

kamada^o

EACH LIFE IS UNIQUE

PROFITABLE GROWTH
THROUGH SPECIALTY
PLASMA THERAPIES



Corporate Presentation
November 2024



FORWARD- LOOKING STATEMENT

This presentation is not intended to provide investment or medical advice. It should be noted that some products under development described herein have not been found safe or effective by any regulatory agency and are not approved for any use outside of clinical trials.

This presentation contains forward-looking statements, which express the current beliefs and expectations of Kamada's management. Such statements include 2024 financial guidance; 5-year growth strategy and plans for double digit growth; progression of inhaled AAT clinical study, its advantages and potential market size and results of the discussions with the; success in being a pioneer in areas of limited treatment alternatives; expansion to new markets, mainly MENA region; growth prospects, product introductions and revenue projections for KedRAB, Cytogam, Israeli distribution business segment and U.S. plasma segment; success in identifying and integrating M&A targets for growth. These statements involve a number of known and unknown risks and uncertainties that could cause Kamada's future results, performance or achievements to differ significantly from the projected results, performances or achievements expressed or implied by such forward-looking statements. Important factors that could cause or contribute to such differences include, but are not limited to, risks relating to Kamada's ability to successfully develop and commercialize its products and product candidates, progress and results of any clinical trials, introduction of competing products, continued market acceptance of Kamada's commercial products portfolio, impact of geo-political environment in the middle east, impact of any changes in regulation and legislation that could affect the pharmaceutical industry, difficulty in predicting, obtaining or maintaining U.S. Food and Drug Administration, European Medicines Agency and other regulatory authority approvals, restraints related to third parties' IP rights and changes in the health policies and structures of various countries, success of M&A strategies, environmental risks, changes in the worldwide pharmaceutical industry and other factors that are discussed under the heading "Risk Factors" of Kamada's 2023 Annual Report on Form 20-F (filed on March 6, 2024), as well as in Kamada's recent Forms 6-K filed with the U.S. Securities and Exchange Commission.

This presentation includes certain non-IFRS financial information, which is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with IFRS. The non-IFRS financial measures may be calculated differently from, and therefore may not be comparable to, similarly titled measures used by other companies. In accordance with the requirement of the SEC regulations a reconciliation of these non-IFRS financial measures to the comparable IFRS measures is included in an appendix to this presentation. Management uses these non-IFRS financial measures for financial and operational decision-making and as a means to evaluate period-to-period comparisons. Management believes that these non-IFRS financial measures provide meaningful supplemental information regarding Kamada's performance and liquidity.

Forward-looking statements speak only as of the date they are made, and Kamada undertakes no obligation to update any forward-looking statement to reflect the impact of circumstances or events that arise after the date the forward-looking statement was made, except as required by applicable law.

KAMADA - A GLOBAL BIOPHARMACEUTICAL COMPANY

A LEADER IN SPECIALTY PLASMA THERAPIES, WITH A PORTFOLIO OF MARKETED PRODUCTS INDICATED FOR DISEASES WITH LIMITED TREATMENT ALTERNATIVES

\$158-162M

2024 Revenues Guidance

15%

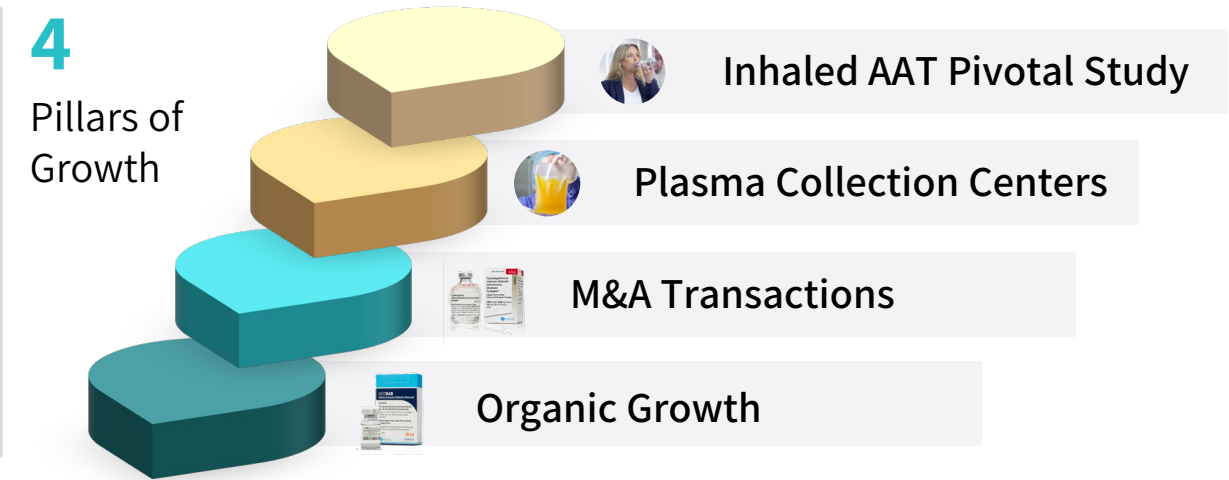
CAGR (from 2021)

