



# Medivir

*A collaborative and agile pharmaceutical company with an R&D focus on infectious diseases and a leading position in hepatitis C*

**CMD 10 October in Stockholm**



**Welcome**

**Rein Piir, EVP Corporate Affair & IR**

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# **The Medivir Capital Markets Day Program**

## **October 10, 2013 14-17 (CET)**

**Welcome**

**The transformation of Medivir  
Commercial portfolio  
Research update  
Q&A**

**Rein Piir, EVP Corporate Affairs & IR  
Maris Hartmanis, CEO  
Henrik Krook, EVP Commercial  
Richard Bethell, EVP Discovery Research**

**Coffee break**

**Development update  
Simeprevir in the Nordic territory**

**Charlotte Edenius, EVP Development  
Anders Kärnell, Medical Director  
Birgitta Wikman Erlandson, Business Unit Director  
Rein Piir, EVP Corporate Affairs & IR  
Maris Hartmanis, CEO**

**HCV outlook and Japan  
Summary  
Q&A**



## **The transformation of Medivir**

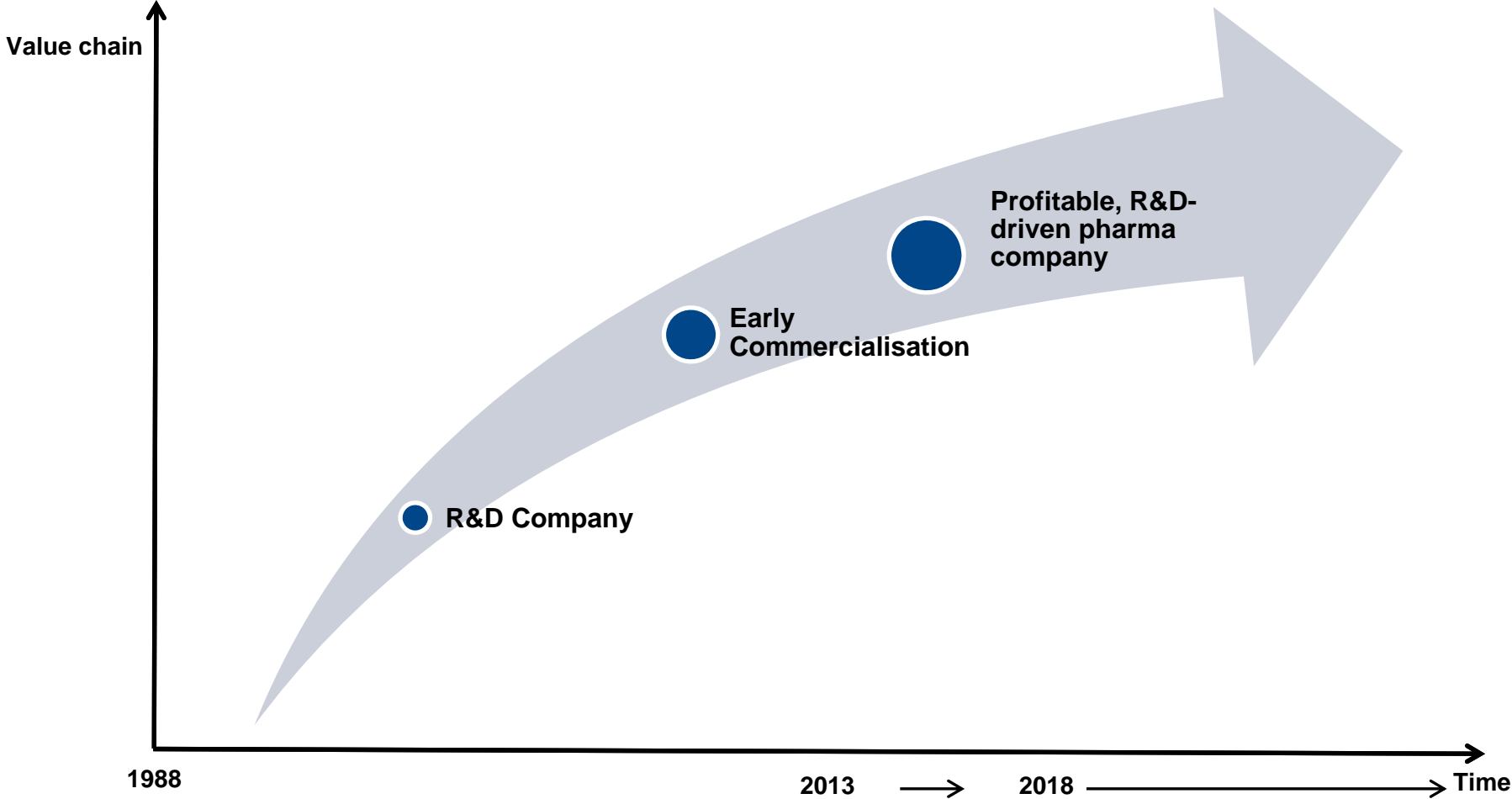
**Maris Hartmanis, CEO**

## Medivir is well positioned for the future

- Discovery and research based pharmaceutical company with 16 marketed Rx pharmaceuticals in the Nordics
- World leading expertise in polymerase and protease drug targets
- Solid financial position and on the way to profitability
- Extensive collaboration and partnership track record with major global pharma companies
- Two in-house products developed from early research to commercialization
- Six projects currently in the R&D portfolio
