



> BIOTEST GROUP

Welcome to the Annual General Meeting
of Biotest AG, 7 May 2024



Agenda

- 1 Highlights in the 2023 financial year
- 2 Key financial figures for financial year 2023
- 3 Sustainability management
- 4 Strategic development
- 5 Outlook for 2024
- 6 Agenda

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Highlights in the 2023 financial year

Progress in the implementation of our growth strategy

1. BIOTEST NEXT LEVEL

- **Capacity expansion** and further development of the portfolio
- **FDA inspection**

2. RESEARCH & DEVELOPMENT

- **Yimmugo:** FDA accepted approval application in the USA
- **Fibrinogen:** Phase III study reaches primary endpoint
- **Trimodulin:** Two ongoing Phase III studies



Progress in the implementation of our growth strategy

3. PLASMA CENTRES

- Expansion of EU plasma collection continued:
Now **38 centres** in Germany, Hungary and the Czech Republic

4. COOPERATION

Biotest AG and Grifols S.A. have significantly expanded their collaboration

- **Biotest can produce and commercialise its new product developments worldwide.**



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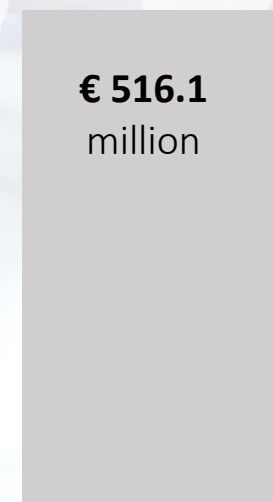
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Key Financial Figures 2023

2 KEY FINANCIAL FIGURES FOR THE FINANCIAL YEAR 2023

Revenue

(+33 %)



FY 2022

€ 684.6
million

FY 2023

Sales growth through partnership with Grifols

- The increase in sales is primarily due to income from the disclosure of technologies and development services for Grifols S.A. totalling 190 million.
- An IT malfunction at the end of 2023 led to a delay in product release and a shift in sales to 2024.

2 KEY FINANCIAL FIGURES FOR THE FINANCIAL YEAR 2023

Earnings increase thanks to Grifol's partnership and special effects

- Earnings characterised for the first time by income from the **technology disclosure** of € 153.5 million and from **development services** with Grifols S.A. amounting to € 4.7 million
- Profit from the **sale of five Biotest subsidiaries** to Grifols S.A. totalling € 23.1 million.

EBIT

€ -16,6
Mio.

GJ 2022

€ 143,5
Mio.

