



*Innovating  
antibodies,  
improving lives*

# Quarter End Results

Period Ended September 30, 2015



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# 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 outcome of clinical trials, slower than expected rates of patient recruitment, unforeseen safety issues resulting from the administration of our products in patients, uncertainties related to product manufacturing, the lack of market acceptance of our products, our inability to manage growth, the competitive environment in relation to our business area and markets, our inability to attract and retain suitably qualified personnel, the unenforceability or lack of protection of our patents and proprietary rights, our relationships with affiliated entities, changes and developments in technology which may render our products obsolete, and other factors. Further, certain forward looking statements are based upon assumptions of future events which may not prove to be accurate. The forward looking statements in this document speak only as at the date of this presentation.

## Key Achievements 2015

### Daratumumab

- **Regulatory submissions in double refractory MM granted Priority Review in US & accelerated assessment in EU**
- Positive Phase II data in double refractory MM
- Enrollment complete in two Phase III studies (Pollux & Castor)
- \$35 M in milestones from Janssen collaboration

### Arzerra® (ofatumumab)

- US & EU regulatory submissions in maintenance CLL – Priority Review from FDA
- Positive Phase III data in relapsed CLL
- Collaboration transferred from GSK to Novartis for cancer indications; transfer pending for autoimmune indications

### Other Key Highlights

- Encouraging preliminary Phase I data for HuMax-TF-ADC
- DuoBody® commercial collaborations with Novo Nordisk, BioNovion & BioNTech
- Progress in DuoBody commercial collaboration with Janssen
- Acquired rights to antibodies & IP from iDD Biotech & BMS
- Improved operating result by DKK 151 M vs 1<sup>st</sup> 9 mos. 2014

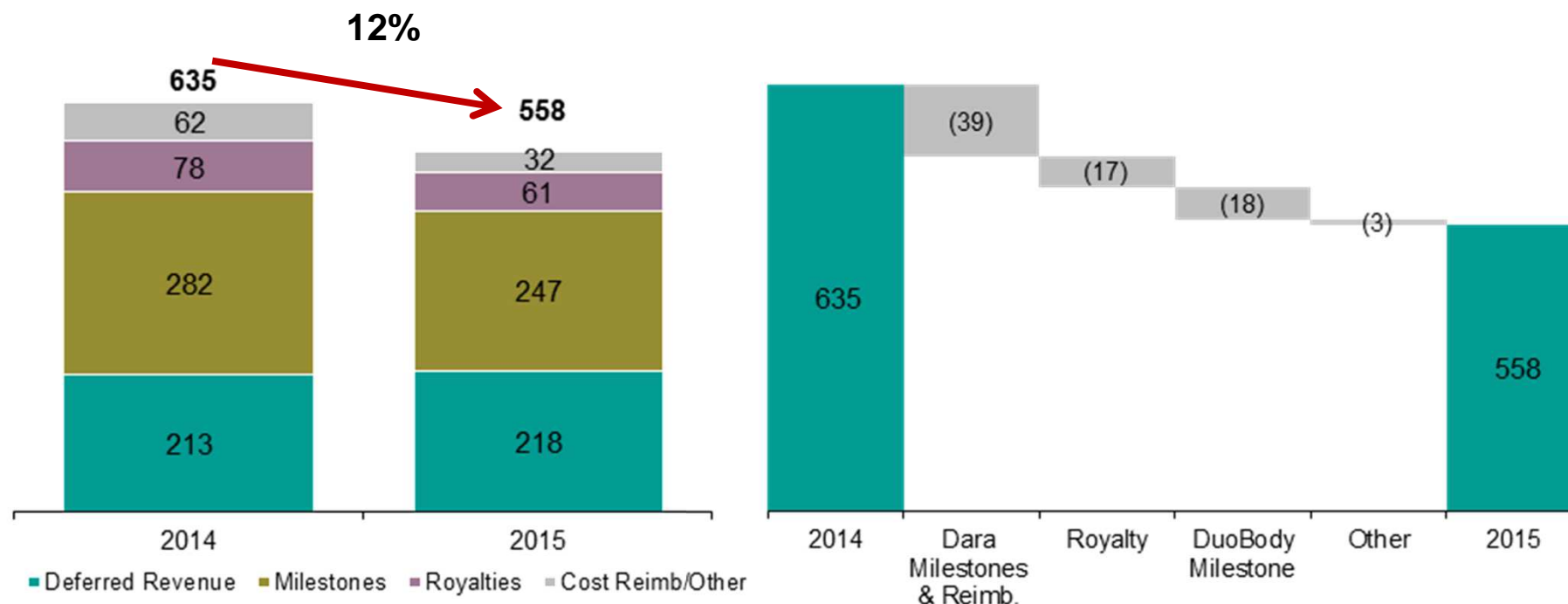
## Income Statement: Nine Months Ended September 30

