A collaborative and agile pharmaceutical company with an R&D focus on infectious diseases and a leading position in hepatitis C

Q4-2012 Conference Call - Presenting team

Maris Hartmanis, CEO
Charlotte Edenius, EVP R&D
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Reflections on 2012

Maris Hartmanis, CEO

2012 – we set the foundation for becoming THE emerging European pharma

R&D operations

- Progress in our R&D pipeline, both internally driven and partnered projects
- Reported simeprevir (TMC435) phase III data showed strong and consistent results, followed by filing in Japan, as announced this morning
- Broadening of our research platform and know-how through new collaborations and an acquisition

Pharmaceuticals

- Consistent product portfolio performance – earnings in line with expectations at the acquisition in 2011, with EBITDA contribution of approximately SEK 100m
- GSK started the OTC launch in Europe and obtained OTC approval in Russia with the Medivir developed cold sore pharmaceutical branded as Zoviduo/Zovirax Duo.
- Preparations and awareness building around simeprevir in the Nordics made strong progress

Finance

- Solid financial position at year end with approximately SEK 300m in cash
- Stable cost base with a net burn rate of approximately SEK 200m

Value proposition

Collaborative and innovative pharmaceutical company

- World class expertise in polymerase and protease drug targets
- R&D focus on infectious diseases

Strong position in HCV – both partnered and internal programs

- Simeprevir (TMC435), considered “best in class HCV protease inhibitor”
  - Partnered with Janssen Pharmaceuticals with retained Nordic rights
  - Regulatory filing began already in Q1, 2013 as a triple combination treatment with PegIFN and ribavirin
  - Optimal profile for future interferon-free combination treatments
- In-house HCV programs will offer combination opportunities

Commercial presence in the Nordic region

BioPhausia® – a Medivir sales company

- Solid brand names with annual sales of ~85 MUSD
- Pharmaceutical portfolio will be broadened
- Commercial platform for the launch of simeprevir in the Nordics in 2014

Consolidated profit performance

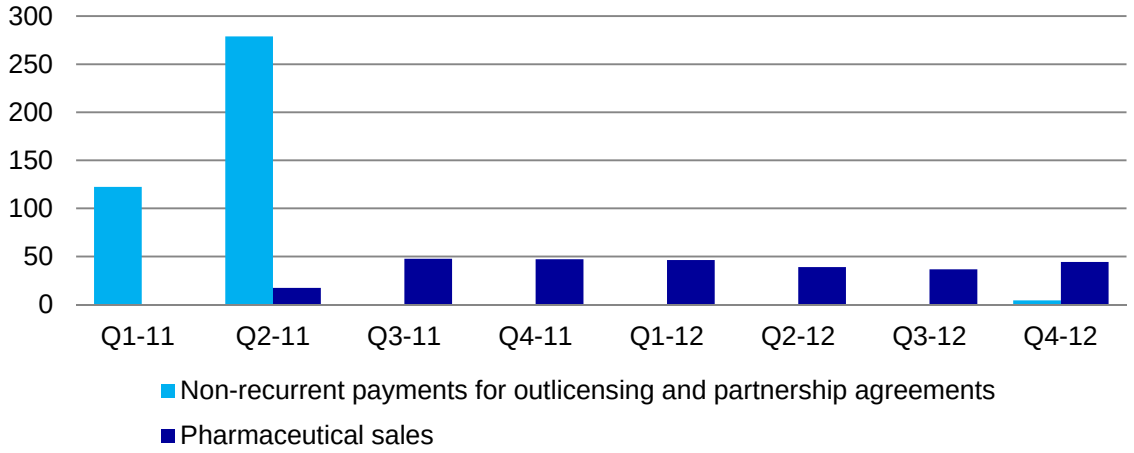
(MSEK)	2012 Oct-Dec	2011 Oct-Dec	2012 Jan-dec	2011 Jan-Dec
Net turnover	155.5	131.8	555.0	698.6
Gross profit	45.6	35.1	152.3	458.0
EBITDA	-39.9	-35.7	-150.9	135.3
EBIT	-48.5	-44.1	-185.8	111.9
Profit/loss before tax	-50.0	-47.5	-193.0	111.2
Profit/loss after tax	-65.3	-53.1	-219.1	113.8

