



# MEDIVIR

# Småbolagsdag

February 21, 2018

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# Improving life for cancer patients through transformative drugs

- Using **world-class scientific expertise** to bring new therapies to cancer patients
- **Clinical pipeline** composed of projects with **multi-billion dollar sales** potential as well as **orphan cancer drug candidates**
- Strong commercial focus – delivered more than **20 global partnerships** and **2 products from idea to market**

## Basic facts

- Headquarters in Huddinge, Sweden
- 77 employees, 43 with PhDs
- Listed on the Nasdaq Stockholm, ticker: MVIR
- Current market capitalization: SEK 790m (USD 100m)<sup>1</sup>
- Website: [www.medivir.com](http://www.medivir.com)



# Strategic cornerstones

## CONSISTENTLY DISCOVER AND DELIVER WELL DIFFERENTIATED ONCOLOGY DRUG CANDIDATES

→ Ensure a constant flow of well differentiated oncology projects and progress high potential candidate drugs into clinical development

Discover

## EFFICIENTLY DEVELOP DRUGS THROUGH CLINICAL PHASES

→ Drive efficient and innovative cross-functional development of candidate drugs to radically improve the lives of patients and fulfill decisionmakers requirements

Develop

## BE A RESPECTED COLLABORATOR AND VALUABLE PARTNER

→ Develop and grow meaningful and mutually beneficial partnerships to facilitate the sharing of ideas and resources, conducting research with a grander scope and mitigating financial risk

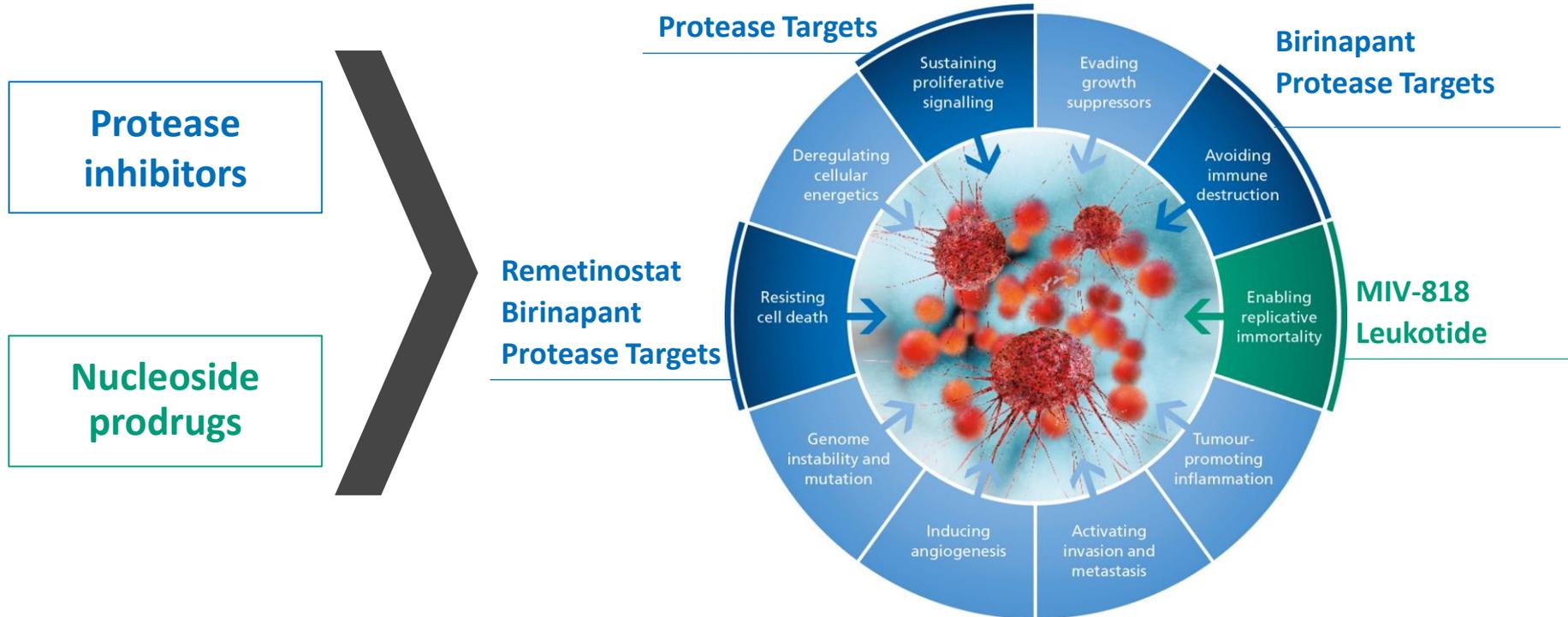
Partner

Motivate

## BE AN ATTRACTIVE PLACE TO WORK

→ Nurture a creative, stimulating and professional culture that attracts skilled and innovative employees, and encourages their retention and development

