

# BACHEM HALF-YEAR RESULTS 2021

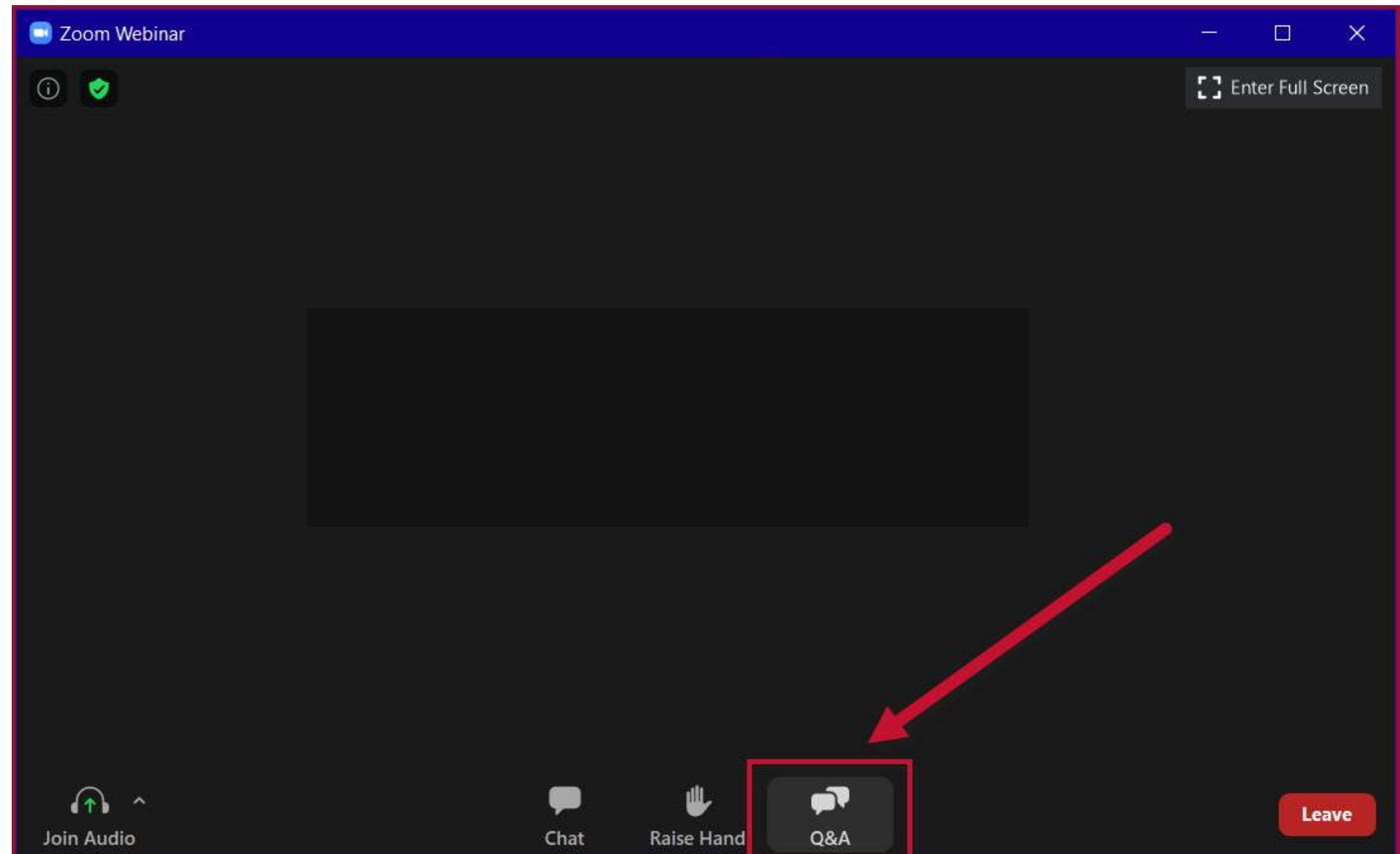
Date | August 27, 2021  
Location | Bubendorf  
Name | Thomas Meier / Alain Schaffter

**BACHEM**

# HOUSEKEEPING

Write to us in the **Q&A** section anytime.

At the end of the presentation we will have time for questions.



