

PHOTOCURE ASA

Corporate Presentation
August 2019

Daniel Schneider, President and CEO



THE
BLADDER CANCER
COMPANY™

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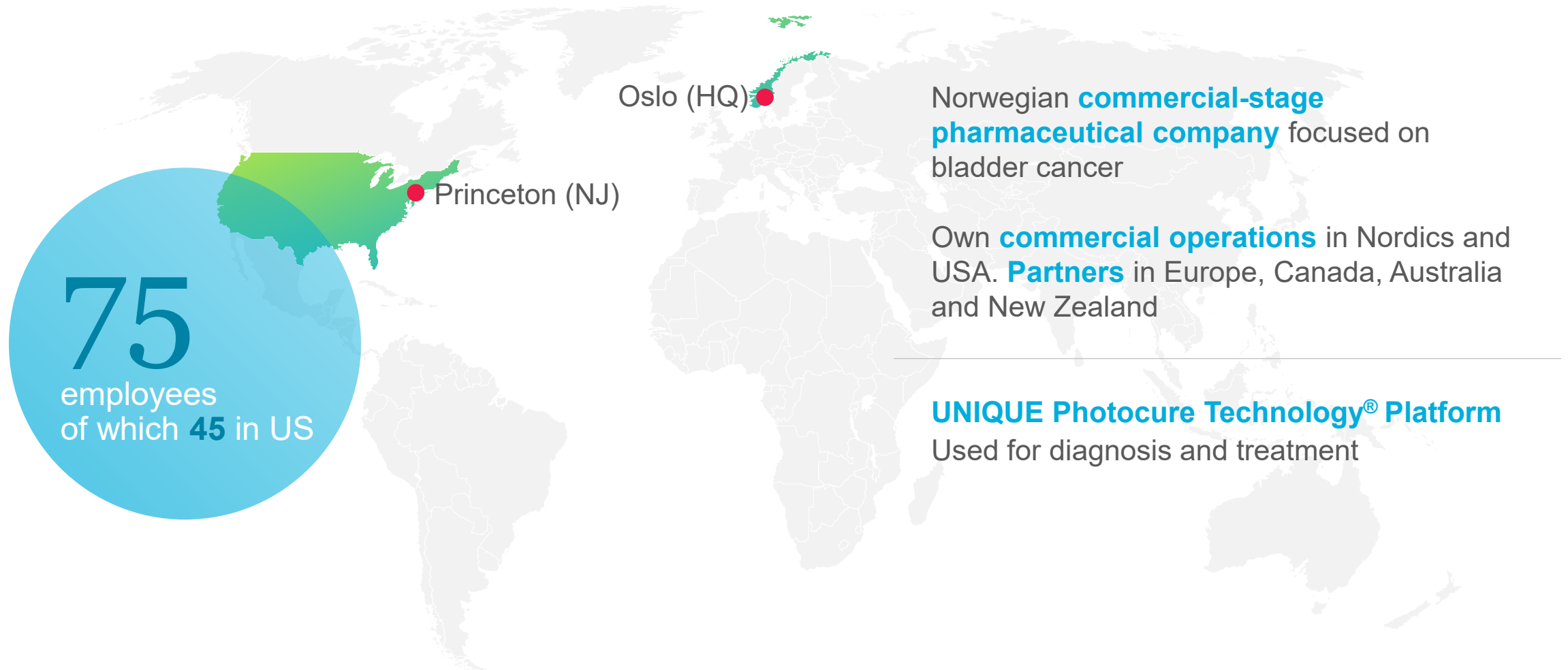
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PHOTOCURE AT A GLANCE



PHOTOCURE AT A GLANCE

Oslo (HQ)

Princeton (NJ)

Core drug-device product on market

HEXVIX[®]
Hexaminolevulinate 85mg

CYSVIEW[®]
Hexaminolevulinate HCl

Bladder cancer detection & management

>\$142M

Market
cap

158K

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 HISTORY & THE WAY FORWARD:

Where we come from:

Development of PDT technology-based products in various indications: Metvix & Hexvix. We divested Metvix, developed Cevira...

