

# 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

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## **Towards 2030:**

Evolving Into a Fully Integrated Biotech Innovation Powerhouse



#### **Core Purpose**

Our unstoppable team will improve the lives of patients through innovative and differentiated antibody therapeutics.

#### **Our Strategy**

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

#### Vision

By 2030, our KYSO® antibody medicines are fundamentally transforming the lives of people with cancer and other serious diseases.





- ✓ Over 40 cumulative INDs since 1999
- ✓ Innovative clinical pipeline: 10 Genmab owned ≥50%
- √ 8 approved medicines based on Genmab's innovation and antibody expertise
- ✓ Two approved medicines: Tivdak® (tisotumab vedotin-tftv) and EPKINLY®/TEPKINLY® (epcoritamab)

- ✓ Growing recurring revenue
- ✓ Sustainably profitable with cash position of ~USD 4.2B
- ✓ Investing in our capabilities
- ✓ Experienced, international leadership team

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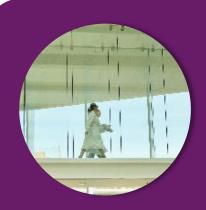
## The Genmab Model



Deep insight into antibody biology & disease targets



Proprietary technologies enable us to build a world-class pipeline



Match in-house expertise with strategic collaborations & partnerships



Strong pipeline of potential 1st-in-class / best-in-class products



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



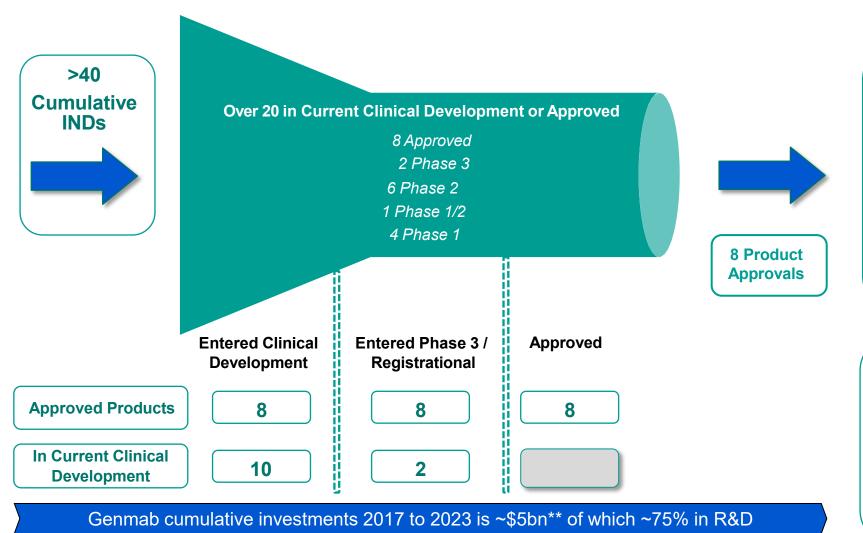


<sup>\*</sup>Products where Genmab has ownership of at least 50%

<sup>‡</sup>See local prescribing information for full indications / safety information

<sup>&</sup>lt;sup>1</sup>Co-development with BioNTech; <sup>2</sup>Genmab is developing HexaBody-CD38 in an exclusive worldwide license and option agreement with Janssen; <sup>3</sup>Co-development with AbbVie; <sup>4</sup>Co-development with; Seagen (Pfizer) <sup>5</sup>Development by Sanofi; <sup>6</sup>Development by Lundbeck; <sup>7</sup>Development and/or discovery by Janssen; <sup>8</sup>Development by Pfizer (Global Blood Therapeutics); <sup>9</sup>Development by Novo Nordisk; <sup>10</sup>Development by Novartis; <sup>11</sup>Development by Amgen

# **Power of Discovery and Drug Development Engine**



2024 Revenue Guidance:
\$2.8bn -\$3.0bn

End-Market: \$17.5bn\*

End-Market: \$17.5bn\*

TEPEZZĂ.
(daratumumab)

(ofatumumab)

