



# CELON P H A R M A

Kontynuacja wzrostu sprzedaży w eksporcie  
Znaczący postęp w rozwoju nowych leków.

Realizacja założeń biznesowych w I półroczu 2021



W r z e s i e ń 2 0 2 1

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# H12021 - wyniki finansowe - wg. MSSF

PLN MLN	Segment leków generycznych		HoH	Segment innowacyjny		HoH	Total		HoH
	H1 2020	H1 2021		H1 2020	H1 2021		H1 2020	H1 2021	
<b>Przychody ze sprzedaży leków</b>	<b>63,2</b>	<b>91,8</b>	<b>A</b>	-	-		<b>63,2</b>	<b>91,8</b>	<b>45,2%</b>
Inne przychody	0,1	1		-	-		0,1	1	
<b>Przychody z tytułu dotacji</b>	<b>-</b>	<b>-</b>		<b>7,4</b>	<b>11,5</b>		<b>7,4</b>	<b>11,5</b>	<b>55,26%</b>
Przychody z licencji	6,4	0,8		-	-		6,4	0,8	
<b>Przychody ogółem w tym</b>	<b>69,7</b>	<b>93,6</b>		<b>7,4</b>	<b>11,5</b>		<b>77,1</b>	<b>105,1</b>	<b>36,3%</b>
<i> kraj</i>	<i>49,3</i>	<i>43,8</i>		<i>7,4</i>	<i>11,5</i>		<i>56,8</i>	<i>55,4</i>	
<i> export</i>	<i>20,3</i>	<i>49,7</i>	<b>B</b>	-	-		<i>20,3</i>	<i>49,7</i>	
<b>Koszty:</b>	<b>(47,3)</b>	<b>(68,9)</b>	<b>45,7%</b>	<b>(28,5)</b>	<b>(33,6)</b>	<b>17,9%</b>	<b>(75,8)</b>	<b>(102,5)</b>	<b>35,2%</b>
<i> amortyzacja</i>	<i>(12)</i>	<i>(15,9)</i>	<b>C</b>	<i>(1,8)</i>	<i>(4,5)</i>	<i>150%</i>	<i>(13,8)</i>	<i>(20,4)</i>	<i>47,8%</i>
<i> Inne koszty</i>	<i>(35,3)</i>	<i>(53)</i>	<i>50,1%</i>	<i>(26,7)</i>	<i>(29,1)</i>	<i>8,9%</i>	<i>(62)</i>	<i>(82,1)</i>	<i>32%</i>
<b>Zysk/strata segmentu</b>	<b>22,3</b>	<b>24,6</b>	<b>10,3%</b>	<b>(21,1)</b>	<b>(22,1)</b>	<b>(4,7%)</b>	<b>1,2</b>	<b>2,5</b>	<b>108,3%</b>
Inne przychody operacyjne	0,7	0,1		-	-		0,7	0,1	
Inne koszty operacyjne	(0,1)	(0,7)		-	-		(0,1)	(0,7)	
<b>EBIT</b>	<b>22,8</b>	<b>24</b>	<b>5,26%</b>	<b>(21,1)</b>	<b>(22,1)</b>	<b>4,7%</b>	<b>1,8</b>	<b>1,9</b>	<b>5,3%</b>
<b>EBITDA</b>	<b>34,8</b>	<b>39,9</b>	<b>14,6%</b>	<b>(19,3)</b>	<b>(17,6)</b>	<b>(9,6%)</b>	<b>15,6</b>	<b>22,3</b>	<b>42,9%</b>
<i> EBITDA Margin</i>	<i>49,9%</i>	<i>42,6%</i>	<b>D</b>	<i>260,8%</i>	<i>153%</i>		<i>20,2%</i>	<i>21,2%</i>	
Przychody finansowa							0,1	0,0	
Koszty Finansowe							(0,8)	(1,8)	
<b>Zysk/strata brutto</b>							<b>(1,1)</b>	<b>(0,1)</b>	<b>(90%)</b>
Podatek dochodowy, w tym							0,1	(0,2)	
- Bieżący podatek dochodowy							-	-	
- Odroczonego podatku dochodowy							0,1	(0,2)	
<b>Zysk /strata netto</b>							<b>1</b>	<b>0,3</b>	<b>(70%)</b>

