

Photocure ASA 2nd Quarter 2024 Results

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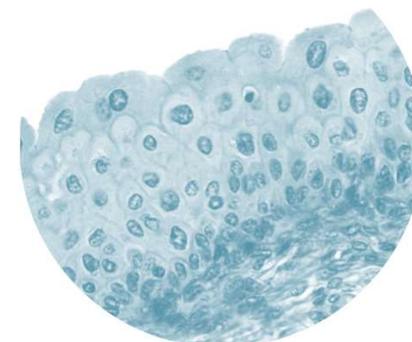
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Strategic Priorities & Initiatives



Continue to grow Hexvix®/Cysview® sales and increase Company profitability

- Deliver on our guidance for revenue, EBITDA and new tower placements
- Collaborate with ForTec on Mobile BLC rollout
- Drive additional account reactivations in U.S. and image quality upgrades in Europe
- Increase penetration in Priority Growth Markets in Europe
- Leverage Olympus' launch of new HD BLC system in Nordics/EU

Develop BLC's role as a definitive diagnostic in bladder cancer care / Improve access

- Position BLC as the primary diagnostic tool to facilitate earlier use of new NMIBC therapeutics
- Support reclassification of BLC equipment in the U.S.: Citizen's petition/Partnerships
- Collaborate with new BLC manufacturers entering the U.S. post-reclassification
- Reintroduce Flex BLC with state-of-the-art system via partnership with Richard Wolf

Expand product portfolio / Diversify global product offering in bladder cancer / uro-oncology

- Continue to assess opportunities within NMIBC & other bladder cancer indications: Biomarkers, AI, new technologies
- Leverage existing global commercial infrastructure in broader uro-oncology segment

2nd Quarter 2024 Highlights:

Continued growth and execution on key initiatives



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Product Revenue +6%

Unit sales level in Q2 YoY; +3% YTD

Expanding U.S. Saphira™ footprint

- 5 new account towers installed
- 3 upgrades from existing accounts
- 12 mobile Saphira™ towers

Executing on plan in Europe

- 2 of 3 Priority Growth Markets consistently growing double-digit
- Nordics stable since Q3'23, hospital strikes in Sweden impacted Q2'24

Ongoing challenges:

- Phase down of flex BLC utilization
- Single manufacturer in the U.S.
- Delay of Olympus' upgraded BL to H2 2024

EBITDA NOK 27.8 million

NOK 29.2 million ex-BD expense

OPEX mostly level excl. FOREX & BD last 10 quarters; Continued investment behind Hexvix/Cysview

Biz Dev expense NOK 1.3 million

Strong Balance Sheet

NOK 267 million in cash and equivalents, up from NOK 260 million at year-end 2023. No term debt

Recent news and key milestone events

Richard Wolf Flex Agreement (post-period): Partnership to develop & commercialize state-of-the-art HD flexible BLC system globally

ForTec Mobile BLC Strategy: National rollout in U.S. underway

VA Bravo II data at AUA: results show BLC use associated with positive impact on recurrence, progression, and overall survival

Asieris' Cevira®: after positive Phase III data presented in Q1, NDA acceptance in China announced May 12, 2024

Reclassification of BLC equipment: Olympus and Richard Wolf post supportive comments to **Citizen's Petition*** in April/May

