



Focus on key business development projects –
generics and innovation

Summary of 1Q 2022

May 2022



Financial Highlights

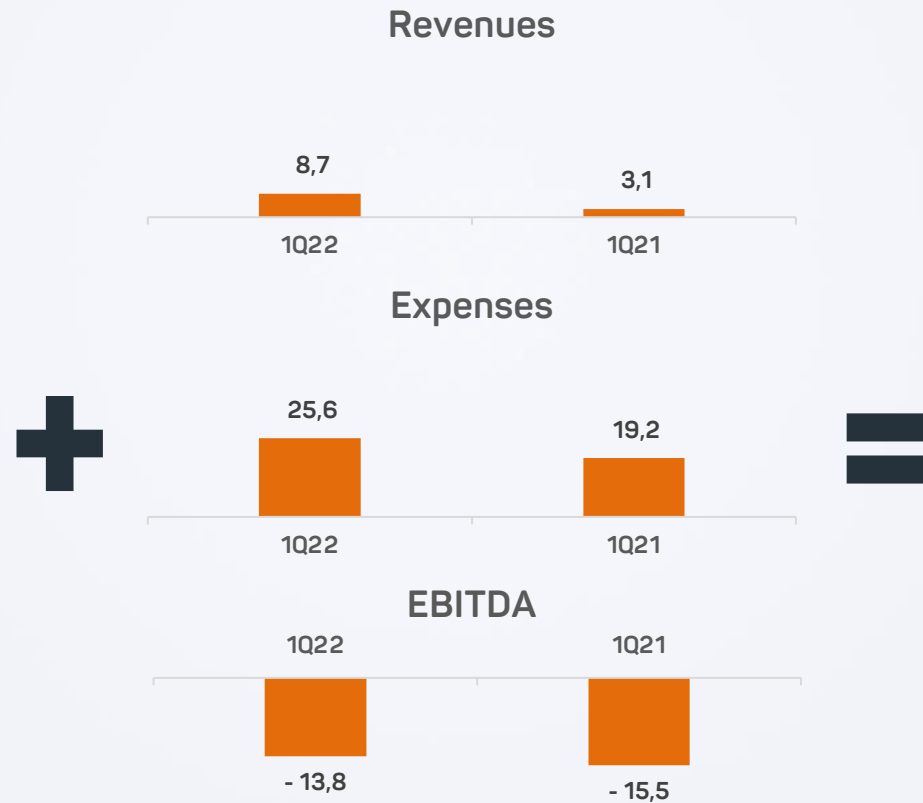


EBITDA of the branded generics segment remains robust. Focus on R&D projects resulted in a slow down of sales in 1Q22 which was translated into EBITDA decrease of the Company.

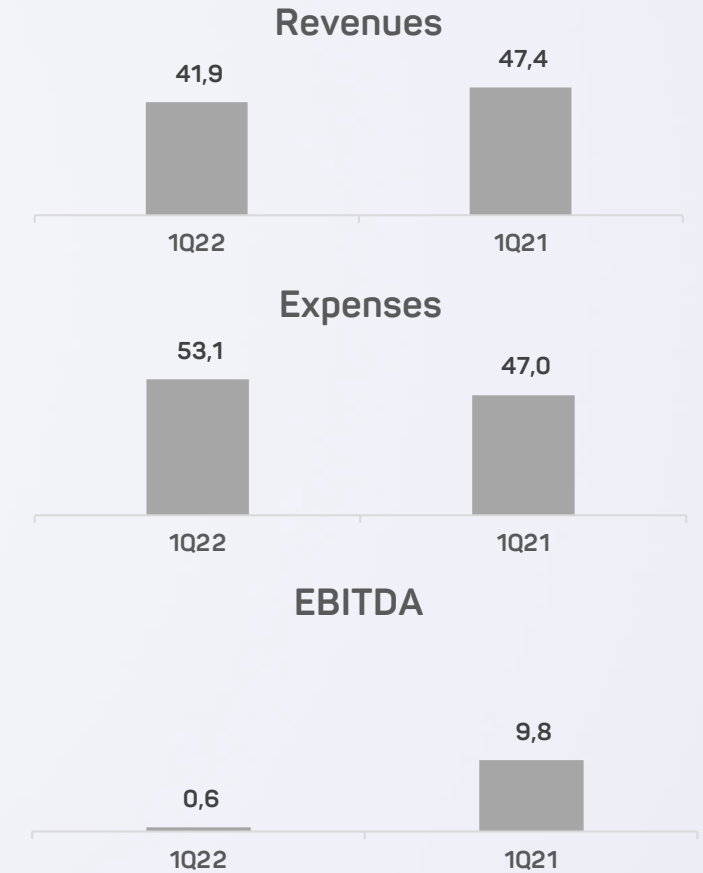
BRANDED GENERICS



INNOVATIVE PRODUCTS (R&D)



