



STO: XBRANE

January 2024

Xbrane – a World-Leading Biosimilar Developer



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Xbrane addresses global health challenges by developing affordable biosimilars

Our purpose:

“Enable equal opportunity to health through development of affordable biological drugs”

Core competence

Develop biosimilars from cell line to market approval and partner for sales and marketing

Differentiation

Patented platform technology for lowest production cost

Mid-term strategic focus

Bring value to patients and society with Ximluci® (Lucentis® biosimilar)

Advance existing and new preclinical Biosimilar candidates to market

Expand & strengthen platform technology

Mid-term targets

Become cash flow positive before end of Q1 2025

Initiate one new development program per year

Generate €100m in annual income from Ximluci® three years post launch

Xbrane – a world-leading biosimilar developer

Biosimilars – a rapidly growing market

Xbrane – a platform biosimilar developer

Ximluci® – ongoing commercialisation in Europe & UK

Attractive portfolio addressing USD 27bn in originator sales

Biosimilars are follow-on products to biologics launched post patent expiry

Pharmaceuticals

Small Molecules

- 60% of global market, **1-3% p.a. growth**¹
- Produced via chemical synthesis
- Followed on by identical generics at patent expiry

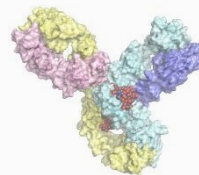


Molecular Weight:
~**180 Dalton**



Biologics

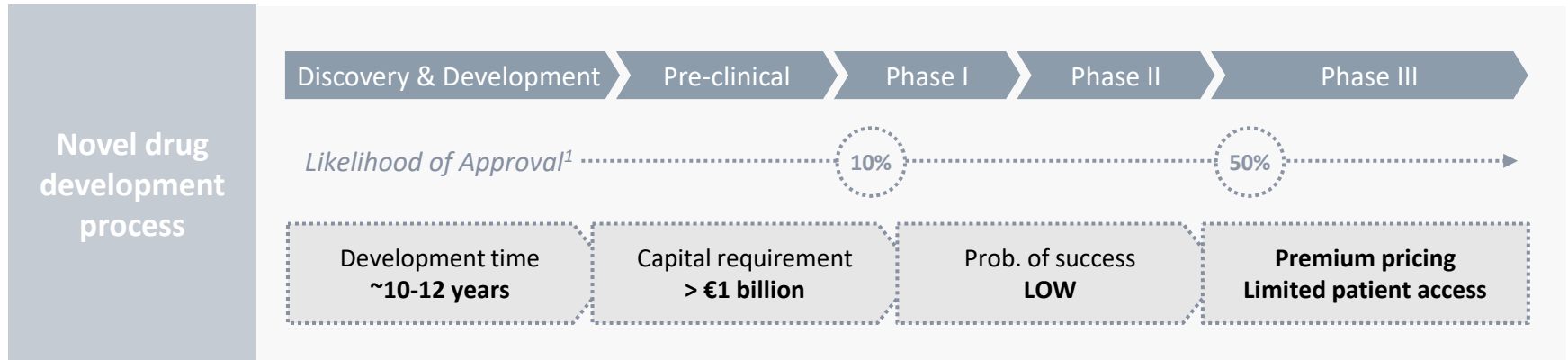
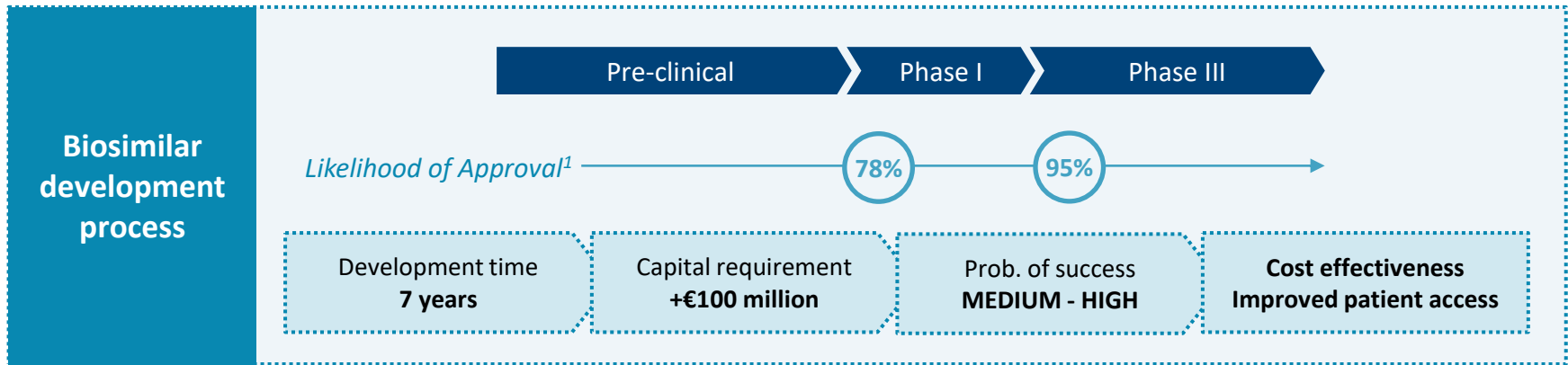
- 40% of global market, **10-15% p.a. growth**²
- Produced via recombinant DNA technology
- Followed on by biosimilars at patent expiry



