

May 8, 2019

# Results Q1 2019

MorphoSys AG

# Today on the Call



**Dr. Simon Moroney**

**Chief Executive  
Officer**



**Jens Holstein**

**Chief Financial  
Officer**



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## This presentation includes forward-looking statements.

This communication contains certain forward-looking statements concerning the MorphoSys group of companies, including its financial guidance for 2019, the commencement, timing and results of clinical trials and release of clinical data both in respect of its proprietary product candidates and of product candidates of its collaborators, the development of commercial capabilities, in particular with respect to MOR208 (tafasitamab), and the transition of MorphoSys to a fully integrated biopharmaceutical company, the expected time of launch of MOR208 (tafasitamab), interaction with regulators, including the potential approval of MorphoSys's current or future drug candidates, including discussions with the FDA regarding the potential approval to market MOR208 (tafasitamab), and expected royalty and milestone payments in connection with MorphoSys's collaborations. The forward-looking statements contained herein represent the judgment of MorphoSys as of the date of this release and involve known and unknown risks and uncertainties, which might cause the actual results, financial condition and liquidity, performance or achievements of MorphoSys, or industry results, to be materially different from any historic or future results, financial conditions and liquidity, performance or achievements expressed or implied by such forward-looking statements. In addition, even if MorphoSys's results, performance, financial condition and liquidity, and the development of the industry in which it operates are consistent with such forward-looking statements, they may not be predictive of results or developments in future periods. Among the factors that may result in differences are that MorphoSys's expectations regarding its 2019 results of operations may be incorrect, MorphoSys's expectations regarding its development programs may be incorrect, the inherent uncertainties associated with competitive developments, clinical trial and product development activities and regulatory approval requirements (including that MorphoSys may fail to obtain regulatory approval for MOR208 (tafasitamab) and that data from MorphoSys's ongoing clinical research programs may not support registration or further development of its product candidates due to safety, efficacy or other reasons), MorphoSys's reliance on collaborations with third parties, estimating the commercial potential of its development programs and other risks indicated in the risk factors included in MorphoSys's Annual Report on Form 20-F and other filings with the US Securities and Exchange Commission. Given these uncertainties, the reader is advised not to place any undue reliance on such forward-looking statements. These forward-looking statements speak only as of the date of publication of this document. MorphoSys expressly disclaims any obligation to update any such forward-looking statements in this document to reflect any change in its expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based or that may affect the likelihood that actual results will differ from those set forth in the forward-looking statements, unless specifically required by law or regulation.

The compounds discussed in this slide presentation are investigational products being developed by MorphoSys and its partners and are not currently approved by the U.S. Food and Drug Administration (FDA), European Medicine Agency (EMA) or any other regulatory authority (except for guselkumab/Tremfya®).

**1. Operational Review Q1 2019 & Outlook 2019**

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**2. Financials Q1 2019 & Guidance 2019**

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**3. Q&A Session**

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# Operational Review Q1 2019 and Outlook 2019

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# MOR208: Proprietary Antibody Against CD19

## Fc-Enhanced Antibody in Development for B Cell Malignancies

### Phase 2 L-MIND - (r/r DLBCL)

- Final data for all 81 patients to be presented at ICML, Lugano
- Regulatory pathway
  - U.S. FDA: Year-end completion of submission on track
  - Europe: Interactions with national regulatory authorities and EMA to explore possibilities for approval in Europe

### Phase 3 B-MIND - (r/r DLBCL)

- Pre-planned, event-driven interim analysis projected for H2 2019
- Discussions with the FDA regarding assay validation procedures

