

SKAN Group
Investor Presentation

November 2026

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The challenge

Why does aseptic manufacturing matter?

- Protecting products and operators
- Protecting patients
- Process integrity
- Regulatory confidence

Every 3rd vaccine
in our core markets is produced in a SKAN isolator.

Safe medicines depend on safe and controlled processes.

01 Drug product

02 Critical aseptic manufacturing process

03 Safe medicine

04 Patient



The solution: Medication sterility

Isolators are mission critical for aseptic production processes

TRADITIONAL PHARMA

Pharma products mainly chemical based

CLEANROOM

+ Filling / closing in cleanroom with terminal sterilization

- Inappropriate for complex biopharmaceuticals



SAL 10^{-3}
Probability of 1 in 1,000 of finding a non-sterile unit

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^{-6}
Probability of 1 in 1,000,000 of finding a non-sterile unit

Note: SAL = Sterility Assurance Level

Our history

From Swiss roots to global aseptic expertise

1968

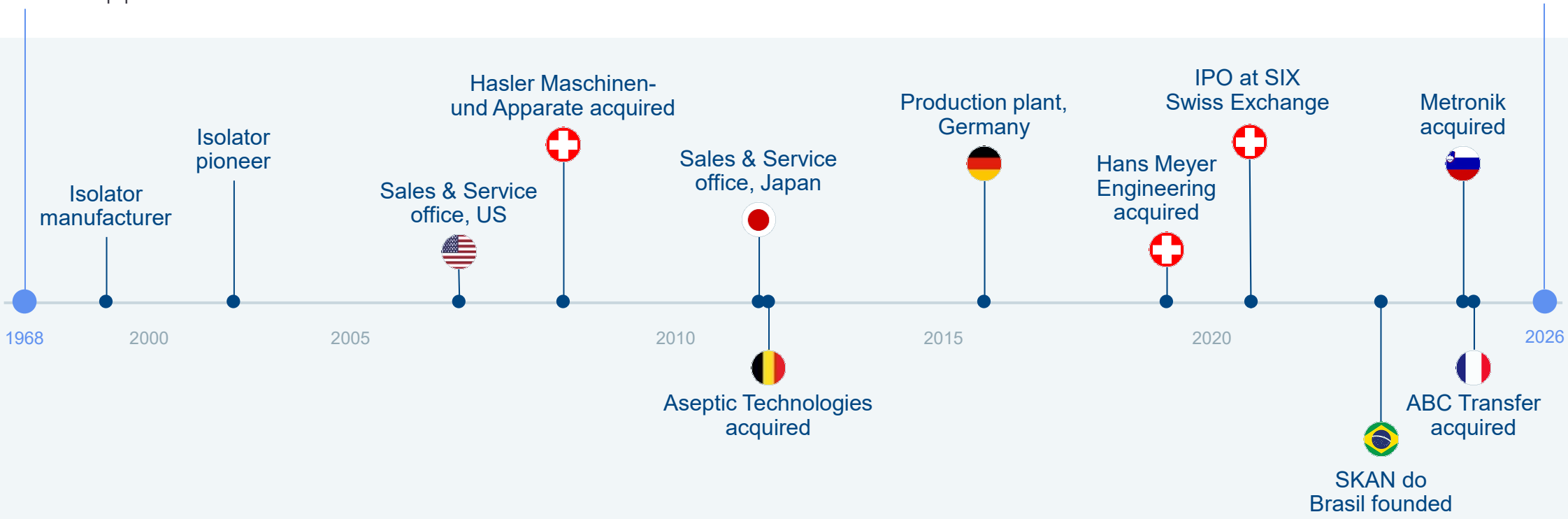
The beginning

Founded in Allschwil as a trading company for Scandinavian healthcare equipment.

Today

Aseptic Process Integrity

For biopharmaceutical manufacturing



Strong value proposition and high entry barriers

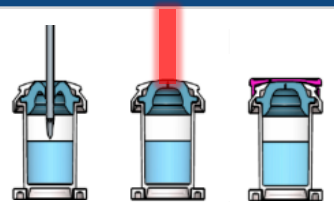
Fabrication know-how



Electron beam transfer



Filling technology



HVAC engineering & air flow modelling



GMP documentation & qualification of equipment





Chemical know-how on cleaning validation



Automation & digitalization expertise



Microbiological & H_2O_2 know-how on surface decontamination



Decontamination cycle down to 3 minutes

Selected customers

abbvie
Baxter
GILEAD
gsk
Johnson & Johnson
Lonza
Lilly
moderna
MERZ
NOVARTIS
Pfizer
novo nordisk®
Roche
SANOFI
Takeda

Expertise

Why SKAN

SKAN does not only respond to evolving standards – our experts actively contribute to shaping industry guidance and best practices.



