



## **AKTIESPARARNA SHAREHOLDER EVENT**

F.R. Martelet, M.D., CEO

*15<sup>th</sup> September 2020*

# Forward-looking statement

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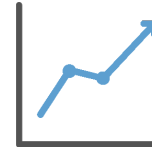
*Important factors that may cause such a difference for Oasmia include but are not limited to: (i) the macroeconomic development, (ii) change in the competitive climate and (iii) change in interest rate level.*

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# Oasmia - an innovation-focused specialty pharmaceutical company



Founded in 1999  
HQ Uppsala, Sweden  
26\* employees



NASDAQ Stockholm 2010  
Market Cap approx. SEK 2,2 B



XR-17™ technology platform,  
allowing micelle formulations of APIs, to be soluble in water – broad applications in oncology, human and animal health



R&D-certified Production Facility and R&D, in Uppsala, Sweden



Lead product **Apealea®**  
approved in EU/EEA for advanced ovarian cancer, partner Elevar in discussions with FDA; global commercial deal worth up to \$698m + royalties



New CEO in place since March 2020

# Building a sustainable, profitable specialty pharma company



## MEETING UNMET MEDICAL NEED

IMPROVING SOLUBILITY &  
SIDE EFFECT PROFILES OF  
ESTABLISHED & NOVEL  
CANCER DRUGS  
  
INCREASING R&D  
EFFICIENCY

## APEALEA® APPROVED IN EUROPE

LEAD PRODUCT LAUNCHED  
FOR ADVANCED OVARIAN  
CANCER

## A GLOBAL PARTNERSHIP

WORTH UP TO \$678  
MILLION PLUS ROYALTIES

## A GROWING PIPELINE

UNDERPINNED BY STRONG  
IP PROTECTION

## POSITIONED FOR M&A, IN/OUT-LICENSING

PROVEN DEVELOPMENT,  
REGULATORY AND BD SKILLS  
+ SOLID CASH POSITION

## NEW MANAGEMENT & STRATEGY

FOCUSING RESOURCES  
TO BUILD A SUSTAINABLE,  
PROFITABLE BUSINESS

# The new team leading Oasmia's transformation



**FRANCOIS MARTELET, M.D.,  
Master's Degree Business**

*Chief Executive Officer*

**Previous experience:**

CEO in Biotechnology/ BioPharma in UK, DNK, US and senior executive global roles at Novartis Oncology, Merck & Co., Inc with large P&L responsibility



**ANDERS HÄRFSTRAND, M.D.,  
PhD.**

*Non-executive Chairman*

**Previous experience:** Experienced Pharma BoD, M&A experience, former executive positions in Pfizer, Pharmacia. Pharmacia & Upjohn

