

Audioconference

Financial year results presentation

Closing March 31 2019

Audioconference

Agenda

- Management presentation
- Answers to shareholders' questions

You can send your questions by using the chat on the right of your screen

Audio Conference

- **Christophe Douat**
CEO
- **Nicolas Heuzé**
Director Corporate Development & Corporate Finance
- **Jaime Arango**
CFO
- **Joël Richard**
Head of Technical & Pharmaceutical Operations



Christophe Douat



Vision & Values

- *Humanist Pharma*
- *Employee shareholders*
- *Power of the group,
Adaptability, Innovation,
Transparency, Directness, Trust,
Have Fun*



2018/2019
***Achievement of all
anticipated
milestones for
programs in
development***



TEVA partnership

- *mdc-IRM*
Phase 3 in the US
- *mdc-TJK*
Preclinical



Opioid free pain management

- *mdc-CWM with AIC*
Phase 2 in the US
- *mdc-CMV*
Preclinical
- *mdc-NVA*
Formulation



Contraception

- *mdc-WWM*
2nd tranche of the
subvention from the Bill &
Melinda Gates Foundation



Products in formulation research



Portfolio • 9 products

- *2 in clinical*
- *2 in preclinical*
- *5 in formulation research*

5 with partners / 4 internal



Christophe Douat



Jaime Arango



Financial highlights

- *Cash & financial assets*
 - 21,3 M€ cash & cash equivalent
 - 0,7 M€ risk-free & current financial assets
 - 3,9 M€ risk-free & non-current financial assets
 - 12,5 M€ potential (BEI)



Financial highlights

- *Financing operations*
 - 3,2 M€ Convertible bonds
 - 7,5 M€ EIB loan (of 20 M€)
 - 31,4 M€ IPO gross proceeds



Revenue

- 4 M€ (vs 8,3 M€ in 2017/2018)



Operating expenses

- 19,6 M€ (+29% vs 2017/2018)
 - 11,9 M€ R&D (+35%)
 - 2,7 M€ Marketing et BD (+42%)
 - 4,9 M€ General Services (+15%)



Financial expenses

- 4,2 M€
 - 2,2 M€ (IPO)
 - 2 M€ (*charges of existing debt*)



Debt

- *27 M€ gross (vs 31 M€ 2017/2018)*
 - *1,1 M€ net (vs 17,5 M€ 2017/2018)*
- *71% repayable after April 2023*

Q&A

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THANK YOU

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