

# Innovating Antibodies, Improving Lives

**Investor Presentation** 

February 2021



# Forward looking statement

This presentation contains forward looking statements. The words "believe", "expect", "anticipate", "intend" and "plan" and similar expressions identify forward looking statements. All statements other than statements of historical facts included in this presentation, including, without limitation, those regarding our financial position, business strategy, plans and objectives of management for future operations (including development plans and objectives relating to our products), are forward looking statements. Such forward looking statements involve known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward looking statements. Such forward looking statements are based on numerous assumptions regarding our present and future business strategies and the environment in which we will operate in the future. The important factors that could cause our actual results, performance or achievements to differ materially from those in the forward looking statements include, among others, risks associated with product discovery and development, uncertainties related to the

outcome of clinical trials, slower than expected rates of patient recruitment, unforeseen safety issues resulting from the administration of our products in patients, uncertainties related to product manufacturing, the lack of market acceptance of our products, our inability to manage growth, the competitive environment in relation to our business area and markets, our inability to attract and retain suitably qualified personnel, the unenforceability or lack of protection of our patents and proprietary rights, our relationships with affiliated entities, changes and developments in technology which may render our products obsolete, and other factors. Further, certain forward looking statements are based upon assumptions of future events which may not prove to be accurate. The forward looking statements in this document speak only as at the date of this presentation. Genmab does not undertake any obligation to update or revise forward looking statements in this presentation nor to confirm such statements to reflect subsequent events or circumstances after the date made or in relation to actual results, unless required by law.



# On the Road to 2025: Evolving Into a Fully Integrated Biotech

#### **Core Purpose**

To improve the lives of patients by creating & developing innovative antibody products

#### **Our Strategy**

- ✓ Focus on core competence
- ✓ Turn science into medicine
- ✓ Build a profitable & successful biotech

#### **Vision**

By 2025, our own product has transformed cancer treatment and we have a pipeline of knock-your-socks off antibodies









Consistent and solid track record



World-class pipeline & innovation with two potential near-term launches



Partnerships with innovators and industry leaders



Strong Financials to invest in growth opportunities



# **Consistent, Solid Track Record Fuels Our Growth:** Over 20 Years of Achievements

- 38 Cumulative INDs since 1999
- ✓ 22 clinical-stage product candidates based on Genmab's innovation
- ✓ First BLA submission

- Multiple Genmab-created products approved
- ✓ 8 Years of profitability & expanding top line
- ✓ Investing in our capabilities

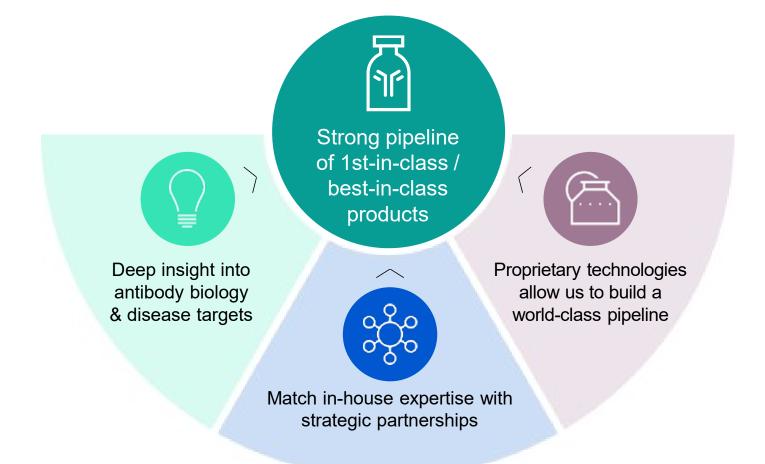
- Experienced, international management team
- ✓ Dual-listed in US & DK with 2019 US IPO





