



skan

SKAN Group
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Key challenge for (bio-)pharmaceutical products

Key challenge	Products	In particular true for
<p>Medical safety</p> <p>Medication safety is key and (cross-) contamination unacceptable</p> <p>Key contamination sources:</p> <ul style="list-style-type: none">→ Air particles→ Input: Raw materials, containers, closures→ Personnel	<p>Injectables</p> <ul style="list-style-type: none">→ Cancer drugs: Antibody Drug Conjugates (ADC), Cytotoxics→ Cell & gene therapy: Advanced Therapy Medicinal Products (ATMPs)→ Hormones: GLP-1, Insulin→ Medical drugs: Thrombosis, EPO, blood plasma products, botox, etc.→ Vaccines: Flu, etc. <p>Infection risk as application bypasses natural defenses of the human body</p>	<p>High-value biopharma drugs</p> <ul style="list-style-type: none">→ Risk of significant economic losses if high-value biopharma drugs get contaminated→ Risk of cross-contamination increases with small batch size of fast-growing personalized medicine
		

Isolators – Mission critical for (bio-)pharmaceutical processes

Solution: Medication sterility

TRADITIONAL PHARMA

Pharma products mainly chemical based



CLEANROOM

- Filling / closing in cleanroom with terminal sterilization
- Inappropriate for complex biopharmaceuticals

Cleanroom environment

Terminal sterilisation

Raw materials procurement

Formulation

Fill-finish

Quality control

Packaging & shipping

↑ Sterilisation

Aseptic processing

BIOPHARMA OF TODAY AND TOMORROW

New products mainly biotech-based (sensitive to heat and pressure)



ISOLATORS

- Filling/closing under aseptic conditions eliminating effectively all contamination risk
- Reduced cleanroom footprint and running costs and environmental-friendly
- Complex process results in high market entry barriers

