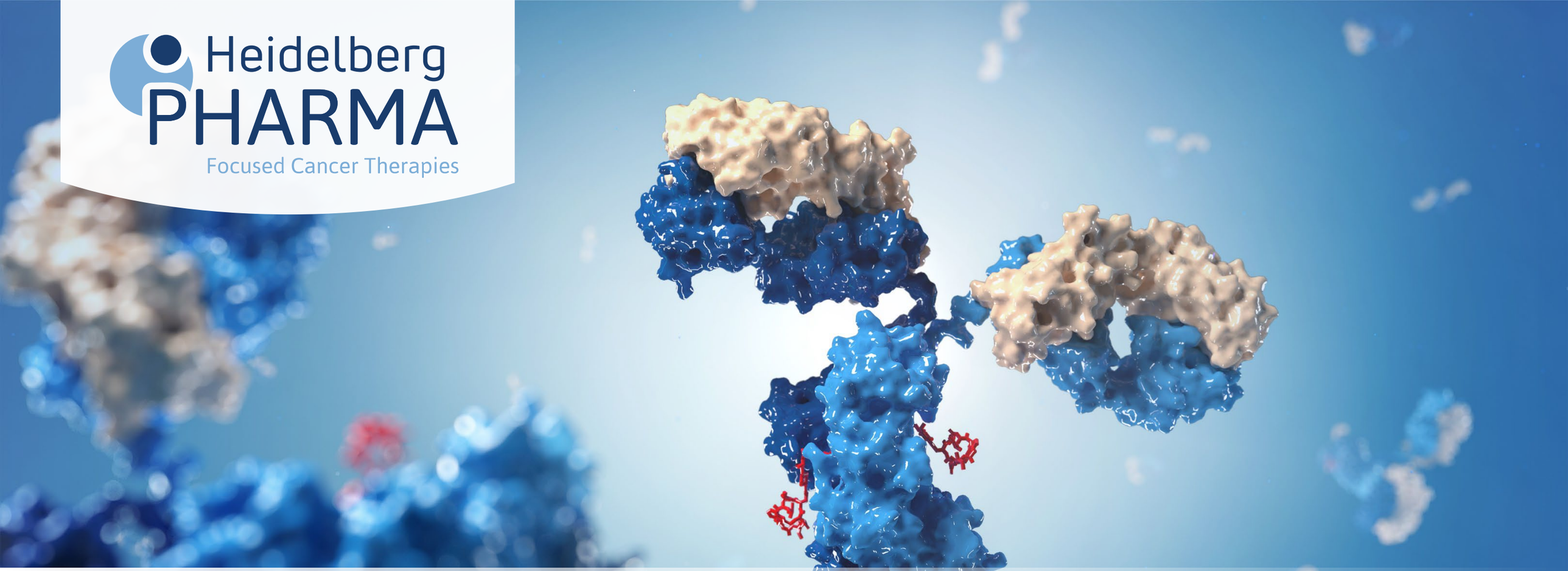
Heidelberg PHARMA
Focused Cancer Therapies



# ATACs: Unique New Mode of Action to Fight Cancer

24th March 2022

FY 2021 Financial Results & Business Update

# Safe Harbor

## Forward-looking statements

This communication contains certain forward-looking statements, relating to the Company's business, which can be identified by the use of forward-looking terminology such as "estimates", "believes", "expects", "may", "will" "should" "future", "potential" or similar expressions or by general discussion of strategy, plans or intentions of the Company. Such forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause our actual results of operations, financial condition, performance or achievements, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements.

Such factors include, among others, the following: uncertainties related to results of our clinical trials, the uncertainty of regulatory approval and commercial uncertainty, reimbursement and drug price uncertainty, the absence of sales and marketing experience and limited manufacturing capabilities, attraction and retention of technologically skilled employees, dependence on licenses, patents and proprietary technology, dependence upon collaborators, future capital needs and the uncertainty of additional funding, risks of product liability and limitations of insurance, limitations of supplies, competition from other biopharmaceutical, chemical and pharmaceutical companies, environmental, health and safety matters, availability of licensing arrangements, currency fluctuations, adverse changes in governmental rules and fiscal policies, civil unrest, acts of God, acts of war, and other factors referenced in this communication.

