

# Cowen Health Care Conference

March 9, 2022

Philipp Mathieu – CEO & President

# Forward Looking Statements

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# Company overview

Incorporated 2017 in  
US, 2007 in Sweden

Exclusive laboratory  
in Marlborough, MA  
and HQ in Lund,  
Sweden

Management team  
with industry-leading  
competences

Traded on Nasdaq  
Stockholm under  
IMMNOV

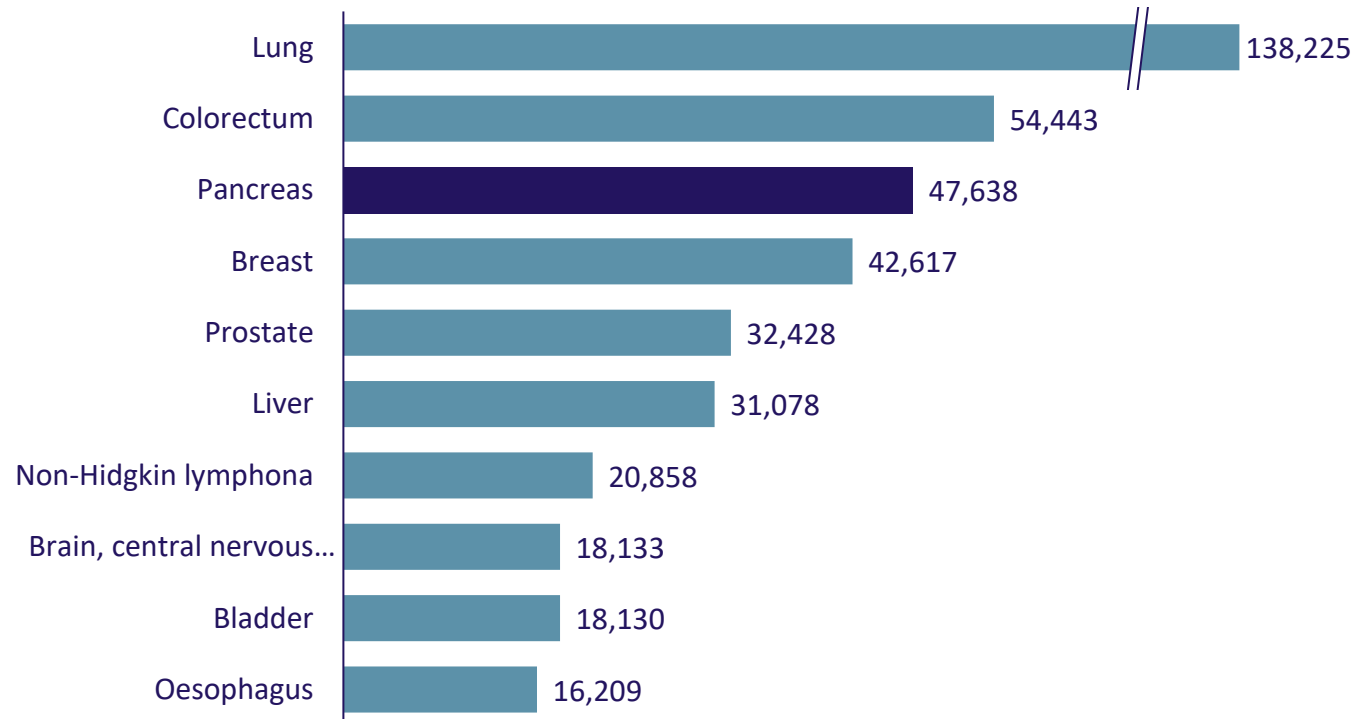
65 employees (PhDs,  
MDs, adv scientific  
degrees)



Revolutionizing  
early detection of  
pancreatic cancer  
and improving the  
survival rates

# Targeting one of the most lethal cancers

US deaths by cancer 2020



5-year survival rate of 5-9%

Expected to become 2<sup>nd</sup> deadliest cancer by 2040 in the US

Early detection key for saving lives

# Large, unmet need for early diagnosis

## Pancreatic cancer survival rates – 5 years

5-9%



5-year survival in total

42%

5-year survival rate when diagnosed early (still localized, resectable)

3%

5-year survival rate when found late (metastatic, non-resectable)

## Timing of diagnosis – Today

Early  
Diagnosis:

<20%

found early enough to still be surgically addressable

Early detection enabled by Immunovia is key for saving lives



# Revolutionary blood-based test: IMMray<sup>®</sup> PanCan-d

First-to-market advantage

First blood-based pancreatic cancer monitoring test launched in US

Accurate microarray technology

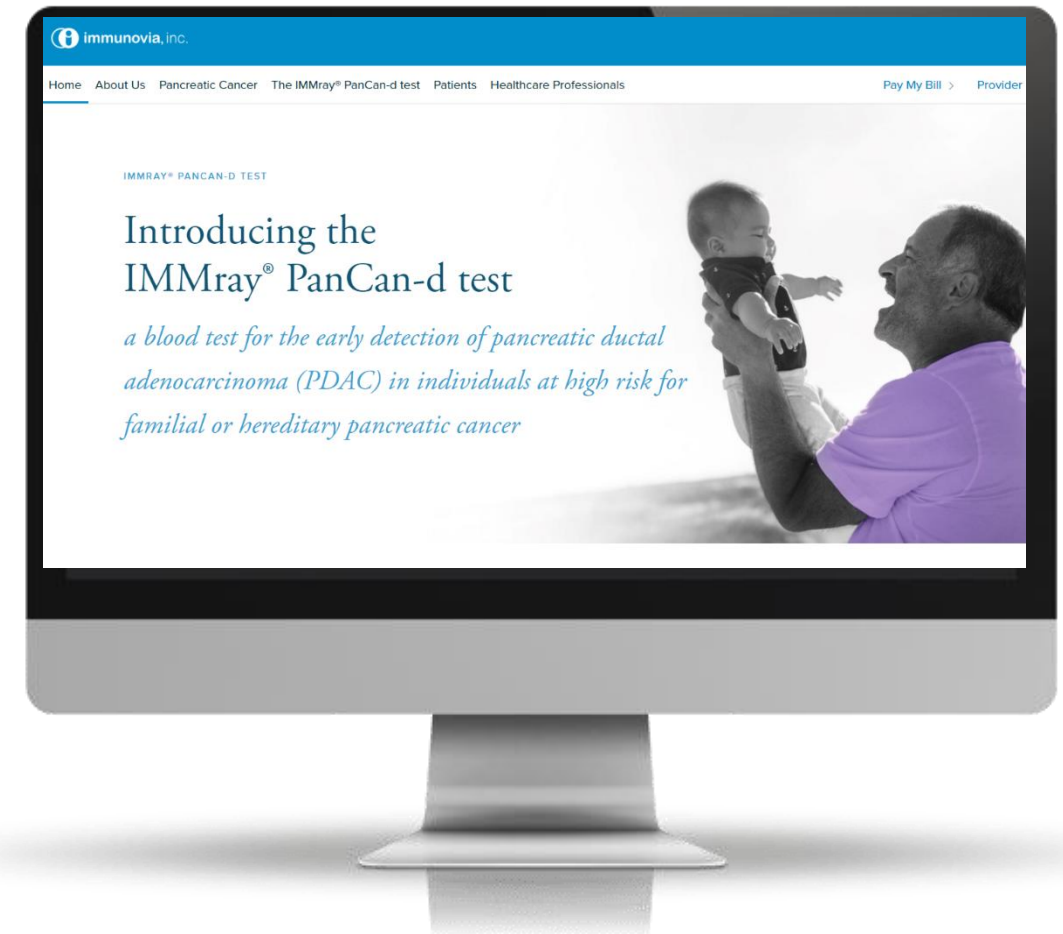
Unique “disease fingerprints” from a single drop of blood