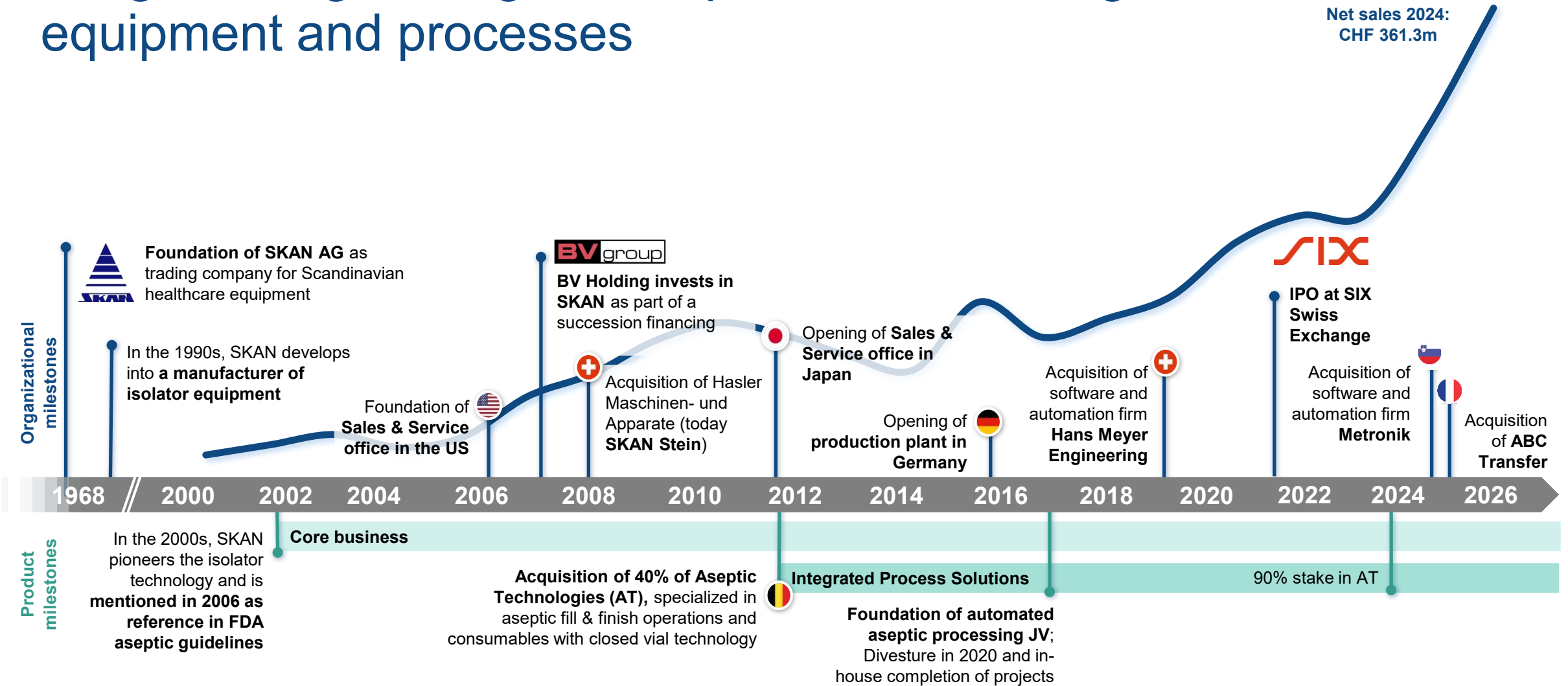


SAL 10⁻³
Probability of 1 in 1,000 of finding a non sterile unit



SAL 10⁻⁶
Probability of 1 in 1,000,000 of finding a non sterile unit

Longstanding heritage in aseptic manufacturing equipment and processes

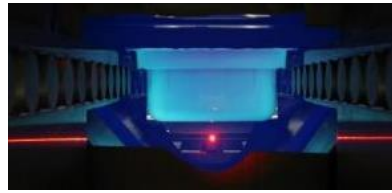


Technological edge & innovation

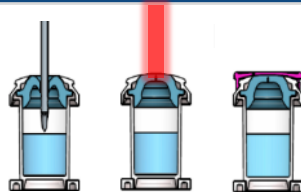
Fabrication know-how



Electron beam transfer



Filling technology



HVAC engineering & air flow modelling



GMP documentation & qualification of equipment



Automation & digitalization expertise



Chemical know-how on cleaning validation



Microbiological & H₂O₂ know-how on surface decontamination



Decontamination cycle down to 3 minutes

- **Technology leadership & foresight** allows SKAN to be the market defining player
- **Continuous active contribution to new guidelines & regulations** through industry standards setting organizations (ISPE, PDA, ISO)
- **Pure-play business model** enables an undiluted focus of resources to drive technology and innovation
- **Approx. 1700 employees, of which more than 50% have an academic background** such as scientists and engineers ensure seamless innovation and production

Structural growth drivers support SKAN's long-term expansion

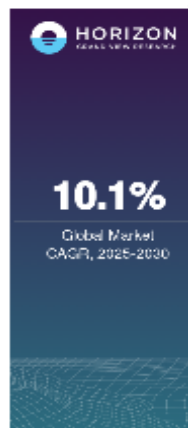
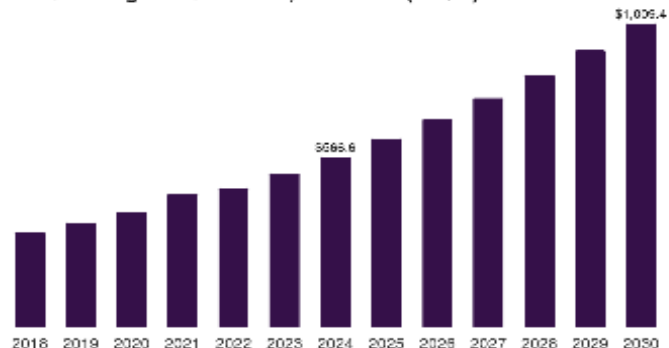
Growth drivers for the biopharmaceutical market

Demographic trend and lifestyle promote chronic diseases

Development process of new biotech drugs speeding up

Double digit growth of underlying biologics market

Global biologics market size, 2018-2030 (US\$M)



Growth drivers for isolators in fill finish

Complex molecules are difficult and expensive to produce

- Injectable drugs need to be sterile when administered
- Some molecules are harmful if exposed to manufacturing and health care personnel

