



## Earnings call Q3/2009

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## Overview



## Important steps made in first nine months (1)

### Veregen<sup>®</sup>:

- Start of sales promotion in the USA through partner Nycomed
- Positive assessment on market authorization for Veregen® in the first European countries, marketing authorization for Germany granted
- Marketing partnership agreements concluded for Spain and Portugal, and in Germany, Austria, and Switzerland

### EndoTAG<sup>TM</sup>-1:

- US regulatory authority grants orphan drug designation
- Completion of patient recruitment for phase II in breast cancer
- Partnering process is ongoing
- Preparation of phase III trial in pancreatic cancer initiated



## Important steps made in first nine months (2)

#### RhuDex<sup>TM</sup>:

Authorities agree to continuation of clinical development of RhuDex<sup>TM</sup>

### Organisation:

- Dr. Frank Mathias appointed new Chief Executive Officer of MediGene
- Reorganization initiated: shift of employees and financial resources to clinical development
- MediGene share admitted to the TecDAX stock index

## Financials



### Financials Q3 2009

In T€	Q3 2009	Q3 2008	Change
Total revenue	8,579	11,742	-27%
Cost of sales	-7,321	-6,039	21%
Gross profit	1,258	5,703	-78%
Operating expenses	-7,572	-8,744	-13%
EBITDA	-6,314	-3,041	108%
Loss resulting from spin-off and depreciation	-208	-6,577*	97%
Operating result	-6,522	-9,618	-32%
Financial result	-550	560	-198%
Share of loss of an associate	-450	0	-%
Result before tax	-7,522	-9,058	-17%
Net loss for the period	-7,550	-8,402	-10%

<sup>\*</sup> incl. loss resulting from spin-off T€-6,384



### Financials 9M 2009

In T€	9M 2009	9M 2008	Change
Total revenue	28,568	25,510	12%
Cost of sales	-21,850	-16,012	36%
Gross profit	6,718	9,498	-29%
Operating expenses	-19,814	-29,016	-32%
EBITDA	-13,096	-19,518	-33%
Loss resulting from spin-off and depreciation	-622	-7,232*	-91%
Operating result	-13,718	-26,750	-49%
Financial result	-972	100	>-200%
Share of loss of an associate	-1,148	0	-%
Result before tax	-15,838	-26,650	-41%
Net loss for the period	-15,866	-24,994	-37%

<sup>\*</sup> incl. loss resulting from spin-off T€-6,384



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

- Sales to increase, therefore total revenue of app. € 40 mio
   (2008: total revenue € 39.6 mio)
- Average monthly cash burn rate for the remaining 3 months 2009 app. € 1.5 mio; possibly additional spending on EndoTAG<sup>TM</sup>-1 phase III preparations
- Cost cuttings launched in 2008 become fully effective
- EBITDA in the range of €-20 to -23 million
   (2008: EBITDA €-24.6 mio) depending on the date of allocation of a certain cost pool related to EndoTAG<sup>TM</sup>-1
- Liquidity secured in a flexible way by equity agreement of € 25 mio (SEDA) with YA Global Investments

## A&D





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