



# INVESTOR PRESENTATION

1H2023 results

WARSAW // 21.09.2023

Neither this presentation (the “Presentation”, references to which shall be deemed to include any information which has been or may be supplied in writing or orally in connection herewith or in connection with any further enquiries) nor any copy of it nor the information contained herein is being issued and may be distributed directly or indirectly to or into the United States of America, Canada, Australia, Japan or any other jurisdiction where such issuance or distribution may be prohibited or limited by law. By attending this meeting where this Presentation is being made, or by reading the Presentation slides, you agree to be bound by the following limitations. This Presentation has been prepared by Celon Pharma S.A. (the “Company”) solely for use for early stage discussion purposes at meetings with potential investors, to provide such investors with general information on the Company and its group and an overview of its operations. This Presentation is strictly confidential to the recipient. Neither this Presentation or any part hereof nor the information contained herein may be reproduced or redistributed, passed on, or the contents otherwise divulged, directly or indirectly, to any other person or published, in whole or in part. If you gain access to this Presentation by mistake, or you are not an addressee of this Presentation or a person authorized to use this Presentation, please bear in mind the confidential nature of this Presentation and immediately contact the Company in order to return it to the Company. The Presentation does not constitute an offer to sell or subscribe for or a solicitation of an offer to purchase or subscribe for securities. This Presentation is provided for informational purposes only. This Presentation does not constitute or form part of and should not be construed as an offer, solicitation or invitation to sell or issue, or an offer, solicitation or invitation to, subscribe for, underwrite, buy or otherwise acquire, securities of the Company or any of its subsidiaries in any jurisdiction, or an inducement/recommendation to enter into investment activity in any jurisdiction. Neither this Presentation nor any part hereof, nor the fact of its distribution or issuance, shall form the basis of, or be relied on in connection with, any contract, commitment or investment decision whatsoever. The information contained herein is only preliminary and indicative and does not purport to contain the information that would be required to evaluate the Company, its financial position and/or any investment decision. This Presentation is not intended to provide, and should not be relied upon for, accounting, legal or tax advice nor does it constitute an investment recommendation. This Presentation is given in conjunction with an oral presentation and should not be taken out of context. No information included in this Presentation may be considered as investment advice or investment recommendation. The information contained in the Presentation has not been independently verified. No representation, warranty or undertaking, expressed or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or the opinions contained herein. This Presentation contains certain statistical, economic and market information relating to the market in which the Company operates, its certain competitors, market trends and some economic forecasts. Unless excerpted from and attributed exclusively to another third party source, such market information has been prepared and/or calculated by the Company based on data provided by the third-party sources and includes estimates, assessments, adjustments and judgments that are based on the Company’s experience and familiarity with the sector in which the Company operates. Because such market information has been prepared in part based upon estimates, assessments, adjustments and judgments and not verified by an independent third party, such market information is to a certain degree subjective. While it is believed that such estimates, assessments, adjustments and judgments are reasonable and that the market information which has been prepared is appropriately reflective of the sector and the markets in which the Company operates, there can be no assurance that such estimates, assessments, adjustments and judgments are the most appropriate for making determinations relating to market information or that market information prepared by other sources will not differ materially from the market information included herein. Matters discussed in this Presentation may constitute forward-looking statements. Forward-looking statements constitute statements that are other than statements of historical fact. Statements which include the words “expects”, “intends”, “plans”, “believes”, “projects”, “anticipates”, “will”, “targets”, “aims”, “may”, “would”, “could”, “continue” and similar statements of a future or forward-looking nature identify such forward-looking statements. Forward-looking statements include in particular statements regarding the financial performance, business strategy, plans and objectives of the Company for future operations (including growth potential). All forward-looking statements included in this Presentation address matters that involve known and unknown risks, uncertainties and other factors which could cause the Company’s actual results, performance or achievements to differ materially from those indicated in such forward-looking statements and from past results, performance or achievements of the Company. Such forward-looking statements are based upon various assumptions and estimates regarding future events, including numerous assumptions regarding the Company’s present and future business strategies and future operating environment. Although the Company believes that these estimates and assumptions are reasonable, they may prove to be incorrect. The information, opinions and forward-looking statements contained in this Presentation speak only as at the date of this Presentation and are subject to change without notice. The Company, its directors, agents, employees and advisors do not intend to, and expressly disclaim any duty, undertaking or obligation to, make or disseminate any supplement, amendment, update or revision to any of the information, opinions or forward-looking statements contained in this Presentation to reflect any change in events, conditions or circumstances. To the extent permitted under the applicable provisions of law, neither the Company nor any of their affiliates, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss however arising from any use of this Presentation or its contents or otherwise arising in connection with this Presentation. This Presentation is not for distribution or use by any person or entity in any jurisdiction where such distribution or use would be contrary to local law or regulation or which would subject the Company or any of its affiliates to authorization, notification, licensing or other registration requirements under applicable laws. Persons into whose possession this Presentation comes should observe all such restrictions