### Phase 2 COSMOS - (r/r CLL/SLL)

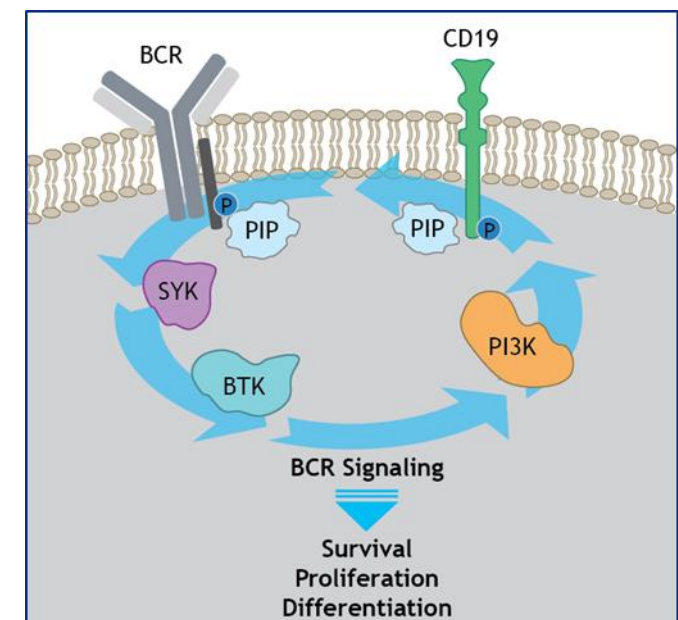
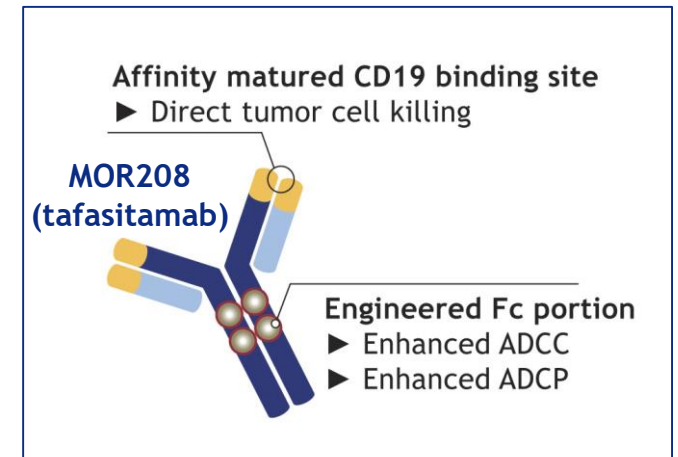
- Data expected to be presented at medical conference end of 2019

### Frontline development

- Start of a phase 1b trial in H2 2019

### Commercial preparations

- Build-up of U.S. organization with highly experienced staff
- Tafasitamab approved by USAN and WHO as new INN for MOR208



EMA, European Medicines Agency; USAN, United States Adopted Names; WHO, World Health Organization; INN, International Nonproprietary Name