# SPEAKERS



**Thomas Meier**  
CEO



**Alain Schaffter**  
CFO



**Daniel Grotzky (Moderator)**  
Head Group Communication

# AGENDA

- Half-Year Results 2021 Thomas Meier
- Financial Review H1 2021 Alain Schaffter
- Outlook 2021 Thomas Meier
- Q&A All

# HALF-YEAR RESULTS 2021

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Thomas Meier

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# STRONG GROWTH IN FIRST HALF OF 2021

## Sales:

- CHF 239.1 million (+ 35.0%)
- Growth across all product categories & geographies

## EBIT:

- CHF 61.9 million (+ 53.9%)

## Capacity:

- CAPEX investment of CHF >50 million in first half of the year
- 107 new positions created to a total of 1 636 employees globally

# KEY FIGURES H1 2021

	H1 2021	H1 2020	Change CHF	Change LC
Sales (in CHF million)	239.1	177.1	+ 35.0%	+ 39.5%
EBITDA (in CHF million) <i>in relation to sales</i>	75.5 31.6%	53.0 29.9%	+ 42.5%	+ 52.4%
EBIT (in CHF million) <i>in relation to sales</i>	61.9 25.9%	40.3 22.7%	+ 53.9%	+ 66.6%
Net income (in CHF million) <i>in relation to sales</i>	53.1 22.2%	32.8 18.5%	+ 61.8%	
Earnings per share (in CHF)	3.80	2.35	+ 61.8%	
Cash flow from operating activities (in CHF million)	59.8	58.7	+ 1.8%	
Number of employees (in full-time equivalents)	1 580	1 475 <sup>1</sup>		

<sup>1</sup> Value as per December 31, 2020

# OUTLOOK 2021: COMMITMENT TO PROFITABLE GROWTH

## Sales:

- CHF 500 million in 2021
- Average annual growth of about 15% over next five years (2022-2026)

## EBIT:

- Growth by percentage ahead of sales

## Capacity:

- Global investment volume of over CHF 500 million in the next five years



# GROWTH IN ALL PRODUCT CATEGORIES

in million CHF	H1 2021	Change in local currency	Change in CHF	Sales share
Research & Specialties	22.6	+48.1%	+43.7%	9.4%
CMC Development	68.3	+35.1%	+30.7%	28.6%
Commercial API	148.2	+40.3%	+35.8%	62.0%
<b>Total sales</b>	<b>239.1</b>	<b>+ 39.5%</b>	<b>+ 35.0%</b>	<b>100.0%</b>

Note to analysts:

Former reporting APIs *roughly corresponds* to Commercial API and CMC Development.

Former reporting in Research Chemicals *roughly corresponds* to Research & Specialties.

