



December 2023

# Corporate Presentation

**World leader** in the development and commercialization of **anticancer drugs of marine origin**



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# Corporate Overview

## Global Fully Integrated Commercial Stage Biotech

Developing marine-inspired oncology drugs

## Revenue Generating & Profitable

Revenues in 2022 **€196.3m**

EBITDA 2022 **€51.4m**

Cash 3Q2023 **€185.5m**

Market cap **~ €730mn<sup>1</sup>**



(1) As of 30<sup>th</sup> November 2023



## 3 Approved Oncology Products



Established European oncology sales force

## Discovery Platform Strengthening Oncology Pipeline

Diversified pipeline with late and early stage assets

# The Plan for growth

Continue delivering value to shareholders

## Lurbinectedin development

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- ✦ Phase 3 trials with lurbinectedin in SCLC for EU approval and confirmatory US
- ✦ Phase 3 trial with lurbinectedin in other indications
- ✦ Potential lurbinectedin approvals in other countries

## Other drugs development

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- ✦ 1 Phase 2 trial for ecubectedin enrolling
- ✦ PM534 in PoC Phase I
- ✦ PM54 in PoC Phase I

## Corporate development

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- ✦ Looking for in-licensing products to market
- ✦ Profitable with robust cash position

# Zepzelca: Transformative for PharmaMar

## License agreement in the US/Canada



**\$200m**  
received upfront

**\$100m**  
received approval






**\$25m**  
received commercial  
milestone

**Potential up to  
\$675m**  
in regulatory and  
commercial milestones



- ◆ High teens to **30% Royalties** on US/Canada sales
- ◆ Phase 3 in 1L maintenance ES-SCLC in combination with Tecentriq® in collaboration with Roche. **Top-line PFS readout expected end of 2024 / early 2025.**

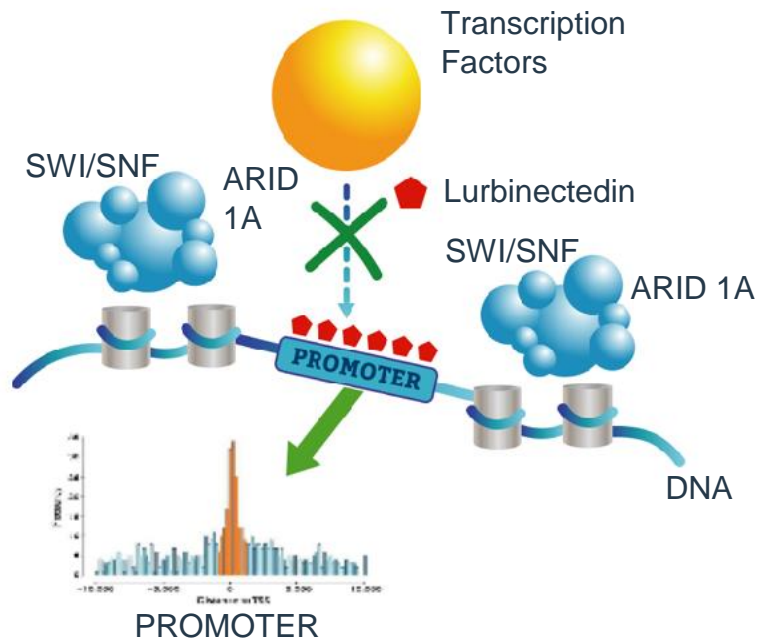
# Pipeline – Expanding our Expertise in Oncology

				Phase 1	Phase 2	Phase 3	Market
 Yondelis (trabectedin)	Soft tissue sarcoma	2 <sup>nd</sup> /3 <sup>rd</sup> line	Monotherapy	▶			
	Ovarian cancer	2 <sup>nd</sup> /3 <sup>rd</sup> line	+ PLD (pegylated liposomal doxorubicin)	▶			
 Aplidin <sup>®</sup> plitidepsin	R/R Multiple Myeloma <sup>1</sup>	3 <sup>rd</sup> /4 <sup>th</sup> line	+ dexamethasone	▶			
	Small cell lung cancer	2 <sup>nd</sup> line US	Monotherapy	▶			
 ZEPZELCA (lurbinectedin)	Small cell lung cancer	Maintenance	+/- atezolizumab	▶			 
	Small cell lung cancer	2 <sup>nd</sup> line	Lurbi vs. lurbi+ irinotecan vs. topotecan or irinotecan	▶ <b>LAGOON</b>			
	Leiomyosarcoma	1 <sup>st</sup> line	+ doxorubicin (Phase IIb/III)	▶			
	Small cell lung cancer	2 <sup>nd</sup> line	+ irinotecan	▶			
	Small cell lung cancer Combo <sup>2</sup>	2 <sup>nd</sup> line	+ atezolizumab	▶			
Ecubectedin (PM14)	Solid tumors (basket trial)		Monotherapy	▶			
	Soft tissue sarcoma <sup>2</sup>		Combination radiation	▶			
	Prostate cancer		Monotherapy	▶			
	Solid tumors		Combination trials	▶			
PM534	Solid tumors		Monotherapy	▶			
PM54	Solid tumors		Monotherapy	▶			

# Zepzelca – A Transcription Inhibitor Leading to Tumour Inhibition

## Primary Effect

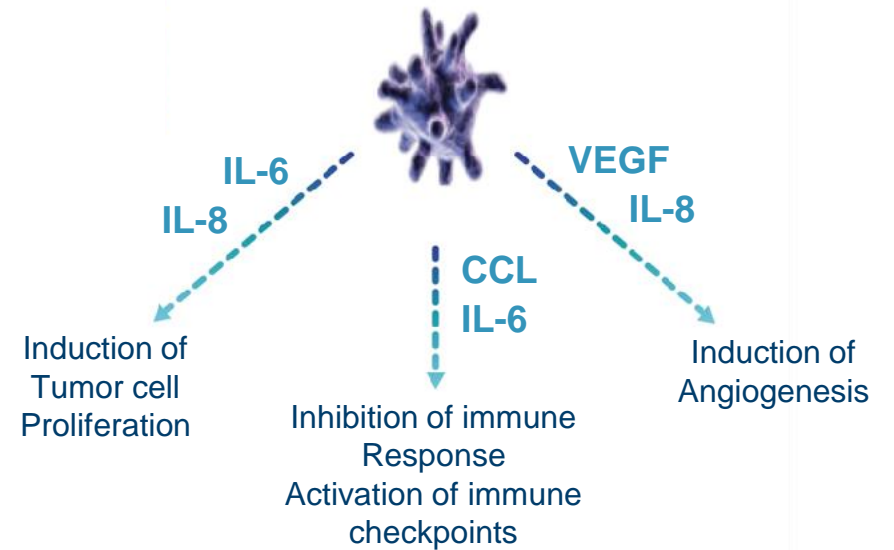
Cancer is frequently a transcriptional disease caused by deregulated oncogenic transcription factors



## Secondary Effect

Marked effect on the tumour microenvironment by inhibiting the transcription and secretion of tumour-growth promoting cytokines by Tumour Associated Macrophages (TAMs)<sup>1</sup>

Selectively inhibits active transcription of protein-coding genes through binding to promoters and irreversibly stalling elongating RNA polymerase II on the DNA template, thereby leading to double-stranded DNA breaks and apoptosis



1. Dumoulin *et al*, 2022, *Eu J of Cancer* 172; 357-366



**ZEPZELCA**  
(lurbinectedin)

1<sup>st</sup> FDA approved drug in over **24 years**  
for Relapsed Small Cell Lung Cancer  
(SCLC)

