

# Touchez pas au Grisbi !

*Don't Touch the Loot!*



## Letter to the shareholders

June 2022 • No. 9

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## Message from the chairman

**Philippe Genne,  
Chairman and CEO**

***Touchez pas au grisbi !  
Don't Touch the Loot!***

Hello everyone,

A geopolitically-charged preamble seems unavoidable given recent tragic events fueled by fear, hatred, and new crimes in Europe that have been constantly stirring up over the last 30 years. We cannot help but think of what this means for our youth and for Oncodesign. It is time to think about protecting the future of the youngest among us in this increasingly uncertain world.

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**«the stock market remains constant in its short-sightedness with regards to our long-term strategy, and does not take into account the value of our ability to innovate and adapt»**

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Some of our younger generations were born in the era of the Yugoslav Wars, subjected to their conflicts and processions of atrocities on our doorstep (1991-2001). Their teenage years were then spent in the shadow of 9/11 and the Twin Towers, over 15 years of wars and violence in Afghanistan, Iraq, Syria, and more broadly in

Africa, not to mention the numerous terrorist attacks in Europe and particularly in France.

All this has led to a boom of populism all over the world, including in the United States where it has even taken power. Since 2020, COVID-19 has reminded people of their fragility in the face of nature and amplified their fear of an impending global ecological disaster, and now, with events devolving in Ukraine, we are faced with the prospect of nuclear war. Such violence profoundly changes our sense of humanity and our actions in the hyper-connected environment we live in, where the future seems to promise a post-human world.

Now, and since 2008 when Barack Obama became President of the United States, a new world order is officially being defined through the struggle between China and the United States, resulting in a 21st-century Cold War. This ideological confrontation may be new, but whether it is the Chinese communists or Silicon Valley tycoons, everyone relies on the digital revolution to predict collective behavior in a society where individuals endowed with subjectivity and autonomy represent danger, where dissidence must be neutralized at all costs in order to attain this post-human future. How can we escape the shackles of the new feudal lords of digital technology?

**As Europe is now merely the historical root of the West, it is relegated to the status of a vassal state and serves as a simple market for the two world superpowers.**

The continent is still suffering from old wounds that have yet to heal. Russia, with its poor yet vast military force, is back to its delusions of imperial and communist grandeur. Vladimir Putin, a predatory dictator, is exploiting his country's geological resources and the European Union's weaknesses to try and impose his reactionary worldview in a fratricidal war – a war that he cannot win, despite his lies.

The world is constantly evolving, only to systematically circle back to its secular flaws. The ability to adapt – a sign of intelligence – remains a vital quality that is essential if we are to survive in this chaos. People and companies alike are fighting the same battle: striving to give meaning to our lives and actions, paving our own paths with agility and absolute pragmatism, and keeping in line with our values and those of our fellows. We are not numbers, we are human beings.

In this very turbulent situation, Oncodesign has done relatively well up until now and is making significant progress to achieve its mission and financial results. **Its 2021 balance sheet** is in line with the momentum of the last two years, with a **critical turnaround that proved 100% successful after the scheduled discontinuation of the GSK subsidy (4 x €8M/year, i.e. €32M in total, last payment in 2020)**, which notably enabled us to significantly further **our internal Drug Discovery programs, and to more than double our Service BU's turnover** in the meantime, while respecting the principle of accretion for our shareholders. Its business model, which was highly criticized by institutional investors, has turned out to be a formidable driver for the company. It plays an important role in pushing industrial growth in the midst of global disruption. I think it is a very clever strategic choice, and it makes us very agile and efficient.

## My only frustration is current stock market valuation

At the very least, the stock market remains constant in its short-sightedness with regards to our long-term strategy, and does not take into account the value of our ability to innovate and adapt. This now leads us to legitimately question the point of our listing on the Euronext Growth Market and its Parisian ecosystem for all companies in our industry. There are very few competent specialized analysts, and fewer and fewer specialized funds for healthcare-related Small Mid-Caps. Demonstrations of erratic behavior, which, due to a lack of vision and scientific knowledge, are associated with global upheavals without ever allowing us to take the time to put things into perspective... Political praise for the «Start-Up Nation» or «Unicorn Nation» are anything but helpful, and prove to be industrially baseless and anchored in short-termism. For the time being, they serve only to bolster statistics and allow the rich to acquire technologies whose essence and value will be exploited for their own benefit, especially outside of France. The French president will need to take this reality into account in order to shape and hone his economic development agenda.

But, naturally, the market is always right... This adage perfectly reflects the incongruity and limitations of a deficient system that never adapts. In our case, it merely serves as a means to secure our financial future, hence the reference to the classic French-Italian crime movie «Touchez pas au Grisbi !». Much like the stolen gold, this market may also be doomed to disappear... In the Oncodesign model, **Experimentation** is one of our three strategic activities.



This is indeed a case of market experimentation, and we endeavor to be as patient as possible while drawing an objective assessment from it. **The question of our valuation thus remains completely open**, and actively under consideration because we must not doubt the economic value already created and yet to come from Oncodesign. **Our future is clear and will remain in our hands.**

The result of the French presidential election has shown that populism has never thrived in France as much as it is thriving today. We are seeing the limits of the political strategy that François Mitterrand and his successors have implemented since the late 1980s, which is to remain in power by default. The fate of the traditional political parties that have shaped the French political landscape for so long has been sealed at the ballot box. Thus, with the end of the class struggle, the rise of corporate social responsibility at both the European and French levels, growing individual awareness of the impact of our behaviors – particularly with regards to environmental consequences – and more and more entrepreneurs taking on activist roles, social issues will be addressed pragmatically within companies, which are the basic foundations of our society.

