

Genovis

2020-09-02



Fredrik Olsson, CEO

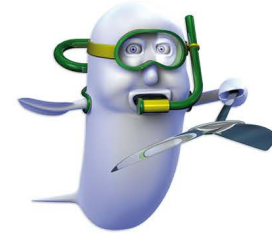
Genovis



- HQ Lund, Sweden
- Genovis Inc.
 - Boston, MA
 - San Diego, CA
- Asian markets
 - Distributors/partners

What we do

Develop, manufacture and sell reagents and technologies for development and production of biological drugs



SmartEnzymes™



Products

PROTEASES



GLYCOSIDASES



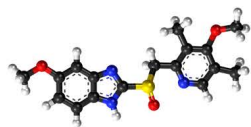
ANTIBODY LABELLING



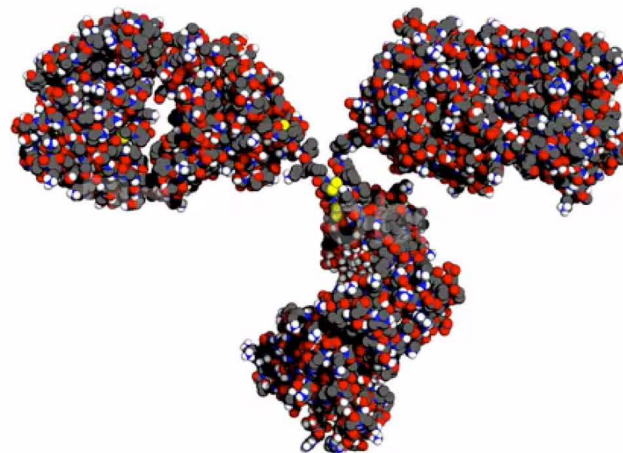
O-GLYCAN ENZYMER



Biologics vs small molecule drugs



Pharma
becomes
Biopharma

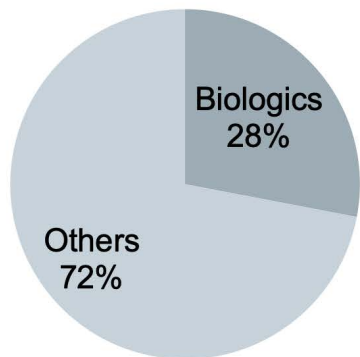


Small molecule drug (Losec™)

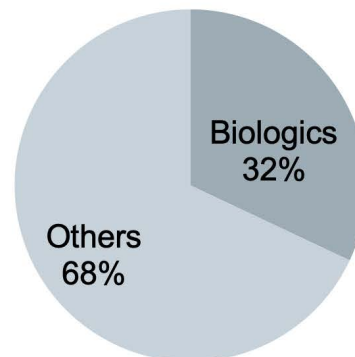
Biologic drug (Herceptin™)