(ofatum

#### **Genmab Proprietary Pipeline**

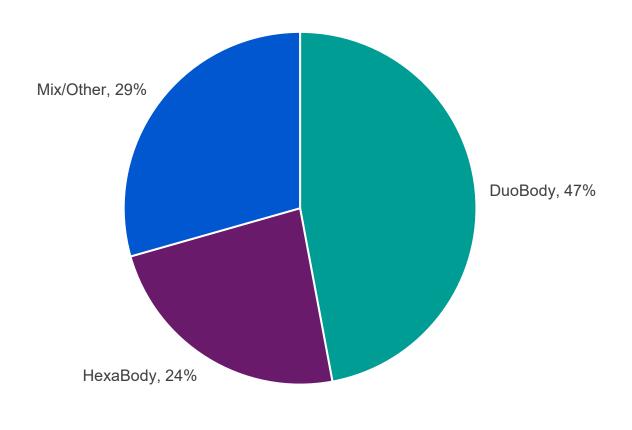
From 2 in development in 2017 to 2 approved and 10 in development by 2024



# World-class R&D Engine

DuoBody

## **Innovative Technologies Powering Our Pipeline**



HexaBody

Mix/Other



**DuoBody technology** 



HexaBody technology



DuoHexaBody® technology



HexElect® technology



# EPKINLY/TEPKINLY (epcoritamab) Approved in the U.S., Europe and Japan

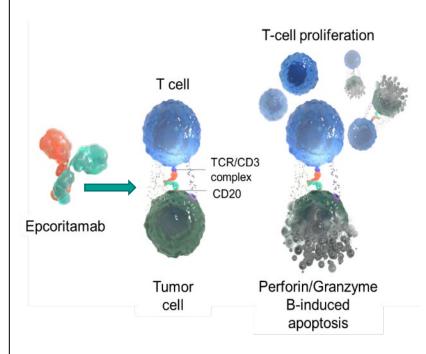
Approved in U.S., Europe, Japan and other territories<sup>1</sup>

- First bispecific antibody in U.S. to treat adults with R/R DLBCL<sup>1</sup>
- First and only SC bispecific antibody in Europe to treat adults with R/R DLBCL<sup>1</sup>
- First and only bispecific antibody in Japan to treat adults with certain types of R/R LBCL<sup>1</sup>

Bispecific antibody delivered as off the shelf, rapid, SC injection, studied in B-NHL<sup>2,3</sup>



#### **Mechanism of Action**





# **Broad & Comprehensive Epcoritamab Development Plan**

B-NHL Type		Intervention	Most Advanced Phase
Front-line DLBCL		Encepitement   D. CHOD	Dhara 2
DLBCL		Epcoritamab + R-CHOP	Phase 3
	Anthracycline ineligible elderly patients	Epcoritamab +/- lenalidomide	Phase 2
		Epcoritamab + pola-R-CHP	Phase 1b/2
FL		Epcoritamab + R <sup>2</sup>	Phase 3
		Epcoritamab + BR	Phase 1b/2
Relapsed or refracto	ory		
DLBCL	ASCT ineligible patients	Epcoritamab + lenalidomide	Phase 3
		Epcoritamab vs SOC	Phase 3
		Epcoritamab + lenalidomide	Phase 1b/2
		Epcoritamab + lenalidomide + ibrutinib	Phase 1b/2
	ASCT eligible patients	Epcoritamab + R-DHAX/C	Phase 1b/2
	ASCT eligible patients	Epcoritamab + R-ICE	Phase 1b/2
	ASCT eligible patients	Epcoritamab + Salvage	Phase 3
		Epcoritamab + GemOx	Phase 1b/2
FL		Epcoritamab + R <sup>2</sup>	Phase 3
		Epcoritamab + lenalidomide	Phase 1b/2
DLBCL & FL	Outpatient	Epcoritamab monotherapy	Phase 2
B-NHL	DLBCL, FL, MCL	Epcoritamab monotherapy	Phase 2
	Japanese patients	Epcoritamab monotherapy	Phase 1/2
	Pediatric patients	Epcoritamab monotherapy	Phase 1
	Chinese patients	Epcoritamab monotherapy and + SOC	Phase 1
CLL	CLL	Epcoritamab + venetoclax	Phase 2*
	Chemo-ineligible frontline & R/R Richter's Syndrome	Epcoritamab monotherapy	Phase 1b/2
	Chemo-eligible frontline & R/R Richter's Syndrome	Epcoritamab + R-CHOP	Phase 1b/2
	Chemo-ineligible Richter's Syndrome	Epcoritamab + lenalidomide	Phase 1b/2
	Double-exposed CLL	Epcoritamab monotherapy	Phase 1b/2
	CLL	Epcoritamab + venetoclax	Phase 1b/2