To finish up on a lighter and more positive note, we need to talk about the outstanding performance of the young French rugby team in the 6 Nations tournament – a grand slam that promises many more to come. What a pity for the English!

**Reinventing oneself requires a dream to always do more, as well as talent and hard work to form teams that will change this world.** I would like to take this opportunity to pay tribute to the spirit and success of all the Oncodesign teams who will, I hope, contribute to the recognition of the true value of our company, which takes these concepts of **social and environmental responsibility to heart and strives to adapt to this uncertain and changing economic environment**, with the utmost respect for **our shareholders, whom I would like to thank once again for their loyalty and patience.**

Philippe Genne



# Portraits

We would like to introduce you to a few of our exceptional employees who have recently arrived or who have been loyal to Oncodesign for many years. This series of questions and answers is designed to showcase what it means to work at Oncodesign.



## Portrait of Karine Lignel | Group Chief Development Officer

### Why did you choose to work at Oncodesign?

I first met with Oncodesign in September 2007. I was employed at Crédit Mutuel Innovation and we were considering investing in the company. After an evaluation, audit, and negotiations in May 2008, we decided to invest. I was a member of the Board of Directors at the time, until the end of 2020. Oncodesign is therefore a company that I know well and have supported for a long time. I was thus able to follow the company's developments (our investment allowed for the transition from a «simple» service to co-development and the development of proprietary molecules), the strengthening of its teams, and its strategic choices, IPO, and various acquisitions.

My desire to join Oncodesign stemmed from both Philippe's personality and vision, the teams I met during these years, and the company's mission.

Moreover, I no longer wanted to be a mere companion to the companies we helped, but to truly contribute to development.

### Can you explain your background and your interest in the world of Drug Discovery?

After agri-food engineering school, I completed my training with a Master's degree in marketing and finance: I always imagined occupying technical and technological positions, but that also involve finance and strategy. After working with companies specializing in Roquefort and feta cheeses, I spent several years at Barry Callebaut, working in R&D, production (producing chocolate!), quality, and innovation. This has provided me with quite extensive experience in the industrial sector.

I then switched to venture capital in 2000 to expand my horizons. In this context, I studied numerous start-ups, invested in dozens of them, and sat on many Boards.



I could invest in all areas of technological innovation, but specialized in Life Sciences. I saw several cases of Drug Discovery and the development of various molecules. This is a world that I had observed from the outside, and which seemed to match my desire to blend technology and strategy. It also seems important to me to work in a company whose meaning is in line with its own values.

## Can you tell us more about your role as «Group Chief Development Officer» at Oncodesign?

The development of the Oncodesign Group includes many areas on which I work: the **Service BU** is supported by organic growth, and therefore particularly through Marketing and Business Intelligence, but also by external growth, which requires different kinds of analysis.

For the **Biotech BU**, in-licensing and out-licensing allow us to pursue the development or co-development of therapeutic or diagnostic products.

As for the **AI BU**, I am involved in the strategy and development of the business model and offer.

I am also in charge of finalizing and implementing the **Homing program**: we want to identify molecules at a pre-candidate stage and develop them through to the candidate stage with the support of the Service and Biotech BUs, so that we can then transfer them to an ad hoc clinical development company: OncoFastTrack.

For this last subject, as for others, I am also involved in the search for financial partners.

## What are your objectives?

My objectives are to support the development of Oncodesign in line with its mission, and therefore to **enable each BU to grow as much as possible, with the right funding and partnerships**, so as to enable the development of cancer treatment drugs.

This is notably reflected in the objectives of integrating new molecules into the Biotech BU, external growth in the Service BU, and setting up the AI BU's offer and financing.

## Now that you have been here for a few months, could you give us your feedback?

My experience is a bit unorthodox, as I had been working alongside Oncodesign for almost 15 years when I was hired. It makes you realize, or remember, that being on the outside of a company, even close by, is not the same as being on the inside. I discovered the reality of how fast-paced it all is, on a daily basis, in terms of the development of an industrial company (even if the pace was also very fast in investment, it isn't the same as for industrial operations).

I found the same values and atmosphere that I had perceived in previous years. I (re)discovered the extreme motivation of each person in the team, and the very strong desire to move ahead with the molecules that are entrusted to us, or that we develop.

My position allows me to interact with lots of different people and therefore to appreciate the potential of the company's human resources. To me, that is the best proof of our common desire to move forward together.

**Oncodesign is, without a doubt, an extremely motivating, engaging, and exciting company.**



## If you were a character or famous figure, who would you be?

**David Bowie**, who I have adored since 1980 when I first discovered him (through Ashes to Ashes) and who I admire for his curiosity, culture, creativeness, freedom from convention, and ability to reinvent himself in addition to his skill as a musician.

And if I can give a second one, **Olympe de Gouges**.



## Portrait of Sylvie Fernandes Forster | Chief Legal Officer & DPO

### Why did you choose to work at Oncodesign?

I am passionate about precision medicine and I appreciated the size of the company, its regional location, but also its international outlook with its partners around the world.