GJ 2023

EBITDA

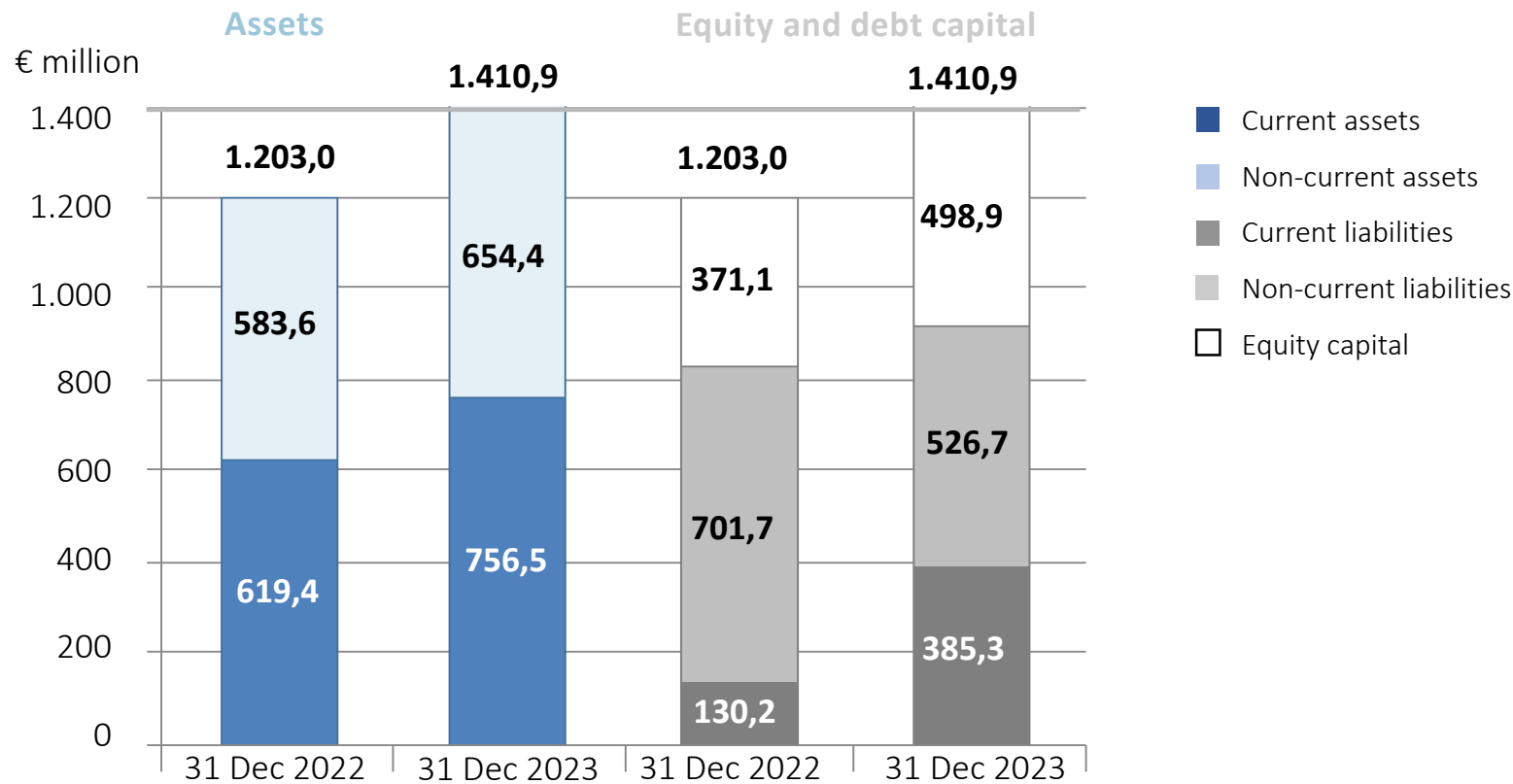
€ 19,2 Mio.

GJ 2022

€ 179,4 Mio.

GJ 2023

Healthy balance sheet structure despite high investments



**Equity ratio improved
from 30.8 % to
35.4 % improved**

Solid cash flow development

| JANUARY - DECEMBER 2023 (€ million) | GJ 2022 | GJ 2023 |
|--|--------------|--------------|
| Operating CF before change in working capital | 19,8 | 154,0 |
| Cash flow from the change in working capital | -45,2 | -120,8 |
| Interest and tax expenses | -15,1 | -35,9 |
| Cash flow from operating activities | -40,5 | -2,7 |

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Biotest

From Nature for Life

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Sustainability management

Linfa Mural

A promise for more sustainability in our corporate management

- International eco-artist visualises the company's sustainability efforts with a large-scale mural
- Special paint with sophisticated technology creates an air-purifying effect
- The mural visualises the soul and vision of Biotest, which can be described by the guiding principle "From nature for life".



