



## Cautionary Statements Regarding Forward-Looking Information

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http://www.bayer.com/

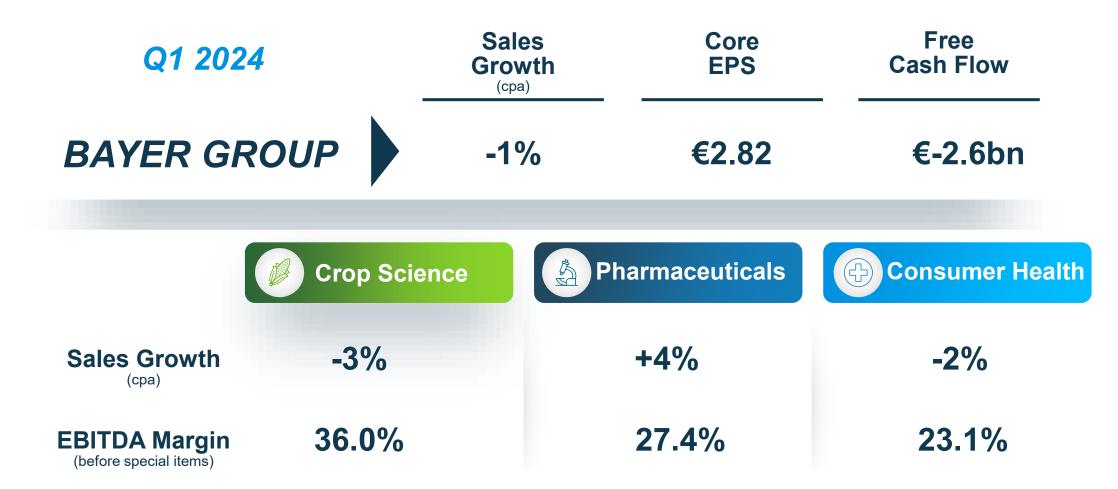


The company assumes no liability whatsoever to update these forward-looking statements or to conform them to future events or developments.





### Business Update: On Track to Deliver the Year





## Strategic Update: Progress on Our Top Priorities

#### **Growth & Innovation:**

- Pharma: Positive Elinzanetant topline data, Acoramidis inlicensing
- Crop Science: Q1 sales outperformed market with annual portfolio refresh in seeds and crop protection
- Consumer Health: Iberogast launched in US

#### **Cash & Deleveraging:**

- Dividend approved at ASM
- Strong cash focus, particularly reduced inventories

#### Litigation:

- PCB: Important win in appeals court
- Glyphosate: Joining forces with Modern Ag Coalition

#### **Dynamic Shared Ownership:**

- New Pharma and Crop Science organizational architecture announced
- > 500 customer and products teams globally
- ~ 1,500 FTEs reduced at quarter end



### Our Transformation: Scaling at High Speed

# Customer and Product Teams:

Dec '23: < 50 Mar '24: ~ 300 Apr '24: > 500

By end of 2024, every part of Bayer will have started working in the new operating model.

#### **Crop Science**

- // NA and LATAM: all customer teams activated; EMEA and APAC significantly scaled
- // Product Supply moved all frontrunner manufacturing sites to full activation

~250 Customer & Product **Teams activated** 

#### **Pharmaceuticals**

- // Following >70 teams' activation in the US, added app. 100 customer and products teams in International
- // 8 Global Product Teams established

>180 Customer & Product **Teams activated** 

#### **Consumer Health**

- **# All Regions** have double digit numbers of category and customer teams established
- // Improvements in speed and decision making e.g. in innovation delivery, customer access or supply capacity

>90 Category & Customer Teams set up

Status: As of April 2024



### Going Forward: What We Are Focused On



Readouts on **finerenone**'s first phase III study in heart failure and **darolutamide**'s ARANOTE trial



Introduction of **Preceon Smart Corn System** in US (breeding version), preparing for broader scale launch (biotech version)



Ongoing launch effectiveness in Consumer Health





## Q1 2024: In Line With Expectations

in €bn	Q1 2023	Q1 2024	$\Delta\%$ yoy	
Net Sales	14.4	13.8	<b>-1% cpa</b> (-4% rep)	Currency headwind of €0.5bn
EBITDA (EBITDA Margin) before special items	4.5 (31.1%)	4.4 (32.1%)	-1%	Lower Crop Science result partly offset by less incentive provisions; currency headwind €0.2bn
Core EPS (in €)	2.95	2.82	-4%	Lower financial result
Free Cash Flow	-4.1	-2.6	+36%	Lower litigation related payouts

cpa = currency and portfolio adjusted, rep = as reported, core EPS = core earnings per share (cont. operations)

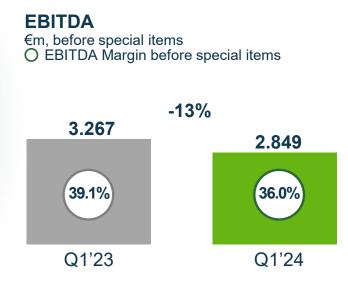


## Q1 2024: Expected Decline in EMEA Crop Protection Partially Compensated by Strong Pricing in Corn



Crop Science Q1 2024







- // Core Business -3% with +2% price and -5% volume
  - // Decline primarily driven by lower volume of other herbicides and fungicides in EMEA, partially offset by ~+6% corn pricing globally
- // Glyphosate-based herbicides -6% with price -55% and volume +49%: Significant yoy price decline to align to generics, partially offset by strong volume recovery

