

Stora Aktiedagen Stockholm 2020

2 december 2020



Pontus Nobréus, CEO



Global burden of kidney failure – a major and rising problem

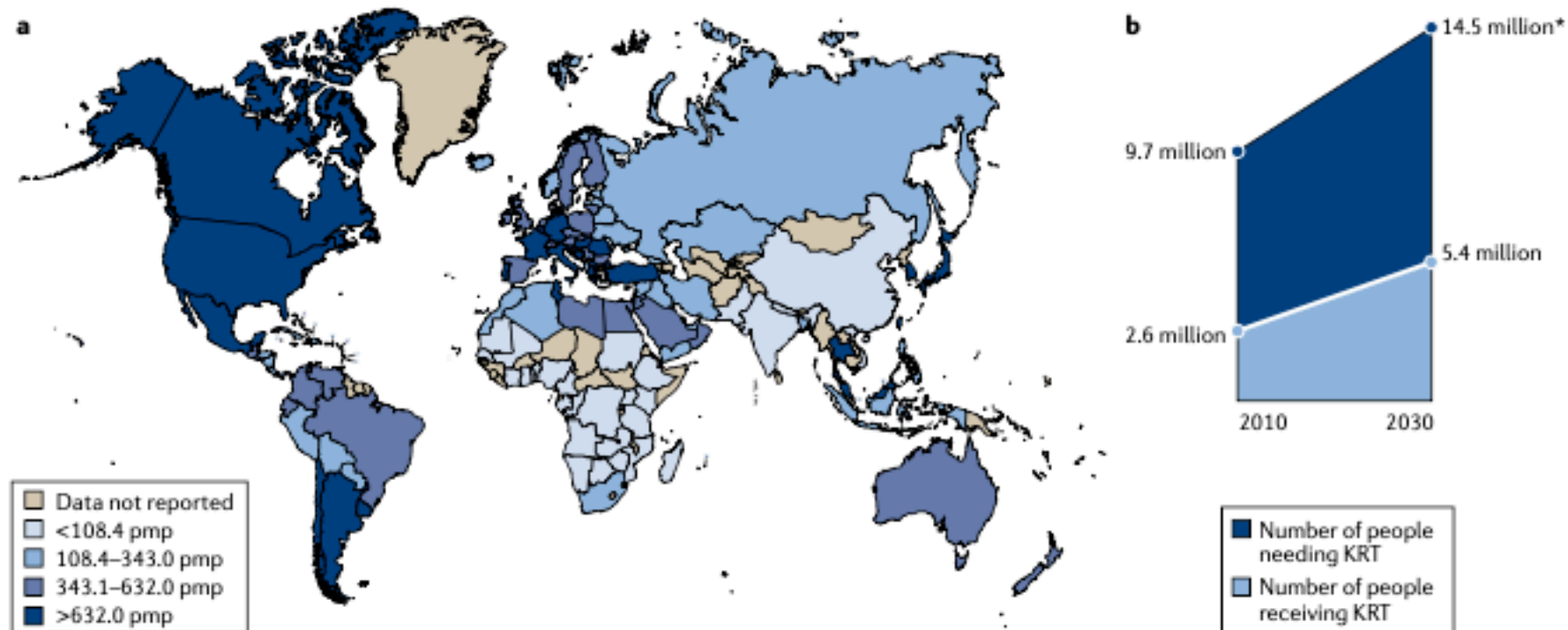
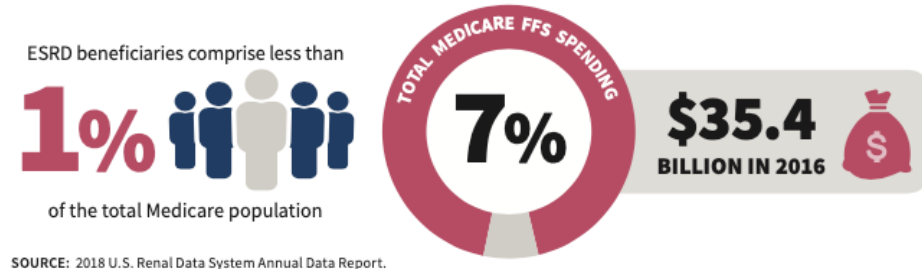


