

# Corporate Presentation

5 October 2023 – Paris

**Speakers** 



Stijn Van Rompay CEO, co-founder



Jean-Luc Vandebroek CFO

## **Forward-Looking Statements**

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## Hyloris at a glance



Becoming a market leader in value-added medicines, focusing on unmet medical needs



Global portfolio growing to 30 cardio and other value-added assets



**Reformulating and Repurposing existing chemical entities** 



High yield, lower risk, patient-centric developments



#### €350 mio market cap

Quoted on Euronext Brussels



Based in Liège, Belgium Founded in 2012, co-founders hold 41% of the shares

#### Hyloris

# Rethinking, Reinventing, Optimising Existing Medications

## To improve overall therapy outcomes

#### REFORMULATING



# Changing dose and/or route of administration

## REPURPOSING/ REPOSITIONING

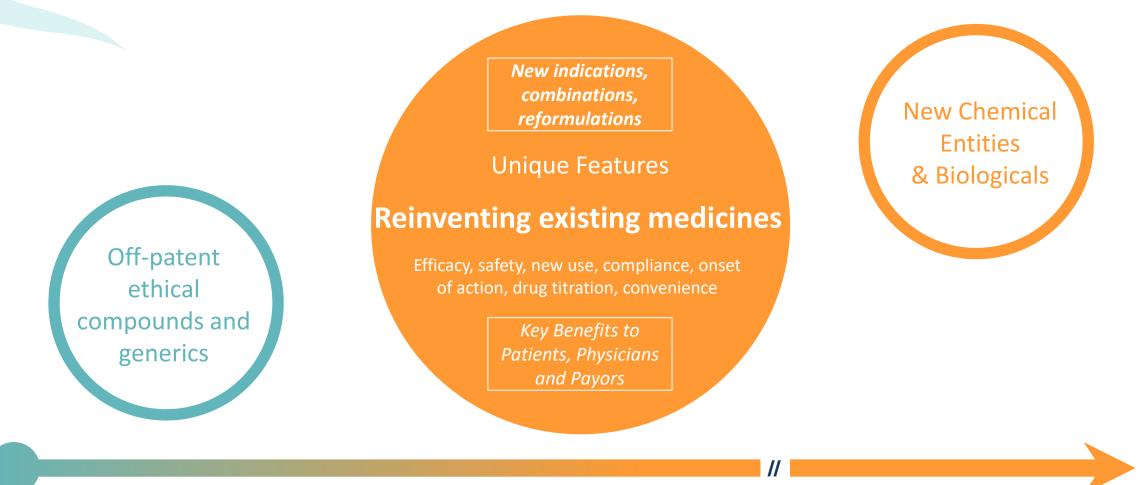


#### New therapeutic uses

For the benefit of patients, physicians, payors



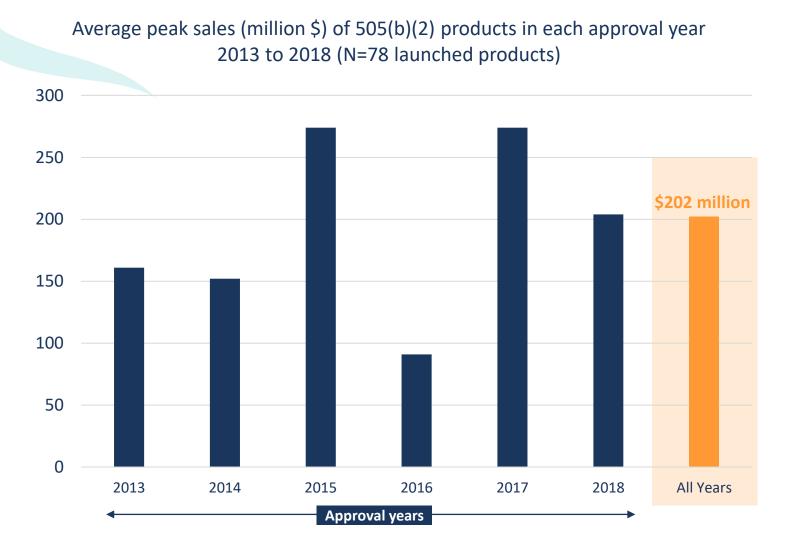
## **Our Focus: Patented Value-Added Medicines**



