



Company Results Summary for Q1 2025

22.05.2025 r.

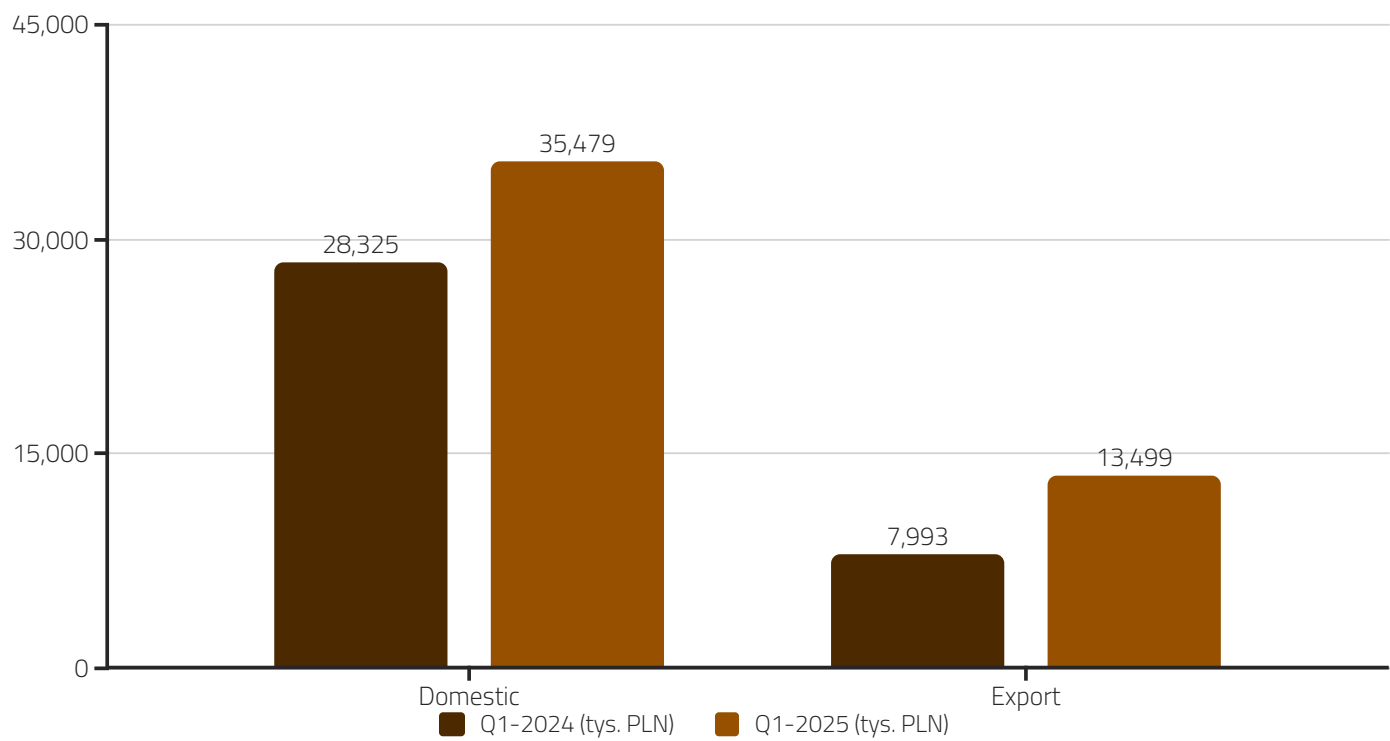
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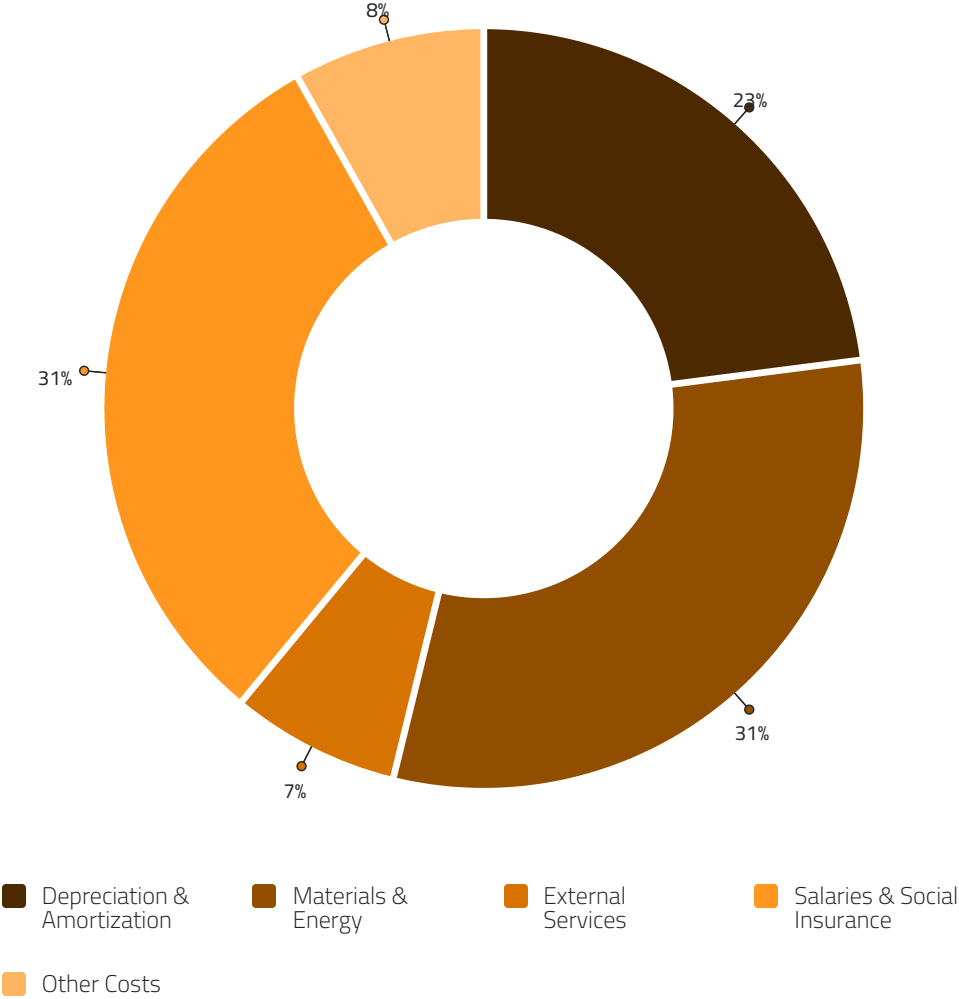
Operating Revenues Q1 2025 (Generics Segment)