### Can you explain your background and your interest in the world of Drug Discovery?

I have been practicing law for 25 years, mainly in the field of healthcare.

I like the corporate world in general and finding tailor-made solutions to issues.

I enjoy contributing to the success of projects and resolving situations that sometimes seem inextricable.

If I had to define what draws me to Drug Discovery:

- Starting from scratch, knowing that despite the fact that drug development is an extremely long, complex, and expensive process, we can find a molecule that one day will be able to effectively treat a disease or clinical condition with no effective treatment as of yet.
- The infinite number of possibilities, since each unmet need for treatment can mark the starting point of a new project, and ultimately change the lives of patients and their loved ones.

### Can you tell us more about your role as «chief legal officer» at Oncodesign?

I support the business at the strategic level, providing advice on structuring projects with a medium- to long-term vision of the development of Oncodesign as my focus.

At the same time, I also support day-to-day activities by reviewing or drafting any contractual documents required, and, for the legal aspect, by advising on any subjects related to the activity or in the context of negotiation, in order to secure and facilitate deals.

### What are your objectives?

My personal objectives are as follows:

- **to find a balance between multiple and complex legal obligations** on the one hand, **and ever-growing operational activities** on the other; with the latter taking priority,
- **to be able to manage the complex details** of operations while maintaining a **general overview**,
- **to rise to the challenges of today** while anticipating the obstacles of tomorrow.



### Now that you have been here for a few months, could you give us your feedback?

All the employees are so welcoming, they let me fit in very quickly, even though I was brought in for a new internal role, often perceived as a constraint for others within an organization.

**I am lucky to work with passionate and exciting employees who are easy to talk to, and who quickly helped me to understand the subjects to be considered a priority.**



F o l l o w  
t h e      r u l e s



### If you were a character or famous figure, who would you be?

Whenever I'm asked this question, two characters from two very different universes come to mind.

**Indiana Jones**, because I like his two sides: the intellectual versus the adventurer, the trailblazer versus the academic interested in ancient relics.

**The Pink Panther** (animated character) because he embodies both a certain self-confidence and a sense of cunning when the situation demands it. I like the quirky side of this character a lot.



## Portrait of Pascal Benderitter | Senior Program Director

### Can you tell us about your background and your interest in the world of Drug Discovery?

I have always had a strong interest in healthcare, which I inherited from my parents. Driven by a profound desire to be able to help patients, I considered becoming a doctor before moving towards training as an engineer in medicinal chemistry to work on the discovery of new drugs.

Medicinal chemistry, which is at the heart of the world of Drug Discovery, is a real passion where the challenges to be met can be as frustrating as they are stimulating. While discovering new drugs is difficult and can be somewhat of a roller-coaster, the joys of success quickly overshadow any disappointments.

My natural curiosity means I am always enthusiastic whenever we start new projects. These are very stimulating, both in terms of exploring new molecules and learning about new therapeutic indications and their underlying biology.

### Can you tell us more about your role as «R&D Program Director» at Oncodesign?

My role as Program Director is as complex as it is interesting because it interacts with all the different business units. On the one hand, it requires an understanding of the various areas of expertise and business specificities in order to use them efficiently and, on the other hand, it also requires detailed knowledge of project data in order to direct research efforts with the aim of optimizing the molecules. In addition, this role requires me to anticipate needs and, to a certain extent, issues in order to support the teams while maintaining communication with Management.

A Program Director must also be able to facilitate interactions both internally and with external service providers.

### Since the creation of the shareholding plan, has your position as an employee changed?

Like all Oncodesign employees, I am very involved in my work with a clear objective of allowing patients to access new therapeutic options and, ideally, helping to cure them.

For me, the shareholding plan represents an opportunity to participate in research efforts in a different way. I was one of the first shareholders of Oncodesign when it was listed.

## Newsflash



**ODS-101:**  
**From discovery to encapsulation**  
**in 10 years!**



In December 2019, we announced the first-in-class selection of our ODS-101 molecule – a RIPK2 kinase inhibitor – as a drug candidate for the treatment of autoimmune and inflammatory diseases, including IBD.

In 2020, during our Investor Day, we reviewed the molecule, its potential market, and got the opinion of a scientific expert with the participation of Dr. Derek Abbot.

Our molecule is on its way towards being submitted for its Clinical Trial Application (CTA). Ten years after we started our first R&D programs, we are particularly proud to show our capsule prototypes for our ODS-101 molecule. These will be used to test the stability of our product.

The journey continues to progress towards drug designation. To be continued...



## Pascal Benderitter – Background

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As Senior Program Director, I am responsible for various research projects from the generation of «hits» to the nomination of drug candidates. More recently, I have become co-responsible for the preclinical development of ODS-101 and organizing the implementation of phase I involving healthy volunteers.

**In 2007**, I joined Johnson & Johnson Pharmaceutical R&D to work on the development of innovative chemical series within the Oncology Department.

**In 2009**, I had the opportunity to work as a medicinal chemist at AC Immune, on projects targeting Alzheimer's disease.

**In 2013**, I started at Oncodesign as Program Director with the aim of developing new drug candidates from the Nanocyclix® platform.

After initially studying to become a chemical engineer at ENSCMu, I completed my training with a Master's degree in pharmacology, followed by an industrial thesis in organic and medicinal chemistry (in collaboration with Neuro3D).