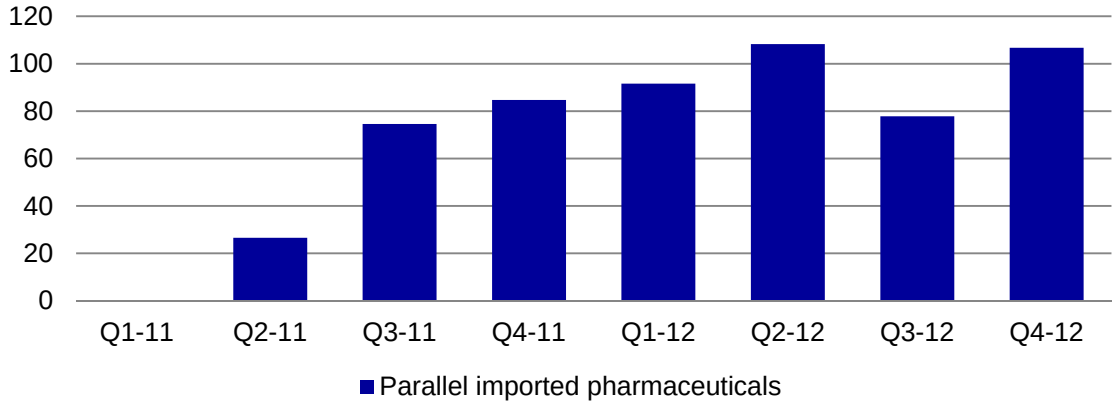
Net sales split Q/Q

Net turnover breakdown* (MSEK)	2012 Oct-Dec	2011 Oct-Dec	2012 Jan-Dec	2011 Jan-Dec
Outlicensing and partnership agreements/Non-recurrent payments	4.4	-	4.4	401.2
Pharmaceutical sales	44.3	47.5	164.9	111.2
Parallel imports	106.6	84.7	384.4	185.9
Other services	0.3	-0.4	1.3	0.3
Total	**155.5**	**131.8**	**555.0**	**698.6**

*The BioPhausia group is included from 31 May 2011.

Quarterly sales trend in pharmaceuticals and parallel imports, SEK m*





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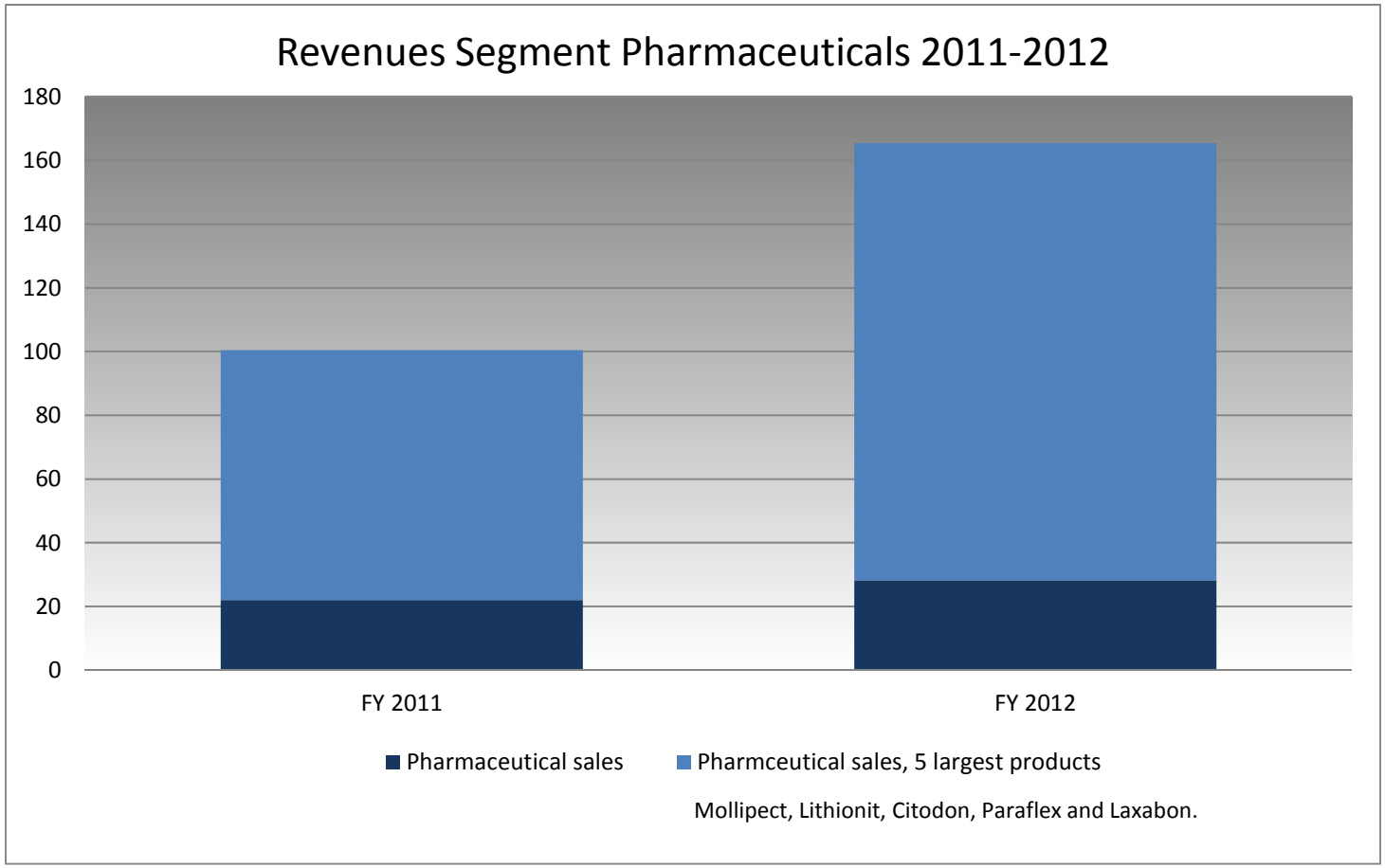
Pharmaceutical sales