Fig. 1 | Current and projected prevalence of kidney failure requiring kidney replacement therapy. Growth is continuously outpacing the capacity of kidney replacement therapy (KRT), defined as maintenance dialysis or kidney transplant, especially in low-income and middle-income countries. **a** | Global prevalence of chronic dialysis. **b** | Estimated worldwide need and projected capacity for KRT by 2030. pmp, per million population. Adapted with permission from the ISN Global Kidney Health Atlas 2019.

Kidney failure – large impact on the individual and the society

Medicare spending for ESRD beneficiaries



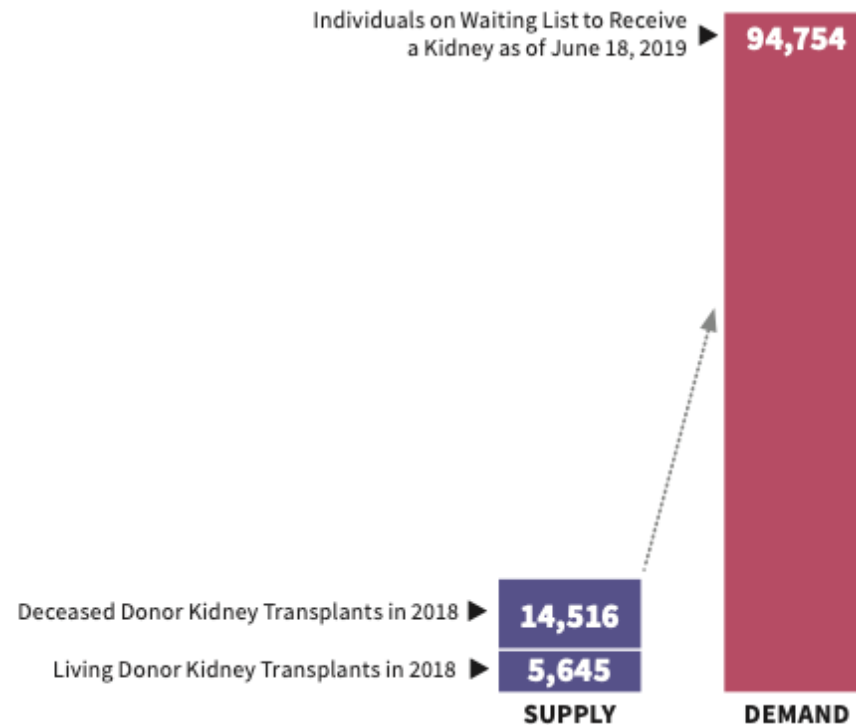
"Many developed countries spend 2–3% of their health care budgets on treatment for patients with ESKD, even though these patients comprise just 0.1–0.2% of the total population. "

Challenging situation in the US:

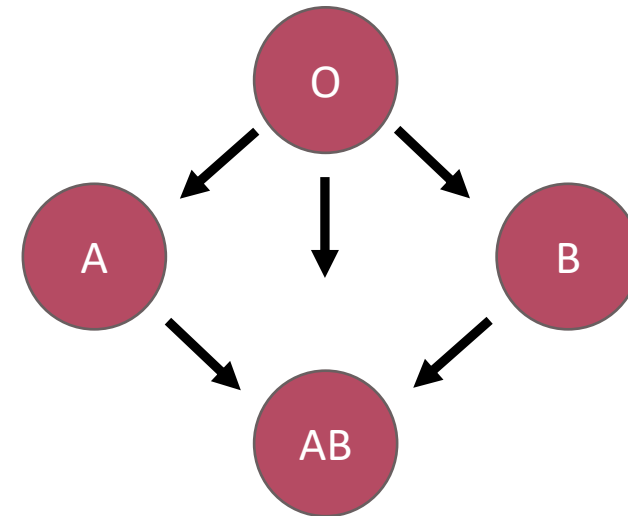
- More than 37 millions with chronic kidney disease
- >726,000 Americans need dialysis or kidney transplants to survive
- >500,000 receive dialysis three times a week
- >100,000 on waiting list for kidney transplantation
- Waiting time 3-5 years for a kidney transplantation depending on location
- On average, 20 people die every day from the lack of available organs for transplant

