

Innovating Antibodies, Improving Lives

37th Annual J.P. Morgan Healthcare Conference
January 9, 2019



Forward Looking Statement

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Building a Business that Transforms Cancer Treatment

Our Core Purpose, Strategy & Vision



Core Purpose

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



Strategy

- Turn science into medicine
- Build a profitable & successful biotech
- Focus on Core Competence



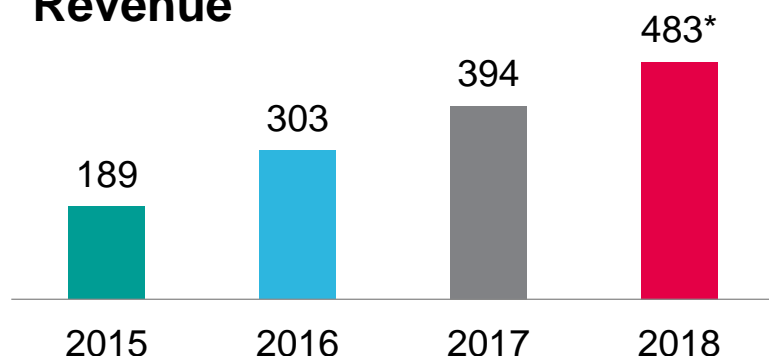
Vision

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

Track Record & Growth

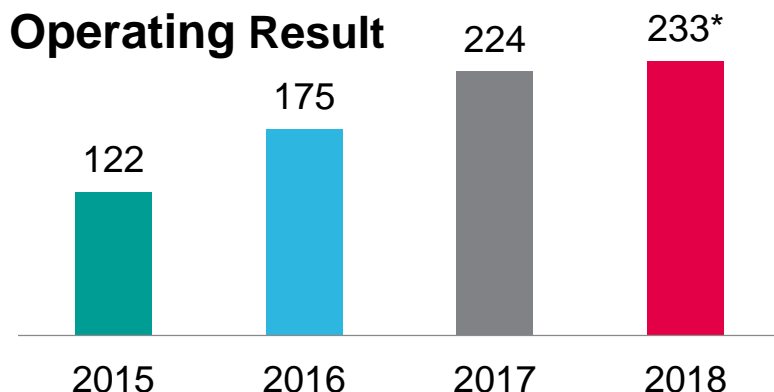
Expanding Top Line

Revenue



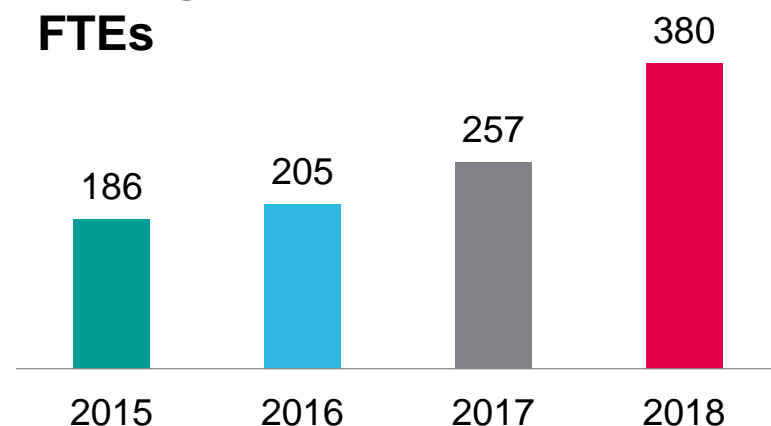
Sustainable Profits

Operating Result



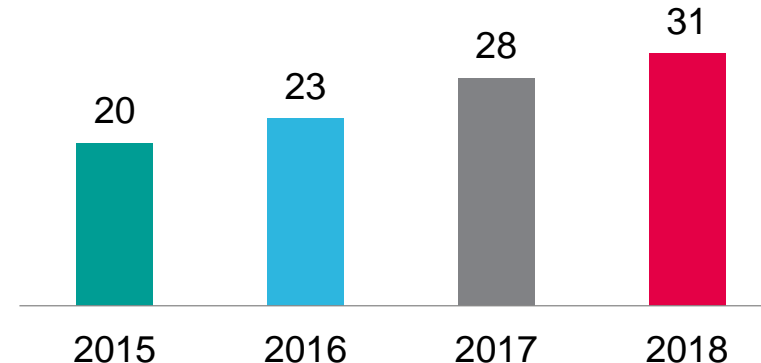
Adding Capabilities

FTEs



R&D Engine

Cumulative INDs from 1999



Our Own Products in Clinical Development:

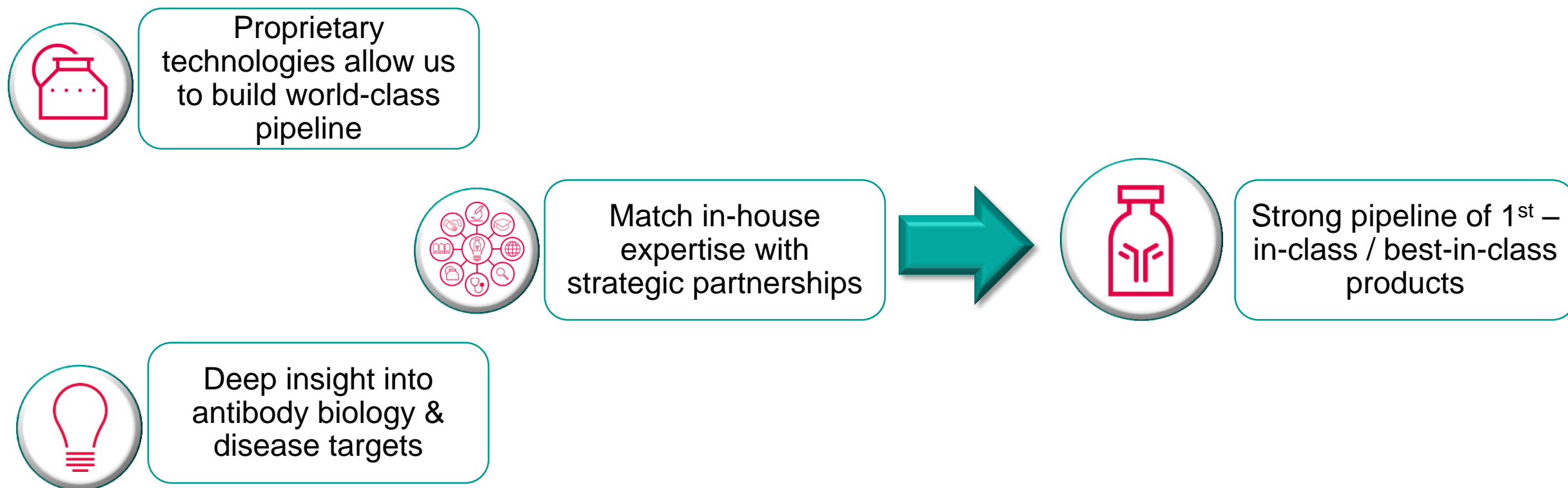
2017: 2

2018: 4


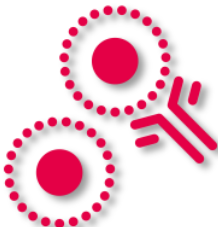


2019: 7**

Innovation Powerhouse

The Genmab Difference



Solid Foundation Built on Differentiated Pipeline

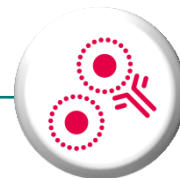
Foundational Products	Our own Clinical Pipeline	2019 INDs*	Technologies & Pre-Clinical
<ul style="list-style-type: none"> DARZALEX® Arzerra® Ofatumumab [RMS] 	<ul style="list-style-type: none"> Tisotumab Vedotin Enapotamab Vedotin HexaBody®-DR5/DR5 DuoBody®-CD3xCD20 	<ul style="list-style-type: none"> DuoHexaBody™-CD37 DuoBody®-CD40x4-1BB DuoBody®-PD-L1x4-1BB 	<ul style="list-style-type: none"> DuoBody® HexaBody® HexElect™ Rich pre-Clinical Pipeline