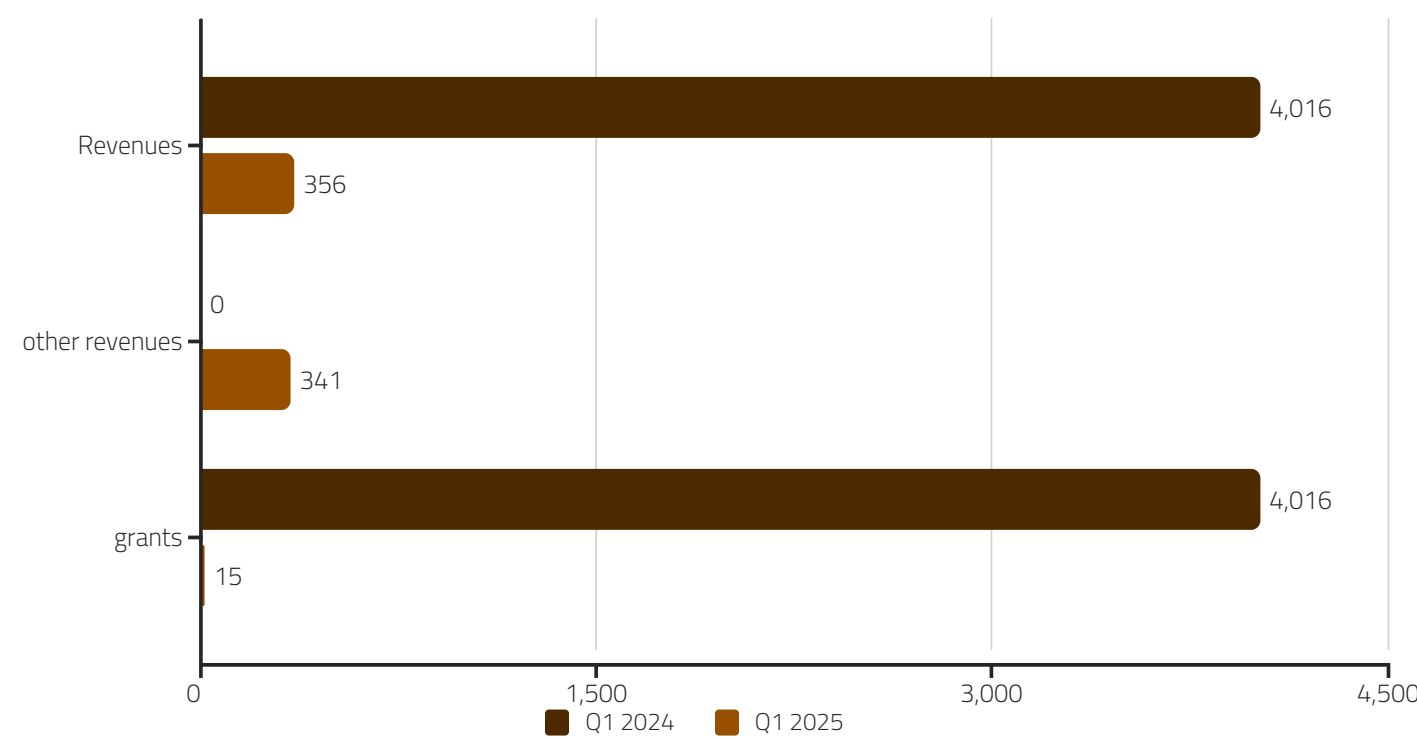
	Q1-2024 (000 PLN)	Q1-2025 (000 PLN)	Y/y (%)
Domestic market	28 325	35 479	25%
Export	7 993	13 499	69%
Total	36 318	48 978	35%

