

Marinomed Biotech AG Company Presentation

September 2023



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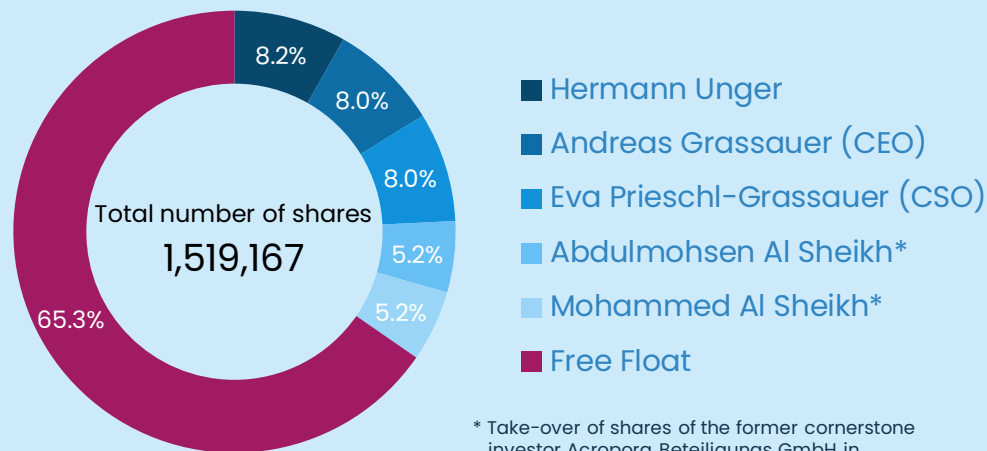
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Marinomed at a glance

Publicly listed biopharmaceutical company located in Korneuburg, Austria



* Take-over of shares of the former cornerstone investor Acropora Beteiligungs GmbH in Liquidation by its shareholders in equal parts as per the announcement dated 30 May 2023.

