



# Annual General Meeting

16 May 2025, 14:00 CET

BIONTECH

# Management Report

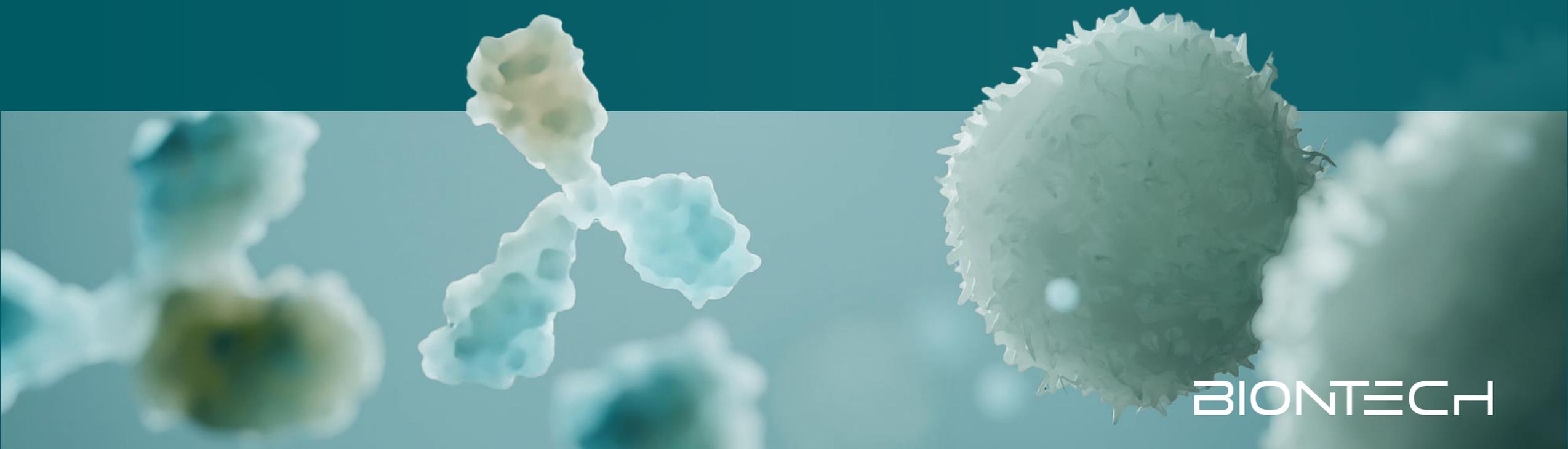
— 1 Operations Development 2024 & Q1 2025  
and Outlook 2025  
Prof. Dr. Ugur Sahin, Chief Executive Officer & Co-Founder

— 2 Financial Development 2024 & Q1 2025  
and Financial Outlook 2025  
Jens Holstein, Chief Financial Officer

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# Operations Development 2024 & Q1 2025 and Outlook 2025

Prof. Dr. Ugur Sahin, CEO & Co-Founder



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# This Slide Presentation Includes Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, as amended, including, but not limited to, statements concerning: BioNTech's expected revenues and net profit/(loss) related to sales of BioNTech's COVID-19 vaccine, referred to as COMIRNATY where approved for use under full or conditional marketing authorization, in territories controlled by BioNTech's collaboration partners, particularly for those figures that are derived from preliminary estimates provided by BioNTech's partners; the rate and degree of market acceptance of BioNTech's COVID-19 vaccine and, if approved, BioNTech's investigational medicines; expectations regarding anticipated changes in COVID-19 vaccine demand, including changes to the ordering environment and expected regulatory recommendations to adapt vaccines to address new variants or sublineages; the initiation, timing, progress, results, and cost of BioNTech's research and development programs, including BioNTech's current and future preclinical studies and clinical trials, including statements regarding the expected timing of initiation, enrollment, and completion of studies or trials and related preparatory work and the availability of results, and the timing and outcome of applications for regulatory approvals and marketing authorizations; BioNTech's expectations regarding potential future commercialization in oncology, including goals regarding timing and indications; the targeted timing and number of additional potentially registrational trials, and the registrational potential of any trial BioNTech may initiate; discussions with regulatory agencies; BioNTech's expectations with respect to intellectual property; the impact of BioNTech's collaboration and licensing agreements; the development, nature and feasibility of sustainable vaccine production and supply solutions; the deployment of AI across BioNTech's preclinical and clinical operations; BioNTech's expectations with respect to tariff policy; BioNTech's estimates of revenues, research and development expenses, selling, general and administrative expenses, and capital expenditures for operating activities; BioNTech's expectations regarding upcoming payments relating to litigation settlements; BioNTech's expectations for upcoming scientific and investor presentations; and BioNTech's expectations of net profit / (loss). In some cases, forward-looking statements can be identified by terminology such as "will," "may," "should," "expects," "intends," "plans," "aims," "anticipates," "believes," "estimates," "predicts," "potential," "continue," or the negative of these terms or other comparable terminology, although not all forward-looking statements contain these words.

The forward-looking statements in this presentation are based on BioNTech's current expectations and beliefs of future events and are neither promises nor guarantees. You should not place undue reliance on these forward-looking statements because they involve known and unknown risks, uncertainties, and other factors, many of which are beyond BioNTech's control, and which could cause actual results to differ materially and adversely from those expressed or implied by these forward-looking statements. These risks and uncertainties include, but are not limited to: the uncertainties inherent in research and development, including the ability to meet anticipated clinical endpoints, commencement and/or completion dates for clinical trials, projected data release timelines, regulatory submission dates, regulatory approval dates and/or launch dates, as well as risks associated with preclinical and clinical data, including the data discussed in this presentation, and including the possibility of unfavorable new preclinical, clinical or safety data and further analyses of existing preclinical, clinical or safety data; the nature of the clinical data, which is subject to ongoing peer review, regulatory review and market interpretation; BioNTech's pricing and coverage negotiations regarding its COVID-19 vaccine with governmental authorities, private health insurers and other third-party payors; the future commercial demand and medical need for initial or booster doses of a COVID-19 vaccine; the impact of tariffs and escalations in trade policy; competition from other COVID-19 vaccines or related to BioNTech's other product candidates, including those with different mechanisms of action and different manufacturing and distribution constraints, on the basis of, among other things, efficacy, cost, convenience of storage and distribution, breadth of approved use, side-effect profile and durability of immune response; the timing of and BioNTech's ability to obtain and maintain regulatory approval for its product candidates; the ability of BioNTech's COVID-19 vaccines to prevent COVID-19 caused by emerging virus variants; BioNTech's and its counterparties' ability to manage and source necessary energy resources; BioNTech's ability to identify research opportunities and discover and develop investigational medicines; the ability and willingness of BioNTech's third-party collaborators to continue research and development activities relating to BioNTech's development candidates and investigational medicines; the impact of COVID-19 on BioNTech's development programs, supply chain, collaborators and financial performance; unforeseen safety issues and potential claims that are alleged to arise from the use of products and product candidates developed or manufactured by BioNTech; BioNTech's and its collaborators' ability to commercialize and market BioNTech's COVID-19 vaccine and, if approved, its product candidates; BioNTech's ability to manage its development and related expenses; regulatory and political developments in the United States and other countries; BioNTech's ability to effectively scale its production capabilities and manufacture its products, including its target COVID-19 vaccine production levels, and product candidates; risks relating to the global financial system and markets; and other factors not known to BioNTech at this time. You should review the risks and uncertainties described under the heading "Risk Factors" in BioNTech's Report on Form 6-K for the period ended March 31, 2025, and in subsequent filings made by BioNTech with the SEC, which are available on the SEC's website at [www.sec.gov](http://www.sec.gov). These forward-looking statements speak only as of the date hereof. Except as required by law, BioNTech disclaims any intention or responsibility for updating or revising any forward-looking statements contained in this presentation in the event of new information, future developments or otherwise.