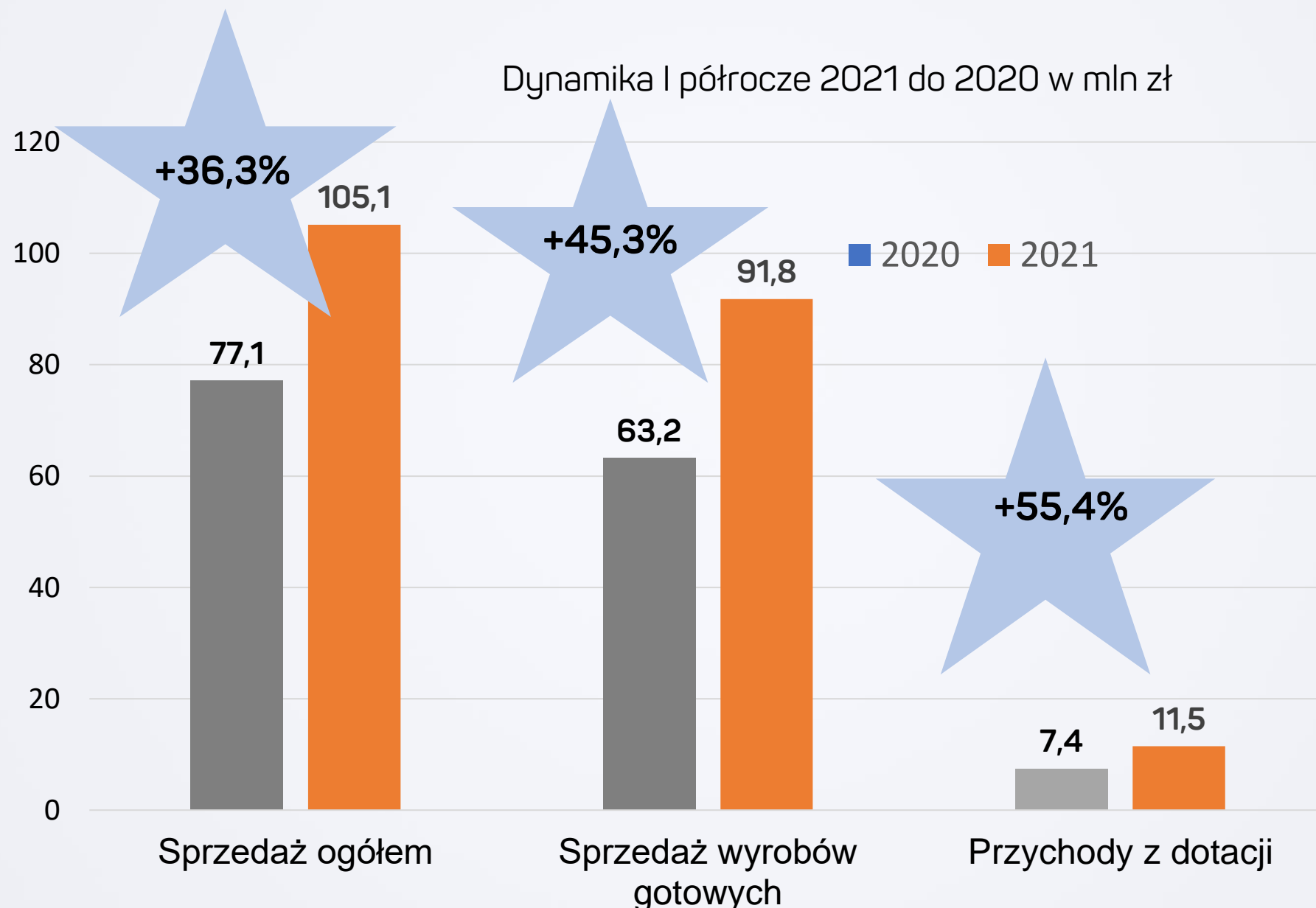
**A** Silny wzrost przychodów ze sprzedaży leków generycznych o 45,2%