Molecular Weight:
~**150,000 Dalton**

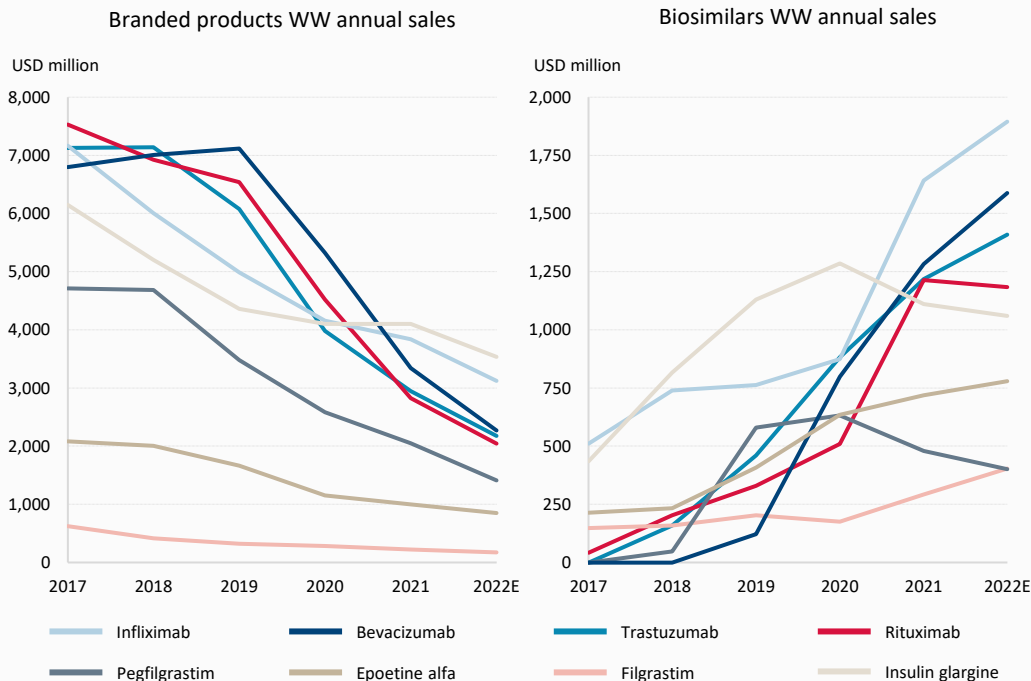


Biosimilar development – faster, cost-effective & low risk



Biosimilars rapidly claim majority of reference product market share

Rapid biosimilars uptake leading to USD 11.5bn in global sales (2021)



Average of 3-5 biosimilars per originator product

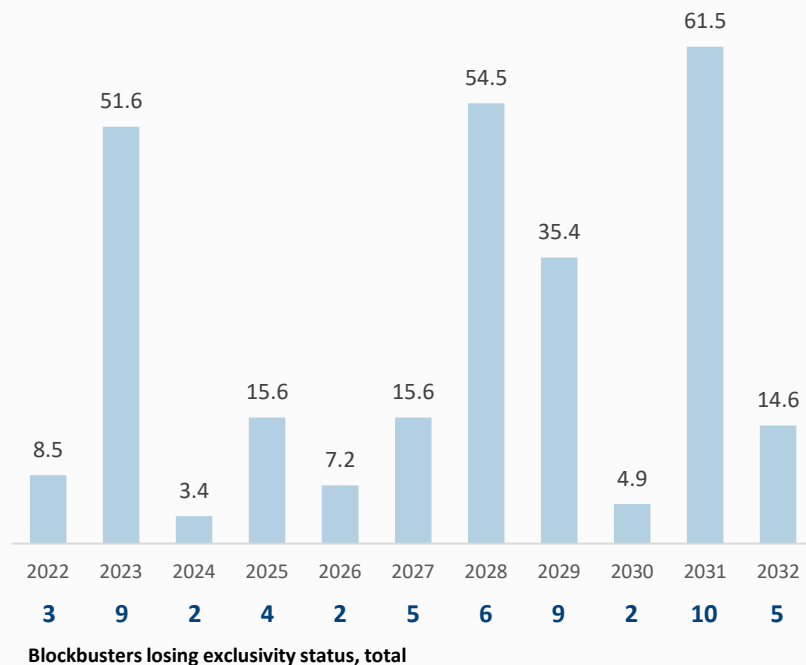
Favorable margins & price discounts

- Biosimilars have in recent launches taken **+70% volume market share** vs. reference product in EU and US **by year 3**
- Low price discounts enable high margins (**80-85% biosimilar margins** vs 95% biologics margins)
- Biosimilar space shows continuous momentum in the past few years
 - 2021 – first biosimilar to **exceed USD 1bn in sales** (Amgen's Mvasi®)
- Biosimilars significantly increase accessibility with **treatment days per capita**
 - **Anti-TNFα treatments have increased by 100% due to biosimilars**
- Biosimilars realize significant savings for healthcare systems
 - **Biosimilars are expected to realize savings of USD 100bn in the US between 2020-2024**

