

PHOTOCURE ASA BUILDING A SPECIALTY PHARMA COMPANY

RESULTS FOR FIRST QUARTER
2017

23 MAY 2017

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KEY OBJECTIVES AND ACHIEVEMENTS

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- Increase Hexvix/Cysview global in-market unit sales
- Increase growth of Cysview in the US based on an increased investment in the US commercial operations
- Obtain regulatory approval for market expansion of Cysview into surveillance market

1Q KEY ACHIEVEMENTS

- Hexvix/Cysview global in-market volume increased YoY 10% in first quarter
- In the US Cysview in-market volume increased YoY 28% in first quarter
- Continued to build awareness of BLC with Cysview among urologist and patients
- Increase in activities in accordance with US strategic investment plan
- Patient enrollment finished January
- Strong clinical data presented at Late Breaking Plenary Session at AUA in May
- On track to submit supplement NDA to FDA later in 2017

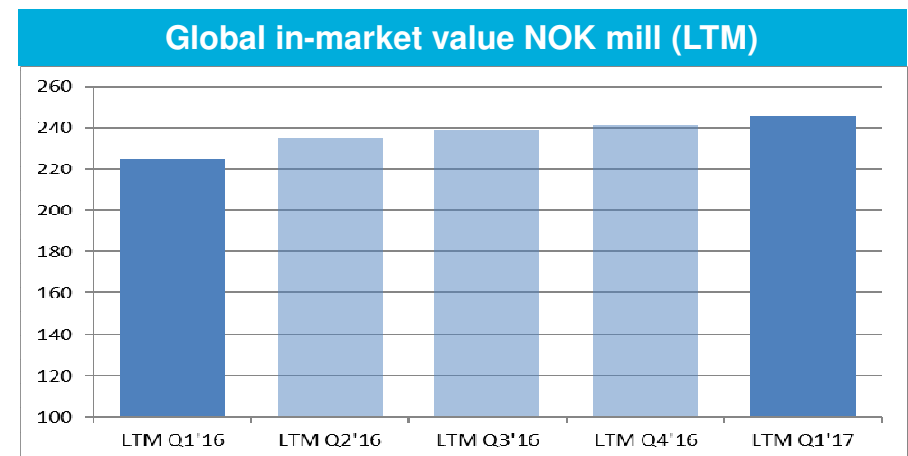
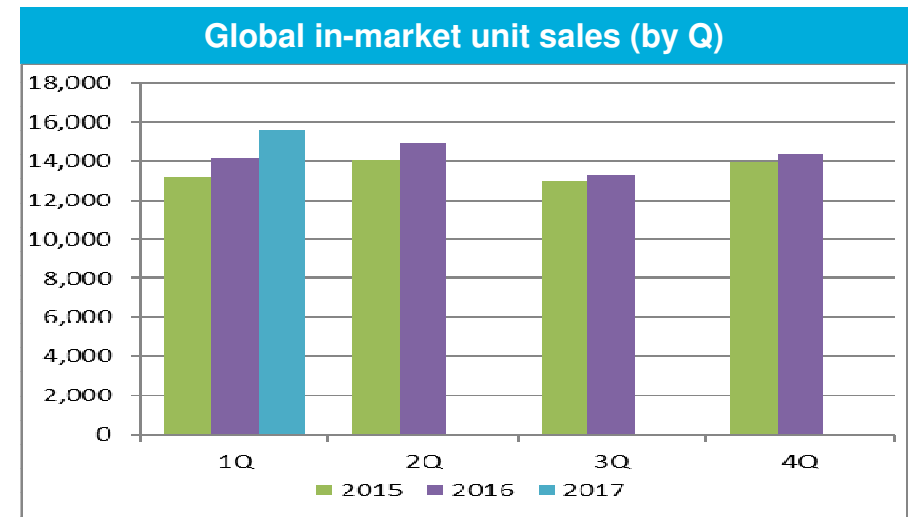
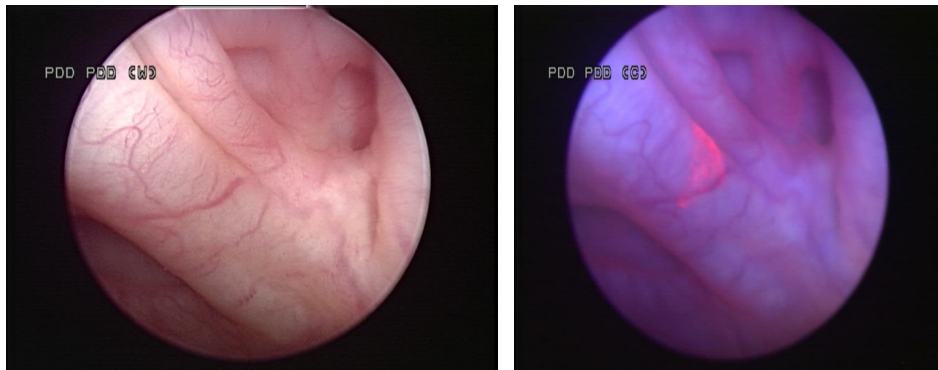
Hexvix/Cysview Update