B-NHL: B-cell Non-Hodgkin Lymphoma; BR: bendamustine + rituximab; DLBCL: diffuse large B-cell lymphoma; FL: follicular lymphoma; MCL: mantle cell lymphoma; SOC: standard of care; R2 = Revlimid + rituximab; pola-R-CHP: polatuzumab vedotin, rituximab, cyclophosphamide, HCL, prednisone; R-ICE = rituximab, ifosfamide, carboplatin, and etoposide phosphate

# Tivdak (tisotumab vedotin-tftv) Approved in the U.S.

- U.S. FDA: recurrent or metastatic cervical cancer with disease progression on or after chemo\*
- First and only approved ADC for this population
- First Genmab-owned therapy to receive regulatory approval
- Pursuing potential in early lines of cervical cancer and in other solid tumors







# **Broad Collaboration with BioNTech**

Acasunlimab (GEN1046/BNT311, DuoBody-PD-L1x4-1BB)

- Potential first-in-class, bispecific next gen. immunotherapy
- Potential in solid tumors
- Encouraging clinical activity & manageable safety<sup>1</sup>
- Phase 2 trial in NSCLC<sup>2</sup>



- Potential first-in-class bispecific next gen. immunotherapy
- Potential in solid tumors
- Encouraging clinical activity
   & manageable safety<sup>3</sup>
- Phase 1/2 trials incl.
   expansion cohorts,
   combination therapy with
   pembrolizumab and
   chemo, currently enrolling



- Proprietary HexaBody technology
- Potential in solid tumors
- In pre-clinical studies in vitro and in vivo,
   GEN1053 increased Tcell activation,
   proliferation, cytokine secretion, cytotoxic activity<sup>4</sup>
- FiH study in solid tumors currently ongoing



- Potential in solid tumors
- Aimed at boosting antitumor immune responses through EpCAM-dependent 4-1BB agonistic activity
- Phase 1/2 clinical trial of GEN1059 in solid tumors is ongoing.



- Garralda E. et al. SITC 2020, Poster 412.
- See clinicaltrials.gov for specific trial details
- Johnson M. et al SITC 2021
- Nürmberger K et al SITC 2022

# **Genmab Owned Investigational Medicines** in Clinical Development



#### GEN3014 (HexaBody-CD38)

- Proprietary HexaBody technology
- Potentially add to/broaden DARZALEX franchise
- Developing under exclusive WW license and option agreement with Janssen
- Phase 1/2 trial in R/R hem. malig. ongoing incl. cohort in R/R multiple myeloma, head-to-head with daratumumab

#### GEN1047 (DuoBody-CD3xB7H4)

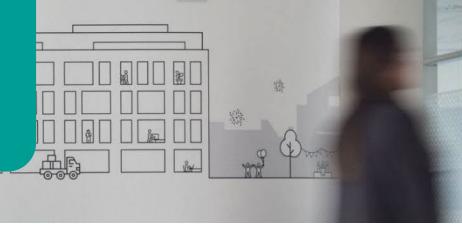
- Proprietary DuoBody technology
- In pre-clin. studies induced T-cell mediated cytotoxicity of B7H4positive tumor cells
- Potential in solid cancer indications known to express B7H4
- Phase 1/2 trial in solid tumors ongoing

