

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



## 2 marketed products

DARZALEX® marketed in the US, Europe & other countries  
Arzerra® marketed globally



## 2 proprietary technologies

DuoBody® bispecific platform  
HexaBody® technology



## >20 pre-clinical projects

Extensive partnered & own pre-clinical pipeline



## 23 INDs

Investigational new drug applications filed by Genmab & partners in 17 years



## 9 products in clinical development by Genmab and its partners

Daratumumab & ofatumumab in late stage clinical development  
Tisotumab vedotin & HuMax®-AXL-ADC in early stage clinical development



## 2 categories of cancer

Generate products to treat both solid tumors & hematological cancers



## 3 office locations

Facilities in Denmark, the Netherlands & USA



## >200 FTE

Highly experienced & skilled employees

DKK

70.8B

2016 year end market cap

DKK

763M

2016 operating expenses  
32% increase versus 2015

DKK

1,816M

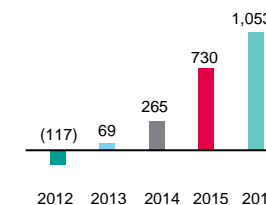
2016 revenue  
60% increase versus 2015

DKK

3,922M

2016 year end cash position

## Operating Result MDKK



## 2017 Guidance

Income Statement	DKKM	USDM*
Revenue	1,900 – 2,150	299 - 330
Operating expenses	(1,000) – (1,100)	(153) – (169)
Operating income	900 – 1,100	138 - 169
Cash position at end of year*	>4,500	>691

\*Cash, cash equivalents, and marketable securities  
USD 1.00 = DKK 6.5165



## Our Three-pronged Strategy

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

## Executive Management:

Jan G. J. van de Winkel  
Ph.D. President & CEO  
David A. Eatwell FCCA  
Executive Vice President & CFO  
Judith Klimovsky M.D.  
Executive Vice President & CDO  
**Founded:** 1999, IPO: 2000  
**Exchange:** NASDAQ  
OMX Copenhagen A/S

**Symbol:**  
GEN

**ADR ticker Symbol:**  
GMXAY

**Stock information as of August 8, 2017:**

**Market cap:**  
~DKK 85 Bn (~USD 13,516 M)  
**Shares outstanding:**  
61,118,402

# Robust Product Pipeline and Passion for Innovation

## Further Development for Marketed Products

Product	Disease Indications	Development Phase			
		Pre-clinical	I	II	III
<b>Daratumumab</b> Target: CD38, Partner: Janssen	<b>BTD</b> Multiple myeloma (MM)				
	Amyloidosis				
	Natural Killer/T-Cell Lymphoma (NKTL), Nasal Type				
	Myelodysplastic Syndromes (MDS) Solid tumors				
<b>Ofatumumab</b> Target: CD20, Indication: Cancer Partner: Novartis	Follicular lymphoma (FL)				
Ofatumumab (OMB157) Target: CD20, Indication: AI Partner: Novartis	Relapsing multiple sclerosis (RMS) (SubQ)				

## Antibody Powerhouse

Product	Disease Indications	Development Phase				
		Pre-clinical	I	I/II	II	III
<b>Tisotumab vedotin</b> Target: TF	Solid Cancers					
<b>HuMax-AXL-ADC</b> Target: AXL	Solid Cancers					
<b>Teprotumumab (RV001)</b> Target: IGF-1R Partner: River Vision	<b>BTD</b> Graves' orbitopathy					
<b>AMG 714</b> Target: IL-15 Partner: Celimmune (sublicensed from Amgen)	Celiac Disease					
<b>ADCT-301 (HuMax-TAC-ADC)</b> Target: CD25 Partner: ADCT	Lymphoma Acute myeloid leukemia (AML) or acute lymphoblastic leukemia (ALL)					
<b>JNJ-61186372</b> Targets: EGFR, cMET Partner: Janssen	Non-small-cell lung cancer (NSCLC)					
<b>JNJ-63709178</b> Targets: CD3, CD123, Partner: Janssen	Acute Myeloid Leukemia (AML)					
<b>JNJ-64007957</b> Targets: BCMA, CD3 Partner: Janssen	Relapsed or refractory MM					
<b>&gt; 20 Active Pre-clinical programs incl., HexaBody-DR5/DR5, DuoBody CD3xCD20</b>	Proprietary programs: HuMab, HuMab-ADC, DuoBody, DuoBody-ADC & HexaBody Partnered programs: HuMab, DuoBody & HexaBody					

## At-A-Glance – SELECTED PRODUCTS

### DARZALEX® (daratumumab)

- First-in-class CD38 antibody in dev. to treat cancer
- Approved in combo. w/ other therapies in relapsed/refractory MM & as monotherapy for heavily pretreated or double-refractory MM in the U.S.
- Approved in Europe in combo. w/ other therapies in relapsed/refractory MM & as monotherapy for heavily pretreated or double-refractory MM
- Studies ongoing for all stages of MM & in solid tumors
- Collaboration with Janssen
- 2016 net sales by Janssen were \$572M

### Arzerra® (ofatumumab)

- Human CD20 antibody in dev. to treat cancer & autoimmune disease
- Approved in certain territories for certain CLL indications
- 2 Ph III studies w/ low dose subcutaneous in RMS ongoing
- Collaboration with Novartis
- 2016 net sales by Novartis were \$46M

### Tisotumab vedotin

- Antibody-drug conjugate (ADC, antibody coupled to a cell-killing agent) in development to treat solid tumors
- 2 PH I/II clinical studies in solid tumors ongoing
- License and collaboration with Seattle Genetics

### Pre-Clinical Programs

- Broad pre-clinical pipeline of >20 programs including HexaBody-DR5/DR5 & DuoBody-CD3xCD20
- Pre-clinical pipeline includes both partnered products & in-house programs based on our proprietary technologies
- Multiple INDs expected to be submitted over coming years

### HuMax®-AXL-ADC

- ADC in development to treat solid tumors
- Ph I/II clinical study for solid tumors ongoing

## TECHNOLOGIES

### DuoBody® Platform

- Genmab's proprietary bispecific antibody tech. platform
- Potential application in cancer, autoimmune, infectious, cardiovascular & CNS diseases
- Multiple ongoing collaborations incl. with Novartis, Novo Nordisk, Gilead & Janssen Biotech

### HexaBody® Technology

- Genmab's proprietary enhanced potency antibody tech. platform
- Broadly applicable tech. builds on natural antibody biology
- Pre-clinical proof-of-concept achieved
- Multiple research collaborations

### Antibody-Drug Conjugates

- Monoclonal antibodies w/ potent toxic agents coupled to them
- Expanding development area or cancer immunotherapy

### Antibody Generation Technology Platforms

- UltiMab transgenic mouse technology
- OmniAb transgenic mouse & rat platforms
- MAB Discovery's rabbit antibody platform

Read more\*

Products in development, [Daratumumab](#), [Ofatumumab](#), [Tisotumab vedotin](#), [HuMax-AXL-ADC](#), [Pre-clinical programs](#), [Technologies](#)

This document contains forward looking statements that involve significant risks and uncertainties. Discussion of which can be found in Genmab's annual report at [genmab.com](http://genmab.com). v080817