	<u>2015</u>	<u>2014</u>		<u>2015</u>	<u>2014</u>
	DKK millions		Change	USD millions	**
Revenue	558	635	(77)	84	95
R&D Costs	(311)	(374)	63	(47)	(56)
G&A Expenses	(68)	(57)	(11)	(10)	(8)
Operating Expenses	(379)	(431)	52	(57)	(64)
Other Income	176	-	176	26	-
Operating Result	355	204	151	53	31
Net Financial Items & Tax	19	28	(9)	3	4
Net Result	374	232	142	56	35
Cash position increase/(decrease)*	545	1,082		82	162
Cash position at end of period*	3,206	2,639		481	396

\*Cash, cash equivalents, and marketable securities

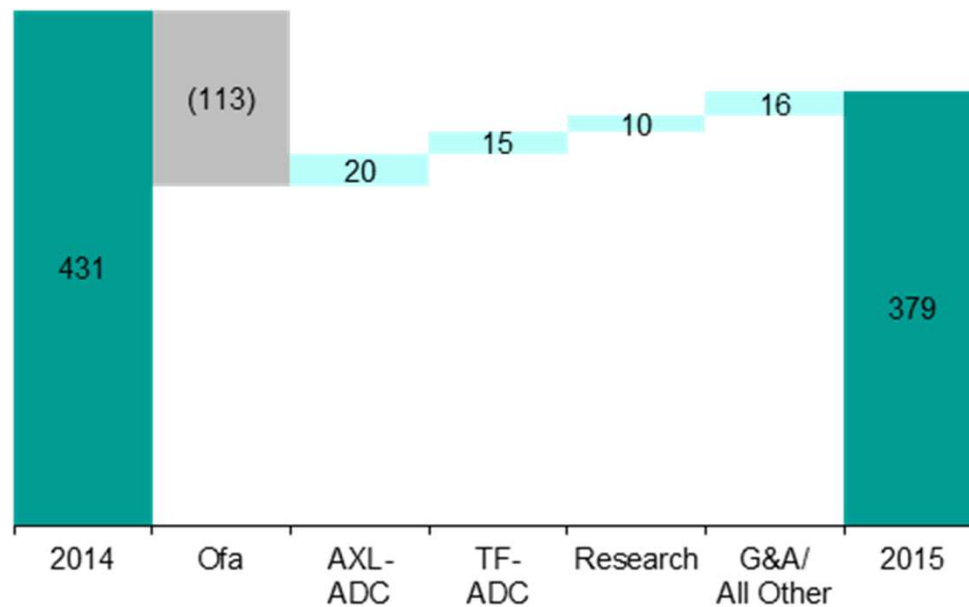
\*\* USD 1.00 = DKK 6.6588 (Danish Central Bank spot rate on September 30, 2015)

