



Biofrontera

# Experts in dermatology

## COMPANY OVERVIEW

### Management



**Chief Executive Officer**  
Prof. Dr. Hermann Lübbert



**Chief Financial Officer**  
Thomas Schaffer



**Chief Commercial Officer**  
Christoph Dünwald

### Company Profile

- Biofrontera is an international biopharmaceutical company specializing in pharmaceutical products that treat dermatological conditions and diseases caused primarily by sun damage to the skin.
- Biofrontera's principal product, Ameluz<sup>®</sup>, is a topical prescription used in conjunction with photodynamic therapy (Ameluz<sup>®</sup> PDT).
- Ameluz<sup>®</sup> PDT is approved in the U.S. and Europe for the treatment of actinic keratosis (skin lesions that can sometimes lead to skin cancer) on the face and scalp and in the EU for field cancerization and certain types of basal cell carcinoma.
- Biofrontera's principal objectives are to obtain regulatory approvals for the marketing of Ameluz<sup>®</sup> PDT for additional indications and in additional countries, and to increase the sales of its approved products.
- Products are currently marketed in 12 countries.

### Recent Key Figures

In kEUR (unless stated otherwise)	6M 2017 unaudited	6M 2016 unaudited
Sales revenue	5,006.4	1,708.6
Research and development costs	(2,185.4)	(1,852.0)
Sales costs	(8,275.3)	(2,832.3)
General administrative costs	(1,695.5)	(1,372.4)
Total result for the period	(8,140.6)	(3,471.7)
Cash flows from operational activities	(8,087.0)	(2,510.7)
Cash flows from financing activities	4,604.6	8,867.4
Liquid Funds	11,451.5	10,172.6
Employees (as of 30 June)	124	59

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### Flagship Product Ameluz®

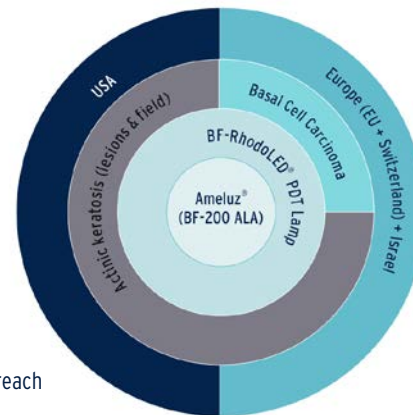


- Treatment of actinic keratosis (skin lesions that can sometimes lead to skin cancer) on the face and scalp in the U.S. and Europe and for field cancerization and certain types of basal cell carcinoma in the EU.
- Approximately **58 million U.S. Americans** suffer from actinic keratosis. Basal cell carcinomas account for about **80% of all non-melanoma skin cancer types** in humans.
- Biofrontera has its **own sales force** in Germany and Spain, as well as distribution through **licensing partnerships** in 7 other countries in the EU, Switzerland and Israel.
- Since October 2016, US sales and marketing activities have been initiated by Biofrontera's U.S. subsidiary.
- Ameluz® is applied in photodynamic therapy (PDT), activated with Biofrontera's **BF-RhodoLED® lamp**.

Ameluz® 2016:  
Application areas and regional reach




Ameluz® 2017:  
Application areas and regional reach



### Dermocosmetics Belixos®



- Over-the-counter line of skin care cosmetics products.
- Developed by Biofrontera to help moisturize and soothe dry, itchy and irritated or sun-damaged skin.
- Available for sale in Germany and certain other European countries at selected pharmacies, dermatological institutes, and through local Amazon websites.
- Not currently available for sale in the U.S.

The Biofrontera logo is displayed on the forehead of a person whose eyes are closed. The logo consists of the word "Biofrontera" in a white, sans-serif font, with a stylized, glowing orange and yellow starburst graphic to its right.