Note: Rounding differences possible

Prime Market Segment of the Vienna Stock Exchange

MARI:AV; ATMARINOMED6; MARI.VI

Part of ATPX, AP8, AXGP, NAP8, TAP8, WBI

Business Segments

VIROLOGY

Revenue-generating
OTC portfolio

IMMUNOLOGY

High-value
products in late-
stage development

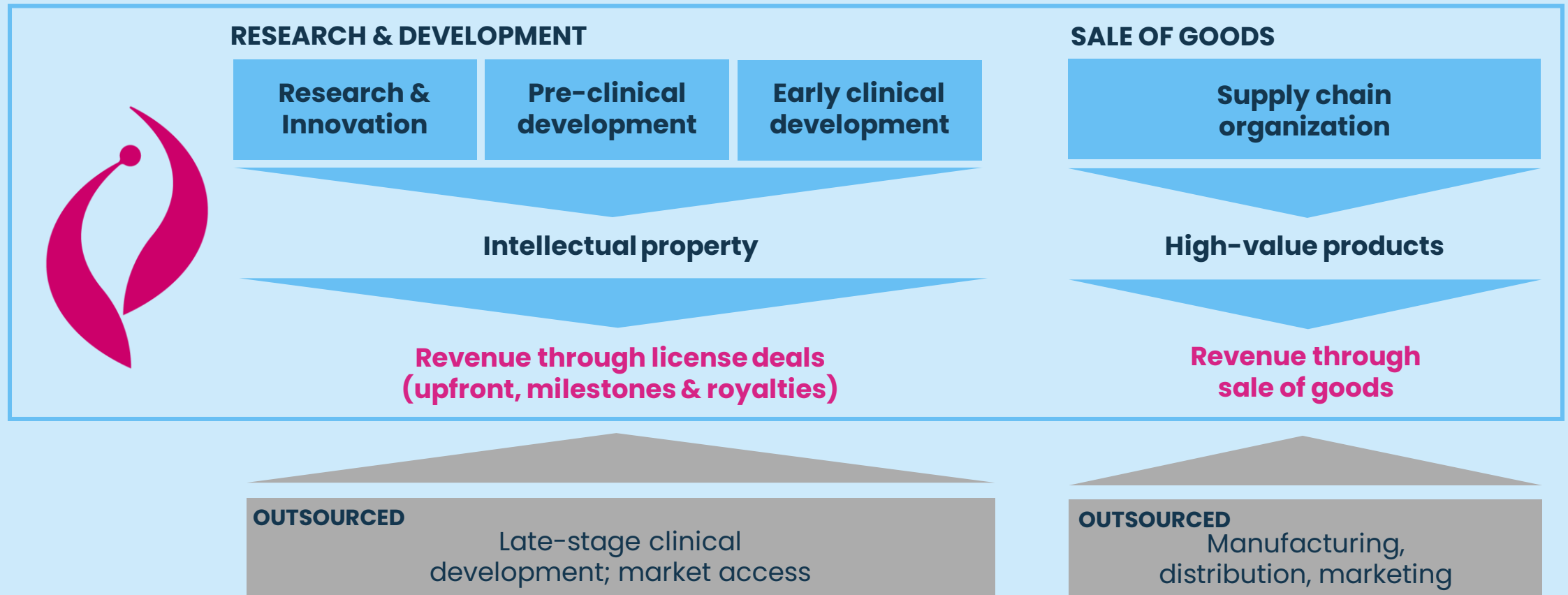
Solv4U

Solubilization technology
partnerships for customers



Business Model

Lean organization & existing business



Equity Story

Solid existing business, growth perspective through late-stage pipeline assets

- **Experienced management team**
- **Solid revenue** from marketed product portfolio
- **Three key assets** in partnering:
 - Carragelose portfolio
 - Budesolv
 - Tacrosolv
- **Lean and efficient business model:** cost-efficient approach along entire value chain



Left to right:
Pascal Schmidt, CFO; Eva Prieschl-Grassauer, CSO and co-founder;
Andreas Grassauer, CEO and co-founder

Therapeutic Areas

Proven track record with clinically validated and patent-protected technologies

VIROLOGY

- **Carragelose** from red seaweed: protective layer with multi-use potential
- Clinically validated broad-spectrum **virus blocker**
- **Marketed OTC cough & cold portfolio** in >40 countries



IMMUNOLOGY

- **Marinosolv technology: solubilization for hydrophobic compounds**



- Lead products **Budesolv & Tacrosolv**

Solv^{4U} Solubilization technology partnerships for customers based on Marinosolv

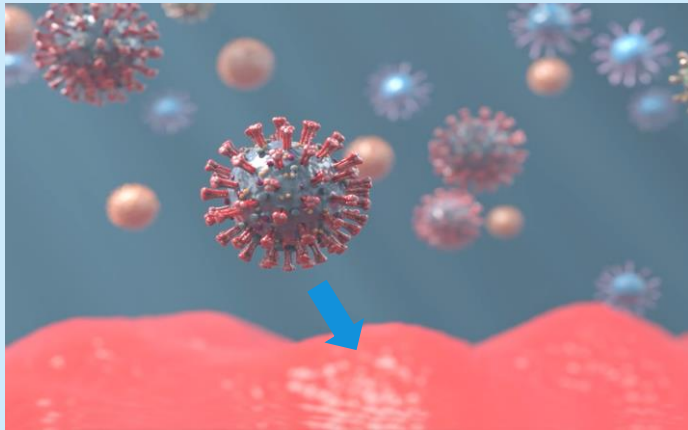
- Several successful feasibility studies & partners entering phase II



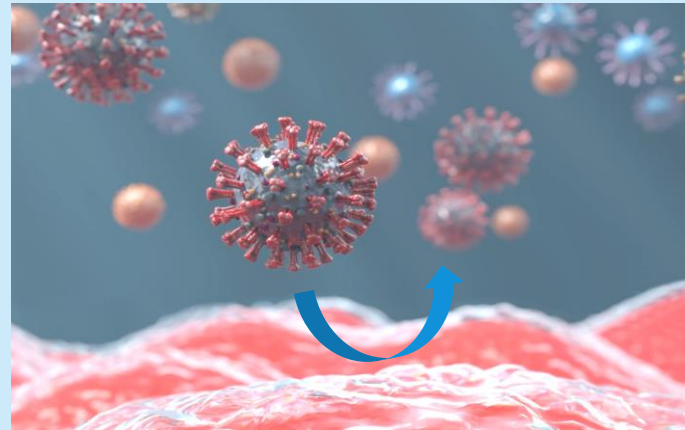
Carragelose

Carragelose overview

Mode of action



**Without Carragelose:
Virus enters mucosal cell**



**With Carragelose:
Barrier prevents internalization of virus**

Benefits

- Polymer extracted from **red seaweed**
- Forms non-specific layer that **protects mucosa** from viruses & pollen → multi-purpose
- Favorable **safety profile**
- **Clinically validated**
- **Patent-protected**

