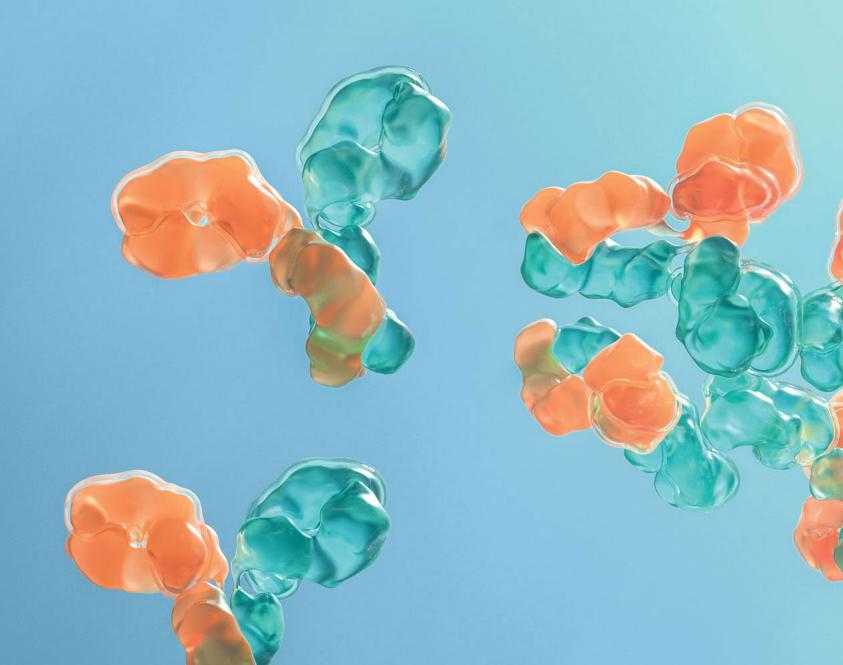


Rooted in Science, Inspired by Patients

**Investor Presentation** 



# 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. Genmab does not undertake any obligation to update or revise forward looking statements in this presentation nor to confirm such statements to reflect subsequent events or circumstances after the date made or in relation to actual results, unless required by law.



#### **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.





- √ 41 Cumulative INDs since 1999
- ✓ Innovative clinical pipeline: 9 Genmab owned ≥50%
- ✓ 6 approved medicines based on Genmab's innovation and antibody expertise
- ✓ First medicine on the market: Tivdak<sup>®</sup> (tisotumab vedotin-tftv), co-promoting with Seagen in U.S.

- ✓ Growing recurring revenue
- ✓ Sustainably profitable with cash position of ~USD 3.5B
- ✓ Investing in our capabilities
- ✓ Experienced, international leadership team

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#### The Genmab Model



Deep insight into antibody biology & disease targets

- Solid tumors
- B-cell NHL
- Multiple Myeloma



Proprietary technologies enable us to build a world-class pipeline

- DuoBody<sup>®</sup>
- HexaBody<sup>®</sup>
- DuoHexaBody<sup>®</sup>
- HexElect<sup>®</sup>



Match in-house expertise with strategic collaborations & partnerships

- Discovery / academic
- Technology based
- Product based



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

- Tisotumab vedotin
- Epcoritamab
- DuoBody-PD-L1x4-1BB
- DuoBody-CD40x4-1BB
- DuoHexaBody-CD37
- HexaBody-CD38
- DuoBody-CD3xB7H4
- HexaBody-CD27



# 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>Genmab is developing HexaBody-CD38 in an exclusive worldwide license and option agreement with Janssen; <sup>2</sup>Co-development with BioNTech; <sup>3</sup>Co-development with AbbVie; <sup>4</sup>Co-development with Seagen; <sup>5</sup>Development by Provention Bio; <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 Horizon Therapeutics