- Earnings primarily impacted by lower glyphosatebased herbicides prices
- // Negative FX effect on margin (-30bps)

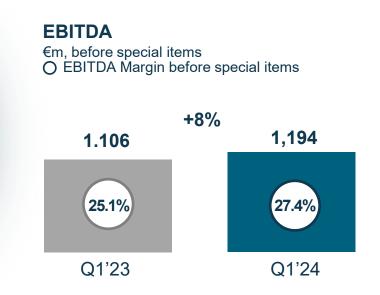


## Q1 2024: Growth Led by Launch Assets, Eylea and Radiology



#### Pharmaceuticals Q1 2024







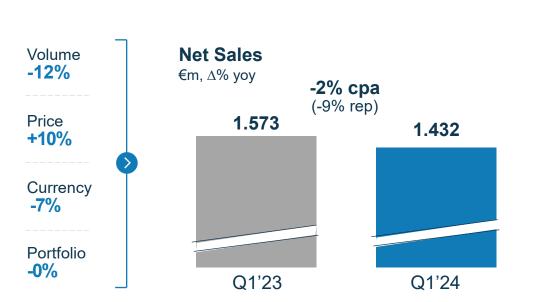
- // Strong performance of launch assets Nubeqa and Kerendia
- // Eylea with gains in all regions; Eylea 8mg launched in first countries
- // Xarelto sales slightly up versus a soft prior year; additional LoE's started to kick in
- // Recovery in China from prior year's softness more than offset by VBP related continued volume declines of **Adalat**

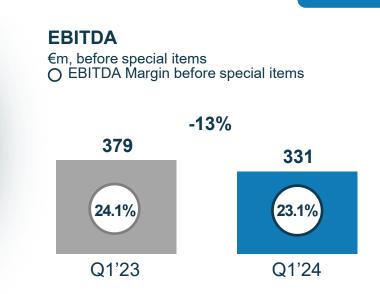
- // Continued growth investments in R&D and launch products funded by tight cost management
- // Prior year's R&D expenses included high costs for projects in advanced clinical development (e.g. accelerated asundexian Phase III recruitment)
- // Negative currency effects weigh on margin (-140 bps)

<sup>&</sup>lt;sup>1</sup>Sales growth rates in Net Sales bridge represent the contribution to the overall divisional growth.



## Q1 2024: Expected Slow Start into the Year Following Strong Q4 and a Mild Winter Season







- // US retailers continuing to optimize their inventories levels
- // Mild winter leading to soft cough & cold season
- // Continued roll-out of innovation in Dermatology and improved supply situation in Digestive Health
- // Successful execution of ongoing targeted and active pricing

- // Negative currency effects weigh on margin (-140 bps)
- // Reduced scale efficiencies due to lower topline and inflationary cost pressure
- // Prudent cost management



## FY 2024 Outlook: Updated FX Estimates

in €bn	<b>2023</b> as reported	<b>2024</b> at constant FX <sup>1</sup>	<b>2024</b> estimated FX impact <sup>2</sup>
Net Sales	47.6	-1% to +3%	-2% to -3%pts
EBITDA (before special items)	11.7	-9% to -3%	~ -4%pts
Core EPS (in €)	6.39	5.10 to 5.50	~ -0.30
Free Cash Flow	1.3	2.0 to 3.0	~ -0.3
Net Financial Debt	34.5	32.5 to 33.5	~ 0.5

<sup>&</sup>lt;sup>1</sup>Reflects our 2024 guidance at the average actual currencies for 2023; <sup>2</sup>Estimated FX impact: Currency assumptions based on month-end March 2024 spot rates (1 EUR=) 1.08 USD, 5.40 BRL, 7.85 CNY, 927 ARS, 34.94 TRY. Impact is calculated as difference to constant currencies.







## Outlook 2024: Modelling Considerations Unchanged

#### **GROUP** 2024 (€bn) at constant FX1 -2.0 to -1.0 **Special Items** (EBITDA) **Core Depreciation** ~ -1.7 **Core Financial Result** ~ -2.3 **Core Tax Rate** ~ 23% Reconciliation<sup>2</sup>: ~ -0.5 (EBITDA before special items)

#### **KEY DRIVER**

Special items (EBITDA) primarily driven by ongoing restructuring programs and DSO related severance payouts

Core Financial Result with increased interest payments on high debt level and impact of hyper-inflation countries

**Reconciliation**<sup>2</sup> (EBITDA before special items) including latest assumptions for long-term incentive provisions

**FX effect** on these items not material

<sup>&</sup>lt;sup>1</sup>Reflects our 2024 guidance at the average actual currencies for 2023; <sup>2</sup>Reconciliation reported as "All Other Segments" and not allocated "Enabling Functions" and "Consolidation".



