

PHOTOCURE ASA CORPORATE PRESENTATION

JANUARY 2018



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PHOTOCURE – CORPORATE SNAPSHOT

Background



Commercial stage company focused on urology

First approved drug-device procedure for diagnosis, management and treatment of bladder cancer

Specialist commercial and medical team established in US and Nordic region; partners in other high value regions

Financials



YTD 3Q17 revenues of USD 13.4M driven by US market revenue up 46%

EBITDA commercial segment USD 2.4M (LTM)

Blue Light Cystoscopy with Hexvix®/Cysview®



Improved detection, recurrence and progression rates in bladder cancer

Currently used in operating room; seeking expansion into larger outpatient market

~USD 30M global in market sales (LTM); US sales USD 5M (LTM)

Corporate



Headquartered in Oslo

Over 60 highly skilled employees and operates in Norway, Sweden, Denmark, Finland and the US

Listed Oslo Stock Exchange: PHO-NO (mkt cap 600M NOK / ~USD 75M)

Pipeline

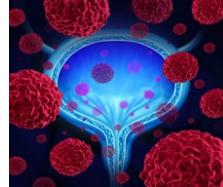


Hexvix®/Cysview® expansion plan in place (sNDA filed with FDA; priority review)

Exploring expansion of Urology portfolio to leverage commercial infrastructure

Seeking strategic alternatives for non-core assets Cevira (for HPV/HSIL) and Visonac (Acne)

PHOTOCURE – INVESTMENT HIGHLIGHTS



Commercial-stage company focused on Urology

- **Hexvix®/Cysview® for improved detection and management of bladder cancer**
 - Improved detection, reduced disease recurrence and progression rates with cost benefits
 - ~USD 30M global in market sales (LTM); EBITDA ~USD 2.4 million (LTM)
- **Specialist commercial and medical team established in US and Nordic region**
 - Partners in other high value territories: Ipsen (EU), Juno Pharmaceuticals (Australia/New Zealand), BioSyent Pharma (Canada)



Value building opportunities anticipated in next 12 – 24 months

- **Large untapped potential for Hexvix/Cysview in existing and new market segments/territories**
 - New positive clinical data in Flex scope/surveillance use with potential label extension in the US
 - New positive reimbursement landscape in US market
- **Exploring expansion of Urology portfolio to leverage commercial infrastructure**

Hexvix/Cysview Update



THE CURRENT STATE OF BLADDER CANCER



Bladder cancer is 5TH most common cancer in the EU / 4TH most common cancer (males) in the US

- Most expensive cancer : \$96 - \$187k / patient¹
- Accounts for \$3.7 billion in direct medical costs/year²
- > 200,000 new patients globally each year³
- 76,960 new US cases in 2016, 16,390 deaths in US in 2016³
- Lifetime risk of developing bladder cancer (men - 1:26; women - 1:84)³

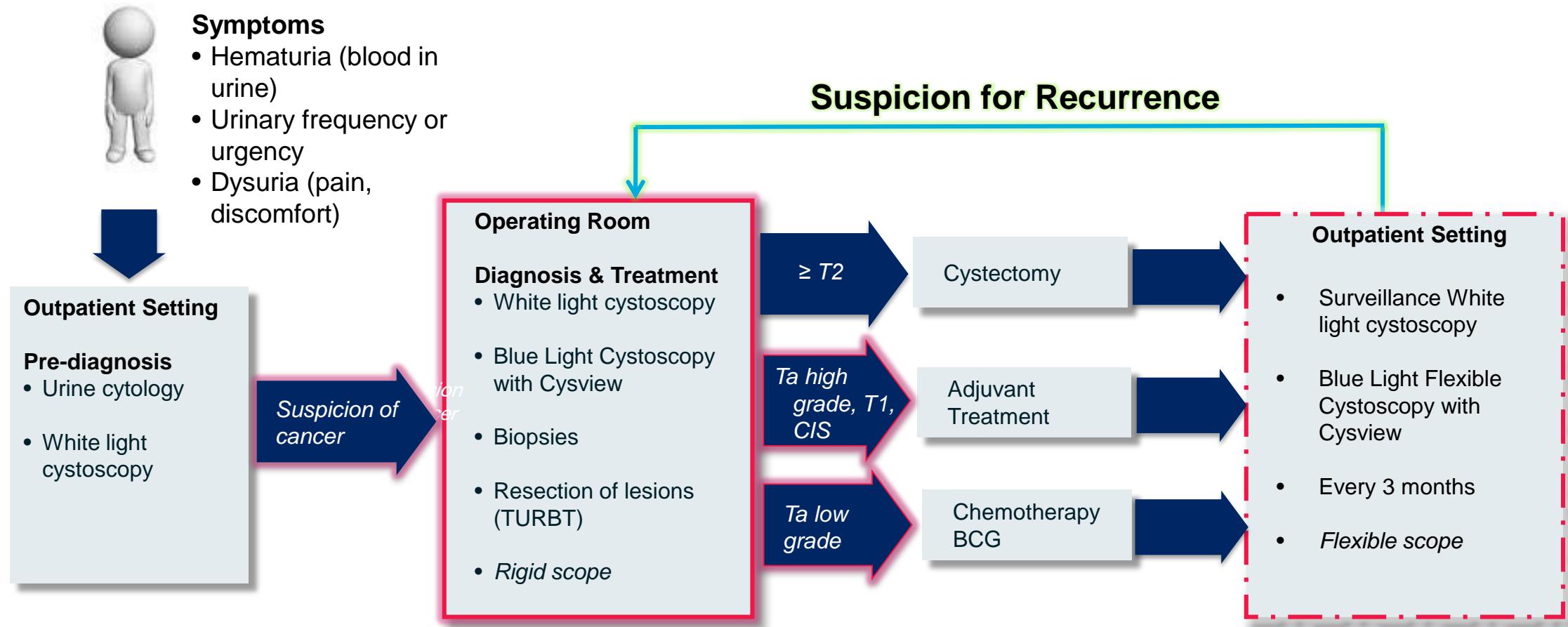
Regular ongoing surveillance required

- 10% – 30% progression rate
- Diagnosed patients recommended to have follow-up cystoscopies every 3 months during first 24 months of diagnosis