HEXVIX/CYSVIEW

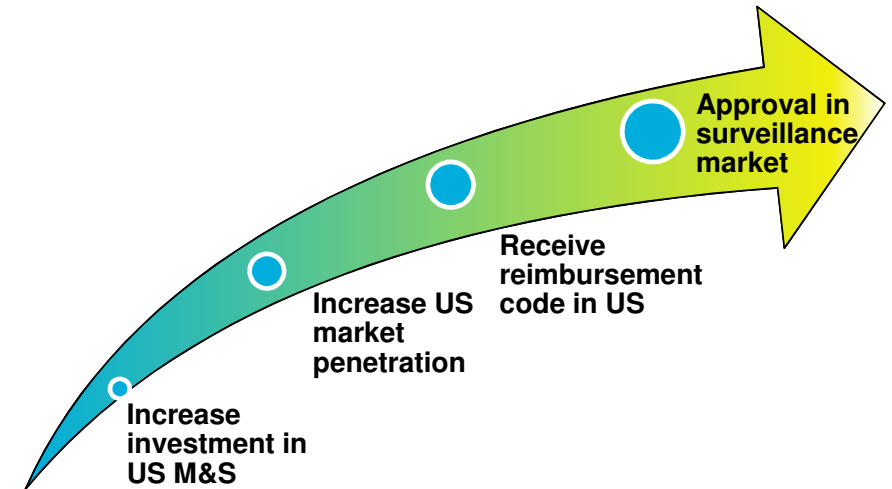
A SIGNIFICANT GLOBAL SPECIALTY BRAND

- Value of in-market sales of Hexvix/Cysview in the first quarter increased YoY 7% to NOK 65 million
- Hexvix/Cysview global in-market volume increased YoY 10% in the first quarter
- Overall franchise EBITDA first quarter at NOK 4.9 million, EBITDA margin of 14%



HEXVIX/CYSVIEW PROGRESS UPDATE IN USA

- Photocure own sales revenue in the US in 1Q increased 32%
 - Driven by YoY in-market volume growth of 28% in first quarter
- Permanent Blue Light Cystoscope placements of 89 at the end of quarter, increase of 6 since end of 2016
 - Current hospital base includes major high volume hospitals
 - BLCC is available in approximately 70% of all the National Comprehensive Cancer Network (NCCN) member institutions
- Initiated our US strategic investment plan which includes doubling our sales organization and increased marketing activities
- Continued efforts to obtain reimbursement, with preparations ongoing for introduction of a new bill



