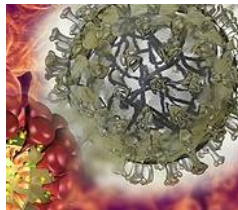




# Marinomed Overview December 2020



# Disclaimer



This presentation (the "Presentation") was prepared by Marinomed Biotech AG.

The information contained in this Presentation has not been independently verified and no representation or warranty expressed or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of this information or opinions contained herein. Neither Marinomed Biotech AG nor any officer or employee of Marinomed Biotech AG or any person connected with them accepts any liability whatsoever for any direct, indirect or consequential damages or losses arising from any use of this Presentation or its contents or otherwise arising in connection therewith. Marinomed Biotech AG undertakes no obligation to update or correct any information contained herein or to otherwise advise as to any future changes to it.

Certain statements contained in this document may be statements of future expectations and other forward looking statements that are based on management's current view and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements.

Certain figures in this presentation have been rounded in accordance with commercial principles and practice. Such figures that have been rounded in various tables may not necessarily add up to the exact total given in the respective table.

This Presentation does not constitute or contain any investment advice. It is not and shall not be construed as an offer, invitation, recommendation or solicitation to sell, issue, purchase or subscribe for any securities in any jurisdiction or to enter into any transaction.

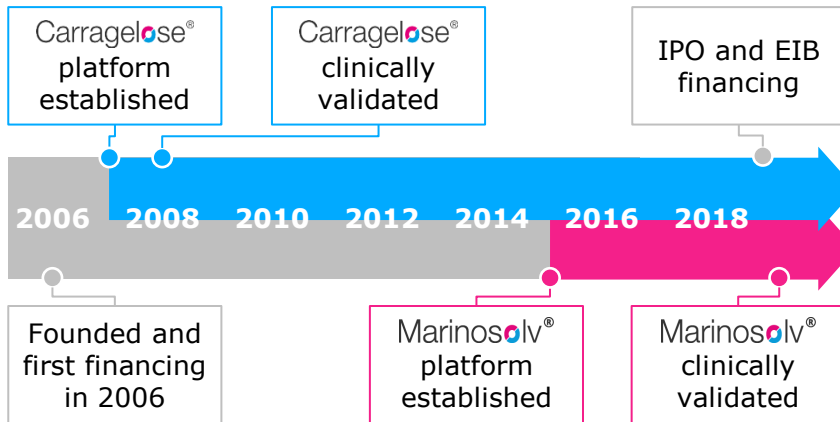
By accessing this Presentation, you represent, warrant and undertake that you have read and agree to comply with and to be bound by the contents of this disclaimer.

# Marinomed snapshot



A lean biopharmaceutical expert in OTC and Rx therapies

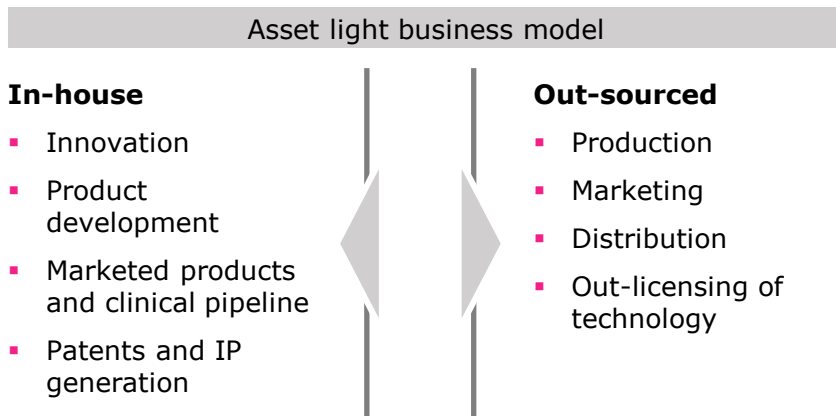
## Founded in 2006...