Segment Trends

North America and Europe markets



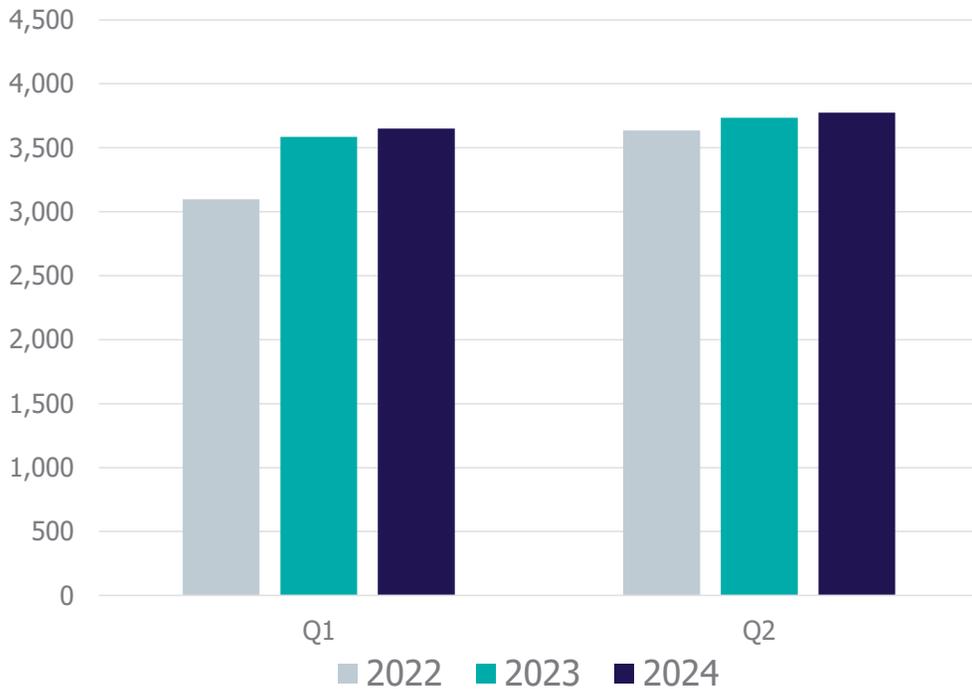
Flex Phase-Down in U.S. & Timing of Customer Orders in Europe Mainly Affected Q2 Unit Sales



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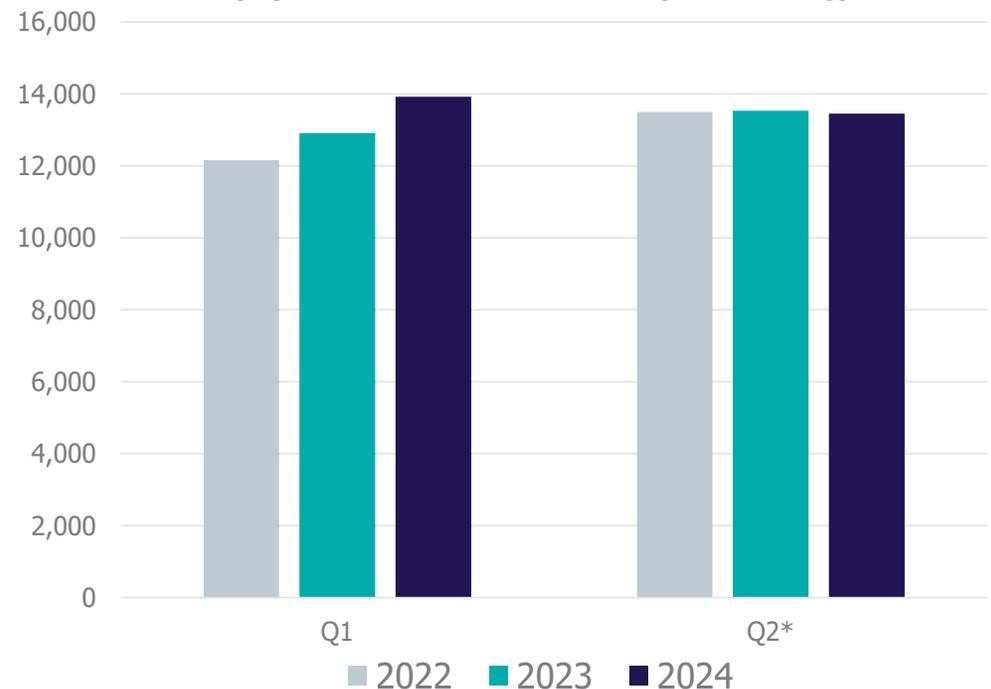
Q1 & Q2 Monthly Hexvix/Cysview Unit Sales by Region (Last 3 Years)