- 130 employees, 90 of which are in R&D, from 16 nations

**Recent milestones have generated significant momentum for Medivir**

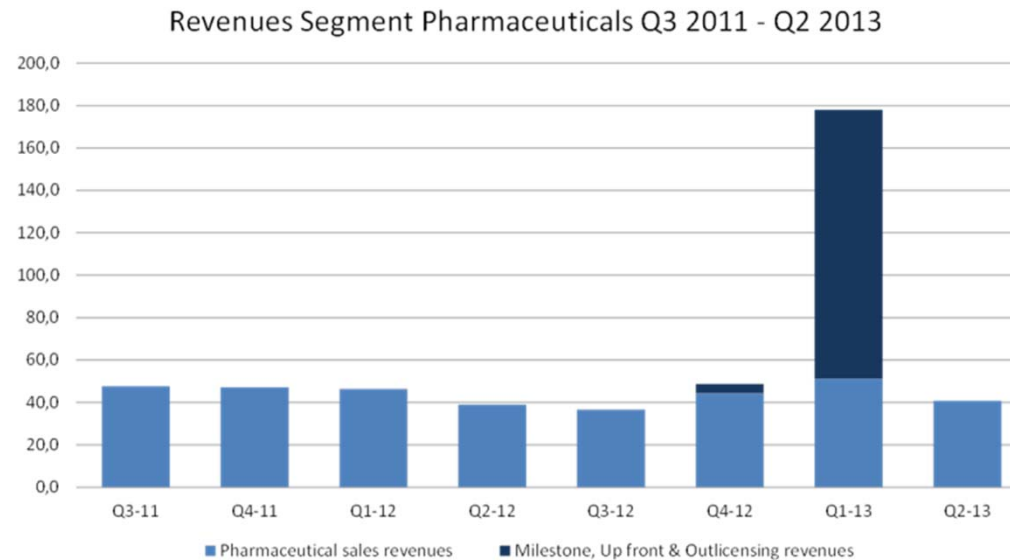
# Medivir is rapidly evolving



**We are on a journey to transform Medivir into a pharma company with long-term sustainable profit and growth**

## Our commercial platform provides a solid foundation

- Commercial presence in the Nordic region generates revenue and provides sales and marketing infrastructure
- 16 Rx pharmaceuticals with annual sales of ~170 MSEK with an EBITDA of ~75 MSEK
- Platform for the Nordic launch of simeprevir in 2014



# Our R&D pipeline is the engine of Medivir

Field	Project	Partner	Preclinical phase		Clinical phase				Market	
			Re- search	Deve- lopment	Phase I	Phase IIa	Phase IIb	Phase III		
<b>Antivirals</b>										
Labial herpes	Xerclear (Zovido, Zovirax Duo)	GlaxoSmithKline (GSK)	[Progress bar: Re-search, Deve-lopment, Phase I, Phase IIa, Phase IIb, Phase III]							
Hepatitis C	Simeprevir (TMC435), NS3 protease inhibitor	Janssen Pharmaceuticals	[Progress bar: Re-search, Deve-lopment, Phase I, Phase IIa, Phase IIb, Phase III]							Approved in Japan
Hepatitis C	NS5B nucleotide-based polymerase inhibitor	Janssen Pharmaceuticals	[Progress bar: Re-search, Deve-lopment]							
Hepatitis C	NS5B nucleotide-based polymerase inhibitor	Unpartnered	[Progress bar: Re-search]							
HIV	Protease inhibitor	Janssen Pharmaceuticals	[Progress bar: Re-search]							

