From PhD Project to Billion Dollar Deal

Per Norlén, CEO
7th December 2016
Alligator develops agonistic antibodies for tumor directed immunotherapy

- **2001**: FIND® and foundation of Alligator
- **2008**: Strategic focus on immuno-oncology
- **2012**: Focus extended to bispecific antibodies
- **2013**: ALLIGATOR-GOLD® antibody library
- **2015**: ADC-1013 entering clinical phase I & major out-licensing deal
Rapid development within the field of immuno-oncology

Sales of existing immuno-oncology treatments

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<th>Year</th>
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Projected immuno-oncology market development

- **2015**: US$ 3 billion
- **2023E**: US$ 30 billion

- **21.5%** increase from 2015 to 2016
- **35.8%** increase from 2016 to 2017
- **42.8%** increase from 2017 to 2018

- **10x** increase from 2015 to 2023E

Treatment costs at ~$150,000 annually per patient

Market potential at US$ ~$30 billion within 5-7 years

The I/O market holds the largest upside potential within the global pharmaceutical market

Source: Citi Research: "Immunotherapy - The Beginning of the End for Cancer", A Baum, 22 May 2013; Bristol-Myers Squibb; Merck; GlobalData
Cancer immunotherapy switches the balance from immunosuppression to immune activation, resulting in immune-mediated tumor eradication.
Tumor-directed immunotherapy

**SYSTEMIC IMMUNO-ACTIVATION**
General immune activation with severe toxicity

**TUMOR-DIRECTED IMMUNO-ACTIVATION**
Tumor-selective immune activation with less toxicity
## Alligator drug development pipeline

<table>
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<th>RESEARCH</th>
<th>PRE-CLINICAL DEVELOPMENT</th>
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TNFR-SF: Tumor Necrosis Factor Receptor-Superfamily  
TAA: Tumor-Associated Antigen  
ND: Not Disclosed  
*Partnered with Janssen Biotech Inc., developed as JNJ-64457107

All product candidates suitable for combination therapy with other I-O drugs, e.g. anti-PD-1 and anti-PD-L1
ADC-1013 – First experiment in 1999

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B44
Lead Optimization of CD40 Antibody

- Affinity maturation using FIND®. Affinity improved from 1 to 0.01 nM.
- Increased tumor retention through elevation of isoelectric point

![Graph showing Affinity/Off-rate vs. Binding maximum with points labeled ADC-1013 and B44]
CD40 is a key immuno-oncology target

Mode of Action

Co-stimulating receptors

CD40 is a promising target for combination with T-cell activating antibodies such as PD-1

ADC-1013 clinical trial

- 40 patients with solid tumors
- 5 clinical sites in UK, DK and SE

**Dosing & administration**

- FiH, first dose April 2015
- Dose escalation
- Intra-tumoral & intravenous

**Primary endpoint**

- Safety and tolerability

**Secondary endpoints**

- PK & PD
- Immunogenicity
- Clinical efficacy

Source: Company information
**Partnership with Janssen**

**Description of agreement**
- Exclusive world-wide license
- Alligator continues as sponsor for the ongoing Phase I clinical trial
- Additional Phase I study initiated by Janssen
- All development costs covered by Janssen

**Royalty / Milestone potential**
- Up-front payment plus additional milestones of up to US$ 700 million
- Tiered high single digit to low double digit royalties on all future sales

Source: Company information
ADC-1013 out-licensing – success factors

- Strong scientific rationale, internal expertise and scientific collaborations
- Well positioned: potential for first in class and best in class
- Extensive pre-clinical data package
  - Data package included all data likely to be requested, including strong benchmark data
- Solid intellectual property
- High quality development, no shortcuts
- Timing and guts
Thank You!