As of 1997

Photocure establishes its strategic focus and becomes

The Bladder Cancer Company

2018

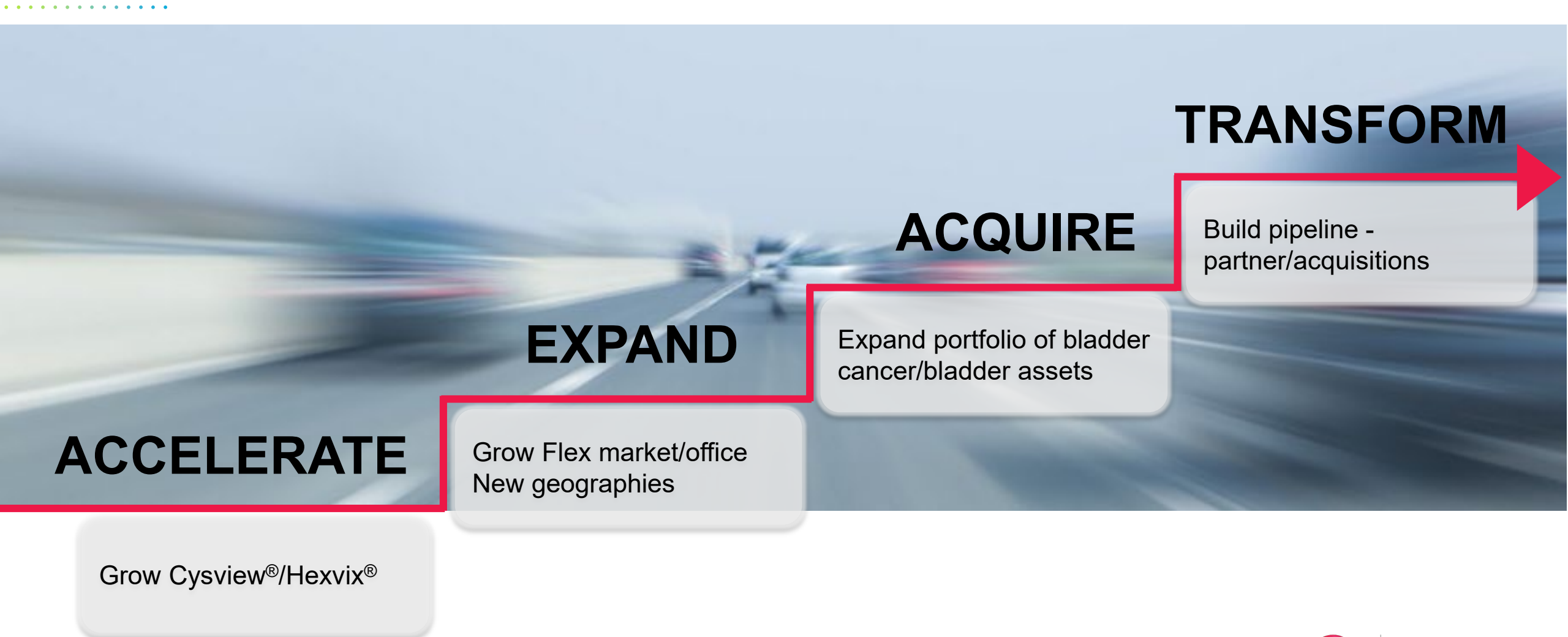
Where we are going:

Bladder Cancer as our unique focus,
Growing Hexvix/Cysview,
Expanding into surveillance and
Expanding our portfolio

2020 + beyond

PHOTOCURE STRATEGY — FOUR STEPS

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



BLUE LIGHT CYSTOSCOPY WITH HEXVIX®/CYSVIEW®?

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

Key feature

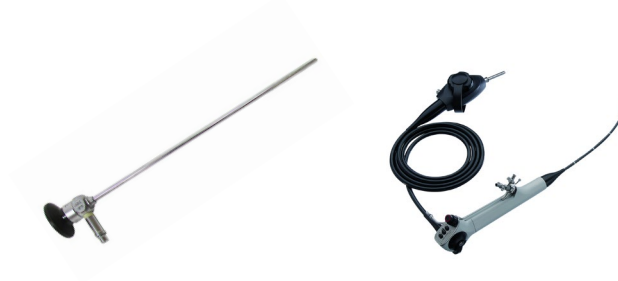
Better visual contrast between benign and malignant cells

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.