**FREDRIK  
JÄRRSTEN\***  
*Chief Finance Officer*

**REINHARD KOENIG,  
M.D.**  
*Acting Chief Medical  
Officer*

**HEGE HELLSTRÖM,  
B.A.**  
*Board Member*

**PETER ZONABEND,  
LL.M, EMLE**  
*Board Member*

**ELIN TRAMPE,**  
*Chief Technical  
Officer*

**PETER SELIN\***  
*Chief Business  
Officer*

**BIRGIT STATTIN  
NORINDER, MSc.**  
*Board Member*

# Meeting the challenges of poor drug solubility



## POOR API<sup>1</sup> SOLUBILITY

MAJOR CHALLENGE FOR  
DRUG DEVELOPMENT  
  
CRITICAL TO DRUG  
BIOAVAILABILITY

## c.40% OF APPROVED DRUGS AFFECTED<sup>2</sup>

70-90% OF PIPELINE DRUGS  
CLASSED AS POORLY SOLUBLE<sup>2</sup>  
  
LEADING CAUSE OF PROJECT  
TERMINATION

## A FACTOR IN SERIOUS ADVERSE EVENTS (SAEs)

SOLUBILITY ENHANCERS CAN  
CAUSE SAEs AND / OR  
REQUIRE USE OF FURTHER  
DRUGS  
  
AN ACCEPTED TRADE OFF IN  
CANCER THERAPY

\$180 bn  
SPENT ON  
PHARMA  
R&D EVERY  
YEAR <sup>3</sup>

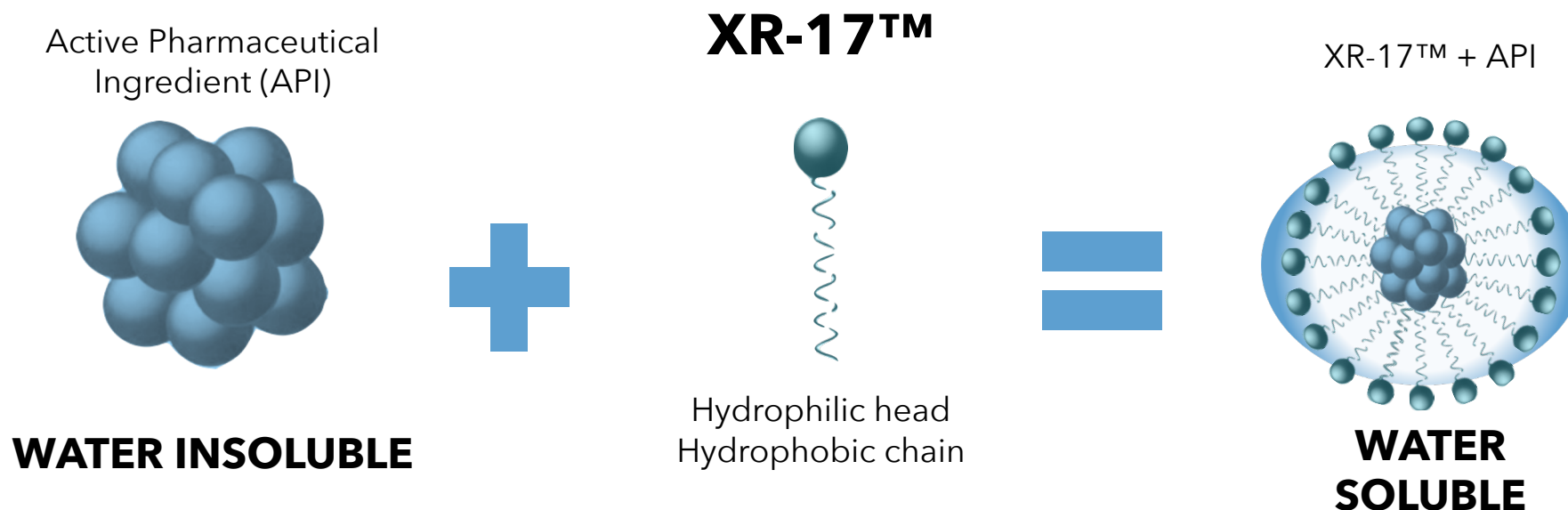
69%  
OF DRUGS  
FAIL DUE TO  
LOW  
SOLUBILITY  
  
<sup>3</sup>

1) API = Active Pharmaceutical Ingredient - the ingredient in a pharmaceutical drug that is biologically active

2) Nikolakakis & Partheniadis

3) GlobalData

# XR-17™ - powerful platform that can increase solubility of insoluble compounds



**XR-17™ increases small molecule solubility and potentially improves safety and efficacy of new formulations**

# XR-17™ - a validated platform applicable in many therapeutic areas



Strong, validated safety in cancer indication<sup>1</sup>



Drug load capacity, enabling high drug delivery capability



Shorter infusion time<sup>1,2</sup>



Superior solubility compared with other platforms and technologies, enhances bioavailability of API



No mandatory or limited need for pre-medication<sup>1</sup>



Free from alcohol, Cremophor EL, Polysorbate-80 and Human albumin, which can cause numerous side effects

