

**PRESS RELEASE**

**WILEX announces financial figures for fiscal year 2016 and provides business update**

- Financials in line with guidance
- GMP-compliant manufacturing process underway for Amanitin and important technology partnerships agreements signed for Antibody Targeted Amanitin Conjugates (ATACs)
- Preclinical development started for first ATAC candidate; lead indication is multiple myeloma
- Outlook for 2017: increase in sales revenue forecast; higher investments in proprietary ATAC pipeline
- Conference call to be held on 30 March 2017 at 3:00 p.m. CEST

**Munich, Germany, 30 March 2017** – WILEX AG (ISIN DE000A11QVV0 / WL6 / FSE) today published its financial results and annual report for the fiscal year 2016 (1 December 2015 – 30 November 2016) and its outlook for 2017.

"We achieved several important milestones during the past year. Our most notable achievement was the in-licensing of suitable antibodies as a starting point for our own ATAC development candidates. Based on this and after conducting extensive preparatory research, we selected HDP-101 as our first proprietary ATAC development candidate. We consider our proprietary ATAC portfolio and the data it generates to be a key building block for increasing the Company's value in the future," said Dr Jan Schmidt-Brand, CEO and CFO of WILEX AG. "Our goals for 2017 are licensing partnerships for new ATAC candidates, formal preclinical development and agreement of the clinical development path for HDP-101 with the authorities. Another key task this year will again be to finance these activities, an issue we plan to address with the support of our main shareholder dievini and based on advances in our ATAC technology."

**Key events in fiscal year 2016**

- **Ongoing development of ATAC technology and granting of patents:** WILEX's subsidiary Heidelberg Pharma is working with third parties to manufacture Amanitin under a GMP-compliant (Good Manufacturing Practice) process, so that the compound can be produced in a sufficient quantity and quality for future clinical trials. Work is also ongoing to improve the tolerability and efficacy of the Amanitin linker constructs. In addition, the US and European Patent Offices granted two key patents for the Company's proprietary Antibody Drug Conjugate (ADC) technology.
- **HDP-101 – first proprietary development candidate:** In September 2016, an exclusive option agreement was entered into with the Max Delbrück Center for Molecular Medicine in the Helmholtz Association (MDC) in Berlin covering various BCMA (B-cell maturation antigen) antibodies, which was then signed as a license agreement in January 2017. BCMA is a surface protein that is highly expressed in multiple myeloma cells and to which the selected antibodies specifically bind. The ATAC candidate HDP-101 was selected based on a selection and optimization process of the BCMA antibodies. HDP-

101 is currently being prepared for clinical development that could start by the end of 2018. Multiple myeloma is the third most common hematologic cancer and represents a major unmet medical need where new, more effective therapies are urgently needed. HDP-101 also has promising potential for development in other hematologic indications.

- **Establishment of research and technology collaborations:** Heidelberg Pharma launched collaborations with international biotech companies in the past year. In June 2016, the Company entered into a partnership with Advanced Proteome Therapeutics Corporation, Vancouver, Canada, for the development of a new, improved generation of ADCs. This was followed in September 2016 by an agreement with Celonic AG, Basel, Switzerland, covering the development of antibody cells and the production of non-GMP and GMP batches of antibody material. Finally, in October 2016, a collaboration was begun with Nordic Nanovector, ASA, Oslo, Norway, for the development of new ATACs for treating leukemias.
- **Implementation of corporate actions:** A comprehensive, multi-stage financing strategy that involved several corporate actions was approved at the end of November 2015. WILEX's main shareholder, dievini Hopp BioTech holding GmbH & Co. KG, Walldorf, Germany (dievini), supported this strategy with a commitment to provide financing of up to EUR 10 million, provided that the subscription price did not exceed EUR 1.84 per share. Three capital increases were implemented during the reporting period and generated total issue proceeds of EUR 6.7 million. Approximately 3.6 million shares were subscribed at a subscription/issue price of EUR 1.84 per share. The Company's share capital increased from EUR 9,305,608 to EUR 12,927,564. In addition, a shareholder loan for EUR 3.7 million was agreed with WILEX's main shareholder in October 2016.
- **Personnel news:** Professor Andreas Pahl was appointed to the Executive Management Board as Chief Scientific Officer on 2 June 2016. He succeeded Dr. Paul Bevan, who retired on 31 March 2016 as planned. Professor Pahl had also been a member of the executive management of Heidelberg Pharma, beginning in 2012. On 13 May 2016, the Company's Annual General Meeting adopted a resolution to reduce the Supervisory Board from six to five members. One of the reasons for this step was the decision by Supervisory Board member Andreas R. Krebs to leave the Supervisory Board at his own request for professional reasons.

