IR Earning Call | 2025.2Q

ST PHARM

Technology Driven Gene therapy CDMO From Oligonucleotide to xRNA



Cautionary Statement regarding Forward-looking Statement

This presentation contains forward-looking statements from Dong-A Socio Group ("the Group") that include, but are not limited to, statements regarding our future financial performance, business strategies, market opportunities, product development, and operational plans. Words such as "anticipate," "believe," "estimate," "expect," "intend," "may," "plan," "project," "will," and similar expressions are intended to identify such forward-looking statements.

These forward-looking statements are based on our current expectations and beliefs concerning future developments and their potential effects on the Group. Such forward-looking statements are inherently subject to risks, uncertainties, and assumptions that could cause actual results to differ materially from those expressed in these forward-looking statements.

We caution investors not to place undue reliance on any forward-looking statements. These statements speak only as of the date they are made, and we undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise, except as required by law. Additionally, please note that the financial figures and metrics presented in these Investor Relations materials are preliminary and have not yet been audited by an independent auditor. These numbers may be subject to change in future finalized disclosures.

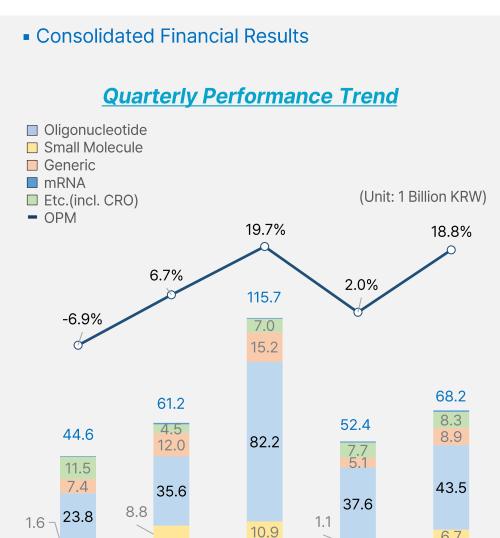
Earning Result ()

2Q24

3Q24



2025 2Q Financial Statement (Preliminary)



4Q24

1Q25

2Q25

Financial Statement

2Q Revenue \(\psi 68.2B\), Operating Profit \(\psi 12.8B\), Net Profit \(\psi 4.7B\)

- 1) Revenue growth driven by major commercial projects from CDMO business Operating profit boosted from high-margin products & large sales volume
- 2) Reiterate annual revenue guidance of ₩320bn. Minor losses expected from CRO

(Unit: 1 Billion KRW)

Category	'25.2Q	'24.2Q	2024	YoY
Revenue	68.2	44.6	273.8	52.8%
Cost of Goods Sold	37.0	29.3	177.6	26.3%
Gross Profit	31.1	15.3	96.2	103.7%
SG&A Expenses	18.3	18.3	68.5	-0.2%
R&D Expenses	6.1	6.1	22.1	0.2%
Operating Profit	12.8	-3.1	27.7	-
Net Profit	4.7	0.9	32.5	420.7%
Gross Profit Margin	45.7%	34.3%	35.1%	11.4%p
Operating Profit Margin	18.8%	-	10.1%	-
Net Profit Margin	6.9%	2.0%	11.9%	4.9%p





2025 2Q Financial Results by Segments (Preliminary)

Business Segment Breakdown

(Unit: 1 Billion KRW)

S	ector	'24.2Q	'24.3Q	'24.4Q	'25.1Q	'25.2Q	YoY
Oligo. CDMO	Subtotal (% of Revenue)	23.8 (53.3%)	35.6 (58.1%)	81.3 (69.7%)	37.6 (71.7%)	43.5 (63.8%)	83.0%
	Commercial	13.1	29.6	62.9	32.4	37.2	184.1%
	Clinical	10.7	5.9	18.5	5.1	6.3	-41.1%
	lolecule API SMA)	1.6	8.8	10.9	1.1	6.7	312.2%
m	nRNA	0.3	0.8	0.4	0.6	0.7	177.0%
Gener	ic API (GA)	7.4	12.0	15.2	5.3	8.9	19.7%
0	thers	0.5	0.0	0.4	0.0	0.0	-97.9%
	parate venue	33.6	57.2	109.1	44.7	59.8	77.8%
Subsid	iaries (CRO)	11.0	4.5	6.6	7.7	8.3	-23.8%
	solidated venue	44.6	61.2	115.7	52.4	68.2	52.8%