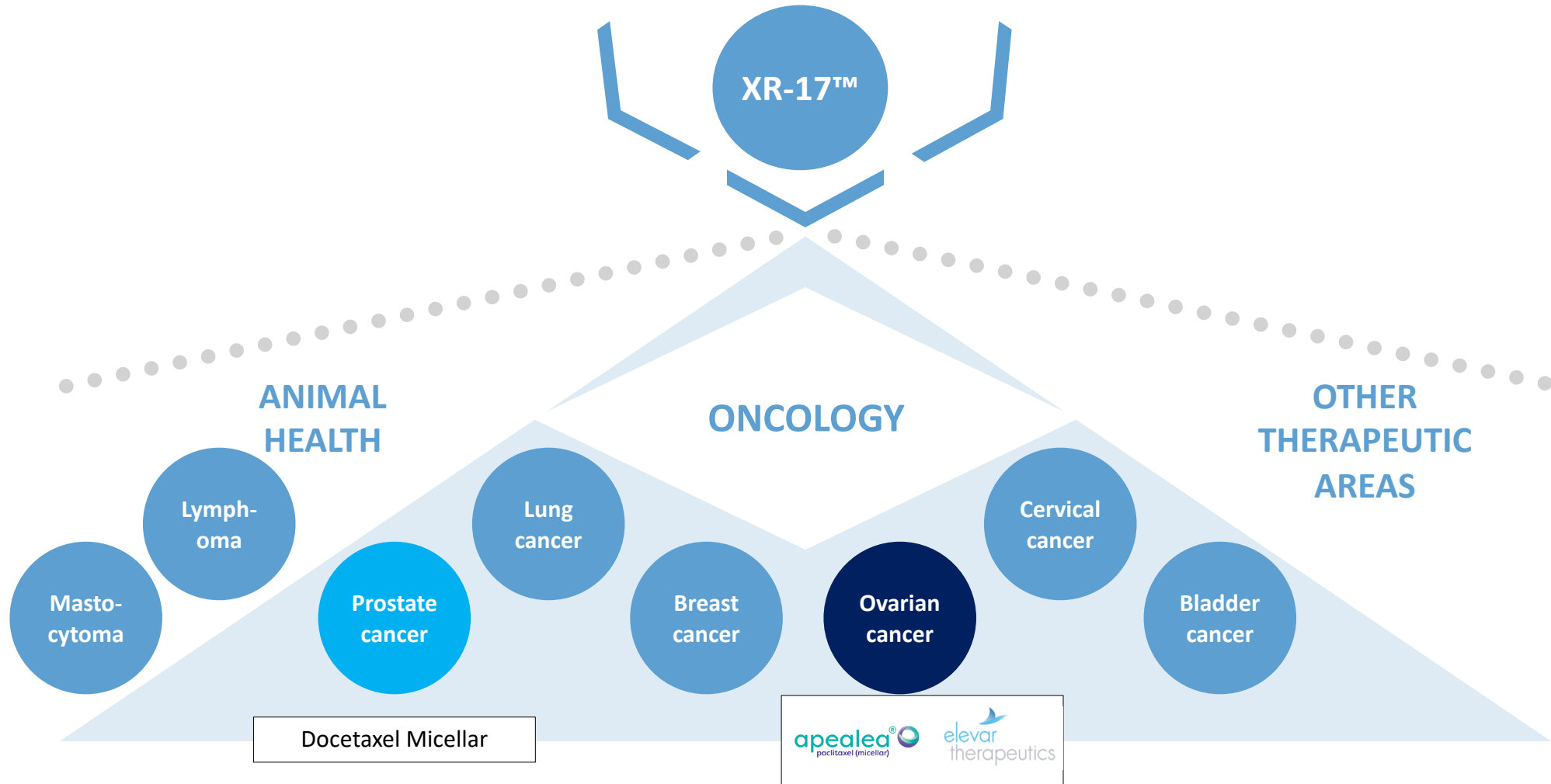
Enable new drugs

Improve existing drugs

2<sup>nd</sup> chance for failed drugs



# XR-17™ - multiple opportunities in oncology, human and animal health



# Building a diverse portfolio based on XR-17™ platform technology



Product	Indication	Pre-clinical	Phase I	Phase II	Phase III	Registration / approval	Geography
Human Health Portfolio							
Apealea® / Paclical® (paclitaxel)	Ovarian cancer					Pre-NDA meeting	USA
	Ovarian cancer					✓	EU / EEA <sup>1</sup>
						✓	
Technology Platform Portfolio							
Docetaxel micellar	Prostate cancer	Planned					
New API	Undisclosed						Global
XR19 (combination)	Assessments in various cancers						Global
Animal Health Portfolio							
Paccal vet (paclitaxel)	Mammary Carcinoma (Canines)					No	US
Doxophos vet (doxorubicin)	Lymphoma (Canines)					No	US

# XR-17™ - broad IP protection up to 2036



## PROCESS

Protects the manufacturing process for XR-17™

**PCT** application granted

**4** patents granted  
In USA, ZAF

Application pending in Eurasia, European Patent Office, AUS, BRA, CAN, CHN, IND, IDN, JPN, MYS, MEX, NZL, KOR, SGP and UKR

## WATER-INSOLUBLE

Protects poorly water-soluble APIs<sup>1</sup> in combination with XR-17™

**56** patents granted  
across Eurasia, European Patent Office, AUS, CAN, CHN, HKG, JPN, KOR, MEX, MYS, NZL, UKR, USA, ZAF

**SP** applied for in the EU, pending  
(5-year extension)