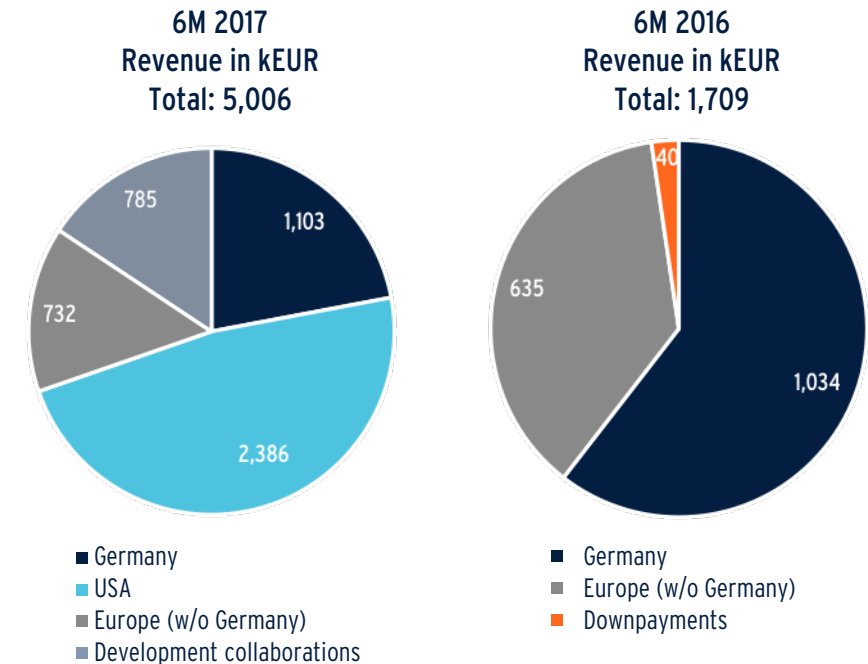
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### Growth Milestones

- **Indication extensions for Ameluz®**
  - Label extension to include treatment of field cancerization in Europe (September 2016)
  - Label extension to include treatment of basal cell carcinomas (BCC) in Europe (January 2017)
  - Label extension to include treatment with daylight-PDT for Actinic Keratosis in Europe
    - Application submitted
  - Label extension to include treatment of basal cell carcinomas in the U.S.
    - Agreement with FDA on development plan
    - Start of Phase III trial in the U.S.
  - Plans to pursue further indications: e.g., warts, wound healing, condyloma and cervical cancer
- **Open up US market and further regions**
  - Market launch of Ameluz® in the U.S. (October 2016)
  - Launch of U.S. Website (January 2017)
  - Expansion of sales and marketing activities in the U.S. by expanding the sales team
  - Strengthening sales support services for health care providers (August 2017)
  - Allocation of specific J-code to Ameluz®
- **Extend and commercialize drug pipeline**
  - Joint development project with Japanese pharmaceutical company Maruho for the development of four new dermatological product candidates

### Sales Development





Biofrontera

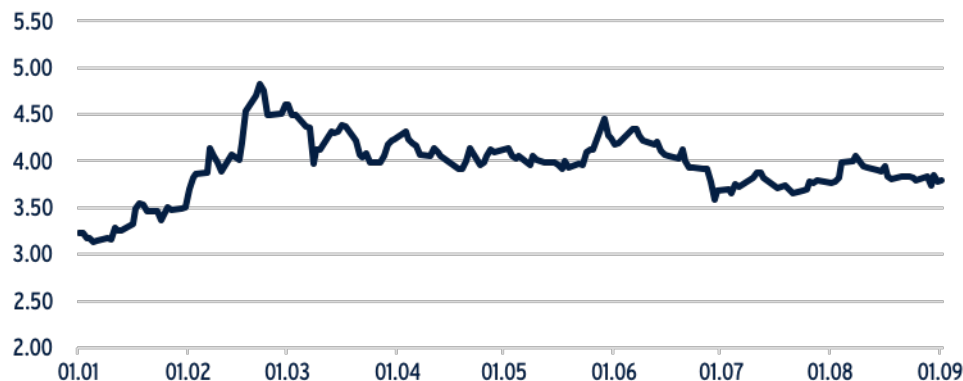
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### Stock information

Share class	Registered shares (no par value)
Transparency level	Prime Standard
ISIN	DE0006046113
WKN (German Securities Identification)	604611
Ticker symbol	B8F
Shares in issue as of 31 August 2017	38,416,503
Share price as of 31 August 2017 in EUR (Xetra)	3.80
Market capitalization as of 1 September 2017 in EUR	146 million
Free float as of 31 August 2017	~ 70 %

### Stock Chart (YTD as of 31 August 2017)



### Highlights

- Proven clinical superiority over European competitor Metvix®
- Market potential for Ameluz® in the U.S.:
  - Large market, high prevalence of actinic keratosis.
  - Favorable reimbursement by the U.S. health care systems as opposed to Europe.
  - Photodynamic therapy already a recognized treatment.
  - Single competing PDT product for treatment of actinic keratosis.
- Potential to grow by obtaining regulatory approvals for the marketing of Ameluz® PDT for additional indications and in additional countries.
- Broaden the use of Biofrontera's patented nanoemulsion technology through strategic partnership with Maruho.
- Potential for additional value creation by development of other pipeline products with partners.

### Near-term Financial Calendar

27 November 2017

Report third quarter 2017 financial results

28 November 2017

Analysts' conference, German Equity Forum 2017, Frankfurt, Germany