TOTAL



Group and Segment P&L Details

<i>PLN million</i>	Branded generics segment		Innovation segment		Total	
	1Q22	1Q21	1Q22	1Q21	1Q22	1Q21
Revenues from sales of medicines	32,9	43,2	0,0	0,0	32,9	43,2
Other revenues	0,3	0,9	0,0	0,0	0,3	0,9
Revenues from grants	0,0	0,0	8,7	3,1	8,7	3,1
Revenues from sales of licences	0,0	0,3	0,0	0,0	0,0	0,3
Total revenues	33,3	44,3	8,7	3,1	41,9	47,4
<i>including:</i>						
Domestic	25,7	21,0	8,7	3,1	34,4	24,1
Export	7,5	23,4	0,0	0,0	7,5	23,4
Total costs by type	27,5	27,8	25,6	19,2	53,1	47,0
<i>including:</i>						
Depreciation and amortisation	8,6	8,8	3,1	0,6	11,6	9,4
Raw materials	7,5	9,1	5,5	6,6	13,0	15,7
External services	1,9	1,2	8,9	5,7	10,9	7,0
Employment costs	7,5	7,0	7,4	5,7	14,9	12,7
Other costs	1,9	1,7	0,7	0,6	2,7	2,2
Profit/loss of the segment	5,8	16,5	-16,9	-16,1	-11,2	0,4
Other operating income	0,4	0,0	0,0	0,0	0,4	0,0
Other operating costs	0,3	0,1	0,0	0,0	0,3	0,1
Operating profit/loss (EBIT)	5,8	16,5	-16,9	-16,1	-11,1	0,4
Operating profit/loss adjusted by the depreciation/amortisation (EBITDA)	14,4	25,3	-13,8	-15,5	0,6	9,8
Financial income					0,3	0,0
Financial costs					0,9	2,1
Profit/loss before tax					-11,7	-1,7
Income tax, of which:					-4,2	0,0
- current income tax					0,0	0,0
- deferred income tax					-4,2	0,0
Net profit/loss					-7,5	-1,7

Balance sheet

PLN mln		2022-03-31	2021-12-31
ASSETS		676,3	707,1
Non-current assets		412,8	428,4
Property, plant and equipment	A	302,6	303,7
Right-of-use assets	A	27,7	25,5
Intangible assets	B	27,6	29,2
Investment in other entities	C	18,7	37,9
Other financial assets		0,2	0,2
Deferred tax assets		36,1	31,9
Current assets		263,4	278,7
Inventories		29,5	23,4
Trade receivables		25,9	24,7
Other receivables		2,4	2,6
Other current non-financial assets		1,8	0,5
Other current financial assets	D	79,4	79,8
Cash and cash equivalents	D	124,5	147,8
EQUITY & LIABILITIES		676,3	707,1
Equity		530,9	554,0
Non-current liabilities		65,4	66,8
Deferred tax provision		2,4	6,0
Lease liabilities	D	10,2	8,4
Other liabilities (including investment liabilities)	E	20,7	22,5
Accruals from government grants		32,1	29,9
Current liabilities		79,9	86,4
Trade payables		20,1	12,7
Interest-bearing loans and borrowings	D	0,0	0,0
Lease liabilities	D	5,9	6,6
Other liabilities (including investment liabilities)	E	7,7	6,3
Other current non-financial liabilities		8,8	5,0
Accruals from government grants		37,4	55,8
Net trade working capital		35,3	35,4
Net cash	D	187,7	212,6

