# Q&A GENMAB

8TH OF NOVEMBER 2019
WITH JAN VAN DE WINKEL

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## Transcript Live Q and A Genmab with Jan Van de Winkel, the 8th of November 2019

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| Helge Larsen/PI-redaktør | Denne Q&A starter kl. 16,30. |
| Jan Van de Winkel | Hello all. Good to be back at ProInvestor. We look forward to your questions. Fire away. |
| Helge Larsen/PI-redaktør | Jan. Are you online? |
| Jan Van de Winkel | Yes and ready to go! |
| Helge Larsen/PI-redaktør | Great. |
| Helge Larsen/PI-redaktør | Good afternoon Jan van de Winkel to our Q&A here on ProInvestor.com. We are very ha ppy to have you back here and ready to answer questions from our investors. |
| Helge Larsen/PI-redaktør | First of all let me congratulate on the great results for the first nine months in 2019. Can you give us a short-term update on key figures and important events? |
| Jan Van de Winkel | Financials: |
| Jan Van de Winkel | Revenue for the period came in at 2,405M DKK, an increase of 616M, or 34%, compared to the first nine months of 2018… |
| Jan Van de Winkel | Total expenses in the first nine months of 2019 were 1,943M DKK, an increase of 813M, or 72%, which was driven by the advancement of our clinical products including tisotumab vedotin and enapotamab vedotin as well as our other pipeline products. As planned, we also increased the number of employees to support our pipeline expansion... |
| Jan Van de Winkel | Operating income of 462M DKK for the first nine months of 2019, compared to 659M DKK in the same period in 2018. The decrease of 197M DKK, or 30%, was driven by higher operating expenses and the one-off Novartis payment in Q1 2018... |
| Jan Van de Winkel | We now expect our 2019 revenue to be DKK 5.1Bn. This 300 million DKK increase, compared to previous guidance, is mainly due to positive foreign exchange movements between the USD and DKK resulting in increased milestone income and royalties on sales of DARZALEX... |
| Jan Van de Winkel | We anticipate our operating expense base will be 2.75Bn DKK, which is consistent with the previous guidance. Taken together the result is an operating income of 2.35Bn DKK, an increase of 300 million DKK compared to the previous guidance... |

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| Jan Van de Winkel | Key Events: |
| Jan Van de Winkel | In July Genmab officially became a dual-listed company, trading on both the Nasdaq Copenhagen stock exchange and the Nasdaq Global select Market in the U.S... |
| Jan Van de Winkel | This event is significant not only because it was the second largest US IPO ever by a biotechnology company, with total gross proceeds of USD 582M, but because of how it positions Genmab for future success. This dual-listing provides Genmab with far greater visibility in the US, allowing us to share Genmab's compelling story with a wider group of thought leaders including academia and the financial community... |
| Jan Van de Winkel | The highly anticipated Phase III data for subcutaneous ofatumumab in relapsing multiple sclerosis was presented at ECTRIMS in September. Both ASCLEPIOS trials met the primary endpoints with ofatumumab showing a highly significant and clinically meaningful reduction in the number of confirmed relapses, evaluated as the annualized relapse rate, demonstrating superiority versus teriflunomide... |
| Jan Van de Winkel | Based on this data, our partner for ofatumumab, Novartis, has stated that they will initiate submissions to health authorities by the end of this year, signifying a possible turning point for ofatumumab... |
| Jan Van de Winkel | Another partnered product moving towards potential approval is teprotumumab. The U.S. FDA granted Priority Review to the BLA submitted by Horizon Therapeutics for teprotumumab in the treatment of active thyroid eye disease, assigning a PDUFA target date of March 8, 2020. If the BLA is approved, it would make teprotumumab the third Genmab-created product to reach the market... |
| Jan Van de Winkel | We also saw progress with Genmab's proprietary products during the past quarter. In September, the first patient was dosed in the first-in-human Phase I/II trial of DuoBody-CD40x4-1BB in solid tumors.. . |
| Jan Van de Winkel | Also, in September, the preliminary data from the non-small cell lung cancer expansion cohort of the Phase I/II study of enapotamab vedotin in solid tumors was featured in an oral presentation at the International Association for the Study of Lung Cancer 2019 World Conference on Lung Cancer.. . |
| Jan Van de Winkel | The potential to further expand our preclinical pipeline into new and exciting areas also increased as we entered into strategic collaborations with Tempus and with BliNK Biomedical... |
| Jan Van de Winkel | DARZALEX momentum continued apace with new approvals in multiple myeloma. These include an approval in the U.S. based on the CASSIOPEIA study, approval in Japan based on the ALCYONE study, and the first ever DARZALEX approval in China, as monotherapy for patients with relapsed or refractory multiple myeloma... |
| Jan Van de Winkel | Over the past few months, Genmab also reported two separate sets of positive topline |