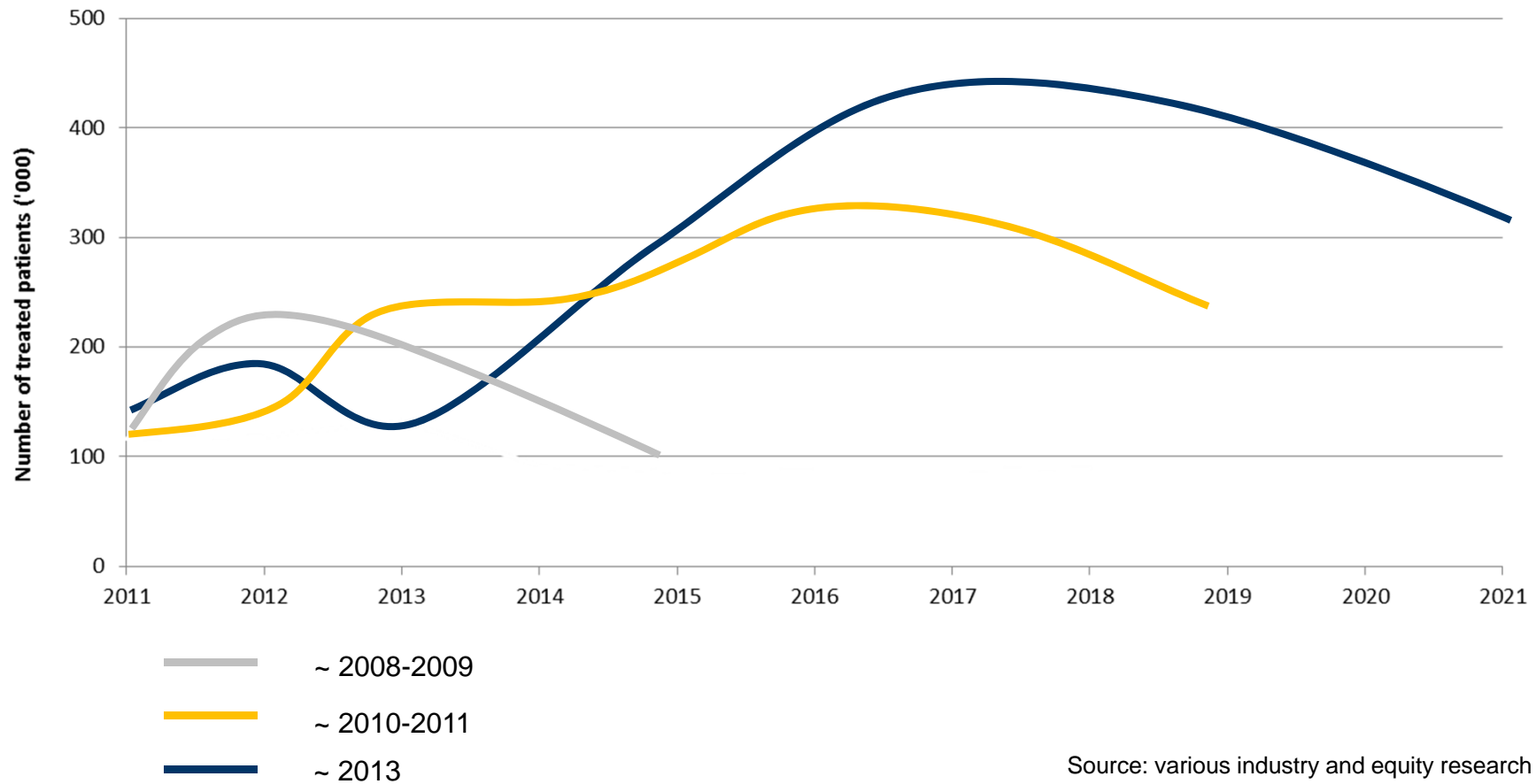
## Other indications

Bone related disorders	Cathepsin K inhibitor	Unpartnered	[Progress bar: Re-search, Deve-lopment, Phase I]				Phase I data		
Neuropathic pain	Cathepsin S inhibitor	Unpartnered	[Progress bar: Re-search, Deve-lopment]		CD nominated				