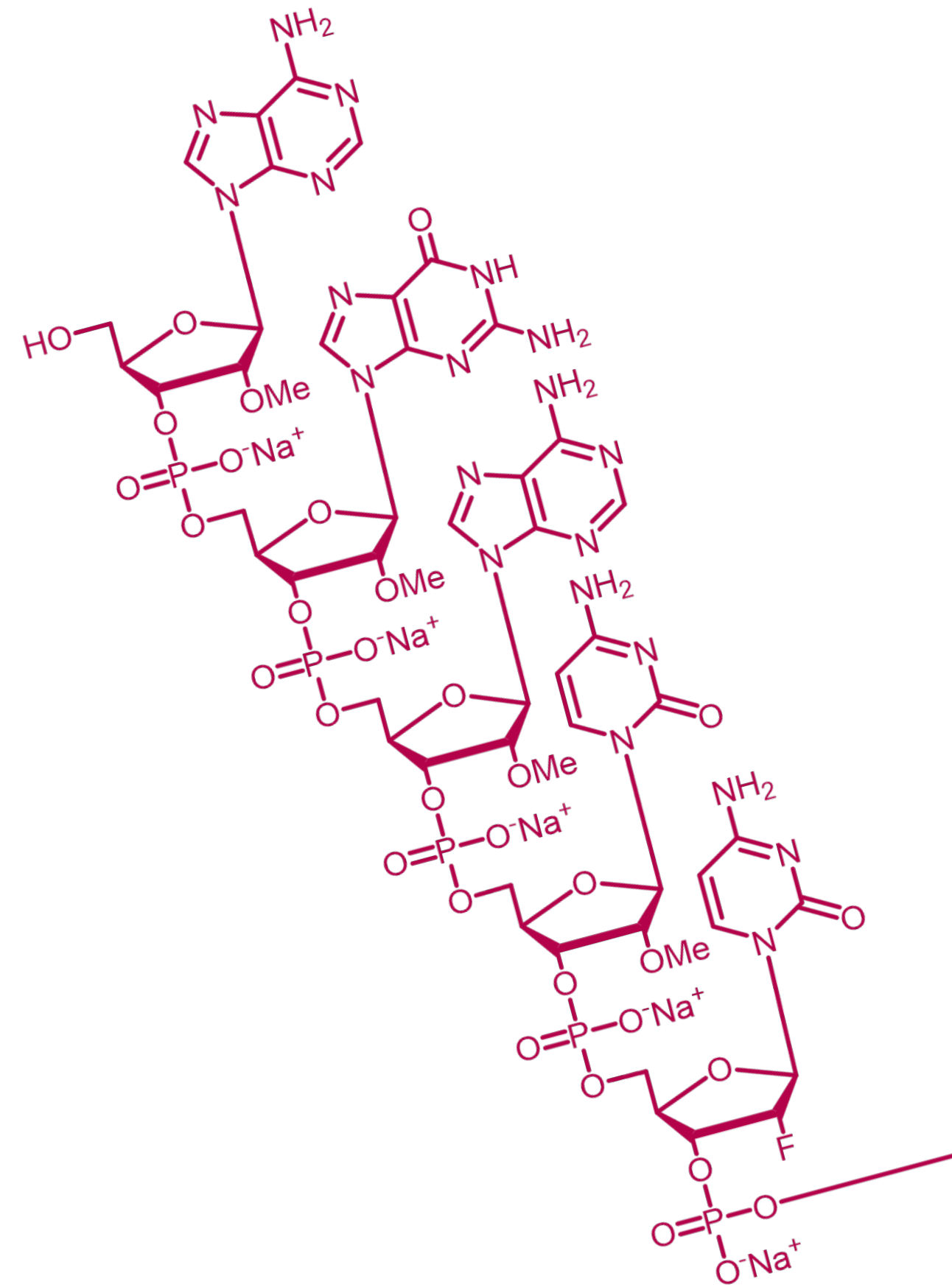
# GEOGRAPHICALLY BALANCED

in million CHF	H1 2021	Change in local currency	Change in CHF	Sales share
Europe/Asia	116.9	+ 42.2%	+ 41.3%	48.9%
North America	122.2	+ 36.9%	+ 29.5%	51.1%
<b>Total sales</b>	<b>239.1</b>	<b>+ 39.5%</b>	<b>+ 35.0%</b>	<b>100.0%</b>

Stronger balance between Europe/Asia and North America region.

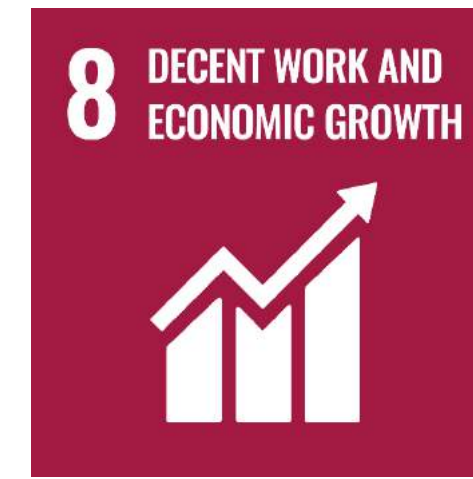
North America growth in CHF affected by appreciation of CHF against USD .

# UPDATE OLIGONUCLEOTIDES



- Oligonucleotide business is on track.
- Develop as a second strategic pillar alongside peptides.
- Goals remain CHF 100 million sales medium-term, aim to be among top three oligo CDMO.
- Expanding commercial activities.
- New manufacturing capacity to go online by end of Q4/2021.

# SUSTAINABILITY AT BACHEM: AS AN ELEMENT OF ONGOING BUSINESS...



## *Bachem's business model makes ongoing contribution to key UN SDGs*

Enable treatment of wide range of diseases in partnership with customers.

Vocational training and ongoing education to maintain highly-skilled work force

Responsible employer and strong commitment to sustainable growth and ongoing innovation

Employee and community safety, sound management of chemicals, reduction of release to air, water and soil and reduction of waste generated

# SUSTAINABILITY AT BACHEM: ...AND FURTHERED THROUGH SPECIFIC TARGETS.

## Energy Consumption

- Reduce in energy consumption per FTE by 20% by 2026



## Global Greenhouse Gas Emissions

- Halve GHG emissions per FTE by 2026
- Achieve climate neutrality by 2030



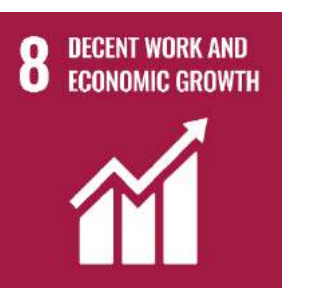
## Occupational Health & Safety

- Reduce Lost Time Incident Rate to  $\leq 1.0$  by 2026



## Diversity and Equal Opportunity

- Increase proportion of women in workforce & management by 10% by 2026
- Reflect the local communities we are part of in Bachem's workforce



*Sustainability Management at all sites examined through EcoVadis: Silver Medal (top 25%).*