## ...Marinomed established two platforms...

<p><b>Carragelose®</b></p> <p>Proven ability to develop revenue generating products</p> <ul style="list-style-type: none"> <li>First causal therapy for colds and flu infections</li> <li>Six products generating retail sales with 15 partners in more than 40 countries</li> </ul>	<p><b>Marinosolv®</b></p> <p>Proven ability of continued innovation and IP generation</p> <ul style="list-style-type: none"> <li>Successful Phase III for Budesolv (allergic rhinitis) validates platform</li> <li>Targeting multi-billion Dollar markets (allergic rhinitis, dry eye)</li> </ul>
--	---

## ...with a lean set-up...



## ...and a strong management team



# Record year 2019 and positive outlook 2020



Important milestones provide basis for accelerated development going forward

**€37.4m**

Financing through IPO  
and EIB

**Phase III**

Budesolv with strong  
results – technology  
platform validated

Marinosolv®

**COVID-19**

Increases demand for  
virus blockers

Carragelose®



**+31%**

Revenues up from  
€4.7m to €6.1m

Carragelose®

**Free Float 58%**

Shareholders placed  
220,000 shares at €95  
(ABB) and strong share  
performance

**Advanced  
Pipeline**

for nose, lung, eyes  
and gastrointestinal

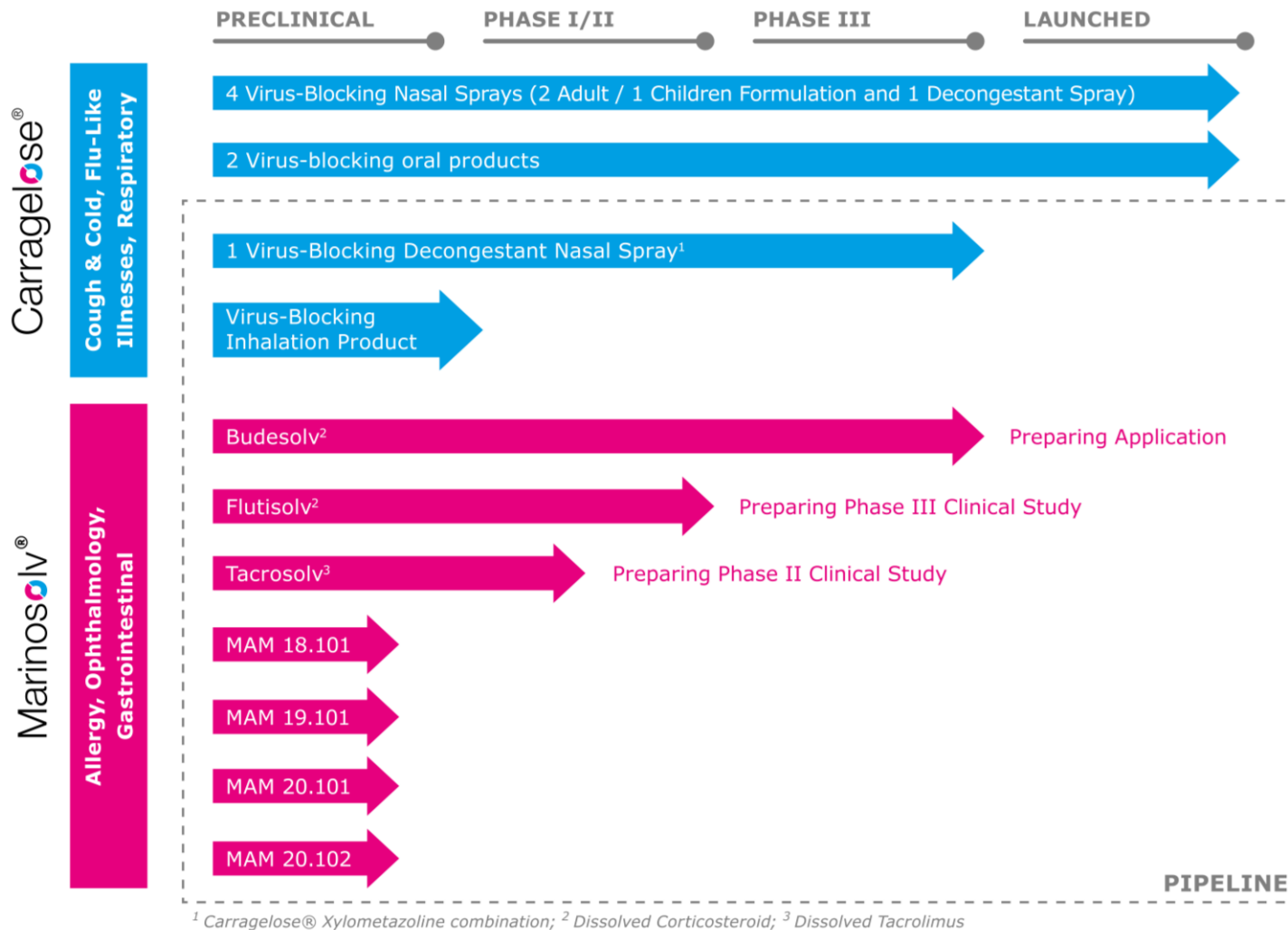
Marinosolv®

**Strong Outlook**

On-going double digit  
growth in 2020 and  
strong pipeline



# Marinomed delivers new patent protected technologies enabling innovative therapies and unique solutions



<sup>1</sup> Carragelose® Xylometazoline combination; <sup>2</sup> Dissolved Corticosteroid; <sup>3</sup> Dissolved Tacrolimus