#### GEN3017 (DuoBody-CD3xCD30)

- Proprietary DuoBody technology
- Potential in hematologic malignancies
- In pre-clin. studies induced potent
   T-cell mediated cytotoxicity of
   CD30-expressing tumor cells
- Phase 1/2 trial in R/R classical Hodgkin lymphoma and NHL



# **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, Translational Research, Safety and Regulatory



## Commercialization

Evolving into end-to-end, fully integrated biotech

- Experienced team in place
- Focused on U.S. and Japan
- Two approved medicines: Tivdak & EPKINLY

Enabling functions to support growth & manage risk

Data Sciences to drive insights



# **Approved Antibody Therapeutics Incorporating Genmab's Innovation**



Developed & commercialized by Janssen

 Redefining Treatment of Multiple Myeloma (MM)\*



Co-discovered, developed & commercialized by Janssen

 Approved in U.S. & EU for patients with locally advanced or metastatic NSCLC with EGFR Exon 20 insertion mutations\*



Commercialized by Novartis

 Approved in U.S., EU & Japan in relapsing multiple sclerosis (RMS)\*



Discovered, developed & commercialized by Janssen

 Approved in U.S. & EU for patients with relapsed and refractory MM\*



Developed and commercialized by Amgen

 Approved in U.S. in thyroid eye disease (TED)\*



Discovered, developed & commercialized by Janssen

 Approved in U.S. & EU for patients with relapsed and refractory MM\*



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## 2024 Guidance

# Recurring Revenue Growth and Focused Investments

Key Figures (DKKM)	2024 Guidance	2024 Guidance Mid - Point
Revenue	18,700 – 20,500	19,600
Royalties	15,600 – 16,700	16,150
Net Product Sales/Collaboration Revenue**	1,700 – 2,200	1,950
Milestones/Reimbursement Revenue	1,400 – 1,600	1,500
Gross Profit***	18,000 – 19,500	18,750
Operating Expenses***	(12,400) – (13,400)	(12,900)
Operating Profit	4,600 – 7,100	5,850

Genmab Net Product Sales/Collaboration Revenue increasingly contributing to revenue growth

Growth in operating expenses to support expanding mid / late-stage development programs – EPKINLY, Tivdak, Acasunlimab (GEN1046) and GEN1042

Underlying profitability back to significant growth



\*Mid-point of guidance range

\*\*Net Product Sales and Collaboration Revenue consists of EPKINLY Net Product Sales in the U.S. and Japan and Tivdak (Genmab's share of net profits) in the U.S.

# **2024 Priorities:**

# Further Advancing Our Differentiated Product Pipeline Towards The Market



Bring Our Own Medicines to Patients & Expand Our Markets

#### **EPKINLY**<sup>1</sup>

- Initiate three Phase 3 trials
- Expand epcoritamab label to include R/R FL

#### Tivdak<sup>2</sup>

Initiate Phase 3 study in H&N

Execute successful launches & growth in key markets



**Build World-class Differentiated Pipeline** 

#### Acasunlimab (GEN1046)<sup>3</sup>

Initiate Phase 3 study (2L NSCLC)

#### **GEN1042** (DuoBody-CD40x4-1BB)<sup>3</sup>

 Phase 2 data and determine next steps

Expand and advance proprietary product portfolio



# Invest in Our People, Culture & Society

Further scale organization aligned with differentiated antibody product portfolio growth and future launches



Become a Leading
Integrated Biotech
Innovation Powerhouse

Use solid financial base to grow and broaden antibody product and technology portfolio

# **Driving Towards Our 2030 Vision**

# Genmal

- Clear Vision
- Focused Strategy
- Effective
   Execution



### **Genmab Today**

2 approved medicines

Significant & growing recurring revenues

Strong rationale to invest

Focused & disciplined



#### **Our Future**

Fully-integrated biotech innovation powerhouse





# A Leading International Biotech With Large Free Float

- Ordinary shares: Nasdaq Copenhagen, DK
- ADSs: Nasdaq Global Select USA
- Shares world-wide incl: US, DK, NL, UK
- Market Cap:
  - ~ DKK 144bn
  - ~ USD 21bn
- Shares outstanding: ~66M



# Our Approach to Corporate Social Responsibility (CSR)

Genmab is committed to being a socially responsible and sustainable biotechnology company. Our commitment to CSR is anchored in our company's purpose, values and vision. Being socially responsible is fundamental to the way we do business.