Containment during production is key for sterility and protection

- Sensitive in production
- Cannot be terminally sterilized
- Are typically of high value
- Dosing is key
- Injectable dosage form

Isolator technology provides highest safety and quality advantages

- Highly regulated (GMP)
- Aseptic environment
- Adaptive to sensitive drugs
- Operator and cross contamination protection
- Lower running costs (energy, quality)



The demand for injectable drugs will continue to grow structurally



Demand for isolators will grow with the industry and continue to replace older technologies

Comprehensive portfolio for aseptic manufacturing processes

Equipment & Solutions
("E&S")

75% of sales

Services & Consumables
("S&C")

25% of sales

Cleanroom



Pure Solutions

Pure Solutions Trading

- Trading of Laboratory/cleanroom equipment, mostly in Switzerland
- Horizontal/vertical workbenches
- Fume cupboards
- Particle counters



Consumables

- Personal protective equipment
- Biosanitizer

Services

- Qualification

Customized and modular isolators



Process Solutions

Customized Solutions ("CusSol")

- Customer-specific isolator solutions for aseptic manufacturing and filling
- Process warranty incl. complete GMP compliance



System Solutions ("SysSol")

- Modular isolators equipped flexibly with process tools
- Close collaboration with process tool partners



Consumables

- Betabags
- Electron Beam (bulbs)
- Spares (gloves, filters, etc.)



Services

- Life cycle support
- GMP requalification
- Performance, material and CFD studies and cleaning validation
- Digital integration with MES⁽¹⁾ and into ERP systems
- Retrofit (Upgrades)

Integrated processes



Integrated Process Solutions

Aseptic Technologies (AT)

- Proprietary, automated closed-vial filling equipment for small/medium-batch cell & gene therapy integrated within isolator



Process Automation

- Global process solution providing automated (robotic) process handling fully integrated within the isolator



Consumables

- Closed vials
- Connectors
- Filling kits



Services

- Rent a machine
- Life cycle support

Consumables

- Refer to process consumables

Services

- Refer to process services
- Digital integration with MES⁽¹⁾ and into ERP systems

Stronger customer proximity through accelerated decentralization and expanded offering

Allschwil CH

Headquarters / production sites

Engineering, sales, service, assembly, R&D, laboratories



Stein CH

Production site

Prototype construction, steelwork, ebeam competence



São Paulo BR

Sales & services office

Sales and life cycle support South America



Raleigh US

Sales & services office

Sales and life cycle support US



Görlitz DE

Production site

Focus: steelwork, production, assembly, qualification



Okinawa JP

Production site

Sales, assembly, and life cycle support Far East

ABC Transfer®

Chambray-lès-Tours FR

Transfer-Systems & Betabag

Designing, manufacturing and distributing sterile transfer solutions for pharmaceutical applications

