



Celltrion Healthcare

2023.1Q Earnings Presentation



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1Q23 Business Results

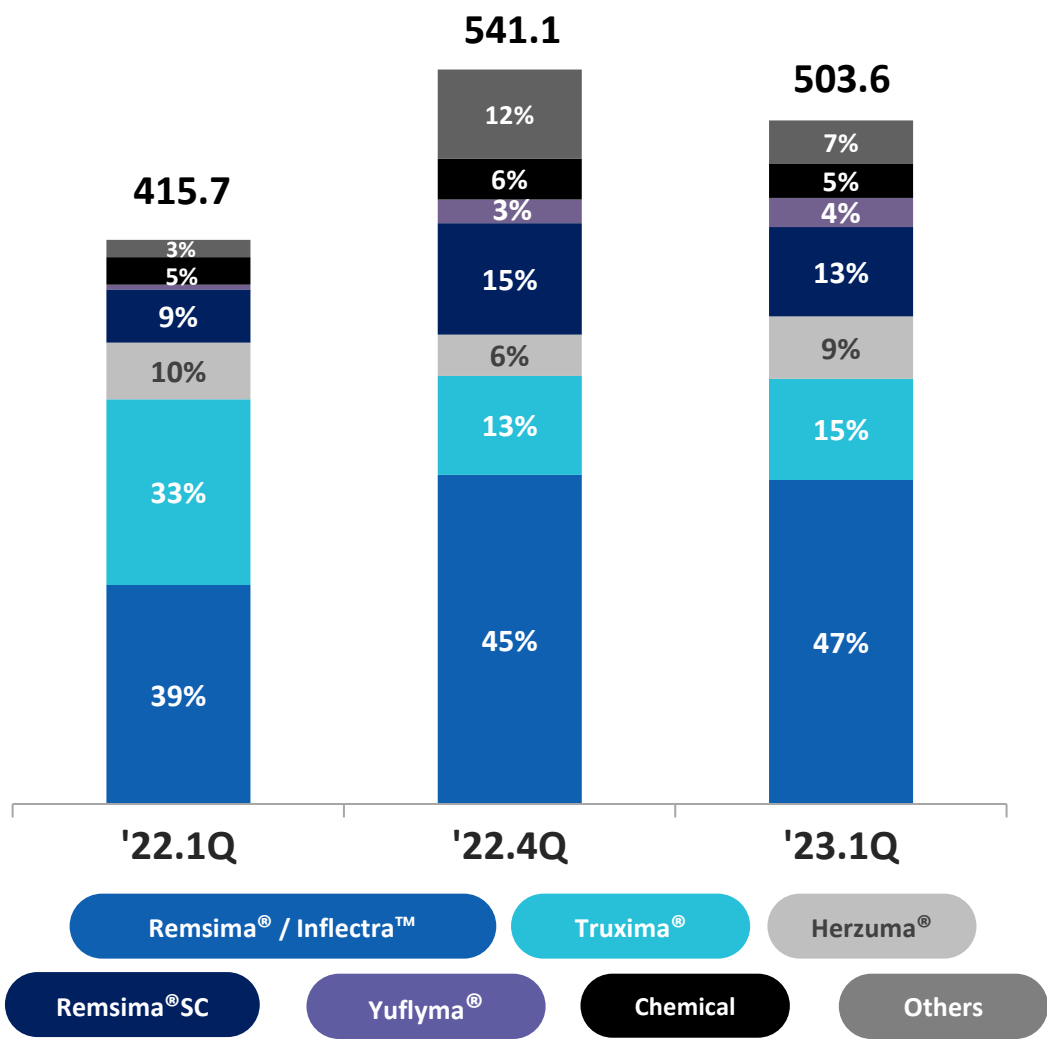
- ▶ **Revenue:** Increased by 21% due to the stable prescription of all products, especially with the highly profitable products such as Remsima®SC and Yuflyma®
- ▶ **Operating Profit:** Achieved solid operating profit through the sales of high-margin products and cost improvement in Remsima® although the SG&A has increased after the direct sales began in the US
- ▶ **Net Profit:** NP has improved both QoQ and YoY as a result of increased non-operating income by the weak KRW

(KRW bn)	'22.1Q	'22.4Q	'23.1Q	%YoY	%QoQ
Revenue	415.7	541.1	503.6	21.1%	-6.9%
Gross Profit	104.2	163.6	153.2	47.0%	-6.4%
(%)	25.1%	30.2%	30.4%	5.3%p	0.2%p
SG&A	59.2	126.3	102.2	72.6%	-19.1%
(%)	14.2%	23.3%	20.3%	6.1%p	-3.0%p
Personnel expenses	12.5	26.3	18.1	44.8%	-31.2%
Research expenses	5.0	11.6	4.6	-8.0%	-60.3%
Advertising expenses	2.9	10.5	10.2	251.7%	-2.9%
Commissions	13.4	24.6	30.1	124.6%	22.4%
Transportation expenses	7.4	13.7	13.9	87.8%	1.5%
Operating Profit	45.0	37.3	51.0	13.3%	36.7%
(%)	10.8%	6.9%	10.1%	-0.7%p	3.2%p
EBIT	61.3	(112.1)	120.1	95.9%	TP
Net Profit	43.6	(73.1)	54.1	24.1%	TP

1Q23 Business Results

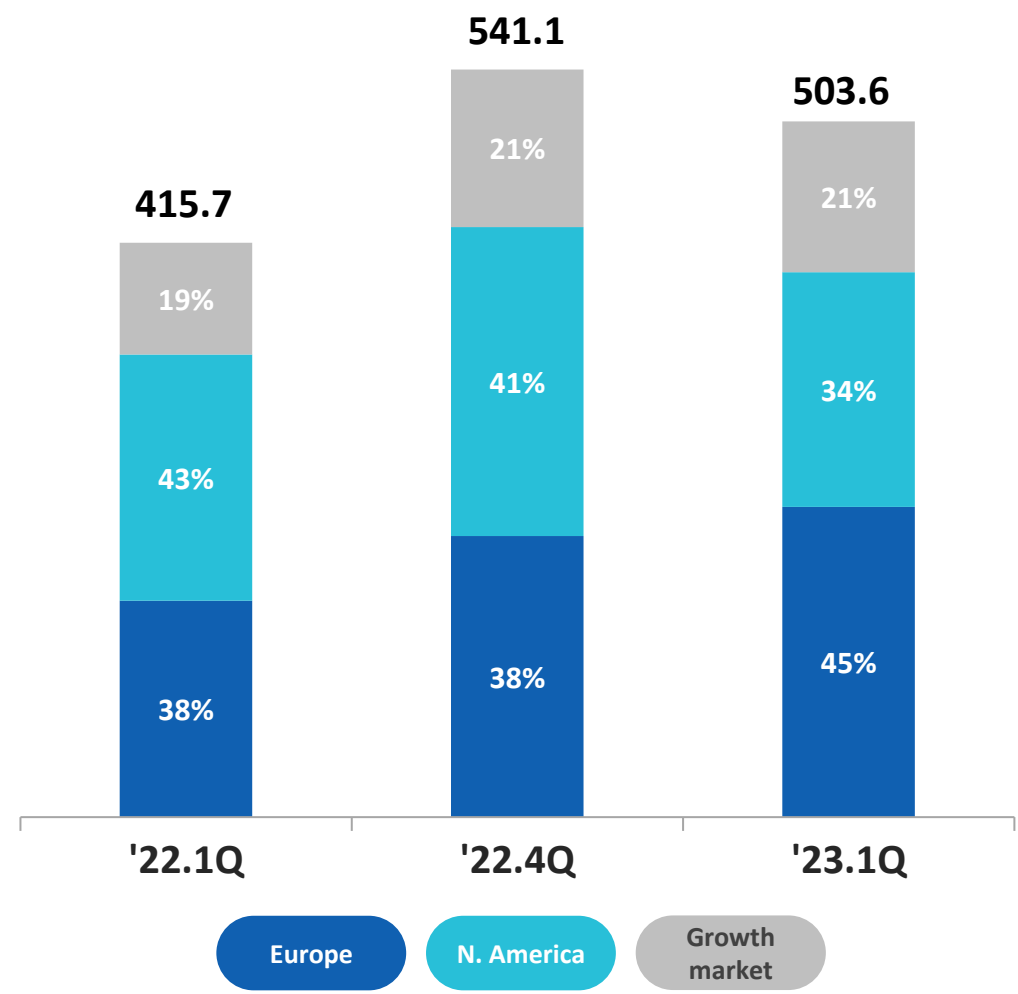
By Product

(Unit: KRW bn)



By Region

(Unit: KRW bn)



Note: Others included Vegzelma®, Regkirona™, Covid-19 kit and etc.