Clima neutrality planned for the Biotest-Group by 2035

Current sustainability projects

- New **photovoltaic system**
- **Heat recovery system**
- **GoFuture forest:** 12,000 trees, absorption of 3,100 tonnes of CO2 in 10 years

Energy efficiency in production improved by 5% compared to the previous year

- Energy consumption per litre of plasma processed fell to 62.7 KWh/l in 2023 after 66.3 KWh/l in the previous year

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Strategic Development

Expansion of the centres for plasma collection

Europe: 38 plasma collection centres

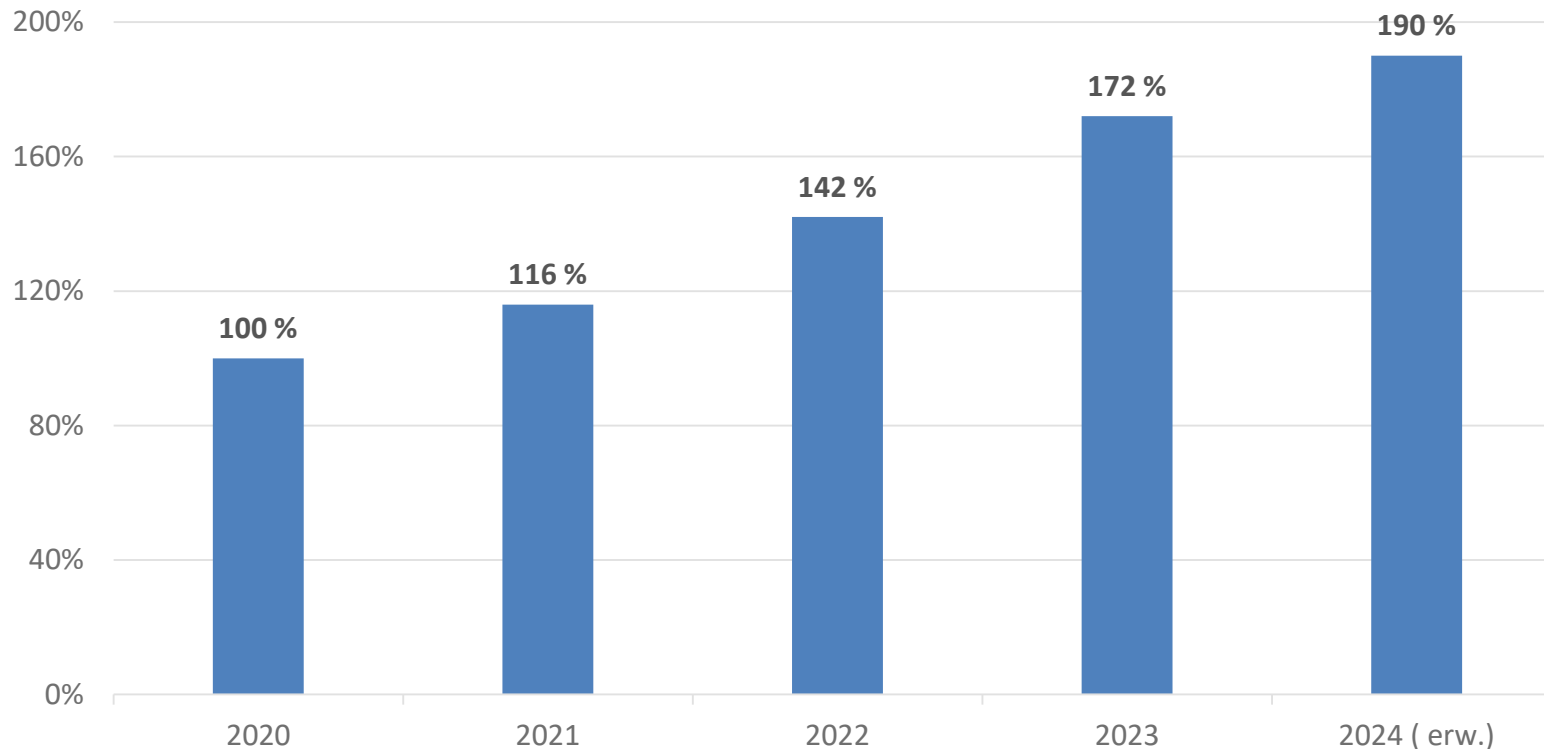
- Two centres to open in Germany in 2024
- Two more centres will be added in Germany this year

Access to US plasma

- Long-term supply contracts with Grifols and other third-party suppliers



Strong growth in Biotest plasma volume



Biotest plasma collection volume: +90 % vs. 2020

TARGET:
40 % self-sufficiency

Remaining plasma:

- **Purchases in the EU and USA**
 - **Contract processing**
-

Successfully established partnership Biotest and Grifols

iotest and Grifols, successful together:

- Technology transfer and licence agreement
- Efficient global sales structures
- Securing plasma requirements
- Optimisation of production structures
- Strong joint innovation pipeline

Our common goal:
Ensuring leading plasma
protein therapies
worldwide!

