

# First Half 2021 Delivering on Our Strategy and Guidance

29 July 2021

Analysts' and Investors' Call



Gloria, living with psoriatic arthritis

# Disclaimer and Safe Harbor

## Forward-looking statements

This presentation contains forward-looking statements, including, without limitation, statements containing the words “believes”, “anticipates”, “expects”, “intends”, “plans”, “seeks”, “estimates”, “may”, “will”, “continue” and similar expressions. These forward-looking statements are based on current plans, estimates and beliefs of management. All statements, other than statements of historical facts, are statements that could be deemed forward-looking statements, including estimates of revenues, operating margins, capital expenditures, cash, other financial information, expected legal, arbitration, political, regulatory or clinical results or practices and other such estimates and results. By their nature, such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties, and assumptions which might cause the actual results, financial condition, performance or achievements of UCB, or industry results, to be materially different from any future results, performance, or achievements expressed or implied by such forward-looking statements contained in this presentation.

Important factors that could result in such differences include but are not limited to: the global spread and impact of COVID-19, changes in general economic, business and competitive conditions, the inability to obtain necessary regulatory approvals or to obtain them on acceptable terms or within expected timing, costs associated with research and development, changes in the prospects for products in the pipeline or under development by UCB, effects of future judicial decisions or governmental investigations, safety, quality, data integrity or manufacturing issues; potential or actual data security and data privacy breaches, or disruptions of our information technology systems, product liability claims, challenges to patent protection for products or product candidates, competition from other products including biosimilars, changes in laws or regulations, exchange rate fluctuations, changes or uncertainties in tax laws or the administration of such laws, and hiring and retention of its employees. There is no guarantee that new product candidates will be discovered or identified in the pipeline, or that new indications for existing products will be developed and approved. Movement from concept to commercial product is uncertain; preclinical results do not guarantee safety and efficacy of product candidates in humans. So far, the complexity of the human body cannot be reproduced in computer models, cell culture systems or animal models. The length of the timing to complete clinical trials and to get regulatory approval for product marketing has varied in the past and UCB expects similar unpredictability going forward. Products or potential products which are the subject of partnerships, joint ventures or licensing collaborations may be subject to disputes between the partners or may prove to be not as safe, effective or commercially successful as UCB may have believed at the start of such partnership. UCB's efforts to acquire other products or companies and to integrate the operations of such acquired companies may not be as successful as UCB may have believed at the moment of acquisition. Also, UCB or others could discover safety, side effects or manufacturing problems with its products and/or devices after they are marketed. The discovery of significant problems with a product similar to one of UCB's products that implicate an entire class of products may have a material adverse effect on sales of the entire class of affected products. Moreover, sales may be impacted by international and domestic trends toward managed care and health care cost containment, including pricing pressure, political and public scrutiny, customer and prescriber patterns or practices, and the reimbursement policies imposed by third-party payers as well as legislation affecting biopharmaceutical pricing and reimbursement activities and outcomes. There can be no guarantee that the investigational or approved products potentially described in this presentation will be submitted or approved for sale or for any additional indications or labelling in any market, or at any particular time, nor can there be any guarantee that such products will be or will continue to be commercially successful in the future. Finally, a breakdown, cyberattack or information security breach could compromise the confidentiality, integrity and availability of UCB's data and systems.

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In the event of any differences between this presentation and the Integrated Annual Report or Half Year Report, the information included in the Report shall prevail.



**Jean-Christophe Tellier**  
*CEO*

## OUR PURPOSE

Create Value for Patients, Now and Into the Future

**Emmanuel Caeymaex**  
*Executive Vice President  
Immunology Solutions & Head of U.S.*

## BIMZELX®

Ready for launch

**Iris Loew-Friedrich**  
*CMO*

## CLINICAL PIPELINE ON TRACK

Six Phase 3 Study Read Outs Ahead

**Sandrine Dufour**  
*CFO*

## 2021 HY FINANCIALS

Solid Foundation Enabling Future Growth and  
Investment in Innovation

**Jean-Christophe Tellier**  
*CEO*

## WHAT THE FUTURE HOLDS...



**Lut**, living with osteoporosis

**Wendy**, living with lupus



**Lloyd**, living with epilepsy

**Elisabeth**, living with axial spondyloarthritis



**Victoria**, living with psoriasis

**Caroline**, living with psoriatic arthritis

# Our Purpose – Create Value for Patients, Now and Into the Future

**Jean-Christophe Tellier**  
*CEO*

UCB on Track

+

Resilience

Sustainable  
Growth

# 2021 HY Results | At-a-Glance

Sustainable growth, with recent NAYZILAM® and EVENITY® launches, and the upcoming launch of BIMZELX® and beyond

Revenue	€ 2.8 Billion (+7%)	Net Sales € 2 651 Million (+6%)	+11% CER
Underlying Profitability (adj. EBITDA)	€ 843 Million (+8%; +16% CER)	or 30% of Revenue	
All Clinical Development Programs on Track	Six Phase 3 studies to read out as planned		
R&D Update   Pipeline on Track	<ul style="list-style-type: none"><li>• <i>Bimekizumab</i> with positive CHMP opinion for psoriasis and an earlier Phase 3 read-out for hidradenitis suppurativa (HS)</li><li>• Two new study starts for <i>rozanolixizumab</i> and</li><li>• Phase 2 started with <i>bepranemab</i> in Alzheimer’s Disease</li></ul>		
Guidance 2021 and 2025	Confirmed		