1Q23 Business Results

Balance Sheet

(KRW bn)	'22	'1Q23	Change
Total Assets	4,454.6	4,666.8	212.2
Cash and Cash Equivalents	458.0	362.7	-95.3
Short Term Financial Assets	73.1	71.3	-1.8
Trade and Other Receivables	897.0	1,035.1	138.1
Inventories	2,352.9	2,545.7	192.8
Total Liabilities	2,392.8	2,638.7	245.9
Total Equity	2,061.8	2,028.1	-33.7
Debt-to-Equity Ratio	116.1%	130.1%	14.0%p

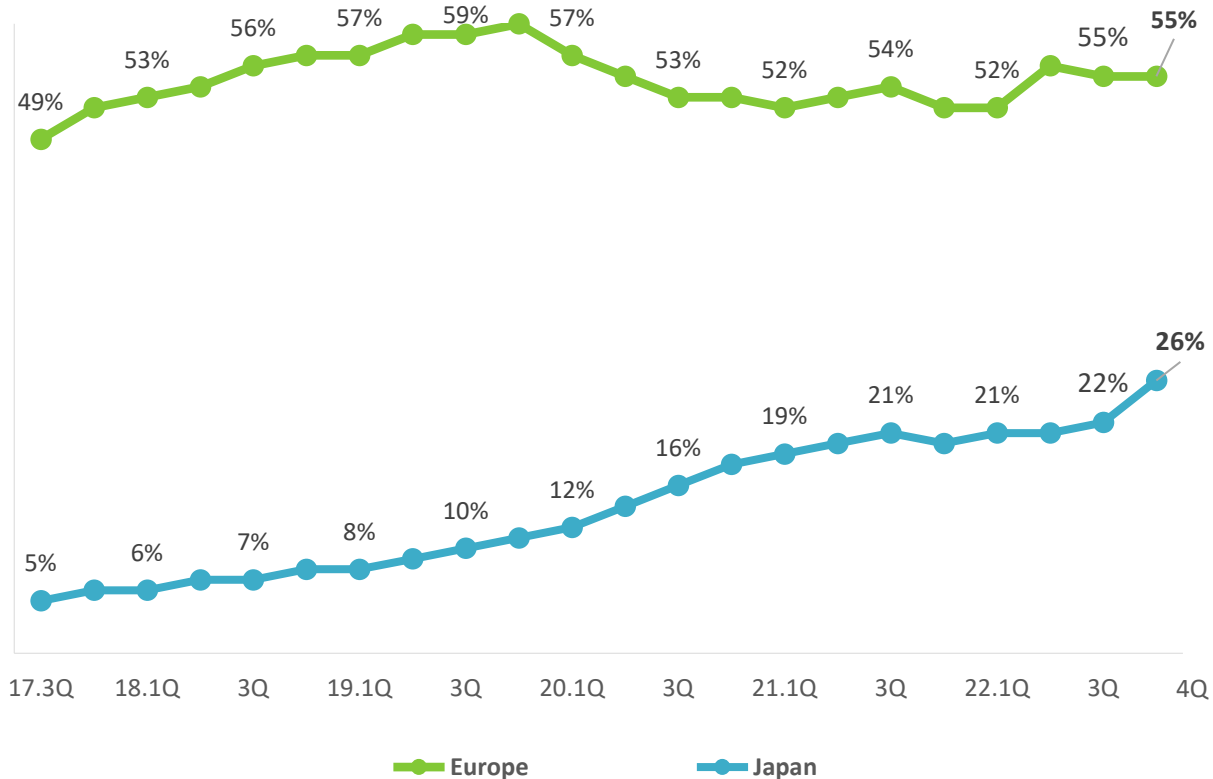
Cash Flow

(KRW bn)	'22	'1Q23
Cash at beginning of year	254.9	458.0
Operating	200.6	30.5
Operating profit	228.9	51.0
Working capital	6.5	2.6
Others	-34.8	-23.1
Investing	177.4	3.6
Short term financial assets	190.7	3.8
Others	-13.3	-0.2
Financing	-174.9	-129.4
Borrowing and redemption	-43.4	-80.6
Share buyback	-91.0	-47.9
Cash Dividend	-39.9	-
Share issue	3.5	0.2
Others	-4.1	-1.1
Cash at the end of year	458.0	362.7

Remsima® & Inflectra™

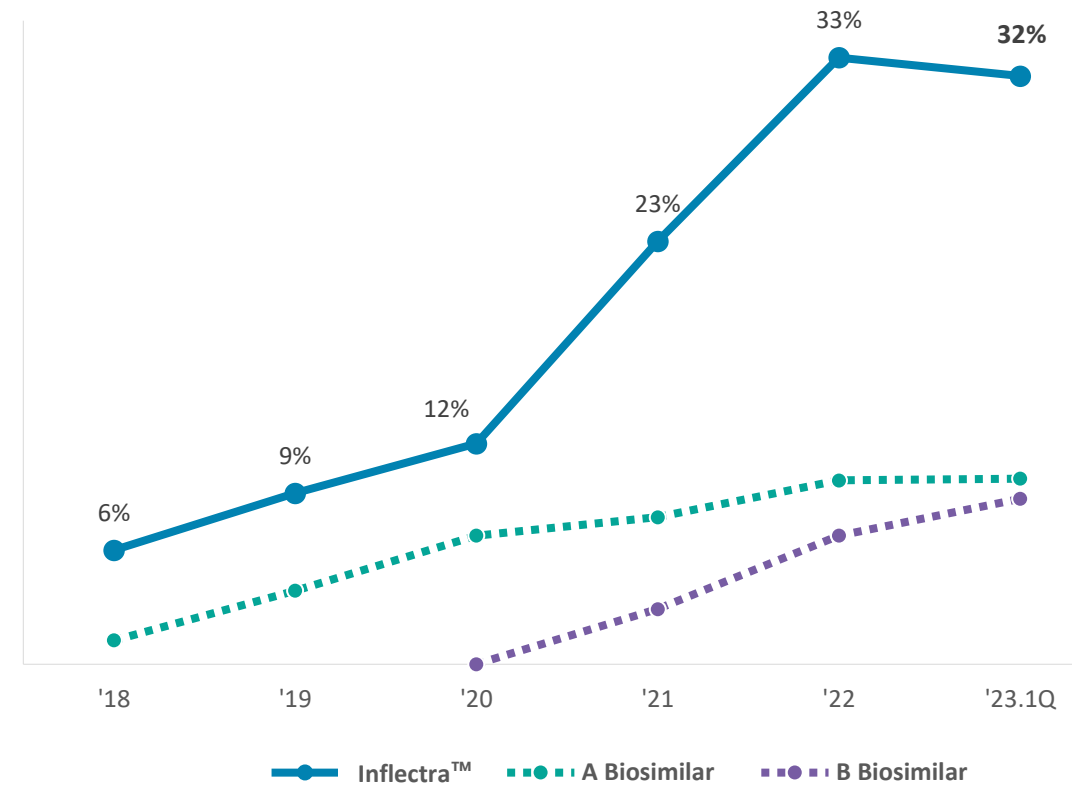
- ✓ Remsima®, the most prescribed Infliximab drug in Europe, marked 10th anniversary after its first launch; M/S has risen by the dual formulation strategy with Remsima®SC
- ✓ Inflectra™ has constantly grown in the US market after being listed as the preferred drug by major US payers

