

The background of the slide is a close-up, artistic photograph of a laboratory setting. It features several glass pipettes in the foreground, angled towards a multi-well microplate. The scene is bathed in a cool blue light, with some wells containing a pinkish-purple liquid. The focus is sharp on the pipettes and the immediate wells, while the background is softly blurred.

skan

SKAN Group
ZKB Swiss Equity Conference

November 2025

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Key challenge for (bio-)pharmaceutical products

Key challenge	Products	In particular true for
Medical safety Medication safety is key and (cross-) contamination unacceptable Key contamination sources: → Air particles → Input: Raw materials, containers, closures → Personnel 	Injectables → 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. Infection risk as application bypasses natural defenses of the human body 	High-value biopharma drugs → 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



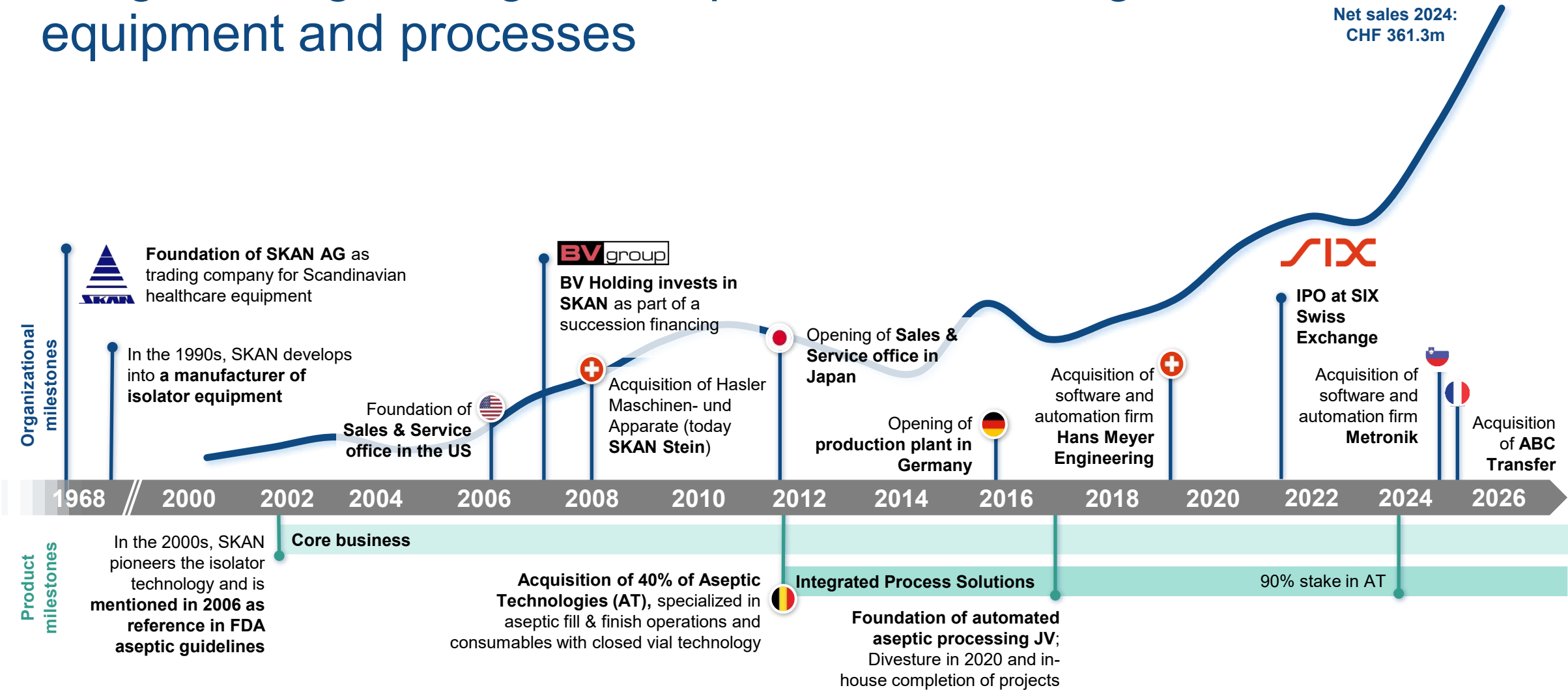
SAL 10⁻³
Probability of 1 in 1,000 of finding a non sterile unit