Given these uncertainties, prospective investors and partners are cautioned not to place undue reliance on such forward-looking statements. We disclaim any obligation to update any such forward-looking statements to reflect future events or developments.

This material is not intended as an offer or solicitation for the purchase or sale of shares of Heidelberg Pharma AG. This material may not be distributed within countries where it may violate applicable law.

**Corporate Overview & Highlights**

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# Heidelberg Pharma Corporate Overview

## Developing new options to address major challenges in cancer therapy

### Our Company

Listed as Heidelberg Pharma AG
Frankfurt Stock Exchange: HPHA

Shares outstanding: 34.18 million

Market cap: ~€170 million

Headquarters: Ladenburg, Germany

~ 96 employees

### Our Mission

**New option in cancer therapy with a unique mode of action**

Overcome resistance mechanisms

Kill dormant tumor cells

Biomarker for patient stratification and expedited development

### Our Approach

**Inhibition of RNA Polymerase II**

Amanitin as toxic payload

Targeted delivery via antibodies (ADC technology)

**ATAC® Technology**

**Business model: develop proprietary ATAC® pipeline, partner ATAC® technology platform and generate upside potential from legacy clinical portfolio**

# Highlights 2021 – Corporate Update

## Corporate Update

**Expansion of leadership team with wealth of experience in clinical development**

**Dr. András Strassz**
Chief Medical Officer

**Dr. Mathias Locher**
Chief Development Officer

**Dr. George Badescu**
Chief Business Officer

**Financing secured**

- €15 m loan commitment in December 2020 and €30 m financing commitment in March 2021 from main shareholder dievini
- €20 m raised in private placement; dievini & new biotech investors
- €36 m financing commitment by dievini, replacing existing commitment, in February 2022

**Sufficient funds through mid-2023 based on our current planning**

**Q1 2022: Strategic partnership, including planned equity investment, with Huadong Medicine**

# Growing Pipeline

| Program | Target | Indication | Research | Preclinic | Clinic | | | Partner |
|---|---|---|---|---|---|---|---|---|
| | | | | | I | II | III | |
| **ATAC® pipeline** | | | | | | | | |
| HDP-101 | BCMA | Multiple myeloma (DLBCL/CLL) | | | | | | Huadong (Asia) |
| HDP-102 | CD37 | NHL | | | | | | Huadong (Asia; option) |
| HDP-103 | PSMA | Prostate cancer | | | | | | Huadong (Asia) |
| HDP-104 | n/a | Undisclosed tumor indication | | | | | | Huadong (Asia; option) |
| HDP-XX | n/a | Solid / Hematological tumors | | | | | | |
| **ATAC® collaborations** | | | | | | | | |
| MGTA-ATACs | CD117, CD45 | HSCs, Conditioning programs for blood cancers/genetic diseases | | | | | | Magenta |
| TAK-ATACs | n/a | Oncology | | | | | | Takeda/ Millenium |
| **Licensed legacy assets (non-ATACs)** | | | | | | | | |
| TLX250-CDx | CA-IX | Renal Ca, TNBC, urothelial carcinoma | | | | | | Telix |
| TLX250 | CA-IX | Renal Ca | | | | | | Telix |
| RHB-107 | | Oncology/GI COVID-19 | | | | | | RedHill |
| LH011 | | Pancreatic cancer | | | | | | Link Health |

# Highlights 2021/22 – Proprietary ATAC® Programs

## ATAC® Programs

**HDP-101 – first-in-human study with a completely new mode of action**

- IND/CTA approvals: FDA (US) & PEI (Germany) and initiation of study centers in US and Germany
- First patient dosed (Feb 2022)

**Candidates HDP-102 and HDP-103**

- Production of antibody material for toxicology testing completed,
- Production of toxin linker in non-GMP and GMP quality to be used for GLP and clinical Phase I studies
- Further preclinical and toxicology studies carried out