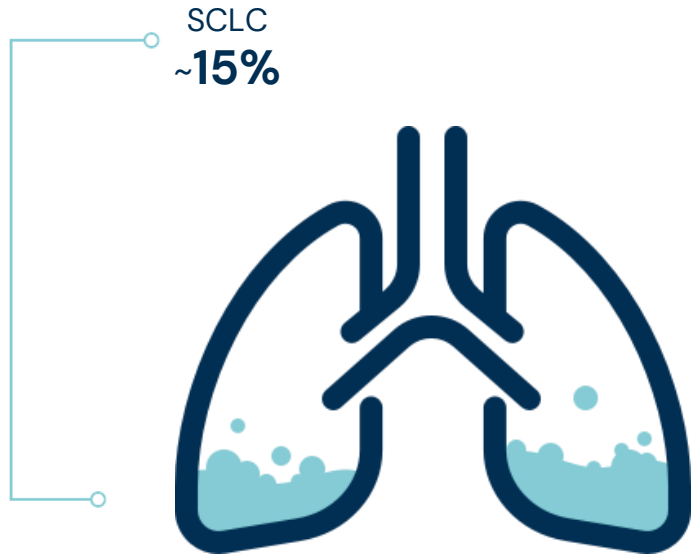
**Standard of Care** in 2L SCLC in the US



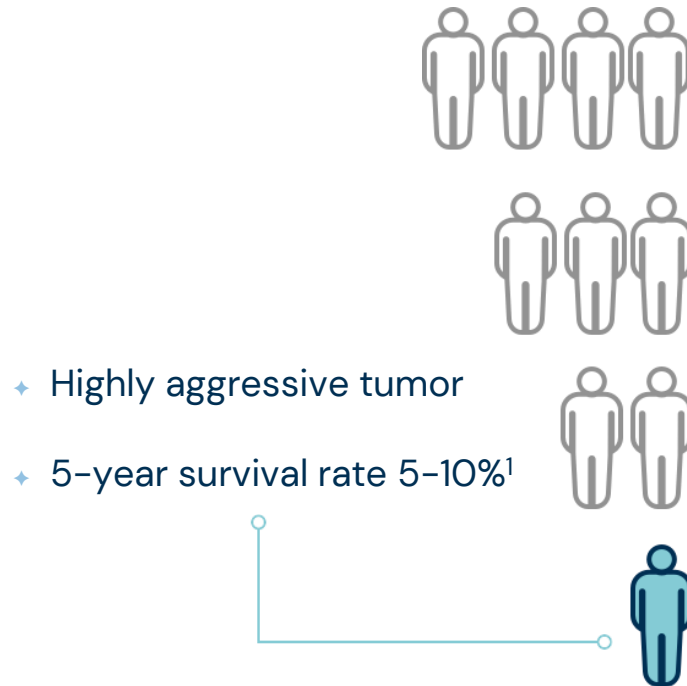
# Small Cell Lung Cancer (SCLC)

A high unmet medical need

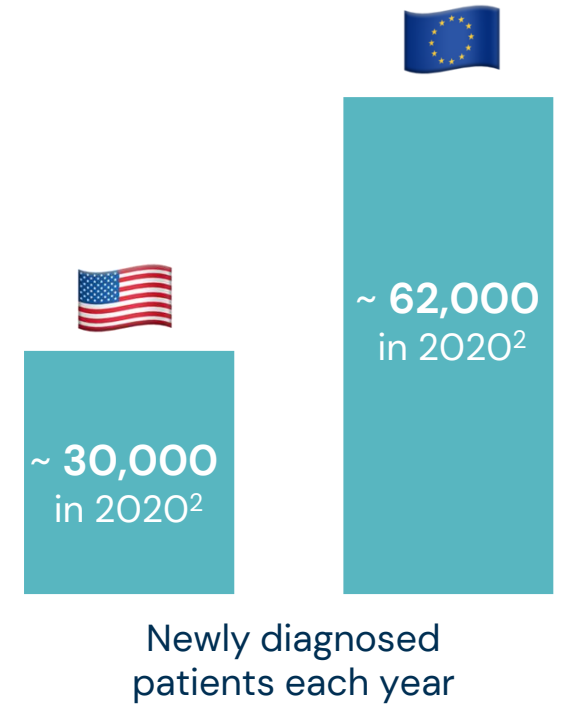
## Among all Lung Cancers



## Low survival rate at 5 years

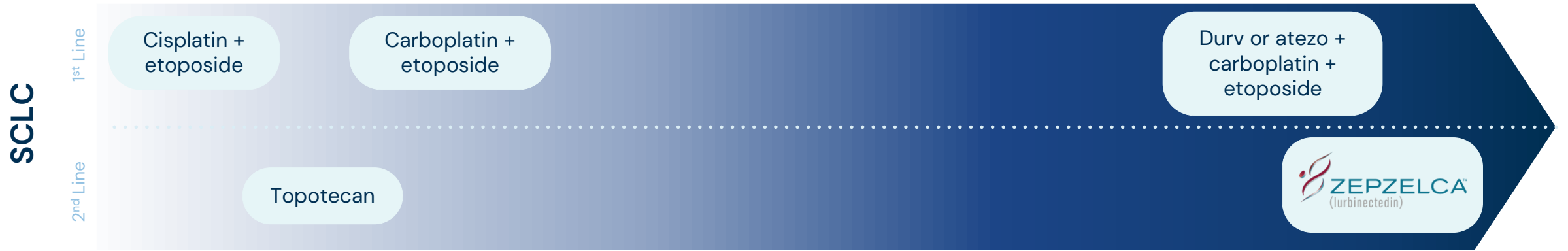


## Limited treatment options in both the US and Europe



# Small Cell Lung Cancer (SCLC)

Development lagging behind NSCLC; FDA approvals



Pre - 1993 1996 ← **24 years** → 2020



# Zepzelca (lurbinectedin) – The SCLC Treatment Paradigm

Strong positioning opportunity



	1 <sup>st</sup> Line	Maintenance	2 <sup>nd</sup> Line	3 <sup>rd</sup> Line		1 <sup>st</sup> Line	2 <sup>nd</sup> Line	3 <sup>rd</sup> Line
FDA Approved	<ul style="list-style-type: none"> <li>Platinum/etoposide +</li> <li>Atezolizumab or durvalumab</li> </ul>		<ul style="list-style-type: none"> <li><b>Zepzelca</b></li> <li>Topotecan (sensitive)</li> </ul>		EMA Approved	<ul style="list-style-type: none"> <li>Platinum/etoposide +</li> <li>Atezolizumab or durvalumab</li> </ul>	<ul style="list-style-type: none"> <li>Topotecan</li> </ul>	
			Subsequent Therapy				Subsequent Therapy	
NCCN Guidelines <sup>1</sup>			CTFI > 6m <ul style="list-style-type: none"> <li>Re-challenge</li> <li>Irinotecan</li> </ul>	<ul style="list-style-type: none"> <li>CTFI &lt; 6m</li> <li>Irinotecan</li> <li>Re-challenge</li> <li>Nivo/pembro</li> <li>Taxane</li> <li>Temozolomide</li> <li>CAV</li> <li>Gemcitabine</li> </ul>	ESMO Guidelines <sup>2</sup>		<ul style="list-style-type: none"> <li><b>Lurbinectedin</b></li> <li>CAV<sup>3</sup></li> <li>Re-challenge</li> </ul>	
	1 <sup>st</sup> Line Maintenance					2 <sup>nd</sup> Line		3 <sup>rd</sup> Line
Phase 3 Trials	Zepzelca + atezolizumab <sup>4</sup>					LAGOON <sup>5</sup> Tartalamab		

1. NCCN guidelines v1.2024

2. ESMO guidelines Apr 13 2021

3. CAV: cyclophosphamide, adriamycin and vincristine

4. <https://clinicaltrials.gov/ct2/show/NCT05091567>

5. <https://clinicaltrials.gov/ct2/show/NCT05153239>

# Zepzelca Already Treatment of Choice in 2L SCLC

Zepzelca Demonstrated Efficacy in Sensitive and Resistant Small Cell Lung Cancer patients



In relapsed SCLC as monotherapy under accelerated approval based on Phase 2 monotherapy data<sup>1</sup>

