Oligonucleotides: “The world of TIDES”

It all starts with amino acids and nucleobases

What are peptides?

Peptides are short chains of (up to ~100) amino acids linked by chemical bonding between their respective carboxyl and amino groups.

Peptides are in every cell and tissue in the body.



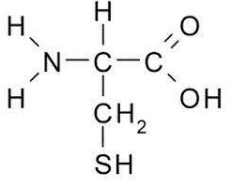
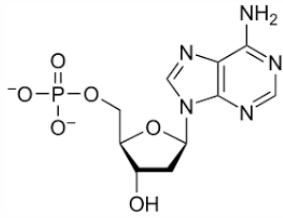
What are oligonucleotides?

Oligonucleotides are a class of single- or double-stranded small synthetic nucleotides (up to 20-30 mer).

Therapeutic oligonucleotides act on different stages of pathological gene expression.

TIDES: a sweet spot within the various therapeutic modalities

Positioning of chemically synthesized TIDES

	Small molecules	Peptides/small proteins	Nano	Cytokines, hgh, IFN, EPO	MAbs, Fusion, Factors	
Amino acids	 <p>Cysteine C₃H₇NO₂S</p>	Semaglutide C ₁₈₇ H ₂₉₁ N ₄₅ O ₅ 31AA Insulin C ₂₅₇ H ₃₈₃ N ₆₅ O ₇₇ S 51AA		GCSF C ₈₄₅ H ₁₃₄₃ N ₂₂₃ O ₂₄₃ S ₉ 174 AA	Rituximab C ₆₄₁₆ H ₉₈₇₄ N ₁₆₈₈ O ₁₉₈₇ S ₄₄ 1328 AA (145KD)	Number of AAs <i>Molecular Weight (kD)</i>
		1 0.1k 50 5-6kD 100 10-12kD	100-200 10-20kD	150-200 15-25kD	1000-3000 100-300kD	
		Chemistry				
			Recombinant			
Nucleotides	 <p>Adenine</p>	Spinraza C ₂₃₄ H ₃₂₃ N ₆₁ Na ₁₇ O ₁₂₈ P ₁₇ S ₁₇ 18nt Leqvio C ₅₂₀ H ₆₇₉ F ₂₁ N ₁₇₅ O ₃₀₉ P ₄₃ S ₆ 32 nt				Number of nucleotides <i>Molecular Weight (kD)</i>
		1 0.5 kD 15 6-7 kD 30 15-17kD		Up to several 1'000s		
		Chemistry		In Vitro Transcription (IVT)		
		Oligonucleotides			mRNA Vx and Therapeutics	

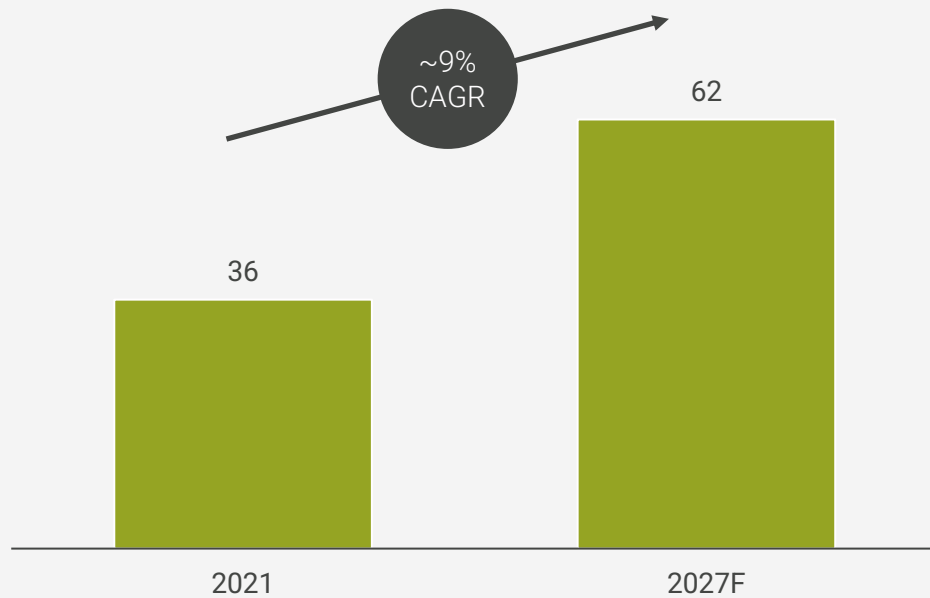
Source: Wikipedia.

Peptide-based drugs market with structural growth momentum

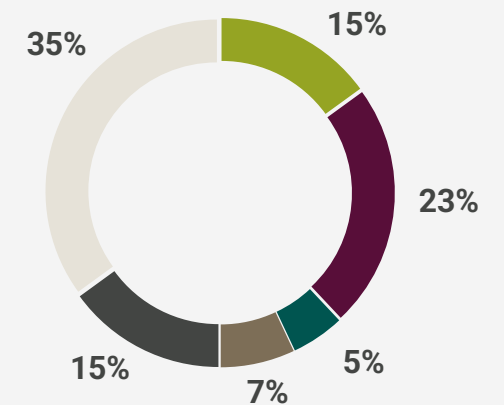
Broad therapeutic areas with significant product pipeline

Estimated peptide therapeutics end market (\$ Bn)¹

~81 drugs FDA approved and ~800 in development²



- Metabolic
- Oncology
- Gastrointestinal
- Cardiovascular
- Neurological
- Other



- Growth driven by a growing number of approved peptide drugs, growing patient population (cancer, metabolic disorders, etc.) and increasing genericization of key originator peptides.
- Broad therapeutical areas of application resulting in rich project pipeline globally
- Increasing number of expected product approvals for years to come

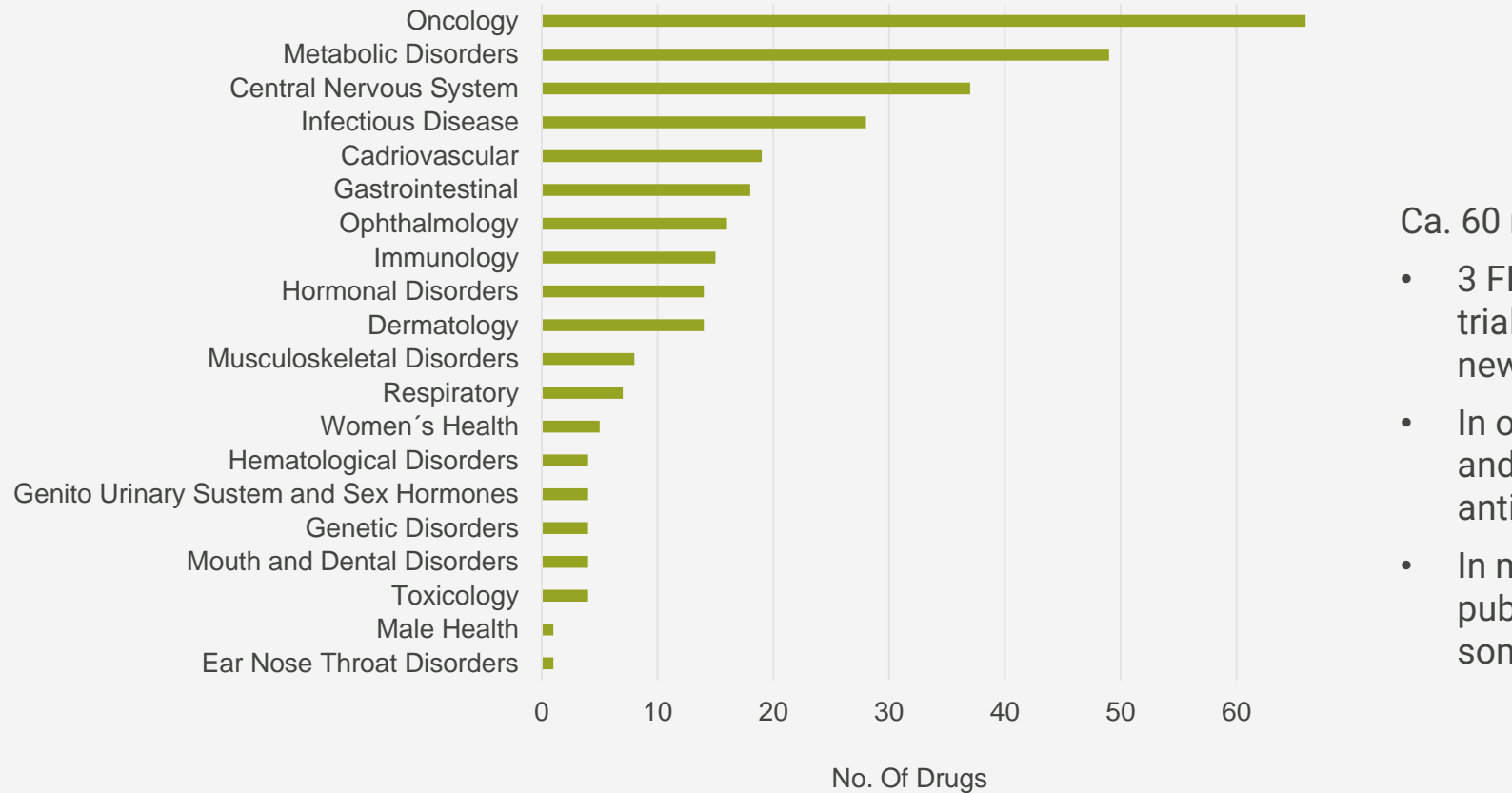
¹Source: IMARC 2021, Peptide therapeutics market 2022-2027, (July 2022).