Aseptic Technologies

Gembloux & Ans BE

Aseptic manufacturing process

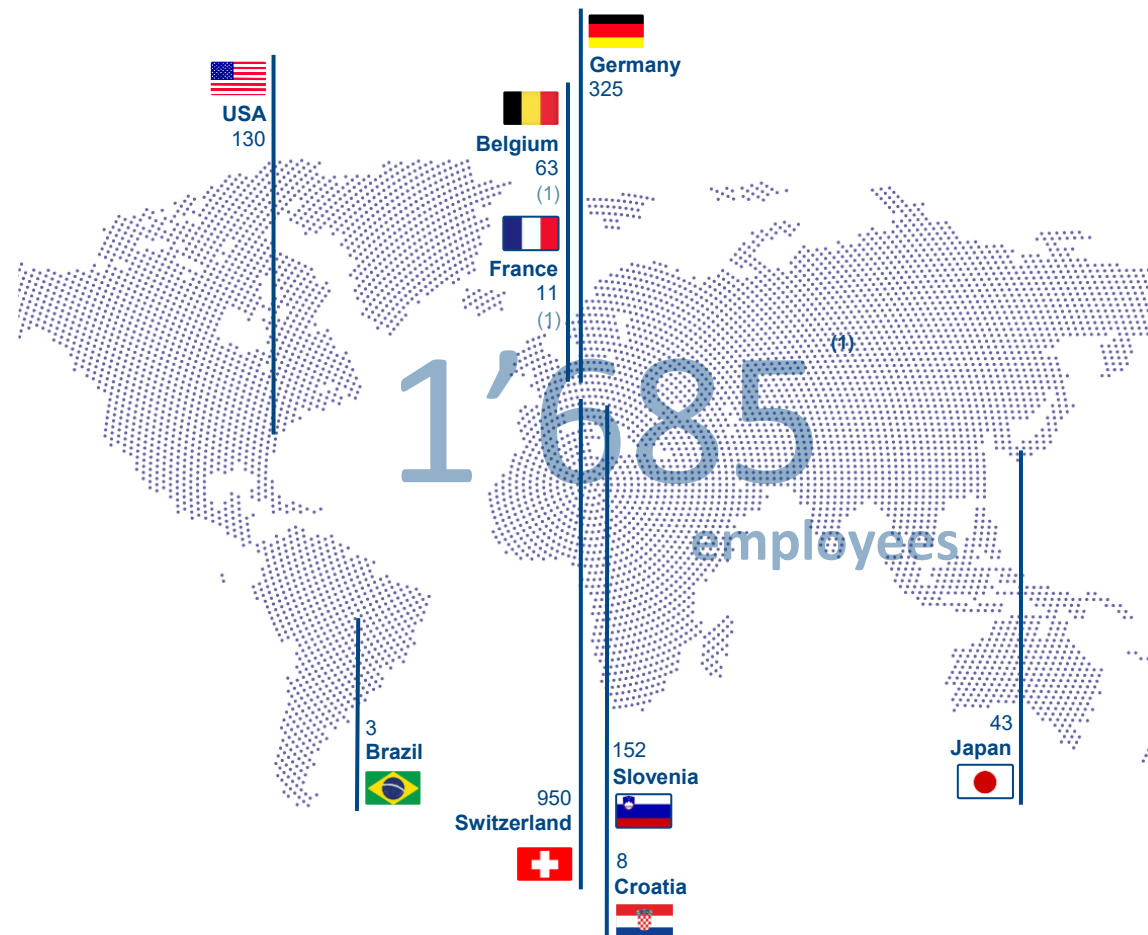
Aseptic Filling equipment & Closed Vial® Technology

Metronik

Ljubljana SI & Zagreb HR

Software solutions

Manufacturing digitalization of life-sciences industry (Manufacturing Execution System (MES))



Project postponements affect sales and earnings, leading to a revision of the Guidance 2025

Key figures of HY 2025

Order Intake

in CHF million

213.0

+20.2%⁽¹⁾

Net Sales

in CHF million

134.6

-17.8%⁽¹⁾

EBITDA

in CHF million

0.9

-95.7%⁽¹⁾

EBITDA-Margin

as % of Net Sales

0.7

-12.4pp^(1, 3)

Investments

in CHF million

21.5

-3.2%⁽¹⁾

Order Backlog

in CHF million

386.4

+21.4%⁽²⁾

- **HY 2025:** SKAN recorded a **strong order intake**, but net sales and EBITDA were below previous year's levels due to **project delays**.
- Recent reassessment of ongoing projects revealed that further postponements will also have a negative impact on sales and profitability in the second half of the year. **Significant portions of the highest turnover month of December will be pushed into 2026.** As a result of the lost sales, this year's EBITDA is also lower.
- Therefore, **SKAN has revised its guidance for 2025:** The Group now expects net sales to decline in the high single-digit percentage range and the EBITDA margin to be in the low double-digit range (instead of net sales growth in the mid-teens and an EBITDA margin between 14% and 16%).
- Order intake continues to develop very well and **order backlog will very likely reach a high by the end of the year.** This provides a strong foundation for a **successful financial year 2026.**

Confident market outlook beyond 2025 and confirmed mid-term targets

Market development

- SKAN continues to operate in a structurally growing market. Main drivers are:
 - The underlying growth of the global pharmaceutical and biotech market;
 - The reinforcing trend towards injectable drugs (three quarters of drugs in development are designed for injectable dosage form);
 - The shift from traditional cleanrooms to the safer and more sustainable isolator technology;
 - The reshoring of pharmaceutical production;
 - EU GMP Annex 1 defines the isolator as preferred standard for aseptic filling processes.
- As a consequence, demand for process solutions for the aseptic filling of drugs and for the associated services and consumables will continue.