In-vitro data against respiratory viruses (selection)

Rhinoviruses

Coronaviruses, including SARS-CoV2

Influenzaviruses A, B

Parainfluenza viruses

Respiratory syncytial virus (RSV)

Adenoviruses



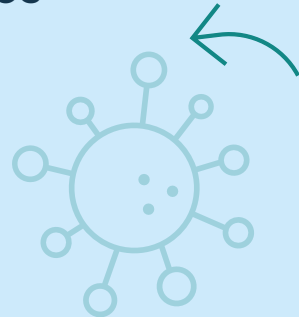
Carrageelose

Carrageelose

Moisturizing and protective layer against viruses and pollen – multi-use potential

Viral respiratory diseases

- Blocking numerous respiratory viruses
- Clinically validated
- Marketed



Eye care



- Lubricating
- Relief for dry eyes
- Virus-blocking properties: targeting adenoviral keratoconjunctivitis

Allergy

- Blocking allergens
- Decongestant effect in combination with Sorbitol



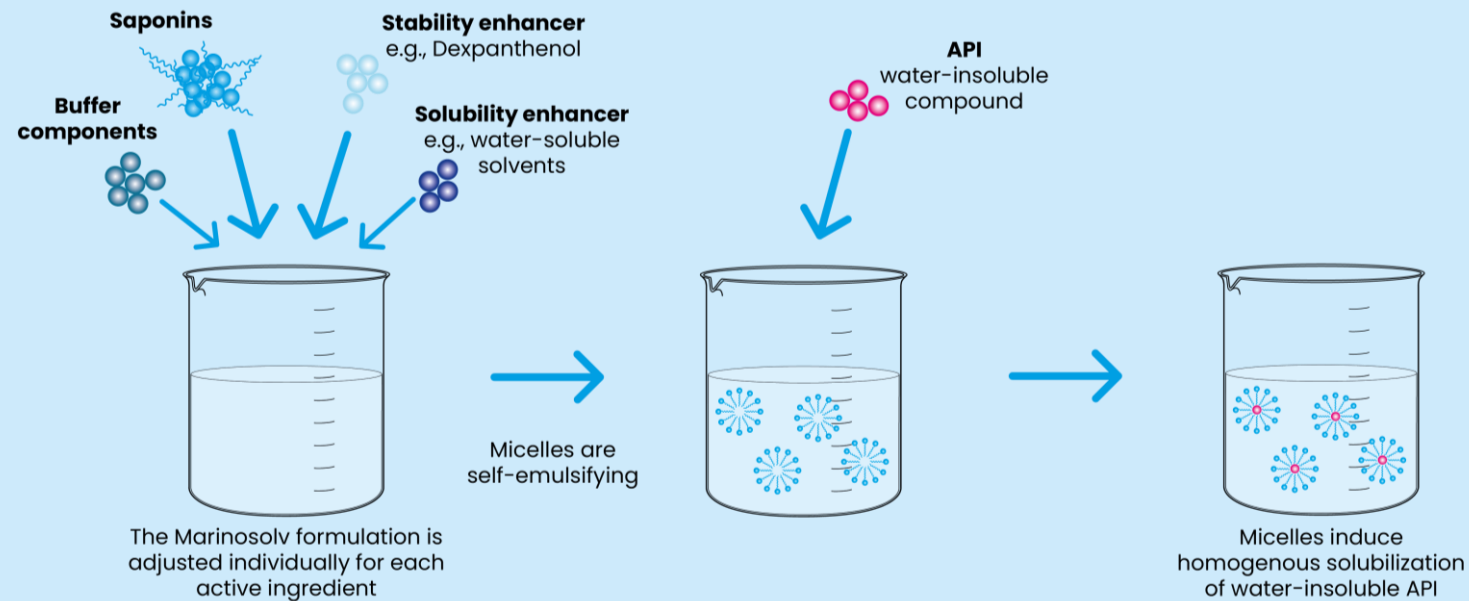
CCA¹ market volume:
US\$ 36 bn²

Eye care market volume:
US\$ 6 bn²



Marinosolv overview

Mode of action

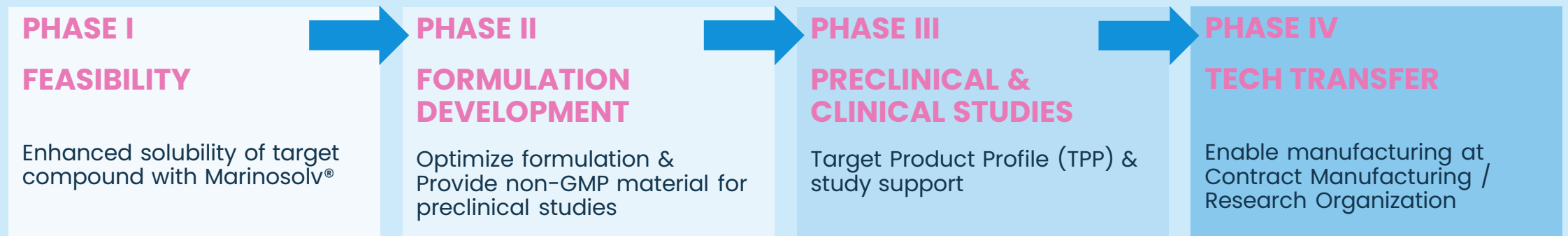


Benefits

- Solubilization of poorly water-soluble compounds
- Significantly increases **bioavailability**
- **Dose reduction:** Reduces side effects
- **Faster onset of action**
- **Eco-friendly:** Reduces pharmaceutical compounds in wastewater
- **Clinically validated**
- **Patent protected**
- Suitable for **sensitive tissues** such as eyes and nose



Solv4U overview



LICENSE MODEL