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**An abbreviation directory of defined terms can be found at the end of the presentation.**



Building a  
Global Immunotherapy Powerhouse  
— Translating Science into Survival

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# Leveraging Our COVID-19 Vaccine Business Model and Balance Sheet for Sustainable Value Creation

## Financial Strength



**Cash generative  
COVID-19 vaccine  
business<sup>1</sup>**



**Balance sheet**

## Innovative R&D Engine



## Progressive Path Towards Value Creation



**Data updates  
across pipeline**

2025



**Potential first  
launches in  
oncology**

2026 - 2028

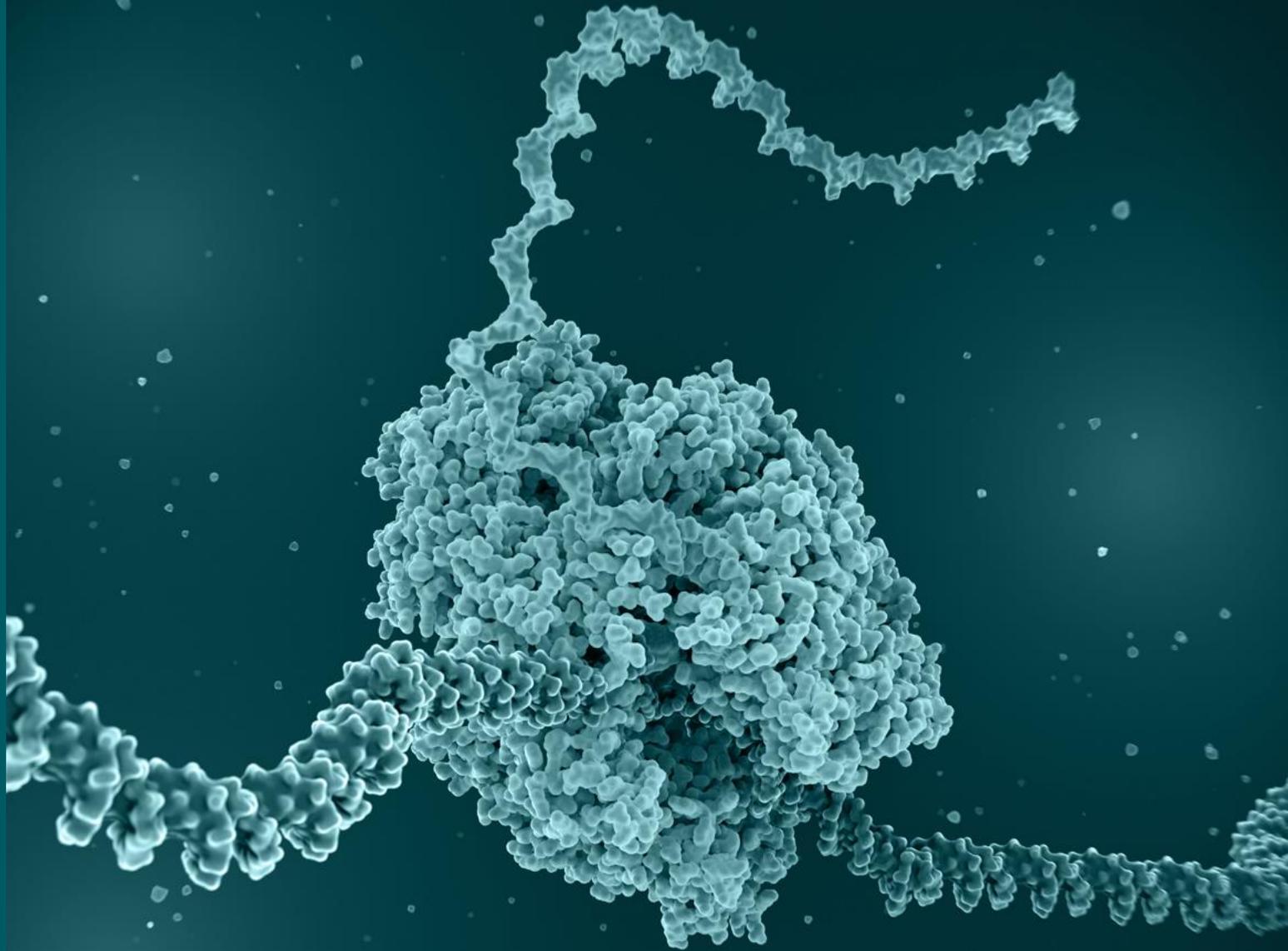


**Multi-product  
portfolio**

2030

1. Partnered with Pfizer.

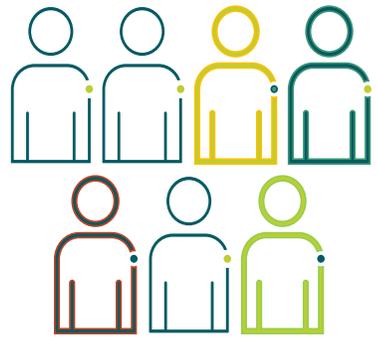
— **Diversified  
Oncology  
Pipeline**



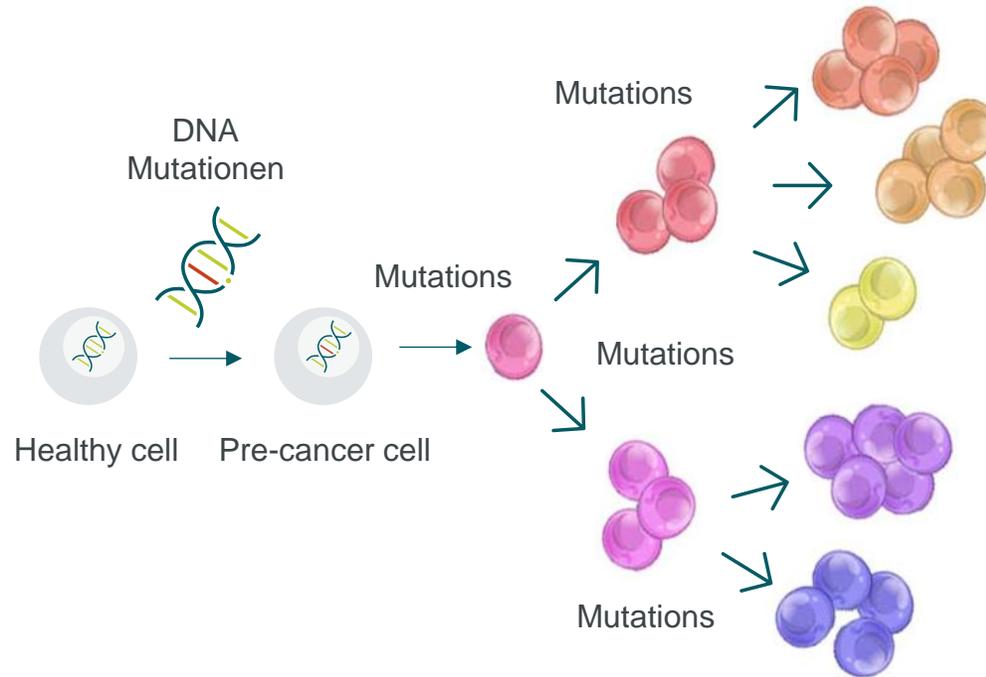
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# Root Cause of Cancer Treatment Failure

