

# Q&A GENMAB

4. NOVEMBER 2011

MED CEO Jan van de Winkel

Q&A  
Retail

Mød dine private  
investorer online

## Transcript Live Q and A Genmab CEO Jan van de Winkel, 4th of Nov. 2011

akademikeren	First of all thank you for being here. We have a lot of questions concerning Q3. But if you could start just highlighting the Q for us
Jan Van de Winkel	Of course. The highlights of Q3 were that we improved the guidance for continuing operations due to a reduction in expenses and we reduced the fair value of our manufacturing and an expected sale was moved into 2012 and this led to us updating our guidance with a new projected cash position at year end between 1 billion and 1.050 billion Kroner, also Arzerra net sales increased by 45% over the previous year's nine month period and back in August we published positive top line phase II data for a study of ofatumumab in second line aggressive lymphoma. Those were the highlights.
akademikeren	thanks I will proceed with the investors questions now.
Troldmanden	You have reduced the operating expenses by 25-50 mill DKK. Do you see an even lower level for 2012 than the 625-650 DKK?
Jan Van de Winkel	We have not given guidance for 2012 yet but we would expect our cash expense to be similar to this year
Troldmanden	Would you think a 15% increase Q on Q in Arzerra revenue is a too aggressive target?
Jan Van de Winkel	We prefer to focus on the long term sales growth rather than Q on Q and are confident that increased availability of clinical data, physician experience and approvals in further indications will build robust increased sales.
Collersteen	Do you have any measure of the uptake in terms of number of patients instead of revenues?
Jan Van de Winkel	GSK is responsible for the commercialisation of Arzerra and we don't have that level of detail.
dheena	What is the explanation for the factory sale delay/failure? Has there been any genuine interest in the facility?
Jan Van de Winkel	The reduction in the fair value of the facility was made after taking into account general market conditions, benchmark data and advice from our agent. It is a specialised facility and therefore it takes time to find the right buyer and we have signed CDAs and have parties visiting our facility and remain confident that we will execute a sale.
Akademikeren	It is quite a big write-off you make on the facility. Is it now for sale at this reduced price or is your asking price over the write-down?
Jan Van de Winkel	ultimately the value to the buyer will be based their specific calculations ie what they will use it for and the value of their next best alternative
Akademikeren	So is the write down also an effect of depressed or smaller manufacturing costs elsewhere in the industry?

Jan Van de Winkel	The reduction in the fair value of the facility was made after taking into account general market conditions, benchmark data and advice from our agent who is running the sales process. Our US office close to to the HQ of many big pharma companies and Wall Street also allowing us a time advantage so that we can continue working once the European Business day has ended.
Troldmanden	A follow up on the Arezea sales: I know it is prohibited to do any marketing in offlabel indications. But yet we see a huge offlabel sales in several cancer drugs. Would you think offlabel sales in arzerra would be influenced by new phase 2 and 3 results? And can you please remind us of the actual sales potential in 3. line CLL?
Jan Van de Winkel	We cannot comment on off label sales. Arzerra sales are likely to be driven by real life experience of the drug by physicians. Re the sales potential in 3rd line CLL - the double refractory patient population is narrow which is why we have a large number of Phase III oncology studies, several head to head to rituximab, and...
Akademikeren	where can we as investors track the interest of Arzerra? Is it ASH and Asco?
Jan Van de Winkel	over 70 investigator sponsored studies ongoing to further increase physician experience with the drug. ASH is a very important conference for hematology and we have 14 abstracts accepted for publication or presentation (10 for ofatumumab and 4 for daratumumab)
Akademikeren	could that drive sales even higher? or do you think Arzerra is fully penetrated in refrac CLL?
Jan Van de Winkel	Increased availability of clinical data with Arzerra in various settings should optimise the use of the drug in hematology.
Troldmanden	But is it possible to put a number on the potential in the current labeling? More than \$250 mill a year?
Jan Van de Winkel	Sales are impacted by both the current label and by the number of countries where the drug is launched.
Troldmanden	Daratumumab: How will a optimal partner look to you? One BIG pharma who covers the whole world or would you prefer a regional partner so you keep the rights for a longer period for the rest of the world?
Jan Van de Winkel	An optimal partner has a broad oncology experience, global capabilities and willingness to invest in many indications.
Akademikeren	Would you rule out GSK as a partner. They seem to fit that description?
Jan Van de Winkel	We have CDAs in place with a number of pharmas and have seen interest from a broad number of companies.
Akademikeren	One final question. We know you are a busy man. How do you see the coming 3 months newsflow in Genmab?
Jan Van de Winkel	We expect to see some newsflow - we have had abstracts accepted by ASH, and we are working hard to progress various business development programmes.
Akademikeren	Thank you so much for being here Jan. We really appreciate it. And congratulations with your guidance in Arzerra it seems spot on.
Jan Van de Winkel	Thanks, I enjoyed this interaction and look forward to doing it again in the future.

## Q&A Retail

**Booking:** kan ske fra dag til dag på telefon: 70277024 eller mail: [ir@proinvestor.com](mailto:ir@proinvestor.com)

**Varighed:** op til 60 min., svarende til ca. 30 spørgsmål

**Markedsføring:** synliggørelse i ProInvestors nyhedsbrev (6.500 abonnenter) og online markedsføring i perioden op til

## Kort om ProInvestor

ProInvestor er et uafhængigt forum for aktieanalyse og debat i Danmark. På vores debatforum mødes tusindvis af dedikerede investorer dagligt for at diskutere aktiekøb og investeringsstrategier. ProInvestor har 50.000 unikke besøgende om måneden og over 6.500 abonnenter af det ugentlige nyhedsbrev. Derved er ProInvestor det førende netværk af private investorer.

ProInvestors IR Portal servicerer brugerne med aktiekurser og finansnyheder fra henholdsvis danske, svenske og amerikanske selskaber. De danske selskaber i "IR synergi universet" bliver dækket i dybden med investorpræsentation, årsrapporter og stamoplysninger. Desuden arrangerer ProInvestor branchespecifikke Kapitalmarkedsdage, online chatkommunikation med private investorer i Q&A Retail, "IR Sync", synkronisering af selskabers beskrivelse på diverse online medier samt webcast af selskabernes rapportering mm.

ProInvestor blev skabt som et online mødested for private investorer i 2009 og er i dag Danmarks hurtigst voksende finansmedie. ProInvestor blev lanceret i Sverige i marts 2011.

For mere information se [www.proinvestor.com/virksomheder](http://www.proinvestor.com/virksomheder) eller kontakt os på +45 7027 7024.

Peter Hildebrandt, CEO, er ansvarlig for dialogen med de børsnoterede selskaber.

*"Som privat investor sætter jeg pris på en personlig kontakt til det selskab, jeg investerer i. Det betyder, at man kan få en reel fornemmelse af ledelsen og få afklaret de tvivlsspørgsmål, man ofte har, inden man investerer. Heldigvis er der mange selskaber, som inviterer til investormøder, men ProInvestors online dialog passer mig praktisk perfekt – også selvom de holdes midt på dagen. Flere af dem!"*

Kasper Schademan,  
privat investor og bruger af [proinvestor.com](http://proinvestor.com)