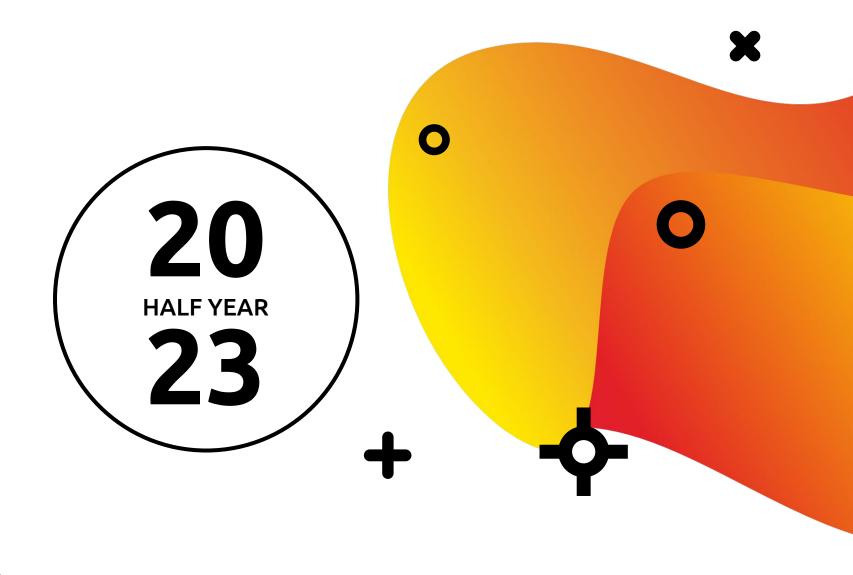
# dorsia

Financial Reporting





The following information contains certain "forward-looking statements", relating to the company's business, which can be identified by the use of forward-looking terminology such as "estimates", "believes", "expects", "may", "are expected to", "will", "will continue", "should", "would be", "seeks", "pending" or "anticipates" or similar expressions, or by discussions of strategy, plans or intentions. Such statements include descriptions of the company's investment and research and development programs and anticipated expenditures in connection therewith, descriptions of new products expected to be introduced by the company and anticipated customer demand for such products and products in the company's existing portfolio. Such statements reflect the current views of the company with respect to future events and are subject to certain risks, uncertainties and assumptions. Many factors could cause the actual results, performance or achievements of the company to be materially different from any future results, performances or achievements that may be expressed or implied by such forward-looking statements. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated or expected.





"The ongoing adaptations to the company will extend the time we have to create sustainable value."

Jean-Paul Clozel
Chief Executive Officer



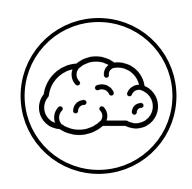


### CHF 400 million deal with osser



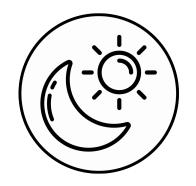


SALE of
Idorsia's
affiliates in
Japan and Korea



### PIVLAZ (clazosentan)

assignment of Roche's license in the Territory



#### **Daridorexant**

co-exclusive license in the Territory and assignment of all potential milestones from Mochida



#### **Option**

to exclusive license lucerastat and cenerimod in the Territory

**Territory:** Australia, Brunei, Cambodia, Indonesia, Japan, Laos, Malaysia, Myanmar, New Zealand, Philippines, Singapore, South Korea, Thailand, Taiwan, and Vietnam.