Numerous options for efficiency improvements

Measures to increase productivity in the Group

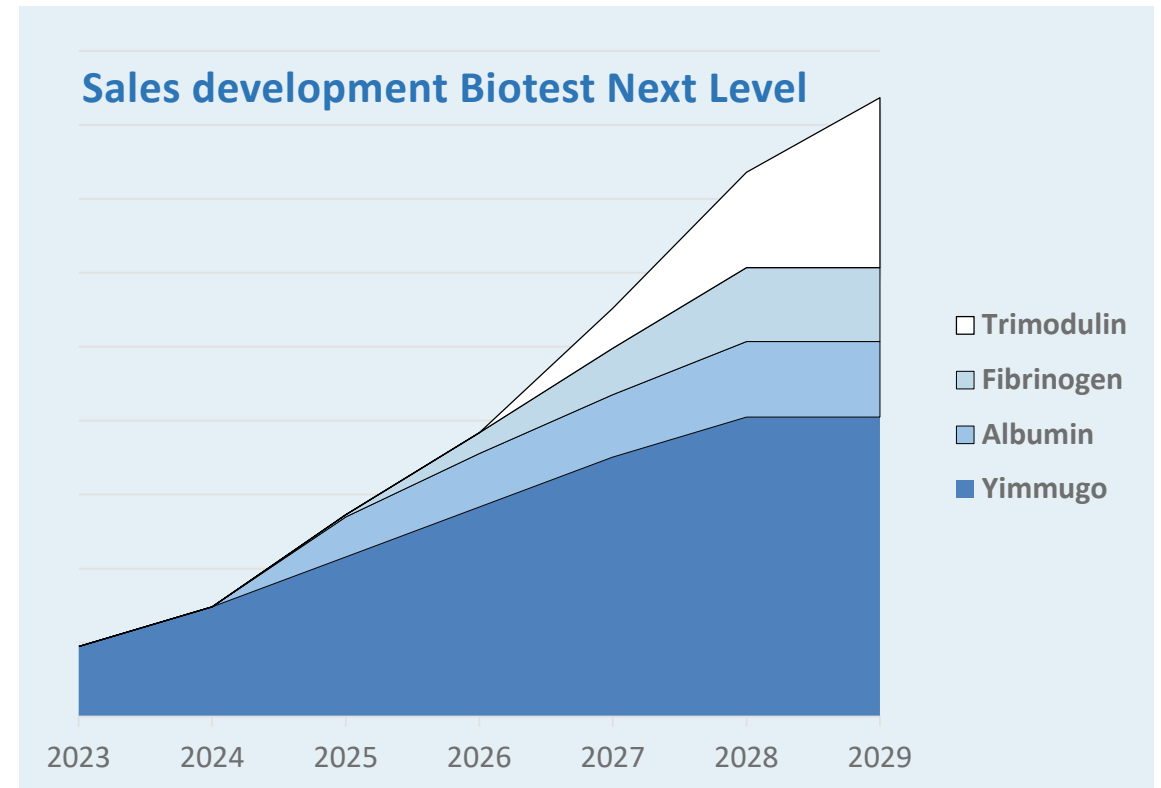
- Adaptation of the organisational structure to the growth strategy
- Upgrade of all sites for higher product output per litre of plasma
- Faster throughput times: Plasma collection to the patient



Biotest Next Level: our growth power house

- > Authorise new products
- > Capacity expansion
- > Tapping into new markets
- > Improving profitability