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

Longstanding heritage in aseptic manufacturing equipment and processes

SKAN



Technological edge & innovation

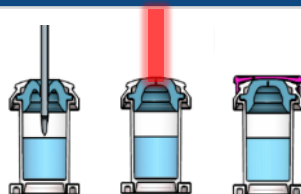
Fabrication know-how



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

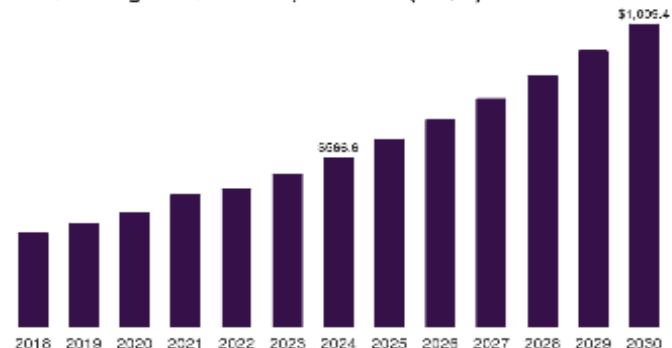
Growth drivers for the biopharmaceutical market

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)



<https://www.gminsideresearch.com/horizon-biologics-market-size-2018-2030>



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

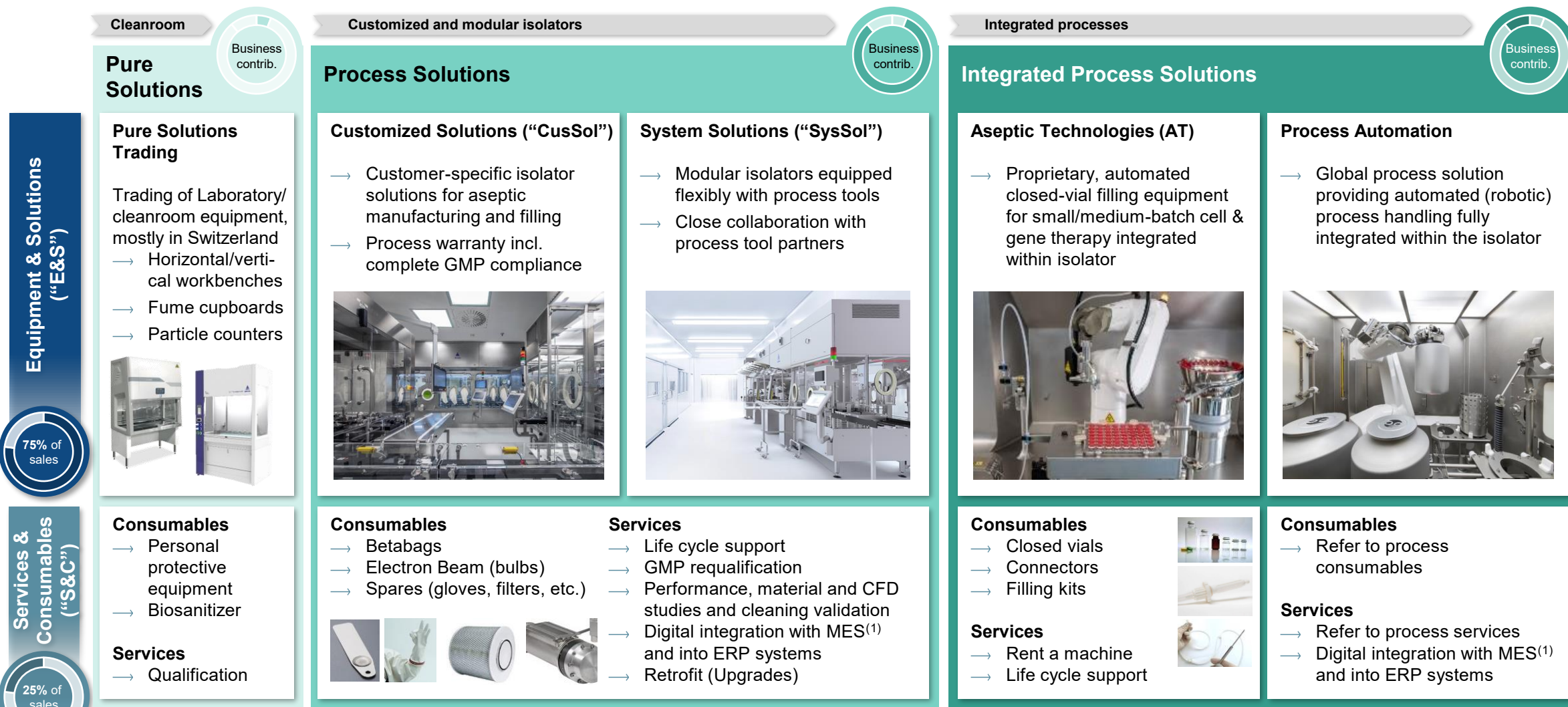
Isolator technology provides highest safety and quality advantages