\$32-35M¹

2024 Adj. EBIDTA Guidance

\$72.0M

Cash (Sep 30, 2024)



6

FDA-Approved Products



KEDRAB®



CYTOGAM®



HEPGAM B®



VARIZIG®



WINRHO®



GLASSIA®

WHAT MAKES US **UNIQUE**

At Kamada, we believe that each life is unique, which is why we have developed an innovative technology for production of life-saving plasma-derived therapeutics, and we are working with creativity, agility and passion to be pioneers in areas of limited treatment alternatives



Innovative



Agile



Multi-scale



**Vertically
Integrated**



**First to develop an FDA-
approved liquid-ready-to-
use IV AAT therapy**



**First to advance an
Inhaled AAT therapy to a
pivotal phase III study**



**First to treat COVID
patients with a plasma
derived anti-COVID IgG**



**First to demonstrate safety
and efficacy of anti-Rabies
IgG in pediatric population**



GLOBAL COMMERCIAL FOOTPRINT

STRONG DISTRIBUTION NETWORK IN OVER 30 COUNTRIES



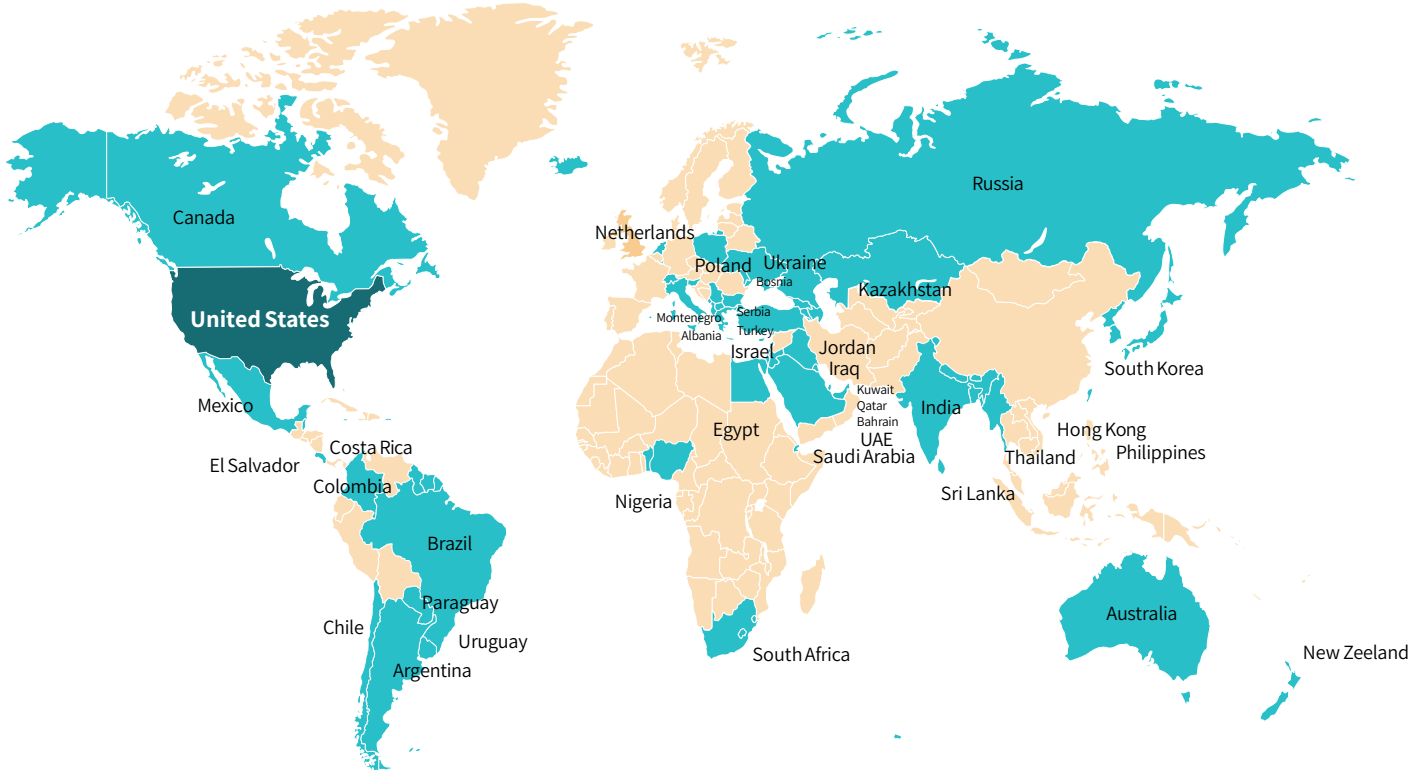
Commercial operations in the US with seasoned staff, experienced in specialty plasma products



Focused on products' life cycle management, commercialization and business development activities



