

PHOTOCURE ASA

Daniel Schneider, President and CEO



THE
BLADDER CANCER
COMPANY™

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PHOTOCURE AT A GLANCE

Norwegian commercial-stage company focused on bladder cancer.

Own commercial operations in Nordics and USA. Partners in Europe, Canada, Australia and New Zealand.

CORE PRODUCT ON MARKET:

HEXVIX®
Hexaminolevulinate 85mg

CYSVIEW®
Hexaminolevulinate HCl

Bladder cancer detection & management

70

EMPLOYEES
Of which 40 in US

REVENUES

US \$21

MILLION

OSLO (HQ)

PRINCETON, NJ

NORWAY
SWEDEN
DENMARK
FINLAND
U.S.A.

OSLO BØRS

OSLO STOCK EXCHANGE

ON OSLO STOCK
EXCHANGE SINCE 2000

INVESTMENT CASE



Investment Highlights

Strong position in the field of bladder cancer with solid growth plans and ambition to expand footprint.

Profitable commercial franchise focused on bladder cancer

Hexvix/Cysview: USD ~30M global in-market sales

Significant revenue growth prospects

Large untapped potential for Hexvix/Cysview

Strong competitive position

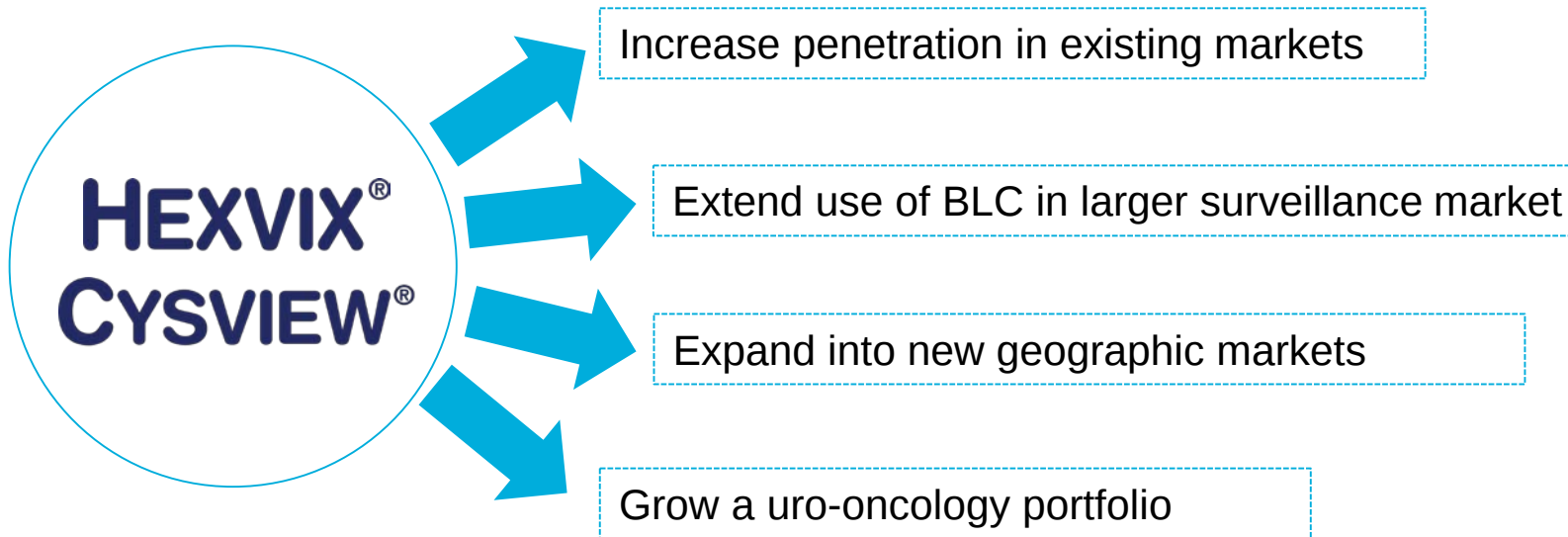
Direct commercial operations (US & Nordics)
Collaborations in ROW