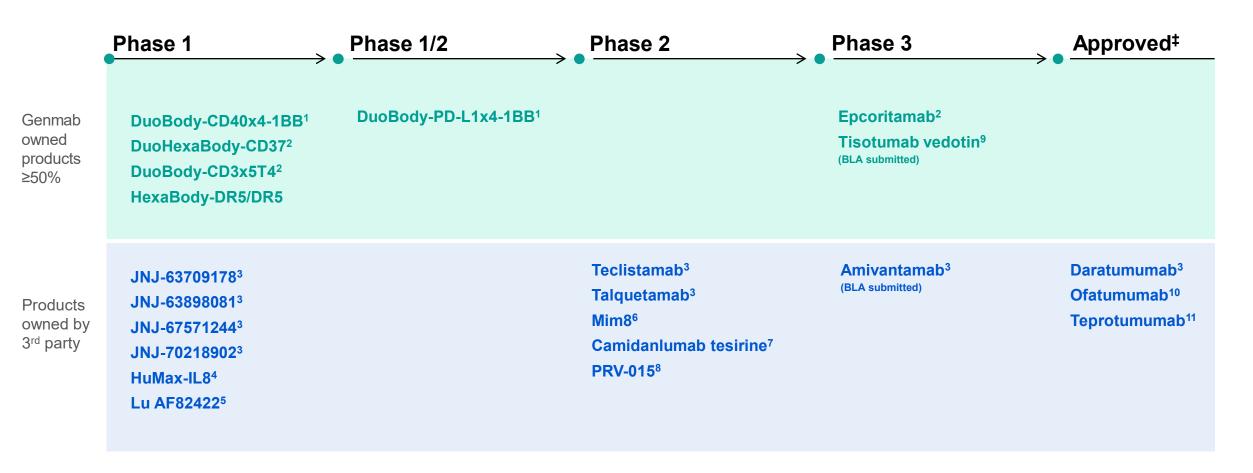


## **The Genmab Difference**





# Innovative Clinical Pipeline: Genmab Proprietary\* and Partnered Products - Most Advanced Development Phase





<sup>\*</sup>Products where Genmab has ownership of at least 50%

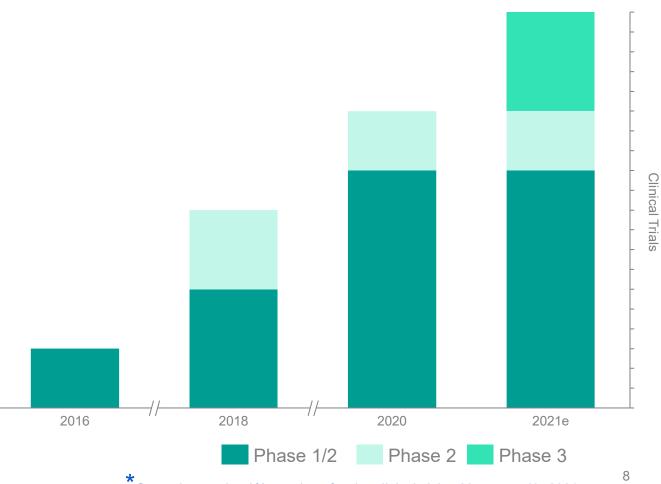
<sup>‡</sup>See local prescribing information for full indications / safety information

## Investing in the Breadth & Depth of our Pipeline

# **R&D** Engine: **Our Technology Platforms**

- DuoBody<sup>®</sup>
- HexaBody<sup>®</sup>
- DuoHexaBody®
- HexElect<sup>®</sup>

#### **Expanding & maturing trials for our** proprietary\* assets





# Tisotumab Vedotin in Collaboration with Seagen

#### First-in-class

- Antibody–drug conjugate (ADC) directed against Tissue Factor (TF)
- Phase 3 study in Recurrent or Metastatic Cervical Cancer (innovaTV 301) recruiting
- BLA submitted, recurrent or metastatic cervical cancer

#### Very favorable efficacy with manageable safety profile

Very favorable overall response in Phase 2 innovaTV 204 study vs. prior reported SoC, with manageable safety profile

#### Broad population in innovaTV 204 study

- Not restricted to biomarker selection
- Pre-treated as per current SoC
- Regardless of histology



In Phase 2 innovaTV 204 study: Tisotumab vedotin demonstrated very favorable, durable responses and a manageable safety profile in 2L+ r/m cervical cancer patients



# **Epcoritamab**in Collaboration with AbbVie

#### **Novel MoA**

Bispecific T cell engager [DuoBody]

