

PHOTOCURE ASA COMPANY PRESENTATION

20 September 2019

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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**

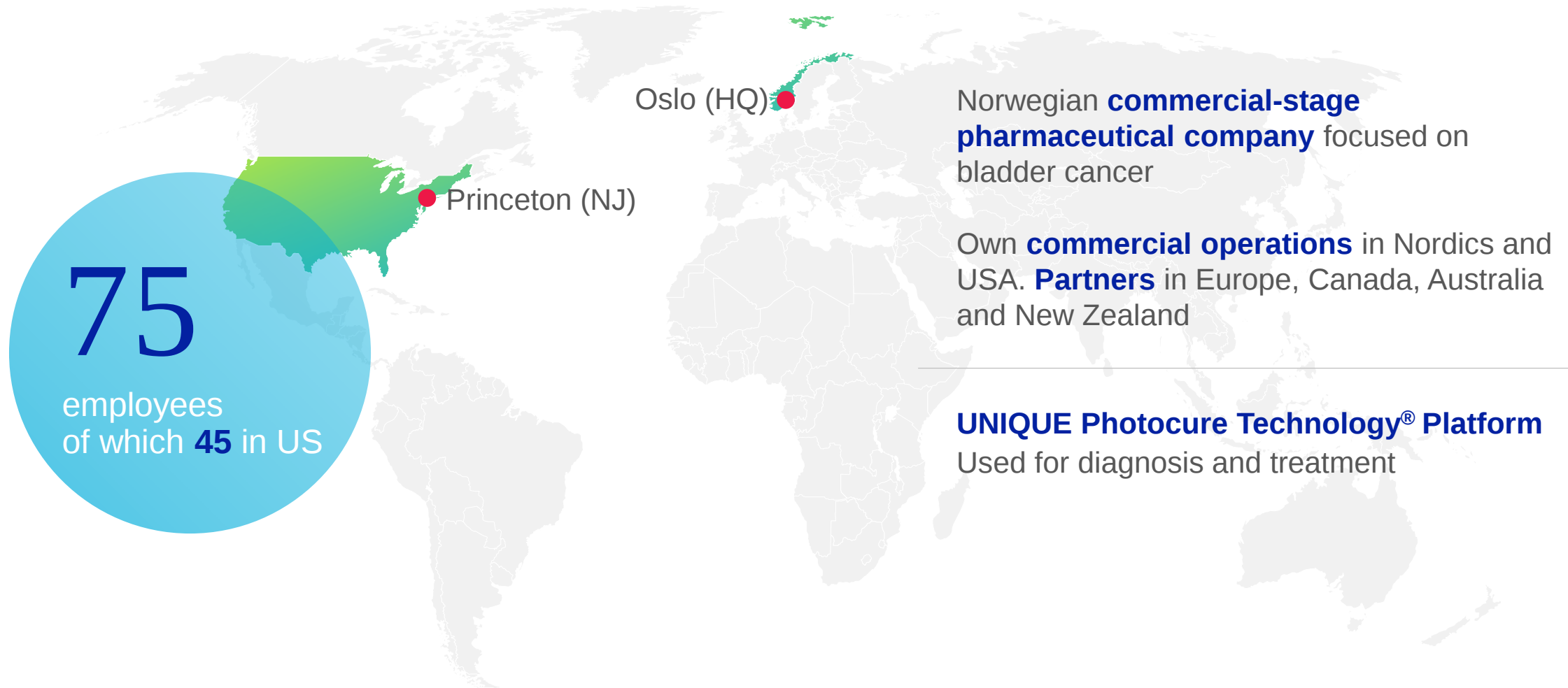
2018

**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

~\$140M

Market
cap

150K

Avg Daily
Vol LTM

OSLO STOCK
EXCHANGE:

