

FIRST QUARTER 2022

DISCUSSION

Andreas Eckert CEO & Founder 12 May 2022

EZAG: A Diversified Specialist for Radioactive Applications





MEDICAL

Medicine

HOLDING
Group Items/
Pipeline

Radiation Sources



Medical Devices

Pentixa Myelo

Services



Pharmaceuticals

Special projects

Trade



Lab Devices

......

Disposal



Engineering

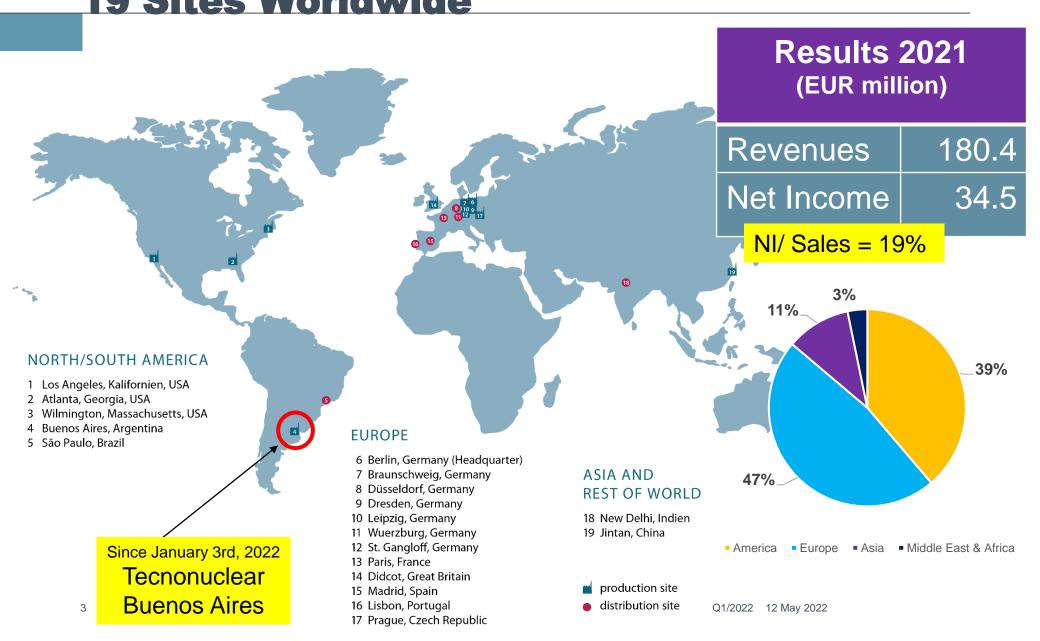


180.4 million EUR Revenues in FY 2021 34.5 million EUR Net Income



930 Employees (Headcounts) 19 Sites Worldwide

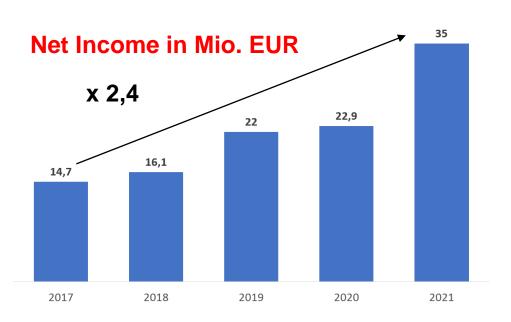




Growing Profits, Growing Dividends



Dividend/ share in EUR (share splitt adjusted)





In the Middle of a Rapidly Expanding Pharma Market



Recent Therapeutic Product Approvals and Pipeline Advancements Have Shifted the Radiopharmaceutical Modality into Multi-Billion Dollar Opportunities Alpha Therapeutic Radiopharmaceuticals Approval Date **Key Products Beta Therapeutic** 2013 Radiopharmaceuticals Select Key Pipeline Companies **Key Products** Companion Theragnostic 2018 **AZEDRA** Ablaze Radiopharmaceuticals iobenguane | 131 ######### LUTATHERA" 2018 **Key Products AlphaTAU** THERASPHERE[®] AKTIS 2007 2021 illuccix **Unpaired Diagnostic** Y-90 Glass Microspheres Radiopharmaceuticals **Key Pipeline** PYLARIFY' 2021 BAYER alpho 96 NOVARTIS PSMA-617 (Filed) •Detectnet* 2020 **Key Products** ìtm Solucin (Ph. 3) AXUMIN* 2016 2016 CULIUW. CUTIE PSMA-I&T (Ph. 3) Fusion DaTscan® 2011 **Key Pipeline** THIC PNT-2002 (Ph. 3) **FDG** 2000 Ga-68 PSMA-11 (Filed) 6 NOVARTIS PNT-2003 (Ph. 3) Ü novartis **WINT NEUROLITE** Zr-89 Df-Crefmirlimab (Ph. 2) magnit 1994 LMI-1095 (Ph. 2) Lantheus Ga-68 PSMA-R2 (Ph. 1) 6 NOVARTIS Cardiolite RayzeBio 1990