Expanding to new markets, mainly in the MENA region



EXPERIENCED LEADERSHIP

WITH PROVEN TRACK RECORD



Amir London
CEO



Chaime Orlev
CFO



Eran Nir
COO



Hanni Neheman
VP Marketing
& Sales



Jon Knight
VP U.S Commercial



Orit Pinchuk
VP Regulatory
Affairs & PVG



Liron Reshef
VP Human Resources



Yael Brenner
VP Quality



Nir Livneh
VP Legal, General Counsel
& Corporate Secretary



Shavit Beladev
VP Kamada
Plasma

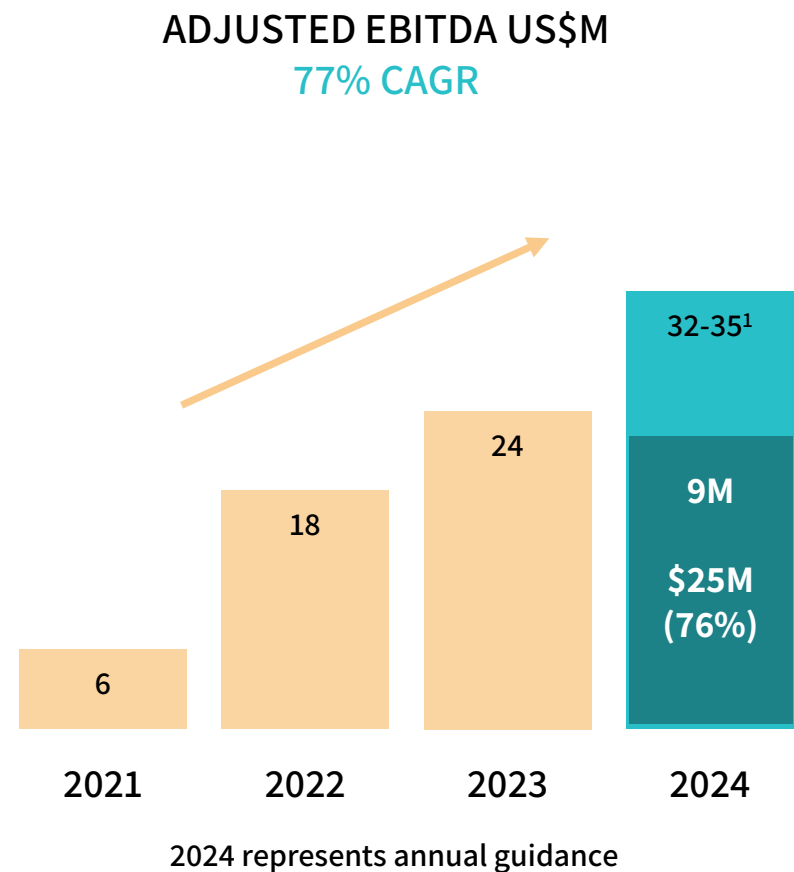
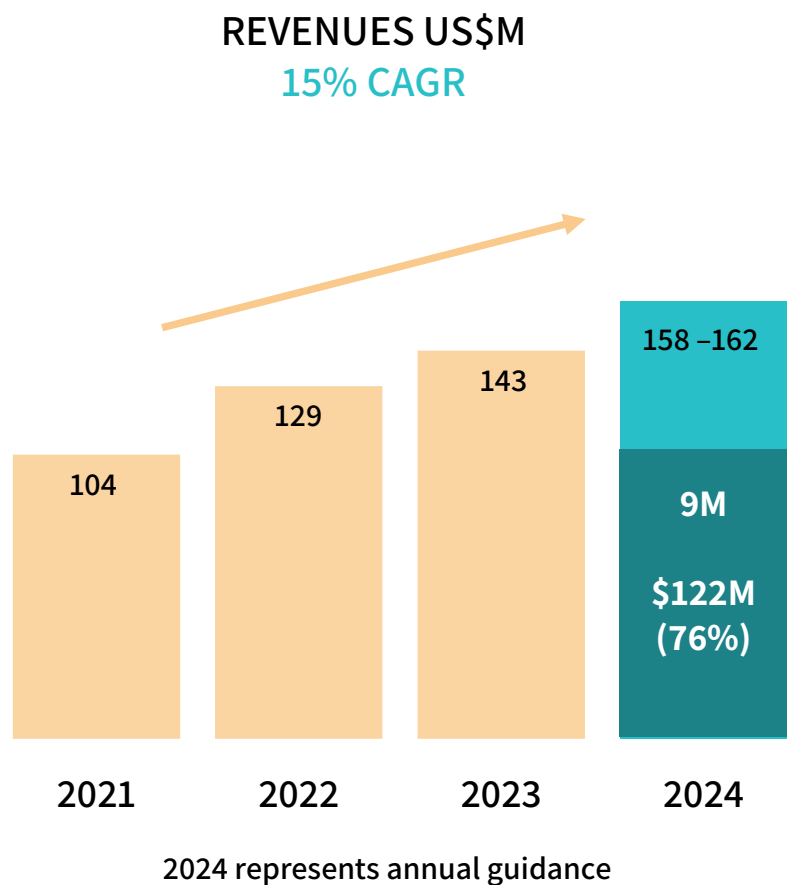