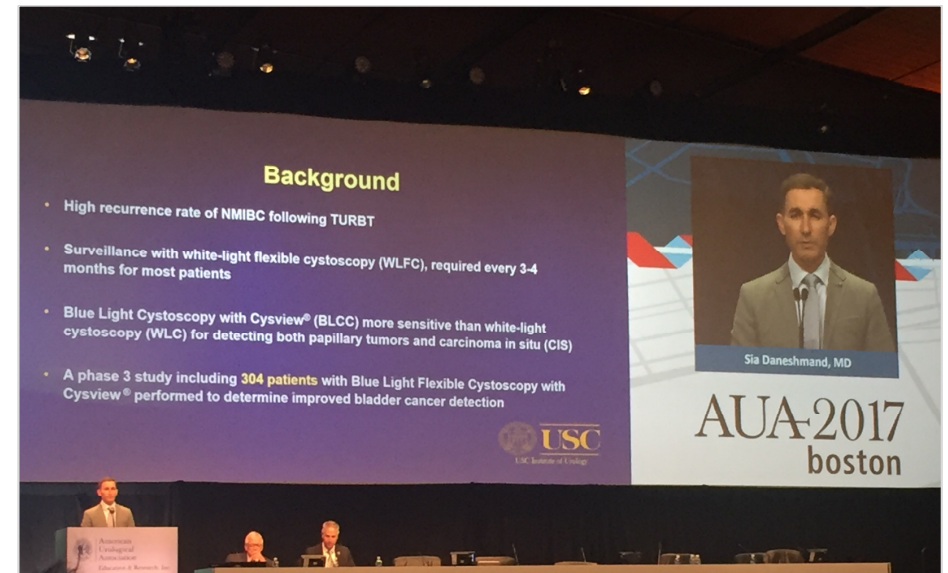
Maximizing the US Cysview opportunity is essential to Photocure's strategy to create a Specialty Pharmaceutical Company in Urology

HEXVIX/CYSVIEW PHASE 3 SURVEILLANCE STUDY SHOWED SIGNIFICANT CLINICAL BENEFITS

Phase 3 Surveillance Study Conclusions

- BLFCC significantly improves the detection of patients with recurrent bladder cancer (21.5%, $p < 0.0001$)
- BLCC significantly improves the detection of patients with CIS (34.6%, $p < 0.0001$)
- Tumor detection was improved in 46.2% of patients who underwent repeat BLCC
- Repeat use of BLCC is safe
- Patients found it worthwhile to undergo BLFCC (92.7%) and BLCC (87.0%) and would recommend it to others
- BLFCC should be used for patients in surveillance of their bladder cancer recurrence and for management in the OR
- Planned to file supplemental NDA for BLFC with Cysview to FDA by end of 2017