- 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

Comprehensive portfolio for aseptic manufacturing processes



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

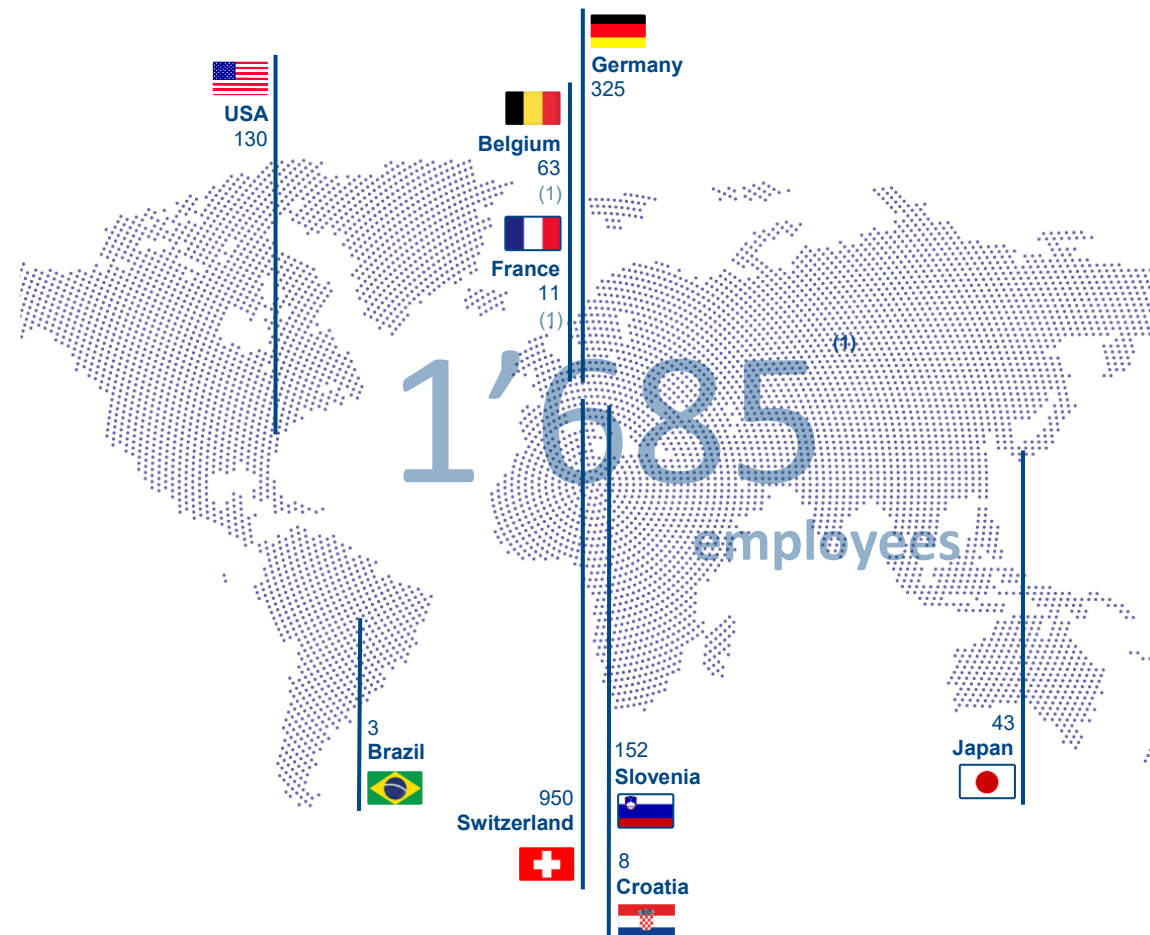
Aseptic manufacturing process
Aseptic Filling equipment & Closed Vial® Technology



