

BAVARIAN NORDIC

Q2 Results

Conference Call

August 23, 2023

Agenda



Paul Chaplin, President & CEO

First half highlights



JC May, EVP & CCO

Commercial performance & outlook



Henrik Juuel, EVP & CFO

Financials and guidance

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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.

First half highlights

Paul Chaplin, President & CEO



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Record-breaking performance in first half 2023

3,239

MDKK in revenue

+278% vs. H1 2022

1,171

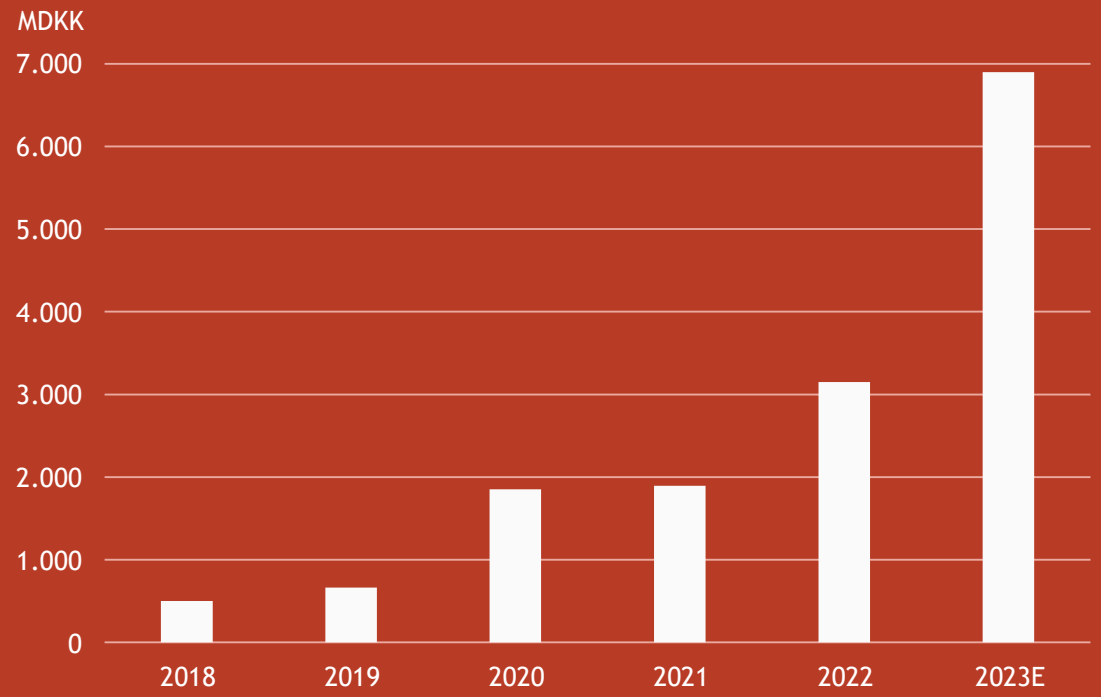
MDKK in EBITDA

+1,383 MDKK vs H1 2022

36%

EBITDA margin

Solid growth in annual revenues



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Development status, key programs

RSV

- Phase 3 study reported in July.
- Study did not meet all the primary endpoints of preventing LRTD.

✓ VE = 59% prevention of less severe disease (≥2 LRTD symptoms).

× VE = 42.9% prevention of severe disease (≥3 LRTD symptoms).

Discontinued

COVID-19

- Phase 3 primary endpoint successfully met, reported in June.
- ABNCoV2 non-inferior to Comirnaty® in terms of neutralizing antibodies against the SARS-CoV2 index virus (Wuhan).
- Reduced efficacy against newer and more distant variant observed in Phase 2
- Regulatory path will depend on secondary objective

Pending secondary trial endpoint in Q3 2023

Chikungunya

- Two Phase 3 studies reported in June and August, both meeting their primary endpoints.
- High seroconversion rate in all age ranges (12 yrs and above) by day 22.
- Fast onset with high seroconversion already after 15 days
- 6-months follow-up show robust and durable antibody levels.