Scientific reliability



Swiss engineering excellence



Regulatory leadership



Close customer partnership

Our ecosystem

One integrated SKAN ecosystem

By combining these capabilities, SKAN orchestrates the entire aseptic manufacturing process: one integrated approach to safe and reliable aseptic manufacturing.

Aseptic Process Integrity

Services and Consumables

Sterile Formats & Single-Use Systems
Closed Vial®, ready-to-use kits, specialized consumables, Beta Bags, Biological Indicators

Lifecycle support & Services
Spares, GMP qualification, consulting, commissioning, maintenance, performance studies, retrofits

Digital & Automation
Digital backbone of pharma production: MES, Recipe & Process Data Management, EMS, BMS

Equipment and Solutions

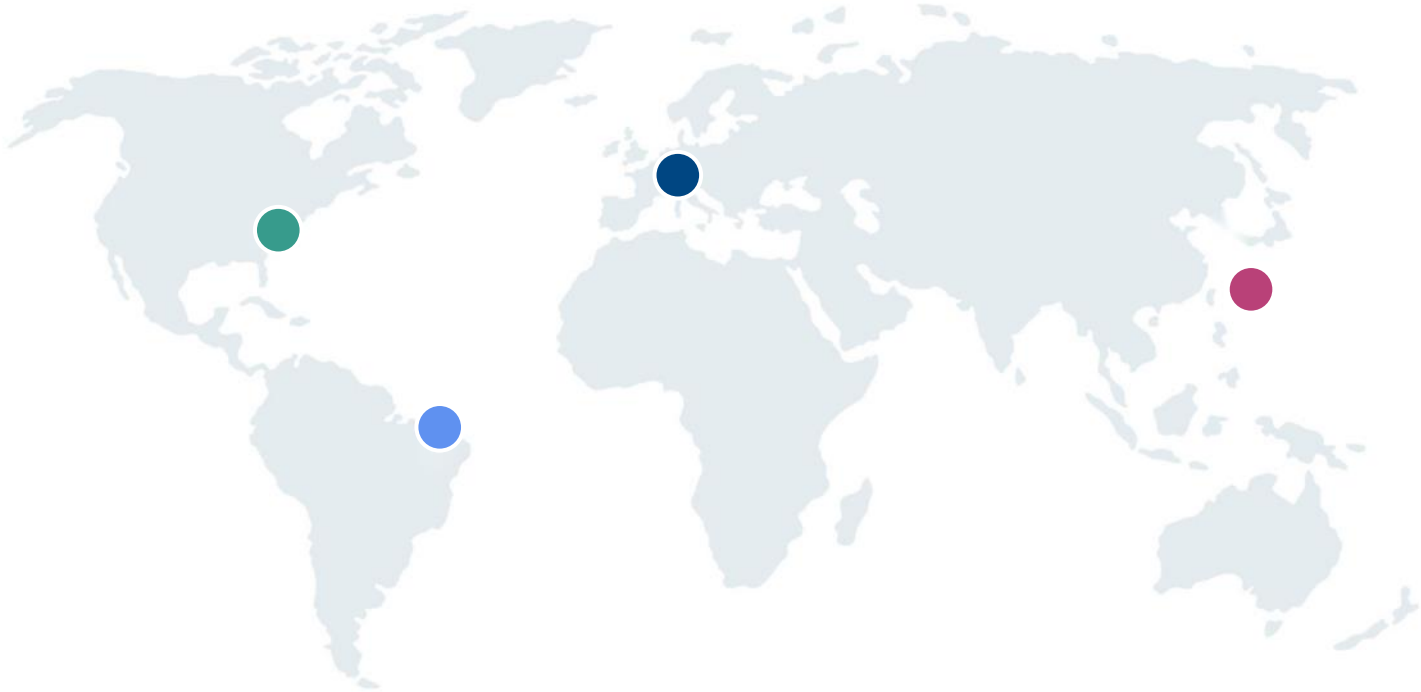
Isolator Excellence
Containment, filling isolators, decontamination, ebeam technology

Robotics & Fill-Finish
Automated filling, handling and device assembly

Laboratory equipment
Controlled environments, testing and laboratory applications

Global presence

Global expertise. Close to our customers.