# Financial analysis



On April 2, 2014, Oncodesign rang the bell for the IPO of its capital on the Euronext Growth Market.

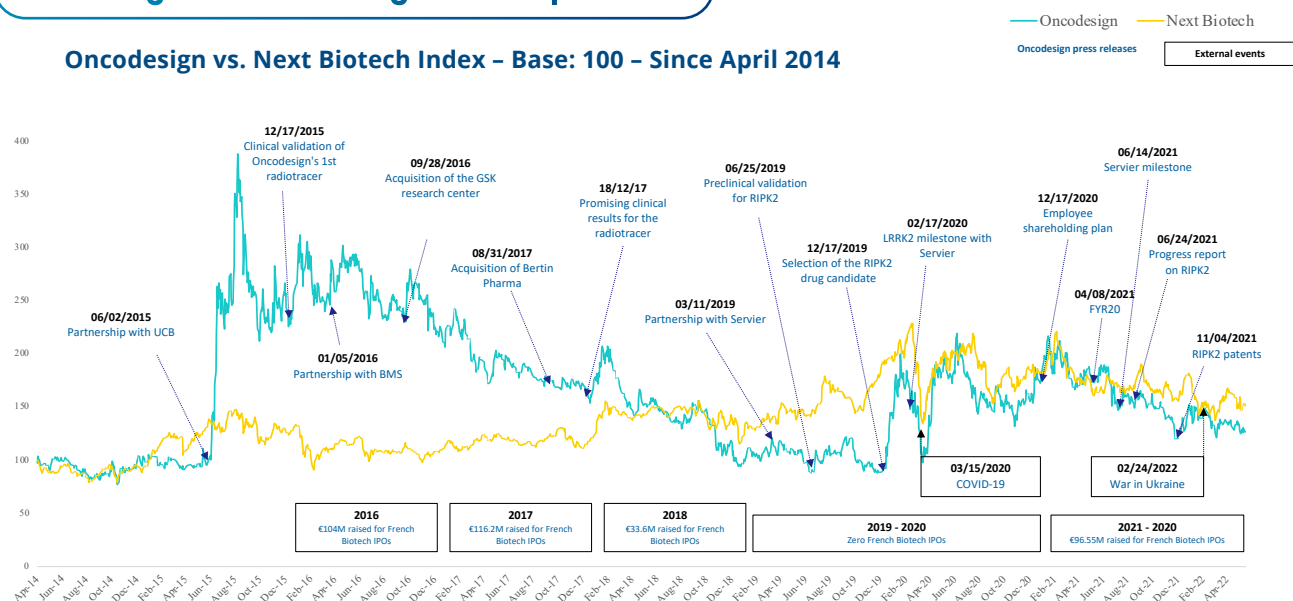
The purpose of this fundraising was to **complete and accelerate our drug discovery programs** in oncology and other diseases for which the existing therapeutic arsenal is insufficient.

After almost 8 years to the day, we felt it appropriate to look at Oncodesign's share price with the Biotech company stock index, international headlines, and our own news in mind.

A look back at the ups and downs of the stock price...

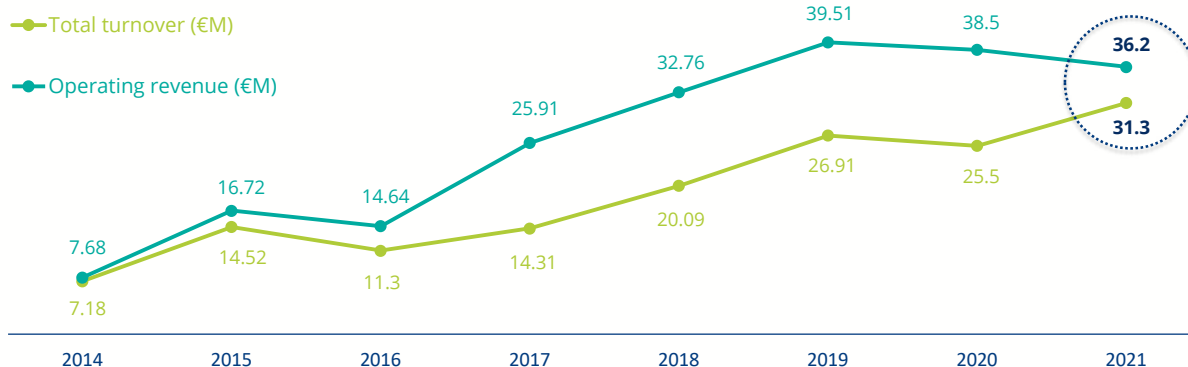
## Changes to Oncodesign's stock price...

### Oncodesign vs. Next Biotech Index – Base: 100 – Since April 2014



**i** As we can see, the share price remains higher than the IPO price but does not mirror the way in which Oncodesign has evolved since 2014.