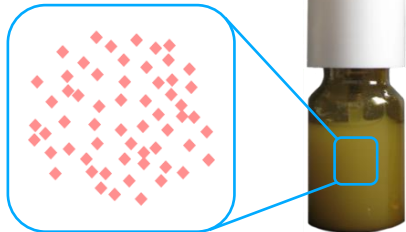
# Marinosolv<sup>®</sup> explained based on Budesolv



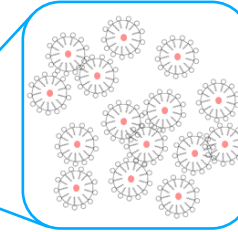
Marinosolv<sup>®</sup> allows to provide Budesonide in solution offering a competitive edge

## Suspension

Rhinocort Aqua  
Budesonide nasal spray  
**64µg** per dose/spray



Marinosolv<sup>®</sup> →



## Solution

Marinosolv<sup>®</sup> enabled  
Budesonide nasal spray  
**10µg** per dose/spray

### Properties

### USPs

Proven solubility	▶ <b>Solubility increase</b> versus water shown for variety of compounds	Increased bioavailability	▶ <b>Faster</b> onset of action Higher local, lower systemic availability
Increasing market	▶ Higher specificity of compounds leads to lower solubility → <b>increasing number of APIs</b> that could benefit from Marinosolv	Dose reduction	▶ <b>Lower</b> possible <b>side effects</b> Lower production costs
Patent protected	▶ Patent in <b>nationalisation phase</b>	Aseptic filtering	▶ <b>Preservative free</b> formulation Lower production costs

Marinosolv<sup>®</sup> – a technology platform with the potential to facilitate delivery of **any compound** with solubility issues

# Marinosolv<sup>®</sup> with significant milestones

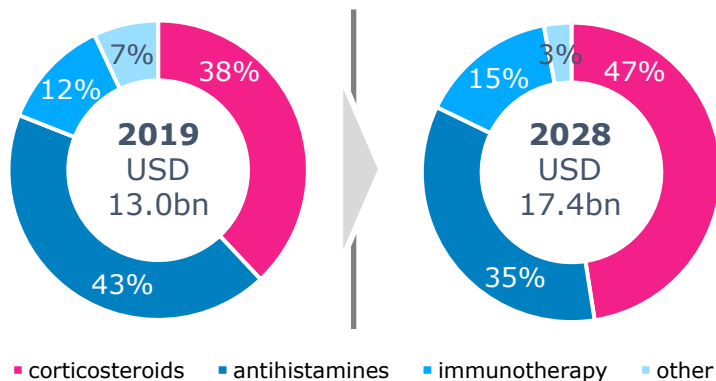


Progress as promised with future untapped potential

## Positive Top-line results

- Budesolv showed a pronounced reduction of allergic nasal symptoms in less than 3 hours
- Budesolv achieved non-inferiority, i.e. at least the same effect as marketed product (Rhinocort Aqua) on D8
- Budesolv has ~ 85% less of the dose of the marketed product and is preservative free
- Prominent reduction of respiratory symptoms

## Addressable market with 5% growth<sup>2</sup>



## Market approval process<sup>1</sup>

- ongoing – generation of stability data
- H1/2021 – application for market approval
- 280 days later (plus clock stops) – expected approval
- 2022 - launch

## Additional potential

- Platform validation: Marinosolv enables novel stable aqueous formulations of hardly soluble compounds
- Next compound is Tacrosolv, a phase II asset in preparation for clinical development
- Additional compounds in review

# Budesolv – redefining the market for allergic rhinitis



Budesolv has the potential to become a blockbuster product

- Target market Allergic Rhinitis **\$13.0bn**
- Steroids in Allergic Rhinitis growing **5.4%** annually from \$5.0bn to **\$8.3bn** in 2028

