

# **Analyst conference call**

## **Results for the first 9 months of 2012**

November 9, 2012

Dr. Frank Mathias, CEO  
Peter Llewellyn-Davies, CFO

This presentation contains forward-looking statements - that is, statements related to future, not past, events. These statements may be identified either orally or in writing by words as "expects", "anticipates", "intends", "plans", "believes", "seeks", "estimates", "will", "may" or words of similar meaning. Such statements are based on our current expectations and assumptions, and therefore are subject to various risks and uncertainties that could cause the actual results, performance or achievements to differ materially from any future results, performance or achievements that may be expressed or implied by such forward-looking statements. These factors include, without limitation, those discussed in our public reports filed with the Frankfurt Stock Exchange. The company does not assume any obligations to update or revise any of these forward-looking statements, even if new information becomes available in the future.

# Overview 9M 2012

Dr. Frank Mathias, CEO

# Refocussing and restructuring completed. Progress in our three core projects.

- Refocussing of pipeline completed
  - Monetization of Eligard<sup>®</sup>
- Successful concentration on three core projects:
  - Veregen<sup>®</sup>:  
further market launches, approvals and partnerships
  - EndoTAG<sup>®</sup>-1:  
co-development and marketing partnership for Asia
  - RhuDex<sup>®</sup>:  
phase II clinical trial in preparation

## Major events since the start of Q3 2012

- Veregen<sup>®</sup>:
  - Market launch in Switzerland
  - Marketing authorization in 8 additional European countries
- EndoTAG<sup>®</sup>-1:
  - Co-development and commercialization agreement for Asia signed with SynCore
  - Decision to up-scale the spray drying manufacturing process for commercially viable use before planned phase III
- RhuDex<sup>®</sup>:
  - Preparatory work for phase II proof-of-concept clinical trial in PBC
- Executive management board:
  - Peter Llewellyn-Davies joined Medigene

# Financial Report 9M 2012

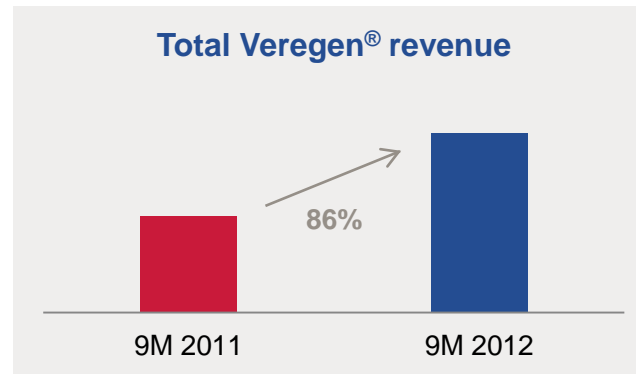
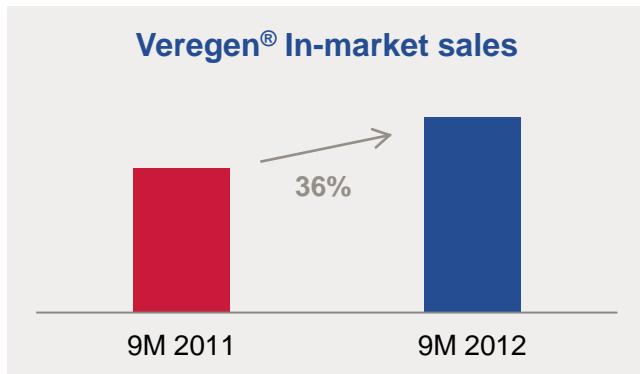
Peter Llewellyn-Davies, CFO

# Financial highlights for 9M 2012: Improved revenue and EBITDA

- Continued operations:
  - Total revenue increased by 60% to €4.8 million
  - Veregen<sup>®</sup> revenue increased by 86% to €2.5 million
  - EBITDA improved by 17% to €-6.3 million
- Discontinued operations: revenue of €5 million from Astellas
- Total operating expenses stable
- Solid financial situation with cash reach beyond the end of 2013
- Operative business progress is positive:
  - Higher revenue
  - Stable costs