## ... in light of its solid growth trajectory



Payment of an annual subsidy from GSK for the takeover of the François Hyafil center in the amount of **€7.9M**

### 2021 | First financial year WITHOUT the GSK subsidy in 5 years

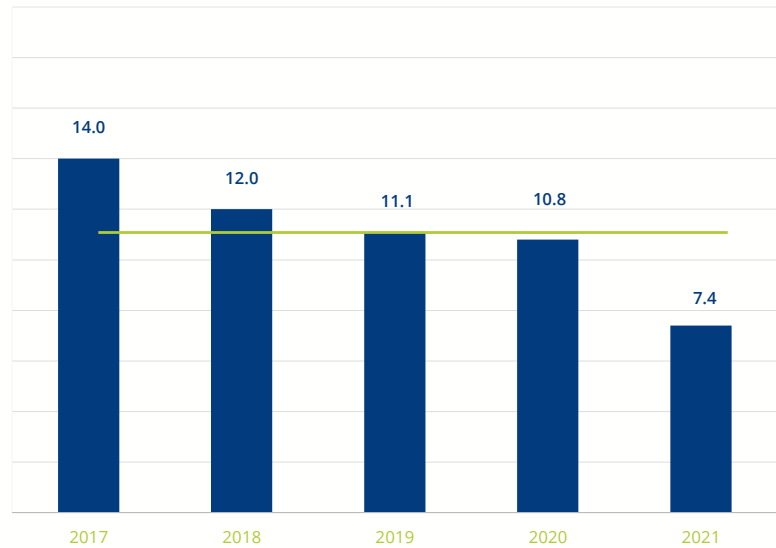
- 23% increase in the Group's turnover in 2021 (compared to 2020)
- Stable high operating revenue
- Since 2014, operating revenues multiplied by more than 4

## Research & Development investments sustained over the years

**Since 2016, €55M invested in our internal R&D programs**

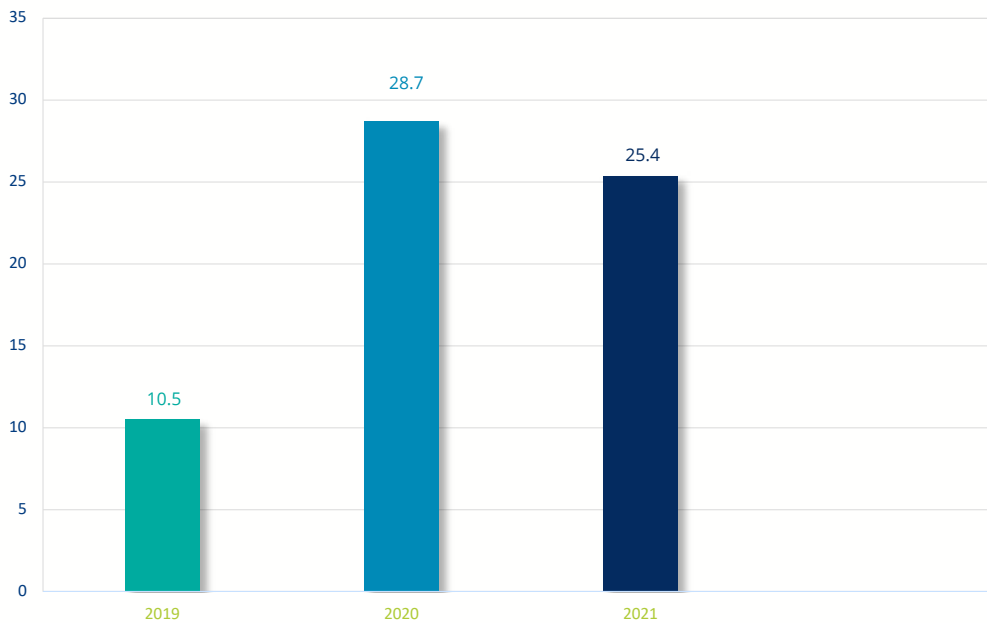
- An annual average of **€11M** over the last 5 years
- **Support towards our drive for innovation** in a highly competitive environment
- a **relative decline resulting from some development projects matured** but still a significant commitment (in 2021: R&D represented 20% of our revenue)

**R&D – Investments in our internal programs and the development of our technologies (€M)**



## Changes to the Oncodesign cash flow – 2019 – 2021

**Cash flow (€M)**



**Our cash flow** has been very solid for the last three years, allowing us to comfortably move forward with our development projects



*Arnaud Lafforgue  
Administrative Director  
& Chief Financial Officer*

**SCAN THIS QR CODE FOR MORE INFORMATION AND IMAGES OF THE EURONEXT GROWTH MARKET**





# Questions from our shareholders



**In recent weeks, we have received numerous questions from our shareholders. We wanted to make the most of this edition to answer you directly...**

**Service BU: Can your 2023 target of €50M in turnover for the Service BU be achieved through organic growth? Do you have any acquisition plans? If so, what/who are the targets?**

We are very proud to present an **external turnover of €27.6M in 2021 for the Service BU**, up by **+31%**, with an **order book of €36M** that is also up by **+40% compared to 2020**. That is why we are confident that our target of **€50M in 2023** will be achieved through external growth. The idea is to combine innovative and complementary technologies with our own offering. We are actively working on this subject, however our targets under study are still confidential at this stage.

**The 2023 objective for the Biotech BU is for three candidate drugs to enter the clinical phase trials. Two are well on their way – ODS-101 and the candidate product in partnership with Servier. What about the third drug candidate?**

Successfully entering **two molecules into clinical trials this year**, using our **Nanocyclix® technology**, is a real accomplishment and we are already delighted. We are working to identify **additional molecules**, particularly in relation to **systemic radiotherapy technologies**, which we are currently implementing using our **PharmImage® technology platform**. This is an **important new therapeutic area** for development for Oncodesign, especially when it comes to **selecting new drug candidates in oncology**.