# COVID Pandemic Update



## Market Dynamics

Improvement in patient demand (volume) visible

With regional differences:



*U.S.*



*Japan*



## Supply

No material impact on distribution and supply

We are actively managing the challenges



## Clinical Pipeline

Unfolding as anticipated

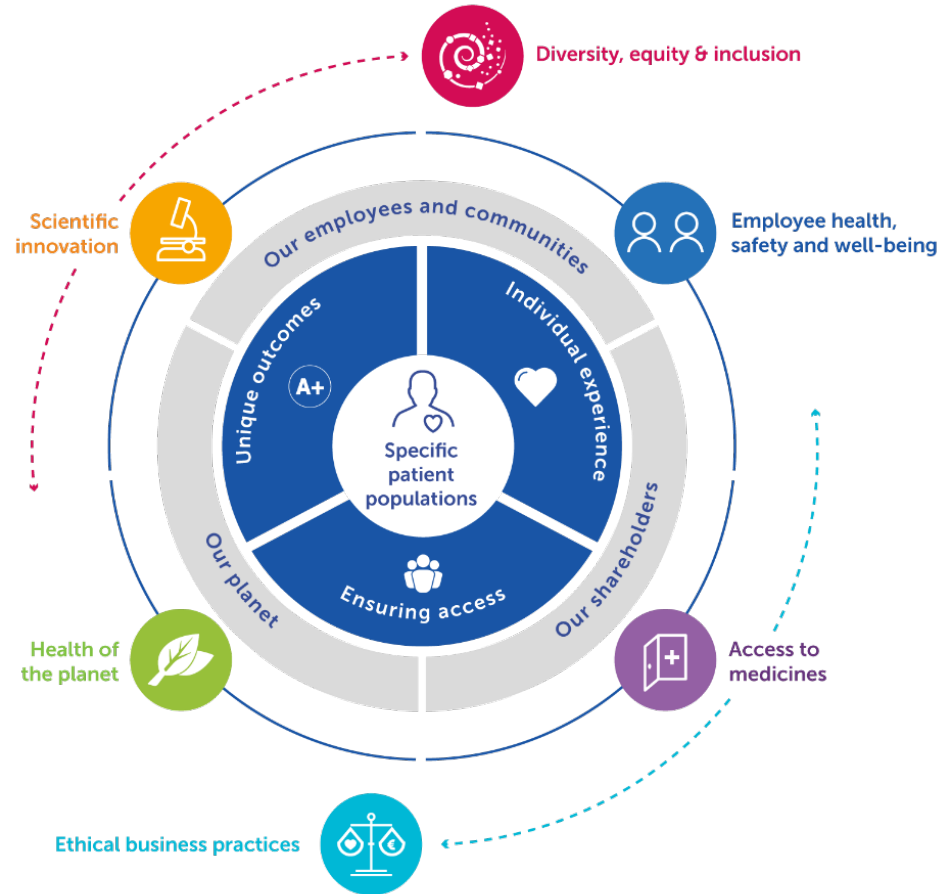
We are actively managing the challenges

**No change to timelines**

UCB will continue to closely follow evolving COVID-19 pandemic diligently to assess potential challenges

# Integrating Sustainability

## Our Business Approach





# We Aim to Lead in 5 Specific Patient Populations by 2025

2021 HY - 9

## | Creating value for patients

### Partial Onset / Focal Epileptic Seizures

KEPPRA®, VIMPAT®, BRIVIACT®, NAYZILAM®, STACCATO® *alprazolam*\*

### Psoriatic Arthritis

CIMZIA®, *bimekizumab*\*

### Woman of Childbearing Age

CIMZIA® & KEPPRA®\*\*

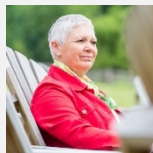
### Osteoporosis-Related Fractures

EVENITY®

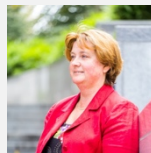
### Myasthenia Gravis

*zilucoplan*\*, *rozanolixizumab*\*

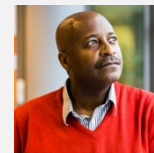
## For patients like . . .



Lut, living with osteoporosis



Caroline,  
living with  
psoriatic arthritis



Lloyd,  
living with epilepsy

\* Currently in clinical development, the safety and efficacy of bimekizumab, zilucoplan, rozanolixizumab have not been established and they are not approved by any regulatory authority worldwide.

\*\* Prolonged experience with Keppra® in pregnant women has not identified a drug-associated risk of major birth defects or miscarriage, based on published literature, which includes data from pregnancy registries and reflects experience over two decades: full label: [https://www.accessdata.fda.gov/drugsatfda\\_docs/label/2019/021035s102,021505s042lbl.pdf](https://www.accessdata.fda.gov/drugsatfda_docs/label/2019/021035s102,021505s042lbl.pdf)