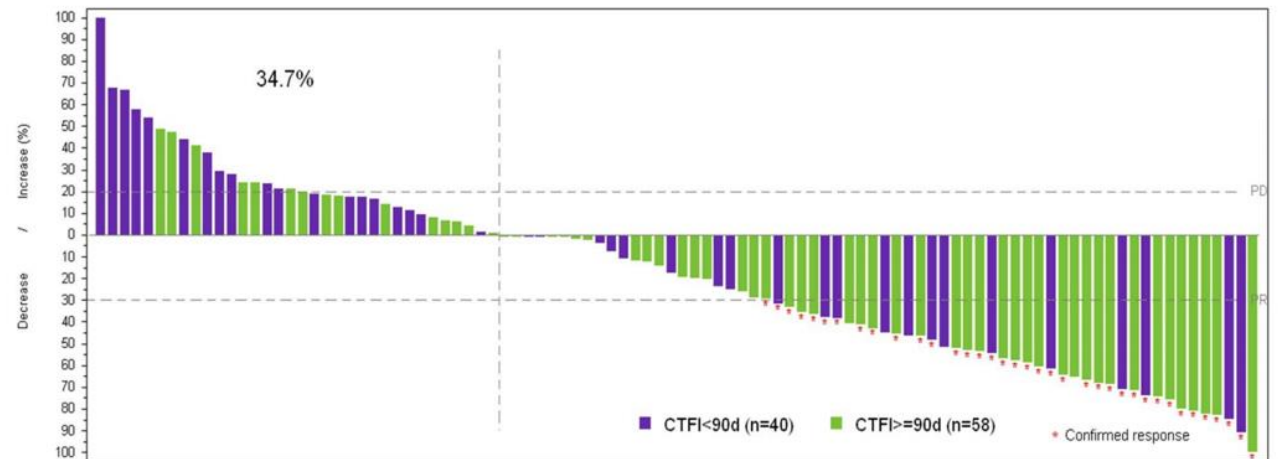
	Overall (n=105)	Resistant CTFI < 90 days (n=45)	Sensitive CTFI ≥ 90 days (n=60)
ORR (confirmed responses), median (95% c.i.)*	35.2% (26.2–45.2)	22.2% (11.2–37.1)	45.0% (32.1–58.4)
Duration of response (months), median (95% c.i.)	5.3 (4.1–6.4)	4.7 (2.6–5.6)	6.2 (3.5–7.3)
Disease Control Rate %**, (95% c.i.)	68.6 (58.8–77.3)		

\* Tumour assessments performed every 2 cycles until cycle 6 and every 3 cycles thereafter

\*\* Disease Control Rate: Response or SD

CTFI – Cancer Therapy-Free Interval

Decrease in tumor size in **65%** patients<sup>2</sup>



1. Trigo J. et V. Subbiah *et al* - Lurbinectedin as second-line treatment for patients with small-cell lung cancer: a single-arm, open-label, phase 2 basket trial; Lancet Oncology 2020
2. Adapted from Luis Paz-Ares Presentation – ASCO 2019

# Zepzelca Already Treatment of Choice in 2L SCLC

Low rate of AEs and manageable hematological safety profile despite low use of G-CSF <sup>1,2</sup>

## Safety: Related or Unknown Adverse Events

Overall (n=105)	n (%)
AEs	89 (84.8)
- Grade ≥3	36 (34.3)
SAEs	11 (10.5)
AEs leading to death	0 (0.0)
AEs leading to treatment discontinuation	2 (1.9)
Dose delays treatment related	21 (22.1*)
Dose reductions #	25 (26.3*)
G-CSF	23 (21.9)
Transfusions (red blood cells and/or platelets)	10 (9.5)

\* Per protocol: dose had to be reduced in case of grade 4 neutropenia

# Based on 95 patients who received ≥2 cycles of treatment

## Treatment Related (or Unknown) Adverse Events (AEs) (>5% or Gr 3-4)

	Overall (n=105)	Gr 1-2 n (%)	Gr 3-4 n (%)
Hematological AEs *	Neutropenia	6 (5.7)	24 (22.9)
	Anemia	2 (1.9)	7 (6.7)
	Thrombocytopenia	2 (1.9)	5 (4.8)
Non-Hematological AEs	Febrile neutropenia	-	5 (4.8)
	Fatigue	54 (51.4)	7 (6.7)
	Nausea	34 (32.4)	-
	Decreased appetite	22 (21.0)	-
	Vomiting	19 (18.1)	-
	Diarrhea	13 (12.4)	1 (1.0)
	Constipation	10 (9.5)	.
	Pneumonia	-	2 (1.9)
	Alanine aminotransferase increased *	-	2 (1.9)
	Skin ulcer	-	1 (1.0)

\* Lab abnormalities associated with a specific treatment, were considered a SAE, or were reasons for dose reduction or treatment delay

# Zepzelca: Pathway to 2<sup>nd</sup> line in SCLC by EMA and Full Approval by FDA

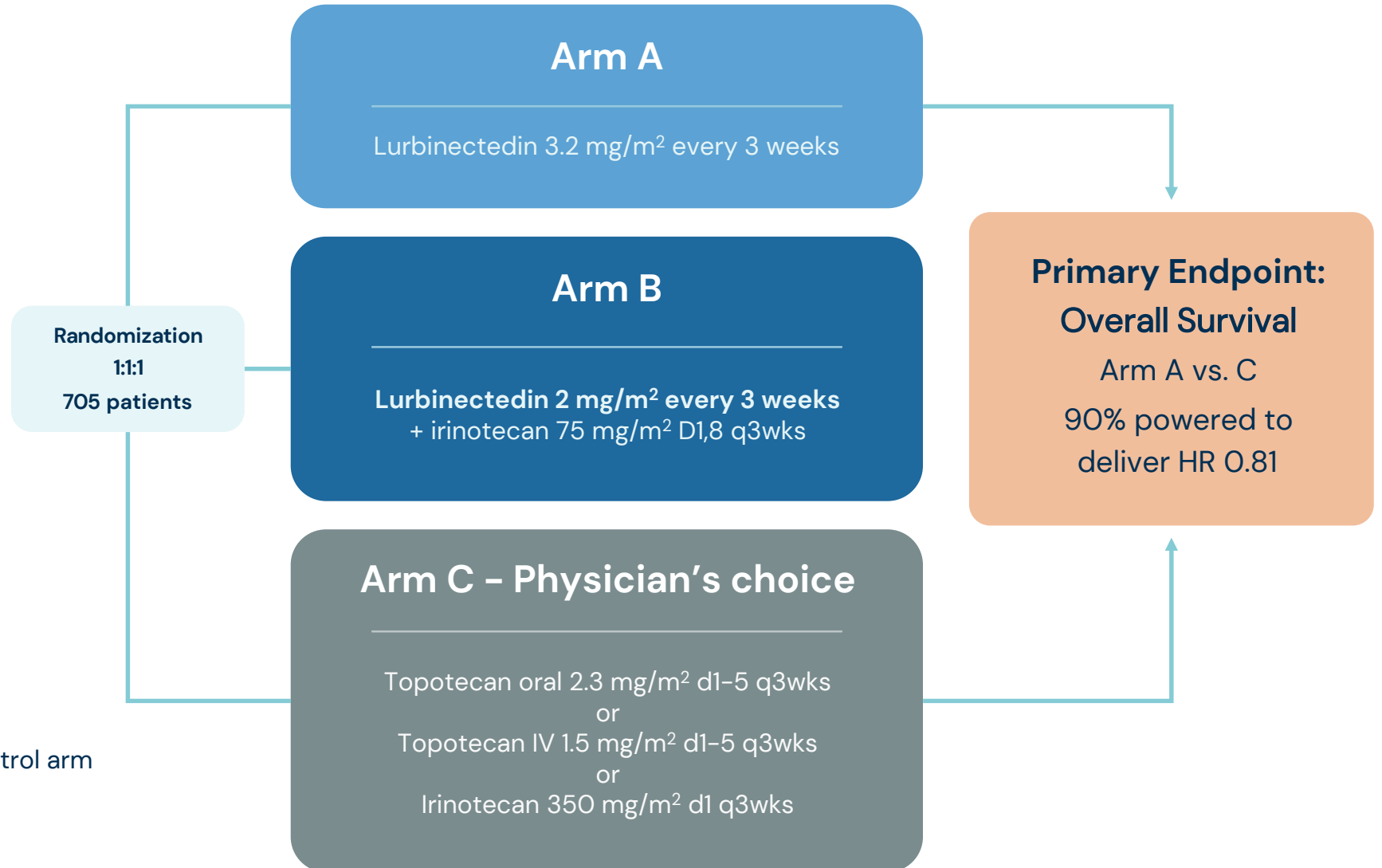
## Phase 3 (LAGOON) randomized trial



- ◆ Relapsed SCLC
- ◆ One prior platinum containing regimen
- ◆ CTFI  $\geq 30$  days
- ◆ ECOG 0-2