Boris Gorelik
VP Business Development
& Strategic Programs



DELIVERING ON **OUR** COMMITMENTS

ANNUAL DOUBLE-DIGIT **GROWTH TRAJECTORY**



Generated \$37.2M of operating cash flow during the first nine months of 2024

1. Adjusted EBITDA guidance was increased from a previous \$28M-\$32M (a 12% midpoint increase)

9M – 24 CONTINUING THE GROWTH

DOUBLE DIGIT REVENUE AND PROFITABLE INCREASE

REVENUE

9M/24

\$121.9

9M/23

\$106.1



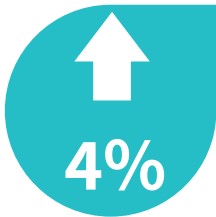
GROSS MARGIN

9M/24

43%

9M/23

39%



EPS

9M/24

\$0.18

9M/23

\$0.06



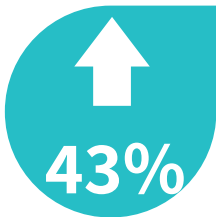
Adj. EBITDA

9M/24

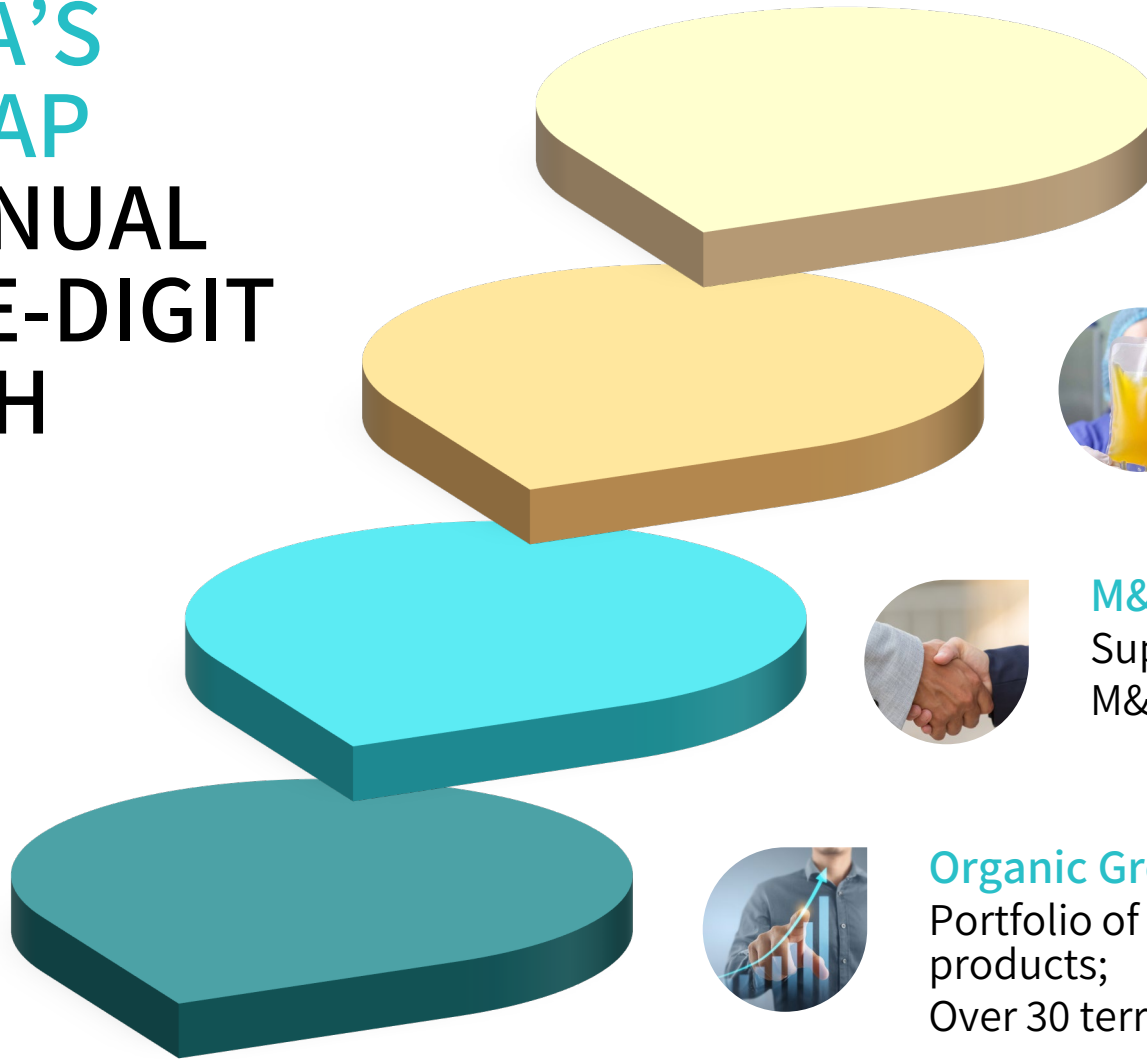
\$25.4

9M/23