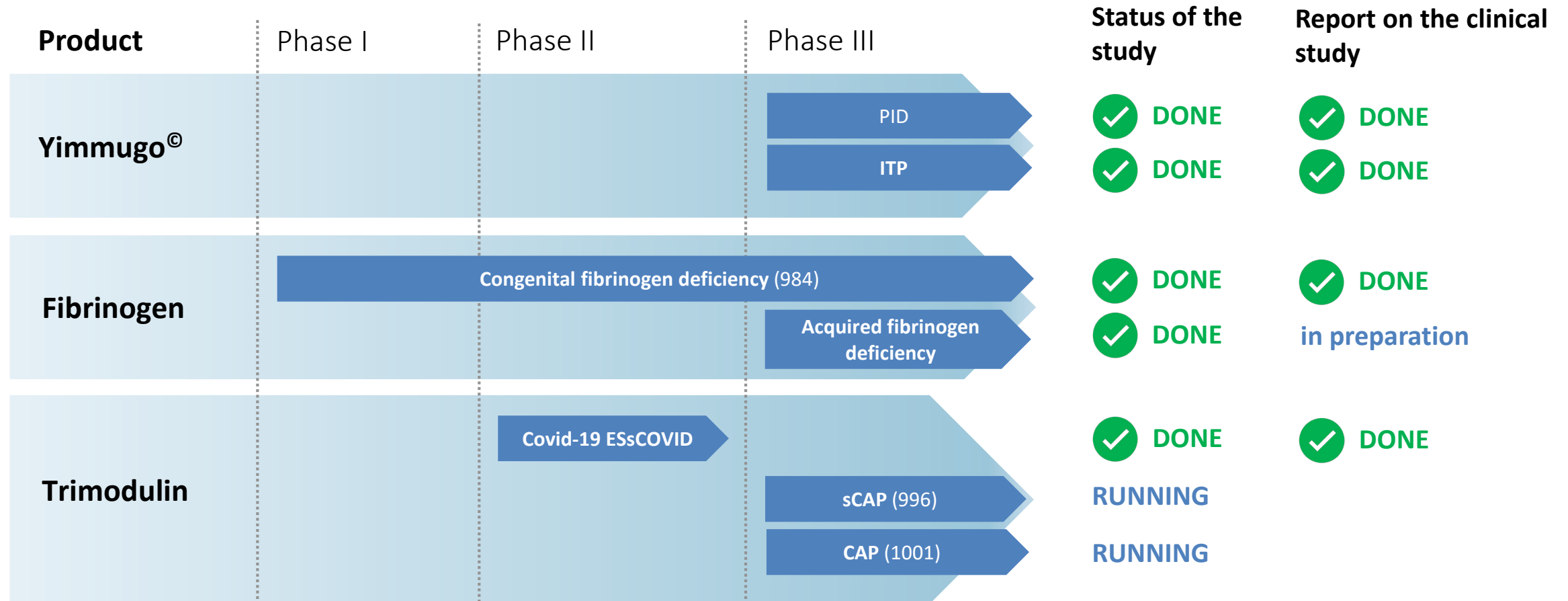
| Currently | 2027 |
|------------------------------------|------------------------------------|
| 0.3 million litres of blood plasma | 1.5 million litres of blood plasma |
| 1 product | 4 products |



4 STRATEGIC DEVELOPMENT



Product development in full swing



PID = Primary Immune Deficiency; ITP = Idiopathic Thrombocytopenic Purpura; sCAP = severe community acquired pneumonia

Growth driver 1: Yimmugo

The Yimmugo success story has already begun.