**B** Eksport głównym motorem wzrostu przychodów

**C** Naturalny wzrost kosztów materiałowych, napędzony dodatkowo istotnym wzrostem cen energii i zdarzeniami jednorazowymi

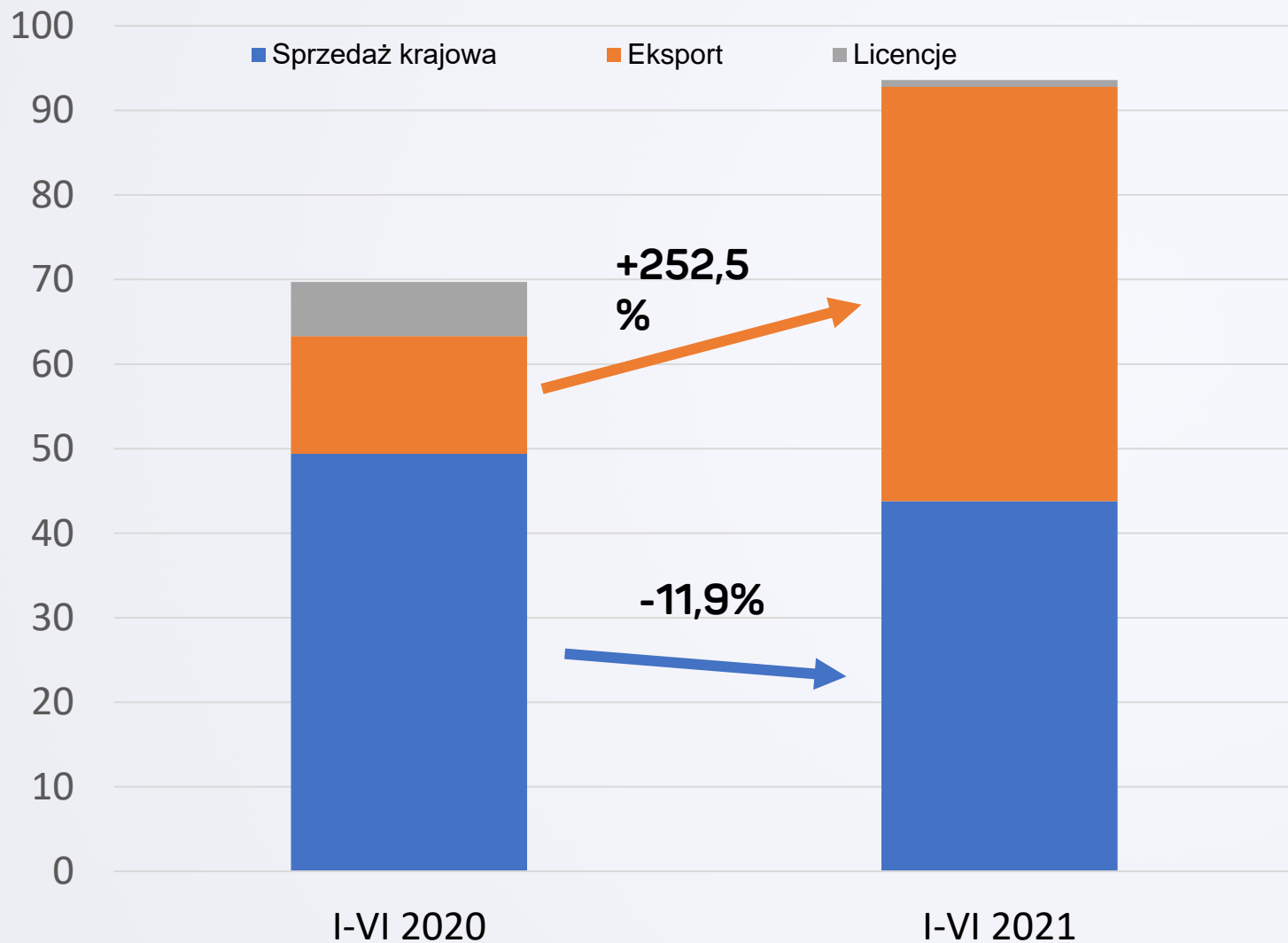
**D** Utrzymany poziom marży EBIDTA przy istotnym zwiększeniu obrotów w segmencie generycznym. Dobrze zarządzana struktura kosztów w segmencie innowacji. EBIDTA Margin H12020 bez uwzględnienia 6,4 mln licencji (one-off) porównywalna do H12021.