# MOR106: Proprietary Antibody Against IL-17C

## Ylanthia Antibody Developed in Atopic Dermatitis (AtD)

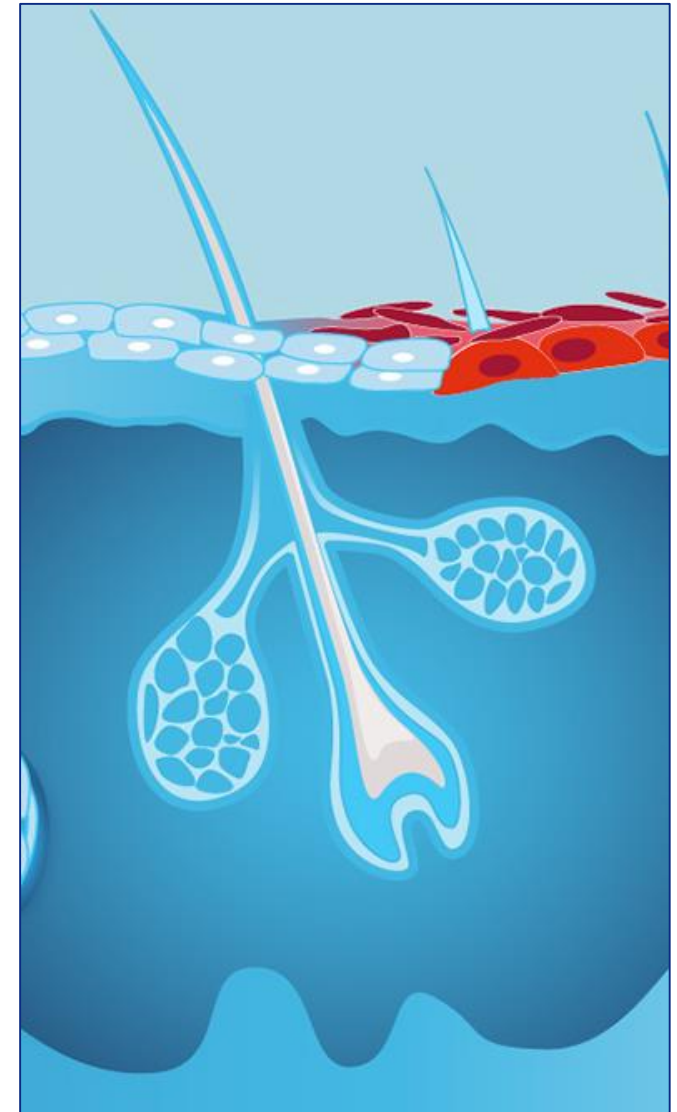


### MOR & Galapagos worldwide, exclusive partnership with Novartis

- Up-front: EUR 95m
- Milestones: up to approx. EUR 850m
- Royalties: tiered, low teens to low twenties
- Novartis assumes all R&D, manufacturing & commercialization costs

### Update on clinical developments

- Currently ongoing studies with MOR106 in AtD
  - Ph2 IGUANA: Patient enrollment to be completed end of 2019
  - Ph1 bridging study with subcutaneous formulation: Primary completion of the trial expected end of 2019
  - Ph2 GECKO: Expanding clinical development to the U.S. and Canada
- Preparations for a Japanese ethno-bridging study to start in H2 2019
- Under the terms of the agreement, Novartis will explore the potential of MOR106 in additional indications other than AtD