Comments

Oligo API business sales increased 83.0% YoY

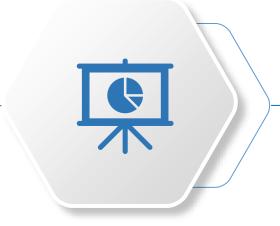
- Oligonucleotide API Oligo Backlog Value ≈ \$235M Stable sales generated from commercial projects Majority of clinical project sales focused in 4Q
- Earlier-than-planned operations for 2nd Oligo Plant Small-scale clinical trial batches production in 3Q GMP, commercial projects produced from 4Q onward
- Oversea Subsidiaries KRW 0.2 bn losses from CRO and other subsidiaries P/L of CROs near BEP level in 2Q, resulting from costcutting measures
- Anticipated Events in 2025 [Oligo] HAE project (Client, Approval), FCS/sHTG project (Client, P3 results), 2nd Oligo Plant Operation [SM] Mitochondrial deficiency project (Client, Approval) [Pipeline] Pirmitegravir P2 interim results

Thank You

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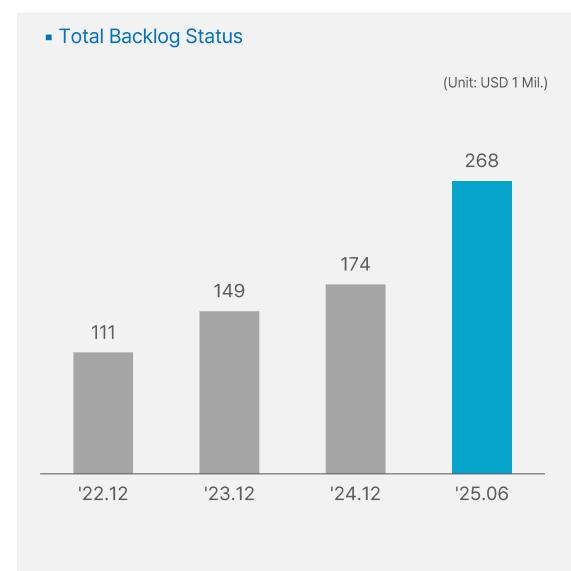


Appendix

Appendix



CDMO Backlog and Project Status



Project Status (from 1st Quarter Report)

(Unit: 1,000)

Category	Order Received	Project (Indication)	Currency	Backlog
Oligo	2023.05	MDS	USD	6,482
Oligo	2024.08	MDS	USD	14,276
Oligo	2024.08	MDS	USD	7,971
Oligo	2024.08	Hyperlipidemia	USD	63,263
Oligo	2024.12	MDS	USD	10,486
Oligo	2024.11	FCS	USD	19,288
Oligo	2024.11	HAE	USD	1,687
Oligo	2025.01	AS CVD	USD	14,665
Oligo	2025.01	lgA nephropathy	CHF	2,269
Oligo	2025.02	SMA	USD	4,875
Oligo	2025.02	HBV	USD	15,237
Oligo	2025.02	lgA nephropathy	CHF	1,361
Oligo	2025.03	FCS	USD	11,040
Oligo	2025.03	MDS	USD	19,288
Oligo	2025.03	MDS	USD	13,482
Oligo	2020.10	Production Line Service Fee	CHF	20,315
Oligo	2024.04	Monomer	USD	1,537
Oligo	2024.10.	Monomer	USD	3,980
S.M.	2023.09	Mitochondrial Deficiency	USD	285
S.M.	2024.01	Mitochondrial Deficiency	USD	1,712
S.M.	2024.04	Mitochondrial Deficiency	USD	1,712
S.M.	2024.07	Mitochondrial Deficiency	USD	2,889
S.M.	2025.01	Mitochondrial Deficiency	USD	7,222
S.M.	2025.04	Undisclosed	USD	5,029

^{*} USD/KRW 1,350 for 2025, CHF/USD 1.2 for 2022 ~ 2025. Value of backlog may change depending on exchange rate, future contract development, etc.

^{**} Project Status from 1st Quarter Report based on data on Apr. 2025. Updated status to be disclosed via 2nd Quarter Report