



# PolyPeptide Group AG

Juan-José Gonzalez, CEO

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## Unaudited Financial Results

The financial information contained in this Presentation is unaudited.

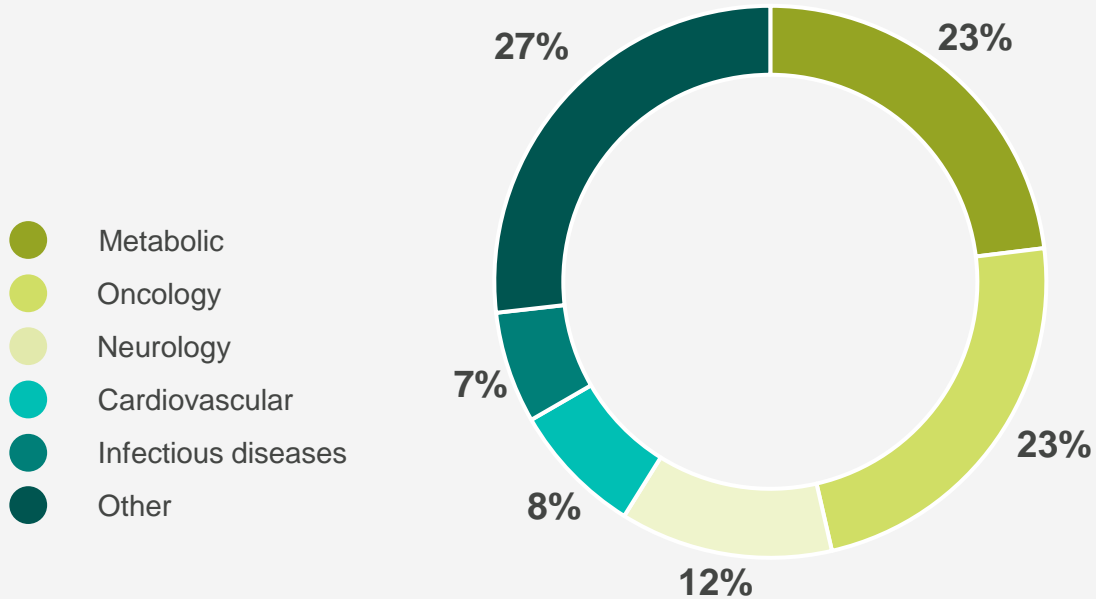
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# Peptides – one of the most attractive CDMO markets

## Peptide drugs in clinical development (Phase I to III)<sup>1</sup>

Total 321, split by therapeutical area in %



- Expect peptide therapeutics market CAGR of around 10% until 2033, driven by GLP-1 commercial launches<sup>2</sup>
- Rich pipeline with over 800 peptide drugs in development<sup>1</sup>
- Metabolic and oncology accounting for nearly half of all clinical development activity
- Expect continued trend towards synthetic peptides with complex molecular structure and robust outsourcing, especially toward western-based CDMOs

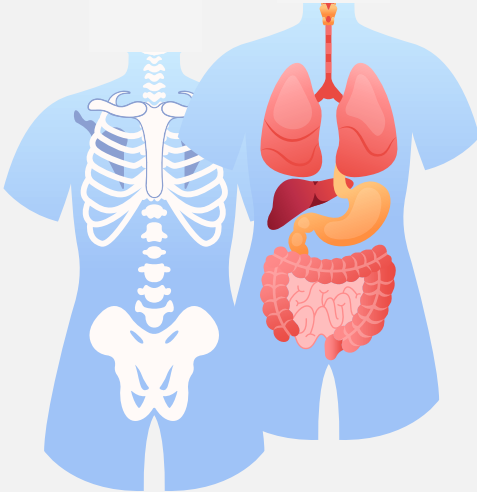
<sup>1</sup> GlobalData, November 2024.

<sup>2</sup> PolyPeptide estimate based on third-party market reports, June 2024.