Evenity® in collaboration with Amgen





Victoria, living with psoriasis

# BIMZELX<sup>®</sup> ...Ready for Launch

**Emmanuel Caeymaex**  
*Executive Vice President  
Immunology Solutions & Head of U.S.*

# CIMZIA® Reaches More Patients Thanks to Differentiation

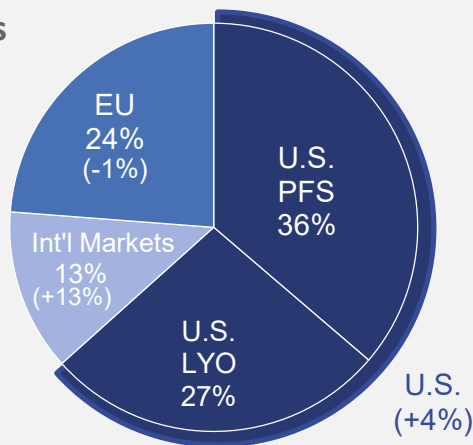
2021 HY - 11

| Presence in the market and learnings to support BIMZELX® launch

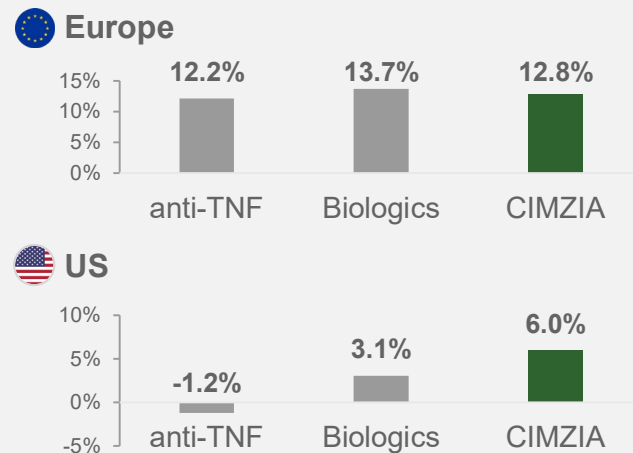
## 2021 HY Net Sales

€ 873 Million

(+4%; +11% CER)



## Rheumatology Market Share Growth



Growing net sales and outgrowing the anti-TNF market

Pricing impacts in Germany (jumbo pricing) and U.S. (LYO) to be compensated



# ***BIMZELX<sup>®</sup>*** ***(bimekizumab)***



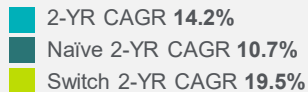
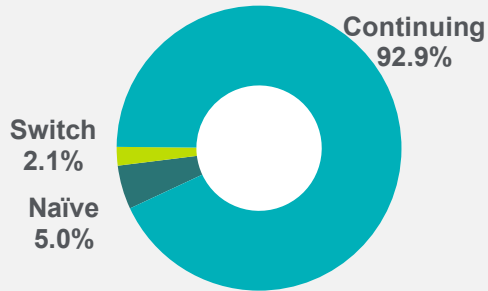
Inspired by **patients.**  
Driven by **science.**

The safety and efficacy of bimekizumab have not been established and it is not approved by any regulatory authority worldwide.

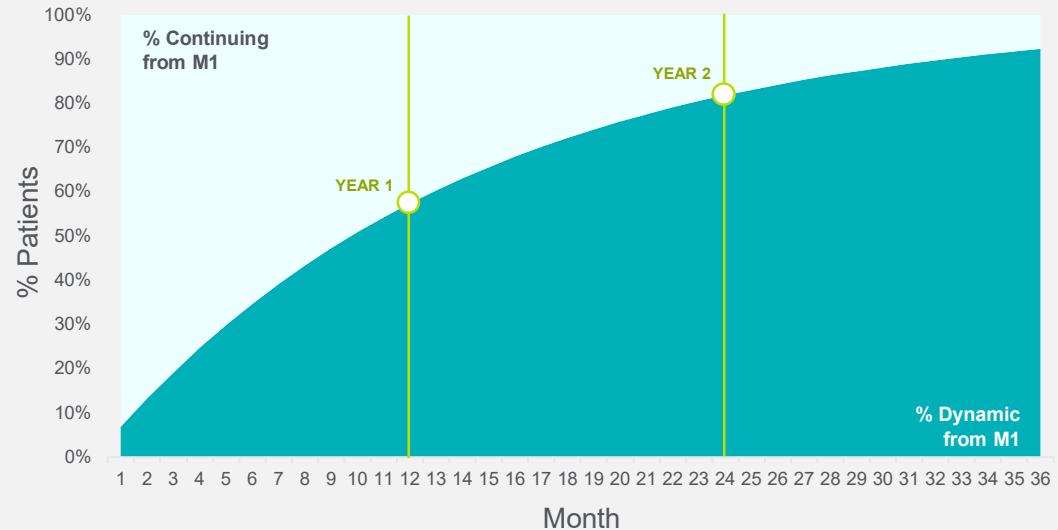
# The \$19 billion psoriasis market is growing and dynamic <sup>1</sup>



7% of patients start or change drug every month <sup>2</sup>



A majority of biologics/new orals psoriasis patients are new to a drug within one-two years <sup>3</sup>



✧ Average monthly volume in Q1 2021 (CAGR vs. Q1 2019)

References: 1. Clarivate/Decision Resources Group, Oct 2020 2. IQVIA Source of Business by Indication Tracking (US), Mar 2021 3. For illustrative purposes: Hypothetical drug with average % new-start patients and persistency; new orals refers to those competing with biologics

# Bimekizumab has the potential to raise treatment expectations

Patients with moderate-to-severe plaque psoriasis place a high value on treatment which provides <sup>❖1</sup>