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

SKAN

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

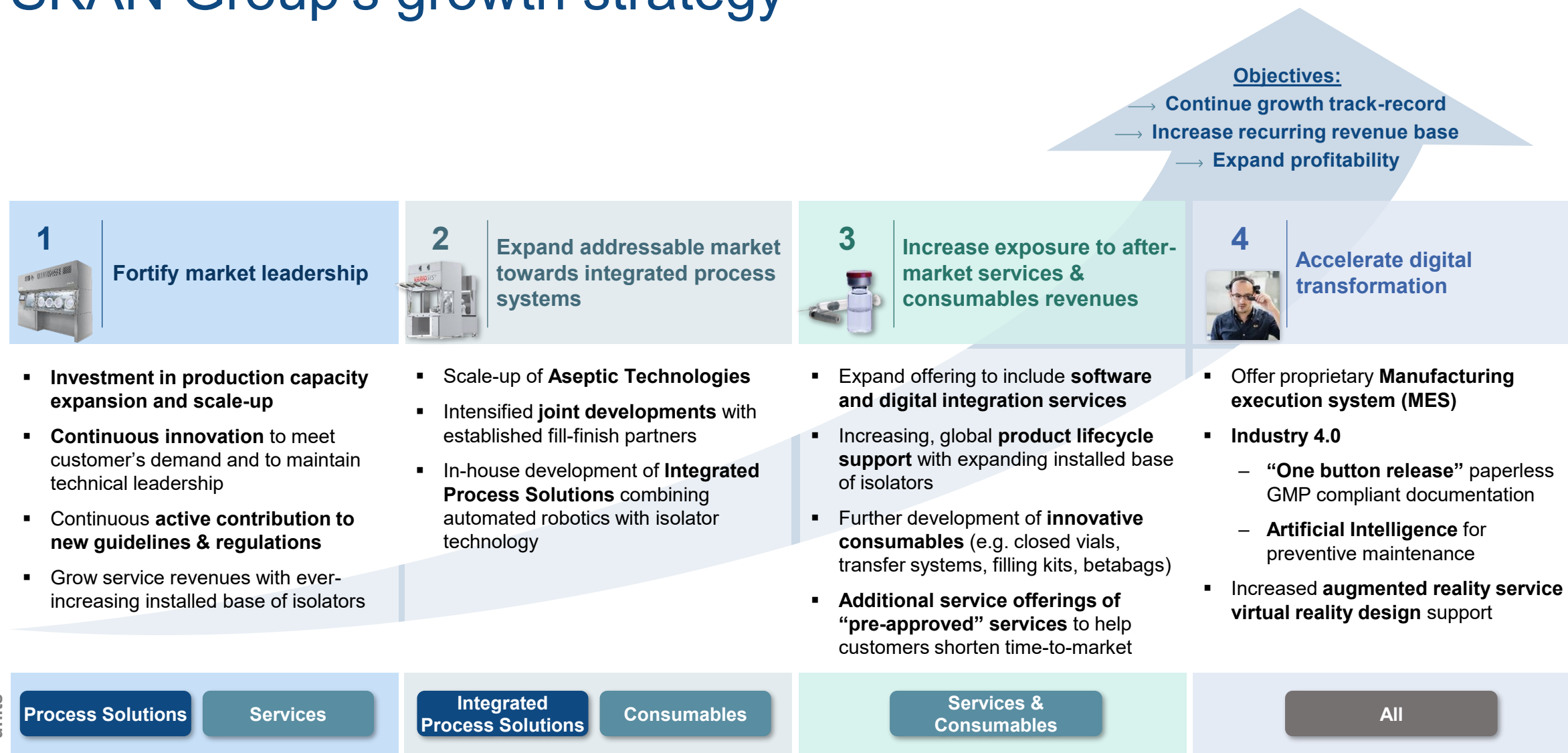
Segment net sales growth⁽¹⁾

 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



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	CARVYKT™: 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