Addressing significant unmet medical need

US addressable market size of \$4 Billion

Insurance coverage

Initial US reimbursement expected before year-end



# The front-runner in innovative pancreatic cancer testing

IMMray® PanCan-d

## Best-in-class performance

89%

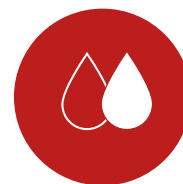
Sensitivity for early-stage cancer

92%

Sensitivity for all stages cancer

99%

Specificity



Blood-based test



Non-invasive

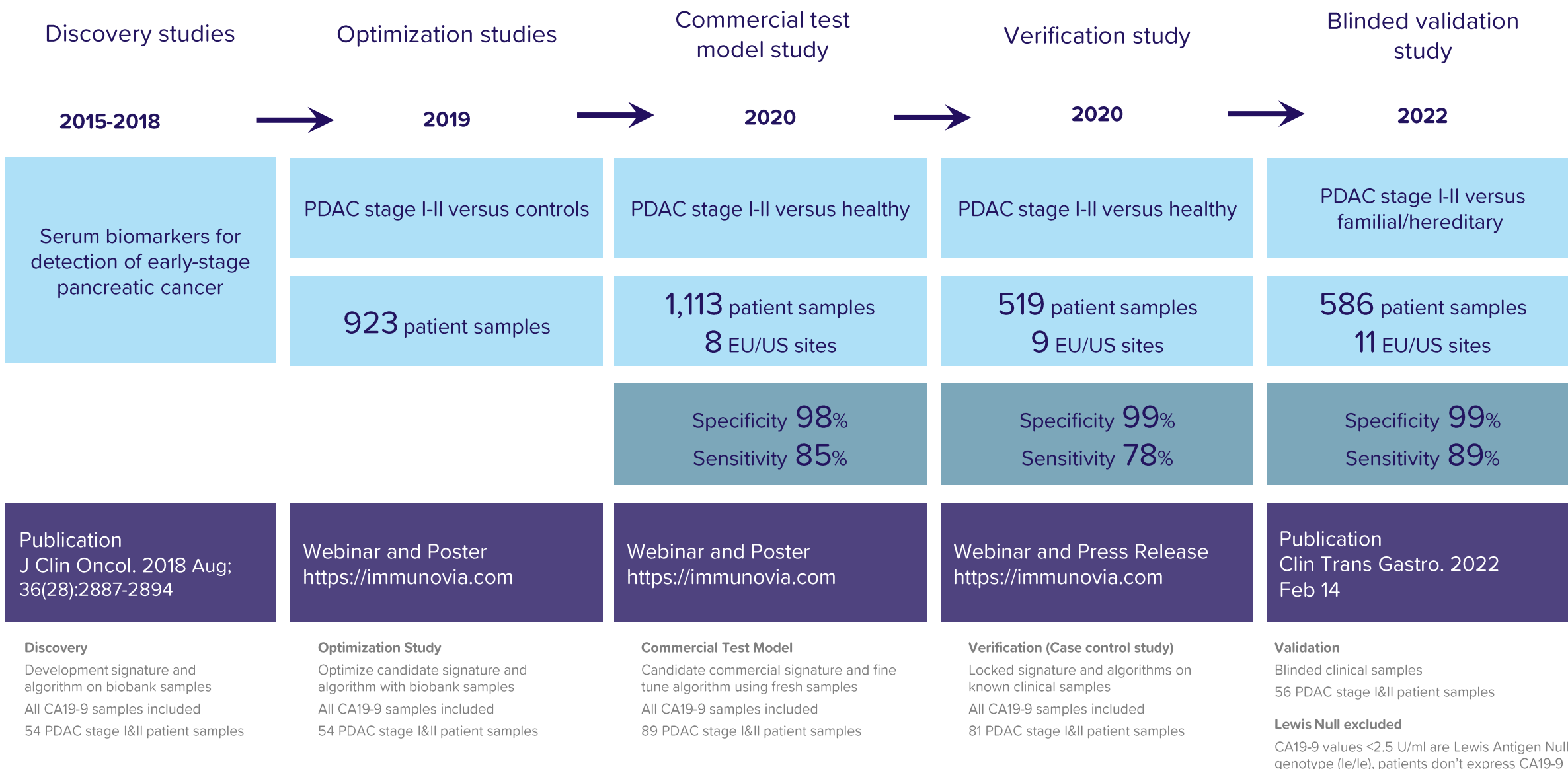


No anesthesia

- First-ever diagnostic test focused on early detection of pancreatic cancer in individuals at high risk for developing familial/hereditary pancreatic cancer
- First blood-based pancreatic cancer surveillance test available in USA
- Favorable performance and cost compared to current surveillance methods



# Broad clinical validation of IMMray<sup>®</sup> PanCan-d




# Outstanding performance and cost profile versus standard methods

NON-INVASIVE TEST METHOD	SENSITIVITY	SPECIFICITY	COST
MRI	90%	63%	\$5,243
CT	81%	43%	\$3,822
IMMray® PanCan-d	92%*	99%	\$995

- IMMray® PanCan-d shows significantly better performance than imaging
- Imaging is time consuming for the patient
- CT and MRI is more expensive
- Imaging drives Capex and labour costs

IMMray® PanCan-d can replace expensive, labour intensive and unspecific imaging methods used in pancreatic cancer surveillance today