Milestones and royalties through clinical development phase and beyond

Patients' benefits

Faster onset of action

Dose reduction

Lower possible side effects

Well-tolerable local and systemic administration

Manufacturers' benefits

Easily scalable process

Increased sustainability of manufacturing

Option for preservative free formulations

Aseptic filtering of formulation



Pipeline

Late-stage projects with low risk and high upside potential

Development pipeline

Therapeutic area	Product Indication	Status	Preclinical	Phase I	Phase II	Phase III	Filing/Certification	
IMMUNOLOGY	Budesolv/MAM-1004-1 Allergic rhinitis	Filing in preparation						
	Tacrosolv/MAM-1003-1 Inflammatory eye diseases	Phase II clinical study						
	MAM-1004-2 Autoimmune gastritis	Preclinical						
VIROLOGY	MAM-1001-3 eye drops Dry eyes	Pre-Launch						
	Carravin/MAM-2001-1 Nasal congestion	Filing in progress						
	Inhaleen/MAM-1001-1 Viral pneumonia	Phase I clinical study						

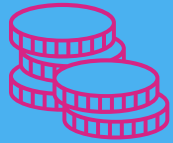
Commercialized products

VIROLOGY	Carragelose product portfolio Viral respiratory infections	Portfolio of seven different products (nasal & throat sprays, lozenges), marketed in >40 countries
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Highlights year-to-date 2023