Biosimilar market expected to grow to USD 74bn by 2030

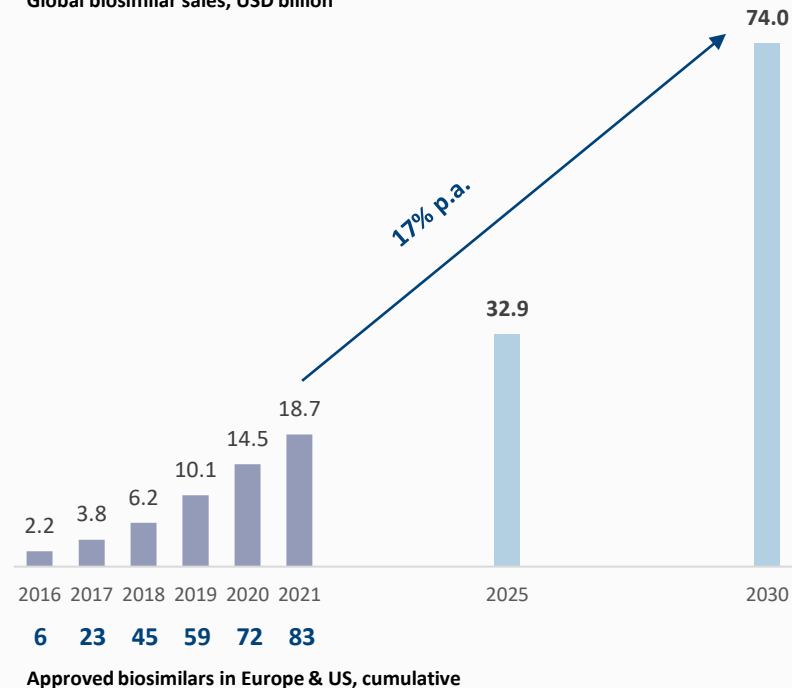
Biologics with >USD 260bn in sales lose exclusivity by 2032

