

# PHOTOCURE ASA COMPANY PRESENTATION

## H.C. WAINWRIGHT 21ST ANNUAL GLOBAL INVESTMENT CONFERENCE

September 2019

Daniel Schneider, President and CEO



THE  
BLADDER CANCER  
COMPANY™

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# PHOTOCURE BEFORE AND NOW:

Global Leader in  
Photodynamic  
Therapy (PDT)

As of **1997**

New strategic focus:  
**The Bladder Cancer  
Company**

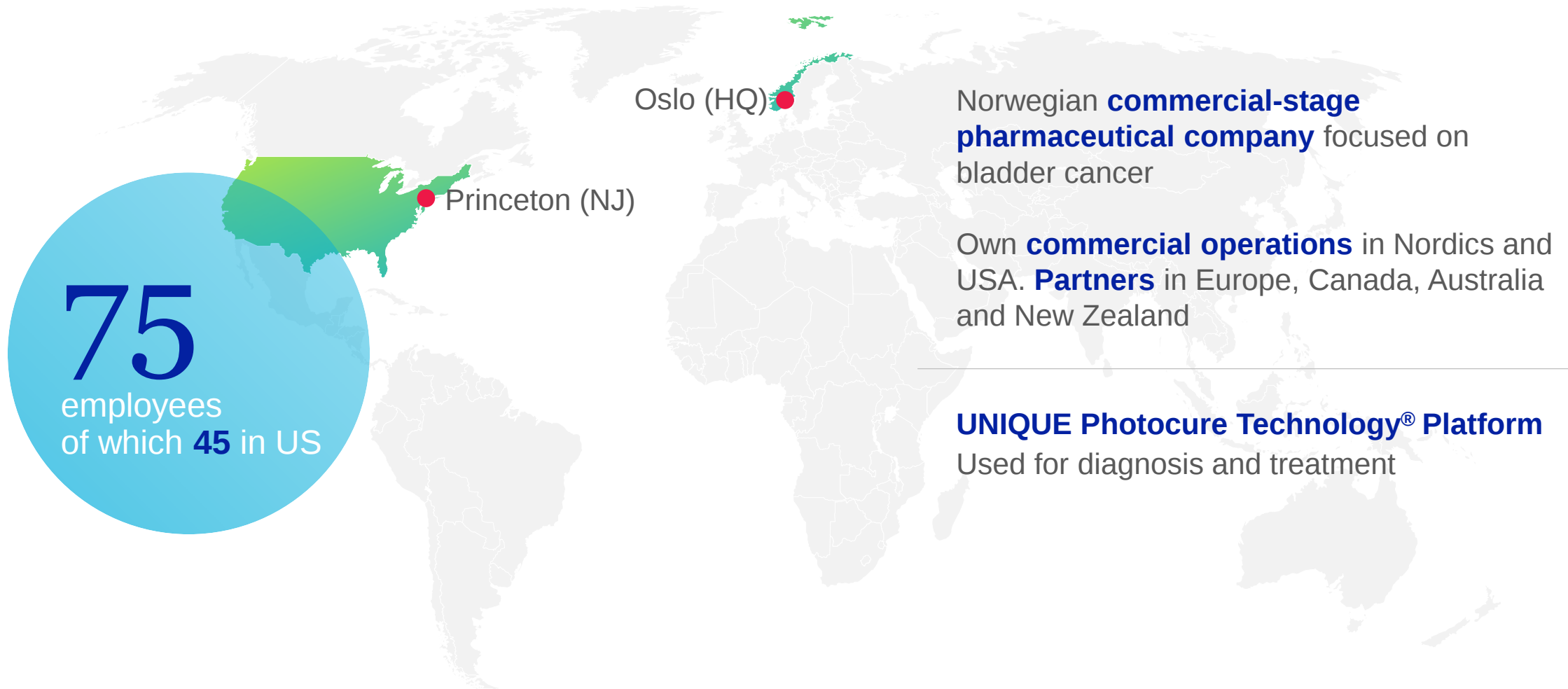
**2018**

Continue success of  
**Hexvix®/Cysview®**

Expand portfolio of  
bladder cancer  
assets

**2020 + beyond**

# PHOTOCURE AT A GLANCE



# PHOTOCURE AT A GLANCE

Oslo (HQ)

Princeton (NJ)