²Including projects in clinical and pre-clinical development. Source: GlobalData, Drugs Database, (accessed 17 August 2022).

>250 peptide-based drugs in clinical development

Good clinical progress reported in 2022 across multiple drugs

Peptide-based drugs in clinical development¹



Ca. 60 relevant news events in 2022²

- 3 FDA approvals, 4 commercial launches, 5 phase III trial results, 10 phase II trial results, 5 investigational new drug submissions
- In oncology >10 advanced projects (phases II and III) and numerous earlier stage projects, also with anticancer vaccines
- In metabolic disorders, strong clinical results published in new therapies for diabetes and obesity, some of which with blockbuster potential

¹From clinical phase I to phase III. Source: GlobalData, Drugs Database, (accessed 17 August 2022).

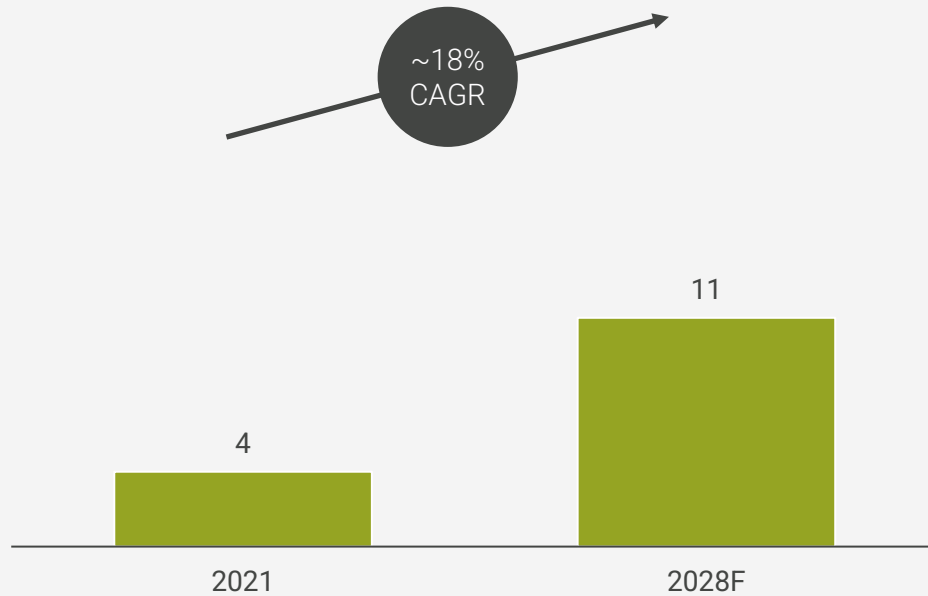
²News until November 2022 related to project initiation, clinical progress (incl. study initiations, updates, results) and drug approvals.

Oligonucleotide market more nascent compared to peptides

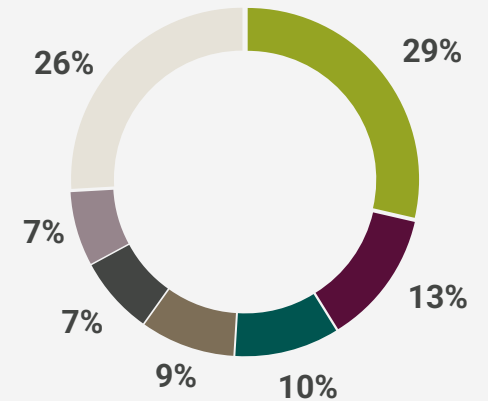
Emerging CDMO market – ~80% of rich drug development pipeline still pre-clinical

Estimated oligo therapeutics end market (\$ Bn)¹

>900 drugs in development, of which >700 pre-clinical¹



- Oncology
- Neurology
- Genetic Disorders
- Infectious Disease
- Metabolic Disorders
- Ophthalmology
- Other



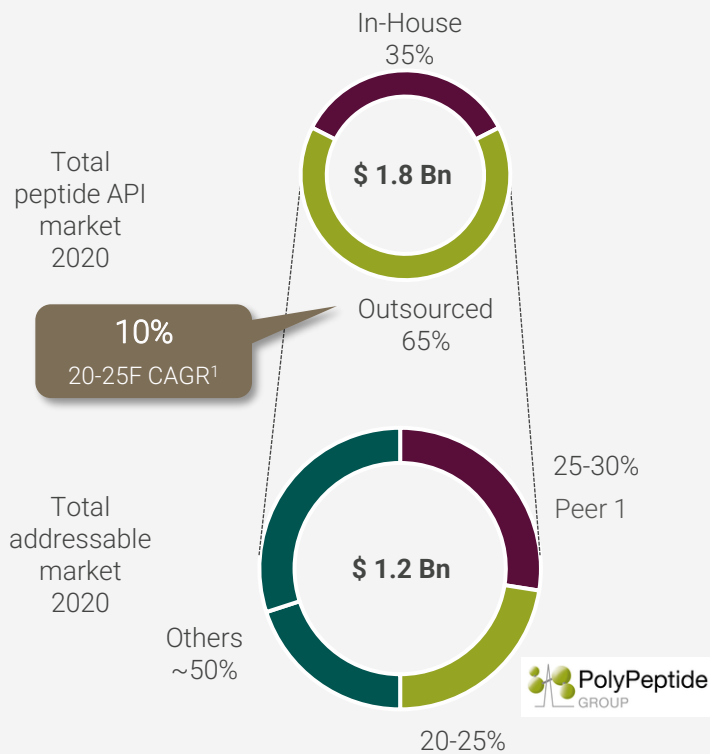
- Originator R&D projects across therapeutical areas, with potentially expanding application, i.e. from rare diseases to diseases with wider patient populations
- R&D activities in earlier stage with >700 pre-clinical projects; ~190 projects in clinical development, of which 24 in phase III; currently 15 drugs FDA approved

¹Source: GlobalData, Durgs Database, December 2022. Market data excluding COVID-19 mRNA vaccines.

Addressable peptide API market of ~\$ 1.2 Bn

Continued trend towards outsourcing and specialization

Market structure¹



Outsourcing trends

- Innovative drug development processes resulting in rich pipelines across modalities
- Pharma and biotech customers to focus on core competencies, time to market and productivity
- Higher complexity of emerging peptide APIs, including shift towards chemical synthesis
- Evolving regulatory requirements and high capex requirements resulting in need for critical scale