- Clear skin
- Sustained response
- Rapid onset of action

In Phase-III clinical studies, bimekizumab demonstrated:

## Magnitude of response

~6 out of 10 patients achieved PASI 100 at Week 16 <sup>2,3,4</sup>

## Durability

>6 out of 10 patients achieved PASI 100 up to one year <sup>❖2,4</sup>

## Speed

>7 out of 10 patients achieved PASI 75 at week 4 after 1 dose <sup>2,3,4</sup>

The most frequently reported treatment-emergent adverse events in bimekizumab-treated patients were **nasopharyngitis, oral candidiasis, and upper respiratory tract infection** <sup>2,3,4,5</sup>

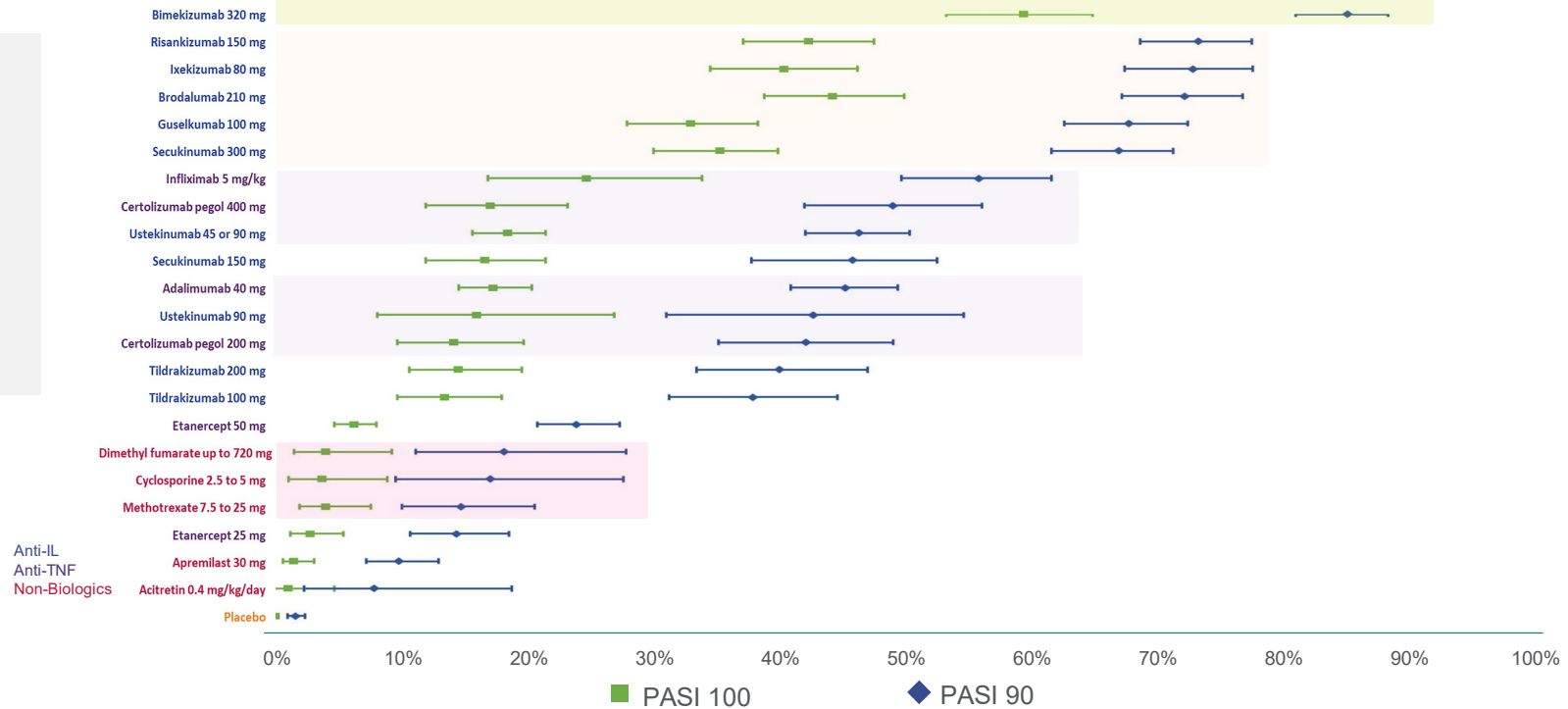
❖ U.S. Cross Sectional Patient Survey (N=500); Attributes are not exclusive

❖ 52-56 weeks

References: 1. Gorelick J, Shrom D, Sikand K, et al. Dermatol Ther (Heidelb). 2019; 9: 785-797; 2. Reich K, Papp KA, Blauvelt A, et al. Lancet. 2021;397(10273):487-498; 3. Gordon KB, Foley P, Krueger JG, et al. Lancet. 2021; 397(10273):475-486; 4. Warren RB, Blauvelt A, Bagel J, et al. N Engl J Med. 2021; 385(2):130-141; 5. UCB Data on File

# In a network meta-analysis bimekizumab was the highest ranked treatment in terms of efficacy - PASI 100 and PASI 90 (10-16 weeks)<sup>✧1</sup>

The probability of bimekizumab being better than every other comparator was  $\geq 99.9\%$  for PASI 100 and PASI 90<sup>1</sup>

