

Photocure ASA 4th Quarter 2023 Results

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COMPANY

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4th Quarter 2023 Highlights:

Continued growth and execution on key initiatives despite flexible BLC phase down

Product Revenue +20%

Unit sales +4% year-over-year

Expanding U.S. Saphira™ footprint

- 10 new accounts opened
- 7 upgrades from existing accounts
- 51 Saphira™ towers placed in 2023

Executing on plan in Europe

- 146 image quality upgrades in 2023
- 23 new accounts opened

Ongoing challenges:

- Phase down of flex BLC utilization
- Single manufacturer in the U.S.
- Delay of Olympus' upgraded BL equipment launch in Europe

EBITDA NOK 29.9 million

NOK 29.6M ex-BD expense

OPEX mostly level excl. FOREX & BD last 8 quarters;

Continued investment behind Hexvix/Cysview

Biz Dev expense not material

Strong Balance Sheet

NOK 260 million in cash and equivalents; no term debt

Key news and milestone events

7 accepted abstracts at major conferences in FY2023. In Q4:

- SUO 2023 Meeting: New RWE shows major decrease in Risk of BCa recurrence with BLC
- Clinical Results for Hexvix Phase III trial in China presented at SIU Congress: 1st randomized clin. trial using HD BLC equipment

Asieris' NDA for Hexvix accepted for regulatory review in China (Nov 2023)

Large order of rigid BLC Towers still anticipated; now expected in Q2 2024

Citizen's Petition* to re-classify BLC equipment: Pacific Edge posts supportive comment on Feb 16, 2024; process ongoing

