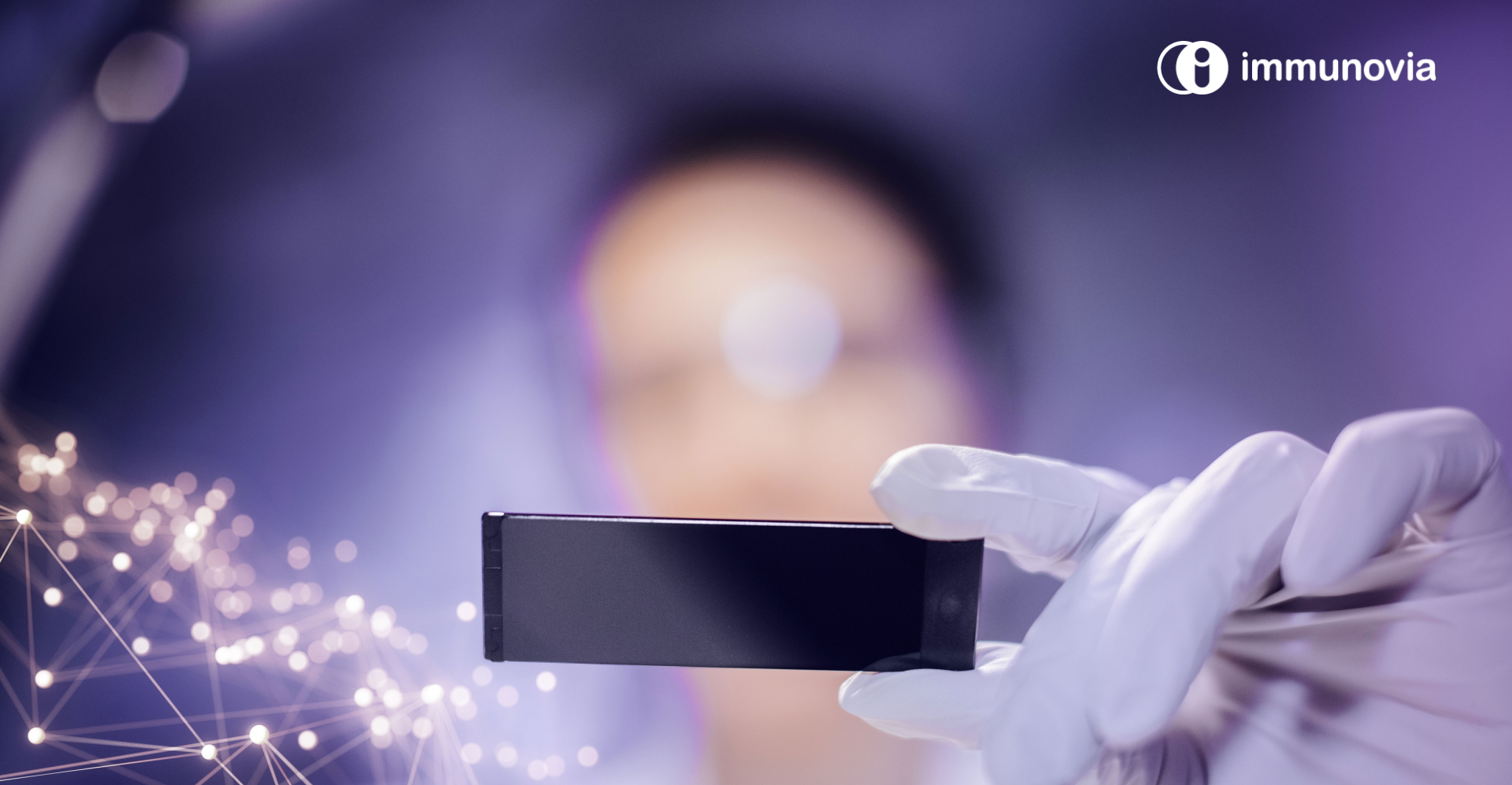




# **Immunoviva Company Presentation**

Pareto Securities' 11th Annual Healthcare Conference  
September 2020

# Forward Looking Statements

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# | Agenda

01

**Investment Highlights & Company Overview**

02

**IMMray™ Technology Platform**

03

**Unmet Need For Accurate Early Detection of  
Pancreatic Cancer**

04

**The Road To Market**

05

**Summary**

# Presenter

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Mats Grahm  
*CEO*

# Investment Highlights

*First Mover Advantage With IMMray™ PanCan-d*

## **IMMray™ Platform Technology**

Proprietary Blood-Based Biomarker Platform

## **Significant Unmet Medical Need For Early Detection Of Pancreatic Cancer**

Initial Addressable Market Size (EU/US) ~\$4.4 Bn (USD)

## **First-To-Market Opportunity IMMray™ PanCan-d**

Expected Sales Starting In Q4 2020

## **Prospective PDAC Clinical Studies Paving The Way For Reimbursement**

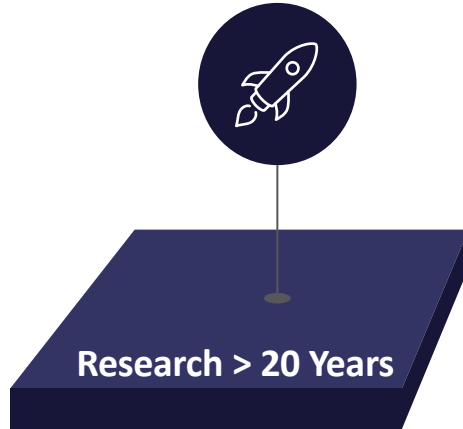
Interim Analysis Early 2021

## **Leverageable Platform: IMMray™**

**Pipeline Indications:** Lung Cancer & Rheumatoid Arthritis

# Immunovia: Company Overview

Listed on NASDAQ Stockholm (ticker IMMNOV)

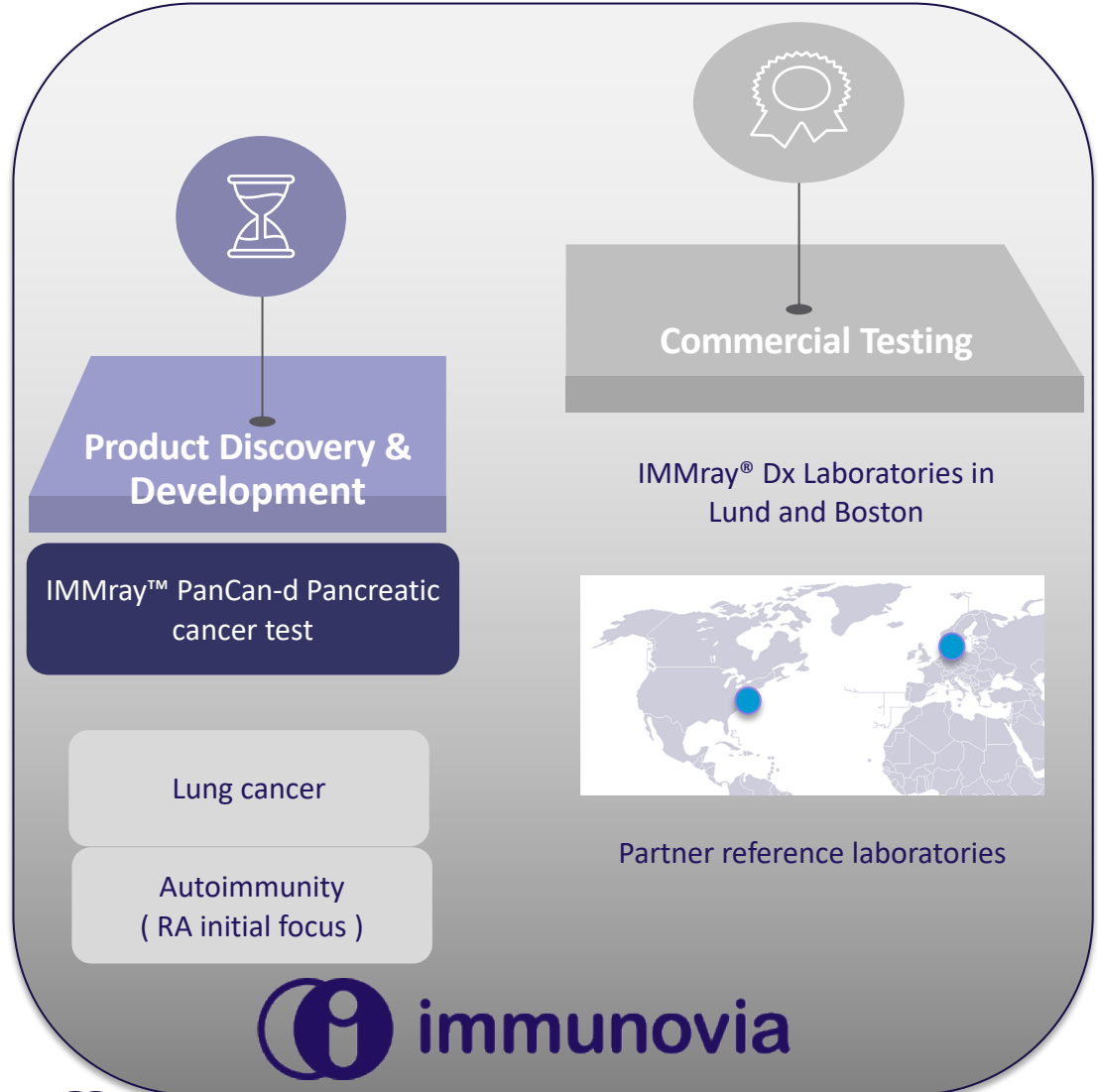


LUNDS UNIVERSITET



World renowned Translational  
Cancer Center

IP-rights for IMMray™ platform  
tests transferred to Immunovia AB.

