

**Technologietransfer-
Symposium, München**

„Biotech → Pharma“

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This presentation includes forward-looking statements.

Actual results could differ materially from those included in the forward-looking statements due to various risk factors and uncertainties including changes in business, economic competitive conditions, regulatory reforms, foreign exchange rate fluctuations and the availability of financing.

These and other risks and uncertainties are detailed in the Company's Annual Report.

MorphoSys is a Leader in the Discovery & Development of Therapeutic Antibodies



■ MorphoSys...

- Founded 1992
- Located close to Munich, Germany
- Listed on the Frankfurt Stock Exchange (actual market cap ~ € 900 m)
- 300 employees

■ Highly successful track-record of partnering with pharmaceutical companies world-wide

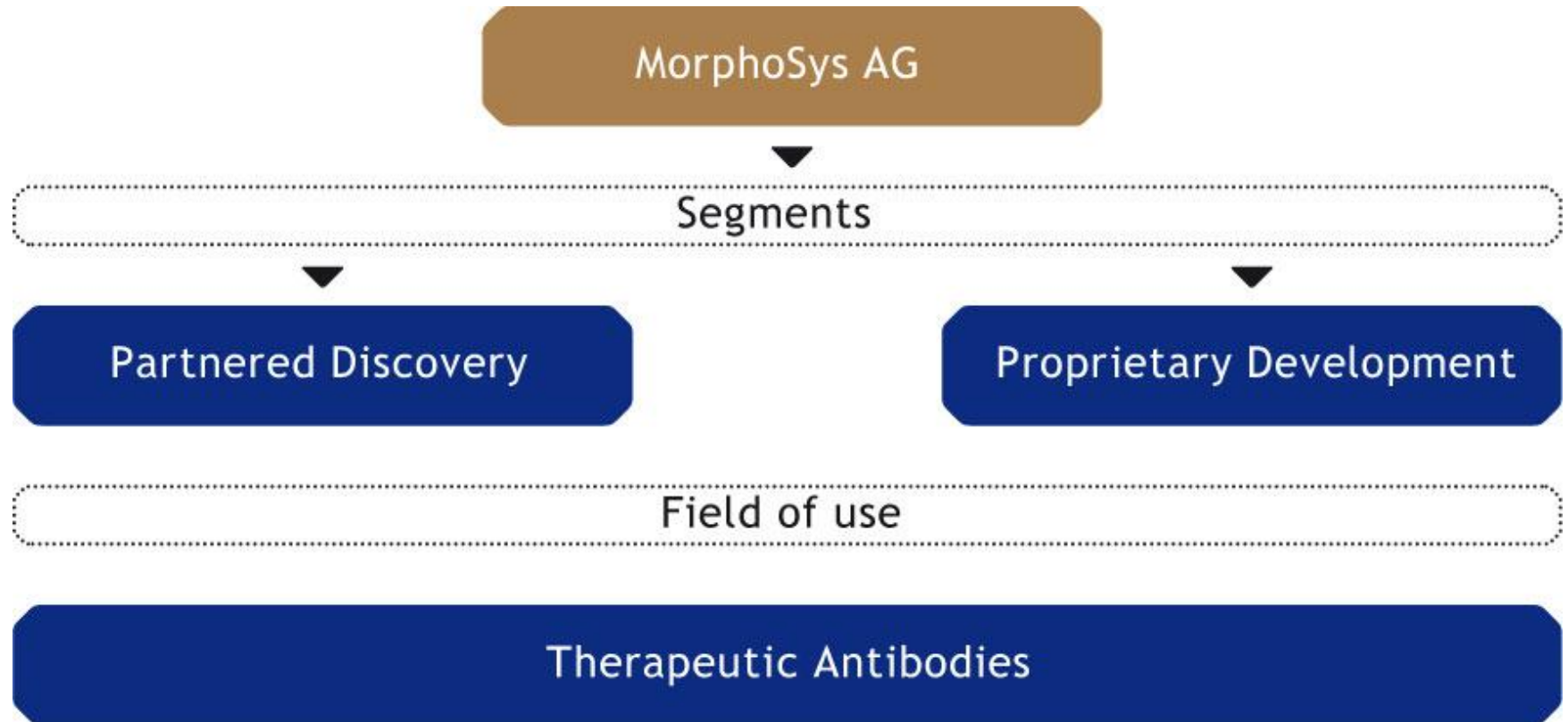
■ Most successful antibody library technology in the industry