Solid Financial Base Significant Potential	Fueling Innovative Clinical Pipeline	Accelerating Growth	R&D Engine
			

Daratumumab (Marketed as DARZALEX®)

Reshaping Treatment of Multiple Myeloma Across All Lines of Therapy



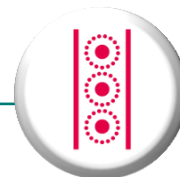
Collaboration with Janssen Biotech



First-in-class antibody targeting CD38



Reshaping MM treatment in all lines of therapy:
Combining with current SoC & new entrants



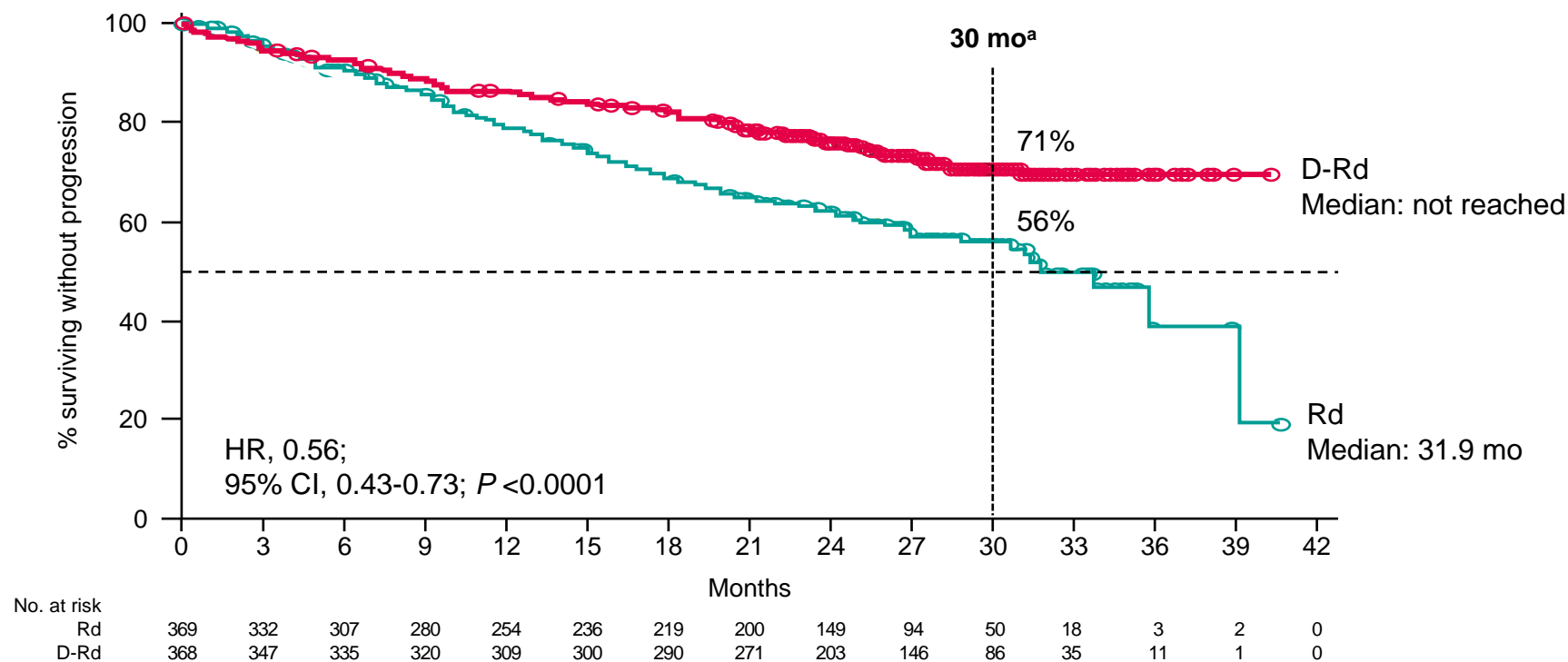
Unprecedented efficacy & consistent safety
across Ph III studies