### Stratification Factors

- CTFI ( $\geq 90$  days,  $<90$  days)
- Prior PD-L1/PD-1 (Y/N)
- LDH ( $> ULN$  or  $\leq ULN$ )
- CNS involvement (Y/N)
- Investigator's preference of the control arm



## Positioning LAGOON for success

- 70% of patients to have had **prior IO**. There is no evidence of additive or synergistic benefit for control arm. For lurbinectedin, there are three data sets.
- In **LAGOON**, patients will have scans to confirm **CNS mets are stable** at worst. In prior trial, we allowed stable brain mets, and this proved the worst subgroup, HR 1.2911.
- Topotecan is a difficult to tolerate drug with inconvenient iv dosing of 5 days out of 7 which introduces patient selection biases. In **LAGOON**, the **allowance of oral topotecan** is expected to allow for recruitment of worse PS patients, where lurbinectedin has been shown to be efficacious and well tolerated.

# Efficacy & safety profile of lurbi-irino in patients with relapsed SCLC

Interim data from a Phase Ib-II trial

SCLC cohort, efficacy table (n=21)  
WCLC 2020

Fully enrolled n=101  
Data expected late 2023 or early 2024

	All patients (n=21)	CTFI		Setting	
		≥ 90 days (n=13)	<90 days (n=8)	2 <sup>nd</sup> line (n=13)	3 <sup>rd</sup> line (n=8)
Median number of cycles (range)	8+ (1-20)	10+ (6-20)	6+ (1-8)	8+ (3-21)	8+ (1-18)
Objective Response Rate (PR)	62%	69%	50%	77%	38%
Clinical Benefit Rate (PR+SD>4m)	81%	92.3%	62.5%	92.3%	62.5%
Disease Control Rate (PR+SD)	90%	100%	75%	100%	75%
Median DOR (m) (95% CI)	6.7+ (3.0-N.R)	7.5+ (3.0-N.R)	3.7+ (2.8-3.7)	6.7+ (3.0-N.R)	3.0+ (3.0-N.R)
Median PFS (m) (95% CI)	6.2+ (4.3-8.5)	8.1+ (4.3-N.R)	4.8+ (0.7-5.0)	8.5+ (4.8-N.R)	4.2+ (0.7-7.2)



# Efficacy & safety profile of lurbi-irino in patients with relapsed SCLC

## Interim data from a Phase Ib-II trial

### SCLC cohort, safety profile table (n=21)

Adverse Events and Laboratory abnormalities		LUR 2mg/m2 D1 + IRI 75 mg/m2 D1 8 + G-CSF	
		Gr 1-2, (%)	Gr 3-4, (%)
Treatment-related adverse events	Fatigue	66.7	23.8*
	Nausea	57.1	-
	Vomiting	38.1	4.8
	Diarrhea	33.3	28.6**
	Constipation	19	-
	Abdominal pain	4.8	-
	Anorexia	52.4	-
	Febrile neutropenia	-	9.5
Non-Hematological AEs	Anemia	81	19
	Neutropenia	33.3	61.9***
	Thrombocytopenia	66.7	9.5
	ALT increase	57.1	4.8
	AST increase	61.9	4.8

ALT, alanine aminotransferase; AST, aspartate aminotransferase; IRI irinotecan; LUT, lurbinectedin

\* 1 episode per patient (n=5 pts)

\*\* All were grade 3, 1 episode per patient, except in 1 patient (2 episodes of 1 day of duration each

\*\*\* 6/21 patients (28.6%) neutropenia grade 4

Related AEs summary / dose modifications / supportive treatment	n (%)
Any AE	21 (100)
AE ≥ grade 3	16 (76.2)
SAEs	6 (28.5)
Related AEs leading to death	0 (0.0)
Related AEs leading to treatment discontinuation	0 (0.0)
Does delays treatment related	6 (28.6)
Dose reductions	11 (52.4)
Transfusions (red blood)	7 (33.3)



**ZEPZELCA**  
(lurbinectedin)

1st line–Maintenance Study in SCLC

# SITC 2021

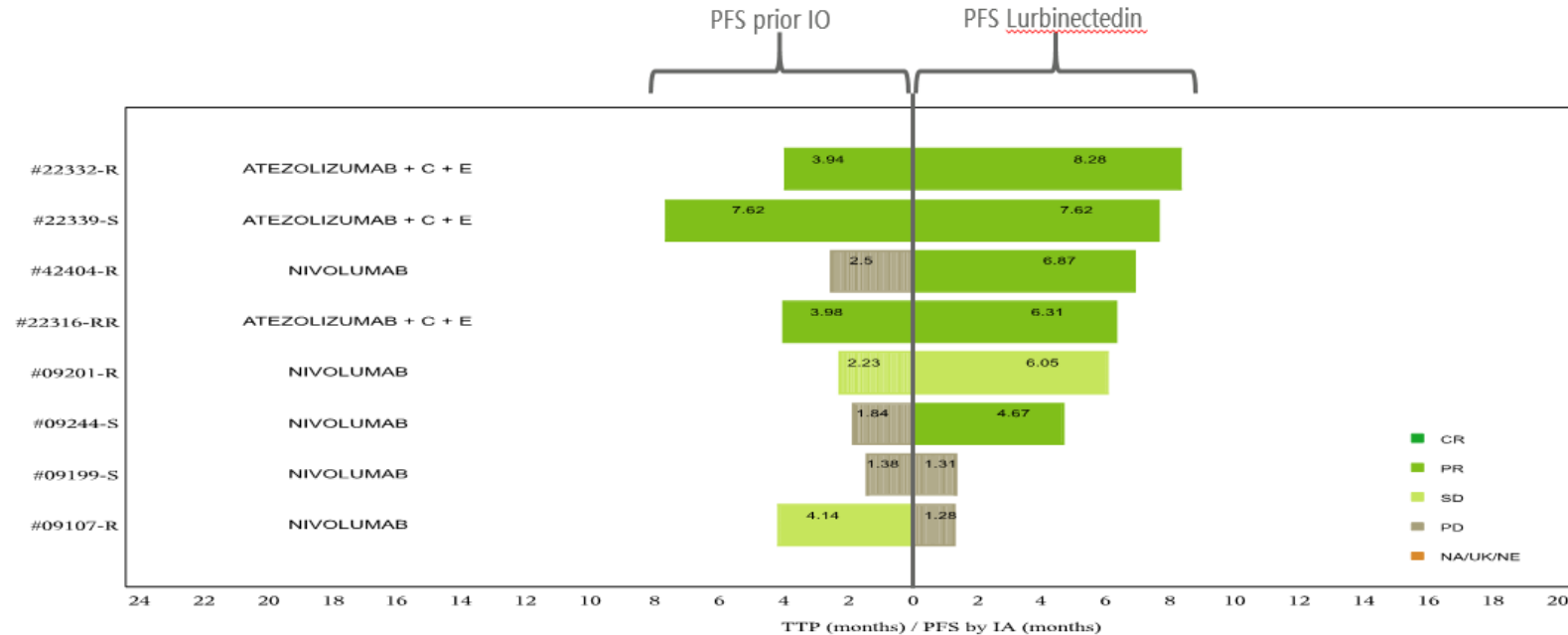
Combo with IO delivers efficacy not seen for either drug as single agent