\$17.7



KAMADA'S ROADMAP FOR ANNUAL DOUBLE-DIGIT GROWTH



Inhaled AAT

Phase III pivotal clinical study, targeting a market of over \$2B



Plasma Collection Centers

Each new collection center contributes annual revenues of \$8M - \$10M



M&A Transactions

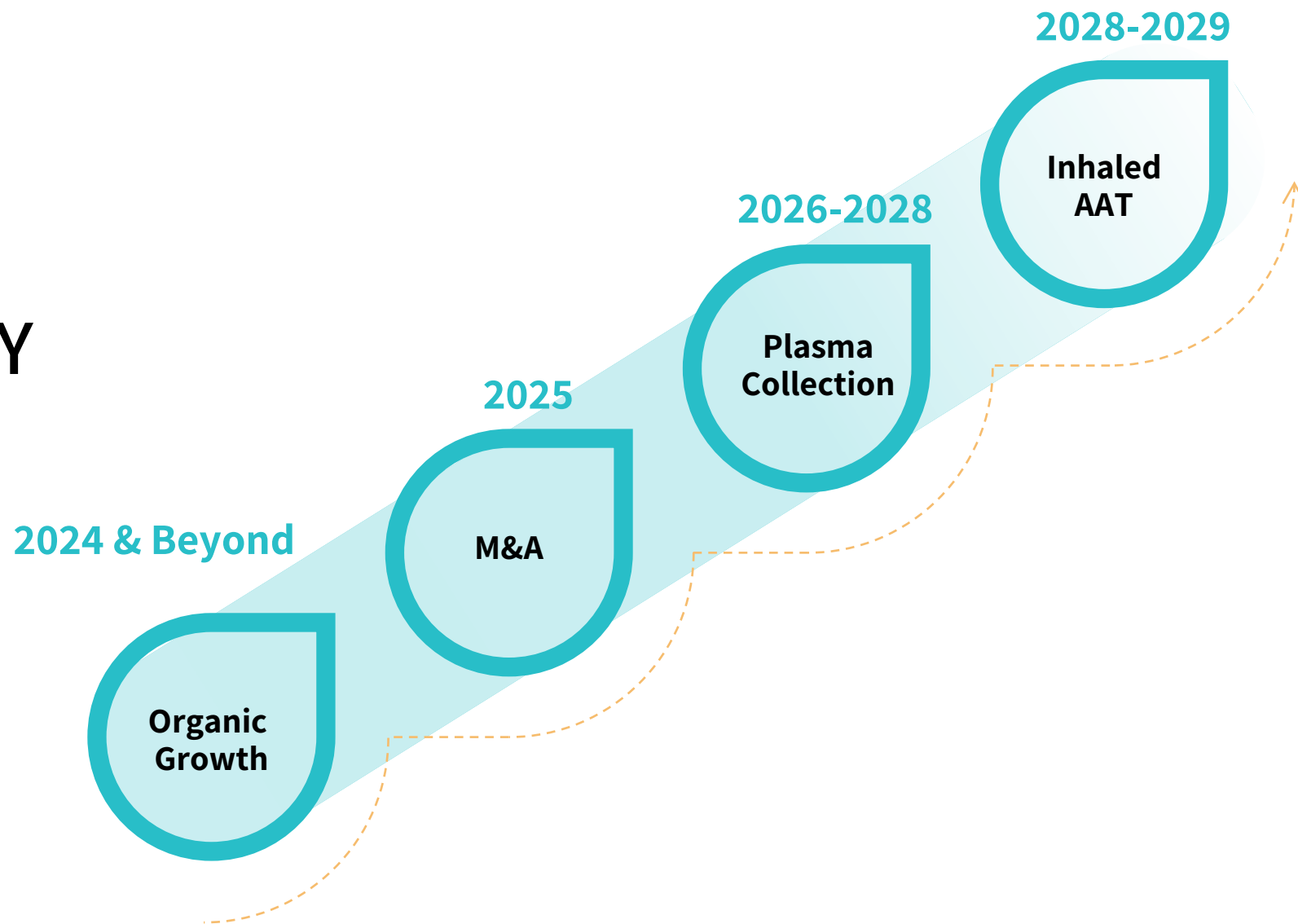
Support growth through M&A transactions



Organic Growth

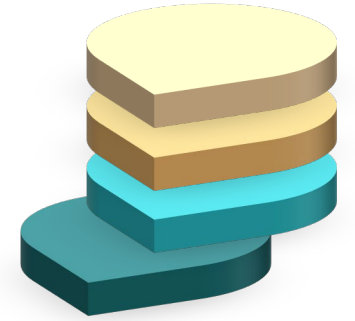
Portfolio of 6 FDA-approved products;
Over 30 territories

5 YEARS GROWTH JOURNEY



KEDRAB/KAMRAB

A GLOBAL LEADER IN ANTI-RABIES IMMUNE GLOBULIN (HRIG)



Only 2

FDA approved
products

\$150M

Total U.S HRIG market size, KEDRAB
presents double-digit growth YoY.