Germany: First sales in November 2022

Europe: - First sales in Austria in December 2023
- Marketing authorisation granted in the UK -
Registration process started in other countries
started

USA: FDA approval expected from summer

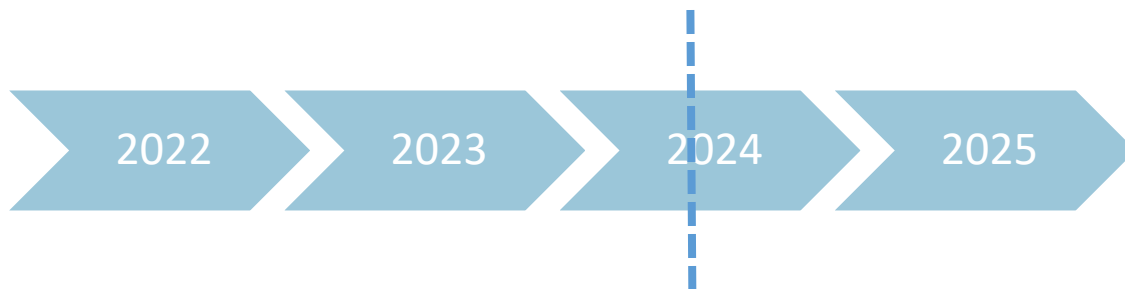
- Demand for immunoglobulins remains stable at a high level stable and growing globally by an average of 6% p.a.
- Continued focus on markets with higher price potential



Growth driver 1: Yimmugo

Production capacity ramp-up for Yimmugo

- Production increases to **6 to 7 batches per week**
- **Goal:** produce more batches more efficiently



Growth driver 1: Yimmugo

FDA inspection for Yimmugo US approval - a milestone a milestone

- December 2023: **Pre-licence inspection** of the Biotest Next Level Manufacturing plant
- **Inspection and validation of** the quality assurance systems of the Yimmugo production plant, validation and verification of the conformity of the production process with the submitted documents
- **Final report** expected



Growth driver 2: Biotest Human Serum Albumin

Biotest Human Serum Albumin

- Significant **sales growth in 2023**
- **Commissioning** of albumin production in BNL in **2024**
- **Authorisation** for new production facility Biotest Next Level **2025**



Growth driver 3: Fibrinogen

Submission for EU and US approval targeted for 2024

Congenital Fibrinogen deficiency

Phase I/III trial: World's largest clinical trial for congenital fibrinogen deficiency

Treatment of adults and children

- Results confirm high expectations regarding efficacy and safety
- Study completed



Acquired fibrinogen deficiency

Phase I/III study: for major spinal surgery and pseudomyxoma peritonei (tumour) surgery

- **200** analysable patients
- **Positive topline results**
- **Clinical study report** completed by mid-2024

Growth driver 4: Trimodulin

Trimodulin in two phase III studies

TRICOVID - Inclusion of patients with pneumonia of all pathogen types
CAP patients - Recruitment significantly increased

ESsCAPE • Implementation of measures to Facilitate recruitment
sCAP patients

- > Further indications for trimodulin under investigation
- > Expected market launch in 2027