# The metabolic market is evolving rapidly driven by GLP-1

## Potential benefits beyond metabolic for large patient populations (number of patients)<sup>1</sup>



Obesity	~650m
Type 2 diabetes	~500m
Obstructive sleep apnea	>900m
Cardiovascular & heart failure	>400m
Knee osteoarthritis	>350m
MASH	>300m
Major depressive disorder	>250m
Substance abuse	>150m
Chronic kidney disease	>100m
Alzheimer's disease	>50m

## Continued R&D efforts and progress

- New entrants are advancing next generation molecules



- Differentiation expected across key dimensions such as efficacy, routes of administration and tolerability
- Around 80 GLP-1 drug candidates across modalities in clinical development<sup>2</sup>

<sup>1</sup> Based on UBS Global Research, February 2024; numbers overlap across indications.

<sup>2</sup> GlobalData, November 2024.



# PolyPeptide at a glance



Torrance (US)



Braine-l'Alleud (BE)



Malmö (SE)



San Diego (US)



Strasbourg (FR)



Ambarnath (IN)

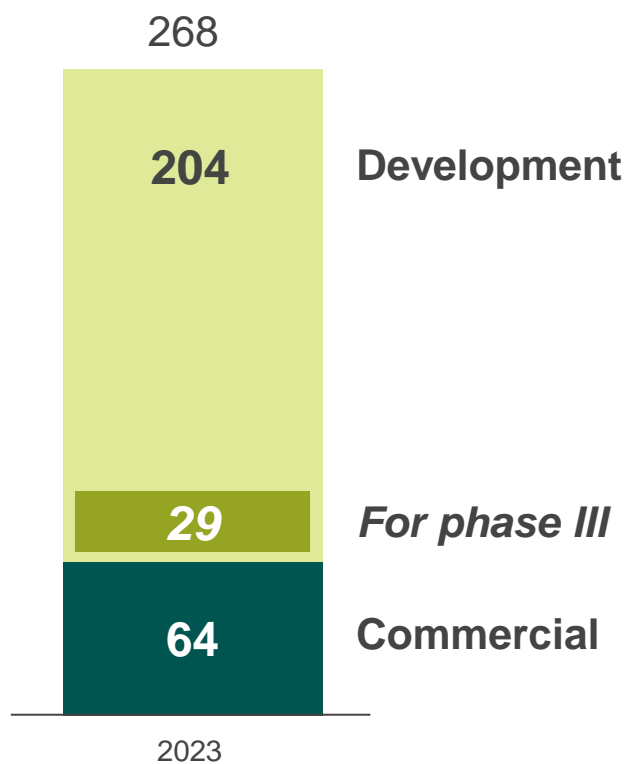


- A leader in the peptide CDMO market with multisite network and over 70 years of experience
- Track record of >1,000 therapeutic peptides manufactured