## ANTICANCER COMPOSITIONS

Protects XR-17™ in combination with chemotherapeutic agents

**6** patents granted  
In USA, FRA, GBR, DEU, CHN and HKG

# Apealea® - offering improved treatment options



**Approved in  
EU/EEA for  
treatment of  
first relapse  
ovarian cancer<sup>1</sup>  
and in Russia for  
first line and  
relapsed  
ovarian cancer<sup>2</sup>**

Current standard of care in Ovarian cancer is carboplatin + paclitaxel

Subset of patients cannot tolerate solvent-based paclitaxel

Apealea® is an IV injectable formulation using XR-17™ which facilitates solubility of paclitaxel



1) Apealea® Summary of Product Characteristics. [www.ema.europa.eu](http://www.ema.europa.eu)

2) Paclical® Instructions for medical use. <https://grls.rosminzdrav.ru>



# The growing taxane market for ovarian and other cancers

The 2018 global injectable taxane market was valued at \$2.18B

The market is expected to grow \$4.56B by the end of 2025 (CAGR 11% 2019 - 2025)

## Taxol®

- Paclitaxel - cremophor EL
- Ovarian, breast, lung and Kaposi Sarcoma cancers
- Best selling drug of all time with annual sales of \$1.6B prior to patent expiration (2000)



## Taxotere®

- Docetaxel - polysorbate 80
- Breast, lung, prostate and head & neck cancers
- Peak sales \$3B (2010)
- ~\$170M (2019)



## Abraxane®

- Paclitaxel - albumin bound
- Breast, lung and pancreatic cancers
- \$1.35B (2019)



## Jevtana®

- Cabazitaxel - polysorbate 80
- Prostate cancer
- ~\$480M (2019)