Segment Trends

North America and Europe markets



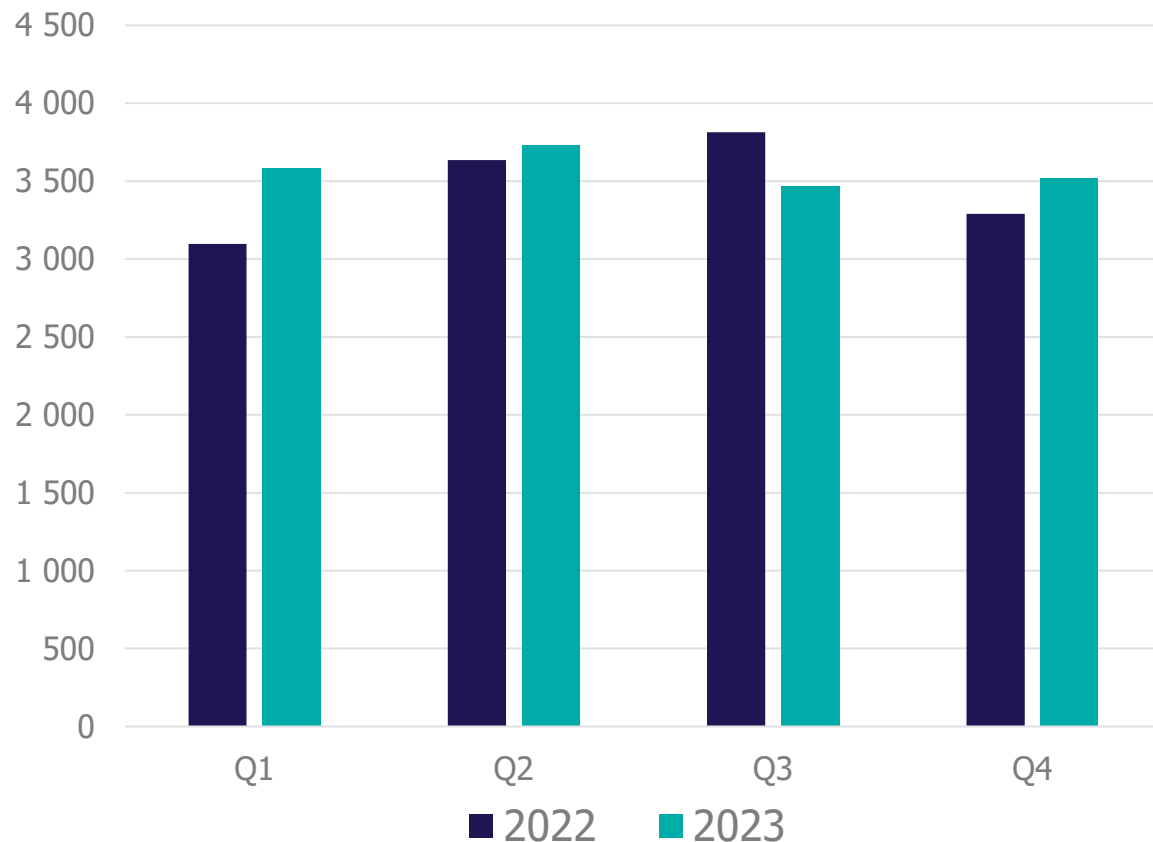
Hexvix/Cysview Growth In 2023

Regional In-Market Unit Sales Year-Over-Year by Quarter

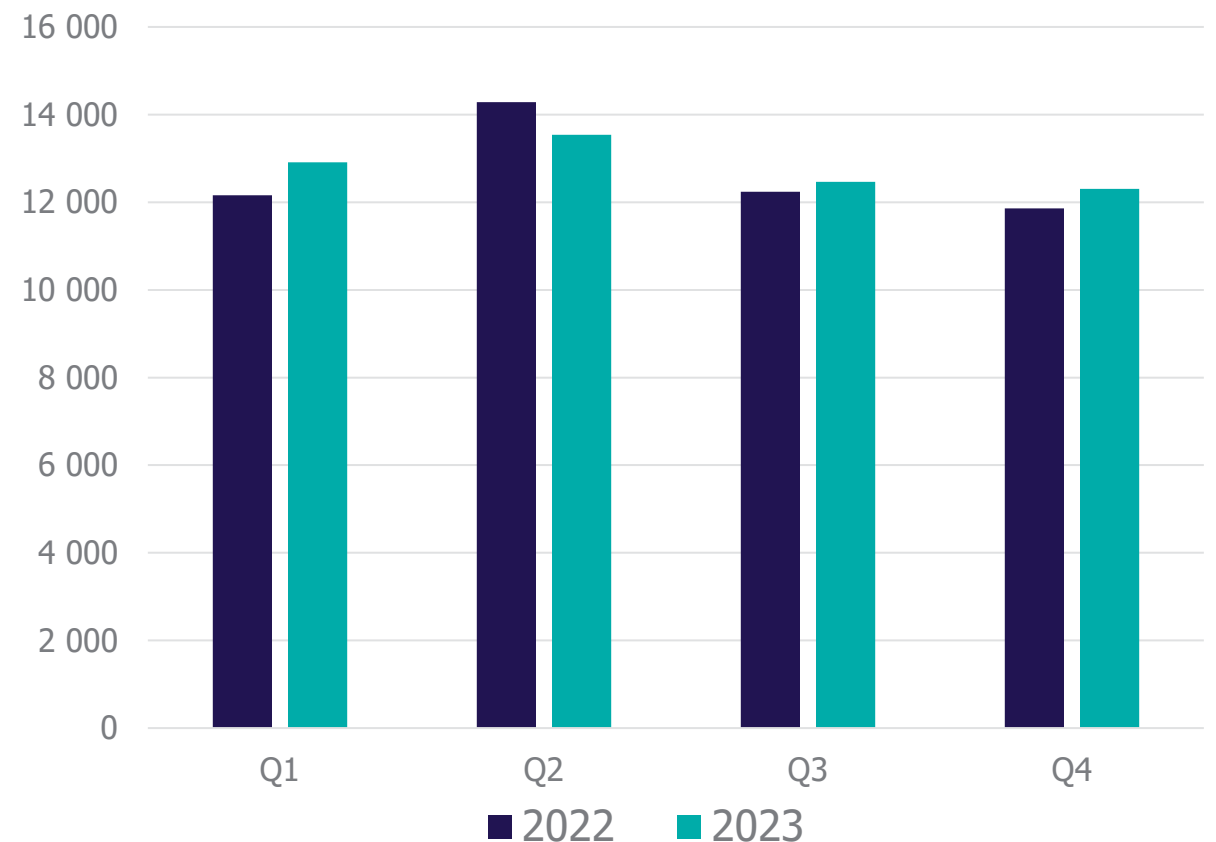


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North America



