



# Year-end report January – December 2022

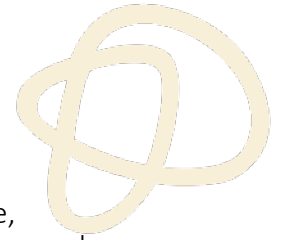
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February 8<sup>th</sup>, 2022



# Disclaimer

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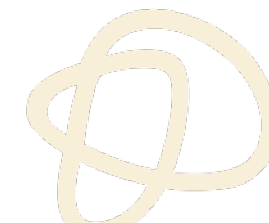
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# Potential new global market leader in Onychomycosis



MOB-015 has demonstrated world-leading ability to kill nail fungus

Partnerships in place – potential milestones of USD 120m

On track for launch – capturing full value potential

- 76%<sup>1</sup> of patients became fungus free, in two phase 3-studies including 800+ patients
- Additional de-risked US phase 3 study based on completed phase 3 studies to enable US approval and strengthen claims globally
- Targeting category leadership with USD 250-500m potential global product sales



EU



TAISHO PHARMACEUTICAL

Japan



Republic of Korea



Canada



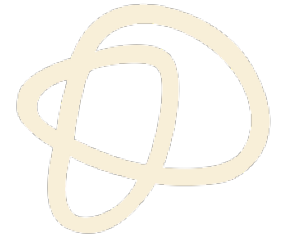
Scandinavia

- Swedish MPA reference country for EU submission March 2022  
Product launch expected 2023
- Proven commercial track record from Kerasal Nail® – built SEK 440 million franchise with 30% market share in the US
- Commercialization process to be repeated for MOB-015

1) Other topical treatments demonstrating 30-54%.

# Significant events during Q4 2021

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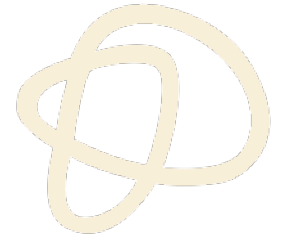


- The Medical Products Agency in Sweden has agreed to be reference member state for Moberg Pharma's European registration application
- Partnership with Allderma ahead of Scandinavian launch
- Preparations ongoing for the next Ph3-study in U.S.
- The Nomination Committee is proposing Kerstin Valinder Strinnholm as the new Chairman and Anders Lundmark as a new Board member.



# Swedish MPA will be reference member state – expected approval and launch 2023

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- The Medical Products Agency in Sweden has agreed to be reference member state for Moberg Pharma AB's registration application for MOB-015
  - Moberg Pharma has been ready to submit the registration application as soon as the authority can receive it. Due to limited resources and many parallel ongoing applications, the Swedish Medical Products Agency has now announced that the application can be submitted in March 2022.
  - Moberg Pharma will submit a full application, which offers the possibility of data exclusivity in Europe for up to 10 years following market approval.
  - The company will submit the registration application in Europe through the decentralized process, and market approval is expected in 2023.
- EMA's Paediatric Committee approval (September 2021) paves way for EU submission
  - Supplementary pediatric study during and after approval process for MOB-015

# Partnership with Allderma

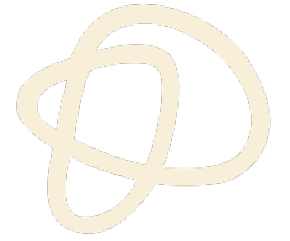
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- Partnership with Allderma for Sweden, Norway and Denmark
  - Allderma is responsible for marketing, distribution and sales
  - Moberg Pharma is responsible for the manufacturing and product delivery
- Complements the existing licensing agreement for MOB-015 in Europe
  - Our European partner retains the right at a later date to assume the license in these markets.
- Allderma is managed by the team responsible for the successful Nordic launch of Nalox<sup>®</sup>, our first-generation nail fungus product
- Great benefit in being directly involved in the launch of MOB-015 in our home market prior to additional launches with our partners



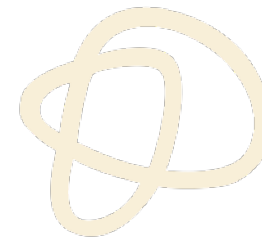
# Preparations ongoing for the next Ph3-study in U.S.

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- Similar design as the already completed North American study
  - Multi-center, double-blind, randomized, vehicle-controlled study
  - Scheduled to include 350 patients in North America
- Purpose of the new study:
  - Enable market approval in the U.S.
  - Strengthen the product's clinical data and marketing claims globally
- The risk in the new study is significantly reduced through the experience gained from the previous studies
  - Cooperation with the same CRO and lead investigator as in the previous North American study
- Goal to submit documentation on the new study to the FDA and ethical committee in Q1 2022

# USD 250-500m potential global product sales for MOB-015



**US**  
USD 150 - 300m

**US Rx<sup>1</sup> potential:**  
USD 150 - 300m (400 - 600 thousand units à USD 375 - 500/unit after GTN discount  
i.e. pricing on par with branded competitors and a target market share of 8 - 12%)

**Other Rx markets**  
USD 50 - 100m

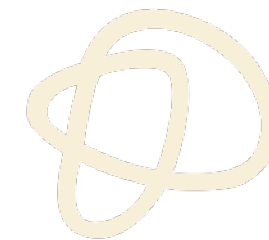
**Other Rx markets, e.g. Japan and Canada:**  
USD 50 - 100m (USD 40 - 100/unit ex factory and targeting a market share of 10 - 20%)

**OTC markets**  
USD 50 - 100m

**OTC markets in EU and RoW:**  
USD 50 - 100m (3.5 - 7 million units à EUR 15/unit ex factory)



# Key Financials

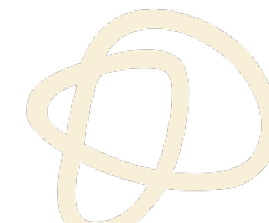


*Last five quarters*

(SEK thousand)

	Oct-Dec 2021	Jul-sep 2021	Apr-Jun 2021	Jan-Mar 2021	Oct-Dec 2020	
<b>Continuing operations</b>						
Net revenue	-	-	-	-	-	
<b>Gross profit</b>	-	-	-	-	-	
Selling expenses	-48	-	-	-	-4	
Business development and administrative expenses	-4,613	-4,435	-3,702	-5,688	-5,405	Expenses in line with previous periods
Research and development costs	-706	-600	-936	-1,207	-593	
Other operating items	477	397	526	827	33	
<b>Operating profit (EBIT)</b>	<b>-4,890</b>	<b>-4,653</b>	<b>-4,119</b>	<b>-6,068</b>	<b>-5,969</b>	
<b>Total profit for the period</b>	<b>-4,038</b>	<b>-3,910</b>	<b>-3,324</b>	<b>18,639</b>	<b>-6,720</b>	Gain from BUPI spin off in Q1 2021
Cash and cash equivalents	102,655	111,407	124,195	133,611	29,285	Strong cash holdings from rights issue issued in Q1 2021
Investments in MOB-015	6,636	9,700	10,294	4,680	2,289	
<b>Total Assets</b>	<b>450,889</b>	<b>453,512</b>	<b>456,488</b>	<b>463,209</b>	<b>479,704</b>	

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