### Outlook 2024: Divisions

	_	<b>2023</b> as reported	<b>2024</b> at constant FX <sup>1</sup>	<b>2024</b> estimated FX impact <sup>2</sup>
	Net Sales	€23.3bn	-1% to +3% <sup>3</sup>	~-1%pts
Crop Science	EBITDA Margin (before special items)	21.7%	20% to 22%	not material
	Net Sales	€18.1bn	-4% to 0%	~-3%pts
Pharmaceuticals	EBITDA Margin (before special items)	28.7%	26% to 29%	~-2%pts
	Net Sales	€6.0bn	+3% to +6%	~-5%pts
Consumer Health	EBITDA Margin (before special items)	23.4%	23% to 24%	not material

<sup>1</sup>Reflects our 2024 guidance at the average actual currencies for 2023; <sup>2</sup>Estimated FX impact: Currency assumptions based on month-end March 2024 spot rates (1 EUR=) 1.08 USD, 5.40 BRL, 7.85 CNY, 927 ARS, 34.94 TRY. Impact is calculated as difference to constant currencies = at average actual currencies for 2023; <sup>3</sup>Core growth +1% to +4%, Glyphosate growth -12% to -8%.





#### Q1 2024: Core Net Income and Free Cash Flow

[€ bn]	Q1 2023	Q1 2024
Net Sales	14.4	13.8
EBITDA before special items	4.5	4.4
Core depreciation	-0.4	-0.4
Core EBIT	4.1	4.0
Core financial result (before special items)	-0.3	-0.4
Core EBT	3.8	3.6
Minorities / noncontrolling interest	0.0	0.0
Core tax rate	23.6%	22.3%
Core tax	-0.9	-0.8
Core Net income	2.9	2.8
Amortization & extraordinary depreciation	-1.0	-0.7
Special Items (EBITDA & Financial Result)	-0.2	-0.3
Tax Effect on Adjustments	0.5	0.2
Net income	2.2	2.0

[€ bn]	Q1 2023	Q1 2024
Reported EBITDA	4.3	4.2
Tax payments	-0.5	-0.4
Delta pensions	-0.1	-0.1
Gains/Losses Divestments	0.0	-0.1
Delta Working Capital	-7.3	-5.7
t/o Delta Inventories	0.0	0.6
t/o Delta Receivables	-4.4	-4.8
t/o Delta Payables	-1.2	-1.2
t/o Other Working Capital	-1.7	-0.3
Operating Cash Flow <sup>1</sup>	-3.6	-2.2
Interest & dividends received	-0.1	0.0
CapEx <sup>2</sup>	-0.5	-0.4
Free cash flow	-4.1	-2.6

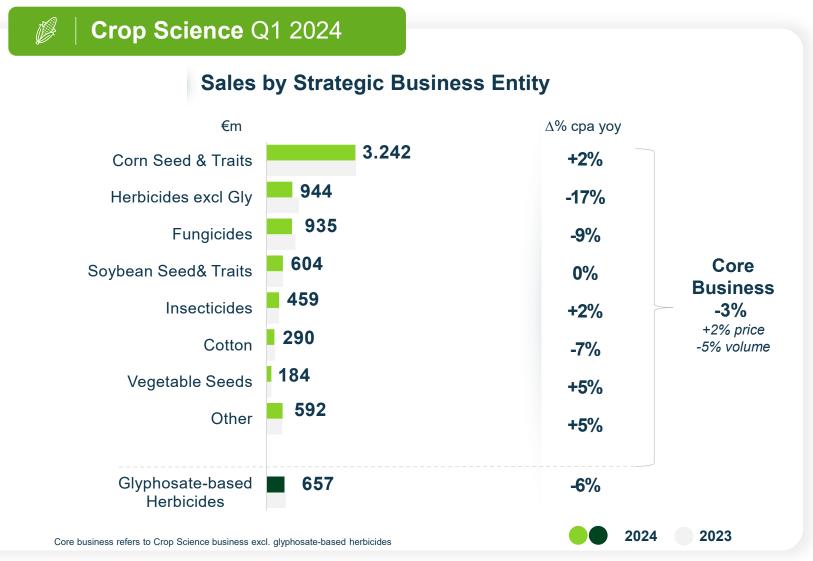


- Trade working capital: continued improvement in inventory levels
- Other Working Capital: driven by lower litigation related payments (PCB)

<sup>&</sup>lt;sup>1</sup>Net cash provided by (used in) operating activities (excluding Interest & dividends received); <sup>2</sup>Cash flow-relevant capital expenditures (without leasing).



## Pricing from Innovation in the Core Business Partially Compensates for Glyphosate Normalization



### Key Drivers

**Corn S&T:** strong pricing globally, partially offset by area reductions, mostly in NA

Herbicides excl. GLY: declines across all regions, particularly in EMEA volumes, mostly driven by adverse weather, delayed purchasing and generic pricing pressure

**Fungicides:** double-digit decline in EMEA volumes also driven by adverse weather, delayed purchasing and generic pricing pressure

**Soy S&T:** favorable volume in LATAM offset slight decline in U.S.

**Insecticides:** Volume growth in EMEA and NA partly offset by price pressure and lower volume in LATAM

Cotton: impacted by shift in demand to Q2

**Vegetable Seeds:** higher pricing in all regions

Other: advanced phasing of a collaboration technology fee in other parts of the seed portfolio