\$180M

Guaranteed sales in the U.S.
2024-2027

Only anti-Rabies IgG product with
FDA approved label confirming
safety and effectiveness
in children

Leading HRIG

in Canada, Australia, Israel,
Latin America (through PAHO)
and additional major territories



12

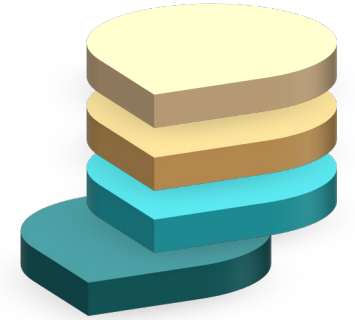
For Important Safety Information, visit www.Kedrab.com

kamada

CYTOGAM

CMV IMMUNE GLOBULIN

CYTOGAM is the only plasma-derived IgG approved in the U.S. and Canada for prophylaxis of CMV disease after Solid Organ Transplantation. CMV is the leading cause for organ rejection post-transplant



9%

Annual Increase in US Organ Transplants (2023)*

2023

Product re-launch, working with U.S. KOLs to generate new clinical and medical data

\$17M

2023 Revenues

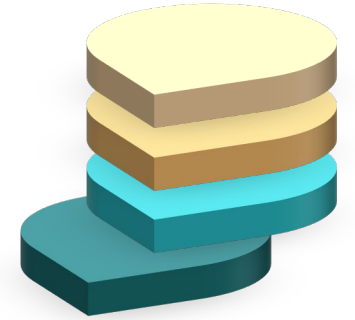
Growth

Significant growth expected in the U.S. and Canada markets



DISTRIBUTION SEGMENT GROWTH

EXCLUSIVE DISTRIBUTOR IN ISRAEL FOR LEADING BIOPHARMACEUTICAL COMPANIES



More than 25 products exclusively licensed from leading international pharmaceutical companies, marketed in the Israeli market



First biosimilar was launched in Q1/2024 and second product expected to be launched by end of 2024



Key areas: plasma-derived, respiratory, rare diseases, infectious diseases, biosimilar portfolio of 11 product candidates, mainly from Alvotech



The other Biosimilar products are expected to be launched through 2028, upon receipt of regulatory approval

Biosimilar portfolio represents the main growth driver with estimated peak annual sales of **\$30-34M**

M&A TRANSACTIONS

SEEKING THE NEXT BREAKTHROUGH



Exploring strategic business development opportunities to identify potential acquisition or in-licensing



Focusing on products synergistic to our existing commercial and/or production activities



Strong financial position and proven successful M&A capabilities



KAMADA PLASMA

EXPANDING VERTICAL INTEGRATION & REVENUE GROWTH

Collecting hyper-immune plasma for our specialty IgG products and normal source plasma (NSP) to **support revenue growth**

Recently opened a new plasma collection center in **Houston, Texas**; planning to open another center in **San Antonio, Texas** (H1-25)

Average annual revenues of a mature collection center ranges from **\$8M to \$10M**



INHALED AAT PHASE 3 PIVOTAL STUDY

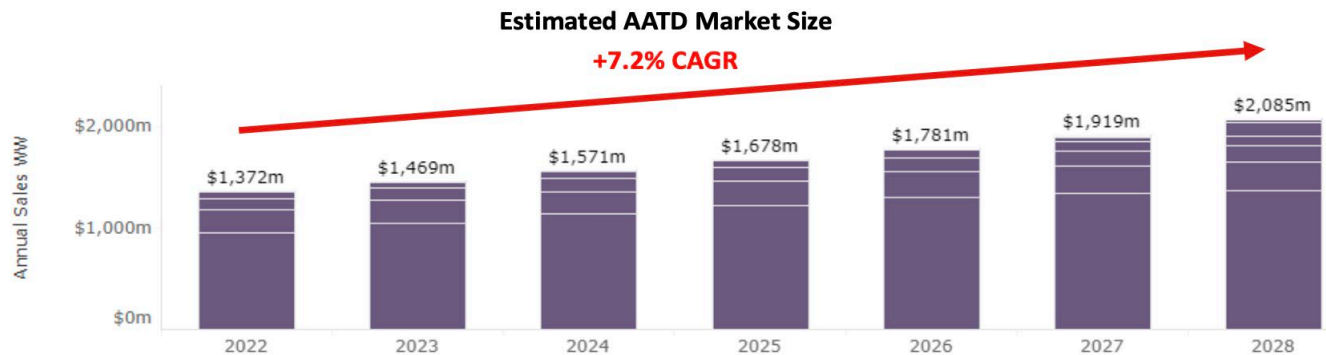
InnovAAte - a global, double-blind, randomized, placebo-controlled pivotal Phase 3 clinical trial testing the safety and efficacy of inhaled AAT in patients with AATD. Study design meets FDA and EMA's requirements

