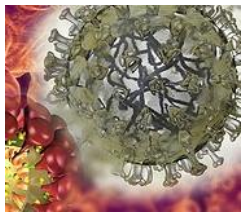
Creating innovative therapies for allergy, respiratory and eye diseases






Results for the first three quarters 2019

Investor Presentation
Vienna, 29 November 2019

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Highlights Q1-3 2019

Important milestones provide basis for accelerated development going forward

€37.4m

Financing through IPO and EIB

Phase III

Data published at ACAAI, Houston

Marinosolv®

>40

countries launched

Carragelose®

€3.3m

revenue Q3 €1.7m
vs. H1 €1.7m

Carragelose®

New Property

found
in Korneuburg,
relocation in 2020

On track

for go-to-market Budesolv and Phase II Tacrosolv

Marinosolv®

15/16 Oct

2 shareholders placed 115,000 shares at €95 in ABB

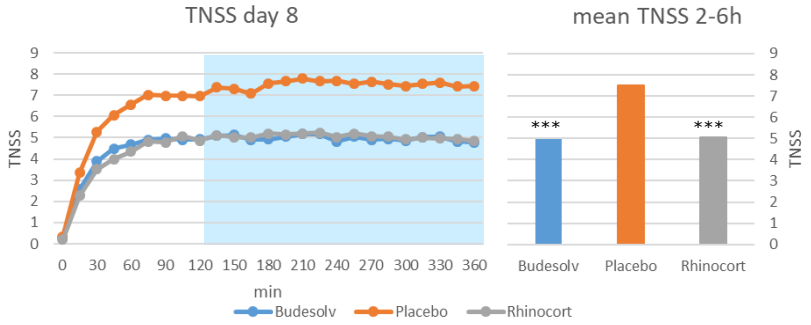
Sources: 1. Visiongain 2018, 2.OTC yearbook 2018 by N. Hall

Data published at ACAAI in Houston

Non-inferiority and early onset of Budesolv compared to originator and placebo

Figure A: TNSS[1]

Budesolv with 85% less active ingredient and same effect

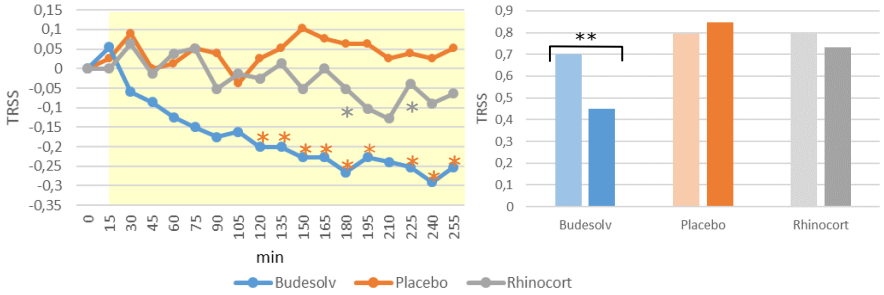


- Lower symptom score is better
- On day 8, Budesolv shows the same significant improvement of symptoms as Rhinocort Aqua compared to Placebo.
- Primary endpoint met

Legend: TNSS after eight days of treatment with either Budesolv, Rhinocort, or a placebo nasal spray over a time period of 6 h (left panel, x-axis). Mean values between 2-6h are shown in the right panel. Each data point represents the mean of the values from subjects eligible for the PP population (N=75). The blue-shaded area shows the time period applicable for the evaluation of the primary endpoint (2-6h). *** means significant difference to placebo with p<0.001.

Figure B: TRSS[2] onset day 1

Rapid onset of action of Budesolv to ease hay fever



- Budesolv is the first steroid nasal spray showing clinically relevant reduction of symptoms within few hours reaching 50% of maximum efficacy
- Budesolv was significantly better than Rhinocort Aqua and Placebo
- Key secondary endpoint met

Legend: Left panel: onset of action of Budesolv compared to Rhinocort or placebo with respect to TRSS (y-axis). Duration of challenge after treatment is indicated at the x-axis. Onset of action was calculated using the mean of the three last timepoints before treatment as baseline. Values with * indicate timepoints with a significant difference between Budesolv and placebo (*), or Budesolv and Rhinocort (*); the yellow shaded area indicates the observation period where the mean TRSS reduction of subjects treated with Budesolv is significantly stronger compared to the TRSS reduction of subjects treated with placebo. Right panel: TRSS before and after treatment. The light-colored bars represent mean values of the last three timepoints before treatment, the dark bars represent the mean after 4.15h treatment. ** means p<0.01.

