

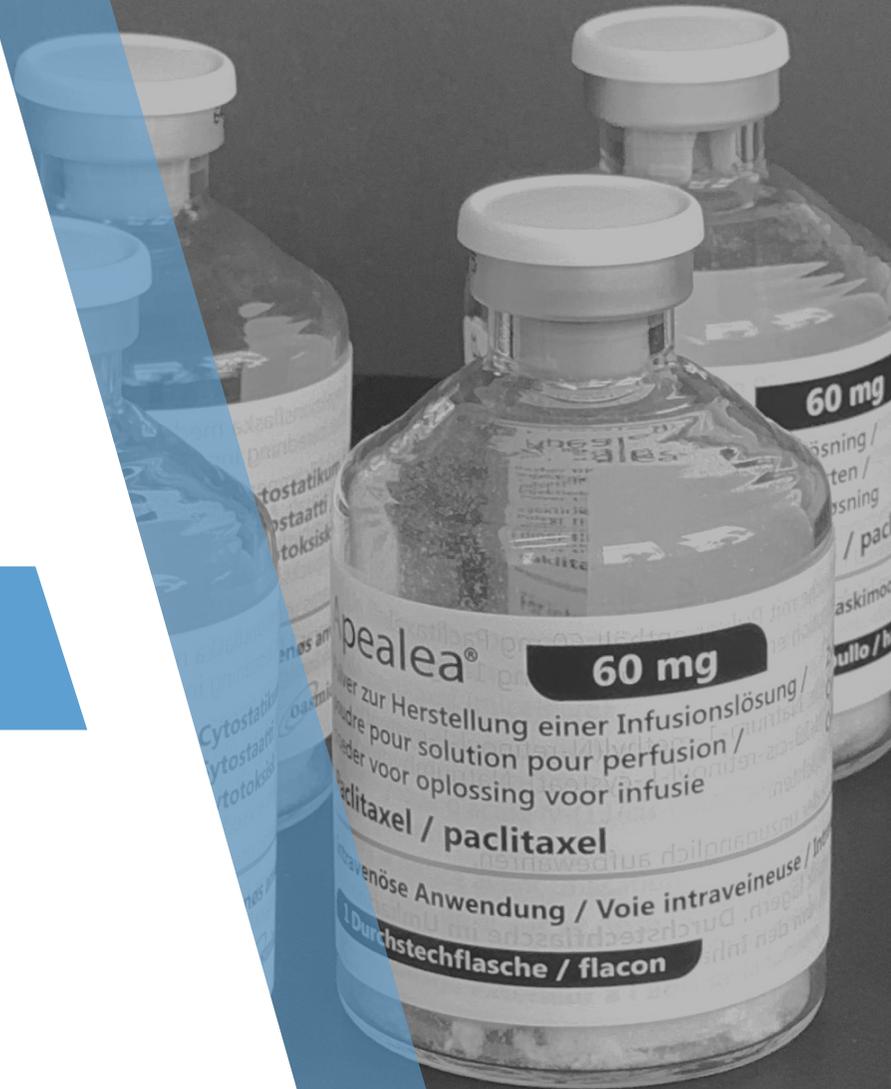


OASMIA PHARMACEUTICAL AB

Q1 Financial Results – May/July 2020

F. R. Martelet, M.D.
CEO

9 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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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

MICHAEL AF WINKLERFELT*
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

Newly appointed CFO - Fredrik Järsten



- Over 25 years' of experience across the financial, medical technology and life sciences sectors in the Nordic region and internationally.
- Most recently CFO and deputy CEO at Karolinska Development
- Former CFO and Business Development Director at Bactiguard, a Swedish medical device company which he guided through its Nasdaq Stockholm IPO.
- Director of Business Development, including M&A, at Aleris, a leading Nordic healthcare provider.
- Degree in Finance and International Business from the Stockholm School of Economics
- MBA in International Business from the University of Michigan.