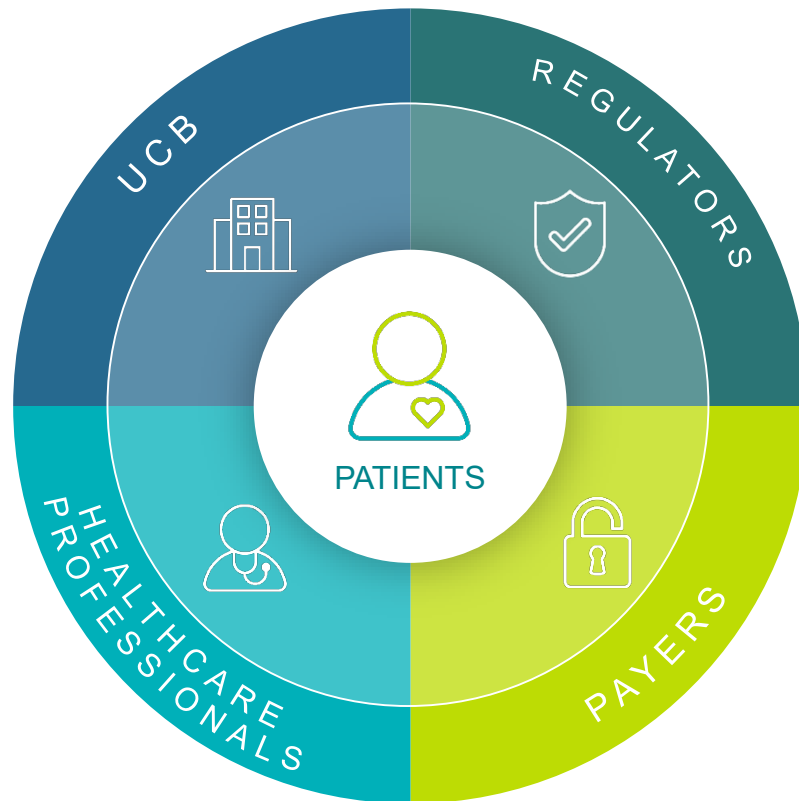


✧ NMA assessed relative clinical efficacy at 10-16 weeks of bimekizumab versus other approved treatments for plaque psoriasis. Values are sorted by PASI 90

Bimekizumab was also the highest ranked treatment for PASI 75, not shown for clarity.

Reference: 1. Armstrong A, Reich K, Warren RB et al., PB13 Comparative Efficacy of Bimekizumab for the Treatment of Moderate to Severe Plaque Psoriasis: A Network Meta-Analysis [abstract]. 2021; Value in Health, 24, (suppl. 1): S14. ISPOR 2021. Figure adapted from Poster presented at Virtual ISPOR 2021