Market share of Remsima® in Europe and Japan



Note: market share is based on volume
Source: IQVIA

Market share of Inflectra™ in the US

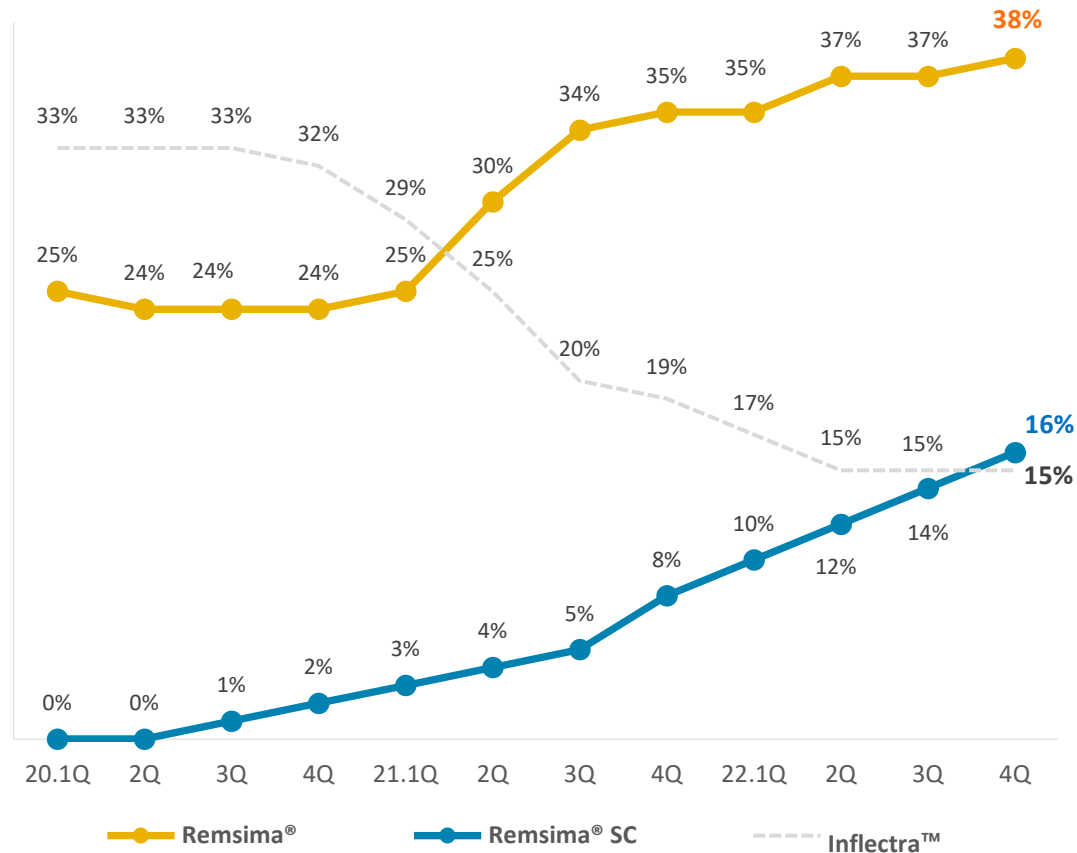


Note: market share is based on volume
Source: Symphony Health

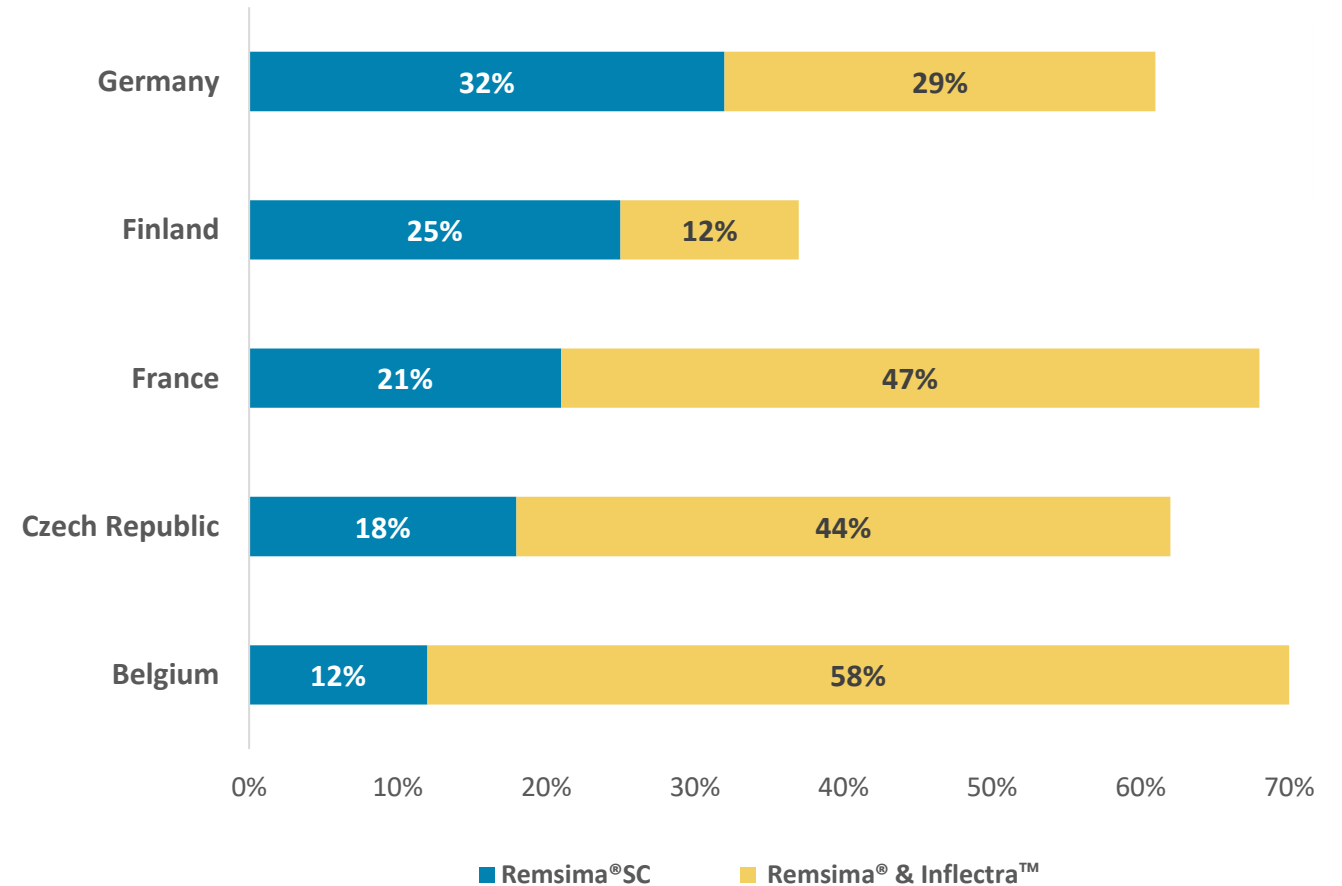
Remsima®SC (1/2)

✓ Both Remsima® and Remsima®SC's market share has increased in the entire European market

M/S trend of CTHC's Infliximab products in Europe



Top 5 Countries with the Highest M/S of Remsima®SC



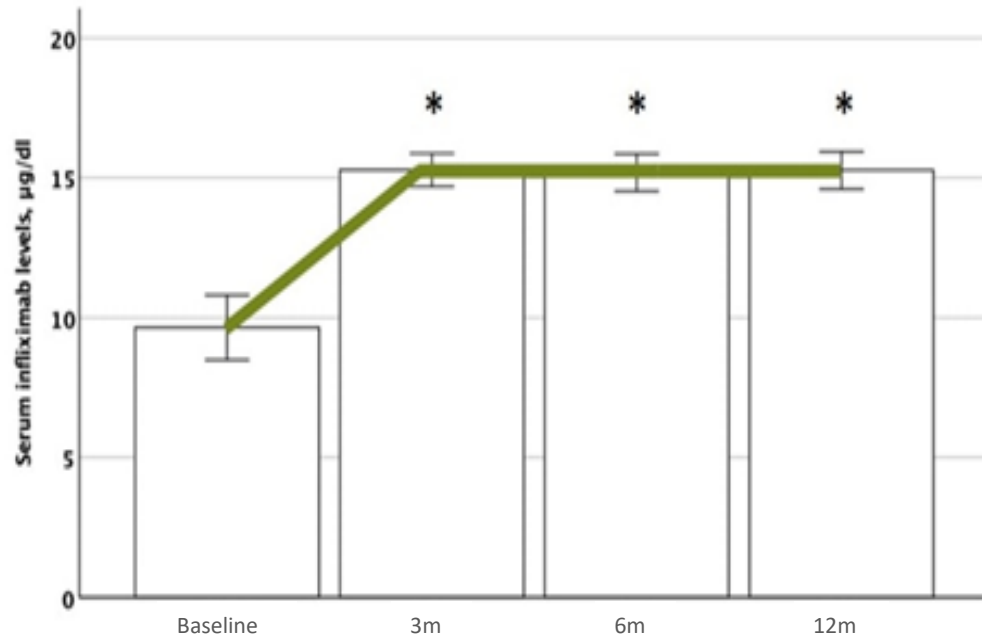
Note: The market share is based on the combined volume of 16 European countries Remsima®SC has been launched

Source: IQVIA, Market Data, etc.