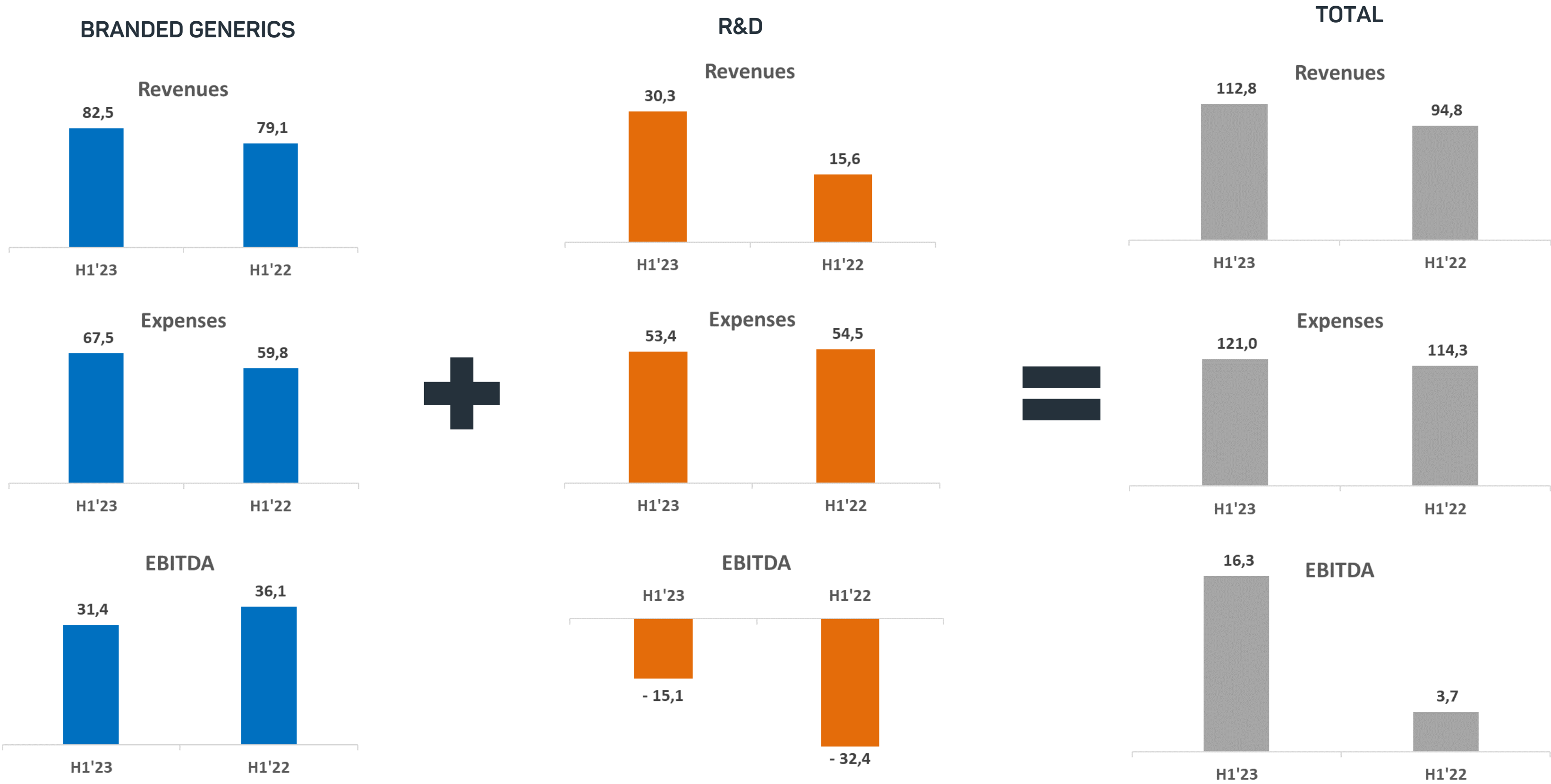
# FINANCIALS



# Segment dynamics - FY 2023/2022

Well balanced business model with growing R&D costs

*All amounts in million PLN*



# Group and Segment P&L Details for 1H2023/ 1H2022

PLN Million	Branded generics segment		Innovation segment		Total	
	H1'23	H1'22	H1'23	H1'22	H1'23	H1'22
Revenues from sales of medicines	81,2	78,8	0,0	0,0	81,2	78,8
Other revenues	1,3	0,4	0,0	0,0	1,3	0,4
Revenues from grants	0,0	0,0	30,3	15,6	30,3	15,6
Revenues from sales of licences	0,0	0,0	0,0	0,0	0,0	0,0
<b>Total revenues</b>	<b>82,5</b>	<b>79,1</b>	<b>30,3</b>	<b>15,6</b>	<b>112,8</b>	<b>94,8</b>
including:						
Domestic	53,3	52,4	30,3	15,6	83,6	68,0
Export	29,2	26,7	0,0	0,0	29,2	26,7
<b>Total costs by type</b>	<b>67,5</b>	<b>59,8</b>	<b>53,4</b>	<b>54,5</b>	<b>121,0</b>	<b>114,3</b>
including:						
Amortisation and depreciation	16,5	16,8	8,0	6,4	24,5	23,2
Raw materials	23,0	20,2	11,4	12,3	34,5	32,6
External services	4,3	3,4	17,1	20,1	21,4	23,5
Employment costs	17,1	15,7	15,3	14,1	32,3	29,7
Other costs	6,7	3,7	1,6	1,6	8,3	5,3
<b>Profit/loss of the segment</b>	<b>15,0</b>	<b>19,3</b>	<b>(23,1)</b>	<b>(38,8)</b>	<b>(8,1)</b>	<b>(19,5)</b>
Other operating income	0,7	0,7	0,0	0,0	0,7	0,7
Other operating costs	0,8	0,6	0,0	0,0	0,8	0,6
<b>Operating profit/loss (EBIT)</b>	<b>14,9</b>	<b>19,4</b>	<b>(23,1)</b>	<b>(38,8)</b>	<b>(8,2)</b>	<b>(19,5)</b>
<b>Operating profit/loss adjusted by the depreciation/amortisation (EBITDA)</b>	<b>31,4</b>	<b>36,1</b>	<b>(15,1)</b>	<b>(32,4)</b>	<b>16,3</b>	<b>3,7</b>
