



# PolyPeptide Group AG (SIX: PPGN)

Jefferies Healthcare Conference 2023

Juan-José Gonzalez, CEO

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GLOBAL SUPPORT FOR A QUALITY SOLUTION

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## Unaudited Financial Results

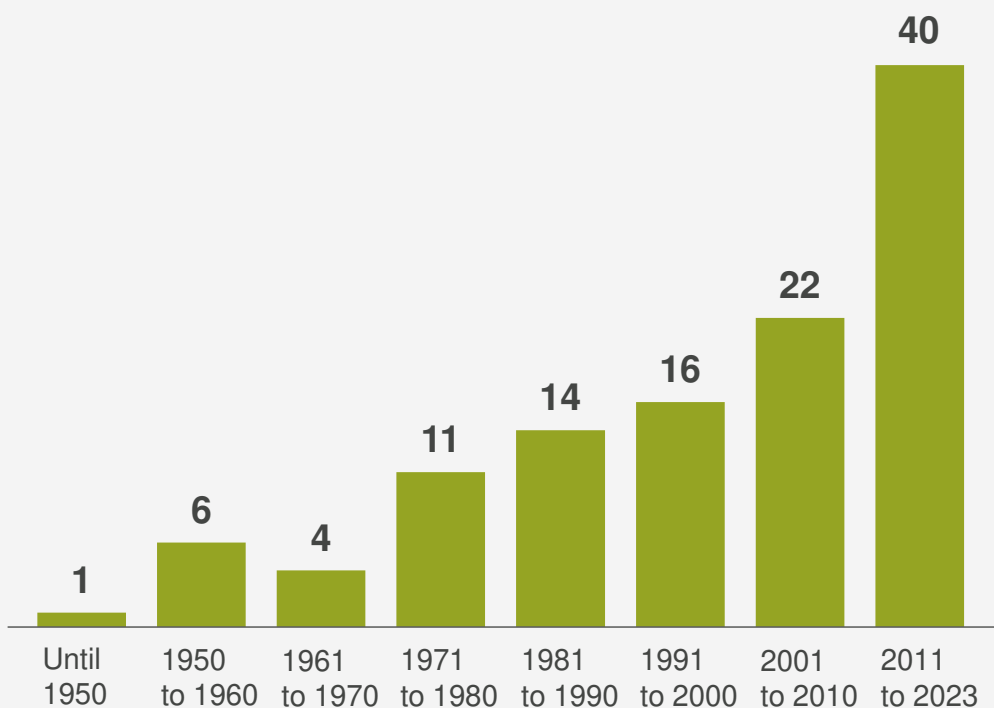
The financial information contained in this Presentation is unaudited.

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# We operate in one of the most attractive CDMO markets

## Peptides approved as therapeutic agents<sup>1</sup>



**~1,000 peptide drug projects** (synthetic and recombinant)  
o/w ~330 in clinical development, with ~60 in phase III<sup>2</sup>