Core drug-device product on market

**HEXVIX®**  
Hexaminolevulinate 85mg

**CYSVIEW®**  
Hexaminolevulinate HCl

Bladder cancer detection & management

Accelerating revenue growth

**+20%** total revenue growth in 2018

**\$ 35M** global in-market sales\*

Over **500 000** patients treated  
with Hexvix/Cysview worldwide

**~\$140M**

Market  
cap

**150K**

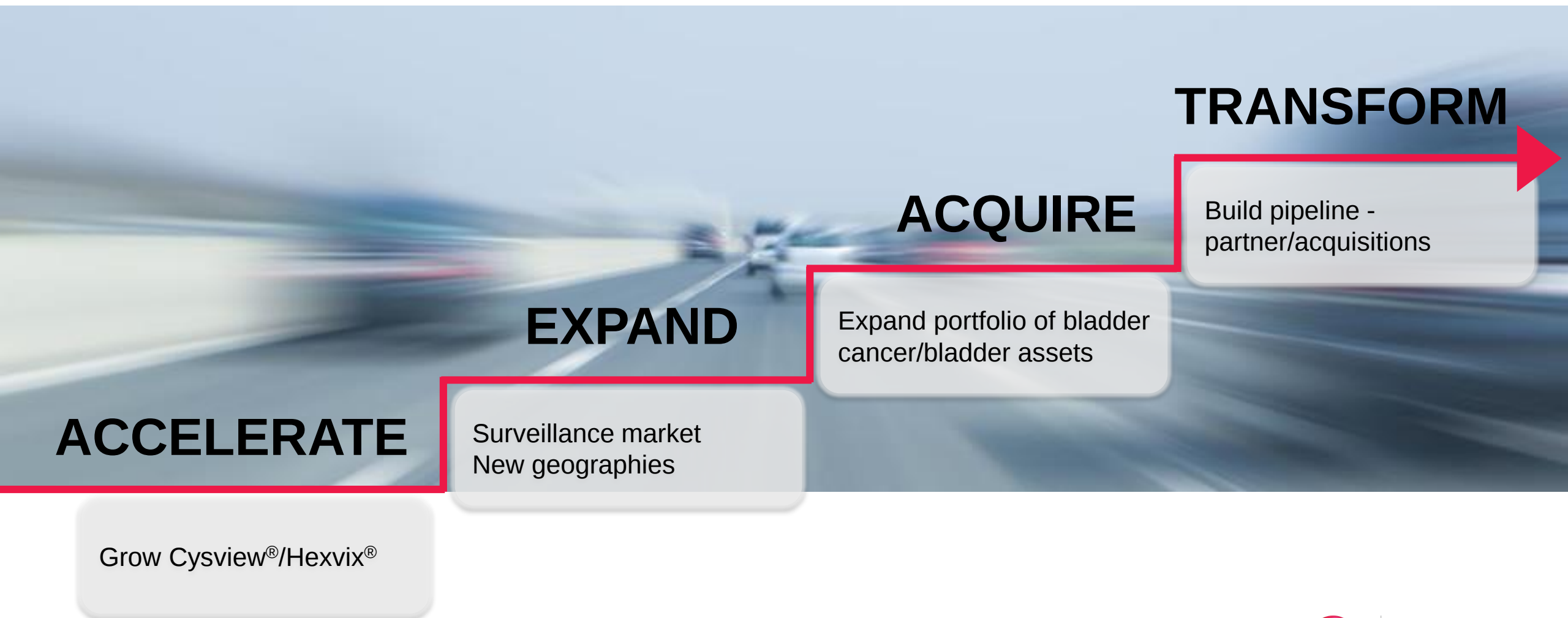
Avg Daily  
Vol LTM

OSLO STOCK  
EXCHANGE:

**IPO**  
May, 2000

# PHOTOCURE STRATEGY — FOUR STEPS

TO BECOME A TRANSFORMATIVE, MULTI-PRODUCT, BLADDER CANCER COMPANY

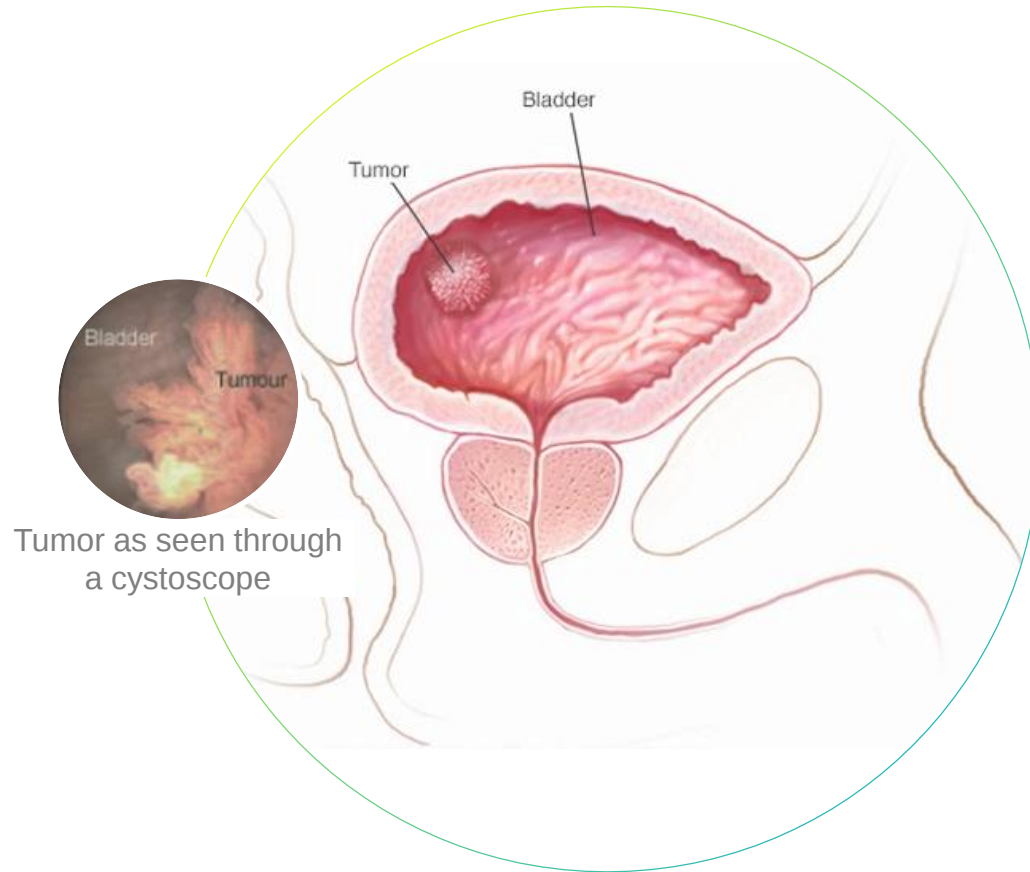


# *Hexvix<sup>®</sup>/Cysview<sup>®</sup> Positioning*



# NON-MUSCLE INVASIVE BLADDER CANCER

## IS ONE OF THE MOST COMMON CANCERS WITH SIGNIFICANT RECURRENCE RATE AND HIGH DISEASE BURDEN



**~650K**  
surgical procedures  
annually in USA and EU

**~2.2M**  
surveillance cystoscopies  
annually in USA and EU

More than **60%**  
disease recurrence  
at 1 year<sup>1</sup>

**10% – 30%**  
disease progression

**\$3.7 Billion**  
in direct medical costs/year<sup>2</sup>

Picture: Mayo Clinic; Researchgate.net

1. Sylvester RJ et al. Eur Urol 2006; 49: 466-467

2. Direct medical costs in USA in 2001: The health economics of bladder cancer: a comprehensive review of the published literature. Botteman MF et al. Pharmacoeconomics 2003;21 (8), 1315-1330