FDA recently reconfirmed overall study design, endorsed positive safety data to date, and expressed willingness to potentially accept a $P < 0.1$ alpha level in evaluating the trial's efficacy primary endpoint

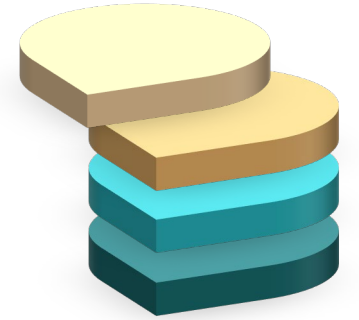
In discussion with the FDA on an IND amendment with revised statistical analysis plan and study protocol

\$2 Billion

A substantial market opportunity (2028)

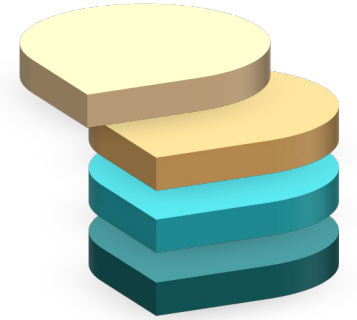


Source: CantorFitzgerald, JAN 11 2024



INHALED AAT PHASE 3 PIVOTAL STUDY

POTENTIAL TRANSFORMATIVE TREATMENT IN AATD-RELATED LUNG DISEASE



STUDY DESIGN

1:1 randomization; 9 active sites; ~ 45% of patients enrolled to date; Open Label Extension (OLE) initiated Mid 2024

Inhaled AAT 80mg once daily or placebo, during two years of treatment

Primary Endpoint: Lung function - FEV1
Secondary Endpoints: Lung density - CT densitometry and other disease severity parameters

EXPECTED ADVANTAGES



Non-Invasive, at-home treatment. Expected better ease of use and **quality of life** for AATD patients than current IV SOC



Studied in more than 200 individuals to date, with an **established safety profile**



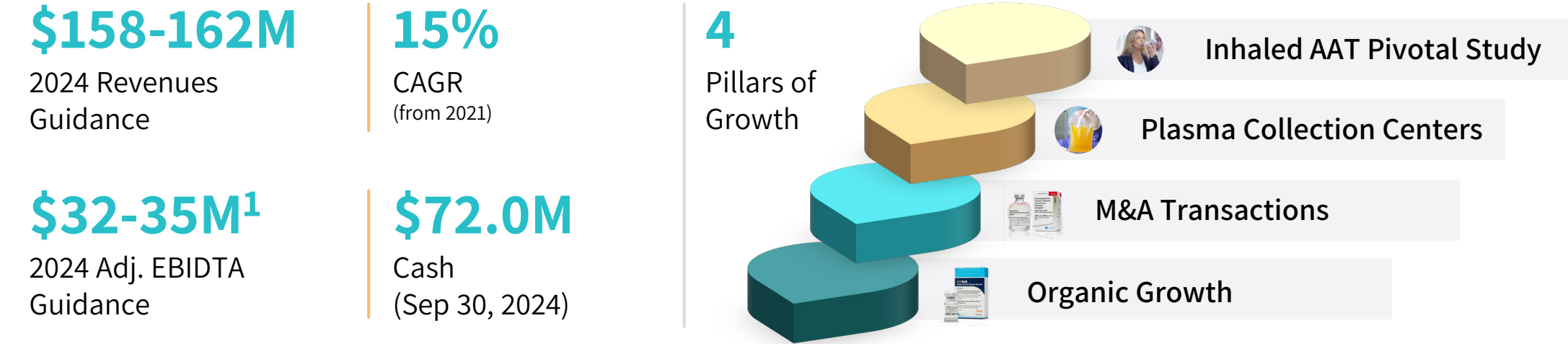
Most effective mode of treatment for delivering therapeutic amounts of AAT directly into the airways



Only 1/8th of the IV AAT dosing, more **cost-effective**; favorable market access landscape

KAMADA - SIGNIFICANT UPSIDE POTENTIAL

DELIVERING ON OUR COMMITMENTS



4

Pillars of
Growth

 Inhaled AAT Pivotal Study

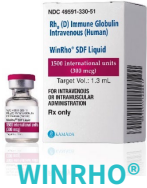
 Plasma Collection Centers

 M&A Transactions

 Organic Growth

6

FDA-
Approved
Products



19 1. Adjusted EBITDA guidance was increased from a previous \$28M-\$32M (a 12% midpoint increase)