Europe



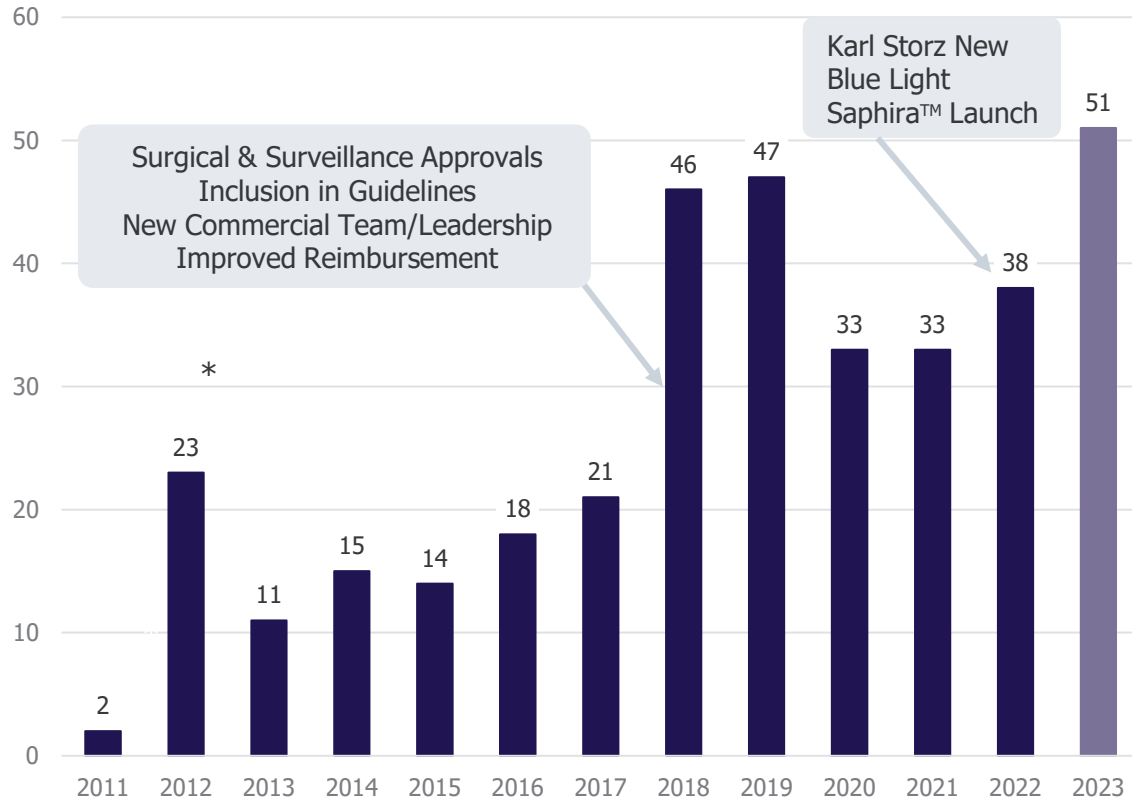
Saphira™ now 39% of rigid BLC installed base in U.S.



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17 installations in Q4 2023: 10 new account placements & 7 upgrades

Annual New BLC Tower Installations (Rigid Only)



