

A microscopic image of a cell, possibly a cancer cell, with a teal overlay. The cell is spherical and covered in numerous fine, hair-like projections (microvilli) that give it a textured, almost crystalline appearance. The background is a solid teal color.

# 4<sup>th</sup> Quarter 2023 Financial Results & Corporate Update

March 20, 2024

BIONTECH

# 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 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, seasonality 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 those relating to additional formulations of BioNTech's COVID-19 vaccine, and BioNTech's current and future preclinical studies and clinical trials, including statements regarding the timing of initiation and completion of studies or trials and related preparatory work and the availability of results; our expectations with respect to our intellectual property; the impact of the Company's collaboration and licensing agreements; the development of sustainable vaccine production and supply solutions and the nature and feasibility of these solutions; and BioNTech's estimates of commercial and other revenues, cost of sales, research and development expenses, sales and marketing expenses, general and administrative expenses, capital expenditures, income taxes, net profit, cash, cash equivalents and security investments, shares outstanding and cash outflows and share consideration. 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 neither promises nor guarantees, and 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 from those expressed or implied by these forward-looking statements. These risks and uncertainties include, but are not limited to: BioNTech's pricing and coverage negotiations with governmental authorities, private health insurers and other third-party payors after BioNTech's initial sales to national governments; the future commercial demand and medical need for initial or booster doses of a COVID-19 vaccine; 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 BioNTech's 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 the COVID-19 pandemic on BioNTech's development programs, supply chain, collaborators and financial performance; unforeseen safety issues and claims for potential personal injury or death arising from the use of BioNTech's COVID-19 vaccine and other 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 expansion; regulatory developments in the United States and other countries; BioNTech's ability to effectively scale BioNTech's production capabilities and manufacture BioNTech's products, including BioNTech's target COVID-19 vaccine production levels, and BioNTech's 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 20-F for the period ended December 31, 2023 and in subsequent filings made by BioNTech with the SEC, which are available on the SEC's website at <https://www.sec.gov/>. 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. These forward-looking statements are based on BioNTech's current expectations and speak only as of the date hereof.

**1** 4<sup>th</sup> Quarter and FY 2023 Highlights  
Ugur Sahin, Co-founder & Chief Executive Officer

**2** Pipeline Update  
Özlem Türeci, Co-founder & Chief Medical Officer

**3** Financial Results  
Jens Holstein, Chief Financial Officer

**4** Strategic Outlook  
Ryan Richardson, Chief Strategy Officer

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# 4<sup>th</sup> Quarter and FY 2023 Highlights

Ugur Sahin, Founder & Chief Executive Officer

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# Our Vision: Harnessing the Power of the Immune System to Fight Human Disease

Elevating success beyond our historical achievement

BioNTech's key objectives for the next phase

**Multi-product immunotherapy pioneer addressing medical need worldwide**

**Innovative precision medicine pipeline targeting multiple product approvals in oncology in the coming years**

**Sustainable respiratory vaccine business**

Powered by breakthrough science, disruptive technologies & AI

# Developing an Innovative Pipeline Focused on Oncology and Infectious Disease

Our pipeline		Clinical and scientific execution in 2023															
<div style="background-color: #2e8b57; color: white; padding: 10px; text-align: center;"> <b>Oncology</b> </div>	<div style="font-size: 2em; font-weight: bold; color: #2e8b57;">22</div> clinical stage programs	<div style="font-size: 2em; font-weight: bold; color: #2e8b57;">7</div> clinical trials started across platforms  Ph3: BNT323/DB-1303 <sup>1</sup>   BNT316/ONC-392 <sup>2</sup> Ph2: BNT116 <sup>3</sup>   autogene cevumeran/BNT122 <sup>4</sup> Ph1/2: BNT324/DB-1311 <sup>1</sup>   BNT314/GEN1059 <sup>5</sup>	<b>Ongoing mid- to late- stage trials:</b>														
		<div style="font-size: 2em; font-weight: bold; color: #2e8b57;">6</div> clinical assets in-licensed  <b>Antibody-drug conjugates:</b> BNT323/DB-1303 <sup>1</sup> BNT324/DB-1311 <sup>1</sup> BNT325/DB-1305 <sup>1</sup> BNT326/YL202 <sup>6</sup>	<b>Antibodies:</b> BNT316/ ONC-392 <sup>2</sup> PM8002 <sup>7</sup>	<table border="0"> <tr> <td>NSCLC</td> <td>BNT316/ONC-392<sup>2</sup>   BNT311/GEN1046<sup>5</sup>   BNT116<sup>3</sup></td> </tr> <tr> <td>Endometrial cancer</td> <td>BNT323/DB-1303<sup>1</sup></td> </tr> <tr> <td>Breast cancer</td> <td>BNT323/DB-1303<sup>1</sup></td> </tr> <tr> <td>PDAC</td> <td>autogene cevumeran/BNT122<sup>4</sup></td> </tr> <tr> <td>CRC</td> <td>autogene cevumeran/BNT122<sup>4</sup></td> </tr> <tr> <td>HPV+ HNSCC</td> <td>BNT113</td> </tr> <tr> <td>Melanoma</td> <td>autogene cevumeran/BNT122<sup>4</sup>   BNT111</td> </tr> </table>	NSCLC	BNT316/ONC-392 <sup>2</sup>   BNT311/GEN1046 <sup>5</sup>   BNT116 <sup>3</sup>	Endometrial cancer	BNT323/DB-1303 <sup>1</sup>	Breast cancer	BNT323/DB-1303 <sup>1</sup>	PDAC	autogene cevumeran/BNT122 <sup>4</sup>	CRC	autogene cevumeran/BNT122 <sup>4</sup>	HPV+ HNSCC	BNT113	Melanoma
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<div style="background-color: #004d40; color: white; padding: 10px; text-align: center;"> <b>Infectious Disease</b> </div>	<div style="font-size: 2em; font-weight: bold; color: white;">7</div> clinical stage programs	<div style="font-size: 2em; font-weight: bold; color: white;">3</div> first-in-human trials started:	<b>Shingles<sup>8</sup></b>	<b>Tuberculosis<sup>9</sup></b>	<b>Mpox<sup>10</sup></b>												

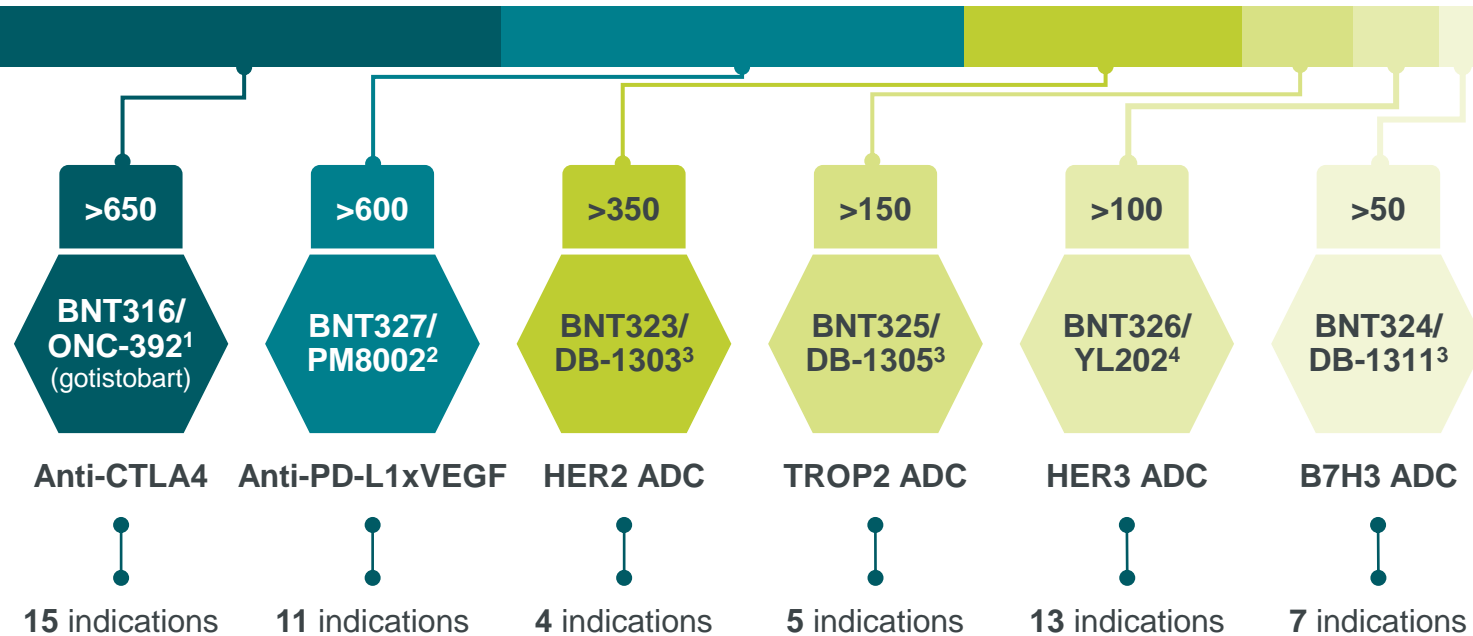
Rigorous pipeline prioritization guided by clinical data and unmet medical need

1. Partnered with DualityBio; 2. Partnered with OncoC4; 3. Partnered with Regeneron; 4. Partnered with Genentech, member of Roche Group; 5. Partnered with Genmab; 6. Partnered with MediLink Therapeutics; 7. Partnered with Biotheus; 8. Partnered with Pfizer; 9. In collaboration with Bill & Melinda Gates Foundation; 10. Partnered with the Coalition for Epidemic Preparedness Innovations (CEPI).  
 NSCLC = non-small cell lung cancer; PDAC = pancreatic ductal adenocarcinoma; CRC = colorectal cancer; HPV = human papilloma virus; HNSCC = head and neck squamous cell carcinoma; Mpox = monkey pox.