Remsima®SC (2/2)

- ✓ Prescriptions of Remsima®SC has increased based on the accumulation of annual real-world data which shows positive response from the patients

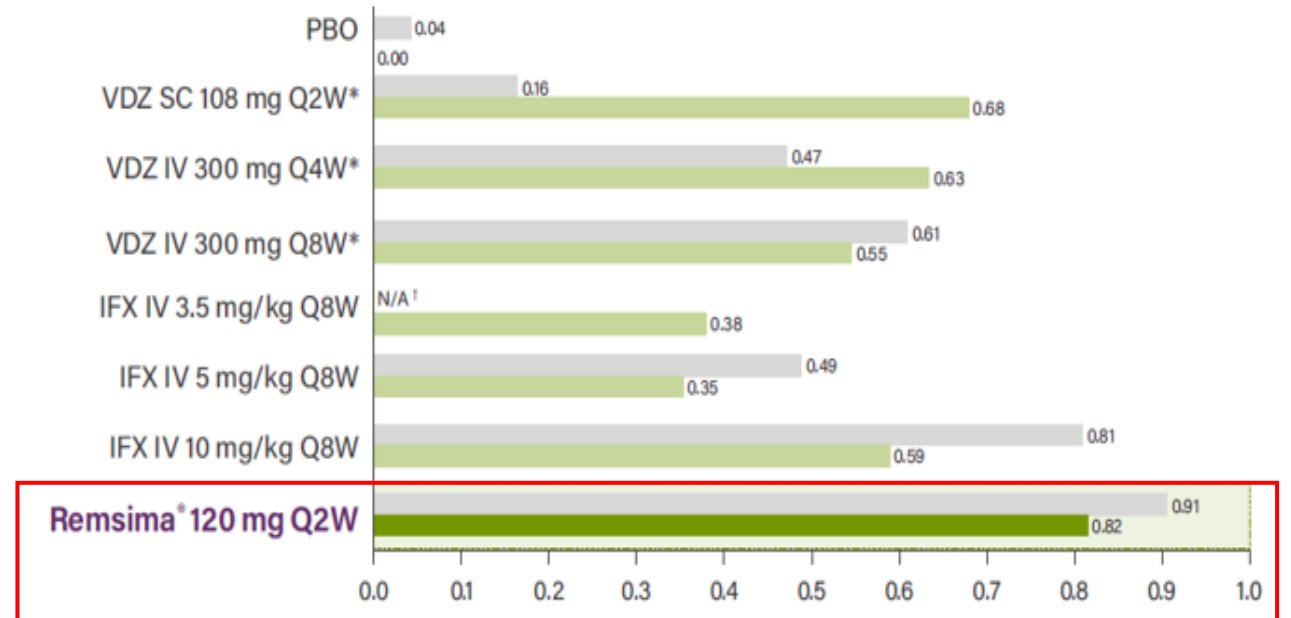
PK levels of Remsima®SC switching patients



Note: Measured every 3 months after the switching. PK level of Infliximab has been maintained high and stable.

Source: Philip J Smith et al. *Efficacy and Safety of Elective Switching From Intravenous to Subcutaneous Infliximab (Ct-P13): A Multi-Centre Cohort Study*, Journal of Crohn's and Colitis, 2022; jac053, <https://doi.org/10.1093/ecco-jcc/jjac053>

Achievement of Clinical Remission in CD&UC

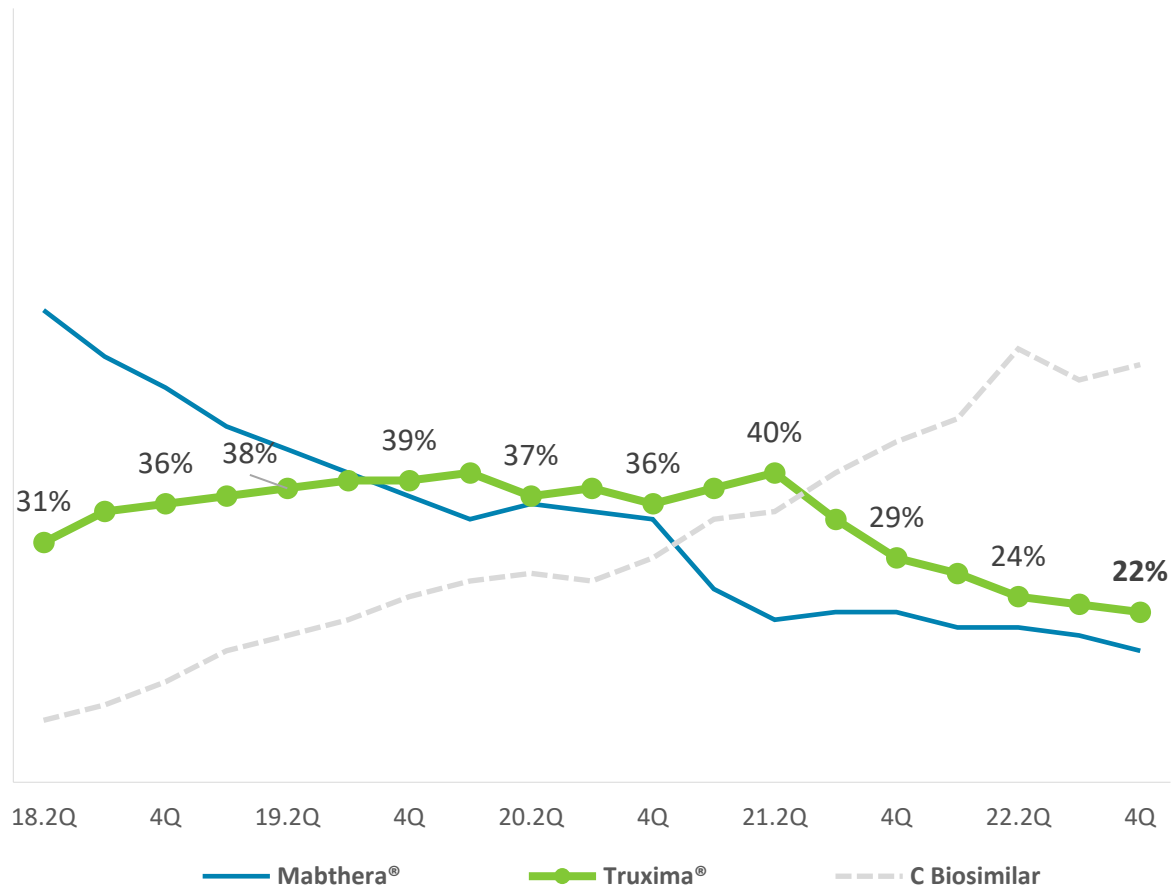


Note: Higher scores correspond to a higher ranking for achieving clinical remission.

Source: L Peyrin-Biroulet, et al. P445, *Network meta-analysis to evaluate the comparative efficacy of intravenous and subcutaneous infliximab and vedolizumab in the maintenance treatment of adult patients with Crohn's Disease and Ulcerative Colitis*. J Crohn's Colitis. 2023;17(Suppl_1): i574-i576

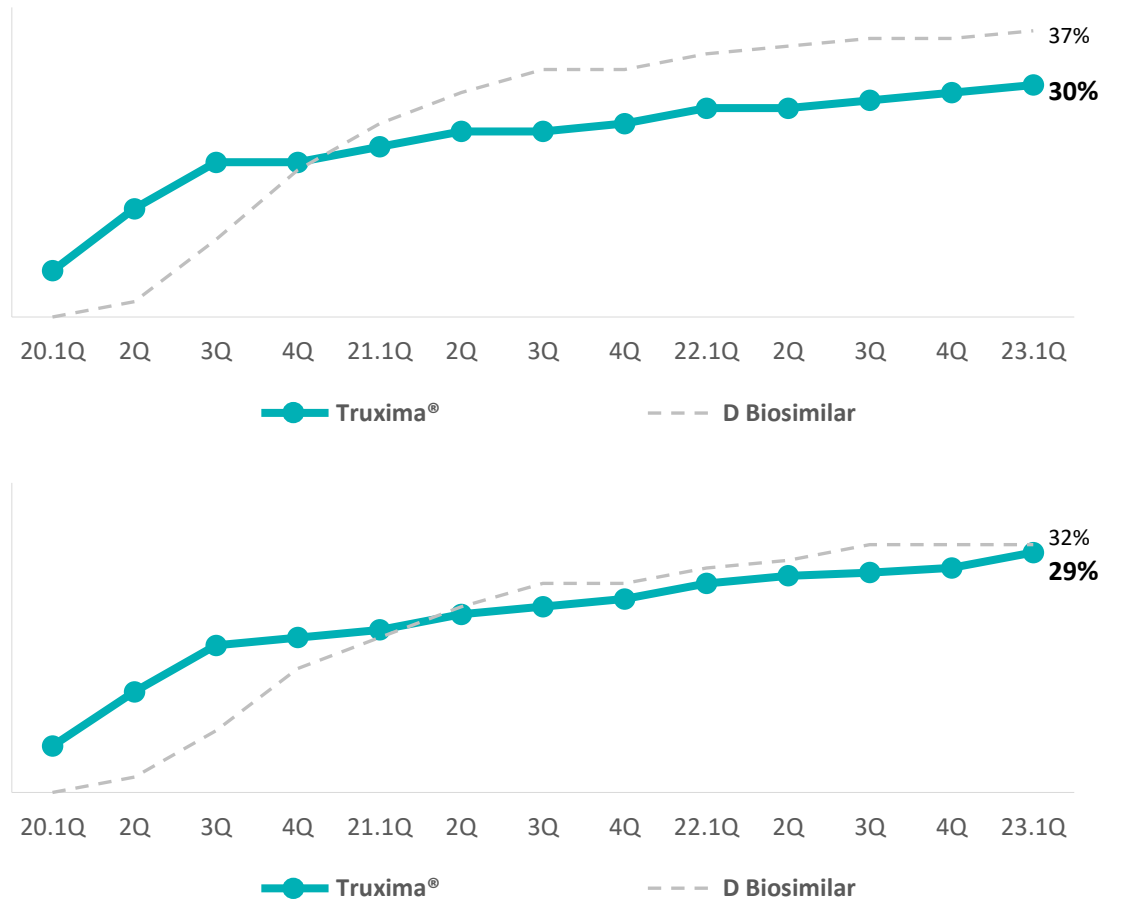
- ✓ Started direct sales in the EU since 2H22, revenue has recovered by the active bid participation
- ✓ Maintained stable M/S in the US markets with optimal price strategy

