



Argon pharma

Improving cancer outcomes

A biotech company with the mission to develop
new advanced therapeutics to combat cancer.

Discovery (HF,H2L, LO)

Candidate selection

Preclinic Development

Clinical trials I and II

Business model: licensing Out of products after Preclinical/Phase I development

Our vision is to become a
GLOBAL REFERENCE BIOTECH
by providing **INNOVATIVE SOLUTIONS**
to current health problems
of our society.



<http://www.argonpharma.eu/>

OUR PIPELINE

ONCOSTANE Preclinical and clinical development for an oral drug for pancreatic cancer

TOTAL INVESTMENT: 1.600.000 Euros

WISPATDRUG Developing new candidates for different cancer indications

TOTAL INVESTMENT: 1.500.000 Euros

ONCOSTANE **
Pancreatic Cancer



| 2013 | | | | 2014 | | | | | | | | | | | | 2015 | | | | | | | | | | | |
|------|---|---|---|------|---|---|---|---|---|---|---|---|---|---|---|------|---|---|---|---|---|---|---|---|---|---|---|
| S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D | J | F | M | A | M | J | J | A | S | O | N | D |

PreClinical Phase

IND

Clinical trials

↑ Licencing out

WISPATDRUG

Drug Discovery Phase / ETB Project

1-5
New Leads



admescope

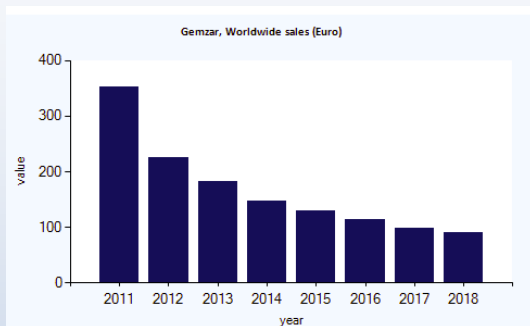


**** Patent WO 2011/012660 in National Phases in Europe, USA, Canada, Japan, India and Hong Kong.**

MARKET in M € for pancreatic cancer gold standard

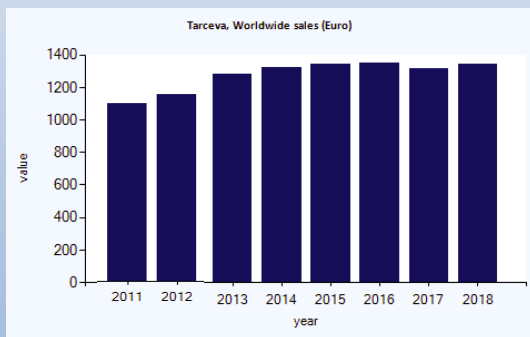
DRUG DISCOVERY: PANCREATIC CANCER (Orphan disease)

Gemzar



| Product name | Company Name | Region | Currency | 2011 | 2012 | 2013 (f) | 2014 (f) | 2015 (f) | 2016 (f) | 2017 (f) | 2018 (f) |
|----------------|--------------|-----------|----------|--------|--------|----------|----------|----------|----------|----------|----------|
| Eli Lilly & Co | | Worldwide | Euro | 351.75 | 225.55 | 182.84 | 147.82 | 129.15 | 112.81 | 98.03 | 91.03 |

Tarceva



| Product name | Company Name | Region | Currency | 2011 | 2012 | 2013 (f) | 2014 (f) | 2015 (f) | 2016 (f) | 2017 (f) | 2018 (f) |
|------------------------------|--------------|--------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| F. Hoffmann-La Roche Ltd | | Worldwide | Euro | 1,037.99 | 1,090.27 | | | | | | |
| F. Hoffmann-La Roche Ltd | | Worldwide | Euro | | 1,279.07 | 1,321.09 | 1,345.21 | 1,348.32 | 1,317.97 | 1,345.21 | |
| Astellas Pharma Inc | | Europe | Euro | 135.65 | | | | | | | |
| CHUGAI PHARMACEUTICAL CO LTD | | Japan | Euro | 81.00 | 92.71 | | | | | | |
| CHUGAI PHARMACEUTICAL CO LTD | | Japan | Euro | | 101.14 | 110.48 | 122.15 | 116.70 | | | |
| Astellas Pharma Inc | | USA | Euro | 193.23 | | | | | | | |
| Astellas Pharma Inc | | USA & Europe | Euro | 328.88 | | | | | | | |

OTHERS: Revlimid (Celgene), Alimta, Xeloda, Erbitux, Tarceva, Abraxane, Eloxatin

Expected deals at preclinical endpoint

Average monetary values at the end of Preclinical Phase**:

Case 1. Operating Profit Margin of 40% and high sales levels (1.000M\$/year)

Investment in development high: **5-8% royalties on anual sales**

Investment in development low: **7-10% royalties on anual sales**

Case 2. Operating Profit Margin of 30% (average) and medium sales levels (500M\$/year)(average sales)

Investment in development high: **2-3% royalties on anual sales**

Investment in development low: **3-5% royalties on anual sales**



Average Up-fronts and milestone payments expected for case 2**:

Up-front payment expected of **2M\$**

Expected Milestones of **10-15M\$**



WORST CASE SCENARIO:

Total Up-front and Milestones: 12M\$ (2+10M\$)

Anual sales revenues (2% royalties): 10M\$/year

Medtrack
Recent deals

Date of Download Tuesday, Feb 18 2014
Source Medtrack® <http://www.medtrack.com>
Search Criteria Partnership sub-category: Acquisition (Product/ Technology), Joint Venture, Letter of Intent, Licensing, Option, Research & Development| Phase at deal signing: Research, PreClinical| Mechanism of action/target: AlphaVBeta3 Integrin Receptor Antagonist, Protein Tyrosine Kinase 2 (PTK2) Inhibitor, Protein Tyrosine Kinase 2 (PTK2) mRNA Inhibitor, Protein Tyrosine Kinase 2 Beta (PTK2B) Inhibitor, Src Homology-2-Containing Protein Tyrosine Phosphatase-1 (SHP-1) Inhibitor, Src Tyrosine Kinase (STK) Inhibitor, SRC/ABL Tyrosine Kinase Inhibitor| Therapeutic category: Oncology| .
Applied Filters None.
Search within search None.

| Product Name | Deal Date | Source | Partner | Therapeutic Category | Condition Treated (Phase at Deal Signing) | Partnership Sub-Category | Royalty Rate |
|--------------|------------|-------------------------------|----------------|----------------------|---|--|--------------|
| VS4718 | 11/30/2011 | Poniard Pharmaceuticals, Inc. | Verastem, Inc. | Oncology | Breast Cancer (PC) | Acquisition of Rights, Development,Licensing Agreement,Manufacturing,Sales | 1% - 6% |
| VS5095 | 11/30/2011 | Poniard Pharmaceuticals, Inc. | Verastem, Inc. | Oncology | Breast Cancer (PC) | Acquisition of Rights, Development,Licensing Agreement,Manufacturing,Sales | 1% - 6% |

| Payment type | Amount (USDm) | Notes |
|-----------------|---------------|---|
| Milestone Total | 13.250 | Verastem has agreed to pay Poniard a milestone payments up to an aggregate of \$13.25 million upon the achievement of specified development and regulatory milestones |