



## ERIK PENSER INVESTOR EVENT

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

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

# Forward-looking statement

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## **FORWARD LOOKING STATEMENTS**

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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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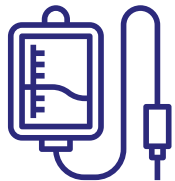
# Oasmia – an innovation-focused specialty pharmaceutical company



Founded in **1999**  
Based in Uppsala, Sweden  
26\* employees



**XR-17™ technology platform**  
Allowing micelle formulations of APIs,  
to be soluble in water



A growing pipeline, focused on  
**Oncology** but with potential in other  
therapeutic areas



NASDAQ Stockholm **2010**  
Market Cap approx. SEK 2,0 B



**R&D-focused Production**  
Facility in Uppsala, Sweden



**New Leadership**  
since March 2020

# 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., Ph.D.**  
*Non-executive Chairman*

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

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

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

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

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

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

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

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



# Meeting the challenges of poor drug solubility

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

Major challenge in  
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>

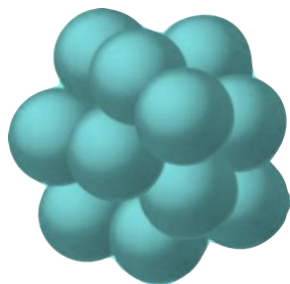
69%  
OF DRUGS  
FAIL DUE TO  
LOW  
SOLUBILITY<sup>3</sup>

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

Active Pharmaceutical Ingredient  
(API)



**WATER INSOLUBLE**



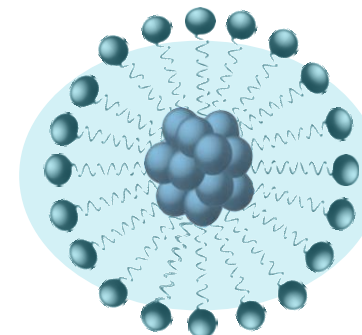
**XR-17™**



Hydrophilic head  
Hydrophobic chain



XR-17™ + API



**WATER SOLUBLE**

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



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



**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**



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



**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**



# 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

**SPC** 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







# The growing taxane market for ovarian and other cancers



## Taxol®

- Paclitaxel – cremophor EL
- Ovarian, breast, lung and Kaposi Sarcoma cancers



## Taxotere®

- Docetaxel – polysorbate 80
- Breast, lung, prostate and head & neck cancers



## Abraxane®

- Paclitaxel – albumin bound
- Breast, lung and pancreatic cancers



## Jevtana®

- Cabazitaxel – polysorbate 80
- Prostate cancer

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

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

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



# Apealea<sup>®</sup> – offering an improved treatment option



**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

A subset of patients cannot tolerate solvent-based paclitaxel

Apealea<sup>®</sup> is a solvent-free IV formulation of paclitaxel using XR-17<sup>™</sup>

- *Free from polyoxyethylated castor oil and dehydrated alcohol*
- *No need for mandatory glucocorticosteroids pre-medication*
- *Shorter infusion and overall 'chair' time*