## World-class R&D Engine



DuoBody technology



HexaBody technology

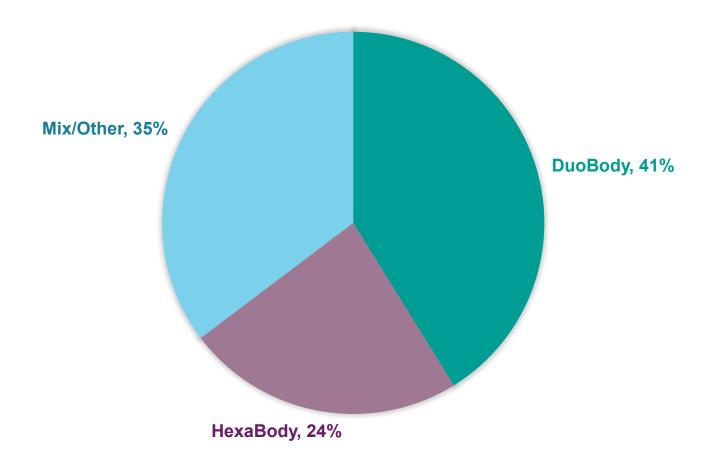


DuoHexaBody technology



HexElect technology

#### **Innovative Technologies Powering Our Pipeline**

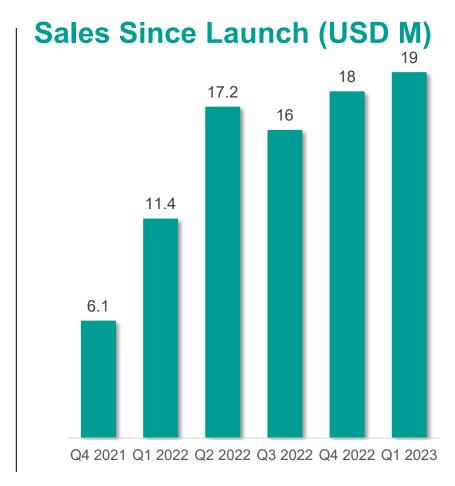




# First Genmab Approved Therapy: Tivdak (tisotumab vedotin-tftv) in Collaboration with Seagen

- U.S FDA accelerated approval: recurrent or metastatic cervical cancer with disease progression on or after chemo\*
- 1<sup>st</sup> 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





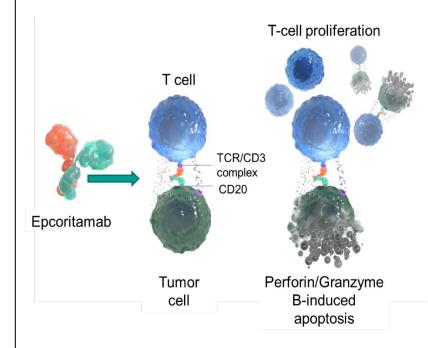


# **Epcoritamab (DuoBody-CD3xCD20)** in Collaboration with AbbVie

- Demonstrated manageable safety profile, substantial antitumor activity in patients with heavily pretreated B-cell NHL in first-in-human trial<sup>1</sup>
- Bispecific antibody delivered as off the shelf, rapid, SC injection, studied in B-NHL<sup>2,3</sup>
- 2022: regulatory submissions in U.S., EU and Japan
- BLA received Priority
   Review from U.S. FDA



#### **Mechanism of Action**





## **Broad & Comprehensive Epcoritamab Development Plan**

B-NHL Type	Intervention	Study Phase Pre-clinical 1 1/2	2   3				
DLBCL, FL, MCL and other histologies		170 0111110011					
Front-line							
DLBCL	Epcoritamab + R-CHOP	EPCORE DLBCL-2 (Ph 3)					
	Epcoritamab +/- lenalidomide	EPCORE DLBCL-3 (Ph 2)					
	Epcoritamab + R-CHOP	EPCORE NHL-2 (Ph 1b/2)					
	Epcoritamab + pola-R-CHOP	EPCORE NHL-5 (Ph 1b/2)					
FL	Epcoritamab + BR	EPCORE NHL-2 (Ph 1b/2)					
Relapsed or refractory							
B-NHL (DLBCL, FL, MCL)	Epcoritamab monotherapy	EPCORE NHL-1 (Ph 1/2)					
ASCT eligible DLBCL	Epcoritamab + R-DHAX/C	EPCORE NHL-2 (Ph 1b/2)					
DLBCL	Epcoritamab + GemOx	EPCORE NHL-2 (Ph 1b/2)					
	Epcoritamab + lenalidomide	EPCORE NHL-5 (Ph 1b/2)					
	Epcoritamab + lenalidomide + ibrutinib	EPCORE NHL-5 (Ph 1b/2)					
	Epcoritamab vs SOC	EPCORE DLBCL-1 (Ph 3)					
FL	Epcoritamab + R <sup>2</sup>	EPCORE NHL-2 (Ph 1b/2)					
	Epcoritamab + R <sup>2</sup>	EPCORE FL-1 (Ph 3)					
B-NHL (Japanese patients)	Epcoritamab monotherapy	EPCORE NHL-3 (Ph 1/2)					
CLL							
Relapsed or refractory & Richter's Syndrome	Epcoritamab monotherapy	EPCORE CLL-1 (Ph 1/2)	1				

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#### **Broad Collaboration with BioNTech**