#### **Key events after the reporting period**

- **Signing of a worldwide license agreement for REDECTANE®:** In January 2017, WILEX AG signed an exclusive, worldwide license agreement for the development and commercialization of the imaging agent REDECTANE® with Telix Pharmaceuticals Limited, Melbourne, Australia (Telix). REDECTANE® is the radiolabeled form of the monoclonal antibody Girentuximab, which had been developed by WILEX up to Phase III for the diagnosis of clear cell renal cell carcinoma (ccRCC). Telix also has the right to develop the Girentuximab antibody for radiotherapy applications. Under the agreement, Telix will, as a first step, invest in an improved manufacturing process for the antibody. Under the terms of the agreement, WILEX receives an upfront payment and could receive milestone payments totaling up to USD 3.7 million. In addition, WILEX is eligible to receive significant royalties on global net sales of REDECTANE® if the collaboration is successful. Telix will be responsible for all development costs, as well as manufacturing and commercialization costs.

- **Financing commitment by dievini:** WILEX's main shareholder issued another financing commitment in February 2017. Dievini will provide up to EUR 10 million. The details of the financing will be decided by the Executive Management Board and the Supervisory Board of WILEX AG with dievini at a later date. With this additional commitment, the Company's cash reach is secured until the end of the second quarter of 2018.

### **Key financial figures of the WILEX Group for fiscal year 2016**

Fiscal year 2016 ran from 1 December 2015 to 30 November 2016. The WILEX Group comprises two entities, WILEX AG and Heidelberg Pharma GmbH.

WILEX generated sales revenue and other income totaling EUR 2.7 million in fiscal year 2016 (previous year: EUR 3.9 million).

WILEX posted **sales revenue** of EUR 1.3 million (previous year: EUR 2.3 million), which was mainly attributable to Heidelberg Pharma. This figure includes EUR 0.2 million (previous year: EUR 0.9 million) relating to the ADC technology and EUR 1.0 million (previous year: EUR 1.0 million) from the service business. The majority of ATAC sales in the previous year was attributable to former partner Roche. In 2016, WILEX AG also received parts of a milestone payment from Link Health Co., Guangzhou, China, in connection with the out-licensing of MESUPRON® totaling EUR 0.1 million (previous year: EUR 0.4 million).

At EUR 1.4 million, **other income** was down compared to the previous year (EUR 1.6 million). This was primarily due to grants provided by the Federal Ministry of Education and Research (BMBF) that support Heidelberg Pharma projects in the amount of EUR 0.8 million (previous year: EUR 0.3 million). Additionally, income of EUR 0.4 million (previous year: EUR 0.9 million) was generated from the reversal of unutilized accrued liabilities, most of which were subject to limitation. In addition to other items, income of EUR 0.2 million was recorded from recoveries on receivables written off from the loan agreement with Nuclea Biotechnologies Inc., Pittsfield, MA, USA, for the sale of the former subsidiary, WILEX Inc.

**Operating expenses** including depreciation and amortization fell to EUR 9.1 million in 2016 (previous year: EUR 10.4 million). **Research and development costs** accounted for EUR 6.1 million of operating expenses (previous year: EUR 4.5 million). The 38% increase is attributable to the expansion – as planned – of R&D activities at Heidelberg Pharma. R&D costs thus accounted for 67% of all costs. **Cost of sales** decreased to EUR 0.8 million (previous year: EUR 1.1 million) and represented 9% of total costs. **Administrative costs** were EUR 2.0 million, down 56% compared to the prior-year level (EUR 4.5 million) and accounted for 22% of operating expenses. Administrative costs in the previous year included the write-off in full of a receivable (EUR 1.6 million) from Nuclea, the legal successor to the former WILEX Inc., as a result of prolonged payment difficulties and the recognition of a provision set up in the event the Company is held liable under a rent guarantee to Nuclea's lessor (EUR 0.4 million). Nuclea filed for insolvency in 2016. Despite these two one-off costs, administrative cost savings of EUR 0.5 million were achieved in 2016. **Other expenses** amounted to EUR 0.2 million (previous year: EUR 0.3 million) – down 33% compared to the previous year – and accounted for 2% of operating expenses.

The WILEX Group's **operating result** was EUR -6.4 million in the 2016 fiscal year (previous year: EUR -6.5 million). **Net loss for the year** was EUR 6.4 million (previous year: EUR 6.6 million). **Earnings per share** improved from EUR -0.75 in the previous year to EUR -0.53.

At the end of the fiscal year, **total assets** amounted to EUR 15.2 million, up EUR 3.1 million from the previous year (EUR 12.1 million), due to higher cash and cash equivalents. WILEX had **cash and cash equivalents** of EUR 4.6 million at the end of the reporting period (30 November 2015: EUR 1.3 million). Monthly cash use increased to EUR 0.6 million (previous year: EUR 0.4 million). The **Group's equity** amounted to EUR 9.7 million (previous year: EUR 9.5 million). This corresponds to an equity ratio of 64.0% (previous year: 78.3%).