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

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






# Apealea® – multiple benefits compared to the competition







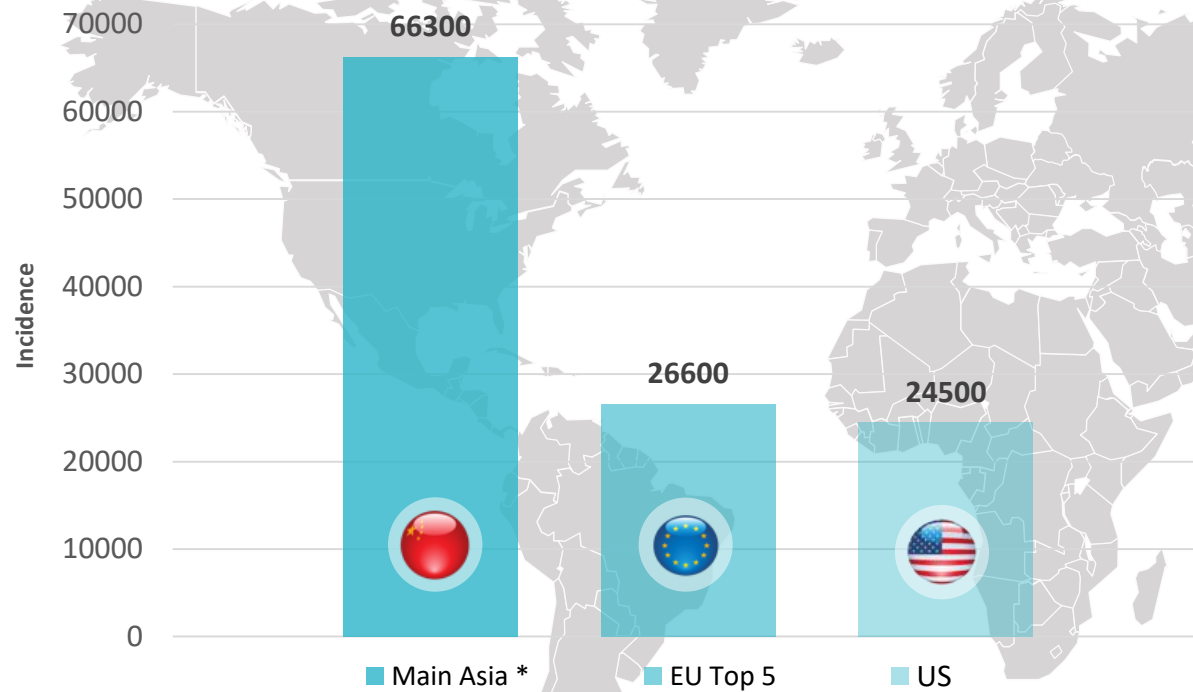


Company	 oasmia	 Bristol Myers Squibb™	 Celgene	 LUYE PHARMA	 samyang Biopharm
Indication	Ovarian Cancer	Ovarian Cancer Breast Cancer NSCLC	Breast Cancer	Ovarian Cancer Breast Cancer NSCLC	Ovarian Cancer Breast Cancer NSCLC
Infusion Solution	Micellar Solution	Emulsion	Colloidal Suspension	Liposome	Micellar 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® – large market opportunity in 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 online 2 May 2019