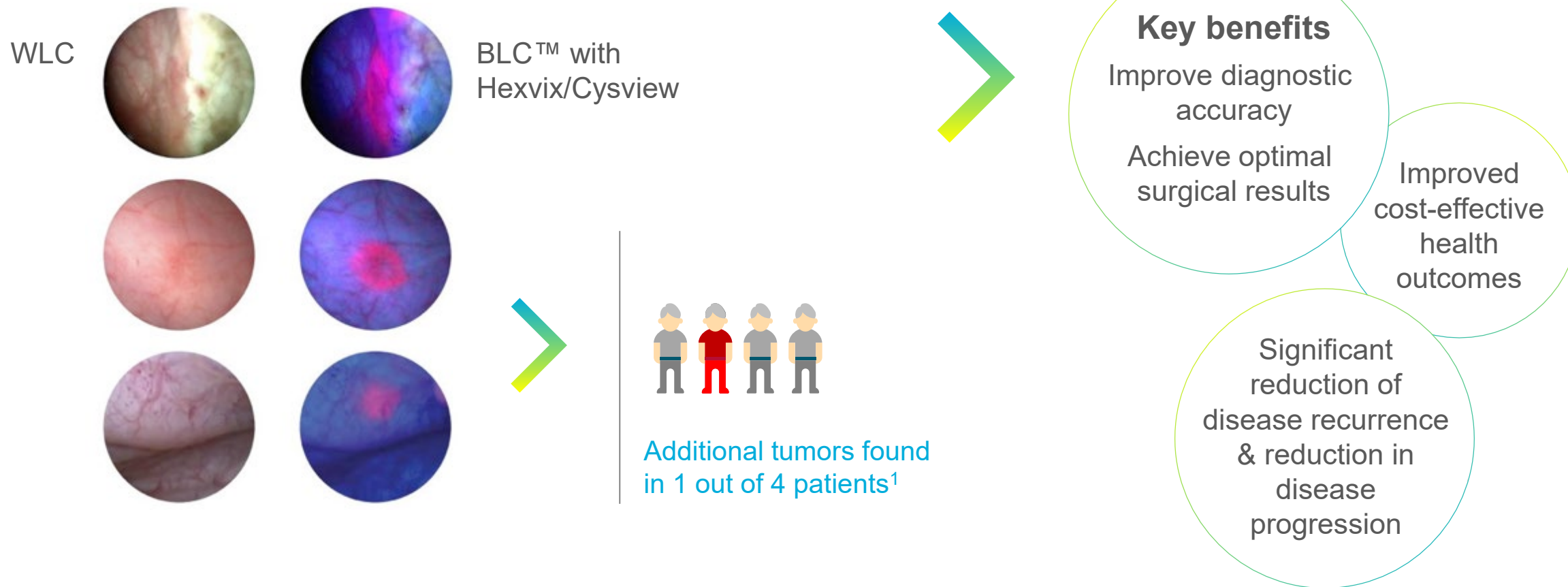


Hexvix/Cysview is used with a blue light enabled cystoscope, from Karl Storz, Wolf or Olympus.



