



BAVARIAN NORDIC

# Q1 Results

Conference Call

May 8, 2024



# Bavarian Nordic - Q1 2024 Results

## Agenda

- Q1 highlights
- Update on strategic targets
  - Travel Health
  - Public Preparedness
- Commercial performance
- Financials
- Outlook
- Q&A



**Paul Chaplin**  
President and  
Chief Executive Officer



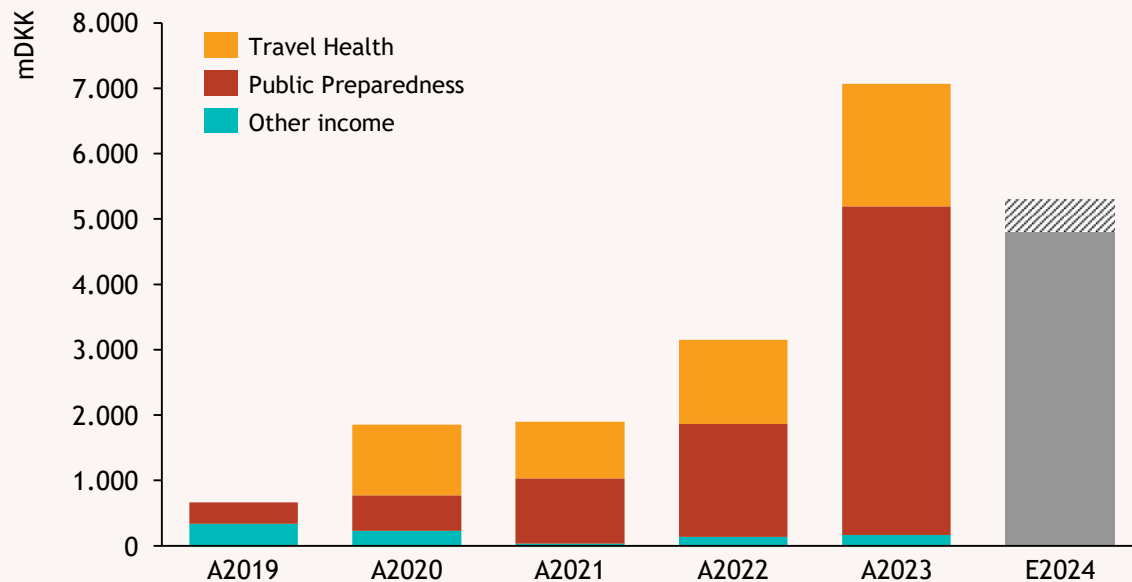
**Henrik Juuel**  
Chief Financial Officer

### *Forward-looking statements*

*This presentation includes forward-looking statements that involve risks, uncertainties and other factors, many of which are outside of our control that could cause actual results to differ materially from the results discussed in the forward-looking statements. Forward-looking statements include statements regarding our short-term objectives and opportunities, financial expectations for the full year and financial preparedness as of year-end, as well as statements concerning our plans, objectives, goals, future events, performance and/or other information that is not historical information. All such forward-looking statements are expressly qualified by these cautionary statements and any other cautionary statements which may accompany the forward-looking statements. We undertake no obligation to publicly update or revise forward-looking statements to reflect subsequent events or circumstances after the date made, except as required by law.*

# Q1 2024 Highlights

- Revenue: **831 mDKK**
- EBITDA: **22 mDKK**
- Strong travel vaccine sales +20% vs. Q1 2023
- Full-year guidance maintained



## Public Preparedness

- Commercial launch of JYNNEOS<sup>®</sup> in the U.S. following updated ACIP recommendation
- Swissmedic approval of JYNNEOS<sup>®</sup>
- EUR 65 million contract for smallpox vaccine supply to rescEU in 2025

## Travel Health

- EMA/CHMP grant of accelerated assessment for upcoming MAA for CHIKV VLP
- Rolling submission of BLA to the FDA initiated
- BLA and MAA to be completed by June 2024

# Travel Health

## Driving continued growth

### Rabies

- **U.S.:** Strong performance, driven by continued market growth (17% vs. Q1 2023) and increased market share to 71%.
- **Europe:** Market decline caused by temporary stockout for BN and competitor. Negative impact on market share, which however regained, ending at 88% in March.