Operational costs - Q12025 (Generics Segment)

	Q1 2024	Q1 2025	Y/y
Operational costs in total	(35 539)	(41 691)	+17%
Depreciation & Amortization	(9 111)	(9 551)	+5%
Materials & Energy	(8 687)	(12 959)	+49%
External Services	(2 404)	(3 000)	+25%
Salaries & Social Insurance	(11 293)	(13 069)	+16%
Other Costs	(4 044)	(3 112)	-23%



Operating Costs Q1 2025 (Innovative Segment)



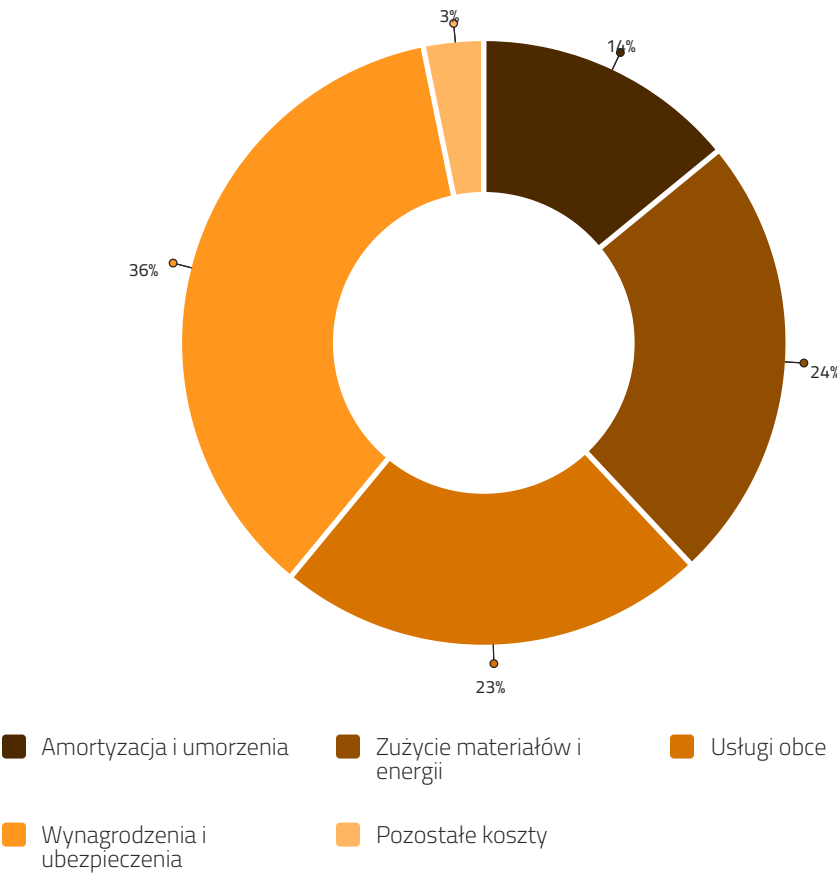
in 000 PLN.