North America



Europe

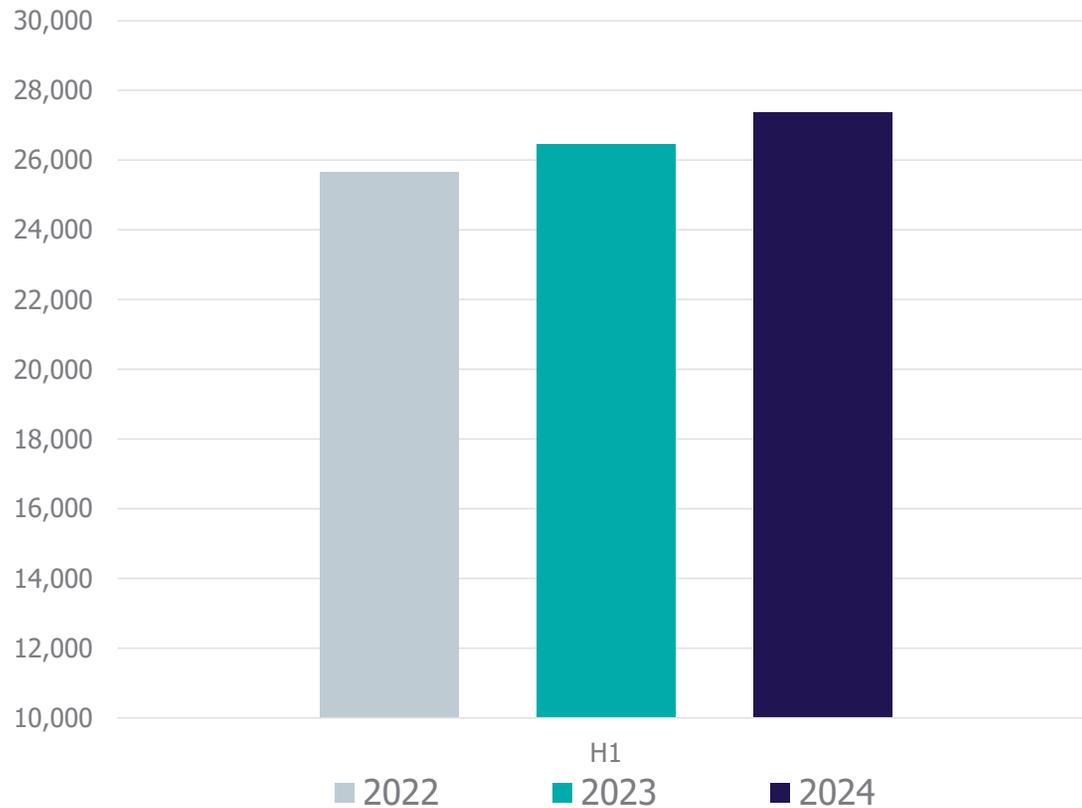
(*Q2 2022 excludes German hospital stocking)



First Half 2024 Unit Sales in Europe



H1 Hexvix unit volume last 3 years



- First half 2024 unit sales in Europe increased 4% vs. prior year
- Long-term trend has resumed in early Q3

Q2 2024 Trends in North America



- **Q2 revenues increased 9%, in-market unit sales rose 1%.** Higher average price benefited revenues, Cysview growth in rigid segment outpaces flexible BLC phase down again (**11% rigid sales growth H1'24**)
- **Installed base of rigid BLC equipment continues to increase;** 20 Saphira™ installs (5 new towers, 3 upgrades and 12 mobile). Karl Storz rolling out new promotional program for all customers in H2 2024
- **4 accounts reactivated in Q2;** 22 reactivations since mid-2023
- **ForTec mobile tower national rollout is underway in U.S.**
- **Activities continue around potential U.S. BLC reclassification**
 - Public comments so far by KOLs, BCAN (U.S. Patient Advocacy), health systems, Pacific Edge (biomarkers), Richard Wolf, Stryker and Olympus
 - BLC special controls posted by Karl Storz on Citizen's Petition website, Letter submitted to FDA's Oncology Center of Excellence, 3 new patient testimonials recently posted



New Cysview.com website 2024

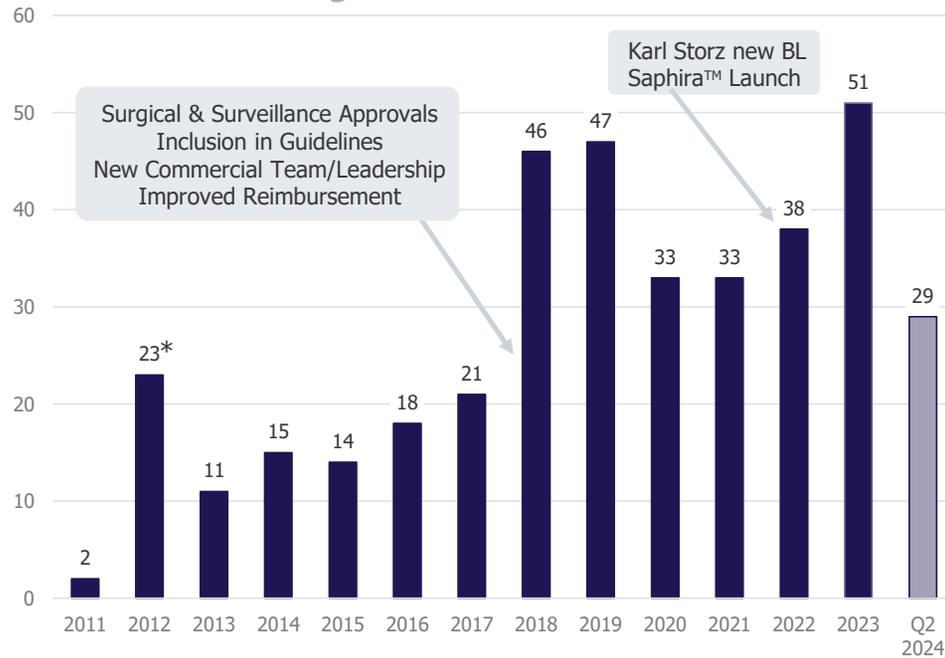
Saphira™ now 46% of rigid BLC installed base in U.S.