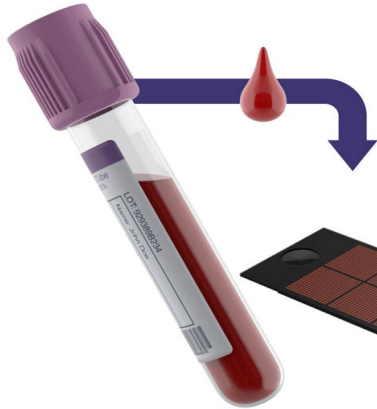


# IMMray™ Platform

## Patient Sample Testing In The Lab

### IMMray™ Dx LABORATORY ANALYSIS

Day 1-2



Patient serum labelled and applied to IMMray™ microarray

- Standard serum sample, <100 µl
- Biotinylation pretreatment of serum
- Apply serum to IMMray™ microarray

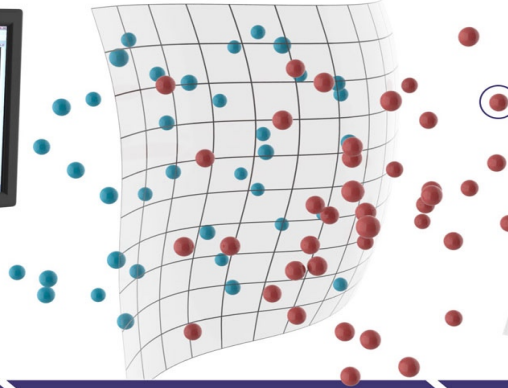
Scanning IMMray™ microarray

- IMMray™ microarray scanned with standard fluorescent scanner
- Signal intensity from each spot corresponds to analyte concentration



Bioinformatics IMMray™ Dichotomization Power

Immunovia advanced bioinformatics algorithm, IMMray™ Evaluation Software Dx (IES Dx), translate scanned image to a snapshot of the patients immune response



Day 3

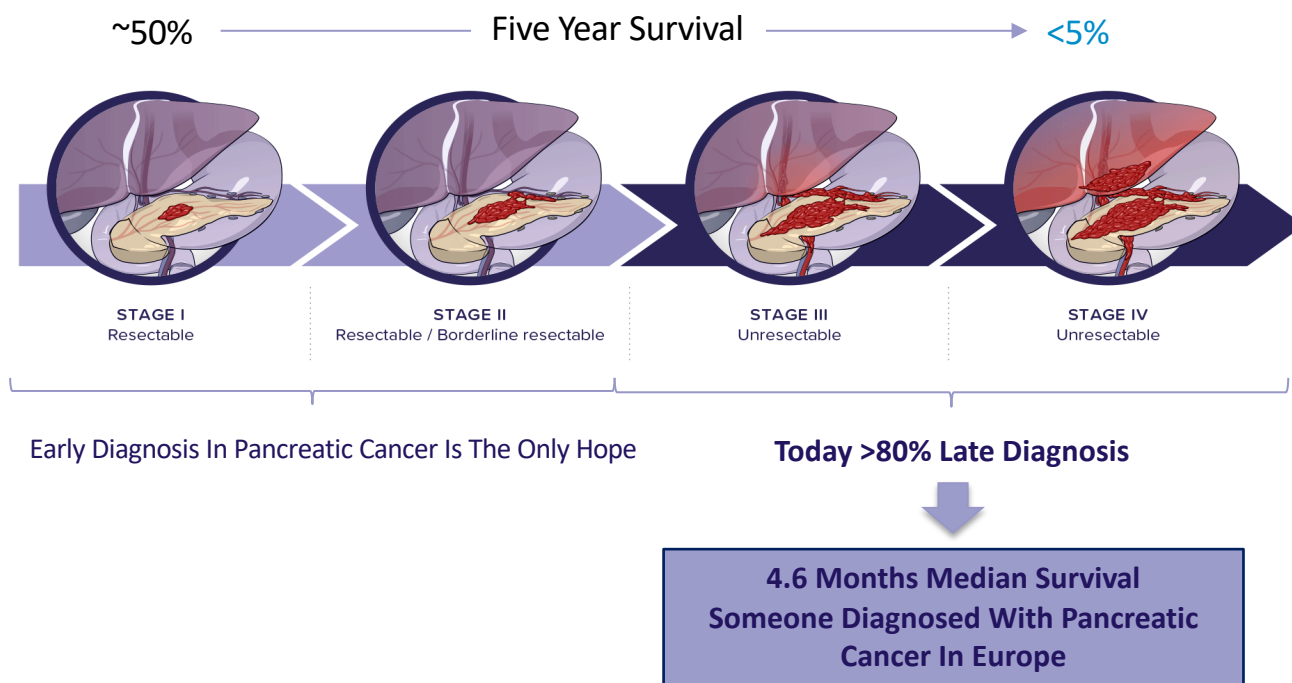


Actionable result for clinician about the patient status

- Yes/no answer about the patient status
- Actionable result for clinician

# Significant Unmet Medical Need

## *Early Detection Of Pancreatic Cancer*



# Pancreatic Cancer

## 3 High Risk Groups

### Hereditary Familial



- Familial autosomal  $\geq 2$  close fam members
- Familiar non-autosomal  $\geq 3$  close fam members
- BRCA1/2 Hereditary
- FAMMM p16, CDKN2A
- Peutz Jeghers
- Lynch Syndrome
- Hereditary pancreatitis
- 2-132 risk of developing pancreatic cancer

### Early symptoms



- Depression
- Indigestion/Nausea
- Jaundice
- Mid back pain
- Upper abdominal pain
- Pain on eating
- Fatigue
- Unexplained weight loss
- Diabetes

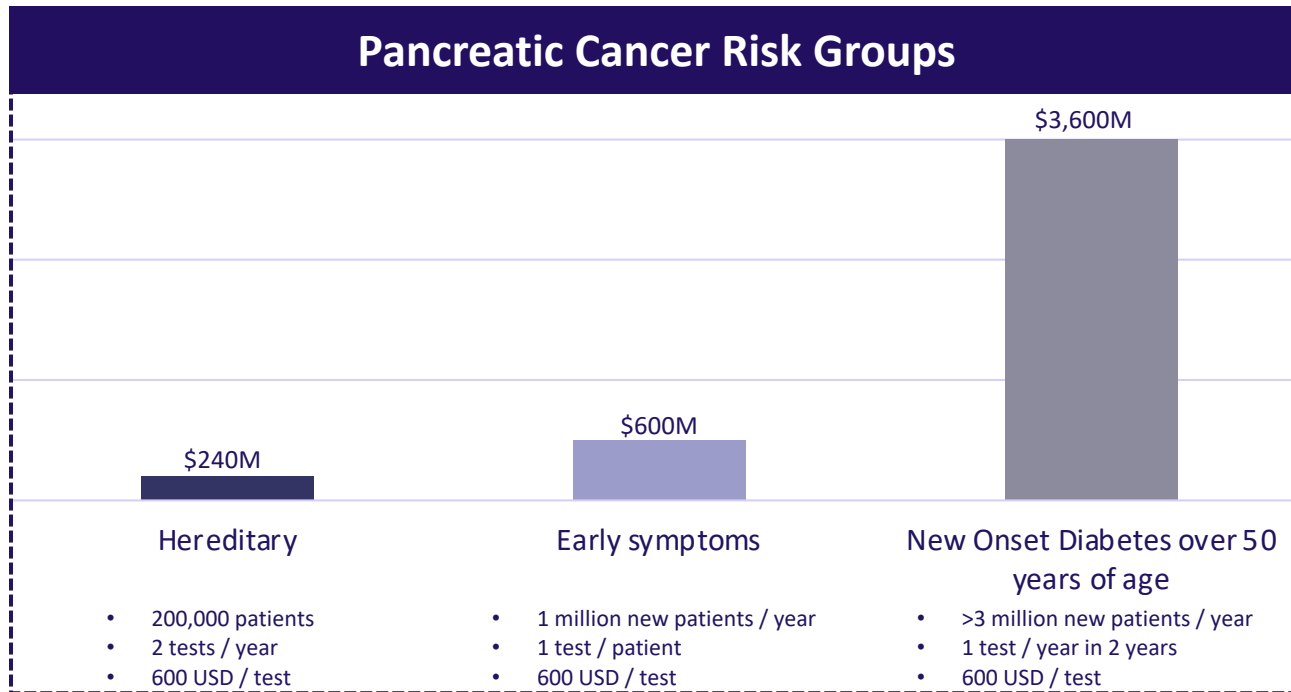
### NOD



- New onset diabetes type II after 50 years of age
- 8-10 times increased risk of developing pancreatic cancer 1-3 year after diagnosis