M/S of Truxima® in Europe



Note: The market share is based on volume
Source: IQVIA

M/S of Truxima® in the US

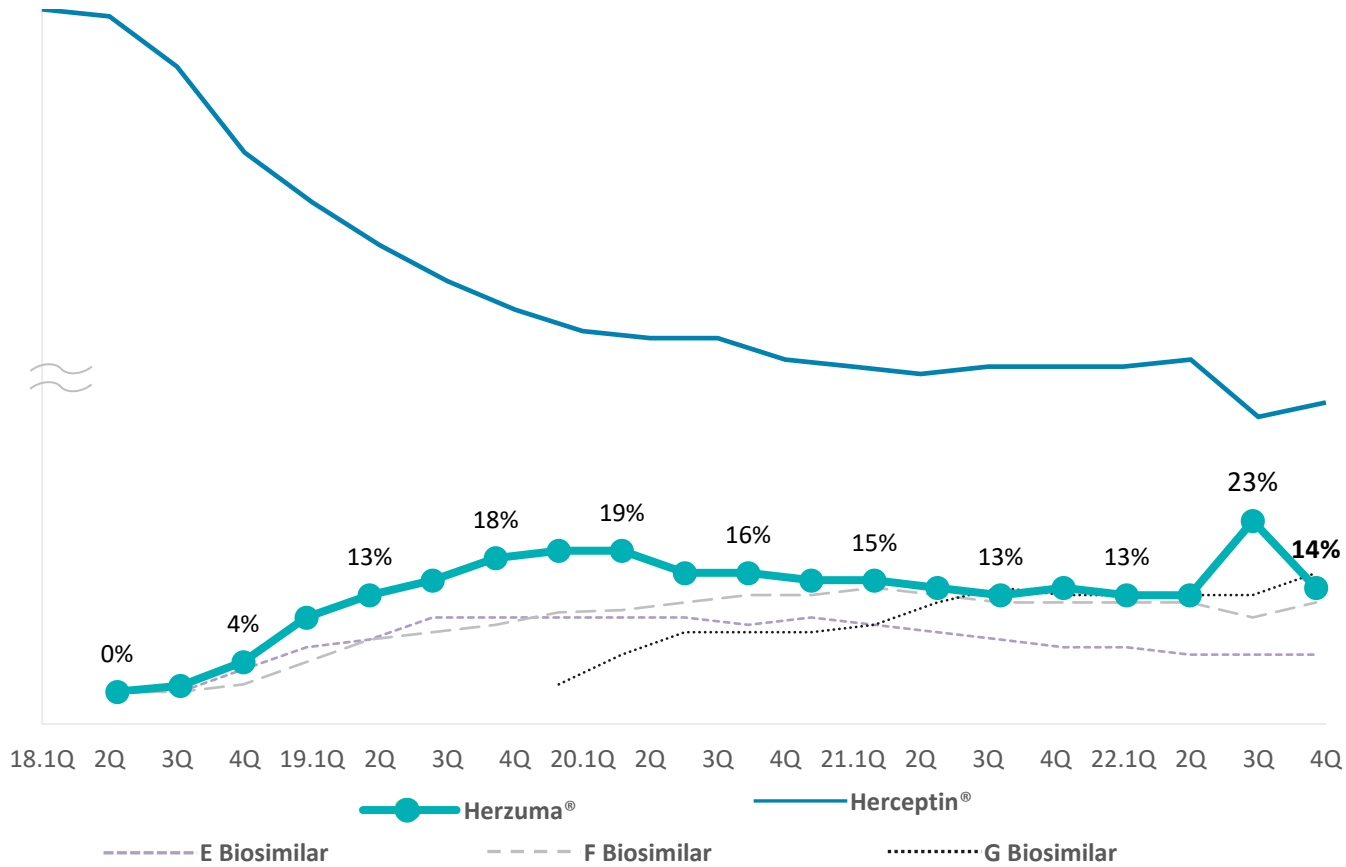


출처 : Symphony Health

Herzuma®

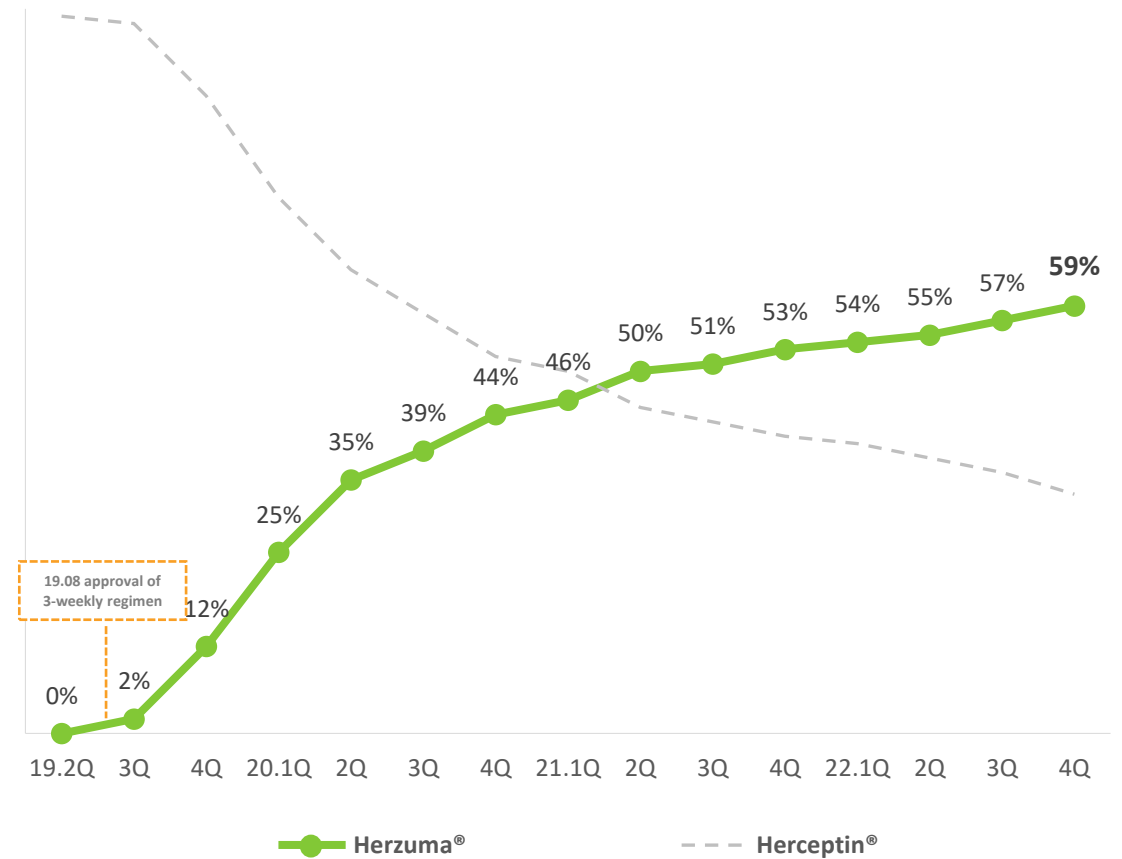
- ✓ Started direct sales since 2H22 in Europe, recovered the revenue by winning bids in Türkiye and Hungary
- ✓ M/S in Japan exceeded the original's and continues to increase; Continuous winning from the tender in LATAM