Estimated cumulative global annual peak sales, USD billion



Biosimilar market to grow by 17% per year through to 2030

Global biosimilar sales, USD billion



Xbrane – a world-leading biosimilar developer

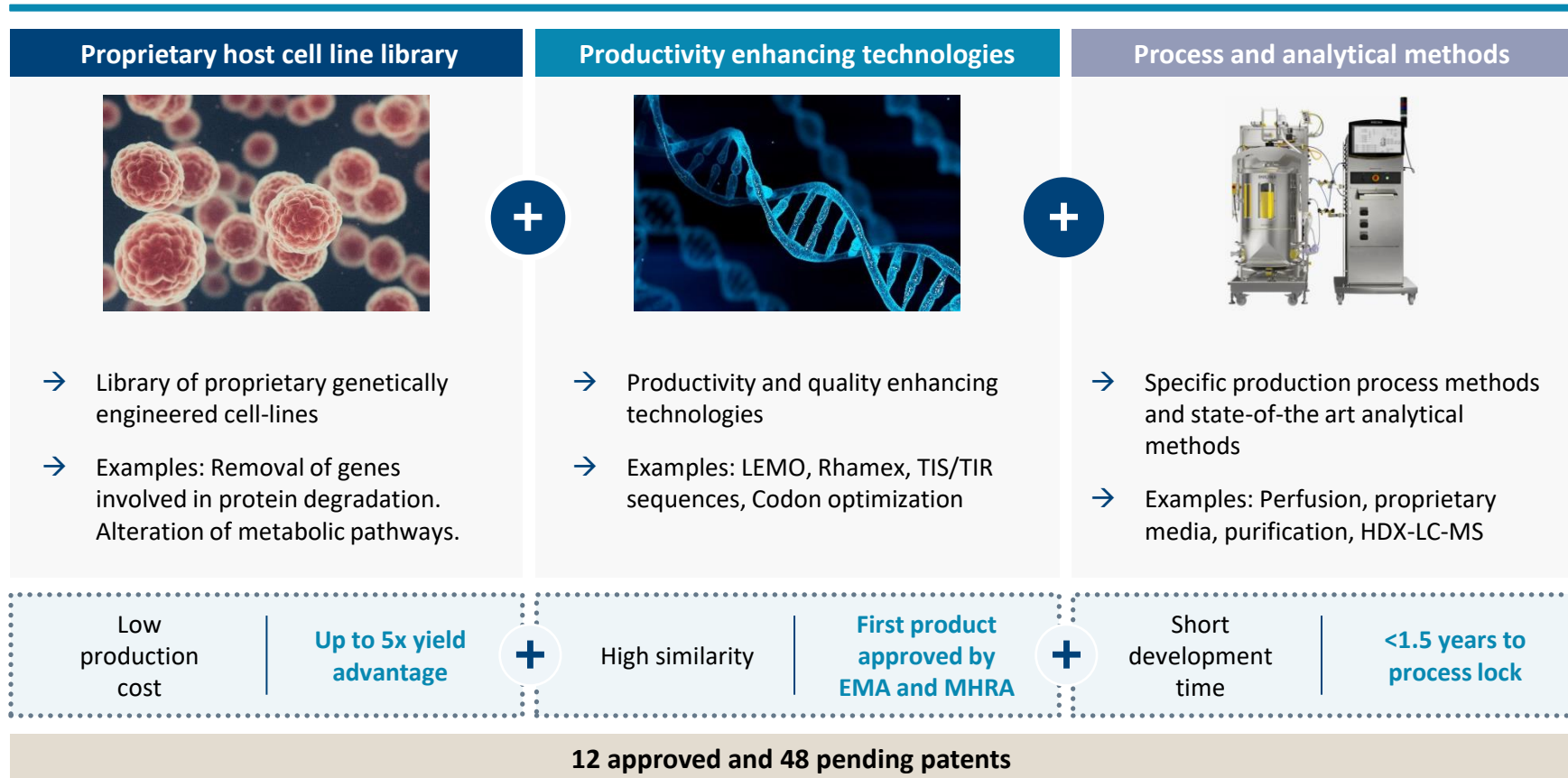
Biosimilars – a rapidly growing market

Xbrane – a platform biosimilar developer

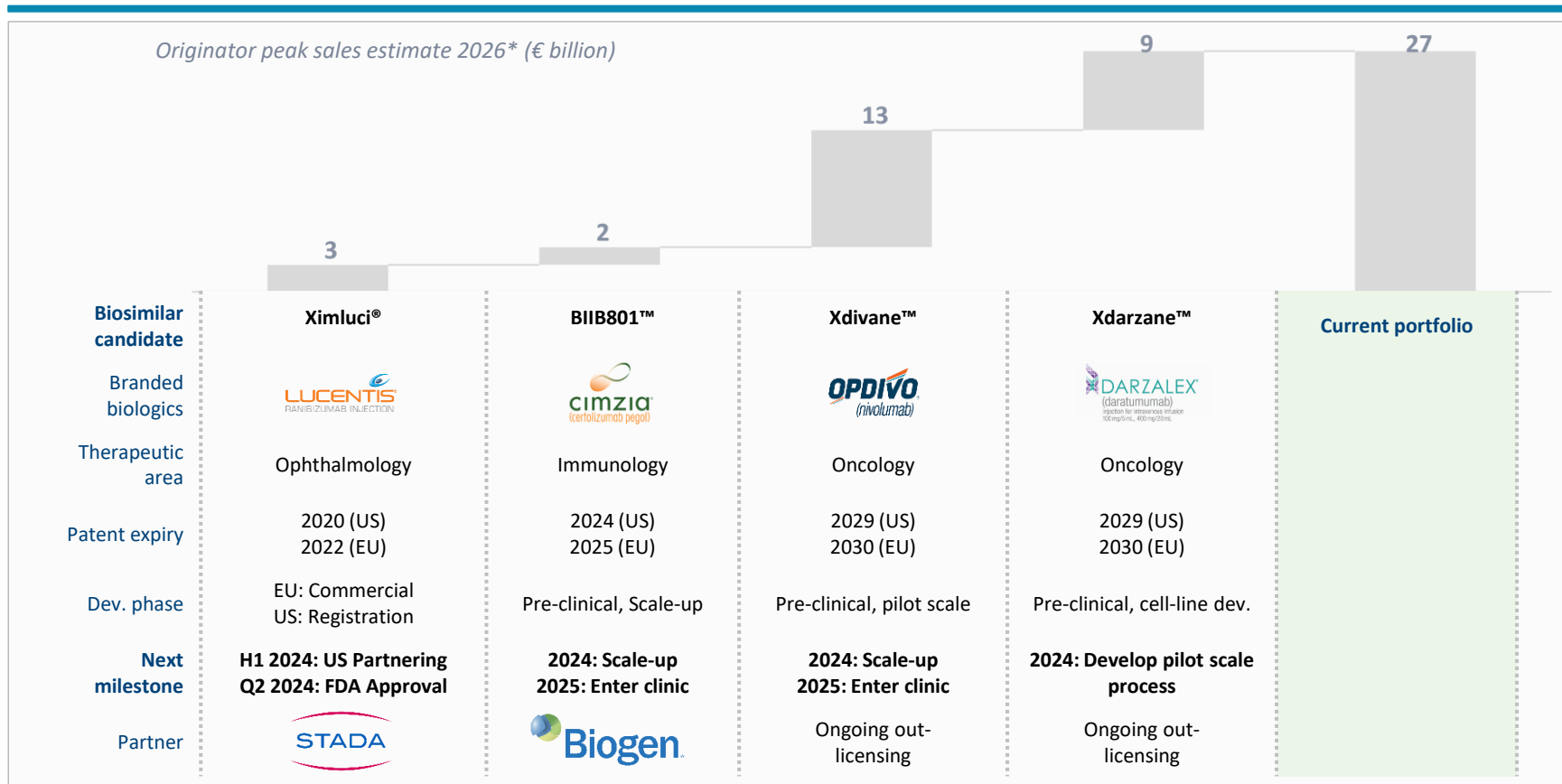
Ximluci® – ongoing commercialisation in Europe & UK

Attractive portfolio addressing USD 27bn in originator sales



Xbrane's modular platform technology enables significant yield advantage



Diverse development portfolio addressing a €27bn market



World-leading partnerships secured with >€80m in upcoming milestones

Product	Ximluci®	BIIB801™
Commercial Partner		
Territory	Global ex. China	Global
Type	Co-development	License
Upfront	€7.5m	USD 8m
Milestones / Cost coverage	€40-50m	USD 80m
Royalties/ profit sharing	50% EBITDA profit sharing	Royalty
Development responsibility	Xbrane	Xbrane pre-clinical Biogen clinical and reg