# IMMray™ PanCan -d Targets A Large Growing Market

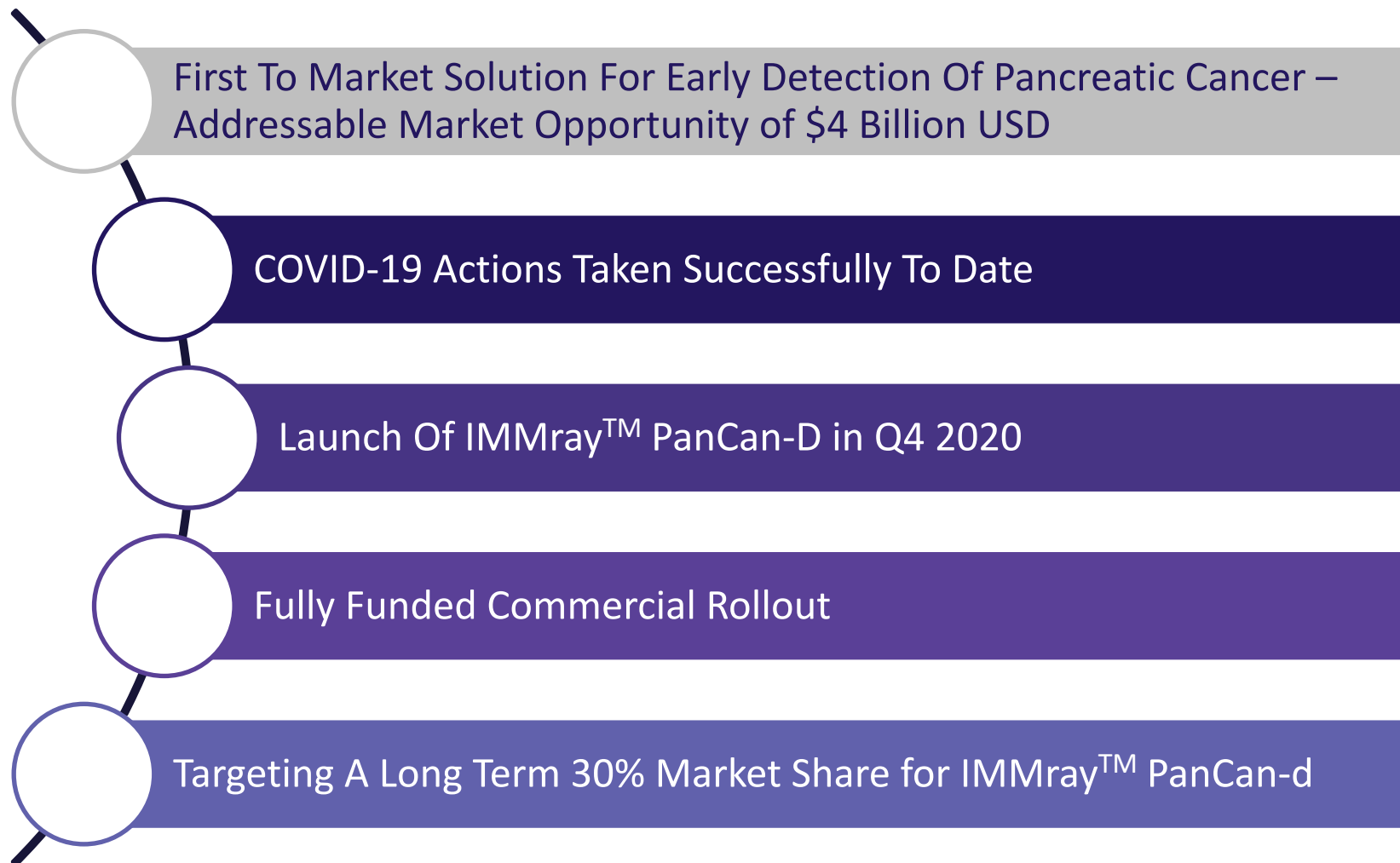
*Initial Addressable Market in EU/US: ~\$4.4bn (USD)*