2013 marks the beginning of an exciting journey

We will continue to build the foundation by:

- Supporting the development and positioning of simeprevir both in the triple and interferon free HCV landscapes, thereby maximizing the patient benefit
- Entering into new partnerships for our internally R&D driven projects, cathepsin K and S, when the timing is right and continuing the evaluation of our internal HCV projects
- Evaluating new therapeutic and product opportunities as they emerge
- Continuing the development of our pharmaceutical and business opportunities in the Nordics

THE emerging European pharma company

Structure

- Partner of choice for both pharmaceuticals and development programs
- Continued commitment towards targets in infectious diseases
- Addressing of new therapeutic areas based on core competence
- Aggressive expansion of product portfolio, including simeprevir and other in-house developed pharmaceuticals
- Broader, risk balanced, R&D pipeline

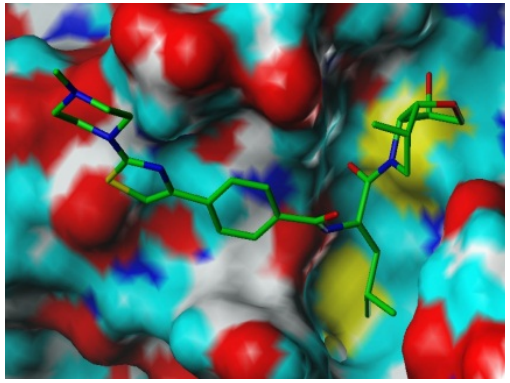
External perspective

- Top ranked as a listed company
- Profitable and fast growing Nordic pharmaceutical company

Key R&D highlights from Q4 2012

Charlotte Edenius, EVP R&D

Cathepsin K inhibitor
- a phase I clinical program



Disease

Osteoarthritis, osteoporosis, and metastatic bone disease

MIV-711: Phase I clinical trial ongoing

- Adaptive, placebo controlled, double-blind study in healthy volunteers incl. post meno-pausal women
- Ascending single and multiple (7 - 28 days) once daily dosing
- Biomarkers for bone and cartilage turnover

- Phase I completed and data available H1-2013

MIV-711 - a phase I clinical candidate efficacious on bone and cartilage biomarkers in osteoarthritis and osteoporosis models

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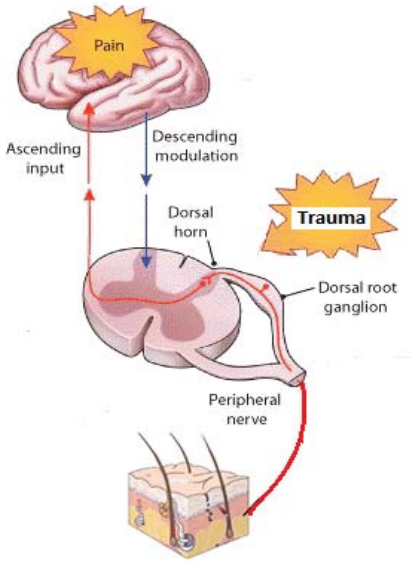
Cathepsin S inhibitor – neuropathic pain and rheumatoid arthritis

Principle for neuropathic pain (NP)