## Interindividual variability & intratumoral heterogeneity

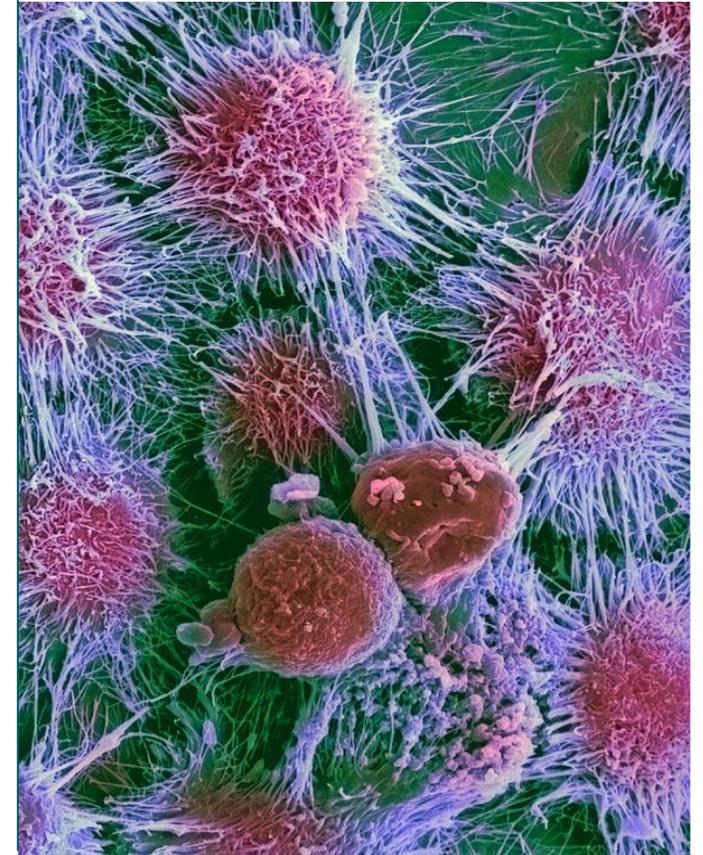


Individual patients

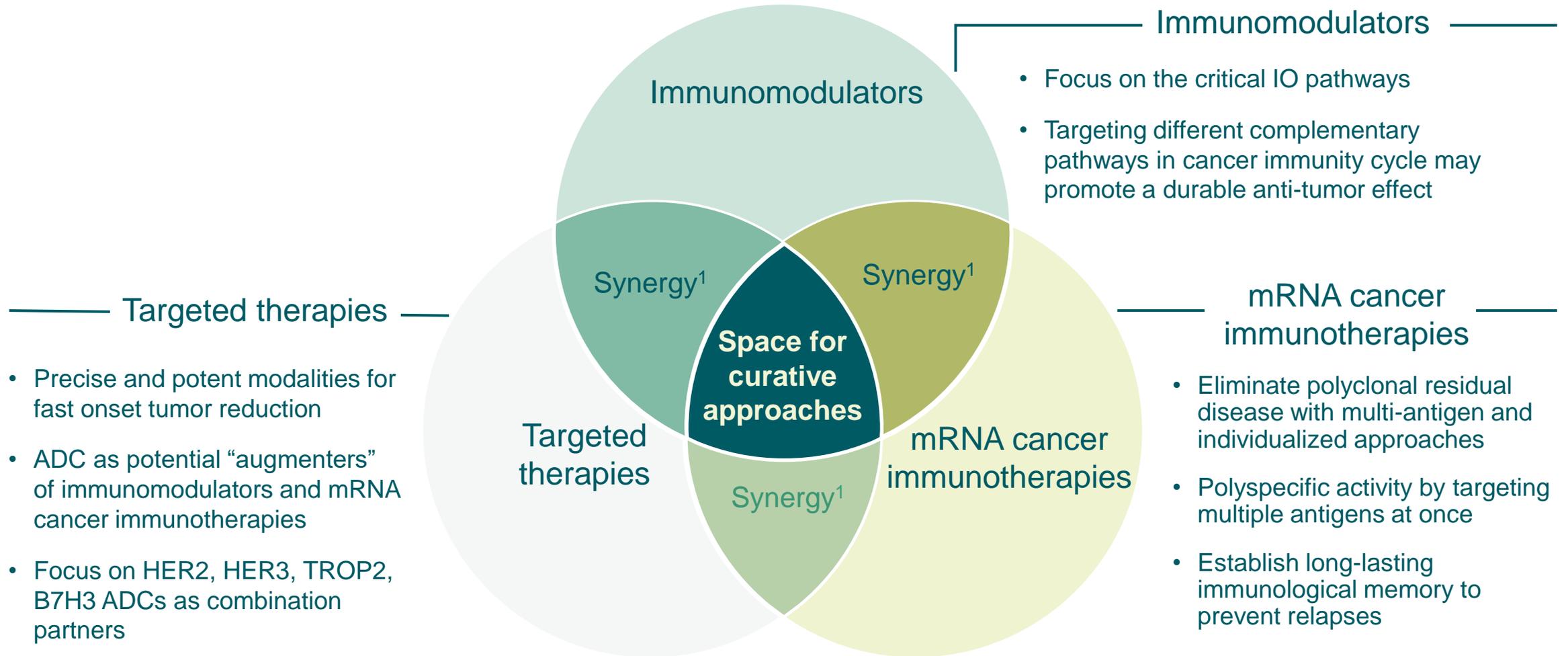


Cancer evolution 5-20 Years – up to 10,000 mutations

## Cancer cells Genetically Diverse & Adaptable

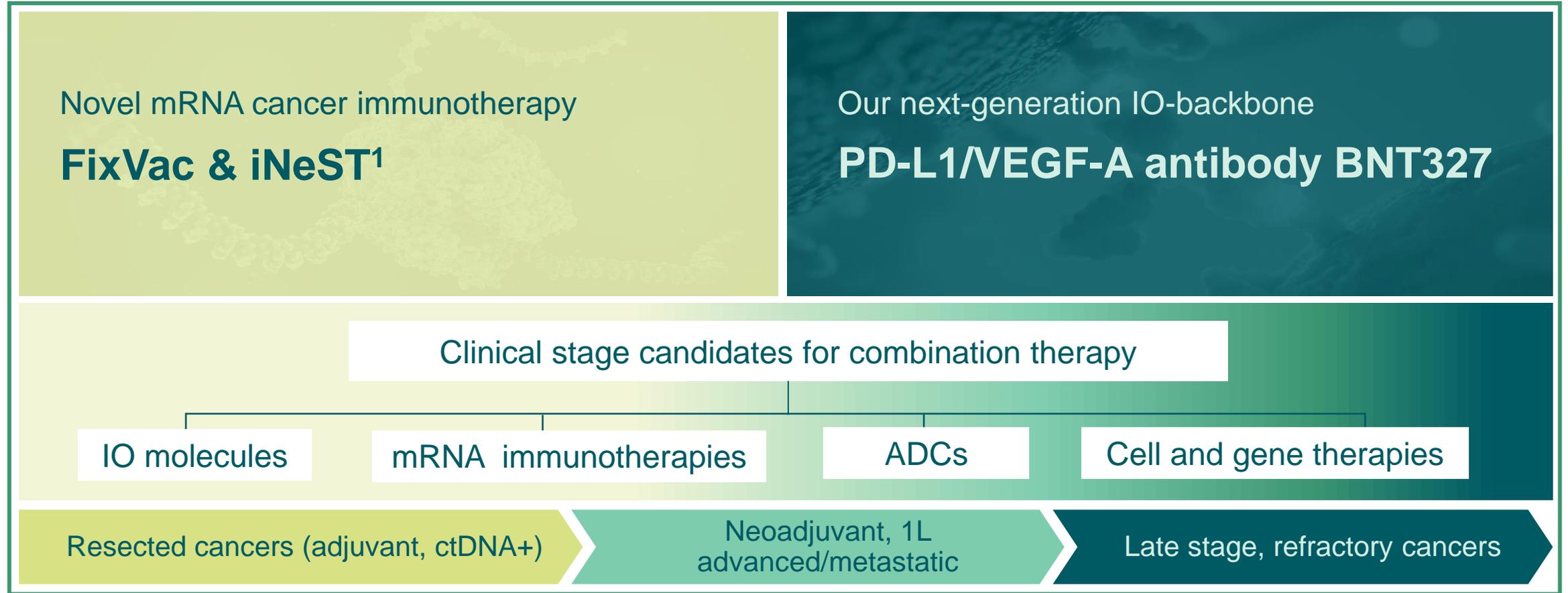


# We are Uniquely Positioned to Combine Approaches to Transform Cancer Care



1. Synergistic potential.

# 2025 Will Be an Important Year for Our Oncology Portfolio



Important Readouts for Priority Programs in 2025

1. Partnered with Genentech, a member of the Roche Group.

# BNT327: Data from 1000 Patients Across Multiple Indications Highlight the Potential to Establish a New Standard of Care