Existing commercial footprint

Scalable for partnerships and in-licensing

STRATEGIC FOCUS ON TRANSFORMING BLADDER CANCER MANAGEMENT

Strategic focus on bladder cancer detection & management core products, including potential new, complementary products



NON-CORE PIPELINE PRODUCTS:

Visonac[®] (Acne treatment)

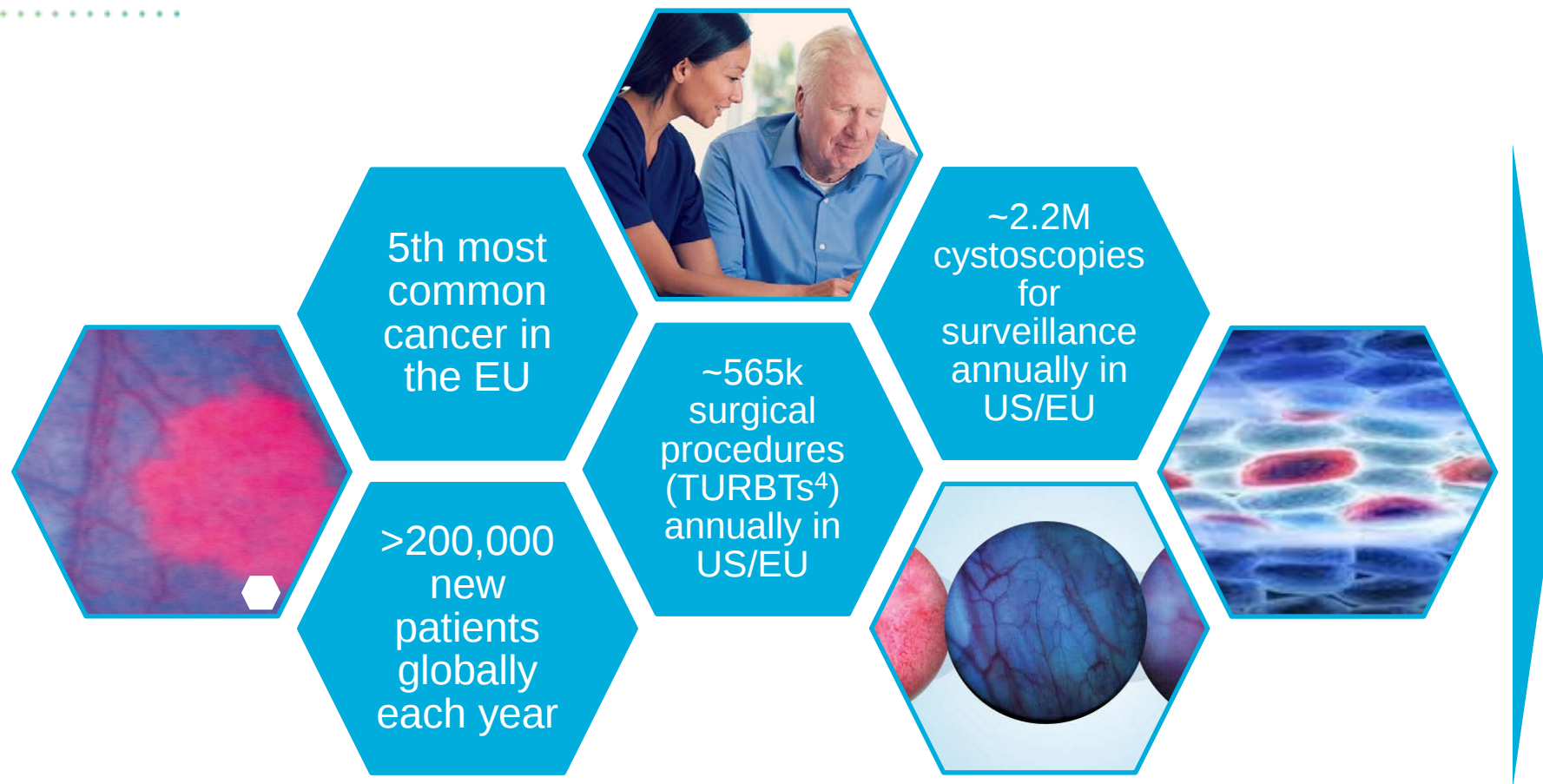
Cevira[®] (Cervical disease treatment)