**Targeting A Long-Term 30% Market Share**

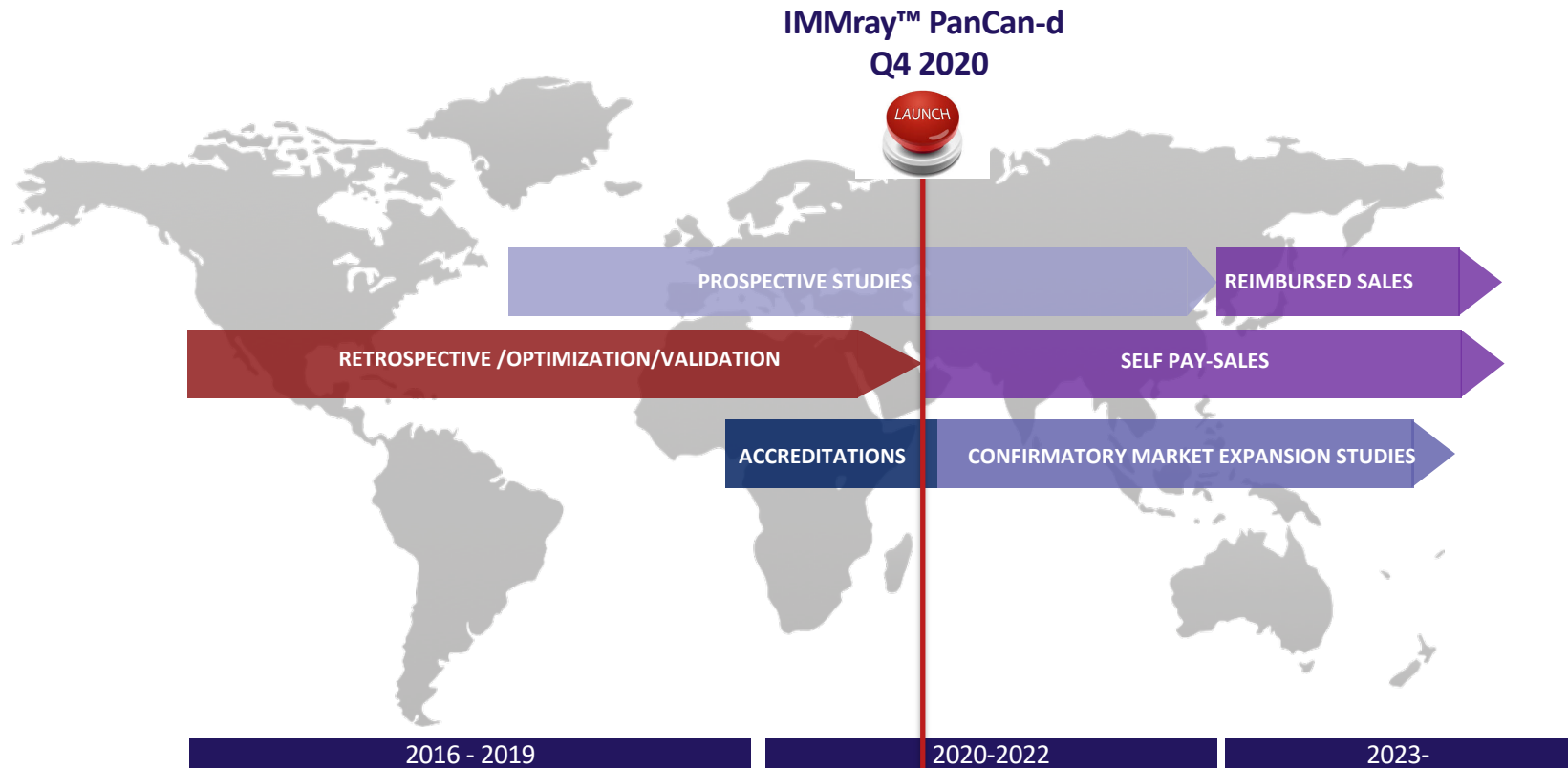
# US launch Q4 2020

*Immunovia's vision is to dominate the pancreatic cancer diagnostics market*



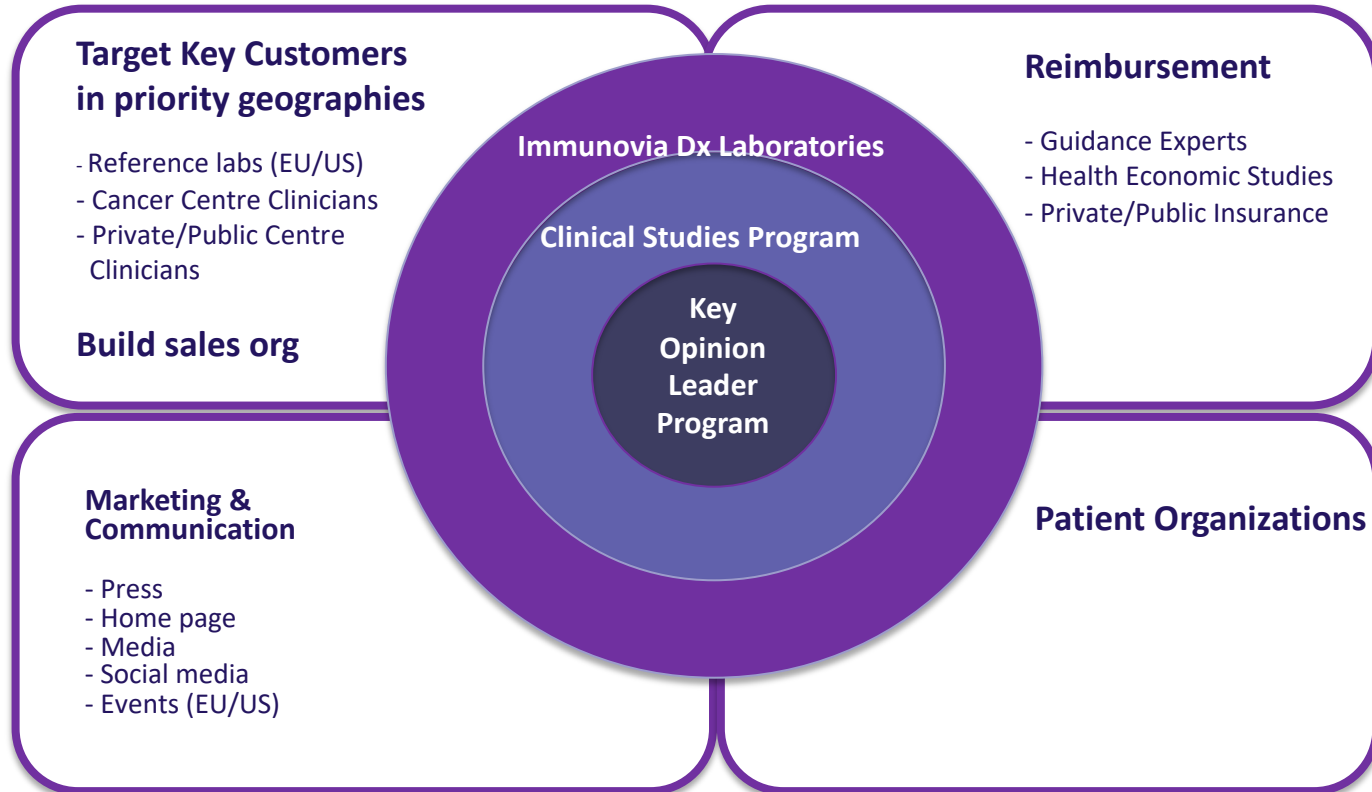
# IMMray™ PanCan-d Road to Market

## Timeline



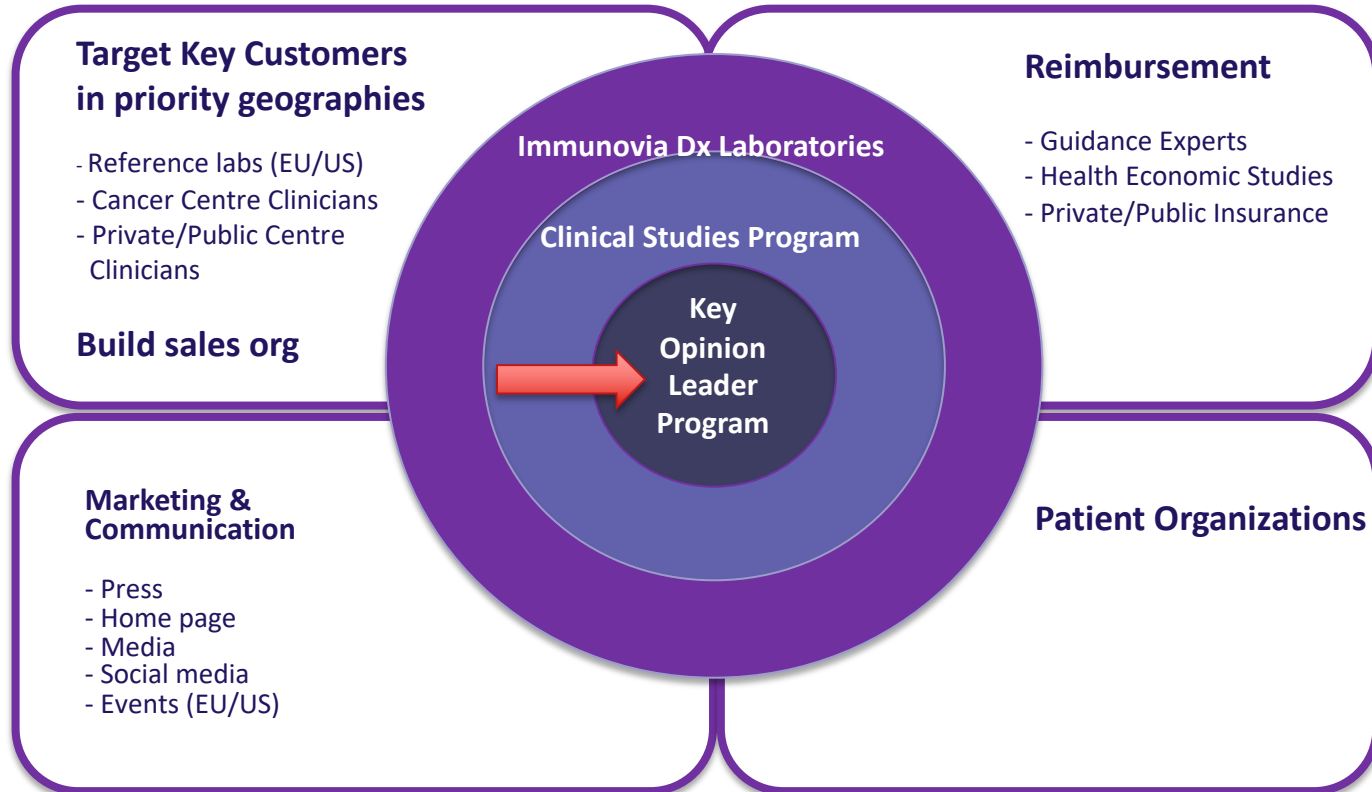
# Road to Market IMMray™ PanCan-d

## Main programs



# Road to Market IMMray™ PanCan-d

## Main programs



# World's Largest Key Opinion Leader Network

*(US & Europe)*

Over 30 KOLs worldwide, including:

## North America

Dr. Diane Simeone, New York, USA

Prof. Margaret Tempero, San Francisco, USA

Dr. Randall Brand, Pittsburgh, USA

Dr. James Moser, Boston, USA

Dr. James Farrell, Yale New Haven, USA

Dr. George Zogopoulos, Montreal,  
Canada

Assoc. Prof. Aimee Lucas, New York,  
USA

Dr. Giles Whalen, Boston, USA

Dr. Bryson Katona, Philadelphia, USA

Dr. Brett Shepard, Oregon, USA



## Europe

Prof. Steve Pereira, London, UK

Prof. Bill Greenhal, Liverpool, UK

Prof. Eithne Costello, Liverpool,  
UK

Prof. Alfredo Carrato, Madrid,  
Spain

Prof. J. E. Domínguez Muñoz,  
Santiago de Compostela, Spain

Prof. Robert Grützmann, Erlangen,  
Germany

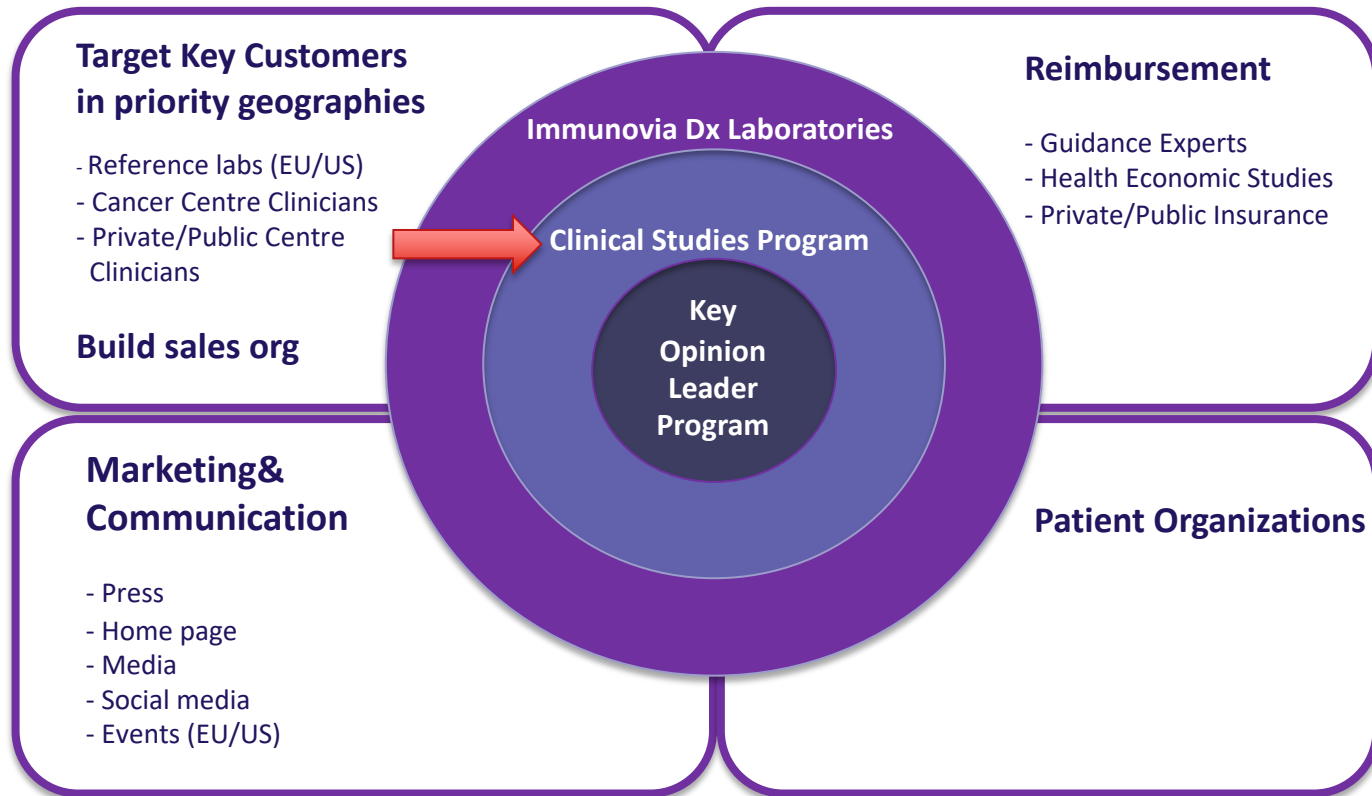
Prof. Mattias Löhr, Stockholm,  
Sweden

Svein Olav Bratlie, Gothenburg,  
Sweden



# Road to Market IMMray™ PanCan-d

## Main programs

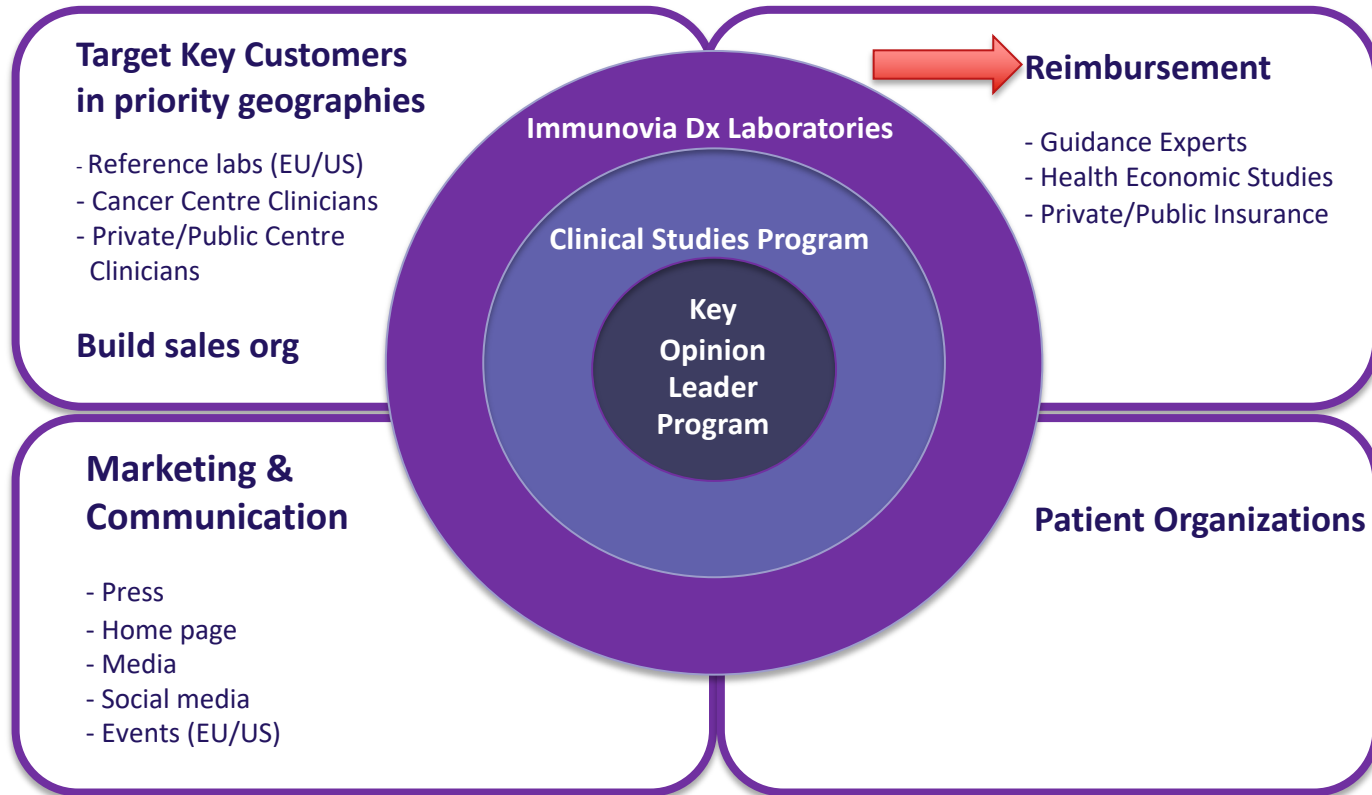