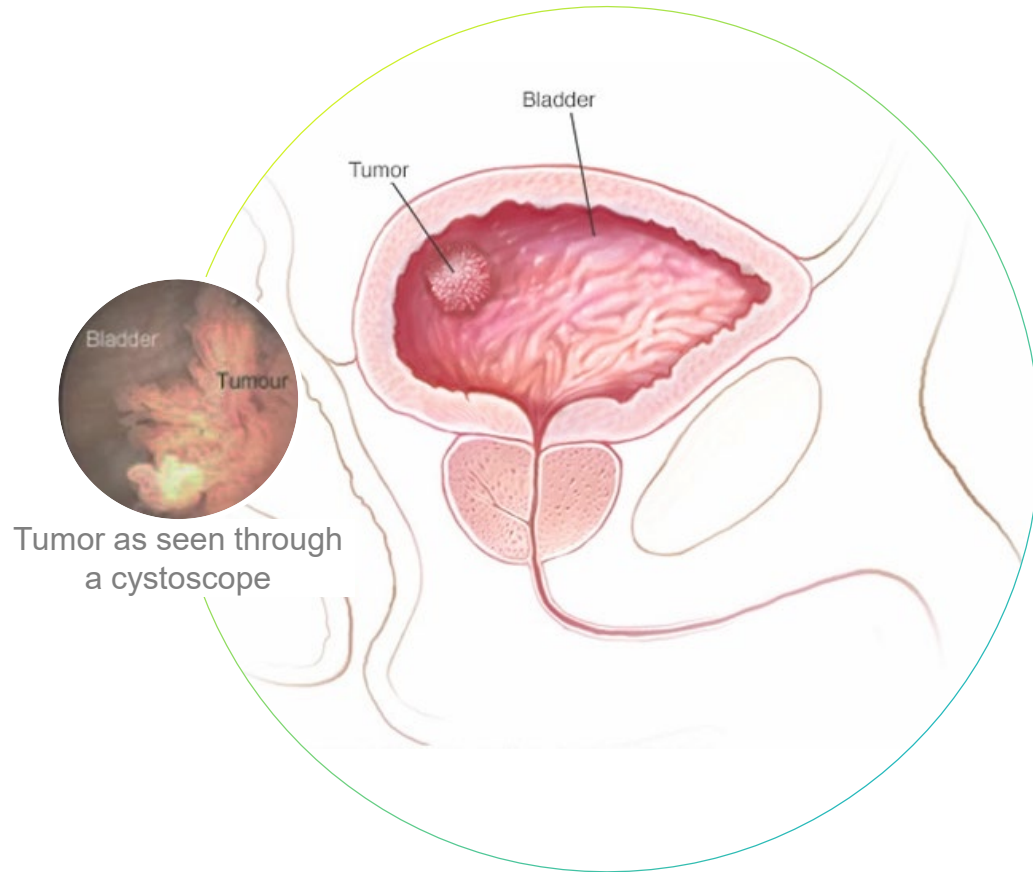
BLUE LIGHT CYSTOSCOPY WITH HEXVIX®/CYSVIEW®?