**Glyphosate-based Herbicides:** significant YOY price decline to align to generics drives strong volume recovery

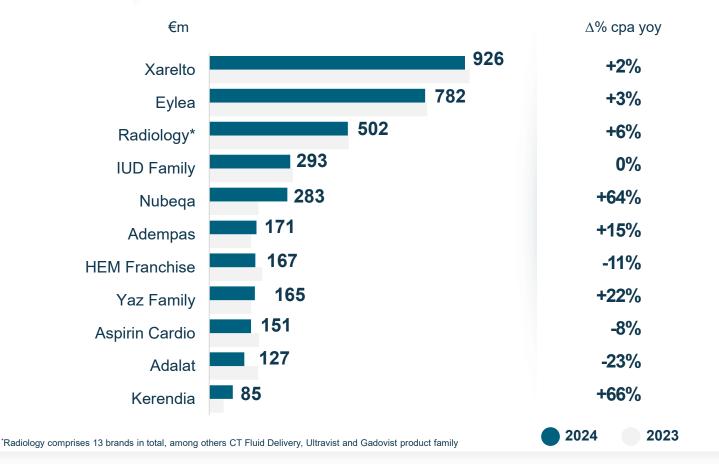


## Nubeqa and Kerendia With Continued Strong Launch Dynamics, Ongoing Solid Growth of Eylea and Radiology



#### Pharmaceuticals Q1 2024

#### **Sales by Key Products**



#### Key Drivers

**Xarelto:** slightly up versus soft prior year; ongoing generic pressure; lower US royalties

**Eylea:** growing in all regions, particularly Canada; first launches of Eylea 8 mg

Nubeqa: continued growth led by US, EU and China

**Kerendia:** growth driven by ongoing US market uptake and further business expansion in China

Radiology: CT Fluid Delivery and Ultravist performing particularly strong

**IUD Family:** volume declines offset by higher prices

**Adempas:** volume expansion in the US driven by higher enrollment of patients and new treatment centers

**HEM Franchise:** competitive pressure especially in US

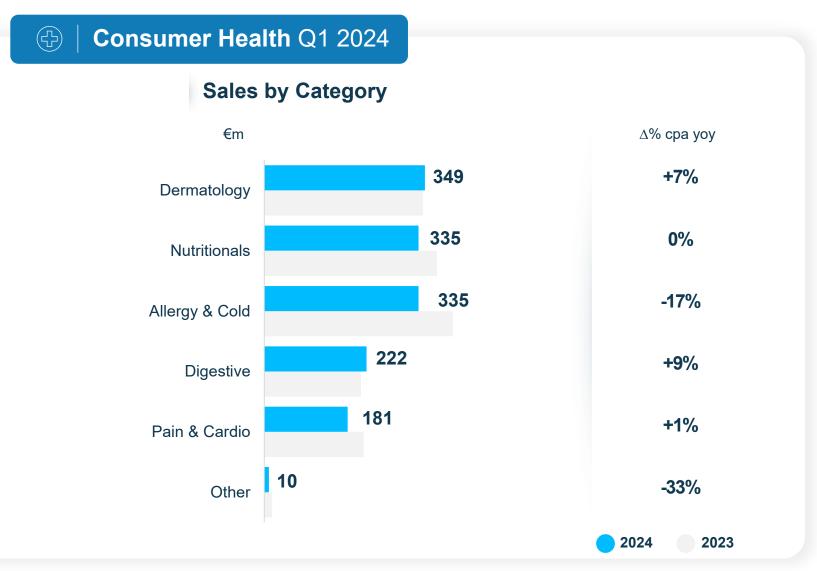
Yaz Family: recovery from weak prior year

Aspirin Cardio: lower channel demand mainly in China

Adalat: continued impact from VBP in China



# Reduced Retailer Demand Post Strong Q4, as Well as Soft Cough & Cold Season Cannot be Fully Compensated by Improving Supply



#### **Key Drivers**

**Dermatology:** Growth mainly driven by contributions from our Bepanthen brand family and strong demand for our regional brands

**Nutritionals:** Sales were on previous year level, with overall market slowdown post Covid peak in APAC, compensated by EMEA, due to improved product availability

**Allergy & Cold:** Strong prior year quarter further impacted by a mild winter leading to soft cough & cold season

**Digestive:** Growth driven by improved supply in EMEA

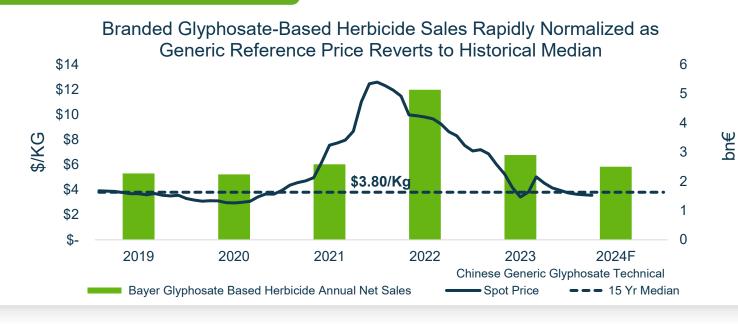
Pain & Cardio: Strong business performance in Latin America, almost offset by retail inventory optimization in North America