*Strong foundations  
for an exceptional  
experience at launch*







# Clinical Pipeline On Track – Six Phase 3 Study Read Outs Ahead

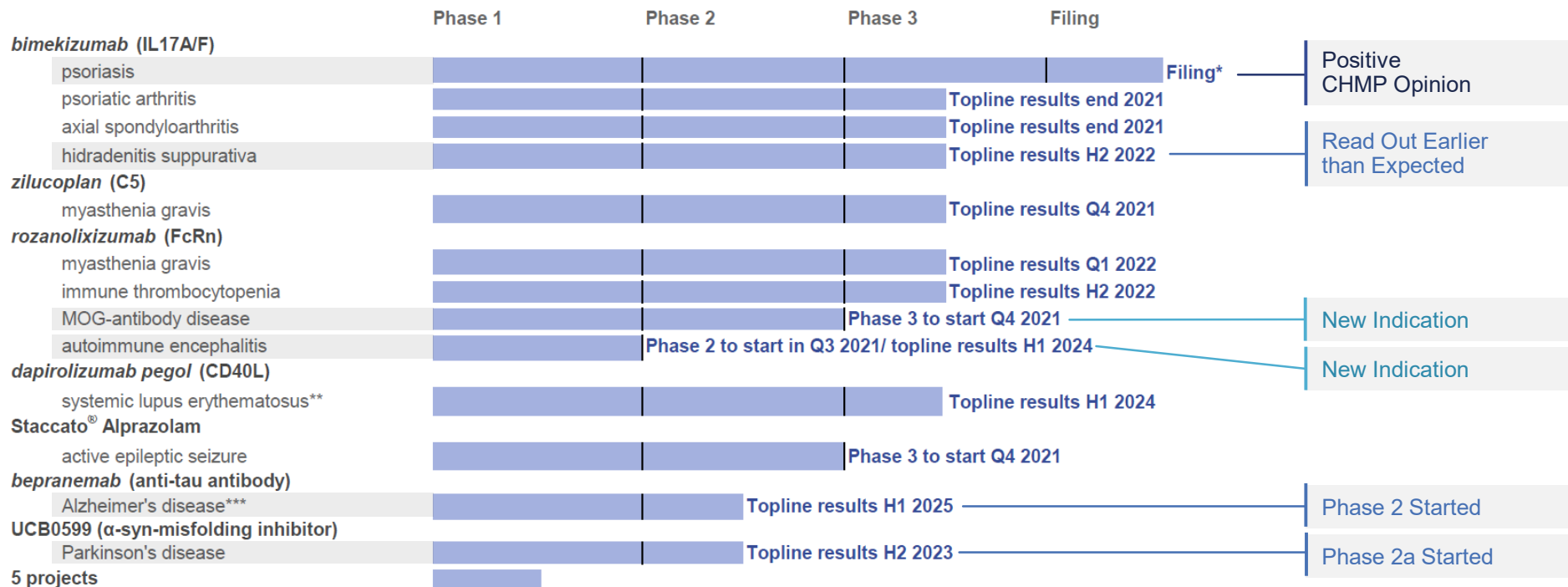
**Iris Loew-Friedrich**  
*CMO*

Céline, UCB



# UCB's Late-Stage Pipeline | All Timelines Confirmed

2021 HY - 18



\*EU: CHMP positive opinion June 2021, U.S. PDUFA date 15 Oct 2021. \*\* in partnership with Biogen. \*\*\* in partnership with Roche/Genentech.

Zilucoplan in amyotrophic lateral sclerosis (ALS) by [HEALEY ALS Platform Trial](#)

MOG – myelin oligodendrocyte glycoprotein-antibody disease



The safety and efficacy of bimekizumab have not been established and it is not approved by any regulatory authority worldwide.



Lut, living with osteoporosis

# 2021 HY Financials – **Solid Performance Enabling Future Growth and Investment in Innovation**

**Sandrine Dufour**  
*CFO*

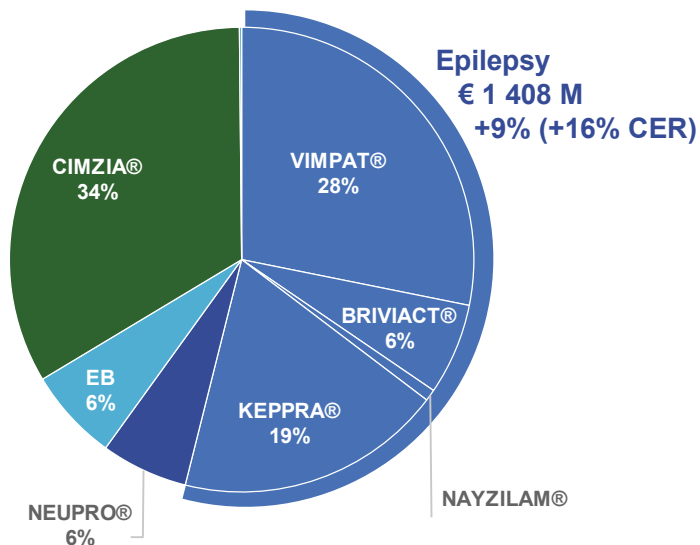
# Strong Underlying Net Sales Growth

Resilient product portfolio, change of E KEPPRA® distribution model & new launches

2021 HY Net Sales

€ 2 651 Million

(+6%; +11% CER)



		Act	CER	
CIMZIA®	€ 873 M	+4%	+11%	Driven by new patient populations
VIMPAT®	€ 735 M	+2%	+9%	Strong growth at CER in all markets
KEPPRA®	€ 485 M	+16%	+23%	Driven by in-market net sales booking in Japan
BRIVIACT®	€ 166 M	+15%	+24%	Reaching more and more patients
NEUPRO®	€ 158 M	+1%	+5%	Strong growth in international markets
NAYZILAM®	€ 21 M	>100%	>100%	Launched December 2019
EVENITY®	€ 4 M	>100%	>100%	Europe, Launched March 2020
Established Brands (EB)	€ 168 M	-18%	-15%	



CER = constant exchange rates

Net sales include € 40 million designated hedges reclassified to net sales, adjusted for E Keppra change of distribution model + 7% CER

# 2021 HY Financial Highlights

| Very solid growth from top- to bottom line

		2021	Actual	CER
<b>Revenue</b>	<b>Net Sales € 2 651 Million +6% (+11% CER)</b> Driven by volume growth and change of E KEPPRA® distribution model in Japan	<b>€ 2 778 million</b>	+7%	+11%
<b>Gross Profit</b>	Gross margin improved from 74% to 75% due to product mix	<b>€ 2 089 million</b>	+9%	+14%
<b>Total Operating Expenses</b>	<b>+7% Marketing and Selling Expenses</b> including digital: CIMZIA® / NAYZILAM® / EVENITY® launches + BIMZELX® launch preparations <b>+9% R&amp;D Expenses:</b> Late-stage pipeline with five Phase 3 assets – Ratio 27%	<b>€ 1 407 million</b>	+7%	+11%
<b>Adjusted EBITDA*</b>	<b>Adjusted EBITDA/Revenue Ratio 30%</b>	<b>€ 843 million</b>	+8%	+16%
<b>Profit</b>	<b>Lower Other Expenses</b> (€ 4 million after € 95 million in HY 2020), Tax Rate 12%, <b>€ 571 Million Attributable to UCB Shareholders</b> (non-controlling interest expired)	<b>€ 571 million</b>	+47%	+60%
<b>Core Earnings per share</b>	<b>Based on 189 Million Weighted Average shares outstanding** (2020: 189m)</b>	<b>€ 3.40</b>	+21%	+37%



CER = constant exchange rates

\*Earnings before Interest Taxes Depreciation & Amortization. \*\*Total number of shares 194.5 million.