# Accelerating Development of our ADC and IO Programs Across Indications

## Patient recruitment metrics in 2022 & 2023

>2,000 patients recruited for ADC & IO programs



## Goal for 2024

Aim to recruit patients with multiple indications in 2024

- Lung Cancer (NSCLC, SCLC)
- Breast Cancer (HR+ BC, TNBC)
- Gynecological cancers (Endometrial, Plat-resistant OC, Cervical Cancer)
- Gastrointestinal cancers (CRC, Gastric, PDAC, Esophageal, HCC )
- Genitourinary cancers (mCRPC, RCC)
- Melanoma
- HNSCC

Data publications from these trials across multiple indications are planned for 2024

1. Partnered with OncoC4; 2. Partnered with Biotheus; 3. Partnered with DualityBio; 4. Partnered with Medilink CTLA4 = cytotoxic T-lymphocyte-associated protein 4; PD-L1 =programmed cell death protein ligand 1; ADC = antibody-drug conjugates; IO = immuno oncology; HER2/3 = human epidermal growth factor receptor 2/3; TROP2 = trophoblast cell-surface antigen; (N)SCLC = (non-)small cell lung cancer; (TN)BC = (triple-negative) breast cancer; OC = ovarian cancer; CRC = colorectal cancer; PDAC = pancreatic ductal adenocarcinoma; HCC = hepatocellular cancer; mCRPC = metastasi castration-resistant prostate cancer; RCC = renal cell cancer; HNSCC = head and neck squamous cell carcinoma



# Corporate Execution in 2023 and Post-Period

Continued progress towards building a multi-product, AI-powered, patient-centric company embedded in the biotech ecosystem

## Acquired InstaDeep

Integrating capabilities in super-computing, AI research and generative AI into various processes



## In-licensed 6 new clinical stage candidates

Adding new ADCs and next-generation IO antibodies



## Strategic alliance with Autolus

Advancing CAR-T programs towards potential commercialization



Strong cash position

~€ 17.7 bn total cash plus security investments<sup>1</sup>

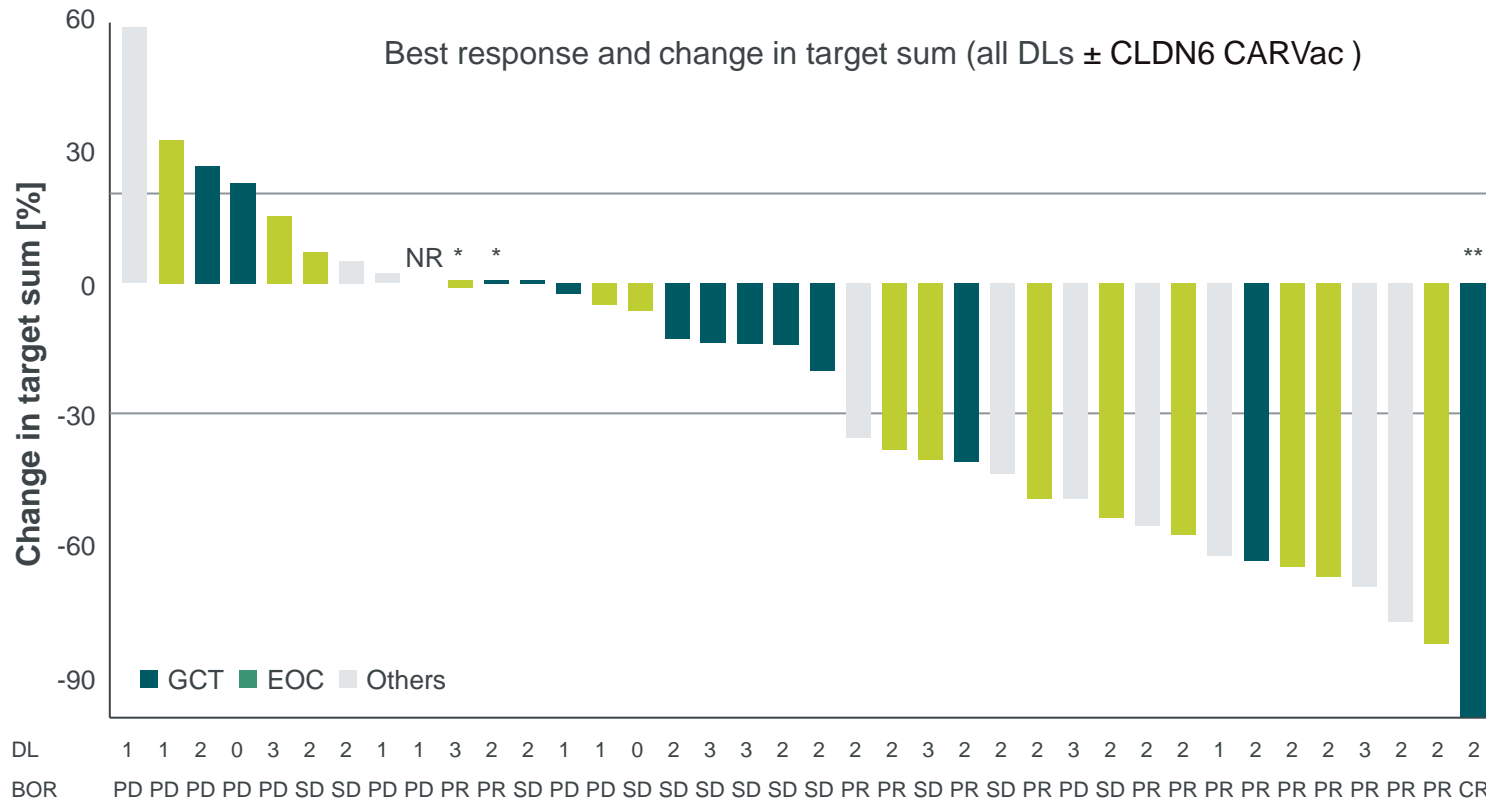
1. Consists of €11,663.7 million cash and cash equivalents and €5,989.7 million security investments as of December 31, 2023  
AI = artificial intelligence; ADC = antibody drug conjugate; IO = immune oncology; CAR = chimeric antigen receptor



# Aiming for Meaningful Impact with BNT211 in Patients with CLDN6+ Tumors

## Antitumor activity seen in multiple CLDN6+ tumor types

Haanen J. et al. Presented at ESMO 2023. Abstract #LBA35.

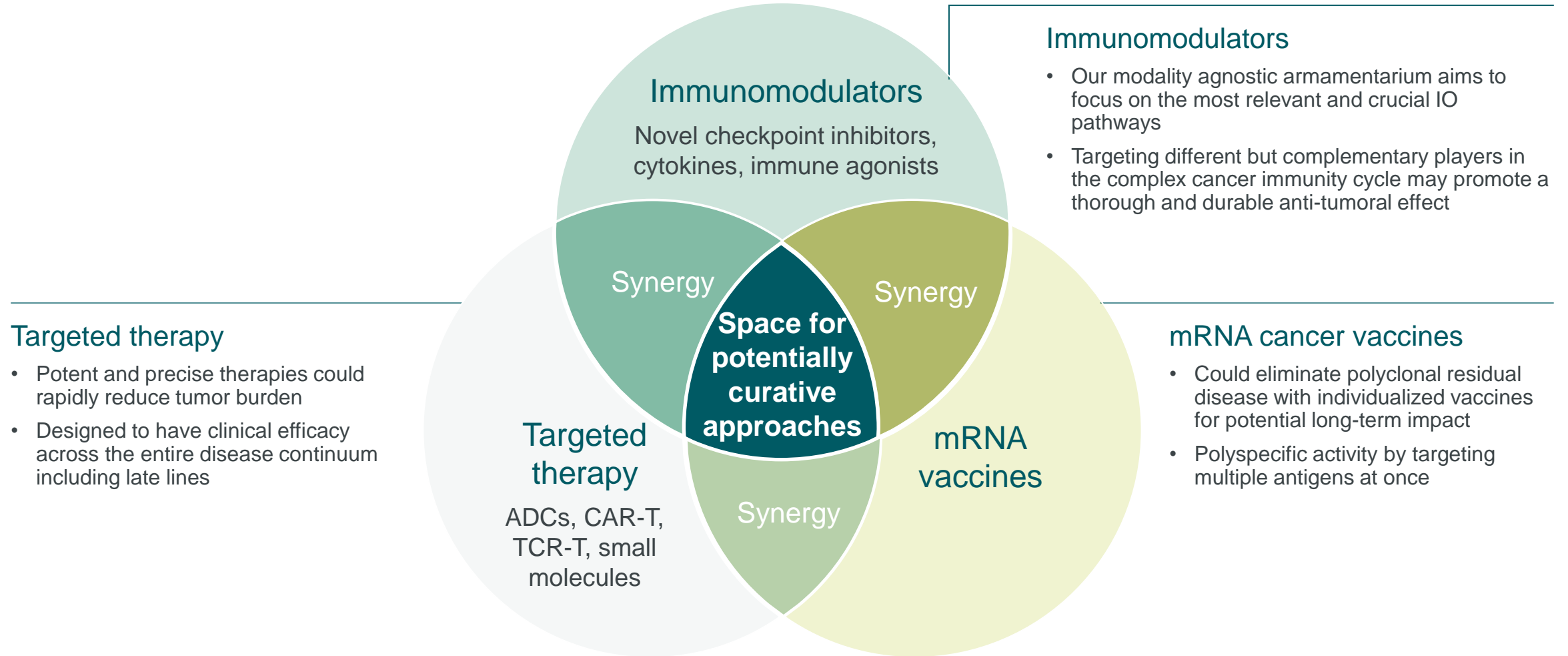


## Addressable patient population

Tumor type	Total addressable patient population per year in G7
Germ cell tumors	~1,000
Ovarian cancer	~10,000
NSCLC	~6,000