Faced with Plenty of Exogenous Challenges



- Corona has not yet receded
 - China still closed
 - Travel and trade still impacted
- Ukraine war
 - Supplies continue unaffected
 - -Threat to 2022 EBIT ≠ zero
- Inflation heating up
 - Interest rates rising
 - Technology stock market collapse













Q1-2022 THE ESSENTIALS

Revenues are Growing, Earnings are Stable



- Revenues YoY +13% to now 49.9 mm EUR
- Adjusted earnings YoY stable (> 0%)

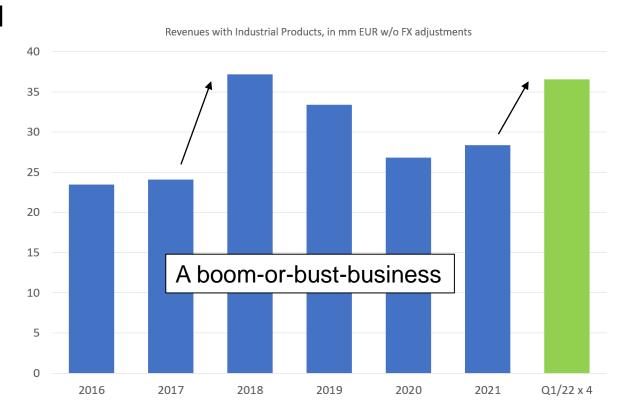
| Net income Q1/ 2021 | 11,7 | | |
|------------------------------|------|------|--|
| Adjustment for one-off (HDR) | -6,8 | | |
| 2021 base | 4,9 | 100% | |
| | | | |
| Net income Q1/ 2022 | 3,5 | | |
| Expensed assets (China, US) | 0,5 | | |
| Currency headwind | 0,4 | | |
| PoC correction | 0,4 | | |
| HDR tail | 0,3 | | |
| NI Q1/22 adjusted | 5,0 | 102% | |



Notable Details #1

Industry is back!

- 30% revenue growth YoY (+ 7 to 30 mm EUR)
- EBIT in Q1/22 jumps up 59% (+2.2 mm EUR)
- NI in Q1 Y2Y jumps 54% by 1.4 to 3.9 mm EUR
- Latin America (SPECT), oil and industrial products lead the pack
- Exchange rate tailwind



Notable Details #2

Weak quarter for Medical, but no change of paradigm

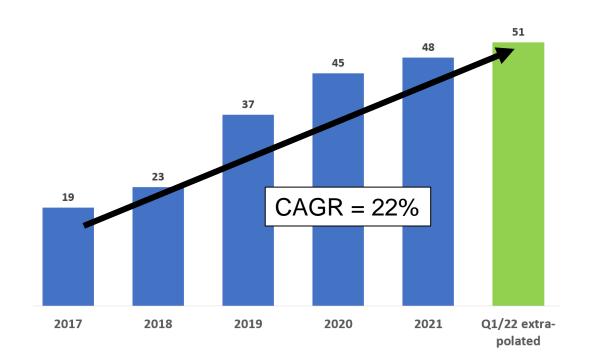
- 5% revenue decline YoY (minus 1.2 to now 20 mm EUR)
 - Deconsolidation of MICK/ HDR
 - No generator shipments in week 1
- Net income in Q1/22 shrinks by 8.2 to 3.5 mm EUR
 - -Largest effect (6.8 mm EUR) due to HDR one-off.
 - -Remaining decrease of 1.4 mm EUR due to
 - HDR deconsolidation
 - currency headwind
 - Fudge/ non-current asset expensed
- All in all, same profitability as in Q1/22

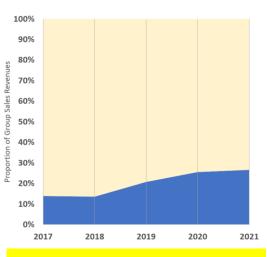


Notable Details #3

Radiopharmaceuticals grow unabatedly

- Sales revenues from Ga-68 pharmaceutical generators
- Sales revenues from pharmaceutical grade Y-90 and Lu-177
- Sales revenues from SPECT products, generators & cold kits
- Production equipment sold to manufacturers of radiopharmaceuticals
- Development services sold to manufacturers of radiopharmaceuticals