20 blue light tower installations in Q2 2024: 5 new accounts, 3 upgrades, 12 mobile units



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Annual New BLC Rigid Tower Installations



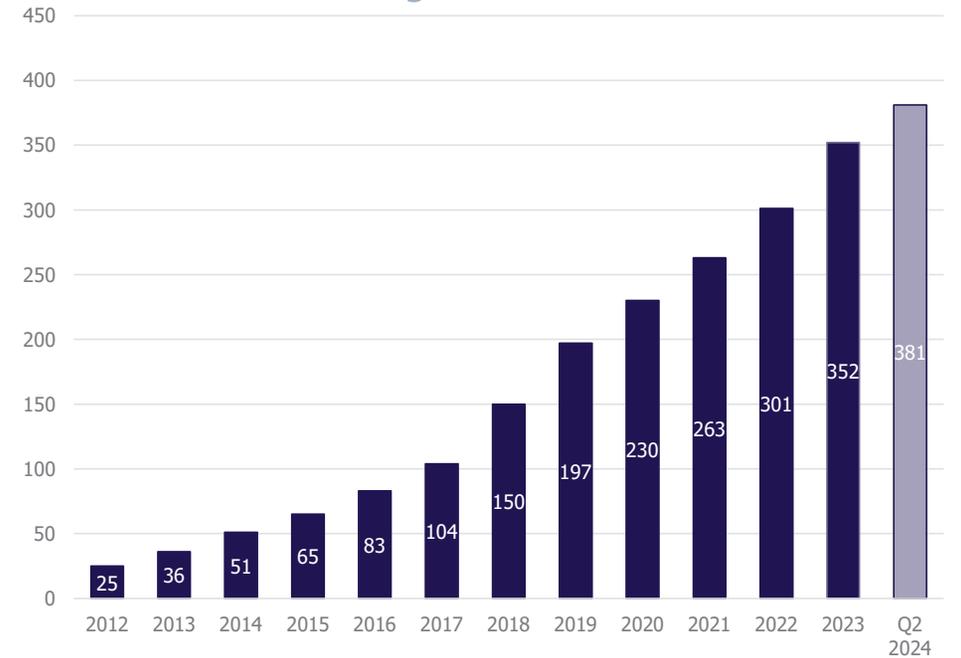
New & Mobile Rigid Tower Installations

Q3 2023: 15 installations
 Q4 2023: 10 installations
 Q1 2024: 12 installations (6 New, 6 Mobile)
 Q2 2024: 17 installations (5 New, 12 Mobile)

174 Saphira™ towers installed since Q3 2022 launch;

92 New, 64 Upgrades and
 18 Mobile towers

Cumulative Installed Rigid Tower Base in U.S.