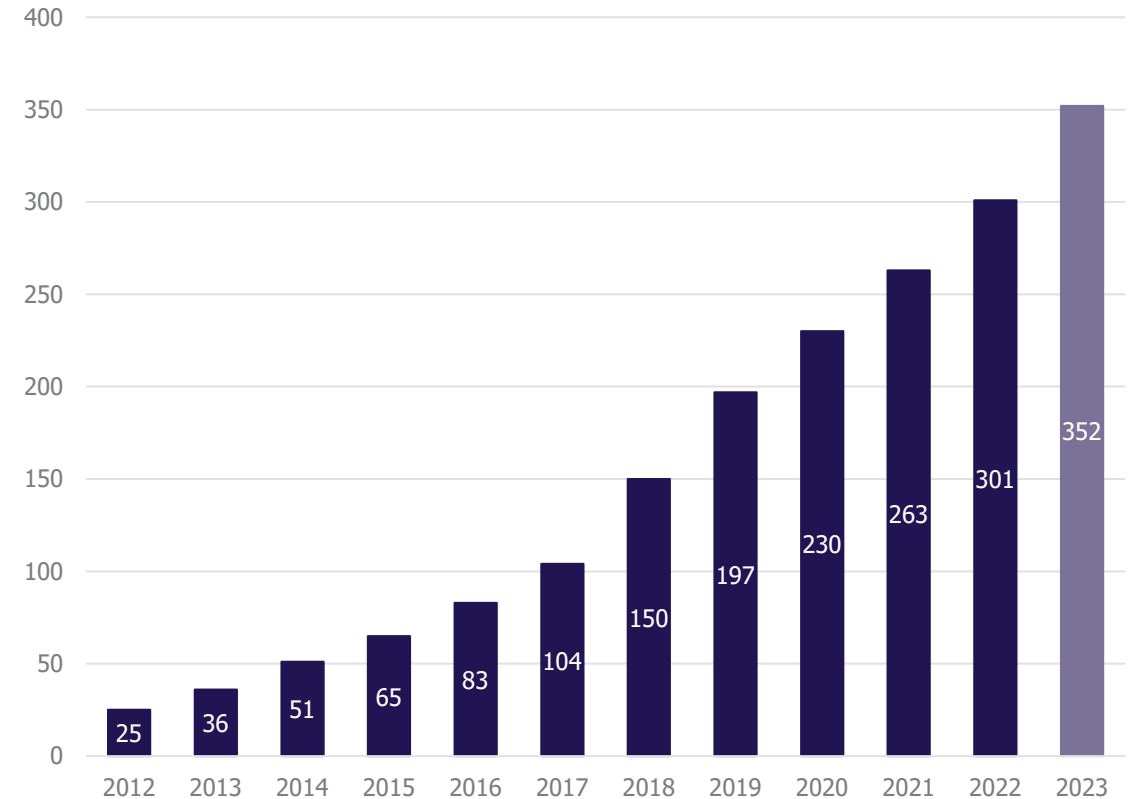
New Account Rigid Tower Installations

Q1 2023: 18 installations
Q2 2023: 8 installations
Q3 2023: 15 installations
Q4 2023: 10 installations

137 Saphira™ towers installed since Q3 2022 launch;

81 New & 56 Upgrades

Cumulative Installed Base in U.S. (Rigid Only)



*2012 – 17 of the 23 installations were converted clinical sites upon Cysview approval

Q4 2023 Trends in Europe



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- **Q4 revenues increased 19% year-over-year** driven by unit growth and a benefit from foreign exchange in the quarter. In-market unit sales increased 4% compared to the same period in 2022.
- **Investment in priority growth markets paying off.** UK and Italy both demonstrating consistent double-digit growth in Q4 from significant negative trend when first acquired in 2020. Significant image quality upgrades in France during 2023 and current pipeline expected to yield similar durable turn-around trend going forward.
- **Blue light continues to gain traction in urology community across Europe;** Significant increase in KOL support, EAU guidelines strengthened with additional data, strong presence at congresses, events and workshops – a total of 165 in 2023.
- **Key initiatives to accelerate unit sales growth**
 - 1,400 TURBT-performing centers, approximately 50% have BL equipment
 - Actively targeting 590 hospitals/clinics; approximately 2/3 still underpenetrated
 - Continuing to execute image quality upgrades (146 in 2023 – 25% of targeted clinics)
 - 23 new blue light accounts opened in 2023



Photocure Booth at AFU, Paris, Nov 2023

Top French KOLs visiting Photocure booth at AFU congress:

Prof. Morgan Rouprêt:

- Chief of French Urology onco-committees
- Member of the EAU Guidelines on bladder
- Chief Editor of the European Onco - Urology Journal

Dr. Benjamin Pradère

- Member of the French Bladder committee
- Member of the EAU Guidelines on Bladder