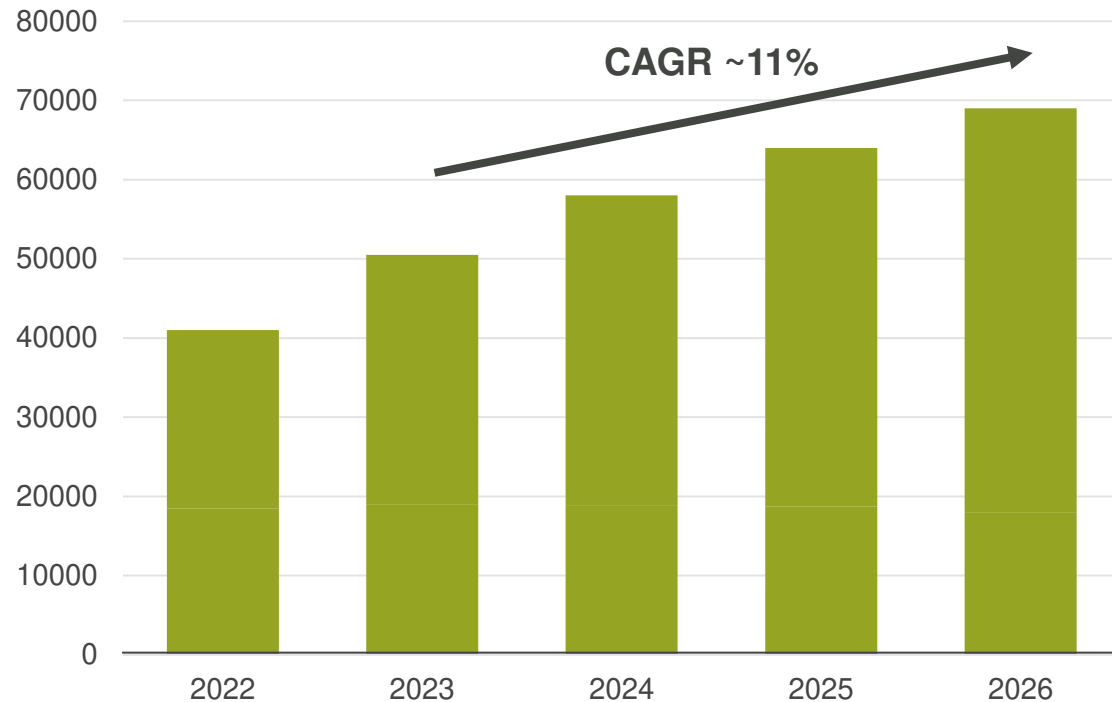


<sup>1</sup> Pharmaceuticals 16 June 2023, 996 <https://doi.org/10.3390/ph16070996>, updated based on company data on 9 November for developments in H2 2023.

<sup>2</sup> GlobalData, Drugs Database (accessed 9 November 2023).