# Financial Guidance 2021 Confirmed

UCB will continue to closely follow evolving COVID-19 pandemic diligently to assess potential challenges

## Revenue

Continued strong core products growth, tracking towards confirmed **peak sales**

€ 5.45 - 5.65  
Billion

## Adjusted EBITDA\* / Revenue Margin

R&D expense ratio of ~30%

27 - 28%

## Core EPS

Tax rate around mid-teens

€ 5.6 - 6.10\*\*

## Peak Sales



≥ € 2 Billion  
by 2024



≥ € 1.5 Billion  
by 2022



≥ € 600  
Million  
by 2026



\* Earnings before Interest Taxes Depreciation & Amortization, is renamed into "adjusted EBITDA"

\*\* Based on 189 million shares outstanding

# 2025 | How We Get There... Topline Evolution

2020 FY - 23

2020

STRONG  
PRODUCT  
PORTFOLIO

BRIVIACT®  
NAYZILAM®  
EVENTITY®

— NEUPRO®, VIMPAT® and  
CIMZIA® patent expiration

+ BIMZELX® in  
5 indications\*  
*rozanolixizumab* and  
*zilucoplan* launches

2025

Leadership in  
5 patient populations  
**> € 6 billion  
revenue**



\* Psoriasis, psoriatic arthritis, ankylosing spondylitis, non-radiographic axial spondyloarthritis and hidradenitis suppurativa (HS)

# 2025 | How We Get There... Building Blocks Margin

2020 FY - 24

## Gross Margin

Improving thanks to product mix

## Operating Leverage

M&S and R&D decreasing as a % of revenues

## EVENITY<sup>®</sup> Margin

Higher share of contribution vs share of revenues



**Low- to mid-thirties  
% EBITDA margin**





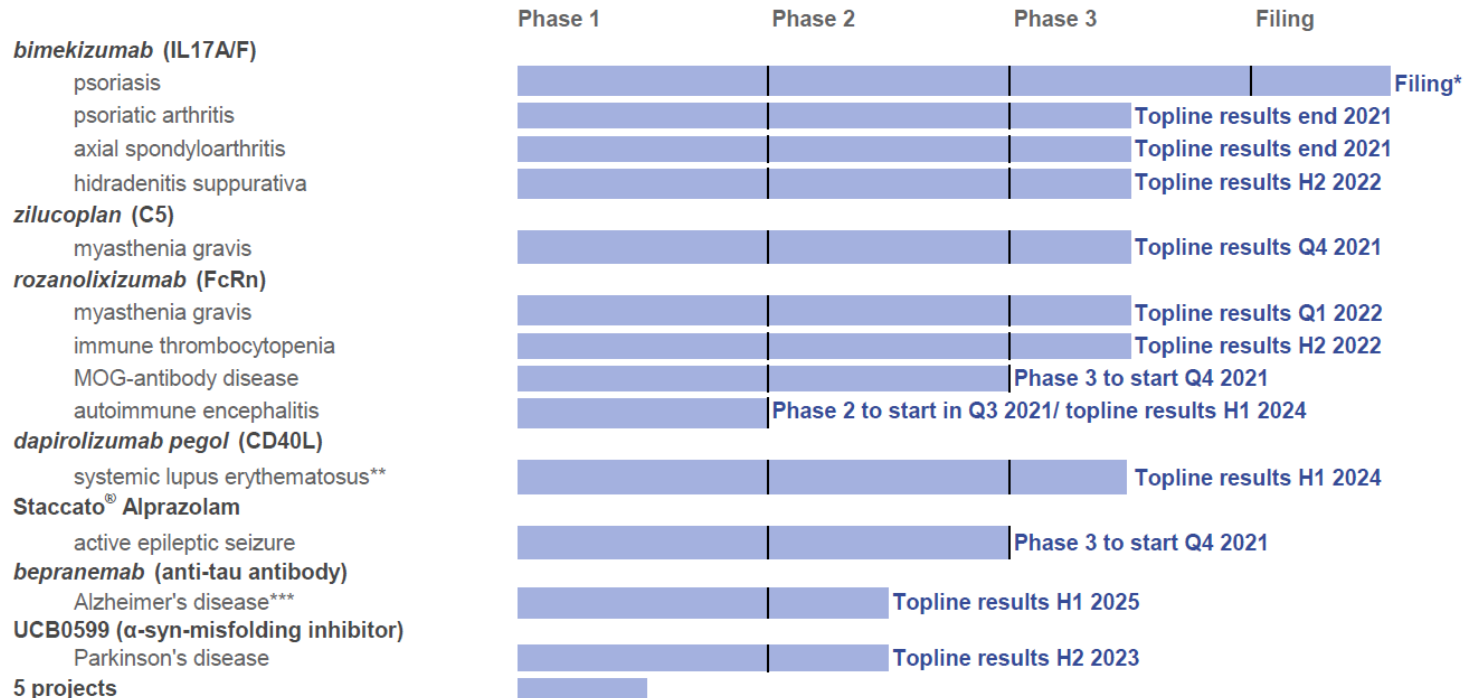
Kenichiro, living with rheumatoid arthritis

# What the Future Holds...

Jean-Christophe Tellier  
CEO

# ...Supported by UCB's Late-Stage Pipeline

All timelines confirmed



\*EU: CHMP positive opinion June 2021, U.S. PDUFA date 15 Oct 2021 \*\* in partnership with Biogen \*\*\* in partnership with Roche/Genentech