Late-Breaking Presentation at AUA

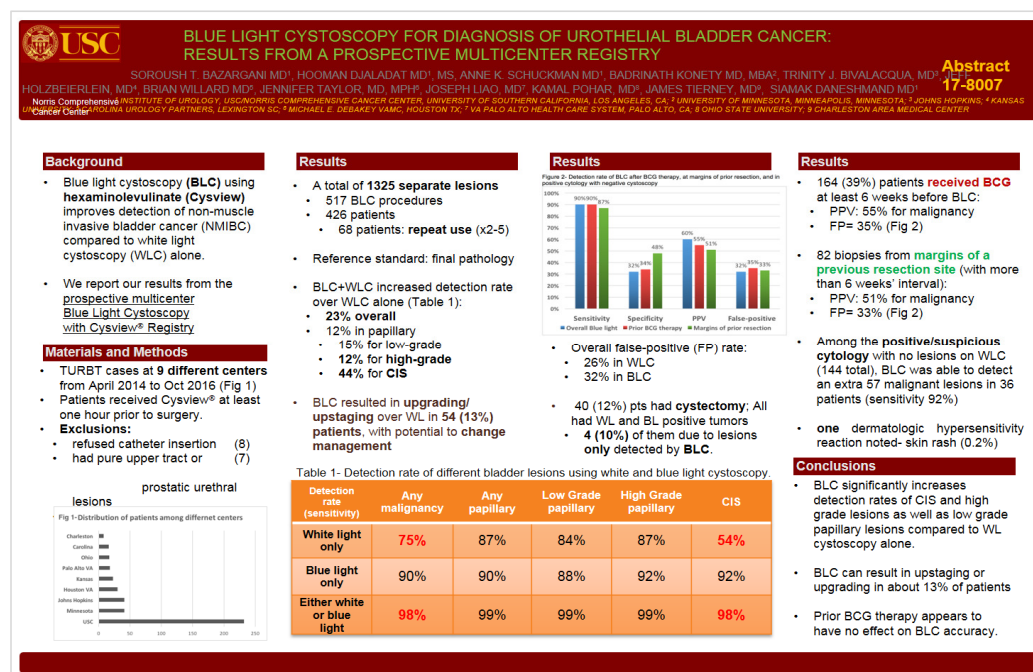


CYSVIEW US NEW CLINICAL DATA THROUGH CLINICAL REGISTRY

BLC with Cysview Clinical Registry Study Results

- Bladder Cancer Registry Study in the US was presented at AUA Poster session “Blue Light Cystoscopy for the diagnosis of Urothelial Bladder Cancer: results from a prospective multicenter registry”
 - Largest Bladder Cancer Study in the US.
 - The results are from 9 centers included 1325 lesions, from 517 procedures in 426 patients.
 - BLC significantly increased the detection of CIS and papillary lesions over WLC alone and can result in upstaging and upgrading in about 13% of patients, which can affect patient outcomes.

BLCC Registry Poster



CYSVIEW US

INCREASED AWARENESS KEY FOR CONTINUED GROWTH

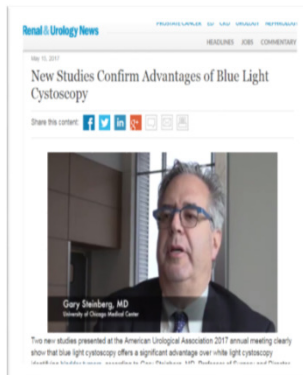
BLCC Patient and Urologists Awareness Campaigns

Media Campaigns

KOL interviews at AUA*

- Dr. Sia Daneshmand, MD
- Dr. Gary Steinberg, MD
- Dr. Joseph Liao, MD

E-newsletter on Bladder cancer and BLCC related topics



Publication in Uro Today: “TURBT More Important Than Ever”

- Authors: Ashish Kamat, MD and Kamal Pohar, MD

Key Market Awareness Campaign

Focused Blue Light Cystoscopy with Cysview (BLCC) awareness campaign in select high volume markets
Key Media Focus Markets (MSA's)

- Nashville
 - Physician and Patient media interviews completed
- Next planned cities: Los Angeles and Boston

Bladder Cancer Awareness Month

May 2017: Collaborating with BCAN, the Photocure is the national sponsor of the Bladder Cancer walk and the team participated in various Bladder Cancer walks across the US to increase awareness on bladder cancer

HEXVIX PERFORMANCE NORDICS

- Photocure own sales revenue in the Nordics decreased YoY 4% in first quarter
 - Decrease in revenue caused by YoY in-market volume decline of 8% in first quarter and FX impact
 - A temporary loss of procedures through recent months related to reorganization of clinics and introduction of a new centralized IT system in Denmark
- Blue Light Flex Cystoscopy (BLFC) with Hexvix gets a foothold in the Nordic countries
 - 6 clinics in the Nordic region have routinely taken the procedure in use with additional clinics in the pipeline
 - A Nordic blue light flex register has been established to map experience, usefulness and real-world data with BLFC with Hexvix
 - Investigator initiated studies (IITs) ongoing at key hospitals in Denmark to provide additional clinical data

SUNDHEDSPLATFORMEN

Nyt it-system giver færre behandlinger og milliontab for sygehuse

Politikerne i Region Hovedstaden ruster sig til tab på op mod 430 millioner i år. Den nye sundhedsplatform fører til færre behandlinger.