Accelerating from Blockbuster to Mega
Blockbuster

Daratumumab Efficacy in Newly Diagnosed Multiple Myeloma

Phase III MAIA Trial (D+Rd): ASH Dec 2018



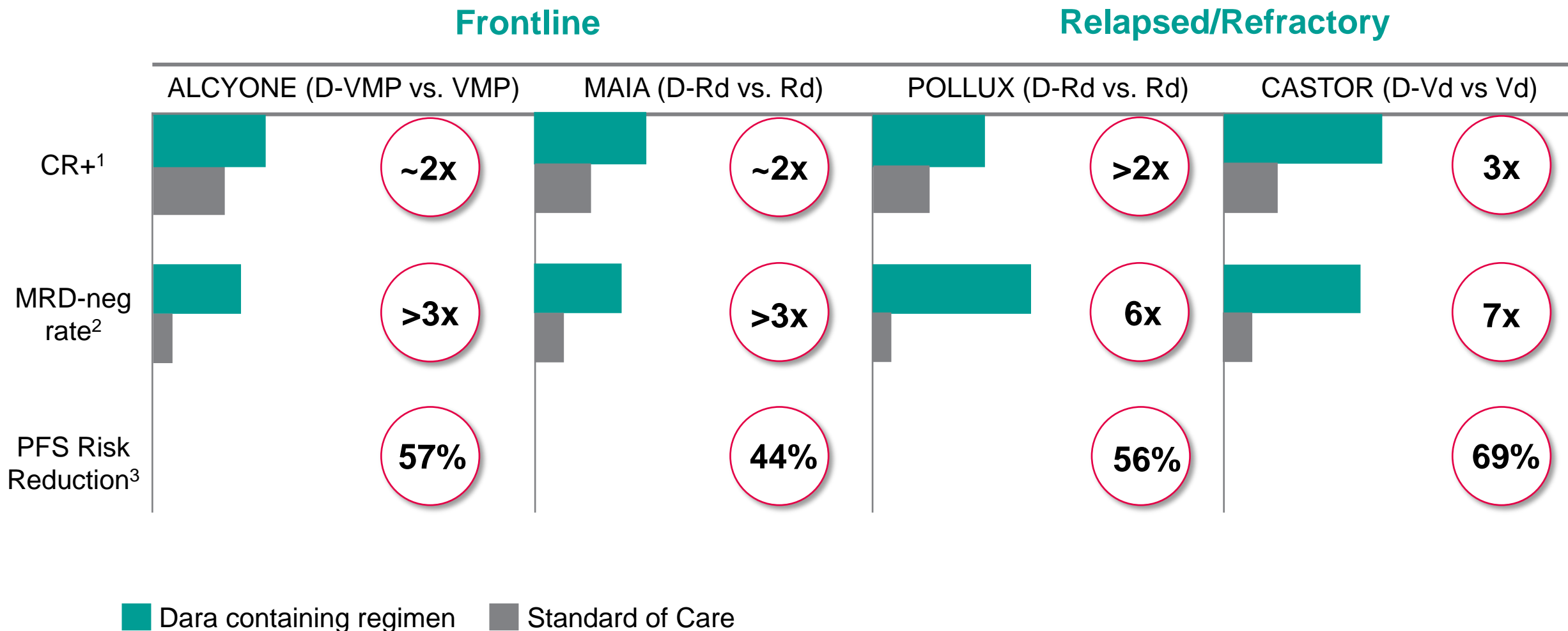
In D-Rd arm:

- 44% reduction risk of disease progression or death in patients receiving D-Rd
- Median PFS not reached
- **>3-fold higher MRD-negative rate**

D = daratumumab
R = lenalidomide
d = dexamethasone
PFS = progression free survival
MRD – minimal residual disease

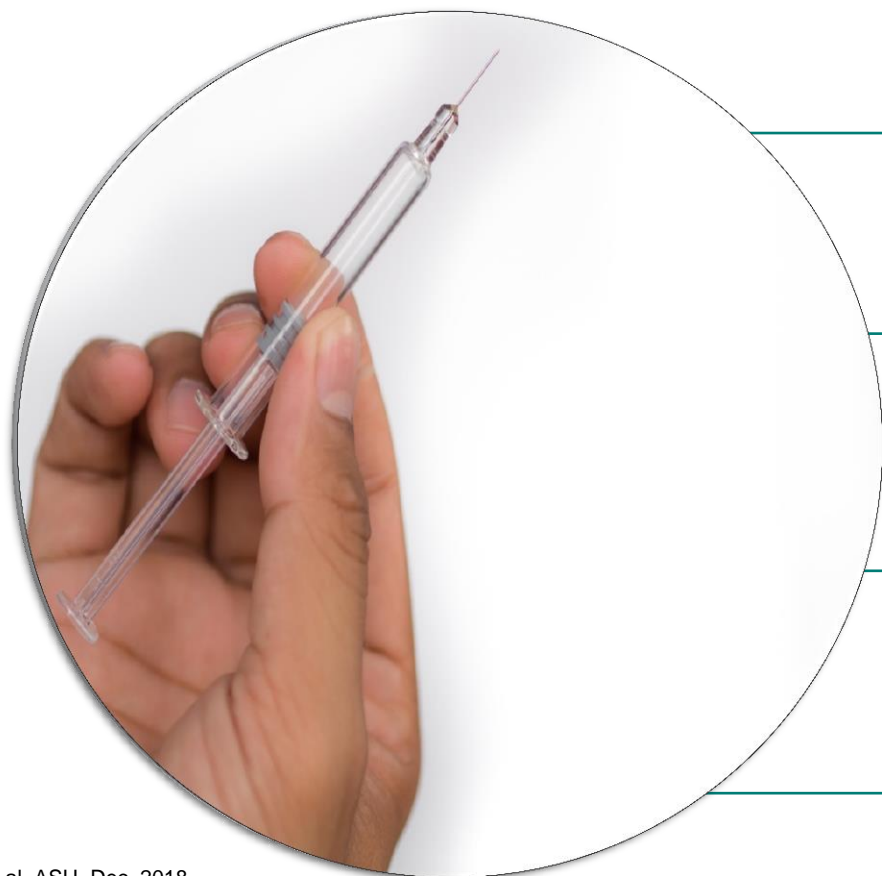
 **2019 – Filing & FDA Approval Anticipated**

Daratumumab: Proving to be the Critical Driver Across Different Combinations & Treatment Lines



Enhancing the Product: SC Formulation for Shorter Infusion Time

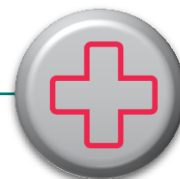
Phase I PAVO Trial (daratumumab monotherapy)



Efficacy: ORR 52% (VGPR 32%, PR 20%)*, median PFS 12.3 months



Convenient: SC administration in 3-5 min*



Well tolerated: IRR 16%



Ongoing Studies:
Ph III: **COLUMBA**, AQUILA, PERSEUS, CEPHEUS, ANDROMEDA
Ph II: PLEIADES