# Uniquely positioned versus other pancreatic cancer diagnostic tests

	Product Stage	PDAC SENS STAGE I&II	PDAC SENS ALL STAGES	PDAC SPEC	PRICE	
	Commercialized	89%* (106 cases)	92%	99%	995 USD	<ul style="list-style-type: none"> <li>• <b>Pancreatic cancer surveillance</b></li> <li>• Fast turnaround time</li> <li>• Sensitive and specific for early stage pancreatic cancer</li> </ul>
Competitor 1	Development	No public data	≈70%	99%	In development	<ul style="list-style-type: none"> <li>• <b>Multicancer screening</b></li> <li>• Low sensitivity for early-stage pancreatic cancer</li> <li>• Turnaround time for sequencing</li> </ul>
Competitor 2	Commercialized	≈61% (41 cases)**	78% (Stage I-III)	99,5%	949 USD	<ul style="list-style-type: none"> <li>• <b>Multicancer screening</b></li> <li>• Low sensitivity for early-stage pancreatic cancer</li> <li>• Turnaround time for sequencing</li> </ul>
Competitor 3	Development	No public data	55%	98%	In development	<ul style="list-style-type: none"> <li>• Expense and turnaround time for sequencing</li> </ul>

Source:

\* Immunovia, Inc. Blinded validation study, PDAC stages **I&II** vs. familiar/hereditary, Excluding Lewis Null individuals












\*\* Klein EA, Richards D, Cohn A, Tummala M, Lapham R, Cosgrove D, Chung G, Clement J, Gao J, Hunkapiller N, Jamshidi A, Kurtzman KN, Seiden MV, Swanton C, Liu MC. Ann Oncol. 2021 Sep;32(9):1167-1177.

# Extensive Global clinical and Key Opinion Leader Network

## 34 study sites with 18 clinical experts / KOL's, collaborating with 23 patient organizations

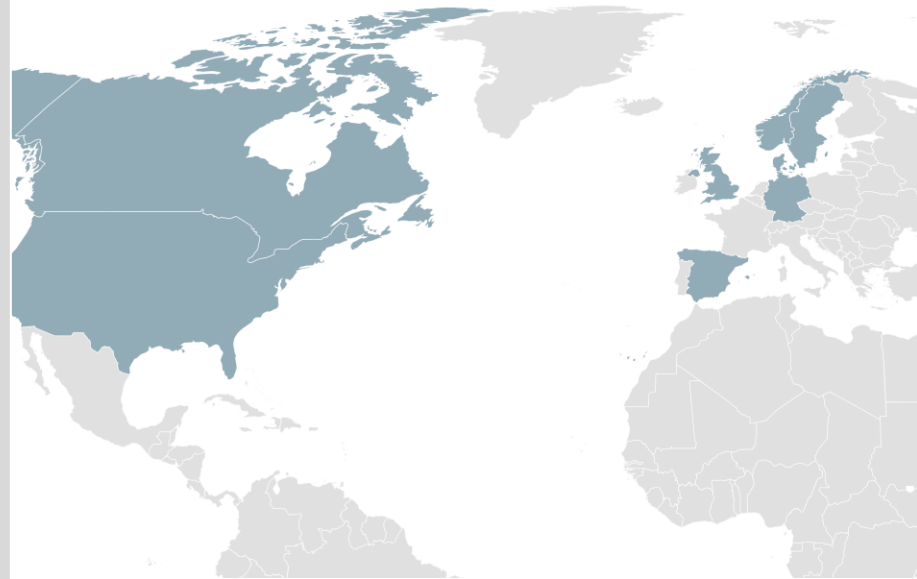
### North America

#### Experts and KOL's

-  Dr. Diane Simeone, **New York, USA**
-  Dr. Margaret Tempero, **San Francisco, USA**
-  Dr. Randall Brand, **Pittsburgh, USA**
-  Dr. James Moser, **Boston, USA**
-  Dr. James Farrell, **New Haven, USA**
-  Dr. George Zogopoulos, **Montreal, Canada**
-  Dr. Aimee Lucas, **New York, USA**
-  Dr. Fay Kastrinos, **New York, USA**
-  Dr. Giles Whalen, **Worcester, USA**
-  Dr. Bryson Katona, **Philadelphia, USA**
-  Dr. Brett Shepard, **Oregon, USA**

