



CELON P H A R M A

Dynamiczny eksport i kontynuacja pozytywnych trendów w rozwoju klinicznym produktów innowacyjnych.

Podsumowanie I kwartału 2021 r.

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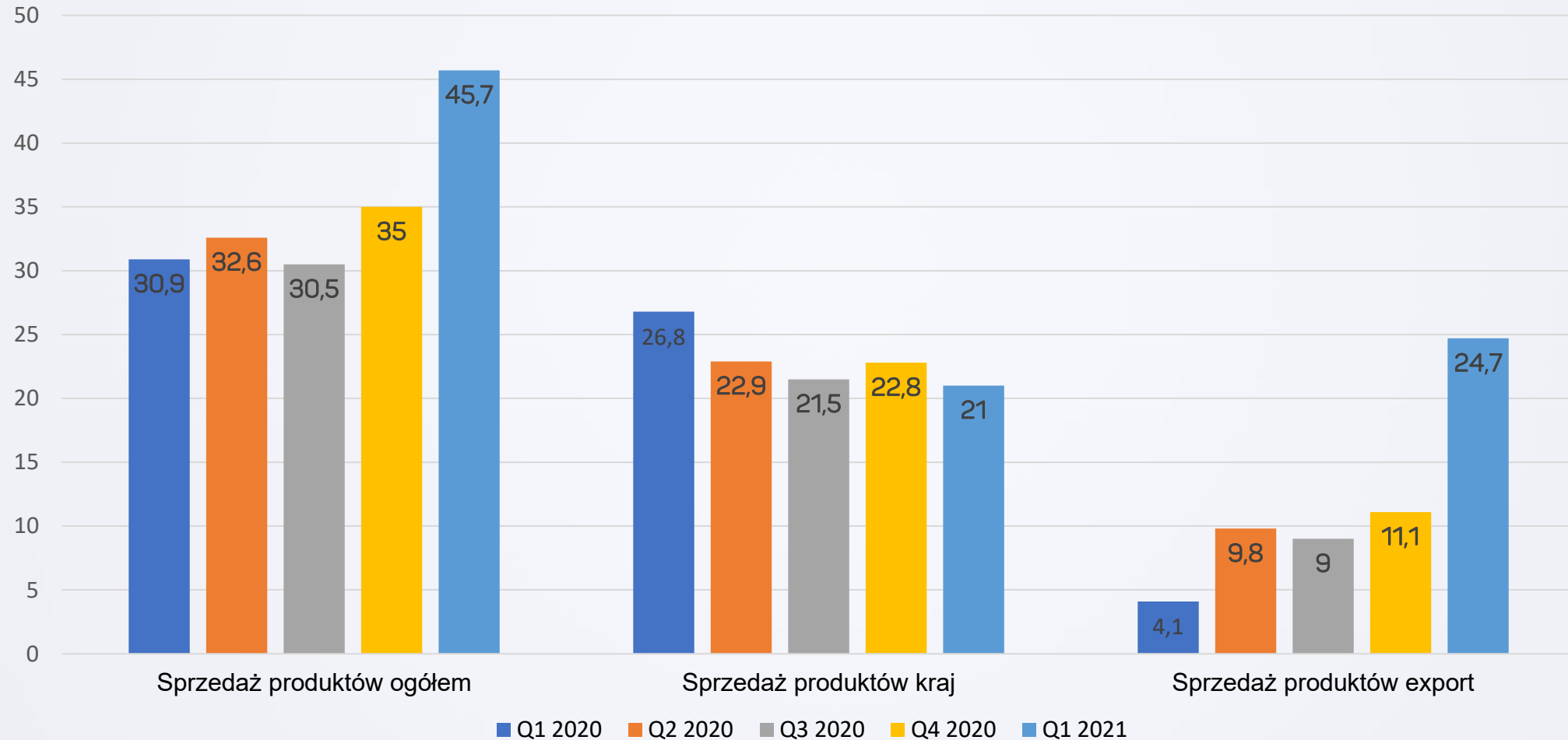
Q12021 - wyniki finansowe - wg. MSSF