#### **Risk, Cost and Timelines**

#### Hyloris

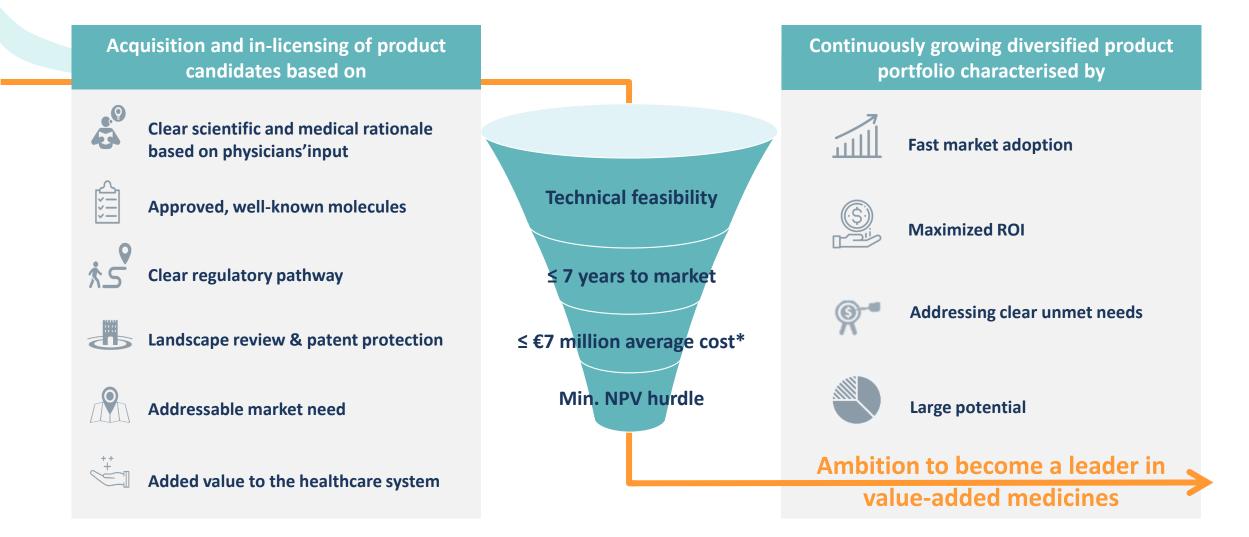
# Average Peak Sales of Value-Added 505(b)(2) Products



	Product name	2019 Sales
	Avycaz	\$117M
	Belbuca	\$98M
REFORMULATED	Vasostrict	\$531M
MUL	Abraxane	\$1,200M
ORN	Restasis	\$1,188M
REF	Neoral	\$419M
	Kaletra	\$283M
	Viagra	\$2,000Mª
0	Thalomid	\$500M <sup>b</sup>
OSEI	Tecfidera	\$4,430M
JRP(	Revatio	\$144M
REPURPOSED	Propecia	\$447M <sup>c</sup>
-	Rituxan	\$1,200M <sup>d</sup>



# To Drive Continuous Growth and Create Shareholders' Value



\*Not adjusted for inflation/exchange rate differences

# **Executive Management Team**

- In-depth knowledge of regulatory affairs, market access and the capital markets; involved in > 80 approved drugs, executed >250 licensing transactions; established track record of shareholder value creation
- Our team consists of 40+ people, 11 nationalities