Europe

- **Allschwil & Stein CH** Headquarters, production, R&D, labs
- **Görlitz DE** Production, steelwork, assembly
- **Ljubljana SI** Metronik: software solutions, MES
- **Zagreb HR** Metronik: software solutions, MES
- **Gembloux & Ans BE** Aseptic Technologies: Closed Vial®
- **Chambray-lès-Tours FR** ABC Transfer: transfer systems

North America

Raleigh, North Carolina

Sales & services, life cycle support US

South America

São Paulo

Sales & services, life cycle support South America

Asia

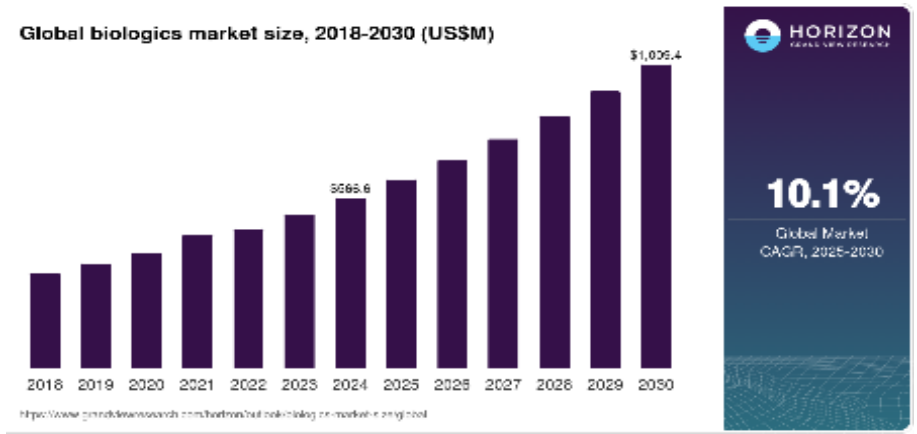
Okinawa

Production, sales, assembly, life cycle support Far East

Structural growth drivers support SKAN's expansion

Growth drivers for the biopharmaceutical market

- Demographic trend and lifestyle promote chronical diseases
- Development process of new biotech drugs speeding up
- Double digit growth of underlying biologics market



The demand for injectable drugs will continue to grow structurally

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)

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

Way forward

SKAN Group's growth strategy

Objectives
⟶ Continue growth track-record
⟶ Increase recurring revenue base
⟶ Strengthen profitability

1 Fortify market leadership



- **Continuous innovation** to meet customer's demand and to maintain technology leadership
- Continuous **active contribution to new guidelines & regulations**
- **Investment** in production capacity expansion and scale-up

2 Expand addressable market



- Continue **joint developments** with established fill-finish partners
- In-house development of **Integrated Process Solutions** combining automated robotics with isolator technology