**Important data presented at major scientific conferences and published in peer-reviewed journal**

# Highlights 2021/22 – ATAC® Technology Collaborations

## ATAC® Technology Collaborations

magenta THERAPEUTICS

**MGTA-117: Depletion of hematopoietic stem and progenitor cells (targeted conditioning)**

- IND granted by FDA in September 2021
- Phase I/II clinical trial in patients with relapsed/refractory acute myeloid leukemia and myelodysplasia-excess blasts started, first patient dosed in March 2022

**CD45 ATAC, targets both patient HSCs and disease-causing immune cells**

- Preclinical evaluation of CD45 ongoing in various transplant and autoimmune disease models to advance the program

Takeda ONCOLOGY

**Target option agreement extended until the end of 2022, new target nominated, payment in Q3, no effect on guidance**

# Highlights 2021/22 and Upcoming Milestones – Legacy Portfolio

## Licensed Clinical Projects (Legacy Assets, Non-ATACs)

**ZIRCON Phase III study with imaging agent TLX250-CDx ($^{89}$Zr-DFO-girentuximab) - Breakthrough Therapy Designation**

- Target enrolment of 252 kidney cancer patients reached in March 2022, but enrolment will continue for up to three months to generate further data
- Data expected in H2 2022
- Consultation with FDA, rolling submission of BLA started
- Indication expansion: Initiation of studies in bladder cancer and in triple-negative breast cancer

**STARLITE 1 and 2 studies with TLX250 – therapeutic agent ($^{177}$Lu-DOTA-girentuximab)**

- Two Phase II combination studies (STARLITE 1 and 2) with different checkpoint inhibitor immunotherapies planned in the US
- STARLITE 2: IND granted in September 2021, patient screening started in late 2021; STARLITE 1 to start in 2022

**RHB-107 – serine protease inhibitor (upamostat)**

- Phase 2/3 COVID-19 study ongoing
- Positive efficacy results in March 2022 from Phase II part: 100% reduction in hospitalization and 87.8% reduction in reported new severe COVID-19 symptoms

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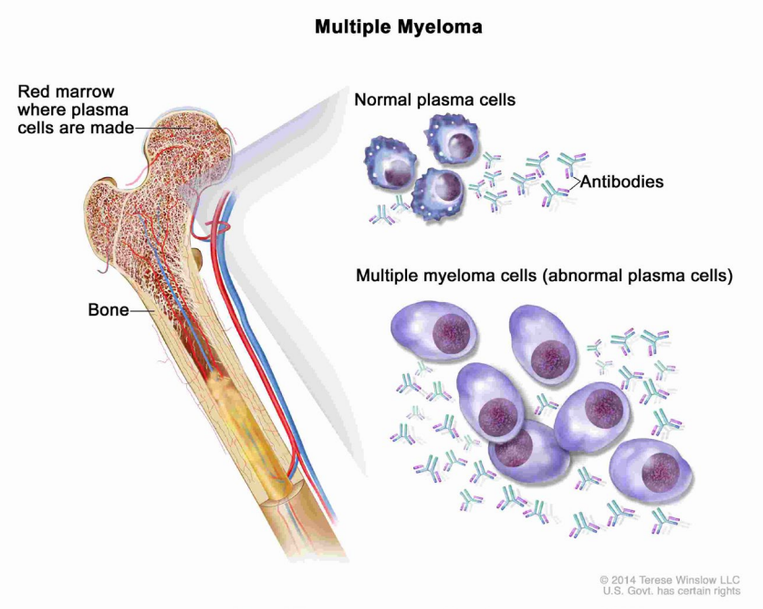
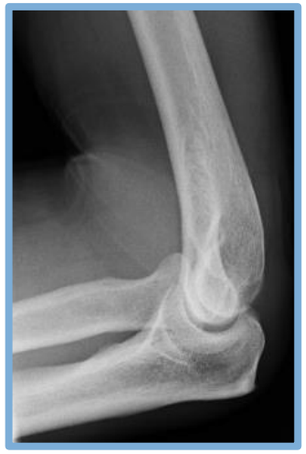
# Lead Program: HDP-101 in Multiple Myeloma

