



# Innovating Antibodies, Improving Lives

**39<sup>th</sup> Annual J.P. Morgan Healthcare  
Conference**

13 January 2021



## Forward looking statement

This presentation contains forward looking statements. The words “believe”, “expect”, “anticipate”, “intend” and “plan” and similar expressions identify forward looking statements. All statements other than statements of historical facts included in this presentation, including, without limitation, those regarding our financial position, business strategy, plans and objectives of management for future operations (including development plans and objectives relating to our products), are forward looking statements. Such forward looking statements involve known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward looking statements. Such forward looking statements are based on numerous assumptions regarding our present and future business strategies and the environment in which we will operate in the future. The important factors that could cause our actual results, performance or achievements to differ materially from those in the forward looking statements include, among others, risks associated with product discovery and development, uncertainties related to the

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# On the Road to 2025: Evolving Into a Fully Integrated Biotech

## Core Purpose

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

## Our Strategy

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

## Vision

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



Our Core Purpose, Strategy & Vision  
Guide Our Work



# Well Positioned for Future Growth



Consistent and solid track record



World-class pipeline & innovation with two potential near-term launches



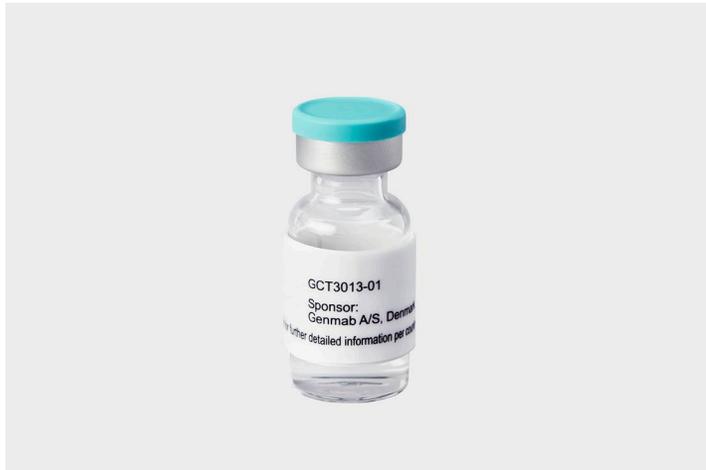
Partnerships with innovators and industry leaders



Strong Financials to invest in growth opportunities

# Consistent, Solid Track Record Fuels Our Growth: Over 20 Years of Achievements

- ✓ 38 Cumulative INDs since 1999
- ✓ 22 Genmab-created product candidates in ongoing clinical trials