Key structural drivers for Genovis enzyme technologies

Prescription drugs 2018

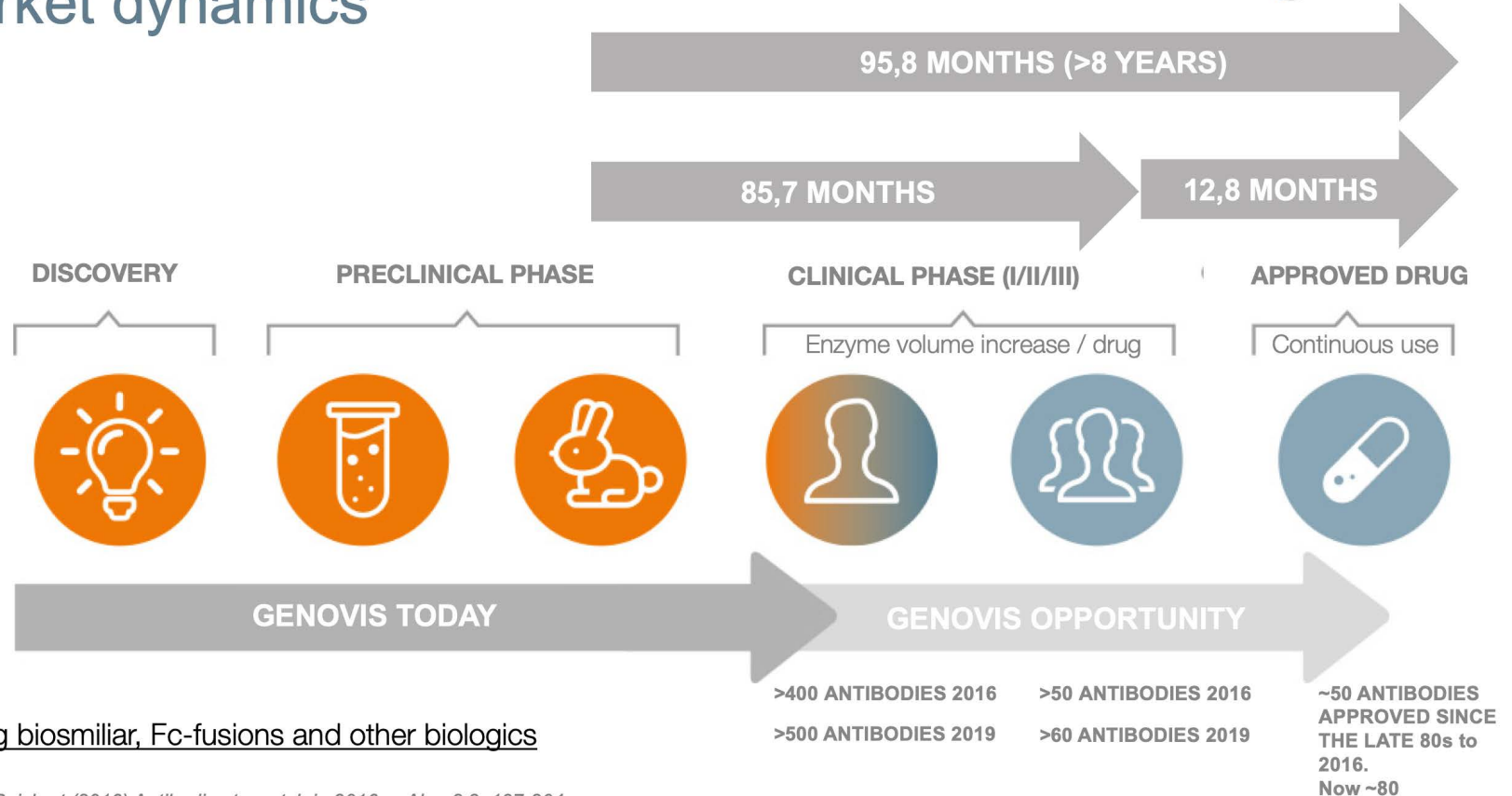


Forecast 2024



- Biologics increase total market share vs small molecules
- Monoclonal antibodies as a therapeutics platform for drugs
- Advanced bioanalytical technologies such as mass spectrometry gain more widespread use in biopharma, diagnostics and research

Market dynamics



Excluding biosimilar, Fc-fusions and other biologics

Janice M. Reichert (2016) *Antibodies to watch in 2016*, *mAbs*, 8:2, 197-204

Hélène Kaplona and Janice M. Reichert (2019), *Antibodies to watch in 2019*, *mAbs*, 1:2, 219-238



Genentech
A Member of the Roche Group



NOVARTIS

Biogen

MERCK

Boehringer
Ingelheim

MSD

AMGEN

IMMUNOGEN

Takeda

MedImmune

Bristol-Myers Squibb

SeattleGenetics

Janssen

Lilly

Bayer HealthCare

genzyme

gsk

abbvie

SANOFI

LFB

Pfizer

Johnson & Johnson

- A selection of our customers that use SmartEnzymes in their workflow
- SmartEnzymes have been published in +200 scientific articles
- Genovis offers 14 SmartEnzymes and the GlyCLICK® Antibody labelling Technology

Business

Analytics

- Core business
- Enzymes for protein and glycan analysis
- Strong brand and high value products



Antibody Labelling

- Built on propriety enzyme technology
- Licensed technology from Thermo Fisher Scientific.