## Tackling the #1 cause of death in the world

#### Cardiovascular portfolio

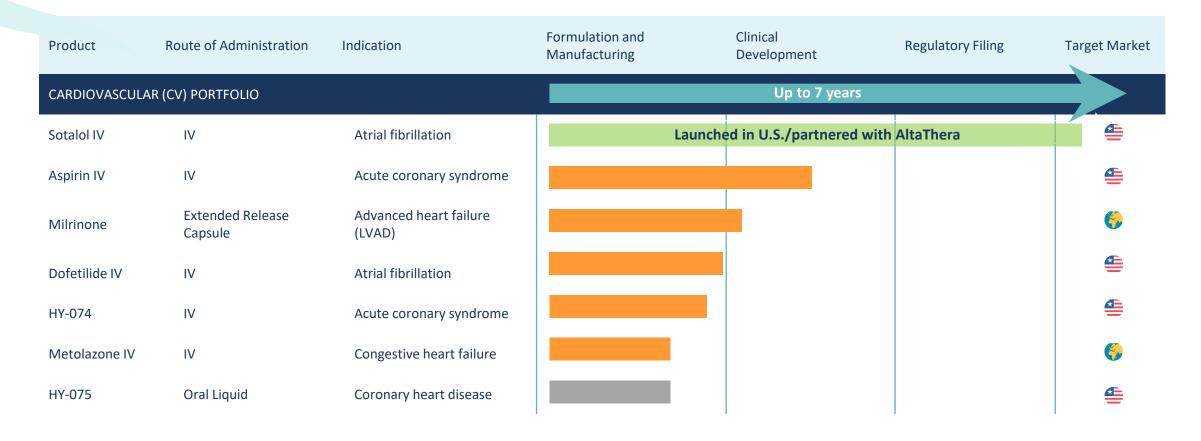


- Focus on the American market
- Hospital products used by a limited number of specialists
  - → Relatively small salesforce
  - → Commercial approach: cost efficiency throughout
- Multiple pivotal clinical studies to be started in 2023 and 2024
  - → Last study phase before submission
- Multiple FDA submissions planned as from 2024

#### 2025 will be a transformational year for Hyloris

#### Hyloris

## Broad, innovative cardiovascular portfolio





Intended to be commercialised by Hyloris in the U.S.

Intended to be commercialised with partner

\* Our high barrier generic products, TXA RTU, HY-016 and Fusidic Acid Cream have not been included in the above overview.

Hyloris

LVAD: battery-operated, mechanical surgically implanted pump, which helps the left ventricle of the heart pump blood

## Other value-added portfolio

Product	Route of Administration	Indication	Formulation and Manufacturing	Clinical Development	Regulatory Filing	Target Market
				Up to 7 years		
Maxigesic <sup>®</sup> IV	IV	Post-operative pain	Licensed in >100 cc	ountries/partnered with A	FT Pharmaceuticals	6
Tranexamic Acid OR	Oral Liquid	Specific dental indication				6
Alenura™	PFS	IC / PBS				6
Miconazole-DB	Topical	Severe and rVVC				6
Plecoid™ Agent	IV	AML/SCLC				6
Atomoxetine	Oral Liquid	ADHD				<u>*</u>
HY-029	Oral Liquid	Viral infection				<u>*</u>
HY-083	Nasal administration	Idiopathic Rhinitis				6
HY-088	Oral Liquid	Hypophosphatemia				6

Intended to be commercialised with partner

\* Our high barrier generic products, TXA RTU, HY-016 and Fusidic Acid Cream have not been included in the above overview.

#### Hyloris

TXA: tranexamic acid; ADHD: attention deficit hyperactivity disorder; Miconazole-DB: miconazole-domiphen bromide; rVVC: recurring vulvovaginal candidiasis; AML: Acute Myeloid Leukemia; SCLC: Small cell Lung Cancer

## Maxigesic IV

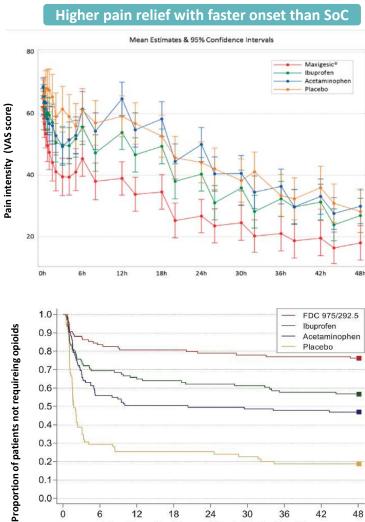
#### Marketed in over 20 countries, U.S. approval expected very soon

#### Indication: **Post-operative pain**

- Novel, unique intravenous combination of 1.000mg Paracetamol IV + . 300mg Ibuprofen IV
- Alternative to opioid **pain relief** medicines •
  - Potentially reducing opioid addiction and related costs
    - **Health Care** •
    - **Criminal justice**
    - Lost productivity •

Drug overdoses involving opioids (U.S.)*	80.000/year *
Chronic opioid use following surgery (U.S.)**	9%