IPO
May, 2000

Accelerating revenue growth

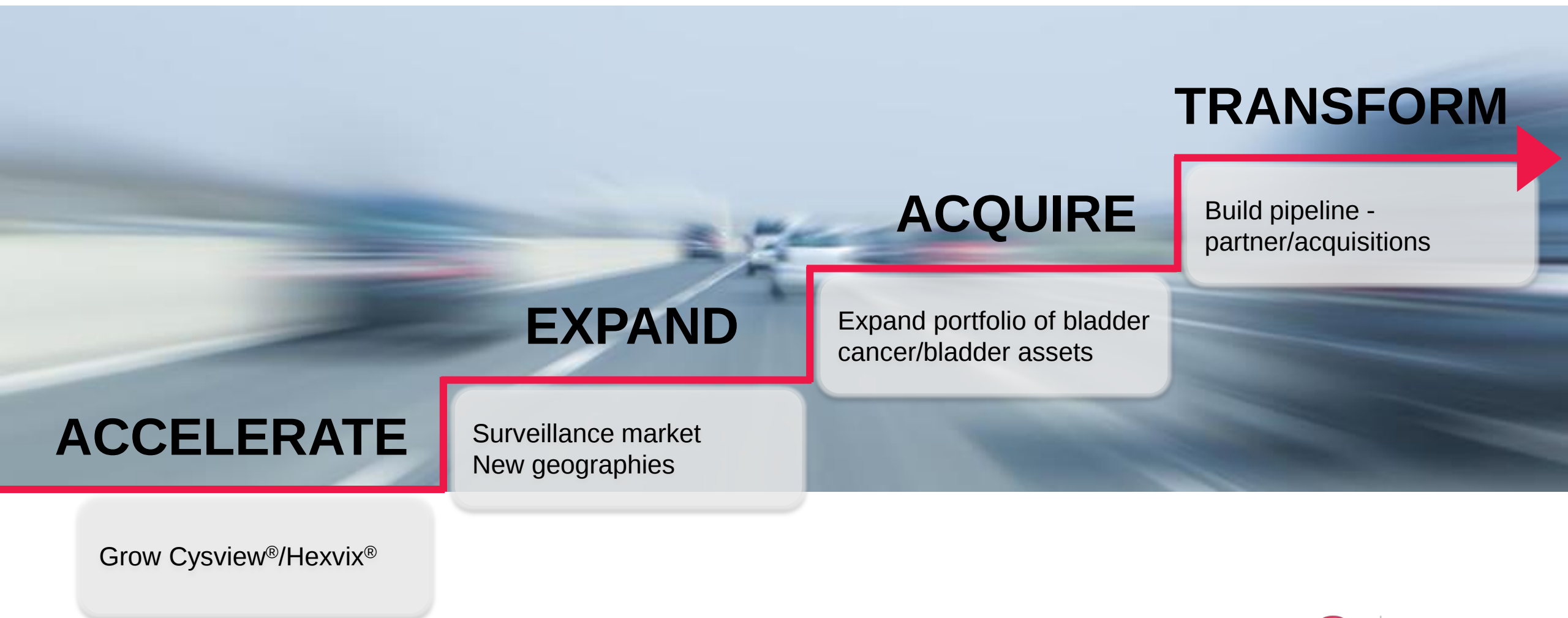
+ 20% total revenue growth in 2018

\$ 35M global in-market sales*

Over 500 000 patients treated
with Hexvix/Cysview worldwide