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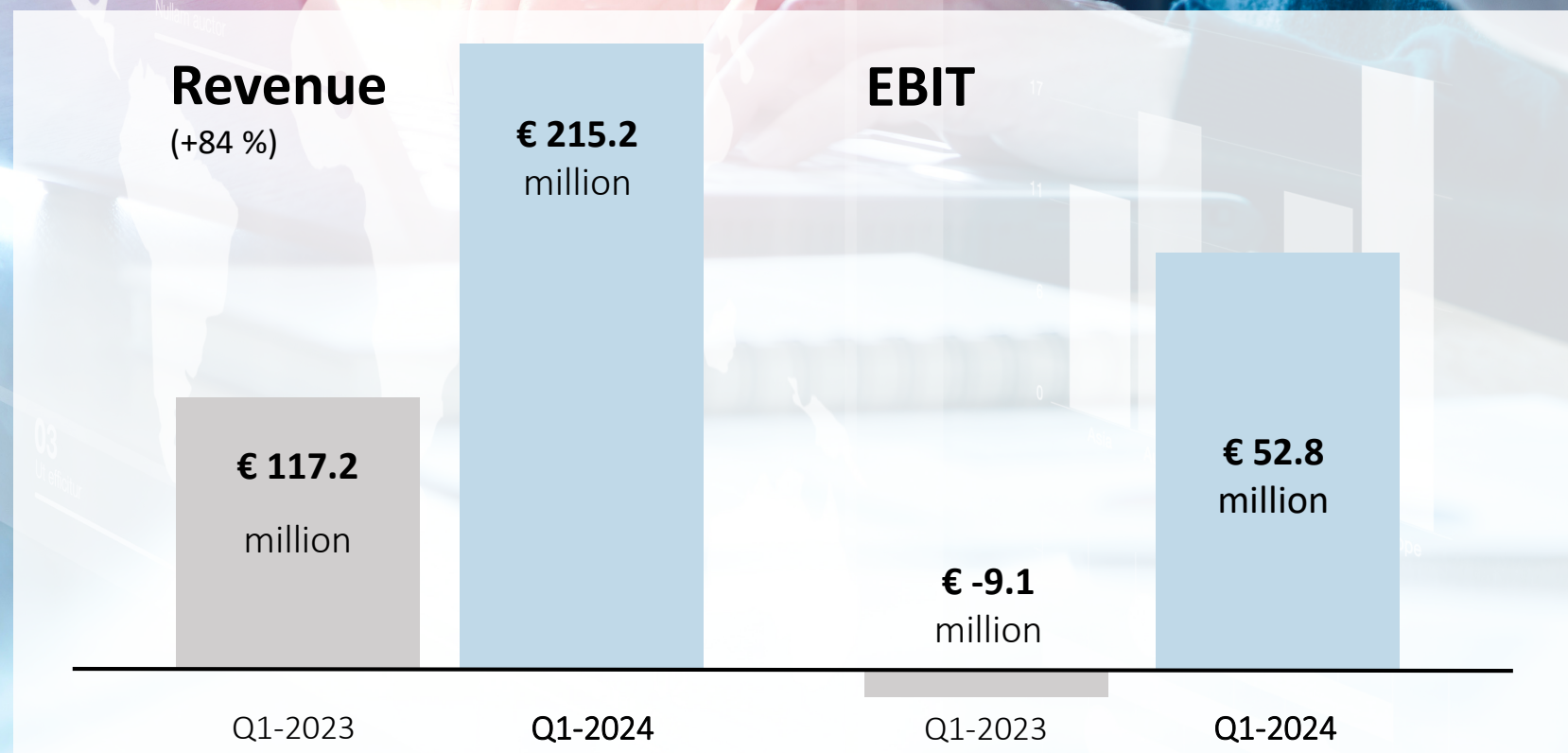


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Outlook for 2024

5 Outlook to 2024

Positive start to 2024



Further profitable growth planned in 2024

Sales:

Sales growth in the upper single-digit percentage range, including sales from technology disclosure and development services for Grifols S.A.

EBIT:

Operating result in the range of **€ 80 to 100 million**

Cash flow:

Positive cash flow from operating activities above the previous year's level



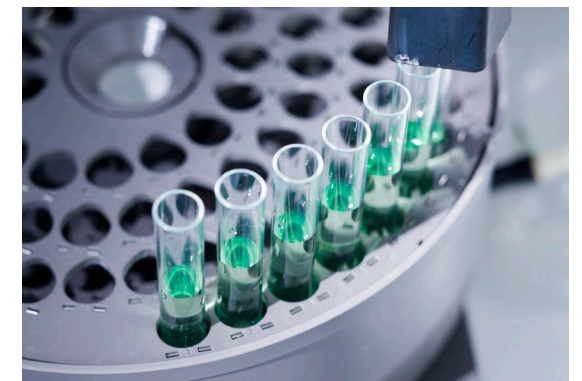
Strategy for sustainable profitable growth

- Growth potential thanks to new **capacities**
- Improved patient access through **new products** and **new markets**
- Improved **efficiency**
- Expanded **partnerships** with Grifols and others

Medium-term goal:

Sales growth

to >€1bn



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Dividend

- Proposal to the Annual General Meeting € 0.04 per preference share for 2023 and additional payment for 2022
- Total dividend payout € 1.6 million.





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Thank you for your attention!