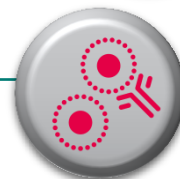
*Chari et al, ASH, Dec. 2018
SC = subcutaneous
ORR = overall response rate
PR = partial response
VGPR = very good partial response
IRR = infusion related reactions
Image is for representational purposes only & does not reflect actual syringe used

Ofatumumab (OMB 157)

Potential in Relapsing Multiple Sclerosis



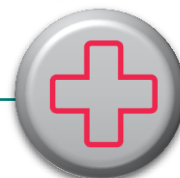
Collaboration with Novartis



Fully Human mAb targeting CD20
Well validated target



Ph II data: high efficacy with low, self-administered,
SC dose



Potential for improved safety vs. IV treatments



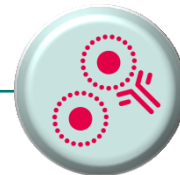
Phase III (ASCLEPIOS I & II) studies in
relapsing MS fully recruited

Tisotumab Vedotin

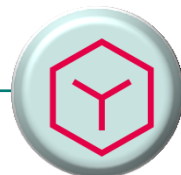
Building Our Pipeline: Addressing a High Unmet Medical Need



50:50 co-development with Seattle Genetics



First-in-class, fully human antibody-drug conjugate (ADC), targets tissue factor



Ph II innovaTV 204 trial in Cervical cancer ongoing, potentially pivotal



Ongoing Ph II innovaTV 207 trial in variety of solid tumors & Ph II innovaTV 208 trial in ovarian cancer



Expanding development with additional studies planned

Tisotumab Vedotin

Exploring Potential in Other Tumor Types

Completed

innovaTV 201*

- Phase I with Expansion cohorts
- Preliminary encouraging activity across different tumor types



Ongoing

innovaTV 207

- Phase II in solid tumors
- Colorectal neoplasms
 - NSCLC
- Pancreatic cancer
 - SCCHN

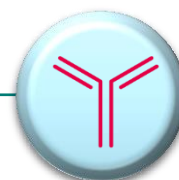
Ongoing

innovaTV 208

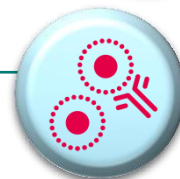
- Phase II in Ovarian cancer

Enapotamab Vedotin

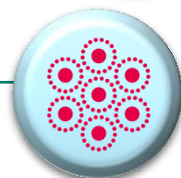
Building Our Pipeline: Potential in Solid Tumors