**>1000**

patients enrolled

**10+**

indications studied<sup>1</sup>

**20+**

clinical trials  
ongoing or planned

**3**

global potentially  
registrational trials

Clinical activity across indications

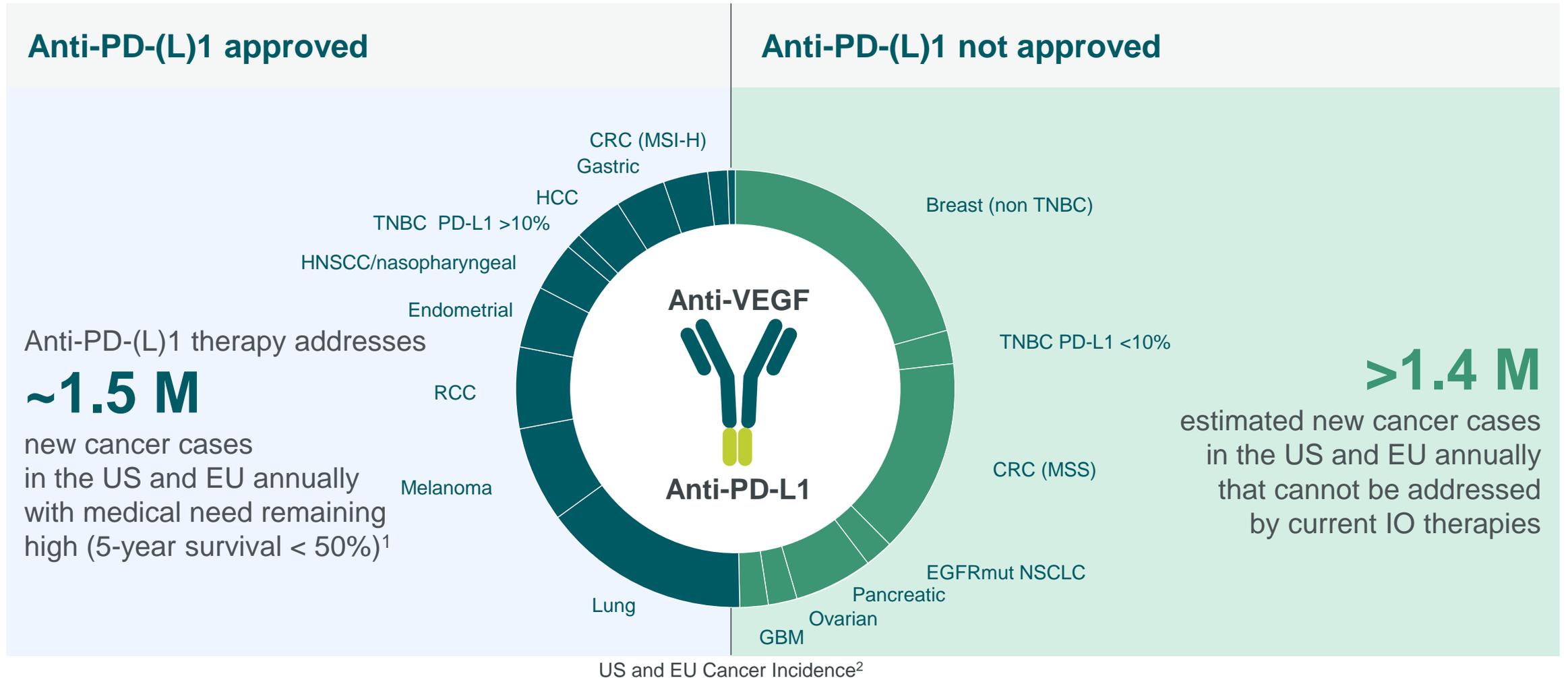
Including SCLC, NSCLC, TNBC, PROC, HCC, MPM and others

Including trials in 1L or 2L with SoC CTx and novel combinations

Focus on 1L TNBC, SCLC, and NSCLC

1. Indications included in Ph2a: NSCLC, mucosal melanoma, renal cell carcinoma, endometrial cancer, cervical cancer.

# Broad Combination Strategy Across Indications Aiming to Establish Next-Generation IO-Backbone



1. NCI SEER <https://training.seer.cancer.gov/index.html>. 2. US incidence source: NIH and American Cancer Society data EU incidence source: European Cancer Information System

# Biotheus Acquisition to Accelerate BNT327 Development Execution



Advancing BNT327 in multiple indications, aiming for first-to-market approvals



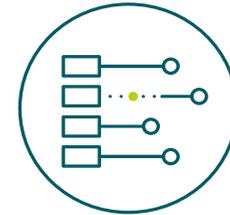
**BNT327 development  
acceleration  
and expansion**



**Clinical development  
capability  
establishment in China**



**Manufacturing site  
supporting initial  
launch**



**Full pipeline and  
platform ownership**

# Our Leading Scientific Capabilities are Fueled by AI to Pioneer Personalized Immunotherapies

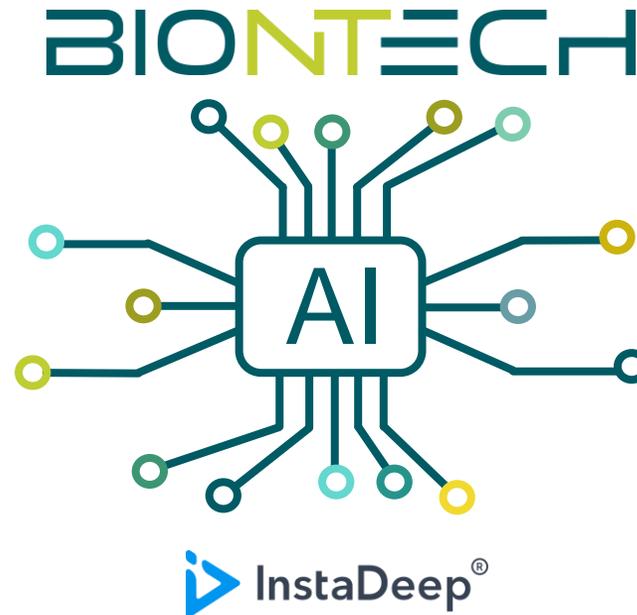
## Personalized immunotherapy

iNeST<sup>1</sup>: **Personalized immunotherapy platform** utilizing AI to create therapies unique to each patients' tumor

- 4 ongoing trials
- >450 patients treated<sup>2</sup>
- 18,000 neoantigens selected<sup>2</sup>

Computational extension of **immunotherapy target space**<sup>3</sup>

**Semi-automated manufacturing capabilities** for iNeST<sup>1</sup>



## AI empowered bio-engineering

Development of novel **DeepChain** platform combining cutting-edge AI and bio-engineering

Optimization of **mRNA design & structure**

**Automated dry-wet lab** to enhance discovery capabilities

In-house **supercomputing cluster** is among worldwide **top 100**<sup>4</sup>

1. Partnered with Genentech, a member of the Roche Group. 2. From trials BNT122-01, GO39733, GO40558 and ML41081; 3. Castle et al., Journal of Cancer Research and Therapeutics, 2011; 4. "Top 500, The List", June 2023.



