

Nov. 2020



Celltrion Healthcare

3Q20 Earnings Presentation



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Section 01

3Q20 Business Results

3Q20 Business Results

Income Statement

- ▶ **Revenue** : Robust quarterly growth continued on the back of stable EU market and expanded market share in the US and Japan with third-quarter cumulative sales of 1.2 trillion won, exceeding annual sales in 2019
- ▶ **OP** : Achieved the highest operating profit by recording 27.6% of operating profit margin contributed by continuous sales growth in high-margin US market
- ▶ **NP** : Increased by 753% year-on-year thanks to the robust operating profit

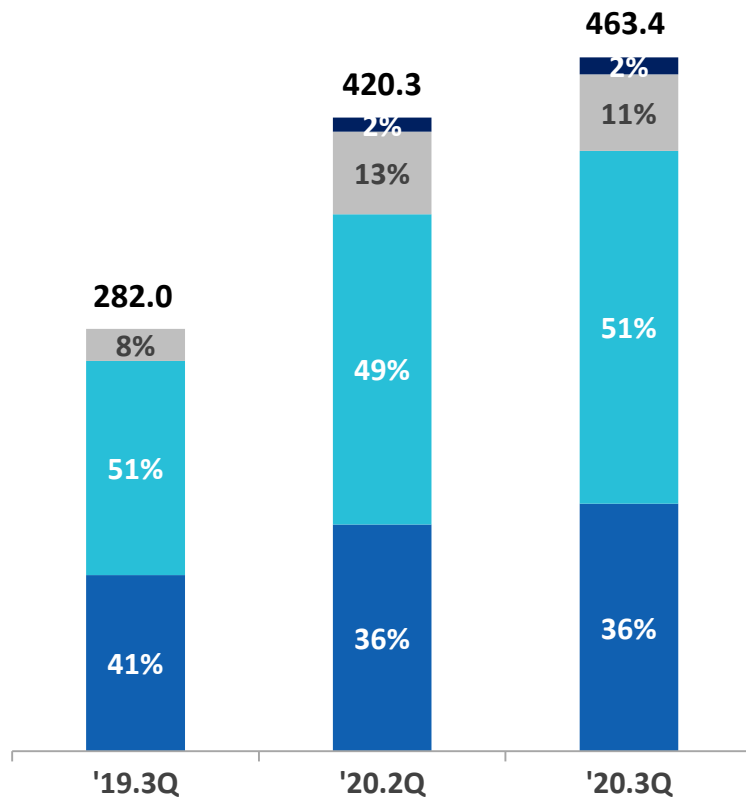
(KRW bn)	'19.3Q	'20.2Q	'20.3Q	%YoY	%QoQ
Revenue	282.0	420.3	463.4	64.3%	10.3%
Gross Profit	48.9	128.3	174.0	255.8%	35.6%
(%)	17.3%	30.5%	37.5%	20.2%p	7.0%p
SG&A	27.6	41.4	46.3	67.8%	11.8%
(%)	9.8%	9.9%	10.0%	0.2%p	0.1%p
Personnel expenses	5.3	8.0	8.8	66.0%	10.0%
Research expenses	3.6	8.1	7.3	102.8%	-9.9%
Advertising expenses	1.4	1.6	2.1	50.0%	31.3%
Commissions	6.8	12.0	16.5	142.6%	37.5%
Operating Profit	21.3	86.8	127.7	499.5%	47.1%
(%)	7.6%	20.7%	27.6%	20.0%p	6.9%p
EBIT	26.4	68.7	120.6	356.8%	75.5%
Net Profit	10.1	46.4	86.1	752.5%	85.6%

3Q20 Business Results

Sales Breakdown

By Product

(Unit: KRW bn)