# MOR202: Proprietary Antibody Against CD38

A HuCAL Antibody with Opportunities in Oncology & Autoimmune Diseases

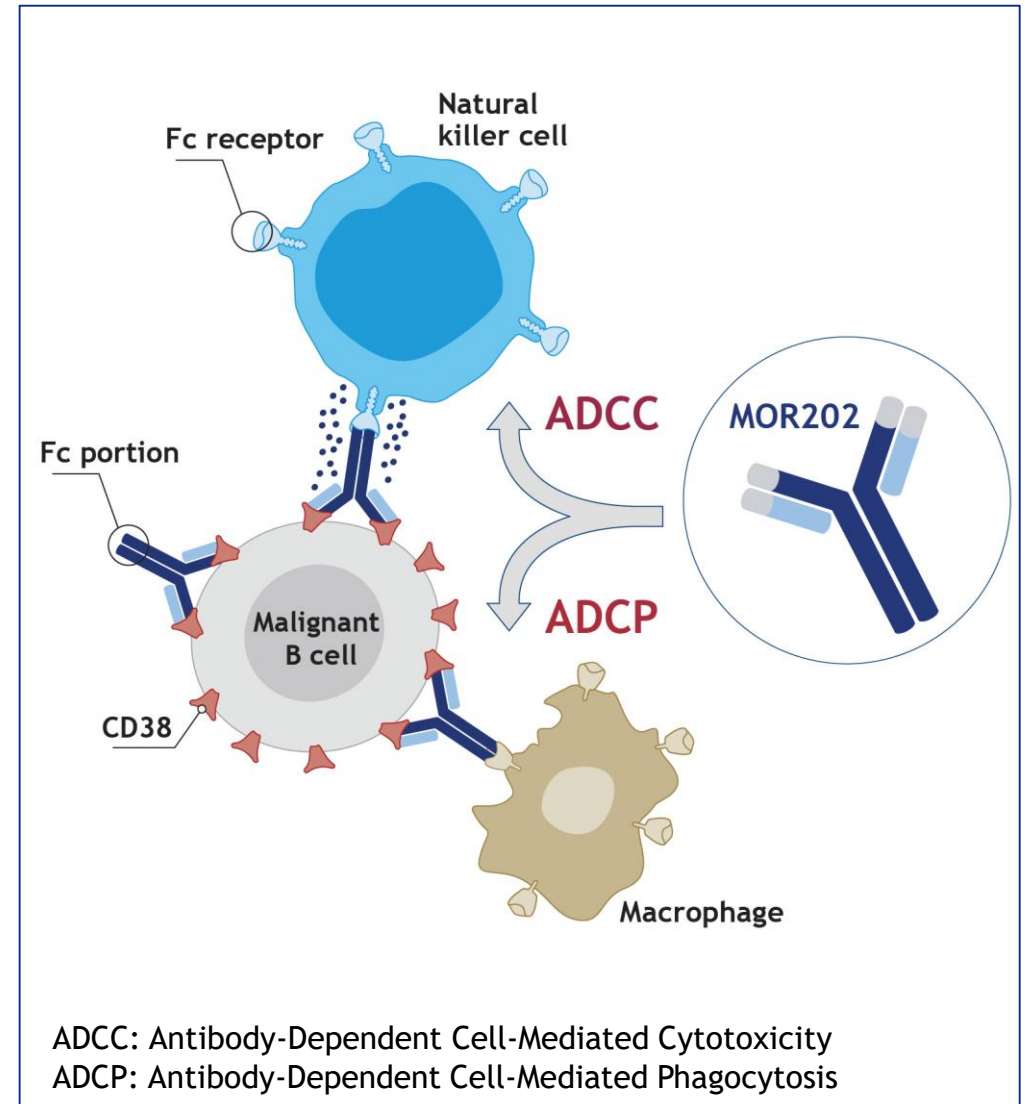
Partnered with I-Mab for development and commercialization in China, Taiwan, Hong Kong and Macao

## Update on clinical developments by I-Mab

- Recently started pivotal trials in Taiwan
  - Ph2 study in third line multiple myeloma
  - Ph3 study in second line multiple myeloma

## Further clinical development by MOR

- Start of a phase 2 study in an autoimmune disorder in Q3 2019





# Partnered Discovery Programs - Tremfya® (Guselkumab)

Janssen's Anti-IL-23 for Immune-Mediated Diseases



## The drug

- First-in-class anti-IL-23 human monoclonal antibody
- First marketed drug based on MorphoSys's antibody technology

## Growing royalty stream

- Royalty income 2019 expected between EUR 23 to 30m
- Continuously growing sales reported by Janssen

| Q1 2018 | Q2 2018 | Q3 2018 | Q4 2018 | Q1 2019 |
|---------|---------|---------|---------|---------|
| \$72m   | \$126m  | \$171m  | \$175m  | \$217m  |

## Broad clinical development

| Phase 1  | Phase 2   | Phase 3   | Approved/ Launched   |
|--|---|---|--|
| <ul style="list-style-type: none"><li>■ Familial adenomatous polyposis</li></ul> | <ul style="list-style-type: none"><li>■ Crohn's disease</li><li>■ Hidradenitis suppurativa</li><li>■ Ulcerative colitis</li></ul> | <ul style="list-style-type: none"><li>■ Plaque psoriasis (adults &amp; pediatric patients)</li><li>■ Pustular/erythrodermic psoriasis</li><li>■ Psoriatic arthritis</li></ul> | <ul style="list-style-type: none"><li>■ Psoriasis (U.S., EU, Canada, Brazil, Australia, Japan)</li><li>■ Psoriatic arthritis (Japan)</li><li>■ Palmoplantar pustulosis (Japan)</li></ul> |