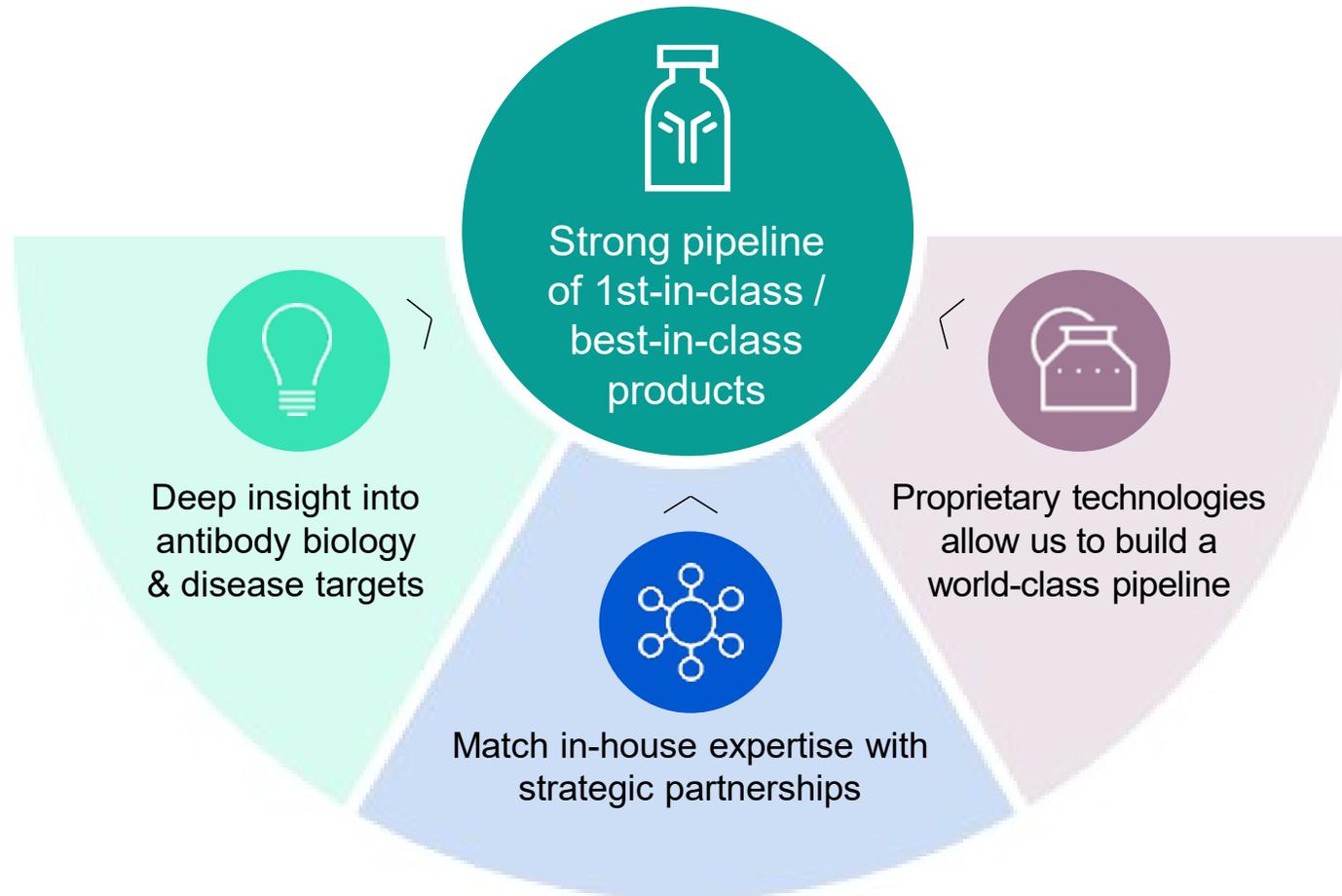
- ✓ Multiple Genmab-created products approved
- ✓ 8 Years of profitability & expanding top line
- ✓ Investing in our capabilities



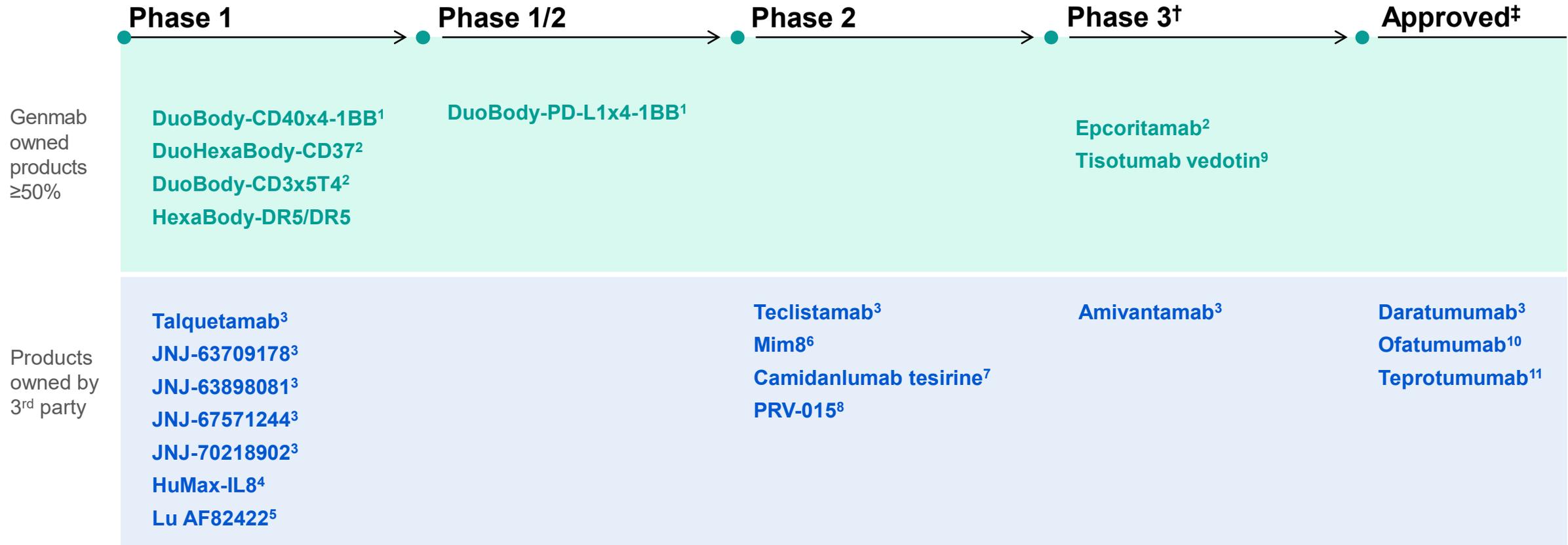
- ✓ Experienced, international management team
- ✓ Dual-listed in US & DK with 2019 US IPO