Remsima® / Inflectra®

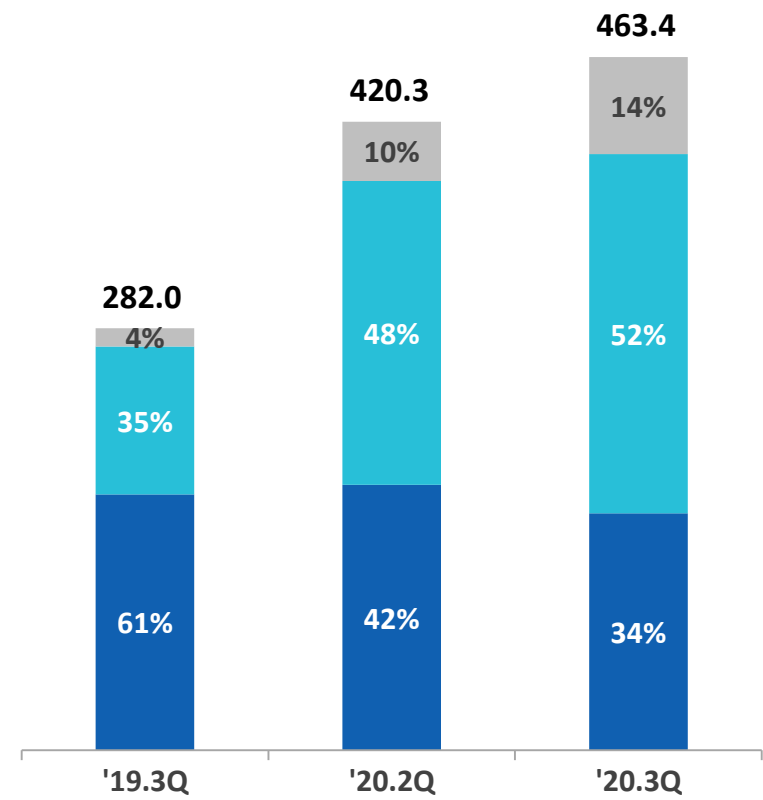
Truxima®

Herzuma®

Remsima® SC

By Region

(Unit: KRW bn)



Europe

N. America

Others

3Q20 Business Results

Balance Sheet & Cash Flow

Balance Sheet

(KRW bn)	'19	'20.3Q	Change
Total Assets	2,848.9	3,595.0	746.1
Cash and Cash Equivalents	297.0	214.8	-82.2
Short Term Financial Assets	160.6	254.8	94.2
Trade and Other Receivables	390.0	469.8	79.8
Inventories	1,623.6	1,930.2	306.6
Total Liabilities	1,183.0	1,719.1	536.1
Total Equity	1,665.9	1,875.9	210.0
Debt-to-Equity Ratio	71.0%	91.6%	20.6%p

Cash Flow

(KRW bn)	'19	'20.3Q
Cash at beginning of year	240.4	297.0
Operating	-193.4	-30.5
Operating profit	82.8	270.3
Working capital	-221.1	-314.2
Others	-55.1	13.4
Investing	164.2	-99.7
Short term financial assets	176.0	-92.0
Others	-11.8	-7.7
Financing	85.8	48.0
Borrowing and redemption	95.7	40.3
Share buyback	-17.9	-2.9
Share issue	9.7	12.3
Others	-1.7	-1.7
Cash at the end of year	297.0	214.8