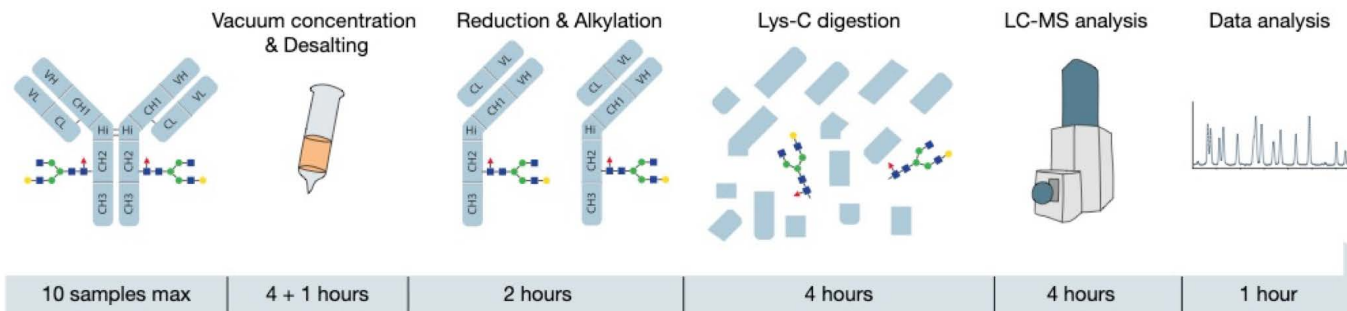


Bioprocess

- Emerging business
- Based on our enzymes for analytics
- Enzyme remodeling of a drug for enhanced or novel therapeutics
- First order for global biopharma company's Phase 1 study:
- High volume application

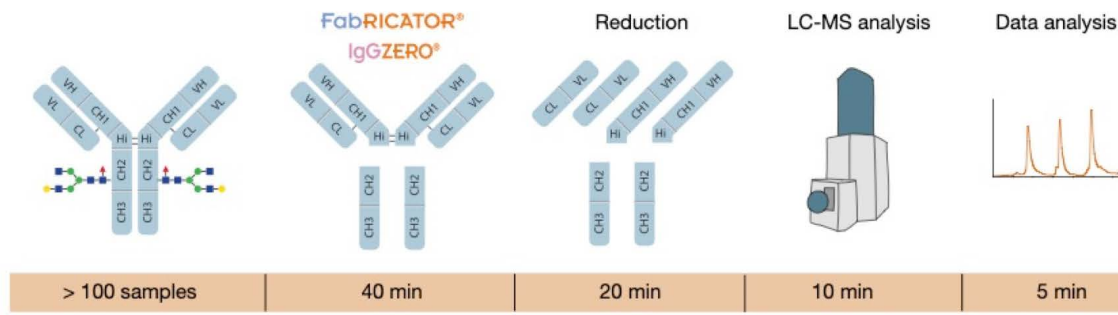
Simplified analytics of biological drugs

Old enzyme technology



5 Days
10 samples

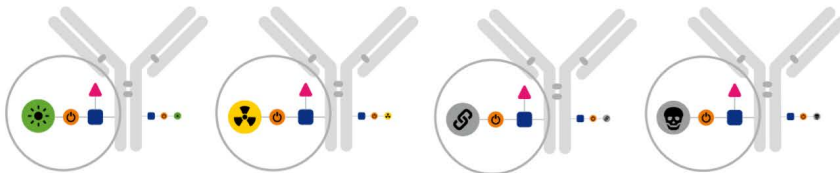
Genovis SmartEnzymes



4 Hours
> 100 samples

Site-specific Antibody Conjugation Technology

- Three-steps to conjugation of IgG in a single kit
- From native IgG to site-specific labeling (DOL 2)
- Completely labeled and homogenous material
- Reproducible conjugation with minimal variation