	Rhinocort	Flixonase	Budesolv
Owner			
Revenue 2017 (\$m)	250	1,570	Phase III completed
Onset of action	1-2 weeks	4-5 days	<3 hours
Potency of API			

## New Class

- First aqueous solution
- First compound active after minutes
- ~85% less** dose compared to originator

## Clinically Proven

- Successful clinical phase III**
- Equivalent effect compared to originator
- Fast onset of action

## Huge Market Opportunity

- Clinically **relevant differentiation** compared to marketed products
- Unsatisfied need** for fast relief

## Attractive Go-to-Market

- De-risked compound** based on approved substances
- Market approval expected in **2022**
- Patent protected **until 2036**

Budesolv is expected to outcompete the originator drug and to grab market share from the leaders

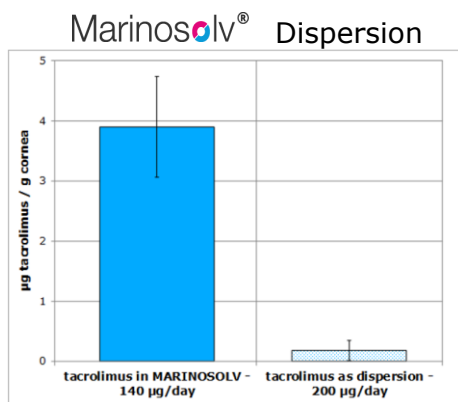
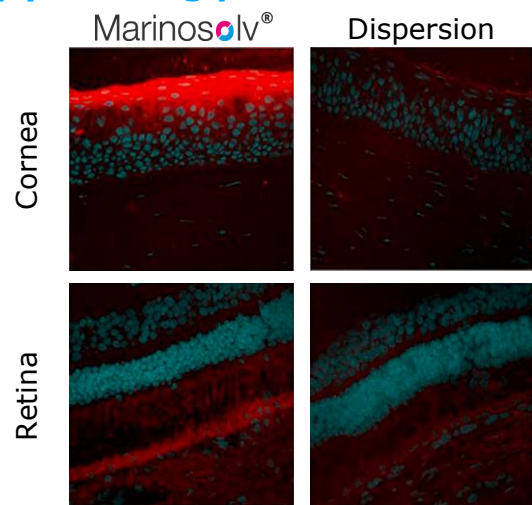


# Tacrosolv – a powerful immunomodulator

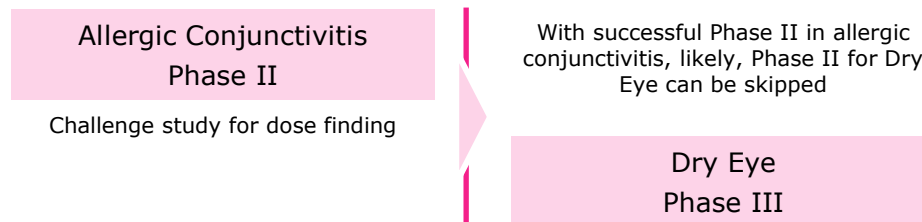


Highly potent API with Marinosolv and smart clinical approach for new eye indications

## Very promising preclinical data<sup>1</sup>



## Risk reduced clinical strategy

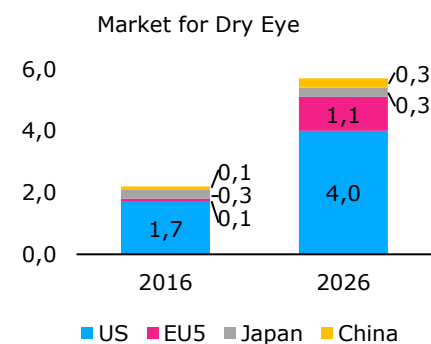
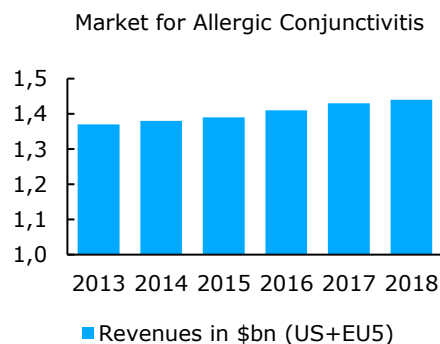


## Indication for market potential

Novartis acquires Xiidra (in dry eye) from Takeda in a deal worth \$3.4bn cash plus \$1.9bn milestones