#### Potential best-in-class

Potential for Improved efficacy & safety

#### Subcutaneous administration

 Enhanced convenience & ease of administration for HCPs & patients compared to IV infusion

#### **Comprehensive development plan**

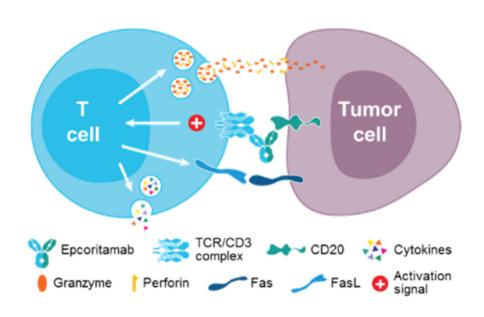
- Trials in several B-cell malignancies
- Trials across multiple lines of therapy
- Exploration as both monotherapy and in combination



Currently investigated in several clinical trials across B-cell NHL histologies / in various combinations: Phase 3 DLBCL; Phase 2 expansion part ongoing; Phase 1b exploring combinations with multiple SoC treatments



## **Epcoritamab:** Potential Best-in-Class



#### **Updated Dose-escalation Data Presented at ASH 2020\***

## Novel, off-the-shelf therapy with convenient SubQ administration

- Phase 1/2 study (NCT03625037) in patients with relapsed, progressive or refractory B-cell lymphoma
- RP2D: 48 mg reached with no DLTs; MTD not reached

# Demonstrated substantial single-agent activity in heavily pre-treated patients with B-NHL

- Patients with DLBCL receiving ≥48 mg:
- Responses achieved in 10 of 11 evaluable patients, including CR in 6 patients
- All patients receiving ≥12 mg who achieved CR remain in remission
- Patients with FL receiving ≥12 mg: ORR was 80%, with 60% CR
- Encouraging responses, including CR, observed in 2 of 4 evaluable patients with MCL

#### Favorable safety profile

- Supports potential for combination therapies / future outpatient administration
- CRS events were Grade 1 and 2

#### Binds to distinct epitope

- Different from that of rituximab and obinutuzumab:
- Has potential to be partner of choice in combinations with SoC therapies containing rituximab



# DuoBody-PD-L1x4-1BB (GEN1046) & DuoBody-CD40x4-1BB (GEN1042) in Collaboration with BioNTech

#### **GEN1046**

- First-in-class bispecific next generation checkpoint immunotherapy
- Designed to enhance T-cell and NK cell function through conditional 4-1BB co-stimulation
- Simultaneously blocking the PD-L1 axis
- Enhances proliferation and cytokine production of activated T-cells
- Activates immune cells in the tumor-draining lymph nodes
- Induces tumor regression in vivo.



#### **GEN1042**

- First-in-class bispecific antibody
- Designed to conditionally activate both CD40expressing antigenpresenting cells (APC) and 4-1BB-expressing T cells
- Conditionally activates T cells and APC in the presence of CD40-expressing cells









#### **DuoHexaBody-CD37**

- Combination of DuoBody & HexaBody platforms
- Novel target for hematological malignancies
- Unique MoA
- Dose escalation ongoing
- 50:50 co-development with AbbVie



#### DuoBody-CD3x5T4

- Based on proprietary DuoBody Technology
- CD3 bispecific, T cell mediated cytotoxicity of 5T4+ tumor cells
- 5T4 expressed on multiple solid tumors, limited expression in healthy tissue
- Dose escalation ongoing
- 50:50 co-development with AbbVie



#### HexaBody-DR5/DR5

- First HexaBody in the clinic
- Targets 2 distinct DR5 epitopes
- DR5 clustering & DR5 agonist activity
- Dose escalation ongoing in multiple solid tumors



## **Approved Antibody Therapeutics Created by Genmab**

DARZALEX® (daratumumab) & DARZALEX FASPRO® Redefining Treatment of Multiple Myeloma\*

Collaboration with Janssen Biotech, Inc.: Genmab entitled to tiered royalty of 12-20% of net sales

DARZALEX *FASPRO* first and only SubQ CD38 mAb approved in U.S. for treatment of MM & AL amyloidosis