> €80m
(pending)

Playbook: proven partnering business model with repeatability across pipeline

Xbrane – a world-leading biosimilar developer

Biosimilars – a rapidly growing market

Xbrane – a platform biosimilar developer

Ximluci® – ongoing commercialisation in Europe & UK

Attractive portfolio addressing USD 27bn in originator sales

Ximluci® – addressing a global underserved market

Lucentis® used in treatment of severe eye diseases

Affected vision



Normal vision

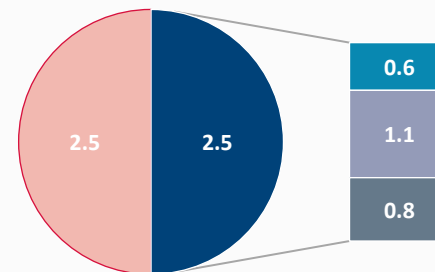


Main indications Wet age-related macular degeneration (“wAMD”) and Diabetes related macular oedema (“DME”) leads to deterioration of vision and in worst case blindness

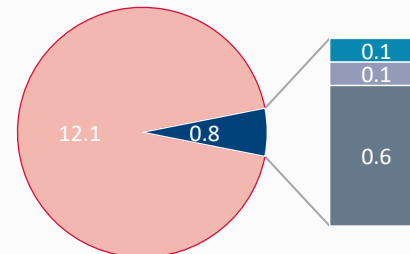
Global unmet medical need due to high drug cost

5 million affected eyes Europe & US, 50% treated

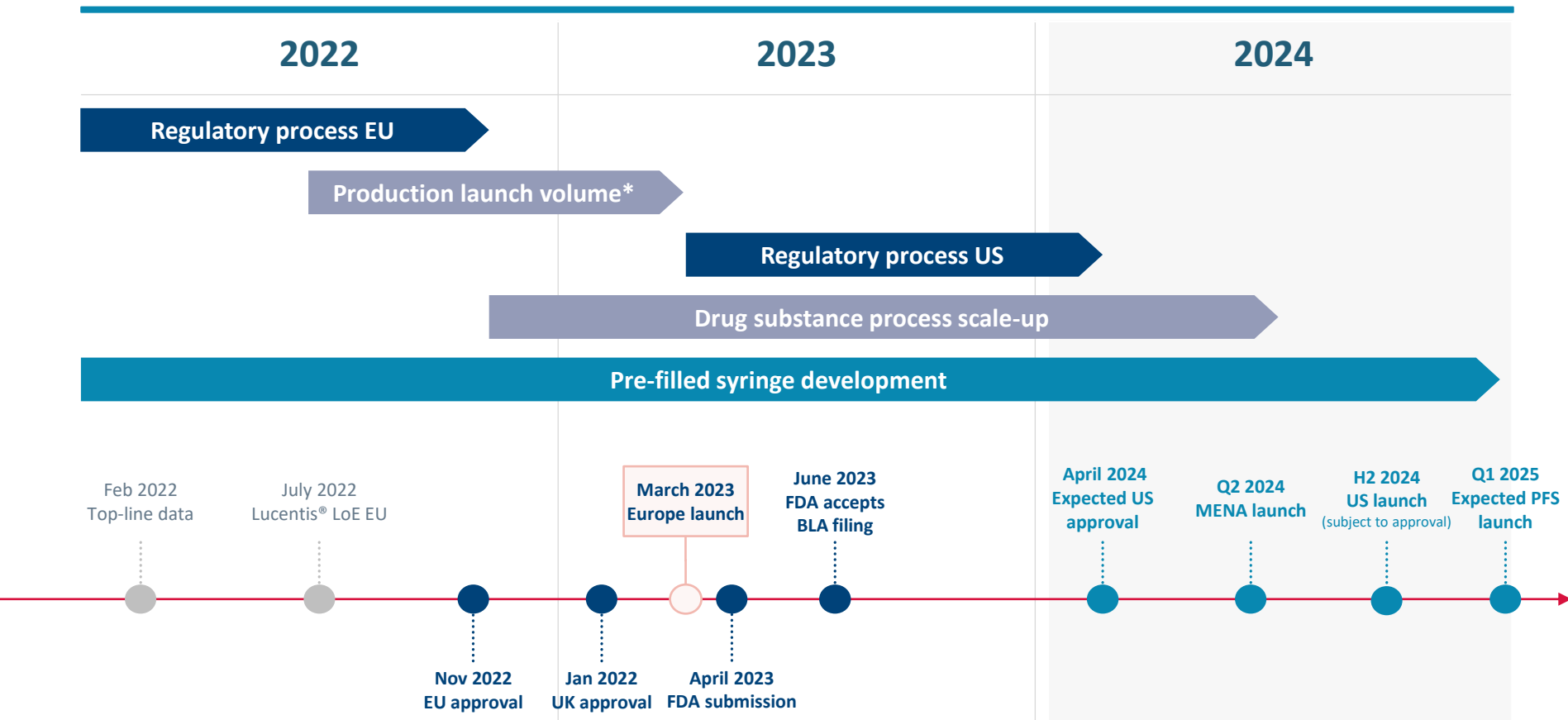
Untreated Lucentis Eylea Avastin



13 million affected eyes Rest of World, 5% treated



Ximluci® development update – FDA BsUFA date in April 2024



Ximluci® Launched across 12 European Markets

European countries where Ximluci is launched (Q3 2023)