Initial treatment by the numbers

- ~ 565k surgical procedures (TURBTs⁴) annually US/EU
- ~ 2.2M cystoscopies for surveillance annually US/EU

BLADDER CANCER – THE PATIENT EXPERIENCE: SYMPTOMS, DIAGNOSIS, SURVEILLANCE & FOLLOW-UP



IMPROVING BLADDER CANCER MANAGEMENT

BLC with Hexvix (EU) / Cysview (US) for improved detection and management of bladder cancer

- Hexvix/Cysview is a colorless contrast solution that is used with a blue-light enabled cystoscope
- First approved drug-device procedure; launched in US in 2012
- Recommended use in 50-70% of TURBTs (bladder cancer resection procedures); included in numerous national / international clinical guidelines including AUA & EU Guidelines
- Improved tumor detection significantly reduces recurrence of bladder cancer after 9 and 12 months
- Resulting trend in reduction of progression to muscle invasive disease thereby reducing number of patients needing complete removal of bladder.
- Currently approved in operating room setting with rigid scope (US); approved for operating room and clinic / office setting in other markets

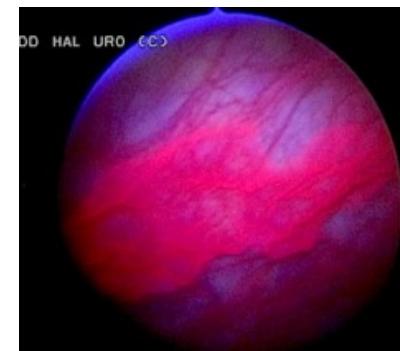
Utilizes the body's own biology to detect malignant cells

- Hexvix/Cysview contains precursors which are converted inside the cell to form an endogenous photoactive entity (PpIX)
- The solution is administered into the bladder directly and accumulates in cancerous cells, which then fluoresce red when blue-light is shone upon them

View of Bladder with use of WLC



Same view using BLC with Hexvix/Cysview



HEXVIX/CYSVIEW

A GLOBAL SPECIALTY BRAND

Increased Sales and Blue Light Cystoscopes

Sales revenues in 2016 increased YoY 11% to NOK 136M (\$16.2M). YTD Q3 revenue increase YoY 10% to NOK 110M (\$13.2M)

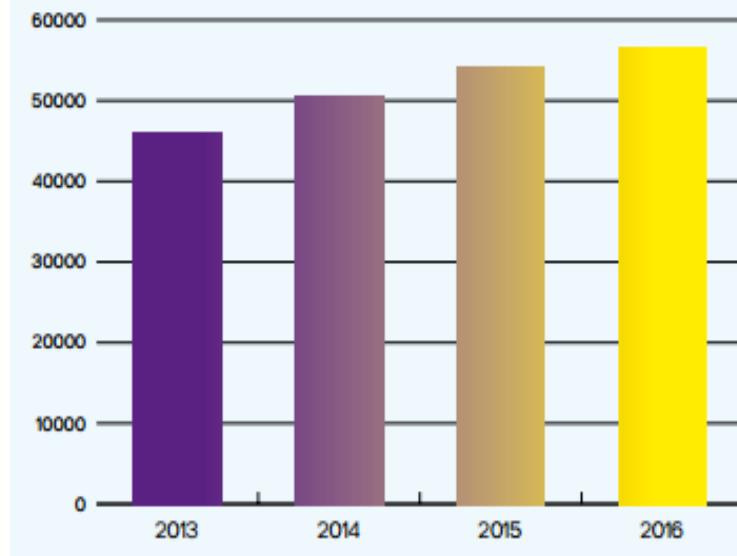
Sales revenues comprise:

- Own sales of Hexvix in the Nordic region
- Own sales of Cysview in the US
- Income from sales and royalties from license partners

In-market unit sales increased 4% YTD Q3. US increase 35%

Increased installed base of Blue Light Cystoscopes in US from 83 (YE 2016) to 96 (Q3)

In-Market Unit Sales



- Full year in-market unit sales increased 5% in 2016, driven by growth of 21% in US
- 2016 in-market sales totaled \$28.7M compared to \$26.6M in 2015

Cysview US

Driving Accelerated Growth



CYSVIEW US DRIVING ACCELERATED GROWTH

Build Market Awareness

- Educate surgeons and develop advocates
- Participate in clinical conferences
- Inclusion in AUA guidelines
- Promote awareness among patients

Grow Body of Clinical Evidence & Recommendation

- On-going, real world registry study with clinical data from more than 1,000 patients (multicenter) studying BLCC in operating room
- Largest NMIBC registry in the US
- Positive Phase 3 data from surveillance study presented at AUA 2017
- US Medicare reimbursement of an additional USD 1,000 per TURBT from 2018

Execute Sales Plan

- Expand sales teams, doubling headcount in 2017
- Concentration of top targets allows team to focus resources in key cities
- Sales execution focused on driving results

