

2018 Objectives and Outlook

2018 Outlook

MDKK	2018 Guidance	2017 Actual Result
Revenue	2,700 – 3,100	2,365
Operating expenses	(1,400) – (1,600)	(1,021)
Operating income	1,300 – 1,500	1,344

2018 Goals

Priority

Targeted Milestone

Maximize Daratumumab Progress

- FDA and EMA decision on Phase III ALCYONE multiple myeloma (MM) submission
- Start new Phase III MM study
- Report early clinical data in solid tumors
- Phase III MAIA MM efficacy analysis in frontline
- Phase III CASSIOPEIA MM efficacy analysis in frontline

Optimize Ofatumumab Value

- Complete recruitment Phase III subcutaneous ofatumumab relapsing MS studies

Maximize Tisotumab Vedotin Progress

- Start two Phase II studies cervical cancer (recurrent / metastatic & combination study in frontline)
- Start Phase II study in additional solid tumor indications

Strengthen Differentiated Product Pipeline And Technology Partnership Portfolio

- Start HuMax-AXL-ADC expansion phase in ongoing Phase I/II study
- Progress HexaBody-DR5/DR5 Phase I/II study
- Progress DuoBody-CD3xCD20 Phase I/II study
- Accelerate proprietary Immuno-Oncology DuoBody programs towards clinic
- Enter new technology or product collaborations

Disciplined Financial Management And Building A Commercial Footprint

- Execute controlled company growth with selective investments in product & technology pipeline
- Continue investing in building commercialization and launch capabilities