CDMO success factors

Specialized technical expertise and know-how

GMP capabilities with high delivery performance

Ability to meet evolving regulatory requirements

Continued capacity building with high utilization

Reputation and market access for pipeline building

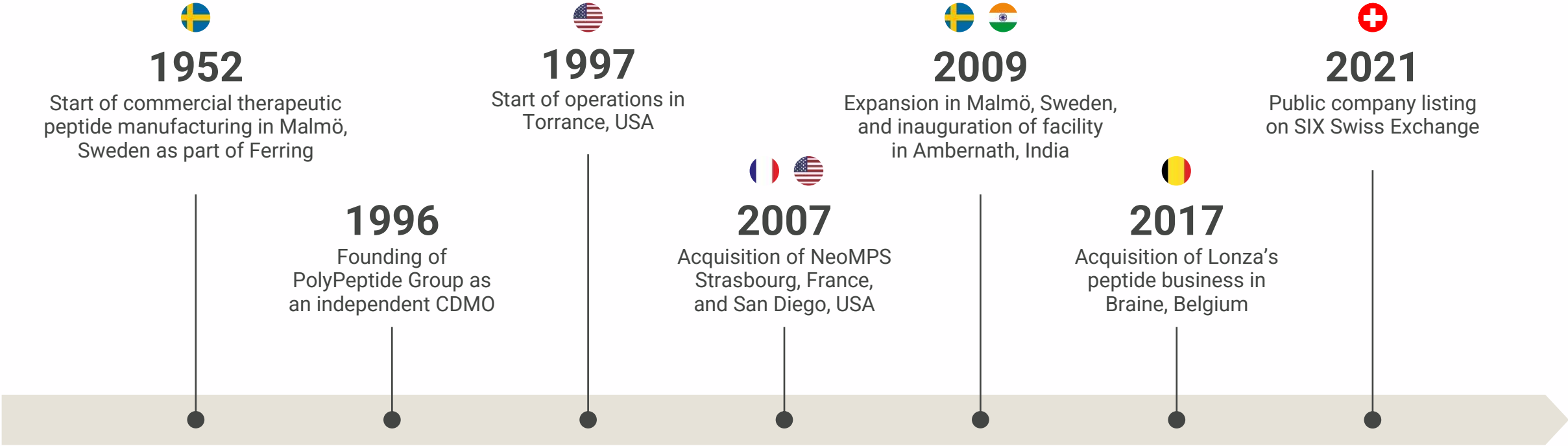
Innovation mindset and high customer satisfaction

¹Based on a study commissioned by PolyPeptide and completed in early 2021.

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70+ years of experience in peptide manufacturing



Comprehensive services for complex peptides

Supporting customers over product life cycle in three business areas

Custom projects



Pre-clinical and clinical phases I-III

Full spectrum manufacturing and associated CMC services supporting pre-clinical development.

Process designed in partnership with the customer to be scalable through the development process.



Contract manufacturing



Commercial, after regulatory approval

Expertise in process development, manufacturing scale-up, regulatory filings, and launch preparation.

Continuous yield improvement is key.



Generics and cosmetics



Generics with non-originator customers and cosmetics

Manufacture of a range of peptide-based generics and cosmetics at commercial scale for multiple customers.

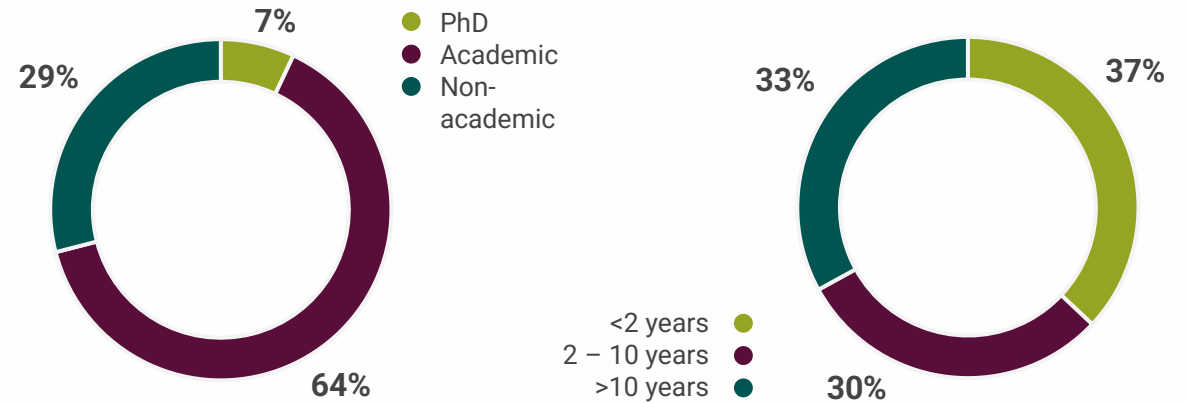


~1'200 employees worldwide with deep knowledge

Network of six GMP-certified sites on three continents for services across development phases

- A global market leader for innovative clinical and commercial stage peptide drug substances
- Manufacturing around half of all approved peptide API's and strong custom project pipeline
- Long-term partner for customers, from biotech start-ups to large pharmaceutical companies

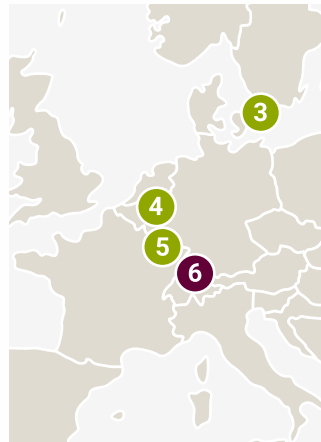
Employees by qualification and experience ¹



Footprint with customer proximity in Europe, the US and India¹



- 1 Torrance, USA
203 employees
- 2 San Diego, USA
68 employees



- 3 Malmö, Sweden
303 employees
- 4 Braine-l'Alleud, Belgium
410 employees
- 5 Strasbourg, France
134 employees
- 6 Baar, Switzerland (HQ)
6 employees














- 7 Ambarnath, India
78 employees

¹Headcount as of 30 June 2022.

Production sites overview (1/2)



































Specialized facilities from experimental to large scale production¹

 Malmö	 Braine-l'Alleud	 Strasbourg	 Torrance	 San Diego	 Ambernath
					
<p>Heritage of PolyPeptide. Large facility for all peptide batch sizes and all segments.</p>	<p>Site with largest liquid phase synthesis in operations, major solid phase capacity expansion ongoing; facility for all peptide batch sizes and all segments.</p>	<p>Special focus on innovation and cosmetics. Smaller facility for most peptide segments.</p>	<p>Mid-sized site, also servicing personalized medicine, handling most peptide batch sizes for all business areas; lab space and pilot GMP facility to serve oligonucleotides.</p>	<p>Designed to efficiently handle smaller peptide batch sizes for all segments, incl. radio-labelled peptides.</p>	<p>Designed to handle generic peptides, manufactured mostly in mid-sized batches.</p>
<p>~12,800 m</p>	<p>~30,000 m</p>	<p>~6,100 m</p>	<p>~14,000 m</p>	<p>~4,800 m</p>	<p>~8,100 m</p>
<p>303 employees</p>	<p>410 employees</p>	<p>134 employees</p>	<p>203 employees</p>	<p>68 employees</p>	<p>78 employees</p>
<p>>30 years</p>	<p>>30 years</p>	<p>>20 years</p>	<p>>20 years</p>	<p>>20 years</p>	<p>>10 years</p>

¹Status December 2022; headcount as of 30 June 2022.

Production sites overview (2/2)