# The Genmab Difference



# Innovative Clinical Pipeline: Genmab Proprietary\* and Partnered Products - Most Advanced Development Phase



\*Products where Genmab has ownership of at least 50%

† For epcoritamab and tisotumab vedotin, Phase 3 FPD anticipated 2021

‡ See local prescribing information for full indications / safety information

<sup>1</sup>50/50 co-development with BioNTech <sup>2</sup>50/50 co-development with AbbVie; <sup>3</sup>Development by Janssen Biotech, Inc; <sup>4</sup>Development by BMS; <sup>5</sup>Development by Lundbeck;

<sup>6</sup>Development by Novo Nordisk, approved in the US; <sup>7</sup>Development by ADC Therapeutics; <sup>8</sup>Development by Provention Bio; <sup>9</sup>50/50 co-development with Seagen;

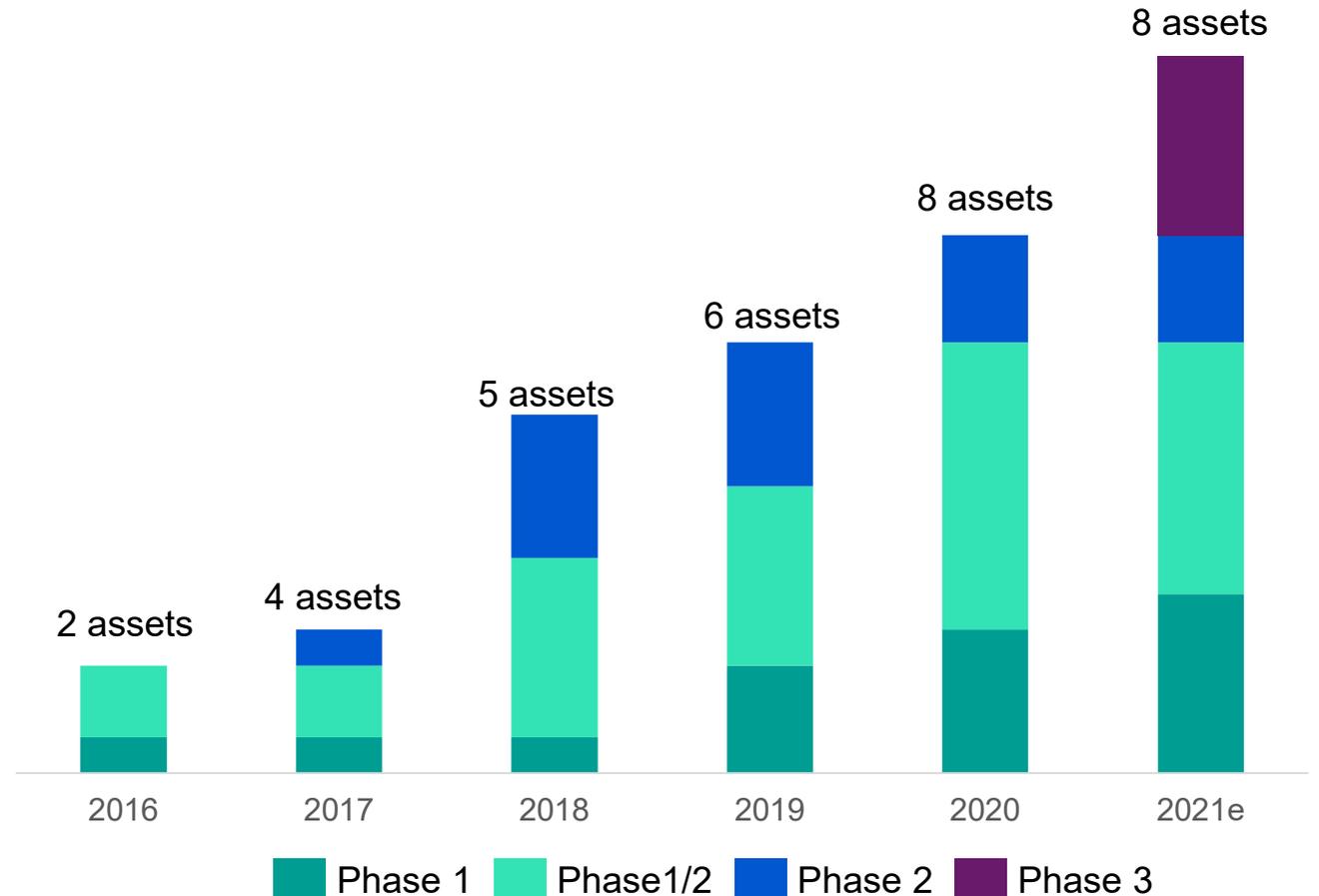
<sup>10</sup>Development by Novartis; <sup>11</sup>Development by Horizon Therapeutics, approved in the US