# Revenue 2015 vs. 2014 – Nine Months Ended September 30

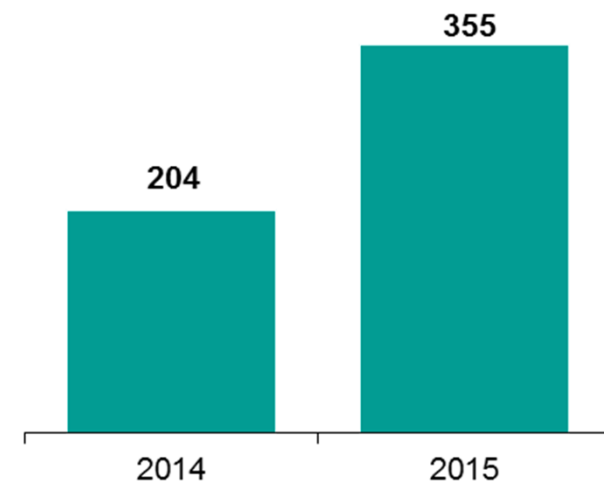


# Expenses Reduced, Increased Operating Result 2015 Year to Date

Reduced Operating Expenses

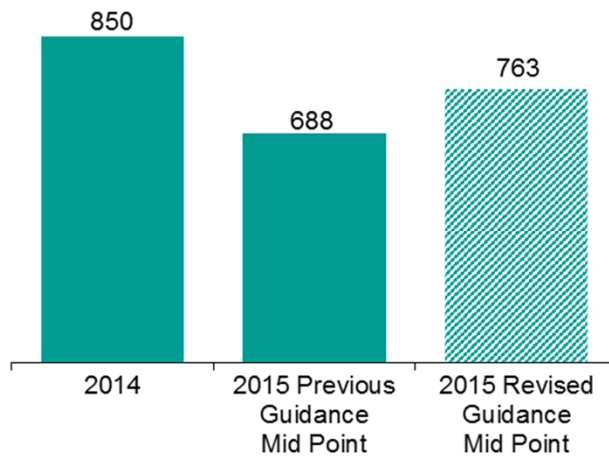


Operating Result increase mainly due to GSK liability reversal of DKK 176M



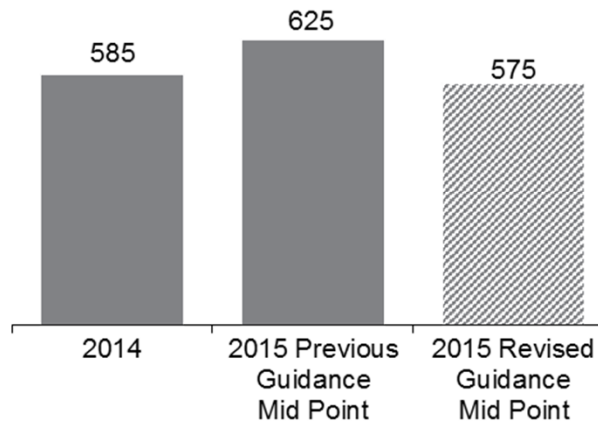
# Overview – Improved 2015 Guidance

## Revenue



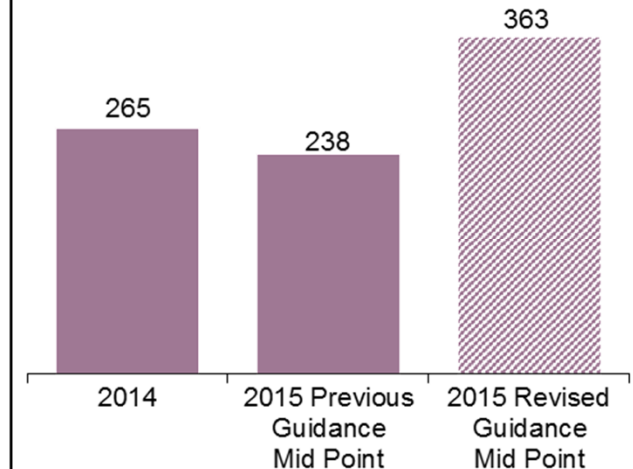
- **Guidance range: DKK 725M to DKK 800M**
- **Daratumumab milestones of DKK 240M - 300M**
  - USD 45M milestone associated with first US commercial sale not included
- **Arzerra royalties of DKK 80M**

## Operating Expenses



- **Guidance range: DKK 550M to DKK 600M**
- **Mid point decrease of 2% from 2014**

## Operating Result & Cash



- **Guidance range: DKK 325M to DKK 400M**
- **Includes reversal of GSK liability of DKK 175M**
- **Mid point increase of DKK 98M from 2014**
- **Cash position\* at end of year of DKK 3,000M to 3,100M**

\*Cash, cash equivalents, and marketable securities. All amounts in DKK millions unless otherwise noted

## Outlook Themes - 2016



Increase investment in clinical pipeline & accelerate pre-clinical product candidates



No GSK deferred revenue (DKK 208M) & no one off long term liability (DKK 176M)



Milestone variability: daratumumab first US commercial sale milestone in 2015 or 2016