Dr. Gauthier Marcq

- Member of the French Bladder committee



Significant progress with our partner Asieris

Hexvix China

Recent News

Phase III Trial Enrollment Completed

Primary Endpoint Successfully Met;
Data presented at SIU Congress 12 Oct 2023

Strong Results ($p < 0.0001$)
First RCT Trial Conducted with High Def. BLC

Going forward

NDA Submitted November 2023;
Chinese FDA (NMPA) Review Time Typically 18 Months

Cevira

Recent News

1st Non-Invasive Candidate for Cervical HSIL;
Phase III Results China & Europe

Primary Endpoint Successfully Met

Going forward

Phase III Results to be Presented at the EUROGIN 2024 HPV Congress (March 13-16)

Asieris Communication with Regulatory Authorities in Coming Months

Photocure eligible for additional milestones & royalties upon Asieris' regulatory achievements, market authorizations, & potential sales

Q4 Financials

Consolidated Income Statement

Fourth Quarter 2023



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<i>Amounts in NOK million</i>	Q4 '23	Q4 '22	Change	FY '23	FY '22	Change
Hexvix/Cysview Revenue	114.2	94.9	20%	443.3	373.0	19%
Other Revenue	28.4	9.3		57.4	20.1	
Total Revenue	142.5	104.2	37%	500.7	393.1	27%
Gross Profit	136.7	98.6	39%	474.5	370.4	28%
Operating Expenses excl BD	-107.1	-105.4	2%	-409.1	-372.1	10%
Business Development Expenses	0.3	-10.0		-9.9	-23.0	
EBITDA – excluding BD	29.6	-6.8		65.4	-1.6	
EBITDA – including BD	29.9	-16.9		55.5	-24.6	
Depreciation & Amortization	-7.4	-6.2		-27.7	-24.4	
EBIT	22.5	-23.1		27.8	-49.0	
Net Financial Items	-5.9	-5.5		-18.1	-22.1	
Earnings before Tax	16.6	-28.6		9.7	-71.1	
Tax Expenses	-4.1	7.1		-9.5	-0.7	
Net earnings	12.5	-21.5		0.3	-71.9	

Revenue

- Q4 total revenue increased YoY 37%. The revenue increase is driven by 20% product sales growth and a milestone payment received from Asieris of USD 2.5 million
- Q4 Hexvix/Cysview revenue increased 20% vs. last year, driven by unit and price increases, and FX
 - Consolidated volume impacted negatively by the phase down of Cysview usage in the flexible BLC setting

Operating Expenses

- Q4 operating expenses excluding business development costs increased 2% YoY, mainly due to FX which was offset by cost containment
- Operating expenses within business development projects relate to life cycle management for Hexvix/Cysview

EBITDA

- Q4 EBITDA including BD expenses NOK 29.9 million

Net Financial Items

- Includes Ipsen earn-out payments

Segment Performance Fourth Quarter 2023



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North America Segment

<i>Amounts in NOK million</i>	Q4 '23	Q4 '22	Change	FY '23	FY '22	Change
Total revenues	46.7	38.7	21%	178.6	150.8	18%
Gross profit	45.0	37.5	2%	172.8	145.9	18%
<i>% of revenue</i>	<i>97%</i>	<i>97%</i>		<i>97%</i>	<i>97%</i>	
Direct costs	-41.1	-46.0	-11%	-163.6	-162.9	0%
Contribution ⁽¹⁾	4.0	-8.5		9.1	-16.9	
EBITDA, excl BD	-5.3	-17.5		-29.5	-49.5	
<i>% of revenue</i>	<i>-11%</i>	<i>-45%</i>		<i>-16%</i>	<i>-33%</i>	

- Q4 revenue growth 21% driven by volume and price increases, and FX, partially offset by phase down of Cysview usage in the flexible BLC setting
 - In-market unit sales increased 7%, USD appreciated 6%, price increase 5% in US
- Q4 direct costs decreased, despite negative impact of FX
- Contribution improved by NOK 12.5 million YoY driven by revenue growth and cost containment

Europe Segment

<i>Amounts in NOK million</i>	Q4 '23	Q4 '22	Change	FY '23	FY '22	Change
Total revenues	66.8	56.2	19%	263.5	221.8	19%
Gross profit	62.3	52.1	20%	244.3	205.0	19%
<i>% of revenue</i>	<i>93%</i>	<i>93%</i>		<i>93%</i>	<i>92%</i>	
Direct costs	-37.1	-29.5	26%	-122.8	-102.9	19%
Contribution ⁽¹⁾	25.2	22.6		121.5	102.1	
EBITDA, excl BD	8.8	5.7		52.4	42.2	
<i>% of revenue</i>	<i>13%</i>	<i>10%</i>		<i>20%</i>	<i>19%</i>	