Specialized facilities from experimental to large scale production¹

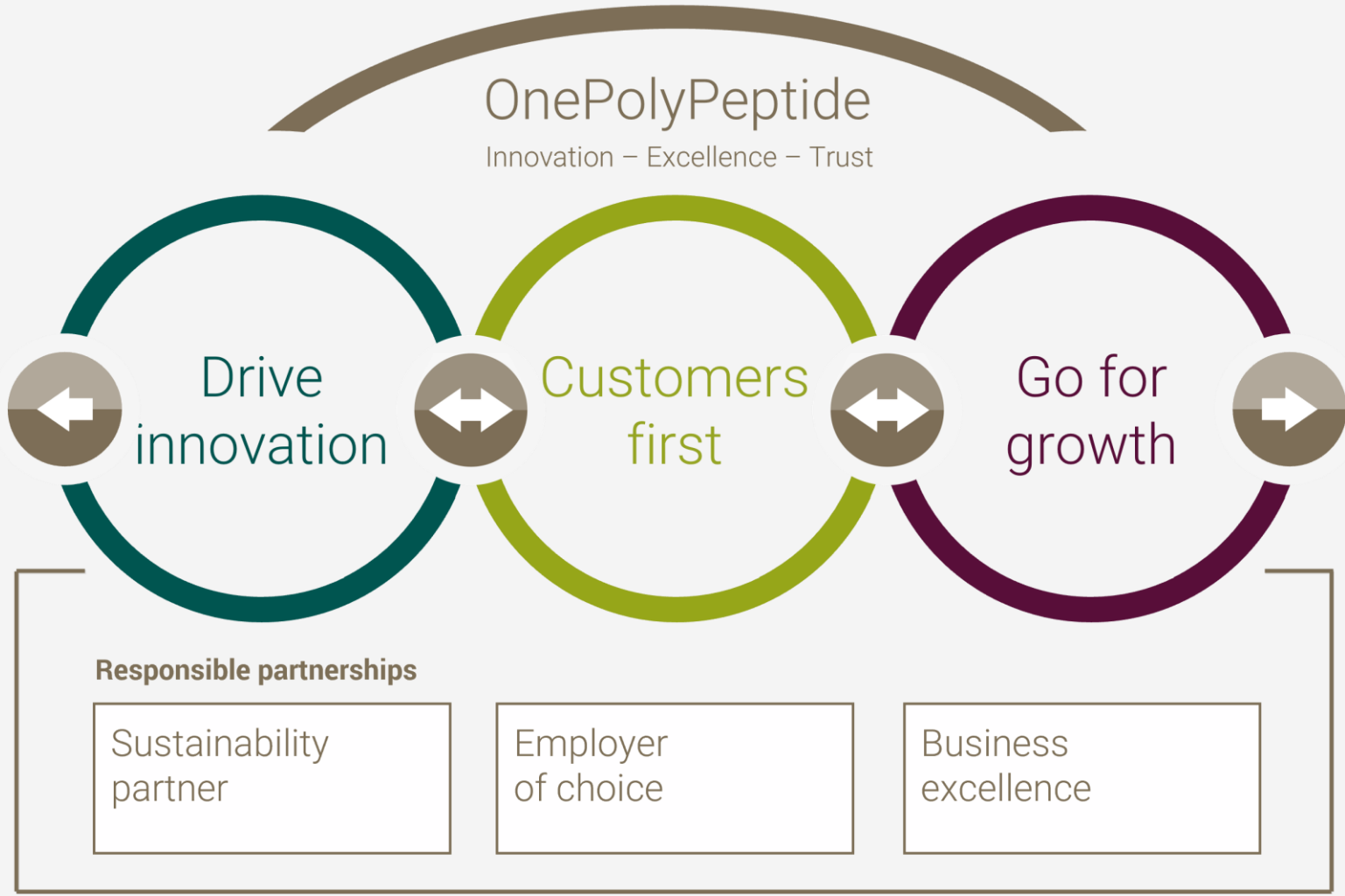
	 Malmö	 Braine-l'Alleud	 Strasbourg	 Torrance	 San Diego	 Ambernath
USFDA	8 inspections 1997, 2001, 2004, 2005, 2008, 2009, 2013, 2016	6 inspections 2001, 2005, 2009, 2012, 2014, 2017	3 inspections 2009, 2014, 2019	15 inspections 1999, 2000, 2001, 2002, 2004, 2008, 2009, 2010, 2011, 2012, 2013, 2015, 2017, 2019, 2021	14 inspections 1992, 1995, 1998, 2004, 2005, 2005, 2009, 2009, 2010, 2011, 2012, 2015, 2017, 2019	2 inspections 2016, 2019
Local	 9 inspections 2003, 2004, 2007, 2010, 2017, 2015, 2019, 2021, 2022	 6 inspections 2008, 2011, 2014, 2017, 2020, 2022	 5 inspections 2006, 2010, 2014, 2017, 2020	 1 inspection (State of California) 1997	 2 inspections (State of California) 1990, 2002	 6 inspections 2011, 2014, 2018, 2021-1, 2021-2, 2022
Other	 2007, 2011, 2015, 2016, 2017, 2018  2017  2005 & 2012  2009	 2001, 2005, 2009, 2012, 2013, 2014, 2016  2011	 2015  2017  2022	 2007	 2011 & 2016  2005  2011, 2016	 2014  2012, 2016, 2019  2013, 2015, 2015, 2017, 2019, 2019, 2022
ESG						

¹Status December 2022.

Agenda

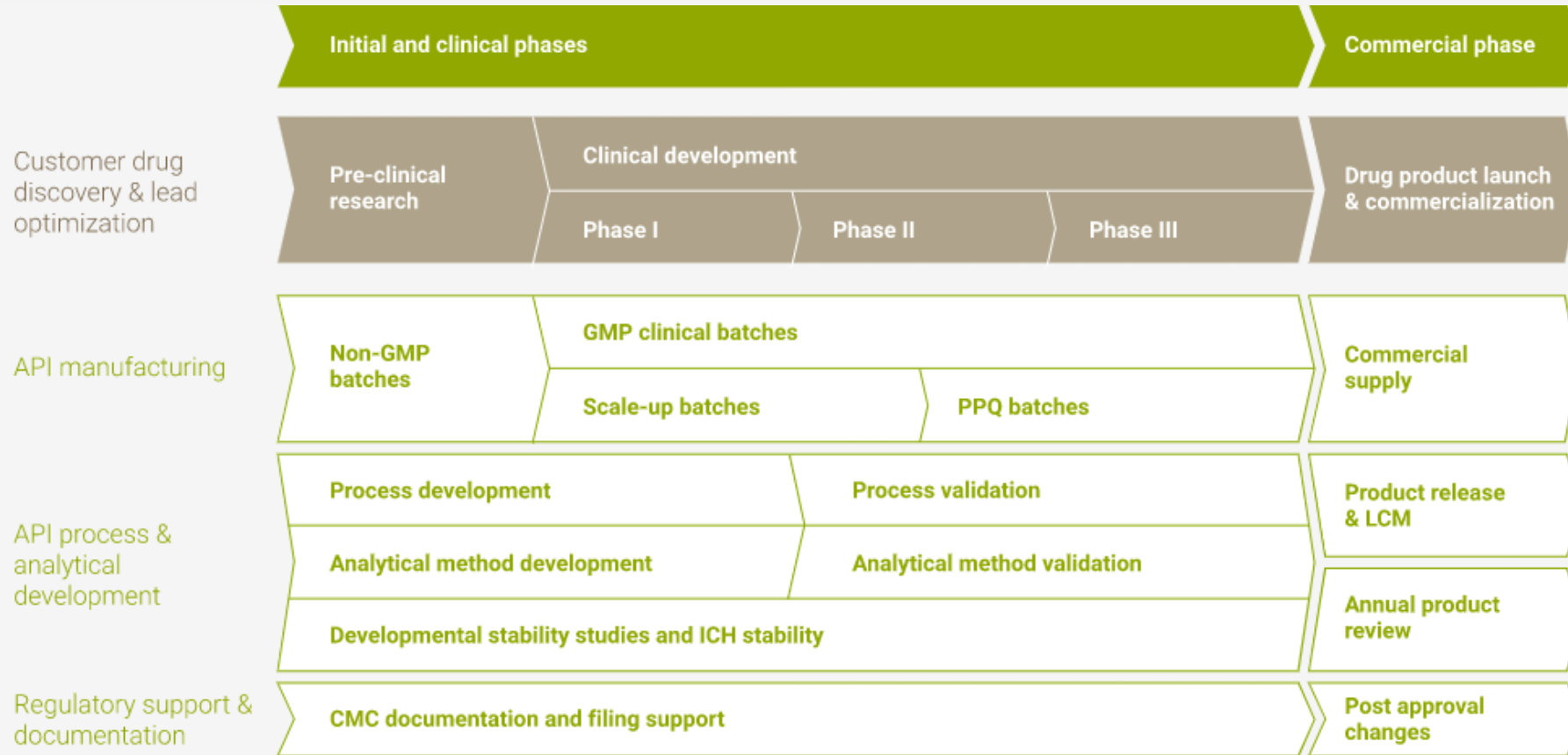
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Integrated strategy