Radiopharmaceuticals in Q1/2022 > 25% of total group sales

Notable Detail #4: Money is Being Put to Work



Shift from current to non-current assets continues

 Net cash in Q1/22 decreases by <u>14 mm EUR</u> to 83 mm EUR

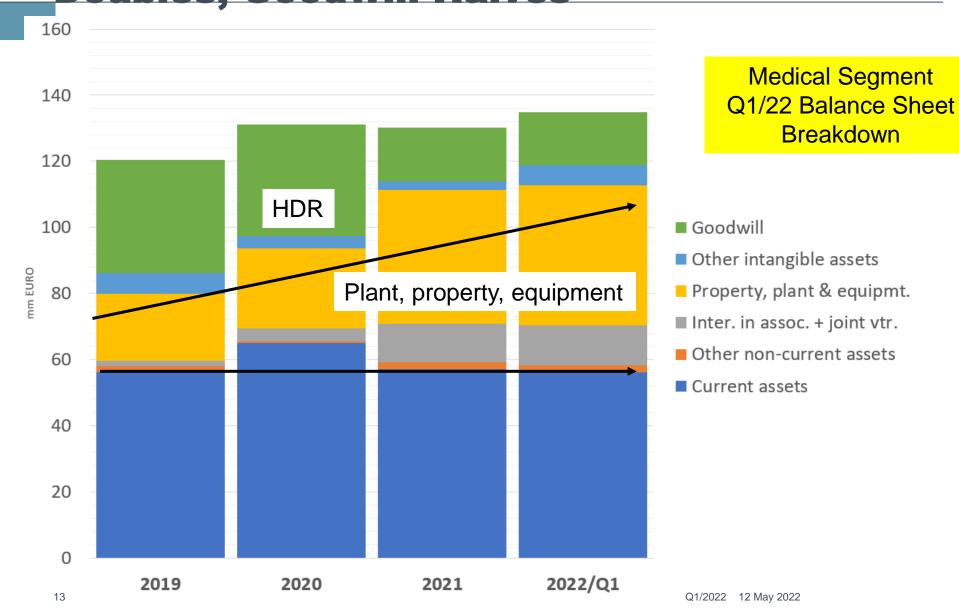
 Non-current assets increase by 13 mm EUR to 360 mm EUR

- Atom Mines/ Texas
- -Tecnonuclear/ Argentine
- –GMP Suites/ Boston
- Upgrade labs Germany
- -China/ Jintan (Q2 ...)
- -Pentixapharm (Q2 ...)



In Medical Segment, Equipment 💆 Eckert & Ziegler Doubles, Goodwill Halves





For the Bean Counters: Our Complete Group Balance Sheet



Balance sheet as of March 31, 2022 (in EUR million)

| Cash/Stocks | 85 | Equity | 195 |
|-------------------|-----|------------------------------|-----|
| Receivables | 36 | Minority Interests | 5 |
| Inventory | 39 | IFRS 16 Leasing | 20 |
| IFRS 16 Leasing | 19 | Accruals/Provisions | 77 |
| Intangible Assets | 73 | Other Short Term Payables | 49 |
| Fixed Assets | 66 | Other Long Term Payables | 14 |
| Others | 42 | | |
| Total Assets | 360 | Total Liabilities & Equities | 360 |

Cash ≈ 85 Mio. EUR

Equity ratio 56%





Q1-2022

UNDER THE SURFACE

Progress on all Fronts



- Product portfolio continues to expand
 - Landmark agreement with Czech Research Institute for development of alpha technology executed
 - Major term sheet for long-term labeling services in new Berlin facility signed



- EMA is slow, but Pentixapharm plows ahead
 - Academic studies blossom



China build-up continues despite Corona



SPECT exceeds expectations

Strategic Alliance with Czech Research Institute Executed





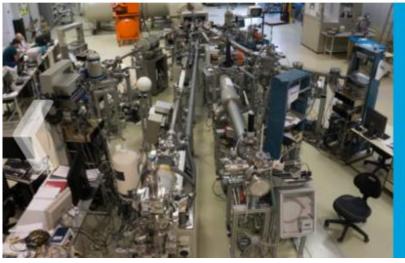
- EZAG gains access to fully licensed alpha site within 1 hour drive of Dresden
 - Cyclotron already installed
 - Work area available
- EZAG to finance pilot Actinium-225 production line
- EZAG gains rights to technology improvemens