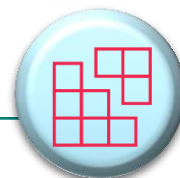
Fully owned by Genmab



Fully Human ADC, targets tumor-associated AXL



AXL over-expressed on many resistant tumors



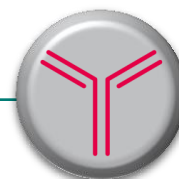
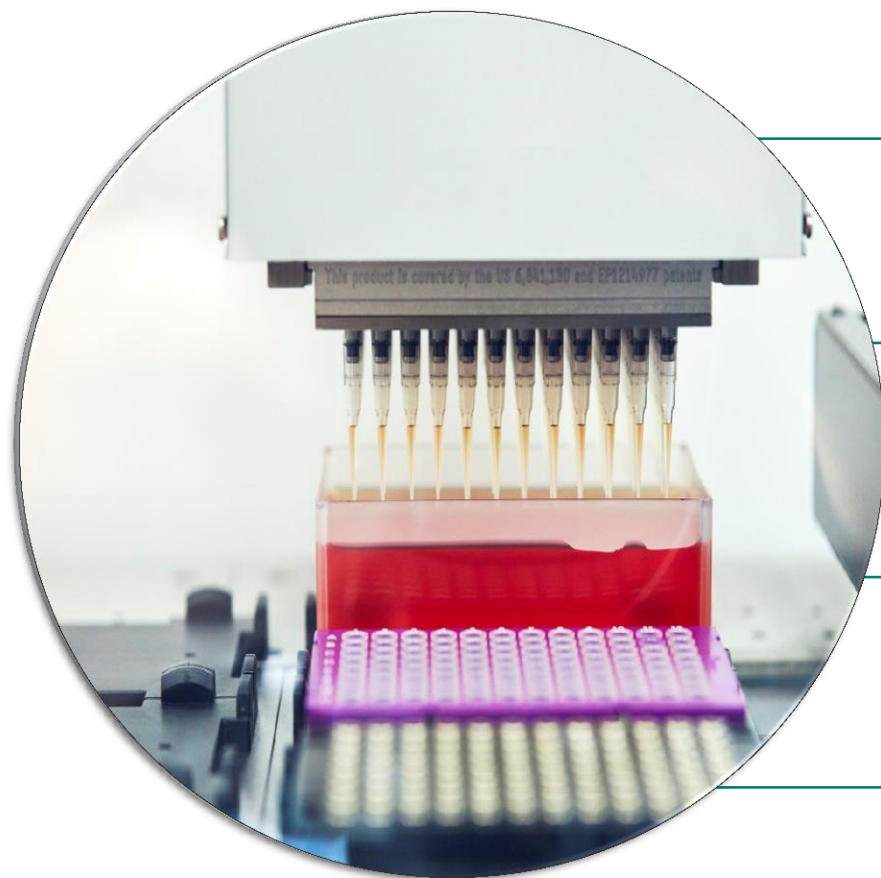
ADC technology licensed from Seattle Genetics



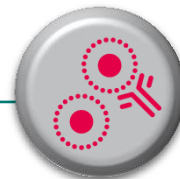
Ph I/II study ongoing in solid tumors: expansion cohorts rapidly recruiting

HexaBody-DR5/DR5 (GEN1029)

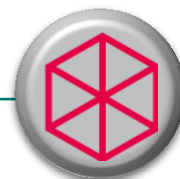
Building Our Pipeline: Technology Makes the Difference



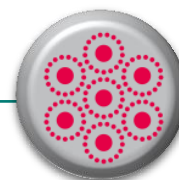
Fully owned by Genmab



Targets DR5 in unique, differentiated way
(new therapeutic modality for targeting DR5)



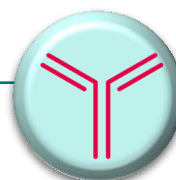
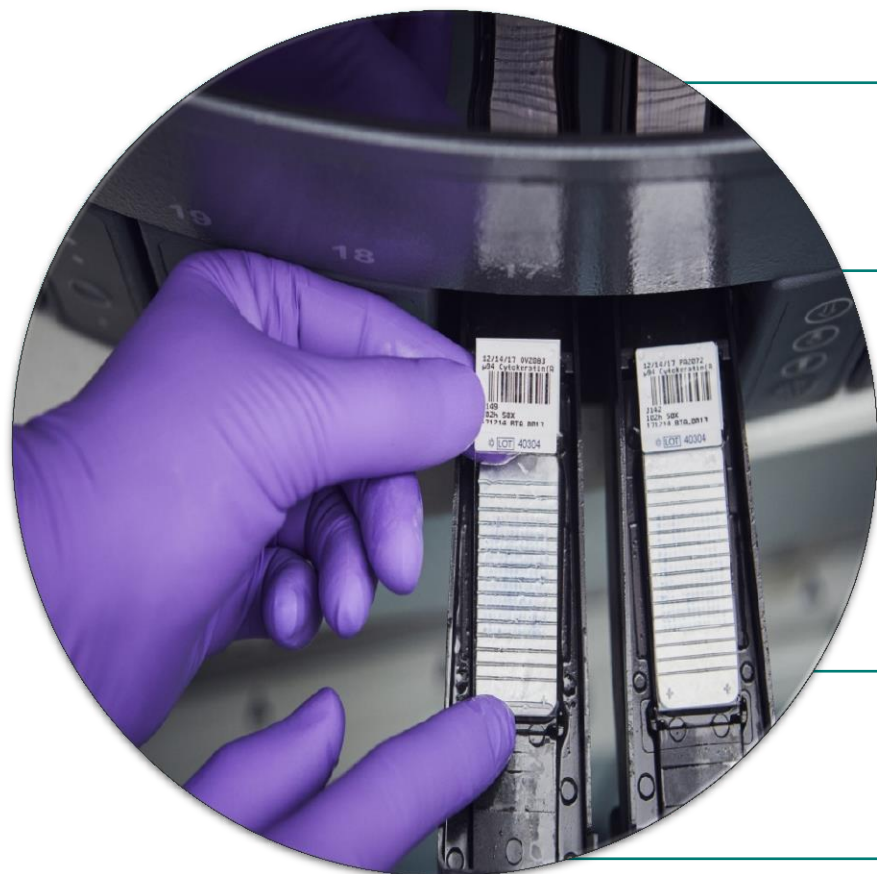
Proprietary HexaBody Technology: first
HexaBody product in the clinic