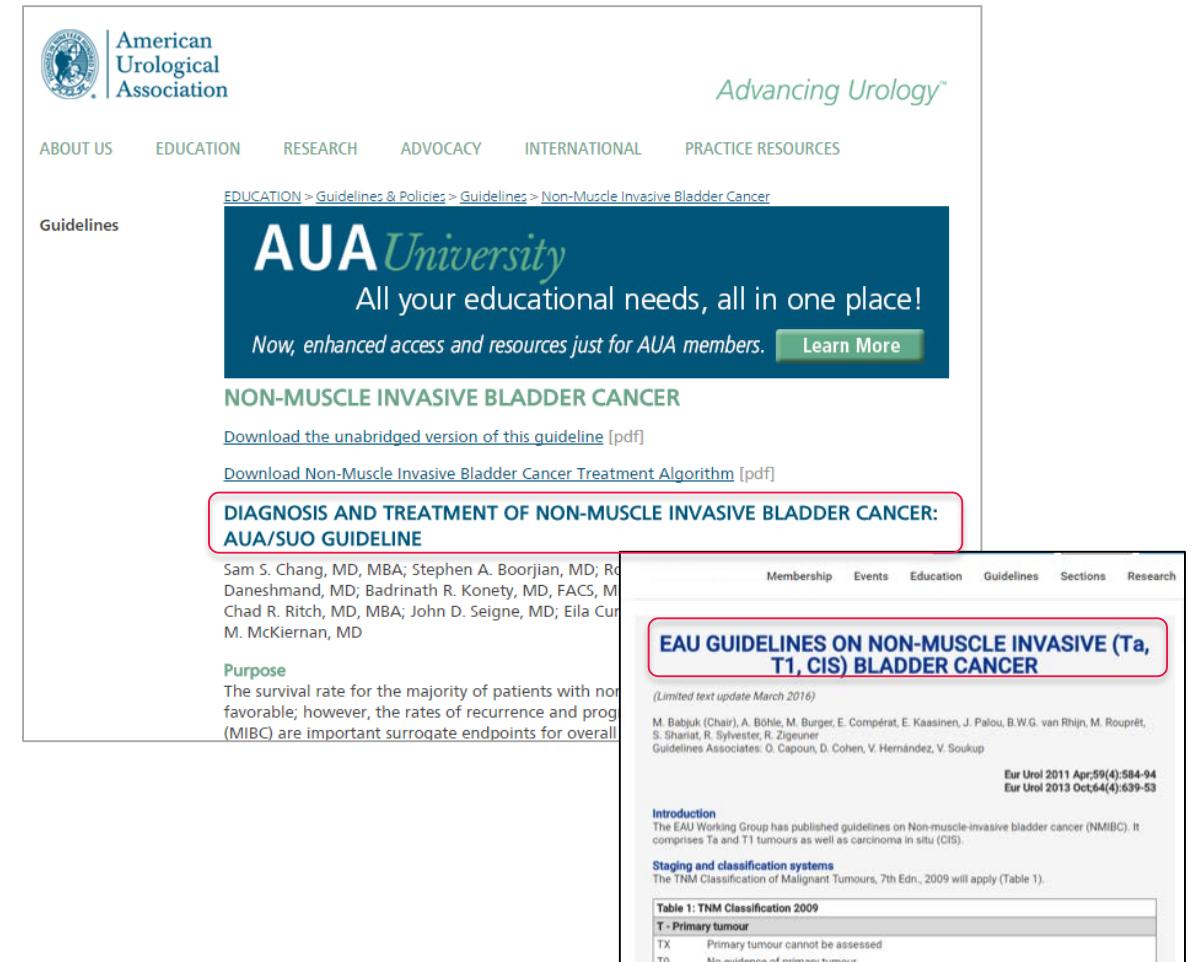
Expand Product Pipeline & Market Opportunity

- Introduction of the BLFC - diagnostic & surveillance market
- ~1.4 million cystoscopies performed in US per year
- For label extension in three significant areas (use in combination with flexible scope, repeated use & increased detection of carcinoma in situ)
- Filed sNDA with FDA in August 2017. Accepted for priority review with expected decision H1 2018

BUILDING AWARENESS: INCLUSION IN NATIONAL GUIDELINES

Transforming Clinical Practice

- US Guidelines: Use of Blue Light Cystoscopy with Hexvix/Cysview receives *highest level of recommendation* in the new AUA/SUO bladder cancer guideline
 - Recommended based on the large body of evidence supporting both increased detection and reduced recurrence of non-muscle invasive bladder cancer
- Included in European and National Guidelines in several EU countries
 - Strong recommendation recently received within French National Guidelines for Blue Light Cystoscopy with Hexvix
 - EAU altered guidelines to include the use of Hexvix as a preferential diagnosis procedure
 - NICE recommended the use of cystoscopies and that photodynamic diagnosis should be offered to patients
- Recommended use in 50-70% of TURBT procedures¹



The screenshot shows the AUA website with the following visible content:

- American Urological Association** logo and tagline *Advancing Urology™*
- Navigation menu: ABOUT US, EDUCATION, RESEARCH, ADVOCACY, INTERNATIONAL, PRACTICE RESOURCES
- Current page: EDUCATION > Guidelines & Policies > Guidelines > Non-Muscle Invasive Bladder Cancer
- AUA University** section: "All your educational needs, all in one place! Now, enhanced access and resources just for AUA members. [Learn More](#)
- NON-MUSCLE INVASIVE BLADDER CANCER**
 - [Download the unabridged version of this guideline \[pdf\]](#)
 - [Download Non-Muscle Invasive Bladder Cancer Treatment Algorithm \[pdf\]](#)
- DIAGNOSIS AND TREATMENT OF NON-MUSCLE INVASIVE BLADDER CANCER: AUA/SUO GUIDELINE**
 - Authors: Sam S. Chang, MD, MBA; Stephen A. Boorjian, MD; Robert Daneshmand, MD; Badrinath R. Konety, MD, FACS, MSc; Chad R. Ritch, MD, MBA; John D. Seigne, MD; Eila Curran McKiernan, MD
 - Purpose**: The survival rate for the majority of patients with non-muscle invasive bladder cancer is favorable; however, the rates of recurrence and progression (MIBC) are important surrogate endpoints for overall survival.
- EAU GUIDELINES ON NON-MUSCLE INVASIVE (Ta, T1, CIS) BLADDER CANCER**
 - (Limited text update March 2016)
 - Authors: M. Babjuk (Chair), A. Böhle, M. Burger, E. Compérat, E. Kaasinen, J. Palou, B.W.G. van Rhijn, M. Rouprêt, S. Sharari, R. Sylvester, R. Zigeuner
 - Guidelines Associates: O. Capoun, D. Cohen, V. Hernández, V. Soukup
 - Eur Urol 2011 Apr;59(4):584-94
Eur Urol 2013 Oct;64(4):639-53
- Introduction**: The EAU Working Group has published guidelines on Non-muscle-invasive bladder cancer (NMIBC). It comprises Ta and T1 tumours as well as carcinoma in situ (CIS).
- Staging and classification systems**: The TNM Classification of Malignant Tumours, 7th Edn., 2009 will apply (Table 1).
- Table 1: TNM Classification 2009**