**What type of Artificial Intelligence partnerships are you working on? You have a 2023 target of €5M for the AI BU. What are the sources of revenue, and are you planning to generate this revenue starting in 2022?**

**Our partnerships and the development of our platform** for selecting new therapeutic targets that we are currently working on are mainly **focused on the use of databases**. These are derived from our **OncoSNIPE® program** (see the November 2019 Letter to the Shareholders), which aims to study resistance to cancer treatments. We have attracted significant interest from other specialists in the field of Life Sciences. These discussions will probably lead us to sign a partnership this year and therefore to start generating turnover.

We will not be communicating about an «intermediate» objective for turnover in 2022. However, we can confirm **our 2023 target of €5M in turnover**.

**How do you view the forecasts of your financial analysts who predict a profit/loss of €10M in 2022? Do the analysts working to determine Oncodesign's worth have access to information not shared with the market?**

**Financial analysts have access to the same information** as that made publicly available to everyone, and it is based on this information that they draw up their model and their forecasts.

**Financial analysts independently assess Oncodesign's worth on their own initiative**. The information is then concatenated by the tools made available on the major stock market communication sites.



# What the press says



## investir

**Oncodesign** a solid model and a beacon of hope for the Biotech industry | **04/23/2022**

«The clinical announcements made by the Biotech BU and the significant size increase expected for the Service BU are impressive. The business model is solid. It makes it possible to finance internal Biotech research through services, which greatly reduces risk.»



**Oncodesign** and the CIAD are creating a laboratory dedicated to artificial intelligence | **04/11/2022**

«This laboratory, AIDD4H, is thus the first step towards an open innovation campus with an international focus on the use of Artificial Intelligence (AI) in Drug Discovery.»



**France Bleu Côte d'Or** • La Nouvelle Eco with Oncodesign | **03/04/2022**

«As one of the jewels of the Dijon industry in terms of research in the fight against cancer, Oncodesign reports a turnover of €31.3M, proving that this Dijon-based pharmaceutical group is growing rapidly and is ready to take on 2022.»

## mind

**IA & Drug Discovery** • A university, a manufacturer, and a French Technology Transfer Acceleration Company (SATT) are developing a joint laboratory | **02/16/2022**

«These steps are 'critical' in R&D because 'determining which target to work on requires taking into account lead times (12 to 15 years), cost, and attrition rate (1 new treatment approved by the FDA-EMA authorities for 10,000 synthesized molecules)', the press release states.»

## investir

**Oncodesign**, a buoyant market and attractive valuation | **02/07/2022**

«The market is buoyant and the Service BU is becoming profitable. Based on a current valuation of 1.3 times the estimated turnover for 2023, this value is not expensive, and players in the sector are paying themselves 3 times their revenue.»

## BOURSIER.COM

**Philippe Genne, CEO of Oncodesign** • «The largest order book in the history of Oncodesign» | **02/02/2022**

«Our cash flow allows us to comfortably move forward with all our projects, and will obviously be supplemented if necessary, partially through the results of our activity, but also through specific funding.»

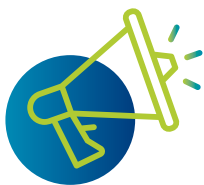


## BFM BOURSE

**Oncodesign** wants to make its assets clearer after record revenues in 2021 | **01/27/2022**

«In 2021, the Dijon-based company further stood out from the large group of listed biotechnology companies due to its ability to generate revenue, itself experiencing strong growth. However, its share price has lagged behind, with investors finding it difficult to value the hybrid model of the company, which works for both laboratories (via its Service BU) and for its Biotech BU. CEO Philippe Genne therefore intends to further improve its readability.»

# Newsflash



## Signature of a partnership agreement between Oncodesign & Alexis Miellet

**Alexis Miellet, member of the French 1,500-meter Olympic team, was present at the Oncodesign headquarters in Dijon on May 17, to sign a sponsorship agreement for his preparation for the Paris 2024 Olympic Games.**

Oncodesign initiated its Corporate Social Responsibility policy a few months ago. It is based on sharing, mutual assistance, sociability and, more generally, solidarity. By supporting Alexis Miellet, we can enable him to focus on his job and passion, and allow him to push himself to win.

«Oncodesign's sponsorship will really support my preparation. Of course, there will be financial support that will allow me to focus 100% on my training in order to be as efficient as possible. It is also important for me to be able to share values with my partners. Sharing, giving one's best, and mutual assistance are values that both Oncodesign and I share.» Alexis Miellet.

«It was an obvious choice for us to join forces with Alexis Miellet, who is from Dijon and perfectly represents our fantastic athletic team in the 1,500 meter event, to accompany him for the Paris 2024 Summer Olympics.



We invite all Oncodesign employees to share their passion at the upcoming Odyssea and Octobre Rose Breast Cancer Awareness races alongside one of France's best athletes. The 1,500m event, which is Alexis' specialty, is reminiscent of the pace set in most modern Biopharma companies – they have to be very quick off the mark, with a strong finish. Olympic values are very close to our own, and are perfectly aligned with our mission to «find innovative therapies to fight serious diseases with no known or effective treatment».

Philippe Genne



### Highlights d'Alexis Miellet

Alexis Miellet has had an impressive track record for several years, demonstrating that the 27-year-old (much like Oncodesign) has every chance of making it onto the podium.