# FINANCIAL REVIEW H1 2021

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Alain Schaffter

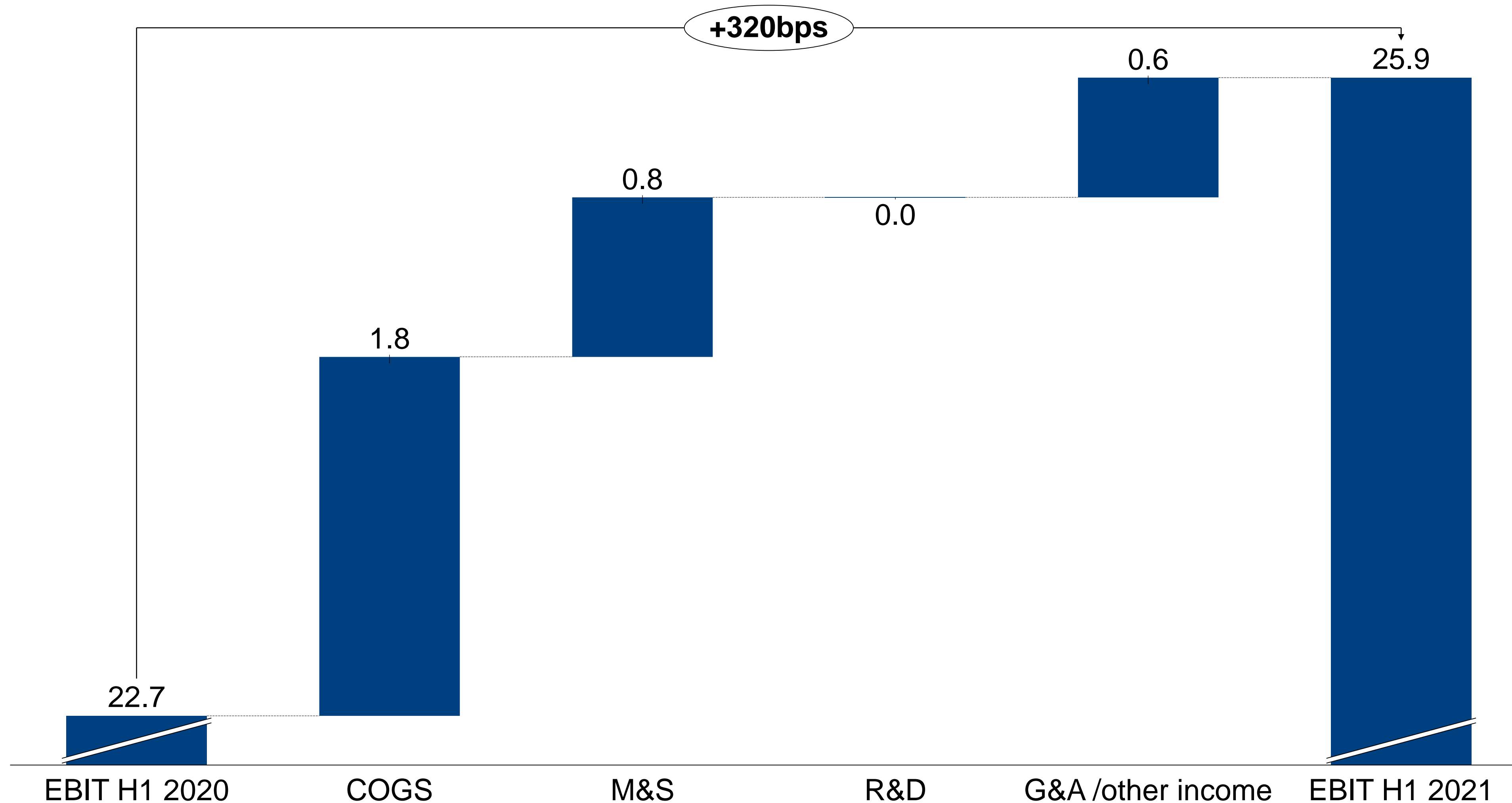