Preparing for submission to FDA/EMA in 2024

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Integration of acquired assets

- Acquisition of travel vaccine portfolio from Emergent BioSolutions completed on May 15, 2023.
- Integration of assets ongoing with focus on synergies across commercial, manufacturing and R&D

Commercial

Expanded US presence and increased scale in EU markets

- First sales of Vivotif and Vaxchora reported
- Transfers of marketing authorizations ongoing
- Merge of distribution setup

Manufacturing

Swiss-based cGMP manufacturing facility

- Uninterrupted commercial manufacturing of Vivotif and Vaxchora

R&D

US-based R&D laboratories and GMP manufacturing

- Right-sizing completed in August to focus on activities supporting further development of chikungunya vaccine towards licensure





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Our commercial journey

Before 2020

- *R&D based company*
- *Government contracts with only one product*

2023

- *Fully integrated vaccine company with leading travel vaccine portfolio*
- *Global distribution network - own and via partners*
- *Dedicated sales force in key markets*
- *100+ employees (Commercial / Marketing)*

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A bold ambition supported by multiple drivers



- A leading pure play vaccine company with commercial operations in strategic markets. Covering a broad established portfolio with leading positions
- Attractive underlying growth supported by own products, in-licensed products as well as upcoming products
- Strong focus on organic growth
- Strong EBITDA with margin expansion opportunities, e.g. from economy of scale, yield improvements and transfer of external production
- Profitable business with a strong cash flow generation, positively impacted by growing EBITDA combined with low capex requirements

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Commercial performance & outlook

JC May, EVP & Chief Commercial Officer

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Strong momentum for our commercial business