# Increase in revenue from continued operations

In €million

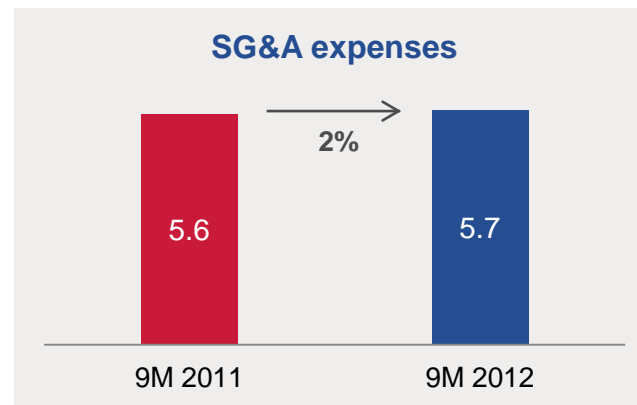
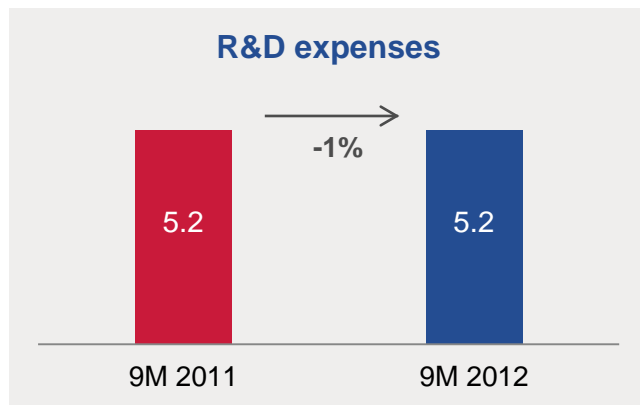


Revenue (in T€)		9M 2011	9M 2012	Change
Veregen®	Product revenue (supply chain)	188	517	175%
	Royalties	1,001	1,358	36%
	Milestones	147	608	n.a.
<b>Veregen® revenue</b>		<b>1,336</b>	<b>2,483</b>	<b>86%</b>
Other operating income		1,639	2,276	39%
<b>Total revenue</b>		<b>2,975</b>	<b>4,759</b>	<b>60%</b>



# Total operating expenses remain stable

In €million

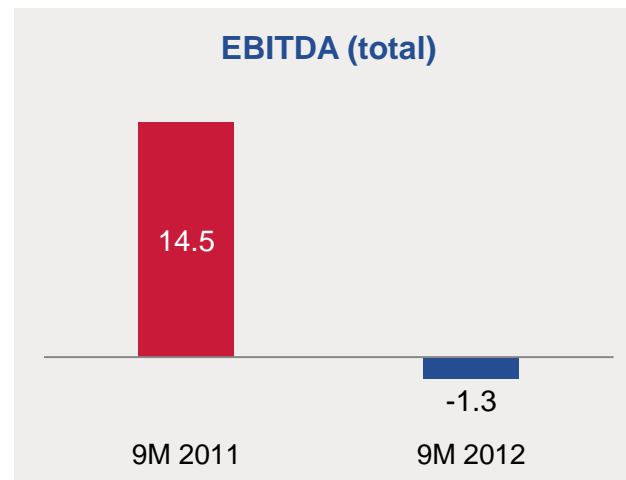
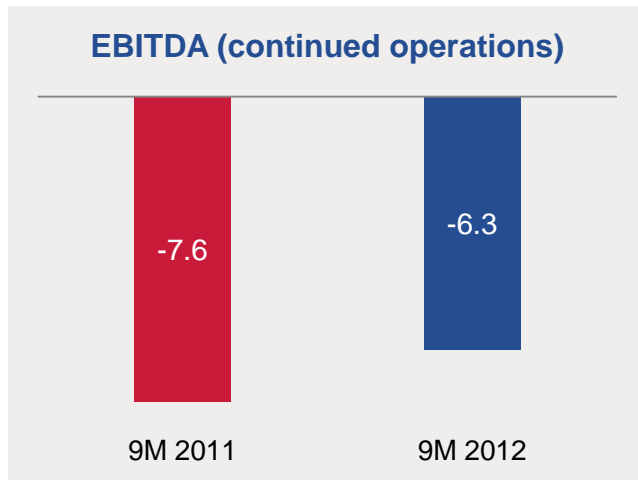


- Higher clinical, non-clinical and regulatory costs
- Higher consultancy fees
- Lower personnel and facility expenses

- Higher legal transaction costs (Cowen)