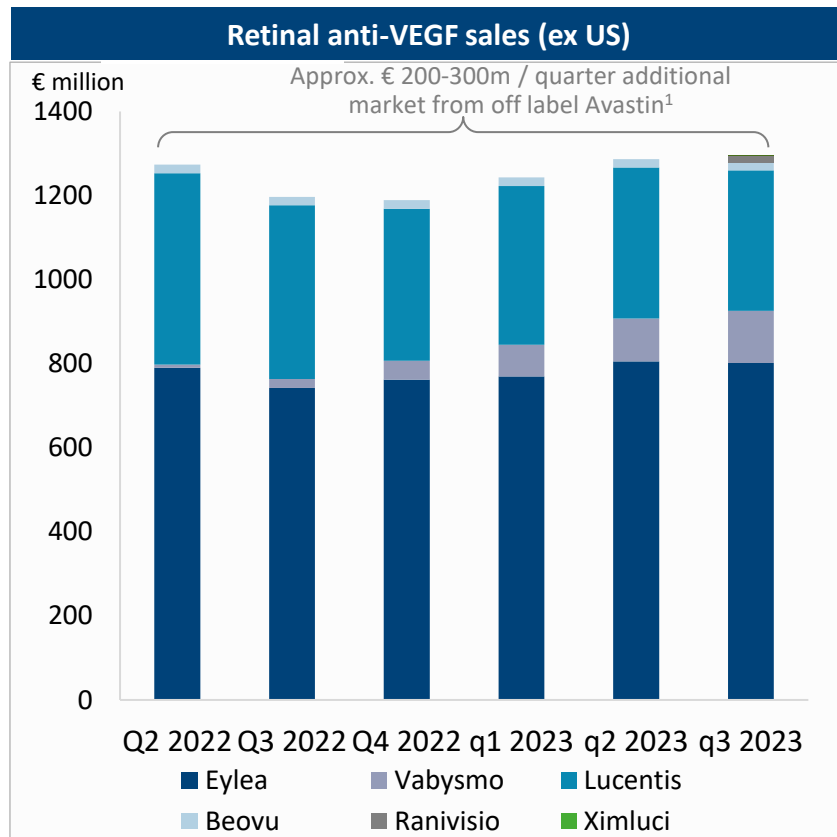



Comments



- Ximluci® launched across 12 countries in Europe
- Planned launch in further countries during 2024
- Ophthalmology market is biosimilar-naïve, presenting opportunity to convert via prescriber and payer education
- Ongoing active sales and marketing efforts across all countries
 - UK: NHS awarded frame agreement, under which salesforce is working to convert trusts
 - DE: Ongoing commercial focus on key market segments
 - ES: Initial feedback positive
- Registration processes ongoing in Middle East

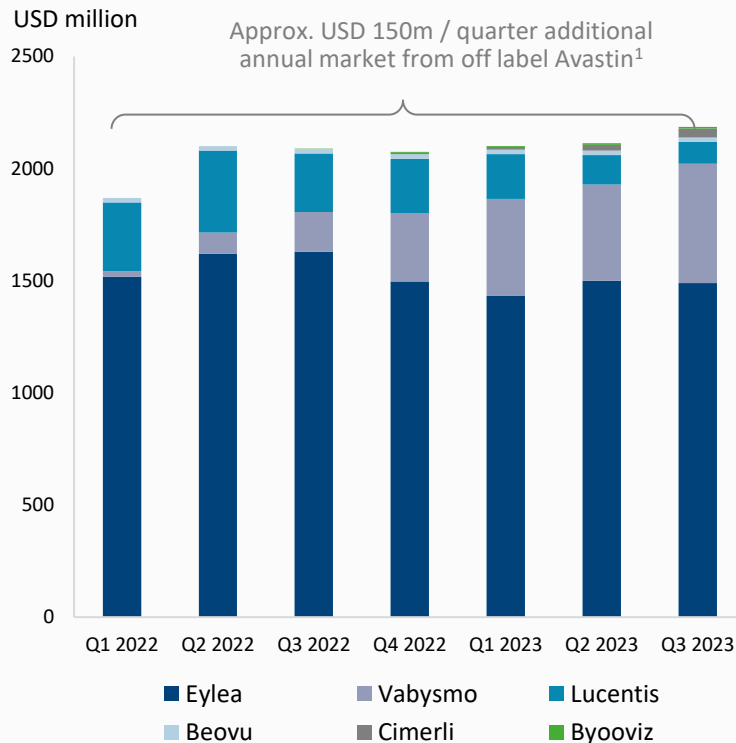
Ximluci® Launched across 35-40% of € 5 billion ex-US market