Highest number of RabAvert doses sold in the US in 1 year

RabAvert®

2022

Highest number of Encepur doses sold in a quarter since January 2019

Encepur®

Q2 2023

Highest number of Rabipur/RabAvert doses sold ever in one semester

Rabipur® RabAvert®

H1 2023

Highest number of Jynneos doses ever sold outside of the US

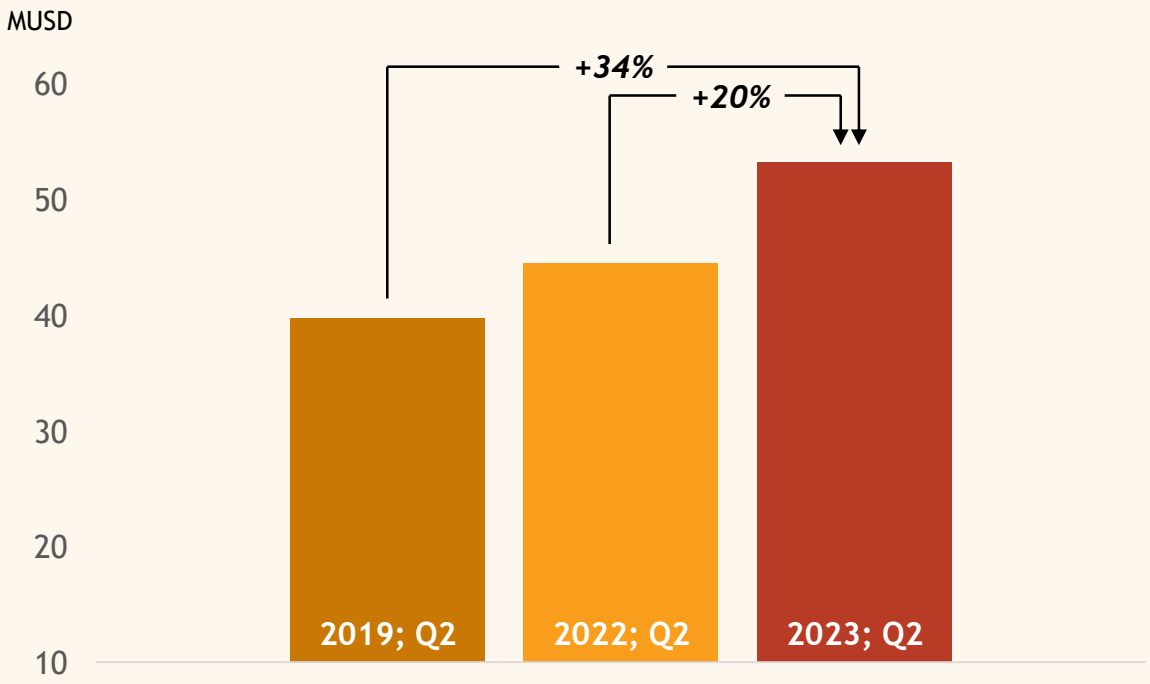
JYNNEOS™

H1 2023

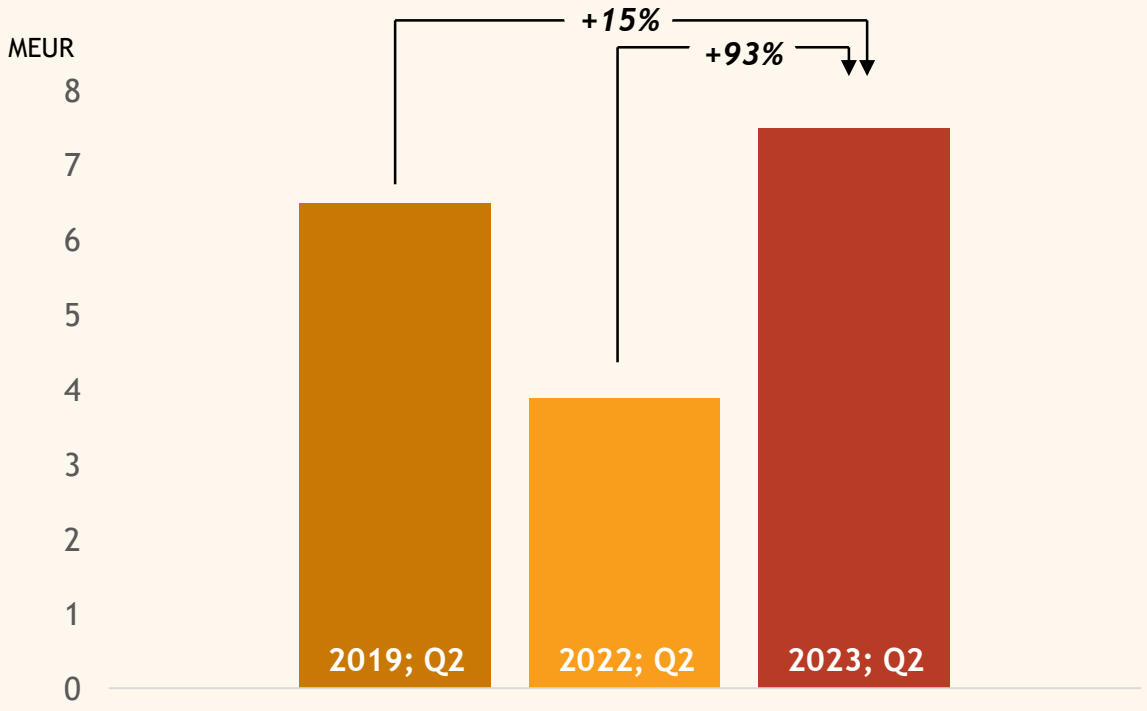
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Rabies market

US market



German market



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Data source: IQVIA

Product sales – high growth across the portfolio

	Second quarter			First half		
mDKK	Q2 2023	Q2 2022	Growth	H1 2023	H2 2022	Growth
JYNNEOS/IMVANEX/IMVAMUNE	1,334	117	1044%	2,182	117	1769%
Rabipur/RabAvert	313	234	34%	555	351	58%
Encepur	211	144	47%	299	213	40%
Vivotif	27	N/A	N/A	27	N/A	N/A
Vaxchora	7	N/A	N/A	7	N/A	N/A
Third-party products	38	38	-2%	81	53	54%
Other revenue	56	4	1462%	87	123	-29%
Total	**1,987**	**537**	**270%**	**3,239**	**857**	**278%**

Rabies sales performance

- Continued gain of market share and a growing rabies vaccine market in the US
- Positive momentum with large GPOs*, positioning RabAvert as the rabies vaccine of choice across a very wide network of purchasing facilities
- Sustained market share in Germany