T - Primary tumour	
TX	Primary tumour cannot be assessed
T0	No evidence of primary tumour

1) Babjuk et al., Guidelines on non-muscle-invasive bladder cancer (Ta, T1 and CIS). EAU, 2014.

GROW BODY OF CLINICAL EVIDENCE: INCREASING EXPOSURE IN MEDICAL COMMUNITY

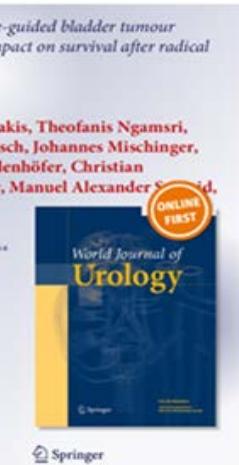
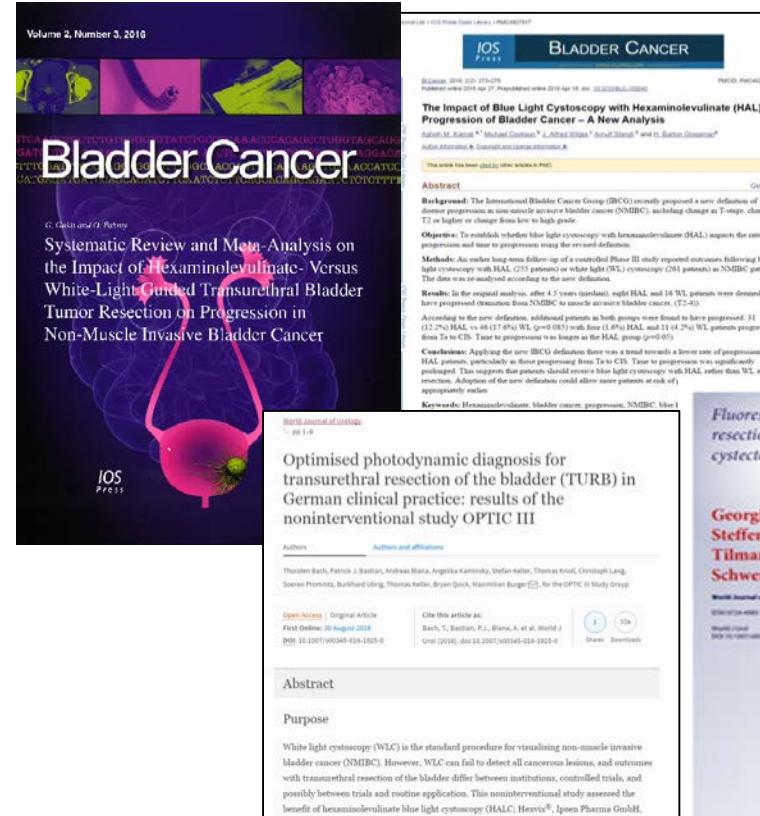
Increased Exposure to Urologists

Continued Positive Data Flow Fuels Forward Momentum

- New publications in *Bladder Cancer* show Blue Light Cystoscopy (BLC) with Hexvix/Cysview significantly improves long term outcomes
 - **Significantly prolongs time to progression of bladder cancer (Kamat et al, April)**
 - Significantly reduces progression of bladder cancer (Gakis et al, August)
- Publication in *The Journal of Urology* shows BLC with Hexvix/Cysview has no increase in adverse events when a one-off procedure to compared to repeats
- A «Real-life experience» study performed at single center in UK enrolled 808 bladder cancer patients published in *World Journal of Urology*
 - ***BLC with Hexvix showed reduced disease recurrence rate at 3 years compared to standard WLC resection (39.0% vs 53.3%; p=0.02)***
- New study in *World Journal of Urology* shows that BLC with Hexvix/Cysview significantly improves detection of NMIBC

On-going real world registry study provides clinical evidence

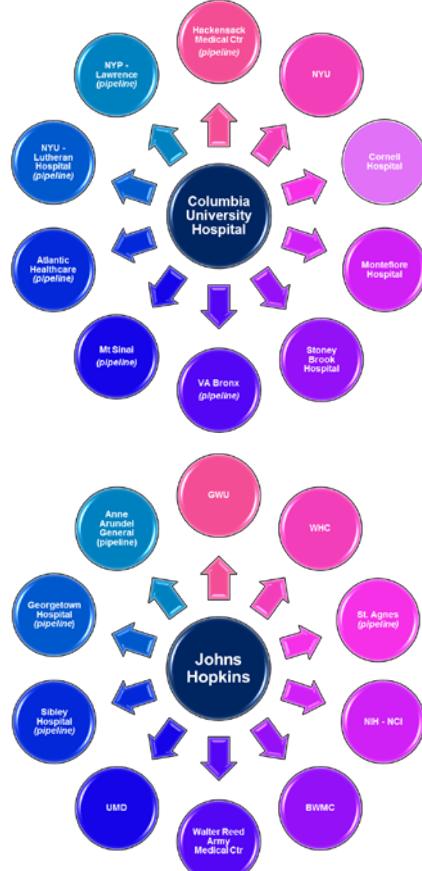
- Data from more than 1,000 patients in the US
- US Bladder Cancer Registry Study including results from 533 patients on 641 BLC with Cysview procedures were presented at the recent International Congress of Urology (SIU)