■ Deep pipeline of proprietary and partnered programs

■ Profitable since 2004, strong financials and able to support own development plans

■ New technologies to make the antibody drugs of tomorrow





The MorphoSys Pipeline

21 Clinical Programs, 80 Total



Program	Partner	Target	Indication	Discovery	Preclinic	Phase 1	Phase 2	Phase 3
Gantenerumab	Roche	Amyloid-β	Alzheimer's Disease					
MOR103 (2 programs)	GSK	GM-CSF	Rheumatoid Arthritis Multiple Sclerosis					
Guselkumab (CNTO1959) (2 programs)	Janssen/J&J	IL23p19	Psoriasis Rheumatoid Arthritis					
BHQ880	Novartis	DKK-1	Cancer					
BYM338	Novartis	ActRIIB	Musculoskeletal					
NOV - 3	Novartis	-	not discl.					
LFG316	Novartis	C5	Ophthalmology					
OMP-59R5	OncoMed/GSK	Notch 2	Cancer					
MOR208	-	CD19	CLL, NHL, ALL					
MOR202	-	CD38	Multiple Myeloma					
BAY94-9343	Bayer Healthcare	Mesothelin (ADC)	Cancer					
BI - 1	BI	-	not discl.					
CNTO3157	Janssen/J&J	-	Asthma					
CNTO - 5	Janssen/J&J	-	Inflammation					
VAY736	Novartis	BAFF-R	Inflammation					
LJM716	Novartis	HER3	Cancer					
Vantictumab (OMP-18R5)	OncoMed/Bayer	Fzd 7	Cancer					
PFE - 1	Pfizer	-	Cancer					
NOV - 7	Novartis	-	Ophthalmology					
21 Programs	Various Partners	-	Various Indications					
38 Programs	Various Partners 3 Proprietary Pr.	-	Various Indications					