Progress and new developments



**EUR 5.2 m
revenues**

**Strong H1
Carragelose
revenues**



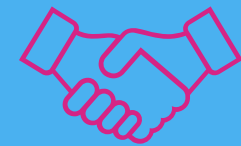
New product

Carragelose **eye
drops** – launch
planned for **2024**



**Market
authorization**

For **Carragelose
nasal spray** in
Mexico



**Solv4U
Partnership**

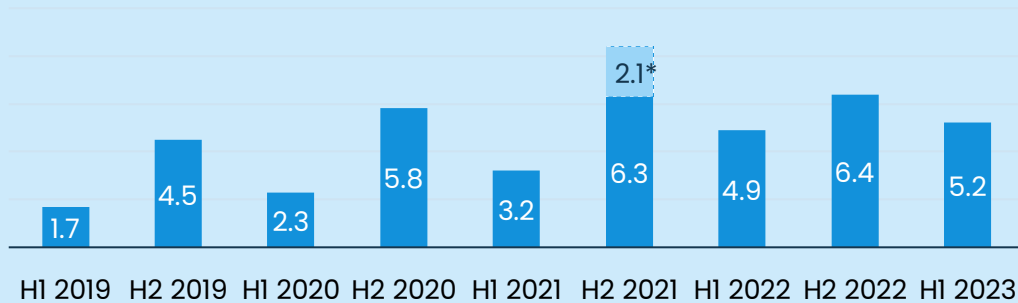
With **SPH Sine
Pharmaceutical
Laboratories**



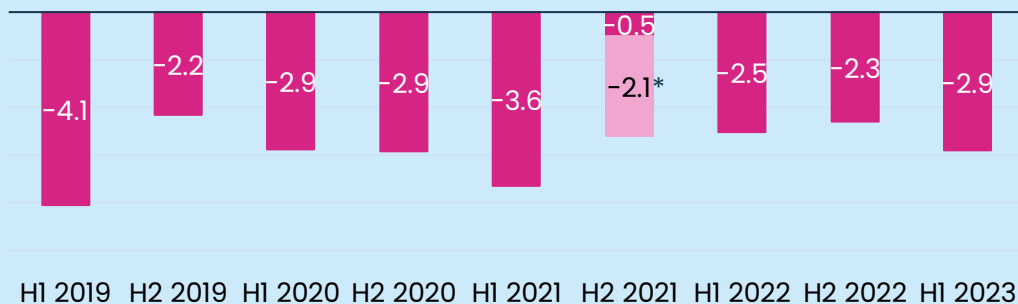
Record H1 revenues

Carragelose strong in H1 with post-pandemic slow-down of customer orders

Development of half-yearly revenues (m€)



Development of half-yearly EBIT (m€)



Comments

Historical numbers

- Revenues rose from €4.9m to €5.2m (+7%)
- EBIT slightly decreased from €2.5m to €2.9m due to higher R&D expenses