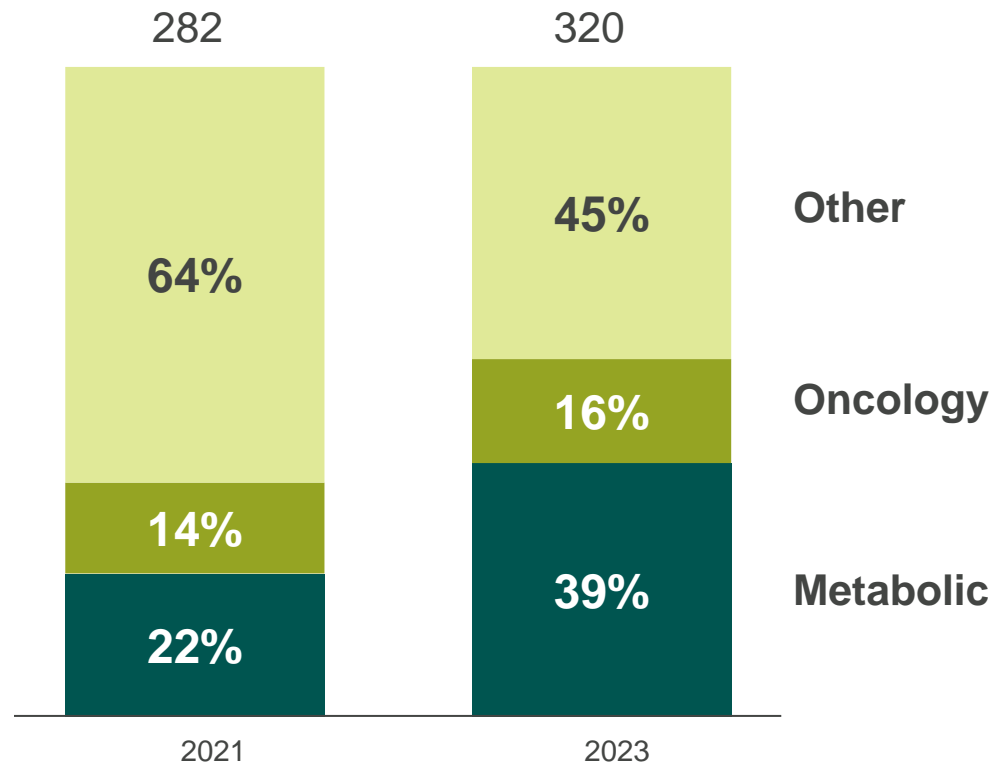


# PolyPeptide is well positioned for accelerated growth

# of active projects



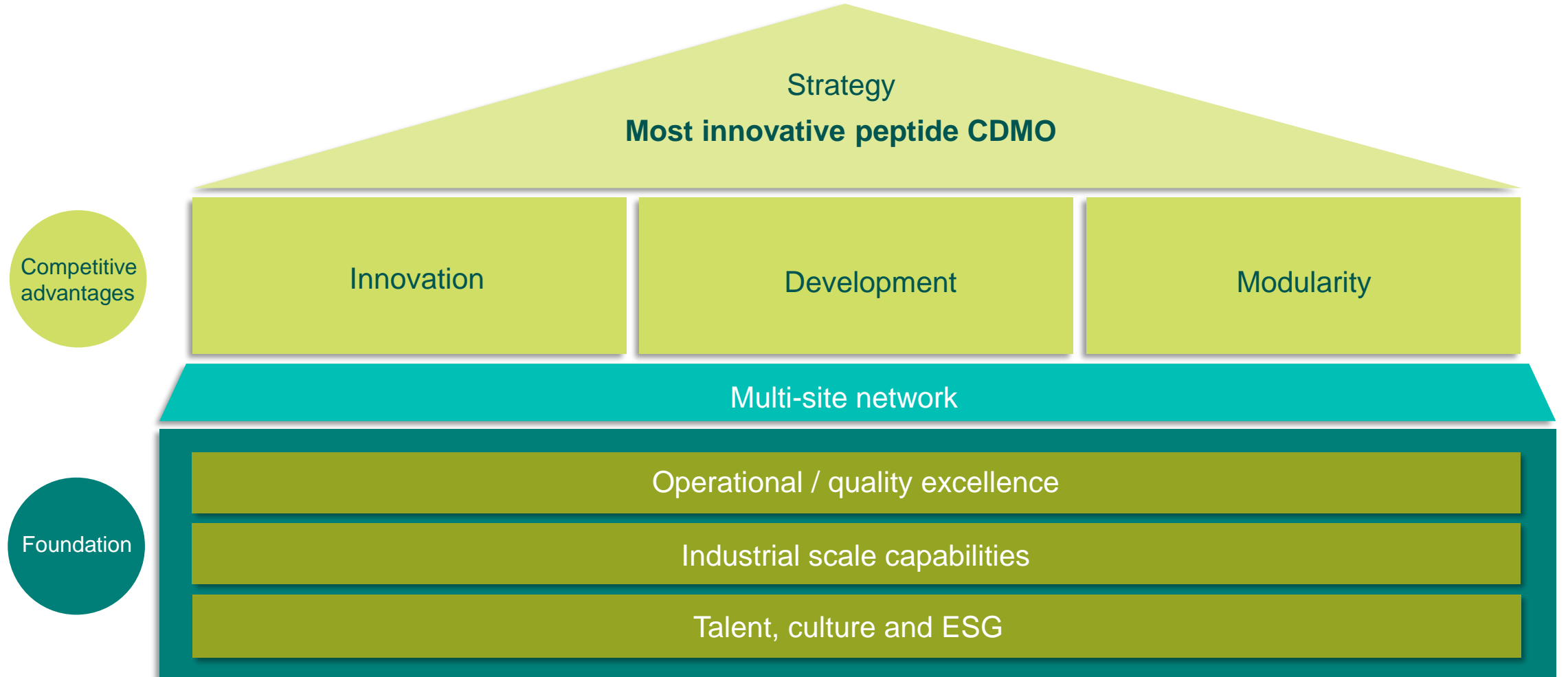
Reported revenue, EUR m<sup>1</sup>



<sup>1</sup> Revenue splits approximative.



# PolyPeptide's growth strategy to maximize market opportunity



# H1 2024 results highlight focus on execution



- Operational excellence program, driving improvements in manufacturing planning and execution
- Improved profitability and operating cash flow
  - Compared to H1 2023, EBITDA margin increased from -14.7% to +2.1%
  - Operating net cash flow improved from EUR -48.3 m to EUR +0.5 m
- Strengthening of the organization
  - Advancing large-scale commercial capabilities and contract sophistication
  - Upgrade of senior-level positions





# Investments in capacity focused on enabling GLP-1 opportunity



- Completing 2021-2024 capex investment cycle of EUR ~280 m
  - Advancing projects across network
  - On track to start production ramp-up of large-scale SPPS capacity in Belgium in H2 2024
- New 2025 – 2028 capex investment cycle, focused on enabling growth and high return on capital by:
  - Capex target of 15-20% of revenue
  - Expansion across network leveraging proprietary technology and the potential of modularity
  - Large capex projects include customer support



# Upgraded guidance for 2024 (communicated with H1 results)

	Previous	New
<b>Revenue growth in %</b> (vs 2023 at constant currency rates)	Mid to high single-digit	High single-digit