Customers first 1/2

“Start here – stay here”: Providing expert knowledge along product life cycle



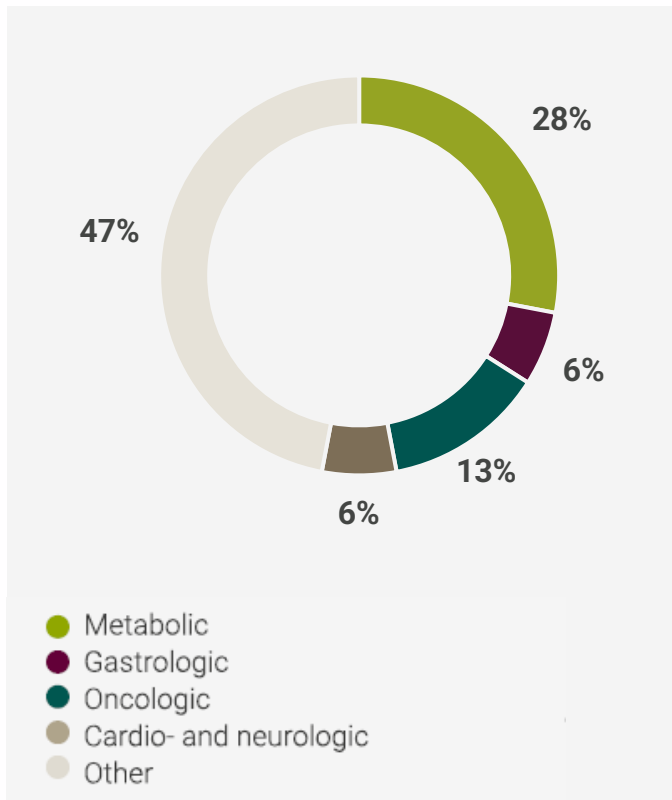
Legend: API – Active pharmaceutical ingredient; CMC – Chemistry, manufacturing & controls; GMP – Good manufacturing practice; ICH – International council for harmonization; LCM – Life cycle management; NDA – New drug application; PPQ – Process performance qualification

Customers first 2/2

Continuously building custom project pipeline as driver of future growth

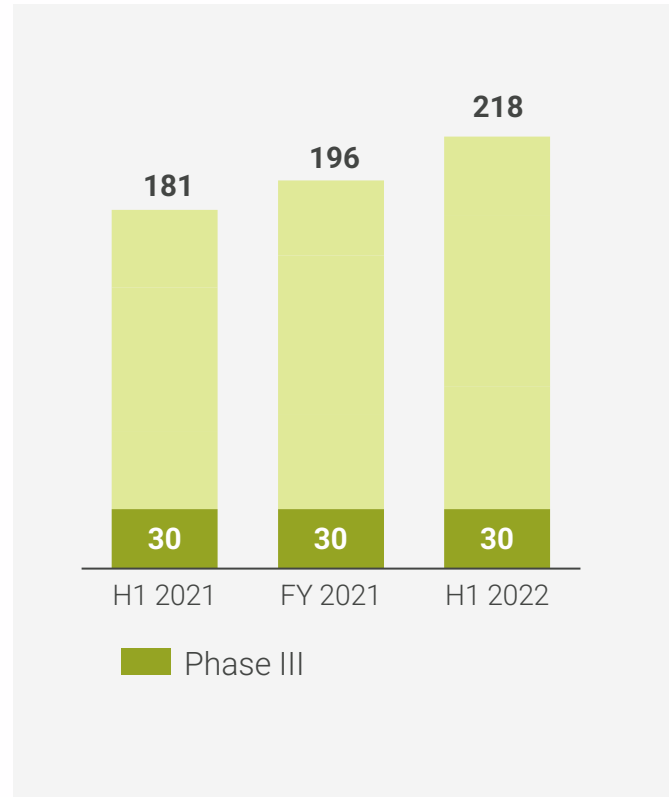


Revenue split by therapeutical area¹



¹ Approximate split as per 30 June 2022.

Number of active custom projects



Product portfolio and projects pipeline

- Coverage across therapeutical areas
- Half of projects in fast-growing areas of metabolic disorders (incl. diabetes and obesity) and oncology
- Early-stage projects now including several oligonucleotides projects

Revenue and volume dynamics

- Expected growth driven by late-stage phase III projects, depending on regulatory progress and market launch strategies of customers
- Currently preparing for significant volume expansion projected to outpace anticipated revenue growth

Go for growth 1/2

Large-scale solid phase synthesis capacity in Braine-l'Alleud (Belgium)



- Finalizing large scale reactor capacity, including associated infrastructure, e.g., tank farm, automation, various preparation vessels, etc.
- Construction works largely completed, key process equipment delivered and positioned in 2022
- Planned to be in operation in 2024 for ramp-up of significant production volumes, incl. commercial agreement announced on 19 December 2022 with annual order value of around EUR 100 million



Go for growth 2/2

Downstream infrastructure in Malmö (Sweden) and oligo cGMP facility in Torrance (California)



1)



- 1) Lyophilization line
- 2) Large-scale purification in Malmö with automatized loading / unloading system

1)



2)



2)



- cGMP facility in Torrance for oligonucleotides, incl.
- 1) synthesis
 - 2) lyophilization
 - 3) purification

3)



Drive innovation 1/2

Improving cost, time, quality



- Advanced monitoring automation
- Improved automated processes for peptide synthesis and purification
- In silico predictive tools
- MES



- Alternative isolation technologies
- Flow chemistry
- Mechanochemistry
- Electrochemistry



- Innovative analytics
- Particle analysis
- LIMS

Culture of innovation

- Innovation culture being embedded in the organization
- Global “Innovation and Technology ” group in Strasbourg and Torrance
- Go from idea to concept all the way to deployment at scale
- Incubator for new business (services and product) ideas

Established external collaborations network



Drive innovation 2/2

Multi-faceted green chemistry program to reduce environmental footprint



Focus areas	Drivers and considerations	Link to PolyPeptide's material ESG topics			
		Green chemistry	Circular waste management	Environmental protection	Climate change mitigation
Green solvents	<ul style="list-style-type: none"> Customer trends Competitive position Emerging regulations 	X	X	X	
Solvent recycling	<ul style="list-style-type: none"> Growing volumes Sourcing complexity Cost efficiency 		X	X	X
CO ₂ footprint	<ul style="list-style-type: none"> Climate change mitigation Energy consumption & cost efficiency Customer trends & merging regulations 				X



OnePolyPeptide

Improving processes, systems and platforms across the Group for sustainable growth



Malmö



Braine-l'Alleud



Strasbourg



Torrance



San Diego



Ambernath



Right balance between
global integration of
systems and local diversity

Sales & marketing

Development, regulatory, IP

Operations

Quality

Innovation & technology

Human resources

Legal & compliance

Finance & IT

IR, ESG, Corp. comms.

PolyPeptide Management Committee

Responsible partnerships

Material ESG topics and ESG agenda as integral part of business strategy



Five-step
materiality
assessment

Twelve material ESG topics

Sustainability partner

- Green chemistry
- Circular waste management
- Environmental protection
- Climate change mitigation

Employer of choice

- People development
- Employee health
- Diversity & inclusion

Business excellence

- Supply chain engagement
- Product quality
- Stakeholder dialogue
- Data protection
- Ethics & compliance

Established ESG agenda 2022+

- First focus on
 - Green chemistry
 - People development
 - Supply chain engagement
- Definition of metrics and targets
- Broadening of CO₂ footprint assessment
- Broadening of various certification programs
- Decision on reporting standard for FY 2023

Agenda

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EBIT and result for half year

Result for the period down by 58.4% with basic EPS of € 0.31

Summary P&L € m

	H1 2018	H1 2019	H1 2020	H1 2021	H1 2022
Revenue	81.6	90.7	87.8	135.1	133.7
EBITDA	20.6	22.7	18.5	39.9	26.7
margin %	25.2%	25.0%	21.1%	29.5%	20.0%
D&A	-6.8	-7.5	-8.4	-9.1	-11.2
Operating result	13.8	15.2	10.2	30.8	15.5
margin %	16.9%	16.8%	11.6%	22.8%	11.6%
Net financial result	-0.6	-0.9	-0.9	-1.3	-2.6
Income tax charges	-2.8	-2.9	-1.5	-4.9	-2.6
Result for the period	11.6	11.4	7.8	24.6	10.2
margin %	14.2%	12.6%	8.9%	18.2%	7.7%