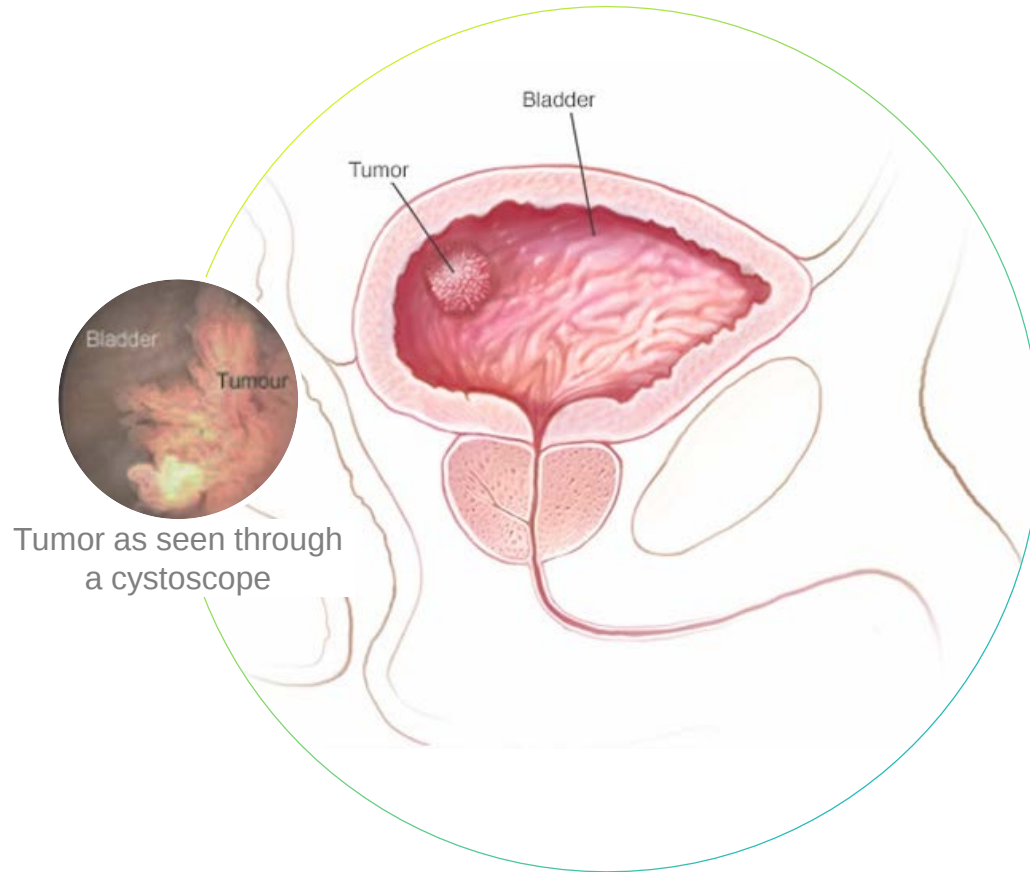
PHOTOCURE STRATEGY — FOUR STEPS

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



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 year¹

10% – 30%