- Associated with a lesion or disease affecting the somatosensory system
- Includes e.g. diabetic neuropathic pain, post-herpetic neuralgia & neuropathic lower back pain



Medical need and market

- Current treatments incl. anticonvulsants and antidepressants
  - Pain persists in 75% patients with at best a 50% reduction in overall pain
  - Significant side effects e.g. dizziness, somnolence

Mechanism of action:

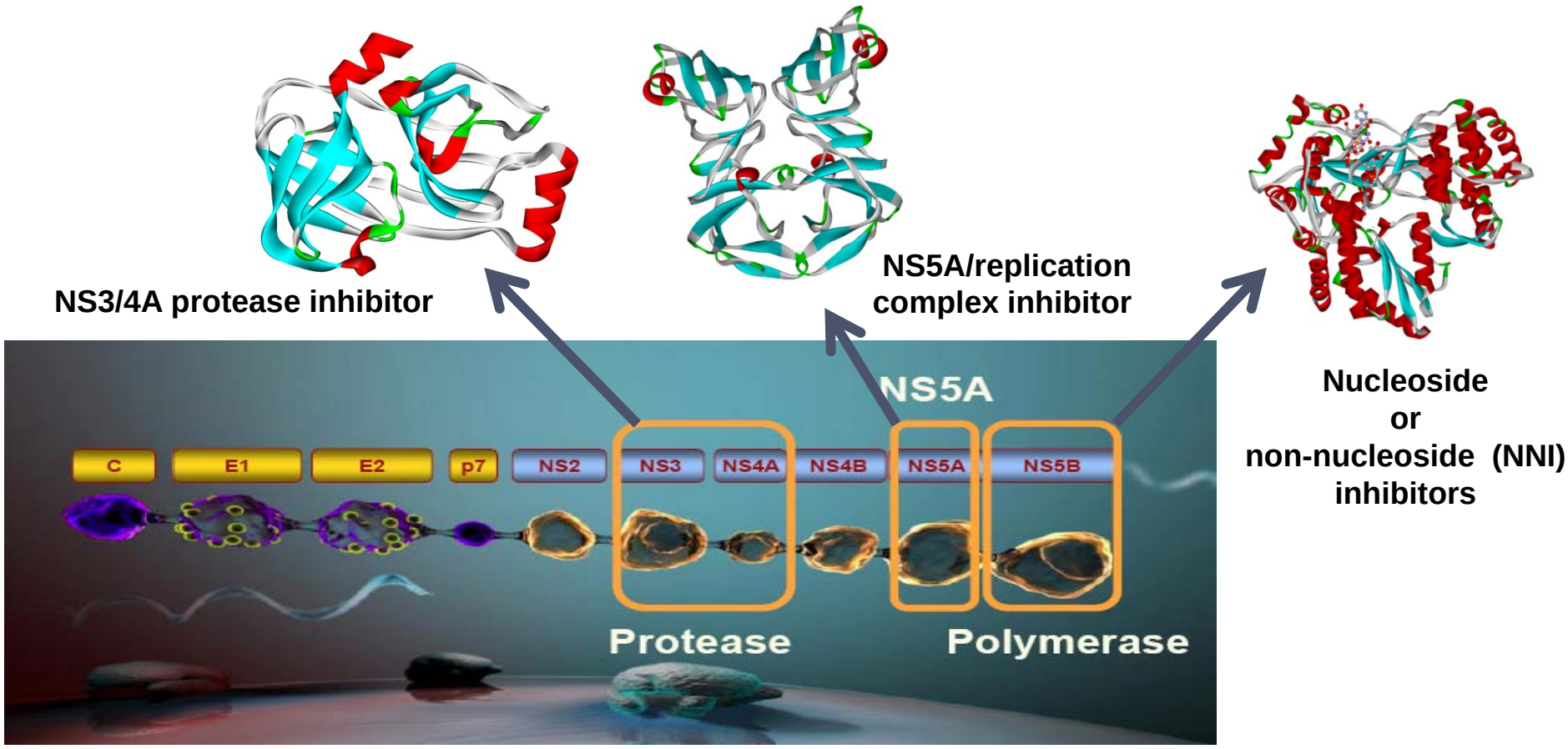
- Inhibition of Cathepsin S prevents inflammatory damage to the sensory system by blocking fractalkine activation

Cathepsin S inhibitor program

- Potent, selective and orally bioavailable inhibitors available
- Aiming for candidate drug selection in H1 2013

Cathepsin S inihibition is efficacious as monotherapy and is synergistic with gabapentin in a neuropathic pain model