#### TRACK

- Qualification for the Tokyo 2020 Olympics
- Silver medal at the XXIX Summer Universiade - 1,500m (2017, Taiwan)
- Gold medal at the French Athletics Championships - 1,500m (2018/2019/2020, France)
- 4th place in the Mediterranean Games - 1,500m (2018, Spain)
- Silver medal at the French Athletics Championships - 1,500m (2021, France)
- Semi-finalist at the World Athletics Championships - 1,500m (2019, Qatar)

#### CROSS-COUNTRY

- Gold medal at the French Cross Country Championships - Short track (2022, France)
- 9th place in the European Athletics U23 Championships (2017, Poland)
- Silver medal at the European Cross Country Championships - Mixed relay (2018, Netherlands/2021, Ireland)
- Silver medal at the French Cross Country Championships - Short track (2019/2021, France)

#### ROAD

- Former BFC 10 km Championships record holder - 28:44 (2019, France)
- Bronze medal at the French 10 km Championships (2017, France)
- Gold medal at the BFC 10 km Championships (2016/2021, France)





## Brokers' rating

Broker	Analyst	Date	Recommendation	SHARE PRICE OBJECTIVE
TP ICAP	Gilbert Ferrand	April 8, 2022	Purchase	€20.00
CIC Market Solutions	Fanny Meindre	April 8, 2022	Purchase	€15.00
BRYAN, GARNIER & CO	Victor Floc'h	October 21, 2021	Purchase	€15.00
PORTZAMPARC BNP PARIBAS GROUP	Clément Bassat	April 11, 2022	Purchase	€18.00



## Publication

Our 2021 Annual Financial Report is available on our website, under «Investors»



Scan this QR code to access the 2021 Annual Financial Report [FR]



## Financial calendar

- 2022 General Meeting - *June 30, 2022*
- 2022 Half-Year Turnover Report - *July 21, 2022*
- 2022 Half-Year Results - *September 15, 2022*



## A team at your service

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## Oncodesign and the stock market

ALONC  
EURONEXT  
GROWTH



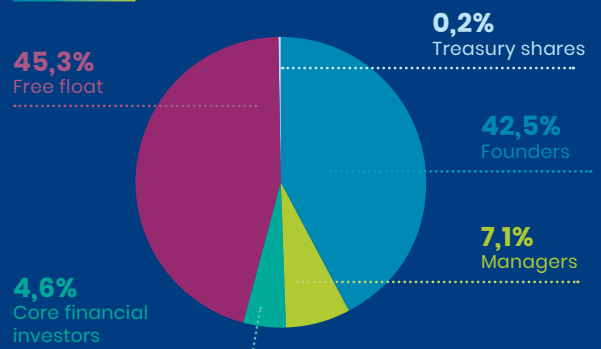
### Euronext Growth Paris

ISIN Code	FR0011766229
Number of shares:	6,848,412
Market capitalization	€63M*
Share price	€10.84*
Highest/Lowest (12 months)	€12.80 – €8.09

\*April 21, 2022

## Oncodesign & its capital structure

Breakdown based on data from annual financial report, 31<sup>st</sup> December 2021



## Your personal data: an important topic for Oncodesign

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# Oncodesign

## for dummies

**Our mission is to discover new innovative therapies that are effective against cancers and serious diseases with no known treatment.**

Oncodesign is a **biopharmaceutical company** specialized in **precision medicine** that addresses **innovation gaps in the healthcare industry**.

Since its creation in 1995, Oncodesign has been committed to its **mission of discovering effective therapies for patients with diseases with no effective therapeutic solution**. In particular, we deal with inherent and acquired therapeutic resistance, which is the cause of many treatment failures in oncology.

Alongside the largest pharmaceutical companies, biotech corporations, public research institutions and investment groups, Oncodesign **leads research and development for new therapeutic and diagnostic tools**; whether as a service, through a partnership or license offering, Oncodesign can meet all needs in innovation.

Listed on Euronext Growth Paris, Oncodesign relies on a stable shareholder base, committed to its development.