# The market has momentum, driven by GLP-1 programs

Peptides therapeutics market (USD m)<sup>1</sup>

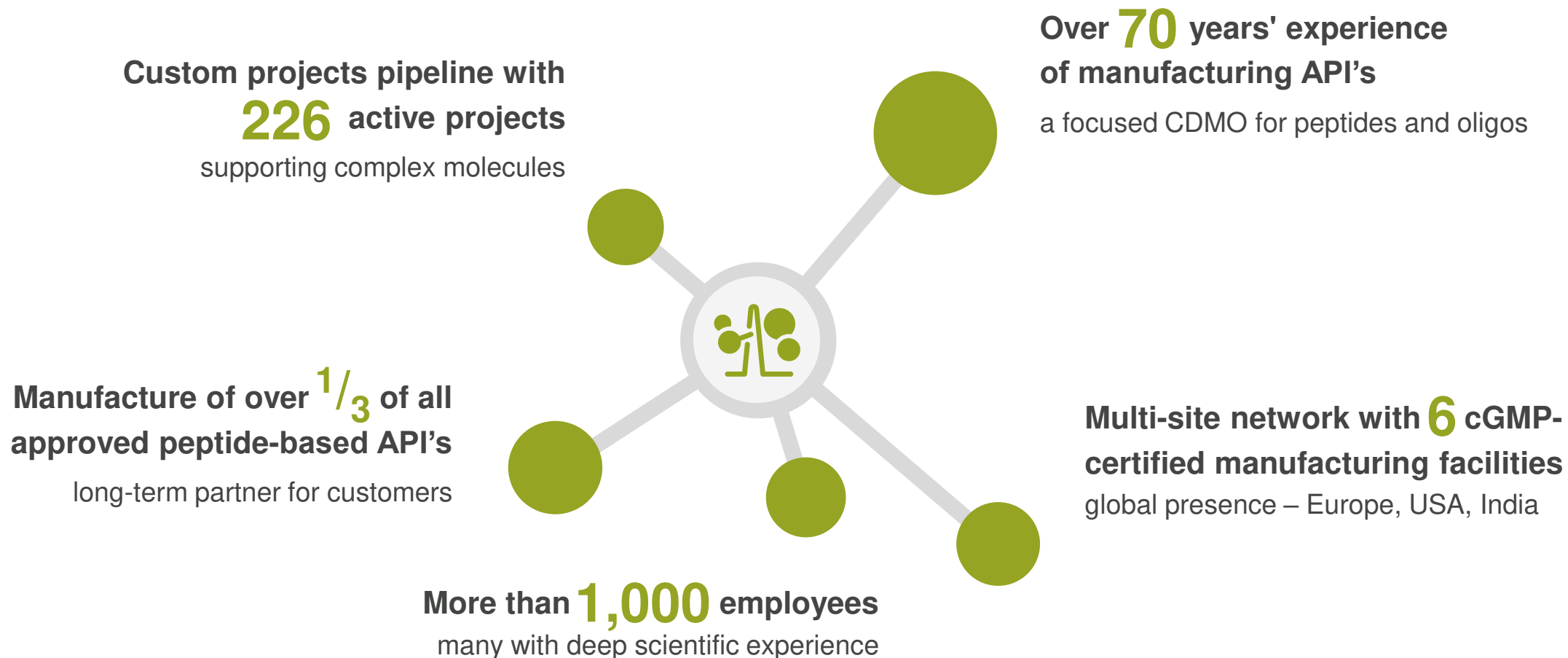


- 2023 to 2026 CAGR for GLP-1 of ~18%<sup>1</sup>, driven by new drug approvals and promising phase III results
- Rich peptide-based GLP-1 project pipeline for the mid-term, incl. injectables and orals
- Peptide-based GLP-1 therapeutics market expected to reach USD >60 billion by 2026<sup>2</sup>



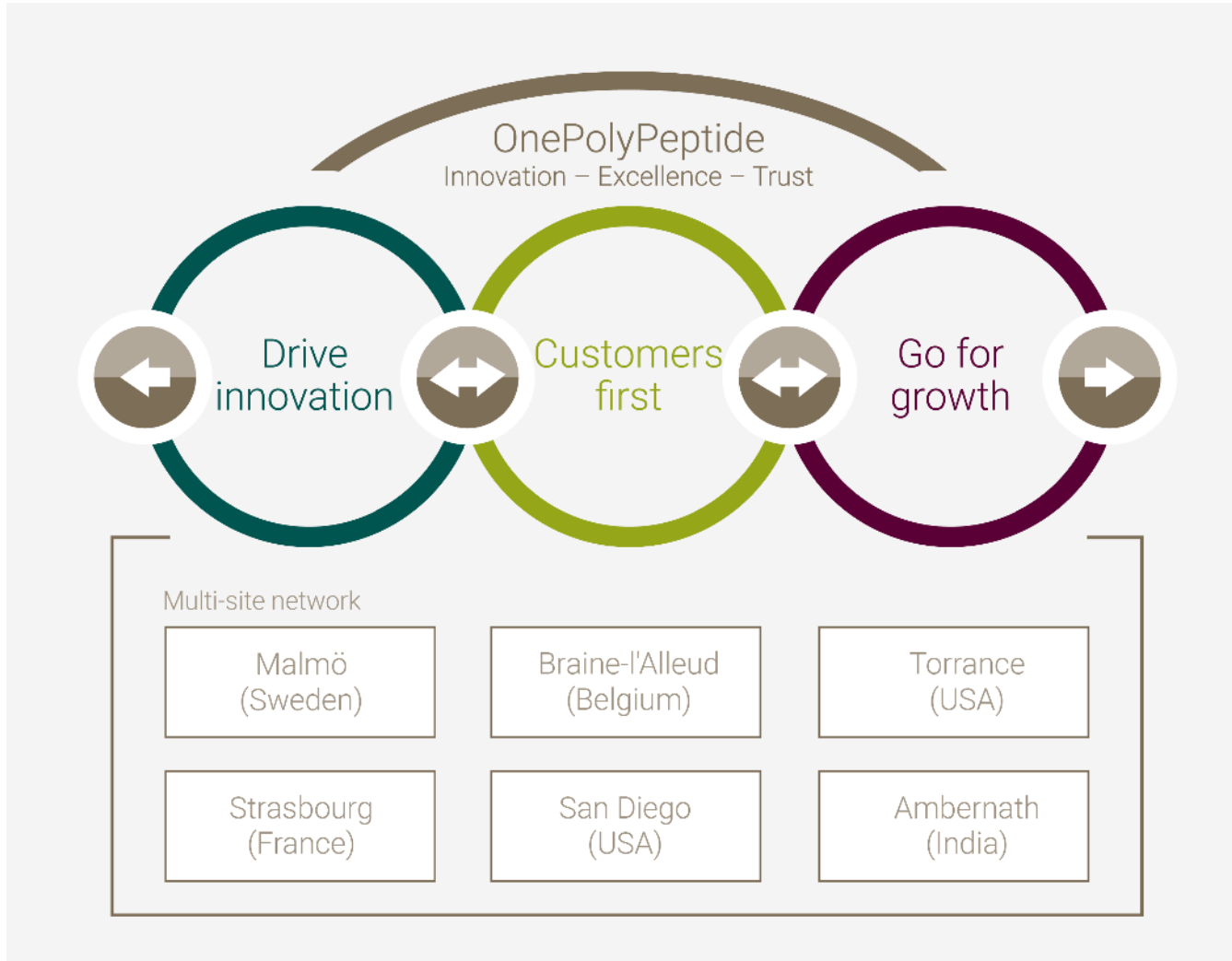
<sup>1</sup> Morgan Stanley research, July 2023. <sup>2</sup> AB Bernstein research, November 2023.

