

|                                                       |
|-------------------------------------------------------|
| avgs                                                  |
| simple division/filling (assumption)                  |
| calculated based on (partly/completely) unsafe fields |
| explicit announced numbers (actual)                   |
| calculated based on safe fields                       |
| official estimation (assumption by the company)       |
| simple division based on official estimation          |
| estimated by myself (assumption)                      |

... in millions

|            | FY 2022     | Q4         | Q3         | Q2         | Q1         | avg ntm&ltr | FY 2021     | Q4         | Q3         | Q2         | Q1         |
|------------|-------------|------------|------------|------------|------------|-------------|-------------|------------|------------|------------|------------|
| r&d rev    | 97.80       | 24.45      | 24.45      | 24.45      | 24.45      | 97.80       | 97.80       | 24.45      | 24.45      | 28.00      | 20.90      |
| com rev    | 14,450.00   | 3,612.50   | 3,612.50   | 3,612.50   | 3,612.50   | 15,175.00   | 15,900.00   | 3,007.20   | 5,584.80   | 5,280.50   | 2,027.50   |
| revenue    | € 14,547.80 | € 3,636.95 | € 3,636.95 | € 3,636.95 | € 3,636.95 | € 15,272.80 | € 15,997.80 | € 3,031.65 | € 5,609.25 | € 5,308.50 | € 2,048.40 |
| sale-costs | (2,890.00)  | (722.50)   | (722.50)   | (722.50)   | (722.50)   | (2,862.65)  | (2,835.30)  | (601.44)   | (1,116.96) | (883.80)   | (233.10)   |
| r&d        | (1,050.00)  | (262.50)   | (262.50)   | (262.50)   | (262.50)   | (1,050.00)  | (1,050.00)  | (316.35)   | (316.35)   | (201.10)   | (216.20)   |
| marketing  |             | (17.97)    | (17.97)    | (17.97)    | (17.97)    |             |             | (29.93)    | (19.95)    | (13.30)    | (8.70)     |
| general    | (317.15)    | (61.32)    | (61.32)    | (61.32)    | (61.32)    | (308.58)    | (300.00)    | (79.29)    | (79.29)    | (47.80)    | (38.90)    |
| other      | 293.20      | 73.30      | 73.30      | 73.30      | 73.30      | 293.20      | 293.20      | 73.30      | 73.30      | 35.90      | 110.70     |
| brutt-earn | € 10,583.85 | € 2,645.96 | € 2,645.96 | € 2,645.96 | € 2,645.96 | € 11,336.20 | € 12,088.55 | € 2,077.95 | € 4,150.00 | € 4,198.40 | € 1,662.20 |
| epx        | (1,580.40)  | (395.10)   | (395.10)   | (395.10)   | (395.10)   | (1,151.35)  | (722.30)    | (263.40)   | (263.40)   | (175.60)   | (19.90)    |
| tax        | (2,791.07)  | (697.77)   | (697.77)   | (697.77)   | (697.77)   | (3,154.11)  | (3,517.16)  | (562.51)   | (1,204.85) | (1,235.60) | (514.20)   |
| net-earn   | € 6,212.38  | € 1,553.10 | € 1,553.10 | € 1,553.10 | € 1,553.10 | € 7,030.74  | € 7,849.09  | € 1,252.04 | € 2,681.76 | € 2,787.20 | € 1,128.10 |
| eps        | € 24.01     | € 6.00     | € 6.00     | € 6.00     | € 6.00     | € 27.18     | € 30.36     | € 4.84     | € 10.36    | € 10.77    | € 4.39     |
| pe7        | € 168.04    | € 168.04   | € 168.04   | € 168.04   | € 168.04   | € 190.28    | € 212.52    | € 135.46   | € 290.15   | € 301.56   | € 122.92   |
| pe15       | € 360.08    | € 360.08   | € 360.08   | € 360.08   | € 360.08   | € 407.74    | € 455.41    | € 290.28   | € 621.75   | € 646.20   | € 263.40   |
| pe20       | € 480.10    | € 480.10   | € 480.10   | € 480.10   | € 480.10   | € 543.66    | € 607.21    | € 387.04   | € 829.00   | € 861.60   | € 351.20   |
| pe30       | € 720.16    | € 720.16   | € 720.16   | € 720.16   | € 720.16   | € 815.49    | € 910.82    | € 580.56   | € 1,243.51 | € 1,292.40 | € 526.80   |
| pe40       | € 960.21    | € 960.21   | € 960.21   | € 960.21   | € 960.21   | € 1,087.32  | € 1,214.42  | € 774.08   | € 1,658.01 | € 1,723.20 | € 702.40   |

(2021-11-02)

Pretty much copied from (2021-09-08):

|                                             |        |         |
|---------------------------------------------|--------|---------|
| manufacturing costs of Q1 and Q2            | 15.28% | € 1.30  |
| assumed average price per dose in FY2022    |        | € 17.00 |
| assumed worse manufacturing costs in FY2022 | 20.00% |         |

(2021-11-02) page 6 and page 35 [https://s21.q4cdn.com/317678438/files/doc\\_financials/2021/q3/Q3-2021-Earnings-Charts-FINAL.pdf](https://s21.q4cdn.com/317678438/files/doc_financials/2021/q3/Q3-2021-Earnings-Charts-FINAL.pdf)  
estimate by pfizer:

\$13B Global Revenue in 3rd Quarter  
2.6B Doses Manufactured(2) as of 31. october  
2B Doses Shipped(2) as of 31. october

2022 Outlook for Potential Comirnaty(1) Sales

4 billion Expected doses to be produced in 2022  
1,700 million Expected doses to be delivered in 2022 based on contracts signed as of mid-October 2021  
~\$29B Direct sales and alliance revenues anticipated in 2022 based on

contracts signed as of mid-October 2021

(2021-09-08)

|                                                 |         |         |
|-------------------------------------------------|---------|---------|
| manufacturing costs of Q1 and Q2                | 15.28%  | 1.30 €  |
| assumed average price per dose in Q1 and Q2     |         | € 17.00 |
| assumed worse manufacturing costs for Q3 and Q4 | 20.00%  |         |
| assumed division of vaccine revenue in Q3       | 130.00% |         |
| assumed division of vaccine revenue in Q4       | 70.00%  |         |

Q2 earning calls future estimates

(2021-09-08) page 37 <https://investors.biontech.de/static-files/02db321f-b4b5-4111-9227-83bbd6fee33>

Estimates by BioNTech:

- R&D expenses: €950 million – €1,050 million  
=> € 1,050.00
- SG&A expenses: €250 million – €300 million  
=> € 300.00
- Capital expenditures: €175 million – €225 million  
=> 225.00 €
- Ranges reflect current base case projections
- Ramp-up of R&D investment in 2H 2021 planned to expand and accelerate the pipeline development

Estimated COVID-19 vaccine revenues to BioNTech for the 2021 financial year upon delivery of currently signed supply contracts (~2.2 billion doses as of July 21, 2021): ~€15.9 billion\*

=> € 15,900.00  
=> 14.45 € (average price per dose)

Estimated Full Year 2021 Tax Assumptions:

31.00%