Response	N=26
CR	7.7% (2)
PR	50% (13)
ORR	57.7% (15)
SD	26.9% (6)
DCR	84.6%
PD	11.5% (3)
mPFS (8 censored)	4.93m (3.37-7.47m)

- Phase I open label dose ranging trial in pts who had progressed on platinum. ECOG 0-1
- Full dose atezo (1200 mg) + lurbi 2.5mg/m<sup>2</sup> (n=5) followed by lurbi 3.2mg/m<sup>2</sup> (n=21, full dose)

# Lurbinectedin: evidences of additive/synergistic benefit with or post IO

## LURBI AFTER IO: BASKET TRIAL SUBSET PFS TO PRIOR IO AND PFS AFTER LURBINECTEDIN<sup>1</sup>



Basket trial: 6 of 8 had lurbi PFS  $\geq$  PFS with prior IO including 5 CRs, 2 of which happened in 2L post PD

Source: Paz-Ares, L *et al*. Efficacy and safety profile of lurbinectedin in 2<sup>nd</sup>-line SCLC patients: Results from a phase II single-agent trial. ASCO 2019

# Lurbinectedin: First-line maintenance positioning

## Phase 3 trial for first line-maintenance SCLC

### Induction Phase

### Maintenance Phase



✦ Extensive-stage SCLC (ES-SCLC)

Atezolizumab + carboplatin + etoposide

Randomization  
1:1  
690 patients

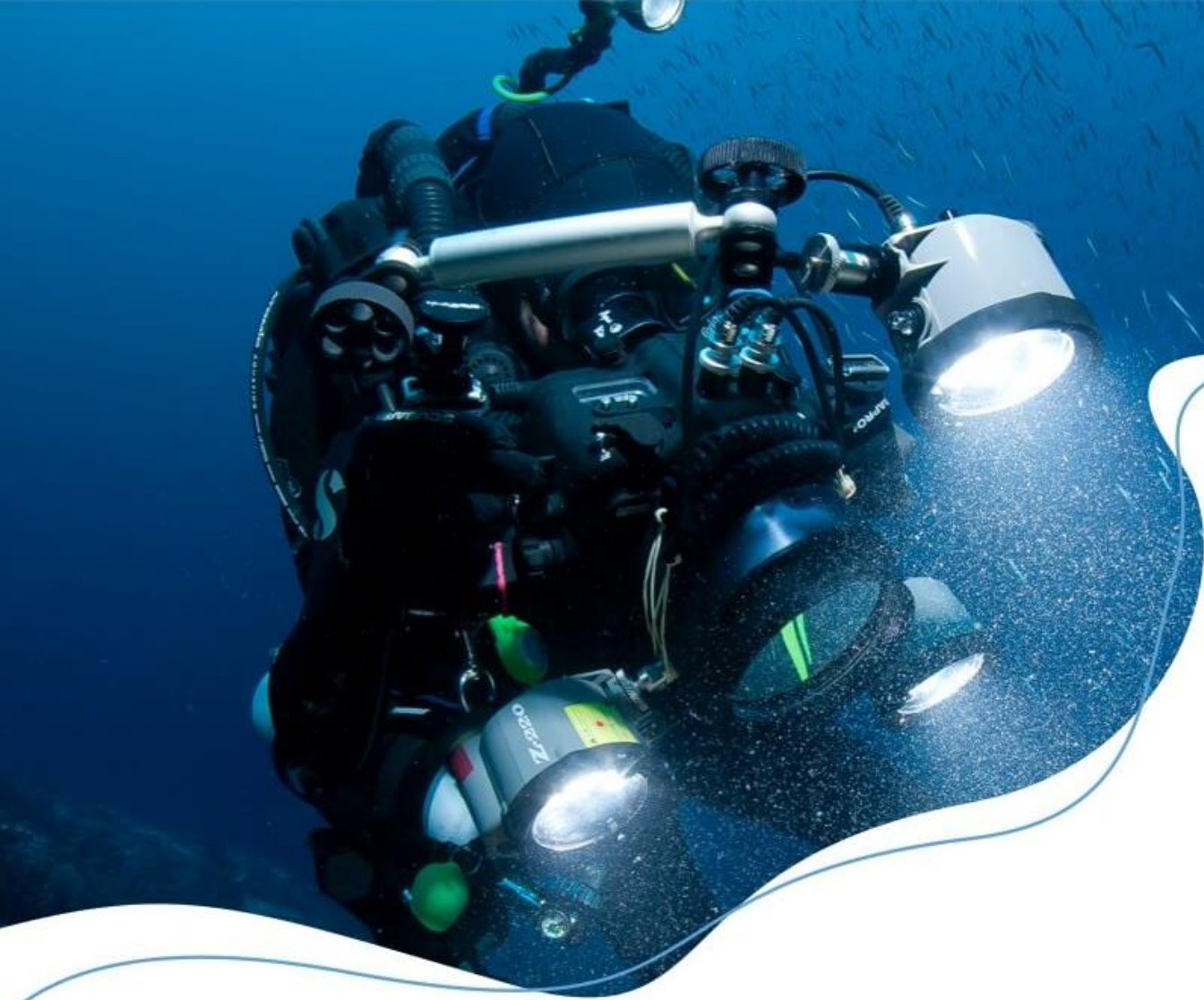
Atezolizumab 1,200 mg q3wk  
+  
lurbinectedin 3.2 mg/m<sup>2</sup>  
q3wk

#### Endpoints:

**Co-Primary:**  
IRC-assessed PFS, OS

**Secondary:**  
PFS; ORR, DOR, etc.

Atezolizumab 1,200 mg q3wk



**ZEPZELCA**  
(lurbinectedin)

## Leiomyosarcoma

# Leiomyosarcoma

## Incidence and treatment paradigm

One of the most common soft tissue sarcoma (STS) accounting for ~ 10%-20% of all STS



Incidence

~2,100<sup>(1)</sup> in USA

	1 <sup>st</sup> Line	2 <sup>nd</sup> Line
<b>FDA Approved</b>	<ul style="list-style-type: none"> <li>✦ Doxorubicin</li> <li>✦ Ifosfamide</li> </ul>	<ul style="list-style-type: none"> <li>✦ Trabectedin</li> <li>✦ Pazopanib</li> </ul>
<b>NCCN Guidelines</b>		<ul style="list-style-type: none"> <li>✦ Dacarbazine</li> <li>✦ Ifosfamide</li> <li>✦ Gemcitabine based regimen</li> </ul>



Incidence

and ~4,500<sup>(2)</sup> in Europe

	1 <sup>st</sup> Line	2 <sup>nd</sup> Line
<b>EMA Approved</b>	<ul style="list-style-type: none"> <li>✦ Doxorubicin</li> <li>✦ Ifosfamide</li> </ul>	<ul style="list-style-type: none"> <li>✦ Trabectedin</li> <li>✦ Pazopanib</li> </ul>
<b>ESMO Guidelines</b>		<ul style="list-style-type: none"> <li>✦ Gemcitabine+ docetaxel</li> <li>✦ Dacarbazine-gemcitabine</li> </ul>