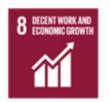
#### **Our Pillars**



# Our Commitment to the UN Sustainable Development Goals

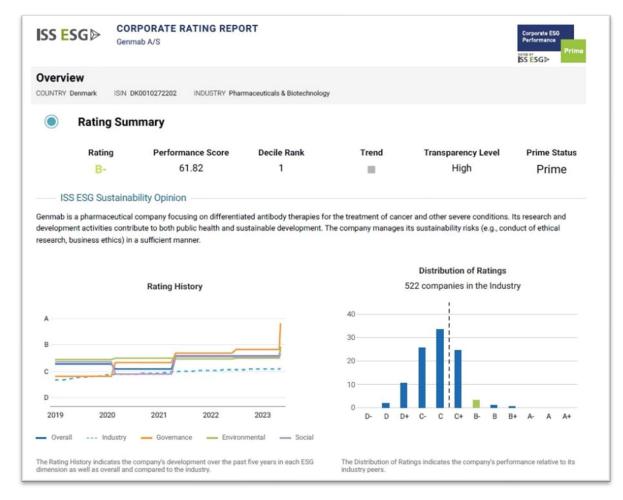


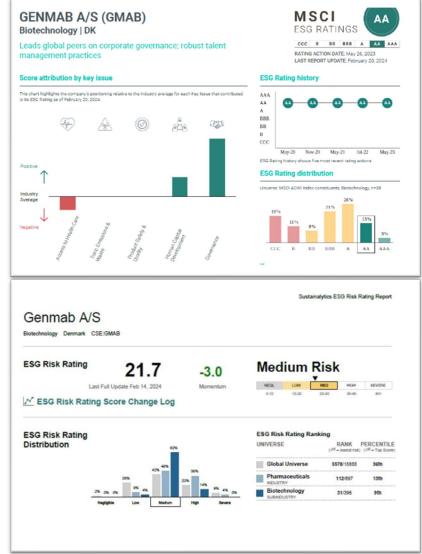






# Genmab's ESG Performance: Well-Rated Company





# Innovation Powerhouse: Cutting Edge Proprietary Technologies

Technology		Principle	Applications
DuoBody	8	Bispecific antibodies	Dual targeting
HexaBody	3000	Target-mediated enhanced hexamerization	Enhanced potency
DuoHexaBody	3000 30000 30000	Bispecific antibodies with target- mediated enhanced hexamerization	Dual targeting + enhanced potency
HexElect		Two co-dependent antibodies with target-mediated enhanced hexamerization	Dual targeting + enhanced potency & selectivity



# Innovative Pipeline: Genmab's Proprietary<sup>1</sup> Products

Product	Developed By	Disease Indications	Most Advanced Develo	Most Advanced Development Phase			
			Preclinical	1	2	3	
Epcoritamab	Co-development Genmab / AbbVie	Relapsed/refractory DLBCL					
		Relapsed/refractory FL					
		First line DLBCL					
		First line FL					
		B-cell NHL		<mark></mark>			
		Relapsed/refractory CLL & Richter's Syndrome		<mark></mark>			
		Aggressive mature B-cell neoplasms in pediatric patients					
Tisotumab vedotin	Co-development Genmab / Pfizer	Cervical cancer					
		Solid tumors					
Acasunlimab	Co-development Genmab / BioNTech	NSCLC					
(GEN1046/BNT311, DuoBody-PD- L1x4-1BB)		Solid tumors					
<b>DuoBody-CD40x4-1BB</b> (GEN1042/BNT312)	Co-development Genmab / BioNTech	Solid tumors					
HexaBody-CD38 (GEN3014)	Genmab <sup>2</sup>	Hematologic malignancies					
DuoBody-CD3xB7H4 (GEN1047)	Genmab	Solid tumors					
DuoBody-CD3xCD30 (GEN3017)	Genmab	Relapsed/refractory Hodgkin lymphoma & NHL					
HexaBody-CD27 (GEN1053/BNT313)	Co-development Genmab / BioNTech	Solid tumors					
DuoBody-EpCAMx4-1BB (GEN1059/BNT314)	Co-development Genmab / BioNTech	Solid tumors					
<b>GEN1056</b> (BNT322)	Co-development Genmab / BioNTech	Solid tumors					