## Expect Lower Glyphosate Pricing to be Partially Offset by Volume Recovery in 2024



#### **Glyphosate**



#### **Market Trends:**

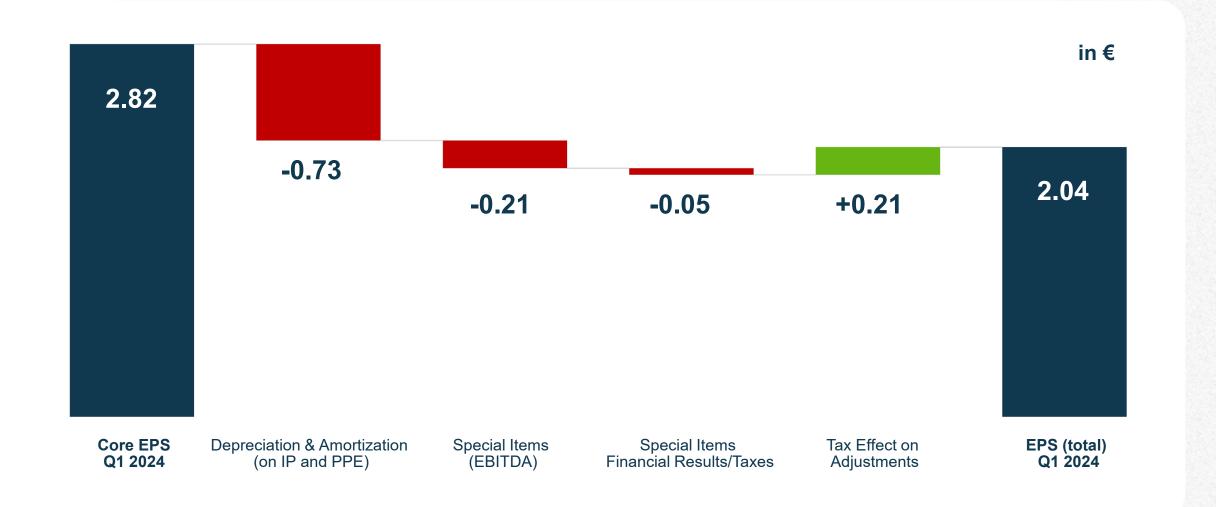
- Global demand remains strong, returning to normalized, ratable purchasing patterns in 2024, as compared to 2023 when ~65% of volume shipped in HY2.
- Generic Chinese glyphosate technical reference spot price trending slightly below 15-year historical median price, with recent upturn mid-April

#### **Our Strategy:**

- Maintain supply for ~40% global glyphosate market, with focus on the over-the-top markets in the Americas
- Maintain strong brand premium over generic glyphosate-based herbicides with agile and strategic pricing
- Focus on low-cost, sustainable manufacturing and operating model



## Q1 2024: Core EPS to EPS Bridge





## Q1 2024: Key Financial Measures by Division

	Crop So	cience	Pharmaceuticals		Consumer Health		Reconciliation		Group	
[€ million, if not specified]	Q1 23	Q1 24	Q1 23	Q1 24	Q1 23	Q1 24	Q1 23	Q1 24	Q1 23	Q1 24
Sales	8,351	7,907	4,407	4,358	1,573	1,432	58	68	14,389	13,765
	0,001	1,501	7,701	4,000	1,070	1,702	30	00	14,000	10,700
Sales by region:		•								
Europe / Middle East / Africa	2,297	2,079	1,771	1,822	516	523	55	67	4,639	4,491
North America	4,182	4,122	1,110	1,110	612	528	2	_	5,906	5,760
Asia / Pacific	632	519	1,305	1,187	244	208	_	_	2,181	1,914
Latin America	1,240	1,187	221	239	201	173	1	1	1,663	1,600
Cost of goods sold <sup>1,2</sup>	-3,816	-3,846	-1,014	-1,089	-556	-481	-51	-12	-5,437	-5,428
Selling expenses <sup>1,2</sup>	-1,144	-1,148	-1,492	-1,403	-663	-647	-57	18	-3,356	-3,180
Research and development expenses <sup>1,2</sup>	-594	-585	-867	-746	-51	-55	-39	11	-1,551	-1,375
General administration expenses <sup>1</sup>	-170	-176	-202	-194	-33	-39	-208	-128	-613	-537
Other operating income / expenses <sup>1</sup>	-12	-30	16	42	18	28	-50	14	-28	54
EBIT before special items	2,615	2,122	848	968	288	238	-347	-29	3,404	3,299
EBIT margin before special items [%]	31.3%	26.8%	19.2%	22.2%	18.3%	16.6%	-598.3%	-42.6%	23.7%	24.0%
Special items	-296	-59	-42	-96	-6	-9	-87	-43	-431	-207
EBIT	2,319	2,063	806	872	282	229	-434	-72	2,973	3,092
Depreciation & Amortization¹	652	727	258	226	91	93	66	67	1,067	1,113
EBITDA before special items	3,267	2,849	1,106	1,194	379	331	-281	38	4,471	4,412
EBITDA margin before special items [%]	39.1%	36.0%	25.1%	27.4%	24.1%	23.1%	-484.5%	55.9%	31.1%	32.1%
Special items	-18	-60	-42	-95	-6	-9	-87	-43	-153	-207
EBITDA	3,249	2,789	1,064	1,099	373	322	-368	<b>-</b> 5	4,318	4,205
Operating cash flow, continuing <sup>3</sup>	-3,364	-2,865	707	809	183	219	-1,076	-313	-3,550	-2,150
Cash flow-relevant capital expenditures <sup>4</sup>	-208	-210	-205	-178	-20	-26	-33	-32	-466	-446

<sup>&</sup>lt;sup>1</sup>Before special items; <sup>2</sup>Includes purchase price amortization (PPA) of €356m in COGS, €43m in selling expenses, €32m in R&D in 2024 and €304m in COGS, €40m in selling, €29m R&D in 2023, for Crop Science and Group; <sup>3</sup>Net cash provided by (used in) operating activities; <sup>4</sup>Cash flow-relevant capital expenditures (without leasing).