Data cut-off: 10 Sep 2023. Waterfall plot showing best percent change from baseline in sum of target lesion diameters for patients treated with CLDN6 CAR-T (N = 38). One patient died prior to first assessment (NR = not reached) and BOR was defined as PD. \* Patients had non-measurable disease per RECIST 1.1 and BOR was assessed by tumor marker response. \*\* Patient achieved complete response after surgical removal of tumors. Response data was pending for 6 patients at the data cutoff. Dotted lines show standard response evaluation criteria used to determine objective tumor response for target lesions per RECIST 1.1 (CR = -100%, PR = 30 to -100%, SD = -30 to 20%, and PD = 20% or higher). Graph contains additional data from 5 patients entered manually into the database following the data cut-off date that was not available in formal outputs. BOR = best overall response; CR = complete response; DCR = disease control rate; DL = dose level; EOC = epithelial ovarian cancer; GCT = germ cell tumor; PD = progressive disease; ORR = objective response rate; PR = partial response; SD = stable disease; NSCLC = non-small cell lung cancer.

# Towards a Potentially Curative Approach to Cancer: Differentiated Combinations



CAR = chimeric antigen receptor; ADC = antibody-drug conjugate; IO = immune oncology; TCR-T = T-cell receptor engineered T cell.

# Pipeline Update

Özlem Türeci, Co-Founder & Chief Medical Officer

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# Our Multi-Platform Immuno-Oncology Pipeline Today

Phase 1	Phase 1/2	Phase 2	Phase 3
<b>BNT116</b> Adv. NSCLC	<b>BNT142</b> (CD3xCLDN6) Multiple CLDN6-pos. adv. solid tumors	<b>BNT111</b> <sup>2</sup> aPD(L)1-R/R melanoma, + cemiplimab	<b>BNT316/ONC-392 (gotistobart)</b> <sup>4</sup> (CTLA-4) <b>NEW</b> anti-PD-1/PD-L1 experienced NSCLC
<b>Autogene cevumeran/BNT122</b> <sup>1</sup> Multiple solid tumors	<b>BNT151</b> (IL-2 variant) Multiple solid tumors	<b>BNT113</b> 1L rel./met. HPV16+ PDL-1+ head and neck cancer, + pembrolizumab	<b>BNT323/DB-1303</b> <sup>5</sup> (HER2) <b>NEW</b> 2L+ HR+, HER2-low met. breast cancer
<b>BNT152 + BNT153</b> (IL-7, IL-2) Multiple solid tumors	<b>BNT211</b> (CLDN6) Multiple solid tumors	<b>BNT116</b> <sup>2</sup> <b>NEW</b> 1L adv. PD-L1 ≥ 50% NSCLC, + cemiplimab	
<b>BNT221</b> Refractory metastatic melanoma	<b>BNT311/GEN1046</b> <sup>3</sup> (acasonlimab) Multiple solid tumors	<b>Autogene cevumeran/BNT122</b> <sup>1</sup> 1L adv. melanoma, + pembrolizumab	
<b>BNT321</b> (sLea) Metastatic PDAC	<b>BNT312/GEN1042</b> <sup>3*</sup> (CD40x4-1BB) Multiple solid tumors	<b>Autogene cevumeran/BNT122</b> <sup>1</sup> Adj. ctDNA+ stage II or III CRC	
<b>BNT322/GEN1056</b> <sup>4</sup> Multiple solid tumors	<b>BNT313/GEN1053</b> <sup>3</sup> (CD27) Multiple solid tumors	<b>Autogene cevumeran/BNT122</b> <sup>1</sup> <b>NEW</b> Adj. PDAC, + atezolizumab + mFOLFIRINOX	
<b>BNT326/YL202</b> <sup>6</sup> (HER3) <b>NEW</b> Multiple solid tumors	<b>BNT314/GEN1059</b> <sup>3</sup> (EpCAMx4-1BB) <b>NEW</b> Multiple solid tumors	<b>BNT311/GEN1046</b> <sup>3</sup> (PD-L1x4-1BB) R/R met. NSCLC, +/- pembrolizumab	
	<b>BNT316/ONC-392 (gotistobart)</b> <sup>4</sup> (CTLA-4) <b>NEW</b> mCRPC, + radiotherapy	<b>BNT316/ONC-392 (gotistobart)</b> <sup>4</sup> (CTLA-4) Plat.-R. ovarian cancer, + pembrolizumab	
	<b>BNT316/ONC-392 (gotistobart)</b> <sup>4</sup> (CTLA-4) Multiple solid tumors	<b>**BNT323/DB-1303</b> <sup>5</sup> (HER2) <b>NEW</b> 2L+ endometrial cancer	
	<b>BNT323/DB-1303</b> <sup>5</sup> (HER2) Multiple solid tumors		
	<b>BNT324/DB-1311</b> <sup>5</sup> (B7H3) <b>NEW</b> Multiple solid tumors		
	<b>BNT325/DB-1305</b> <sup>5</sup> (TROP2) Multiple solid tumors		
	<b>BNT411</b> (TLR7) Multiple solid tumors		

**Legend**

- mRNA
- Cell therapy
- Next generation IO
- ADCs
- Small molecules

1. Partnered with Genentech, member of Roche Group; 2. Partnered with Regeneron; 3. Partnered with Genmab; 4. Partnered with OncoC4; 5. Partnered with DualityBio; 6. Partnered with MediLink Therapeutics.  
 \*Two phase 1/2 clinical trials in patients with solid tumors are ongoing in combination with immune checkpoint inhibitor +/- chemotherapy. \*\* Phase 2 expansion cohort of Ph1/2 trial (NCT05150691).  
 NSCLC = non-small cell lung cancer; mCRPC = metastatic castration resistant prostate cancer; HPV = human papillomavirus; PDAC = pancreatic ductal adenocarcinoma; CRC = colorectal cancer; CLDN = claudin; IL = interleukin; 1L = first line; R/R = relapsed/refractory; HER2/HER3 = human epidermal growth factor 2/3; sLea = sialyl-Lewis A antigen; TROP2 = tumor-associated calcium transducer 2.

# Making Progress Towards Submissions for Regulatory Approvals in Oncology

## Select ongoing mid- to late-stage trials

**BNT316/ONC-392 (gotistobart)<sup>1</sup>**  
anti-PD-1/PD-L1-experienced NSCLC

Phase  
3

**BNT323/DB-1303<sup>2</sup>**  
HR+, HER2-low met. breast cancer

Phase  
3

**Autogene cevumeran/BNT122<sup>3</sup>**  
Adj. PDAC, + atezolizumab + mFOLFIRINOX

Phase  
2

**Autogene cevumeran/BNT122<sup>3</sup>**  
Adj. CRC

Phase  
2

**BNT113**  
PDL-1+, HPV16+ HNSCC, + pembrolizumab

Phase  
2

## Mid- to late-stage trials planned in 2024 & beyond

**BNT323/DB-1303<sup>2</sup>**

Phase  
3

**BNT211**

Phase  
2

**BNT311/GEN1046 (acasunlimab)<sup>4</sup>**

Phase  
3

**Autogene cevumeran/BNT122<sup>3</sup>**

Phase  
2

**BNT327/PM8002<sup>5</sup>**

Phase  
3

Plan to have 10+ potentially registrational trials starting in 2024 and beyond

1. Partnered with OncoC4; 2. Partnered with DualityBio; 3. Partnered with Genentech, member of the Roche group; 4. Partnered with Genmab; 5. Partnered with Biotheus.  
PD-1 =programmed cell death protein 1; HER2 = human epidermal growth factor receptor 2; HR = hormone receptor; NSCLC = non-small cell lung cancer; PDAC = pancreatic ductal adenocarcinoma; CRC = colorectal cancer, HNSCC = head and neck squamous cell carcinoma; HPV = human papillomaviruses.