EXECUTE SALES PLAN: MAXIMIZING SALES EFFICIENCY TARGETING TOP 25 MARKETS

Top 25 markets – TURBT rank		Example anchor accounts	Comments
Metropolitan statistical area	Totals (inpatient & outpatient TURBT procedures*): Total		
New York, Newark, Jersey	21,284		
Chicago, Naperville, Elgin	9,649		
Philadelphia, Camden, Wilmington	6,256		
Los Angeles, Long Beach, Anaheim	5,994		
Miami, Fort Lauderdale, West Palm Beach	5,436		
Tampa, St. Petersburg, Clearwater	5,010		
Boston, Cambridge, Newton	4,768		
Detroit, Warren, Dearborn	4,054		
Phoenix, Mesa, Scottsdale	3,998		
Baltimore, Columbia, Towson	2,862		
Houston, The Woodlands, Sugar Land	2,763		
Washington, Arlington, Alexandria	2,700		
St. Louis	2,535		
Orlando, Kissimmee, Sanford	2,339		
Atlanta, Sandy Springs, Roswell	2,136		
Dallas, Fort Worth, Arlington	2,076		
Cleveland, Elyria	1,937		
Cincinnati	1,923		
Cape Coral, Fort Myers	1,712		
Pittsburgh	1,685		
North Port, Sarasota, Bradenton	1,672		
Jacksonville	1,671		
Providence, Warwick	1,613		
Minneapolis, St. Paul, Bloomington	1,544		
Nashville, Davidson, Murfreesboro, Franklin	1,535		

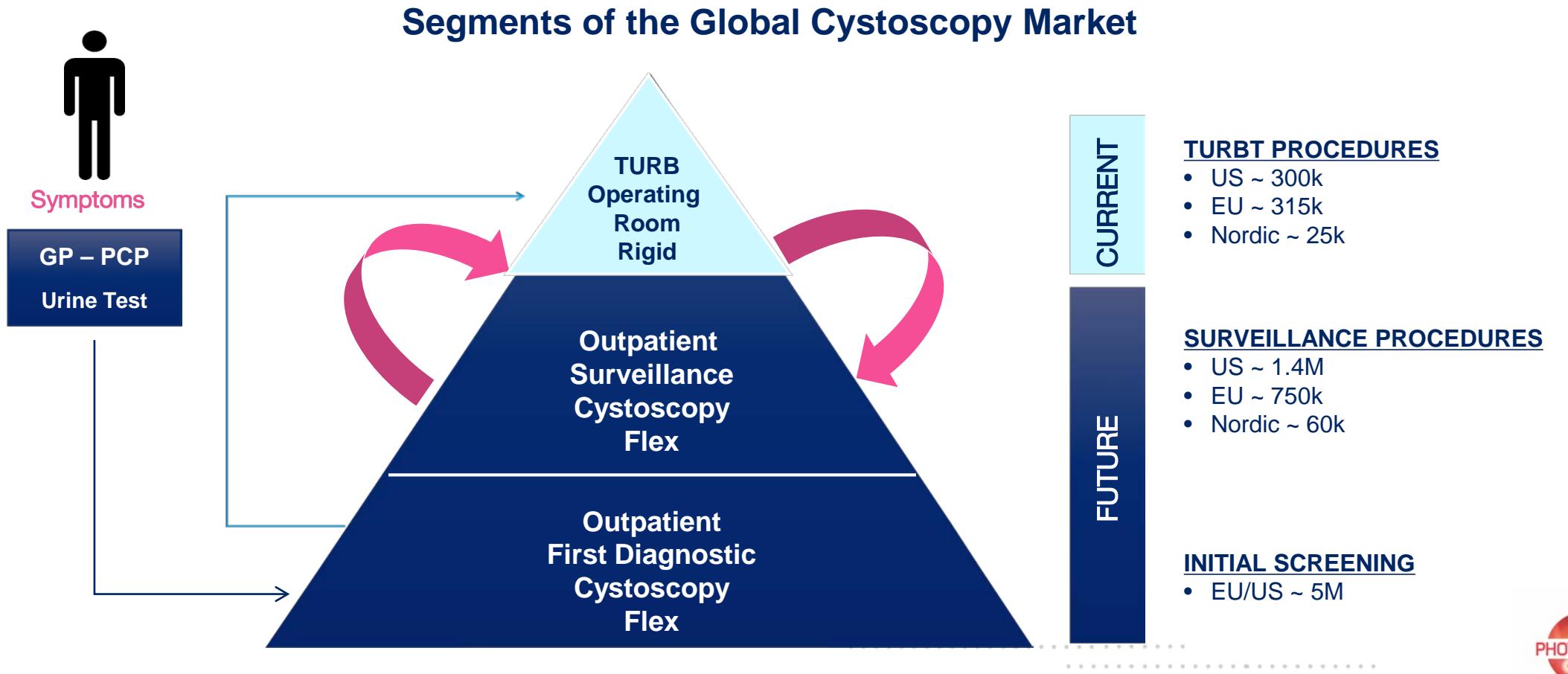
Example anchor accounts



- Focus efforts to establish and build Cysview business in top 25 TURBT markets
- 400 major hospitals represents ~40% of total US TURBT market
- Establish well known academic hospitals as anchor and referral accounts
- Expand by targeting and establishing new accounts in reachable proximity to the anchor accounts
- Utilize marketing and sales resources in a focused and efficient way