*2012 – 17 of the 23 installations were converted clinical sites upon Cysview approval

Q2 2024 Trends in Europe

- **Q2 revenues increased 3% year-over-year, in-market unit sales -1%.** Revenue increase was mainly due to wholesaler order timing. Unit sales in Q3 primarily impacted by customer order fluctuations in DACH and healthcare strike in Sweden. Resumption of long-term unit volume trend in early Q3; **H1 2024 Unit sales growth +4% in Europe**
- **Executing on plan to increase penetration in Priority Growth Markets.** UK and Italy both demonstrated double-digit growth in Q2, trend sustained since Q4 2023. Significant image quality upgrades in France & current pipeline expected to yield increased momentum later this year.
- **Strong BLC presence at 2024 EAU Congress.** Two abstract presentations (Hexvix in China and Laser III data); Many KOLs presented at Photocure booth; BLC towers prominently displayed at all capital equipment suppliers' booths.
- **Key initiatives to accelerate unit sales growth:**
 - 1,400 TURBT-performing centers, approximately 50% have BL equipment
 - Actively targeting 590 key hospitals/clinics; approximately 2/3 still underpenetrated
 - 23 image quality upgrades in Q2; 176 since 2023 to date in our target accounts
 - Added 29 new accounts in 2023 and 2024 YTD
 - Preparing for co-launch of Olympus upgraded blue light system - anticipated H2 2024



Photocure Booth at EAU, Paris, April 2024

Growth Initiatives



Accelerating BLC through Mobile Capability

Focus on Utilization / National U.S. Rollout in Q3 2024



Nationwide Sales Collaboration



- Focused on bringing Blue Light Cystoscopy (BLC) to accounts that currently do not have equipment
- Partnership will more than **double the number of field-based account managers**
- Photocure, ForTec and KARL STORZ will collaborate to ensure seamless BLC experience

Photocure – Presentation of Q2 2024 Results

On Demand Capability

- On-demand utilization of BLC via **operating budgets**
- ForTec can reach 93%+ of U.S. Operating Rooms within 3 hours



- White Glove service: equipment prep & set up, technical support, disposables & accessories, zero down-time model

SERVICE CENTERS 44

TECHNICIANS 500

Customer Infrastructure

- ForTec accounts and National GPO access provides leverage to increase use of BLC with Cysview®



Marketing & Webinars



Photocure – Richard Wolf agreement:

Next generation Flexible BLC equipment to unlock the surveillance market globally



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Terms of the Agreement



- Strategic agreement to **develop and commercialize 4K LED HD reusable flexible blue light cystoscope**; executed and announced 15 July 2024
- Future equipment based on Richard Wolf's *System blue* technology
- Photocure and Richard Wolf are co-investing in the development of the new flexible BLC system
- **Photocure investment between 1.0M – 1.5M USD, Specific financial terms undisclosed**
- 24-30 months estimated development period

Responsibilities



- Intellectual property owned by Richard Wolf
- Richard Wolf will develop, manufacture, obtain regulatory clearances, and be market authorization holder globally
- Photocure will provide guidance to Richard Wolf based on extensive knowledge of surveillance procedures and urology customers' needs
- Photocure and Richard Wolf will co-promote globally
- Governance through Joint Development and Joint Commercialization Committees