Section 02

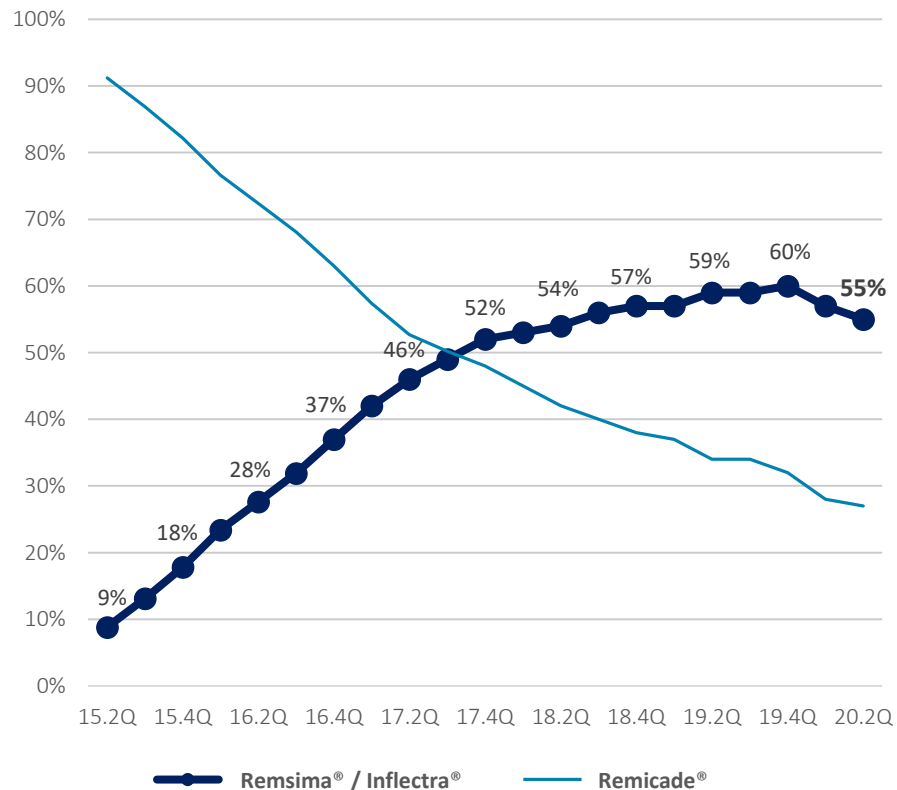
Key Business Performance

Key Business Performance

Remsima® & Inflectra®

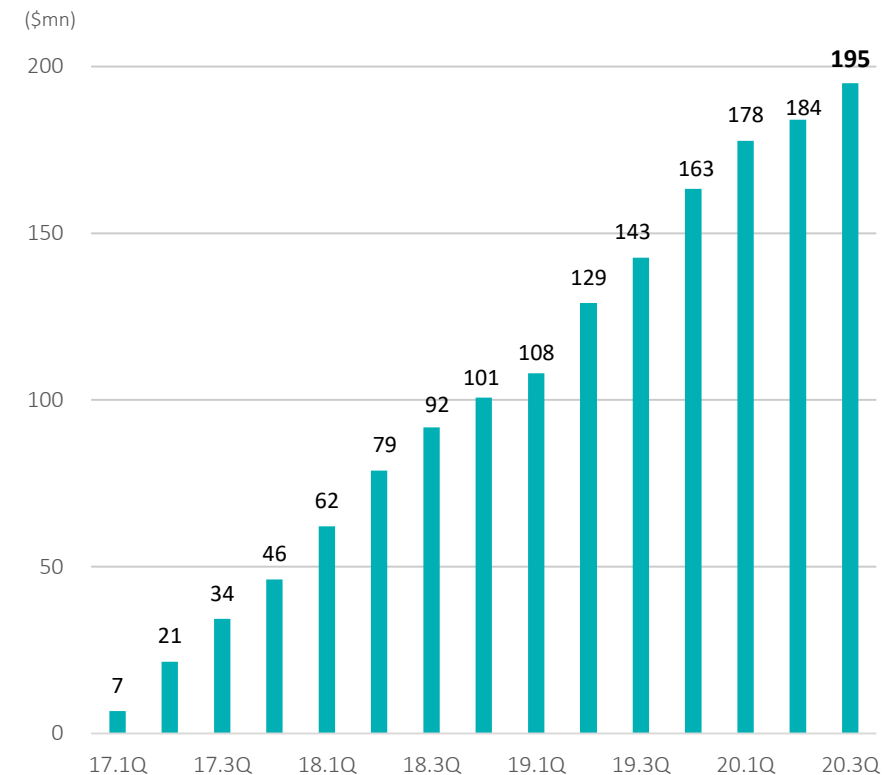
- ✓ Maintaining its lead as the most prescribed Infliximab product in major EU countries despite selective participation in tenders to secure profitability
- ✓ Expanding prescription sales every quarter in the US