**Apealea® is the only non-cremophor drug approved for use in advanced stage ovarian cancer in the EU**

# Apealea® - multiple benefits compared to the competition








Taxol®



Lipusu®

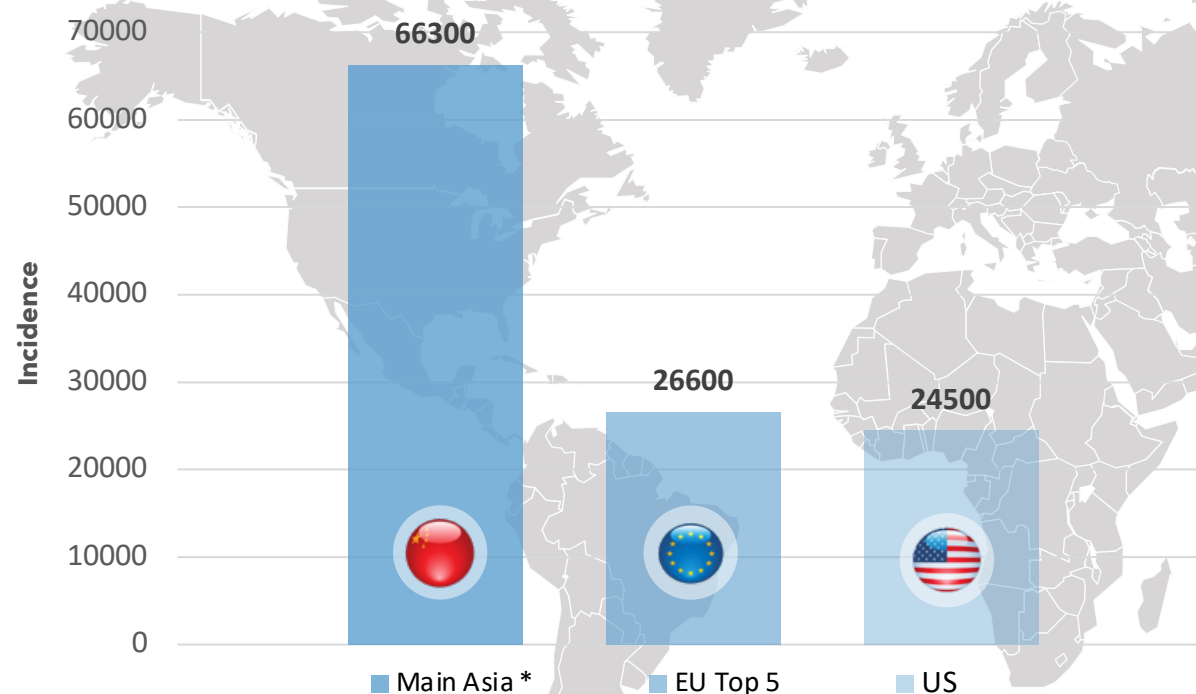
Genexol-PM®  
Korea

Company		 Bristol Myers Squibb™			
Indication	Ovarian Cancer	Ovarian Cancer Breast Cancer NSCLC	Breast Cancer	Ovarian Cancer Breast Cancer NSCLC	Ovarian Cancer Breast Cancer NSCLC
Infusion Solution	Micellar Solution	Emulsion	Colloidal Suspension	Liposome	Micellar Solution
Particle Size	25nm	10-22nm	130nm	400nm	~25nm
Excipient	XR-17™	Cremophor EL	Human Albumin	Lecithin/Cholesterol	PEG-PDLLA
Dose	250mg/m <sup>2</sup>	175mg/m <sup>2</sup>	260mg/m <sup>2</sup>	175mg/m <sup>2</sup>	260mg/m <sup>2</sup>
Ratio (Excipient : API)	1.3:1.0	88.0:1.0	9.0:1.0	-	5.0:1.0
Infusion Time	1h	3h	<1h	3h	0.5h
Pre-medication	Not mandatory	Yes	No	Yes	No
Hypersensitivity	No	Yes	No	Yes	No

# Apealea® - meeting unmet medical needs in selected ovarian cancer



## OVARIAN CANCER INCIDENCE<sup>1</sup>



**295,000** women diagnosed in 2018 - 8<sup>th</sup> most common cancer in women<sup>1</sup>

**70%** of women have a relapse three years after diagnosis<sup>2</sup>

**Platinum analogs** used alone or in combination with paclitaxel are the most used therapeutic agents<sup>3</sup>

\*) China, Japan and South Korea

1) Global Cancer Observatory

2) Springerplus, 2016; 5(1): 1197. Published online 2016 Jul 28. doi: 10.1186/s40064-016-2660-0

3) ESMO guidelines: Annals of Oncology 30: 672-705, 2019 doi:10.1093/annonc/mdz062 Published