### **Financial outlook and strategy for 2017**

The WILEX Group expects to generate between EUR 4.0 million and EUR 6.0 million in sales revenue and other income (2016: EUR 2.7 million) for the 2017 fiscal year. This guidance takes into account potential cash inflows from new licensing activities at Heidelberg Pharma. According to current plans, operating expenses should be in the range of EUR 11.0 million to EUR 15.0 million (2016: EUR 9.1 million). Earnings before interest and taxes (EBIT) for the 2017 fiscal year are projected to be between EUR -6.0 million and EUR -10.0 million (2016: EUR -6.4 million).

WILEX expects cash use for fiscal year 2017 to be between EUR 6.0 million and EUR 10.0 million, with monthly cash use between EUR 0.5 million and EUR 0.8 million.

In 2017, WILEX's focus will remain on the development and marketing of its proprietary ATAC technology. The goal is to grow research collaborations into longer-term, more extensive license agreements and to secure additional material transfer agreement partners for evaluation projects. A second main objective is to further develop the Company's own ATAC pipeline. GMP manufacturing of the first proprietary candidate HDP-101 is a critical milestone for starting clinical development in multiple myeloma at the end of 2018.

### **Invitation to the financial results press conference**

On 30 March 2017, WILEX will hold a conference call for media, analysts and investors in English at 3:00 p.m. CEST. Please dial in 10 minutes before the call using the following dial-in numbers:

1. Germany: +49 69 71044 5598
2. UK: +44 20 3003 2666
3. USA: +1 212 999 6659
4. USA toll free: +1 866 966 5335

You will be asked for the password (WILEX) and your name and company. The presentation for the conference (in English) will be available for download at [www.wilex.com](http://www.wilex.com) at 2:30 p.m. CEST.

**Key figures for the WILEX Group**

In EUR million	2016 <sup>1</sup> EUR million	2015 <sup>1</sup> EUR million
<b>Earnings</b>		
Sales revenue	1.3	2.3
Other income	1.4	1.6
Operating expenses	(9.1)	(10.4)
of which research and development costs	(6.1)	(4.5)
Operating result	(6.4)	(6.5)
Earnings before tax	(6.4)	(6.5)
Net loss for the year	(6.4)	(6.6)
Earnings per share in EUR	(0.53)	(0.75)
<b>Balance sheet as of the end of the period</b>		
Total assets	15.2	12.1
Cash and cash equivalents	4.6	1.3
Equity	9.7	9.5
Equity ratio <sup>2</sup> in %	64.0	78.3
<b>Cash flow statement</b>		
Cash flow from operating activities	(6.5)	(4.8)
Cash flow from investing activities	(0.5)	(0.2)
Cash flow from financing activities	10.3	4.1
<b>Employees (number)</b>		
Employees at year end <sup>3</sup>	53	55
Employees at year end <sup>3</sup> (full-time equivalents)	49	49

1) The reporting period begins on 1 December and ends on 30 November.

2) Equity / total assets

3) Including members of the Executive Management Board

Rounding of exact figures may result in differences.

The annual report including the consolidated financial statements in accordance with International Financial Reporting Standards (IFRS) is available at <http://www.wilex.de/press-investors/financial-reports/>.

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## **About WILEX and Heidelberg Pharma**

WILEX AG is a biopharmaceutical company based in Munich, Germany, that serves as a parent and holding company. The Company's research and development work is conducted by its subsidiary Heidelberg Pharma GmbH in Ladenburg. Heidelberg Pharma is the first company to develop the toxin Amanitin into cancer therapies using its proprietary Antibody Targeted Amanitin Conjugate (ATAC) technology and to advance the biological mode of action of the toxin as a novel therapeutic principle. This proprietary technology platform is being applied to develop the company's own therapeutic ATACs as well as in third-party collaborations to create a variety of ATAC candidates. The proprietary lead candidate HDP-101 is a BCMA-ATAC for multiple myeloma. WILEX's clinical assets MESUPRON® and REDECTANE® have been partnered, while RENCAREX® is available for out-licensing and further development. WILEX is listed on the Frankfurt Stock Exchange: ISIN DE000A11QVV0 / WKN A11QVV / Symbol WL6. More information is available at <http://www.wilex.com/>.

This communication contains certain forward-looking statements relating to the Company's business, which can be identified by the use of forward-looking terminology such as "estimates", "believes", "expects", "may", "will", "should", "future", "potential" or similar expressions or by a general discussion of the Company's strategy, plans or intentions. Such forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause our actual results of operations, financial position, earnings, achievements, or industry results, to be materially different from any future results, earnings or achievements expressed or implied by such forward-looking statements. Given these uncertainties, prospective investors and partners are cautioned not to place undue reliance on such forward-looking statements. We disclaim any obligation to update any such forward-looking statements to reflect future events or developments.