Kesimpta® (ofatumumab)
Approved in U.S. in Relapsing
Multiple Sclerosis\*

Collaboration with Novartis: Genmab entitled to royalty of 10% of net sales

First B-cell therapy that can be self-administered by patients at home using Sensoready® autoinjector pen



TEPEZZA® (teprotumumab)
Approved in U.S. in Thyroid Eye disease (TED)\*

Developed and commercialized by Horizon Therapeutics: Genmab entitled to mid single digit royalty of net sales

First and only U.S. FDA-approved medicine for treatment of TED





# Building Our Capabilities





Track record of success and investing for tomorrow

- State-of-the-art facilities
- Novel technologies and formats
- External innovation



Scaling up to expand from early to late stage

- Clinical development & operations
- Disease area expertise
- Medical Affairs, Safety and Regulatory



#### Commercialization

Step change in our business

- Leadership team in place
- Focus on U.S. & Japan
- Building expanded team

Enabling functions to support growth & manage risk

Data Sciences to drive insights



# 2021 Guidance: Recurring Revenue Growth and Focused Investments

Key Figures	DKKM	~USDM*
Revenue	6,800 – 7,500	1,133 – 1,250
Recurring Revenue	5,300 - 5,900	883 - 983
Non- Recurring Revenue	1,500 – 1,600	250 - 267
Operating Expenses	(5,500) - (5,800)	(917) – (967)
Operating Income	1,000 – 2,000	166 - 333

DARZALEX® royalties of ~DKK 4.9B to ~DKK 5.3B to drive significant recurring revenue growth

Growth in operating expenses driven by expanding and accelerating our clinical pipeline and capabilities

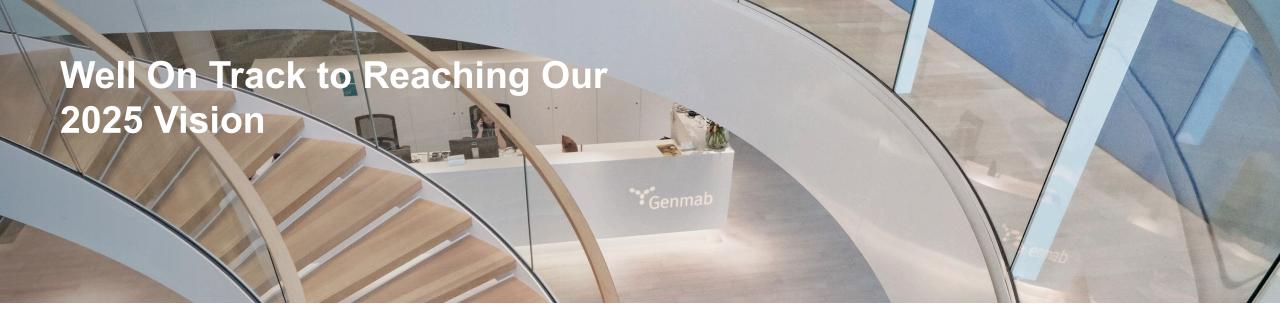
Significant underlying profitability

# **Key 2021 Priorities:** Build a Strong Differentiated Product Pipeline & Bring Own Medicines to Market

Priority	✓	Targeted Milestones
Bring our own medicines to patients		<ul> <li>» Tisotumab vedotin¹ – U.S. FDA decision on BLA and progress to market</li> <li>» Tisotumab vedotin – JNDA submission in cervical cancer</li> <li>» Epcoritamab² – acceleration &amp; maximization of development program by advancing expansion cohorts and initiating additional Phase 3 trials</li> </ul>
Build world-class differentiated product pipeline		<ul> <li>» DuoBody-PD-L1x4-1BB³ – expansion cohort data</li> <li>» DuoBody-CD40x4-1BB³ – dose escalation data</li> <li>» Tisotumab vedotin – data in other tumor indication</li> <li>» Earlier stage products – progress &amp; expand innovative product pipeline</li> </ul>
Become leading integrated innovation powerhouse		<ul> <li>» Operational commercialization model in US &amp; Japan</li> <li>» Further strengthen solid financial foundation</li> </ul>

<sup>1. 50:50</sup> partnership. w/ Seagen; 2. 50:50 partnership w/ AbbVie; 3. 50:50 partnership w/ BioNTech