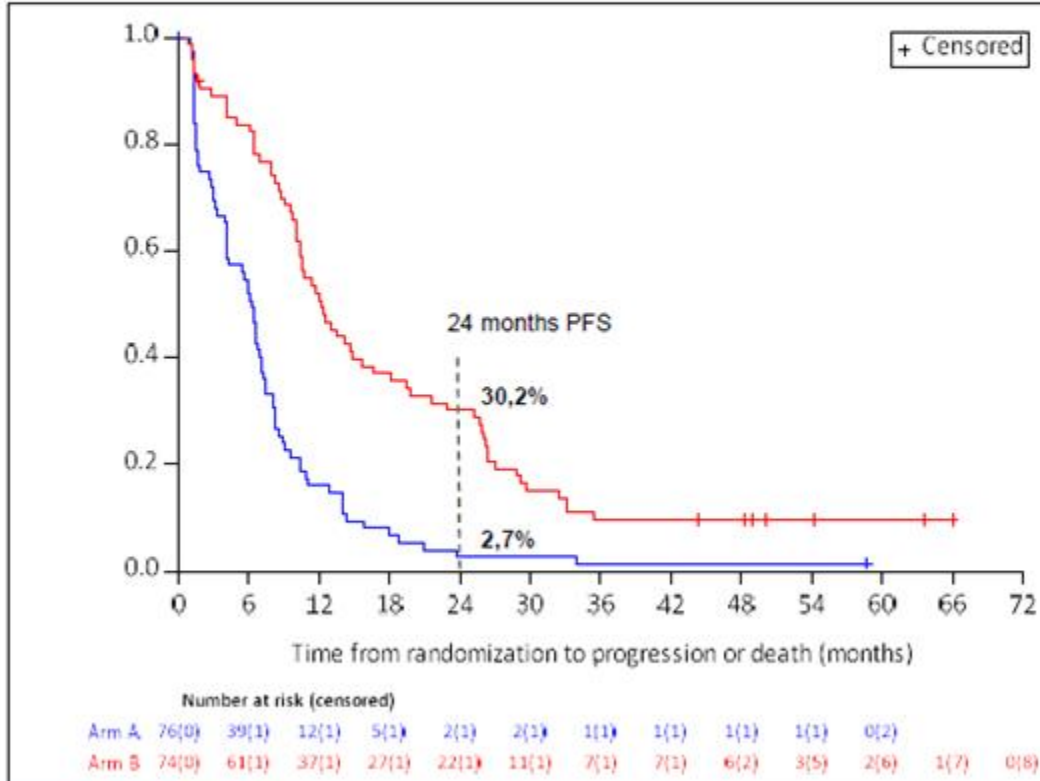
1. The American Cancer Society  
2. ESMO Sarcoma guidelines 2021

# Leiomyosarcoma

Randomized P3 comparing doxorubicin +/- trabectedin in 1L metastatic or unresectable LMS

## Updated PFS-RECIST

LMS-04 study



Median follow-up : 55 months

	Arm A Doxorubicin (N = 76)	Arm B Doxorubicin + Trabectedin (N = 74)
Events, n (%)	74 (97.4%)	66 (89.2%)
Median PFS, months	6.21	12.19
2-year PFS rate, %	2.7	30.2
HR 0.37 [95%CI = 0.26-0.53]; P = <0.0001		

63% reduction in risk of disease progression or death for Trabectedin + Doxorubicin vs Doxorubicin alone



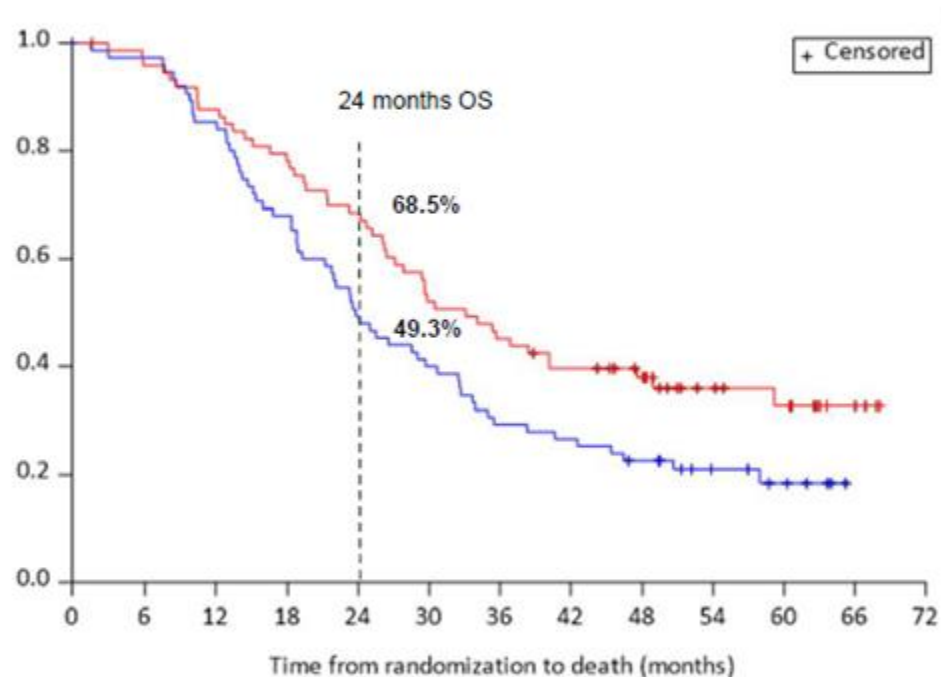
# Leiomyosarcoma

Randomized P3 comparing doxorubicin +/- trabectedin in 1L metastatic or unresectable LMS (BICR)

## Overall Survival

LMS-04 study

Median Follow-up : 55 months



	0	6	12	18	24	30	36	42	48	54	60	66	72
Number at risk (censored)	76(0)	73(1)	64(1)	51(1)	37(1)	30(1)	22(1)	20(1)	16(2)	10(7)	5(11)	0(16)	
Arm A	74(0)	70(1)	64(1)	57(1)	50(1)	38(1)	33(1)	28(2)	23(6)	13(15)	10(17)	4(23)	0(27)

	Arm A Doxorubicin (N = 76)	Arm B Doxorubicin + Trabectedin (N = 74)
Events, n (%)	60 (78.9)	47 (63.5)
Median OS, months	23.78	33.08
2-year OS rate, %	49.3	68.5
HR 0.65 [95% CI = 0.44-0.95]; P = 0.0253		

35% reduction in risk of death for  
Trabectedin + Doxorubicin  
vs Doxorubicin alone

