

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



## Foundational Products:

Solid Financial Base, Significant potential

DARZALEX<sup>®</sup> (daratumumab),  
Arzerra<sup>®</sup> (ofatumumab),  
ofatumumab [RMS]



## Our Own Clinical Pipeline

Potential first-in-class / Best-in-class

Tisotumab vedotin<sup>1</sup>, enapotamab vedotin,  
HexaBody<sup>®</sup>-DR5/DR5, DuoBody<sup>®</sup>-  
CD3xCD20, DuoBody-PD-L1x4-1BB<sup>2</sup>

CTA Submitted: DuoBody-CD40x4-1BB<sup>2</sup>  
2019 Projected IND/CTA: DuoHexaBody<sup>®</sup>-  
CD37



## Partner Programs:

Additional Shots on Goal

10 in clinical development with partners;  
royalty streams for Genmab should they  
come to market. Includes 6 DuoBody  
products with Janssen



## Technologies & Pre-Clinical

R&D Engine: Powerhouse of Innovation

DuoBody, HexaBody, DuoHexaBody,  
HexElect<sup>®</sup> platforms &  
rich-pre-clinical pipeline



## 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



Proprietary technologies allow us  
to build a world-class pipeline

Match in-house expertise  
with strategic partnerships



Deep insight into antibody biology  
& disease targets



Strong pipeline of  
first-in-class /  
best-in-class products

## 2019 Guidance

Income Statement	DKKM	USDM <sup>3</sup>
Revenue	4,800	738
Operating expenses	(2,750)	(423)
Operating income	2,050	315

<sup>3</sup>USD 1.00 =  
DKK 6.50

DKK

**66B**

~USD 10B<sup>4</sup>  
2018 year end  
Market cap

DKK

**1,645M**

~USD 248M<sup>4</sup>  
2018 operating expenses  
87% invested in R&D

<sup>4</sup>USD 1.00 =  
DKK 6.6446

DKK

**3,025M**

~USD 455M<sup>4</sup>  
2018 revenue  
28% increase vs 2017

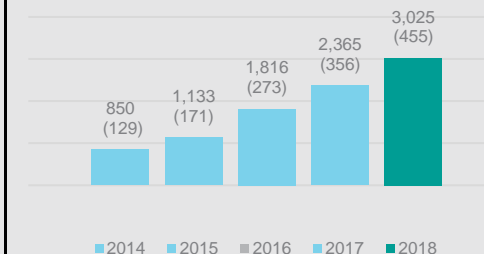
DKK

**6,106M**

~USD 919M<sup>4</sup>  
2018 year end cash position

## Revenue

MDDK  
(~MUSD<sup>4</sup>)



<sup>1</sup>In collaboration with Seattle Genetics <sup>2</sup>In collaboration with BioNTech.

This document contains forward looking statements that involve significant risks and uncertainties. For a further discussion of these risks, please refer to the risk management sections in Genmab's most recent financial reports, which are available on [www.genmab.com](http://www.genmab.com) and the risk factors included in Genmab's final prospectus for our U.S. public offering and listing and other filings with the U.S. Securities and Exchange Commission (SEC), which are available at [www.sec.gov](http://www.sec.gov). Aug 14, 2019

# Innovation Powerhouse

## Genmab Proprietary\* Products and innovative Pre-clinical Pipeline

Product	Disease Indications	Most Advanced Dev. Phase					
		Pre-clin.	I	I/II	II	III	Launch
Tisotumab vedotin Target: TF / Partner: Seattle Genetics	Cervical cancer Ovarian cancer Solid tumors						
Enapotamab vedotin Target: AXL	Solid tumors						
HexaBody-DR5/DR5 Target: DR5	Solid tumors						
DuoBody-CD3xCD20 Targets: CD3, CD20	Hematological malignancies						
DuoBody-PD-L1x4-1BB Targets: PD-L1, 4-1BB / Partner: BioNTech	Solid tumors						
DuoBody-CD40x4-1BB Targets: CD40, 4-1BB / Partner: BioNTech	Solid tumors						
IND / CTA expected in 2019	DuoHexaBody-CD37						

\* Certain products in co-development, partners as noted.