EXPANSION INTO LARGER SEGMENTS: MARKET OPPORTUNITY IN THE SURVEILLANCE SEGMENT

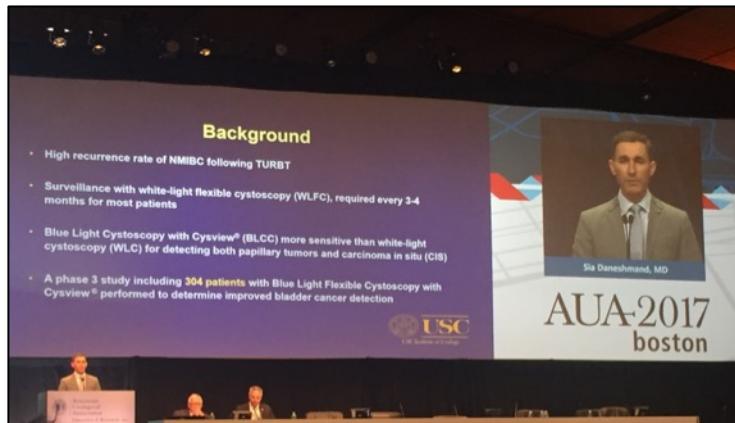
- Expansion with Blue Light Flexible Cystoscopy with Cysview
- For office settings (surveillance and first diagnostic) that utilize flexible cystoscopes



EXPANSION INTO LARGER SEGMENTS: PHASE 3 CLINICAL TRIAL RESULTS REPORTED AT AUA 2017

Overview

- Compare use of **Blue Light Cystoscopy with Cysview and white light** using the blue light enabled Flexible cystoscope device (KARL STORZ)
- 100mg of Cysview as intravesical solution instilled in the bladder, with 1 hour wait prior to Cystoscopy



Endpoints

- **Primary endpoint** - the rate at which malignancy is detected with Cysview compared to white light using flexible scopes
- **Secondary endpoint (1)** - proportion of patients with adverse events from the procedure after repeated administration
- **Secondary endpoint (2)** - # of patients with one or more CIS (Carcinoma in situ; flat, aggressive lesions) lesions that are detected with Cysview when white light detects none

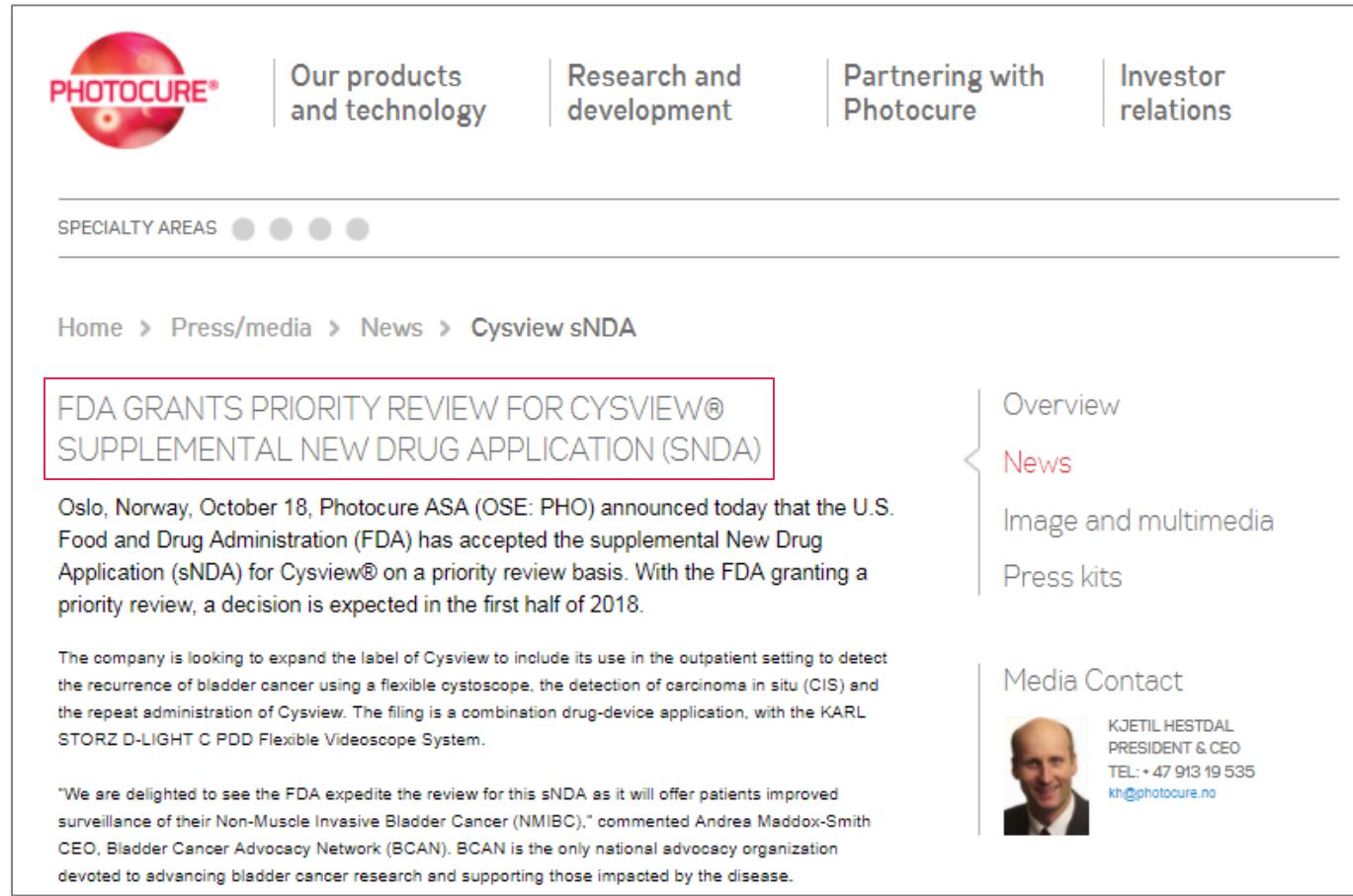
Conclusion

- **BLFCC** significantly **improves the detection** of patients with recurrence of bladder cancer (**20.6%, p<0.0001**)
- **BLCC** significantly **improves the detection of patients who recurred with CIS** (**34.6%, p<0.0001**)
- Repeat use of BLCC improves tumor detection in **46.2%** of the patients and is **safe**
- **Patients** found it **worthwhile** to undergo BLFCC (**92.7%**) and BLCC (**87.0%**) and would recommend it to others