Financial income					5,4	0,8
Financial costs					1,7	1,5
<b>Profit/loss before tax</b>					<b>(4,5)</b>	<b>(20,2)</b>
Income tax, of which:					1,9	(4,6)
- current income tax					0,0	0,0
- deferred income tax					1,9	(4,6)
<b>Net profit/loss</b>					<b>(6,3)</b>	<b>(15,6)</b>

# Balance sheet

PLN mln		2023-06-30	2022-12-31
<b>ASSETS</b>		<b>591,2</b>	<b>642,8</b>
Non-current assets		403,1	405,2
Property, plant and equipment	A	309,1	306,8
Right-of-use assets	A	39,3	34,8
Intangible assets	B	17,7	21,8
Investment in other entities	C	10,2	13,0
Other financial assets		0,5	0,6
Deferred tax assets		26,3	28,1
Current assets		188,1	237,6
Inventories		30,4	38,4
Trade receivables		32,0	27,1
Other receivables		10,9	6,6
Other current non-financial assets		2,9	0,9
Other current financial assets	D	86,8	81,7
Cash and cash equivalents	D	25,1	82,9
<b>EQUITY &amp; LIABILITIES</b>		<b>591,2</b>	<b>642,8</b>
Equity		466,5	479,6
Non-current liabilities		43,9	46,7
Deferred tax provision		0,8	1,3
Lease liabilities	D	6,4	7,4
Other liabilities (including investment liabilities)	E	12,3	12,4
Accruals from government grants		24,4	25,6
Current liabilities		80,8	116,4
Trade payables		13,8	18,3
Interest-bearing loans and borrowings	D	0,0	0,0
Lease liabilities	D	15,4	19,4
Other liabilities (including investment liabilities)	E	17,9	12,2
Other current non-financial liabilities		10,5	10,1
Accruals from government grants		23,3	56,4
Net trade working capital		48,6	47,2
Net cash		90,1	137,8