# Programs Incorporating Genmab's Innovation and Technology, ≥Phase 2 Development

Technology	Discovered and/or Developed By	Disease Indications	Most Advanced Development Phase			
			Pre-clinical	1	2	3
UltiMAb*	Janssen	MM				
		AL Amyloidosis				
UltiMAb	Amgen	TED				
DuoBody	Janssen	NSCLC				
		Advanced or metastatic gastric or esophageal cancer				
		Hepatocellular carcinoma				
		Advanced or metastatic colorectal cancer				
DuoBody	Janssen	MM				
DuoBody	Janssen	MM				
UltiMAb	Pfizer	Vaso-occlusive crises in sickle cell disease				
DuoBody	Novo Nordisk	Hemophilia A				
UltiMAb	Sanofi	Celiac disease				
UltiMAb	Lundbeck	Multiple system atrophy				
	UltiMAb*  UltiMAb  DuoBody  DuoBody  UltiMAb  DuoBody  UltiMAb  DuoBody  UltiMAb	UltiMAb* Janssen  UltiMAb Amgen  DuoBody Janssen  DuoBody Janssen  UltiMAb Pfizer  DuoBody Novo Nordisk  UltiMAb Sanofi	UltiMAb* Janssen MM  AL Amyloidosis  UltiMAb Amgen TED  DuoBody Janssen NSCLC  Advanced or metastatic gastric or esophageal cancer  Hepatocellular carcinoma  Advanced or metastatic colorectal cancer  DuoBody Janssen MM  DuoBody Janssen MM  UltiMAb Pfizer Vaso-occlusive crises in sickle cell disease  DuoBody Novo Nordisk Hemophilia A  UltiMAb Sanofi Celiac disease	Developed By  Disease Indications  Most Advance Pre-clinical  UltiMAb*  Janssen  MM  AL Amyloidosis  UltiMAb Amgen  TED  DuoBody  Janssen  NSCLC  Advanced or metastatic gastric or esophageal cancer  Hepatocellular carcinoma  Advanced or metastatic colorectal cancer  DuoBody  Janssen  MM  DuoBody  Janssen  MM  UltiMAb  Pfizer  Vaso-occlusive crises in sickle cell disease  DuoBody  Novo Nordisk  Hemophilia A  Celiac disease	DuoBody Janssen MM  UltiMAb Pfizer Vaso-occlusive crises in sickle cell disease  DuoBody Novo Nordisk Hemophilia A  UltiMAb Sanofi Celiac disease	DuoBody   Janssen   MM   Janssen   MM   Janssen   Janssen   MSCLC   Janssen   Most Advanced Development Phase   Most Advanced Development Phase   Pre-clinical   1   2   2   3   3   3   3   3   3   3   3



# Our Goal in Cervical Cancer: Establish Tivdak® as a Clear Choice in 2L+ Settings

#### **mCC** Treatment Landscape

~50% PD-L1+

~50% PD-L1+

~50% PD-L1-

Pembro + Chemotherapy +/-**Bevacizumab\* or Chemotherapy +/-Bevacizumab** 

**Chemotherapy +/- Bevacizumab\*** 

2L

Pembro\*\*, Other IO\*\*, or Chemo



~50% PD-L1-



#### **All Patient Types**



Pembrolizumab or Chemotherapy



nation with chemo +/- bev in 1L for PD-L1 positive patients only in the US at this time, global