# PolyPeptide is a leader in the outsourced peptide API market





# We are close to our customers – “start here, stay here”



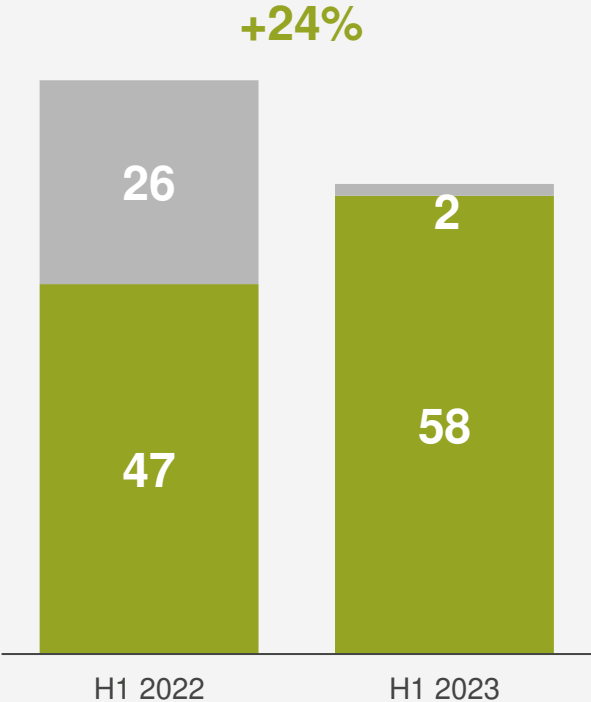
**Competitive advantages**

- Multi-site network infrastructure
- Strong development capabilities
- Culture of flexibility and responsiveness

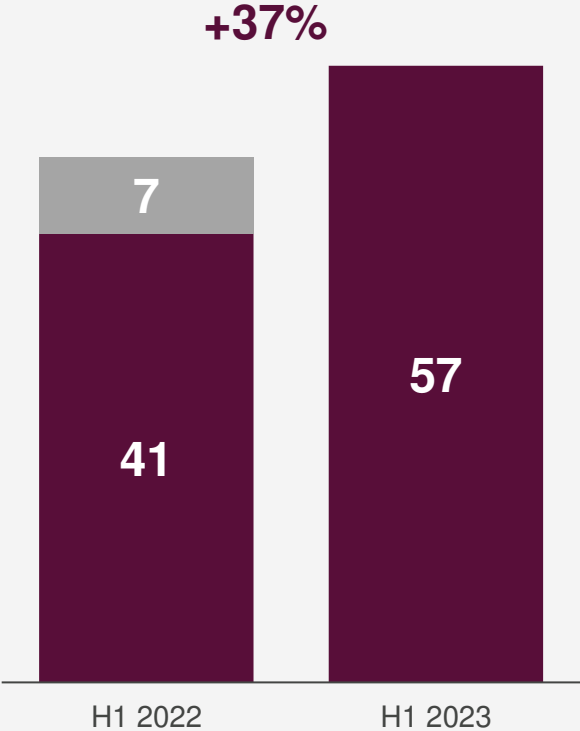
The right side of the slide features a large green circle containing a double-headed arrow icon. Below the circle, the text "Competitive advantages" is followed by three bullet points. At the bottom of this section, there are two photographs: the left one shows a woman in a grey blazer at a trade show booth, and the right one shows a woman in a white lab coat and safety glasses in a laboratory setting.