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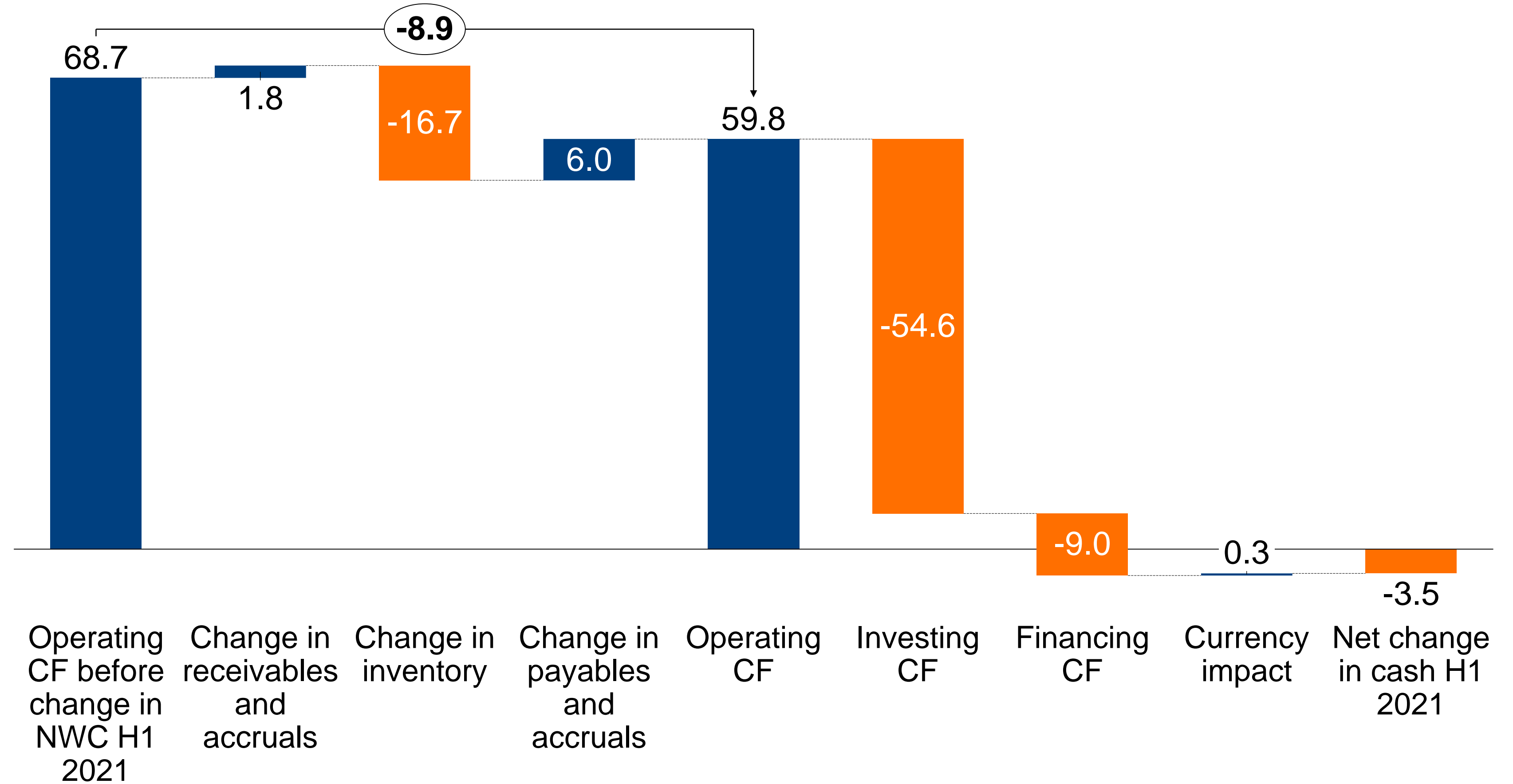
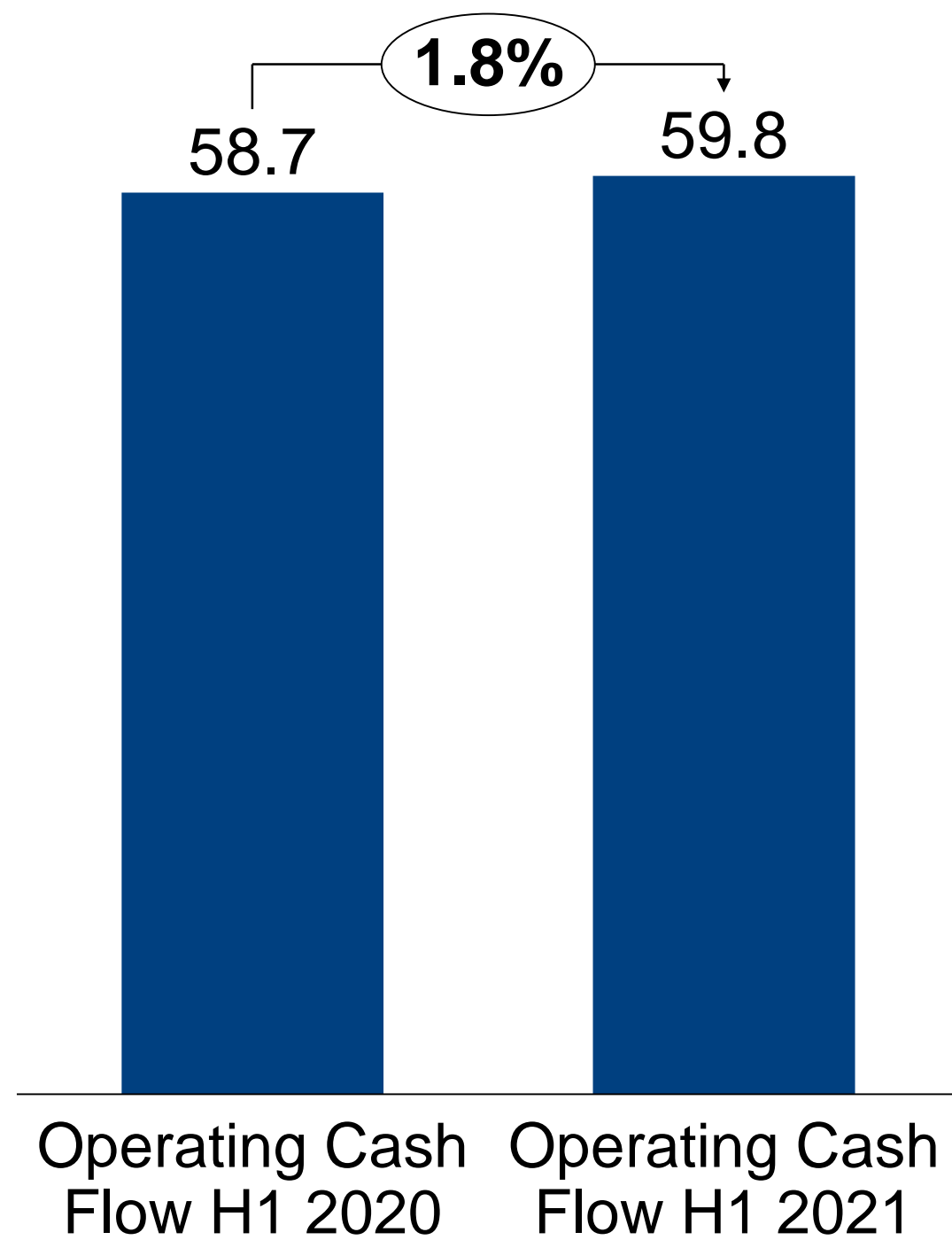
<sup>1</sup> Value as per December 31, 2020