HEXVIX/CYSVIEW PARTNER PROGRESS

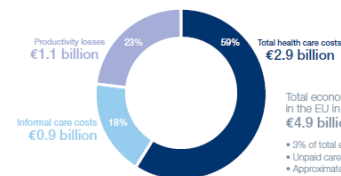
- Partner revenue increased 6% in 1Q to NOK 16.2 million
 - Driven by YoY in-market volume growth of 13% in first quarter
- Ipsen in EU:
 - Strong visibility for Hexvix at European Association of Urology Congress
 - March “List en sus” delisting of Hexvix in France.
 - Expect limited impact as strong support by French guidelines, Key Opinion Leaders, and strong Health Economic data to support obtaining a permanent future reimbursement (specific DRG code)
- BioSyent in Canada and Juno in Australia/New Zealand:
 - Sales uptake pending equipment outplacement and reimbursement
 - Significant support from the urological community
 - Local Canadian Health Economic analysis to be presented at the Canadian Urological Association annual meeting in June
 - Australian application for reimbursement submitted
 - Response on MAA in New Zealand expected by the end of 2017

Cost of Bladder Cancer represents € 4.9 bn (Leal et al, 2016)

Results and limitations: Bladder cancer cost the EU €4.9 billion in 2012, with health care accounting for €2.9 billion (59%) and representing 5% of total health care cancer costs. Bladder cancer accounted for 3% of all cancer costs in the EU (€143 billion) in 2012 and represented an annual health care cost of €57 per 10 EU citizens, with costs varying >10

Economic burden of bladder cancer

Costs of bladder cancer in the European Union



Total economic burden of bladder cancer in the EU in 2012: €4.9 billion

- 5% of total economic burden of cancer
- Unpaid care accounted for >88 million hours
- Approximately 34,000 working years were lost due to mortality
- 3 million working days were lost due to morbidity

EAU17 | LONDON
24-28 March 2017

Donors help bring Cysview technology to Humber River Hospital's urology department

Cysview aids surgeons in the diagnosis and management of non-muscle invasive bladder cancer.

COMMUNITY Jan 30, 2017 InsideToronto.com



Procedure improves quality of life for bladder cancer patients

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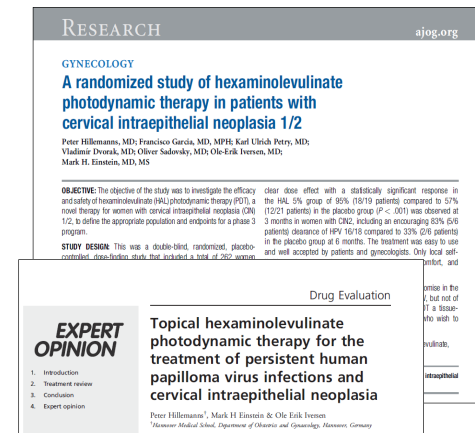
Cevira/Visonac Update



CEVIRA & VISONAC

PHASE 3 READY PRODUCTS WITH SIGNIFICANT SALES POTENTIAL

- Cevira - Breakthrough single use and fully integrated drug-device technology to satisfy high need for novel non-surgical therapies to treat global epidemic of HPV/HSIL populations
- Visonac – Novel topical non-antibiotic/non-isotretinoin treatment to satisfy high unmet medical need among patients with inflammatory, severe acne (IGA 4)
- Cevira and Visonac both phase 3 ready with Special Protocol Agreement on phase 3 program with FDA
- Cevira and Visonac both addressing large patient populations with significant unmet medical needs
- After a non-conclusive comprehensive partnering process, PHO will initiate a broad review of possible strategic alternatives for Cevira and Visonac



Financials



SEGMENT PERFORMANCE

FIRST QUARTER 2017

Commercial franchise:

- Hexvix/Cysview total revenue increasing YoY 9% in the quarter, negatively impacted by FX movements. Revenue increase in constant currencies 14%
- First quarter total revenues negatively impacted by milestone revenues
- Increased operating expenses driven by sales & marketing in US
- EBITDA margin at 14% for the quarter