THANK YOU 

STRONG 9M 2024 FINANCIAL RESULTS

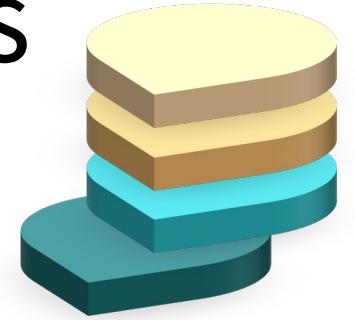
US \$ M	9M/24	9M/23	Q3/24	Q3/23	FY 2023	DETAILS
PROPRIETARY	110.0	86.4	37.1	31.4	115.5	Driven by two key growth drivers, KEDRAB® & CYTOGAM®
DISTRIBUTION	11.9	19.7	4.6	6.5	27.1	
TOTAL REVENUES	121.9	106.1	41.7	37.9	142.5	15% YoY increase; 9M revenues - 76% of mid-point annual guidance
GROSS PROFIT	52.9	41.1	17.2	14.8	55.5	
GROSS MARGIN	43%	39%	41%	39%	39%	4 basis point increase YoY
OPEX	(38.0)	(33.8)	(11.9)	(10.4)	(45.4)	
NET PROFIT	10.7	3.2	3.9	3.2	8.3	
Adjusted EBITDA	25.4	17.7	8.8	7.9	24.1	43% YoY increase; 21% of revenues & 76% of mid-point annual guidance
CASH	72.0	52.6			55.6	Generated \$37.2M of operating cash flow during 9M/24
TOTAL ASSETS	351.2	337.1			354.9	Including acquisition related intangible assets (\$131M @ September 24)
BANK LOAN	0.0	0.0			0.0	5-year term loan paid down in full during Q3-23
LEASE LIABILITIES	11.2	5.9			8.8	Increase associated with new plasma collection centers in the U.S.
CONTINGENT LIABILITIES	61.2	72.1			68.2	Acquisition related contingent consideration
EQUITY	255.3	238.4			244.0	
NET DEBT	(0.4)	(25.4)			(21.4)	Contingent and lease liabilities net of available cash

NON-IFRS MEASURES – ADJUSTED EBITDA

US \$ M	9M/24	9M/23	Q3/24	Q3/23	FY 2023
NET PROFIT	10.7	3.2	3.9	3.2	8.3
TAXES ON INCOME	0.2	0.2	0.1	0.1	0.1
REVALUATION OF ACQUISITION RELATED CONTINGENT CONSIDERATION	5.3	3.4	1.8	1.3	1.0
OTHER FINANCIAL EXPENSE, NET	(1.2)	0.5	(0.4)	(0.2)	0.7
AMORTIZATION OF ACQUISITION RELATED INTANGIBLE ASSETS	5.3	5.3	1.8	1.8	7.1
OTHER DEPRECIATION AND AMORTIZATION EXPENSES	4.4	4.2	1.5	1.4	5.7
NON-CASH SHARE-BASED COMPENSATION EXPENSES	0.7	0.9	0.2	0.3	1.3
ADJUSTED EBITDA	25.4	17.7	8.8	7.9	24.1

6 FDA-APPROVED SPECIALTY PLASMA PRODUCTS

KEY FOCUS ON TRANSPLANTS & RARE CONDITIONS



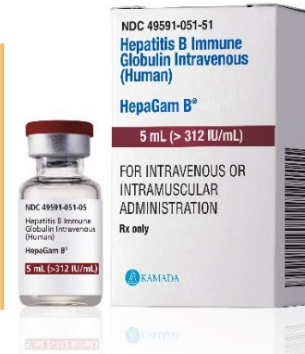
KEDRAB®

[Rabies Immune Globulin (Human)]
Post exposure prophylaxis
of rabies infection



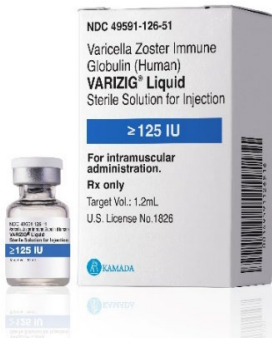
CYTOGAM®

[Cytomegalovirus Immune Globulin (Human)]
Prophylaxis of CMV
disease associated
with transplants



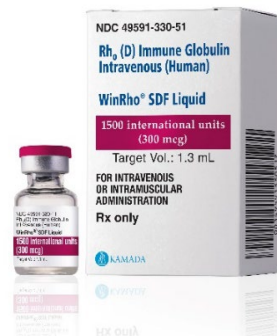
HEPGAM B®

[Hepatitis B Immune Globulin (Human)]
Prevention of HBV
recurrence following
liver transplants



VARIZIG®

[Varicella Zoster Immune Globulin (Human)]
Post-exposure prophylaxis
of varicella
in high- risk patients



WINRHO®

[Rho(D) Immune Globulin (Human)]
Treatment of ITP &
suppression of Rh
isoimmunization (HDN)



GLASSIA®

[Alpha-1-Proteinase Inhibitor (Human)]
Augmentation therapy
for Alpha-1 Antitrypsin
Deficiency (AATD)