3 Accelerate growth in services & consumables



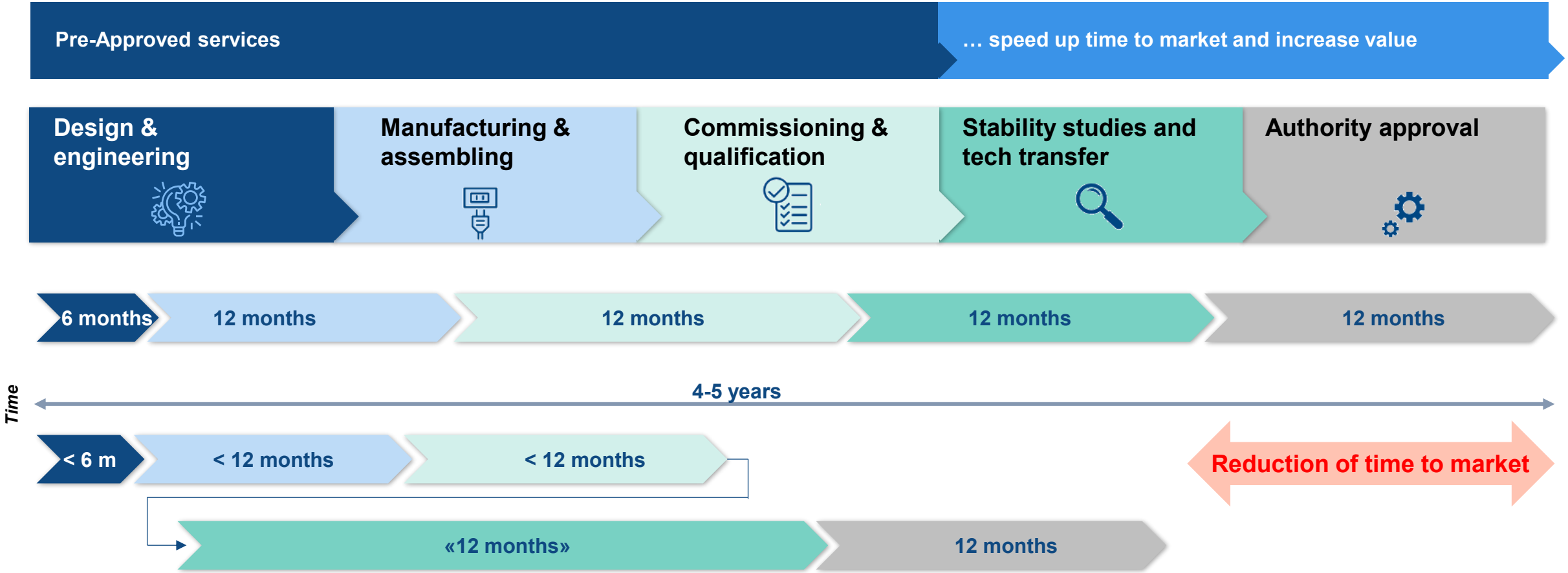
- Expand offering to include **software and digital integration services**
- Increase global **product lifecycle support** with expanding installed base of isolators
- Further development of **innovative single-use systems** (e.g. closed vials, transfer systems, filling kits, betabags)
- **Additional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