#### **Potential U.S. approval date: 17 October 2023**



0.1 0.0

12

18

24

Drastic reduction in opioid use

30

36

42

## Alenura™

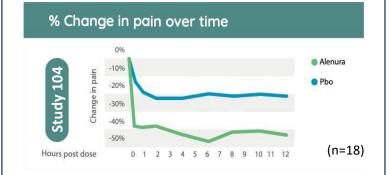
## No approved treatment for acute pain flares & restoration of bladder wall

#### Indication: Interstitial Cystitis/Bladder Pain Syndrome

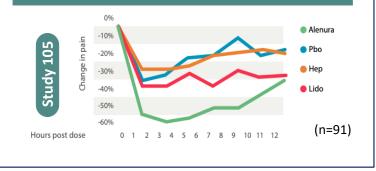
- Defect in inner lining of the bladder = chronic, recurring discomfort & pain
- Alenura 15mL prefilled syringe with a dual mode of action:
  - Alkalinised lidocaine: penetrates bladder wall and provides immediate pain relief
  - Heparin: augments bladder mucous, anti-inflammatory and anti-bacterial properties = **prolonged pain relief**
  - Unique combination
- 4-arm (controlled double-blind multi-center) clinical trial in the U.S. ongoing, FPFV in June 2023

Patients/year (U.S.)	>6 million
Instillation procedures (U.S.)	3 million

#### Proven pain reduction in 2 controlled Ph2 trials



#### % Change in pain over time

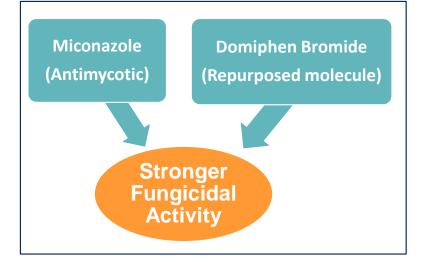


## Miconazole and Domiphen Bromide No approved topical treatment options for severe VVC

Indication: severe and recurrent **Vulvo Vaginal Candidiasis** (rVVC) Half of all women experience VVC in their lifetime

- Severe or recurring cases 20% of patients get no benefit from regular Miconazole
- MCZ-DB adds Domiphen-Bromide, creating a unique mode of action
  - Miconazole: a well-known antimycotic = reducing fungal growth
  - A **repurposed** molecule breaking down the yeast biofilm, hereby increasing efficacy

Total number of drug products sold (VVC)	± 175,000,000
Average annual growth rate	5.5%
Classification	Creams: 47% Pessaries: 34% Other: 19%



## Phase 2 results expected in 2023

#### Hyloris PHARMACEUTICALS

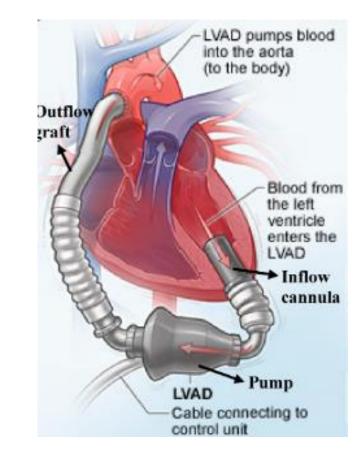
G. Pappas *et al.*, Clinical Infectious Diseases (2016); J.D. Sobel *et al.*, Expert Opinion on Pharmacotherapy (2018)
J.D. Sobel et al., Expert Opinion on Pharmacotherapy (2018)
Janssen-Cilag Ltd is the marketing authorisation holder of Gyno-Daktarin

## **Milrinone Extended Release** Patient-friendly oral capsule of Milrinone IV

#### Indication: Late-stage heart failure

- **Orphan drug** status in the U.S. (patients with LVAD)
- #1 cause of hospitalization in people >65 years
- Shortcomings of Milrinone IV
  - High cost of care, low quality of life (repeated hospital admission)
  - Not approved for long term use
- Potential of auto-administration (2 pills/day) at home providing constant and predictable drug exposure
  - Significantly reduces cost of care
  - Improves quality of life

Patients with an LVAD	~ 20.000 (U.S.)
Expected annual growth rate**	6%
Population with Right Heart Failure	30%





\*LVAD: battery-operated, mechanical surgically implanted pump, which helps the left ventricle of the heart pump blood \*\*Grand View Research Inc 2021

## HY-083 for Idiopathic Rhinitis

Providing the first reliable treatment starting from a known molecule

Indication: Idiopathic rhinitis - chronic rhinitis without a known cause *Symptoms:* Runny nose, stuffy nose, sneezing fits without a medical diagnosis (allergies, infection, inflammation, ...)