BLFCC should be used for patients in surveillance of their bladder cancer recurrence and for management in the operating room



EXPANSION INTO LARGER SEGMENTS: SUPPLEMENTAL NEW DRUG APPLICATION – PRIORITY REVIEW



The screenshot shows the Photocure website. The header includes the company logo, navigation links for 'Our products and technology', 'Research and development', 'Partnering with Photocure', and 'Investor relations', and a 'SPECIALTY AREAS' section with five circular icons. The main content area displays a news article with a red header box: 'FDA GRANTS PRIORITY REVIEW FOR CYSVIEW® SUPPLEMENTAL NEW DRUG APPLICATION (sNDA)'. The article text discusses the FDA's acceptance of the sNDA for Cysview®. Below the article, a quote from Andrea Maddox-Smith, CEO of BCAN, is provided. A sidebar on the right lists 'Overview', 'News' (which is highlighted in red), 'Image and multimedia', 'Press kits', and 'Media Contact' (with a photo and contact details for Kjetil Hestdal).

FDA GRANTS PRIORITY REVIEW FOR CYSVIEW® SUPPLEMENTAL NEW DRUG APPLICATION (sNDA)

Oslo, Norway, October 18, Photocure ASA (OSE: PHO) announced today that the U.S. Food and Drug Administration (FDA) has accepted the supplemental New Drug Application (sNDA) for Cysview® on a priority review basis. With the FDA granting a priority review, a decision is expected in the first half of 2018.

The company is looking to expand the label of Cysview to include its use in the outpatient setting to detect the recurrence of bladder cancer using a flexible cystoscope, the detection of carcinoma in situ (CIS) and the repeat administration of Cysview. The filing is a combination drug-device application, with the KARL STORZ D-LIGHT C PDD Flexible Videoscope System.

"We are delighted to see the FDA expedite the review for this sNDA as it will offer patients improved surveillance of their Non-Muscle Invasive Bladder Cancer (NMIBC)," commented Andrea Maddox-Smith CEO, Bladder Cancer Advocacy Network (BCAN). BCAN is the only national advocacy organization devoted to advancing bladder cancer research and supporting those impacted by the disease.

- Expanded indications to include combination of Cysview with KARL STORZ Flexible Videoscope System in addition to current Rigid Scope System targeting surveillance cystoscopies of patients diagnosed NMIBC
 - *Of the total 1.4 million cystoscopies performed in the US each year approximately 600 000 estimated to be performed in surveillance of patients with high and medium risk NMIBC*
- The sNDA will also expand the indication in the current rigid setting (TURBT) by obtaining expanded indication to involve improved detection of CIS¹ in bladder cancer patients as well as repeated use of Cysview

US MEDICARE REIMBURSEMENT OF AN ADDITIONAL USD 1,000 PER TURBT FROM 2018*

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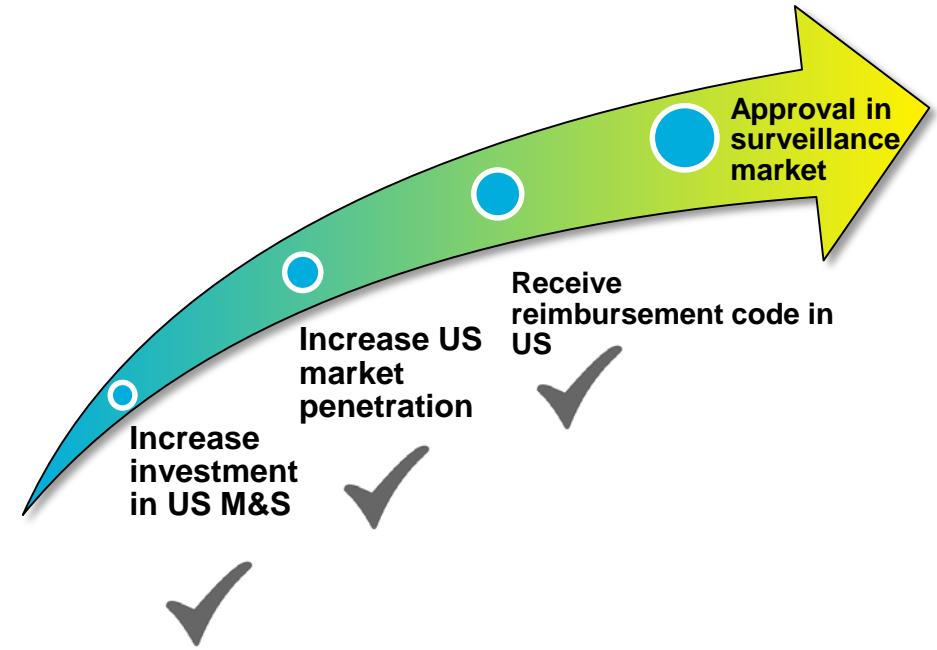
	Medicare (~55% of TURBT)	Private payer (~45% of TURBT)
Cystoscopy	<ul style="list-style-type: none"> Procedure fee for cystoscopy Cysview paid at ASP** +6% No change from 2017 	<ul style="list-style-type: none"> Procedure fee for cystoscopy Cysview paid at contracted rate (ASP** +6 to 15%) No change from 2017
TURBT	<ul style="list-style-type: none"> Hospital Outpatient Depts. will receive an additional \$1,000 to cover the complexity of using Cysview and Blue Light Cystoscopy procedure for the following codes: 52204, 52214 & 52224 Bundled into ambulatory payment classification (APC – varies by TURBT type)¹ for the higher procedure codes of 52234, 52235 and 52240 	<ul style="list-style-type: none"> Procedure fee for TURBT – varies by type Cysview paid at (Average Selling Price -ASP +6 to 15%) No change from 2017