A Global Opportunity



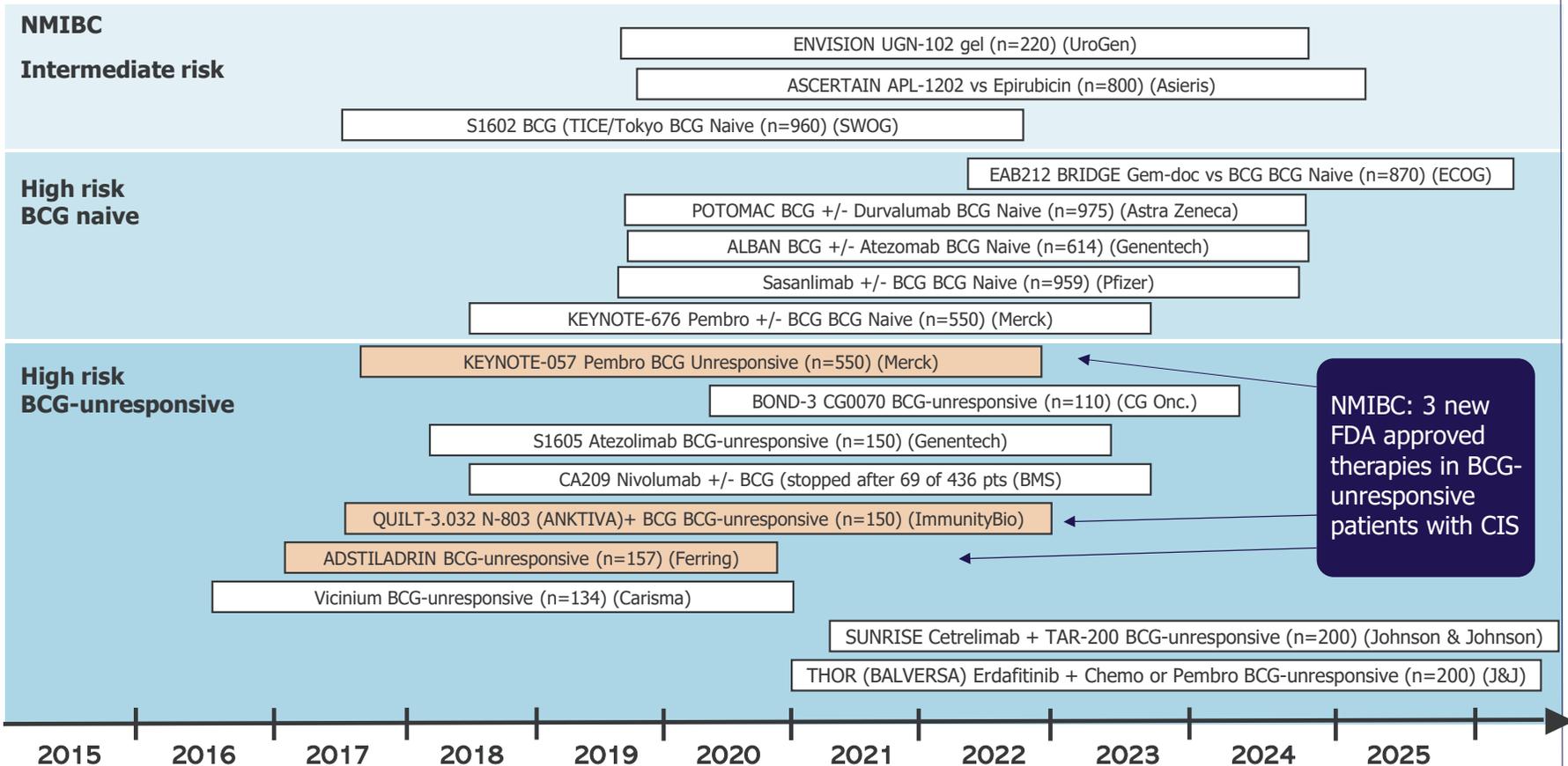
1.65M Surveillance Procedures in U.S. & EU5 Countries



**Estimated Total Addressable Market (TAM)
1.3B USD**

Significant Pharmaceutical Industry Investment

Expected to drive higher demand for precision diagnostics, procedures & therapeutics



Rapidly Evolving NMIBC Treatment Landscape

Earlier detection of CIS lesions/BCG-refractory/recurrent disease key to new therapeutic utilization



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New therapeutics to treat NMIBC were the major topic at AUA 2024

- 3 new FDA approved products, multiple drug companies conducting 20+ clinical trials, multiple MOAs/drug targets being pursued

Tumor resection, biopsies and pathology will continue to be required for definitive staging and grading

- Missing early recurrence of high-risk tumors (HG T1, CIS) may delay use of newer second-line therapies and increase the risk of poor outcomes¹

BLC is positioned to play an important role in supporting new “bladder sparing” therapies

- Guideline recommended to detect, confirm & monitor high-risk NMIBC tumors²
- Significant body of clinical evidence including RCTs and large real-world evidence NMIBC registries demonstrating improved detection of BCG-unresponsive tumors, a requirement for patients to be eligible for novel bladder sparing drugs³
- Recommended (if available) to enhance therapeutic response monitoring by the International Bladder Cancer Group (IBCG)⁴
- FDA recognizes CIS lesions as “markers” to track therapeutic response⁵
- Monitoring response to novel bladder sparing NMIBC therapies is a regulatory requirement

1 Williams et al JAMA Network Open. 2021, van den Bosch S. Eur Urol. 2011, Morelli 2021 J Endourol

2 Witjes et al 2014

3 Morelli 2021 J Endo Uro

4 Kamat J Everyday Urology – Oncology Insights 2018

5 Gofrit et al. Marker lesion in Bca. J Urol 2010

Asieris Programs: Two candidates under regulatory review



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Hexvix China

Recent News

**Phase III Trial
Enrollment
Completed**

**Primary Endpoint
Successfully Met;**

**Data presented
at SIU Congress
12 Oct 2023**

**Strong Results
($p < 0.0001$)**

**First RCT Trial
Conducted with
High Def. BLC**

Going forward

**NDA Accepted
November 2023;
Chinese Authorities
(NMPA) Review
ongoing (Typically
18 Months)**

Cevira

Recent News

**1st Non-Invasive
Candidate for
Cervical HSIL;
Phase III Results
China & Europe**

**Primary Endpoint
Successfully Met**

**Phase III Results
presented at the
EUROGIN 2024
HPV Congress
(March 2024)**

Going forward

**NDA accepted in
China May 2024,
EU Pre-MAA
Communication
anticipated in Q3,
discussions with
U.S. FDA in H2**

**Photocure
eligible for
significant
milestones
& royalties upon
Asieris' regulatory
achievements,
market
authorizations,
& potential
sales**