## Crop Science: Seed & Traits and Digital R&D Pipeline



(Annual Update March 2024)

Phase I		Phase II		Phase III		Phase IV		PSP	
Corn Disease Shield - NA Annual Germplasm Upgrades	**	Corn LEP5  2nd Generation Seed Density Digital Tool - NA  Digital Disease Mgmt. – NA  Seed Placement Digital Tool - NA  Annual Germplasm Upgrades		Corn HT5  2 <sup>nd</sup> Gen Seed Density Digital Tool – EMEA  2nd Gen Seed Density Digital Tool – LATAM  Annual Germplasm Upgrades	<b>X</b>	PRECEON Smart Corn - Breeding  PRECEON Smart Corn - Biotech Trait <sup>2</sup> Corn LEP4  CRW4  Annual Germplasm Upgrades		~€11bn	
Annual Germplasm Upgrades Soybean Native Resistance	78 78	Soy IP4  Digital Disease Mgmt NA  Seed Placement Digital Tool – LATAM  Annual Germplasm Upgrades  Soybean Native Resistance	<b>≥</b> □ □ ≥ ≥ ≥ ≥ ≥ ≥ ≥ ≥ ≥ ≥ ≥ ≥ ≥ ≥ ≥ ≥ ≥	2nd Generation Soy Cyst Nematode resistance Soy HT5 (6 Tolerances – Adds PPO)  Seed Placement Digital Tool – NA  Annual Germplasm Upgrades Soybean Native Resistance		Soy IP3 Soy HT4 (5 Tolerances –Adds 2, 4-D and HPPD) Vistive Gold Xtend  Annual Germplasm Upgrades Soybean Native Resistance	Ma Mar mar mar	~€5bn	
Canola/OSR Digital Disease Mgmt NA  Wheat Annual Germplasm Upgrades  Wheat Disease Package Upgrades  Cotton Annual Germplasm Upgrades  Canola/OSR Annual Germplasm Upgrades		Wheat Digital Disease Mgmt EMEA  Canola HT4  Wheat Annual Germplasm Upgrades Wheat Disease Package Upgrades Cotton Annual Germplasm Upgrades Canola/OSR Annual Germplasm Upgrades		Sugarbeets 2nd Generation Herbicide Tolerance¹ Cotton HT4 (5 tolerances – Adds 2, HPPD and PPO)  Cotton IP4  Wheat Annual Germplasm Upgrades Wheat Disease Package Upgrades Cotton Annual Germplasm Upgrades	De De De mor nor nor	Wheat Annual Germplasm Upgrades Wheat Disease Package Upgrades Cotton Annual Germplasm Upgrades	he he he not	~€5bn³	
Veg- Annual Germplasm Upgrades Rice Annual Germplasm Upgrades	<u>*</u>	Veg- Annual Germplasm Upgrades Rice Annual Germplasm Upgrades	<u>\$</u>	Canola/OSR Annual Germplasm Upgrades  Veg- Annual Germplasm Upgrades  Rice Annual Germplasm Upgrades	上 义 义	Canola/OSR Annual Germplasm Upgrades Veg- Annual Germplasm Upgrades Rice Annual Germplasm Upgrades	<u>*</u>		HT = Herbicide CRW = Corn Ro LEP = Lepidopt IP = other Insec

Projects listed here and included in the peak sales potential by segment do not include projects funded by our Leaps by Bayer investments; includes all advancements made in FY'23, updated Mar'24

PSP = Peak Sales Potential, 50% incremental; Expected to reach 30% of PSP by 2032, 80% of PSP by 2038 and remainder in 2039+; **Note that products are excluded from the pipeline PSP typically the year following launch**1 In collaboration with KWS; 2 In collaboration with BASF; 3 "Other" category includes seeds and traits, such as cotton, canola, wheat, OSR, rice, vegetable seeds and sugarbeets, plus carbon and digital Models.