	Q1 2024	Q1 2025	Zmiana FY'25 / FY'24
Revenues in total	4 016	356	-91%
Other revenues	–	341	0%
Grants	4 016	15	-100%

Operating Costs Q1 2025 (Innovative Segment)

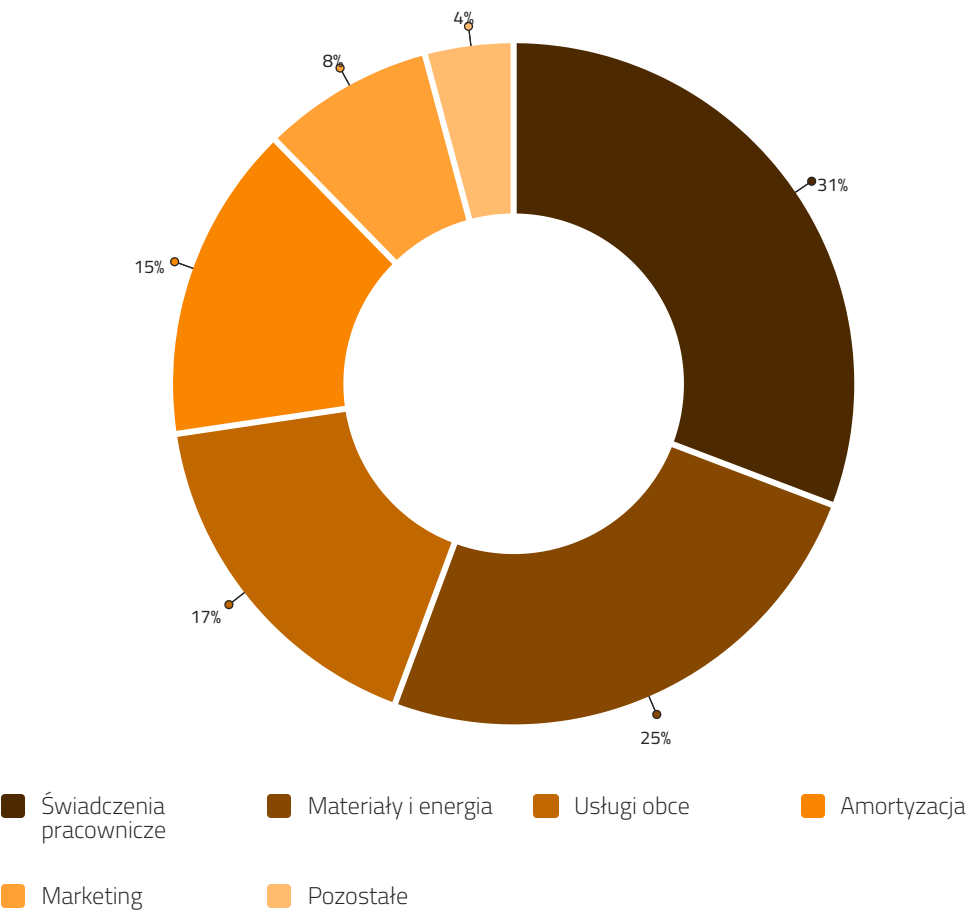
	Q1-2024	Q1-2025	Zmiana FY'25 / FY'24
Operating costs	(22 605)	(26 222)	16%
Depreciation & Amortization	(3 617)	(3 715)	3%
Materials & Energy	(4 390)	(6 327)	44%
External Services	(6 279)	(6 079)	-3%
Salaries & Social Insurance	(7 763)	(9 415)	21%
Other costs	(556)	(686)	23%