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



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

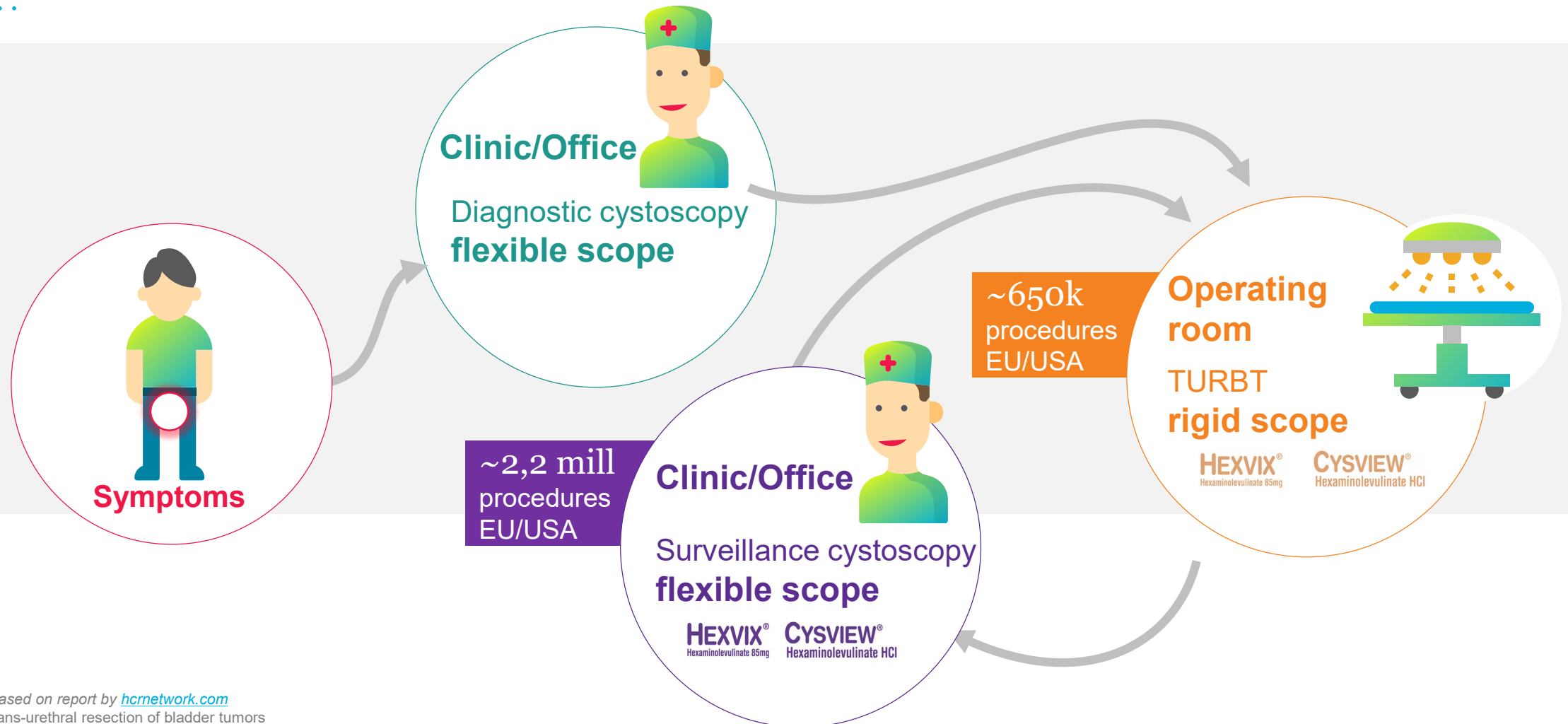


Diagram based on report by hcnetwork.com
TURBT: trans-urethral resection of bladder tumors

CYSVIEW® TO BECOME THE NEW **STANDARD OF CARE** FOR THE DETECTION AND MANAGEMENT OF BLADDER CANCER IN THE USA

Supportive
environment

Strongly recommended by national guidelines and expert panels
New reimbursement (Jan '19) for Medicare patients



High adoption
rate in leading sites

Established in >170 key cancer hospitals and leading institutions
And the numbers are growing

in 74%
NCCN centers



in 56% of
NCI centers



in 74% of top
25 Best Hospitals



HEXVIX® TO BECOME THE NEW **STANDARD OF CARE** FOR THE DETECTION AND MANAGEMENT OF BLADDER CANCER IN EUROPE

Supportive
environment

Strongly recommended by European and
national guidelines as well as expert panels