# COVID-19 Vaccine Business

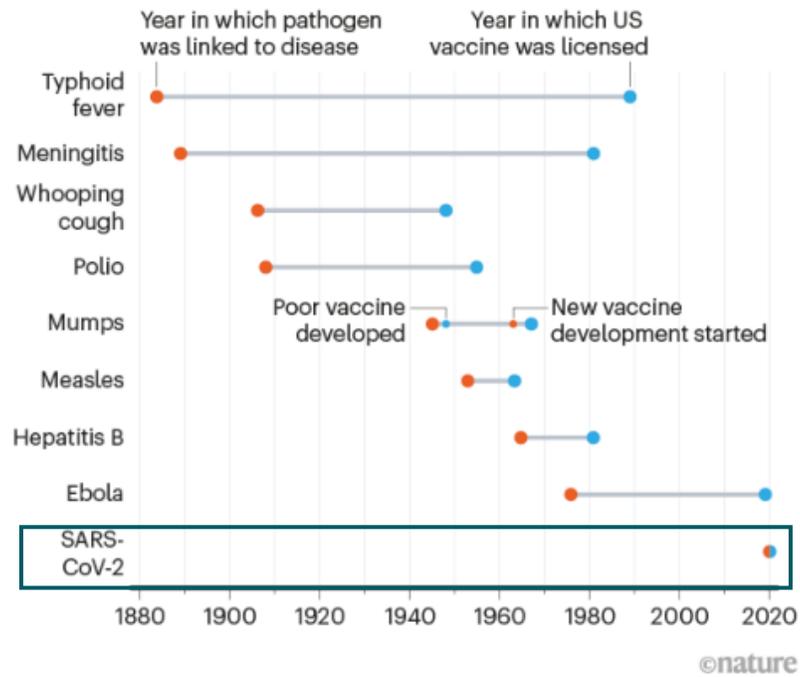


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# Developing and Approving the First mRNA Medicine

The fastest vaccine development in the history of medicine<sup>1</sup>

The strongest launch of any pharmaceutical product<sup>2</sup>



**>4.9 billion doses of BNT162b2 shipped**

**>180 countries and territories<sup>3</sup>**



1. Ball P., Nature. 2021; 2. Measured by sales recorded for a single product in a single year (>\$40 billion combined of direct sales recorded by Pfizer or BioNTech in both 2021 and 2022); 3. Cumulative doses shipped in the years 2021, 2022, 2023 and 2024.

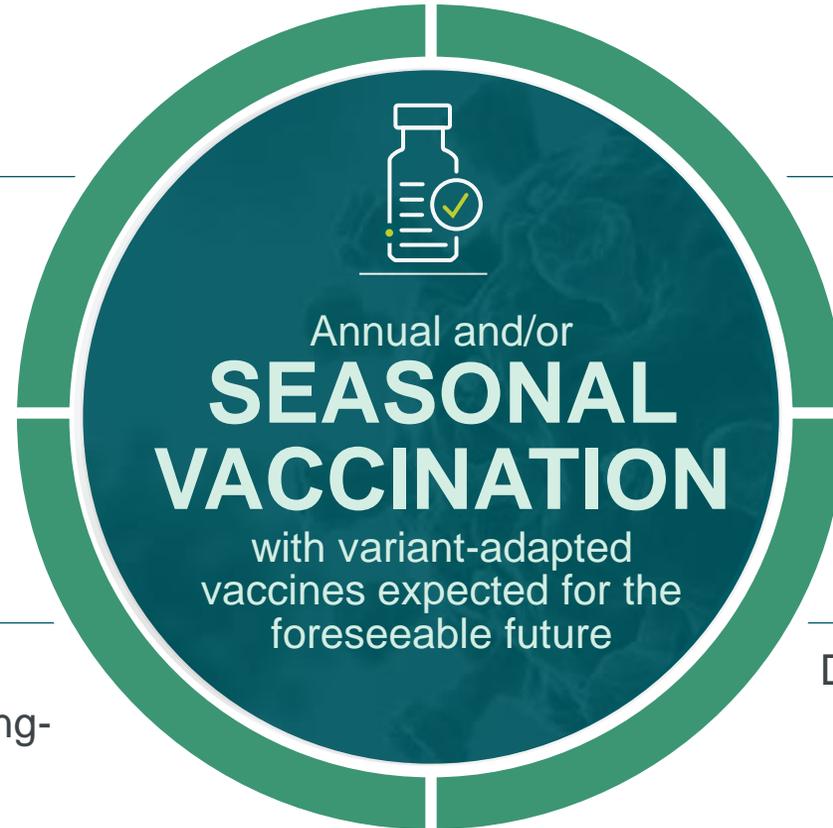
# Long-Term Need for Seasonally Adapted Vaccines Anticipated

## Continuous evolution

Ongoing antigenic evolution of SARS-CoV-2<sup>1,2</sup>

## Long-term health consequences

Accumulating evidence demonstrates that COVID-19 vaccination reduces long-COVID<sup>4</sup>



## Risk remains high

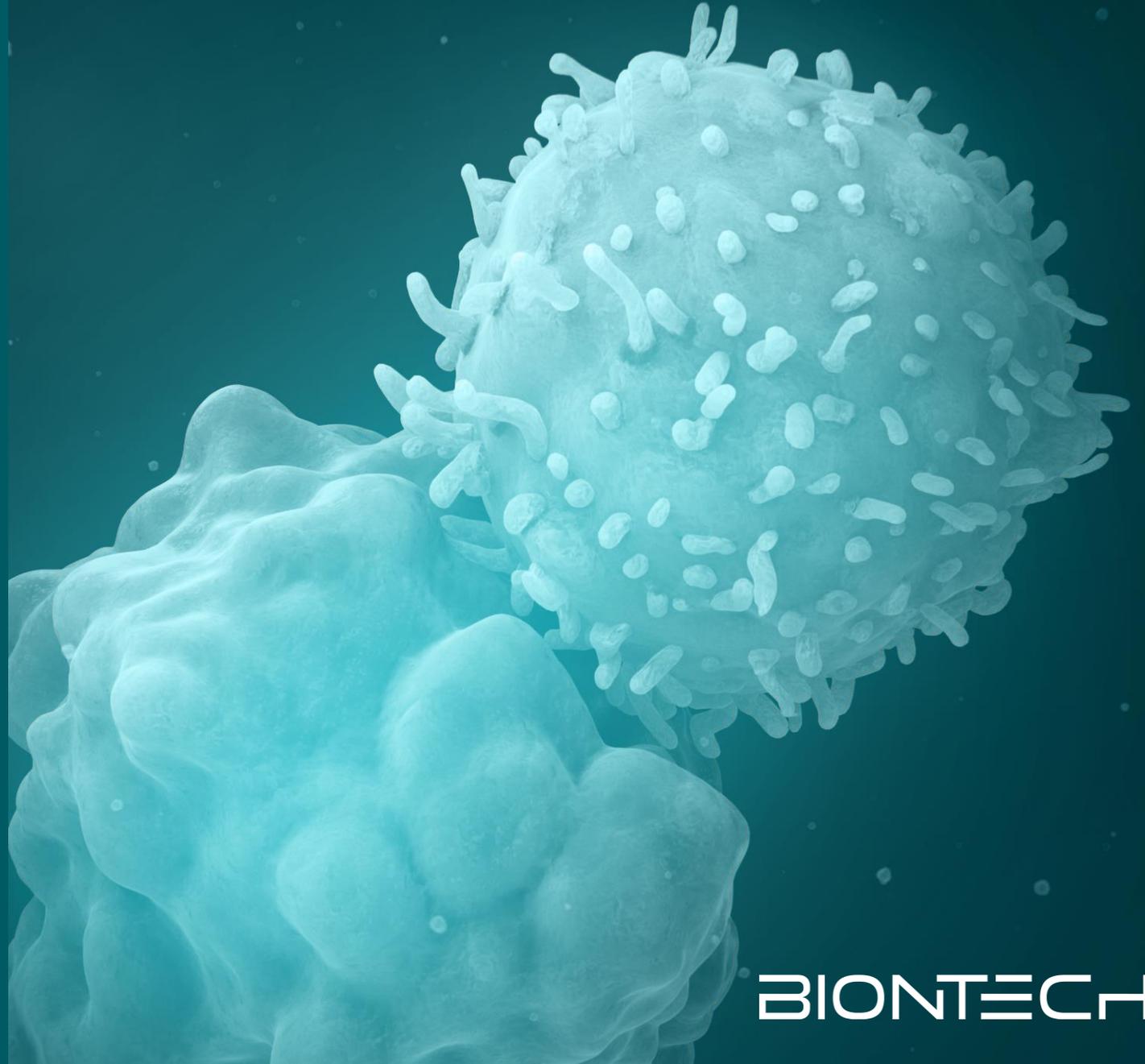
For severe COVID-19 in vulnerable populations<sup>3</sup>