# DuoBody-PD-L1x4-1BB (GEN1046/BNT311)

- First-in-class, bispecific next gen. immunotherapy
- Potential in solid tumors
- Encouraging clinical activity & manageable safety<sup>1</sup>
- Phase 2 trial in combo. with pembrolizumab in recurrent NSCLC and Phase 1/2 trial - expansion cohorts ongoing in other solid tumors



# DuoBody-CD40x4-1BB (GEN1042/BNT312)

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



# HexaBody-CD27 (GEN1053/BNT313)

- Proprietary HexaBody technology
- Potential in solid tumors
- In pre-clinical studies in vitro and in vivo, HexaBody-CD27 increased T-cell activation, proliferation, cytokine secretion, cytotoxic activity<sup>3</sup>
- FiH study in solid tumors currently ongoing



- 1 Garralda E et al. SITC 2020 Poster 412
- 2 Johnson M et al SITC 2021
- 3. Nürmberger K. et al SITC 2022

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#### **DuoHexaBody-CD37 (GEN3009)**

- Combination of DuoBody & HexaBody platforms
- Novel target for hematological malignancies
- Unique MoA
- Dose escalation ongoing incl. arm in combo w/ epcoritamab

#### HexaBody-CD38 (GEN3014)

- Proprietary HexaBody technology
- Promising data in pre-clinical models for MM, DLBCL & AML
- Potentially add to/broaden
   DARZALEX franchise
- Preliminary dose escalation data: ASH 2022
- Developing under exclusive WW license and option agreement with Janssen

#### DuoBody-CD3xB7H4 (GEN1047)

- Proprietary DuoBody technology
- In preclin. studies, induced T-cell mediated cytotoxicity of B7H4positive tumor cells
- Potential in solid cancer indications known to express B7H4
- Dose escalation ongoing







#### 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
- First successful launch: Tivdak

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)\*



Developed & commercialized by Novartis

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



Developed and commercialized by Horizon Therapeutics



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

# Medicines Incorporating Genmab's DuoBody Technology



Developed & commercialized by Janssen

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



Developed & commercialized by Janssen

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

#### 2023 Guidance

## Recurring Revenue Growth and Focused Investments

Key Figures (DKKM)	Guidance	~USDM
Revenue	14,600 — 16,100	2,147 – 2,368
Operating Expenses	(9,800) – (10,600)	(1,441) – (1,559)
Operating Profit	3,900 – 6,200	574 – 912

DARZALEX net sales of USD 9.4B to USD 10.0B

DARZALEX royalties of ~DKK 10.4B to ~DKK 11.1B to drive ~12%\* growth in recurring revenue (25% on an operational basis)

Growth in operating expenses to support portfolio advancement and investing for epcoritamab launch

Significant underlying profitability



### 2023 Priorities:

Further Advancing Our **Differentiated Product** Pipeline Towards The Market







#### **Bring Our Own Medicines to Patients**

#### Epcoritamab<sup>1</sup>

- Launch in R/R DLBCL<sup>2</sup>
- Submit an sBLA<sup>3</sup>
- Broaden clinical development program

#### Tivdak<sup>4</sup>

- Progress successful uptake in 2L+ recurring or metastatic cervical cancer patients
- Progress clinical development program



#### **Invest in Our People & Culture**

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



#### **Build World-class Differentiated Pipeline**

#### DuoBody-CD40x4-1BB (GEN1042/BNT312)<sup>5</sup>

- Establish efficacy and safety data in solid tumor indication
- Progress towards late-stage clinical development

#### DuoBody-PD-L1x4-1BB (GEN1046/BNT311)<sup>5</sup>

Establish proof of concept data in solid tumor indication

#### **Expand and advance proprietary clinical** product portfolio



#### **Become a Leading Integrated Biotech Innovation Powerhouse**

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

# **Driving Towards Our 203** Vision

- Clear Vision
- Focused Strategy
- Effective Execution

#### **Genmab Today**

- √ 1 approved medicine
- √ 1 potential near-term product launch
- Significant & growing recurring revenues
- ✓ Strong rationale to invest
- √ Focused & disciplined



#### **Our Future**

✓ Fully-integrated biotech innovation powerhouse



# Appendix



# 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 178bn
  - ~ USD 26bn
- 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.