Rabipur®

94%

market share in Germany

RabAvert®

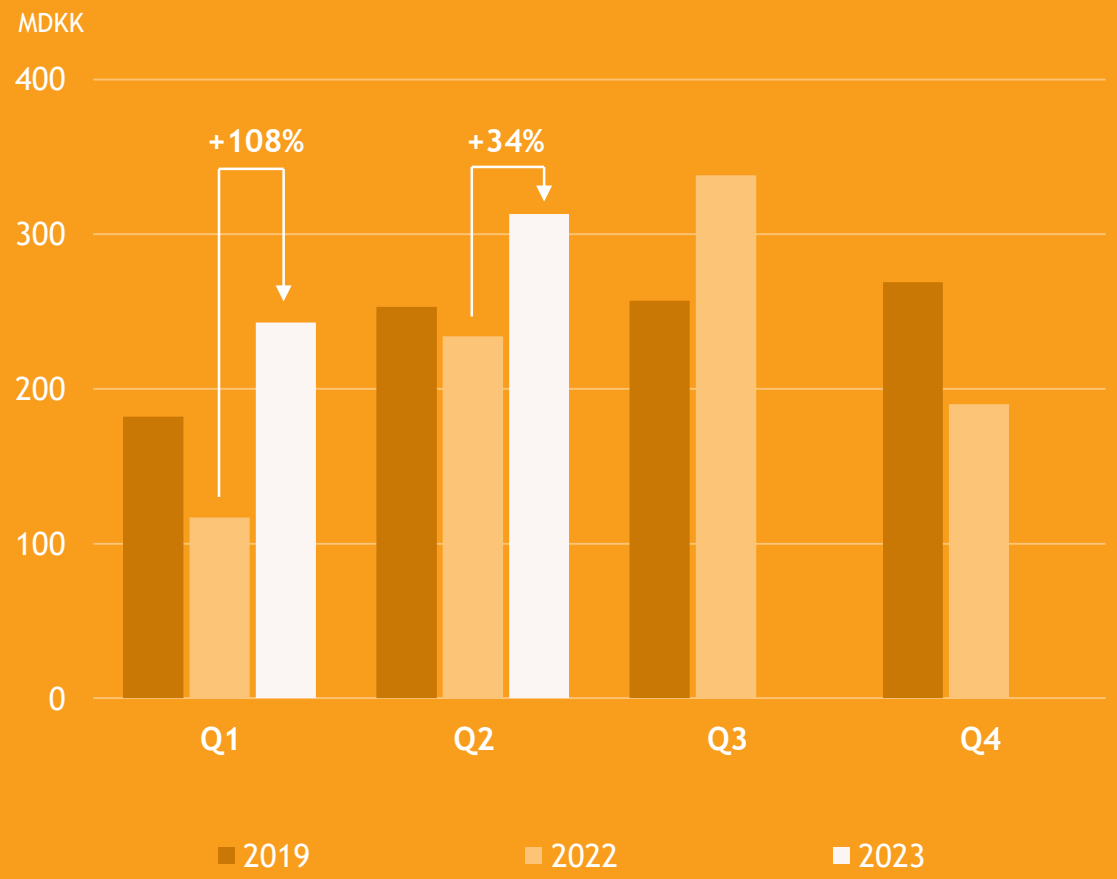
70%

market share in the US

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* GPO: Group Purchasing Organization