## Variant-adapted vaccines

Designed to be effective against multiple variants of concern<sup>5</sup>

1. World Health Organization Tracking SARS-CoV-2 variant [www.who.int/en/activities/tracking-SARS-CoV-2-variants](https://www.who.int/en/activities/tracking-SARS-CoV-2-variants) accessed 14 May 2025; 2. Global Initiative on Sharing All Influenza Data <https://gisaid.org/> accessed 14 May 2025; 3. FDA Briefing Document Vaccines and Related Biological Products Advisory Committee Meeting June 15, 2023; 4 Brannock et al, Nature Comm. 2023; 5. Stankov M. V. et al., medRxiv pre-print, 5 October 2023.

— Execution in  
2024 and Q1  
2025



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# Advancing Toward Our Vision: Key Achievements in 2024 and Q1 2025

mRNA cancer immunotherapies

Initiated a **new Phase 2 iNeST trial<sup>1</sup>** and **reported data<sup>2</sup>** for three **FixVac programs**

BNT327

Presented **multiple datasets<sup>2</sup>** for **BNT327** and announced pivotal trials targeting unmet needs in **three indications**

Corporate development

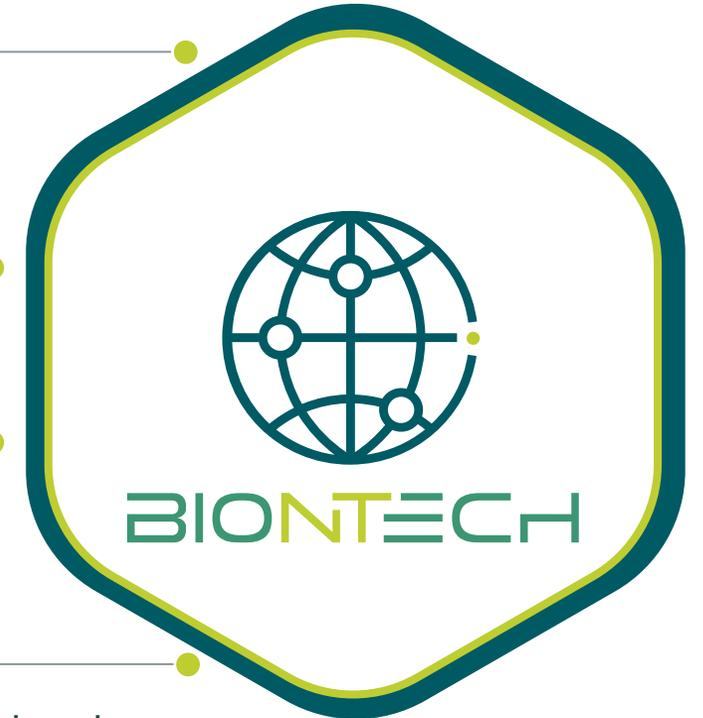
Secured **global control of BNT327**, expanded pipeline and strengthened in-house **immunotherapy capabilities**

COVID-19 and infectious disease vaccines

Maintained **leading COVID-19 vaccine<sup>4</sup>** market share **globally** and progressed early-stage infectious disease pipeline

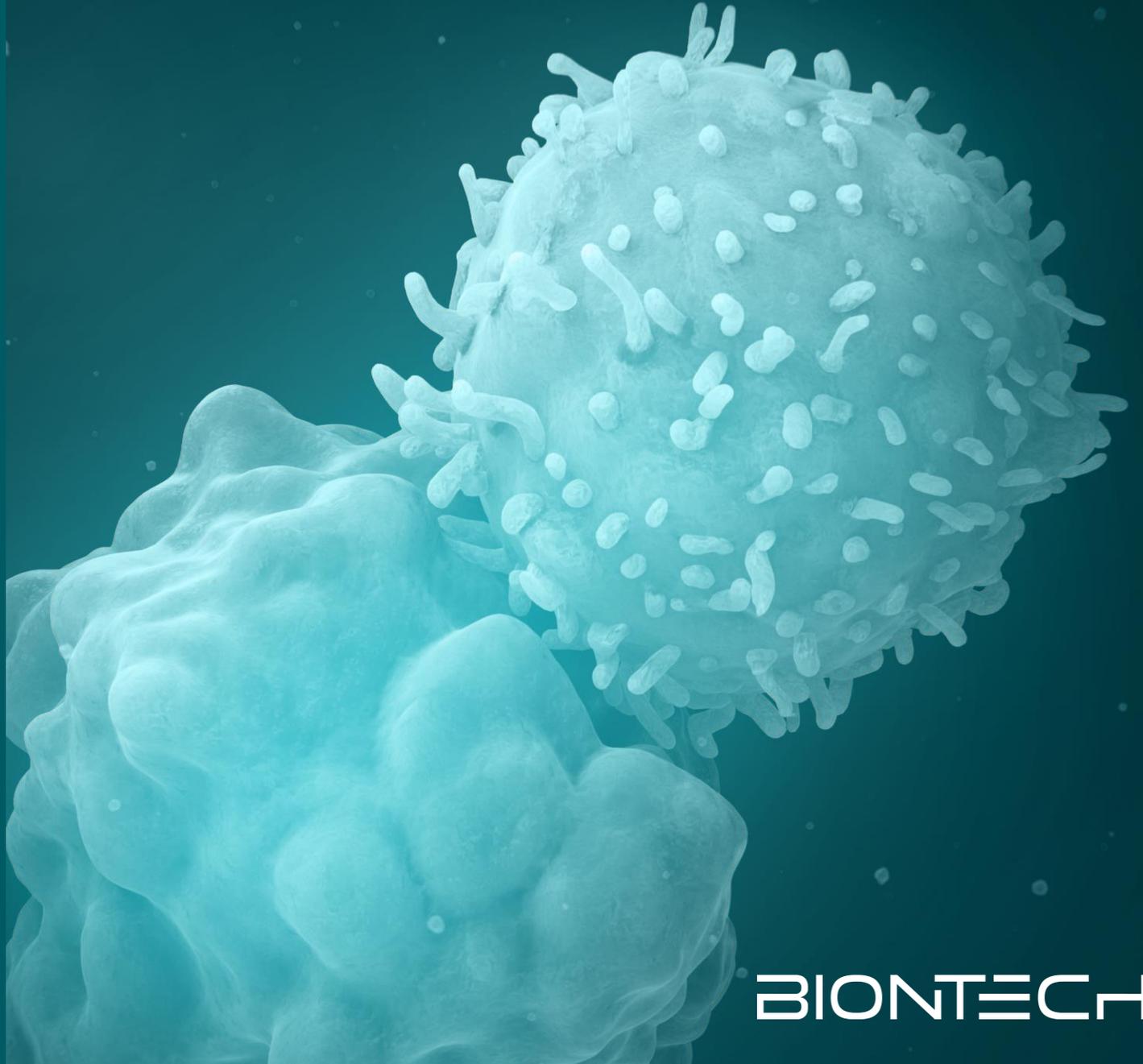
Financial strength

Delivered a strong balance sheet : **~€ 15.9 bn** total cash and cash equivalents plus security investments as of March 31, 2025<sup>5</sup>



1. Partnered with Genentech, a member of the Roche Group; 2. Phase 2 data were reported for BNT111 (PR, 30 July 2024), Phase 1/2 and Phase 2 data for BNT113 (ESMO), Phase 1 data for BNT116 (AACR); BNT327 data included: Phase 1/2 in TNBC (ESMO, SABCS) and Phase 2 in NSCLC (ASCO). 3. In collaboration with Regeneron; 4. Partnered with Pfizer; 5. Cash and cash equivalents plus security investments as of March 31, 2025, reached €15,854.4 million, comprising €10,184.9 million cash and cash equivalents, €3,542.0 million current security investments and €2,127.5 million non-current security investments, respectively. A settlement payment of \$400 million related to a contractual dispute with the University of Pennsylvania is expected to be reflected in the Company's second quarter 2025 financial results. In connection with this and another settlement with the National Institutes of Health, BioNTech expects to be reimbursed approximately \$535 million by its collaboration partner during 2025 and 2026. Reimbursement payments have begun to be received in the first quarter of 2025.

