



# *MolMed S.p.A. Company Overview*

*Leading the way in Cell & Gene therapy*  
*April, 2018*



# An established dual business model leveraging common technological assets

## COMMON ASSETS

- ❑ **20+ year experience** in Cell & Gene Therapy Development and Manufacturing
- ❑ **140+ highly qualified scientist** and operators plus ~40 support staff
- ❑ 12 proprietary patent families including **256 granted patents** and 43 pending applications
- ❑ **2 GMP manufacturing facilities** of almost 5.000SQM, manufacturing of the **only 2 ex-vivo** gene therapy products **approved in EU**
- ❑ Strategic and commercial **partnership with primary big players of EU and US bio-pharma industry**

### Proprietary Pipeline
















Research, development, manufacturing and clinical validation of proprietary products

### GMP Solutions (CDMO \*)

Development and manufacturing for 3rd parties






\* Contract Development and Manufacturing Organization

# MolMed Cell & Gene anti-tumor therapies proprietary pipeline

Product/Therapy	Indication	Disc.	Precl	PhI/II	PhIII	Market
Zalmoxis®	Haplo identical Transplant in Hematological Malignancies	→				<ul style="list-style-type: none"> <li>Aug 16: EMA CMA  <b>EMA Conditional Marketing Authorization</b></li> <li>Apr-Jul 17: Commercialization &amp; Supply Agreements <b>Europe, Asia, Israel</b>   </li> <li>Dec 18: AIFA Reimbursement price  <b>€149,000 / infusion</b></li> <li>Jan 18: P&amp;R* Reimbursement price  <b>€163,900 / infusion</b></li> <li>Feb 18: Dompé option exercise for Switzerland, Turkey, Australia   </li> <li>Market Access Activities <b>ONGOING</b>   </li> </ul>
<b>CAR CD44v6</b> Liquid tumor	Liquid tumors (leukemia, myeloma)	→				<ul style="list-style-type: none"> <li>High therapeutic potential also in several <b>solid tumors</b> </li> <li>Specifically infiltrating the tumor</li> </ul>
<b>CAR CD44v6</b> Solid tumor	Solid tumors (pancreas, breast, head and neck)	→				<ul style="list-style-type: none"> <li>High safety profile (low skin toxicity) </li> <li>MoMed is Eure CART project coordinator and Phase I/II trial sponsor </li> </ul>

# GMP Development and Manufacturing service agreements

Recognized GMP capability with the 1st facility in Europe to obtain the GMP manufacturing authorization for the market

CDMO					
Product/Therapy	Partner	Preclinical	PhI/II	PhIII	Market
MPS GLD CGD		→	→		
Strimvelis		→	→	→	→
MLD WAS		→	→		
BTHAL		→	→		
IFN		→	→		
FA		→	→		
UCART		→	→		

## Key Financials: financial results improved significantly in the last three years

- ▣ **Total FY17 Revenues** of 24€ M, with Revenues from sales equal to Euro 23€ M, increased by 18.0% compared to 2016
- ▣ **Operating and Net Results** considerably improved by 40% and 38.8% respectively, compared to 2016
- ▣ **Human resources** increased year by year, from 152 employees at the end of 2016 to 186 as of December 31<sup>st</sup>, 2017

€/000	FY17	Δ		FY 2016	FY 2015	Δ	
		FY17 vs FY16				FY16 vs FY15	
		€	%			€	%
<b>Operating Revenues</b>	<b>23,987</b>	<b>1,162</b>	<b>5.1%</b>	<b>22,825</b>	<b>16,764</b>	<b>6,061</b>	<b>36,2%</b>
<i>Revenues</i>	23,000	3,516	18.0%	19,484	13,576	5,908	43,5%
<i>Other operating income</i>	987	(2,354)	(70.5%)	3,341	3,188	153	4,8%
Operating costs	32,135	(4,276)	(11.7%)	36,411	37,302	(891)	(2,4%)
<b>Operating Results</b>	<b>(8,148)</b>	<b>5,438</b>	<b>40.0%</b>	<b>(13,586)</b>	<b>(20,538)</b>	<b>6,952</b>	<b>33.8%</b>
<b>Net Result for the period</b>	<b>(8,497)</b>	<b>5,379</b>	<b>38.8%</b>	<b>(13,876)</b>	<b>(20,784)</b>	<b>6,908</b>	<b>33.2%</b>
<b>Net Financial Position<sup>(*)</sup></b>	<b>18,111</b>			<b>19,702</b>	<b>29,938</b>		
<b>Work Force (#)</b>	<b>186</b>	<b>5</b>		<b>181</b>	<b>152</b>	<b>9</b>	