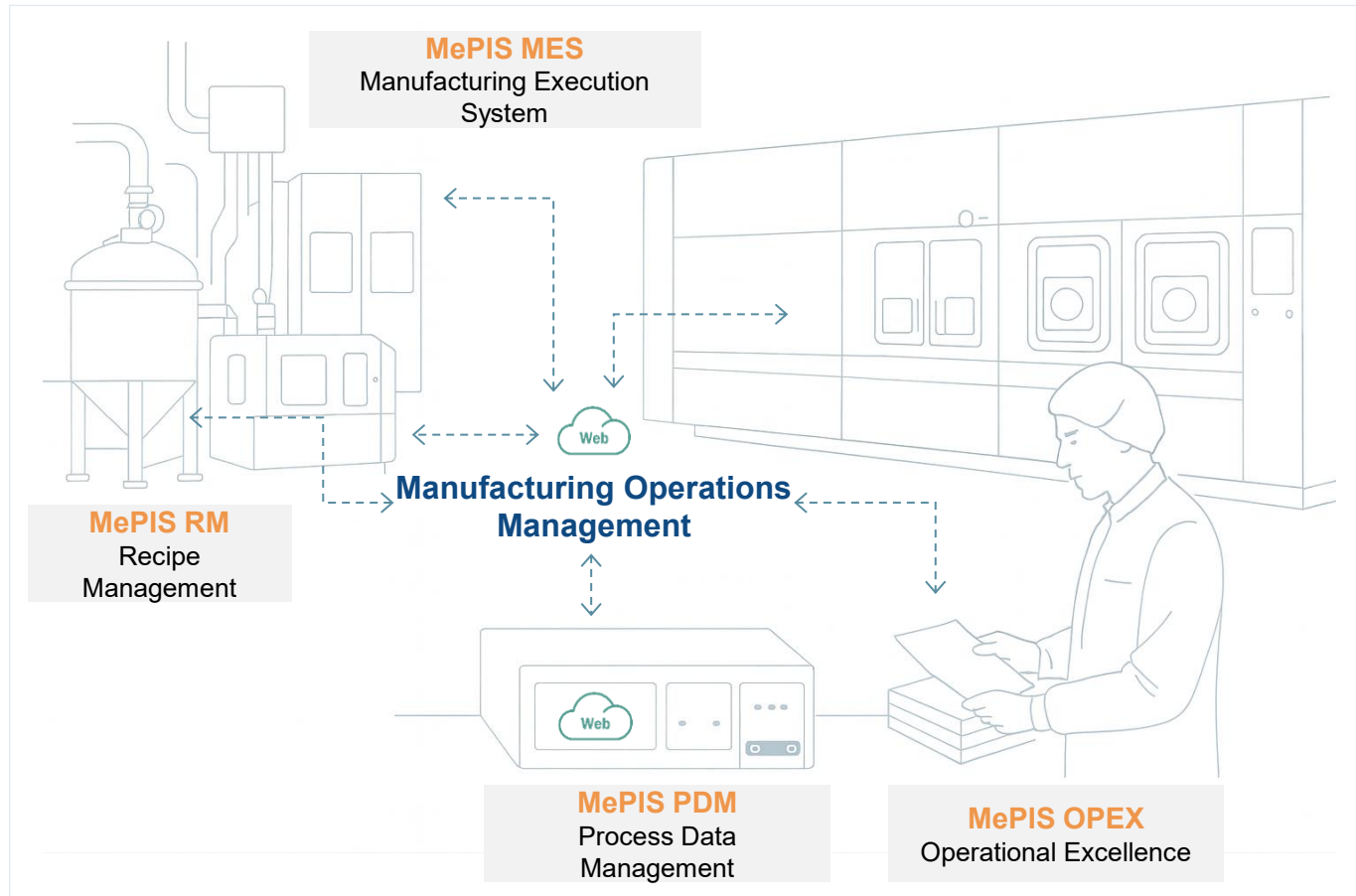
- **Equipment:**
At start: filling equipment with potential to expand
At full capacity: a wide range of products can be handled
- **Commercial use:**
H2/2026E: Planned start of commercial use with successive increase in capacity utilization over several years until full capacity is reached



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

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

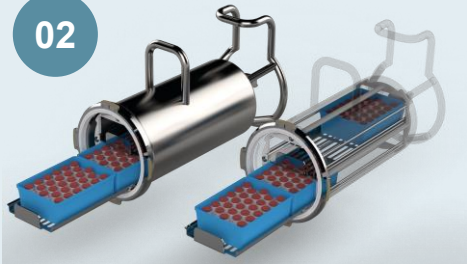
01



Alpha stainless steel door

- Assembly on isolators
- Receive beta containers or betabags

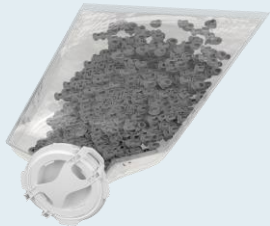
02



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





The image shows a bright, modern office lobby. In the foreground, a curved white reception desk features the slogan "Together always one step ahead" in white text. Behind the desk, a large glass wall provides a view into an office area with desks and computers. To the right, a prominent white sculptural staircase with a wooden handrail and steps leads to an upper level. The ceiling is white with large, organic-shaped cutouts that reveal a brown interior. The floor is a smooth, light grey. In the background, there is a lounge area with a blue sofa, a yellow armchair, and potted plants. The overall design is clean, minimalist, and architecturally striking.

Together always one step ahead

skan