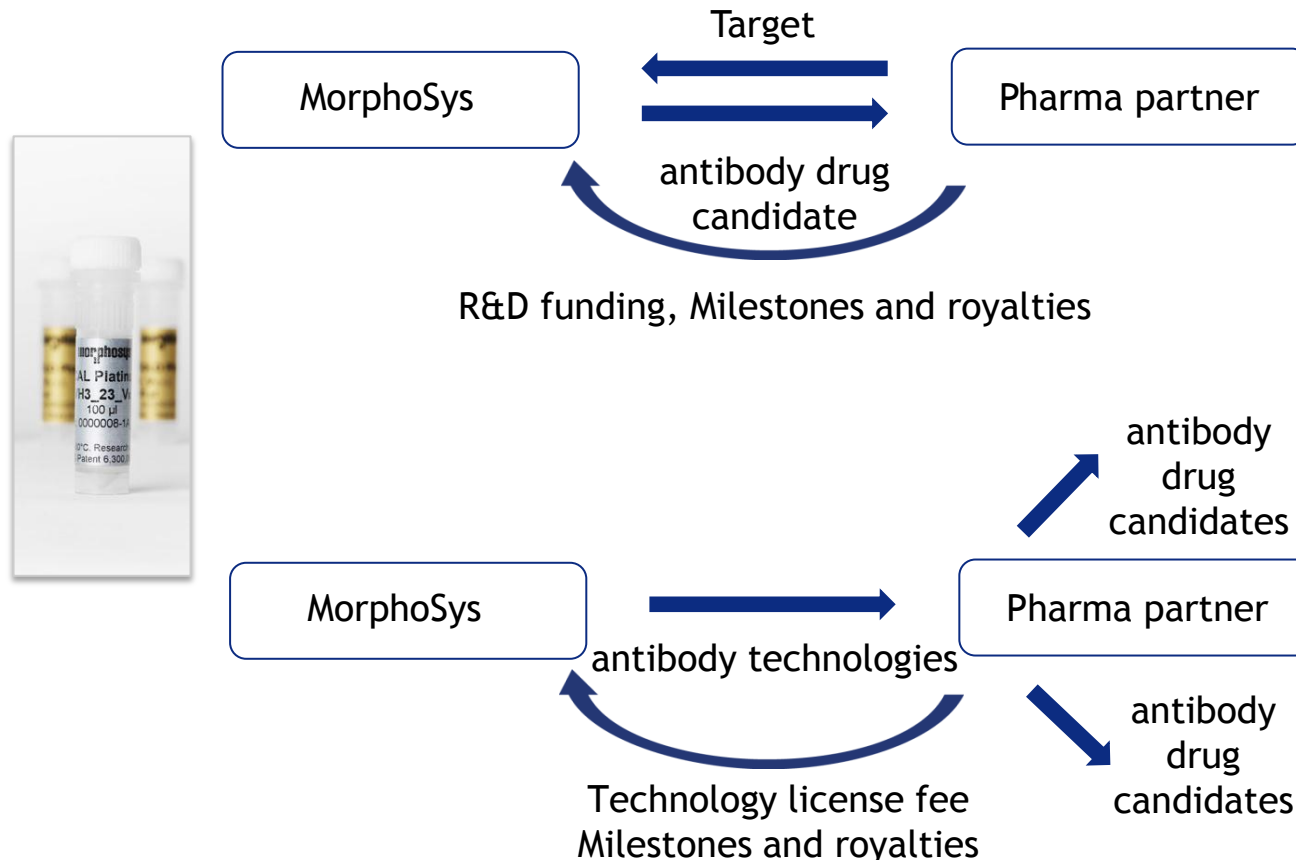
Partnered Programs

Partnered with GSK
after phase 1b/2a

Proprietary Programs

Technology Driven Alliances

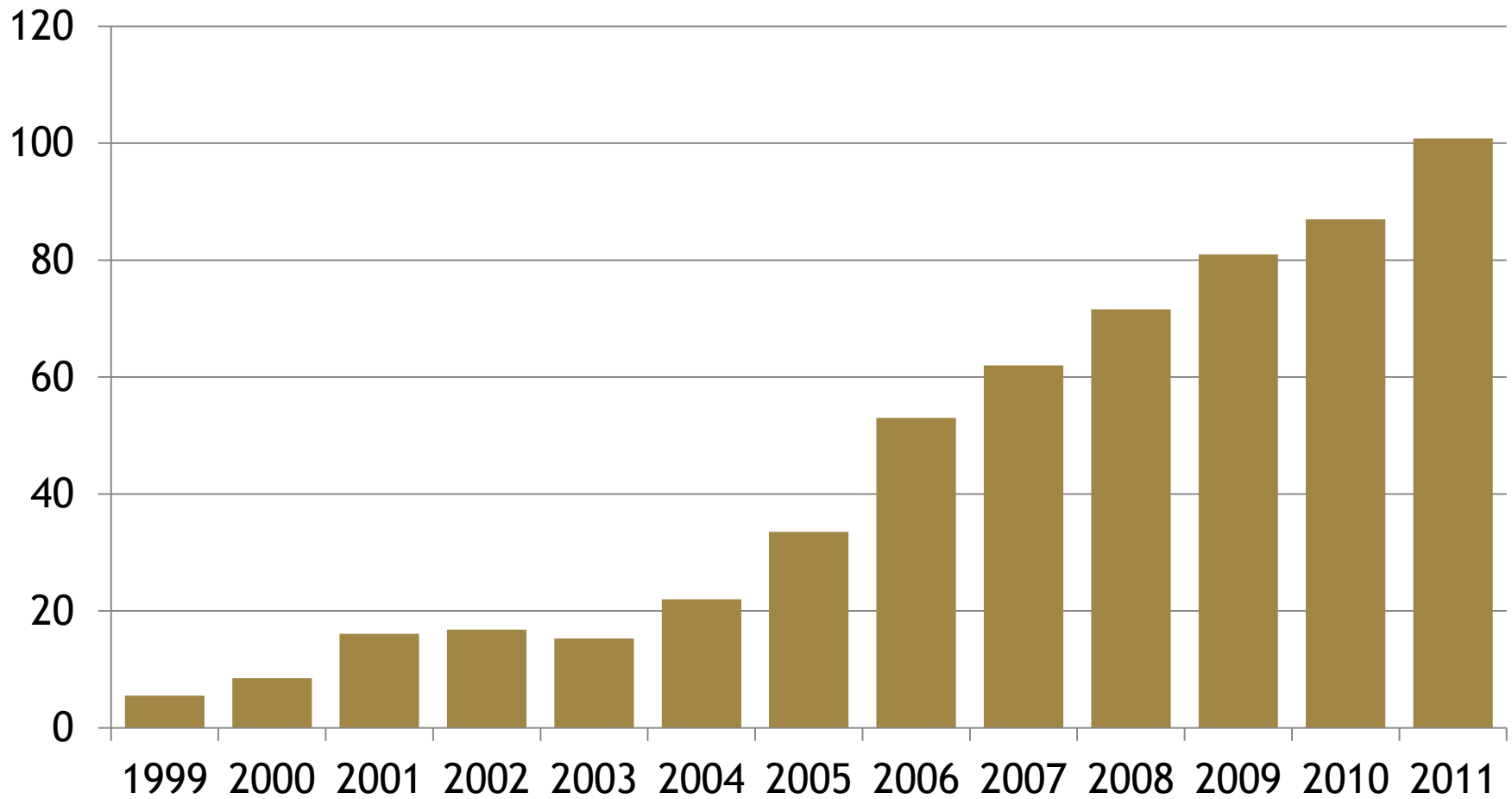
- MorphoSys has successfully partnered its human antibody technologies HuCAL and Ylanthia with many of the leading pharmaceutical companies