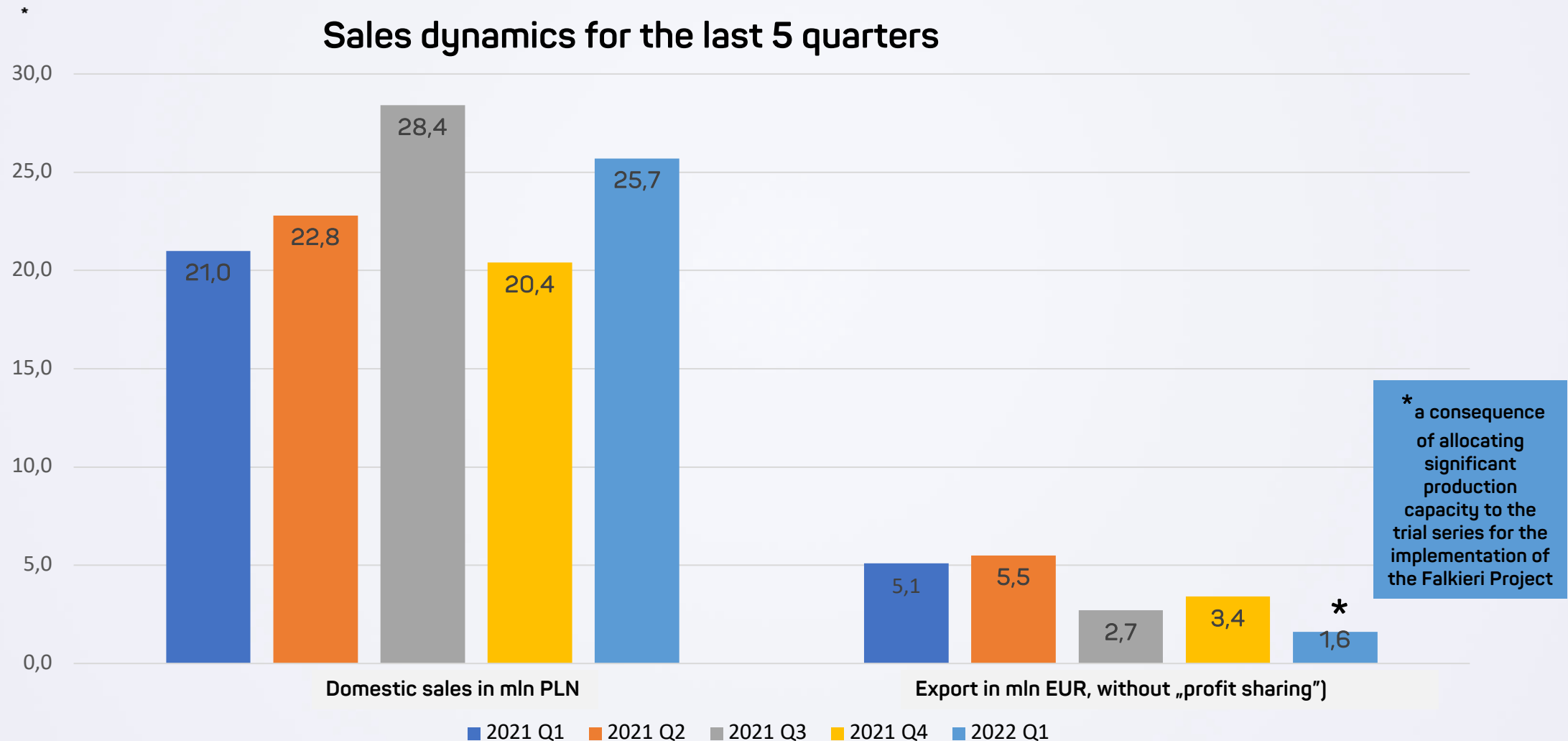
- A.** In 1Q22 the Company maintains stable levels of CAPEX hence tangible assets record similar levels of nearly PLN 330m both as at 31Mar22 and 31Dec21.
- B.** Expansion of IP rights for our legacy business division, contracted in 2020
- C.** Equity stakes in other companies (Mabion)
- D.** Decrease in net cash in 1Q22 by PLN 24.9m of which PLN 10,9m relates to returns of unused advance payments for R&D projects which still can be sourced in further stages of the projects. Further, another factor for net cash position drop in 1Q22 is CAPEX of nearly PLN 8.5m and outflows due to financing of PLN 2.3m.
- E.** Non-current other liabilities in the amount of PLN 28,4m due this and following years (until September 2025), for IP rights contracted in 2020.

