

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



## 2 marketed products

DARZALEX® marketed in the US, Europe, Japan & other countries  
Arzerra® marketed globally<sup>1</sup>



## 2 proprietary technologies

DuoBody® bispecific platform  
HexaBody® technology



## ~20 pre-clinical projects

Extensive partnered & own pre-clinical pipeline incl. DuoBody-CD40x4-1BB



## Solid financial base

Allows for building capabilities to market own product in future



## 4 proprietary clinical programs

Tisotumab vedotin, HuMax®-AXL-ADC, HexaBody-DR5/DR5, DuoBody-CD3xCD20



## 2 categories of cancer

Generate products to treat both solid tumors & hematological cancers



## 3 office locations

Facilities in Denmark, the Netherlands & USA



## 28 INDs

Investigational new drug applications filed by Genmab & partners in 18 years

DKK  
**63B**

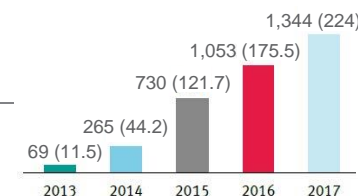
~USD 10.5 M<sup>2</sup>  
2017 year end market cap

DKK  
**2,365M**

~USD 394.2<sup>2</sup>  
2017 revenue  
30% increase versus 2016

## Operating Result

MDKK (~MUSD<sup>2</sup>)



DKK  
**1,021M**

~USD 170.2M<sup>2</sup>  
2017 operating expenses  
34% increase versus 2016

DKK  
**5,423M**

~USD 903.8M<sup>2</sup>  
2017 year end cash position

## 2018 Guidance

Income Statement	DKKM	USDM <sup>2</sup>
Revenue	2,700 – 3,100	450 - 517
Operating expenses	(1,400) – (1,600)	(233) – (267)
Operating income	1,300 – 1,500	217 - 250

<sup>2</sup>USD 1.00 = DKK 6.00



## Our Three-pronged Strategy

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



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

## 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:

GMXY

## Stock information as of May 8 2018:

### Market cap:

~DKK 80 Bn (~USD 12,810 M)

### Shares outstanding:

61,281,242

<sup>1</sup>See Arzerra "At-A-Glance" on following page for additional information

# Robust Product Pipeline and Passion for Innovation

## Development for Marketed & Genmab Proprietary Products

Product	Disease Indications	Development Phase				
		Pre-clinical	I	I/II	II	III
<b>Daratumumab</b> Target: CD38, Partner: Janssen <b>BTD (2 – MM)</b>	Multiple myeloma (MM) Amyloidosis Non-MM & Solid tumors					
<b>Ofatumumab (OMB157)</b> Target: CD20, Partner: Novartis <b>BTD (CLL)</b>	Follicular lymphoma (FL) (IV) Relapsing multiple sclerosis (RMS) (SubQ) Solid tumors					
<b>Tisotumab vedotin</b> Target: TF, Partner: Seattle Genetics						
<b>HuMax-AXL-ADC</b> Target: AXL	Solid tumors					
<b>HexaBody-DR5/DR5<sup>4</sup></b> Target: DR5	Solid tumors					
<b>DuoBody-CD3xCD20<sup>4</sup></b> Targets: CD20, CD3	Hematological malignancies					
<b>Additional Shots on Goal</b>						
<b>Teprotumumab (RV001)</b> Target: IGF-1R, Partner: River Vision <b>BTD</b>	Graves' orbitopathy					
<b>HuMax-IL8</b> Target: IL8, Partner: BMS	Advanced cancers					
<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	AML					
<b>JNJ-64007957</b> Targets: BCMA, CD3, Partner: Janssen	Relapsed or refractory MM					
<b>JNJ-64407564</b> Targets: CD3, GPRC5D, Partner: Janssen	Relapsed or refractory MM					
<b>~20 Active Pre-clinical programs incl., DuoBody-CD40x4-1BB</b>	Proprietary programs: HuMab, HuMab-ADC, DuoBody, DuoBody-ADC & HexaBody Partnered programs: HuMab, DuoBody & HexaBody					

<sup>4</sup> Announced but not yet started

Products in development: [Daratumumab](#), [Ofatumumab](#), [Tisotumab vedotin](#), [HuMax-AXL-ADC](#), [HexaBody-DR5/DR5](#), [DuoBody-CD3xCD20](#), [Pre-clinical programs](#), [Technologies](#)

## At-A-Glance – SELECTED PRODUCTS

### DARZALEX<sup>®</sup> (daratumumab)<sup>3</sup>

- First-in-class CD38 antibody in dev. to treat cancer
- Approved in combo. w/ other therapies in relapsed/refractory MM in U.S., EU & Japan; as monotherapy for heavily pretreated or double-refractory multiple myeloma in U.S. & EU; in combo w/ VMP for newly diagnosed MM in U.S.
- Multiple Phase III studies ongoing or announced in MM & amyloidosis
- Early stage studies ongoing in solid tumors & other indications
- Subcutaneous formulation in development
- Collaboration with Janssen
- 2017 net sales reported by Janssen; \$1,242M

### Tisotumab vedotin

- Antibody-drug conjugate (ADC, antibody coupled to a cell-killing agent) in dev. to treat solid tumors
- Ph II study in cervical cancer announced; two Phase I/II clinical studies in solid tumors ongoing
- 50:50 co-development with Seattle Genetics

### HuMax<sup>®</sup>-AXL-ADC

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

### DuoBody-CD3xCD20

- Proprietary bispecific antibody created with Genmab's DuoBody technology
- Phase I/II clinical trial in B-cell malignancies anticipated to start in 2018

<sup>3</sup>See local country prescribing information for precise indications

### Arzerra<sup>®</sup> (ofatumumab)<sup>3</sup>

- Human CD20 antibody in dev. to treat cancer & autoimmune disease
- Approved in certain territories for certain CLL indications. On January 22, 2018 announced that Novartis intends to transition Arzerra from commercial availability to limited availability via compassionate use programs in non-US markets.
- 2 Ph III studies w/ low dose subcutaneous in relapsing multiple sclerosis ongoing
- Collaboration with Novartis

### HexaBody-DR5/DR5

- Proprietary antibody therapeutic created with Genmab's HexaBody technology
- Composed of two non-competing HexaBody molecules that target two distinct DR5 epitopes
- Phase I/II clinical trial in solid tumors anticipated to start in 2018

### Pre-Clinical Programs

- Broad pre-clinical pipeline of >20 programs including DuoBody-CD40x4-1BB
- Pre-clinical pipeline includes both partnered products & in-house programs based on our proprietary technologies
- Multiple INDs expected to be submitted over coming years

## TECHNOLOGIES

### DuoBody<sup>®</sup> Platform

- Genmab's proprietary bispecific antibody tech.
- Generates bispecific antibodies that can bind to two targets or different epitopes on one target
- Potential application in cancer, autoimmune, infectious, cardiovascular, CNS diseases & hemophilia
- Multiple ongoing commercial & research collaborations

### Antibody-Drug Conjugates

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

### HexaBody<sup>®</sup> Technology

- Genmab's proprietary technology designed to increase the potency of antibodies
- Potential application in cancer and infectious diseases
- Broadly applicable tech. that builds on natural antibody biology

### Antibody Generation Technology Platforms

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