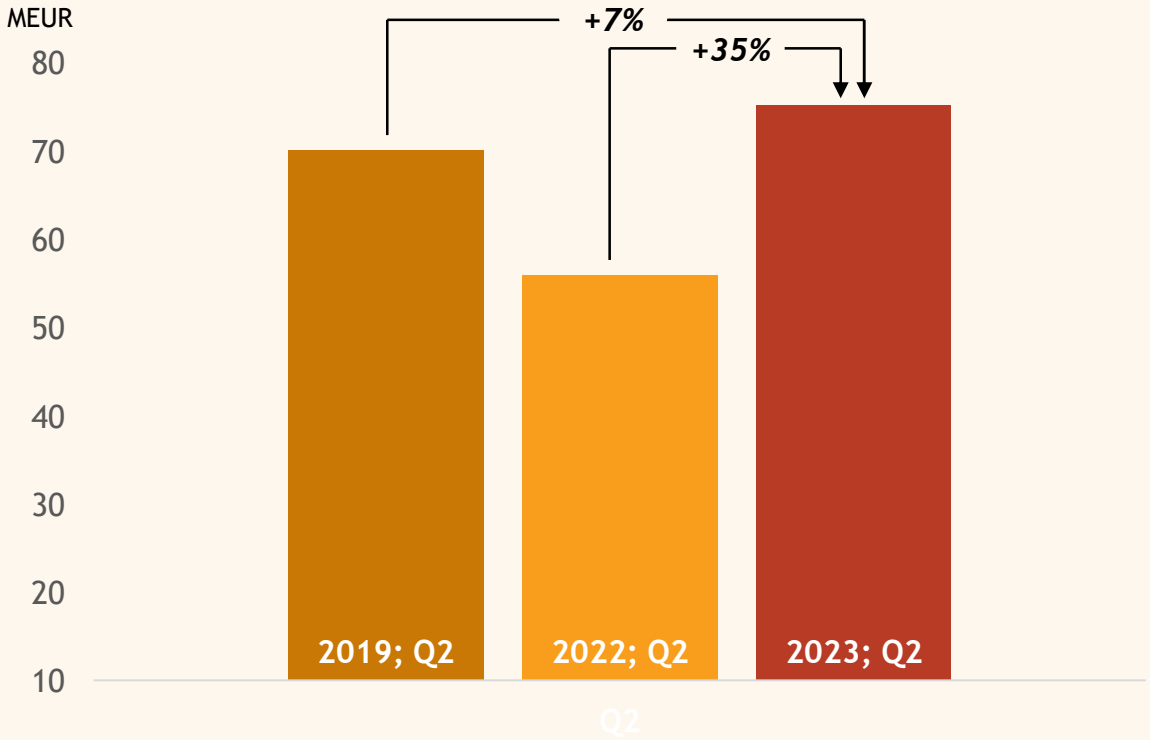
Sales by quarter



2019 sales numbers provided by GSK

Tick-borne encephalitis (TBE) market

German market





Data source: IQVIA

TBE sales performance

Encepur revenue Q2 2023

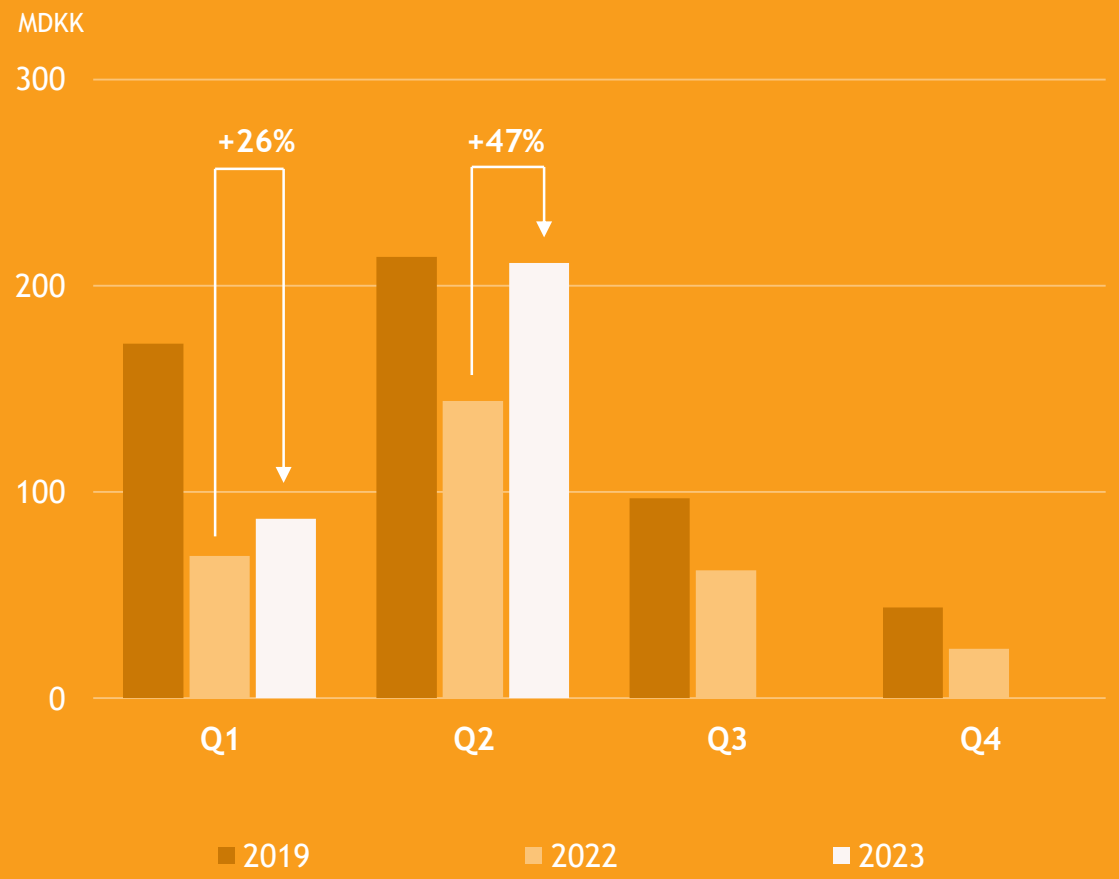
- DKK 211 million
- 47% growth vs. Q2 2022
- Market share recovered after stock-out situation during in Q4 2022