## Crop Science: Crop Protection R&D Pipeline (Annual Update March 2024)



	Phase I Phase II		Phase III	Phase IV	Life Cycle Management <sup>1</sup>						
HERBICIDES	New Al Development  New Herbicide   ✓ ✓ ✓	New Herbicide ✓ ♣	New Herbicide    √ √ √   New Herbicide    √ √ √   New Herbicide    √    √   √   √   √   √   ✓   ✓   ✓		Non-Selective Glyphosate LCM   Selective  Merlin Flexx / Adengo LCM   Balance Flexx LCM   Convintro   New over-the-top herbicide   V  Convintro   Mesosulfuron LCM   New over-the-top herbicide   V	~€5bn					
INSECT. FUNGIC.	New Insecticide ✓ ✓ ♣	New Fungicide ✓	New Fungicide³ ✓ ✓ ✓	Plenexos ✓ ✓ ✓	Nativo Plus   ✓ ✓  Delaro Forte   ✓  Vayego Duo   Fluopyram  ✓	~€2bn <mark>~€3bn</mark>					
SEED GROWTH 2			New Seed Treatment ✓ 🦠	lbisio ✓ <sup>k</sup> 3,	INS FUN ready mixture   Ladoran   ✓ ✓ ✓  Next gen. Potato Fungicide   ✓	Γ					

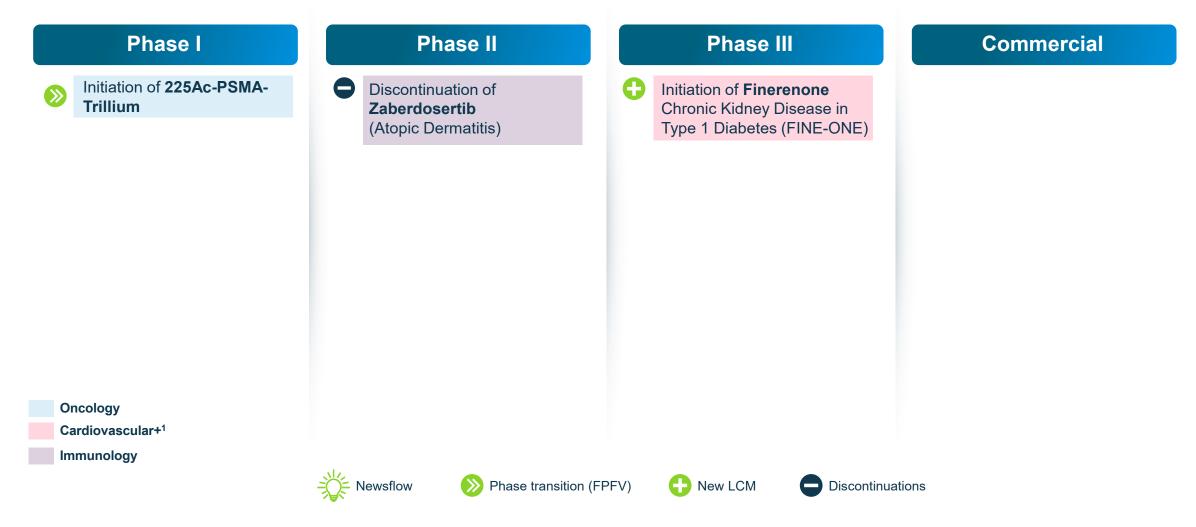
<sup>&</sup>lt;sup>1</sup> Shown here is a subset of Bayer's total life cycle management activities; focused on new formulation developments which have the potential to bring significant innovation to customers compared to currently marketed product; Products shown may not yet be fully registered in all jurisdictions; includes all advancements made in FY'23, updated Mar'24; <sup>2</sup> SeedGrowth is currently reported within other SBEs; <sup>3</sup> 3<sup>rd</sup> party collaboration

PSP = Peak Sales Potential, 50% incremental; Expected to reach 30% of PSP by 2032, 80% of PSP by 2038 and remainder in 2039+; Note that products are excluded from the pipeline PSP typically the year following launch.

advanced to next phase Selection of projects listed here and included in the peak sales potential by segment do not include projects in early research or discovery



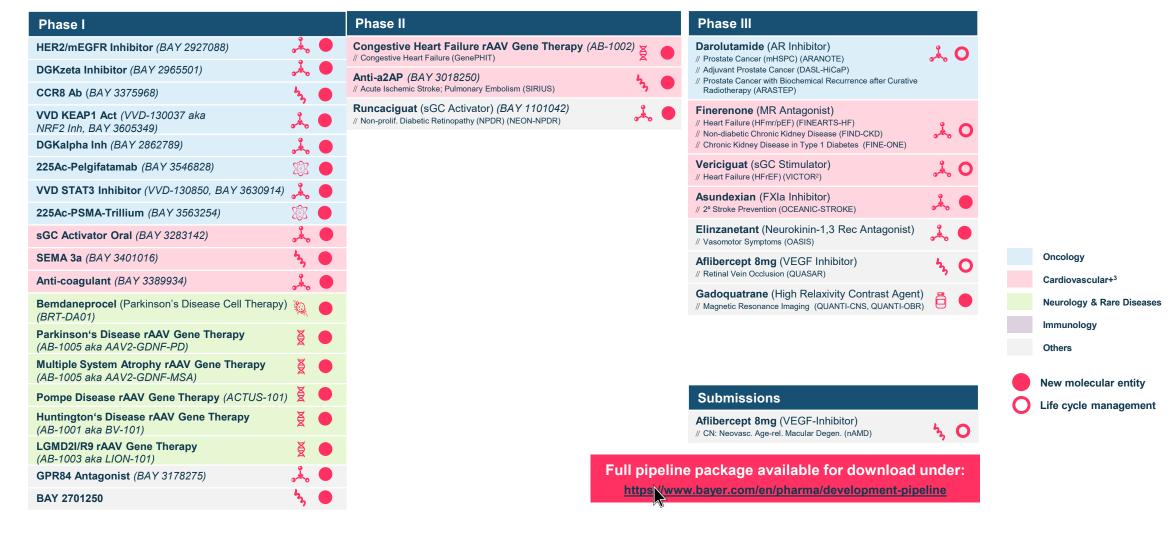
### Pharmaceuticals: R&D Developments (since last update on February 20, 2024)