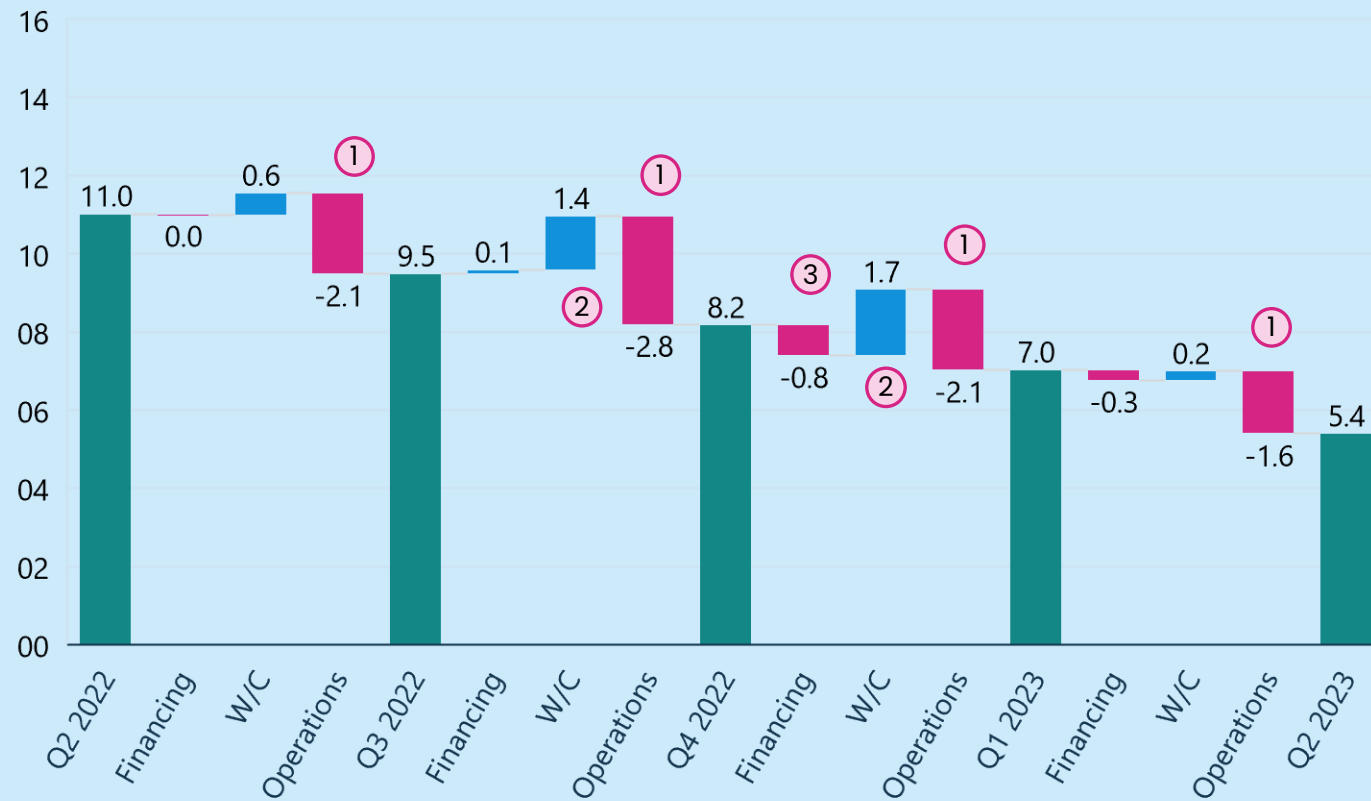
Cautious but optimistic outlook

- Customers anticipating end of the pandemic
- Current H2 order volume for Carragelose products leads to decline of revenue from sale of products
- Optimistic in the medium term, as many initiatives are underway:
 - Business development processes for the two main Marinosolv-assets Budesolv and Tacrosolv
 - Approval in Mexico leading to preparation for launch, expected to result in revenue within 6 months
 - Launches for Carragelose eye product and allergy product in preparation (H1 2024)
 - Further partnering for Carragelose-assets in negotiation with revenue potential in 2024