# Kontynuacja wysokiej dynamiki wzrostu sprzedaży



# Sprzedaż eksportowa przewyższyła sprzedaż krajową

Struktura sprzedaży 2021 i 2020 w mln zł



## Eksport

- Wysoka dynamika sprzedaży na rynek francuski i włoski

## Kraj

- Wysoka sprzedaż w I połowie 2020 roku jako efekt zachowań pandemicznych pacjentów i lekarzy – w I połowie 2021 r. wyrównanie sprzedaży vs. poprzednich okresów.

## Licencje

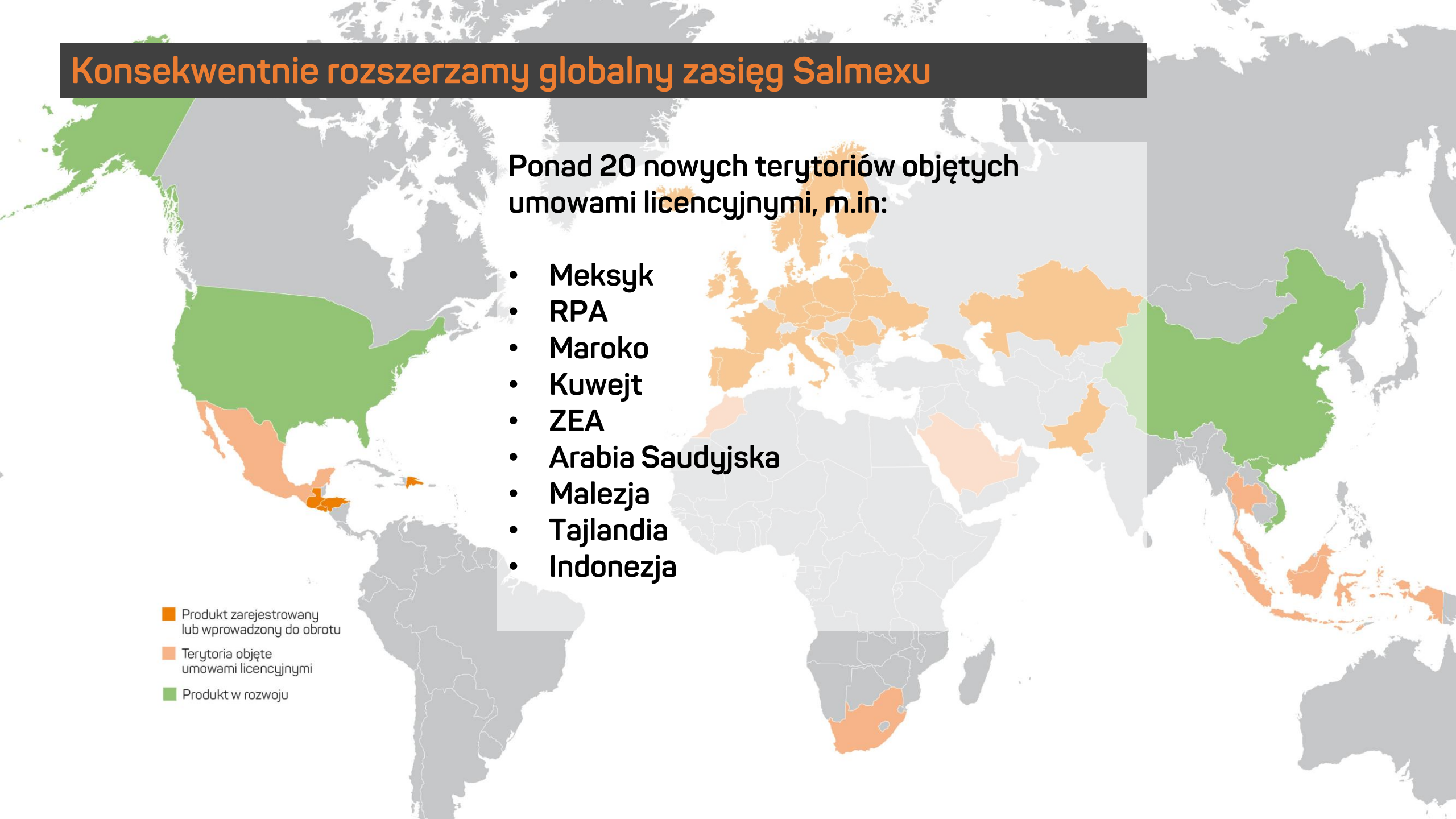
- Opłaty licencyjne – 0,8 mln przychodów z licencji w I połowie 2021 r. vs. z 6,4 mln zł w I połowie 2020 r.