disease progression

\$3.7 Billion
in direct medical costs/year²

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

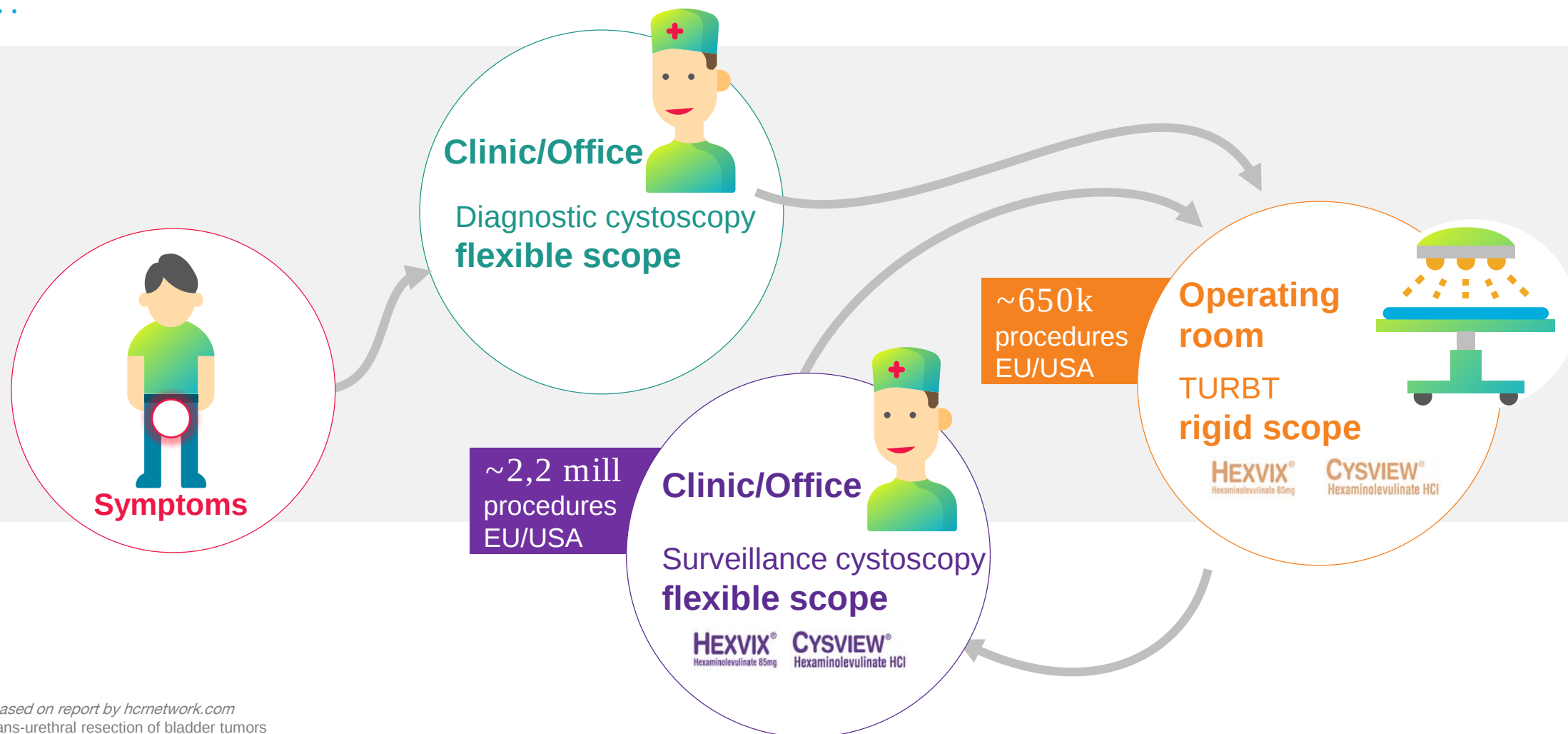
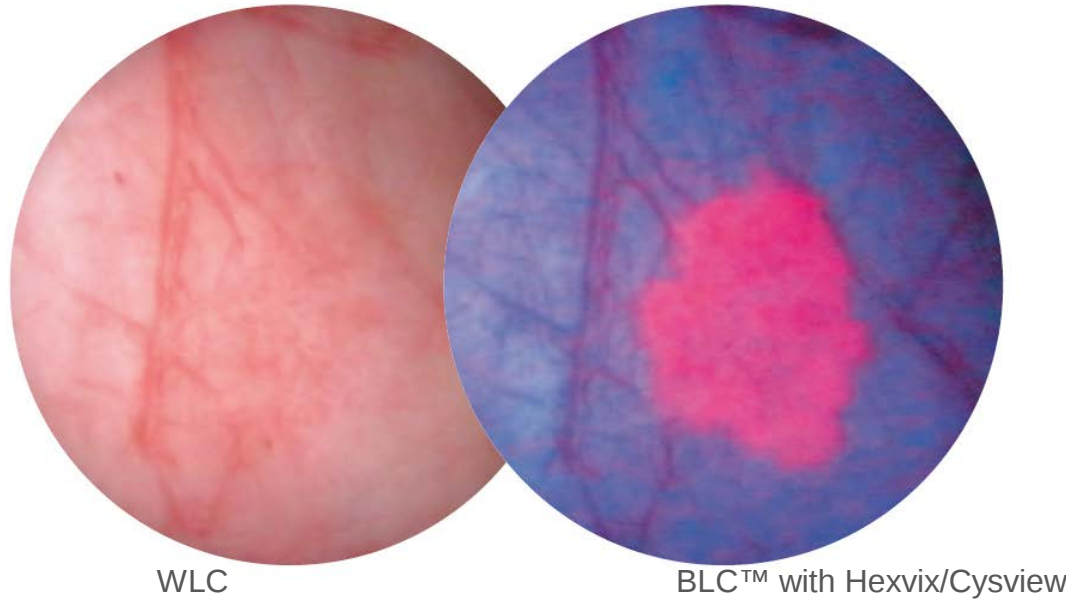