Comments
<p></p> <ul style="list-style-type: none"> → Ex-US market for retinal anti-VEGFs approx. € 5 billion annually → Markets where Ximluci® is launched cover approx. 35-40% of ex-US market → Ximluci® captured 0.5% of the €350 m ranibizumab market in q3 2023 (#2 amongst biosimilars)² → Ximluci® volume grew with 20% in q3 vs. q2 2023 → 25K units shipped from STADA from launch in March 2023 to end of September 2023 → Xbrane expectation that biosimilars over time shall take +70% of ranibizumab market (as historical experience in oncology and immunology) and Ximluci® to be the preferred choice

Ximluci® – US Regulatory and Market update

Retinal anti-VEGF sales (US)



Commentary on Q3 2023



- Handful of interested parties with ongoing active negotiations for North America license
- Mid-cycle review meeting held with FDA. No material issues identified
- FDA pre-approval inspections at DS and DP production sites in Q1 2024
- BsUFA date for Ximluci® in April 2024
- US market for retinal anti-VEGFs approx. \$8 billion annually
- Strong uptake of ranibizumab biosimilars in US, currently at about \$50m quarterly sales
- Good prospects for market share gain for 3rd entrant ranibizumab biosimilar

Xbrane – a world-leading biosimilar developer

Biosimilars – a rapidly growing market

Xbrane – a platform biosimilar developer

Ximluci® – ongoing commercialisation in Europe & UK

Attractive portfolio addressing USD 27bn in originator sales

Cimzia® is a differentiated €2.1 billion TNFa inhibitor

Cimzia® is a differentiated TNFa inhibitor

Rheumatoid Arthritis (RA)



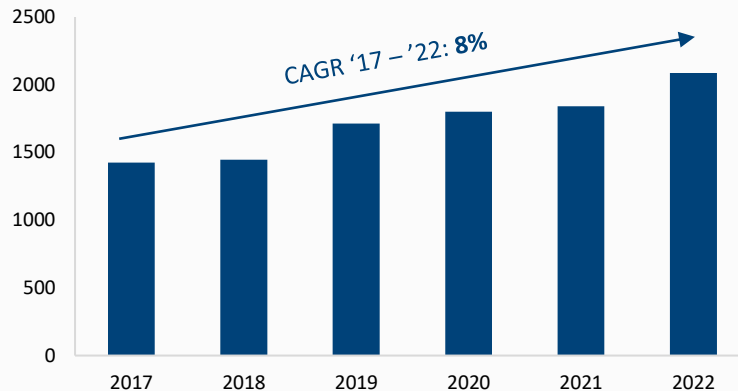
Psoriasis



- Cimzia® is a TNFa inhibitor that reduce immune response in auto-immune diseases
- The only TNFa inhibitor with clinical data on label for use in pregnant or breastfeeding women
- Approx. 5% global market share in the overall €40 billion TNFa inhibitor market

Cimzia® generated €1.8 billion in sales 2021

Cimzia® sales (€ millions)



- Serving 180k patients globally
- 53% of sales in RA, 25% in Psoriasis
- 1/3 of US RA patients women in childbearing age

BIIB801™ – the only publicly known Cimzia® biosimilar under development

BIIB801™ programme

- Pilot scale process established
- Ongoing tech-transfer/scale-up to selected drug substance manufacturer
- Targeting approval of all indications of reference product
- Targeted approval and launch across most territories
- Only publicly known biosimilar candidate under development referencing Cimzia®

Partnership with Biogen with attractive terms

- Out-licensing of global rights
- Xbrane responsible for and fund pre-clinical development
- Biogen responsible for and fund clinical and regulatory development as well as commercialization globally
- USD 8 million up-front, USD 80 million milestone payments on regulatory and commercial milestones
- Royalties on net-sales