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| | results for daratumumab. The Phase II GRIFFIN and the Phase III CANDOR study, sponsored by Amgen, both met their primary endpoint... |
| Jan Van de Winkel | Finally, sales of DARZALEX continue to meet expectations, with net sales reaching USD 2,168 million in the first nine months of 2019, resulting in DKK 2,033 million in royalties to Genmab. |
| Helge Larsen/PI-redaktør | What do you expect regarding key figures and important events in Q4? |
| Jan Van de Winkel | ASH will be a key event in early December where Genmab will have 37 presentations on Genmab created products... |
| Jan Van de Winkel | 34 presentations on Daratumumab of which 7 oral presentations, 2 DuoBody CD3xCD20 presentations and a presentation on our next-gen CD38 program HexaBody CD38 ... |
| Jan Van de Winkel | There will be three presentations by Novo Nordisk on an exciting next generation bispecific antibody called MIM-8 created with Genmab's DuoBody technology... |
| Jan Van de Winkel | Excitingly, this bispecific antibody seems to be much better than a key competitor, Emicizumab... |
| Jan Van de Winkel | We will also hold our 2019 RnD update and ASH data review on December 9 and very much look forward to that event as well. |
| Relax | Dear JvW it is good to hear You are full of energy. Can you tell us what the most difficult challenges for Genmab will be for 2020? |
| Jan Van de Winkel | At the end of this year Genmab has an amazing 7 proprietary programs and we are currently anticipating to accelerate one or two of these programs in 2020. On top of that, we intend to bring new programs in to the clinic in 2020 and the challenge will be to make the right decisions on which programs to accelerate and which to terminate or put on the shelves. |
| nohope | Does doctors and hospitals in US have an economic incentive to continue using IV Dara instead of sc Dara ? |
| Jan Van de Winkel | To our knowledge, they do not, but in the end the local healthcare system will dictate the availability of treatment options to patients. |
| Bulder | What is the future for dara in solid cancers, now that Sanofi has dropped isatuximab in prostate cancer and nsclc? |
| Jan Van de Winkel | Sanofi is still evaliuating Isatuximab in combination with Atezolizumab in a number of solid tumors, so we eagerly await the clinical data from the ongoing study before determining next steps for Dara in potential treatment of solid cancers. |

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| Bulder | Is dara in RA still an option? |
| Jan Van de Winkel | Janssen is currently evaluating Daratumumab in a number of disease settings outside of MM including blood cancers, NKT cell lymphoma, Amyloidosis, Alzheimers, and this list may well grow in the future. |
| E L | Can you give us your comment on the early Enapotamab vedotin data that was released at the WCLC early September? Do you still think screening for AXL expression could improve results? |
| Jan Van de Winkel | We are currently very actively studying biomarkers. One of which is expression of AXL, but also a number of other biomarkers. We get a better and better data set and insight into which patients are optimally responding to Enapotamab Vedotin. Next year we anticipate to present data of a number of expansion cohorts in the current clinical study. |
| E L | Can you tell us already what the potential royalty % is on the DuoBody pragrams with JNJ? |
| Jan Van de Winkel | The royalty percentage varies from single digits to double digits and is different between the various programs... |
| Jan Van de Winkel | Excitingly, there are six DuoBody programs evaluated in the clinic by JnJ. One of which is already moving into PH II clinical development. |
| E L | When do you think you could start the first HexaBody-CD38 trial? Do you intend to do this all alone, or will Janssen already have input from the start? |
| Jan Van de Winkel | We have publicly stated that we intend to move into the clinic with our exciting HexaBody Cd38 program in 2020... |
| Jan Van de Winkel | The initial clinical studies will be operationalized by Genmab, and we will have continuous contact with our CD38 partner Janssen. |
| E L | From what you have seen so far pre-clinical, do you think HexaBody-CD38 could potentially be a better option than Dara in a solid trial? |
| Jan Van de Winkel | We will present a very impressive preclnical data set at the ASH conference in early December showing that HexaBody CD38 can effectively kill tumors that are not sensitive to Daratumumab... |
| Jan Van de Winkel | A number of tumors will be presented in Orlando and we certainly think that HexaBody CD38 could well provide an option for treatment of solid cancers. |
| Solsen | Mr Winkel You have pointed out CD20/CD3 and DR5/DR5 as partnering candidates. Are they still in that category and what timeline can we expect. |