# In the first half of 2023, we posted 29% underlying growth<sup>1</sup>

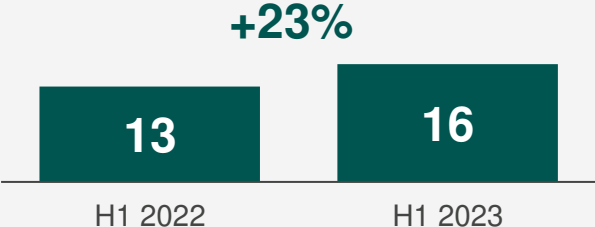
Custom Projects € m



Contract Manufacturing € m



Generics & Cosmetics € m

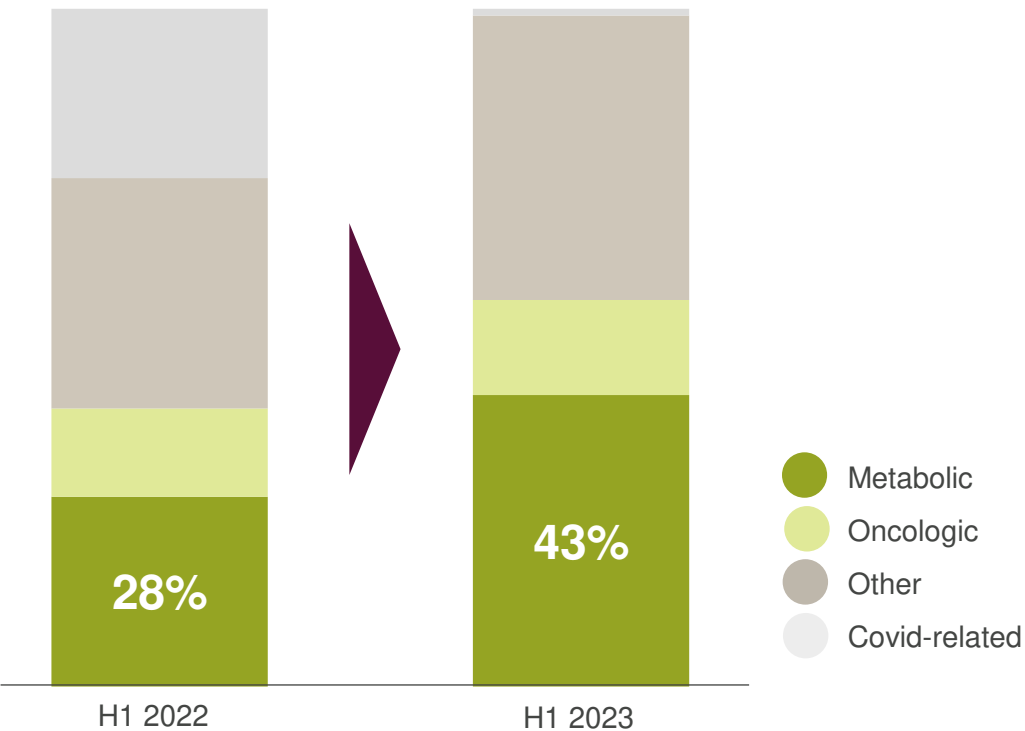


● Associated with coronavirus pandemic.