Q2 Financials

Consolidated Income Statement Second Quarter 2024



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<i>Amounts in NOK million</i>	Q2 '24	Q2 '23	Change	YTD '24	YTD '23	Change
Hexvix/Cysview Revenue	122.4	115.9	6%	239.2	221.8	8%
Other Revenue	23.0	28.4		24.3	28.7	
Total Revenue	145.4	144.3	1%	263.5	250.6	5%
Gross Profit	137.8	137.4	0%	248.1	237.2	5%
Operating Expenses excl BD	-108.6	-104.4	4%	-210.3	-205.3	2%
Business Development Expenses	-1.3	-9.6		-2.1	-9.7	
EBITDA – excluding BD	29.2	33.0		37.8	31.9	
EBITDA – including BD	27.8	23.4		35.7	22.2	
Depreciation & Amortization	-7.2	-6.6		-14.3	-13.1	
EBIT	20.7	16.8		21.4	9.2	
Net Financial Items	-4.5	-4.9		-9.2	-7.3	
Earnings before Tax	16.2	12.0		12.2	1.8	
Tax Expenses	-3.8	-7.6		-7.7	-9.3	
Net earnings	12.3	4.3		4.4	-7.4	

Revenue

- Hexvix/Cysview product revenue increased 6% driven by higher unit sales and average price in the U.S. and the timing of shipments to wholesalers in certain European markets
 - Consolidated volume impacted by phase down of Cysview usage in the flexible BLC setting and customer order fluctuations in DACH and a strike in Sweden
- Other revenue includes Asieris milestone payments in 2023 and 2024 periods

Operating Expenses

- Q2 total operating expenses declined 4% YoY mainly driven by business development expense
- Operating expenses within business development projects relate to life cycle management for Hexvix/Cysview

EBITDA

- Q2 EBITDA including business development expenses NOK 27.8 million

Net Financial Items

- Includes Ipsen earn-out payments

Segment Performance Second Quarter 2024



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North America Segment

<i>Amounts in NOK million</i>	Q2 '24	Q2 '23	Change	YTD '24	YTD '23	Change
Total revenues	50.4	46.2	9%	97.9	88.3	11%
Gross profit	49.0	44.8	9%	95.1	85.5	11%
<i>% of revenue</i>	<i>97%</i>	<i>97%</i>		<i>97%</i>	<i>97%</i>	
Direct costs	-44.6	-44.8	0%	-86.5	88.4	-2%
Contribution ⁽¹⁾	4.3	-0.0		8.6	-2.8	
EBITDA, excl BD	-5.1	-10.3		-10.2	-22.0	
<i>% of revenue</i>	<i>-10%</i>	<i>-22%</i>		<i>-10%</i>	<i>-25%</i>	

- Q2 revenue growth 9% driven by both higher volume and average price, partially offset by phase down of Cysview usage in the flexible BLC setting
 - In-market unit sales increased 1%, price increase 5%, customer mix also further contributed to growth in Q2
- Q2 direct costs level
- Q2 Contribution improved by NOK 4.3 million YoY driven by revenue growth and cost containment. YTD contribution increased by NOK 11.4 million YoY

Europe Segment

<i>Amounts in NOK million</i>	Q2 '24	Q2 '23	Change	YTD '24	YTD '23	Change
Total revenues	72.0	69.7	3%	141.3	133.3	6%
Gross profit	66.0	65.2	1%	129.4	123.7	5%
<i>% of revenue</i>	<i>92%</i>	<i>93%</i>		<i>92%</i>	<i>93%</i>	
Direct costs	-29.8	-27.6	8%	-57.1	56.6	1%
Contribution ⁽¹⁾	36.1	37.6		72.2	67.2	
EBITDA, excl BD	18.8	19.5		37.8	33.2	
<i>% of revenue</i>	<i>26%</i>	<i>28%</i>		<i>27%</i>	<i>25%</i>	