#### Successful track record

#### **Strategy**

**Focus Areas** 

- Focus on core competence
- Turn science into medicine
- Build a profitable and successful biotech

Progress

**Sustained Execution** 

#### 2025 Vision

By 2025, our own product has transformed cancer treatment and we have a pipeline of knock-your-socks-off antibodies

Building fully integrated biotech innovation powerhouse

#### Genmab profile today



2 potential near-term Genmab owned product launches



Imperative to invest



Remain focused and disciplined



## **Appendix**



# **A Leading International Biotech With Large Free Float**

- Ordinary shares: Nasdaq Copenhagen, DK
- ADSs: Nasdaq Global Select USA
- Shares world-wide incl: US, DK, NL, UK
- Market Cap:
  - ~ DKK 161bn
  - ~ USD 26bn
- Shares outstanding: ~66M



# Successful Network of Collaborations: Broadening Differentiated Antibody Pipeline & Supporting Our Vision

# Discovery / Academic Collaborations

















#### **Technology Collaborations**















# Product Partnerships & Collaborations



























# Genmab's Commitment to Society: Building a Socially Responsible & Sustainable Company



# Anchored in our Core Purpose, Values & Vision



# Focused on four main areas to guide our programs



# Commitment to UNSDG and Aligned to ESG Priorities

- To improve the lives of patients by creating and developing innovative antibody products
- By 2025 our own product has transformed cancer treatment and we have a pipeline of knock-your-socks-off antibodies

- Science-Driven Health Innovations
- Employee Well-Being & Vitality
- Ethics & Transparency
- Environment & Community Sustainability

- Ensures that Genmab carries out CSR activities effectively & communicates clearly and openly
- Focus on Environment, Society and Governance reporting



# **Innovation Powerhouse:**

# **Cutting Edge Proprietary Technologies**

Technology		Principle	Applications
DuoBody	8	Bispecific antibodies	Dual targeting
HexaBody	3000	Target-mediated enhanced hexamerization	Enhanced potency
DuoHexaBody	3000	Bispecific antibodies with target- mediated enhanced hexamerization	Dual targeting + enhanced potency
HexElect		Two co-dependent antibodies with target-mediated enhanced hexamerization	Dual targeting + enhanced potency & selectivity



# **Approved Medicines Created by Genmab**<sup>1</sup>

## Including Proposed Label Expansions for Marketed Products

Product	Target	Developed By	Disease Indications	Most Advanced Development Phase					
				Pre-Clinical	1	1/2	2	3	Approved
DARZALEX (daratumumab) & DARZALEX FASPRO (daratumumab and hyaluronidase-fihj)	CD38	Janssen (Tiered royalties to Genmab on net global sales)	Multiple myeloma <sup>2</sup>						
Daratumumab	•••		AL Amyloidosis <sup>2</sup>						
			Non-MM blood cancers						
<b>Kesimpta</b> (ofatumumab)	CD20	Novartis (Royalties to Genmab on net global sales)	Relapsing multiple sclerosis <sup>2</sup>						
TEPEZZA (teprotumumab-trbw)	) IGF-1R	Horizon Therapeutics (under sublicense from Roche, royalties to Genmab on net global sales)	Thyroid eye disease <sup>2</sup>						
Teprotumumab			Diffuse cutaneous systemic sclerosis						

<sup>&</sup>lt;sup>1</sup>Products developed and marketed by others incorporating Genmab technology and innovation <sup>2</sup>See local country prescribing information for precise indications

## **Innovative Clinical and Pre-Clinical Pipeline**

<sup>1</sup>Certain product candidates in development with partners, as noted. <sup>2</sup>Genmab is developing HexaBody-CD38 in an exclusive worldwide license and option agreement with Janssen Biotech, Inc;