*>10,000 subjects in three major risk groups for pancreatic cancer*



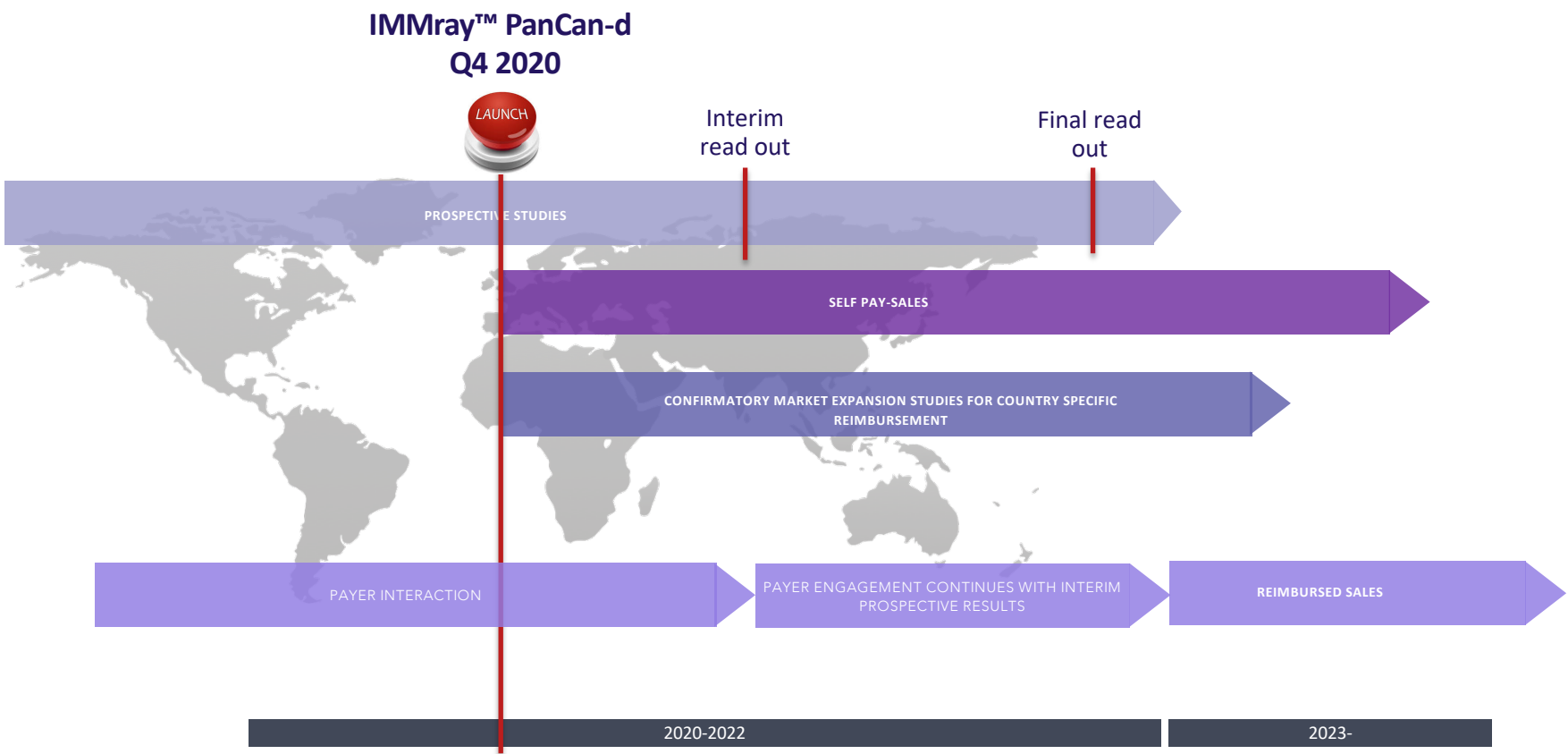
# Road to Market IMMray™ PanCan-d

## Main programs



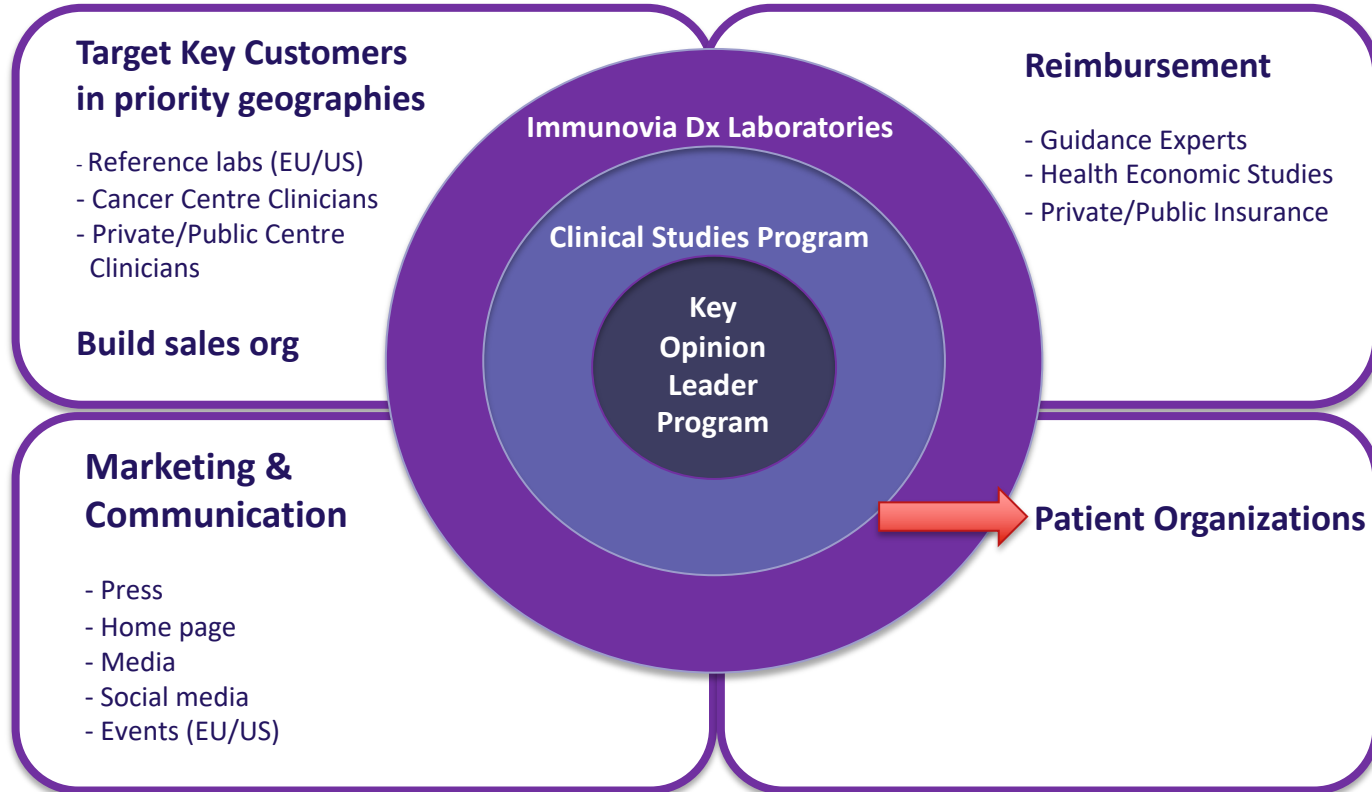
# Road to Reimbursement

## Timeline

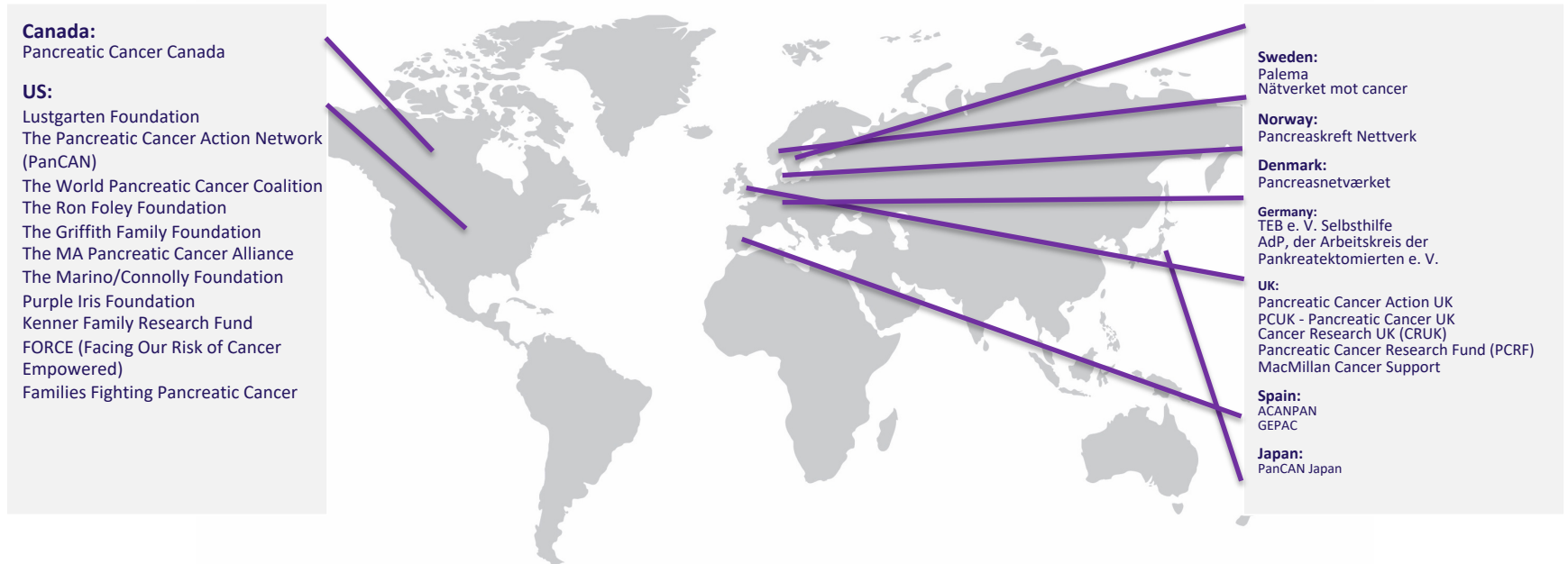


# Road to Market IMMray™ PanCan-d

## Main programs

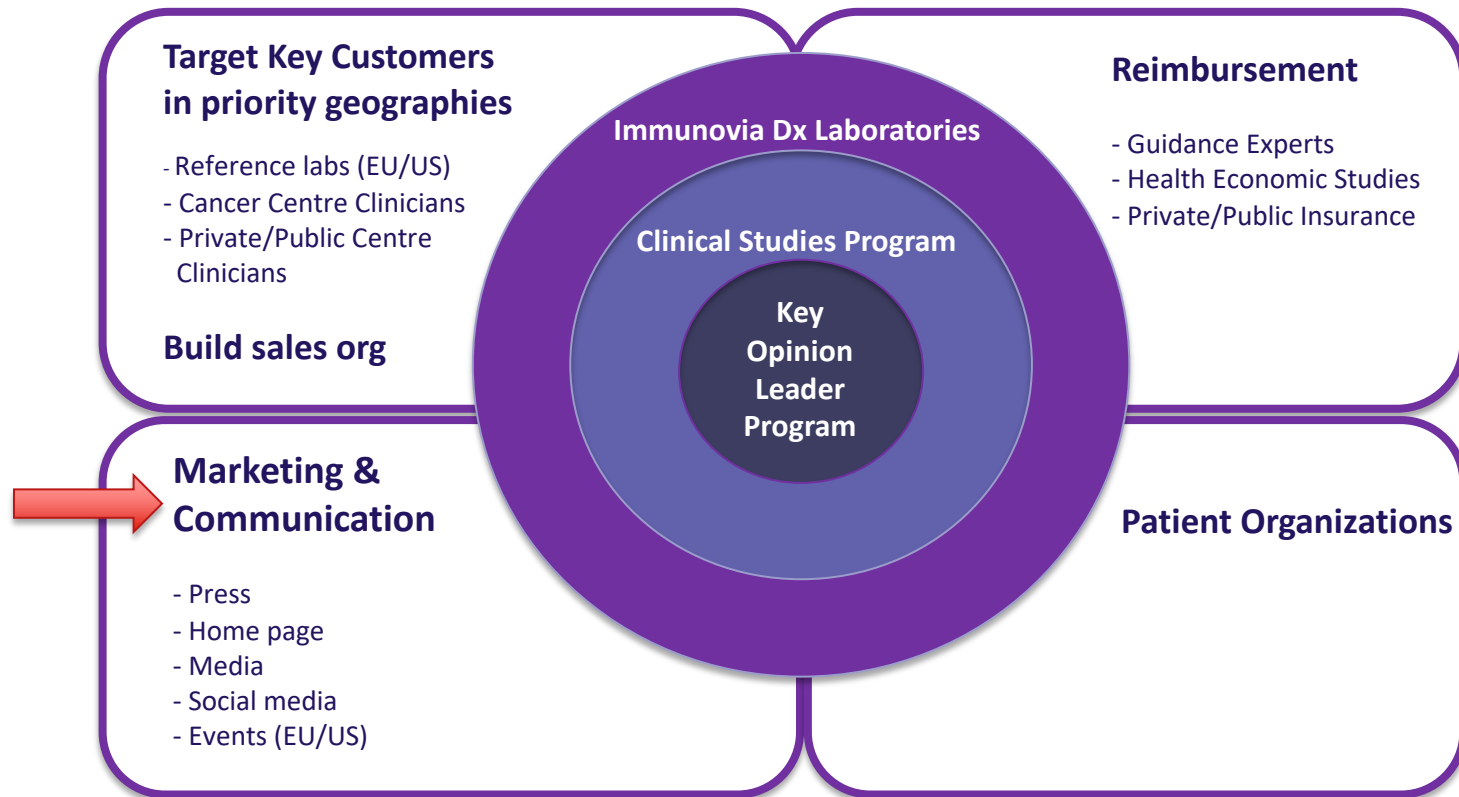


# Global Collaborations With Pancreatic Cancer Patient Organizations



# Road to Market IMMray™ PanCan-d

## Main programs



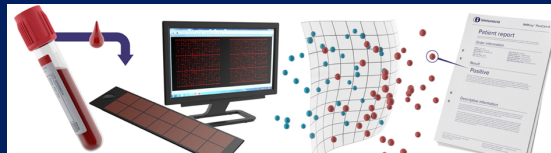
# Primary Message

## “Early Diagnosis Saves Lives”

Today 80% PDAC diagnosed in late stages



5-year survival rate 5-9%



IMMray™ PanCan-d test takes a snapshot of an individual's immune response in the early stages of pancreatic cancer when resection of tumour and treatment is possible.