# Zepzelca (lurbinectedin)-Leiomyosarcoma

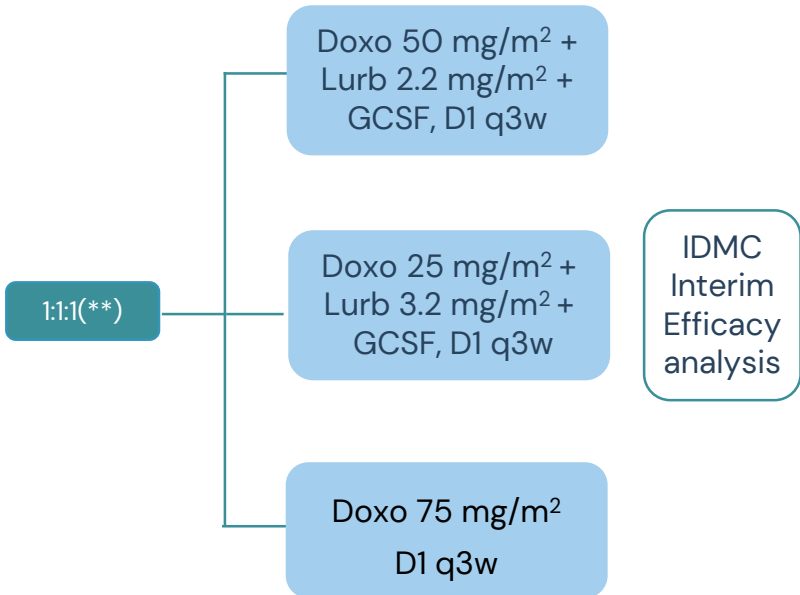
## Phase IIb/III adaptive trial

- Metastatic Uterine/ST LMS
- No prior chemo
- ECOG 0-1

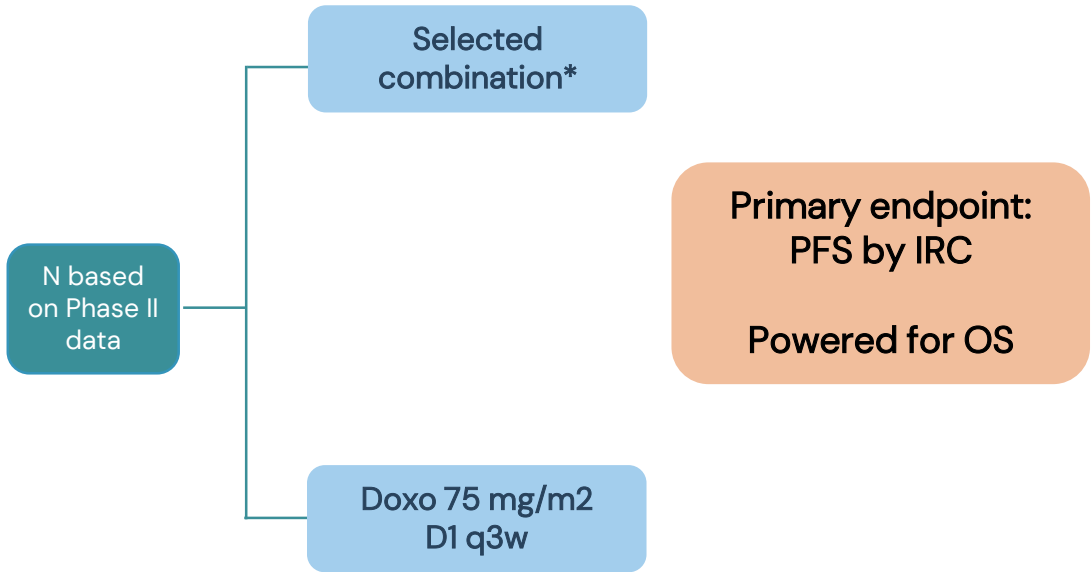
### Stratification:

- Uterine vs ST
- Time from dx(< / >12m)
- Lung mets only yes/ no

### Phase IIb



### Phase III



(\*) Treatment may continue until PD, tox or up to a maximum cumulative dose of doxo of 450mg/m<sup>2</sup> (continuing lurbi 3.2mg/m<sup>2</sup> D1 q3w in experimental arms)

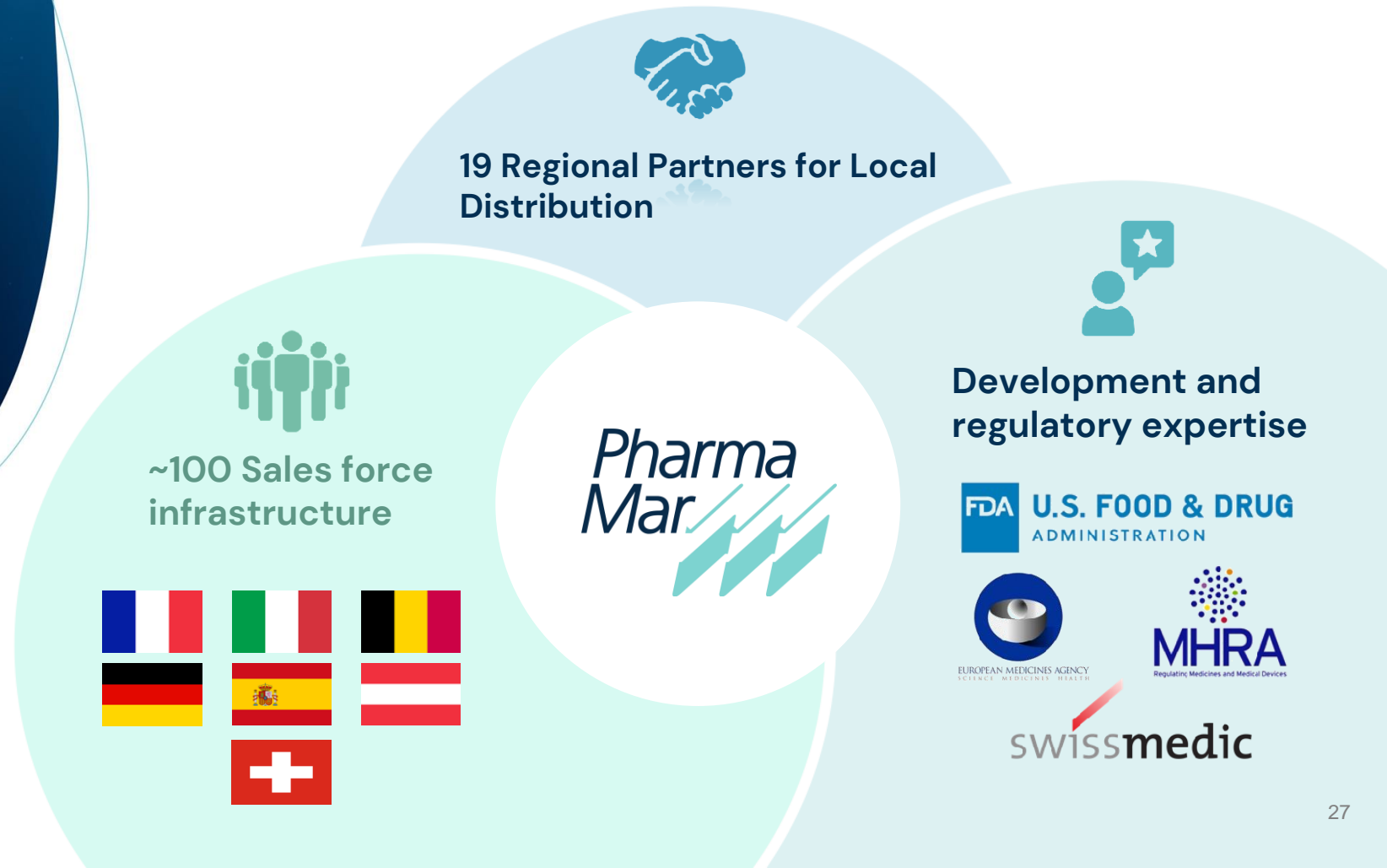
(\*\*) Cohort sizes to be finalized by IDMC as trial evolves

## European experience:

- ◆ Strong KOL connections in solid tumors
- ◆ Navigation of EU, UK and CH regulators
- ◆ Logistics in place for distribution
- ◆ Expertise in multi-language labelling
- ◆ Broad knowledge in reimbursement procedures, market access and negotiations in key European countries
- ◆ Engaged in multiple negotiations for oncology assets in EU

## Leveraging Commercial Infrastructure in Europe

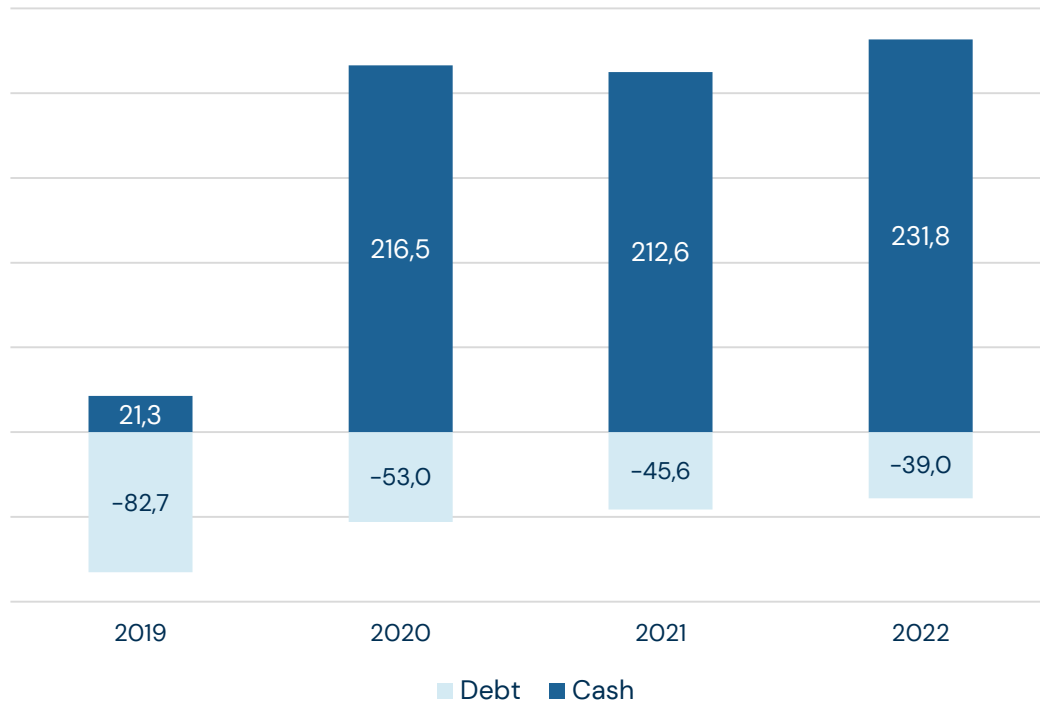
PharmaMar positioned as a partner of choice in Europe