## Key figures

1995

**Year founded**

+230

**employees**  
(of which 22% have PhDs)

3

**sites**

1000

**customers**

36,2 millions €

**in revenue (2021)**

11 millions €

**in R&D investment**  
(annual average figure since 2016)

4

**partnerships**

2

**internal programs**



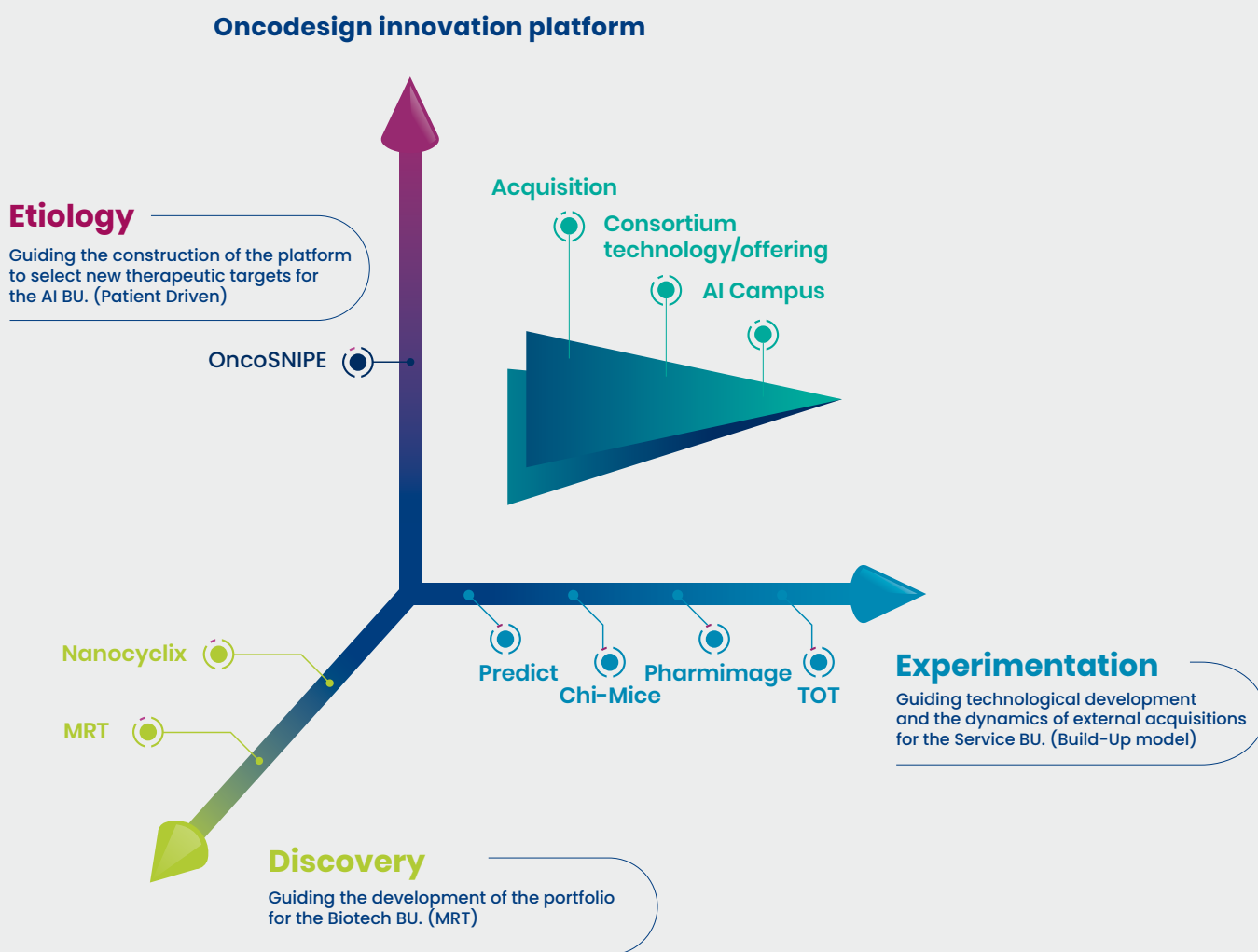
# Our innovation model

Oncodesign is a **technical and scientific company** whose raison d'être is the **innovation** that makes it stand out. Technological innovation is based on knowledge and technologies which, in combination, answer novel questions and ensure **efficacy** and therefore **growth** for customers and partners.

Our **innovation model** has **three strategic axes** that, together, form our precision medicine platform: **Experimentation**, **Discovery** and **Etiology**. These axes define our strategic innovation platform.

These three axes are based on **connected and innovative technologies** that can **identify the most relevant targets, design the best therapies with their biomarkers and select the most suitable drug candidates**.

This innovative **Drug Discovery continuum** is made possible by applying our collaborative policy, through commercial consortia, acquisitions and strategic technological projects, as well as the creation of centers of excellence and dedicated campuses. We need to innovate to be fully effective.



## 3D vision: the virtuous circle of synergies

the BUs are interconnected with the aim of bringing **technologies** to generate innovative therapeutic **targets** and **products** to achieve the oncodesign mission.



### Oncodesign's three technological challenges by 2025 are:

1. To develop an innovative and effective **Drug Discovery platform** based on **precision medicine**
2. To constitute a **portfolio of therapeutic products** focused on **oncology**
3. To build an **effective platform** for selecting new therapeutic targets in **oncology**

Oncodesign's economic model is built upon the various business models implemented in its BUs, each in line with specific markets.

This integrative vision lies at the very foundation of our ability to adapt, and affords us extreme agility in an ever-evolving environment.

## 2020–2025 investment strategy and priorities



### Service Mature

Selecting the best drug candidates

#### TECHNOLOGIES

- Generation of biological agents
- Target validation
- Generation of hits in chemistry



### Biotech Underway

Building the most effective therapeutic tools

#### PRODUCTS

- Kinase inhibitors
- Biomarkers (RT)
- Systemic radiotherapy (MRT)
- In-licensing (Homing)



### IA Early stages

Discovering the most appropriate therapeutic targets

#### TARGETS

- Therapeutic targets in oncology
- Innovations in the Drug Discovery process

## The 2023 objectives: a promising trajectory

Using targets or molecules to design and select the best drug candidates

- €50M in turnover
- 15% to 20% EBITDA

Long-term strategic partnership development programs

- RIPK2 up to phase 1
- 3 drug candidates undergoing clinical trials

Long-term strategic structuring partnerships

- Platform to identify and validate new targets in oncology
- Acceleration of the Drug Discovery process
- €5M in turnover



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