Challenges with access to kidney transplantations

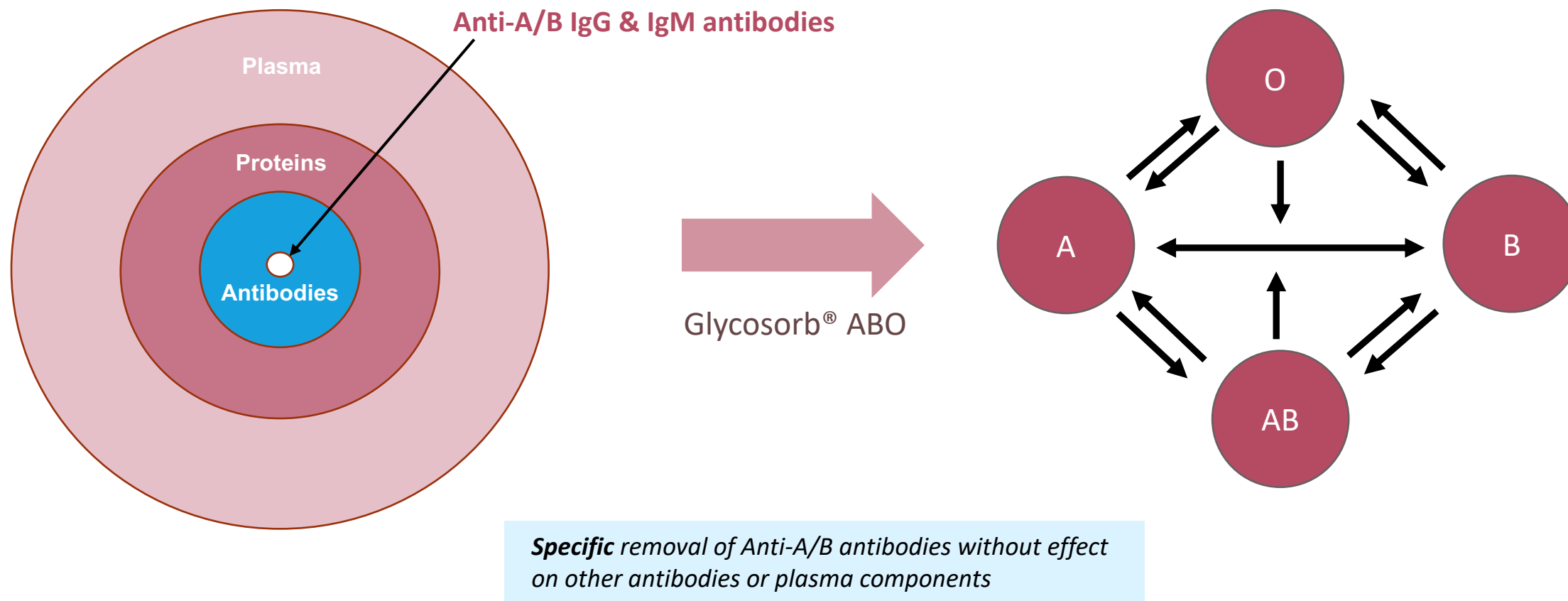
Gap between supply and demand



ABO incompatible blood groups

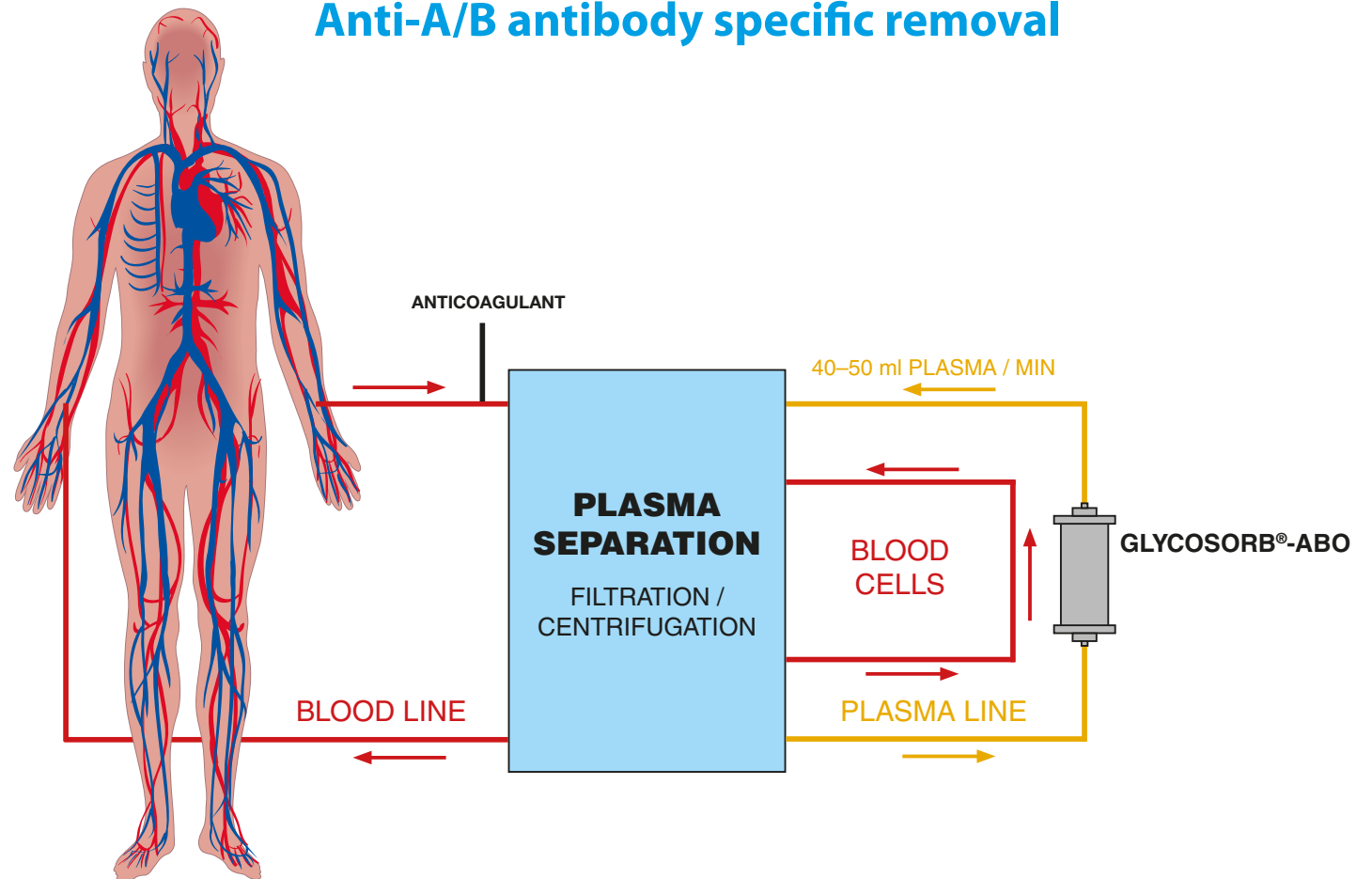


Innovative technology for safe and efficient ABO-incompatible transplantations



Glycosorb® ABO compatible with standard plasma separation systems

Anti-A/B antibody specific removal



In clinical use for 19 years > 50 publications

4,500 transplantations
190 centers in 28 countries



[J Nephropathol.](#) 2016 Jul; 5(3): 90–97.