Partner out

Assess partnering opportunities
and strategic alternatives

Strategy built on leveraging our unique know-how and capabilities

BLADDER CANCER IS ONE OF THE MOST COMMON CANCERS IN THE EU / US

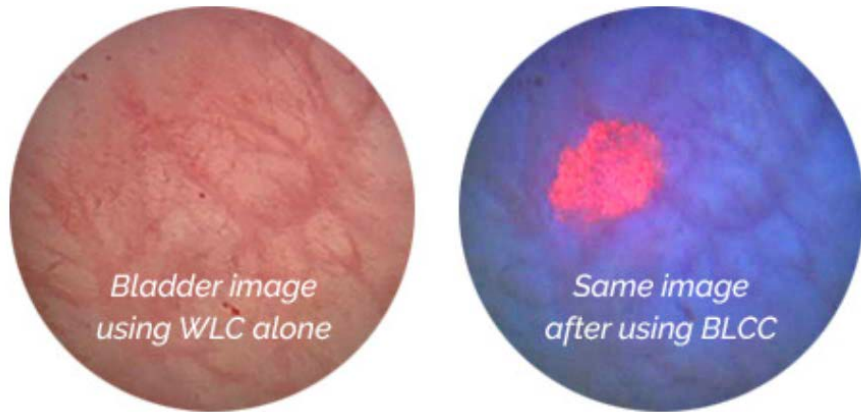


Avg. patient undergoes potential BLC 8 times in first 24 months

10-30% progression rate

Accounts for \$3.7 billion in direct medical costs / year²

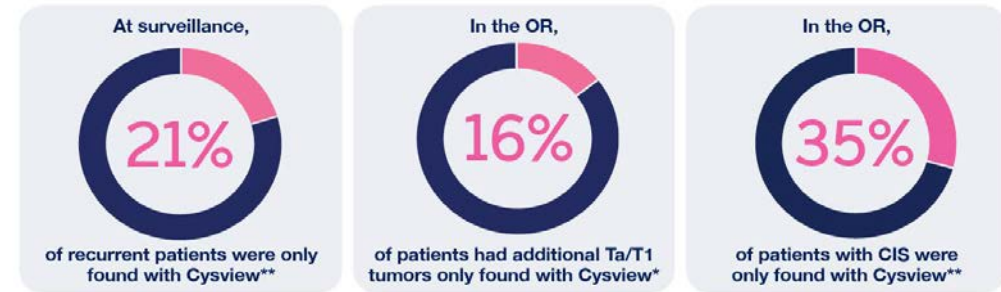
HEXVIX (EU) / CYSVIEW (US): IMPROVED DETECTION AND MANAGEMENT OF BLADDER CANCER



Based on the Photocure Technology® platform, Photocure has developed and commercialized Hexvix®/Cysview® for better detection and management of non-muscle invasive bladder cancer.

How does it work?