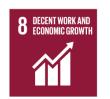
#### Our Pillars



Our Commitment to the UN Sustainable Development Goals









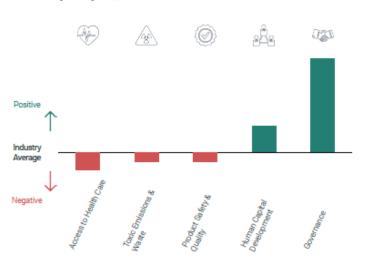
## Genmab's ESG Performance: Well-Rated Company

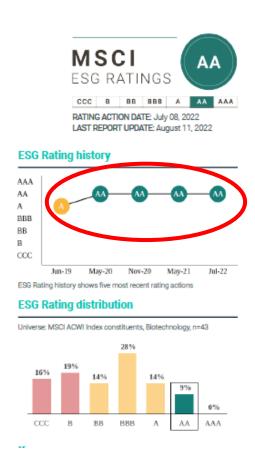
#### GENMAB A/S (GMAB) Biotechnology | DK

Robust governance and talent management

#### Score attribution by key issue

This chart highlights the company's positioning relative to the industry average for each Key Issue that contributed to its ESG Rating as of August 11, 2022.





#### ESG Risk Rating COMPREHENSIVE FRAMEWORK (2) 25.0 Medium Your ESG Risk ESG Risk Rating History Rating Medium Risk Severe Medium Risk 10-20 20-30 30-40 25.06 The company is at medium risk of Medium Risk experiencing material financial impacts from ESG factors, due to its medium exposure and average management of material ESG issues. Furthermore, the company has not experienced significant controversies. 2022 LEARN MORE ABOUT OUR METHODOLOGY **ESG Risk Rating Distribution** Legend Rank | Percent (1st = lowest risk)



126 / 956 | 14th

51 / 440 | 12th

Industry

(Pharmaceuticals)Subindustry

(Biotechnology)

# 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	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	Target	Developed By	Disease Indications	Most Advanced Development Phase				
				Pre-clinical	1	1/2	2	3
Tisotumab vedotin	TF	Co-development Genmab / Seagen	Cervical cancer					
			Solid tumors					
Epcoritamab	CD3, CD20	Co-development Genmab / AbbVie	Relapsed/refractory diffuse large B-cell lymphoma					
	,		Relapsed/refractory follicular lymphoma (combo)					
			Newly diagnosed diffuse large B-cell lymphoma					
			B-cell non-Hodgkin lymphoma					
			B-cell non-Hodgkin lymphoma (combo)					
			Relapsed/refractory chronic lymphocytic leukemia & Richter's Syndrome					
			Indolent non-Hodgkin lymphoma, pediatric patients					
DuoBody-PD-L1x4-1BB	PD-L1,	Co-development Genmab / BioNTech	Non-small cell lung cancer					
(GEN1046/BNT311)	4-1BB		Solid tumors					
DuoBody-CD40x4-1BB (GEN1042/BNT312)	CD40, 4-1BB	Co-development Genmab / BioNTech	Solid tumors					
DuoHexaBody-CD37 (GEN3009)	CD37	Genmab	Hematologic malignancies					
HexaBody-CD38 GEN3014)	CD38	Genmab <sup>2</sup>	Hematologic malignancies					
DuoBody-CD3xB7H4 GEN1047)	CD3, B7H4	Genmab	Solid tumors					
HexaBody-CD27 (GEN1053/BNT313)	CD27	Co-development Genmab / BioNTech	Solid tumors					
GEN1056 (BNT322)	Undisclosed	Co-development Genmab / BioNTech	Solid tumors					

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

Product	Technology	Discovered and/or Developed By	Disease Indications	Most Advanced Development Phase				
				Pre-clinical	1	1/2	2	3
Daratumumab	UltiMAb®*	Janssen	Multiple myeloma					
			AL Amyloidosis					
Teprotumumab	UltiMAb	Horizon Therapeutics	Thyroid eye disease					
Amivantamab D	DuoBody	Janssen	NSCLC					
			Advanced or metastatic gastric or esophageal cancer					
			Hepatocellular carcinoma					
			Advanced or metastatic colorectal cancer					
Teclistamab	DuoBody	Janssen	Multiple myeloma					
Talquetamab (JNJ-64407564)	DuoBody	Janssen	Relapsed or refractory multiple myeloma					
Inclacumab	UltiMAb	Pfizer (Global Blood Therapeutics)	Vaso-occlusive crises in sickle cell disease					
Mim8	DuoBody	Novo Nordisk	Hemophilia A					
<b>Ordesekimab</b> (PRV-015/AMG 714)	UltiMAb	Provention Bio	Celiac disease					
Lu AF82422	UltiMAb	Lundbeck	Multiple system atrophy					



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



~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

Rooted in Science,<br/>Inspired by Patients