# DRIVERS OF EBIT MARGIN INCREASE FROM 22.7% TO 25.9% (IN %)

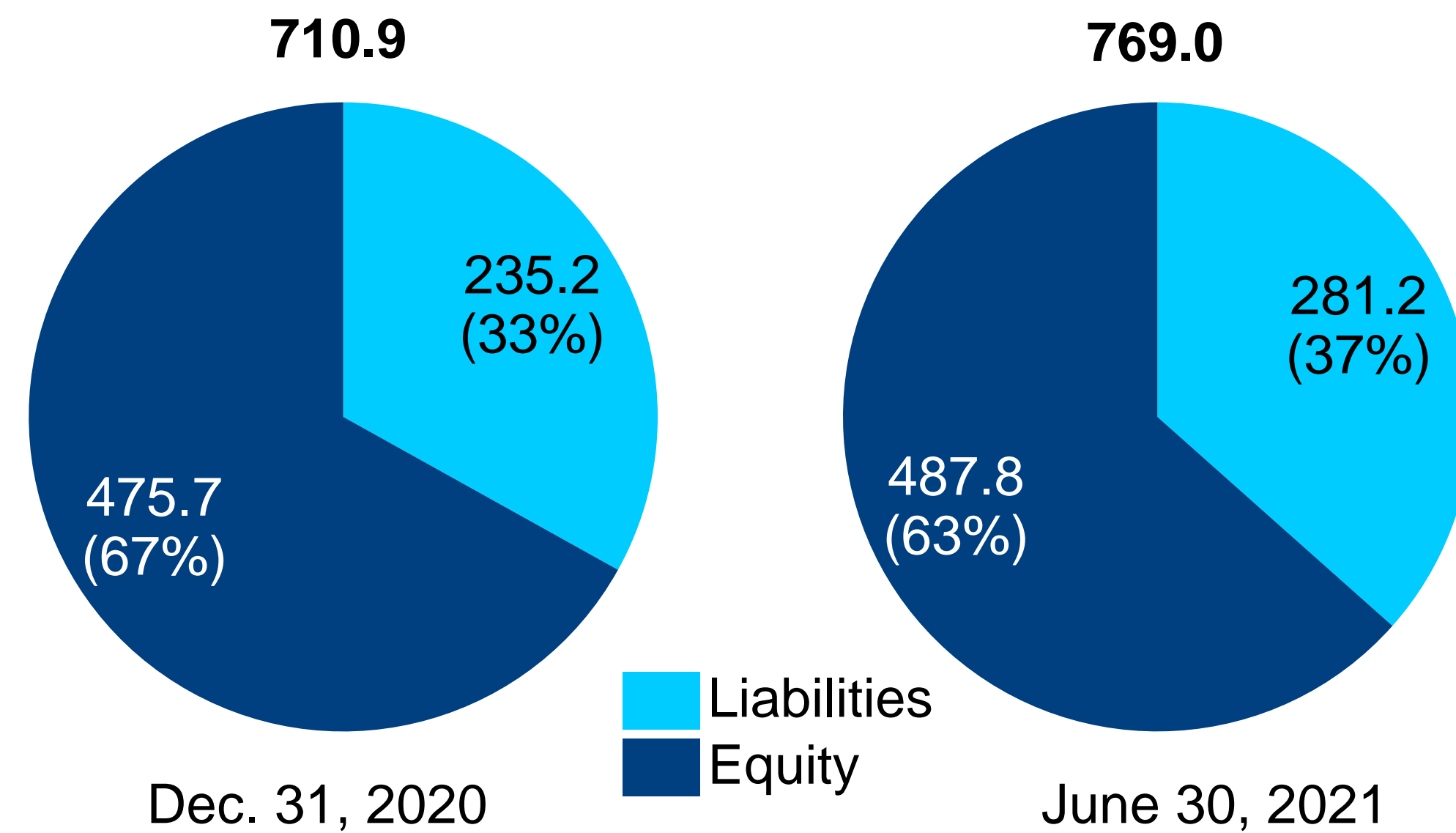
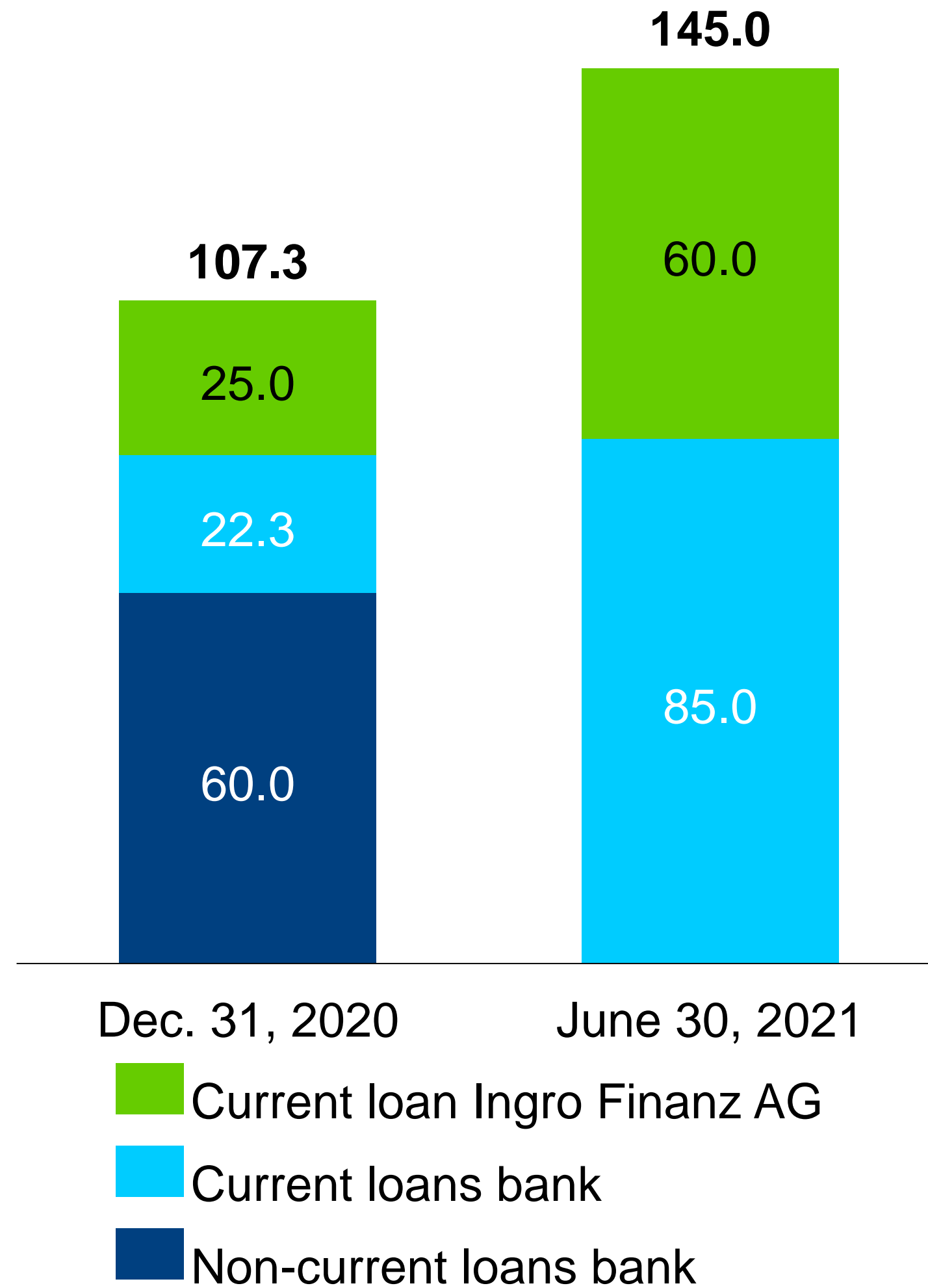