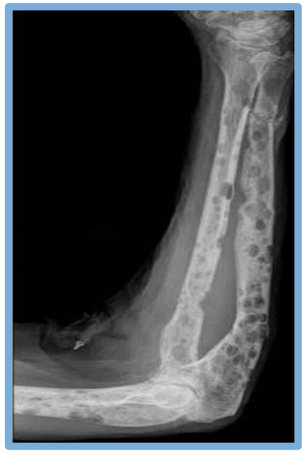
## Multiple Myeloma (MM)

- 70,000 deaths annually
- Median survival ~47-110 months
- Characterized by the proliferation of single clone of plasma cells derived from B-cells
- BCMA (B-cell maturation antigen) overexpression and activation are associated with MM



Source: healthcare-in-europe.com



Source: Heidelberg Pharma

## HDP-101: Anti-BCMA-ATAC

- Preclinical validation in *in-vitro* and in-*vivo* models
- Targeted elimination of BCMA-containing cells with favorable preclinical toxicity profile
- Higher potency in cells with 17p deletions, which are associated with aggressive disease
- Potential for biomarker-based stratification

# HDP-101-01 Clinical Trial in Multiple Myeloma
## Two-part, Open-label, Multicenter Phase I/IIa Study

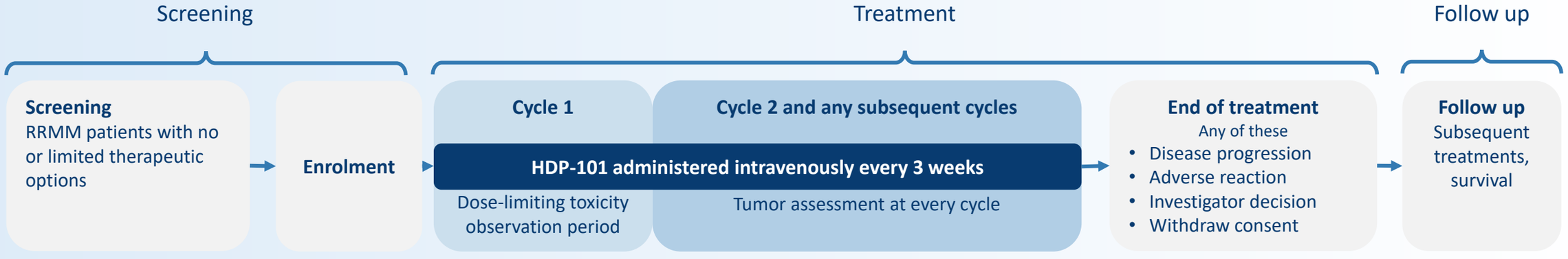
Heidelberg PHARMA

## Clinical trial designed to determine safe dose and assess preliminary efficacy

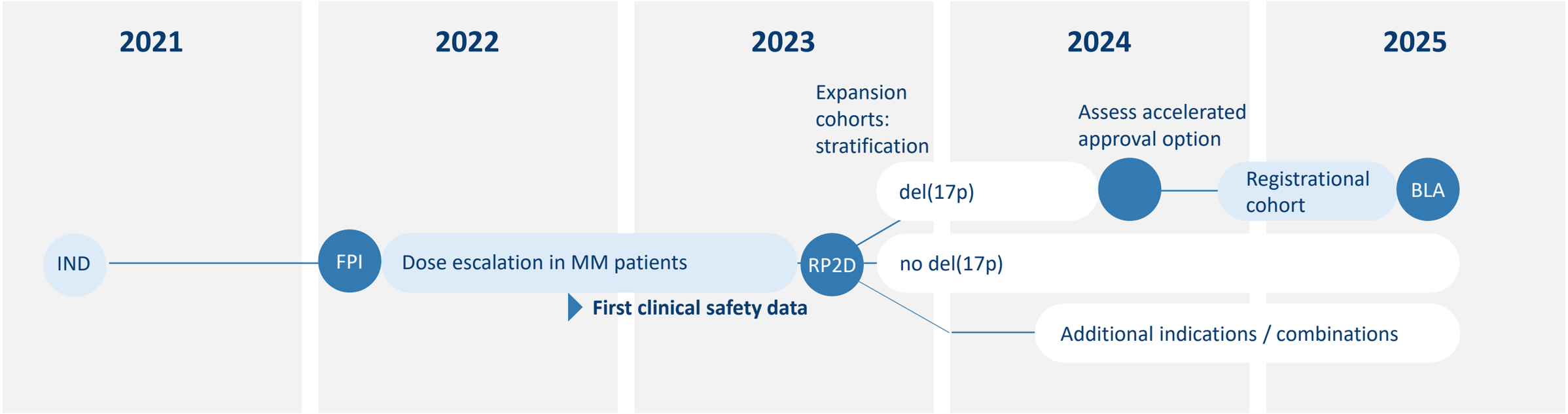
**Phase I:**
- Up to 36 patients with relapsed / refractory multiple myeloma (RRMM)
- Dose escalation of HDP-101
- Retrospective biomarker evaluation
- **Establish optimal and safe dose for Phase IIa part**