Q1 Corporate Highlights

Results of strategic review by new CEO announced in May and delivery initiated during period with the aim of reaching long-term, profitable growth as a specialty pharma company

Apealea® – substantial progress in preparing for Nordics launch despite delays due to COVID-19; Named Patient Program about to be launched ex US

Joint Steering Committee, composed of senior executives of Oasmia and Elevar, established to oversee transition towards commercialization of Apealea® in the licensed territories

Collaborating with Elevar on further product development - Established Joint Development Committee composed of product development executives of both Companies

Docetaxel micellar – agreement signed with preeminent cancer research group for Phase 1b trial in metastatic prostate cancer

On-going strengthening of management and Board, incl. new chairman & CBO and CFO (post period)

Q1 Financial Highlights

Consolidated net sales TSEK 208 (182)

Operating income TSEK -49,220 (-35,764)

Net income after tax TSEK -53,105 (-39,783)¹

Earnings per share SEK -0.12 (-0.13)^{1,2}

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

Apealea[®] – realizing the full commercial value



Many ovarian cancer patients cannot tolerate solvent-based paclitaxel due to severe side effects

The only non-cremophor drug approved for use in advanced stage ovarian cancer in the EU

Substantial progress in preparing for Nordics launch despite delays due to COVID-19

Named Patient Program launched ex US with Tanner Group

Elevar evaluating commercial partners in key Asian and European markets



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



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

\$20_M

Upfront payment

%

Double digit royalties on global Apealea[®] sales

\$678M

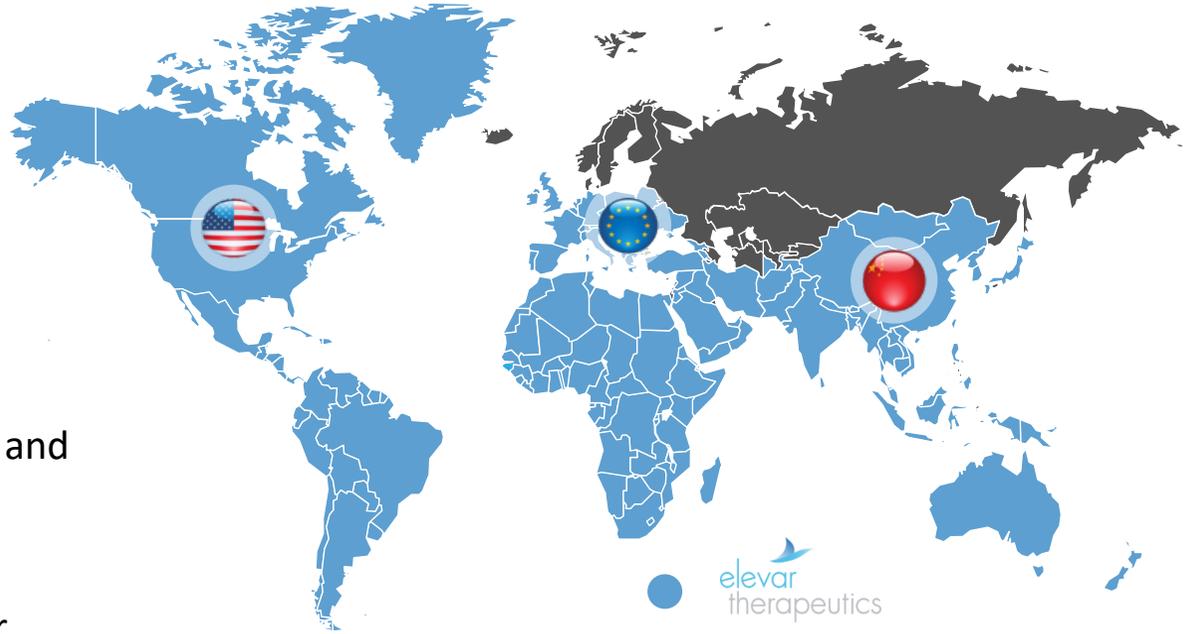
Milestones based on regulatory and sales achievements



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



COVID-19 Impact in the Nordic States

- Reduced access to healthcare providers and oncologists
 - Launch of Apealea® in the Nordic states delayed
 - Access slowly returning to normal, although further outbreaks possible
- Many clinical trial sites closed for patient monitoring and enrolment¹
 - 35.4% sites closed for on-site monitoring
 - 14.5% sites closed for patient enrolment
 - 7.7% sites closed for patient visits