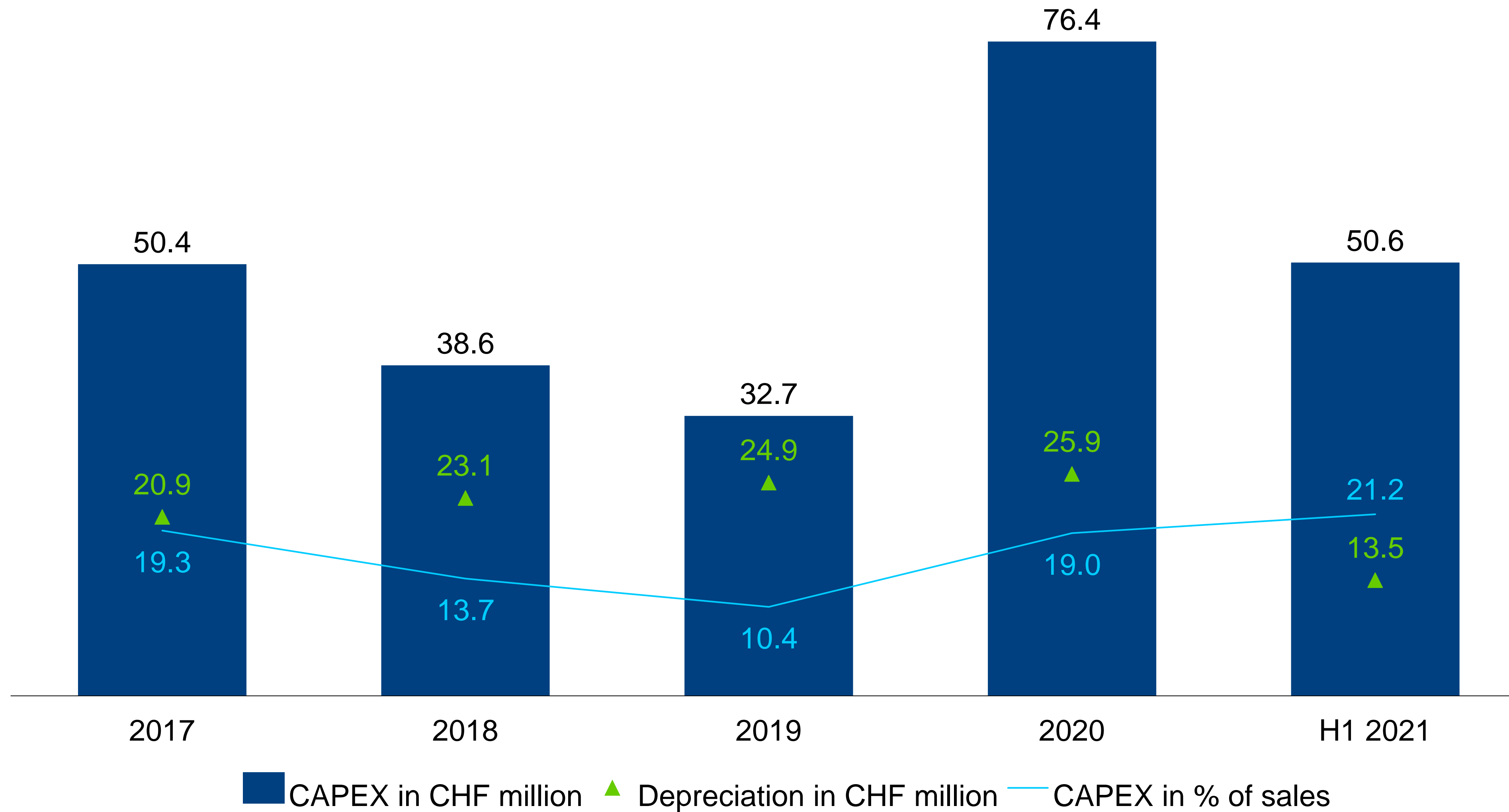
# INCREASED OPERATING CASH FLOW BY 1.8% TO CHF 59.8 MILLION (IN CHF MILLION)



# STABLE EQUITY RATIO (IN CHF MILLION)



# CAPEX OVERVIEW 2017 – H1 2021



# OUTLOOK 2021

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Thomas Meier

**BACHEM**

# DYNAMICS & GROWTH DRIVERS

## Internal factors

- NCE pipeline with >150 projects
- US-FDA approved four products with Bachem drug substances in H1 2021
- Strong productivity & profitability dynamic
- Success of oligonucleotide offering at all clinical stages
- Positive results in securing captive peptide business
- Capacity investments in all GMP locations for future growth

## External factors

- Outsourcing trend in Pharma and Biotech
- Market expansion for peptide and oligonucleotide therapeutics
- New applications
- New formulations

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## QUESTIONS

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**THANK YOU FOR YOUR ATTENDANCE!**

Question? Send an e-mail to...

**ir@bachem.com**

**media@bachem.com**





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- 2 legislative and regulatory developments and economic conditions;
- 3 delay or inability in obtaining regulatory approvals or bringing products to market;
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- 5 uncertainties in the discovery, development or marketing of new products or new uses of existing products, including without limitation negative results of clinical trials or research projects, unexpected side-effects of pipeline or marketed products;
- 6 interruptions in production;
- 7 loss of or inability to obtain adequate protection for intellectual property rights;
- 8 litigation;
- 9 loss of key executives or other employees; and
- 10 adverse publicity and news coverage.

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