Genmab's Proprietary<sup>1</sup> Products

Product	Target	Developed By	Disease Indications	Most Advanced Development Phase						
		I	Pre-Clinical	1	1/2	2		3	Approved	
Tisotumab vedotin	TF	50:50 Genmab / Seagen	Cervical cancer							BLA submitted
		/ Seagen	Ovarian cancer							
			Solid tumors							
	CD3, CD20	50:50 Genmab / AbbVie	Relapsed/refractory DLBCL							
		/ Add vie	Hematological malignancies	6						
			B-cell NHL (combo)							
			Relapsed/refractory CLL							
<b>DuoBody-PD-L1x4-1BB</b> (GEN1046)	PD-L1, 4-1BB	50:50 Genmab / BioNTech	Solid tumors							
DuoBody-CD40x4-1BB (GEN1042)	CD40, 4-1BB	50:50 Genmab / BioNTech	Solid tumors							
HexaBody-DR5/DR5 (GEN1029)	DR5	Genmab	Solid tumors							
DuoHexaBody-CD37 (GEN3009)	CD37	50:50 Genmab / AbbVie	Hematologic malignancies							
DuoBody-CD3x5T4 (GEN1044)	CD3, 5T4	50:50 Genmab / AbbVie	Solid tumors							
HexaBody-CD38 (GEN3014) <sup>2</sup>		Genmab	Hematologic malignancies		For Inves	tor audience only. Not	for public informati	on or use. Not f	© or promoti	Genmab onal use. 25

## **Programs Incorporating Genmab's Innovation\***

Product	Target	Developed By	Disease Indications	Most Advanced Development Phase					
				Pre-Clinical	1	1/2	2	3	Approved
Amivantamab (JNJ-61186372)	EGFR, cMet	Janssen	Non-small-cell lung cancer (NSCLC)						BLA submitted
Teclistamab (JNJ-64007957)	BCMA, CD3	Janssen	Relapsed or refractory MM						
PRV-015 (AMG 714)	IL-15	Provention Bio	Celiac disease						
Camidanlumab tesirine (ADCT-301)	CD25	ADC Therapeutics	Relapsed /Refractory Hodgkin Lymphoma						
		•	Solid tumors						
Mim8	FIX(a), FX	Novo Nordisk	Healthy volunteers & hemophilia	A					
Talquetamab (JNJ-64407564)	GPRC5D, CD3	Janssen	Relapsed or refractory MM						
JNJ-63709178	CD123, CD3	Janssen	Acute Myeloid Leukemia (AML)						
JNJ-63898081	PSMA, CD3	Janssen	Solid tumors						
JNJ-67571244	CD33, CD3	Janssen	Relapsed or refractory AML or MDS						
JNJ-70218902	Undisclosed	Janssen	Solid tumors						
HuMax-IL8	IL8	BMS	Advanced cancers						
Lu AF82422	alpha-Synuclein	Lundbeck	Parkinson's disease						26
									© Genmab

#### **Tisotumab Vedotin in Cervical Cancer**

## Designed to Address a High Unmet Medical Need

#### Recurrent or metastatic cervical cancer

- Poor prognosis advanced / recurrent cervical cancer
  - RR standard therapies generally <15%</li>
  - Median OS 6-8 months
- Data ORR & survival after progression on 1L bevacizumab + doublet chemotherapy are limited

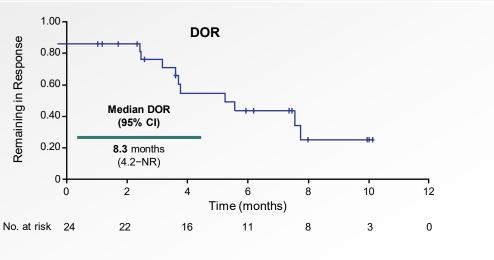
#### Conclusions\*

(previously treated recurrent or metastatic cervical cancer)