- A. Increase in property, plant and equipment as at 30Jun23 compared to 31Dec22 is related to intense CAPEX that the Company has been incurring for the last 3 years.
- B. Expansion of IP rights for our legacy business division, contracted in 2020
- C. Equity stakes in other companies (Mabion)
- D. The Company expects a major decrease in cash burn in the next 18-24 months due to: partnering of R&D projects, decrease in CAPEX and commercialization of new branded generics. Decrease in net cash in H1'23 by PLN 47,7m which is attributable to CAPEX outflows of PLN 20m, outflows due to lease of assets of PLN 14,7m and working capital changes – decrease of accounts payable by PLN 4,4m and increase of other accounts receivable by PLN 9,2m.
- E. Non-current other liabilities in the amount of PLN 30,2m due this and following years (until September 2025), mainly for IP rights contracted in 2020 (Glaxo); dividend in amount of PLN 4,6m. And the remaining amount is related with capital expenditures regarding ongoing projects.



# New CFO – operational challenges 2023/2024



Supporting all business development processes in the Company in both, innovative and generic business segment;



Preparing further applications for funding Company's research and development projects under the new FENG perspective implemented by NCBiR, including monitoring new announced competitions;



Continuation and sustaining a high quality cooperation with supervisory institutions;  
As of today, inspections of our projects have not revealed any significant formal and substantive deficiencies.



Implementing the ERP IFS system, that will allow Company to improve daily managing on going and future projects in the innovation segment as well as optimize costs and inventory management in the generics segment.  
Launched to be planned: 01.2025.