When PDAC diagnosed in resectable stages



5-year survival rate upto 50%

# IMMray™ PanCan-d Virtual / Digital Launch Plan

*Reaching PDAC risk groups and clinicians*



# Launch and Commercialization Countries

*IMMray™ PanCan-d*

1<sup>st</sup> Wave US Commercialization

2<sup>nd</sup> Wave Europe Commercialization

Sweden/Nordic

UK

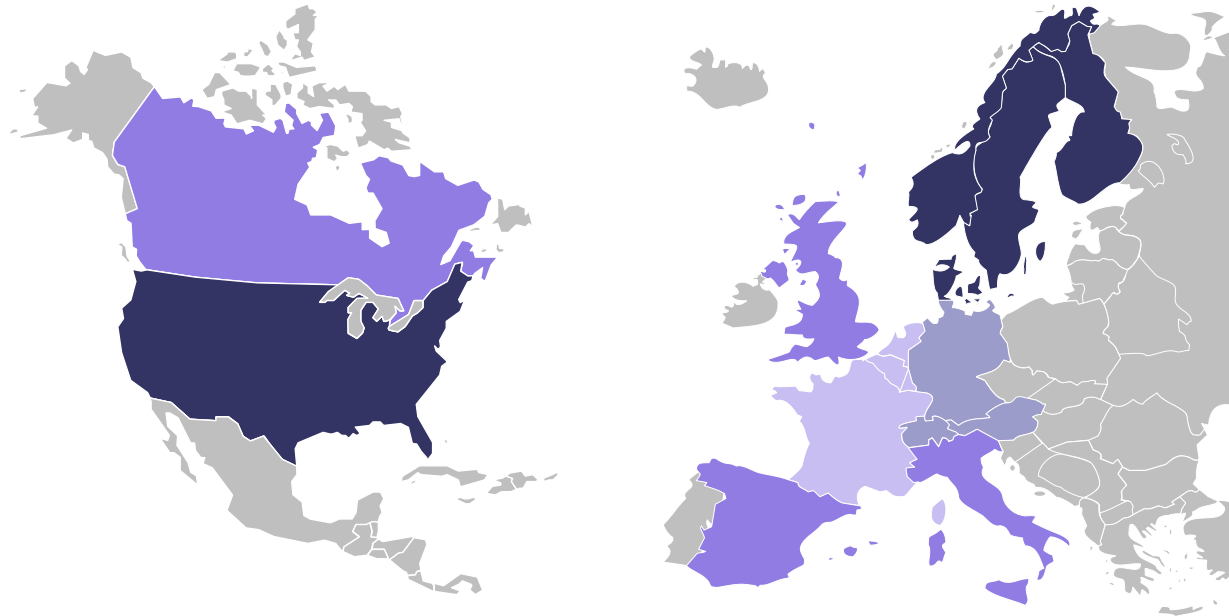
Spain / Italy

DACH

Benelux

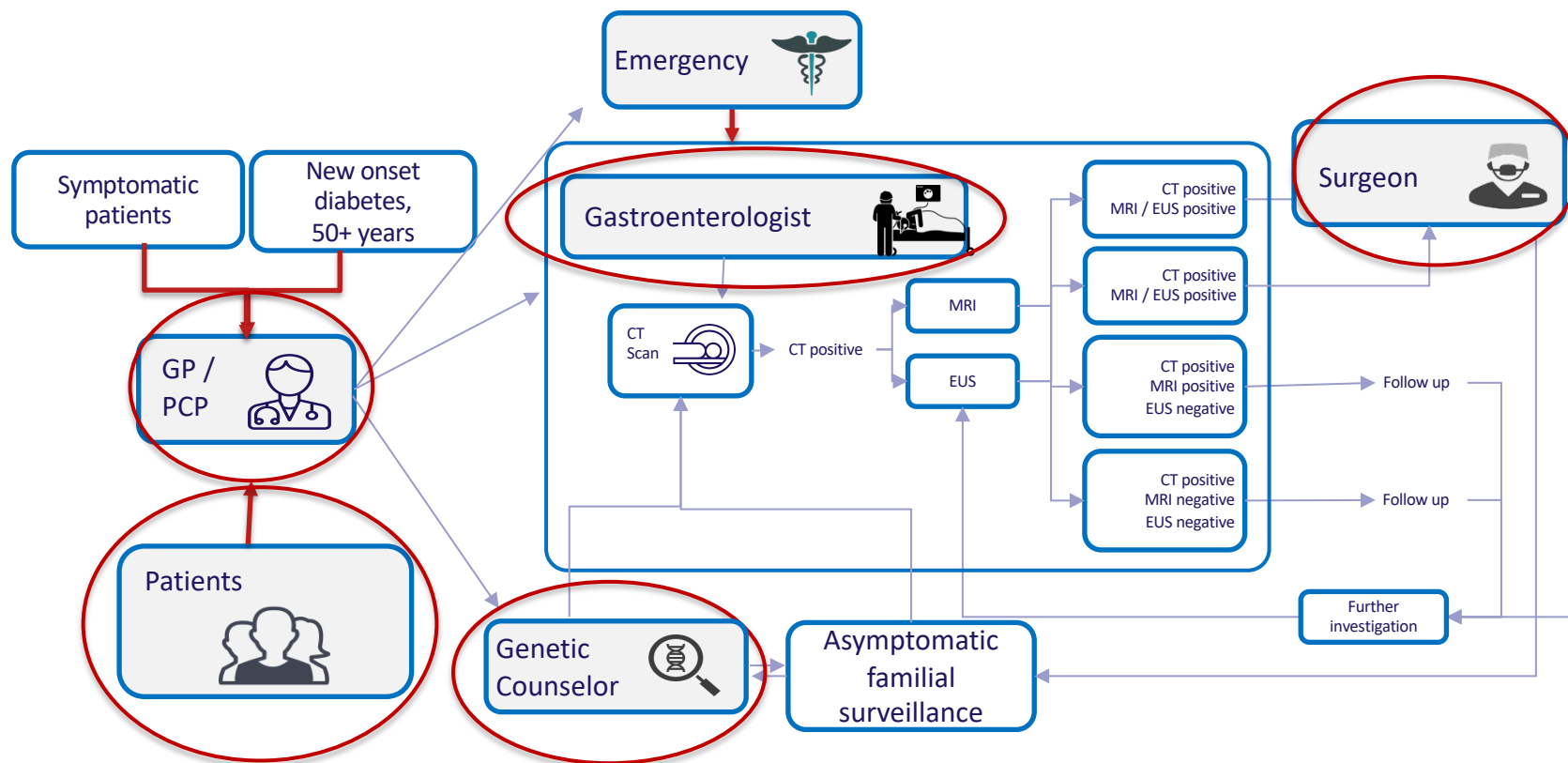
France

Canada



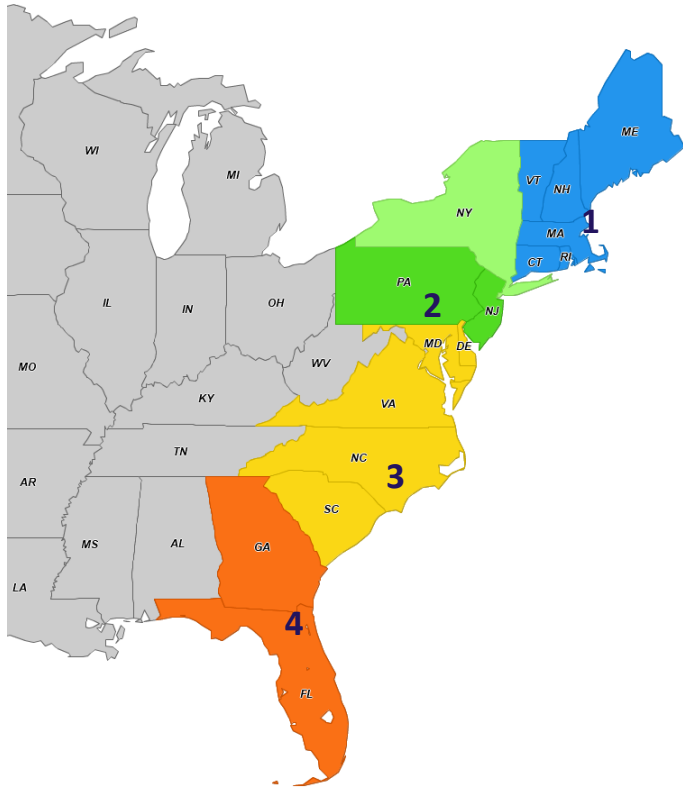
Countries with prospective site centers, PanFAM, PanSYM, PanDIA, familial pancreatic screening programs, diagnostic/GI centers and private health systems

# Sales Focus by Clinical Specialty



# Sales Implementation

## *By Geography*



### Territory 1

- Gastroenterologists = 1458
- 68 Multidisciplinary GI centers
- Genetic Counselor = 154

### Territory 2

- Gastroenterologists = 2698
- 135 Multidisciplinary GI centers
- Genetic Counselor = 160

### Territory 3

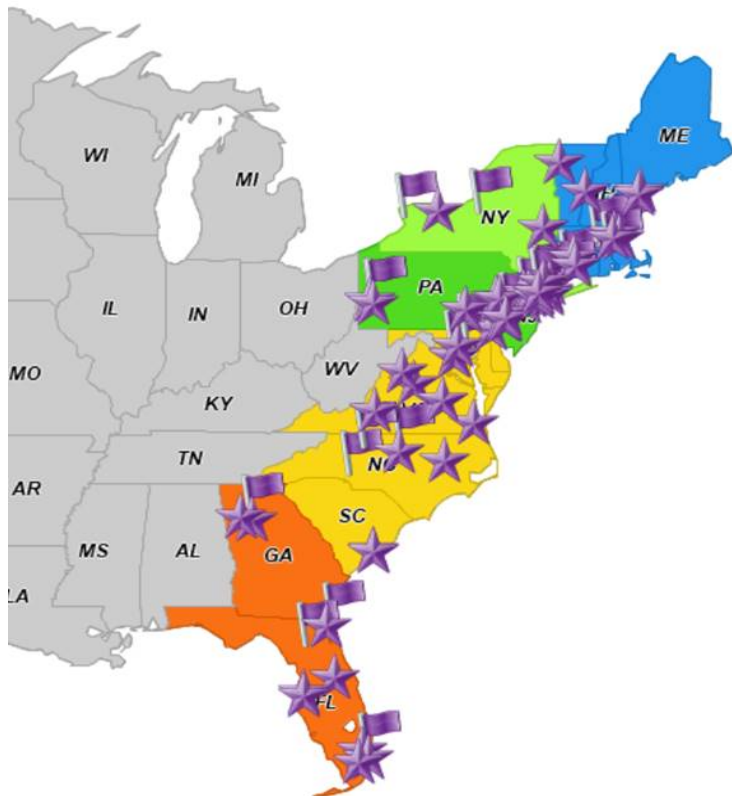
- Gastroenterologist = 2069
- 147 Multidisciplinary GI centers
- Genetic Counselor= 226