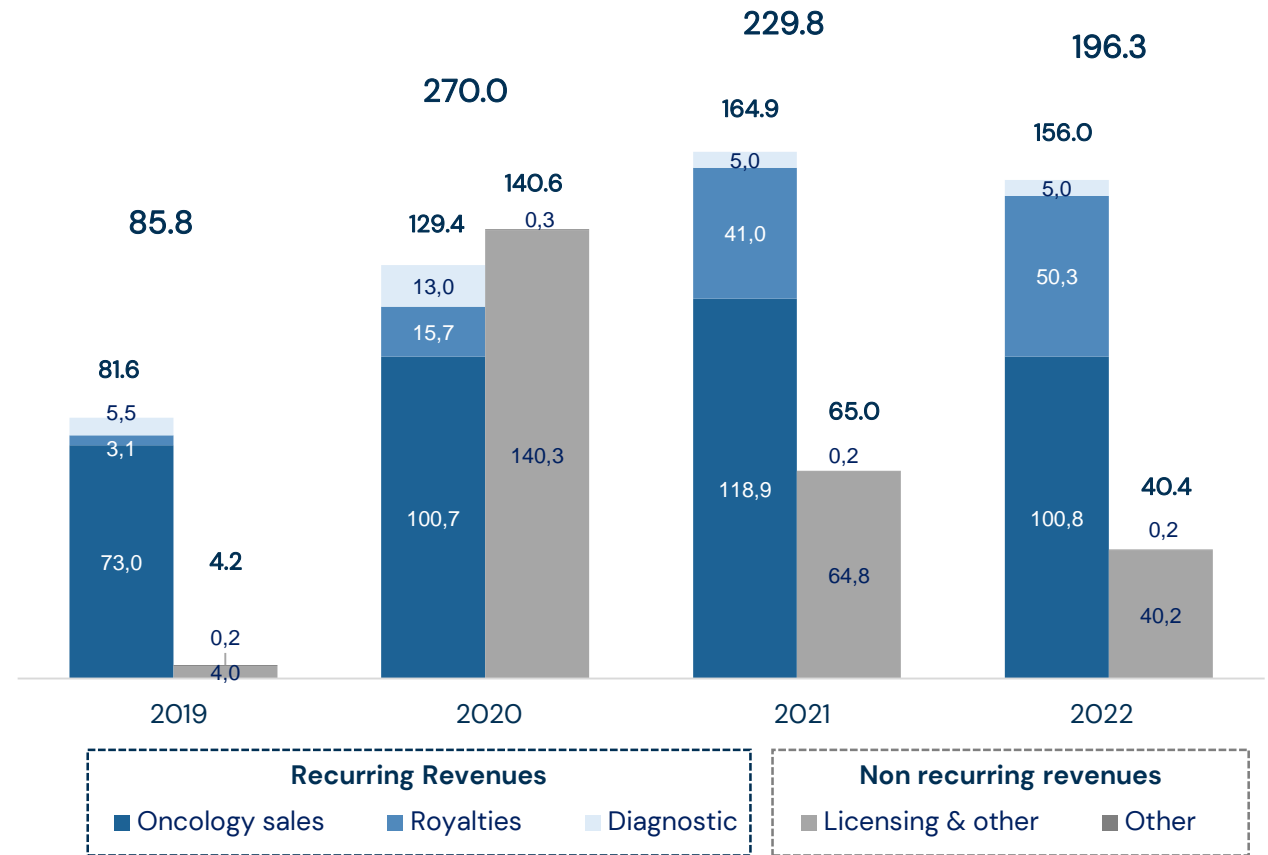
# Financials

## Profitable and solid and stable financial position

Robust cash position (€ mn)



Historical revenues evolution (€ mn)



# Key Events Catalyst Calendar



Zepzelca approved in Switzerland for SCLC



Potential lurbinectedin approvals and launches in other countries

Ongoing

Lurbi + Irinotecan Phase 2 topline data

~YE2023

Potential in-licensing

Ongoing

Phase I new product



First patient in Leiomyosarcoma Phase IIb-III

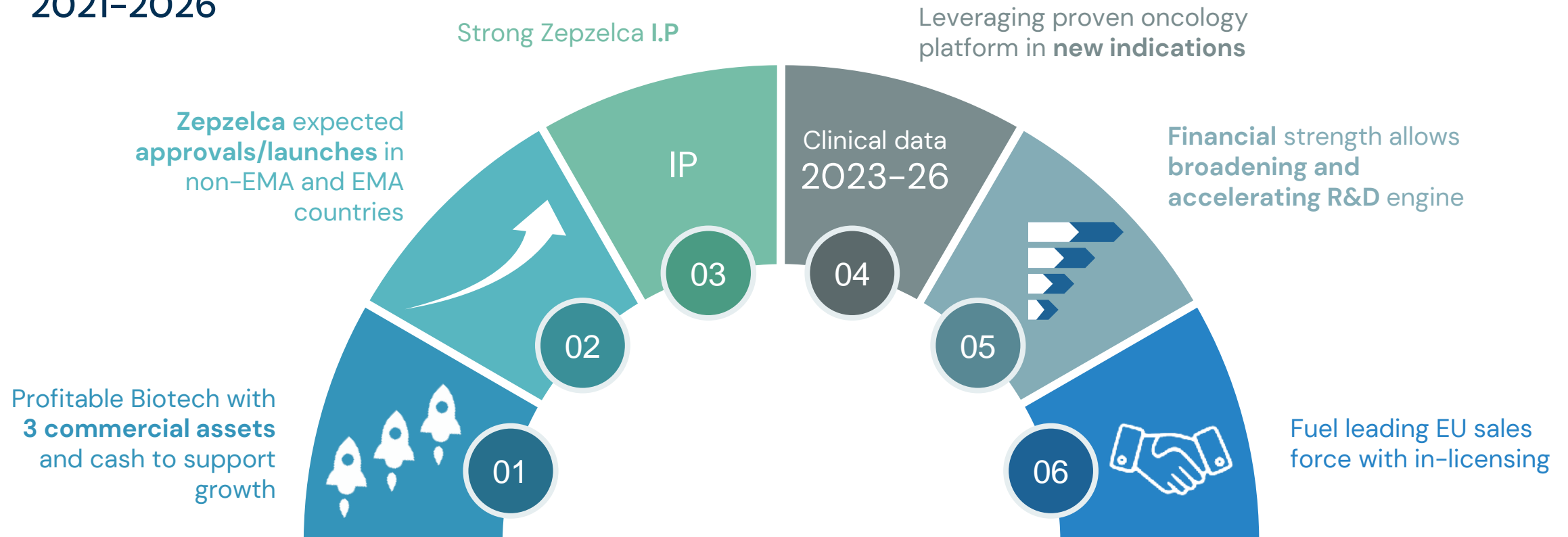


IMForte PFS Data

~YE24/1Q25

# Building the Next Phase of Growth

2021-2026



## 2021 – 2026 Objectives

- ✦ Lurbinectedin in 3 Phase 3 trials; potentially 2 filed for approval
- ✦ Potential approvals of lurbinectedin in 1L maintenance and 2L (US, EMA)
- ✦ In-licensed assets adding to revenue in Europe
- ✦ Ecubectedin in Phase 2/3 trials
- ✦ 2 new assets in the clinic



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