# ADC Portfolio Constructed with Thoughtful Considerations

## Expression level by indication<sup>1</sup>

Target	NSCLC	SCLC	HER2+ BC	HR+ BC	TNBC	CRC	Gastric	Ovarian	PDAC	HNSCC	Prostate
HER2	Medium / Low	Very low / No-expression	High	Medium / Low	Medium / Low	Medium / Low	Medium / Low	High	Medium / Low	Medium / Low	Very low / No-expression
TROP2	High	High	Medium / Low	High	High	Medium / Low	Medium / Low	Medium / Low	Medium / Low	Medium / Low	High
B7-H3	High	High	Medium / Low	Medium / Low	Medium / Low	Medium / Low	Medium / Low	High	Medium / Low	High	High
HER3	Medium / Low	Very low / No-expression	High	High	High	High	High	Medium / Low	Medium / Low	Medium / Low	Medium / Low

High      Medium / Low      Very low / No-expression

Target	Program	Stage			Indications	Partner
		Ph1/2	Ph2	Ph3		
HER2	BNT323/DB-1303 <sup>2</sup>	→			HR+ HER2-low mBC	DualityBio
		→			HER2-expressing mEC, 2L+	
		→			Solid tumors with HER2 expression	
TROP2	BNT325/DB-1305 <sup>2</sup>	→			Solid tumors	DualityBio
B7H3	BNT324/DB-1311 <sup>2</sup>	→			Solid tumors	DualityBio
HER3	BNT326/YL202 <sup>3</sup>	→			Solid tumors	MediLink <sup>3</sup>

## Advanced asset on path to registration

- BNT323/DB-1303<sup>2</sup> in multiple pivotal studies

## Unique indication selection strategy

- Four clinical stage ADCs with broad, yet minimal overlapping, indication opportunities
- Innovative trial designs planned to open leapfrog path
- Fast-follower potential in large indications

## Wider therapeutic window may enable novel combinations in earlier lines

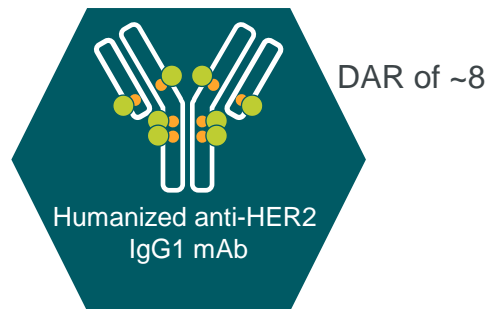
- ADC combinations that are based on non-overlapping tumor antigens and different payload MoAs

1. RNAseq data from AACR Project GENIE; 2. Partnered with DualityBio; 3. The completion of the agreement with MediLink is subject to customary closing conditions, including clearance under the Hart-Scott-Rodino Antitrust Improvements Act. ADC = antibody-drug conjugate; MoA = mode of action; HR = hormone receptor; HER2/3 = human epidermal growth factor receptor 2/3; TROP2 = trophoblast cell-surface antigen; (N)SCLC = (non-)small cell lung cancer; BC = breast cancer; TNBC = triple-negative breast cancer; CRC = colorectal cancer; PDAC = pancreatic ductal adenocarcinoma; HNSCC = head and neck squamous cell carcinoma; EC = endometrial cancer.

# BNT323/DB-1303<sup>1</sup>: A HER2 ADC with a Potentially Differentiated Profile

## BNT323/DB-1303 is a 3rd generation ADC

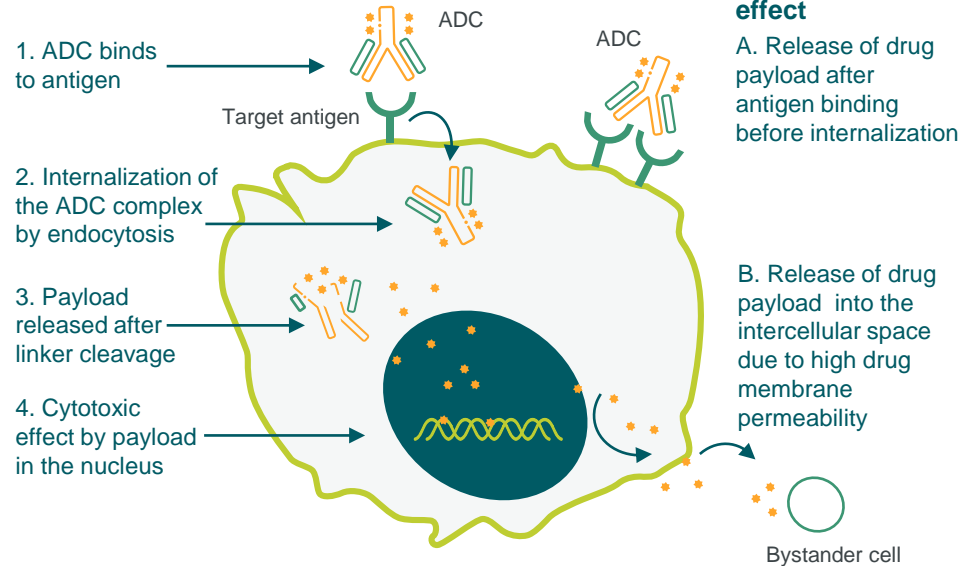
- A humanized anti-HER2 IgG1 monoclonal antibody
- A proprietary DNA topoisomerase I inhibitor
- A maleimide tetrapeptide-based cleavable linker



- Cysteine residue
- Linker-payload

## Mode of action

### Targeted Cytotoxicity



Adapted from Coleman N. et al. npj Precis. Onc. 2023

## Preclinical Data

Lin S. et al. Abstract #252. Presented at EORTC-NCI-AACR in 2022 & data on file.

- Superior in vitro **plasma stability** in human plasma
- Sustained **tumor-selective drug release** in tumor-bearing mice
- Rapid **systemic clearance** in monkeys
- Potent **anti-tumor effect in both HER2 positive and HER2 low** tumor models with a wide therapeutic window
- Induces dose-dependent **tumor growth inhibition** and tumor regression
- Toxicity studies<sup>2</sup> in monkeys show **improved toxicity profile** compared to published profile of DS-8201<sup>2</sup>

**Stable linker and fast clearance may contribute to the improved toxicity profile of BNT323/DB-1303<sup>1</sup>**

1. Partnered with DualityBio; 2. DS-8201 is an in-house produced analog of trastuzumab deruxtecan. ADC = antibody-drug conjugate; HER2 = human epidermal growth factor receptor 2; IgG1 = Immunoglobulin 1; DAR = drug antibody ratio; mAb = monoclonal antibody.



# First-in-Human Trial with BNT323/DB-1303<sup>1</sup> in Patients with Advanced HER2-Expressing Solid Tumors

## Phase 1/2a trial design (NCT05150691), multicenter, non-randomized, open-label

Moore K. et al. Presented at ASCO 2023. Abstract #3023.

### Inclusion criteria

Pretreated advanced or metastatic solid tumors

Histologically confirmed HER2-positive or HER2-expressing cancers

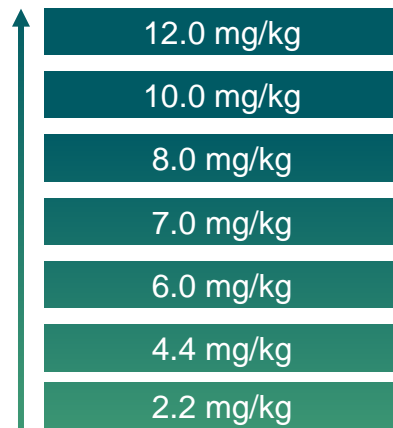
Previous systemic therapies

ECOG PS 0-1

Adequate organ function

### Part 1: Dose escalation (n=88 patients)

(HER2 IHC 3+, IHC 2+, IHC 1+ or ISH +, or HER2 amplification and mutation by NGS)



RP2D/  
MTD  
(RP2D=8 mg/kg)

### Part 2a: Dose expansion cohorts (n=165 patients)

Trastuzumab-treated HER2+ (IHC3+, IHC2+/ISH positive) gastric or gastroesophageal junction adenocarcinoma, esophageal carcinoma and CRC

Both HER2 overexpression and HER2 low (IHC3+, 2+, 1+ or ISH positive) endometrial carcinoma, including UC and USC

HR+/HER2 Low (IHC2+ /ISH negative, or IHC1+) breast cancer

HER2+ (IHC3+, IHC2+/ISH positive) breast cancer

NSCLC with activating HER2 mutation

HER2+ or HR+/HER2-low breast cancer with treatment failure of trastuzumab deruxtecan (HER2+ BC; HR+/HER2-low BC)



### Key endpoints

Safety, tolerability, pharmacokinetic, preliminary anti-tumor activity at the selected MTD/RP2D



### Status

First patient in: Jan 2022  
Trial ongoing

1. Partnered with DualityBio.

HER2 = human epidermal growth factor 2; IHC = immunohistochemistry; ISH = in-situ hybridization; NGS = next-generation sequencing; HR = hormone receptor; CRC = colorectal cancer; UC = uterine carcinosarcoma, USC = uterine serous carcinoma NSCLC = non-small cell lung cancer; BC = breast cancer, RP2D = recommended phase 2 dose; ECOG = Eastern Cooperative Oncology Group; MTD = maximum tolerated dose; .