M/S of Herzuma® in Europe



Note: The market share is based on volume
Source: IQVIA

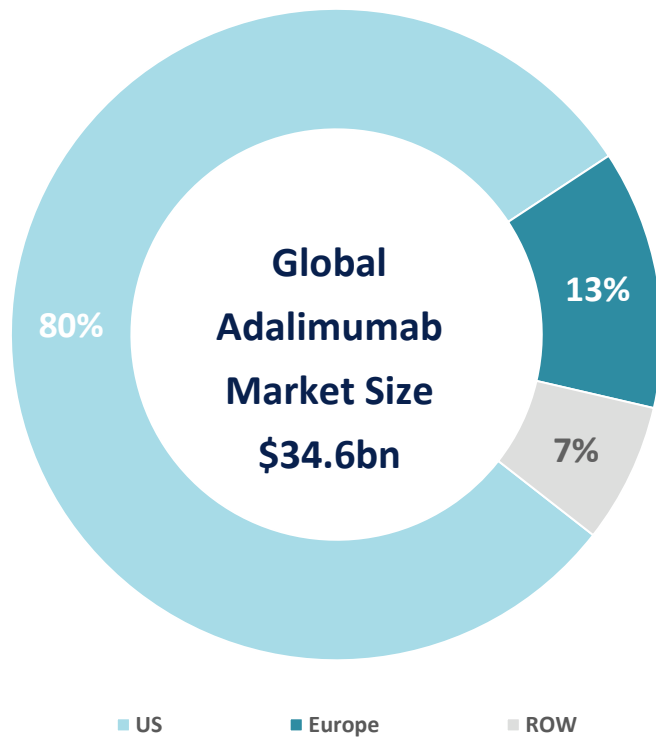
M/S of Herzuma® in Japan



Note: The market share is based on volume
Source: IQVIA

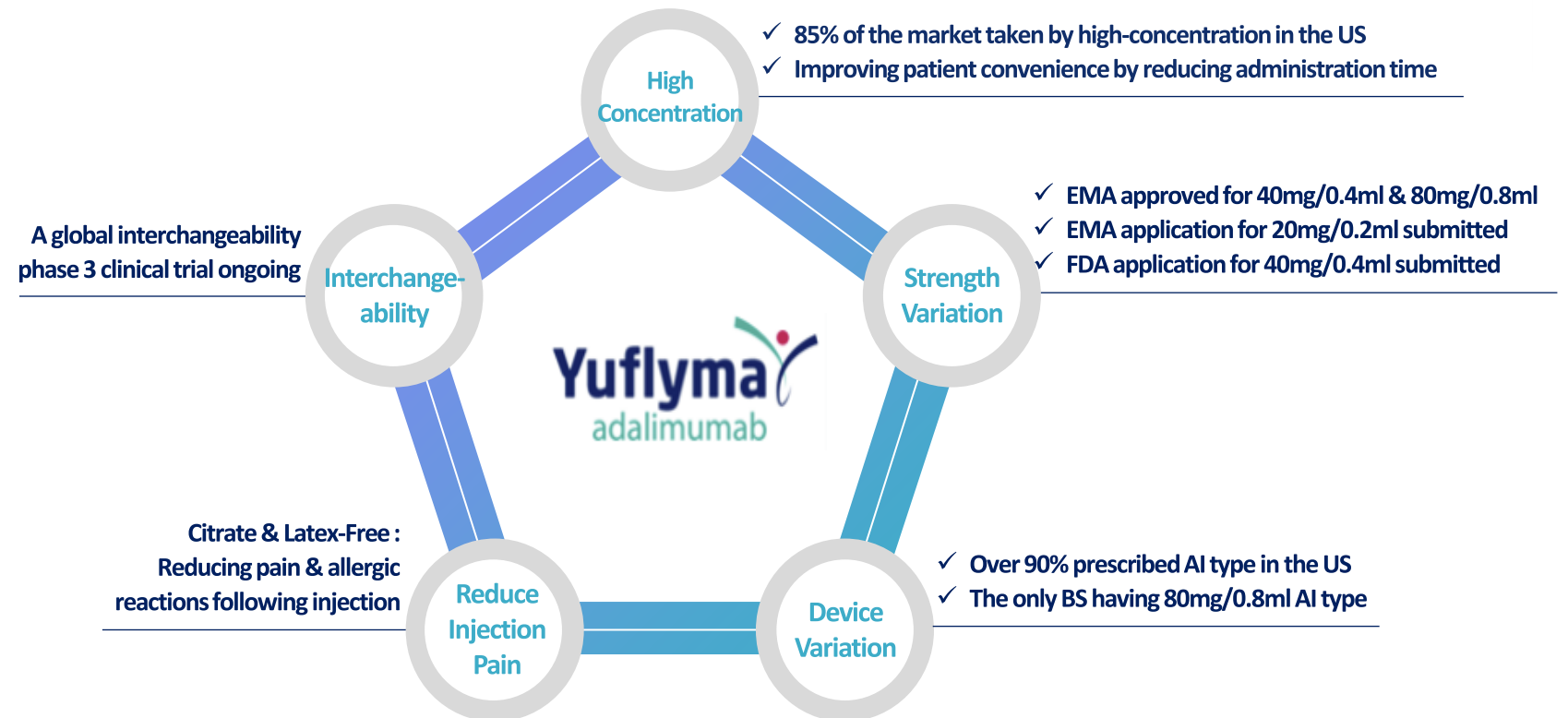
- ✓ Prescription of the product has been increased due to its competitive product advantage with diverse strength and device options provided in the EU
- ✓ Will be launched in the US market in 2H23; currently in the process of discussion with the stakeholders including PBM and GPO etc.

Global market size of Adalimumab



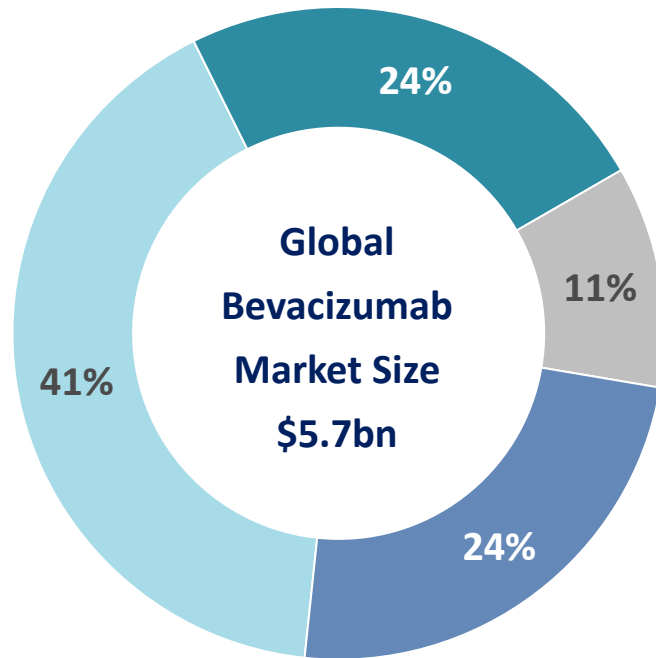
Note: Market size is as of 2022
Source: IQVIA

Competitive Edge of Yuflyma®



- ✓ In Europe, actively participated in the tender based on its price advantage and the synergy with existing oncology products
- ✓ Launched in April 2023, it has registered with Medicare and is currently in the process of discussion with PBMs in the US

The global market size of Bevacizumab



■ US ■ Europe ■ Japan ■ ROW

Europe

Launched in October 2022

Obtained the tender with price and the portfolio advantages

- Received orders from Finland, Italy, and Belgium
- More participation in a tender of other EU countries

US

Launched in April 2023

- Listed in Medicare
- Negotiating with the number of payers to be registered in the list