# Investing in the Breadth & Depth of our Pipeline

## Expanding & maturing trials for our proprietary\* assets

### R&D Engine

- DuoBody® technology
- HexaBody® technology
- DuoHexaBody® technology
- HexElect® technology



# Tisotumab Vedotin in Collaboration with Seagen

## First-in-class

- Antibody–drug conjugate (ADC) directed against Tissue Factor (TF)

## Very favorable efficacy with manageable safety profile

- Very favorable overall response in Phase 2 innovaTV 204 study vs. prior reported SoC, with manageable safety profile

## Broad population in innovaTV 204 study

- Not restricted to biomarker selection
- Pre-treated as per current SoC
- Regardless of histology



In Phase 2 innovaTV 204 study: Tisotumab vedotin demonstrated very favorable, durable responses and a manageable safety profile in 2L+ r/m cervical cancer patients



# Epcoritamab

## in Collaboration with AbbVie

### Novel MoA

- Next-generation, bispecific antibody

### Potential best-in-class

- Potential for Improved efficacy & safety

### Subcutaneous administration

- Enhanced convenience & ease of administration for HCPs & patients compared to IV infusion

### Comprehensive development plan

- Trials in several B-cell malignancies
- Trials across multiple lines of therapy
- Exploration as both monotherapy and in combination