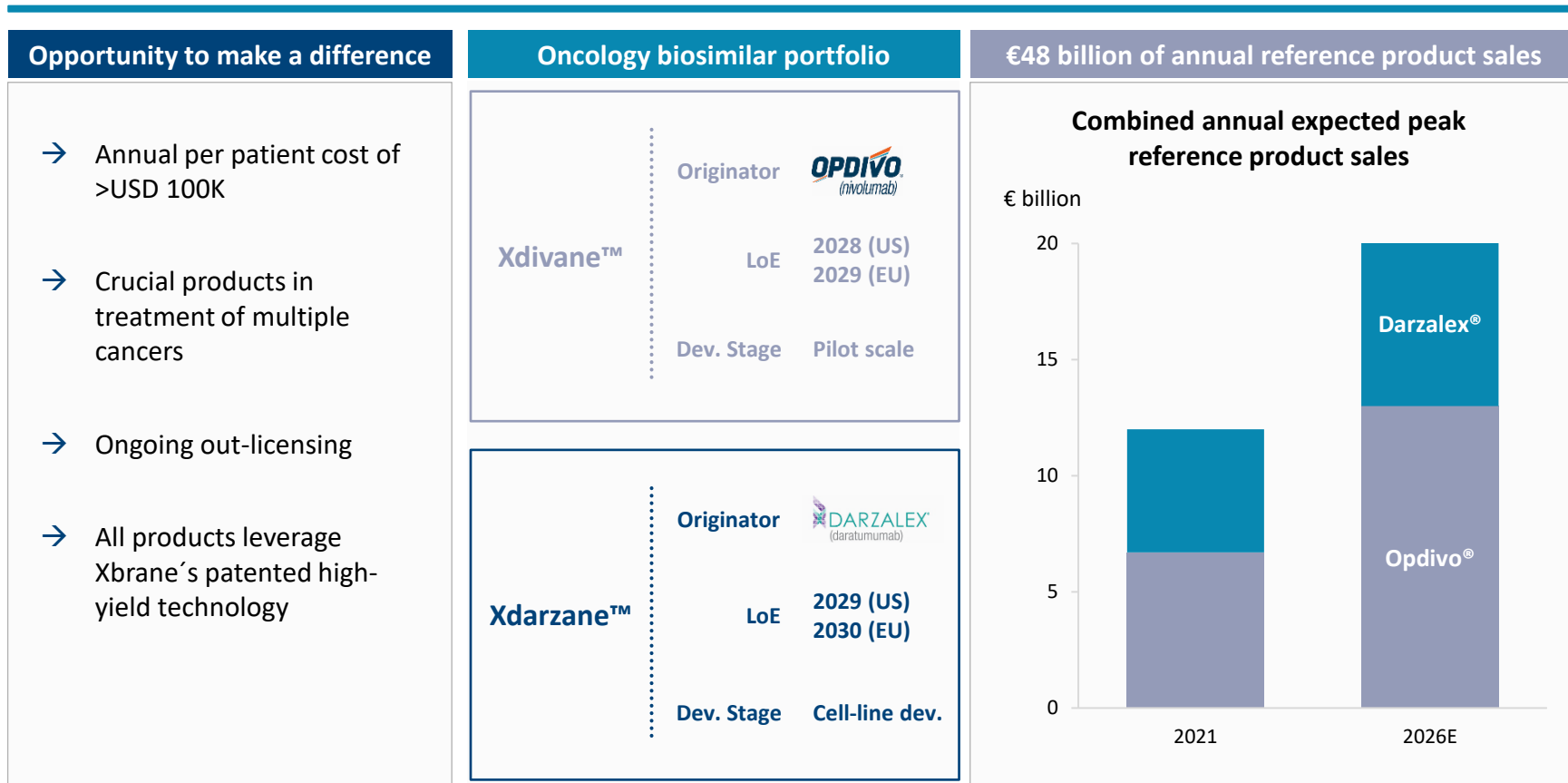


Develops and commercializes biological drugs with primary focus on serious neurological and neurodegenerative diseases



Existing biosimilars business supported by **leading development, manufacturing and commercialization capabilities in biologics**

Well-positioned & commercially attractive oncology biosimilar portfolio



Upcoming key milestones

- > H1 2024: Ximluci® out-licensing of North American rights
- > H1 2024: Ximluci® FDA approval
- > H1 2024: Xdivane™ out-licensing
- > Q3 2024: BIIB801 milestone payments contingent upon successful scale-up
- > H2 2024: Ximluci® US launch
- > Q1 2025: Reaching positive operating cash-flow on a monthly basis

Xbrane – a world-leading biosimilar developer

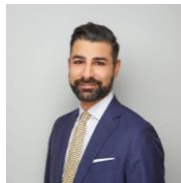
Appendix

Experienced management team and board

Management



Martin Åmark
CEO



Siavash Bashiri
COO & Head of
Biosimilars



David Vikström
CTO



Anders Wallström
Head of Manufacturing
and Supply Chain



Anette Lindqvist
CFO & Head of IR



Dina Jurman
Head of Clinical
Affairs



Maria Edebrink
Head of
Regulatory Affairs



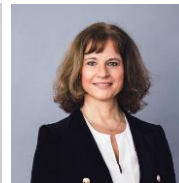
Xiaoli Hu
Head of Business
Development



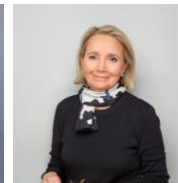
Nina Ivers
Head of Human
Relations



Anders Tullgren
Chairman of the
Board



Eva Nilsagård
Director of the
Board



Karin Wingstrand
Director of the
Board



Mats Thorén
Director of the
Board



Peter Edman
Director of the
Board



Kirsti Gjellan
Director of the
Board



Ivan Cohen-Tanugi
Director of the
Board



Latest financials & shareholder list

Shareholder list (December 2023)			Financial highlights		
Investor Name	Shares	Ownership, %	SEK thousands	Jan. – Sep. 2023	Jan. – Sep. 2022
Ashkan Pouya	3,270,298	10.97			
Bengt Göran Westman	2,448,379	8.21			
STADA Arzneimittel AG	1,570,989	5.27			
Avanza Pension	1,459,292	4.90			
Håkan Stöddberg	1,136,448	3.81			
Swedbank Robur Fonder	901,892	3.03			
Nordnet Pensionsförsäkring	502,461	1.69			
Handelsbanken Fonder	482,144	1.62			
Swedbank Försäkring	404,280	1.36			
Obadja Aktiebolag	400,000	1.34			
10 largest shareholders, total	12,576,183	42.19			
Other shareholders	17,234,181	57.81			
Total outstanding shares	29,810,364	100.00			
			Revenue	171,835	40,305
			EBITDA	- 211,062	- 98,904
			Profit / loss for the period	- 230,638	- 111,780
			Cash and cash equivalents	167,284	165,235