Costs structure Q1-2025



Operating costs Q12025 (Total)

Struktura kosztów operacyjnych

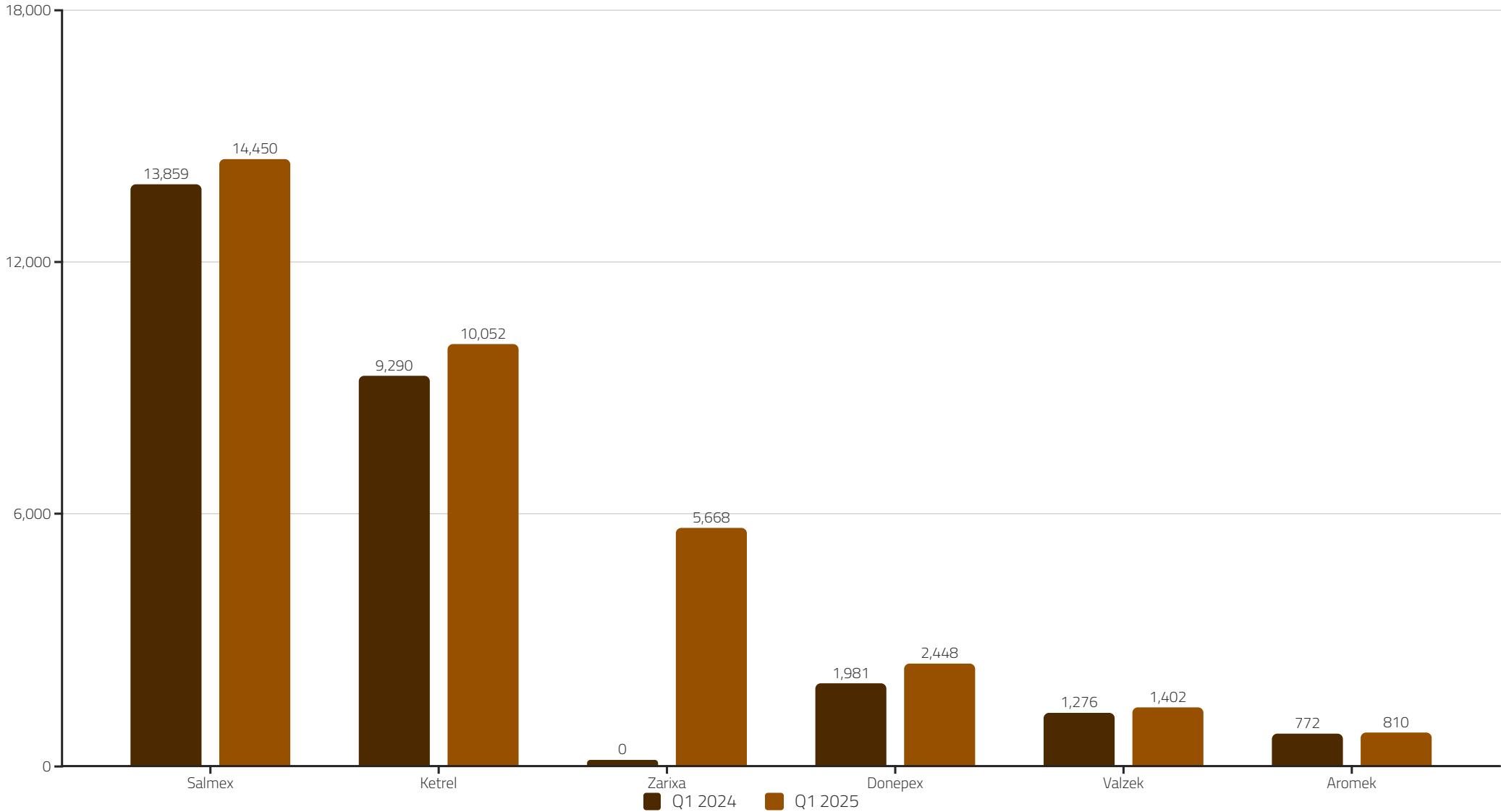


Operating costs in details

	Q1-2024	Q1-2025	FY'25 / FY'24
Operating costs	(58 144)	(67 913)	17%
Depreciations and amortisation	(12 728)	(13 266)	4%
Materials&Energy	(13 077)	(19 286)	47%
External Services	(8 683)	(9 079)	5%
Salaries & Social Insurance	(19 056)	(22 484)	18%
Other costs	(4 600)	(3 798)	-17%

Domestic sales - Q1 2025

Q1 2024 vs Q1 2025 (000 zł)



Domestic sales - trends 2025



Maintaining sales trajectory

Stable ex-factory sales of portfolio products.



Key products

Salmex and **Zarixa** (60% of total sales volume)



Positive trends

Favorable regulatory environment for Polish manufacturers.



Growth outlook

TikozeK market launch (Q2 2025).

Export - Q1 2025



New Registrations

Mexico (01.2025) i RPA (03.2025)



Registration in progress

Arabia Saudyjska, Hong Kong, Chiny



Portugal

New inhaler launch G7

13,8 PLN mln

Export sales increase 73% Yoy

Export – 2025

New markets

Product launches

Renegotiations of agreements

New terms of cooperation with partners

Products registration

Procedures in high-potential markets

Forecasted Growth

Recovery through fulfillment of postponed orders

CPL-36 – Status and Development Strategy

Advanced Licensing Discussions

- Ongoing advanced partnering negotiations, with increased interest following Parkinson’s study results.