# Apealea® - global partnership worth up to \$698m + royalties



Agreement with US-based Elevart Therapeutics, subsidiary of South Korea's HLB



\$20<sub>M</sub>

Upfront payment

%

Double digit royalties on global Apealea® sales

\$678M

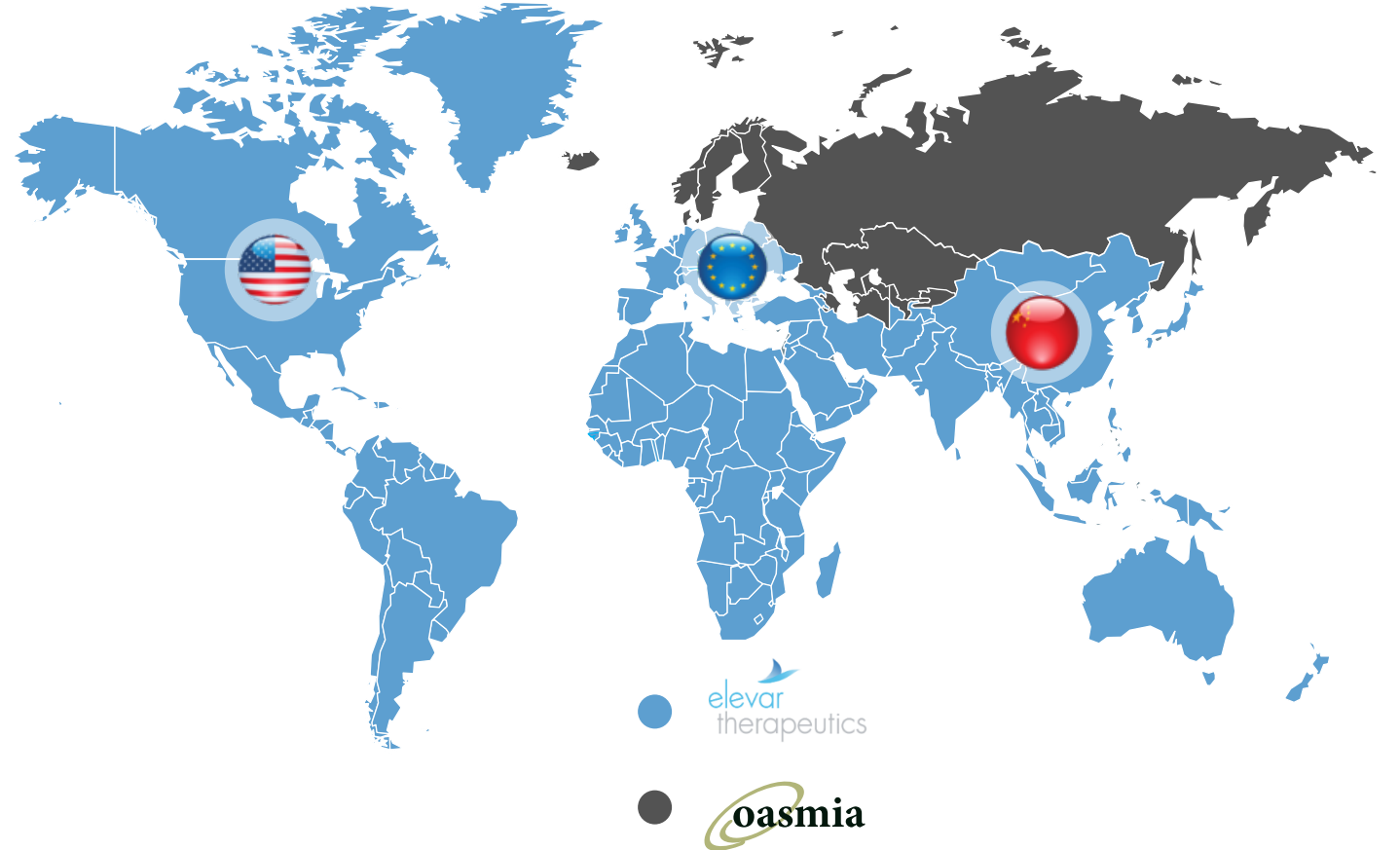
Milestones based on regulatory and sales achievements