Microscopy



Bioassays



ADC Development



Flow Cytometry



Radioimaging

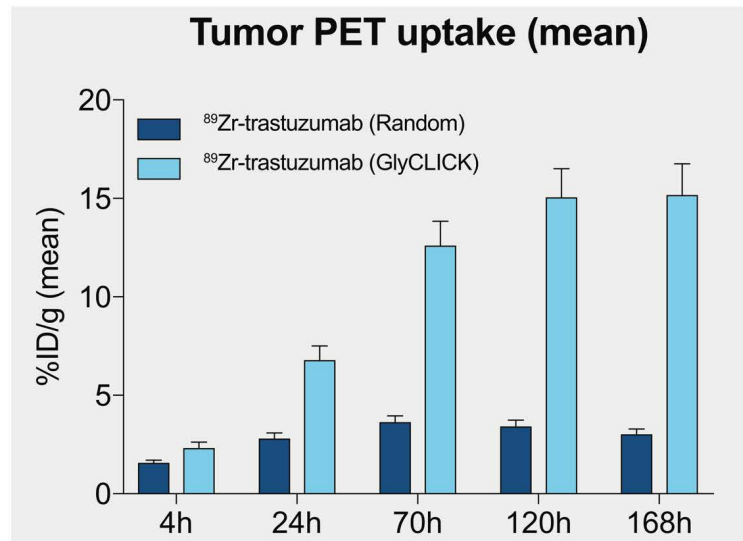
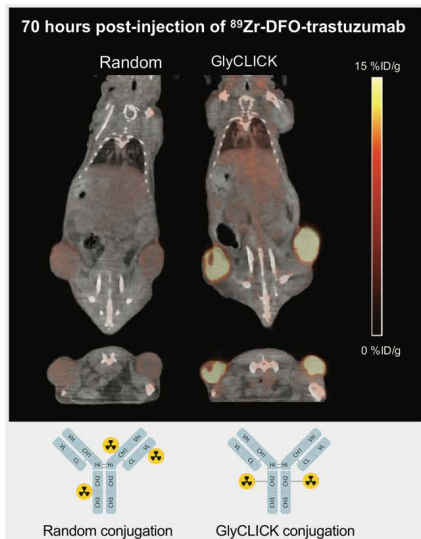