NUCLEAR PHYSICS INSTITUTE CAS

public research institution







A Strategic Step in Building an Alpha Powerhouse (Ac-225)





Raw material supply

- Largest European stock of Ra-226
- Processing contracts with leading nuclear facilities in place

Capsulation

 World class know how through industrial segments' sealed sources division

Licensed Manufacturing Site

Pilot plant build-up contractually secured

Radon capture

 Technology development contracts with leading European research facilities

Separation

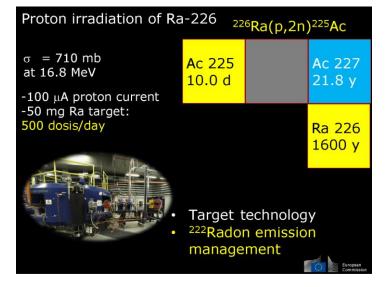
- Process know how from Lu-177 and other isotopes
- Development contract & licensing agreements with leading European research facility secured

Purification

 Development contract & licensing agreements with leading European research facility in place

GMP fill & finish

Completion of GMP labs in Europe and US immanent





Term Sheet with First CDMO Facility II Tenant Executed

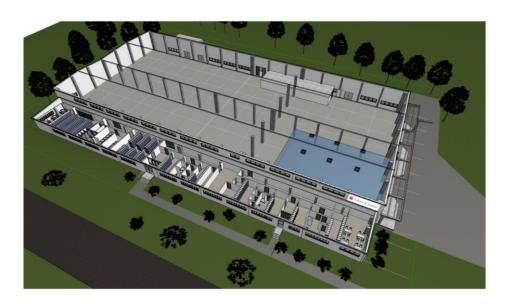






Contract Development and Manufacturing Facility Berlin II

- Long term lease (up to 2086) signed with the City of Berlin in 2021
- 4.800 sqm, state-of-the-art floor space for development labs and radiopharmaceutical GMP production
- Excellent accessibility
- Ready for use from 2023 on



Pentixapharm: Application for Phase III is in, but EMA is Slow



Dear ...,

Please note that due to continued exceptionally high number of applications and unavailability of assessment teams that is also related to the COVID-19 pandemic, we regret to inform you that we were not able to identify two coordinators for a start on 7 February 2022 despite our continuous efforts and your procedure being on a priority list.

The aimed start of procedure is **now 4 April 2022**.

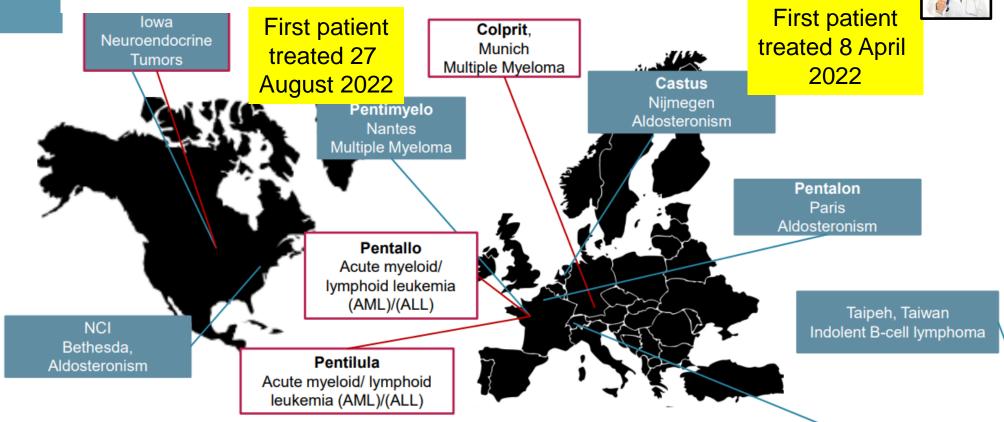
Rest assured that your procedure will remain at the top of the priority list and we are doing our best to identify a suitable team as soon as possible.