Our commitment in hepatitis C
– on-going programs versus the three major targets



Simeprevir – An efficacious, safe and tolerable protease inhibitor*

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*as demonstrated in 3 pivotal phase III studies in GT1 HCV infected naive and relapser patients

Simeprevir (TMC435)

- 1st regulatory file submitted (Japan)

Simeprevir (TMC435), clinical development programs in HCV G1 & 4 infected patients

Pivotal phase III studies:

- **QUEST 1** treatment-naïve
- **Quest 2** treatment-naïve
- **PROMISE** prior relapsed

Top-line data available

- **Japan** naïve & experienced (four studies)

Regulatory file submitted 22 Feb 2013

Other ongoing phase III studies:

- **China:** Efficacy, PK, safety and tolerability in naïve patients
- **ATTAIN:** Simeprevir vs telaprevir in prior null or partial responders
- **HCV genotype 4 infected** naïve or treatment experienced patients
- **HIV** co-infected patients

Regulatory filings for simeprevir triple combination H1- 2013 in US, EU & Japan

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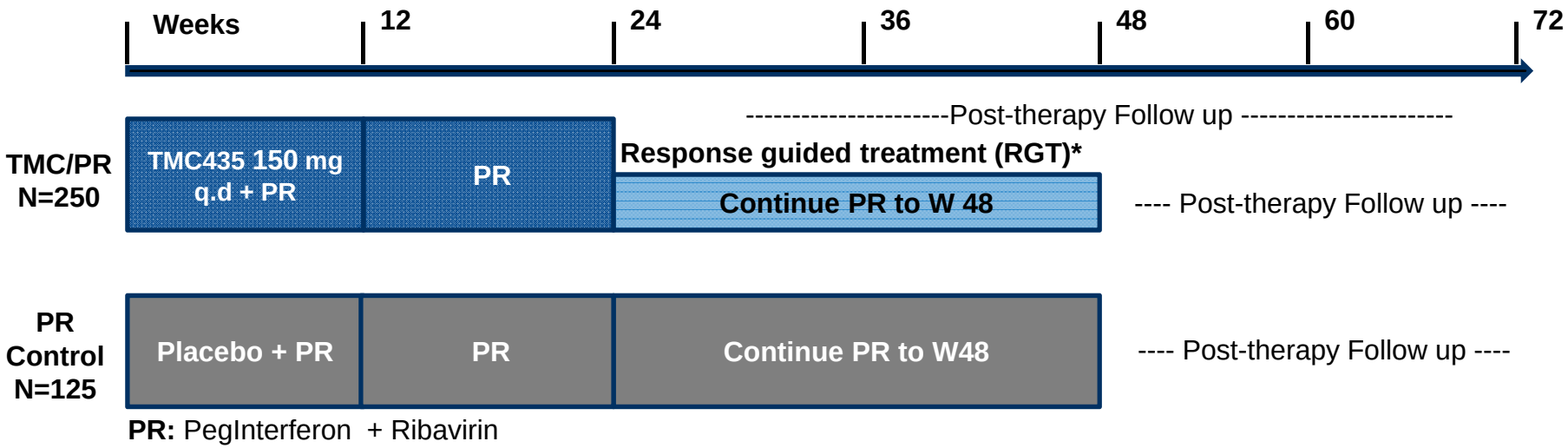
For additional information, please see www.clinicaltrials.gov

Simeprevir - Phase III Study designs in HCV GT1 infected patients

Response guided, double-blind, placebo controlled

2:1 randomization



PR: PegInterferon + Ribavirin

Studies:

QUEST-1: n=394, naive (METAVIR score F3-F4: 30%)