### Territory 4

- Gastroenterologist = 2159
- 155 Multidisciplinary GI centers
- Genetic Counselor = 99

# Sales Implementation

*By Pancreatic Cancer Center*

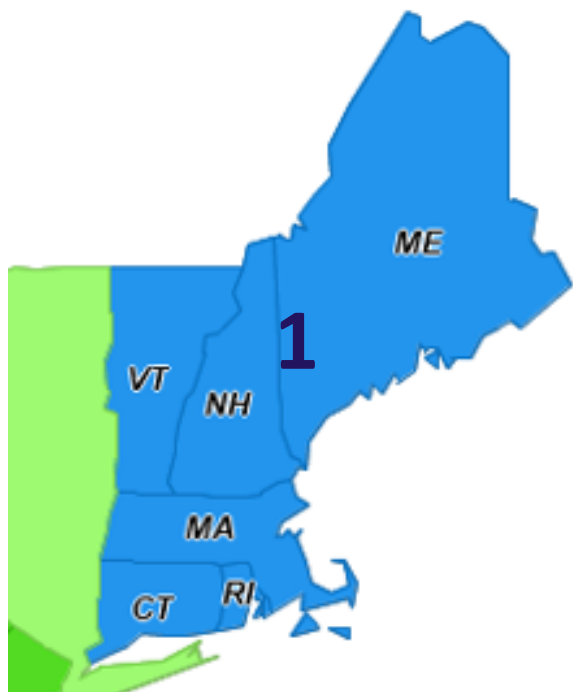


National Pancreas Foundation Accredited Center

Pancreatic Cancer Center

# Sales Implementation

## *by Priority 1 Hospitals*



|                                                    |    |
|----------------------------------------------------|----|
| Dartmouth-Hitchcock Medical Center                 | NH |
| University of Vermont Medical Center               | VT |
| Maine Medical Center                               | ME |
| RI Hospital, The Miriam Hospital, Newport Hospital | RI |

|                                                        |    |
|--------------------------------------------------------|----|
| Beth Israel Deaconess Medical Center                   | MA |
| Brigham and Women's Hospital / Dana Farber Cancer Inst | MA |
| Massachusetts General Hospital                         | MA |
| Lahey Hospital and Medical Center                      | MA |

|                                    |    |
|------------------------------------|----|
| Yale Center for Pancreatic Disease | CT |
| Stamford Hospital                  | CT |
| Hartford Hospital                  | CT |
| Middlesex Hospital                 | CT |

# Pancreatic Specialists Mass General

*Focus for Sales*

| Pancreatic Specialists (Massachusetts General Hospital) |    |
|---------------------------------------------------------|----|
| Disorders of The Biliary and Pancreas                   | 1  |
| Endocrine Pancreas                                      | 1  |
| ERCP (Endoscopic Retrograde Cholangiopancreatography)   | 1  |
| Familial Pancreatic Cancer                              | 1  |
| Liver and Pancreatic Disorders                          | 1  |
| Liver, Biliary and Pancreatic Disease                   | 2  |
| Organ Transplantation (Kidney, Liver, And Pancreas)     | 1  |
| Pancreas and Islet Transplant                           | 2  |
| Pancreatic and Hepatobiliary                            | 2  |
| Pancreatic Biliary Disorders                            | 2  |
| Pancreatic Cancer                                       | 12 |
| Pancreatic Cystic Tumors                                | 3  |
| Pancreatic Disease                                      | 4  |
| Pancreatic Neuroendocrine Tumors                        | 1  |
| Pancreatic Transplant                                   | 1  |
| Pancreatitis (Acute and Chronic)                        | 6  |
| Pancreatobiliary Surgery                                | 2  |
| Primary Hepatic and Pancreatic Cancers                  | 1  |
| Total                                                   | 44 |

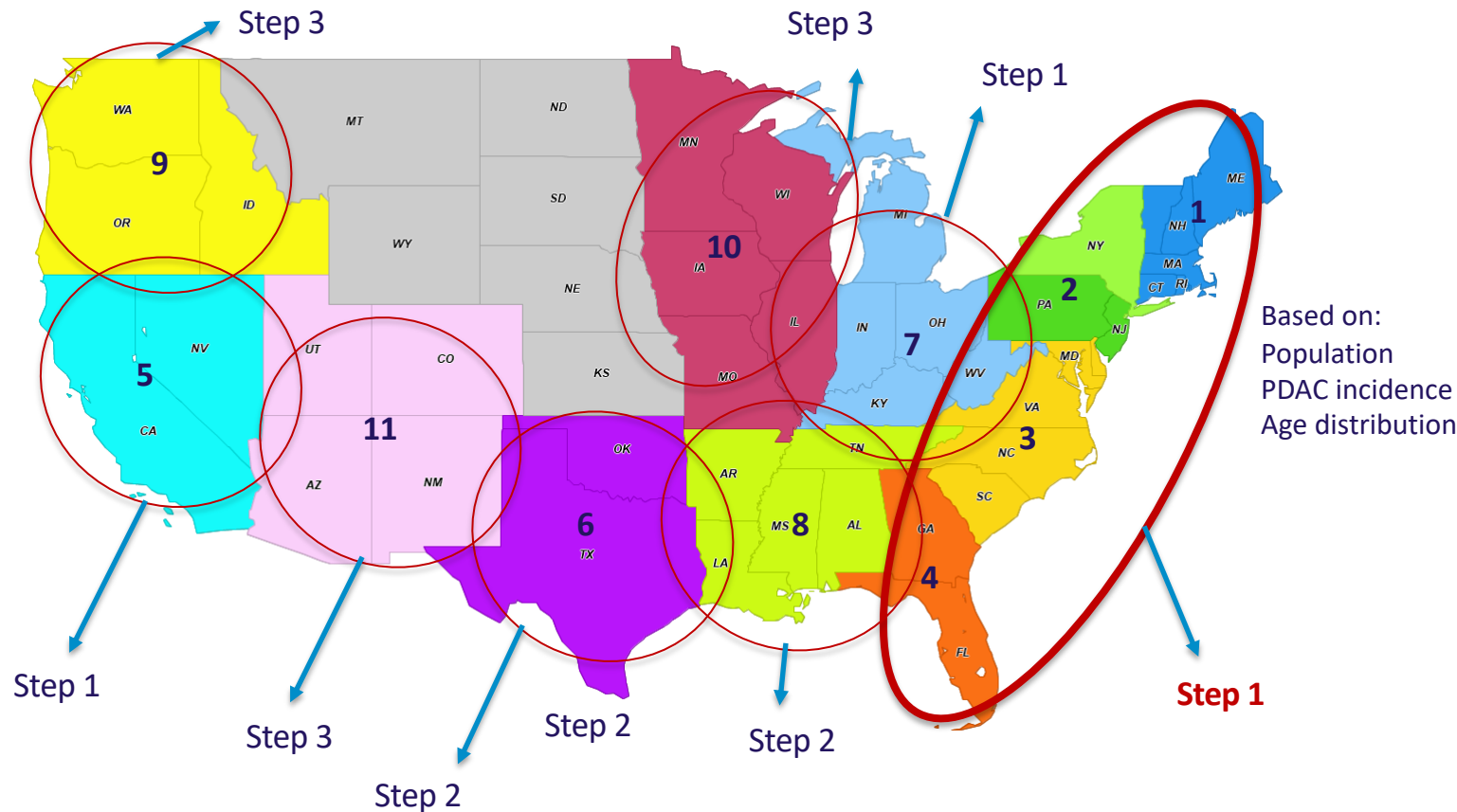
Approximately 30 Pancreatic Specialists

- Focus for Sales
- Educate all involved in these practices

Source for additional Target Customers  
Reference Base

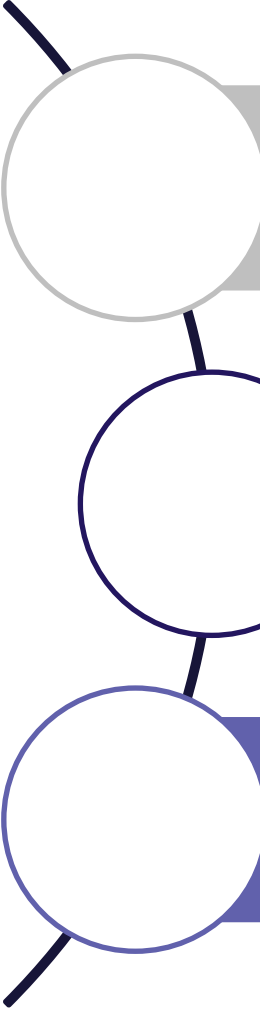
# Sales Expansion Principles

*Based On Population PDAC Incidence Age Distribution*



# Summary

*Immunovias vision is to dominate the pancreatic cancer diagnostics market*



First to a \$4 BUSD Market

Fully Financed Commercial Rollout

Targeting A Long Term 30% Market Share

# Q & A



Thank you!



**Julie Silber**  
**Director of Investor Relations**  
**Immunovia AB**

Mobile: +46(0)79 3486277  
[julie.silber@immunovia.com](mailto:julie.silber@immunovia.com)

[www.immunovia.com](http://www.immunovia.com)