Phase I/II ongoing in solid tumors

DuoBody-CD3xCD20 (GEN3013)

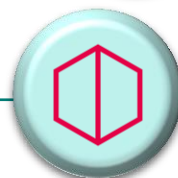
Building Our Pipeline: Potential for Improved Efficacy & Safety



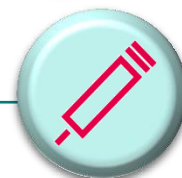
Fully owned by Genmab



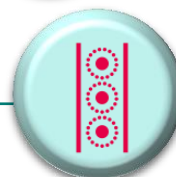
Simultaneous binding to CD3 on T cells & CD20 on B cells



Proprietary DuoBody Technology: first Genmab-owned DuoBody product in clinic



Differentiated SC formulation



Phase I/II with SC formulation ongoing in B-cell malignancies



2019 – Clinical data dose escalation cohorts

Building Our Pipeline: Next Wave of Clinical Products

2019 IND Targets – Targeted Investments



DuoHexaBody-CD37

- Based on DuoBody & HexaBody platforms
- Potential in hem. malignancies
- 100% Genmab owned



- Novel target for Hem. Malignancies
- Unique mechanism-of-action



DuoBody-CD40x 4-1BB

- Bispecific antibody targeting CD40 & 4-1BB (CD137)
- Potential in solid cancers
- 50:50 w/ BioNTech



- Conditionally activates T cells
- Selective T cell expansion at tumor sites

DuoBody-PD-L1x 4-1BB

- Bispecific antibody targeting PD-L1 & 4-1BB (CD137)
- Potential in solid cancers
- 50:50 w/ BioNTech



- Conditionally activates T cells
- Provides Genmab with differentiated PD-L1 product

Key 2019 Priorities

Building a Robust Differentiated Product Portfolio

Priority	✓	Targeted Milestones
Daratumumab		<ul style="list-style-type: none"> » FDA decision on Phase III MAIA & CASSIOPEIA multiple myeloma (MM) submission » Phase III COLUMBA MM subcutaneous (SC) daratumumab safety & efficacy analysis
Ofatumumab		<ul style="list-style-type: none"> » Phase III ASCLEPIOS I & II relapsing multiple sclerosis SC ofatumumab study completion and reporting
Tisotumab Vedotin		<ul style="list-style-type: none"> » Phase II innovaTV 204 tisotumab vedotin recurrent / metastatic cervical cancer study enrollment complete by mid year
Innovative pipeline		<ul style="list-style-type: none"> » Phase II enapotamab vedotin expansion cohort efficacy analysis » Phase I/II HexaBody-DR5/DR5 initial clinical data » Phase I/II DuoBody-CD3xCD20 clinical data dose escalation cohorts » File INDs or CTAs for 3 new products

Delivering on Genmab's Promise

Innovating Antibodies, Improving Lives