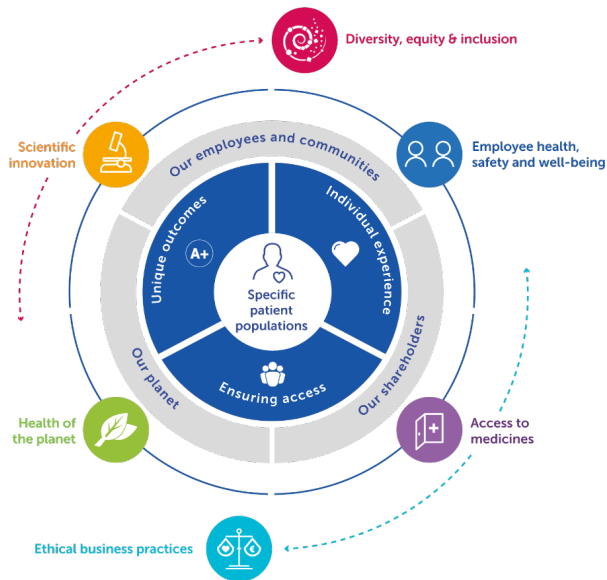
Zilucoplan in amyotrophic lateral sclerosis (ALS) by HEALEY ALS Platform Trial

MOG - myelin oligodendrocyte glycoprotein-antibody disease

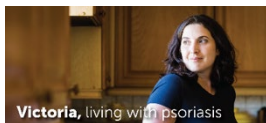
Safety and efficacy have not been established and are not approved by any regulatory authority worldwide.



# We See Sustainability as an Approach for Business Growth and Societal Impact



2022-2025



Victoria, living with psoriasis

## Value for patients

We aim to bring to patients **differentiated solutions with higher predictability of response** and in **2030, all patients who need these solutions shall have access to them in a way which is viable for patients, society and UCB.**



Véronique, UCB

## Value for people at UCB and our communities

We are creating the right conditions for **all UCB employees to thrive.**

We support **vulnerable populations** in the countries where we operate.



## Value the planet

**By 2030, we will be carbon neutral** and we will have **reduced our water consumption** and waste production by respectively 20% and 25%.



## Value for shareholders

**By 2025, we will lead in 5 specific patient populations**

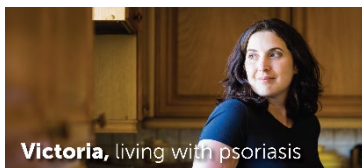
Our revenue are expected to reach of **at least € 6 billion** and our **adj. EBITDA margin to be in the low to mid-thirties.**

We will have **improved significantly our ESG rating performance.**

# ...Continuing to Advance on Our Sustainable Growth Journey

2021 HY - 28

## Long Term Objectives



### Value for patients

**Progressing on our Access Performance Index:**


- + NAZYLAM®
- + new countries to reach a total of 25 countries

Exploring **new business models for epilepsy in India: pilot ready to start** in Q4/2021 to test a social business prototype



### Value for people at UCB and our communities

**Hybrid working model** announced

 **Avid Employee Resources Group** launched for employees living with a health condition, a disability or those who are care-givers

Health Safety and Wellbeing index update year-end

DE&I index under development

 **UCB Community Health Fund: 2<sup>nd</sup> call for projects**



### Value the planet

**-23.7%** vs. -3%\*  
as year end target for emissions from energy consumptions and goods distribution

**-96%** vs. -40%\*\*  
as year-end target for business travel

**15%** vs. 15%  
as year-end target for suppliers (*by emissions*)



### Value for shareholders



UCB ESG **Sustainalytics** rating **improved to low risk (16.7)** from medium risk (25.4)

# Leadership in 5 Specific Patient Populations by 2025...

2021 HY - 29

| Creating value for patients

## Partial Onset / Focal Epileptic Seizures

KEPPRA®, VIMPAT®, BRIVIACT®, NAYZILAM®, STACCATO® *alprazolam*\*

## Psoriatic Arthritis

CIMZIA®, *bimekizumab*\*

## Woman of Childbearing Age

CIMZIA® & KEPPRA®\*\*

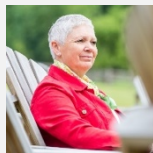
## Osteoporosis-Related Fractures

EVENITY®

## Myasthenia Gravis

*zilucoplan*\*, *rozanolixizumab*\*

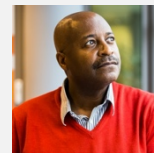
For patients like . . .



Lut, living with osteoporosis



Caroline,  
living with  
psoriatic arthritis



Lloyd,  
living with epilepsy



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\*\* Prolonged experience with Keppra® in pregnant women has not identified a drug-associated risk of major birth defects or miscarriage, based on published literature, which includes data from pregnancy registries and reflects experience over two decades: full label: [https://www.accessdata.fda.gov/drugsatfda\\_docs/label/2019/021035s102,021505s042lbl.pdf](https://www.accessdata.fda.gov/drugsatfda_docs/label/2019/021035s102,021505s042lbl.pdf)

Evenity® in collaboration with Amgen



## Guidance 2025

Leading in 5 specific patient populations

**Financial guidance** – at least € 6 billion top line,  
low- to mid-thirties EBITDA margin

Improved ESG rating performance

UCB on Track

+

Resilience

Sustainable  
Growth



Inspired by **patients.**  
Driven by **science.**