PLN MLN	Branded Generics Segment			Innovation Segment (R&D)			Total		
	Q1 2020	Q1 2021	QoQ	Q1 2020	Q1 2021	QoQ	Q1 2020	Q1 2021	QoQ
Przychody ze sprzedaży leków	A 30.6	43.2	41.3%	-	-	-	30.6	43.2	41.3%
Inne przychody	0.0	0.9		-	-		0.0	0.9	
Przychody z tytułu dotacji	-	-		D 3.5	3.1		3.5	3.1	
Przychody z licencji	-	0.3		-	-		-	0.3	
Przychody, w tym	30.6	44.3	45.0%	3.5	3.1	(9.8%)	34.0	47.4	39.4%
<i>kraj</i>	26.5	21.0		3.5	3.1		30.0	24.1	
<i>export</i>	B 4.1	23.4		-	-		4.1	23.4	
Koszty:	(25.6)	(38.1)	48.6%	(11.2)	(8.9)	(20.2%)	(36.8)	(47.0)	27.7%
<i>amortyzacja</i>	(4.9)	(8.8)		(0.9)	(0.6)		(5.8)	(9.4)	
<i>Inne koszty</i>	C (20.7)	(29.2)		(10.4)	(8.3)		(31.1)	(37.6)	
Zysk/strata segmentu	5.0	6.3		(7.8)	(5.8)		(2.8)	0.4	
Inne przychody operacyjne	0.5	0.0		-	-		0.5	0.0	
Inne koszty operacyjne	(0.1)	(0.1)		-	-		(0.1)	(0.1)	
EBIT	5.4	6.2	14.5%	(7.8)	(5.8)	(24.9%)	(2.3)	0.4	
EBITDA	10.3	15.0	45.5%	(6.9)	(5.2)	(24.3%)	3.4	9.8	186.5%
<i>EBITDA Margin</i>	E 33.8%	33.9%					11.2%	22.7%	
Przychody finansowa							0.1	0.0	
Koszty Finansowe							(0.1)	(2.1)	
Zysk/strata brutto							(2.3)	(1.7)	(25.2%)
Podatek dochodowy, w tym							(0.2)	0.0	
- Bieżący podatek dochodowy							-	-	
- Odroczone podatek dochodowy							(0.2)	0.0	
Zysk /strata netto							(2.5)	(1.7)	(30.8%)

- A** Silny wzrost przychodów ze sprzedaży leków generycznych o 41,3%
- B** Eksport głównym motorem wzrostu przychodów
- C** Naturalny wzrost kosztów materiałowych, napędzony dodatkowo istotnym wzrostem cen energii i zdarzeniami jednorazowymi
- D** Pozyskanie kolejnych dofinansowań wspierających działalność w segmencie innowacji
- E** Utrzymany poziom marży EBIDTA przy istotnym zwiększeniu obrotów w segmencie generycznym. Dobrze zarządzana struktura kosztów w segmencie innowacji.

Q1 2021 - Sprzedaż eksportowa przewyższyła poziom sprzedaży krajowej

Dynamika sprzedaży w kwartałach 2020 roku, w mln zł



Stabilna pozycja promowanych produktów w Polsce - M/S wartościowy

44%



Ketrel
quetiapinum

38%



Salmex

26%



Donepex
donepezil hydrochloridum

7%



Valzek
valsartan 80 mg, 160 mg

Salmex umacnia pozycję pierwszego globalnego produktu farmaceutycznego

Nasi partnerzy:



Planowane wprowadzenia:

Arabia Saudyjska,
Zjednoczone Emiraty
Arabskie, Kuwejt,
Katar, Bahrajn,
Oman, Libia, Algieria,
Maroko, Irak, RPA,
Meksyk, Peru,
Ekwador, Argentyna,
Wyspy Karaibskie,
Filipiny, Malezja,
Tajlandia, Singapur.



Postęp w rozwoju kluczowych projektów R&D

Molekuła	Wskazanie	Research	Rozwój Przedkliniczny	Rozwój kliniczny	
				Faza 1	Faza 2
Falkieri	Depresja lekooporna				
CPL'36	Schizofrenia/dyskinezy polewodopowe				
CPL'280	Cukrzyca/neuropatie cukrzycowe				
CPL'110	Guzy lite (pęcherz, płuco, żołądek)				
CPL'116	AI (różne wskazania)				

2021/2022 - news flow

FALKIERI depresja lekooporna dwubiegunowa

- finalne wyniki 2 fazy klinicznej

- Feedback regulacyjny do fazy 3

CPL'280 (GPR40) – rozpoczęcie 2 fazy klinicznej

CPL'280 (GPR40) – wyniki 2 fazy klinicznej w cukrzycy typu 2

CPL'110 (FGFR) – rezultaty fazy 1/1b w guzach litych

FALKIERI – rozpoczęcie 3 fazy klinicznej

2Q
2021

3Q
2021

4Q
2021

1Q/2Q
2022

CPL'116 (JAK/ROCK) – zakończenie 2 fazy

CPL'116 (JAK/ROCK) – rozpoczęcie 2 fazy w wybranych wskazaniach (RA, Psa, IPF)

CPL'116 (JAK/ROCK) – rozpoczęcie 2/3 fazy u pacjentów covidowych hospitalizowanych

CPL'110 (FGFR) – rozpoczęcie fazy 2/2 b w 2 wybranych typach guza.

CPL '36 (PDE10a) – odczyty 3 fazy POCs w schizofrenii i dyskinezach polewodopowych

CPL'116 (JAK/ROCK) – rezultaty 2 fazy PoC w wybranych chorobach autoimmunologicznych



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Dziękujemy za uwagę
i zapraszamy do zadawania pytań.