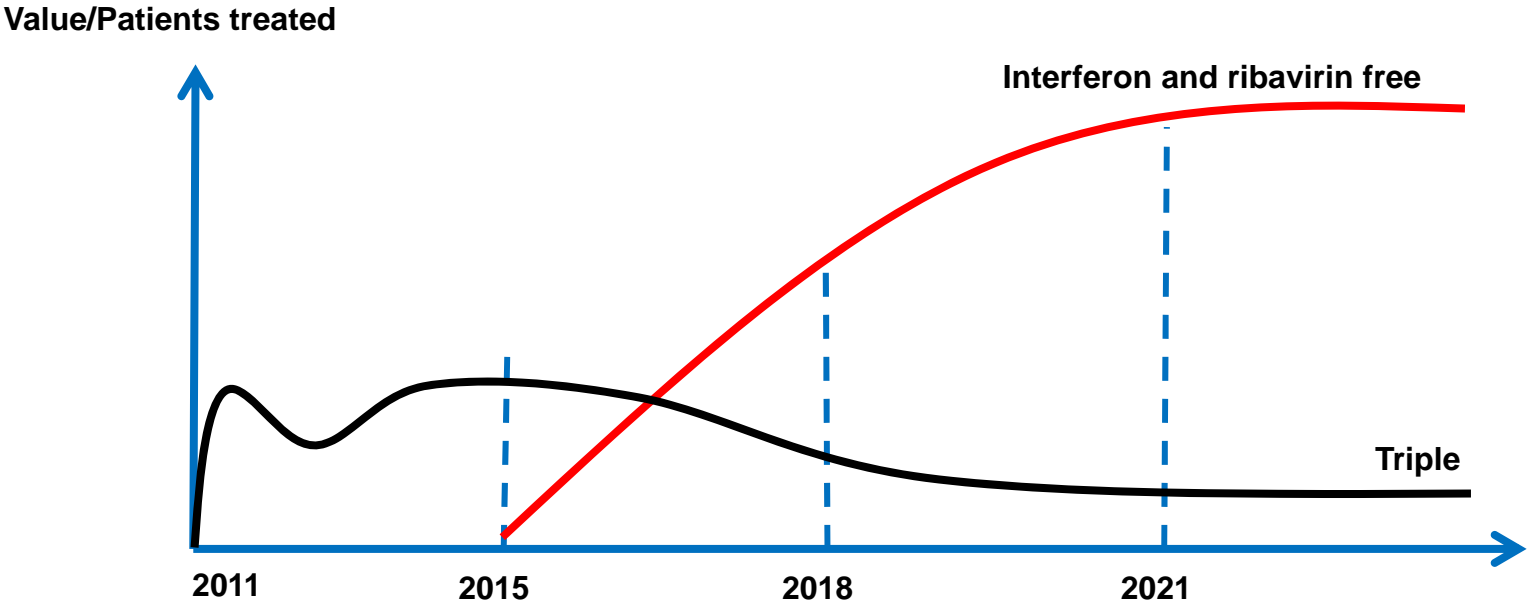
# Incremental increases in HCV diagnosis and treatment rates will unlock tremendous growth potential

Views on the market have shifted over time; HCV market demand expected to be durable



# Simeprevir will play a central role in the transformation of the company

We are committed to advancing the treatment of hepatitis C



## Key elements of Medivir's transformation into a premier pharmaceutical company

- Drive significant growth and profitability through Simeprevir
- Employ financial discipline to deliver profitability and growth
- Expand commercial product portfolio in line with our core competences
- Leverage R&D expertise in a few well-defined disease areas
- Broaden opportunities through new partnerships, from a position of strength

## The next two speakers are new members of the Medivir team who bring world class experience

<b>Dr. Richard Bethell</b> <b>EVP Discovery Research</b>	<b>Henrik Krook</b> <b>EVP Commercial</b>
<p><b>Education:</b> DPhil in chemistry</p> <p><b>Job experience:</b> 24 years drug discovery research experience at GSK, Shire, and Boehringer Ingelheim</p> <p><b>Involved in discovery/development of:</b></p> <ul style="list-style-type: none"> <li>•Relenza™ for Influenza</li> <li>•Epivir™ for HIV</li> <li>•Apricitabine for HIV, Ph. 3</li> <li>•VX-222 for HCV, Ph. 2</li> <li>•Faldaprevir for HCV, Ph. 3</li> <li>•Deleobuvir for HCV, Ph. 3</li> <li>•BI 224436 for HIV, Ph. 1</li> </ul>	<p><b>Education:</b> MSc in pharmacy, PhD in immunology, EMBA</p> <p><b>Job experience:</b> 11 y in managerial roles at Roche and Novartis, Sweden and Nordics</p> <p><b>Involved in launches for:</b></p> <ul style="list-style-type: none"> <li>•ID: Valcyte™, Cubicin™, Sebivo™</li> <li>•Transplantation: Myfortic™, Certican™</li> <li>•Ophthalmics: Lucentis™</li> <li>•Osteoporosis: Aclasta™</li> <li>•COPD: Onbrez™</li> <li>•Immunologic disease: Ilaris™</li> <li>•MS: Gilenya™</li> </ul>