# Leveraging scientific expertise to build pipeline in oncology



Adapted from: The Hallmarks of Cancer: The Next Generation.  
Hanahan and Weinberg, Cell (2011), 144, 646-674

# Oncology drug development in areas of high unmet need

Strong and balanced development pipeline based around areas of scientific expertise and focused on cancer

	Project, Mechanism	Disease area	Clinical phase				Market	Next step
			Preclinical	Phase I	Phase II	Phase III		
Cancer	<b>Remetinostat</b> Topical HDAC inhibitor	<b>Early-stage cutaneous T-cell lymphoma</b>	[Blue bar spanning Preclinical, Phase I, and Phase II]				~\$1b US only	P3 start 2018
	<b>Birinapant</b> SMAC mimetic	<b>Solid tumors</b> (combo with Keytruda®)	[Blue bar spanning Preclinical and Phase I]				Blockbuster	P2 start 2H2018
	<b>MIV-818</b> , Nucleotide DNA polymerase inhibitor	<b>Hepatocellular carcinoma</b>	[Green bar in Preclinical]				Orphan US/EU Significant Asia	P1 start 2H2018
	<b>MIV-711</b> Cathepsin K inhibitor	<b>Osteoarthritis</b>	[Blue bar spanning Preclinical, Phase I, and Phase II]				Blockbuster	Partner

■ Protease related  
■ Nucleot(s)ide related

# Collaborations enhance the value of programs

## Academic



## Industrial

### Product/Project

Zoviduo®/Xerclear  
(labial herpes)  
*acyclovir + hydrocortisone*

MIV-802 (HCV)  
*Nucleotide NS5B  
polymerase inhibitor*

### Platform Link

Nucleoside  
analogue

Nucleotide

### Partners



### Status

Marketed

Phase I ready

### Medivir Interests

- Royalties from sales
- Approval milestones for additional OTC switches
- Development milestones
- Royalties from sales

# Competences from discovery through regulatory approvals

Cancer biology, chemistry, intellectual property, DMPK, CMC, toxicology, clinical development, regulatory strategy, business development



77 employees, 43 with PhDs,  
18 nationalities, balanced gender split

# Why Medivir?

- Track record of delivery

3 new drugs into development in 2 years

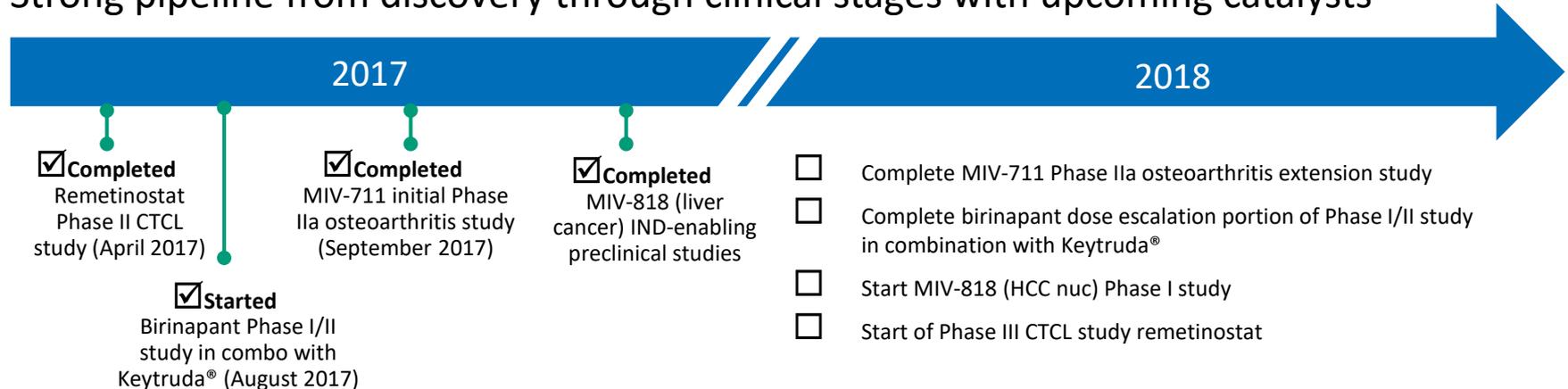
2 products from idea to market

>20 global partnerships, multiple repeat partners

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- Strong pipeline from discovery through clinical stages with upcoming catalysts



- Near-term opportunity for partnership