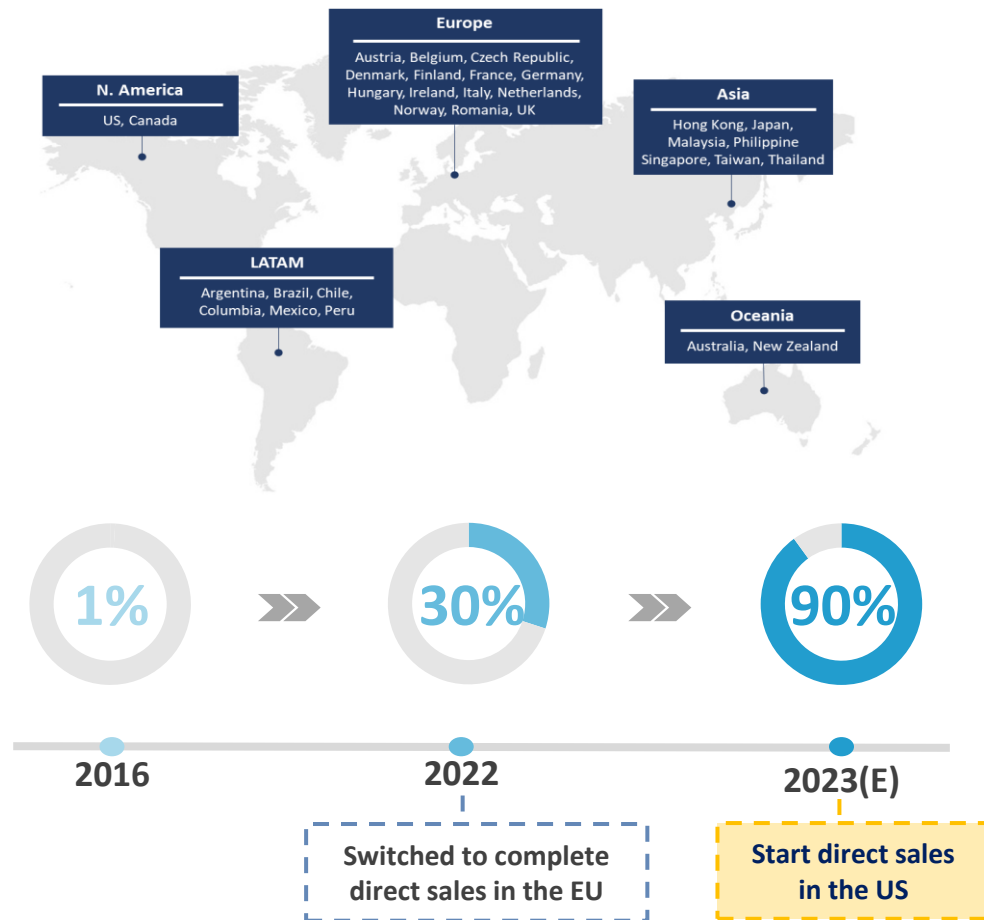
Note: Market size is as of 2022

Source: IQVIA

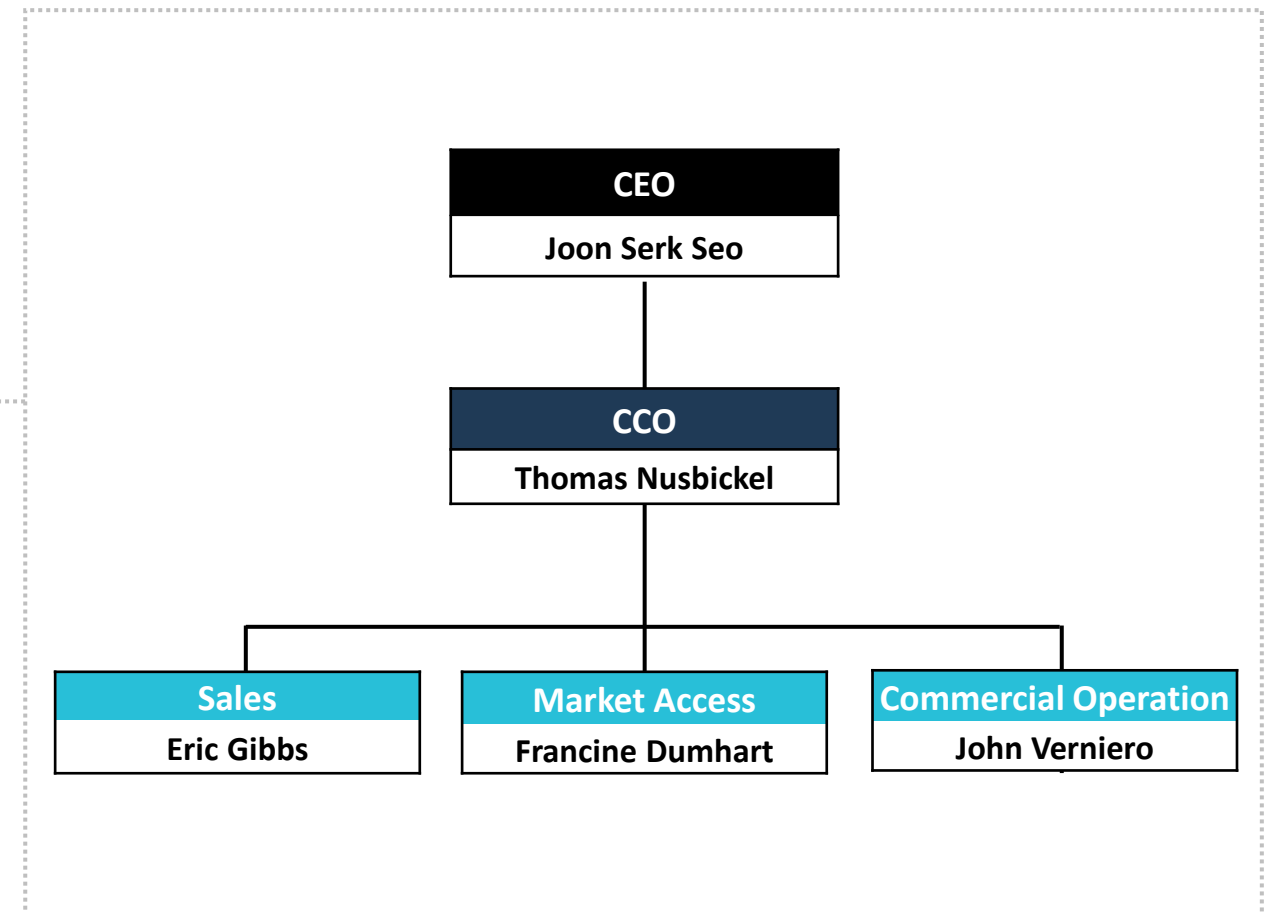
Expanding Global Direct Sales

- ✓ Switched to complete direct sales in Europe in 2022
- ✓ Appointed the leading professionals to accommodate the successful product launch and extend the prescription in the US

Expanding direct sales network



Celltrion USA

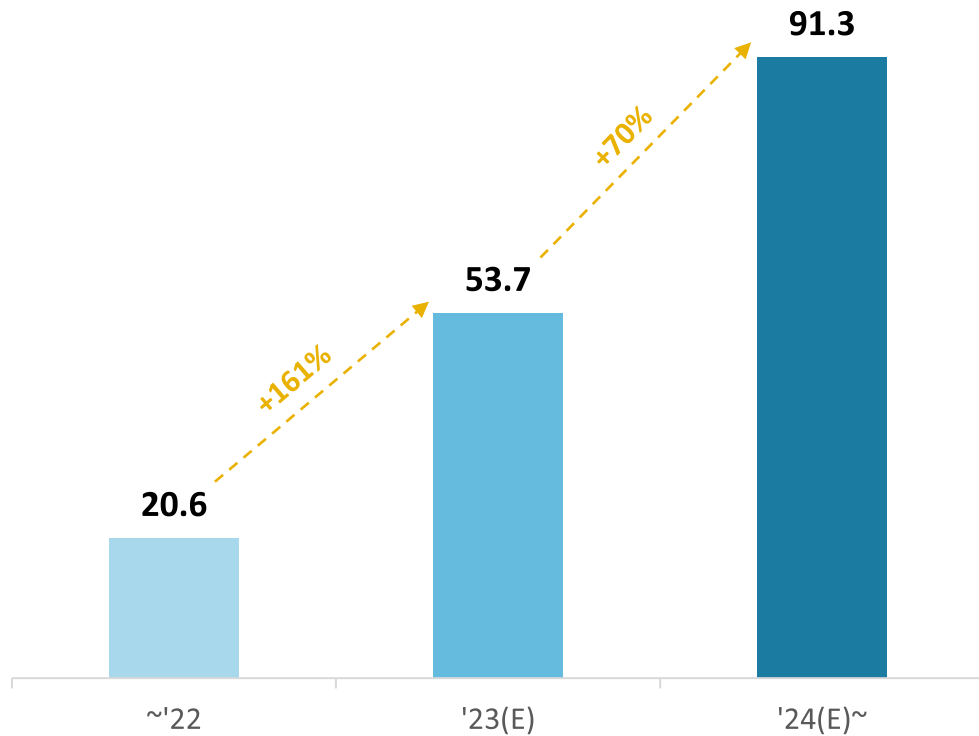


Business Growth with Portfolio Enhancement

- ✓ More than one follow-up product will be launched every year in time for the expiration of original patents
- ✓ Portfolio will be enhanced through the pipelines and its experience of biosimilar commercialization

