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# Overview

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*Dr. Frank Mathias*

## Important steps made in the first half year

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- Start of sales promotion and active marketing of Veregen<sup>®</sup> in the USA through MediGene's partner Nycomed
- US regulatory authority grants orphan drug designation for EndoTAG<sup>™</sup>-1
- Marketing partnership agreement concluded for commercialization of Veregen<sup>®</sup> in Spain and Portugal
- Positive assessment on market authorization for Veregen<sup>®</sup> in the first European countries

## Encouraging promotion of Veregen® in the US

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- about 600 prescriptions / month (June 2009)
  - 90% are new prescriptions
- Nycomed will further increase promotional efforts

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## EndoTAG™-1 partnering ongoing

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- Still very happy with progress made
- ASCO Meeting has been successful for us
- Partnering process in advanced negotiation status
- Still committed to conclude the best possible deal
- Phase II trial in breast cancer (TRNBC) on track
- Preparation of phase III trial in pancreatic cancer initiated

# Financials

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*Dr. Thomas Klaue*

## Financials Q2 2009

In million €	Q2-2009	Q2-2008	Change
Total revenue	8,374	8,778	-5 %
Cost of sales	-6,910	-6,576	5 %
Gross profit	1,464	2,202	-34 %
Operating expenses	-6,064	-9,474	-42 %
<b>EBITDA</b>	<b>-4,922</b>	<b>-8,923</b>	<b>-45 %</b>
Operating result	-5,128	-9,250	-45 %
Taxes	0	335	-
<b>Net loss for the period</b>	<b>-6,383</b>	<b>-7,795</b>	<b>-18 %</b>



## Financial results six months 2009

In million €	6M 2009	6M 2008	Change
Total revenue	19,988	13,767	45 %
Cost of sales	-14,528	-9,972	46 %
Gross profit	5,460	3,795	44 %
Operating expenses	-12,656	-20,927	-40 %
<b>EBITDA</b>	<b>-6,782</b>	<b>-16,477</b>	<b>-59 %</b>
Operating result	-7,196	-17,132	-58 %
Taxes	0	1000	
<b>Net loss for the period</b>	<b>-8,316</b>	<b>-16,591</b>	<b>-50 %</b>

Cash position end of period: € 13,5 mio

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## Outlook and financial forecast 2009: Product revenues further up, losses further down

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- Average monthly cash burn rate for the remaining 6 months 2009 app. € 1,5 million
- Further revenue growth driven by Eligard<sup>®</sup> and Veregen<sup>®</sup>
- Cost cuttings launched in 2008 become fully effective
- Operating losses to be further reduced - even without the effects of new partnerships
- Liquidity secured in a flexible way by equity agreement over € 25 million (SEDA) with YA Global Investments

# Q&A

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