**Phase IIa:**
- Up to 30 patients with RRMM
- Biomarker stratification based on 17p deletion status
- **Primary outcome measures:** Dose-limiting toxicities, objective response rate (ORR)
- **Secondary:** Safety and tolerability, anticancer activity (PFS, OS)

## Study protocol



# HDP-101: Clinical Development Plan for Multiple Myeloma




## Status

- MD Anderson, Emory University and Heidelberg University trial sites initiated
- Further US and German sites to be added
- First patient dosed (FPI) in Q1 2022
- Long-term stability studies of HDP-101 ongoing

## Next milestones

- First clinical safety data in 2022
- Define recommended phase II dose (RP2D) in 2023
- Initiation of Phase IIa part in 2023
- Assess accelerated approval option in 2024 for potential BLA in 2025

# HDP-101: Differentiated Profile Predicts Clinical Benefit

| Unique preclinical features of HDP-101 | Potential clinical benefit |
|---|---|
| Efficacious against dormant tumor cells | Longer PFS and MRD negativity |
| Efficacious in ultra-low BCMA tumor cells | Deeper responses and higher ORR |
| Novel MoA to which all patients will be naïve | Overcome resistance |
| Ocular toxicity not seen for Amanitin or HDP-101 | Superior safety profile |
| Enhanced efficacy in high-risk del(17p) tumors | Breakthrough designation and accelerated approval |

**HDP-101 has best-in-class potential for relapsed / refractory multiple myeloma**

# Further ATAC® Candidates and technology

**HDP-102: Anti-CD37-ATAC**

- CD37 is overexpressed on B-cell lymphoma cells
- Target indication: Non-Hodgkin lymphoma (NHL)
- High prevalence of 17p deletion in NHL

**HDP-103: Anti-PSMA-ATAC**

- PSMA is overexpressed in nearly all cases of prostate cancer; limited expression in normal tissue
- Target indication is metastatic Castration-Resistant Prostate Cancer (mCRPC)
- Prevalence of 17p deletion in mCRPC is 60%
- 17p biomarker has been validated preclinically for prostate cancer (Nature Commun. 2018 22:4394)

**New scientific data generated**

- Preclinical data presented at AACR in April 2021:
  - Evaluation of anti-CD37 ATAC in B-cell malignancies (HDP-102) and PSMA ATAC as novel therapeutic modality for prostate cancer treatment (HDP-103)
- HDP-102 data presented at ASH in December 2021 from a research collaboration with the University of Turin, Italy:
  - Strong efficacy of a CD37 ATAC on tumor cells, leading to highly significant tumor regression.
  - Potential further indication Richter's syndrome, an aggressive form of non-Hodgkin lymphoma

**Results from research collaborations**

- Indiana University published in Science Translational Medicine: HER2-ATAC for targeted immunotherapy of TNBC; induction of immunogenic cell death, synergistic and increased efficacy in combination with checkpoint inhibitors (CPI)
- MD Anderson Cancer Center at AACR: Combination ATACs with CPI