Cash visibility into 2024

Carragelose revenues reducing cash burn, repayment of loans ongoing

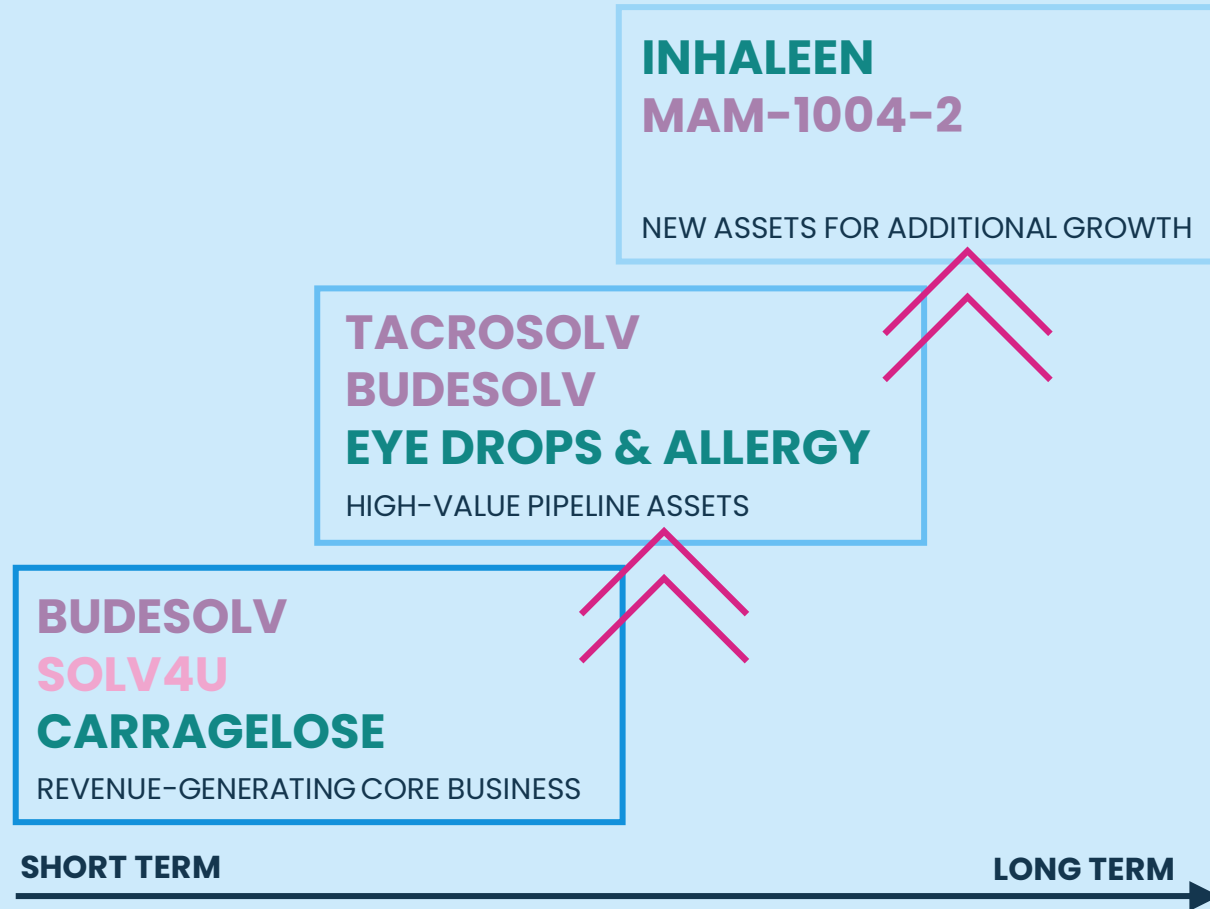


- ① Operations mainly consisting of personnel costs and R&D expenses; MDR switch temporarily also contributing
- ② Strong quarters in terms of Carragelose revenue contributing significantly to reducing cash burn
- ③ Repayment of EIB loan started increasing cash burn – next significant repayment in Oct 2024 of €4m plus accrued interest on Tranche 1

→ Cash burn under control, repayment of EIB loan to be earned through licensing deal

Marinomed strategic priorities

Focus on revenue generation with existing products and product candidates



- Long-term adherence to our mission
- Funding promising pipeline programs through own cash flows
- Expanding business with a focus on assets that are ready for partnering
- Fill white spots on partnering map
- Accelerating profitable growth of existing business
- Supporting partnerships towards revenue generation



Carragelose – growth strategy

Expansion of territory, indication and product portfolio

Target	Action item	Status / next steps
Territory expansion - registration	USA (Procter & Gamble), Mexico and Brazil (M8 ¹)	USA → FDA registration Mexico → received market approval Brazil → ANVISA registration
Territory expansion – partnering	Focus on Asia, Japan and white spots	Continue business development and negotiate deals
Expansion of indication	Capitalize on new data as allergy blocker – full year product	First launches in discussions with (existing and potential new) partners in the next 12 months
Expansion of product portfolio	Carragelose eye drops Prepare allergy blocker launch Inhalation medical device	Eye drop launch planned for 2024 Upgrade allergy blocker registration for MDR compliance; launch 2024 certify product as medical device



Immunology – focus on business development

Expansion of territory, indication and product portfolio

Area / Product	Action item	Status / next steps
Tacrosolv (MAM-1003-1) Inflammatory eye diseases	Run a structured BD process with external support	Complete the BD process and enable a partnership within the next 6-12 months
Budesolv (MAM-1004-1) Allergic rhinitis	Continue ongoing BD efforts and discussions with potential partners Support Chinese partner Luoxin and enable progress in China	Enable a near term partnership Preparation for IND ¹ in China – complete production establishment
Solv4U Marinosolv for external customers	Increase BD activities – continue working on ongoing projects	A series of feasibility projects have been completed – progress current projects to licensing partnerships First long-term partnership with SPH Sine in China



Financial calendar & IR contact

Financial Calendar 2023

November 21, 2023 Publication of the Results Q1-3 2023



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