# First Clinical Data for BNT323/DB-1303<sup>1</sup> Demonstrated Antitumor Activity in Heavily Pretreated HER2-Expressing Breast Cancer Patients

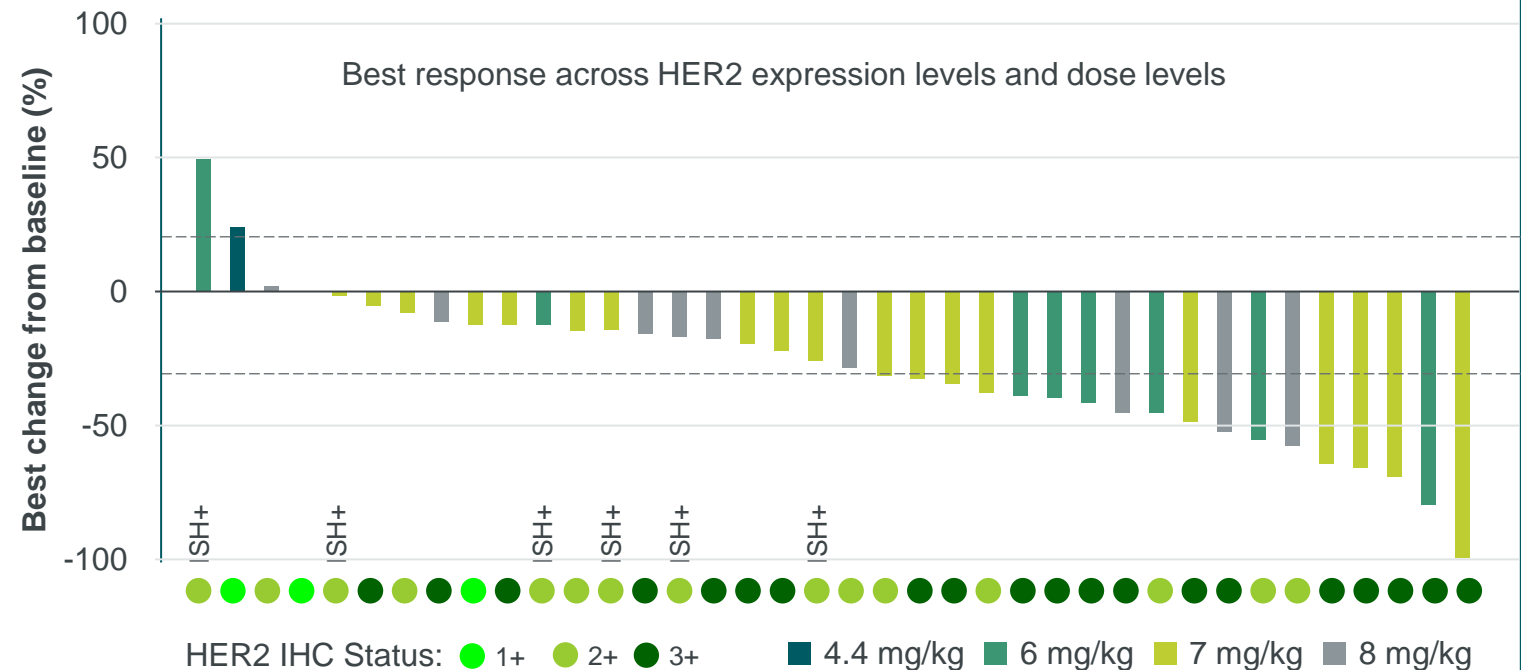
## Phase 1/2a FIH study (NCT05150691): Clinical activity and safety

Adapted from Moore K. et al. Presented at ASCO 2023. Abstract #3023.

### Anti-tumor activity in heavily pretreated HER2-expressing breast cancer patients

	ORR, %	DCR, %
HER2+ breast cancer (n=26)	50	96.2
HER2 low breast cancer (n=13)	38.5	84.6

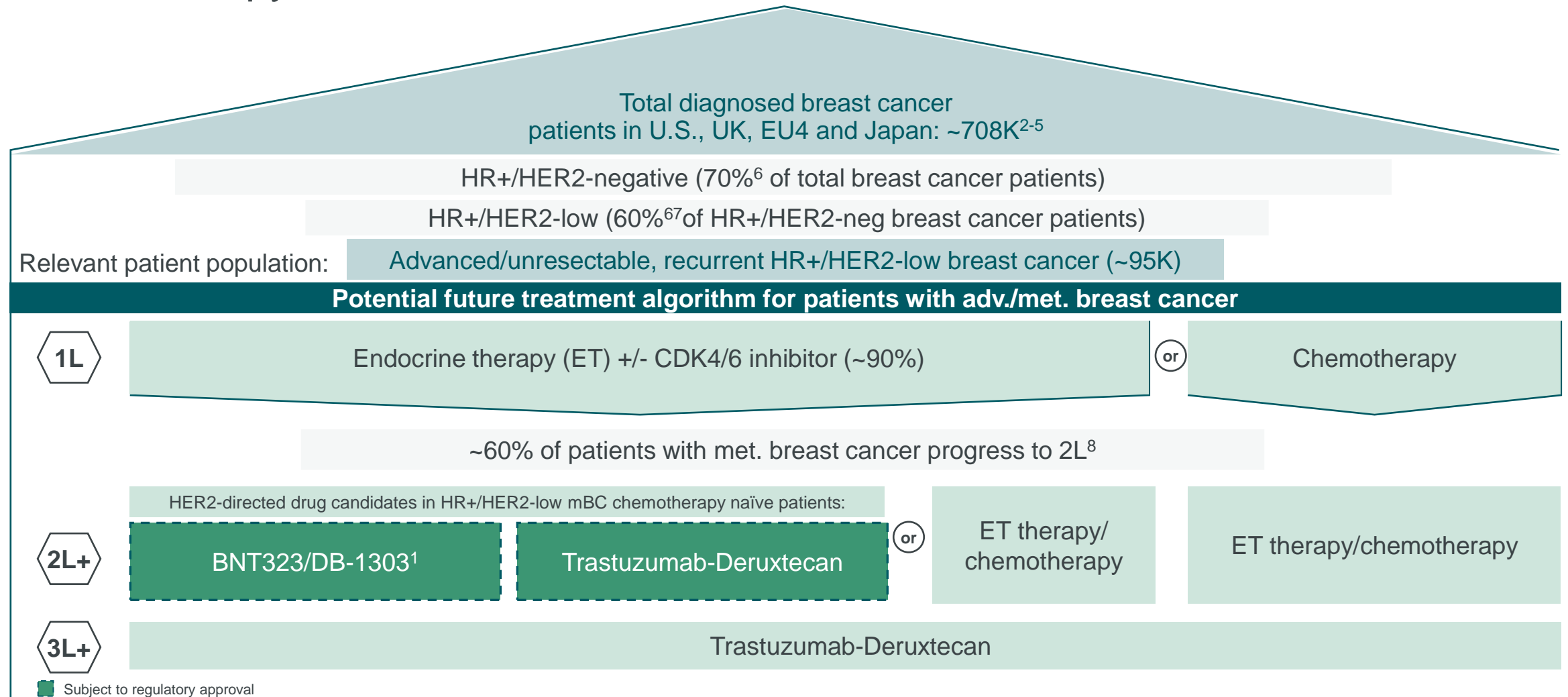
BNT323/DB-1303<sup>1</sup> was well-tolerated and all adverse events were manageable



Results supported the initiation of a pivotal phase 3 study evaluating BNT323/DB-1303<sup>1</sup> in HR+/HER2 low

1. Partnered with: DualityBio. HER2 = human epidermal growth factor receptor 2; HR = hormone receptor; ORR = objective response rate; DCR = disease control rate; FIH = first in human; IHC = immunohistochemistry; ISH = in-situ hybridization.

# BNT323/DB-1303<sup>1</sup> May Have Potential to Establish a New SoC for Chemotherapy-Naïve, HR+/HER2-Low Patients with Breast Cancer



1. Partnered with DualityBio; 2. American Cancer Society (ACS) 2023 Report; 3. Globocan – Cancer Tomorrow; 4. Cancer.net ASCO; 5. SEER\*Stat Research Tool; 6. Putnam Expertise, KOL inputs from SMARTANALYST Syndicated Insights Report and triangulation from published literature; 7. Burstein et al., NEJM 2020; 2557-2570 8. Market Research, data on file.  
SoC = standard of care; ET = endocrine therapy; HR = hormone receptor; HER2 = human epidermal growth factor receptor 2; CDK4/6 = cyclin-dependent kinase 4/6; 1/2/3L = first/second/third line; mBC = metastatic breast cancer; EU4 = includes Germany, France, Italy and Spain.