Remsima®/ Inflectra® market share in Europe



Note: market share is based on volume
Source : IQVIA

Inflectra® prescription sales in the US



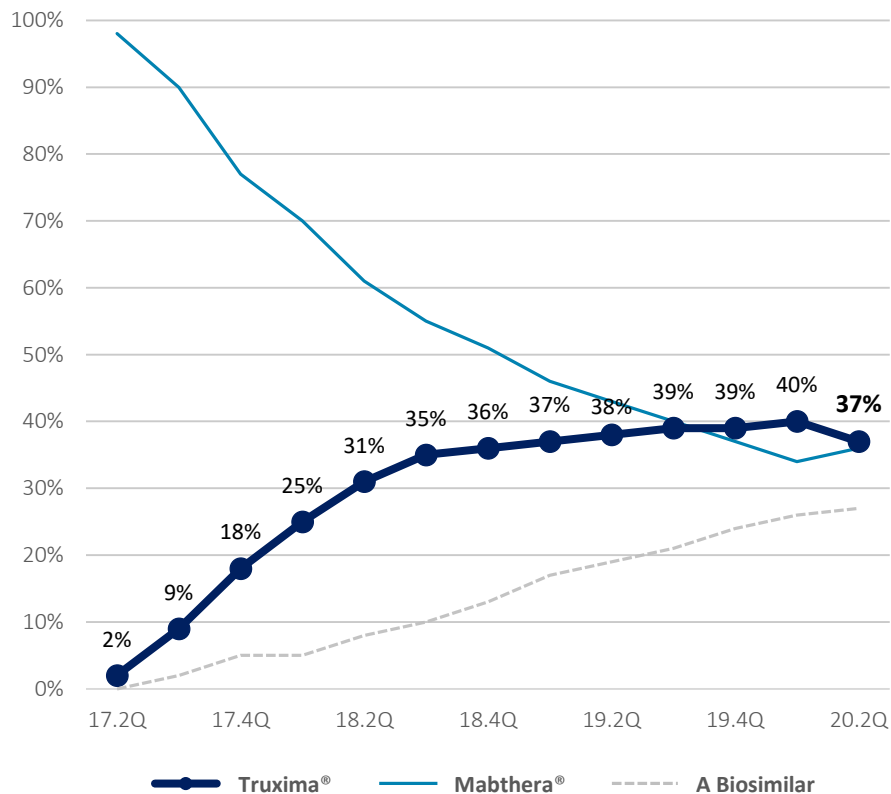
Note: prescription sales is based on WAC
Source : Symphony Health

