

## PharmaMar Group presents results up to September 30<sup>th</sup> 2020

- PharmaMar Group recorded a net profit of €131 million through September 30<sup>th</sup>.
- Total revenues rose by 256% to €222 million, compared with €62 million the previous year.
- EBITDA rose to €143 million, compared with € -12 million in the same period last year.
- Oncology net sales rose by 36% to €73.4 million at the end of September.
- The cash and cash equivalents position at the end of September amounted to €218 million.

Madrid, November 3<sup>rd</sup>, 2020. – PharmaMar Group (MSE: PHM) recorded a total income of €222 million through September 30<sup>th</sup> 2020, up 256% on the €62 million recorded in the same period last year. Of the total income figure, total oncology sales during the first nine months of the year amounted to €73.4 million, which represents an increase of 36% over the same period last year. This figure includes Yondelis<sup>®</sup> (trabectedin) sales of €54.2 million, which continue to grow when compared to sales in the same period in 2019 of €53.4 million.

Similarly, in the first half of the year, reimbursement of Zepzelca<sup>™</sup> (lurbinectedin) in compassionate use in some European countries totaled €13.5 million. The total income figure also includes the sale of raw materials to our partners (Janssen and Taiho) of €5.7 million, compared to €0.5 million in the same period last year. The Group's income in royalties increased to €7.4 million, up to September 30<sup>th</sup>. This represents an increase of 205% over the first nine months of the previous year. This increase is mainly due to the royalties from the sale of lurbinectedin in the USA, which our partner Jazz Pharmaceuticals began to market in the US last July.

Revenues in the diagnostics segment up to September 30<sup>th</sup> 2020 amounted to €10.48 million, representing a 165% increase over the same period last year. This increase mainly reflects the commercialization of the COVID-19 diagnostic test as from the second half of March this year.



Regarding the income from licenses and other co-development agreements, at the end of September 2020 these were €130 million, most of which corresponded to the license agreement for lurbinectedin in the USA, signed with Jazz Pharmaceuticals.

In February, PharmaMar received a US \$200 million (€181 million) upfront payment for the agreement with Jazz Pharmaceuticals. In June, the FDA approved the commercialization of lurbinectedin in the US under the accelerated approval procedure, which led to PharmaMar receiving a regulatory milestone from Jazz Pharmaceuticals to the sum of US \$100 million (€88 million). In application of the regulations on revenue recognition (IFRS 15), the revenues from the license agreement are recognized based on the degree of progress and/or compliance with the commitments acquired by PharmaMar under the contract, therefore, to September 30<sup>th</sup> 2020, revenues amounting to €127.8 million were recognized. Another €2.6 million was recorded under other license agreements.

PharmaMar Group ended September 2020 with cash and cash equivalents amounting to €218 million and a total debt of €56.9 million, compared with €82.7 million at the end of 2019.

PharmaMar Group's net profit up to September 30<sup>th</sup> 2020 amounted to €131 million compared with € -26.9 million in the same period last year.

#### **Legal warning**

This press release does not constitute an offer to sell or the solicitation of an offer to buy securities, and shall not constitute an offer, solicitation or sale in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of that jurisdiction.

#### **About PharmaMar**

Headquartered in Madrid, PharmaMar is a biopharmaceutical company, focused on oncology and committed to research and development which takes its inspiration from the sea to discover molecules with antitumor activity. It is a company that seeks innovative products to provide healthcare professionals with new tools to treat cancer. Its commitment to patients and to research has made it one of the world leaders in the discovery of antitumor drugs of marine origin.

PharmaMar has a pipeline of drug candidates and a robust R&D oncology program. It develops and commercializes Yondelis® in Europe and has other clinical-stage programs under development for several types of solid cancers: Zepzelca™ (lurbinectedin, PM1183), PM184 and PM14. With subsidiaries in Germany, Italy, France, Switzerland, Belgium, Austria and the United States. PharmaMar wholly owns other companies: GENOMICA, a molecular diagnostics company; Sylentis, dedicated to researching therapeutic applications of gene silencing (RNAi). To learn more about PharmaMar, please visit us at [www.pharmamar.com](http://www.pharmamar.com).

#### **About Yondelis®**

Yondelis® (trabectedin) is a novel, synthetically produced antitumor agent originally isolated from *Ecteinascidia turbinata*, a type of sea squirt. Yondelis® exerts its anticancer effects primarily by inhibiting active transcription, a type of gene expression on which proliferating cancer cells are particularly dependent.

#### **About lurbinectedin**

Lurbinectedin (Zepzelca™), also known as PM1183, is an analog of the marine compound ET-736 isolated from the sea squirt *Ecteinascidia turbinata* in which a hydrogen atom has been replaced by a methoxy group. It is a selective inhibitor of the oncogenic transcription programs on which many tumors are particularly dependent. Together with its effect on cancer cells, lurbinectedin inhibits oncogenic transcription in tumor-associated macrophages, downregulating the production of cytokines that are essential for the growth of the tumor. Transcriptional addiction is an acknowledged target in those diseases, many of them lacking other actionable targets.

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