Building our Nordic commercial capabilities during COVID-19

Oasmia has remained focused on building its commercial capabilities, ready to capitalize as restrictions are lifted:

	Key Account Managers hired	Product information developed	Attending virtual local events and conferences	Local pricing and launch strategy secured	Future clinical trial discussions underway
					
					
					
	Under evaluation				

Docetaxel micellar

- 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
- Taxotere (Docetaxel) was a blockbuster drug with peak sales of \$3.1 billion in 2010
- Docetaxel micellar uses XR-17™, enabling intravenous 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).



Catalysts & value drivers

Near-term (12 months)

- 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)

- 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

Enhancing visibility with key audiences

R SECURITIES Publication BUY

Oasmia Pharmaceutical AB

Highly Appealing

Oasmia Pharmaceutical's key value driver **Apaska®** is an enhanced, patented formulation of paclitaxel that is approved in Europe for the treatment of advanced, first relapse, platinum-sensitive ovarian cancer. A higher dose of Apaska® can be infused quicker, does not require premedication to prevent sensitivity reactions, and is equally efficacious as standard paclitaxel. A licensing deal for Apaska® was signed with Elevar Therapeutics in March 2020, which we consider strong validation of the commercial opportunity. We forecast peak sales for Apaska® in ovarian cancer in the US and Europe of \$275 million, but believe there is significant upside through possible geographic and label expansions (we believe it could become a "specie" chemotherapy partner in immuno-oncology combination regimens). Oasmia's proprietary XR17™ platform, from which Apaska® is derived, has also yielded a novel formulation of docetaxel, which is set to start a Phase IIb trial in prostate cancer in Q3 2021 and could be an attractive licensing opportunity in our view. We believe XR17™ could also generate other valuable product candidates in the years to come. We anticipate several near-term catalysts for Oasmia's shares, including a sub-licensing deal for Apaska® in Europe and an NDA filing. Oasmia is well-financed, with a cash runway exceeding two years on our estimate. We initiate coverage with a BUY rating and fair value of SEK 50/share. In our view, the current valuation is underpriced by Apaska®, which accounts for half of our fair value.

➤ A major deal with Elevar Therapeutics for global rights to Apaska® – excluding certain countries including the Nordic, where Oasmia is self-commercializing. Oasmia received an upfront payment of \$20 million and is eligible for up to \$678 million in development, regulatory and sales milestones, plus double-digit per-ops impact a significant catalyst.

➤ Discount on offer of Oasmia has formed a 40% discount in a market opportunity of this kind. We believe the drug could

Key Stats

Price	208.411
Day value	208.4
Market capitalization	582.1 (977 million)
Enterprise value	288.1 (478 million)
EV/EBITDA	2024.11 (21.7) (2024.11)
EV/EBIT	11.2x
EV/Operating Income	12.0x (12.0x)
EV/FCF	24.0x (24.0x)
EV/Free Cash Flow	1.0x
EV/Revenue	1.0x (1.0x)

Top 5 Shareholders

For Oasmia	24.0%
Private Pension	1.0%
Alm Invest (UK) (Pension)	1.0%
Swedish Government	1.0%
Swedish State of Ownership	1.0%

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Key Stats at a Glance (SEK)

EV/EBITDA	2024.11
EV/EBIT	11.2x
EV/Operating Income	12.0x
EV/FCF	24.0x
EV/Free Cash Flow	1.0x
EV/Revenue	1.0x

Share price performance (2 year)

Company Information

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Aktiespararna

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Watch later Share

• Coming soon....



Solid foundations in place to build a profitable speciality pharma company

- New leadership & experienced Board driving new strategy
- Proven technology with ability to drive R&D efficiency and expand pipeline
- Lead drug approved in Europe, global commercial partnership signed
- Solid cash position with significant prospective milestone and royalty streams
- Focusing resources to bring best returns for shareholders

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

Well placed for M&A and licensing collaborations