- Q2 revenue increased 3% YoY
 - In-market unit sales level YoY and EUR depreciated 0.8%. Timing of wholesaler stocking added to revenue growth in the quarter
- Q2 direct costs increased driven mainly by timing of project expenses
- Q2 Contribution mostly level YoY, YTD contribution increased by NOK 5.0 million YoY driven by revenue growth and cost containment

Cash Flow & Balance Sheet Second Quarter 2024

<i>Amounts in NOK million</i>	Q2 '24	Q2 '23	YTD '24	YTD '23
Operations Cash Flow	19.5	29.1	27.9	20.0
Earnings before tax	16.2	12.0	12.2	1.9
Depreciation & amortization	7.2	6.5	14.3	13.1
Working capital	-11.6	-1.1	-18.6	-10.7
Other	7.7	11.7	20.0	15.8
Investments Cash Flow	0.5	0.1	0.6	0.7
Financing Cash Flow	-11.3	-16.3	-21.1	-29.8
Net Change in Cash	8.7	12.9	7.5	-9.1

<i>Amounts in NOK million</i>	30.06.24	31.12.23
Non-current assets	326.0	339.5
Inventory & receivables	120.6	112.9
Cash & short-term deposits	267.0	259.5
Equity	499.7	482.8
Long-term liabilities	147.3	151.6
Current liabilities	66.7	77.5
Total balance	713.6	712.0

Cash Flow

- Q2 cash flow from operations was NOK 19.5 million, driven by EBITDA adjusted for non-cash expenses and working capital
- Q2 cash flow from investments includes interest received, partially offset by investments in tangible and intangible assets
- Q2 cash flow from financing of NOK -11.3 million includes earnout payments to Ipsen of NOK 9.1 million
 - Term loan was fully repaid in Q2 2023
- Net cash flow in Q2 was NOK 8.7 million, cash balance end of Q2 was NOK 267.0 million

Financial position

- Non-current assets include intangibles and goodwill from Ipsen transaction totaling NOK 248.2 million
- Long-term liabilities includes deferred Ipsen earnout totaling NOK 123.0 million
- Equity NOK 499.7 million, 70% of total assets

Summary



Summary of Q2 2024 results



- 6% Product rev. growth, unit sales level YoY; executing on key initiatives to increase unit sales
- EBITDA of NOK 27.8M (NOK 29.2M Ex-BD); Commercial businesses contribution-positive in Q2 & prior 3 quarters
- 20 Saphira™ towers installed in U.S. (5 new, 3 upgrades, 12 mobile); ForTec national mobile rollout underway
- Installed base of 176 Saphira™ towers since launch; these now represent 46% of rigid towers in U.S.
- Flex phase-down remains a challenge, but growth of rigid (TURBT) towers & kit sales outweighed Flex pressure
- Priority Growth Markets in Europe responding well to turn-around efforts, UK/IT sustaining double-digit growth
- Strong momentum for NMIBC & BLC ; KOL support/equipment upgrades/new NMIBC therapies coming to market
- Cash balance strong at NOK 267 million, up from NOK 260 million at year-end 2023; no term debt

Anticipated Milestones & Corporate Objectives



- 2024 financial guidance reiterated: 6-9% product revenue growth (constant currency), positive EBITDA. Raised 2024 tower guidance range to 55-70 Saphira™ installs (new + upgrades)
- Increase Hexvix®/Cysview® kit throughput, continue growing BLC tower base in U.S. and penetration of priority growth markets in Europe, collaborate with ForTec on mobile tower national rollout in U.S.
- Proactively support the Citizen's Petition for the U.S. FDA to reclassify BLC equipment from Class 3 to Class 2, potentially creating an expedited pathway for additional BLC manufacturers to enter the U.S. market
- Present/publish additional data from real world evidence patient registries and other studies supporting the use of BLC® with Hexvix/Cysview; leverage Photocure's U.S. registry with NMIBC therapeutic companies
- Advance partnership with Richard Wolf to develop and commercialize a next-generation Flexible BLC system for the global markets
- Asieris Assets progress: NDAs for both Cevira and Hexvix in China undergoing regulatory reviews. Anticipated Q3 Pre-MAA discussions for Cevira in EU, FDA discussions on regulatory requirements in H2 2024.

Leading change in bladder cancer

Q&A