Diagram based on report by hcrnetwork.com
TURBT: trans-urethral resection of bladder tumors

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**
patients¹

Additional papillary
tumors in **25%** of
patients¹

35% of patients
with CIS were only
found with Cysview®²

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.

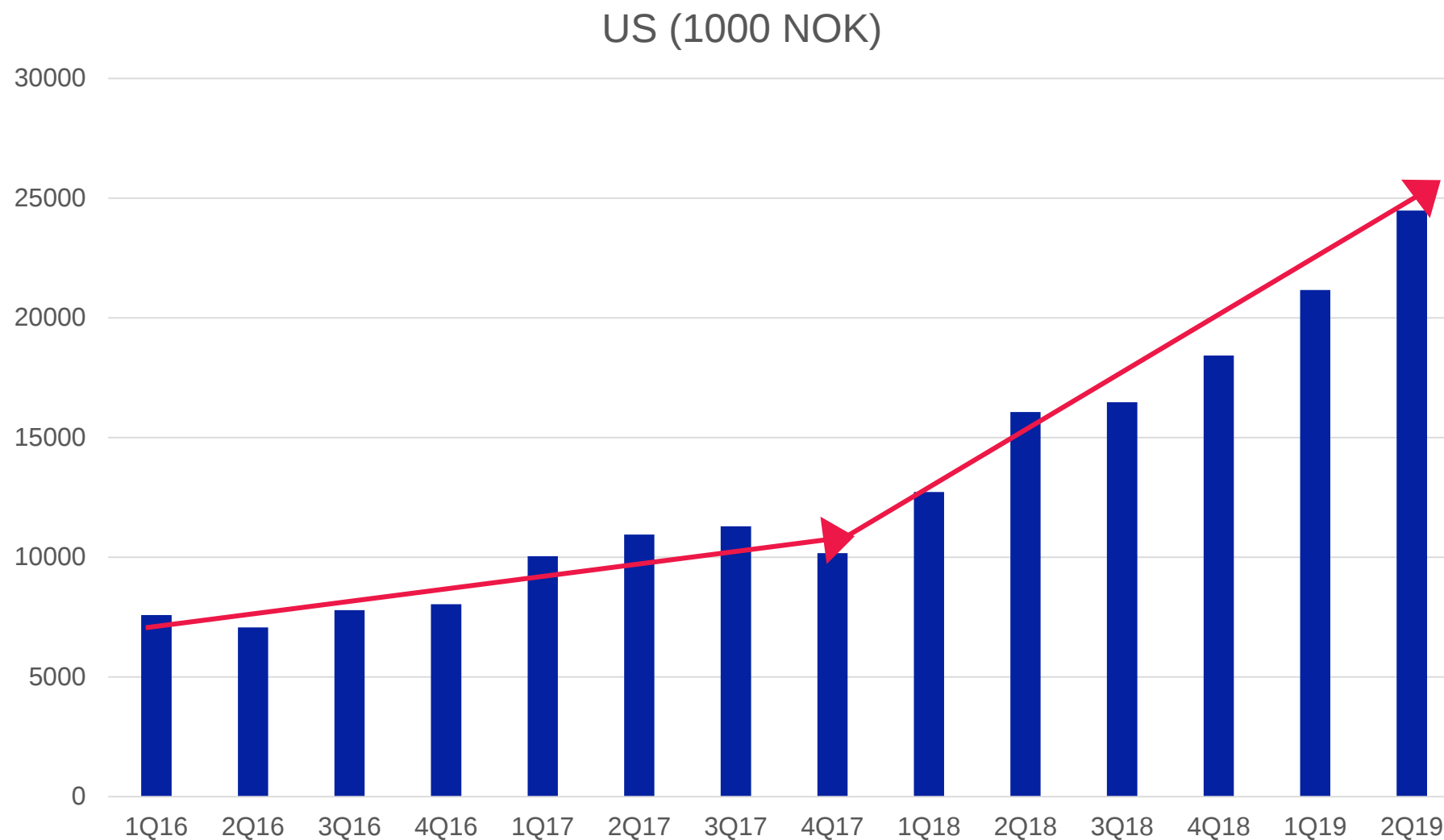


Hexvix/Cysview is used with a blue light enabled cystoscope, from Karl Storz, Wolf or Olympus.



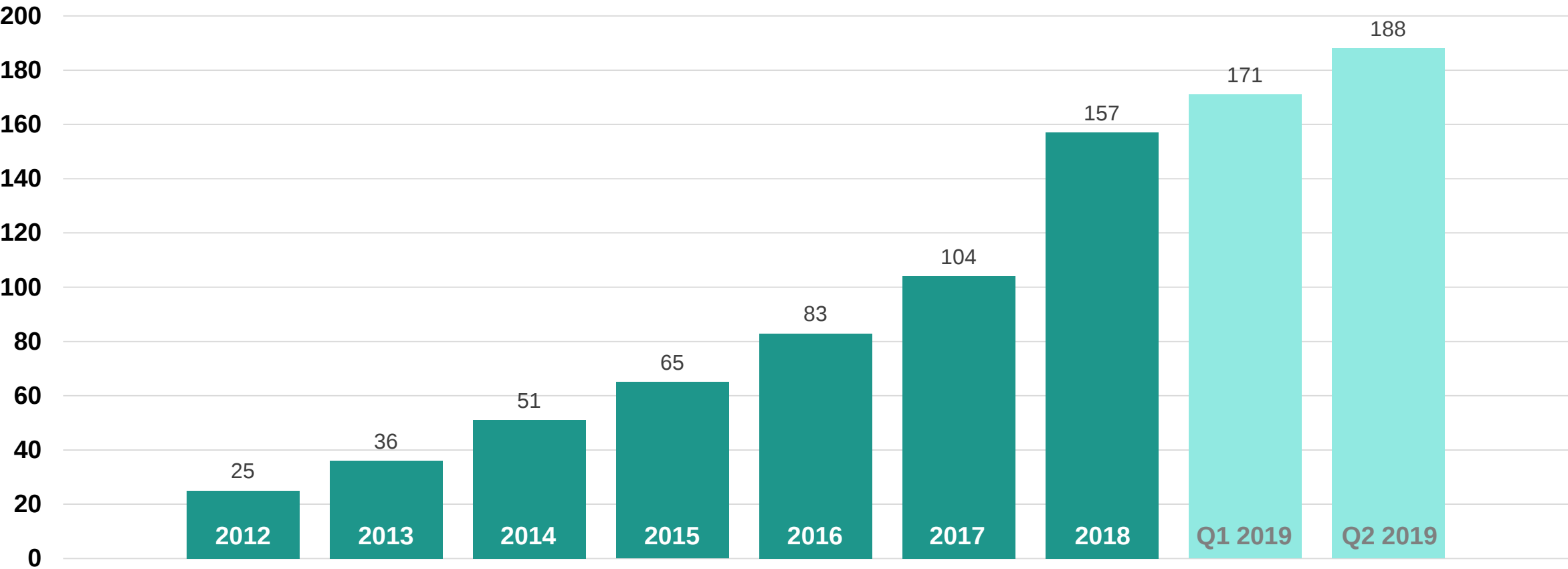
ACCELERATED MOMENTUM

6 CONSECUTIVE QUARTERS OF RECORD REVENUES IN US



ACCELERATED MOMENTUM

INSTALLED BASE OF CYSTOSCOPES IN THE US



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.