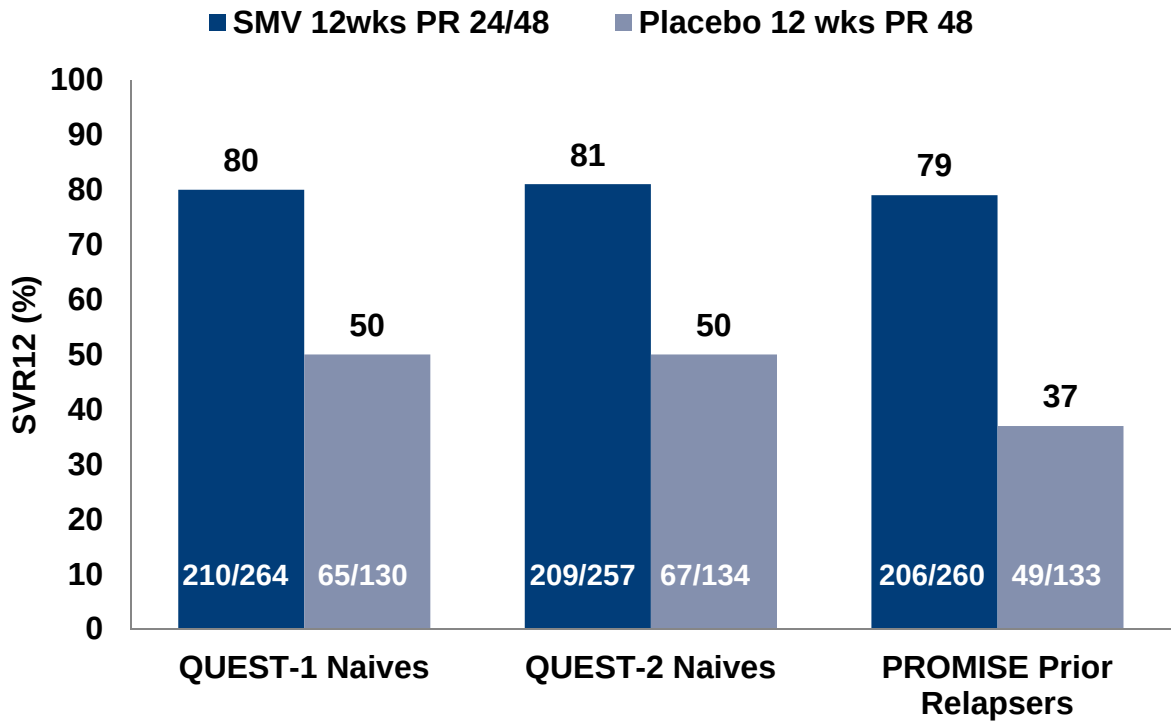
QUEST-2: n=391, naive, (METAVIR score F3-F4: 22%)

PROMISE: n=393, prior relapsers, (METAVIR score F3-F4: 31%)

*HCV RNA < 25 IU/mL (detectable or undetectable) at Week 4 and undetectable (< 25 IU/mL undetectable) at Week 12

Simeprevir - Phase III Triple therapy

Efficacy – SVR12 (cure rate)



Statistically significant difference vs placebo control in all studies

Robust efficacy in all three studies (79-81% SVR12)* - confirming phase II studies

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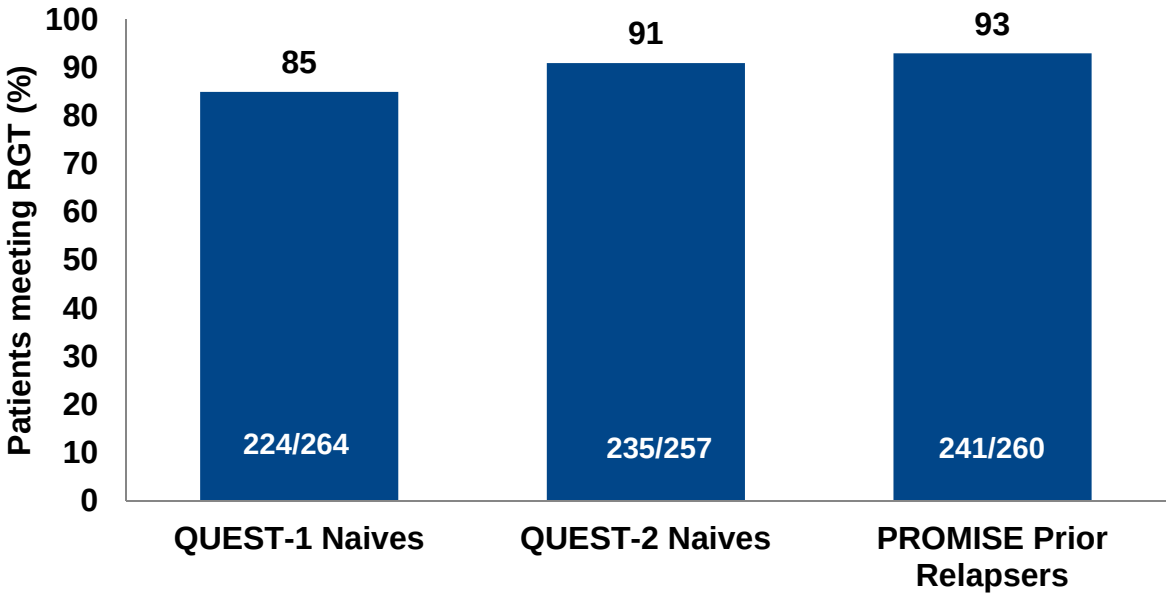
* All three trials included difficult-to-treat patients with advanced liver fibrosis/cirrhosis (METAVIR score F3-F4)