Clazosentan is only marketed in Japan under the tradename PIVLAZ®



# Global reduction in cash burn to give us time to realize commercial success

Ongoing initiative at HQ targeting cost reduction by approx. 50%

To become fully effective in early 2024

Full portfolio review and potential out-licensing deals

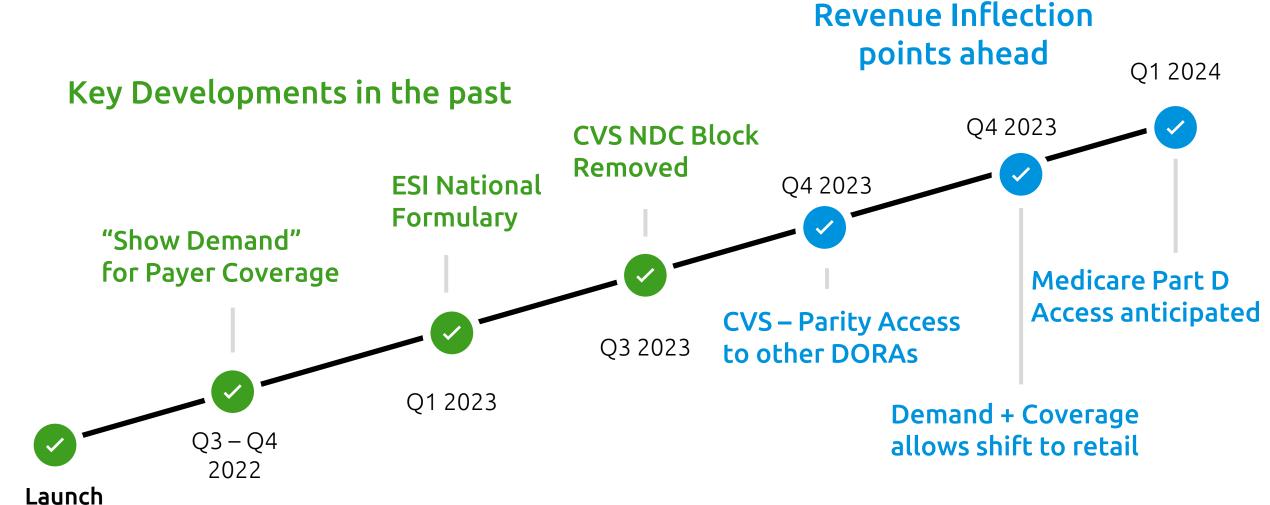
Ongoing consultation of employee representatives at headquarters

Up to **500 positions** could become **redundant**, mainly in R&D and support functions