Key Business Performance

Truxima®

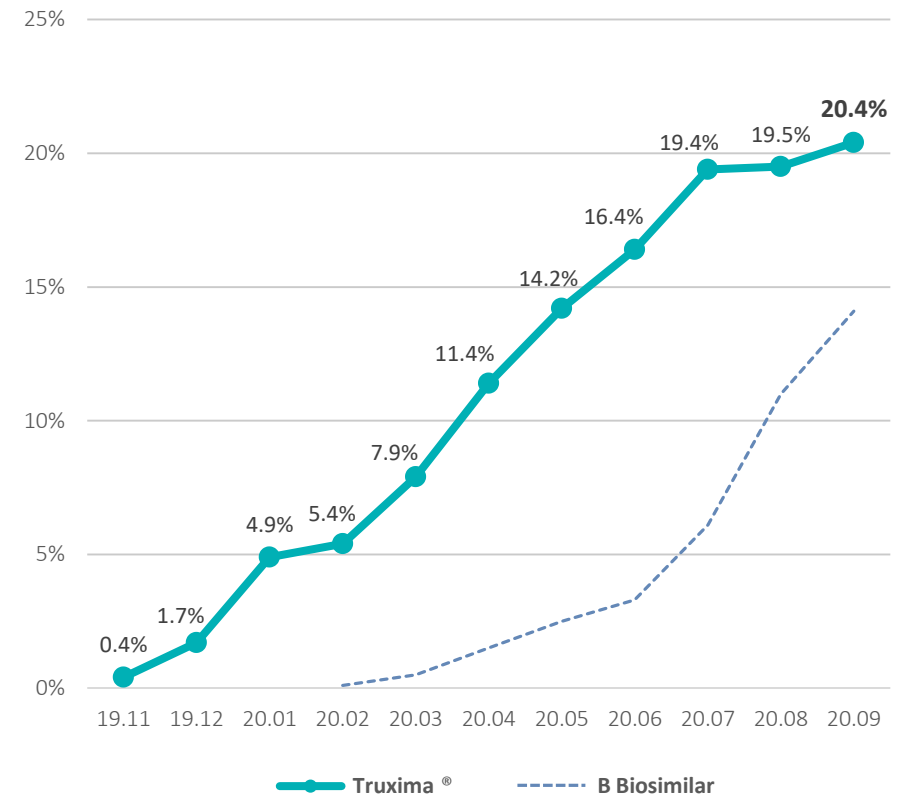
- ✓ Exceeded 20% of market share just in 11 months of its launch in the US
- ✓ Listed as a preferred drug in the United Healthcare, the biggest commercial payer in the US since Oct. 2020

Truxima® market share in Europe



Note: market share is based on volume
Source : IQVIA

Truxima® market share in the US



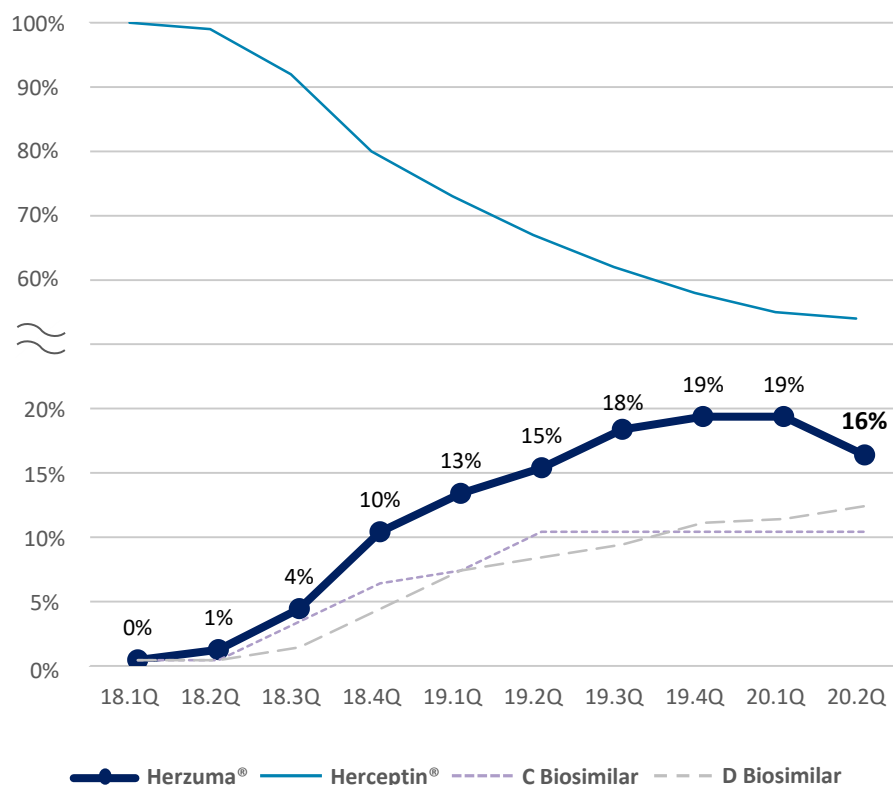
Note: market share is based on unit
Source : Symphony Health