- Q4 revenue increased 19% YoY
 - In-market unit sales increased 4% YoY and EUR appreciated 12%. In addition, the net of price, stocking and mix contributed positively to the growth
- Q4 Expenses were driven by the negative impact of FX and one-off costs
- Contribution improved by NOK 2.6 million YoY, driven by revenue growth

Cash Flow & Balance Sheet Fourth Quarter 2023

<i>Amounts in NOK million</i>	Q4 '23	Q4 '22	FY '23	FY '22
Operations Cash Flow	19.6	0.7	48.3	-2.0
Earnings before tax	16.6	-28.6	9.7	-71.1
Depreciation & amortization	7.4	6.2	27.7	24.4
Working capital	-8.2	13.2	-18.1	-1.4
Other	3.8	10.0	29.0	42.2
Investments Cash Flow	1.2	0.8	-0.6	-1.5
Financing Cash Flow	-16.4	-17.3	-56.3	-51.3
Net Change in Cash	4.4	-15.8	-8.6	-54.8

<i>Amounts in NOK million</i>	31.12.23	31.12.22
Non-current assets	338.8	360.8
Inventory & receivables	112.9	90.2
Cash & short-term deposits	259.5	268.1
Equity	482.1	462.7
Long-term liabilities	151.6	167.1
Current liabilities	77.5	89.2
Total balance	711.3	719.0

Cash Flow

- Q4 net cash flow from operations in Q4 was NOK 19.6 million, driven by EBITDA adjusted for non-cash cost items and working capital
- Q4 net investment cash flow includes interest received offsetting investments in tangible and intangible assets
- Q4 net cash flow from financing NOK -16.4 million includes earnout payments to Ipsen
 - Term loan was fully repaid in Q2 2023
- Net cash flow in Q4 was NOK 4.4 million, cash balance end of Q4 was NOK 259.5 million

Financial position

- Non-current assets include intangibles and goodwill from Ipsen transaction totaling NOK 256.5 million
- Long-term liabilities includes deferred Ipsen earnout totaling NOK 127.7 million
- Equity NOK 482.1 million, 68% of total assets

Summary



Summary of Q4 results

- 20% Product rev. gr. / 4% unit sales growth YoY; several initiatives to accelerate unit sales momentum in 2024
- EBITDA of NOK 29.9 million; Commercial business contribution-positive in Q4
- 17 Saphira™ towers installed in U.S. (10 new, 7 upgrades); Large rigid tower order anticipated in Q2
- Installed base of 137 Saphira™ towers since launch; now represents 39% of rigid towers in U.S.
- Flex phase-down remains a challenge but growth of rigid (TURBT) towers & kit sales outweighed flex pressure
- Priority Growth Markets in Europe responding well to turn-around efforts and starting to show double-digit growth
- BLC attention continues to rise in urology community, growing KOL support & equipment/image quality upgrades
- Cash balance strong at NOK 259.5 million; no term debt

Anticipated Milestones & Corporate Objectives

- 2024 Guidance: 6-9% product revenue growth (constant currency), positive EBITDA, 40-70 Saphira™ installs (new + upgrades)
- Increase Hexvix®/Cysview® kit throughput, continue to grow rigid BLC tower base in U.S. and image quality upgrades in Europe, pursue strategy to establish a durable solution for flexible BLC equipment globally
- Proactively support the Citizen's Petition for the U.S. FDA to reclassify BLC equipment from Class 3 to Class 2, potentially creating an expedited pathway for additional BLC manufacturers to enter the U.S. market
- Present/publish additional data from real world evidence patient registries and other studies supporting the use of BLC® with Hexvix/Cysview
- Progress for Asieris Assets: Cevira Phase III data presentation anticipated at EUROGIN in March, potential regulatory submission in 2024, Hexvix (China) undergoing regulatory review, add'l. milestones anticipated
- Continue to geographically expand commercial business by penetrating untapped European markets, and through additional Hexvix licensing agreements ROW

Leading change in bladder cancer

Q&A

