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# Specialty pharma platform for long-established pharma brands

- **A leading specialty pharmaceuticals company<sup>1</sup>** headquartered in Greifswald, Germany, with an international footprint and a broad portfolio of >125 products across >10 therapeutic areas
- **Highly scalable and lean business model** focused on selecting and acquiring suitable products or product portfolios, managing the transfer of the approvals and integrating them into the established value chain
- **M&A focus on well established, off patent, branded legacy and niche originator pharmaceutical products** with predictable cash flows from large pharmaceutical companies
- **Proven track record with strong relationships across big pharma** including >125 product investments<sup>2</sup> and > 2,500 marketing authorizations acquired globally<sup>3</sup>
- **Product distribution in approx. 145 countries across six continents**, predominantly through an extensive network of >100 distribution partners
- **Large network of more than 125 CMOs worldwide** ensuring high product quality and availability
- **High profitability and strong revenue growth** at a compound annual growth rate (CAGR) of around 45% (2010–20); revenues of € 793mn and a strong EBITDA margin of 61.0% in the first nine months 2021
- **Attractive investment opportunities** in non-core products from large pharmaceutical companies with expected sales of approx. USD140bn in 2024 which are estimated to fall within Cheplapharm's investment window
- Inception in 1998, 459 employees as of 30.09.2021

<sup>1</sup> based on total number of publicly reported investments involving off patent originator products divested by top 30 biopharma companies (from January 1, 2014 to May 14, 2021)

<sup>2</sup> As of 30 September 2021.

<sup>3</sup> Defined as marketing authorizations. Represents total number of MAs (transferred and pending) for all acquired products as of September 2021. Out of 2,500+ MAs acquired, ~1,600 MAs have been transferred as of September 2021. A product/ brand can have multiple MAs in a country corresponding to multiple dosage forms/ strengths.

## Our Management Team



**Sebastian Braun**  
CEO



**Edeltraud Lafer**  
CEO



**Dr. Bianca Juha**  
CSO

**Patrick König**  
COO



**Dr. Kia Parssanedjad**  
CFO



## Strong commitment to patients worldwide

**37%**

of product portfolio comprised of niche products with limited/no direct alternatives

**~ 31%**

of product portfolio part of the WHO Model List of Essential Medicines

**0.02%**

reflecting our high-quality standards

**~ 145**

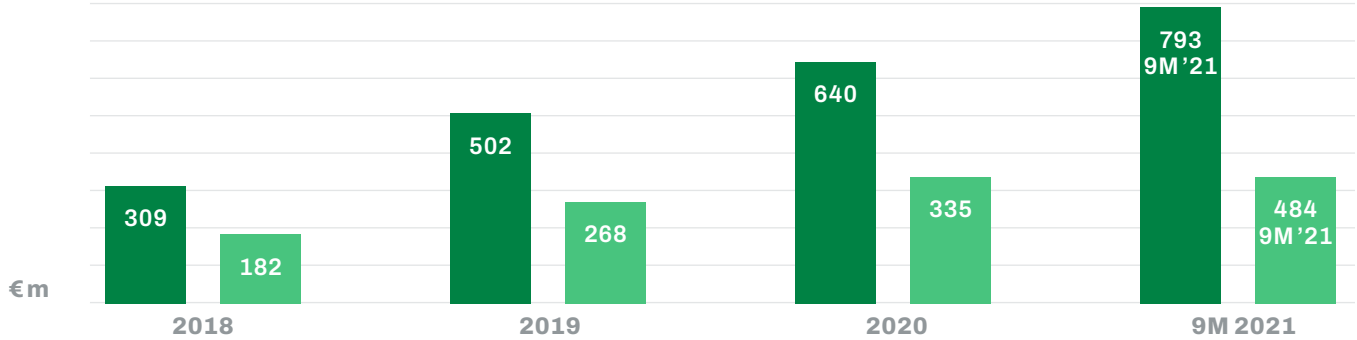
countries where patients benefit from our products



## Best-in-class financial profile with high growth and attractive margins

EBITDA margin ~ 59%      ~ 53%      ~ 52%      ~ 61%<sup>1</sup>

Revenue CAGR ('18A – 20A): 44%



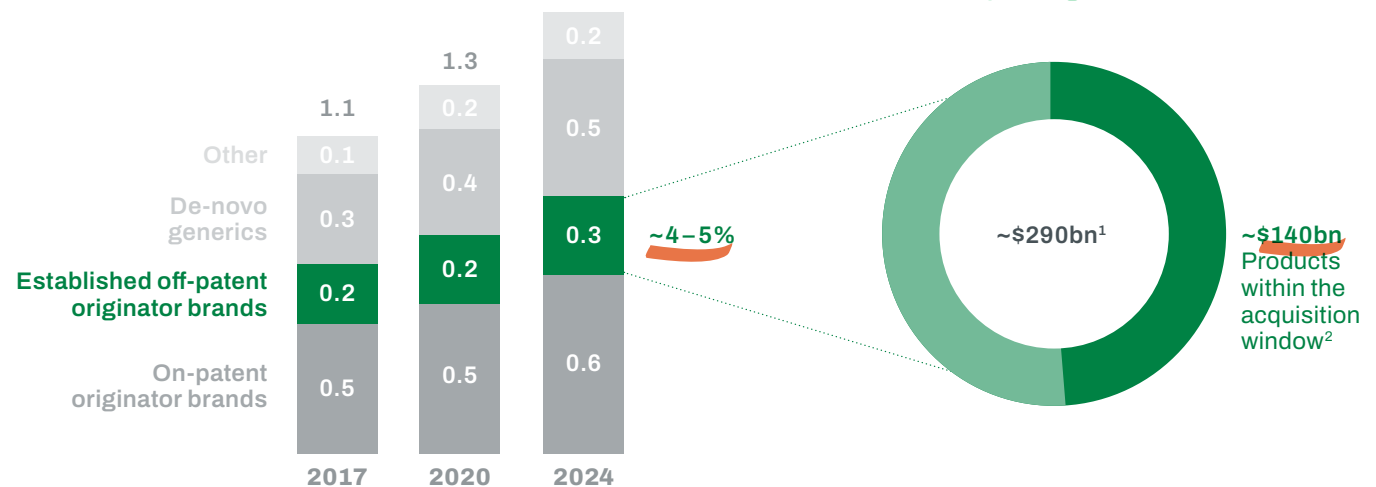
<sup>1</sup> Free cash flow (FCF) defined as Cash flow from operating activities - payments to acquire property, plant and equipment - payments to acquire financial assets + proceeds from disposal of financial assets. Cash conversion defined as FCF divided by EBITDA.

## Significant, growing market opportunity in investing in long-established pharma brands

Global medicines spending, by category (2017 – 24F), in \$tr

CAGR % (2017–24)

Established off-patent originator brands Global spending, 2024F, in \$bn



<sup>1</sup> Represents a midpoint from the estimated market size of \$280 – 300bn.

<sup>2</sup> Cheplapharm's acquisition window defined as 5 – 20 year post patent expiry from top-35 biopharma players.

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