



Advicenne reports 2023 gross sales¹ up 20% to €4.43 million

- Gross sales of SibnayaI® (potassium citrate / potassium hydrogen carbonate) up 84% in volume and 40% in value to 1.94 million euros
- SibnayaI® confirms its role as a major contributor to the Company's growth

Paris (France), January 23, 2024 – 6.00 pm CET – Advicenne (Euronext Growth Paris ALDVI - FR0013296746), a specialty pharmaceutical company dedicated to the development and commercialization of innovative treatments for those suffering from rare renal diseases, announces today 2023 gross sales¹ of €4.4 million, up 20% compared to the previous year (2022: €3,7 million).

In 2023, in line with the Company's strategic plan, most of the growth in gross sales came from SibnayaI, its lead product. These are up 84% in volume over the full year compared with 2022. In value terms, SibnayaI® gross sales rose by 40% over the same period to €1.94 million (vs. €1.39 million in 2022). The difference between growth in value and volume is largely due the growing portion of total sales generated by the commercial partnerships outside France and the transfer prices' structure.

Gross sales of Likozam® and Levidcen® reached €1.87 and €0.62 million respectively. Overall, gross sales for the Neurology franchise (Likozam® and Levidcen®) rose by more than 8% over the period.

Gross sales (€ millions)	2023	2022	Growth
SibnayaI®	1.94	1.39	+40%
Neurology	2.49	2.31	+8%
of which Likozam®	1.87	1.70	+10%
of which Levidcen®	0.62	0.60	+3%
Total	4.43	3.69	+20%

Didier Laurens, Chief Executive Officer of Advicenne, commented: *"The year 2023 marked the start of Advicenne's commercial roll-out. Despite a regulatory environment that remains complex in terms of pricing and reimbursement, we are particularly satisfied with the progress of SibnayaI® sales. This is particularly the case in France, where the deployment of a sales force has led to a record acceleration in sales over several consecutive months. On the other hand, the situation is more mixed in the United*

¹ **Gross sales** represent the gross amount invoiced to customers for the quantities of products delivered during the year. In countries where the price or reimbursement terms have not yet been set by the authorities, annual sales correspond to gross sales less taxes and rebates set by the regulatory authorities. These taxes and rebates are recorded on the basis of the company's best estimates, or the assessments received from the authorities.



Kingdom, which has been penalized by a pharmaceutical market difficult environment. At the same time, our partnerships in other European countries and in the Middle East are continuing to be set up, with good performances recorded in certain zones. We remain as focused as ever on our mission to meet unmet medical needs in rare diseases, with treatments that improve the daily lives of patients and their families".

Achievements and commercial prospects for Sibnaya[®] in Europe:

- 2023 saw the first commercial deployments in France and the UK. In France, we have observed a favorable trend since the middle of the second half of 2023, with a steady increase in the number of hospitals delivered. In 2024, this trend should accelerate with the strengthening of Advicenne's sales organization. In the United Kingdom, despite several hospital contracts signed, 2023 was less dynamic than expected. The difficulties of the NHS and the multiple strikes in the British health service penalized this market.
- In the rest of Europe, all partners, including the most recently signed, are now recording sales in their respective geographic zones, particularly in Germany, Denmark, and certain Eastern European countries. The first sales have also been recorded in the Middle East, thanks to the implementation of early access programs.

About Advicenne

Advicenne (Euronext: ALDVI) is a specialty pharmaceutical company founded in 2007, specializing in the development of innovative treatments in Nephrology. Its lead product Sibnaya[®] has received its Marketing Approval for distal renal tubular acidosis in EU and GB. ADV7103 is currently in late-stage development in cystinuria in Europe and in dRTA and cystinuria in the US and in Canada. Headquartered in Paris, Advicenne, listed on the Euronext Paris stock exchange since 2017, has now been listed on Euronext Growth Paris since its transfer on March 30, 2022. **For additional information, see: <https://advicenne.com/>.**

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