# Demand and payer coverage enable conversion to paid scripts





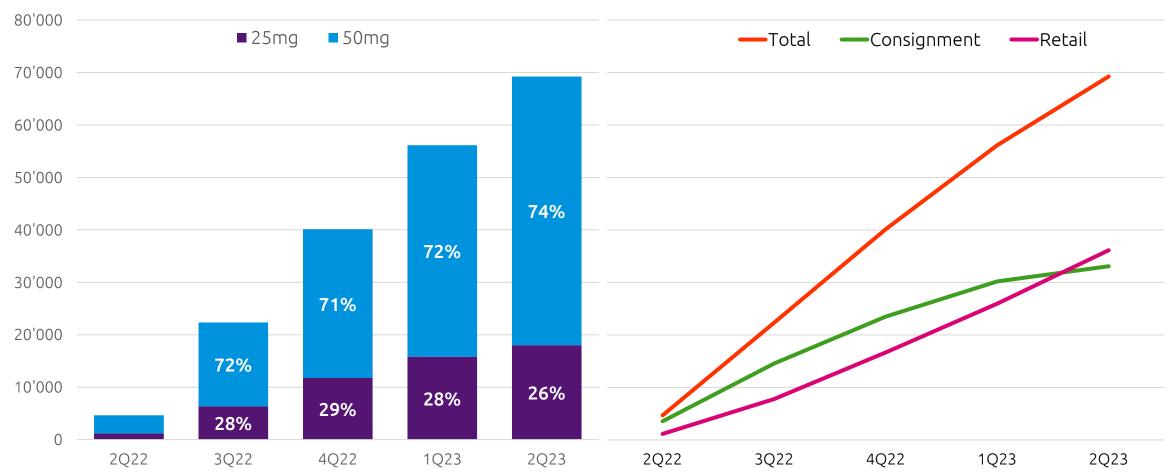


## Strong demand with more volume coming from Retail vs. consignment in Q2 2023



#### QUVIVIQ Quarterly TRxs by Strength

#### **QUVIVIQ Quarterly TRxs by Source**



Source: IQVIA + VitaCare Pharmacy Services

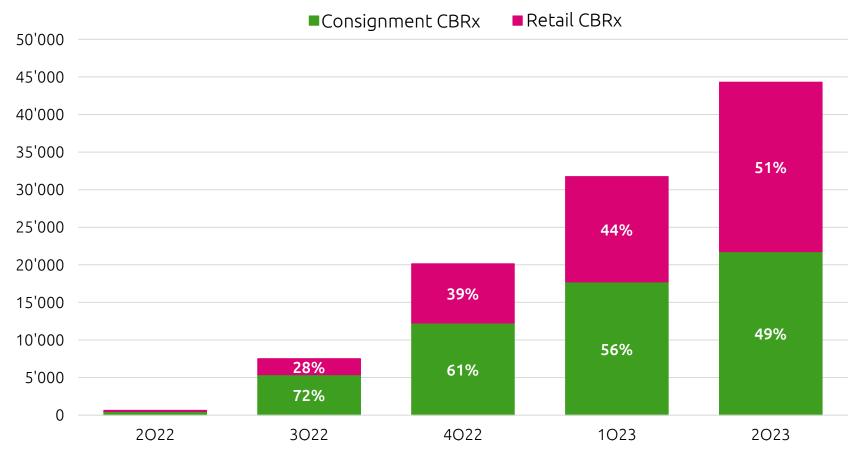
Daridorexant is available in the US and the first countries in Europe under the tradename QUVIVIQ. In addition, daridorexant is approved throughout the European Union and in Switzerland and is currently under review in Canada.



# Positive patient experience results in refills driving growth...



#### Continued brand prescriptions (CBRx)



Source: IQVIA + VitaCare Pharmacy Services data through June 2023

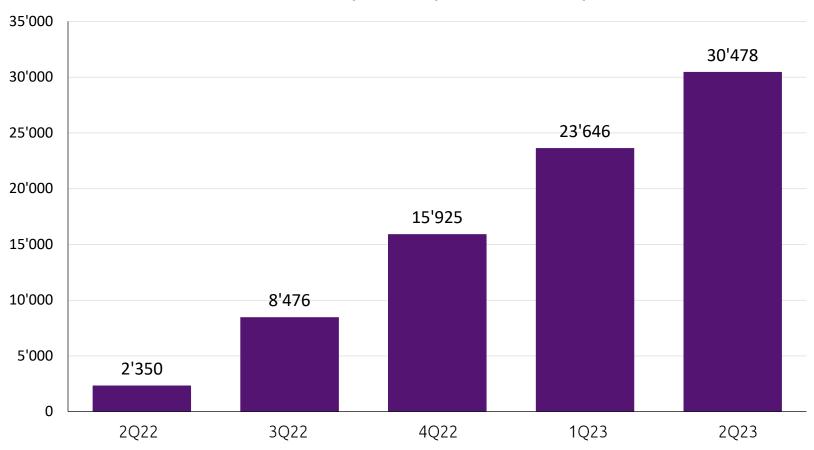
Daridorexant is available in the US, Germany, Italy, and Switzerland under the tradename QUVIVIQ. In addition, daridorexant is approved throughout the European Union, UK, and Canada.