MorphoSys Revenue Stream



in € million



■ Neue disruptive Technologien

- Neue Therapeutikaklassen (z.B. Bispecifics, Lanthiopeptide)
- Neuer mode of action (z.B. ADCC)
- Neue Targetklassen (z.B. GPCRs)
- Verkürzung der Entwicklungszeit (HuCAL, Ylanthia)
- Verringerung des Entwicklungsrisikos (HuCAL, Ylanthia)
- ...

■ Compounds (small molecules, biologics)

- “lukrative” Indikationen (inkl. orphan drug) - Marktgröße, Erstattungsmöglichkeit...
- best-/ first-in class
- i.d.R. POC (Phase II)
- solide Patentposition
- Biologics - stabiler Produktionsprozess
- ...

Was sind die Haupthindernisse für die Kooperationen?

■ Technologien

- Keine ausreichende Problemstellung für neue Technologie
- Keine ausreichende Validierung neuer Technologien
- Me too - kein signifikanter Unterschied zu bereits auf dem Markt befindlichen Technologien
- falsches Businessmodell (Kooperation, Techtransfer...)
- Falsche Preisvorstellungen
- ...

■ Compounds (small molecules, biologics)

- keine “lukrativen” Indikationen
- keine Chance auf best-/ first-in class
- keine ausreichende Validierung (zu früh...)
- keine solide Patentposition
- Biologics - kein stabiler Produktionsprozess
- ...

Welche Kooperationsmodelle werden angeboten und bevorzugt?

■ Technologien

- fee for service - keine Beteiligung am möglichen späteren Erfolg
- partenered discovery - längere Entwicklungsbeteiligung, Erfolgsbeteiligung bei Alleinstellungsmerkmal
- technology transfer - abhängig vom Aufwand und Zahl der Projekte, Erfolgsbeteiligung bei Alleinstellungsmerkmal

■ Compounds

- Optionsmodell - Sicherung von Erstzugriffsrecht
- Plain Outlicensing - keine weitere Entwicklungsbeteiligung
- Co-development - Entwicklungspartnerschaft
- Co-development und -promotion - Entwicklungs- und Vertriebspartnerschaft

■ Technologien

- fee for service (Sloning)
- partnered discovery (MOR - HuCAL, Ylanthia)
- technology transfer (MOR - HuCAL, Ylanthia)

■ Compounds

- Optionsmodell (Targacept - AstraZeneca)
- Plain Outlicensing (MOR103, Morphosys - GSK)
- Co-development (Crenezumab, AC Immune - Genentech)
- Co-development und -promotion (Nexavar, Onyx - Bayer)

Gibt es Möglichkeiten für Open Innovation?

- ? - schwierig...

Thank You

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