4 Accelerate digital transformation

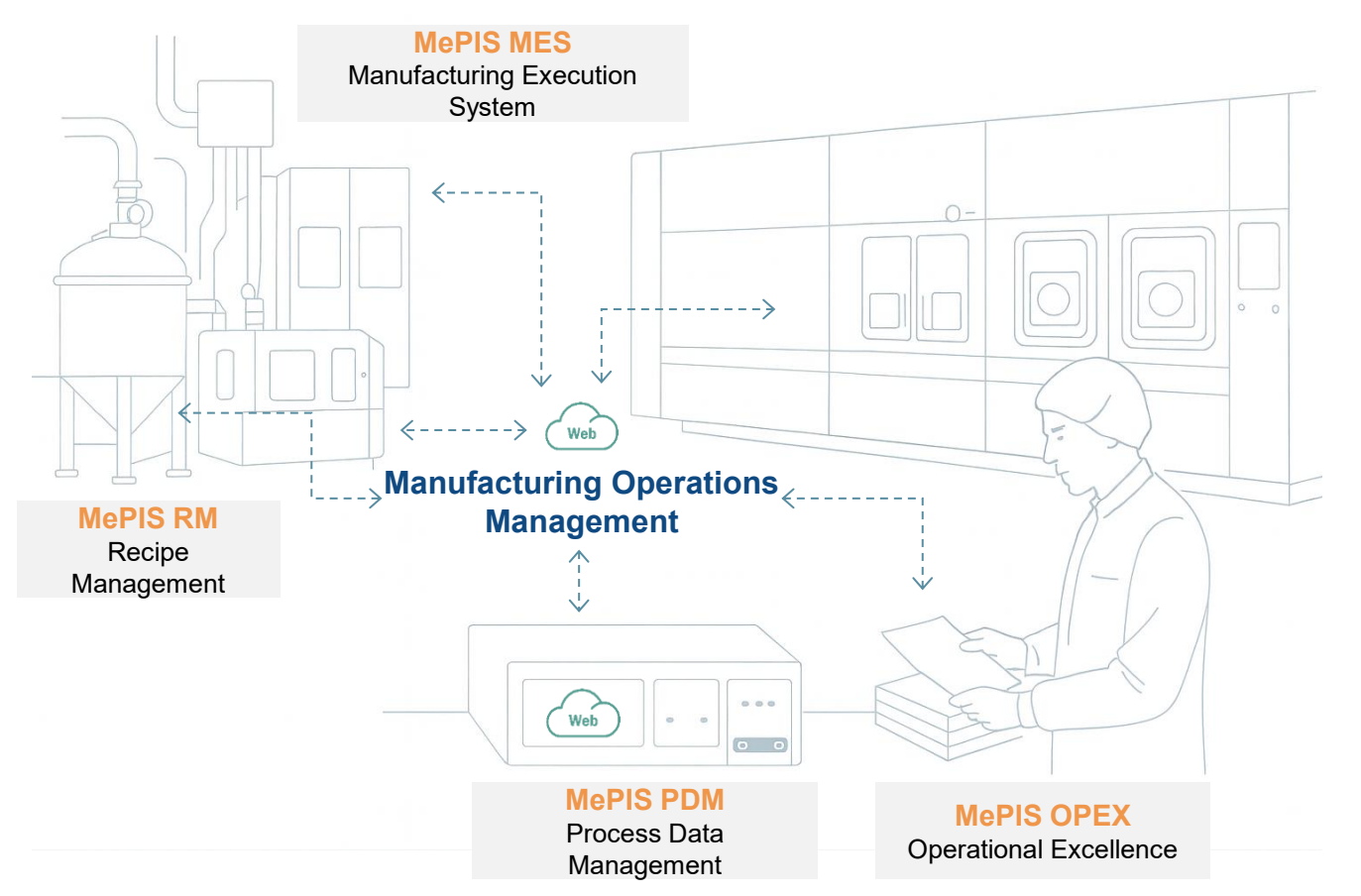


- Increase **augmented virtual reality design** support
- Leverage **Artificial Intelligence** for service efficiency

Accelerated go-to-market for our customers – enabling faster access for patients



SKAN offers holistic solutions across the pharmaceutical value chain



- SKAN **offers holistic solutions** across the pharmaceutical value chain by combining isolators, single-use systems and software.
- The combination of SKAN's aseptic expertise and digital process integration creates **added value for customers.**
- SKAN’s modular, web-based software serves as **digital backbone of pharma production** and meets the highest GMP requirements.

Expanded offering of single-use systems

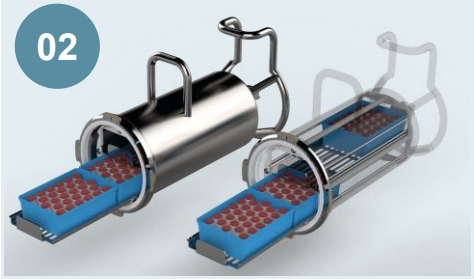
01



Alpha stainless steel door

- ⟶ Assembly on isolators
- ⟶ Receive beta containers or betabags

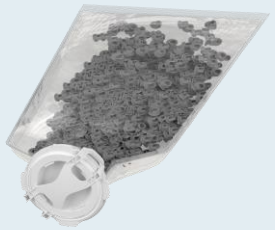
02



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.

- ⟶ SKAN is a **leading innovator in patented secure rapid transfer systems**, enhancing efficiency in pharmaceutical production.
- ⟶ **Several types of registered products**:
  01. sterile transfer ports
  02. sterile containers and
  03. 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.

Highlights of the Half-Year 2026

Order Intake
in CHF million

247.6

+16.3%(1)

Net Sales
in CHF million

164.5

+22.2%(1)

EBITDA
in CHF million

15.3

HY 2025: 0.9

EBITDA-Margin

9.3%

HY 2025: 0.7%

Investments
in CHF million

13.7

-36.3%(1)

Order Backlog
in CHF million

442.3

+27.8%(2)

- First-half results showed a **strong improvement across all key financial metrics** compared to the prior year.
- **Order intake increased 16.3%**, reflecting renewed market momentum in the U.S., sustained demand in Europe, and strong commercial execution.
- **Several major project wins** were secured during the period, strengthening our backlog and providing revenue visibility through 2028.
- **Net sales increased 24**% in local currencies, including organic growth of 13.3% and contributions from acquisitions completed last year.
- **Profitability improved** through continued growth in our Service & Consumables segment, and targeted improvements in project execution.

(1) Changes compared to 1st half 2025
(2) Changes compared to 31.12.2025

Strategy execution

Achievements in HY 2026

Objectives
⟶ **Continue growth track-record**
⟶ **Increase recurring revenue base**
⟶ **Strengthen profitability**

1 Fortify market leadership



- Won most of the **larger fill-finish lines in the US market** together with our partners.