Oasmia retains sole control over development of XR-17™ in other APIs



Named patient program initiated with Tanner Pharma Group ex US Elevart considering European partners for commercial sales

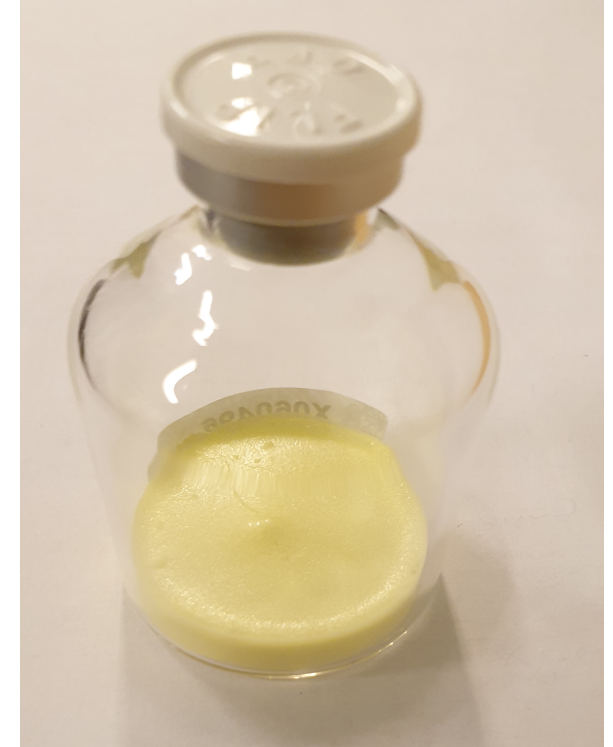




# Docetaxel micellar in clinical development



- Prostate cancer is a leading cause of cancer death in men worldwide
- Widely approved for wide range of solid malignancies and standard of care for advanced prostate cancer
- Docetaxel micellar uses XR-17™, enabling IV administration of water-insoluble compounds without traditional solubility enhancers
- Being investigated for advanced prostate cancer in a Phase I clinical trial with the Swiss Group for Clinical Cancer Research (SAKK)



# Why invest in Oasmia?



Multiple potential near and mid-term catalysts & value drivers...

## **Near-term (12 months)**

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- Elevar partnering for Apealea® in Europe, China
- Apealea® royalties
- Docetaxel micellar Phase 1 initiation
- Review of Animal Health assets
- XR-17™ partnering
- M&A opportunities
- XR-19 value assessment

## **Mid-term (12-24 months)**

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- Apealea® milestones and royalties
- Docetaxel micellar Phase 1 results / potential Phase 2 initiation
- Potential initiation of XR-19 program
- Strengthening of balance sheet through existing cost control measures
- M&A and in-licensing opportunities to build critical mass

# Sustaining Oasmia's transformation since CEO appointment



- **Strategic**

- Working progress on
  - Achieving Elevar deal milestones
  - Creating revenue opportunities for the animal health business and for XR-17™

- **Human Resources**

- Reviewed and implemented right-sizing of the organization
- Strengthened management team with C level hires

- **Operational**

- Articulated and implemented docetaxel micellar clinical development plan incl. a collaborative agreement with SAKK
- Preclinical work with new API and XR-19 on-going
- Starting up a Patient Access Program in the EU through Elevar

- **Financials**

- Implemented cost savings of SEK 100m and burn rate of less than SEK 10m/month
- Resolved large corporate liabilities

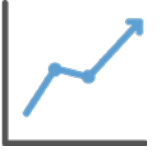
- **Investor Relations**

- Broadened research coverage

**Opportunity to build long-term, profitable specialty pharma company through**

**in house R&D, M&A, and in licensing of late stage assets**

# Solid foundations in place to build a profitable speciality pharma company



Realising our vision  
for success

Platform to build a  
Sweden-based cash-flow  
positive specialty pharma  
leader

Well placed for M&A and  
licensing collaborations