#### Patient Organizations

- Canada:**
-  Pancreatic Cancer Canada
- US:**
-  Lustgarten Foundation
  -  The Pancreatic Cancer Action Network (PanCAN)
  -  The World Pancreatic Cancer Coalition
  -  The Ron Folely Foundation
  -  The Griffith Family Foundation
  -  The MA Pancreatic Cancer Alliance
  -  The Marino/Connolly Foundation
  -  Purple Iris Foundation
  -  Kenner Family Research Fund
  -  FORCE (Facing Our Risk of Cancer Empowered)
  -  Families Fighting Pancreatic Cancer
  -  The National Pancreas Foundation
  -  SEENA Magowitz Foundation




#### Clinical Prospective Study status




PanFAM-1	>3 000 samples being analyzed at Immunovia Inc	Status: Analysis
PanDIA-1	> 6 000 clinical records being collected	Status: Data Collection
PanSYM-1	Samples included in Commercial Test Model Study	Status: Ended

### Europe

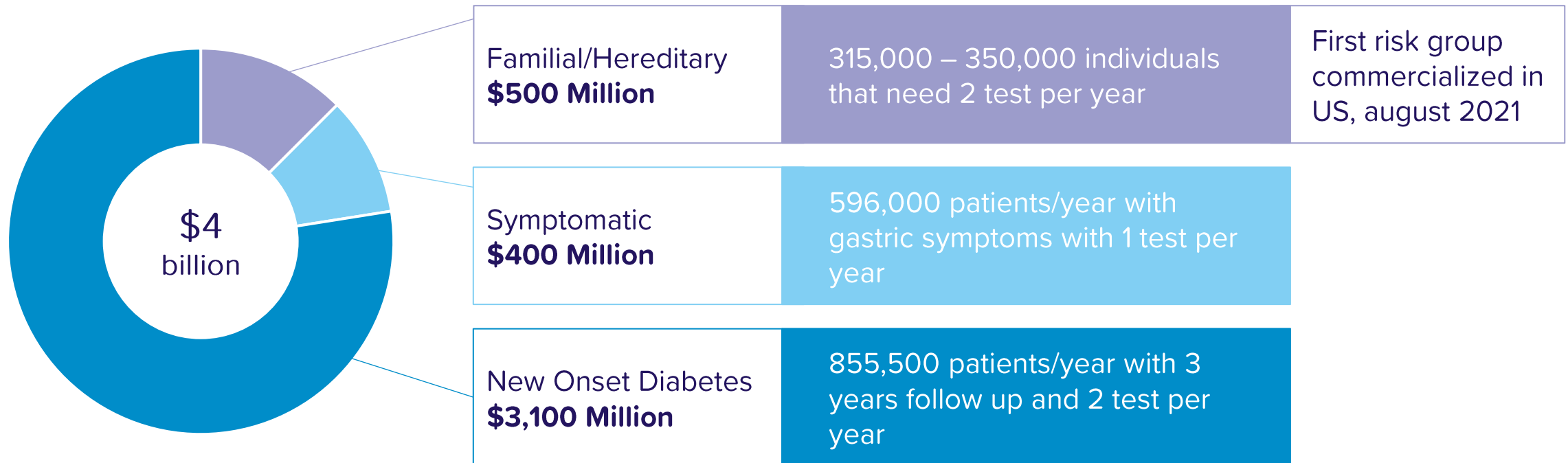
#### Experts and KOLs

-  Prof. Steve Pereira, **London, UK**
-  Prof. Bill Greenhalf, **Liverpool, UK**
-  Prof. Eithne Costello, **Liverpool, UK**
-  Prof. Alfredo Carrato, **Madrid, Spain**
-  Prof. J. Domínguez Muñoz, **Santiago, Spain**
-  Prof. Robert Grützmann, **Erlangen, Germany**
-  Prof. Mattias Löhr, **Stockholm, Sweden**
-  Dr. Svein Olav Bratlie, **Gothenburg, Sweden**