Simeprevir - Phase III Triple therapy

Efficacy – Response Guided Treatment (RGT)



Shortened treatment durations:

85 - 93 % of the patients were able to stop all treatment at week 24

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Simeprevir - Phase III triple therapy

Results – Safety and Tolerability

- Overall simeprevir was safe and well tolerated
  - ✓ Incidence of adverse events, including rash and anemia, were similar to those observed in the placebo control group
- Mild and reversible increases in bilirubin were observed in simeprevir dose groups
- Discontinuations due to AEs were consistently lower in the simeprevir treatment arms as compared to control

Overall incidence of adverse events was similar to placebo control

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Simeprevir - Phase III triple therapy (global and Japan)

Summary

Robust efficacy with high cure rates (SVR12):

- Naive and relapser patients in 3 global studies: 79 - 81%[1]
- Confirmed in Japan program where high cure rates where demonstrated[2]

Shorter treatment duration

- 85-93 % could stop all treatment at week 24 (naïve and relapser patients; global trials)

Excellent safety and tolerability

- Overall incidence of adverse events, including rash and anemia, similar to placebo
- Confirmed in Japan program in which favourable safety profile was demonstrated

Phase III data support simeprevir as a new treatment for G1 HCV, with advantages vs marketed 1st generation PIs

Regulatory filings for simeprevir triple combination H1- 2013 in US, EU & Japan

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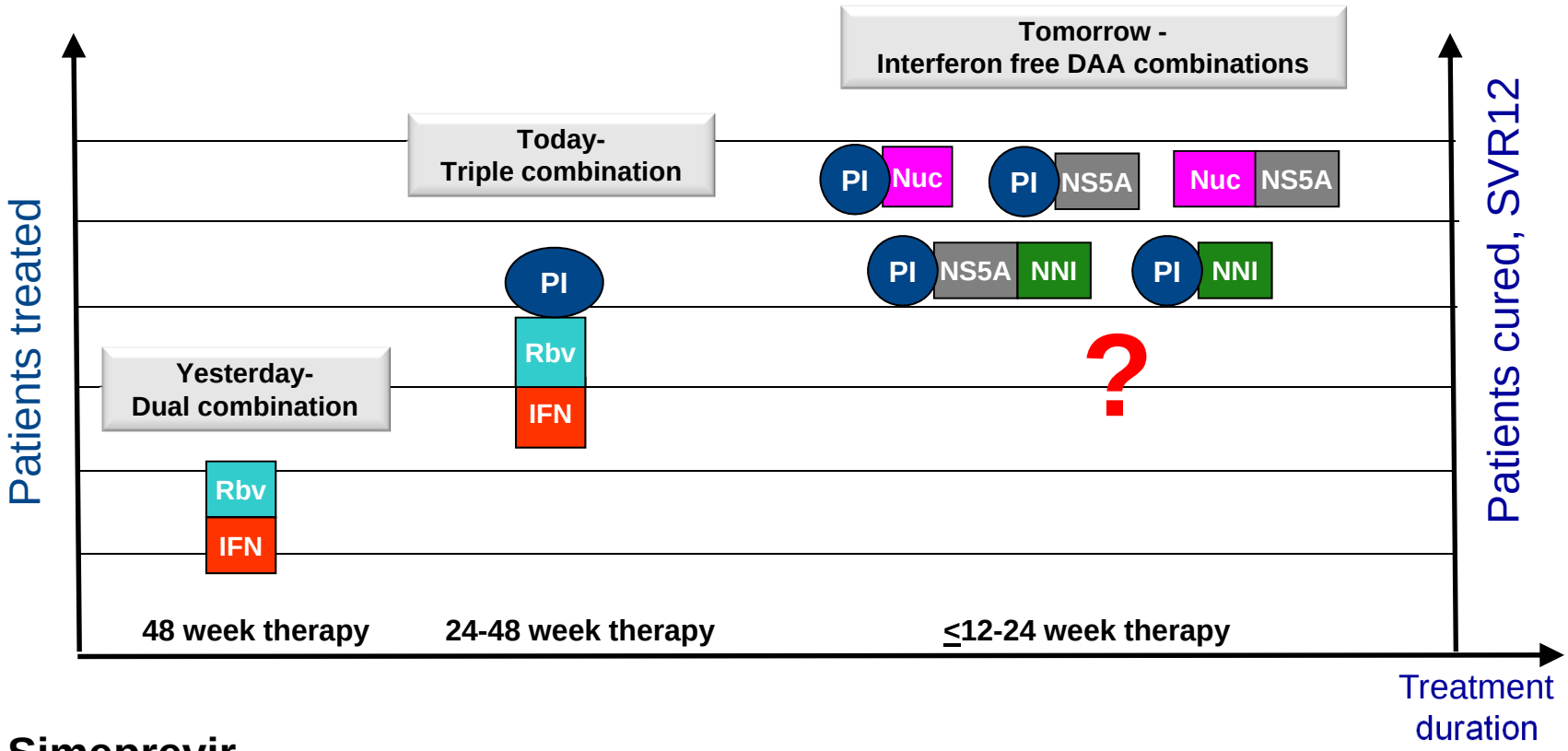
1 All three trials included difficult-to-treat patients with advanced liver fibrosis/cirrhosis (METAVIR score F3-F4)