Key Business Performance

Herzuma®

- ✓ Retaining the highest market share among Herceptin® biosimilars launched in EU while securing profitability by strategically participating in tenders
- ✓ Showing strong growth every quarter since the approval of 3-weekly regimen for breast cancer in Japan

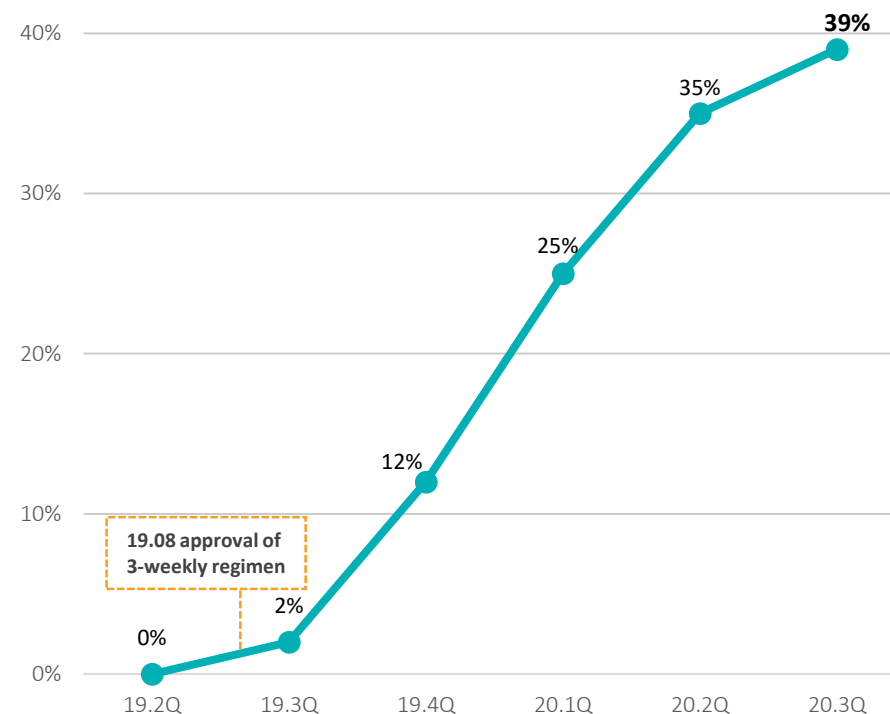
Herzuma® market share in Europe



Note: market share is based on volume

Source : IQVIA

Herzuma® market share in Japan



Note: market share is based on volume

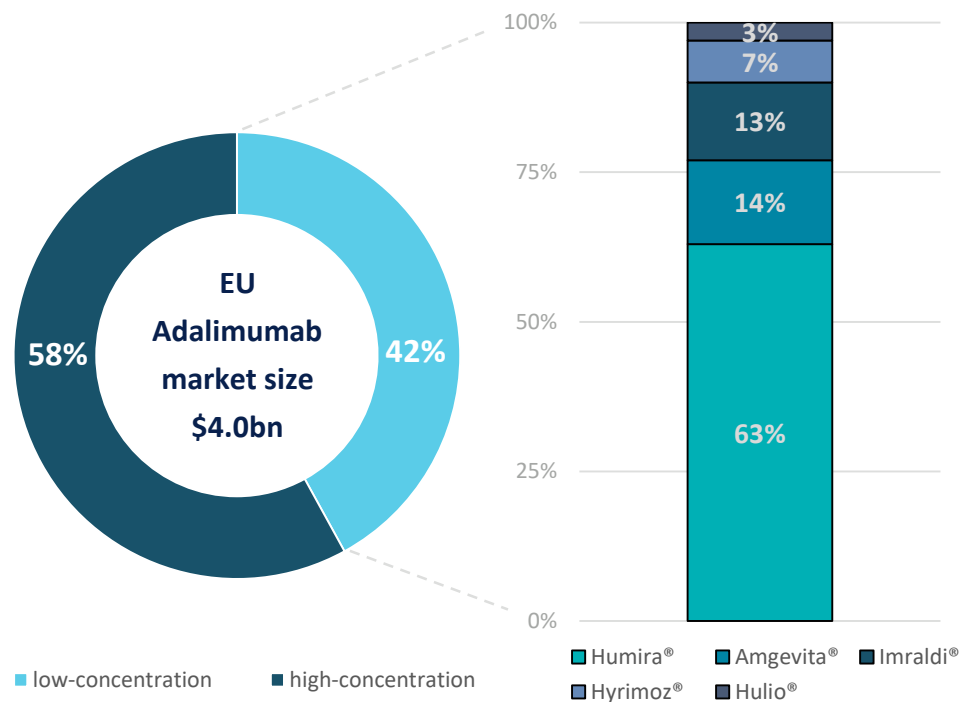
Source : IQVIA

Key Business Performance

CT-P17

- ✓ **CT-P17(Humira® Biosimilar) will be sold directly in EU after the approval of EMA in 1H21**
- ✓ **Value proposition as the only high-concentration biosimilar with high price competitiveness**

Market size of Adalimumab in EU



Note: market size is as of 2Q20 MAT
출처 : IQVIA

CT-P17(Humira® Biosimilar) Value Point

Less Pain

- The low volume drug administered at a high concentration reduces the pain
- Citrate-free form reduces the injection site-related pain

Affordable Price

- Securing price competitiveness by pricing at a level similar to those of low-concentration biosimilars on the market based on high cost competitiveness

Multiple Treatment Option

- Diversifying autoimmune disease portfolio