Confirmed Mid-term Targets

Group net sales growth

Mid- to upper teens

Segment net sales growth⁽¹⁾

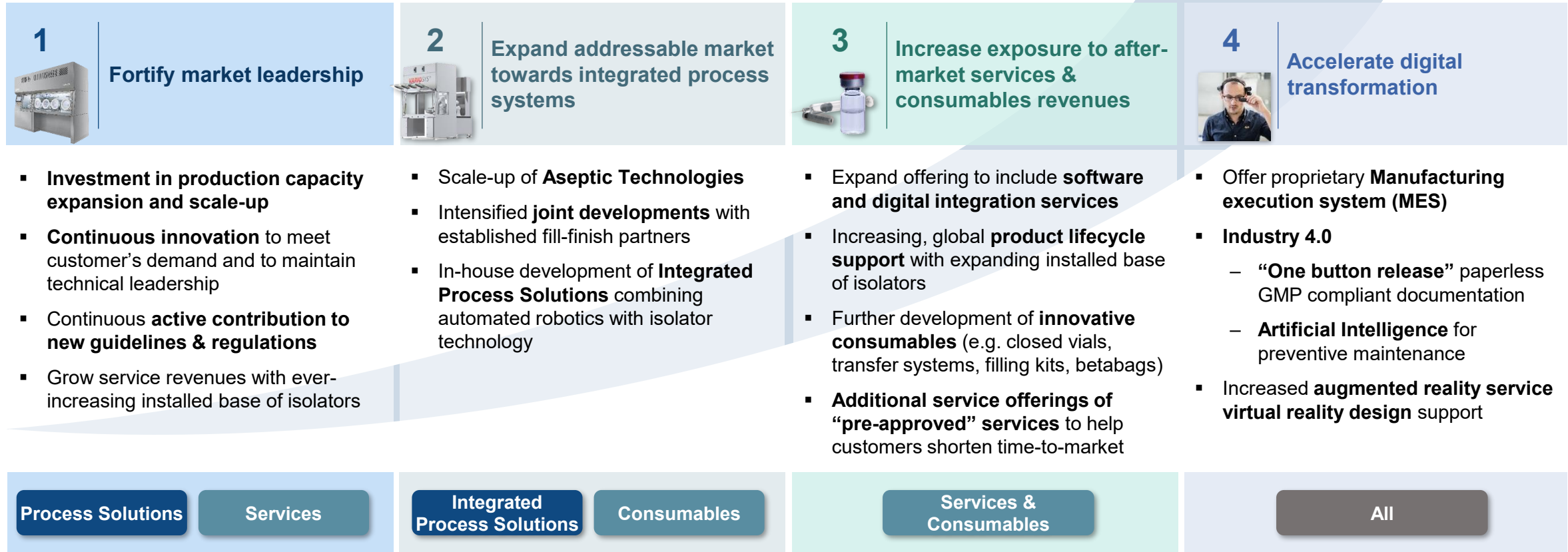
E&S S&C

EBITDA margin

Gradually increase profitability level to upper teens in the mid-term. Potential for further increase beyond mid-term period.

SKAN Group's growth strategy

- Objectives:**
- Continue growth track-record
 - Increase recurring revenue base
 - Expand profitability



1 Fortify market leadership

- Investment in production capacity expansion and scale-up
- Continuous innovation to meet customer's demand and to maintain technical leadership
- Continuous active contribution to new guidelines & regulations
- Grow service revenues with ever-increasing installed base of isolators

2 Expand addressable market towards integrated process systems

- Scale-up of **Aseptic Technologies**
- Intensified **joint developments** with established fill-finish partners
- In-house development of **Integrated Process Solutions** combining automated robotics with isolator technology

3 Increase exposure to after-market services & consumables revenues

- Expand offering to include **software and digital integration services**
- Increasing, global **product lifecycle support** with expanding installed base of isolators
- Further development of **innovative consumables** (e.g. closed vials, transfer systems, filling kits, betabags)
- Additional service offerings of "pre-approved" services** to help customers shorten time-to-market