<sup>&</sup>lt;sup>1</sup> Including Precision Cardiovascular, Nephrology & Acute Care



## Pharmaceuticals – Pipeline Overview<sup>1</sup> (as of April 30, 2024)



<sup>&</sup>lt;sup>1</sup> Bayer and partner sponsored + 3rd party label enabling studies with first patient first visit













<sup>&</sup>lt;sup>2</sup> Conducted by Merck & Co <sup>3</sup> Including Precision Cardiovascular, Nephrology & Acute Care



## Major R&D Milestones Expected in 2024

	Phase I		Phase II		Phase III	Submission / Approval			
**	Sema3A mAB: Primary compl. Phase I	<b>≫</b>	sGC Activator oral CKD: Start Phase IIb	*	Darolutamide/ADT mHSPC: Primary compl. phase III (ARANOTE)	<b>√</b>	Elinzanetant VMS: First submissions		
<b>&gt;&gt;</b>	BRT-OpCT01 Primary Photoreceptor Diseases Start Phase I/II	<b>&gt;&gt;</b>	Bemdaneprocel PD: Start Phase II	<b>&gt;&gt;</b>	HER2/mEGFR Inhibitor: Start phase III				
		<b>&gt;&gt;</b>	PD rAAV Gene Therapy: Start Phase II	*	Finerenone HFmr/pEF: Primary compl. phase III (FINEARTS-HF)				
			Runcaciguat NPDR: Primary compl. Phase IIa	*	Aflibercept RVO: 8 mg Primary compl. Phase III (QUASAR)				
				*	Gadoquatrane: Prim.complet. phase III (QUANTI-CNS/-OBR)				

**Primary Completion** 

New LCM

Oncology

Immunology

Others

Phase transition (FPFV)

√ First Submission / Approval

**Neurology & Rare Diseases** 

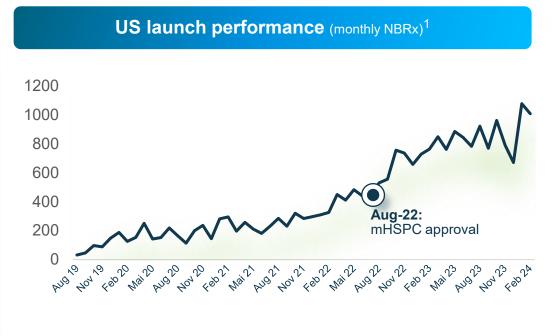
Cardiovascular+2

<sup>&</sup>lt;sup>1</sup> After April 30<sup>th</sup>, 2024 <sup>2</sup> Including Precision Cardiovascular, Nephrology & Acute Care



## Nubeqa Continues to Show Strong Uptake With Gains in All Regions





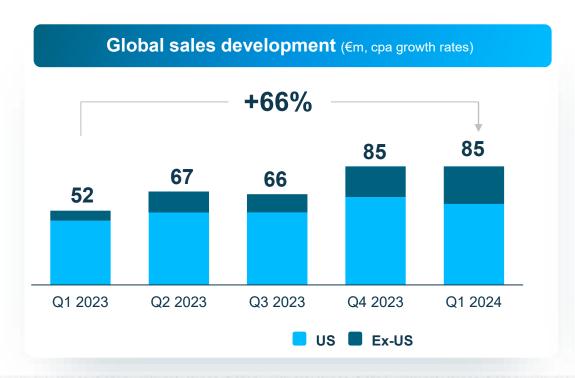


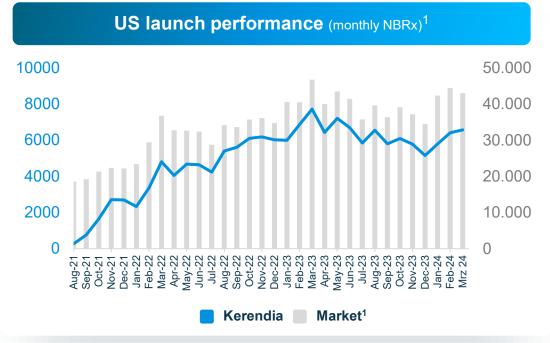
- Nubeqa continues to be the fastest growing ARI<sup>2</sup> in the US, hitting an all time high in New-to-Brand patients
- The mHSPC<sup>3</sup> launch continues to be a success in all markets, with particularly strong uptake in EMEA

Nubeqa is approved in more than 87 countries today (mHSPC approvals in 77 markets)



### Kerendia Demonstrates Continued Launch Uptake







Solid growth momentum in the US; broad utilization in early disease stages confirms adoption of Kerendia across CKD stages

- Steady ex-US growth in key countries, including China with increased hospital access and Mexico with steep uptake after launch
- Accelerating market penetration expected in 2024 with estimated sales of ~€500m

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