# Outlook 2025



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# Strategic Priority Areas in 2025

## mRNA cancer immunotherapy

- » Expect first randomized data in the adjuvant setting (CRC)
- » Execute 7 ongoing Phase 2 trials and first novel combination trials

## BNT327

- » Advance 3 global registration-enabling trials in potential fast-to-market indications
- » Generate first BNT327+ ADC combination datasets



## Commercial readiness in oncology

- » Advance BNT323/DB-1303<sup>1</sup> towards BLA submission
- » Continue to build targeted AI-enabled commercialization team in key markets

## COVID-19 vaccine<sup>2</sup>

- » Maintain global COVID-19 vaccine market leadership
- » Advance next-gen and combination vaccine programs

# Advancing Our Vision for Oncology: A Once In a Generation Opportunity to Transform Medicine for Cancer Patients

## 2025

Execute on late-stage trials for BNT327 and our mRNA cancer immunotherapy portfolio

Continuation of our novel combination strategy

## 2026-2029

Prepare and execute launches of multiple oncology products across the world

## 2030

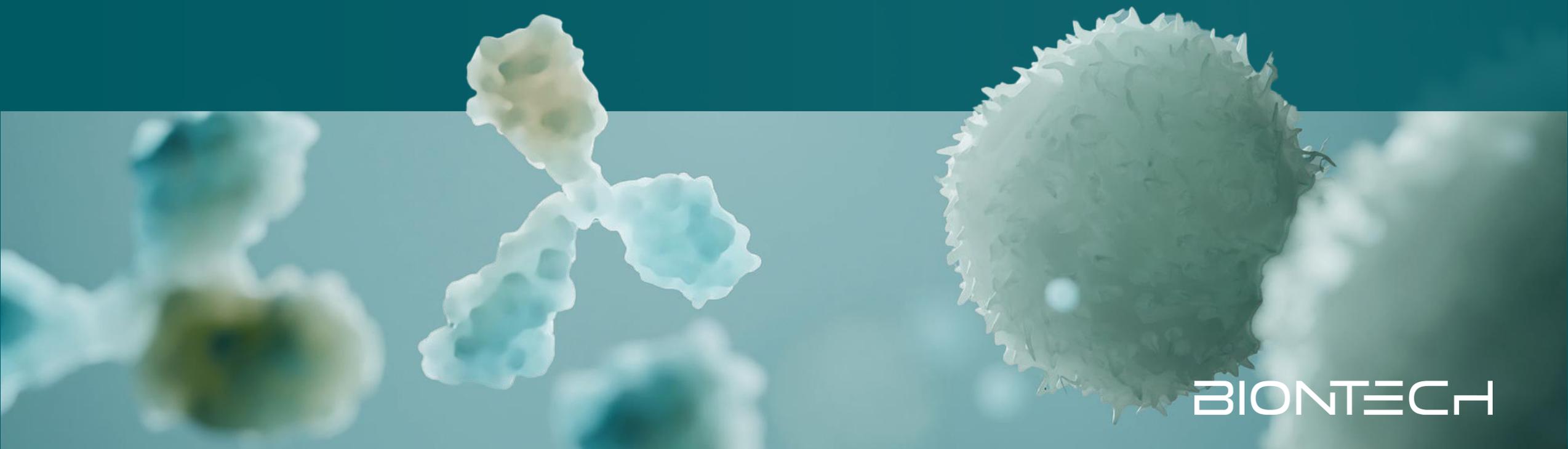
A diversified multi-product global immunotherapy powerhouse

Translating  
Science  
into  
Survival

# 2

## Financial Development 2024 & Q1 2025 and Financial Outlook 2025

Jens Holstein, CFO



BIONTECH

## 2024 Financial Execution Highlights<sup>1</sup>

Total revenues

€ **2.8** bn

Basic and diluted  
loss per share

€ **2.77**

Loss before tax

€ **678** m

Total cash plus  
security investments<sup>2</sup>

€ **17.4** bn

1. Numbers are rounded to millions and billions of Euros in accordance with standard commercial practice. 2. Consists of cash and cash equivalents of €9,761.9 million, current security investments of €6,536.2 million and non-current security investments of €1,061.1 million, as of December 31, 2024.

## Full Year 2024 Results Compared to Full Year 2024 Financial Guidance

		<b>FY 2024 Updated Guidance</b> <i>(published as part of the Q3 2024 earnings presentation)</i>	<b>FY 2024 Results<sup>1</sup></b>
<b>FY 2024 revenues</b>	Total revenues	<b>€2,500 – €3,100 m (lower end)</b>	<b>€2,751 m</b>
<b>FY 2024 expenses and capex</b>	Research and development expenses	<b>€2,400 – €2,600 m</b>	<b>€2,254 m</b>
	Sales, general and administrative expenses	<b>€600 – €700 m</b>	<b>€599 m</b>
	Capital expenditures for operating activities	<b>€300 – €400 m</b>	<b>€307 m</b>

1. Numbers have been rounded. More information can be found in BioNTech's Report on Form 20-F for the year ended December 31, 2024, filed with the United States Securities and Exchange Commission and available at [www.sec.gov](http://www.sec.gov).

# Capital Transactions During FY 2024 and First Quarter 2025

## FY 2024: Employee Programs

Use of ADSs <sup>1</sup> held in treasury	Period	Number of issued ADSs	Percentage of share capital <sup>2</sup>	Issue price	Volume <sup>3</sup>
ESOP 2018 Settlement	May to Nov. 2024	63,857	0.03%	€83.55	€5.3 million
LTI 2020 Board Settlement	Aug. 2024	69,241	0.03%	€75.00	€5.2 million
ESOP 2019 Board Settlement	Aug. 2024	1,886,770	0.76%	€73.68	€139.0 million
LTI 2020 Settlement	Dec. 2024	225,201	0.09%	€112.10	€25.2 million
<b>Total number of used ADSs previously held in treasury</b>		<b>2,245,069</b>	<b>0.91%</b>	<b>Ø €77.86</b>	<b>€174.7 million</b>

## First Quarter 2025: Acquisition of Biotheus

Use of ADSs held in treasury	Period	Number of issued ADSs	Percentage of share capital <sup>2</sup>	Issue price	Volume <sup>3</sup>
Acquisition of Biotheus	Jan. 2025	421,818	0.17%	€116.58	€49.2 million

1. American Depositary Shares (ADS), each representing one ordinary share. 2. The "percentage of share capital" ratio is calculated based on the shares issued as of December 31, 2024 (248,552,200) and as of March 31, 2025 (248,552,200), respectively. 3. Numbers have been rounded.

## Q1 2025 Financial Execution Highlights<sup>1</sup>

Total revenues

€ **183** m

Basic and diluted  
loss per share

€ **1.73**

Loss before tax

€ **445** m

Total cash plus  
security investments<sup>2</sup>

€ **15.9** bn

1. Numbers have been rounded. 2. Cash and cash equivalents plus security investments as of March 31, 2025, reached €15,854.4 million, comprising €10,184.9 million cash and cash equivalents, €3,542.0 million current security investments and €2,127.5 million non-current security investments, respectively. A settlement payment of \$400 million related to a contractual dispute with the University of Pennsylvania is expected to be reflected in the Company's second quarter 2025 financial results. In connection with this and another settlement with the National Institutes of Health, BioNTech expects to be reimbursed approximately \$535 million by its collaboration partner during 2025 and 2026. Reimbursement payments have begun to be received in the first quarter of 2025.