## QUVIVIQ writers continue to grow since launch



#### Cumulative QUVIVIQ Writers By Quarter

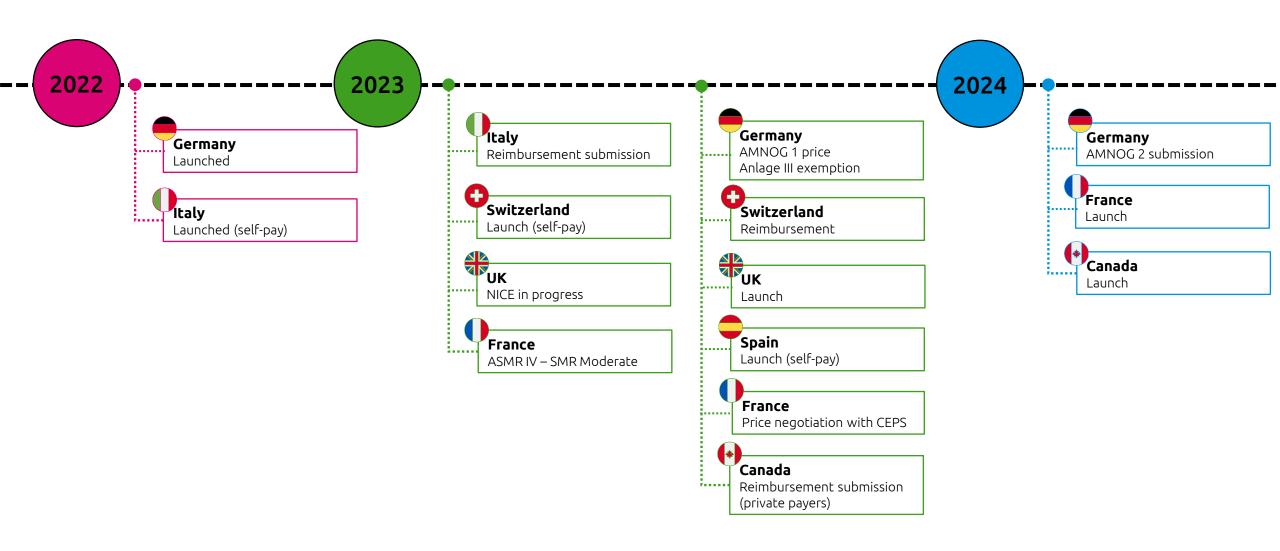


Source: Retail+ Consignment dispenses through Jun 30, 2023

Daridorexant is available in the US, Germany, Italy, and Switzerland under the tradename QUVIVIQ. In addition, daridorexant is approved throughout the European Union, UK, and Canada.



## Successful QUVIVIQ start in EUCAN region

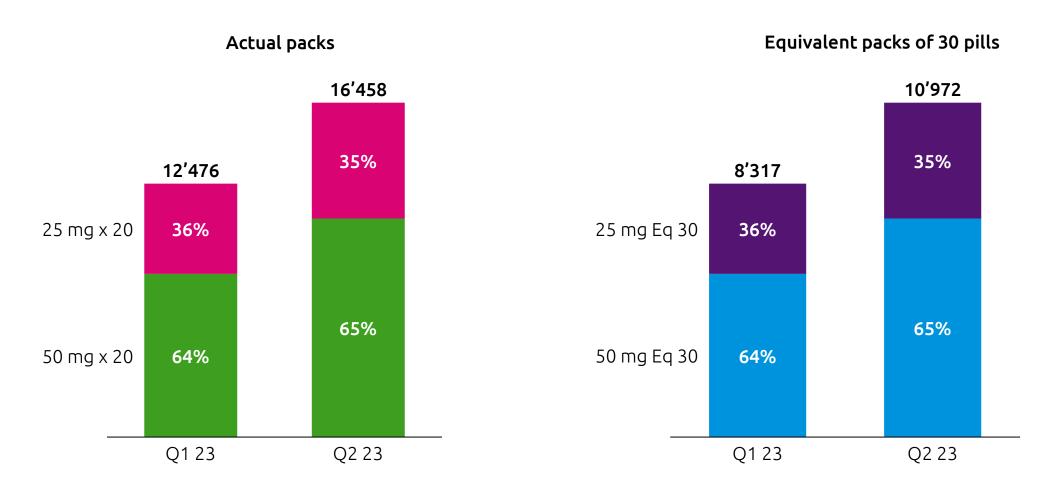




### Demand is growing in Germany



National volume (Packs) from wholesalers to pharmacies



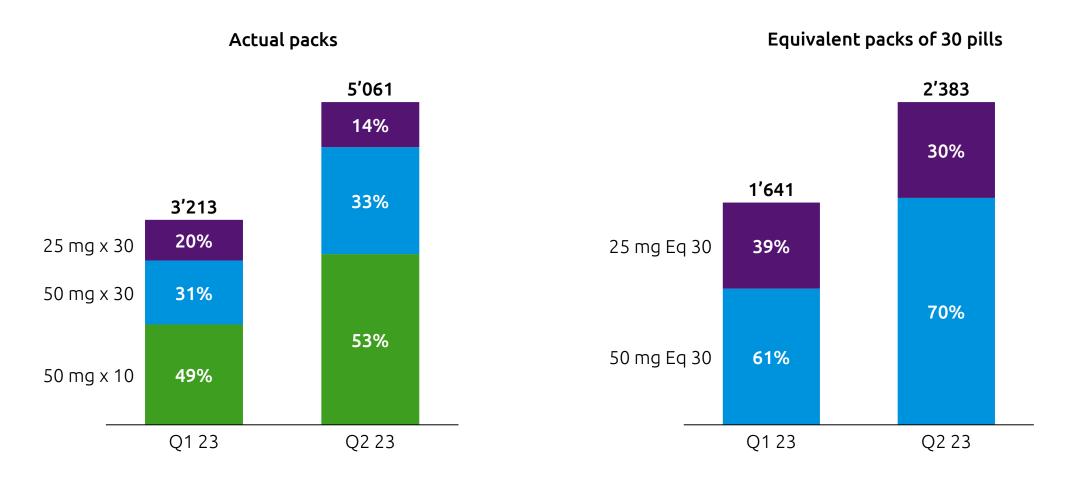
Source: IQVIA Midas Jan-May 2023, June estimated from weekly sales data



## Demand is growing in Italy



National volume (Packs) from wholesalers to pharmacies



Source: IQVIA Midas Jan-May 2023, June estimated from weekly sales data



"Cash runway extended to early 2024 - Several initiatives ongoing to raise cash in H2 2023 as well as reduce our cost base."