Better visual contrast between benign and malignant cells by using blue-light bladder illumination



Benefits:

- Detect more patients with bladder cancer
- Earlier detection of bladder cancer
- Achieve optimal surgical results
- Improve accuracy of staging
- Improve long-term management
- Included in all major guidelines (eg: AUA & EAU)

CYSVIEW MARKET: A NEW STANDARD OF CARE FOR BLADDER CANCER IN THE US

**BLC with Cysview:
130 US+ hospitals and institutions and counting**



In 74% of NCCN
Designated Cancer
Centers



In 39 of the NCI
Designated Cancer
Centers



In 74% of the top 25 of Best
Hospitals in Adult Urology
as per US News and World
Report

**Included in all major National and
International Guidelines**

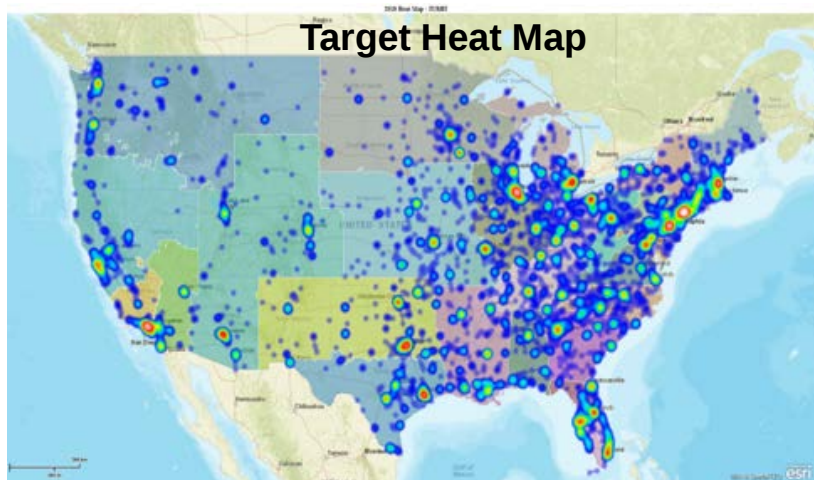


American
Urological
Association



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CYSVIEW MARKET: SIGNIFICANT GROWTH OPPORTUNITY WITH NEW US LABEL



- Establish Top Reference Centers in the US
- Installed TURBT Account Base pave the way for Flex Cystoscopy
- Increased focused investment of commercial and medical resources

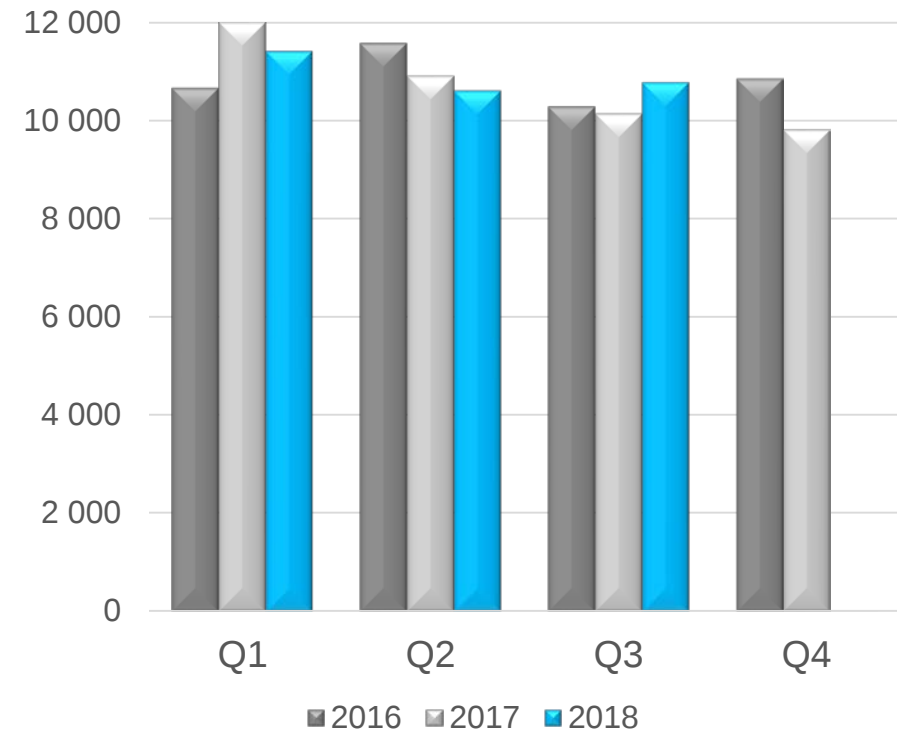
BLC with Cysview Market segment	Total Number of Cystoscopy Procedures	Number of Procedures in top 25 MSA*	Market potential in top 25 MSAs*
TURBT	324,094	130 000	130 MUSD
Surveillance Cystoscopy	1.2 - 1.4 million	540 000	540 MUSD
Total market			770 MUSD