Published online 2016 Jun 29. doi: [10.15171/jnp.2016.17](#)

PMCID: PMC4961822

PMID: [27540536](#)

Long-term outcome of ABO-incompatible living donor kidney transplantation based on antigen-specific desensitization. An observational comparative analysis

[Jochen Wilbert](#)¹, [Karl-Georg Fischer](#), [Przemyslaw Pisarski](#), [Thorsten Wiech](#), [Michael](#)
[Heumann-Haefelin](#), [Oliver Drognitz](#), [Florian Emmerich](#), [Gerd](#)

[ndt/gfq229](#)

specific immunoadsorption to
splant candidates

[Sallusto](#),⁴ [Laure Esposito](#),¹ [Nicolas Doumerc](#),⁴
[amar](#)^{1, 3, 7}

TEMA TRANSPLANTATION

Blodgruppsinkompatibla njurar kan transplanteras

ABO-inkompatibilitet är inte längre ett hinder för njurtransplantation.

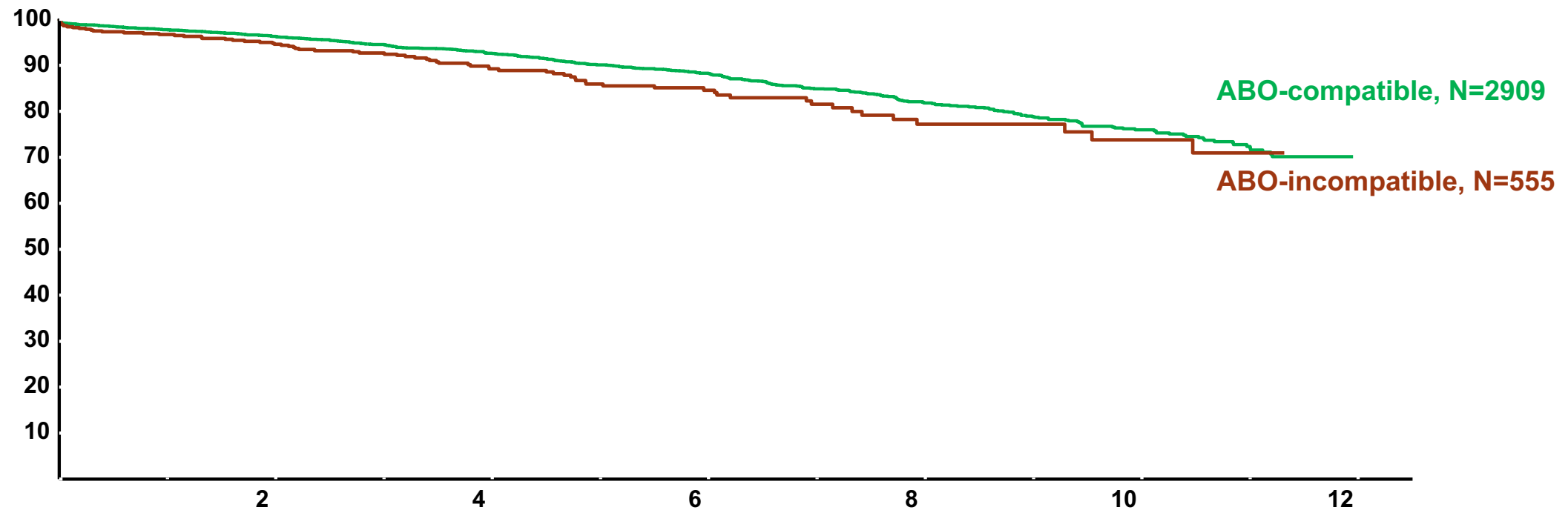
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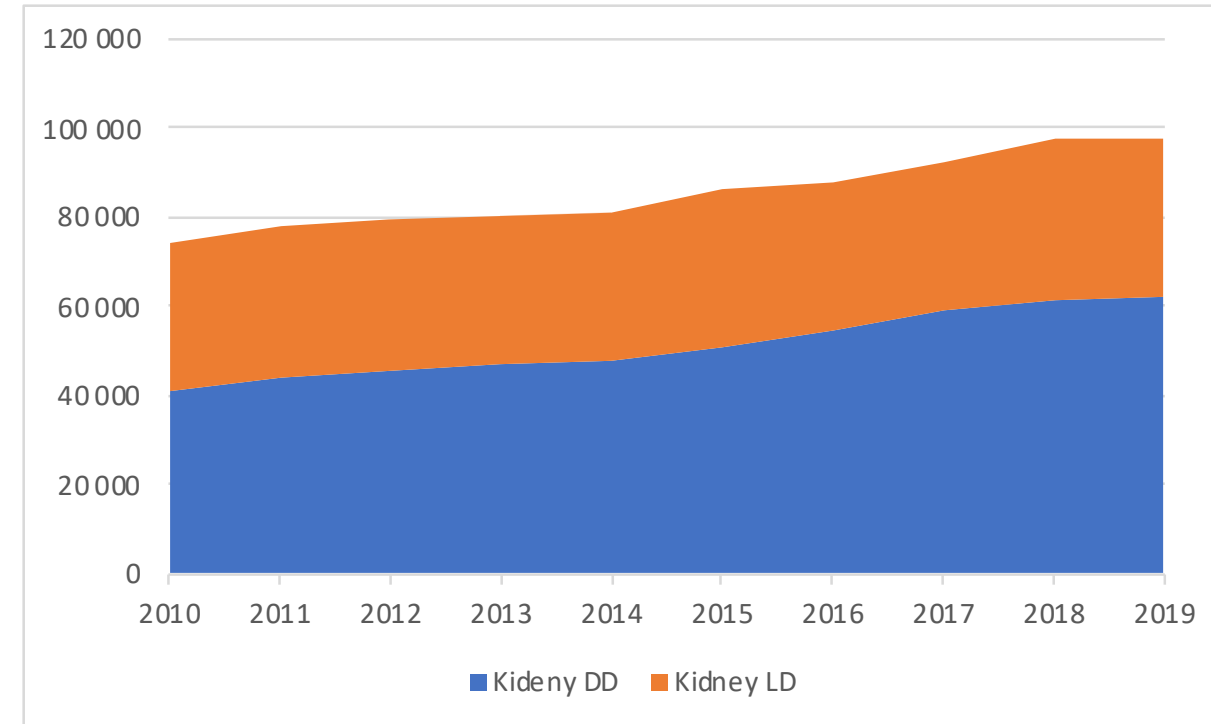
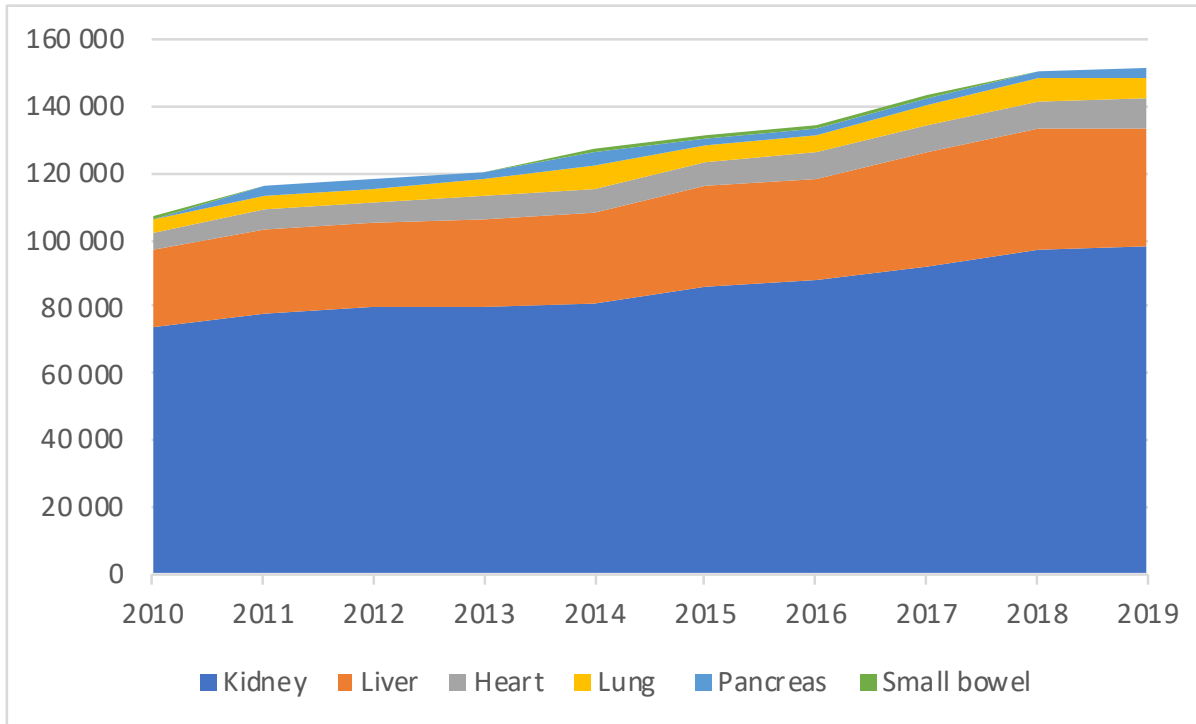
Peter Björk, med dr, överläkare, njur- och transplantationskliniken, Skånes universitetssjukhus, Malmö