# HEXVIX®/CYSVIEW® ADDRESSES THE NEED FOR IMPROVED DETECTION AND MANAGEMENT OF BLADDER CANCER

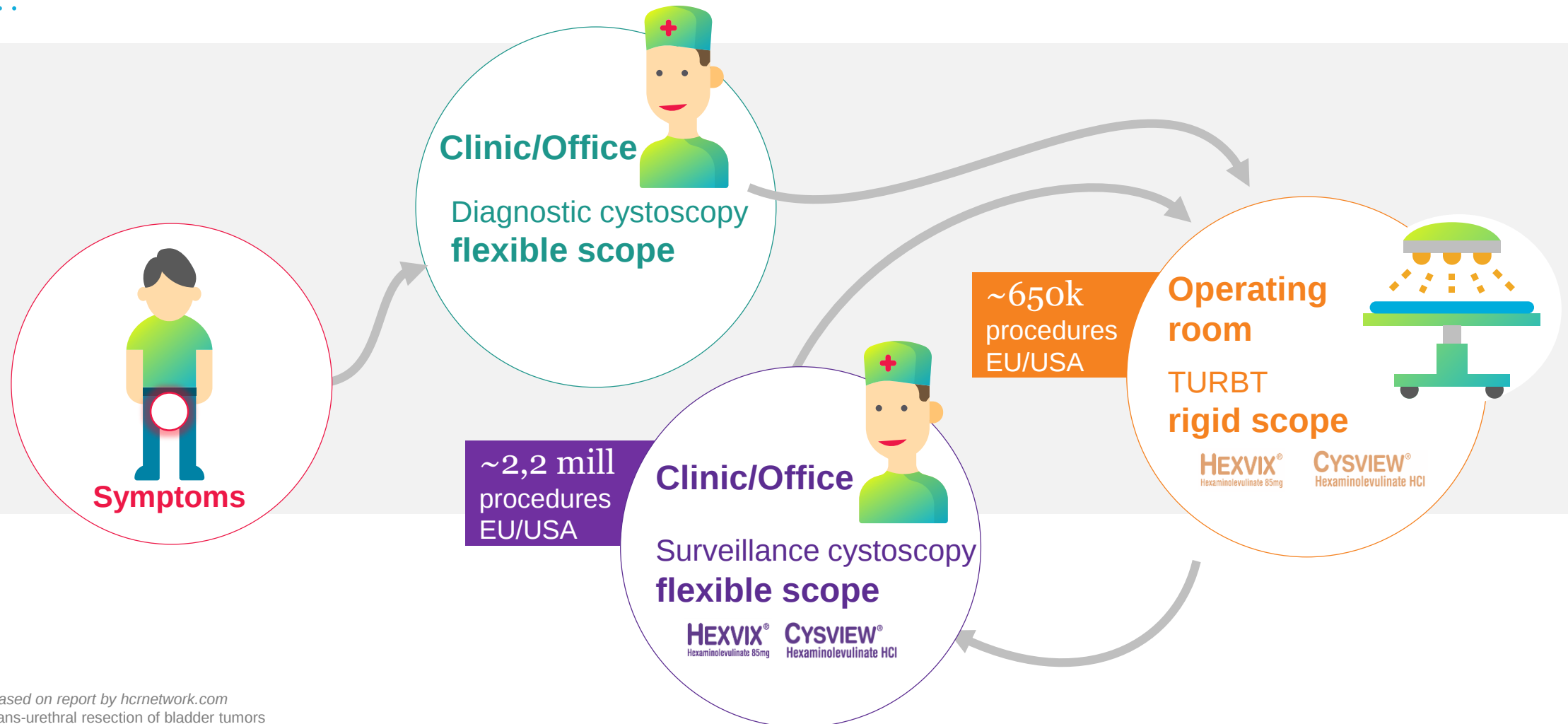
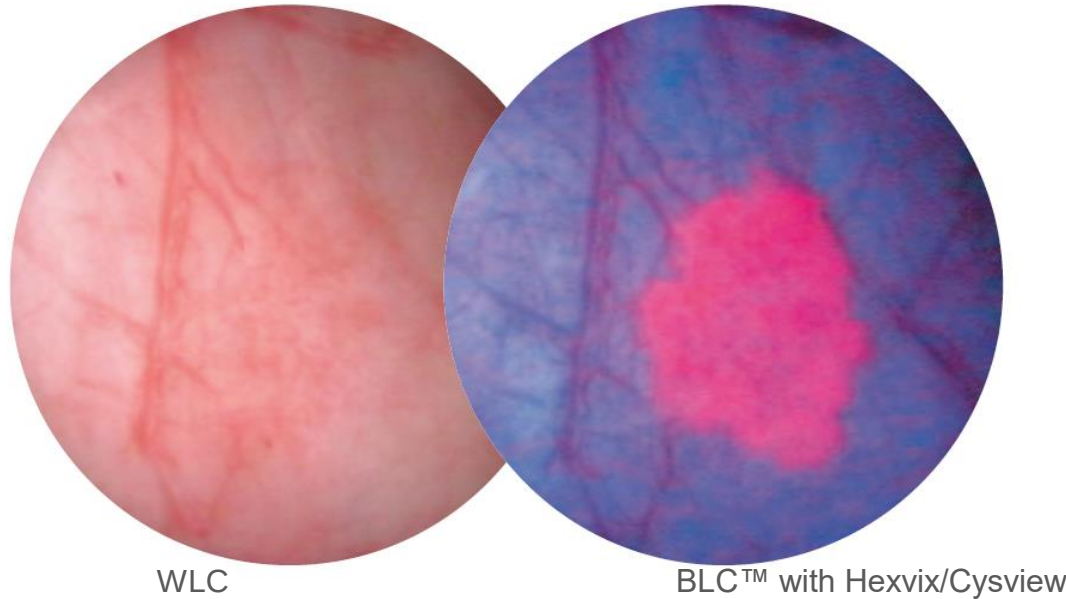


Diagram based on report by [hcrnetwork.com](http://hcrnetwork.com)  
TURBT: trans-urethral resection of bladder tumors

# BLUE LIGHT CYSTOSCOPY WITH HEXVIX®/CYSVIEW®?

A TRANSFORMATIVE SOLUTION TO IMPROVE THE LIVES OF PATIENTS WITH BLADDER CANCER



## Key benefits

- Improved Patient outcomes (diagnostic accuracy + surgical results)
- Significant reduction of disease recurrence
- Reduction in disease progression
- Improved cost-effective health outcomes

Additional tumors found in **1** out of **4** patients<sup>1</sup>

Additional papillary tumors in **25%** of patients<sup>1</sup>

**35%** of patients with CIS were only found with Cysview®<sup>2</sup>

# BLUE LIGHT CYSTOSCOPY WITH HEXVIX®/CYSVIEW®

## Key feature

Better visual contrast  
between benign  
and malignant cells

Blue Light Cystoscopy (BLC™) with Hexvix/Cysview is a **drug and device combination** for better detection and management of NMIBC.