> André C. Muller Chief Financial Officer



## US GAAP/Non-GAAP Net Sales

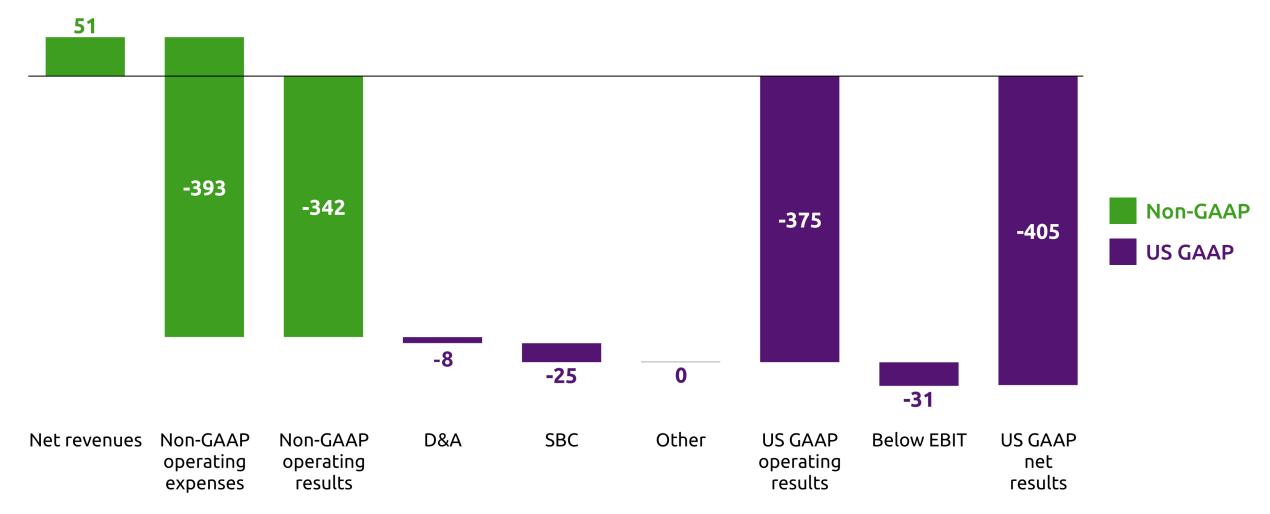
in CHF millions, rounding differences may occur

		Q1	Q2	H1
QUVIVIQ To daridorexant 25mg,50mg tablets	United States Germany & Italy	3.0 1.3	5.8 1.6	8.8 2.9
	QUVIVIQ™	4.3	7.4	11.7
<b>◇ PIVLAZ</b> clazosentan	PIVLAZ® (Japan)	13.5	18.9	32.4
	Net Sales	17.7	26.4	44.1