# Data Supporting Efficacy of BNT323/DB-1303<sup>1</sup> Facilitates Path to a Potential Registration in HER2-Expressing Endometrial Cancer Patients

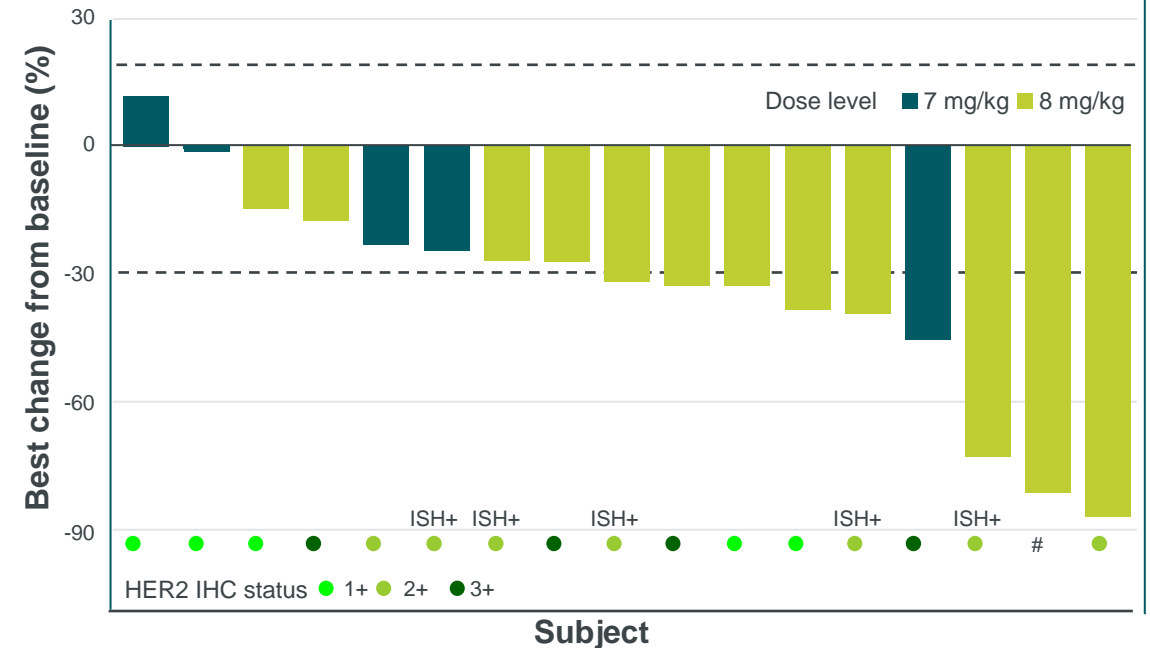
## Phase 1/2a FIH study (NCT05150691): Clinical Efficacy

Moore K. et al. Presented at ESGO 2023. Abstract # 430

- HER2 tumor expression of IHC 1, 2 and 3+: 31%, 41% and 25%, respectively
- Patients received median 2 lines of prior treatment for the metastatic disease
- ~60% of patients had received prior immunotherapy, ~38% prior anti-HER2 antibody
- Clinical response observed across different HER2-expression levels, including IHC 1+ tumors

Response <sup>a</sup>	Dose Escalation		Dose Expansion	Total (n=17) <sup>b</sup>
	7 mg/kg (n=4) <sup>b</sup>	8 mg/kg (n=4) <sup>b</sup>	8 mg/kg (n=9) <sup>b</sup>	
<b>Unconfirmed ORR, n (%)</b>	<b>2 (50.0)</b>	<b>4 (100)</b>	<b>4 (44.4)</b>	<b>10 (58.8)</b>
Confirmed ORR, n (%)	1 (25.0)	3 (75.0)	0	4 (23.5)
Pending confirmation ORR, n (%)	1 (25.0)	1 (25.0)	4 (44.4)	6 (35.3)
<b>Unconfirmed DCR, n (%)</b>	<b>4 (100)</b>	<b>4 (100)</b>	<b>8 (88.9)</b>	<b>16 (94.1)</b>

<sup>a</sup> By investigator. <sup>b</sup> Response-evaluable subjects, which includes subjects with ≥1 postbaseline overall response.



<sup>1</sup>. Partnered with DualityBio.

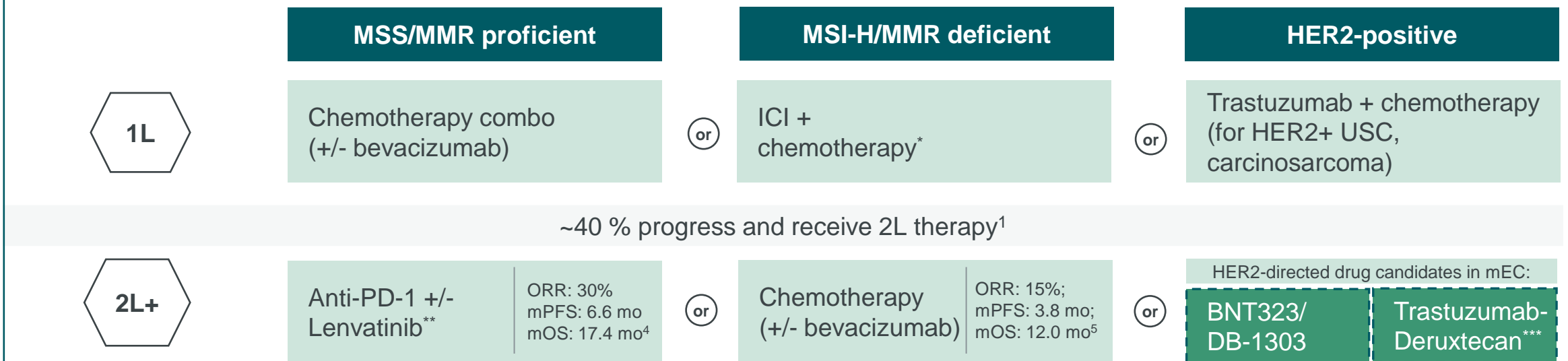
HER2 = human epidermal growth factor receptor 2; FIH = first in human; IHC = immune histo chemistry test; ORR = objective response rate; DCR = disease control rate; ISH = In situ hybridization.

# BNT323/DB-1303<sup>1</sup> Offers the Potential to Establish a New SoC for Patients with HER2-Expressing Endometrial Cancer

Total diagnosed endometrial cancer patients in US, UK, EU4 and Japan: ~130K<sup>2</sup>

Relevant patient population: Advanced/unresectable, recurrent Stage IV (~50K)

## Potential future treatment algorithm for patients with adv./met. endometrial cancer<sup>3</sup>



■ Subject to regulatory approval






1. Partnered with Duality Bio; 2. CancerMPact® Treatment Architecture Endometrial; U.S. and EU5 v1.1; 3. NCCN guidelines® Version 1.2024; 4. Makker V et al. NEJM. 2022; 5. Keytruda PI:

[https://www.merck.com/product/usa/pi\\_circulars/k/keytruda/keytruda\\_pi.pdf](https://www.merck.com/product/usa/pi_circulars/k/keytruda/keytruda_pi.pdf).

SoC = standard of care; HER2 = human epidermal growth factor receptor 2; 1L = first line; 2L+ = second line and beyond; EU4 = includes Germany, France, Italy and Spain; MSS/MSI = microsatellite in/stability; MMR = mismatch repair; PD-1 = programmed cell death protein 1; EC = endometrial cancer; \* Dostarlimab approved in patients with MSI-H/dMMR tumors. NCCN guidelines recommend dostarlimab or pembrolizumab + chemotherapy irrespective of MMR status;

\*\* pMMR tumors: pembrolizumab+Lenvatinib, MSI-H/dMMR tumors pembrolizumab or dostarlimab monotherapy; \*\*\*NCCN guidelines recommend Trastuzumab Deruxtecan for HER2-positive tumors (IHC 3+ or 2+).

# First Wave of Potential Oncology Launches From 2026 Onwards Could Include:

Diverse MoAs	<b>Product candidate</b>	BNT323/ DB-1303 <sup>1</sup>	BNT316/ ONC-392 (gotistobart) <sup>2</sup>	BNT327/ PM8002 <sup>3</sup>	BNT211	BNT311/ GEN1046 (acasunlimab) <sup>4</sup>
Validated & new targets						
Mix of partnered and proprietary programs	<b>Target</b>	HER2	CTLA-4	VEGF-A x PDL-1 VHH	CLDN6	PD-L1 x 4-1BB

We believe we have multiple shots on goal, and that our in-licensed assets are starting to contribute to value creation and towards de-risking our pipeline

1. Partnered with DualityBio; 2. Partnered with OncoC4; 3. Partnered with Biotheus; 4. Partnered with Genmab

MoA = mode of action; HER2 = human epidermal growth factor 2; CTLA-4 = cytotoxic T-lymphocyte-associated protein 4; PD1 = programmed cell death protein 1; CLDN6 = claudin 6.