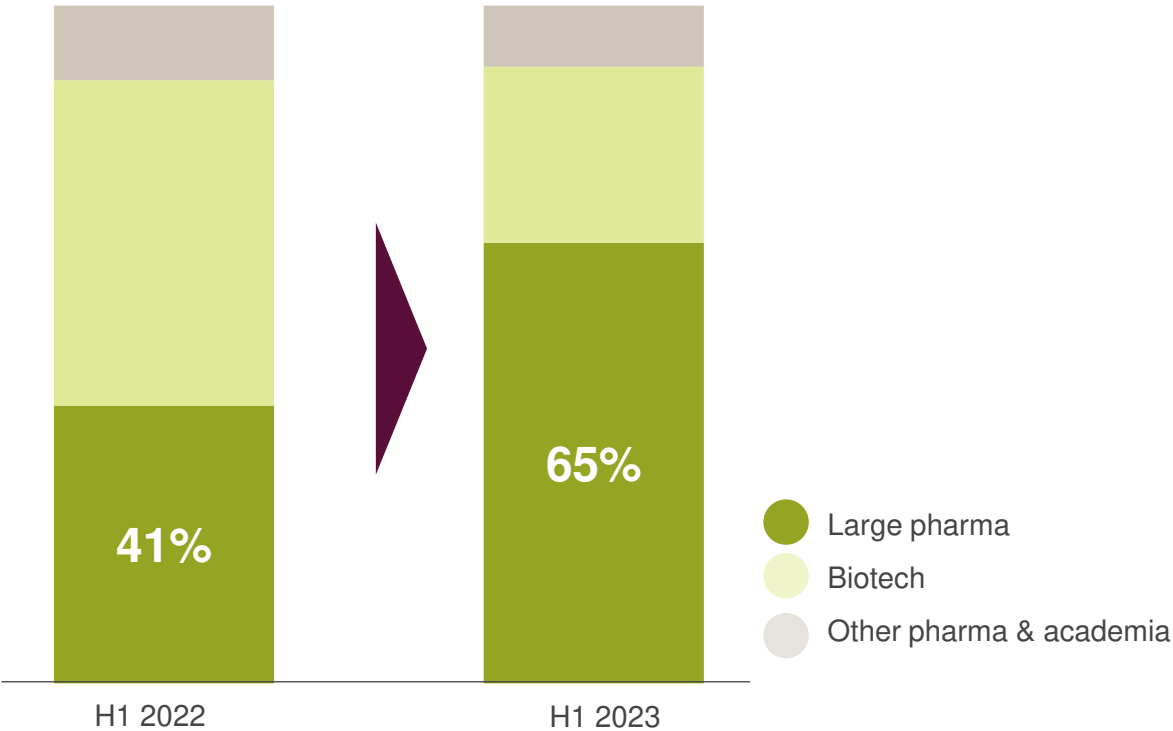
<sup>1</sup> Excluding revenue associated with the coronavirus pandemic.