H1 2022 margins

- EBITDA margin of 20.0%
- EBIT margin of 11.6%
- Net profit margin of 7.7%

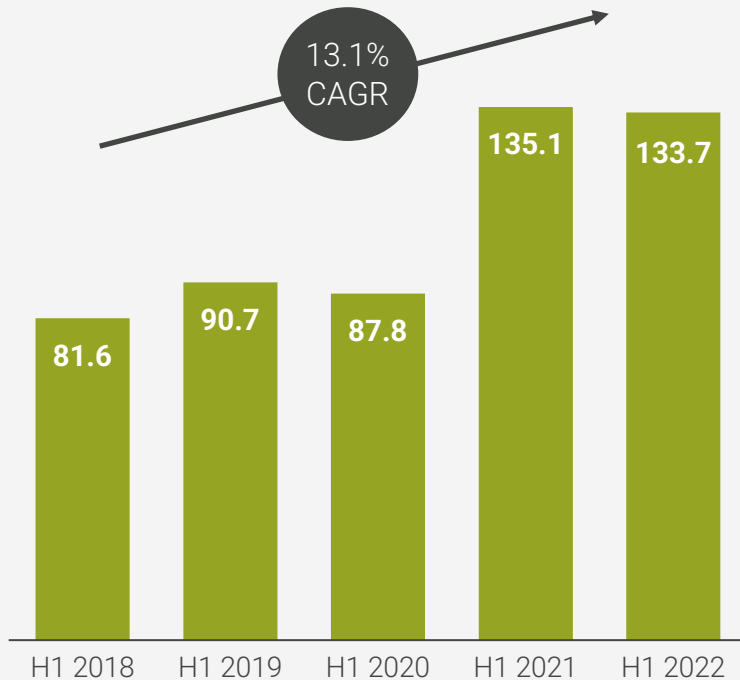
H1 2022 tax rate of 20.2%

Basic earnings per share (EPS) of € 0.31

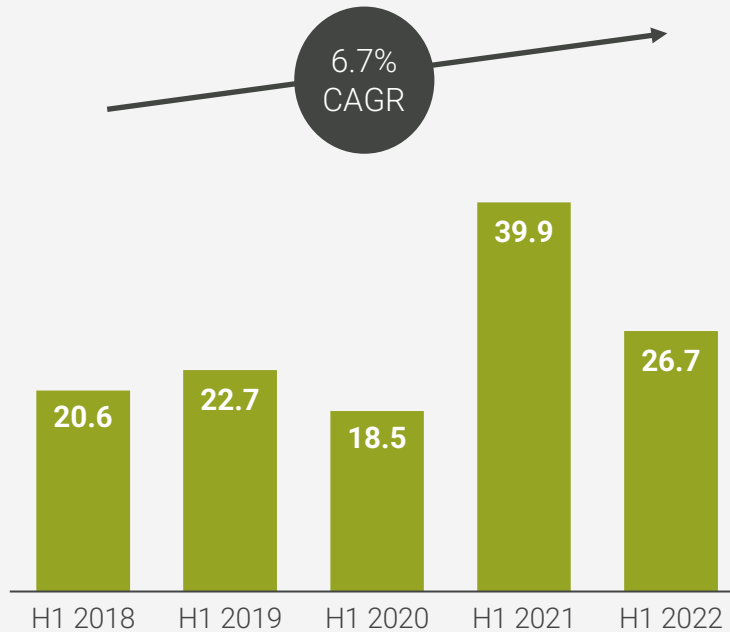
Revenue and reported EBITDA

H1 2022 results in the context of historical trends, partly affected by the coronavirus pandemic

Revenue € m



Reported EBITDA € m



H1 2022 revenue of € 133.7 m, YoY -1.1% or -3.3% at constant currency rates

- Original plan for broadly stable revenue
- Challenges within a more demanding market environment, with several deliveries slipping into H2

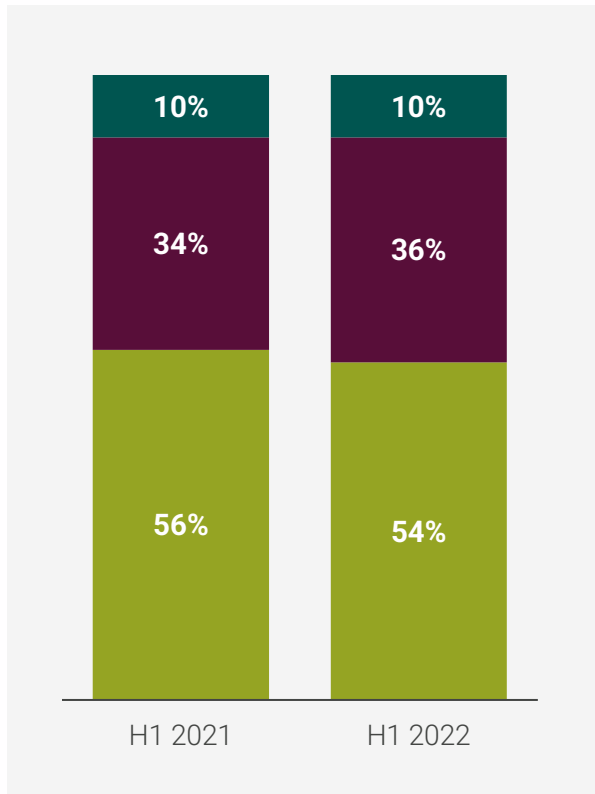
H1 2022 EBITDA of € 26.7 m, YoY -33.1%

- Larger-than-expected drop, driven mostly by amplified inflationary pressure but also by operational challenges
- Strong PY period
- Increased personnel cost ahead of growth