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| Jan Van de Winkel | These are certainly programs that could potentially target very large markets, for which Genmab would ideally have a military style partner for expansive clinical development. We anticipate that this will be further clarified in 2020. |
| Bulder | Do you know if Novartis has plans of resuming what GSK started a few years ago, studies of sc ofatumumab in RA? |
| Jan Van de Winkel | Novartis is highly excited by the potential of SubCu Ofatumumab in MS. |
| Solsen | Mr Winkel Could you give om some more info regarding the liver toxicity in the DR5/DR5 trial. Could it possibly be crucial for this hexabody ? |
| Jan Van de Winkel | It is too early to further comment on the signals we have observed. The protocol for evaluation of HexaBody DR5/DR5 has been amended and we are currently actively enrolling patients in the study and expect to present data in 2020. |
| Solsen | Mr Winkel Is it still you belive that you can attract big pharma/powerhouses if you want to keep the US marked 100% Or are you looking for other partners than top 10 Pharma ? |
| Jan Van de Winkel | We are currently interacting with various potential candidates for partnerships, all of which are open to Genmab keeping significant US commercial rights, which is one of our key goals for our next therapeutic candidates. |
| kkjoel | Mr. Winkel, David referred in your cc. to US IMS-salesfigures for October at $39 mio. pr. week. Are these reel, net salesnumbers, rebates included? |
| Jan Van de Winkel | The IMS numbers are gross numbers before rebates or discounts. |
| Solsen | Mr Winkel How do you se price increase on Revlimid impact on first line sales for dara. And what effect will patent expire in 2023/24 for Revlimid have. |
| Jan Van de Winkel | We see an increasing number of patients in frontline getting daratumumab as part of their treatment regimens and expect that number to go up further with availability of new data independent of the pricing of Revlimid. |
| Bulder | Anything serious behind the enrollment hold of the Auriga study? |
| Jan Van de Winkel | No, this is a technical hold because of the fact that Janssen needs to further validate the tests to assess MRD negativity. |
| Solsen | Mr Winkel In the Biontech collaboration is there any agreement om how you share potential markeds - US vs ROW - marketing and sales ? |
| Jan Van de Winkel | The exact details of the collaboration are not public, but what can be stated that Genmab will have a dominant role in commercialization. |

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| Legolas23 | Thank you for spending time with us today, Mr. Jan Winkel. It means a lot to us at PI. In connection with Q3, you say that you will promise 2 partner deals. Can we expect 50/50 deal? |
| Jan Van de Winkel | We have been very explicit about the need to have a partner for one or two products and keep at least 50% of the ownership rights. |
| Legolas23 | Can you comment on whether the tests with BMS (checkmate) are still active. Is there progress and can we expect new before the turn of the year? |
| Jan Van de Winkel | To our knowledge, Daratumumab has been evaluated in combination with Opdivo in studies with multiple arms which are still on CT.gov. |
| Solsen | Mr Winkel. The DuoBody-CD3x5T4 in new to us. From which collaboration ? And when are you planning IND ? Have you any further info ? |
| Jan Van de Winkel | This is a 100% Genmab program which created high excitement in preclinical studies. Further information will follow in the coming time. |
| Helge Larsen/PI-redaktør | Great. We have 2 questions more left for you. |
| Relax | In a previous Q&A it was expressed that Genmab is considering having their own product on the market in 2025. Can it please be explained why it is necessary to build a sales organization already 5 years ahead of a having a product ready. |
| Jan Van de Winkel | The wish to have a product on the market by 2025 is linked to our 2025 vision... |
| Jan Van de Winkel | This does not mean that we have to wait until 2025. |
| kkjoel | Mr. Winkel, the number of shares traded every day i US is negligible. Are you sure it "pays back" in the long run? |
| Jan Van de Winkel | It is still early days and the markets are very wobbly. What we see is a steeply increased interest in Genmab, as reflected by a much higher interest in meetings with management and increased visbility in the world's largest innovation eco-system. |
| Helge Larsen/PI-redaktør | This was all we had for you this time. Thank you for joining us and for the many fulfilling answers to the broad range of qualified questions from our investors here at ProInvestor.com. We look very much forward to having you back again here in the near future for a Q&A after Q4. |
| Jan Van de Winkel | Thank you all for very inspiration and thoughtful questions. I look forward to touch bases again after Q4 and wish you all a relaxing and good weekend for now. |
| Helge Larsen/PI-redaktør | This session has ended. |