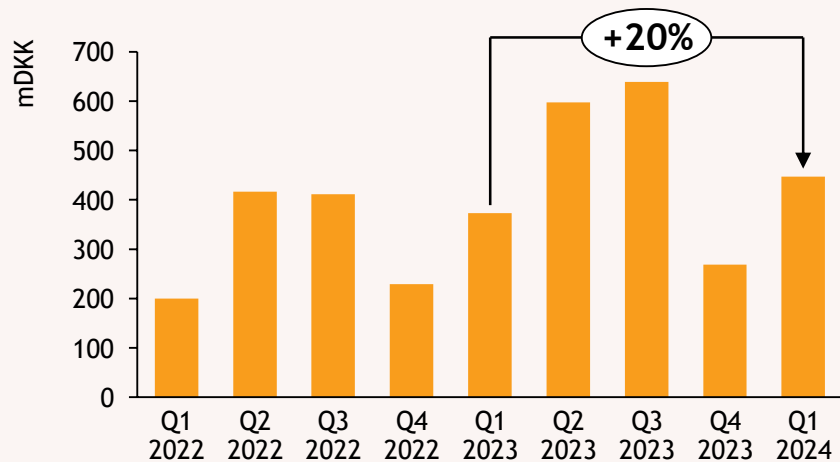
### TBE

- Strong sales performance (+44%) resulting from market growth.

### Cholera and typhoid

- Sales picking up as both products are being relaunched after acquisition in 2023.
- Combined annual potential estimated to reach USD ~100m over time.

### Travel Health, revenues by quarter



# Travel Health

## Advancing chikungunya vaccine for launch in 2025

### EMA

- In February, CHMP granted accelerated assessment for the upcoming MAA for CHIKV VLP
- MAA submission by June 2024

### FDA

- Rolling BLA submission initiated in April
- BLA submission to be completed by June 2024

### CHIKV VLP

- Differentiated product with strong clinical data entering market estimated at USD ~500m
- Phase 3 in adolescents and adults 12 years and older completed successfully
- Potential launch in USA and EU in H1 2025



# Public Preparedness

## Expanding the business

### New EU contract for 2025

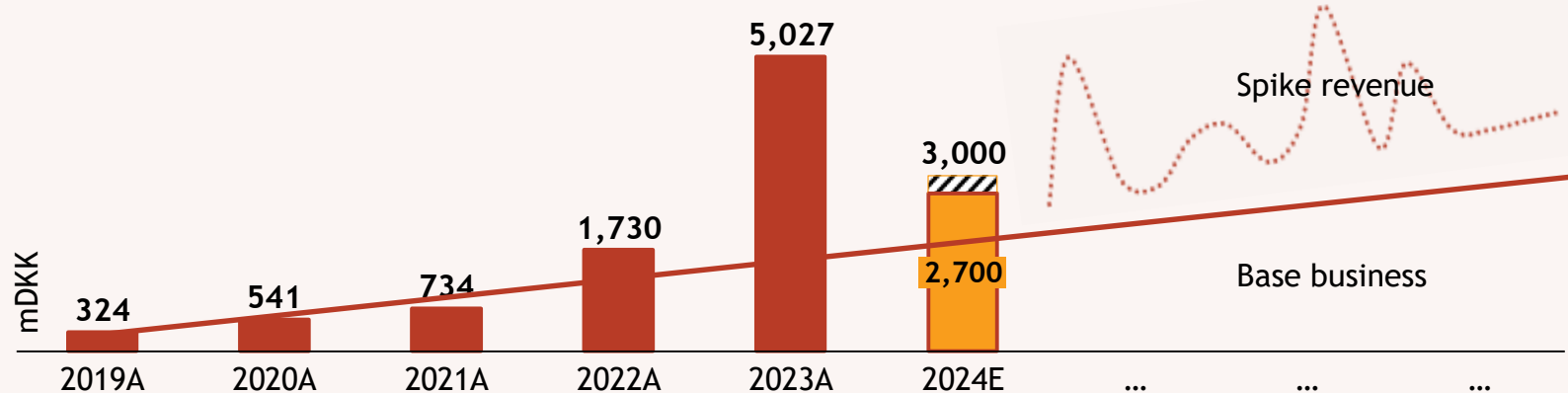
- EUR 65 million contract awarded for supply of smallpox vaccine to rescEU (EU strategic reserve) in 2025.
- Building on two previous contracts, which are being delivered in 2024.