DANSK UROLOGISK CANCER GRUPPE

NICE National Institute for
Health and Care Excellence



 **Helsedirektoratet**



Continued growth
in the Nordics

25% to 70% penetration rate

9% revenue growth during full year 2018

Further leverage commercial infrastructure – Combat Medical

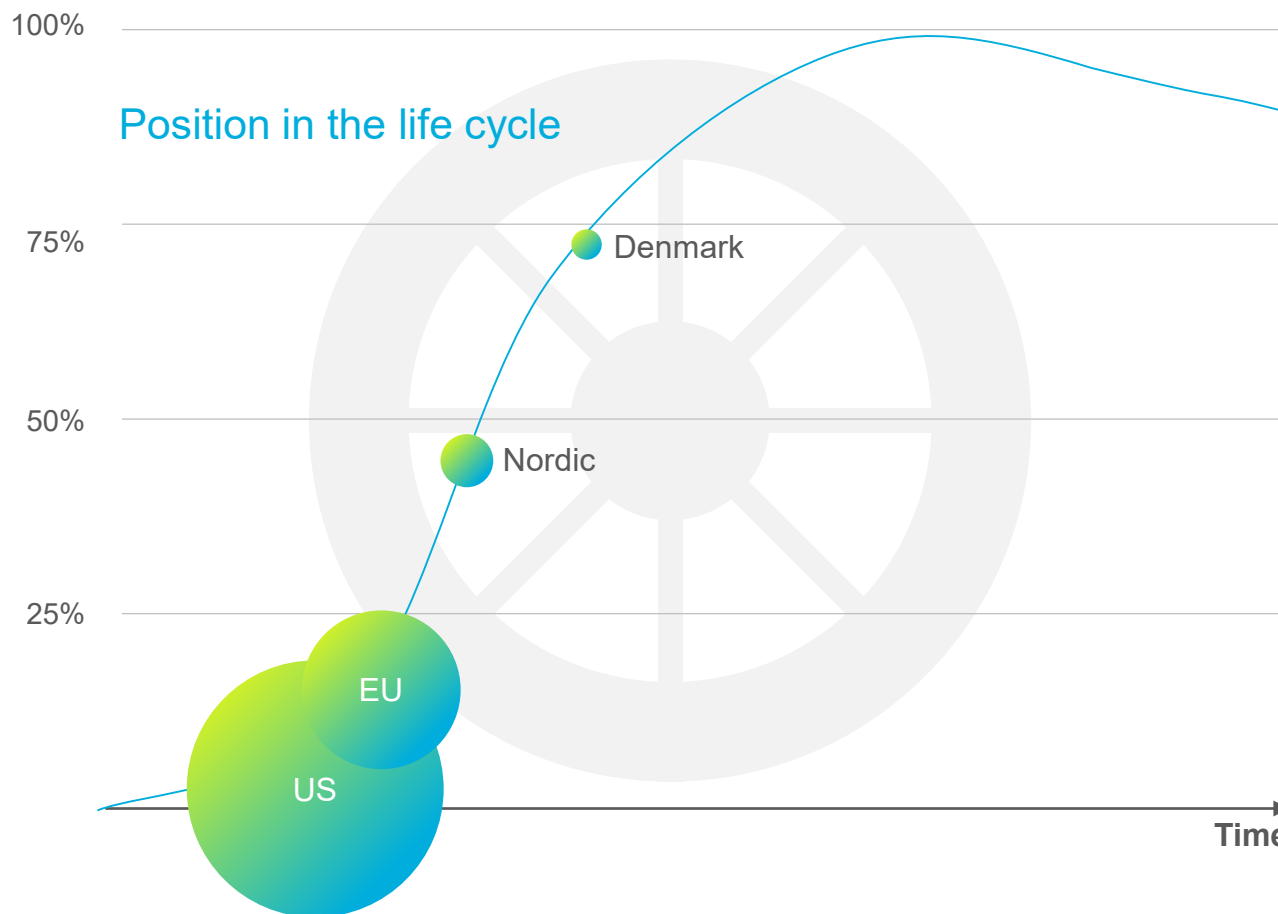
Improve penetration
in Rest of Europe