## Konsekwentnie rozszerzamy globalny zasięg Salmexu

Ponad 20 nowych terytoriów objętych umowami licencyjnymi, m.in:

- Meksyk
- RPA
- Maroko
- Kuwejt
- ZEA
- Arabia Saudyjska
- Malezja
- Tajlandia
- Indonezja

- Produkt zarejestrowany lub wprowadzony do obrotu
- Terytoria objęte umowami licencyjnymi
- Produkt w rozwoju





# Status rozwoju kluczowych projektów R&D

Molekuła	Wskazanie	Research	Rozwój Przedkliniczny	Rozwój kliniczny	
				Faza 1	Faza 2
Falkieri	Depresja lekooporna				✓
CPL'36	Schizofrenia/ dyskinezy polewodopowe (LiD)			✓	Schizofrenia – aktywna rekrutacja, LiD uzyskane wszystkie zgody, wkrótce aktywna rekrutacja
CPL'280	Cukrzyca/ neuropatie cukrzycowe			✓	Cukrzyca II – zgoda CEBK Neuropatie – przygotowanie dok.
CPL'110	Guzy lite (pęcherz, płuco, żołądek)				
CPL'116	AI (różne wskazania)			✓	RZS (dose response, POC) – wybór CRO, IPF – przygotowanie dok.

**CPL'415** w nefropatiach, zakończono badania toksykologiczne GLP

## 2021/2022 - news flow

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

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

Decyzja jeszcze nie podjęta i uzależniona od skali pandemii i skali finansowania publicznego

**CPL'280 (GPR40)** – rozpoczęcie 2 fazy klinicznej

**CPL'110 (FGFR)** – rezultaty fazy 1 (MTD)

4Q  
2021

**FALKIERI** - spotkanie End of Phase II z FDA i EMA. Oczekiwany feedback designu III fazy

1Q/2Q  
2022

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

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

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

**CPL'36 (PDE10a)** – rezultaty 2 fazy POC





# CELON P H A R M A

Dziękujemy za uwagę  
i zapraszamy do zadawania pytań.