- Consideration of splitting the drug into two independent products – potential to increase market value (doubling deal value).

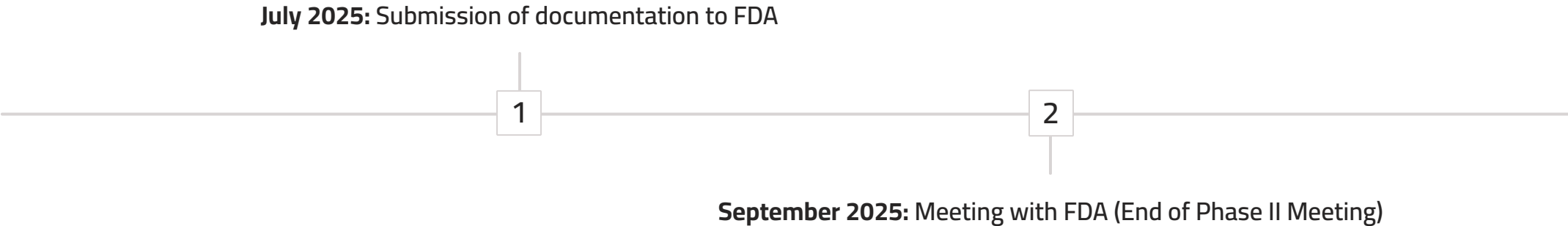
Indication Separation Strategy

- Differentiation through:
 - modifying dosage forms for different indications,
 - adjusted bioavailability with maintained therapeutic equivalence.
- Requires advanced patent protection (some applications not yet disclosed).

Market challenges

Smaller companies face financing difficulties – limited activity.	Strategy focused on partners with sufficient capital resources.
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Dalsze kroki



CPL-116 - Status i Strategia Rozwoju

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■ Change in Development Direction

Currently in discussions with a partner regarding the indication of **Myasthenia Gravis**.

■ Market Potential

Rapidly growing market (from USD 1bn to 5–6bn within 3 years); no oral therapies available, significant unmet need among seronegative patients.

Breakthrough results – two phases accepted for publication in *The Lancet*.

Financing Strategy for Innovative Projects



ABM Grants

Signed agreement 31 mln PLN



Short-term projects with expected commercial return



Partnering strategy

Seeking partners for advanced projects (CPL36/CPL116)

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Licensing Agreements

Development of generic drug projects



Contact for investors

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Additional materials

www.celonpharma.com