AOCs

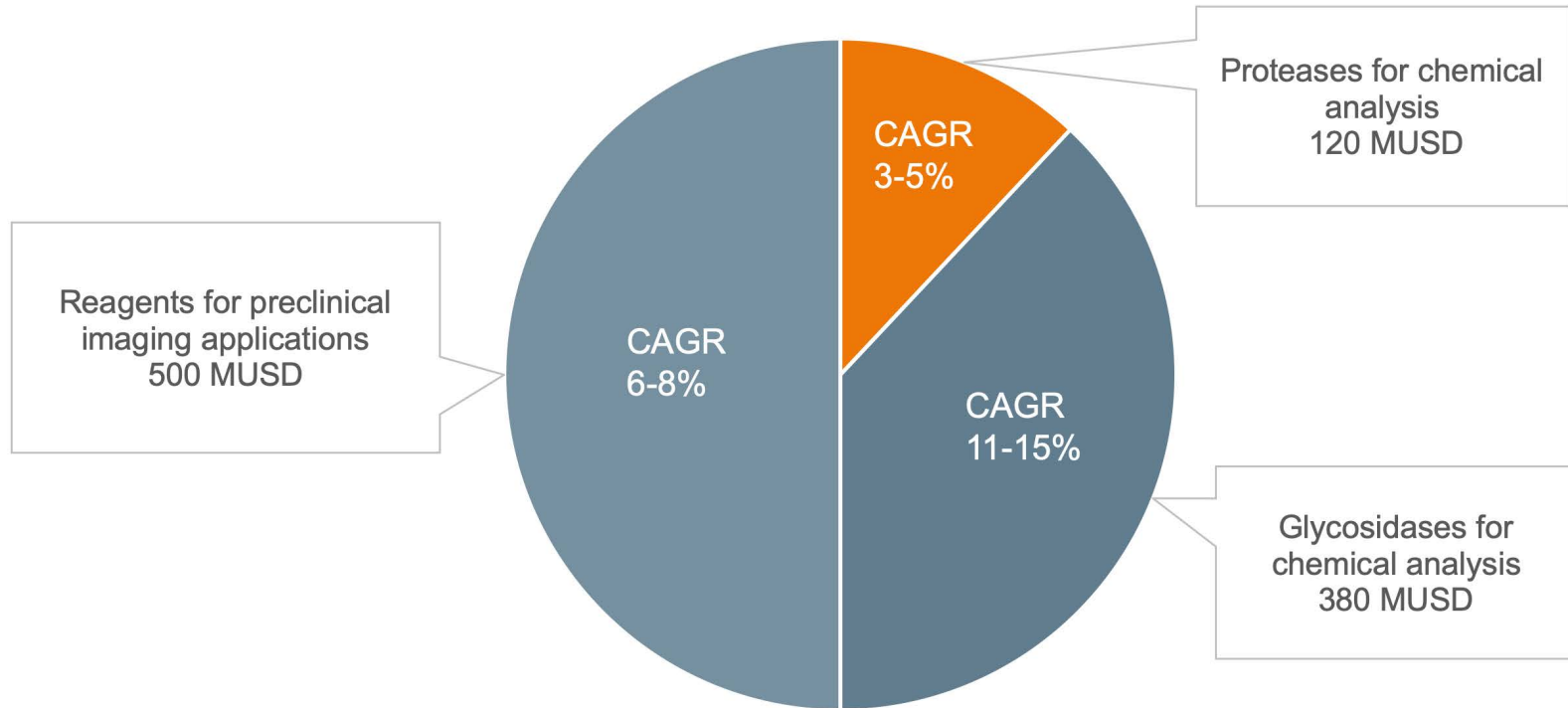


MitAbs

Antibody labelling



- Reagents for pre-clinical imaging: 500 MUSD (CAGR 6-8%).
- Additional potential markets: Diagnostics, R&D & preclinical biopharma
- Clinical markets: Antibody Drug Conjugates

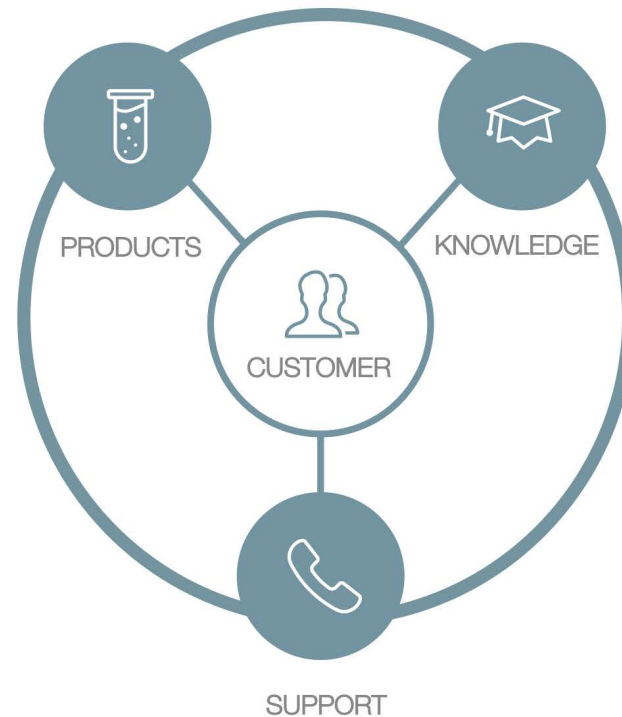


Competitors

- New England Biolabs (www.neb.com). Rev. Approx. \$300M
- Promega (www.promega.com). Rev. Approx. \$400M
- Prozyme (www.prozyme.com). Now part of Agilent. Rev. Approx. \$30-40M
- Fujifilm (<http://ffwk.fujifilm.co.jp>) Rev. Approx. €578M
- Waters (www.waters.com) Rev. Approx. \$2B
- Thermo Fisher Sci (www.thermofisher.com) Rev. Approx. \$18,7B (Life Science reagents ~\$5B)
- Agilent (www.agilent.com) Rev. Approx. \$4B
- Merck/Sigma-Aldrich (www.sigmaaldrich.com) Rev. Approx. \$3B