2 To be presented at an upcoming medical meeting

Evolution of HCV therapy in HCV G1 infection



Simeprevir

✓a tolerable 2nd generation protease inhibitor leading to high SVR rates

✓well positioned for triple as well as future interferon free combination therapies

Simeprevir (TMC435) – interferon free combinations

		Ribavirin		
Simeprevir +	**Sofosbuvir** (nucleotide)	**+/-**	**12w**	N= 90 + 90 (Cohort b initiated Nov-12) Cohort a: nulls, F0-F2 Cohort b: nulls + naives; **F3/4 (cirrhotics)**
		+/-	**24w**	
Simeprevir +	**Daclatasvir** (NS5A inhibitor)	**+/-**	**12w**	N=180 (Fully enrolled Nov-12) Naives and nulls **Incl. F3/4 up to 35 %**
		+/-	**24w**	
Simeprevir +	**TMC647055/r** (NNI; non-nucleoside)	**+/-**	**12w**	Naives/relapser and nulls Non-cirrhotics
Simeprevir +	**VX-135** (nucleotide)	**+/-**	**12w**	DDI study to start Q1-13
Simeprevir +	**IDX719** (NS5A inhibitor) **+/- TMC647055/r**	**+/-**	**12w**	DDI study started (SMV + IDX719)

Simeprevir - strongly positioned to become a principal component of future IFN-free therapies

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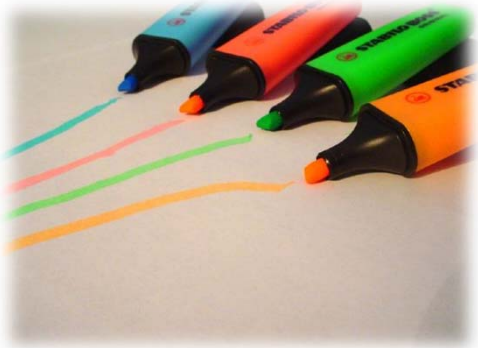
For additional information, please see www.clinicaltrials.gov

News flow - highlights



- ✓ Q4-12 Start of Cohort 2 with simeprevir and GS7977 phase II study
- ✓ Q4-12 Top line results from phase III trials with simeprevir (Quest 1+2 and Promise)
- ✓ Q1-13 Filing for regulatory approval in Japan
- H1-13 EoT and partial SVR data from Cohort 1 with simeprevir and sofosbuvir phase II study
- H1-13 Potential CD selection in Cathepsin S (neuropathic pain) program
- H1-13 Filing of simeprevir in US and EU
- H1-13 Results from the phase I-study with MIV-711, a cathepsin K inhibitor (bone related disorders)
- H1-13 Start of phase II study with simeprevir and VX-135
- H1-13 Step two in GSK launch strategy for Xerclear® (ZoviDuo), launch in major European OTC markets
- H2-13 Potential CD selection in our internal Nucleotide NS5B inhibitor program
- H2-13 Potential CD selection in our internal NS5A inhibitor program
- H2-13 Goal to start phase 1 trials with Medivir/Janssen nucleotide NS5B-inhibitor
- H2-13 Data from the phase II combination study with simeprevir and daclatasvir
- H2-13 SVR data from Cohort 2 with simeprevir and sofosbuvir phase II study

www.medivir.com

Ticker: MVIR
Exchange: OMX / NASDAQ

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