4 Accelerate digital transformation

- Offer proprietary **Manufacturing execution system (MES)**
- Industry 4.0**
 - "One button release" paperless GMP compliant documentation
 - Artificial Intelligence** for preventive maintenance
- Increased **augmented reality service virtual reality design** support

Business units

Process Solutions

Services

Integrated Process Solutions

Consumables

Services & Consumables

All

New drugs increase closed vial demand

2 | Expand addressable market towards integrated process systems

3 | Increase exposure to after-market services & consumables revenues

Eight AT filled drugs on the market

Customer	Product area	Phase
 Daiichi-Sankyo	DELYTACT®: Oncolytic virotherapy for brain cancer	 
 Boehringer Ingelheim	ARTI-CELL® FORTE: Cartilage repair for veterinary applications	 
 Janssen Oncology LEGEND BIOTECH	CARVYKTI™: Lentivirus used for the production of a drug against multiple myeloma	 
 ATARA BIO	EBVALLO™: Monotherapy for the treatment of Epstein-Barr virus	 
 Krystal	VYJUVEK™: Treatment of wounds in patients with dystrophic epidermolysis bullosa in collagen type VII alpha 1 chain gene	 
 VERTEX CRISPR THERAPEUTICS	CASGEVY™: Therapy for the treatment of sickle cell disease and transfusion-dependent Beta Thalassemia	 
 Pfizer	BEQVEZ™ / DURVEQTIX®: Therapy to treat Hemophilia B	 
 mesoblast	RYONCIL®: The first FDA-approved Mesenchymal Stomal Cell (MSC) therapy	 

- Aseptic Technologies (AT) provides **automated, robot-assisted process solutions for closed vials** for applications in **cell and gene therapy**.
- Sales of AT-Closed Vial® and associated disposable products such as filling kits are a **driver for the Services & Consumables business**.
- **Today, 8 in AT vials filled drugs are on the market and received 19 approvals by 6 major health authorities, including FDA, MHRA and EMA.**
- The **development pipeline** of drugs in AT-Closed Vial® contains several hundred active ingredients.
- The **commercialization of new drugs** will further increase the consumption of AT-Closed Vial®, disposable products and AT production equipment.

Pre-Approved services launch planned in H2/2026

3 | Increase exposure to after-market services & consumables revenues

- With **Pre-Approved Services**, SKAN will offer customers the possibility to **carry out their stability tests on our systems**.
- This will allow our customers to **shorten the time-to-market for a new drug significantly**.
- **Significant investments were made by SKAN** to develop pre-approved services.
- SKAN seeks **regulatory approval in Q1 2026** and intends **commercial production in H2 2026**.