## Unmet medical need reflected in market figures<sup>2</sup>

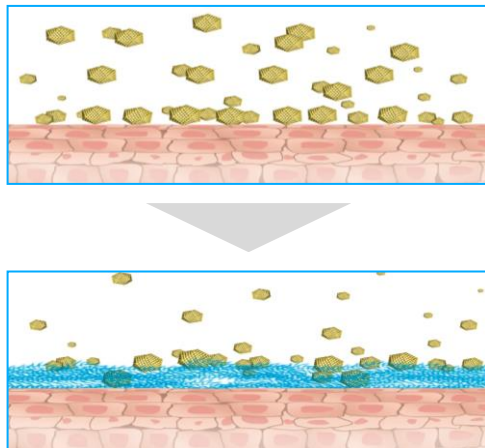


# Carragelose<sup>®</sup> with innovative mode of action

Carragelose<sup>®</sup> blocks viral attachment to cells via an unspecific physical mechanism

## Mode of action

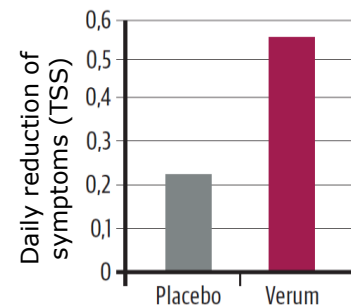
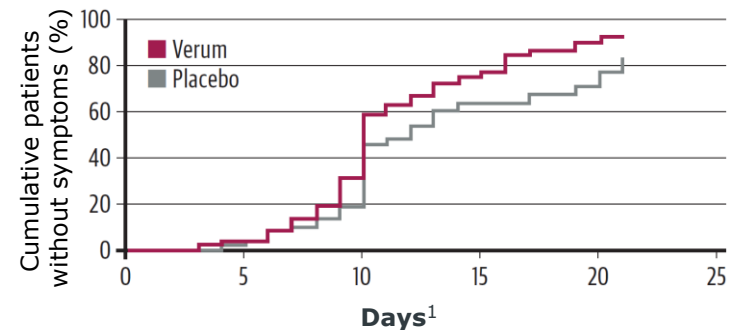
- Colds are caused by more than 200 different respiratory viruses
- Carragelose<sup>®</sup> creates a protective layer that reduces the spreading and proliferation of the common cold virus



- Trapped viruses leave the body via the natural route → The cold is either prevented or is significantly shorter in duration

## Shortening of symptoms clinically proven

- 3 Double-blind, placebo-controlled clinical trials with a total of 450 patients
- Reduction in duration of disease as well as fewer relapses during 21 days of observation period



- Significant reduction of common cold symptoms in the 2nd phase of the disease ( $p=0,048$ )<sup>1</sup>.

# Carragelose®: Innovative applications



Plannable growth through market entries in the coming years

## Example of Carragelose® based nasal sprays



15 partners in more than 40 countries

Additional growth potential



New markets	Existing markets	New products
100 countries already partnered	Goal: all products available everywhere	Carragelose® based pharmaceuticals Anti-allergic property of Carragelose®

# Short-term COVID-19 impact on Marinomed



Increased demand for Carragelose® products and some short term delays in trails

## **High demand for Carragelose® products**

- Close contact with partner producers to increase production
- Supply chain management is the main challenge in 2020

## **Pandemic-related, short-term postponements of clinical trails**

- Allergy challenge trials are currently not possible
- Planned start for the Tacrosolv phase II study in autumn
- Anticipated Carragelose® trials also delayed

## **Lockdowns temporarily effect Budesolv timeline**

- Business development process and registration process are effected temporarily due to lockdowns and crisis management of potential partners

**In total: limited short-term effects but big long-term perspectives of COVID-19 pandemic on Marinomed operations**

# Positive Outlook 2020



Investments in Marinosolv® and commercialisation of Carragelose®

## **COVID-19 boosts demand for virus blocking products**

- Marinomed's technology platforms are broadly and excellent positioned
- Marinomed is involved in extensive national and international research activities

## **Strong demand for Carragelose® products**

- Carragelose® physically binds Corona viruses and reduces multiplication
- Further global increase in demand expected, if similar effects for Sars-CoV-2

## **Advanced Marinosolv® pipeline**

- Clinical validation and strong pre-clinical trails enable rapid expansion
- New applications for nose, lung, eyes and gastrointestinal

**Double-digit growth in 2020 and strong pipeline**



[www.marinomed.com](http://www.marinomed.com)