# Financials Q1 2019 & Guidance 2019

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# Q1 2019: Consolidated Statement of Profit or Loss (IFRS)\*



| In EUR million  | Q1 2019       | Q1 2018       | △               |
|---|---------------|---------------|-----------------|
| <b>Revenues</b>   | <b>13.5</b>   | <b>2.8</b>    | <b>&gt;100%</b> |
| <b>Operating Expenses</b>   |               |               |                 |
| Cost of Sales   | (5.0)         | 0.0           | n/a             |
| Research and Development  | (24.7)        | (17.2)        | 44%             |
| Selling   | (1.7)         | (0.8)         | >100%           |
| General and Administrative  | (5.9)         | (3.9)         | 51%             |
| <b>Total Operating Expenses</b>   | <b>(37.3)</b> | <b>(21.9)</b> | <b>70%</b>      |
| Other Income / Expenses   | 0.1           | 0.1           | 0               |
| <b>Earnings before Interest and Taxes (EBIT)</b>  | <b>(23.6)</b> | <b>(19.0)</b> | <b>24%</b>      |
| Finance Income  | 0.9           | 0.0           | n/a             |
| Finance Expenses  | (0.2)         | (0.3)         | (33%)           |
| Income from Reversals of Impairment Losses /<br>(Impairment Losses) on Financial Assets | 0.6           | (0.1)         | >(100%)         |
| Income Tax Benefit (Expenses)   | (0.3)         | (0.1)         | >100%           |
| <b>Consolidated Net Profit / (Loss)</b>   | <b>(22.7)</b> | <b>(19.5)</b> | <b>16%</b>      |
| <b>Earnings per share, basic and diluted (in EUR)</b>                                   | <b>(0.72)</b> | <b>(0.67)</b> | <b>(7%)</b>     |