- **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**

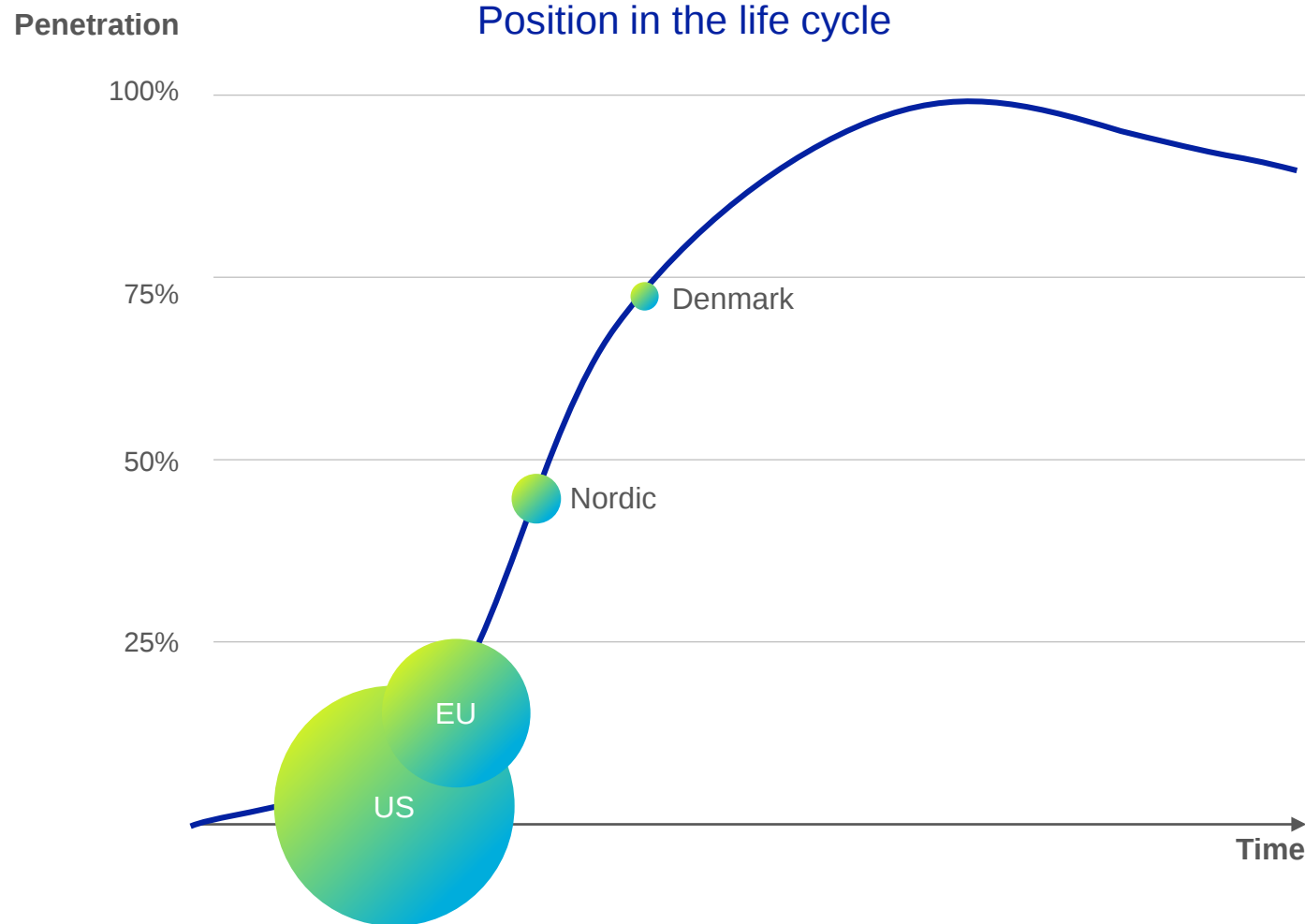
in the healthcare community through major congress presence and media campaign