**Potential IND application for both preclinical candidates in 2023**

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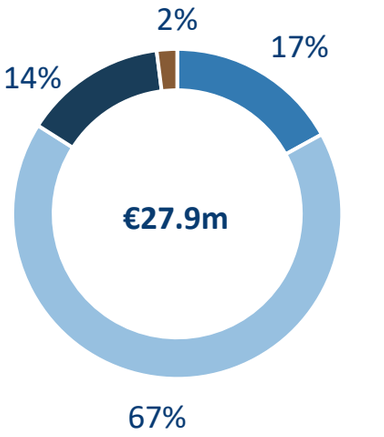
# Profit and Loss 2021

| in € m | *Guidance 10/2021* | FYR 2021 | FYR 2020 | Change |
|---|---|---|---|---|
| **Sales revenue and other income** | *2.0 – 2.5* | 2.3 | 9.6 | -76% |
| **Operating expenses** | *26.0 – 28.5* | **27.9** | **27.9** | **0%** |
| Cost of sales | | 4.7 | 5.6 | -16% |
| R&D costs | | 18.7 | 18.3 | 2% |
| Administrative costs | | 4.0 | 3.6 | 11% |
| Other expenses | | 0.5 | 0.4 | 25% |
| **Operating result (EBIT)** | *(23.5) – (26.5)* | **25.6** | **18.3** | **40%** |
| **Net loss for the period** | | **26.1** | **18.4** | **42%** |

**Operating expenses**




- Financials in line with adjusted guidance
- Sales revenue lower due to delayed milestone payments from partners into 2022 and lower supply of Amanitin linkers to our ATAC partners
- Late start of clinical trial led to lower development expenses
- Net loss for the period higher due to lower revenue and stable operating expenses

# Balance Sheet and Cash 2021

**Financing 2021**

- €15 m shareholder loan in December 2020; €30 m commitment by dievini in March 2021
- €20 m gross proceeds from private placement with dievini and select institutional investors in June 2021;
  - Issue of 3.1 million new shares (10% of share capital) at €6.44 (discount 3.9% to the daily closing price)

| Assets (€ m) | 30.11.2021 | 30.11.2020 |
|---|---|---|
| Non-current assets | 12.7 | 12.1 |
| Other current assets | 2.9 | 2.5 |
| Cash and cash equivalents | 6.1 | 5.0 |
| | **21.7** | **19.6** |

| Equity and liabilities (€ m) | 30.11.2021 | 30.11.2020 |
|---|---|---|
| Current liabilities | 14.9 | 6.6 |
| Non-current liabilities | 0.1 | 0.1 |
| Equity | 6.7 | 12.9 |
| | **21.7** | **19.6** |

- Cash balance at 30th Nov. 2021: €6.1 m (2020: €5.0 m)
- Average cash usage per month €2.3 m (Guidance: €2.2 to 2.4 m; 2020: €1.6 m)
- Equity year-end 2021 decreased to €6.7 m (2020: € 12.9 m)
- Equity ratio was 30.8% (2020: 65.7%)

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# Guidance 2022

**Financing Q1 2022**

- €36 m commitment by dievini in February 2022, replacing former commitment
- Cash reach is secured until mid-2023 based on current budget planning

**License and investment agreements with Huadong Medicine – which are still subject to various approvals – are not reflected in Guidance 2022**

- License agreement also requires a separate assessment under IFRS 15 “revenue recognition”
- Both agreements will have an impact on Heidelberg Pharma's results P&L, equity and funds required
- Financial outlook will be adjusted in due course

**Guidance as of today**

| in € m | Actual 2021 | Guidance 2022 |
|---|---|---|
| Sales revenue and other income | 2.3 | 7.5 to 9.5 |
| Operating expenses | 27.9 | 41.0 to 45.0 |
| Operating result (EBIT) | (25.6) | (32.5) to (36.5) |
| Funds required | 28.1 | 33.0 to 37.0 |
| Funds required per month | 2.3 | 2.8 to 3.1 |