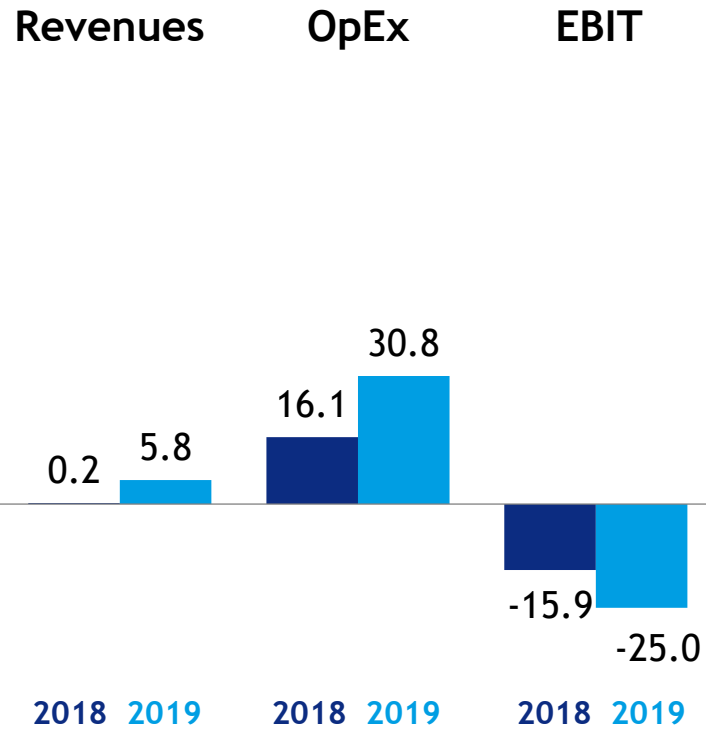
\* Differences due to rounding

# Segment Reporting Q1 2019\*



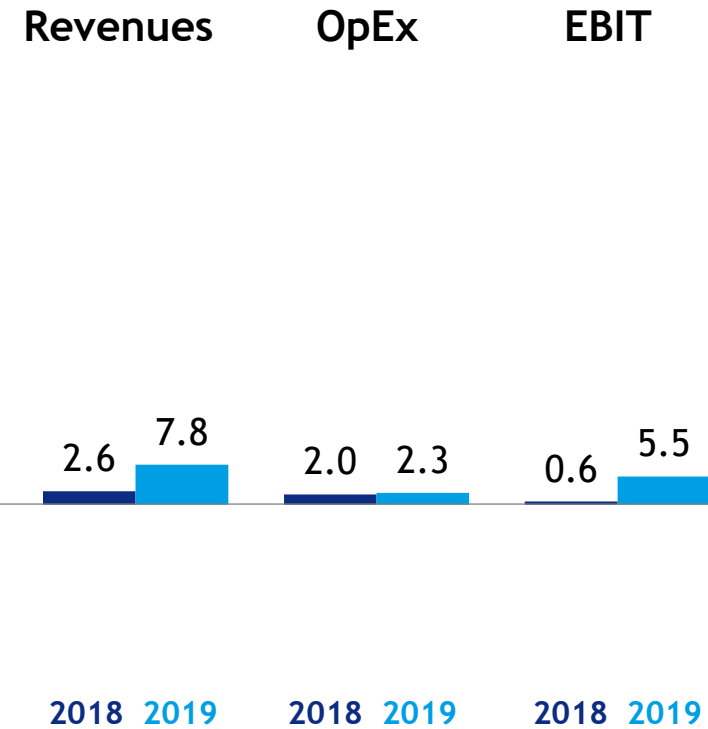
## Proprietary Development

In EUR million



## Partnered Discovery

In EUR million



\* Differences due to rounding



# Consolidated Balance Sheet (IFRS) March 31, 2019\*



| In EUR million   | March 31, 2019 | Dec 31, 2018 |
|--|----------------|--------------|
| <b>Assets</b>  |                |              |
| <b>Current Assets</b>  |                |              |
| Cash and Cash Equivalents  | 48.5           | 45.5         |
| Financial Assets at Fair Value through Profit or Loss            | 37.5           | 44.6         |
| Other Financial Assets at Amortized Cost                         | 249.4          | 268.9        |
| Other Current Assets   | 31.6           | 29.9         |
| <b>Total Current Assets</b>                                      | <b>367.0</b>   | <b>388.9</b> |
| <b>Non-current Assets</b>  |                |              |
| Other Financial Assets at Amortized Cost, Net of current portion | 95.8           | 95.7         |
| Other Non-current Assets   | 93.5           | 54.1         |
| <b>Total Non-current Assets</b>                                  | <b>189.3</b>   | <b>149.9</b> |
| <b>Total Assets</b>  | <b>556.3</b>   | <b>538.8</b> |
| <b>Liabilities &amp; Stockholders' Equity</b>                    |                |              |
| <b>Total Current Liabilities</b>                                 | <b>47.4</b>    | <b>45.9</b>  |
| <b>Total Non-current Liabilities</b>                             | <b>42.5</b>    | <b>4.5</b>   |
| <b>Total Stockholders' Equity</b>                                | <b>466.4</b>   | <b>488.4</b> |
| <b>Total Liabilities &amp; Stockholders' Equity</b>              | <b>556.3</b>   | <b>538.8</b> |

\* Differences due to rounding

# Financial Guidance 2019

## Re-affirmation



| In EUR million   | Guidance 2018<br>(Updated July 19, 2018) | Reported FY 2018<br>(March 13, 2019) | Guidance 2019<br>(Issued March 13, 2019) |
|--|--|--------------------------------------|--|
| Group Revenues   | 67 to 72                                 | 76.4                                 | 43 to 50*                                |
| Proprietary R&D Expenses<br>(incl. Technology Development) | 87 to 97                                 | 98.3                                 | 95 to 105                                |
| EBIT   | -55 to -65                               | -59.1                                | -127 to -137                             |

Cash Position as of March 31, 2019: EUR 431.2 million.

Total ordinary shares issued as of March 31, 2019: 31,839,572.

\*Revenues are expected to include royalty income from Tremfya® ranging from EUR 23-30 million on constant USD currency

# Q&A

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# Thank You

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