# Our revenue mix shows transformational progress

Mix by therapeutic area<sup>1</sup>



Mix by customer type<sup>1</sup>

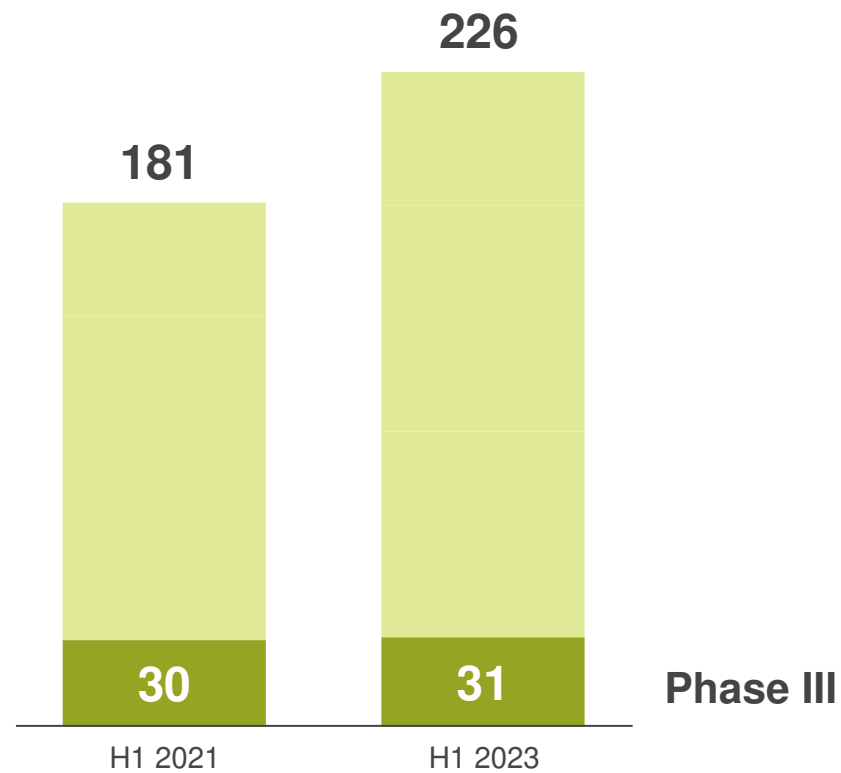


<sup>1</sup> Approximate revenue mix as at 30 June 2022 and 30 June 2023.

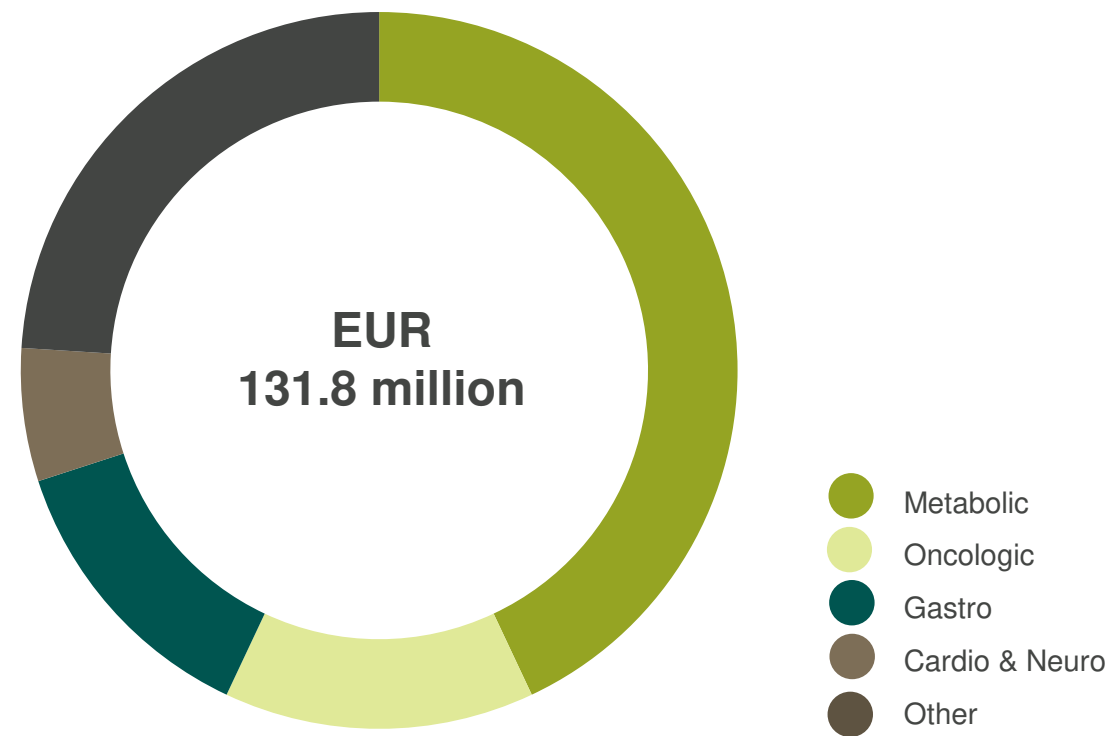


# We are well positioned with a leading development pipeline

Active custom projects by # of projects / phase



Revenue mix by therapeutic areas<sup>1</sup>



<sup>1</sup> Approximate revenue mix as at 30 June 2023.

# Financial guidance for 2023

## Clear focus for H2 2023

- Meet customer demand and deliver on planned growth in H2 2023
- Continue implementation of operational and profit improvement initiatives

- Mid to high single-digit percentage revenue growth vs 2022
- At the lower end of that range, EBITDA around break-even, excluding the EUR 9.5 million inventory write-down in H1 2023
- Net loss for 2023
- Capex of EUR 55 to EUR 65 million, subject to ongoing partnership discussions with customers

Q&A