**GOING FORWARD INNOVATIVE BUSINESS
EXPANSION WILL REQUIRE STRONGER
CASH POSITION**

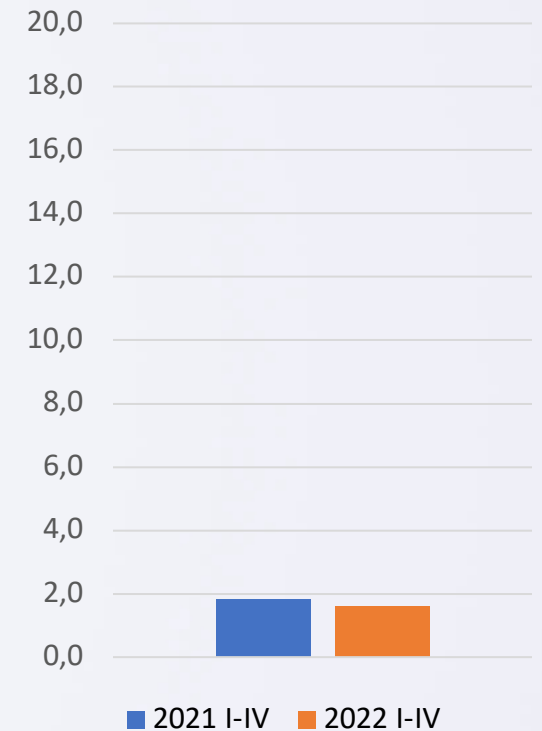
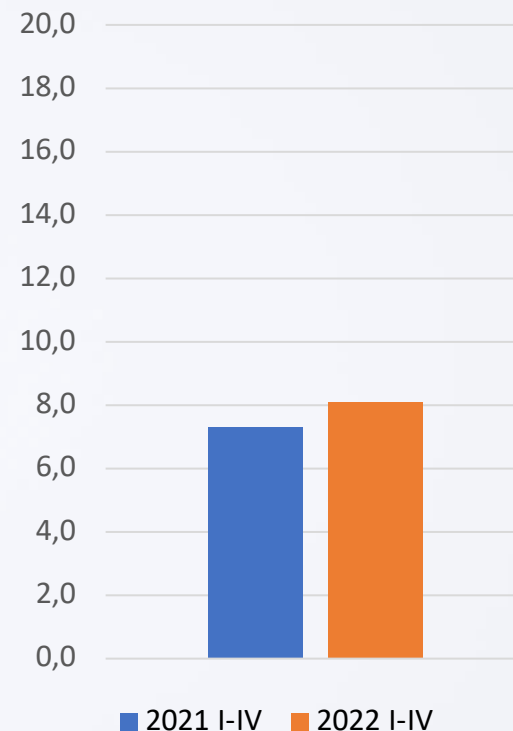
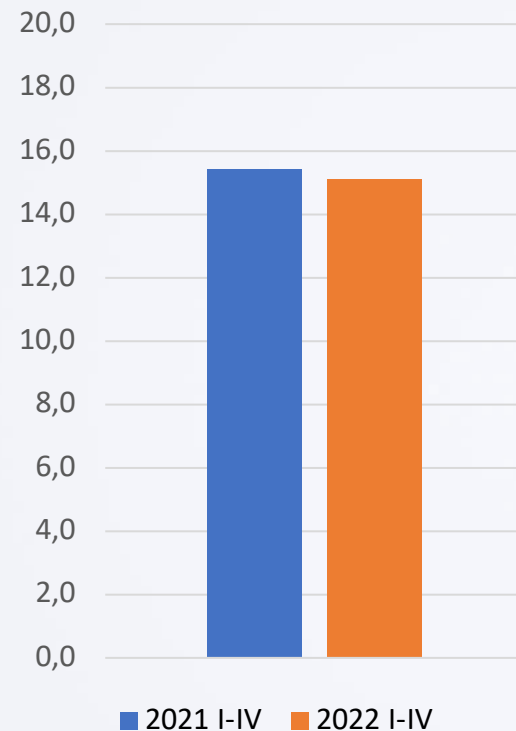
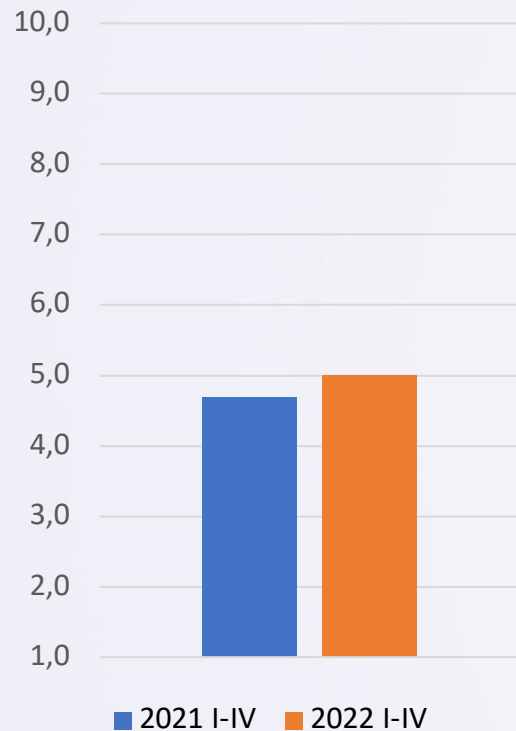
Sales



Q1 2022 - Export sales slow down due to significant absorption of production capacities by new products



Robust market position of key products promoted in Poland (value stake in ATC3 class*)



*) – according to IQVIA Poland Sales Data & IQVIA Poland Pharmascope © 2021 2022 IQVIA and its affiliates. All rights reserved

Key R&D projects status

Molecule	Indication	Research	Preclinical	Clinical Development	
				Phase 1	Phase 2
Falkieri	TRD depression			✓	✓
CPL'36	Schizophrenia/ post-infiltration dyskinesia (LiD)			✓	
CPL'280	Diabetes/ diabetic neuropathies			✓	
CPL'110	Solid tumors (bladder, lung, stomach)				
CPL'116	AI (various indications)				



FDA Approved
Investigational
New Drug (IND)



CELON P H A R M A

Thank you for your attention
Q&A session.