New Medicare reimbursement accounts for ~50% of TURBT Medicare market

CYSVIEW US CONTINUED STRONG MOMENTUM

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- Photocure own sales revenue in the US in 3Q increased 45% YoY
 - Driven by YoY in-market volume growth of 39% in third quarter
 - 6th quarter with QoQ sales revenue growth in the US, despite seasonality
- Permanent Blue Light Cystoscope placements of 96 at the end of quarter, increase of 13 since end of 2016
- US strategic investment plan is on track and we have doubled our sales organization, increased medical headcount and targeted marketing investments



Maximizing the US Cysview opportunity is essential to Photocure's strategy to create a Specialty Pharmaceutical Company in Urology

Non-Urology Pipeline



CEVIRA & VISONAC PHASE 3 READY PRODUCTS WITH SIGNIFICANT SALES POTENTIAL

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- Cevira - Breakthrough single use and fully integrated drug-device technology to satisfy high need for novel non-surgical therapies to treat global epidemic of HPV/HSIL populations
- Visonac – Novel topical non-antibiotic/non-isotretinoin treatment to satisfy high unmet medical need among patients with inflammatory, severe acne (IGA 4)
- Cevira and Visonac both phase 3 ready with Special Protocol Agreement on phase 3 program with FDA
- Cevira and Visonac both addressing large patient populations with significant unmet medical needs
- After a non-conclusive comprehensive partnering process, PHO continues to review of possible strategic alternatives for Cevira and Visonac

RESEARCH ajog.org

GYNECOLOGY

A randomized study of hexaminolevulinate photodynamic therapy in patients with cervical intraepithelial neoplasia 1/2

Peter Hillemanne, MD; Priscilla Garcia, MD; MPH; Karl Ulrich Perner, MD; Vladimír Drnovík, MD; Olof Sandberg, MD; Olof-Erik Ivansson, MD; Mark H. Einerson, MD; MPH

OBJECTIVE: The objective of the study was to investigate the efficacy and safety of hexaminolevulinate (HAL) photodynamic therapy (PDT) as a treatment for women with cervical intraepithelial neoplasia (CIN) 1/2 to reduce the appropriate population and endpoints for a phase 3 program.

STUDY DESIGN: This was a double-blind, randomized, placebo-controlled, prospective study that included a total of 202 women

Drug Evaluation

EXPERT OPINION

Topical hexaminolevulinate photodynamic therapy for the treatment of persistent human papilloma virus infections and cervical intraepithelial neoplasia

Peter Hillemanne^a, Mark H. Einerson & Olof-Erik Ivansson^b
^aHelsingor Medical School, Department of Obstetrics and Gynecology, Helsingør, Denmark



Financials

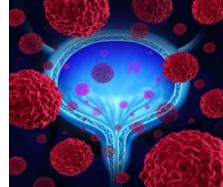


KEY FINANCIALS – YTD Q3 2017

Income Statement - Segments			
MUSD	YTD '17	YTD '16	Change
<u>Commercial Franchise</u>			
Nordic revenues	3.7	3.5	4 %
US revenues	3.9	2.7	46 %
Partner revenues	5.7	5.6	0 %
Hexvix / Cysview	13.2	11.8	12 %
Signing fee & milestones	0.2	0.7	-72 %
Total revenues	13.4	12.6	7 %
EBITDA recurring	1.1	2.3	
<u>Development Portfolio</u>			
EBITDA recurring	-3.3	-3.2	
<u>Total</u>			
EBITDA recurring	-2.2	-0.9	
One-Off items	-0.5	0.0	
EBITDA	-2.7	-0.9	

- YTD Q3 Hexvix/Cysview revenues driven by US
 - US sales +46%. Installed base of BLC at 96 (YE 2016: 83)
 - Nordic revenues improved from a slow start of the year. 4% increase YTD and 8% in Q3. Previous sales decline was due to temporary loss of procedures relating to reorganization of clinics in Denmark, and FX
 - Revenues from Partner at level with last year. Sales growth in Germany and Austria offset by declines in other countries
 - Blue Light Flexible Cystoscopy gaining foothold in Nordic regions
 - Operating expenses increased due to investments in US market and preparation for expansion into surveillance segment
 - Ending cash balance Q3: USD 15.4M

PHOTOCURE – INVESTMENT HIGHLIGHTS



Commercial-stage company focused on Urology



Value building opportunities anticipated in next 12 – 24 months

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 - Improved detection, reduced disease recurrence and progression rates with cost benefits
 - ~USD 30M global in market sales (LTM); EBITDA ~USD 2.4 million (LTM)
- **Specialist commercial and medical team established in US and Nordic region**
 - Partners in other high value territories: Ipsen (EU), Juno Pharmaceuticals (Australia/New Zealand), BioSyent Pharma (Canada)
- **Large untapped potential for Hexvix/Cysview in existing and new market segments/territories**
 - New positive clinical data in Flex scope/surveillance use with potential label extension in the US
 - New positive reimbursement landscape in US market
- **Exploring expansion of Urology portfolio to leverage commercial infrastructure**