3

# Financial Results

Jens Holstein, Chief Financial Officer

BIONTECH



## FY 2023 Key Financial Highlights<sup>1</sup>

Total revenues

€ **3.8** bn

Diluted EPS

€ **3.83**

Profit before tax

€ **1.2** bn

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

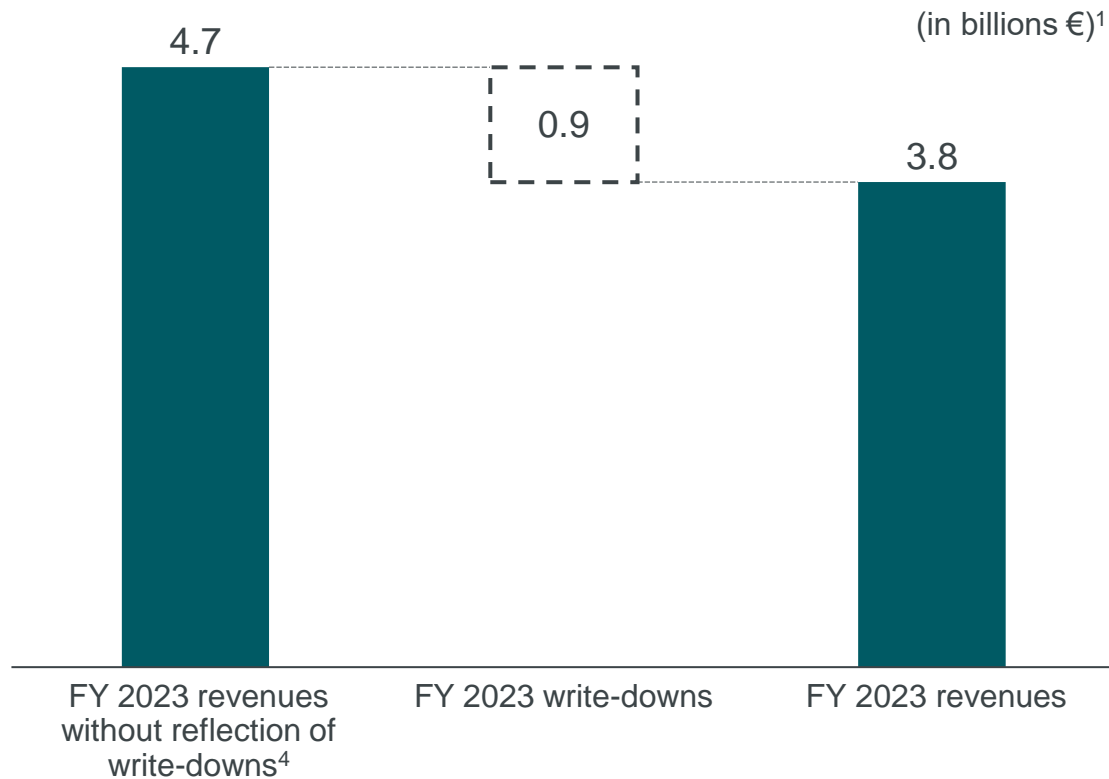
€ **17.7** bn

1. Financial information is prepared and presented in Euros and numbers are rounded to millions and billions of Euros in accordance with standard commercial practice.

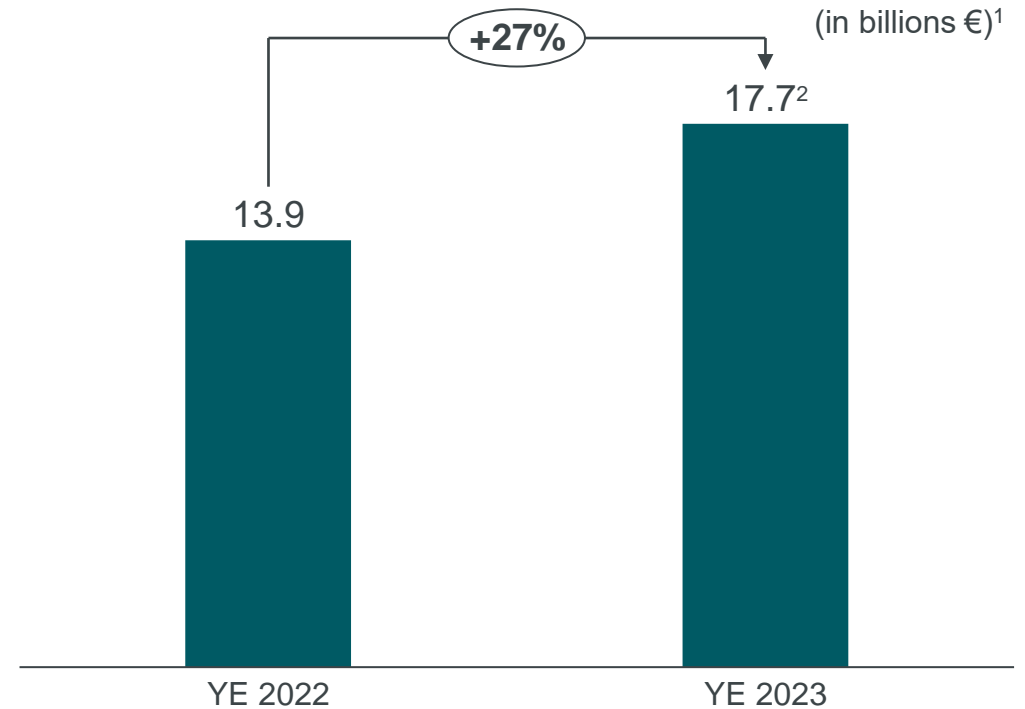
2. Consists of cash and cash equivalents of €11,663.7 million and security investments of €5,989.7 million, as of December 31, 2023.

# FY 2023 Revenues and Cash plus Security Dynamics

## FY 2023 revenues reduced by significant write-downs



## Cash plus security investments grew in 2023<sup>3</sup>



1. Numbers have been rounded, numbers presented may not add up precisely to the totals and may have been adjusted in the table context. 2. Consists of cash and cash equivalents of €11,663.7 million and security investments of €5,989.7 million, as of December 31, 2023. 3. Contractual settlement of the gross profit share has a temporal offset of more than one calendar quarter and even has an additional time lag between the recognition of revenues and the payment receipt for gross profit of subsidiaries outside the United States. 4. Inventory write-downs and other charges identified on the collaboration partner Pfizer's side, jointly referred to as write-downs, are reducing Pfizer's gross profit, hence BioNTech's revenues.

## Q4 and FY 2023 Financial Results

(in millions €, except per share data) <sup>1</sup>	Three months ended December 31		Years ended December 31	
	2023	2022	2023	2022
Commercial revenues <sup>2</sup>	1,478.9	4,271.3	3,815.5	17,194.6
Research & development revenues	0.1	7.0	3.5	116.0
<b>Total revenues</b>	<b>1,479.0</b>	<b>4,278.3</b>	<b>3,819.0</b>	<b>17,310.6</b>
Cost of sales	(179.1)	(183.5)	(599.8)	(2,995.0)
Research and development expenses	(577.8)	(509.8)	(1,783.1)	(1,537.0)
Sales and marketing expenses	(18.0)	(14.6)	(62.7)	(59.5)
General and administrative expenses	(124.3)	(119.9)	(495.0)	(481.7)
Other operating income less expenses <sup>3</sup>	(53.6)	(157.6)	(188.0)	405.3
<b>Operating income</b>	<b>526.2</b>	<b>3,292.9</b>	<b>690.4</b>	<b>12,642.7</b>
Finance income less expenses	137.0	(120.3)	495.7	311.4
<b>Profit before tax</b>	<b>663.2</b>	<b>3,172.6</b>	<b>1,186.1</b>	<b>12,954.1</b>
Income taxes	(205.3)	(893.9)	(255.8)	(3,519.7)
<b>Profit for the period</b>	<b>457.9</b>	<b>2,278.7</b>	<b>930.3</b>	<b>9,434.4</b>
<b>Earnings per share</b>				
Basic profit for the period per share	1.91	9.38	3.87	38.78
Diluted profit for the period per share	1.90	9.26	3.83	37.77

1. Numbers have been rounded, numbers presented may not add up precisely to the totals and may have been adjusted in the table context. Presentation of the consolidated statements of profit or loss has been condensed.

2. BioNTech's profit share is estimated based on preliminary data shared between Pfizer and BioNTech as further described in the Annual Report on Form 20-F for the year ended December 31, 2023, filed on March 20, 2024. Any changes in the estimated share of the collaboration partner's gross profit will be recognized prospectively.

3. Adjustments to prior-year figures relate to costs for external legal advice in connection with certain legal litigations from general and administrative expenses to other operating expense to reflect changes in the internal reporting also in the external reporting.

## FY 2023 Guidance vs. Actuals<sup>1</sup>

		Updated Guidance Nov 2023	FY 2023 Actuals
<b>FY 2023 COVID-19 vaccine revenues</b>	BioNTech COVID-19 vaccine revenues	~ €4 bn	€3.8 bn
<b>FY 2023 expenses and capex</b>	R&D expenses <sup>2</sup>	€1,800 – 2,000 m	€1,783 m
	SG&A expenses <sup>3</sup>	€600 – 650 m	€558 m
	Capital expenditure for operating activities	€200 – 300 m	€276 m
<b>FY 2023 tax assumptions</b>	BioNTech Group estimated annual cash effective income tax rate	~ 21%	21.6%

1. Numbers reflect current base case projections and are calculated based on constant currency rates. Excluding external risks that are not yet known and/or quantifiable, including, but not limited to, the effects of ongoing and/or future legal disputes or related activity.

2. Numbers include effects identified from additional in-licensing arrangements, collaborations or potential M&A transactions to the extent disclosed and are subject to update due to future developments.

3. Excluding costs for external legal advice in connection with certain legal litigations recorded in other operating expense. Guidance does not include and may be impacted by potential payments resulting from the outcomes of ongoing or future legal disputes or related activity, such as judgments or settlements.