### US GAAP net results

in CHF millions, rounding differences may occur



Financial results as of June 30, 2023



### Non-GAAP operating expenses

in CHF millions, rounding differences may occur



Financial results as of June 30, 2023



## H1 impact Sosei deal for FY results publication

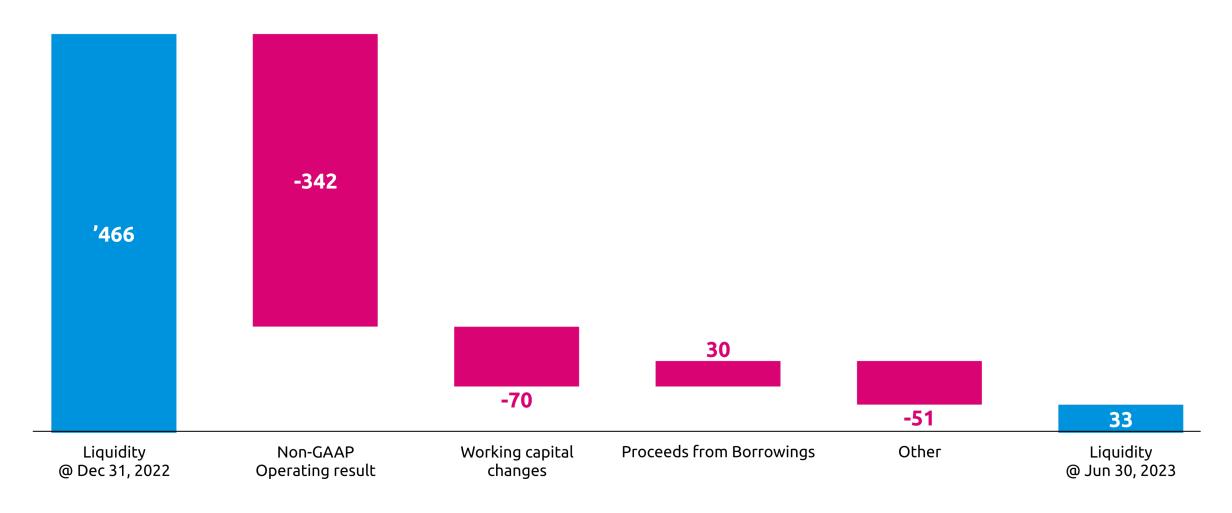
(in CHF millions, unless otherwise indicated)	H1 as reported	Est. impact of Sosei-Deal*	Est. H1 for FY results publication
Product sales	44	32	12
Contract revenue	7	-	7
Operating expenses			
Cost of sales	(5)	(3)	(2)
Research and development	(153)	(6)	(147)
Selling, general and administrative	(235)	(19)	(216)
Non-GAAP operating expenses	(393)	(28)	(365)
Non-GAAP operating results	(342)	5	(346)
Share-based compensation	(25)	(1)	(24)
Depreciation, amortization, impairment	(8)	(1)	(7)
US GAAP operating expenses	(33)	(2)	(31)
US GAAP operating results	(375)	3	(377)



<sup>\*</sup>Estimation of the impact of the Sosei-Deal excluding any effects from future deconsolidation. Ongoing evaluation of discontinued operations.

### Cash flow

in CHF millions, rounding differences may occur

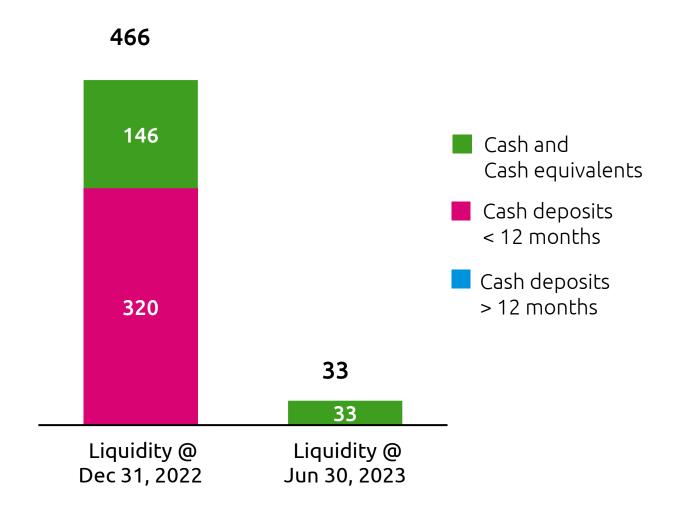


Financial results as of June 30, 2023



## Liquidity

in CHF millions, rounding differences may occur



#### Liquidity @ June 30, 2023

- Includes
  - CHF 10m from Sosei Heptares
  - CHF 20m bridge loan
- Excludes
  - CHF 11m held at Idorsia Japan (reported in "assets held for sale")

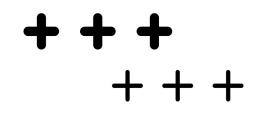
#### CHF 400m deal with Sosei Heptares

- CHF 10m paid at NBTS (June 2023)
- CHF 386m paid at closing (July 21, 2023)
- CHF 4m (approx.) expected by mid-Oct. 2023

Financial results as of June 30, 2023



### Financial Guidance for 2023\*





US GAAP operating loss of around CHF 735 million and non-GAAP operating loss of around CHF 650 million

\* Excluding unforeseen events and Japan and Korea contribution from 1 Jan to 21 July, 2023 Non-GAAP metrics do not include Depreciation and Amortization, and Shared-Based Compensation



## alcoor

Adapting the company to create sustainable value