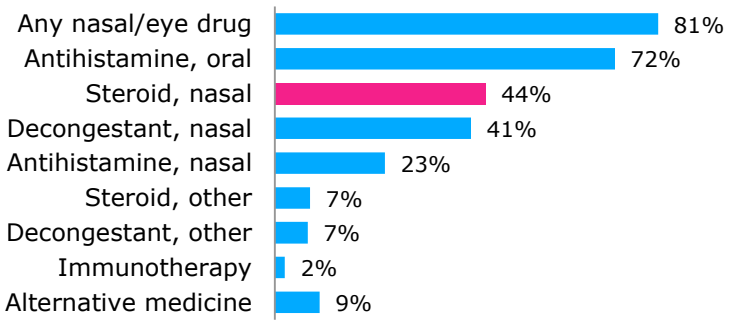
Note: [1]TNSS: Total Nasal Symptom Score; [2]TRSS: Total Respiratory Symptom Score

Budesolv addressing an underserved market

With Budesolv's fast onset of action, steroid acceptance of patients could rise significantly

Actual

- Guidelines, health care professionals and pharmacists recommend nasal steroids to be most effective for nasal obstruction in AR[1]
- Pharmacological treatments (Swedish study; several alternatives possible):[2]



- But only 44% of patients use recommended nasal steroids which may be due to patient desire for faster relief

Target

- With the availability of Budesolv, a nasal steroid with fast onset of action can be used according to guidelines
- Fast relief of symptoms allows patients to avoid the use of decongestants as advised by the guidelines
- Encourage use of antihistamines only as advised for mild disease or as add-on in severe cases

Potential

- Improved adherence to guidelines
  - ⇨ Steroids as first line treatment
- Use of steroid with fast onset of action
  - ⇨ Budesolv
- Redefining the market of AR
  - ⇨ Addressable market may be significantly larger than forecasted

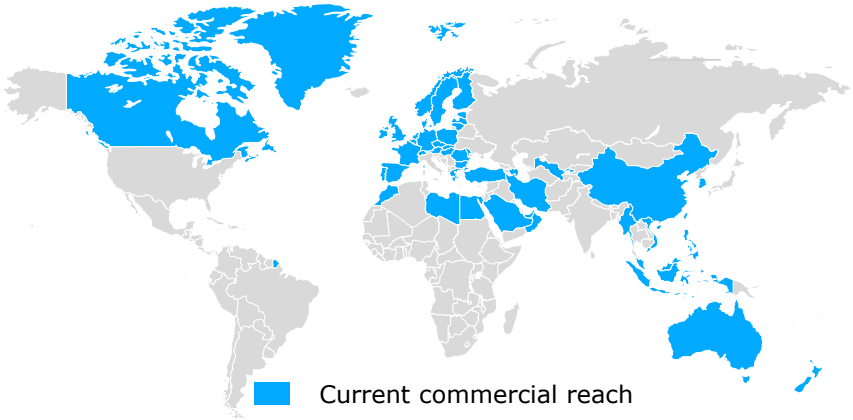
Intranasal corticosteroids are well-established and recommended first line treatment against AR
Budesolv positioned to increase the use of nasal steroids in AR

Sources: [1] Brozek, J. L. et al. Allergic Rhinitis and its Impact on Asthma (ARIA) guidelines 2010 revision. J. Allergy Clin. Immunol. 126: 466–476 (2010); McMenamin, P. Costs of hay fever in the United States in 1990. Ann. Allergy 73: 35–39 (1994); [2] Cardell et al., npj Primary Care Respiratory Medicine (2016) 26, 15082; Colas et al., Allergy. 2017 Jun;72(6):959-966

Carragelose® products continue expansion

Multiple additional launches and line extensions planned in the coming years

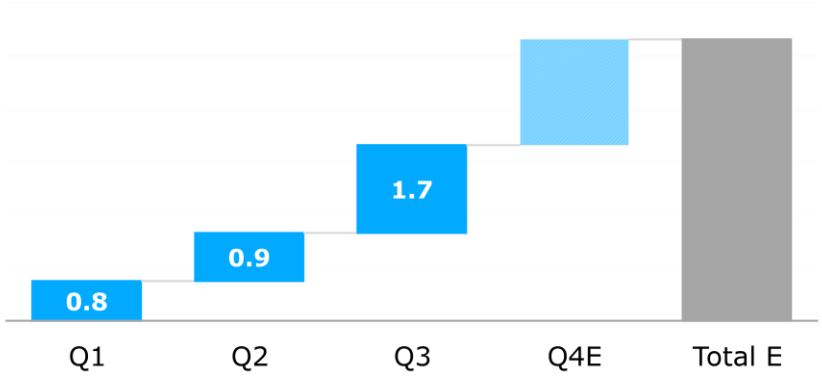
Currently marketed in over 40 countries



Initiatives

- Advanced discussions with additional partners in multiple regions
- Studies for nasal sprays and lozenges to allow regional partners stronger marketing through clinically validated claims
- Improvement of supply chain with regards to cost and flexibility