HEXVIX MARKET: GROWING NORDIC MARKET, KEY EU PARTNERSHIP

NORDICS

- Exclusive distribution agreement for HIVEC in the Nordics:
 - Solid fit with Hexvix sales force activity
 - Starts Q1 2019
- High penetration rate
- Q3 2018 revenue increased 14% YoY (19% in constant currencies)
- YTD revenue increased 14% to USD 4.2 million (9% in constant currencies)

PARTNERS



CORE FINANCIALS

PROFORMA YTD THIRD QUARTER 2018

Commercial Franchise

- Strong revenue growth in US, up 45% YTD
- Growth in Nordic up 14% YTD, 9% constant currencies
- Increased operating expenses – investing in US commercial

Development Portfolio

- Significant cost reduction YOY – limited R&D

Cash position

- Cash balance end of Q3 at USD 11.4 million. Q3 net cash flow USD -0.7 million

mUSD	YTD '18	Proforma YTD '17	Change
Commercial Franchise			
Nordic Revenues	4.2	3.7	14%
US Revenues	5.6	3.9	45%
Partner revenues	6.0	5.6	6%
Hexvix/Cysview revenue	15.8	13.2	20%
Other revenues	0.6	0.5	18%
Total revenues	16.4	13.7	20%
Gross profit	14.9	12.7	18%
EBITDA recurring	0.9	1.4	-37%
Development Portfolio			
Operating expenses	-1.7	-3.3	-50%
EBITDA recurring	-1.7	-3.3	-50%
Total			
EBITDA recurring	-0.8	-1.9	
Ending cash balance	11.4	15.4	

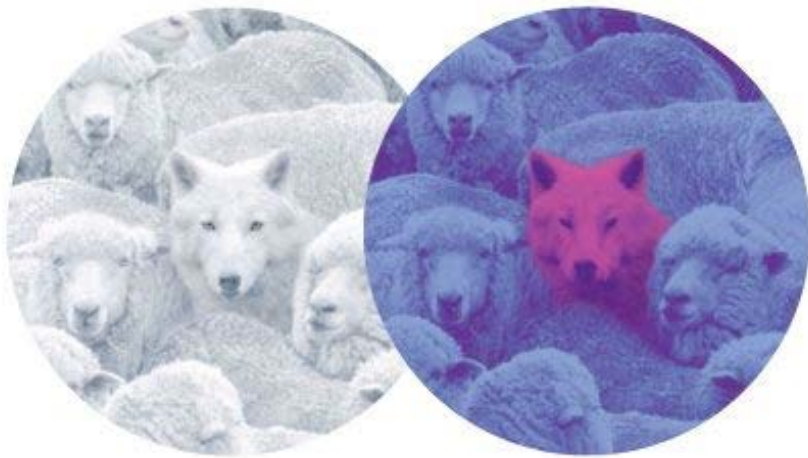
The statement is prepared on the proforma basis as if the accounting principles IFRS 15 and IFRS 9 had been adopted 1 January 2017



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OUTLOOK

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Short and medium term growth to come mostly from the US market

Growth drivers:

- Expansion of the US commercial team
- Inclusion in the key clinical guidelines (AUA, NCCN, EAU, NICE, ICUD)
- Permanent and favorable reimbursement
- Expanded Indications
 - Early stage of penetration into the larger surveillance market
- 43% growth YOY of installed base of rigid and flex cystoscopes

Reiterate strong outlook for significant US revenue growth

- The company will update the market on the US 2020 revenue outlook at latest when releasing full year 2018 results