Revenue by business area

Reported Group revenue broadly stable across business areas

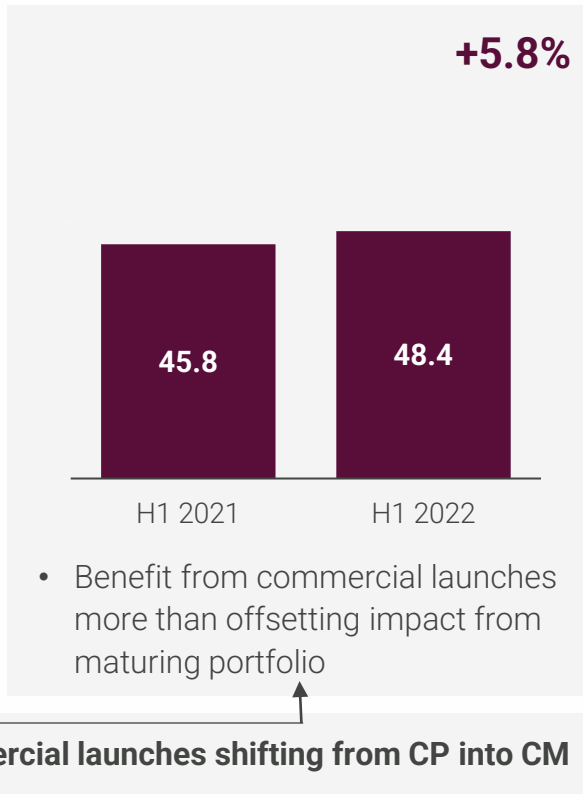
Composition of Group revenue



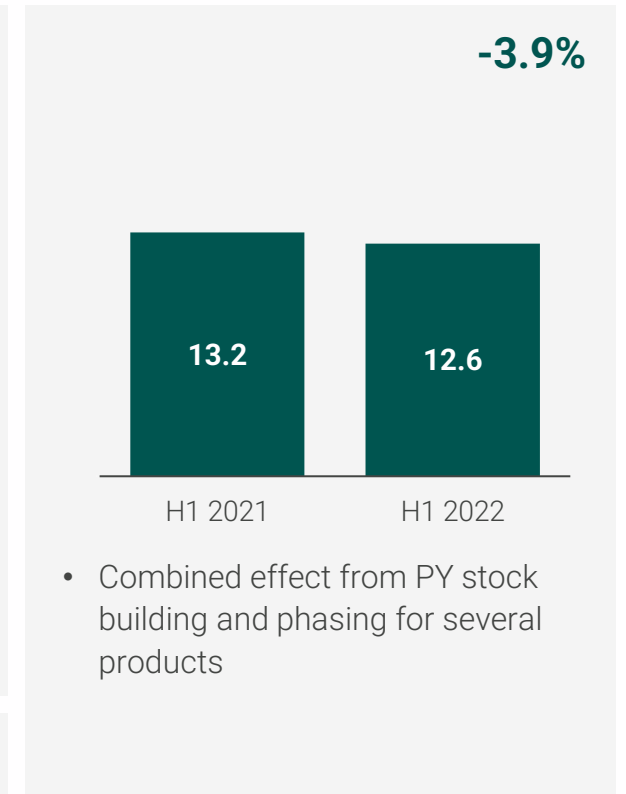
Custom Projects € m



Contract Manufacturing € m



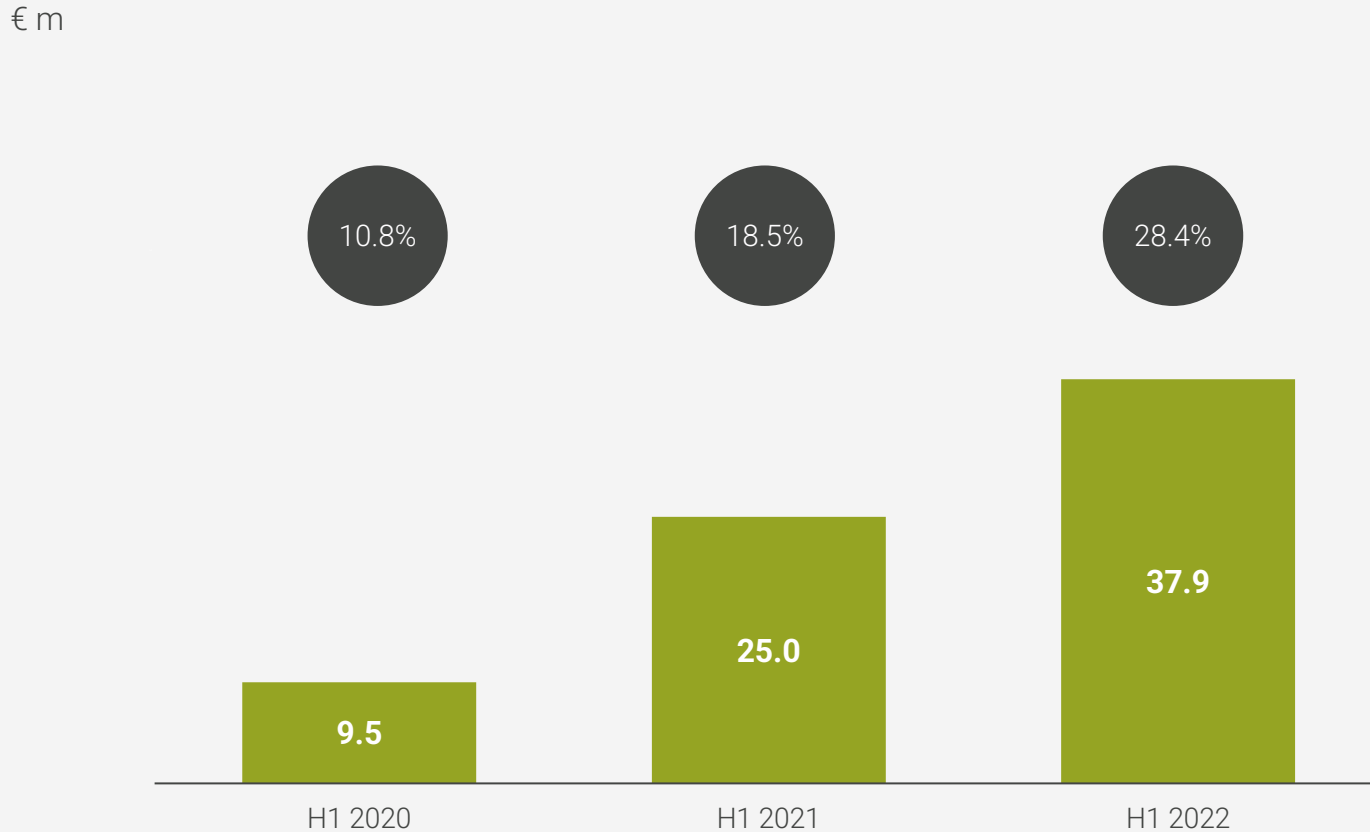
Generics & Cosmetics € m



Revenue associated with commercial launches shifting from CP into CM

Capital expenditures

Continued capacity expansion, but also new capabilities, digitalization and modernization



● as % of revenue

H1 2022 capital expenditures¹ of € 37.9 m, or 28.4% of revenue, including

- Large-scale solid phase synthesis capacity in Braine-l'Alleud (Belgium)
- Large scale downstream capacity in Malmö (Sweden)
- Freeze drying capacity in Malmö and Torrance (California)
- Product development and analytical labs
- Oligonucleotide facility in Torrance
- IT infrastructure and digitalization efforts

¹ Capital expenditures defined as investments in intangible assets and property, plant and equipment capitalized during the reporting period.

Trading update 2 December 2022

Several operational issues having an adverse impact

Ambitious manufacturing and delivery schedule for Q4 2022

Technical equipment

- Malfunctioning equipment leading to the temporary suspension of two manufacturing lines