Hexvix/Cysview is a pharmaceutical product that is taken up selectively by cancer cells in the bladder making them glow bright pink when illuminated with Blue Light.



Hexvix/Cysview is used with a blue light enabled cystoscope, from Karl Storz, Wolf or Olympus.

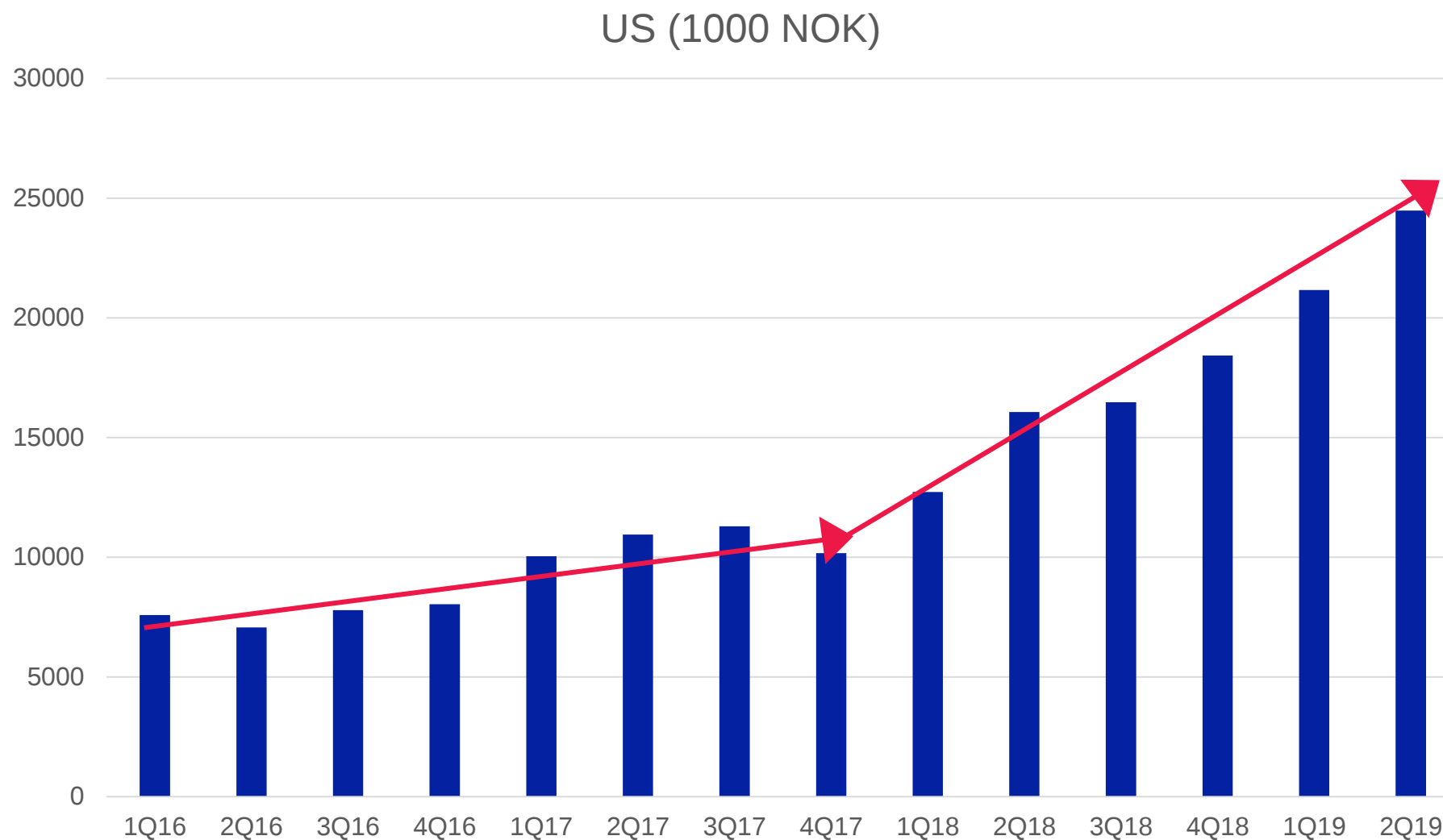


*Positioned for growth*



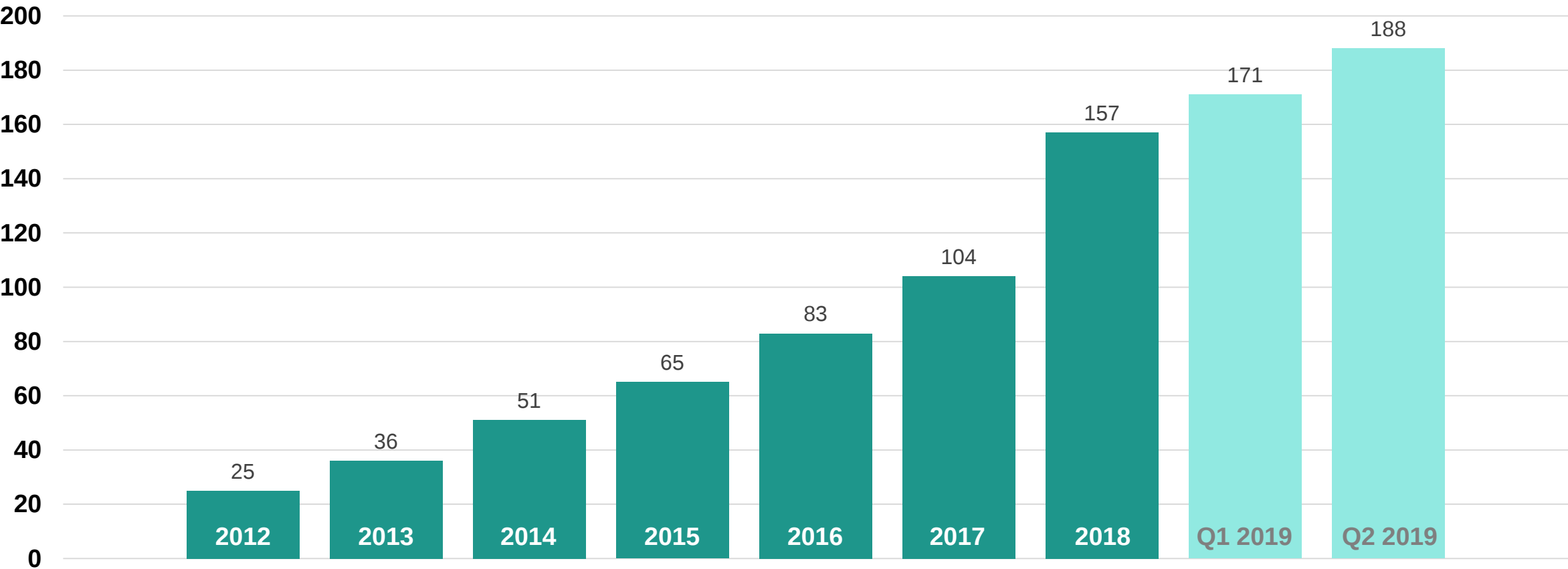
# ACCELERATED MOMENTUM

## 6 CONSECUTIVE QUARTERS OF RECORD REVENUES IN US



# ACCELERATED MOMENTUM

## INSTALLED BASE OF CYSTOSCOPES IN THE US



THE  
BLADDER CANCER  
COMPANY™

# SUPPORTIVE ENVIRONMENT & INCREASING AWARENESS

## FOR BECOMING THE STANDARD OF CARE FOR THE DETECTION AND MANAGEMENT OF BLADDER CANCER

- **Inclusion in Bladder Cancer treatment guidelines**

BLC™ with Hexvix® /Cysview® is strongly recommended by US, European and national guidelines as well as expert panels.



American  
Urological  
Association



**NICE** National Institute for  
Health and Care Excellence

- **High adoption rate in top Cancer centers**

Established in >170 key US cancer hospitals and leading institutions. **25% to 70%** penetration rate in the Nordics