Well established in Germany with **30%** penetration rate

Opportunity to increase penetration in rest of Europe

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

Penetration



Key success factors

Approval – surgical & surveillance

Acceptance – major & local guidelines

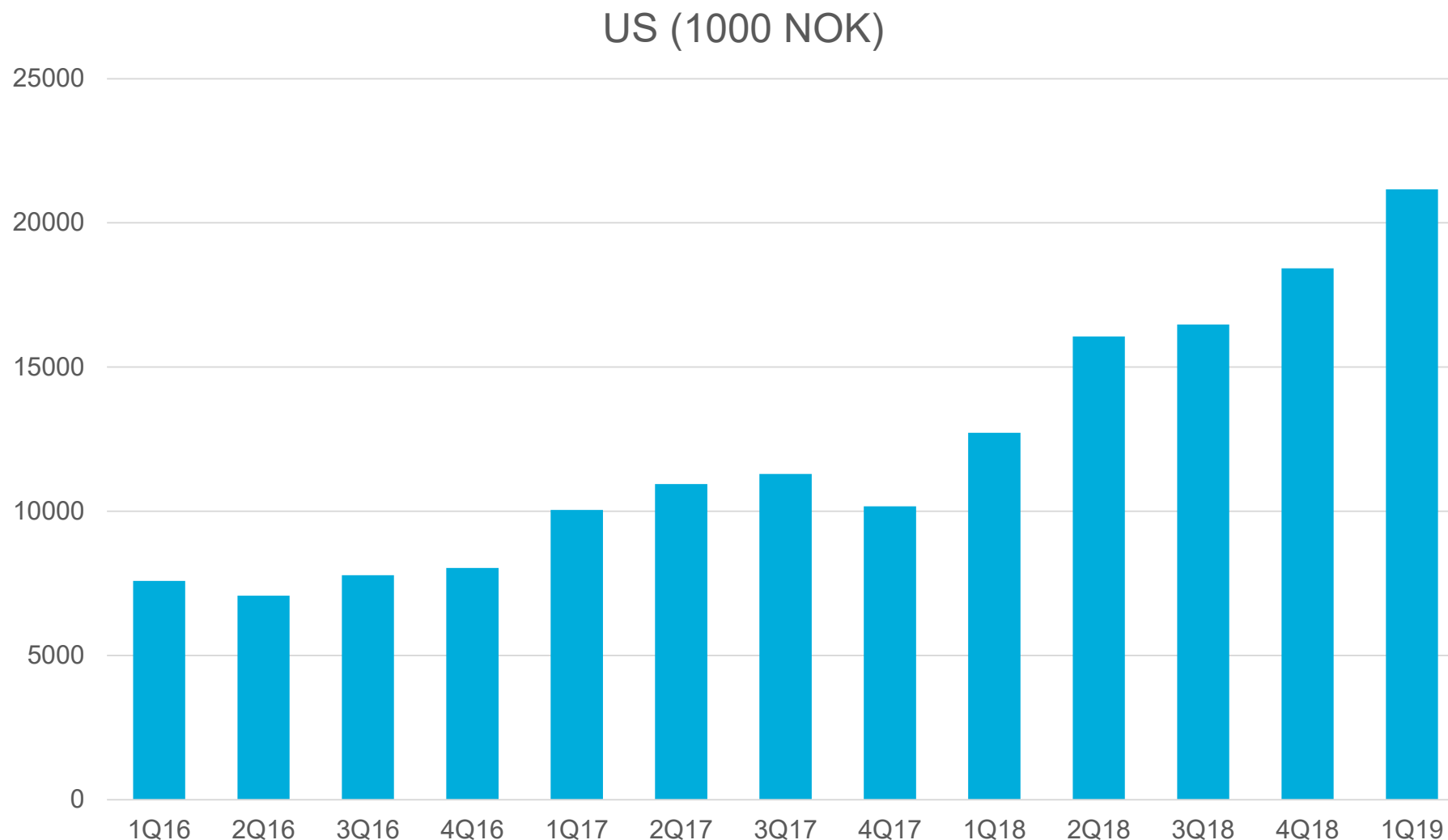
Access – Permanent and favorable reimbursement