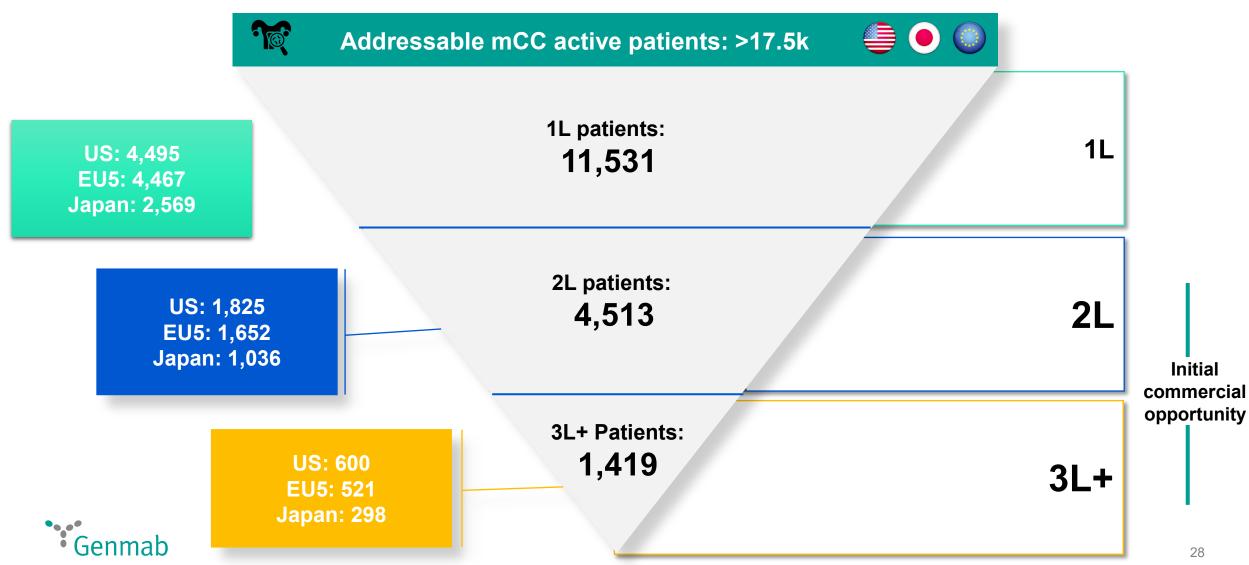
- Compelling and durable antitumor activity with manageable and tolerable safety profile
- ORR 24%; CR: 7%
- Median DOR 8.3 mo
- Median PFS (4.2 mo) and OS (12.1 mo) encouraging

#### Clinically meaningful and durable responses observed\*

	N=101
Confirmed ORR (95% CI), <sup>a</sup> %	24 (15.9–33.3)
CR, n (%)	7 (7)
PR, n (%)	17 (17)
SD, n (%)	49 (49)
PD, n (%)	24 (24)
Not evaluable, n (%)	4 (4)



# Over 17k Patients Treated for Metastatic Cervical Cancer (mCC) in US, EU5 and Japan



# Our Goal in Cervical Cancer: Establish Tisotumab Vedotin as the Clear Choice in 2L+ Settings

mCC Treatment Landscape

**1L** 

**Chemotherapy +/- Bevacizumab\*** 

2L

Pembro\*\*, Other IO, or Chemo



~50% PD-L1-



**All Patient Types** 



Genmab

Pembrolizumab or Chemotherapy

~50% PD-L1+



Source: Kantar Treatment Architecture: Cervical Cancer; NCCN Treatment Guidelines; 2020 TV ATU (Strategic Research Insights)

# Positive Perception of Next-Gen CD3xCD20 Bispecifics & Potential to Transform B-cell Malignancy Treatment

B-NHL Type	Intervention	Study Phase
		Preclinical I I/II II III
DLBCL, FL, MCL and other histologies		
Front-line		
DLBCL	Epcoritamab + R-CHOP	GCT3013-02 (Ph lb)
FL	Epcoritamab + BR	GCT3013-02 (Ph lb)
Relapsed or refractory		
DLBCL	Epcoritamab vs SOC	GCT3013-05 (Ph III)
B-NHL (DLBCL, FL, MCL)	Epcoritamab monotherapy	GCT3013-01 (Ph I/II)
B-NHL (Japanese patients)	Epcoritamab monotherapy	GCT3013-04 (Ph I/II)
ASCT eligible DLBCL	Epcoritamab + R-DHAX/C	GCT3013-02 (Ph lb)
DLBCL	Epcoritamab + GemOx	GCT3013-02 (Ph lb)
FL	Epcoritamab + R <sup>2</sup>	GCT3013-02 (Ph lb)
CLL		
Relapsed or refractory	Epcoritamab monotherapy	GCT3013-03 (Ph lb)