Development portfolio:

- Activities related to regulatory work and intellectual property. Cysview post marketing commitment phase 3 capitalized
- One-off items: Write down of Nedax lamp inventory and components

<i>MNOK</i>	<u>Q1 '17</u>	<u>Q1 '16</u>
<u>Commercial Franchise</u>		
Nordic revenues	9.7	10.1
US revenues	10.0	7.6
Partner revenues	16.7	15.8
Hexvix / Cysview	36.5	33.5
API revenues	0.0	0.0
Signing fee & milestones	0.0	1.3
Total revenues	36.5	34.9
Cost of goods sold	-2.9	-2.4
Gross profit	33.7	32.5
Operating expenses	-28.7	-27.2
EBITDA recurring	4.9	5.3
<u>Development Portfolio</u>		
Operating expenses	-9.2	-9.1
EBITDA recurring	-9.2	-9.1
<u>Total</u>		
EBITDA recurring	-4.2	-3.7
One-Off items	-4.0	0.0
EBITDA	-8.2	-3.7



CONSOLIDATED INCOME STATEMENT

FIRST QUARTER 2017

- Total revenue increase YoY 5% first quarter.
 - Negatively impacted by milestone revenues
- Operating expenses increase 5% YoY first quarter
 - R&D reduction 10%
 - Sales & marketing increase 9%, driven by US investments
 - Other Opex increase 3%
- Recurring EBITDA at NOK -4.2 million for the first quarter
- One-off items
 - Write down of Nedax lamp inventory and components

<i>MNOK</i>	Q1 '17	Q1 '16
Hexvix / Cysview revenues	36.5	33.5
Signing fees and milestones	-	1.3
Total revenues	36.5	34.9
Gross profit	33.7	32.5
Research & Development	-4.5	-5.0
Sales & Marketing	-22.0	-20.1
Other Opex	-11.5	-11.1
Operating expenses	-37.9	-36.2
EBITDA recurring	-4.2	-3.7
One-Off items	-4.0	-
EBITDA	-8.2	-3.7
Depreciation & Amortization	-2.2	-1.1
EBIT	-10.4	-4.9
Net financial items	1.1	0.5
Profit/loss(-) before tax	-9.3	-4.4
Tax expenses	2.4	3.6
Net profit/loss(-)	-6.9	-0.7

CASH FLOW

FIRST QUARTER 2017

- Cash flow from operations first quarter NOK -10.8 million (Q1 2016 NOK -9.3 million)
 - Working capital impact NOK -3.7 million
- Cash flow from investments first quarter NOK -3.0 million (Q1 2016 NOK -5.1 million)
 - Includes investments of NOK 4.0 million in development expenses
- Net cash flow first quarter NOK -13.8 million (Q1 2016 NOK -13.4 million)
- Quarter end cash balance at NOK 155.5 million

<i>MNOK</i>	Q1 '17	Q1 '16
Cash flow from:		
- Operations	-10.8	-9.3
- Investments	-3.0	-5.1
- Financing	0.0	1.0
Net change in cash	-13.8	-13.4
Ending cash balance	155.5	120.6

BALANCE SHEET PER 31 MARCH 2017

- Non current assets include NOK 29.9 million in investments in tangible and intangible assets and deferred tax asset of NOK 48.4 million
- No interest bearing debt
- Shareholder's equity of NOK 245.9 million. Equity ratio of 88%
- Photocure held 809 own shares at end of the quarter

<i>MNOK</i>	31.03 2017	31.12 2016	31.03 2016
Non-current assets	78.3	74.1	54.6
Inventory & receivables	44.4	43.0	74.2
Cash & equivalents	155.5	169.2	120.6
Total assets	278.1	286.3	249.5
Shareholders equity	245.9	251.9	213.5
Long term liabilities	4.0	3.8	4.2
Current liabilities	28.3	30.6	31.8
Total equity & liabilities	278.1	286.3	249.5
Equity ratio	88 %	88 %	86 %

Outlook



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