Still, Academic Support Studies Continue







[68Ga]Ga-PentixaFor

[177Lu]Lu/[90Y]Y-PentixaTher

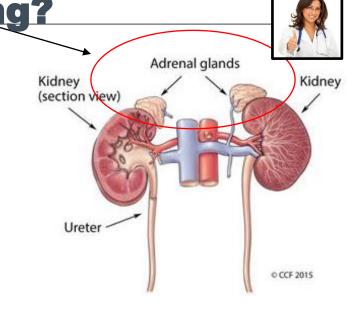
Pretoria, South Africa
Oropharyngeal squamous cell carcinoma

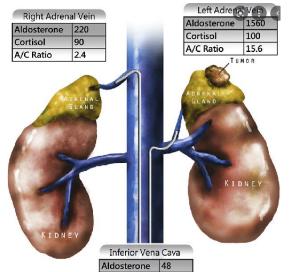
Lausanne
Acute myocardial
inflammation

Hyperaldosteronism – What Makes the Diagnostic Exciting?

Eckert & Ziegler

- 1. Frequent: Primary hyperaldosteronism can be seen in about 10% of hypertensive patients. The prevalence of primary hyperaldosteronism has varied from 4.6 % to 16.6 % in different studies, depending on patient selection, diagnostic methods, and severity of hypertension.
- 2. Medical Need: Without proper treatment, patients with hyperaldosteronism often suffer from poorly controlled high blood pressure and are at increased risk for heart attacks, heart failure, strokes, kidney failure, and early death.
- 3. Surgery is the preferred treatment in primary hyperaldosteronism caused by unilateral disease

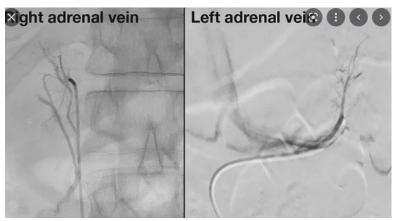




3.2

Information is key

- Confirmation of unilateral hyperaldosteronism is complicated and involves adrenal vein sampling, a surgical procedure
- PENTIXAFOR promises possibility to check the functioning of adrenal glands non-invasively.



Q1/2022 12 May 2022

Cortisol A/C Ratio

Investigator Initiated Studies for Diagnostic (PENTIXAFOR)





Hematological Malignancies

| Study name | Indication | Purpose | Ph I | Ph II | Ph III | Current status |
|------------------|--------------------------------|--|------|-------|--------|---|
| Pentimyelo | MM | Initial staging, improve diagnosis | | | | Patient Recruitment ongoing (n=5) |
| PentiMIDAS | ММ | Initial staging, comparison with FDG-PET | | | • | Funding fully secured, 5 sites recruited, Submission to EC and CA planned for 04/2022 |
| Aug, Mu, Wü | MZL | Improve diagnosis | | | • | Study protocol in progress |
| Taipeh | Indolent B-cell lymphoma | Improve diagnosis and staging, comparison with FDG-PET | | _ | | Study synopsis under review |
| Toronto (UHN) | Various indications# | Initial diagnosis | | | | First study concepts in progress |

Solid Tumors and Vascular Inflammation

| Castus | PA | Initial staging, comparison with AVS | | Patient Recruitment start 01/2022 |
|------------------|-----------------|---|---|--|
| Pentalon | PA | Initial staging, comparison with AVS | | Study protocol under review |
| NCI, Bethesda | PA | Initial staging, comparison with AVS | | Study concept in preparation |
| Passiflore | SCLC | Initial diagnosis | _ | Funding application and study protocol in progress |
| Pretoria | OPSCC in HIV | Prognostic value, comparison with FDG-PET | | Study approved by EC, submission to CA in progress |
| Lausanne | AMI | Initial diagnosis (accuracy) | | Protocol submitted to EC + CA |

for Therangutic

for Therapeutic (PENTIXATHER)





Haematologigic Malignancies and Solid Tumors

| Study name | Indication | Purpose | Ph I | Ph II | Ph III | Current status |
|---------------|------------|--------------|------|-------|--------|---|
| Colprit | MM | Therapy | | | • | CTA submission planned for March/April. |
| Pentilula | AML/ALL | Therapy | | | | Funding secured, revision of study protocol |
| Pentallo | AML/ALL | Conditioning | | | | Study synopsis prepared; funding secured |

In Summary:

- 11 Diagnostic Investigator Initiated Studies ongoing or planned
- 3 Therapeutic Investigator Initiated Studies ongoing or planned

Solid academic interest in EZAG compound

MYELO Therapeutics Receives Further NIAID Funding

Eckert & Ziegler

- Extension into the third year provides <u>additional \$2</u> million
- Candidate is clinical-stage Myelo001 as an oral formulation MCM for the treatment of <u>Hematopoietic</u> <u>Acute Radiation Syndrome</u> (H-ARS).
- Funds will advance the development of Myelo001
 - as an H-ARS monotherapy
 - in polypharmacy regimens
- towards an Investigational New Drug Application (IND) with the U.S. Food and Drug Administration (FDA).
- Since receiving the awarded in April 2020, NIAID has committed \$6.5 million to Myelo's H-ARS development.
- Encouraged by the successful NIAID program Myelo has entered talks with a <u>European consortium</u> to develop the first European MCM for H-ARS.