# HexaBody-CD38 (GEN3014)

# **Expanding the potential of CD38** antibodies

- Incorporates proprietary HexaBody technology
- Highly promising data pre-clinical models for MM, lymphoma & AML
- Could potentially add to and broaden DARZALEX franchise
- IND filed Q4 2020

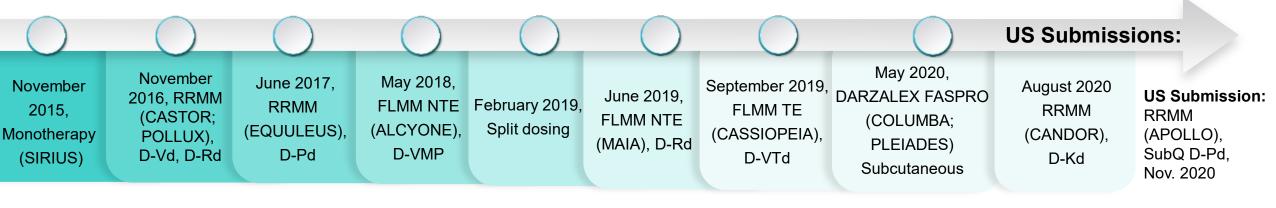


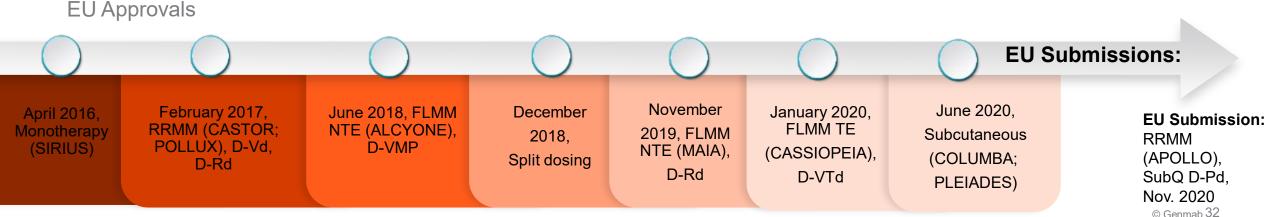


## **DARZALEX Approvals: US and EU**

## On Track for Approval Across All Lines of MM Treatment

**US** Approvals





# Ongoing Daratumumab Clinical Trials Janssen Sponsored Phase 3 & 4

#### **Daratumumab Trials Sponsored by Pharma / Biotech**

Ct.gov Identifier	Phase	Sponsor	Indication	Therapy
NCT03768960	4	J&J Private Ltd	Relapsed or Refractory MM	Daratumumab (MMY4008)
NCT02252172	3	Janssen	Untreated MM	Daratumumab + Rd (MAIA)
NCT02195479	3	Janssen	Untreated MM	Daratumumab + VMP (ALCYONE)
NCT02541383	3	Janssen	Untreated MM	Daratumumab + VTd (CASSIOPEIA)
NCT02076009	3	Janssen	Relapsed or Refractory MM	Daratumumab + Rd (POLLUX)
NCT02136134	3	Janssen	Relapsed or Refractory MM	Daratumumab + Vd (CASTOR)
NCT03180736	3	Janssen	Relapsed or Refractory MM	Daratumumab + Pom-d (APOLLO)
NCT03201965	3	Janssen	Amyloidosis	Daratumumab + CyBorD (ANDROMEDA)
NCT03217812	3	Janssen	Untreated MM	Daratumumab + VMP (Asia Pacific) (OCTANS)
NCT03234972	3	Janssen	Relapsed or Refractory MM	Daratumumab + Vd vs Vd (LEPUS)
NCT03277105	3	Janssen	Relapsed or Refractory MM	Daratumumab SubQ vs IV (COLUMBA)
NCT03301220	3	Janssen	Smoldering MM	Daratumumab SubQ (AQUILA)
NCT03652064	3	Janssen	Untreated MM	Daratumumab + VRd (CEPHEUS)
NCT03710603	3	Janssen/EMN	Untreated MM	Daratumumab + VRd (PERSEUS)
NCT03901963	3	Janssen	Untreated MM / Maintenance	Daratumumab + R (AURIGA)