<b>Profitability</b>	Positive EBITDA, operating at a net loss	Positive mid single-digit EBITDA margin, operating at a net loss
<b>Capital expenditures</b>	EUR 60 to 70 million	EUR 60 to 70 million



# Summary and mid-term outlook

- Strategy to be the most innovative peptide CDMO, anchored on three competitive advantages
  - Innovation focused on green chemistry and industrial manufacturing
  - Superior pipeline development capabilities
  - Capacity expansion leveraging the potential for modularity
- Execution of this strategy to create significant value for stakeholders

**Double 2023 revenue by 2028**

**EBITDA margin approaching 25% by 2028**

**Capital expenditures of 15% to 20% of revenue**



Thank you



# Contact and calendar

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## Share information

SIX Swiss Exchange (SIX) ticker symbol: PPGN

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ISIN: CH111 076 085

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## Events 2024

19-20 November 2024

Jefferies Health Care conference, London

06 December 2024

Kepler Cheuvreux GLP-1 day, Zurich

## Events 2025

09 January 2025

Baader Helvea Swiss Equities Conference, Bad Ragaz

10 January 2025

Octavian Swiss Seminar, Davos

13-15 January 2025

JP Morgan Healthcare Conference, San Francisco

11 March 2025

Full year results 2024

09 April 2025

General Meeting 2025

12 August 2025

Half year results 2025

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