- **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®: 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 NOK million</i>	Q2 '19	Q2 '18	Change	YTD '19	YTD '18	Change
Commercial Franchise						
Nordic revenue	10.7	10.8	-1%	23.8	22.9	4%
US revenue	24.5	16.1	52%	45.6	28.8	59%
Partner revenue	16.9	15.6	8%	33.9	31.4	8%
Total Hexvix/Cysview	52.1	42.4	23%	103.3	83.1	24%
Other revenue	0.9	3.2		1.9	4.1	
Total revenue	53.0	45.7	16%	105.2	87.2	21%
Operating expenses	-46.9	-36.1	30%	-92.0	-73.4	25%
EBITDA recurring	1.5	4.8		3.2	5.7	
Development Portfolio						
Operating expenses	-4.1	-4.1	-1%	-7.3	-9.1	-20%
EBITDA recurring	-4.1	-4.1		-7.3	-9.1	
TOTAL						
EBITDA recurring	-2.6	0.7		-4.1	-3.4	

Commercial Franchise

- US: Strong revenue growth, Q2 41% and YTD 46% in USD
 - Installed base of rigid and flex BLC 188 at quarter end, increased 45% YOY
- Nordic: Q2 revenue at level with last year, YTD growth 4%, strong development in Sweden and Finland
- Partner: Q2 and YTD revenue growth 8%, driven by Germany, France (Ipsen) and Canada (BioSyent)
- Increased operating expenses, Q2 at 30% YOY, commercial investments in US

Development Portfolio

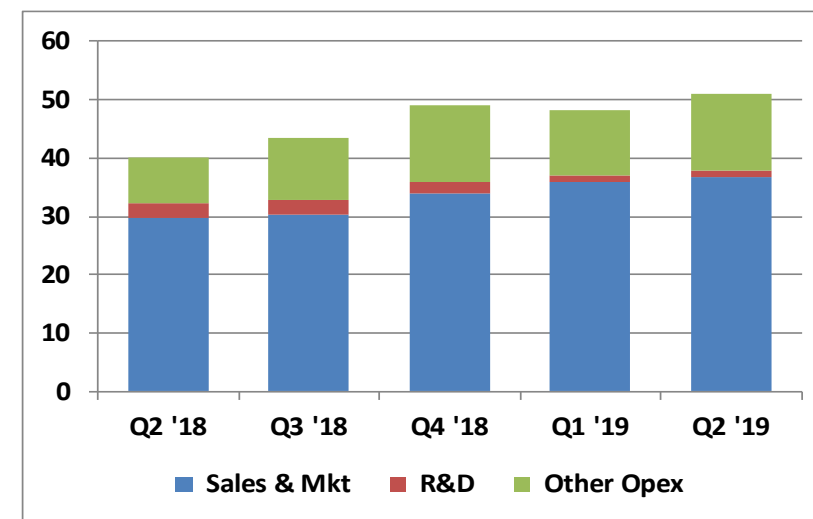
- Operating expenses Q2 and YTD include one-off costs related to agreement with Asieris

CONSOLIDATED INCOME STATEMENT

SECOND QUARTER 2019

<i>Amounts in NOK million</i>	Q2 '19	Q2 '18	Change	YTD '19	YTD '18	Change
Hexvix/Cysview revenue	52.1	42.4	23%	103.3	83.1	24%
Other revenue	0.9	3.2	-72%	1.9	4.1	-54%
Total revenue	53.0	45.7	16%	105.2	87.2	21%
Gross profit	48.5	40.9	18%	95.2	79.1	20%
Operating expenses	-51.0	-40.2	27%	-99.3	-82.5	20%
EBITDA recurring	-2.6	0.7		-4.1	-3.4	
Depreciation & Amort.	-4.2	-3.3		-8.5	-6.5	
Restructuring expenses		-13.1			-13.1	
EBIT	-6.8	-15.7		-12.6	23.0	
Net financial items	0.1	0.1		-0.1	-0.1	
Earnings before tax	-6.7	-15.6		-12.6	-23.1	
Tax expenses	1.5	-1.4		2.6	3.1	
Net earnings	-5.2	-17.0		-10.1	-20.0	

- Operating expenses, increase driven by
 - Planned investments in US commercial operations (sales & marketing)
 - Business development expenses particularly related to Cevira (other operating expenses)
- Operating expenses, significant FX impact
 - Growth in constant currencies; Q2 20% and YTD 14%



CASH FLOW

SECOND QUARTER 2019

<i>Amounts in NOK million</i>	Q2 '19	Q2 '18	YTD '19	YTD '18
Operations cash flow	-4.0	-11.5	-19.7	-30.0
Earnings before tax	-6.7	-15.6	-12.6	-23.1
Working capital	0.6	0.0	-12.0	-11.0
Other	2.1	4.1	4.9	4.0
Investments cash flow	0.1	-0.8	0.7	-0.9
Development exp.	-	-0.2	-	-0.6
Other	0.1	-0.6	0.7	-0.3
Financing cash flow	-0.9	-0.6	-1.1	-0.6
Share capital	-	-	0.6	-
Other	-0.9	-0.6	-1.8	-0.6
Net change in cash	-4.7	-12.8	-20.2	-31.4
Ending cash balance	86.7	97.9	86.7	97.9