CTHC's target market size in EU & the US

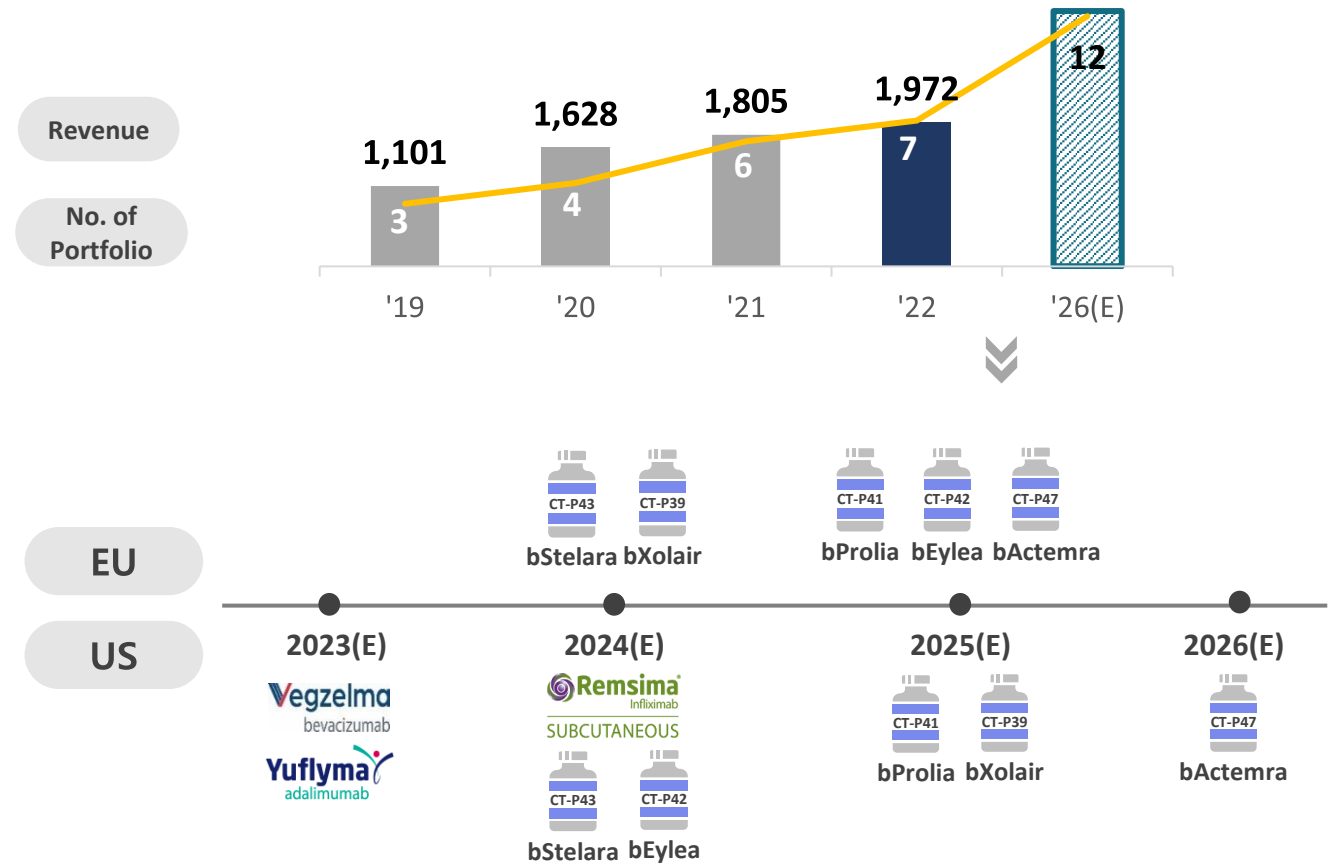
(Unit: USD bn)



Note: The market size is as of 3Q22MAT
Source: IQVIA

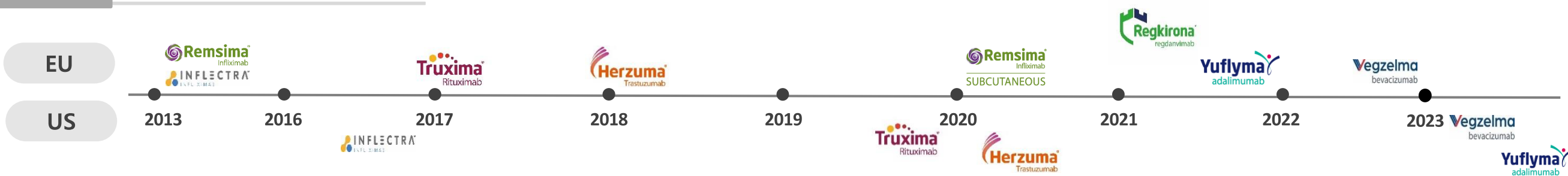
CTHC's revenue & portfolio outlook







(Unit: KRW bn, ea)



Note: Launching plan could be subjective to the approval

Main Portfolio



Product Name	Reference Drug	Indications	Launching Timeline	
			EU	US
	Remicade® (Infliximab)	Rheumatoid Arthritis(RA), Ulcerative Colitis(UC), Crohn’s disease(CD), etc.	Sep 2013	Nov 2016
	Rituxan®(MabThera®) (Rituximab)	Non-Hodgkin's Lymphoma(NHL), Chronic Lymphocytic Leukemia(CLL), etc.	Apr 2017	Nov 2019
	Herceptin® (Trastuzumab)	HER2-Positive Metastatic Breast Cancer, Early Breast Cancer(EBC), etc.	May 2018	Mar 2020
	- (Infliximab)	Rheumatoid Arthritis(RA), Ulcerative Colitis(UC), Crohn’s disease(CD), etc.	Feb 2020	1H24(E)
	Humira® (Adalimumab)	Rheumatoid Arthritis(RA), Ulcerative Colitis(UC), Crohn’s disease(CD), etc.	Aug 2021	2H23(E)
	Avastin® (Bevacizumab)	Metastatic Colorectal Cancer(MCC), Non-Small Cell Lung Cancer(NSNLC), etc.	Oct 2022	Apr 2023

Note: Inflectra™ logo belongs to Pfizer

Pipeline

Product Name	Reference Drug	Manufacturer	Indication	Global Market Size (\$bn)	US	EU
CT-P43	Stelara® (Ustekinumab)	Johnson & Johnson	Autoimmune Disease	17.7	Completed Global Phase 3 Clinical Trials (Sep 2022)	
CT-P39	Xolair® (Omalizumab)	Genentech	Asthma, Chronic Idiopathic Urticaria	3.8	Completed Global Phase 3 Clinical Trials (Apr 2023)	Application Submitted (Apr 2023)
CT-P42	Eylea® (Aflibercept)	Bayer & Regeneron	Aged Macular Degeneration	9.6	Completed Global Phase 3 Clinical Trials (Apr 2023)	
CT-P41	Prolia® (Denosumab)	Amgen	Osteoporosis	6.2	In Global Phase 3 Clinical Trials	
CT-P47	Actemra® (Tocilizumab)	Roche	Autoimmune Disease	2.8	In Global Phase 3 Clinical Trials	
CT-P53	Ocrevus® (Ocrelizumab)	Roche	Multiple Sclerosis	6.7	Application Submitted for Global Phase 3 Clinical Trials	

Note : 1) Global market size is as of 2022, 2) Launching plan could be subjective to the approval
Source : IQVIA, Regeneron(Eylea)

Summary in Income Statement

(KRW bn)	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	'21	'22
Revenue	356.3	433.3	409.1	605.8	415.7	519.0	496.4	541.1	503.6	1,804.5	1,972.2
Cost of Sales	274.0	306.2	334.4	459.4	311.5	378.1	343.3	377.5	350.4	1,374.0	1,410.4
Gross Profit	82.3	127.1	74.7	146.4	104.2	140.9	153.1	163.6	153.2	430.5	561.8
SG&A	50.8	50.9	52.7	76.7	59.2	66.8	80.6	126.3	102.2	231.1	332.9
Operating Income	31.5	76.2	22.0	69.7	45.0	74.1	72.5	37.3	51.0	199.4	228.9
Non-operating Income	3.5	11.6	30.5	(46.7)	16.3	21.1	112.7	(149.4)	69.1	(1.1)	0.7
Financial Income	5.5	4.6	2.2	0.8	4.3	3.4	22.8	(11.8)	11.2	13.1	18.7
Financial Expenses	12.5	3.5	18.5	(2.8)	5.0	13.9	17.2	23.3	5.7	31.7	59.4
Other Income	27.0	15.6	51.8	(22.6)	30.9	38.8	114.0	(80.7)	79.4	71.8	103.0
Other Expenses	16.4	4.9	5.0	26.9	13.7	7.1	6.7	33.4	15.7	53.2	60.9
Profit before Taxes	35.0	87.8	52.5	23.0	61.3	95.2	185.2	(112.1)	120.1	198.3	229.6
Tax Expense (Benefit)	3.5	24.1	11.9	6.2	17.7	56.1	47.6	(39.0)	66.0	45.7	82.4
Net Profit (Loss)	31.5	63.7	40.6	16.8	43.6	39.1	137.6	(73.1)	54.1	152.6	147.2

Thank You