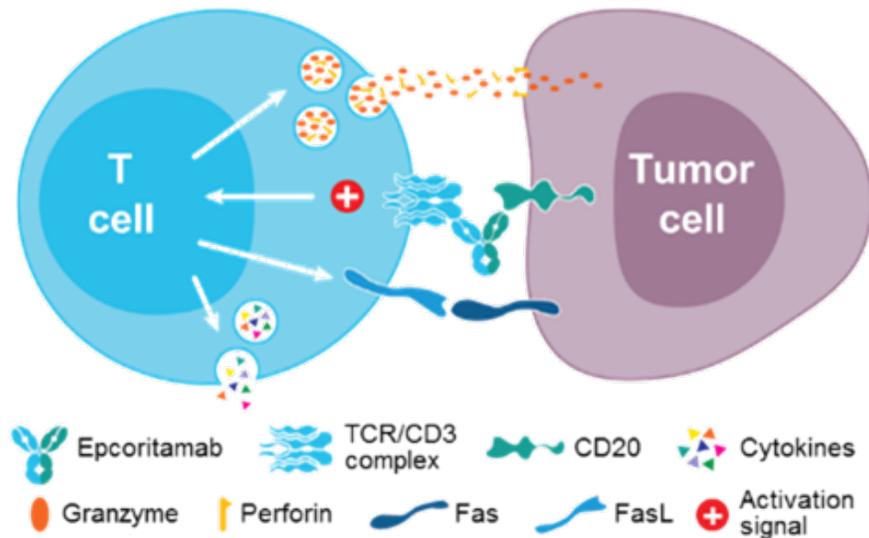


Currently investigated in several clinical trials across B-cell NHL histologies / in various combinations: Phase 2 expansion part is ongoing, as is Phase 1b exploring combinations with multiple SoC treatments. Phase 3 initiated in DLBCL, FPD anticipated 2021



# Epcoritamab: Potential Best-in-Class

## Updated Dose-escalation Data Presented at ASH 2020\*



### Novel, off-the-shelf therapy with convenient SubQ administration

- Phase 1/2 study (NCT03625037) in patients with relapsed, progressive or refractory B-cell lymphoma
- RP2D: 48 mg reached with no DLTs; MTD not reached

### Favorable safety profile

- Supports potential for combination therapies / future outpatient administration
- CRS events were Grade 1 and 2

### Demonstrated substantial single-agent activity in heavily pre-treated patients with B-NHL

- Patients with DLBCL receiving  $\geq 48$  mg:
- Responses achieved in 10 of 11 evaluable patients, including CR in 6 patients
- All patients receiving  $\geq 12$  mg who achieved CR remain in remission
- Patients with FL receiving  $\geq 12$  mg: ORR was 80%, with 60% CR
- Encouraging responses, including CR, observed in 2 of 4 evaluable patients with MCL

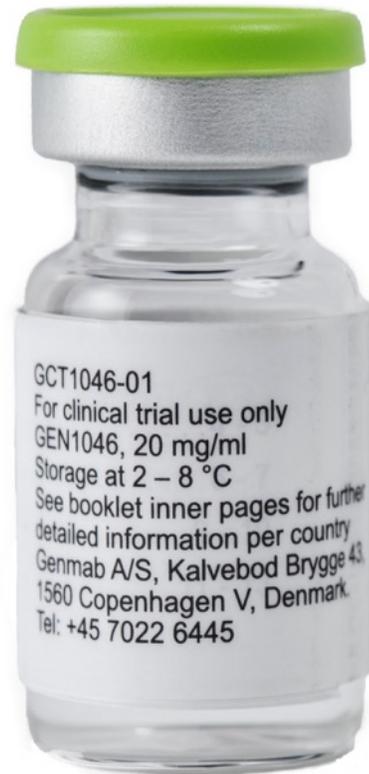
### Binds to distinct epitope

- Different from that of rituximab and obinutuzumab:
- Has potential to be partner of choice in combinations with SoC therapies containing rituximab

# DuoBody-PD-L1x4-1BB (GEN1046) & DuoBody-CD40x4-1BB (GEN1042) in Collaboration with BioNTech

## GEN1046

- First-in-class bispecific next generation checkpoint immunotherapy
- Designed to enhance T-cell and NK cell function through conditional 4-1BB co-stimulation
- Simultaneously blocking the PD-L1 axis
- Enhances proliferation and cytokine production of activated T-cells
- Activates immune cells in the tumor-draining lymph nodes
- Induces tumor regression *in vivo*.



## GEN1042

- First-in-class bispecific antibody
- Designed to conditionally activate both CD40-expressing antigen-presenting cells (APC) and 4-1BB-expressing T cells
- Conditionally activates T cells and APC in the presence of CD40-expressing cells



# Earlier Stage Clinical Development



## DuoHexaBody-CD37

- Combination of DuoBody & HexaBody platforms
- Novel target for hematological malignancies
- Unique MoA
- Dose escalation ongoing
- 50:50 co-development with AbbVie



## DuoBody-CD3x5T4

- Based on proprietary DuoBody Technology
- CD3 bispecific, T cell mediated cytotoxicity of 5T4+ tumor cells
- 5T4 expressed on multiple solid tumors, limited expression in healthy tissue
- Dose escalation ongoing
- 50:50 co-development with AbbVie