- Providing optimal treatment with various options of Remsima® IV, Remsima® SC, Truxima®, CT-P17 in RA

Appendix

Summary Income Statement

(KRW bn)	1Q18	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20	3Q20	'17	'18	'19
Revenue	128.4	183.8	212.7	188.7	220.5	284.8	282.0	313.6	356.9	420.3	463.4	920.9	713.5	1,100.9
Cost of Sales	102.8	144.9	168.8	228.1	186.6	248.3	233.1	223.5	262.4	292.0	289.4	696.8	644.6	891.6
Gross Profit	25.6	38.8	43.9	(39.4)	33.9	36.4	48.9	90.1	94.5	128.3	174.0	224.1	68.9	209.3
SG&A	17.1	23.6	23.8	29.5	24.5	27.2	27.6	47.2	38.7	41.4	46.3	70.5	94.1	126.5
Operating Income	8.4	15.2	20.0	(68.9)	9.4	9.3	21.3	42.8	55.8	86.8	127.7	153.7	(25.2)	82.8
Non-operating Income	74.1	0.7	(11.0)	(14.2)	(0.8)	8.7	5.1	(19.8)	42.4	(18.1)	(7.0)	52.5	49.6	(6.7)
Financial Income	74.2	10.5	(6.3)	(6.2)	4.9	6.8	7.3	1.0	22.8	3.6	3.1	114.6	70.5	20.0
Financial Expenses	6.4	4.7	3.4	0.6	5.1	13.6	5.9	4.9	7.4	16.9	8.2	47.1	13.3	29.5
Other Income	11.0	0.9	4.0	0.9	2.1	16.3	10.2	(7.8)	32.5	11.7	7.4	16.8	14.2	20.8
Other Expenses	4.7	6.0	5.3	8.4	2.6	0.8	6.5	8.1	5.5	16.5	9.3	31.8	21.7	18.0
Profit (Loss) before Taxes	82.5	16.0	9.1	(83.1)	8.6	18.0	26.4	22.4	98.2	68.7	120.6	206.1	24.4	75.4
Tax Expense (Benefit)	22.0	5.0	2.7	(16.5)	2.8	9.5	16.3	(18.2)	22.0	22.2	34.5	48.7	13.0	10.4
Net Profit (Loss)	60.5	11.0	6.4	(66.6)	5.8	8.5	10.1	40.6	76.2	46.4	86.1	157.4	11.4	65.0

Thank You