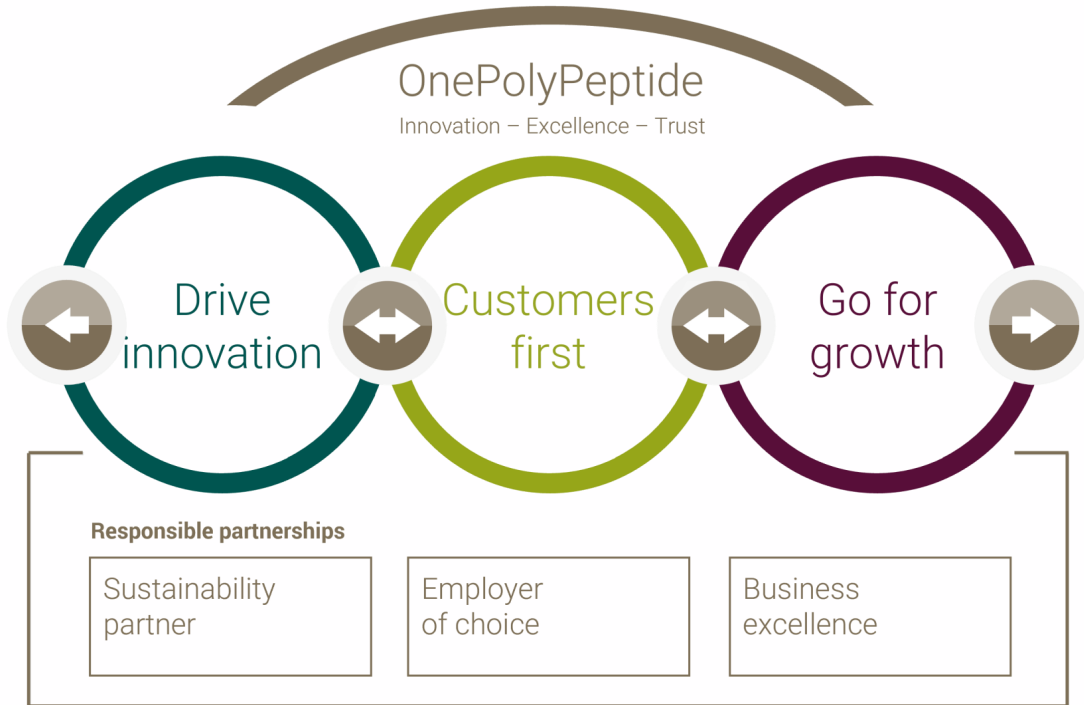
Manufacturing processes

- Issues affecting yields and output for a limited number of products

Rescheduled deliveries in coordination with customers

Measures to restore performance

Delivery performance as key performance indicator

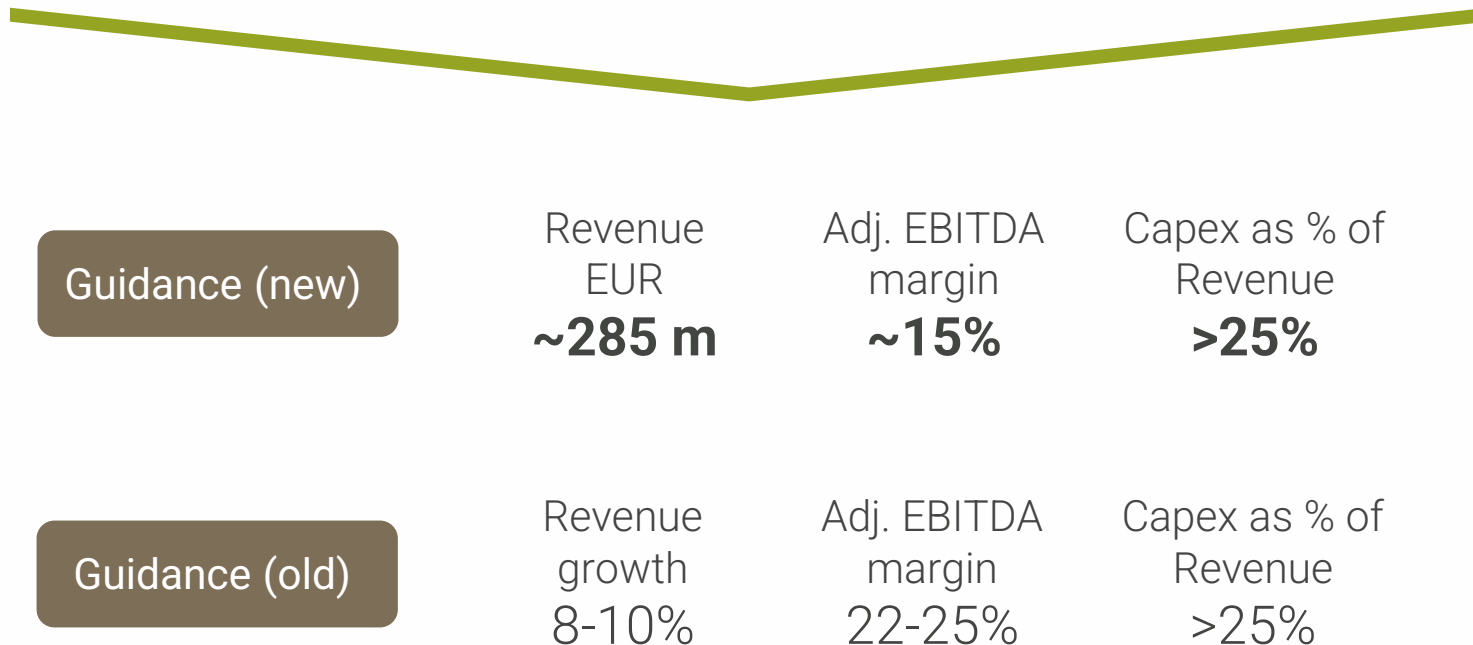


- 1 Close engagement with the small number of affected customers to meet their requirements that shifted to 2023
- 2 Series of specific measures taken to ensure high operational reliability and on-time-in-full delivery performance
- 3 Accelerate efforts to harmonize processes and systems across the Group, consistent with the Group's integrated strategy
- 4 Appointment of Jens Fricke as Global Director Operations and member of the Executive Committee

Financial implications

Updated guidance for 2022

Material impact on financial result for 2022, with revenue loss of around EUR 20 m and adverse adj. EBITDA impact of around EUR 25 m

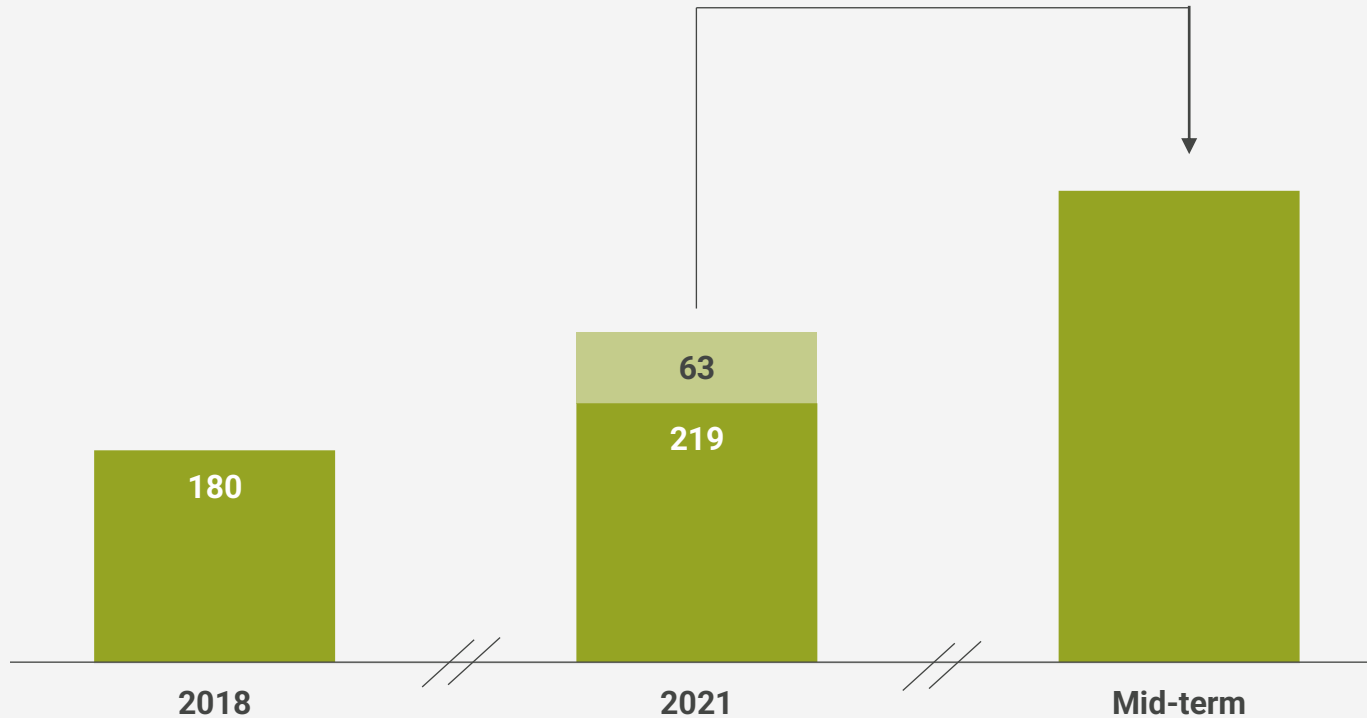


Updated mid-term outlook

Revenue CAGR in low-teens, expectation of varying yoy growth rates

Revenue € m

**Revenue CAGR in low-teens
with varying growth rates year-on-year
and adj. EBITDA margin progression towards 30%**



Coronavirus pandemic related


Considerations

- Structural market trends
- Custom projects portfolio
- Uneven phasing
- Coronavirus pandemic
- Macroeconomic environment
- Geopolitical situation

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PMC – PolyPeptide Management Committee

Members of the Executive Committee 



Raymond De Vré 
Belgian, CEO




Neil Thompson 
British, Director Global Sales and Marketing



Jens Fricke 
Danish, Director Global Operations



Christina Del Vecchio 
Swiss / Swedish, General Counsel



Jan Fuhr Miller 
Danish, CFO



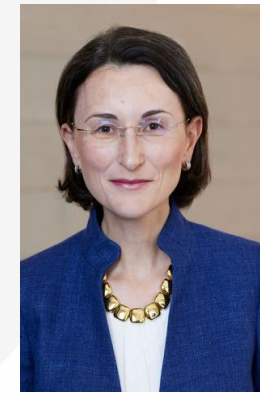
Jon Holbech Rasmussen
Danish, Director Global Development, IP and Regulatory



Landon Piluso
American, Director Global Quality



Olivier Ludemann-Hombourger
French, Director Global Innovation and Technology



Monika Casanova
German, Chief HR Officer



Michael Stäheli
Swiss, Head IR / Corporate Communications / ESG


Board of Directors

Chairman and members appointed in 2021 in context of IPO




Peter Wilden 
German
Chairman




Jane Salik 
American
Member



Erik Schropp 
Dutch
Member






Philippe A. Weber 
Swiss
Independent Member



Beat In-Albon 
Swiss
Independent Member



Patrick Aebischer 
Swiss
Independent Member

Chair 
Member 

Remuneration & nomination committee
Innovation & technology committee
Audit & risk committee

The Board of Directors is responsible for PolyPeptide's overall direction and oversight of management, and holds the ultimate decision-making authority, with the exception of matters reserved for shareholders.

Visit our website or the section
Corporate Governance in the
Annual Report 2021 for the detailed CV's

polypeptide.com
report.polypeptide.com/ar/21/board-of-directors/

IR contact and financial calendar

Investor Relations team

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Head of Investor Relations & Corporate Communications

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Investor Relations / ESG Manager

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polypeptide.com/investors

Share information

PolyPeptide Group AG has been listed on the Swiss Stock Exchange (SIX)

since 29 April 2021 under the symbol SIX: PPGN,

Swiss security number 111 076 085 and ISIN CH111 076 085

Share register

areg.ch ag

Fabrikstrasse 10, 4614 Hägendorf, Switzerland

Phone: +41 (0) 62 209 16 60 / info@areg.ch

Selected events in 2023

12.01.2023 Baader Helvea Swiss Equities Conference, Bad Ragaz, Switzerland

13.01.2023 Octavian Swiss Seminar, Flims, Switzerland

Corporate events in 2023

14.03.2023 FY 2022 results

12.04.2023 AGM 2023

15.08.2023 HY 2023 results

Visit our website for the detailed event calendar polypeptide.com

Analyst coverage



Currently suspended



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THANK YOU