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



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



\$20<sub>M</sub>

Upfront payment

%

Double digit royalties on global Apealea® sales

\$678M

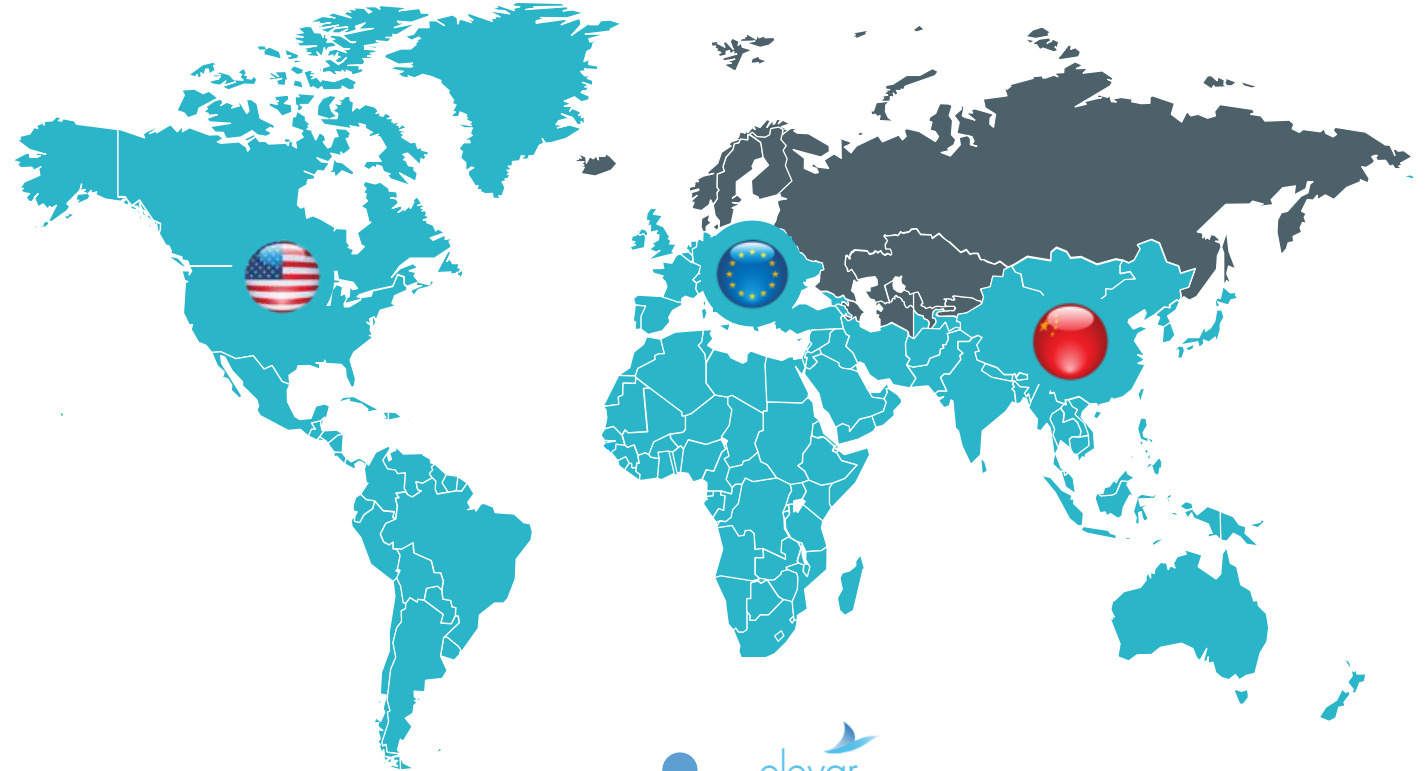
Milestones based on regulatory and sales achievements



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



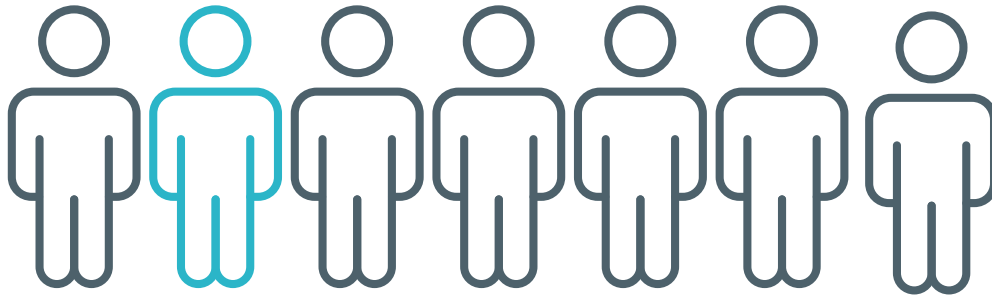
Named patient program initiated with Tanner Pharma Group ex US Elevar considering European and Asian partners for commercial sales





# Docetaxel micellar poised for clinical development

**1 in 7**  
men will be  
diagnosed with  
prostate  
cancer



**1.3m**  
men were newly  
diagnosed with  
prostate cancer  
in 2018<sup>1</sup>

- Docetaxel is approved for wide range of solid malignancies and standard of care for advanced prostate cancer
- Docetaxel micellar uses XR-17™, enabling IV administration of docetaxel without traditional solubility enhancers
- Poised to start a Phase Ib clinical trial in advanced prostate cancer with the Swiss Group for Clinical Cancer Research (SAKK)





## Q1 2020/2021 Consolidated Income Statement in brief

	2020	2019	2019/20
TSEK	May - Jul	May - Jul	May - Apr
Net sales	208	182	201,843
Other operating income	421	70	427
Change in inventories of products in progress and finished goods	1,886	2,291	20,904
Capitalized development costs	-	1,085	4,356
Operating expenses <sup>2,3</sup>	-51,735	-39,392	-257,616
Operating loss <sup>4</sup>	-49,220	-35,764	-30,086
Income for the period <sup>5</sup>	-53,105	-39,783	-10,533
Earnings per share, before and after dilution in SEK <sup>1,6</sup>	-0.12	-0.13	-0.03

1) The key figures for the comparison periods have been adjusted for the bonus issue component in the rights issue carried out in 2019/2020.