Radiation and Nuclear Countermeasures Program

NIAID is responsible for guiding all activities of the National Institutes of Health (NIH) in the development of a medical countermeasures program against radiological and nuclear threats. This plan promotes research that will lead to new and effective medical countermeasures to assess, diagnose, and care for civilians exposed to radiation and mitigate the harmful effects of such exposure.

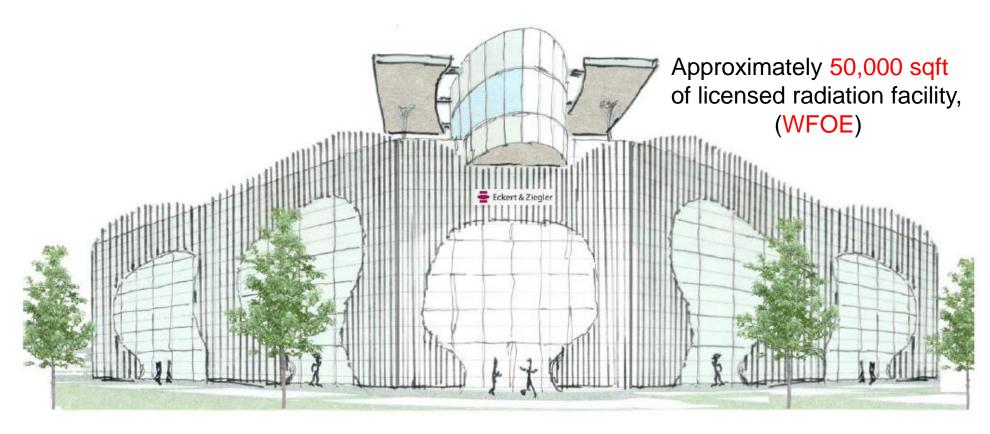
Read more about NIAID radiation and nuclear countermeasures program >





EZAG Jintan Site





Architectural drawing of future site of Qi Kang Medical Technology (Changzhou) Co, Ltd. (QKM) Eckert & Ziegler's "fully foreign owned enterprise"

Clearance of Jintan Site Completed





- Corona travel restriction affect site progress
- Focus currently on government approvals
 - Environmental ImpactAssesment
 - Radiation safety calculations
- Heavy building starts June
 - Electricity and water now available
 - Ground clearance completed
- First local staff recruited





Finally:

Latin America Turns Profitable





- Technonuclear acquisition completed 3 January 2022
- Complements Brazilian import business
- SPECT sales Q1 exceed expectations
 - Strong demand for Technetium generators
 - Strong demand for cold kits
 - Radiopharmaceutical spill-over
- Expansion to other Latin American countries and to US ongoing
- Extension of portfolio ongoing
- More staff now in Latin America (≈160) than in US







In Summary: Preparation for the Wave is Well on ist Way



EZAG's Global Network Ready to Go!



Anything you need for radiopharmaceuticals

- Pharmaceutical grade bulk radioisotopes (Y-90, Lu-177, Ac-225)
- Pharmaceutical grade generators (Ga-68, Tc-99)
- Contract development services
- Contract manufacturing services
- Radiopharmaceutical production equipment





THANK YOU FOR YOUR ATTENTION



Financial Calendar / Contact

12 May 2022 Quarterly report I/2022

12-13 May 2022 Hauck & Aufhäuser Stockpicker Summit

1 June 2022 Annual General Meeting

11 August 2022 Quarterly report II/2022

14 November 2022 Quarterly report III/2022

28-30 Nov 2022 German Equity Forum, Frankfurt

(Subject to changes)

ISIN DE0005659700

Reuters EUZ.DE

IR Contact

Eckert & Ziegler AG

Karolin Riehle

Investor Relations & PR

Robert-Rössle-Str. 10

D-13125 Berlin

Tel. +49 30 94 10 84-138

Fax +49 30 94 10 84-112

karolin.riehle@ezag.de

www.ezag.de