#### Patient Organizations

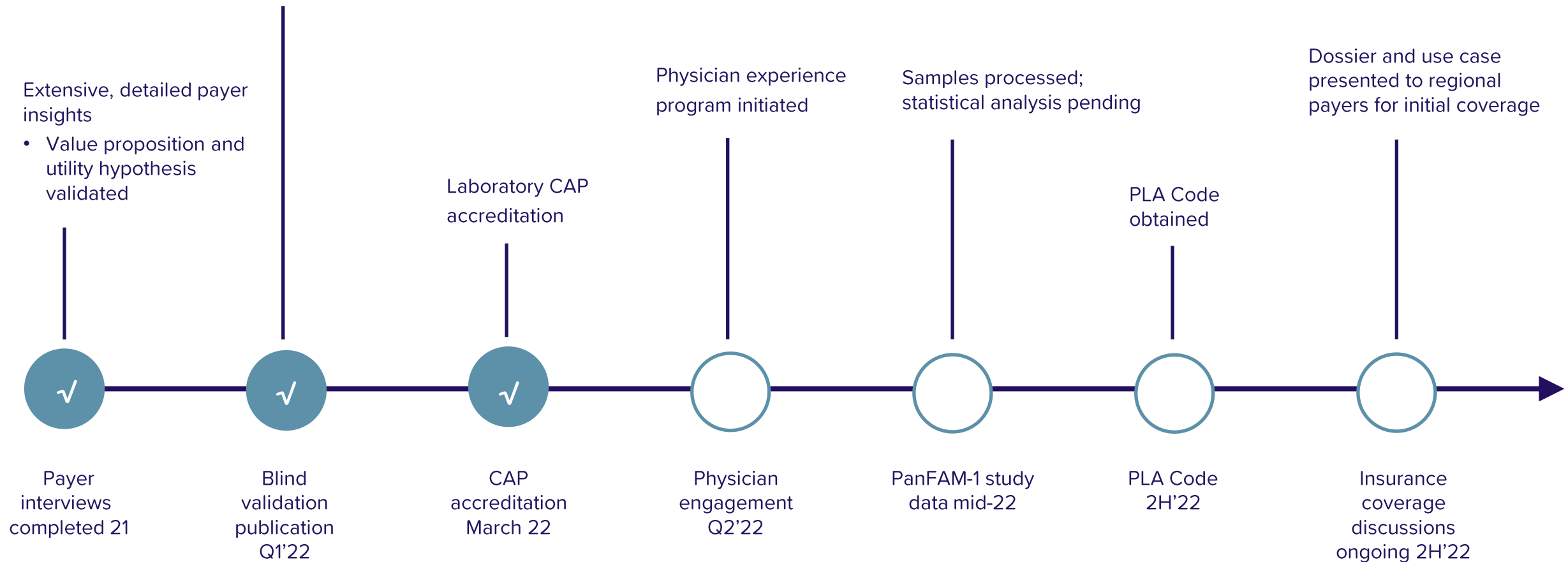
- Sweden:**
-  Palema
  -  Nätverket mot cancer
- Norway:**
-  Pancreaskreft Nettverk
- Denmark:**
-  Pancreasnetværket
- Germany:**
-  TEB e. V. Selbsthilfe
  -  AdP, der Arbeitskreis der Pankreatektomierten e. V.
- UK:**
-  PCA - Pancreatic Cancer Action
  -  PCUK - Pancreatic Cancer UK
  -  CRUK - Cancer Research UK
  -  MacMillan Cancer Support
- Spain:**
-  ACANPAN
  -  GEPAC
- Japan:**
-  PanCAN Japan

# Addressing a \$4 billion market in the US alone



# Executing reimbursement plan for US insurance coverage

Final publication of **peer-reviewed blinded validation study** in Clinical and Translational Gastroenterology journal in coming weeks (**Manuscript published**)<sup>1</sup>



<sup>1</sup> Title: [Detection of Early-Stage Pancreatic Ductal Adenocarcinoma from blood samples: Results of a multiplex biomarker signature validation study](#); Journal: Clinical and Translational Gastroenterology

# Strategic priorities in 2022

Additional clinical validation for IMMray® PanCan-d across risk groups

Strengthening US team for successful commercial scale up

Execution of US reimbursement plan for pancreatic cancer

Roadmap to capture the potential of discovery programs in other indications

Prioritization for market access in non-US geographies



## Where are we today? – Well positioned for future growth



# Management team



**Philipp Mathieu**  
CEO & President



**Tobias Bülow**  
Senior Director  
Investor Relations &  
Corporate  
Communications



**Rolf Ehrnström**  
Chief Scientific Officer



**Hans Liljenborg**  
CFO



**Linda Mellby**  
VP R&D



**Lotta Blomgren**  
Operations Director



**Hans Christian Pedersen**  
VP Business  
Development



**Annika Andersson**  
QA/RA Director



**Meagan Luipold**  
Sales Director NA



**Cindy Callahan**  
Senior Marketing  
Director



**Rob Pickles**  
Market Access and  
Marketing Director



**Thomas King**  
Medical Director

## Collective Experience



LAZARD



# Q&A

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[www.immunovia.com](http://www.immunovia.com)