- Cash flow from operations Q2 NOK -4.0 million, improvement of NOK 7.5 million from Q2 last year. YTD improvement of NOK 10.3 million to NOK -19.7 million
 - 2018 cash flow impacted by restructuring at the end of Q2
- Cash flow from financing includes payment of lease liability totaling NOK 0.9 million in Q2 and NOK 1.8 million YTD
- Net change in cash improved NOK 8.1 million in Q2 and NOK 11.2 million YTD compared to last year
- Quarter end cash balance at NOK 86.7 million

BALANCE SHEET

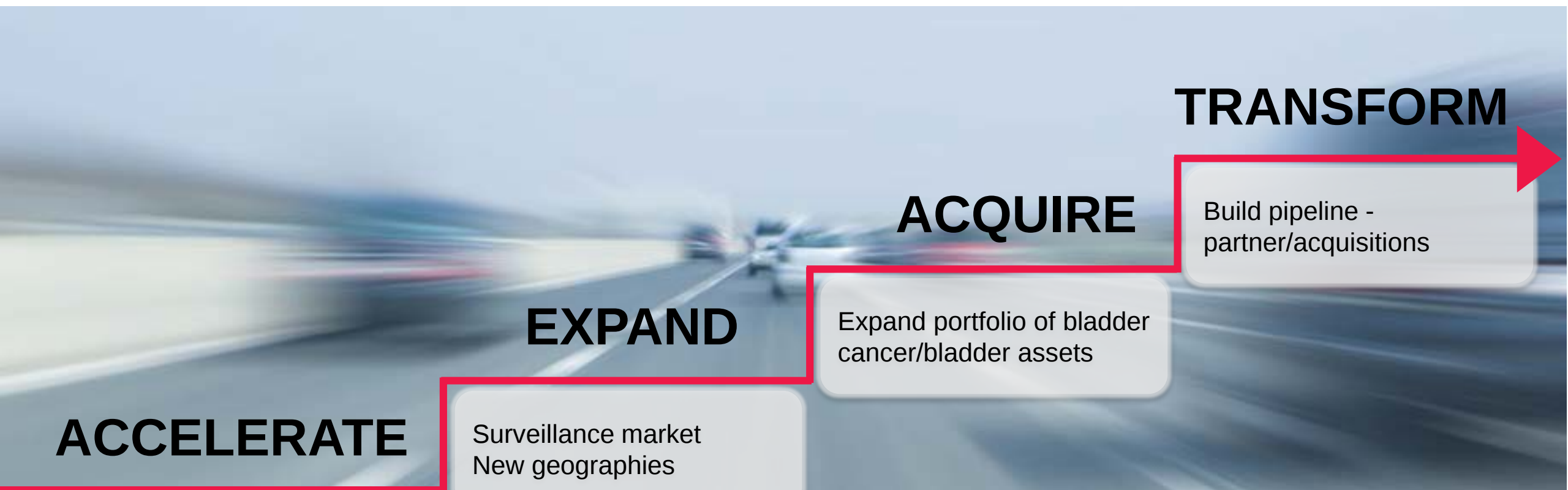
30 JUNE 2019

<i>Amounts in NOK million</i>	30.06 2019	31.12 2018
Non current assets	82.4	77.8
Investments	18.6	24.6
Tax asset	55.0	52.4
Other	8.8	0.7
Inventory & receivables	51.9	46.6
Cash & equivalents	86.7	106.8
Total assets	221.0	231.2
Shareholders equity	166.7	176.3
Long term liabilities	11.3	2.5
Current liabilities	43.0	52.3
Total equity & liabilities	221.0	231.2
<i>Equity ratio</i>	75%	76%

- Non current assets
 - Investments of NOK 18.6 million in tangible and intangible assets is driven by investments in Cysview phase 3 project
 - Deferred tax asset of NOK 55.0 million
 - Other items includes impact from adoption of IFRS 16 (Leases) from 1 January 2019
- Inventory & receivables driven by revenue increase
- Long term liabilities include impact from adoption of IFRS 16 (Leases) from 1 January 2019
- No interest bearing debt
- Shareholder's equity of NOK 166.7 million. Equity ratio of 75%

PHOTOCURE STRATEGY — FOUR STEPS

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



2020 revenue outlook of
20-25M\$ in the US
Grow Cysview®/Hexvix®

Surveillance market
New geographies

Expand portfolio of bladder
cancer/bladder assets

Build pipeline -
partner/acquisitions