## HexaBody-DR5/DR5

- First HexaBody in the clinic
- Targets 2 distinct DR5 epitopes
- DR5 clustering & DR5 agonist activity
- Dose escalation ongoing in multiple solid tumors

# Approved Antibody Therapeutics Created by Genmab

DARZALEX® (daratumumab) & DARZALEX FASPRO® Redefining Treatment of Multiple Myeloma\*

Collaboration with **Janssen Biotech, Inc.:** Genmab entitled to tiered royalty of 12-20% of net sales

DARZALEX FASPRO first and only SubQ CD38 mAb approved in U.S. for treatment of MM



Kesimpta® (ofatumumab)  
Approved in U.S. in Relapsing Multiple Sclerosis\*

Collaboration with **Novartis:** Genmab entitled to royalty of 10% of net sales

First B-cell therapy that can be self-administered by patients at home using Sensoready® autoinjector pen



TEPEZZA® (teprotumumab)  
Approved in U.S. in Thyroid Eye disease (TED)\*

Developed and commercialized by **Horizon Therapeutics:** Genmab entitled to mid single digit royalty of net sales

First and only U.S. FDA-approved medicine for treatment of TED



# Building Our Capabilities



## Research

Track record of success and investing for tomorrow

- State-of-the-art facilities
- Novel technologies and formats
- External innovation



## Development

Scaling up to expand from early to late stage

- Clinical development & operations
- Disease area expertise
- Medical Affairs, Safety and Regulatory



## Commercialization

Step change in our business

- Leadership team in place
- Focused on U.S. and Japan
- Building expanded team

Enabling functions to support growth & manage risk

Data Sciences to drive insights

# 2020 Guidance: Recurring Revenue Growth and Focused Investments

Income Statement	DKKM	~USDM*
Revenue	9,250 – 9,850	1,423 – 1,515
Operating Expenses	(3,850) – (3,950)	(592) – (608)
Operating Income	5,350 – 5,950	823 - 915

## Key Observations

### Summary P&L

- DARZALEX royalties of ~DKK 4.1bn to ~DKK 4.5bn to drive recurring revenue growth
- Nearly 90% of USD 750M upfront from AbbVie collab. recognized immediately
- Growth in operating expenses driven by expanding and accelerating our clinical pipeline

### DARZALEX Sales of USD 3.9bn – USD 4.2bn

- Significant opportunity for growth in 1L MM market
- SubQ DARZALEX approvals in H1 in U.S. & EU
- Market share gain in the U.S. and RoW driven by uptake in all lines of treatment
- 8 approved indications in U.S., late stage to 1L MM

# Key 2021 Priorities: Build a Strong Differentiated Product Pipeline & Bring Own Medicines to Market

Priority	✓ Targeted Milestones
Bring our own medicines to patients	<ul style="list-style-type: none"> <li>» Tisotumab vedotin<sup>1</sup> - U.S. FDA decision on BLA and progress to market</li> <li>» Tisotumab vedotin - JNDA submission in cervical cancer</li> <li>» Epcoritamab<sup>2</sup> - acceleration &amp; maximization of development program by advancing expansion cohorts and initiating additional Phase 3 trials</li> </ul>
Build world-class differentiated product pipeline	<ul style="list-style-type: none"> <li>» DuoBody-PD-L1x4-1BB<sup>3</sup> – expansion cohort data</li> <li>» DuoBody-CD40x4-1BB<sup>3</sup> – dose escalation data</li> <li>» Tisotumab vedotin – data in other tumor indication</li> <li>» Earlier stage products – progress &amp; expand innovative product pipeline</li> </ul>
Become leading integrated innovation powerhouse	<ul style="list-style-type: none"> <li>» Operational commercialization model in US &amp; Japan</li> <li>» Further strengthen solid financial foundation</li> </ul>

# Well On Track to Reaching Our 2025 Vision



## Successful track record

## Genmab profile today

Focus Areas

### Strategy

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

Progress

### Sustained Execution

### 2025 Vision

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

**Building fully integrated biotech innovation powerhouse**



**2 potential near-term Genmab owned product launches**



**Imperative to invest**



**Remain focused and disciplined**