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

Accelerate – Commercial investment to optimize the opportunity

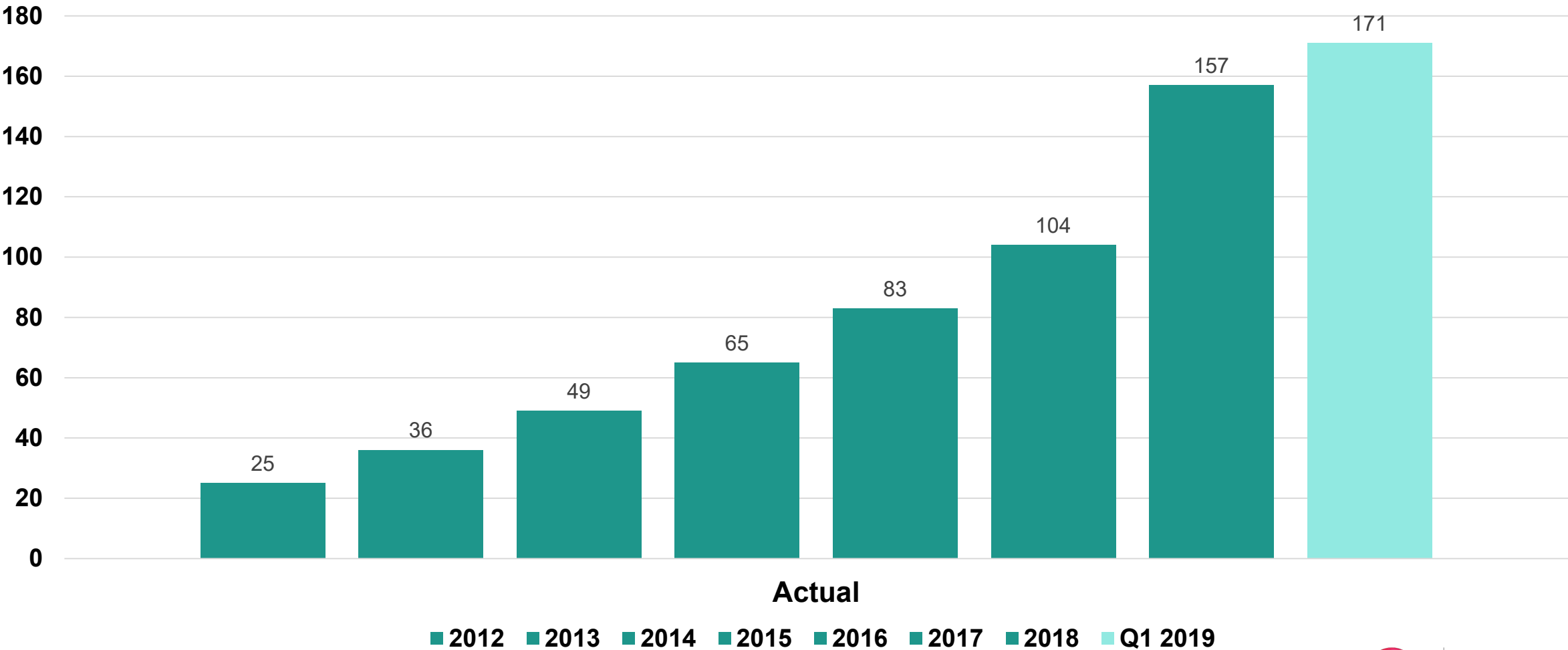
ACCELERATED MOMENTUM

5 CONSECUTIVE QUARTERS OF RECORD REVENUES IN US



ACCELERATED MOMENTUM

INSTALLED BASE OF CYSTOSCOPES IN THE US



THE
BLADDER CANCER
COMPANY™

SEGMENT PERFORMANCE

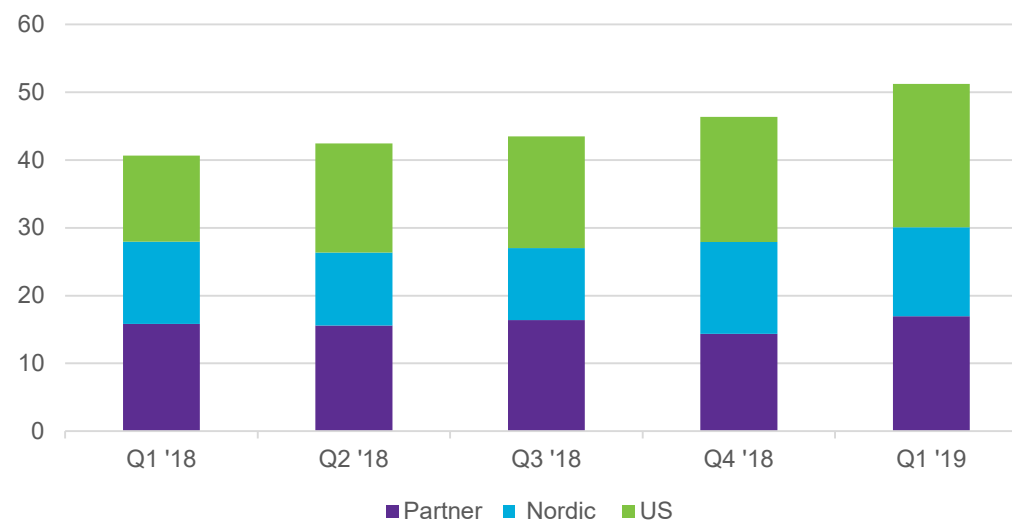
FIRST QUARTER 2019

<i>Amounts in NOK million</i>	Q1 '19	Q1 '18	Change	FY '18
Commercial Franchise				
Nordic revenue	13.1	12.1	8%	47.0
US revenue	21.2	12.7	66%	63.7
Partner revenue	17.0	15.8	7%	62.2
Total Hexvix/Cysview	51.2	40.7	26%	172.9
Other revenue	1.0	0.9		8.6
Total revenue	52.2	41.6	26%	181.5
Operating expenses	-45.1	-37.3	21%	156.0
EBITDA recurring	1.7	0.9		8.4
Development Portfolio				
Operating expenses	-3.2	-5.0	-36%	-18.9
EBITDA recurring	-3.2	-5.0		-18.9
Total				
EBITDA recurring	-1.5	-4.0		-10.5

Commercial Franchise

- Continued strong revenue growth in US, first quarter revenue growth in US\$ 52%
 - Installed base of rigid and flex BLC 171 at quarter end, increased 51% YOY
- Q1 growth in partner revenue at 7%, driven by Germany (Ipsen)
- Increased operating expenses, 21% YOY, commercial investments in US

Hexvix/Cysview sales revenues



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