## Marketed Products

Daratumumab Target: CD38 / Partner: Janssen	MM <sup>5</sup> AL Amyloidosis Non-MM blood cancers						
Ofatumumab Target: CD20 / Partner Novartis	CLL <sup>5,6</sup> RMS						

## Partner Programs

Teptotumumab	Thyroid eye disease						
HuMax-IL8 Target: IL8 / Partner: BMS	Advanced cancers						
Camidanlumab tesirine Target: CD25 / Partner: ADCT	Lymphoma Advanced cancers						
JNJ-61186372 Targets: EGFR, cMet / Partner: Janssen	NSCLC						
JNJ-63709178 Targets: CD123, CD3 / Partner: Janssen	Acute Myeloid Leukemia (AML)						
JNJ-64007957 Targets: BCMA, CD3 / Partner: Janssen	Relapsed or refractory MM						
JNJ-64407564 Targets: GPRC5D, CD3 / Partner: Janssen	Relapsed or refractory MM						
JNJ-67571244 Targets: CD33, CD3 / Partner: Janssen	AML						
JNJ-63898081 Targets: PSMA, CD3 / Partner: Janssen	Solid tumors						
Lu AF82422 Target: alfa-Synuclein/ Partner: Lundbeck	Parkinson's disease						
Partnered programs	HuMab & DuoBody						

# Products & Technologies

## Tisotumab vedotin

- Antibody-drug conjugate (ADC) in dev.
- to treat solid tumors
- Ph. II potential reg. study in cervical cancer
- Ph II studies in ovarian & other solid tumors
- 50:50 agreement w/ Seattle Genetics

## Enapotamab vedotin

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

## HexaBody-DR5/DR5

- Proprietary antibody therapeutic created w/ Genmab's HexaBody technology
- Phase I/II clinical trial in solid tumors

## DuoBody-CD3xCD20

- Proprietary bispecific antibody created w/ Genmab's DuoBody technology
- Phase I/II clinical trial in B-cell malignancies

## DuoBody-PD-L1x4-1BB

- Bispecific antibody created w/ DuoBody tech
- Phase I/II clinical trial in solid tumors announced
- 50:50 agreement w/ BioNTech

## DuoBody-CD40x4-1BB

- Bispecific antibody created w/ DuoBody tech
- First CTA filed in March 2019
- 50:50 agreement w/ BioNTech

## DARZALEX (daratumumab)

- First-in-class CD38 antibody
- Approved in certain territories for various multiple myeloma (MM) indications<sup>5</sup>
- Multiple Ph III studies ongoing in MM, amyloidosis & SubQ formulation
- Collaboration w/ Janssen
- 2018 net sales by Janssen: \$2,025M

**Founded:** 1999

**Exchanges:** CSE / Nasdaq

**Symbol:** GMAB

**Shares outstanding:** 64,967,643

**Market Cap as of Aug. 14, 2019:** DKK 84.8B (USD 12,721M)

## Arzerra (ofatumumab)

- Human CD20 monoclonal antibody developed in collaboration w/ Novartis
- Approved in certain territories for various chronic lymphocytic leukemia (CLL) indications<sup>5,6</sup>
- 2018 net sales by Novartis: \$26M

## Ofatumumab (OMB157)

- SubQ formulation in development to treat relapsing multiple sclerosis (RMS)
- Recruitment completed in 2 Ph. III studies in RMS

## DuoBody Platform

- Bispecific antibody technology platform
- Potential in cancer, autoimmune, infectious, cardiovascular, central nervous system diseases & hemophilia
- Multiple commercial & research collaborations

## HexaBody Platform

- Enhanced potency antibody technology platform
- Broadly applicable technology that builds on natural antibody biology

## DuoHexaBody Platform

- Antibody technology that combines DuoBody & HexaBody platforms
- Creates bispecific antibodies w/ target-mediated enhanced potency

## HexElect Platform

- Antibody technology platform inspired by HexaBody platform
- Combines dual targeting w/ enhanced selectivity & potency

## Executive Management:

Jan G. J. van de Winkel, Ph.D. President & CEO

David A. Eatwell, FCCA, EVP & CFO

Judith Klimovsky M.D., EVP & CDO

<sup>5</sup> See local country prescribing information for precise indications

<sup>6</sup> Jan. 22, 2018: Novartis announced intention to transition Arzerra from commercially available to limited availability via compassionate use programs in non-US markets.