



Hansa Medical AB  
Interim Report

Second Quarter 2017

Business Update  
Presentation

July 20, 2017

**Hansa Medical**

# Forward-looking statements

This presentation may contain certain forward-looking statements and forecasts based on uncertainty, since they relate to events and depend on circumstances that will occur in the future and which, by their nature, will have an impact on Hansa Medical's business, financial condition and results of operations. The terms "anticipates", "assumes", "believes", "can", "could", "estimates", "expects", "forecasts", "intends", "may", "might", "plans", "should", "projects", "will", "would" or, in each case, their negative, or other variations or comparable terminology are used to identify forward-looking statement. There are a number of factors that could cause actual results and developments to differ materially from those expressed or implied in a forward-looking statement or affect the extent to which a particular projection is realized. Factors that could cause these differences include, but are not limited to, implementation of Hansa Medical's strategy and its ability to further grow, risks associated with the development and/or approval of Hansa Medical's products candidates, ongoing clinical trials and expected trial results, the ability to commercialize IdeS, technology changes and new products in Hansa Medical's potential market and industry, the ability to develop new products and enhance existing products, the impact of competition, changes in general economy and industry conditions and legislative, regulatory and political factors.

No assurance can be given that such expectations will prove to have been correct. Hansa Medical disclaims any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

# Key Highlights

## IdeS in highly sensitized patients

- › Continued patient enrolment in two ongoing Phase II studies with lead candidate IdeS in highly sensitized patients in the US and Europe.
  - › The objective is to have all 40 patients recruited and treated in the two separate studies by the end of 2017.
  - › All treated patients will be monitored for six months post treatment.
- › EMA granted access to its Priority Medicines (PRIME) scheme for IdeS in enabling kidney transplantation for highly sensitized patients.
  - › Will help to optimize development plans and speed up assessment of IdeS.
- › IdeS well-received at a two-day workshop titled “Antibody Mediated Rejection in Kidney Transplantation” arranged by the FDA.

# Key Highlights

## IdeS in anti-GBM antibody disease

- › First patient treated in Phase II study with IdeS for acute renal failure in anti-GBM antibody disease, also known as Goodpastures disease.
- › Approximately 15 patients will be recruited in the investigator initiated study at up to 15 clinics in Europe.
- › The primary objective of this study is to evaluate the safety and tolerability of IdeS as well as efficacy assessed by evaluating renal function at six months after IdeS treatment.

## IdeS in cancer immunotherapy

- › Published preclinical results confirm IdeS' potential in cancer immunotherapy.
- › Findings demonstrate how pre-treatment with IdeS in tumour animal models can increase the efficacy of currently available antibody based cancer therapies.



# The development of IdeS in transplantation going as planned

Study	Subjects	Status
Phase I (SWE)	29 healthy subjects	● Successfully completed 2014
Phase II (SWE)	8 sensitized patients	● Successfully completed 2015
Phase II (SWE)	10 sensitized patients	● Successfully completed 2016
Phase II (US)	20 sensitized patients	● Ongoing, top line results from 15 patients demonstrate that IdeS enables HLA incompatible transplantation for all patients
Multicenter Phase II (US and EU)	20 refractory HLA sensitized patients	● Ongoing

SEK m (unless otherwise stated)	Q2	Q2	Q1	Q1	H1	H1	Year	Year
	2017	2016	2017	2016	2017	2016	2016	2015
Net revenue	0.7	0.5	1.1	0.6	1.8	1.1	2.6	6.7
Sales, general and administration expenses	-10.7	-8.3	-9.8	-5.0	-20.5	-13.3	-29.7	-28.2
<i>of which cost, LTIP 2016</i>	-1.5	-	-0.3	-	-1.8	-	-0.1	-
Research and development expenses	-33.8	-23.0	-36.2	-15.4	-70.1	-38.4	-82.9	-4.4
<i>of which cost LTIP 2016</i>	-1.3	-	-1.0	-	-2.3	-	-0.4	-
Operating profit/loss	-44.9	-30.7	-44.8	-19.9	-89.7	-50.6	-111.1	-66.2
Cash flow from operating activities	-38.8	-22.0	-43.7	-17.6	-82.5	-39.6	-94.6	-57.8
Cash and cash equivalent*	170.0	133.7	209.4	158.1	170.0	133.7	253.6	175.7
FTE's end of period	34	21	30	20	34	21	27	19
<i>of which R&amp;D</i>	27	17	25	16	27	17	23	12

\* including short term investments

# Major shareholders – June 30, 2017\*

Name	Shares	Share (%)
Nexttobe AB	9,443,761	26.9
Gladiator	1,800,200	5.1
AFA Försäkring AB	1,520,700	4.3
Försäkringsaktiebolaget, Avanza Pension	1,257,519	3.6
Olausson, Thomas	1,253,886*	3.6*
Handelsbanken Fonder AB	901,835	2.6
Farstorps Gård AB	826,223	2.4
Tredje AP-Fonden	708,488	2.0
BWG Invest	600,370	1.7
Catella Fondförvaltning	552,351	1.6
Other	16,189,527	46.2
<b>In total</b>	<b>35,054,860</b>	<b>100.0</b>

\* Updated since Q2 release



## Third quarter events

- › Wedbush Pacgrow Healthcare Conference – New York, 15-16 August
- › Pareto Securities' 8<sup>th</sup> Annual Healthcare Seminar – Stockholm, 7 September
- › Morgan Stanley 15<sup>th</sup> Annual Global Healthcare Conference – New York, 11-13 September
- › Nordic Life Science Days – Malmö / Copenhagen, 12-14 September
- › 18<sup>th</sup> Congress of the European Society for Organ Transplantation (ESOT)  
– Barcelona, 24-27 September

# Near term goals 2017–2018

- › Publication of results from 2<sup>nd</sup> Phase II and US investigator initiated Phase II study in peer reviewed journal
- › Finalization of US Phase II
- › Complete recruitment of the Highdes study
- › Initiate Phase II in ABOi, AMR and GBS studies
- › IdeS BLA and MAA filing in transplantation in 2018

IgG-related  
autoimmune diseases

GBS

Anti-  
GBM

Oncology

EnzE

Bone  
Marrow

Kidney  
HLA

ABOi

Kidney

Acute AMR

Desensitization

Transplantation

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A blue-tinted photograph of a woman smiling and being kissed on the cheek by a child. The woman has light-colored hair and is looking towards the camera with a bright smile. The child is on the left, with their face partially visible as they kiss the woman's cheek. The background is softly blurred.

Q&A

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