2) Operating expenses excluding change in inventories and capitalized development costs.

3) The figures for the first quarter of 2019 have been restated after error correction for 2019/2020 compared with the interim report on July 31, 2019, in which the amount was TSEK -39,537.

4) The figures for the first quarter of 2019 have been restated after error correction for 2019/2020 compared with the interim report on July 31, 2019, in which the amount was TSEK -39,909.

5) The figures for the first quarter of 2019 have been restated after error correction for 2019/2020 compared with the interim report on July 31, 2019, in which the amount was TSEK -39,928.

6) The figures for the first quarter of 2019 have been restated after error correction for 2019/2020 compared with the interim report on July 31, 2019, in which the amount was SEK -0.17.





## Key metrics and other information

	2020	2019	2019/20
	May - Jul	May - Jul	May - Apr
<b>Cash and Cash equivalents, TSEK*</b>	354,000	435,000	201,018
<b>Number of shares at the end of the period, before and after dilution, in thousands<sup>1</sup></b>	448,370	326,313	448,370
<b>Weighted average number of shares, before and after dilution, in thousands<sup>1</sup></b>	448,370	303,577	398,395
<b>Earnings per share, before and after dilution, SEK<sup>1,2</sup></b>	-0.12	-0.13	-0.03
<b>Equity per share, SEK<sup>1,3</sup></b>	1.71	1.28	1.83
<b>Equity/assets ratio, %<sup>4</sup></b>	82	63	82
<b>Net debt, TSEK</b>	neg.	32,001	neg.
<b>Net debt/equity ratio, %<sup>5</sup></b>	neg.	8	neg.
<b>Return on total assets, %</b>	neg.	neg.	neg.
<b>Return on equity, %</b>	neg.	neg.	neg.
<b>Number of employees at the end of the period</b>	59	55	63

\* Includes short term investments

1) The key figures for the comparison periods have been adjusted for the bonus issue component in the rights issue carried out in 2019/2020.

2) The figures for the first quarter of 2019 have been restated after error correction for 2019/2020 compared with the interim report on July 31, 2019, in which the amount was SEK -0.17.

3) The figures for the first quarter of 2019 have been restated after error correction for 2019/2020 compared with the interim report on July 31, 2019, in which the amount was SEK 1.72..

# Oasmia – a strong investment case



- **Commercial stage company** – proven ability to bring promising new products to market
- **XR-17™** – a validated technology platform, applicable across range of therapeutic areas
- **Growing oncology pipeline** – addressing large markets
- **Transformational global partnership with Elevar Therapeutics** – lucrative milestones and revenues
- **Strong cash position** – well placed to pursue high value M&A and licensing opportunities
- **Strong and experienced management team** – focused on delivering growth

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

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- Elevar partnering for Apealea® in Europe, Asia
- Apealea® royalties
- Docetaxel micellar Phase Ib initiation / Phase II initiation
- Review of Animal Health assets
- XR-17™ partnering
- M&A and in-licensing opportunities to build critical mass
- XR-19 value assessment

# Building a sustainable, profitable specialty pharma company



## APEALEA® APPROVED IN EUROPE



Lead product  
launched for  
advanced ovarian  
cancer

Opportunity in  
develop in several  
other cancer  
indications

## A GLOBAL PARTNERSHIP



Elevar Apealea® deal  
worth up to \$678  
million plus royalties

Elevar evaluating  
European and Asian  
commercial partners

## A GROWING ONCOLOGY PIPELINE



Underpinned by  
strong IP protection

Docetaxel micellar  
poised for the clinic

XR-19 and a new API  
in preclinical  
development

## WELL POSITIONED FOR PARTNERING / M&A



Proven development,  
regulatory and BD  
skills

Solid cash position