# Improved EBITDA from continued operations

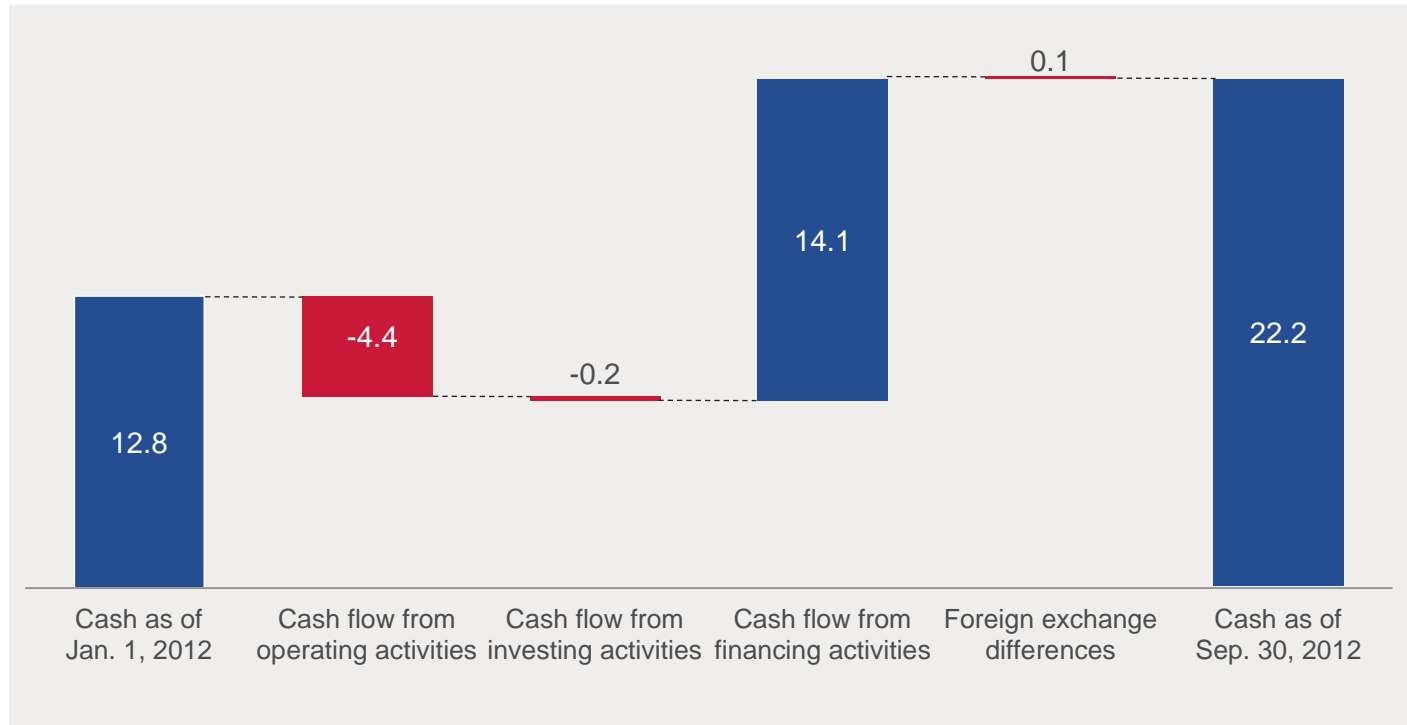
In €million



- Includes €0.6 million pro rata revenue recognition of Eligard®
- Includes milestone payments from Astellas of €5 million in 9M 2012 (9M 2011: €20 million)

# Financing secured beyond 2013

In €million



- Cash flow from operating activities includes €5 million milestone payment from Astellas
- Cash flow from financing activities includes €14.1 million from Eligard® monetization
- Average monthly operating cash usage adjusted by one-time effect: €1.0 million

## Confirmed financial guidance for 2012

	Guidance 2012
Revenue from continued operations	greater than €5 million
Revenue from discontinued operations	€5 million ✓
EBITDA (total)	loss in mid-single digit million range

# Product and project outlook

- Veregen<sup>®</sup>
  - Approvals and market launches in additional countries
  - Additional marketing and partnership agreements
  - Revenue growth
- EndoTAG<sup>®</sup>-1
  - Upscaling of the manufacturing process for commercially viable material in preparation for a global pivotal phase III trial in TNBC
- RhuDex<sup>®</sup>
  - Start of a phase II proof-of-concept study in PBC within the next few months
- AAVLP:
  - Additional validation through non-clinical studies

# Questions & Answers

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