Key data

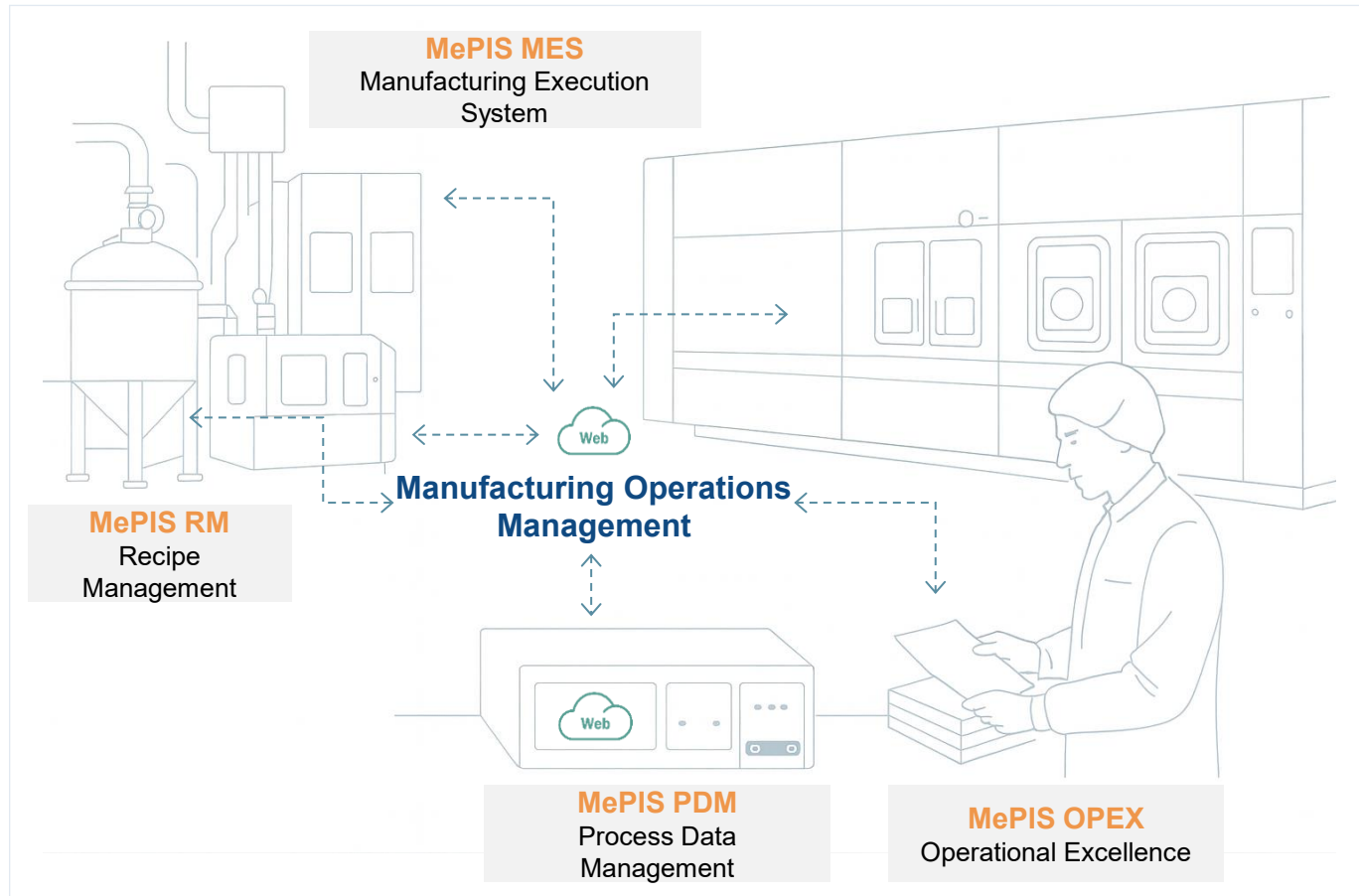
- **Equipment:**
At start: filling equipment with potential to expand
At full capacity: a wide range of products can be handled
- **Commercial use:**
H2/2026E: Planned start of commercial use with successive increase in capacity utilization over several years until full capacity is reached



Metronik – providing the digital backbone of modern pharma production environments

3 | Increase exposure to after-market services & consumables revenues

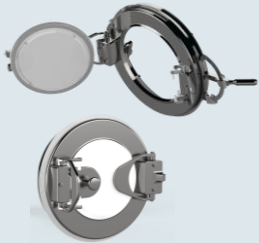
4 | Accelerate digital transformation



- Metronik is a **leading provider of digitalization and automation systems and solutions.**
- Metronik’s modular, web-based software serves as **digital backbone of modern pharma production and meets the highest standards in the strictly regulated GMP setting.**
- **Strong focus on the regulated life sciences sector** with blue chip clients such as Novartis, Sandoz, Stada.
- The combination of SKAN's aseptic expertise and Metronik's digital process integration creates **added value for customers.**
- SKAN and Metronik share an entrepreneurial culture with **uncompromising customer focus.**
- Founded in 1990 and headquartered in Ljubljana, Slovenia, Metronik employs over 160 highly qualified people and **serves over 100 customers.**

ABC Transfer – specialized in transfer systems for the aseptic filling of pharmaceuticals

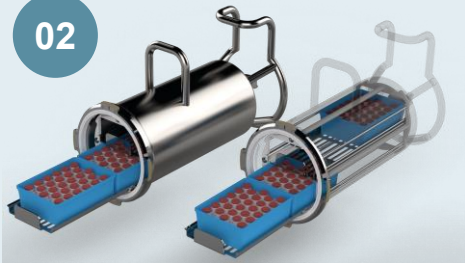
01



Alpha stainless steel door

- Assembly on isolators
- Receive beta containers or betabags

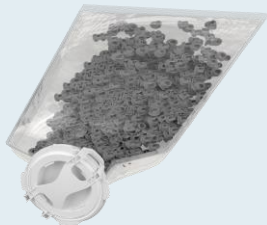
02



Betacleancontainer™

- Connects to Alpha doors.
- Ensures sterility and containment for the passage of tools.