Revenue by quarter



Margin

	9M 2019	H1 2019	9M 2018
Sale of goods	3.0	1.5	3.1
Cost of goods sold	(2.2)	(1.0)	(2.3)
Gross result	**0.8**	**0.4**	**0.8**
Gross margin	*27.8%*	*28.7%*	*25.8%*

Statement of profit or loss *(IFRS)*

€m		9M 2019	9M 2018
Revenues	1	3.3	3.2
Other income		0.5	0.6
Other net gains/losses		0.0	0.0
Materials and services expenses	2	(4.4)	(3.3)
Personnel expenses	2	(2.8)	(1.8)
Depreciation and amortisation		(0.2)	(0.2)
Other expenses	3	(1.5)	(1.7)
Operating result		**(5.3)**	**(3.1)**
Financial income		0.0	0.4
Financial expenses	4	(0.9)	(1.1)
Financial result		**(0.9)**	**(0.7)**
Profit/loss before taxes		**(6.1)**	**(3.8)**
Taxes on income		(0.0)	(0.0)
Profit/loss for the period		**(6.2)**	**(3.8)**

1

Revenue €m	9M 2019	9M 2018
Sale of goods	3.0	3.1
License revenues	0.1	0.1
Other revenues	0.2	0.1
Total revenue	**3.3**	**3.2**

2

R&D expenses €m	9M 2019	9M 2018
Personnel expenses	(0.8)	(0.8)
Materials and services expenses	(1.9)	(0.8)
Other expenses (incl. D&A)	(0.5)	(0.5)
Total R&D expenses	**(3.2)**	**(2.1)**

3 *Therein "non-recurring" expenses in the context of the preparation of the IPO in the amount of **€0.4m** (9M 2019) and **€0.9m** (9M 2018)*

4 *Therein valuation of equity conversion right of the convertible bond in the amount of **€0.5m** and interest on shareholder loans of **€0.3m***

Statement of financial position *(IFRS)*

Assets

€m		Q3 2019	YE 2018
Assets			
Intangible assets		1.4	1.3
Property, plant and equipment	1	1.6	0.2
Deposits and other non-current receivables		0.0	0.0
Total non-current assets		**3.0**	**1.5**
Inventories		0.1	0.1
Trade and other receivables	2	2.3	1.9
Current tax receivables		0.0	0.0
Cash and cash equivalents	3	10.3	1.7
Total current assets		**12.7**	**3.7**
Total assets		**15.8**	**5.3**

1. *Acquisition of property in Korneuburg*
2. *Therein Austrian Research Promotion in the amount of **€0.8m** (YE 2018: **€0.5m**)*
3. *Not yet taking into account any disbursement from EIB; total available commitment from EIB is **€15.0m***