Encepur®

28%

market share in Germany

Sales by quarter



2019 sales numbers provided by GSK

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How have we generated value-creating growth

Focus on critical markets



Commercial operations in markets representing more than 90% of our commercial business with a clear focus on US and Germany.

Partnerships signed for other markets.

Lean “go to market model”



Aligned with portfolio/customer base/market characteristics.

- B2B, B2C, B2G
- Sales force based model
- Account based sales model

Partnerships



Expanding commercial portfolio through marketing and distribution partnerships.

Portfolio and geographical synergies (e.g. Valneva, Dynavax…)

Maximising patient access while optimising our pricing strategy



Competitive price points
Revenues/Volumes trade-offs

Bringing value to our customers



Contracts put in place with key customers.
Active participation in scientific meetings and support to scientific communities.
Increased likelihood for HCP’s recommendation.

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Strengthening the travel vaccine portfolio

Vivotif

- Only orally administered typhoid vaccine globally
- Approved in ≥25 countries
- Re-launched in the US in 2022

USD 250 million
2028E Typhoid Travel Vaccine Market Size[1]

Vaxchora

- Single dose, orally administered vaccine with fast onset competing with multi-dose vaccine in the EU
- Approved in 2016 and licensed in 27 countries, only approved vaccine in the US

USD 75 million
2028E Cholera Travel Vaccine Market Size[2]

Chikungunya

- Single-dose vaccine candidate with high seroprotection and fast onset demonstrated in Phase 3
- Debilitating disease with large unmet medical need
- Regulatory submission in 2024

USD 500 million
CHIKV Vaccine Market Size[1]

USD 825 million
Addressable Vaccine Market

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1. Estimate informed by global market size estimates from Insight Partners, Coherent, and Data Bridge Market Research
2. Estimate informed by global market size estimates from Research and Markets, Cowen, Kenneth, EMR and Insight Partners



Financials and guidance

Henrik Juuel, EVP & Chief Financial Officer

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Profit and loss

mDKK	Q2 2023	Q2 2022	H1 2023	H1 2022	FY 2022
Revenue	1,987	537	3,239	857	3,151
Production costs	684	431	1,112	723	1,450
Gross profit	**1,303**	**105**	**2,127**	**133**	1,701
Research and development costs	504	185	802	290	1,183
SG&A costs	253	138	409	253	589
Total operating costs	**757**	**323**	**1,211**	**543**	1,772
EBIT	**546**	**(218)**	**916**	**(410)**	(71)
Net financial items	(4)	(18)	3	(97)	(261)
EBT	**543**	**(236)**	**919**	**(506)**	(332)
Tax	5	1	5	3	16
Net profit for the period	**538**	**(237)**	**914**	**(509)**	(347)
EBITDA	**690**	**(118)**	**1,171**	**(212)**	328
EBITDA margin	35%	N/A	36%	N/A	10%

Record financial performance in Q2 and H1, 2023.

- Strong revenue growth across all products
- Operating costs impacted by RSV development, increased commercial activity and recent acquisition
- Strong EBITDA with a margin of 36% for H1
- Significant positive Net Profit for Q2 and H1.

Cash flow and balance sheet

Selected cash flow figures

mDKK	6m 2023	6m 2022
Cash flow from operating activities	228	(120)
Cash flow from investment activities	(702)	(488)
Free cash flow	**(474)**	**(607)**
Cash flow from financing activities	734	301
Net cash flow for the period	**260**	**(307)**

- Cash flow from operating activities positive despite continued inventory build-up.
- Cash flow from investment activities impacted by acquisition.
- Cash flow from financing activities impacted by capital increase, ABNCoV2 funding and repayment of repo position.
- Positive net cash flow for the period.
- Solid cash position and no debt.