How we compete

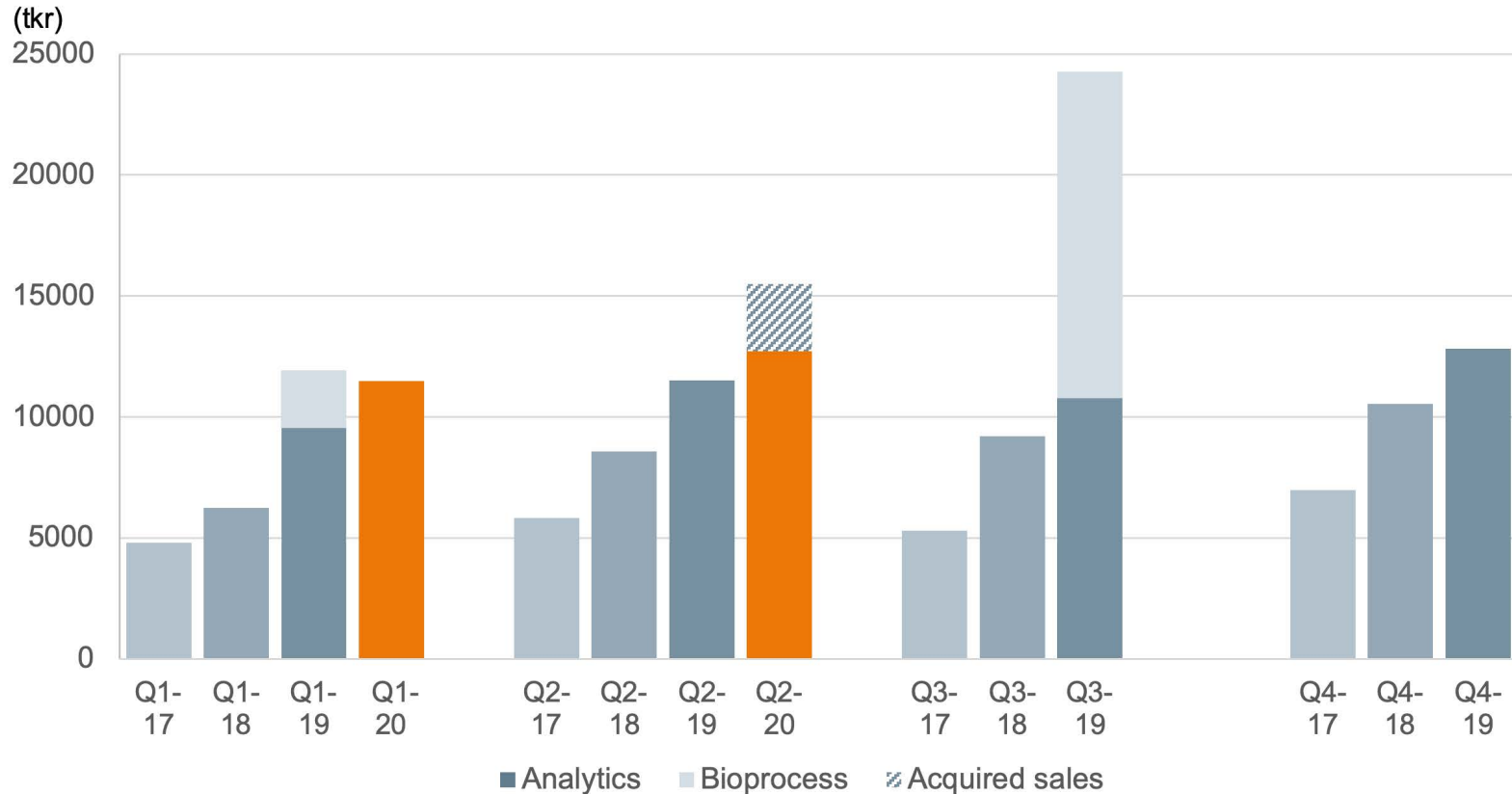
- Innovation
- Direct Sales on key markets
- Agile
- Distribution