03

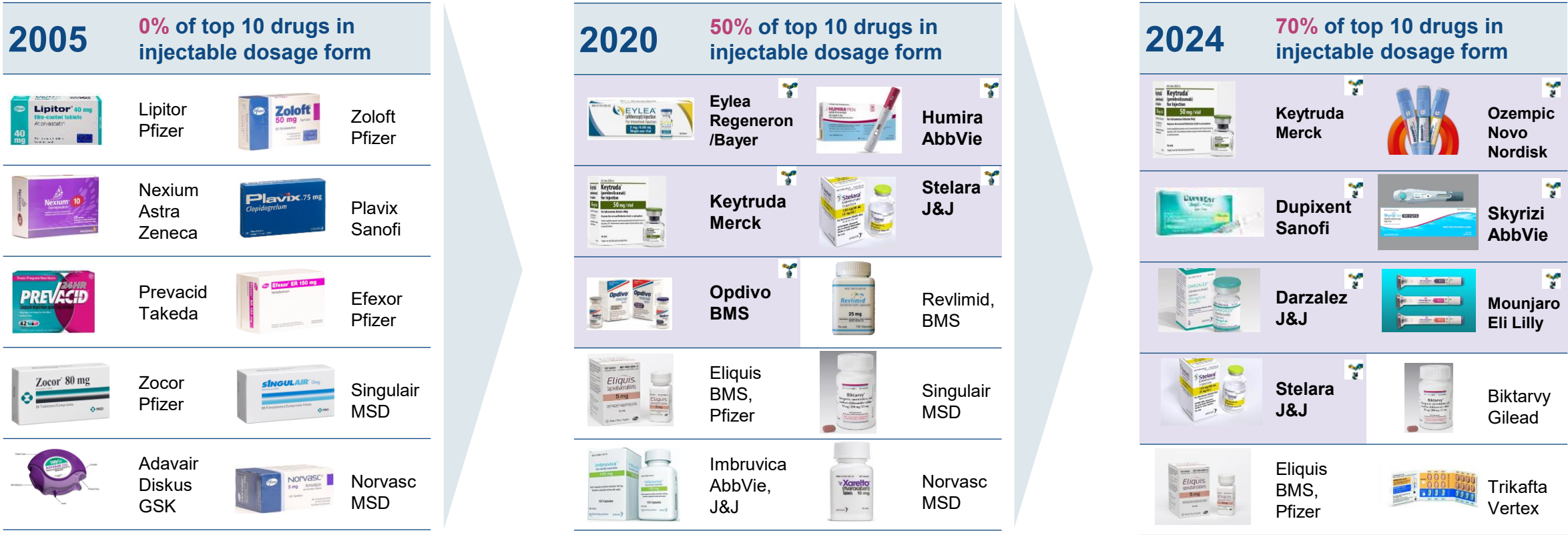


Betacleanbag™

- Connects to doors
- Ensures the passage of components or active ingredients.

- ABC Transfer is a **leading innovator in patented secure rapid transfer systems**, enhancing efficiency in pharmaceutical production.
- Offers **several types of registered products**:
 1. sterile transfer ports
 2. sterile containers and
 3. sterile transfer bags
- The products are compatible with existing market solutions and **meeting Annex 1 requirements**.
- **Wide network of blue chip clients** such as GSK, Sanofi, Lilly and Merck.
- Entrepreneurial culture with **uncompromising customer focus**.
- Founded in 2019 and headquartered in Tours, France, ABC Transfer employs 11 highly qualified people and **serves over 75 customers**.

Century of biology: Shift toward injectable biotech drugs continues and drives need for aseptic process solutions



Together always one step ahead

skan