# 2025 Financial Year Guidance<sup>1</sup>

		FY 2025 Guidance
<b>Planned FY 2025 revenues</b>	Total revenues	<b>€1,700 – €2,200 m</b>
<b>Planned FY 2025 expenses and capex</b>	Research and development expenses	<b>€2,600 – €2,800 m</b>
	Sales, general and administrative expenses	<b>€650 – €750 m</b>
	Capital expenditure for operating activities	<b>€250 – €350 m</b>
<b>Guidance considerations</b>	<ul style="list-style-type: none"> <li>• Our revenue guidance assumes relatively stable vaccination rates, pricing and market share as compared to 2024. We also anticipate a revenue phasing similar to 2024 with the last 3-4 months driving the full year revenue figure. However, potential changes to the law or governmental policy, including tariffs and public health policy, and evolving public sentiment worldwide, could further negatively impact our anticipated revenues and expenses.</li> <li>• Inventory write-downs and other charges are estimated to be ~15% of BioNTech's share of gross profit from COVID-19 vaccines sales in Pfizer's territory.</li> <li>• Anticipated revenues related to service businesses include InstaDeep, JPT Peptide and IMFS as well as revenues from the German pandemic preparedness agreement.</li> </ul>	

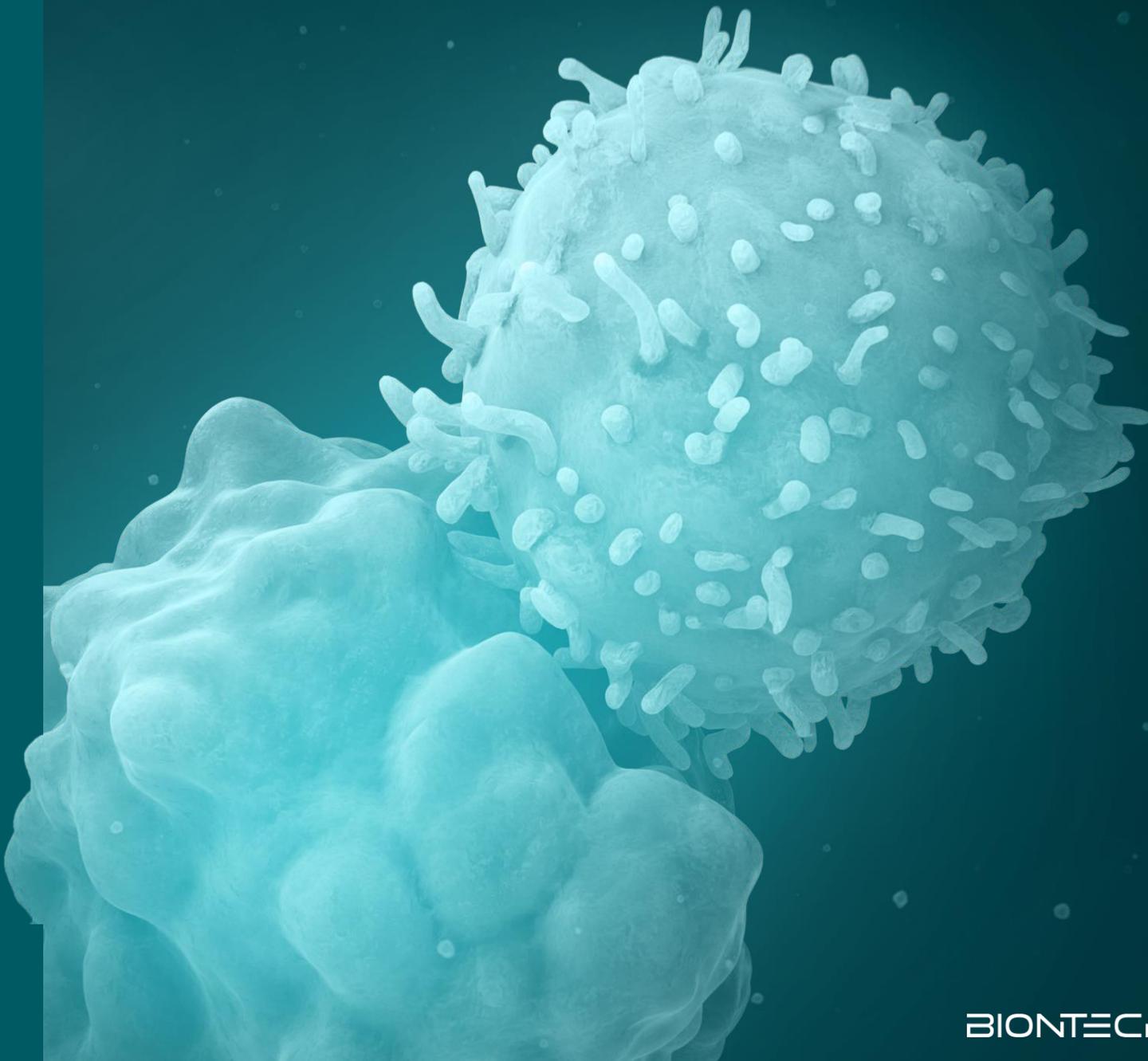
1. The financial guidance for fiscal year 2025 was published on March 10 as part of the 2024 financial year reporting and confirmed in the Q1 2025 reporting on May 5. The financial guidance excludes external risks that are not yet known and/or quantifiable, including, but not limited to the effects of ongoing and/or future legal disputes and related activities, certain potential one-time effects and charges related to portfolio prioritization. It includes effects identified from licensing arrangements, collaborations or M&A transactions to the extent disclosed and may be subject to update. The Company does not expect to report a net income figure for the 2025 financial year.

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## Save the date

Annual Innovation Series

**November 11, 2025**





— Thank you for your attention.

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# Abbreviation Directory

<i>n</i> L	<i>nth</i> line	LTI	Long-term incentive
AACR	American Association for Cancer Research	M&A	Merger and acquisitions
ADC	Antibody-drug conjugate	MPM	Malignant pleural mesothelioma
AI	Artificial intelligence	mRNA	Messenger ribonucleic acid
ASCO	American Society of Clinical Oncology	MSI-H	High-frequency microsatellite instability
B7-H3	B7 Homolog 3	MSS	Microsatellite stability
BLA	Biologics License Applications	NCI	National Cancer Institute
CAPEX	Capital expenditures	NIH	National Institutes of Health
CRC	Colorectal cancer	NSCLC	Non-small cell lung cancer
ctDNA	Circulating tumor DNA	PD-L1	Programmed cell death protein (ligand) 1
CTx	Chemotherapy	PROC	Platinum-resistant ovarian cancer
DNA	Desoxyribonucleic acid	RCC	Renal cell carcinoma
EGFR	Epidermal growth factor receptor	R&D	Research and development
ESMO	European Society for Medical Oncology	SABCS	San Antonio Breast Cancer Symposium
ESOP	Employee stock ownership plan	SCLC	Small cell lung cancer
FDA	US Food and Drug Administration	SEC	United States Securities and Exchange Commission
FixVac	Fixed Antigen Vaccine	SEER	Surveillance, epidemiology, and end results
GBM	Glioblastoma	SG&A	Selling, general and administrative expenses
HCC	Hepatocellular carcinoma	SoC	Standard of care
HER2 (or 3)	Human epidermal growth factor receptor 2 (or 3)	TNBC	Triple-negative breast cancer
HNSCC	Head and neck squamous cell carcinoma	TROP2	Trophoblast cell-surface antigen 2
IMFS	BioNTech Innovative Manufacturing Services	VEGF-A	Vascular endothelial growth factor A
iNeST	Individualized NeoAntigen-Specific Therapy	VHH	Heavy chain variable
IO	Immuno-oncology		