- **Patient preference**

growing awareness and active preference as shown in recent BCAN survey

- **Favorable and Permanent US Reimbursement 2019**

for BLC™ with Cysview® on all settings of care

- **Activating awareness**

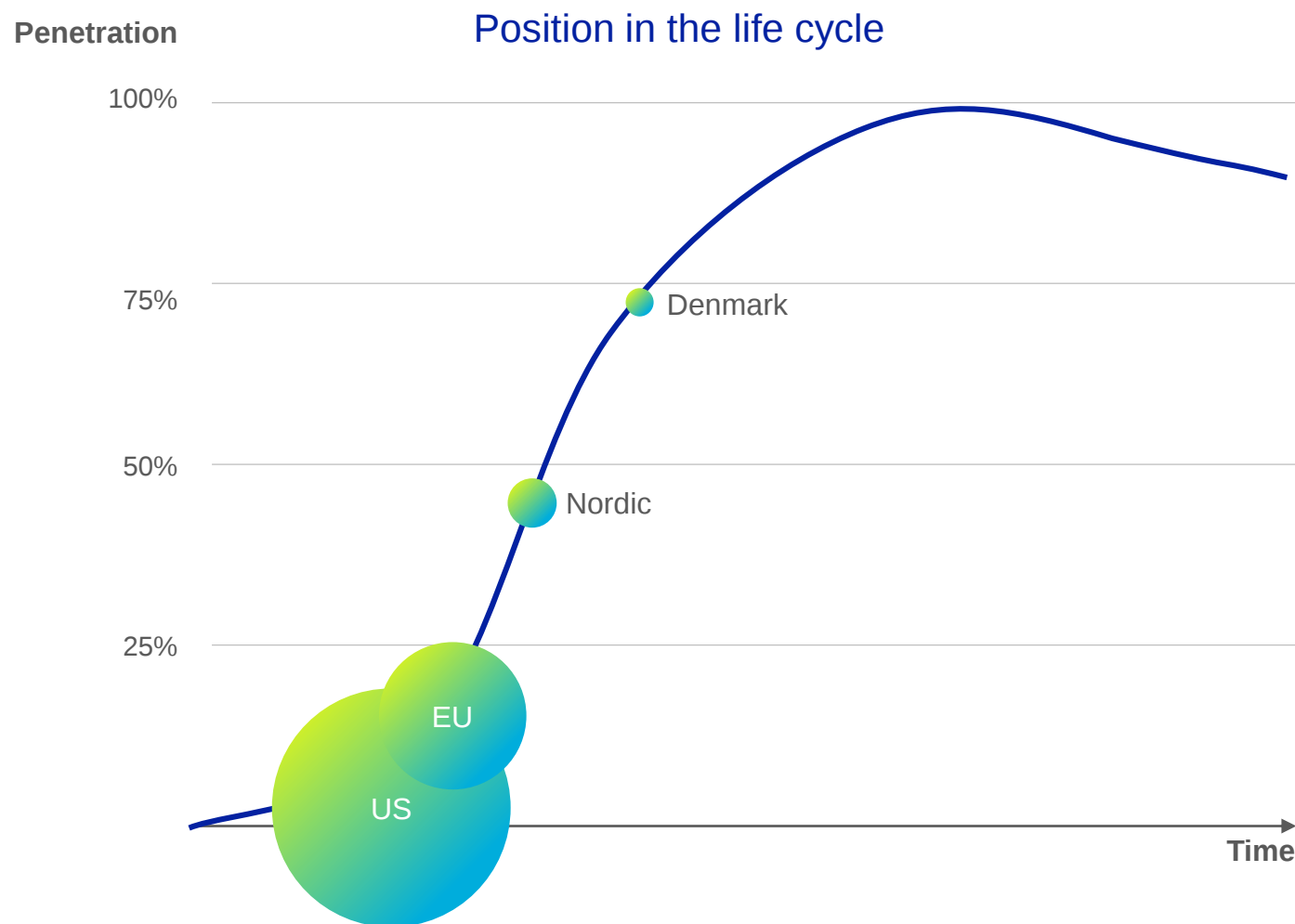
in the healthcare community through major congress presence and media campaign

- **Partnering with prominent Patient Associations**

especially BCAN in the US and the new World Bladder Cancer Patient Coalition



# HEXVIX®/CYSVIEW® – KEY ENABLERS IN PLACE AND READY FOR GROWTH



## Key success factors

**Approval** – surgical & surveillance

**Acceptance** – major & local guidelines

**Access** – Permanent and favorable reimbursement

**“Activated” Awareness** – Patient demand via advocacy groups and media

**Accelerate** – Commercial investment to optimize the opportunity

# *Cevira<sup>®</sup> License Agreement*



# CEVIRA®: LICENSE AGREEMENT WITH ASIERIS

ASIERIS MEDITECH CO.,  
Ltd.



- Asieris is a subsidiary of the China-based Jiangsu Yahong Meditech Co., Ltd., a specialty pharma company fully committed to research, development and commercialization of innovative new medical treatments through their own IP and in-licensing efforts.
- CEO of Asieris: Kevin Pan
- Its leading drug candidate, an oral drug for treating non-muscle invasive bladder cancer, is in a registrational clinical trial in China and Phase Ib trial in the US.
- Asieris has built strong development capabilities in the genitourinary diseases (GU) area in China and is rapidly expanding its global capability.