2 Expand addressable market



- Developed **next generation ebeam solution** to strengthen our market leadership.

3 Accelerate growth in services & consumables



- Share of net sales **increased to 39%.**
- Won several **multi-year service contracts** for complex filling-lines.
- Continued **preparation for market launch** of Pre-Approved Services.

4 Accelerate digital transformation



- Implemented and delivered first **digital twins** to support our customer improving the OEE.

Strong market drivers, confident business outlook

Market development

- **Structural growth drivers** remain attractive
  - Rising demand for quality, automation, containment and regulatory compliance
  - Growing importance of biologics, antibody-drug conjugates (ADCs) and cell and gene therapies
- **Market evolving**
  - Political discussions on drug pricing
  - High-revenue biologics losing exclusivity
  - Customers applying stricter investment criteria amid increasing competition and cost pressure
- **Continued opportunities for SKAN**
  - New production capacities for biosimilars and next-generation therapies

Business development

- Well positioned to benefit from market trends and continue **delivering double-digit growth**
- **Strengthening its competitive edge** through
  - **Innovation** and next-generation technologies
  - New leadership structure with clear **segment accountability**
  - **Operational excellence** initiatives
  - Expansion of **sales** and **service**
- Accelerating **growth in Service & Consumables**
- Increased **focus on EBITDA margin** improvement
- Solid order backlog and market momentum supports **confidence for the current year**

Guidance and mid-term outlook

Metric	2026 Targets[1]	Mid-Term targets
Group net sales growth Segment net sales growth[2]	Upper teens ↗ E&S ↗ S&C	Mid- to upper teens ↗ E&S ↗ S&C
EBITDA margin	13 - 15%	Gradually increase profitability level to upper teens in the mid-term. Potential for further increase beyond mid-term period.

(1) 2026 targets assume no further deterioration (direct or indirect) of economic general conditions and other unpredictable development of the geopolitical situation.
(2) E&S refers to Equipment & Solutions. S&C refers to Services & Consumables.

Shift toward injectable biotech drugs continues and drives need for aseptic process solutions

2005 — 0% of top 10 drugs in injectable dosage form

	Lipitor Pfizer		Zoloft Pfizer
	Nexium Astra Zeneca		Plavix Sanofi
	Prevacid Takeda		Efexor Pfizer
	Zocor Pfizer		Singulair MSD
	Adavair Diskus GSK		Norvasc MSD

2020 — 50% of top 10 drugs in injectable dosage form

	Eylea Regeneron /Bayer		Humira AbbVie
	Keytruda Merck		Stelara J&J
	Opdivo BMS		Revlimid, BMS
	Eliquis BMS, Pfizer		Singulair MSD
	Imbruvica AbbVie, J&J		Norvasc MSD

2025 — 80% of top 10 drugs injectable dosage form

	Keytruda Merck		Mounjaro Eli Lilly
	Ozempic Novo Nordisk		Dupixent Sanofi Regeneron
	Skyrizi AbbVie		Darzalez J&J
	Zepound Eli Lilly		Wegovy Novo Nordisk
	Biktarvy Gilead		Trikafta Vertex

SKAN’s investment highlights

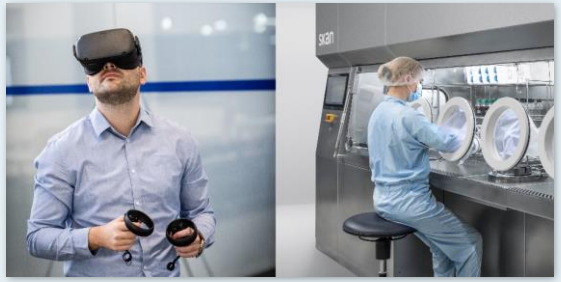
1 **Market leader globally** for high-end aseptic process solutions

2 **Technology & innovation leadership**

3 Strategically positioned in a **dynamic & growing niche market**

4 **Significant barriers to entry**









5 **Trusted, long-term partner** to a large, diversified customer base

6 **Experienced & entrepreneurial management** with proven track record

7 **Excellent financial profile** with demonstrated above-market growth

8 **Clear strategy** with multiple avenues for growth and margin improvement


To protect
and secure life
skan