# Strategic Partnership with Huadong

**Exclusive license agreement for the development and commercialization of ATAC® product candidates in Asia*, deal value of up to $930 m**

- Exclusive development and commercialization rights for HDP-101 and HDP-103
  - Upfront payment of $20 m
  - Milestone payments of up to $449 m
- Exclusive option for HDP-102 and HDP-104;
  - Undisclosed option exercise fee; total of up to $461 m
- Royalties on sales, single to low double-digit percentage for each candidate
- Next 2 ATAC® candidates: Right of first negotiation (ROFN)

- Deal is providing a strong partner in Asia*
- Support Heidelberg Pharma´s global product development strategy in Asia
- Build a robust ADC product pipeline with best-in-class potential

* People's Republic of China, Hong Kong, Macao, Taiwan, South Korea, Indonesia, Singapore, The Philippines, Thailand, Bangladesh, Bhutan, Brunei, Myanmar, Cambodia, Laos, Malaysia, Maldives, Mongolia, Nepal and Vietnam; excludes Japan, India, Pakistan, Sri Lanka

# Planned Equity Investment - Huadong to Become a Major Shareholder

**Investment agreement between Heidelberg Pharma, Huadong Medicine Investment Holding (Huadong) and main shareholder dievini Hopp BioTech holding (dievini)**

- Investment of up to €105 m in Heidelberg Pharma via a planned rights issue and purchase of shares from dievini:
  - Huadong to participate in rights issue and acquire up to ~26% of Heidelberg Pharma shares outstanding, dievini to offer its subscription rights as needed
  - Additional share purchase from dievini to reach total shareholding of up to 35% of share capital post rights issue
- Huadong to become 2nd largest shareholder in Heidelberg Pharma, dievini to remain largest shareholder

**Required approvals**

- German Federal Ministry of Economic Affairs and Climate Action according to Foreign Trade and Payments Ordinance (Außenwirtschaftsverordnung)
- Chinese law for Overseas Direct Investment (ODI)
- BaFin (German Federal Financial Supervisory Authority) exemption from potential mandatory takeover offer for Huadong

| Rights issue… | …using authorized capital |
|---|---|
| Volume | €80 m |
| Number of shares | 12,408,649 |
| Share price | €6.44 |
| Subscription ratio | 11:4 |
| Planned new share capital | 46,584,458 |

Planned, not yet approved

# Upcoming Milestones and Initiatives

| Program | Timing |
|---|---|
| **ATAC® pipeline** | |
| HDP-101: Recruitment | ongoing |
| HDP-101: First safety data expected | 2022 |
| HDP-102 & HDP-103 on track to IND | 2023 |
| HDP-104 research | ongoing |
| **ATAC® collaborations** | |
| Magenta: Clinical data from Ph I/II trial with MGTA-117 | 2022 |
| Sign additional license and collaboration agreements | 2022 |
| **Legacy portfolio** | |
| Telix: Data from Phase III study with TLX250-CDx | H2 2022 |
| Telix: Start of Phase II study with TLX250 | H1 2022 |
| RedHill: Phase II/III trial with RHB-107 (upamostat) in COVID-19 | ongoing |

# Investment Summary

## Heidelberg Pharma: A clinical-stage company with the goal of becoming a global ADC player

Potential USP with our proprietary **ATAC® technology**:

- **disruptive first-in-humans** mode of action provides **high efficacy** and **potential for unique clinical advantages,** including treatment of dormant tumor cells
- **increased efficacy against 17p deleted and aggressive** tumor cells based on **biomarker**
- validated by international **high-quality partnerships**

Lead program with **best-in-class potential** for first indication with high medical need

Strategic partnership for Asia, fastest growing pharmaceutical market

## High value potential with growing ATAC® pipeline and attractive ADC environment

# Contact Us


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## Ticker data

| | |
|---|---|
| ISIN: | DE000A11QVV0 |
| Symbol: | HPHA |
| Reuters: | HPHA.DE |
| Bloomberg: | HPHA.GY |