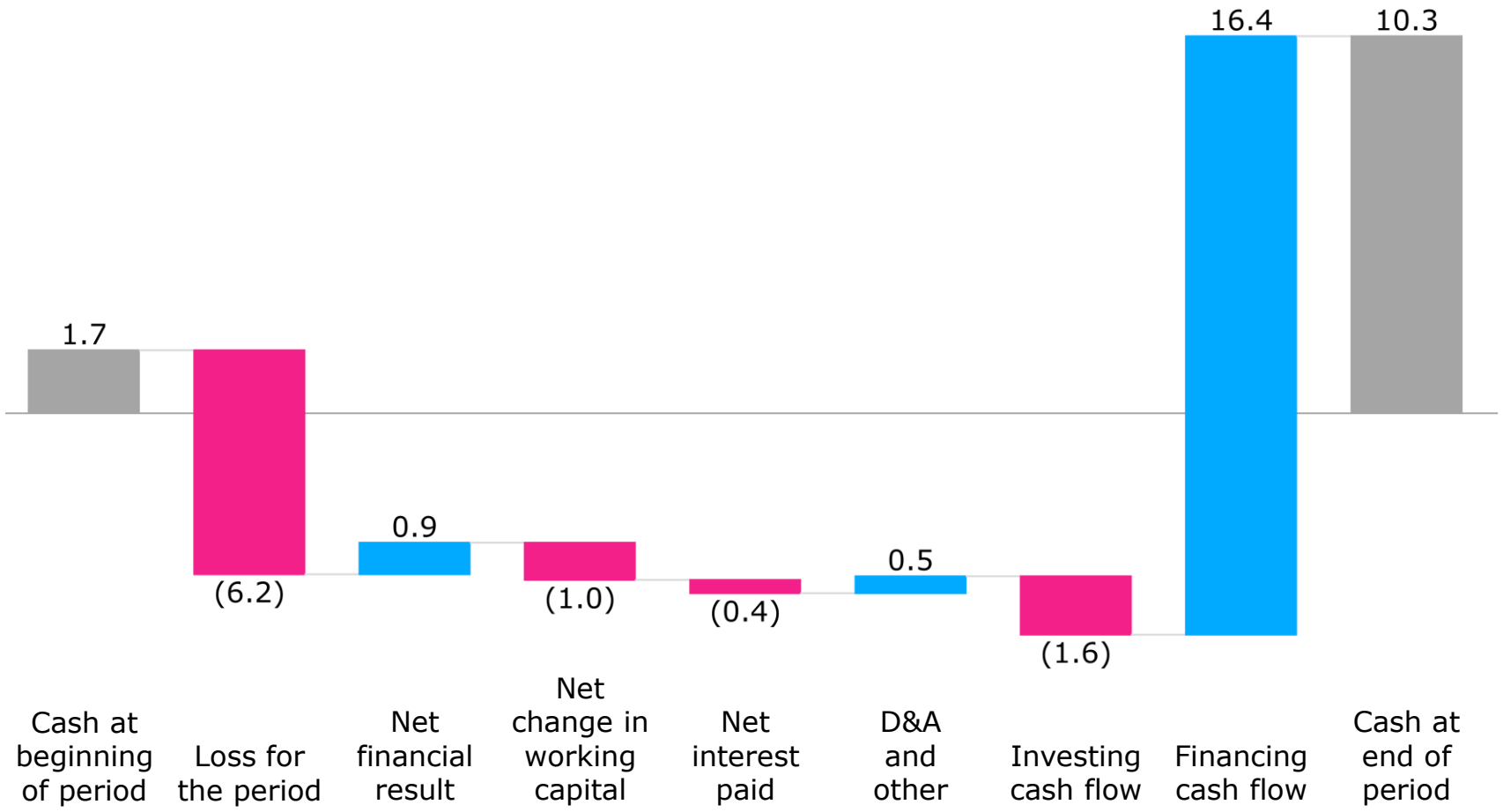
Statement of financial position *(IFRS)*

Equity and liabilities

€m		Q3 2019	YE 2018
Equity and liabilities			
Share capital		1.5	1.0
Capital reserves	1	40.7	7.0
Accumulated deficit		(30.4)	(24.2)
Total capital and reserves		**11.8**	**(16.3)**
Borrowings	2	0.5	1.2
Convertible bond		-	5.6
Other financial liabilities		-	7.1
Other non-current liabilities		0.1	-
Total non-current liabilities		**0.6**	**13.9**
Borrowings	2	0.1	3.7
Trade payables	3	1.2	2.0
Convertible bond		-	0.1
Current contract liabilities and other current liabilities		0.7	1.0
Provisions	4	1.4	0.8
Total current liabilities		**3.4**	**7.6**
Total equity and liabilities		**15.8**	**5.3**

1. *Therein IPO related paid-in capital of **€20.3m** (net of transaction costs) and conversion of the convertible bond in the amount of **€13.1m***
2. *Primarily related to AWS Seed loan, where the nominal has been repaid and the accumulated interest remains at **€0.5m***
   Also including IFRS 16 changes
3. *IPO related expenses have been paid in 2019*
4. *Primarily related to a credit note to be granted to an international pharmaceutical company in case of the return of the exclusivity as well as provisions in relation to the relocation*

Statement of cash flows *(IFRS)*



Outlook

Investments in Marinosolv® and commercialisation of Carragelose®

We are investing in R&D

- R&D investments were ramped up by more than €1mio from 2018 to 2019 in the Q1-Q3 period and we expect a further increase
- Tacrosolv shall start clinical development in H1 2020
- We are building our new headquarter in Korneuburg (close to Vienna)

Marinosolv® in the focus

- Based on excellent data the market approval process for Budesolv will be continued as planned – estimated approval 2021
- Commercialisation/partnership for Budesolv is a top priority in 2020
- New Marinosolv® projects are expected to enter the pipeline in 2020

Growth prospects for Carragelose®

- Sustainable revenue growth expected for the upcoming years
- Launches of new products in existing countries and of existing products in new countries

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