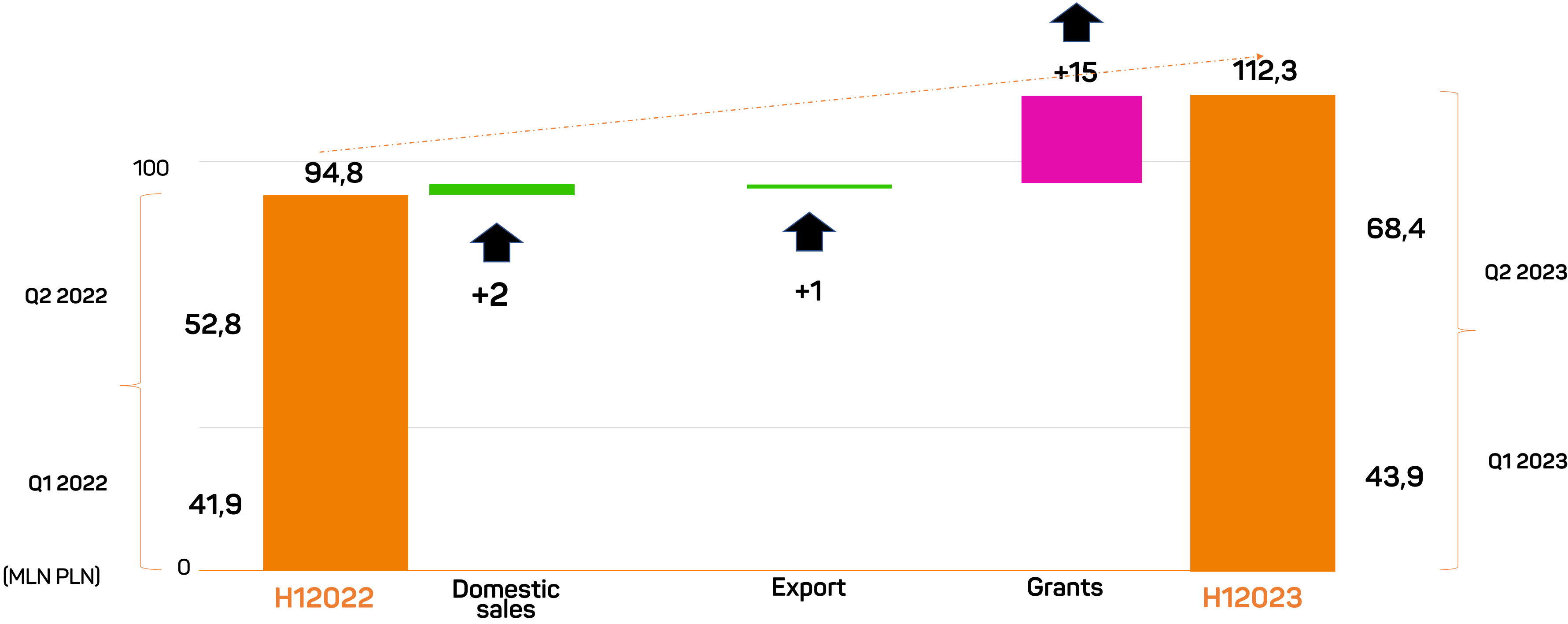


BRANDED  
GENERIC



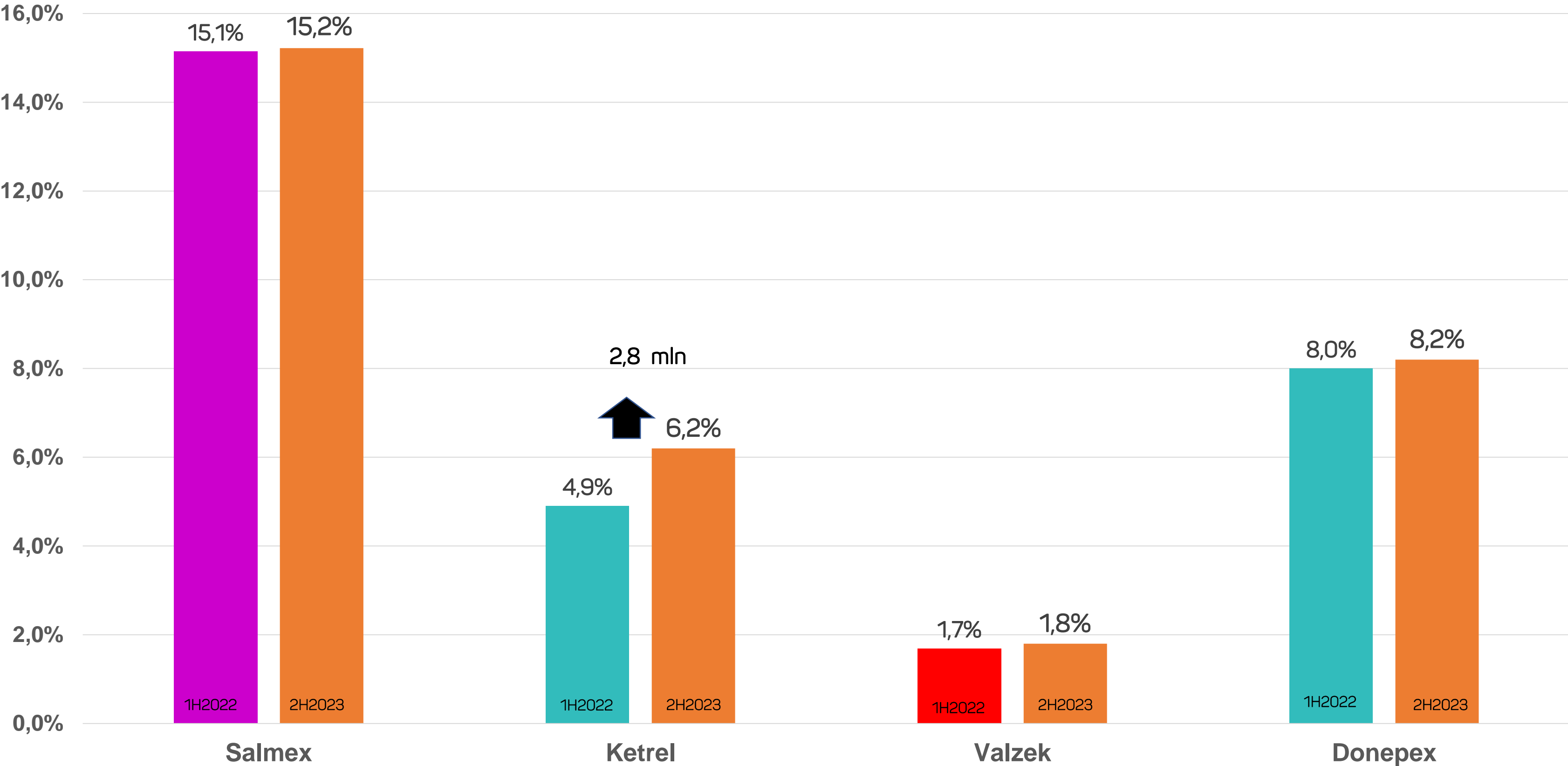


# Revenues 1H2022-1H2023





# Roboust market position of key promoted products in Poland 1H2022/1H2023





INNOVATIVE  
BUSINESS

# News Flow & Key Milestones 2023/2024

Q1 2023

Q2 2023

Q3 2023

Q4 2023

Q1 2024

CPL'280  
end of Phase 2 in diabetes

CPL'36  
end of Phase 2 in both indications

CPL'116  
end of Phase 2 in RA

CPL'280  
start of Phase 2b in diabetes

CPL'280  
start of Phase 2 in diabetes  
neuropathy

CPL'110  
end of Phase 1/1b

CPL'116  
start of Phase 2 in IPF



Metabolic diseases



Oncology



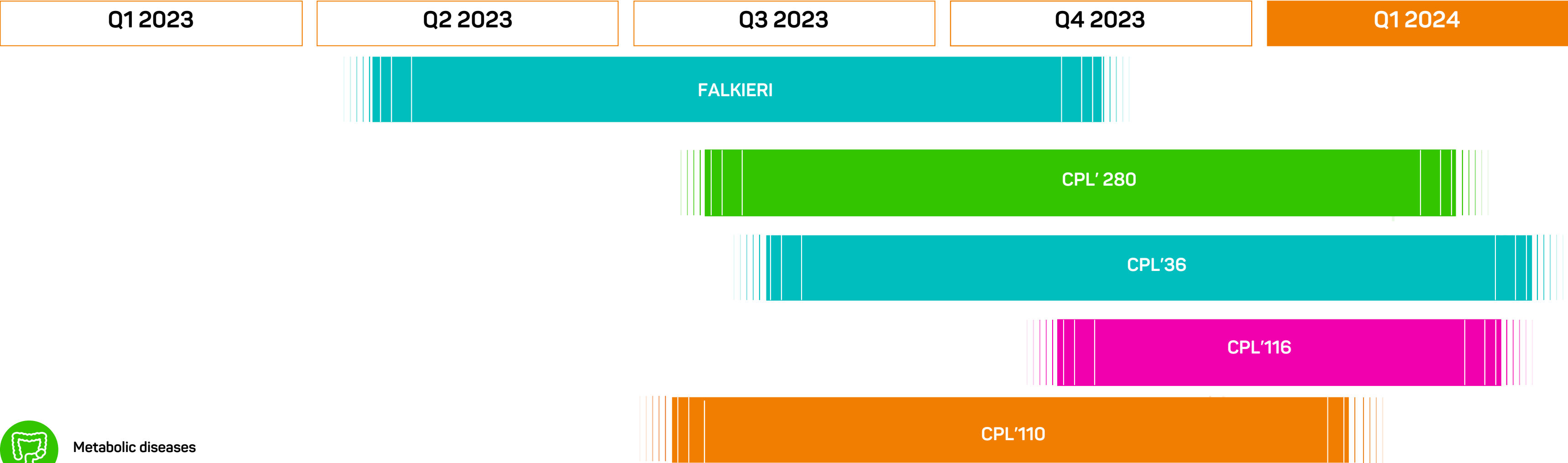
Neuropsychiatry



Inflammatory diseases



# Partnering Strategy 2023/2024



 Metabolic diseases

 Oncology

 Neuropsychiatry

 Inflammatory diseases



# Scientific activities & conferences

Q3 2023

Q4 2023

Q1 2024

**AACR** American Association  
for Cancer Research\*

CPL976, an innovative bispecific antibody targeting AXL and PD-L1 axis as a potential new anticancer therapeutic

Design and preclinical evaluation of CPL976-MMAE - novel, potent AXL-PD-L1 bispecific antibody conjugated with MMAE in targeted anticancer therapy.

**EASD** European Association  
for the Study of Diabetes

Preclinical efficacy of the novel GPR40 agonist CPL207-280 in neuropathy

A novel FGF-1 analogue normalises type 2 diabetes, obesity and NAFLD symptoms in ZDF rat model

 **ECNP 2023**

Repeated, 4-week dosing of CPL500036, a novel phosphodiesterase 10A inhibitor, does not induce tolerance to its antipsychotic-like action



Inflammatory  
diseases



Metabolic  
diseases



Neuropsychiatry



Oncology



QA