Strong clinical long-term evidence



11-year uncensored graft survival (2005-2016) as reported by Scandiatransplant

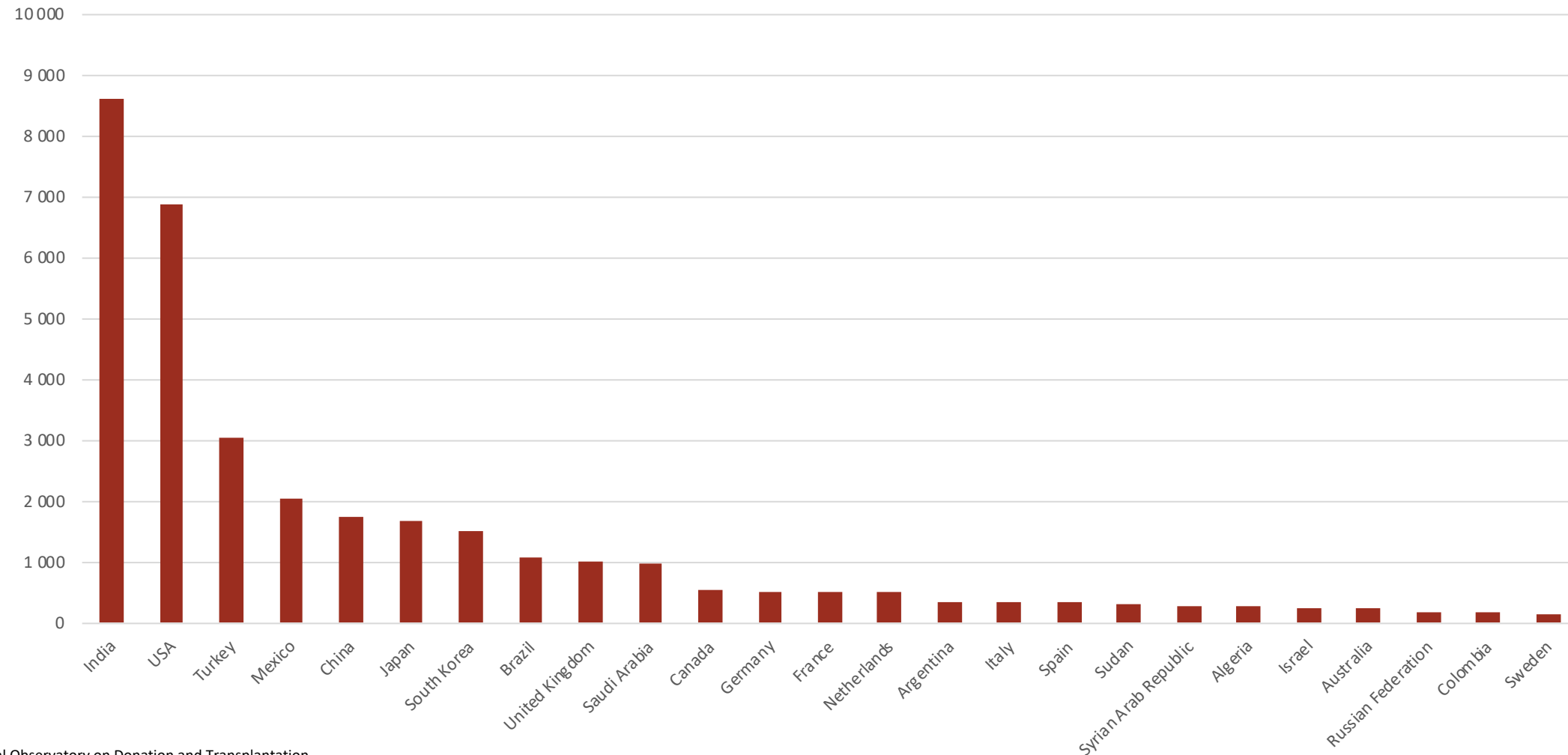
Global transplantations trends



AAGR:

- Kidney DD 5%
- Kidney LD 1%

Top 25 countries Living Donor Kidney transplantations 2019