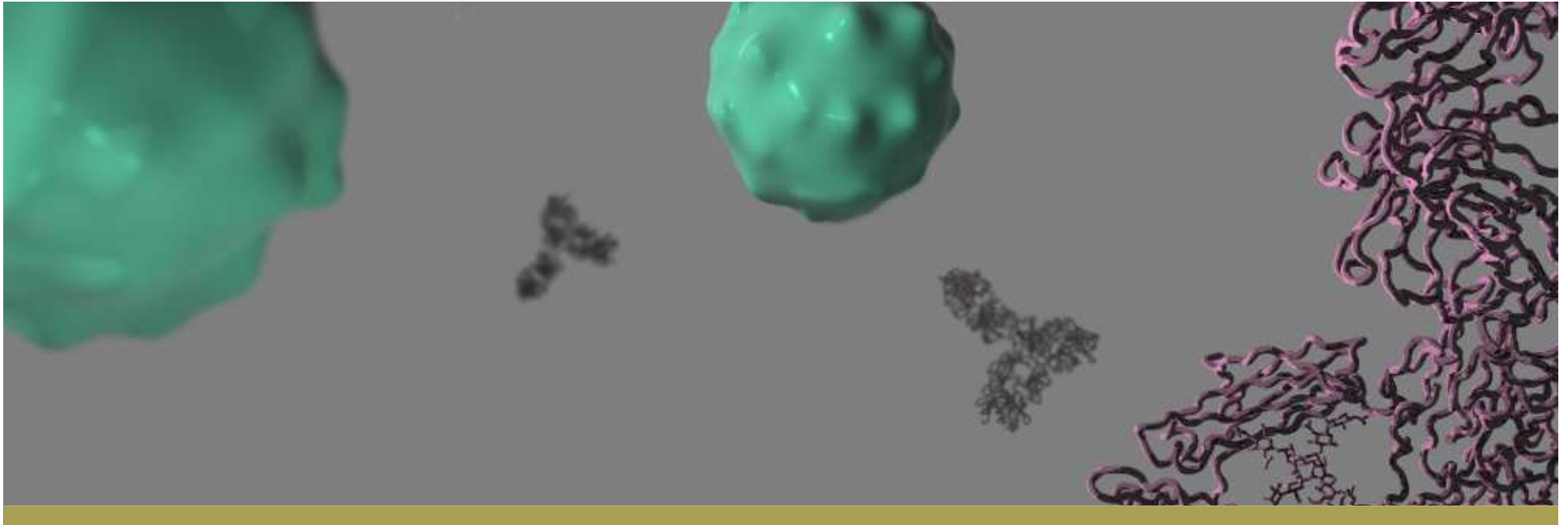
Daratumumab royalty income stream

- Double digit tiered royalties
- 12% starting rate
- 20% highest rate



## 2015 Goals: Maximizing Pipeline Value

Priority	✓	Targeted Milestone
Maximize daratumumab clinical progress	<ul style="list-style-type: none"> <li>✓</li> <li>✓</li> <li>✓</li> </ul>	<ul style="list-style-type: none"> <li>» Phase II MM monotherapy data and if favorable, discuss regulatory next steps with health authorities</li> <li>» Start multiple new MM trials</li> <li>» Start non-MM clinical trial</li> </ul>
Optimize ofatumumab value	<ul style="list-style-type: none"> <li>✓</li> <li>✓</li> <li>X</li> </ul>	<ul style="list-style-type: none"> <li>» File for an additional indication</li> <li>» Phase III relapsed CLL data</li> <li>» Start Phase III sc autoimmune trials</li> </ul>
Strengthen differentiated product pipeline	<ul style="list-style-type: none"> <li>✓</li> <li>✓</li> <li>✓</li> </ul>	<ul style="list-style-type: none"> <li>» Phase I HuMax-TF-ADC data</li> <li>» Progress HuMax-AXL-ADC</li> <li>» Progress pre-clinical DuoBody &amp; HexaBody projects</li> </ul>
Broaden partnership portfolio with next generation technologies	<ul style="list-style-type: none"> <li>✓</li> <li>✓</li> <li>✓</li> </ul>	<ul style="list-style-type: none"> <li>» Expand DuoBody &amp; HexaBody collaborations</li> <li>» Progress partnered programs</li> <li>» New IND filings</li> </ul>
Disciplined financial management	<ul style="list-style-type: none"> <li>✓</li> </ul>	<ul style="list-style-type: none"> <li>» Maintain cost base while selectively investing to advance pipeline</li> </ul>



# Q&A

## **Upcoming Investor & Other Events**

2015 Citi Global Healthcare Conference, NYC, November 4-5

Morgan Stanley Paris Specialty Event, Paris, November 9

FT Global Pharma & Biotech Conference 2015, London, November 16

Jefferies Global Healthcare Conference, London, November 18-19

Deutsche Bank dbAccess Pharma Corporate Day, London, December 3

Genmab 2015 R&D Update, Orlando, December 8