Selected balance sheet figures

mDKK	Jun-30 2023	Jun-30 2022
Intangible assets	7,904	5,813
Total assets	14,993	12,029
Equity	9,686	6,879
Non-current liabilities	2,381	2,953
Current liabilities	2,926	2,196
Securities, cash and cash equivalents	1,385	3,253
Debt, bank & institutional	(18)	(892)
Net cash*	1,367	2,361

** Items not included (book value as per June 30, 2023:*
- *DKK 2,058 million in deferred consideration to GSK.*
- *DKK 596 million in deferred consideration to AdaptVac.*
- *DKK 499 million in deferred consideration to Emergent BioSolutions Inc.*

Outlook

mDKK	Original guidance 15-Feb 2023	Updated guidance 03-Aug 2023
Revenue	6,000	6,900
EBITDA	2,200	2,300

Guidance upgrade includes

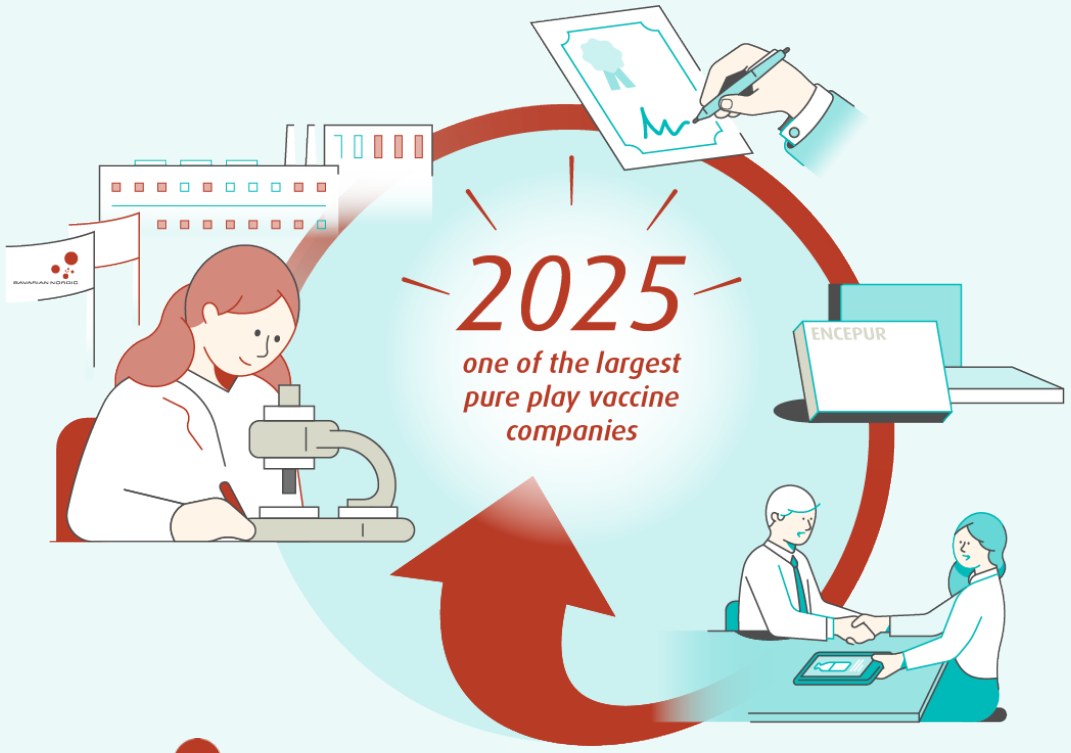
- New BARDA order (USD 120m)
- Several smaller mpox orders
- Revenue (+165 mDKK) and EBITDA (- 375 mDKK) impact from Emergent acquisition
- Net savings from termination of RSV program
- Loss of Nuance/RSV milestones offset by strong commercial performance

RSV impact

- Loss of expected milestone income from Nuance Pharma amounting to ~DKK 195m.
- Loss of potential revenue from late 2025.
- Net savings in 2023 as savings are outweighing commitments.
- Significant savings in 2024 of more than DKK 500m
- Improved cash position in the period 2023-2025

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Q&A