CEVIRA® – CERVICAL  
CANCER



- Potential to fill high unmet need for non-surgical treatment of HPV/CIN populations
- Breakthrough, single use, integrated drug-device technology
- Potential to treat high grade cervical dysplasia independent of HPV genotype
- Easy and convenient for provider and patient

# CEVIRA®: TERMS OF LICENSE AGREEMENT WITH ASIERIS

## TERMS OF THE LICENSING AGREEMENT\*



- Under the License Agreement, Photocure will receive a total signing fee of USD 5 million within 6 months after signing.
- Approval of the initial indication will result in USD 18 million in China and USD 36 million in US/EU
- A second indication in China, the US and the EU would result in payments of up to USD 14 million.
- Sales royalties and milestones will apply in all markets.





# SEGMENT PERFORMANCE

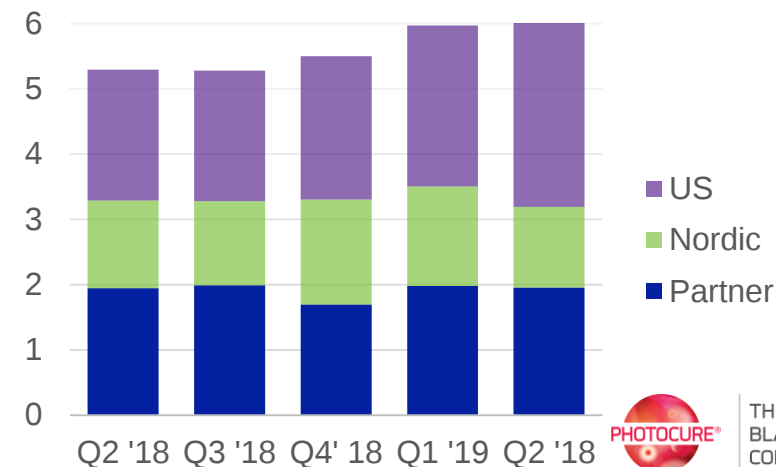
## SECOND QUARTER 2019

| <i>Amounts in USD million</i> | Q2 '19      | Q2 '18      | Change | YTD '19     | YTD '18     | Change |
|-------------------------------|-------------|-------------|--------|-------------|-------------|--------|
| <b>Commercial Franchise</b>   |             |             |        |             |             |        |
| Nordic revenue                | 1.2         | 1.3         | -8%    | 2.8         | 2.9         | -4%    |
| US revenue                    | 2.8         | 2.0         | 41%    | 5.3         | 3.6         | 46%    |
| Partner revenue               | 2.0         | 1.9         | 0%     | 3.9         | 4.0         | -1%    |
| <b>Total Hexvix/Cysview</b>   | <b>6.0</b>  | <b>5.3</b>  | 14%    | <b>12.0</b> | <b>10.5</b> | 14%    |
| Other revenue                 | 0.1         | 0.4         |        | 0.2         | 0.5         |        |
| <b>Total revenue</b>          | <b>6.1</b>  | <b>5.7</b>  | 8%     | <b>12.2</b> | <b>11.0</b> | 11%    |
| Operating expenses            | -5.4        | -4.5        | 21%    | -10.7       | -9.3        | 15%    |
| <b>EBITDA recurring</b>       | <b>0.2</b>  | <b>0.6</b>  |        | <b>0.4</b>  | <b>0.7</b>  |        |
| <b>Development Portfolio</b>  |             |             |        |             |             |        |
| Operating expenses            | -0.5        | -0.5        | -7%    | -0.8        | -1.1        | -26%   |
| <b>EBITDA recurring</b>       | <b>-0.5</b> | <b>-0.5</b> |        | <b>-0.8</b> | <b>-1.1</b> |        |
| <b>TOTAL</b>                  |             |             |        |             |             |        |
| <b>EBITDA recurring</b>       | <b>-0.3</b> | <b>0.1</b>  |        | <b>-0.5</b> | <b>-0.4</b> |        |
| <b>Cash balance</b>           |             |             |        | <b>10.2</b> | <b>12.0</b> |        |

### Commercial Franchise

- Continued strong revenue growth in US, YTD revenue growth 46%
  - Installed base of rigid and flex BLC 171 at quarter end, increased 51% YOY
- In constant currencies YTD growth in partner revenue 6% and Nordic revenue 4%
- Commercial investments in US driving increased operating expenses YTD, 15% YOY

### Hexvix/Cysview sales revenues



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# *Summary and Outlook*



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