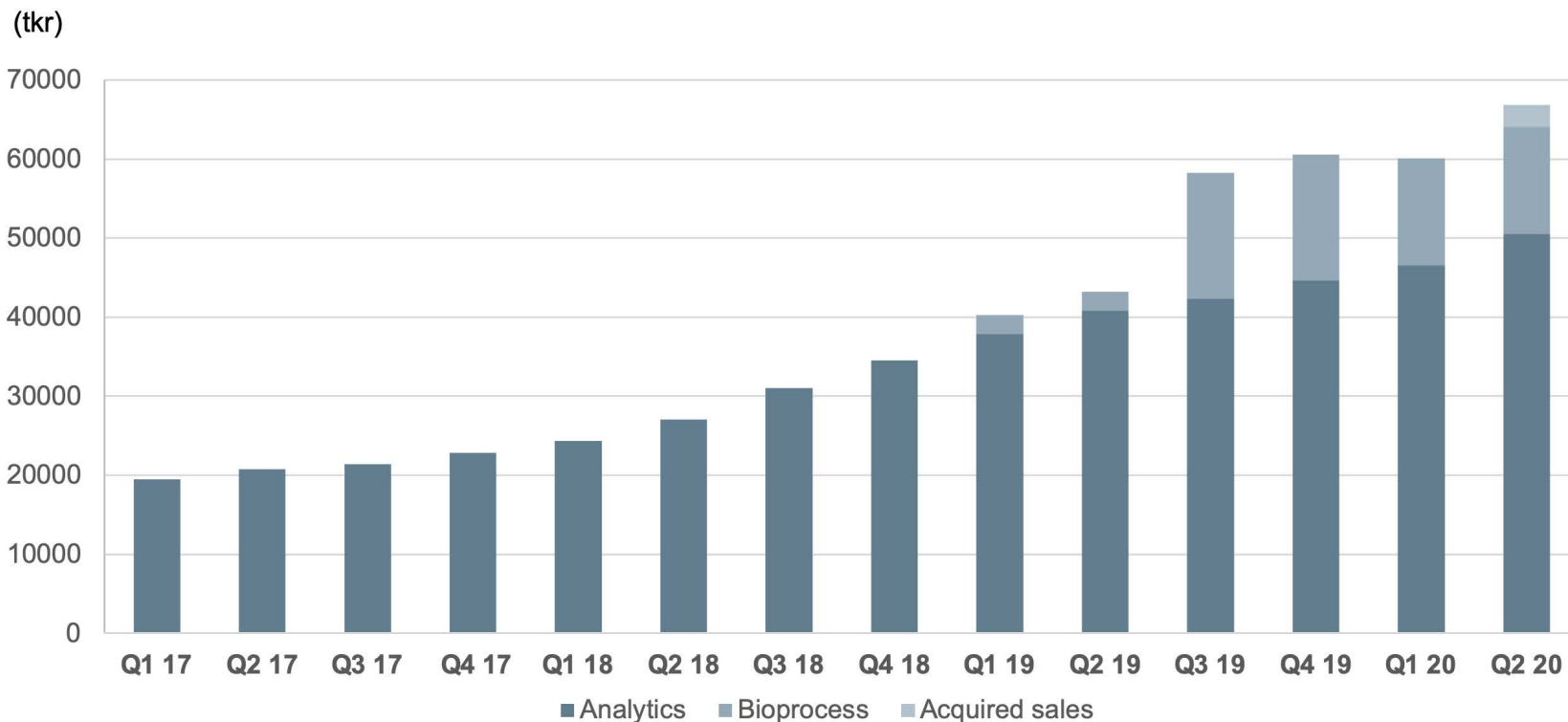


Q2 2020

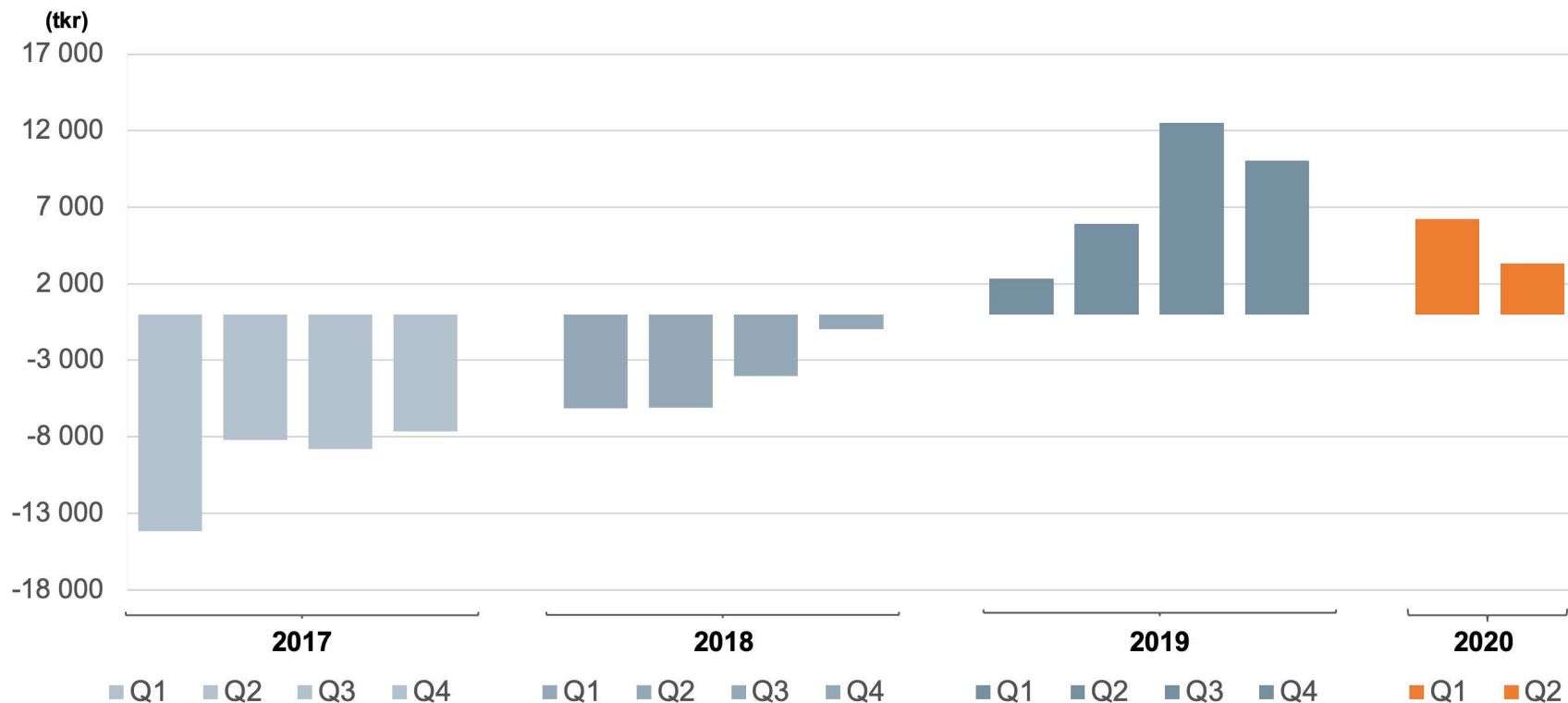
Sales revenue by fiscal quarters



Sales revenues Rolling 12 months



EBIT Rolling 12 months



Q2 highlights

Operational activities

Covid 19

- Focus on Virtual & electronic marketing
- Reduced customer activity

+14



QED

Bioscience

Acquired San Diego based antibody reagent developer.



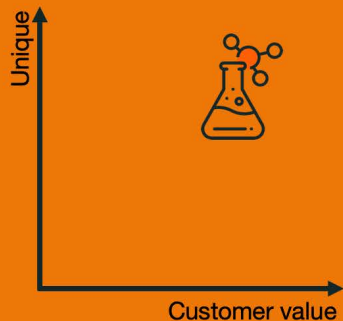
Focus on product development and Increase R&D activities.

2

Product launches within automation and glycemic markets.

Strategies for continued growth

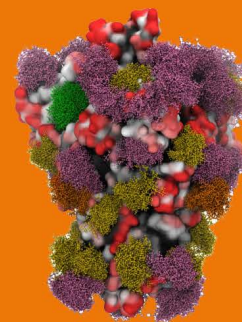
Innovation



Automation



Glycomics



Q&A

SmartEnzymes™



GENOVIS

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