- Impacting **quality of life** daily (sleep patterns, drowsiness, irritability, poor concentration)
- Molecule with known mechanism of action: blocks TRPV1 receptor in the nose
- Both rapid and sustainable relief



• Discovery of TRPV1-receptors was awarded the 2021 Nobel Prize

Market size	7% of population
Absolute numbers	~ 19 million patients in the US ~ 25,8 million patients in Europe
Seeks specialist treatment	13% of the above, following ~8 years of trial and error

## No systemic exposure detected in Phase 1 trial



## Plecoid Agents

## **Increasing chemotherapy response rate for leukemia patients**

Indication: Acute Myeloid Leukemia & Small Cell Lung Cancer

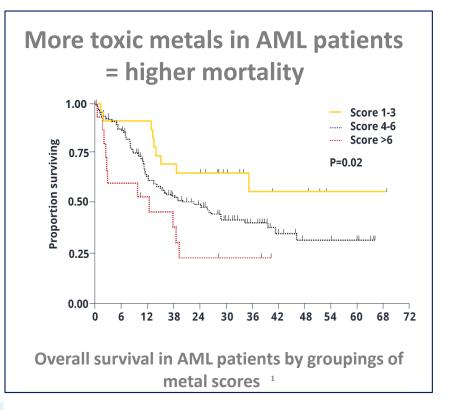
#### Based on breakthrough research

- Chelating agents bind to metal ions to extract them from the body
- Detoxifying the cancer-promoting micro-environment
  - Efficacy of chemo increased by 50% in micro-environment testing
- Potentially offering a boost and prolonged survival

Market size (AML)	158.400 cases of AML in 2018 <sup>2</sup>	
5-year survival rate	Less than 30%	
Market size (SCLC)	SCLC accounts for 13-15% of 2 million cases of lung cancer/year	3



- 1) M. Ohanian et al, American Journal of Hematology, January 2020
- 2) Datamonitor Healthcare
- (3) Medscape Abid Irshad, MD Associate Professor, Department of Radiology, Medical University of South Carolina College of Medicine



# Robust IP Portfolio: Extended Period of Exclusivity

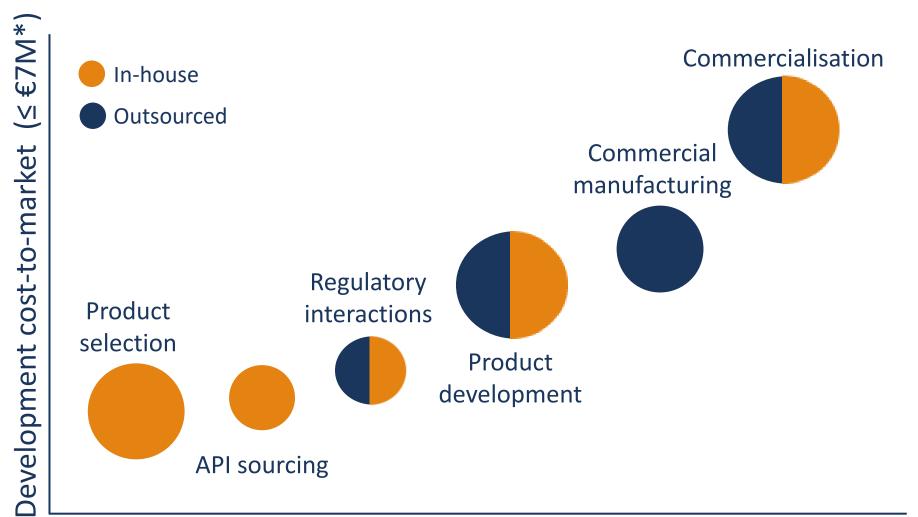


- Broad portfolio: exclusivity through 2039 in key pharma markets across the globe; orphan indications
- Wide range of protection: dosages, formulations, indications, methods for preparing a composition, manufacturing methods

• Additional layer of protection: knowhow, technological innovation and in-licensing