### Swissmedic approval

- JYNNEOS® approved in Switzerland as part of commitment during mpox outbreak

### Commercial launch in the U.S.

- JYNNEOS® launched commercially in the U.S. in April, expanding access to the vaccine for at-risk populations outside emergency situations.
- Total gross value of approximately DKK 1,725m to be captured over the next 4 years



2

million U.S. adults are considered at risk of mpox infection

25%

of adults at risk have received the recommended two doses of JYNNEOS



Source: CDC

# Commercial performance - Q1 2024

## Public preparedness

Developed and commercialized our proprietary MVA platform:



## Travel Health

Created a leading travel health business via acquisitions and in-licensing:



<i>mDKK</i>	Q1 2024	Q1 2023	Growth
<b>Public preparedness</b>			
JYNNEOS/IMVANEX/IMVAMUNE	344	848	-59%
<b>Travel health</b>			
Rabipur/RabAvert	235	243	-3%
Encepur	126	87	44%
Vivotif	43	-	N/A
Vaxchora	11	-	N/A
Third-party products	32	43	-25%
	<b>447</b>	<b>373</b>	<b>20%</b>
<b>Other revenue</b>	<b>40</b>	<b>31</b>	<b>28%</b>
<b>Total</b>	<b>831</b>	<b>1,252</b>	<b>-34%</b>

# Profit and loss

<i>mDKK</i>	Q1 2024	Q1 2023	FY 2023
Revenue	831	1,252	7,062
Production costs	566	428	2,459
<b>Gross profit</b>	<b>265</b>	<b>824</b>	<b>4,603</b>
R&D costs	185	298	2,228
SG&A costs	209	156	872
<b>Total operating costs</b>	<b>394</b>	<b>454</b>	<b>3,101</b>
<b>EBIT</b>	<b>(129)</b>	<b>370</b>	<b>1,503</b>
Net financial items	15	7	(20)
<b>EBT</b>	<b>(114)</b>	<b>376</b>	<b>1,483</b>
Tax	-	-	8
<b>Net profit for the period</b>	<b>(114)</b>	<b>376</b>	<b>1,475</b>
<b>EBITDA</b>	<b>22</b>	<b>481</b>	<b>2,615</b>
EBITDA margin	3%	38%	37%

## Financials in line with expectations

- Revenue distribution over quarters explained by seasonality in travel vaccines and back-end loaded revenue from public preparedness.
- Higher production costs attributed to increase in other production costs, partly explained by temporary close-down of bulk production due to water damage.
- Total operating costs impacted by lower clinical activity level, increase in S&M to support JYNNEOS launch in the US and inclusion of the travel health business acquired in May, 2023.



# Cash flow and balance sheet

## Selected cash flow figures

<i>mDKK</i>	Q1 2024	Q1 2023
Cash flow from operating activities	435	215
Cash flow from investment activities	(1,045)	331
<b>Free cash flow</b>	<b>(610)</b>	<b>116</b>
Cash flow from financing activities	(11)	584
<b>Net cash flow for the period</b>	<b>(621)</b>	<b>700</b>

- Positive Cash flow from operating activities supported by a significant reduction in accounts receivable. Inventory increase follows plan.
- Cash flow from investment activities reflects investments of cash in securities.
- Net cash flow for the period was negative, however, only due to placement of cash in securities.
- Continued solid cash position and no material debt. Revolving credit facility is still undrawn.

## Selected balance sheet figures

<i>mDKK</i>	Mar-31 2024	Mar-31 2023
Intangible assets	6,404	6,084
Total assets	13,621	13,181
Equity	10,174	9,121
Non-current liabilities	511	2,271
Current liabilities	2,935	1,789
Securities, cash and cash equivalents	2,292	2,971
Debt, bank & institutional	(15)	(17)
<b>Net cash*</b>	<b>2,277</b>	<b>2,955</b>

\* Deferred consideration (book value) of DKK 2,416 million not included. Full amount expected to be paid before mid-2025.

# Outlook for 2024

## Financial outlook

mDKK

<b>Revenue</b>	<b>5,000 - 5,300</b>
<b>EBITDA</b>	<b>1,100 - 1,350</b>

## Revenue split



Numbers are approximate

## Assumptions

- R&D costs of approximately DKK 850 million, of which the chikungunya program represents nearly half.
- Chikungunya production to impact manufacturing costs negatively by approximately DKK 240 million.
- Net working capital is expected to increase by approximately DKK 900 million due to final inventory build-up before completion of tech-transfer of rabies and TBE manufacturing.
- Other tangible investments of approximately DKK 300 million.
- Cash outflow in 2024 further includes milestone payments of DKK 1,800 million to GSK and Emergent BioSolutions.
- Outlook is based on currency exchange rates of DKK 6.90 per 1 USD and DKK 7.45 per 1 EUR.



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# Q&A