# 2024 Financial Year Guidance<sup>1</sup>

		<b>FY 2024 Guidance</b>
<b>FY 2024 revenues</b>	Total revenues	<b>€2,500 – €3,100 m</b>
<b>FY 2024 expenses, operating income and capex<sup>4</sup></b>	R&D expenses <sup>2</sup>	<b>€2,400 – €2,600 m</b>
	SG&A expenses <sup>3</sup>	<b>€700 – €800 m</b>
	Capital expenditure for operating activities	<b>€400 – €500 m</b>
<b>Revenue guidance considerations: Top-line sensitivity mainly dependent on the following factors</b>	<ul style="list-style-type: none"> <li>• Vaccination rates and price levels in markets where significant Comirnaty sales are expected</li> <li>• Inventory write-downs</li> <li>• Anticipated revenues related to service businesses, including InstaDeep, JPT Peptide Technologies, IMFS and from the German pandemic preparedness agreement</li> </ul>	

1. Excluding external risks that are not yet known and/or quantifiable, including, but not limited to, the effects of ongoing and/or future legal disputes or related activity.

2. Numbers include effects identified from additional in-licensing arrangements, collaborations or potential M&A transactions to the extent disclosed and are subject to update due to future developments.

3. Anticipated expenses related to external legal advice in connection with legal litigations is not reflected in SG&A but in other operating expenses for the 2024 financial year. Guidance does not include and may be impacted by potential payments resulting from the outcomes of ongoing or future legal disputes or related activity, such as judgments or settlements.

4. The Company does not expect to report a positive net income figure for the 2024 financial year and expects the majority of our 2024 global revenues for Comirnaty to be recorded in the second half of the year.

IMFS = BioNTech's Innovative Manufacturing Services

## Profitable COVID-19 Vaccine Business supports Investment in Growth Drivers

### COVID-19 Vaccine Business – major value contributor

FY 2023

- Revenue of €3.8 bn
- Gross Profit of €3.2 bn
- COVID-19 associated R&D costs ~ €0.3 bn
- S&M costs < €0.05 bn
- COVID-19 vaccine business with lean cost structure expected to generate positive cash flows going forward

### Innovative Oncology Pipeline – potential future value driver

- Aiming for 10+ potentially registrational trials ongoing by the end of 2024
- First potential oncology launch estimated for 2026
- Diversified clinical pipeline offers multiple potential growth opportunities for the years to come

COVID-19 vaccine franchise and innovative oncology pipeline driving long-term value creation

4



# Strategic Outlook

Ryan Richardson, Chief Strategy Officer

BIONTECH



# Strategic Vision for 2030

Key value drivers	Cash position	Respiratory vaccine franchise	Oncology pipeline	Infectious diseases pipeline
<p><b>YE 2023</b></p> 	<p>€17.7 bn cash<sup>1</sup></p>	<p>+ Market-leading COVID-19 vaccine</p> <p>Cashflow generating</p>	<p>+ Expanding late-stage pipeline</p> <p>10+ potentially registrational trials expected by YE 2024</p>	<p>+ Early-stage pipeline</p> <p>5 active non-COVID ID clinical programs</p>
<p><b>2030 Vision</b></p> 	<p>Maintain strong balance sheet</p>	<p>+ Multi-vaccine portfolio</p>	<p>+ Multiple commercial products and additional late-stage candidates</p>	<p>+ First approved products and late-stage pipeline</p>

1. Consists of €11,663.7 million cash and cash equivalents and €5,989.7 million security investments, as of December 31, 2023.  
YE = year end; ID = infectious disease;

# Investing in Our Oncology Growth Through 2030

## Mid- and late-stage programs



BNT323/DB-1303<sup>1</sup>



BNT316/ONC-392 (gotistobart)<sup>2</sup>



BNT311/GEN1046 (acasunlimab)<sup>3</sup>



BNT327/PM8002<sup>4</sup>



autogene cevumeran/BNT122<sup>5</sup>



BNT113



BNT211

## 2024

Aiming for **10+** potentially registrational trials by end of 2024

Multiple clinical updates planned for 2024

## Impact

Yearly oncology launches planned from 2026 onwards

Goal of 10 indication approvals in oncology by 2030

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## Save the date

Annual General Meeting

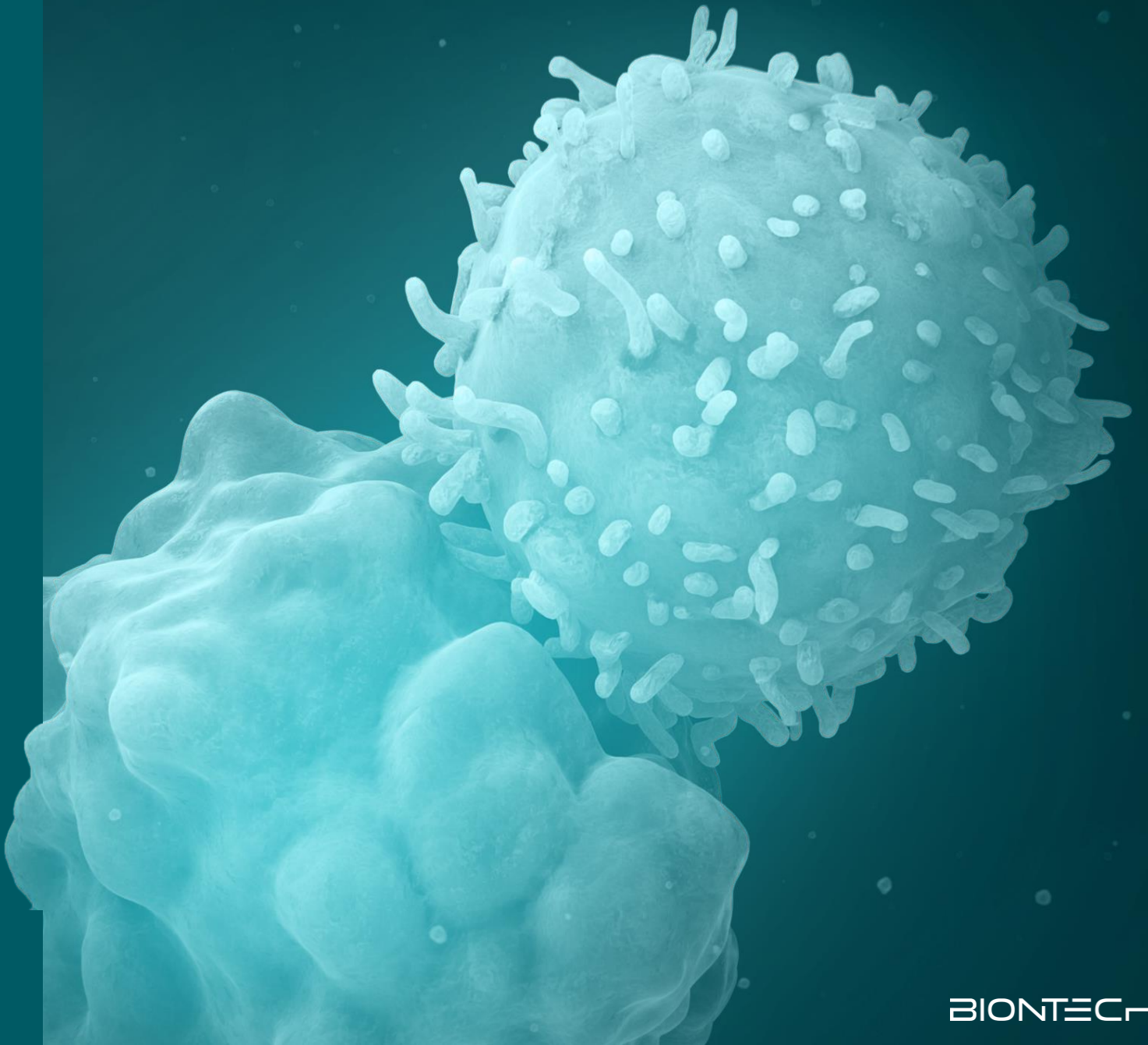
**May 17, 2024**

Innovation Series: Digital & AI

**October 1, 2024**

Innovation Series

**November 14, 2024**



— Thank you

# Appendix

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## Advancing our Pipeline: Select Data Milestones in 2024

	Program	Indication	Targeted Milestone
<b>Oncology</b>	BNT311/GEN1046 (acasunlimab) <sup>1</sup>	R/R met. NSCLC, +/- pembrolizumab	Phase 2 data
	BNT312/GEN1042 <sup>1</sup>	Multiple solid tumors	Ph1/2 expansion cohort data
	BNT316/ONC-392 (gotistobart) <sup>2</sup>	Multiple solid tumors	Ph1/2 expansion cohort data
	BNT323/DB-1303 <sup>3</sup>	Multiple solid tumors	Ph1/2 expansion cohort data
	BNT325/DB-1305 <sup>3</sup>	Multiple solid tumors	Ph1/2 data
	BNT327/PM8002 <sup>4</sup>	Multiple solid tumors	Phase 2 data
<b>Infectious Disease</b>	BNT162b2 <sup>5</sup>	COVID-19, Omicron XBB.1.5 monovalent vaccine	Phase 2/3 data
	BNT167 <sup>5</sup>	Shingles	Phase 1 trial update

1. Partnered with Genmab; 2. Partnered with OncoC4; 3. Partnered with DualityBio; 4. Partnered with Biotheus; 5. Partnered with Pfizer.  
NSCLC = non-small cell lung cancer, R/R = relapsed/refractors.