# Powerful R&D Engine: Leveraging our Network of Partners



#### Time-to-market (≤ 7 years)



Note: bubble size indicates relative amount of Hyloris time and capital required to complete \* Hyloris' budget API: active pharmaceutical ingredient

## Financial Highlights H1 2023

(in € thousand)	H1 2023	H1 2022	% change	
Total revenue & other income	2,391	1,229	+95%	
Cost of sales	(46)	(61)	/	
R&D	(6,871)	(4,712)	+46%	
G&A	(2,490)	(1,274)	+95%	
Operating Result	(7,100)	(4,876)	+46%	
Financial Income	466	(66)	/	
Result of the period	(6,634)	(4,942)	+34%	
(in € thousand)	H1 2023	FY	FY 2022	
Cash and cash equivalents	39,159	43,457		

Hyloris

#### **Key Factors**

#### • Revenues:

- Increased royalties and out-licensing income contribute more to current topline
- Additional non-dilutive funding from a U.S. state government and the Walloon Region

#### • Operating expenses:

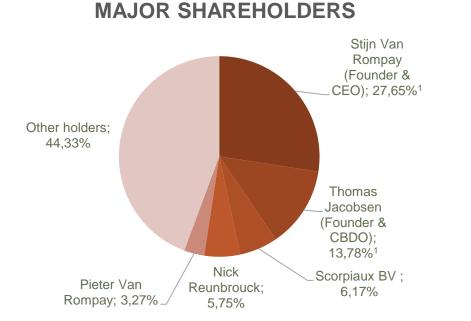
- Higher R&D expenses, following increased R&D activities & portfolio expansion
- Headcount grew to 43 (Sept 2023)

#### • Financial income:

• Proactive treasury management leads to increased interest income and currency exchange gains in H1

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# Shareholders' Information



UTICALS

<sup>1</sup> based on the latest transparency notifications – published on FSMA.be - dated 5th and 15th of May 2023

Bank	Analyst	Rating
Berenberg	Beatrice Allen	Buy
KBC Securities	Jacob Mekhael	Buy
Kempen	Suzanne van Voorthuizen	Buy
Degroof Petercam	David Seynnaeve	Buy
Kepler Cheuvreux	Christophe Dombu	Buy

Hyloris is followed by the analysts listed above. Please note that any opinions, estimates or forecasts regarding Hyloris' performance made by these analysts are theirs alone and do not represent opinions, forecasts or predictions of Hyloris or its management

H1 2023 cash position	€39,16 million
Total number of outstanding voting rights (= denominator)	28,000,374 <sup>1</sup>
Total number of securities carrying voting rights not yet issued	711,125

#### (1) including capital raise in March 2022 20

## **Anticipated Value Inflection Milestones**

#### Clinical

- Alenura<sup>™</sup>: ongoing recruitment for 4-arm clinical study
- Miconazole/DB: Phase 2 read-out of results in H2 2023
- Tranexamic Acid OS: Phase 3 clinical trial starting in September 2023
- Initiating multiple pivotal (PK) studies, including HY-029 and Dofetilide IV

#### Regulatory

- Maxigesic<sup>®</sup> IV PDUFA goal date: 17 October 2023
- Multiple regulatory submissions expected, both inside and outside the U.S.

#### Commercial

 First sales of Maxigesic<sup>®</sup> IV in the U.S. leading to ~\$2 million milestone payment

#### Commercial partnership(s)

- Out-licensing deal(s)
- In-licensing deal(s)

#### Ambition to expand the product portfolio to ~30 assets before 2025

## Potential Game Changer, Geared for Growth

#### **MULTIPLE SHOTS ON GOAL**

**≤ 7 years** to market

**≤ €7 million** average cost to market\*

**Lower risk** as we start from existing drugs

**16<sup>1</sup> Innovative, patented, valueadded** drug candidates in the pipeline

#### **COMMERCIAL PORTFOLIO**

2 patented products with partners

**Addressing unmet needs** 

Build U.S. commercial team

**Relevant improvements** for patients, physicians and the healthcare system

#### Ambition to become the reference in value-added medicines over the coming years



<sup>1</sup> 14+2 commercialised products, excluding our high barrier generic products, TXA RTU, HY-016 and Fusidic Acid Cream.

Listed on Euronext Brussels ISIN-CODE: BE0974363955

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# Q&A