Glycosorb® ABO - large market potential Living Donor Kidney transplantations

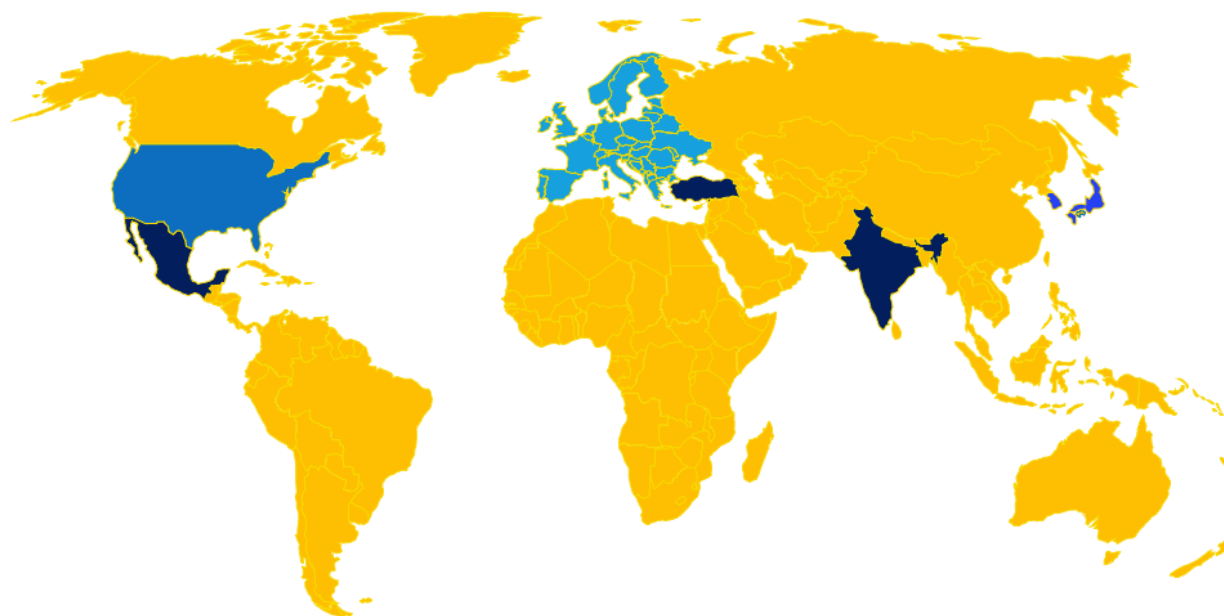
Number of annual global
Kidney transplantations
~ **98 000**



Annual Living donor Kidney
transplantations
~ **36 000**



Estimated number of annual
blood group incompatible
patients
~ **11 000**



Europe
~ **SEK 80-120 million**

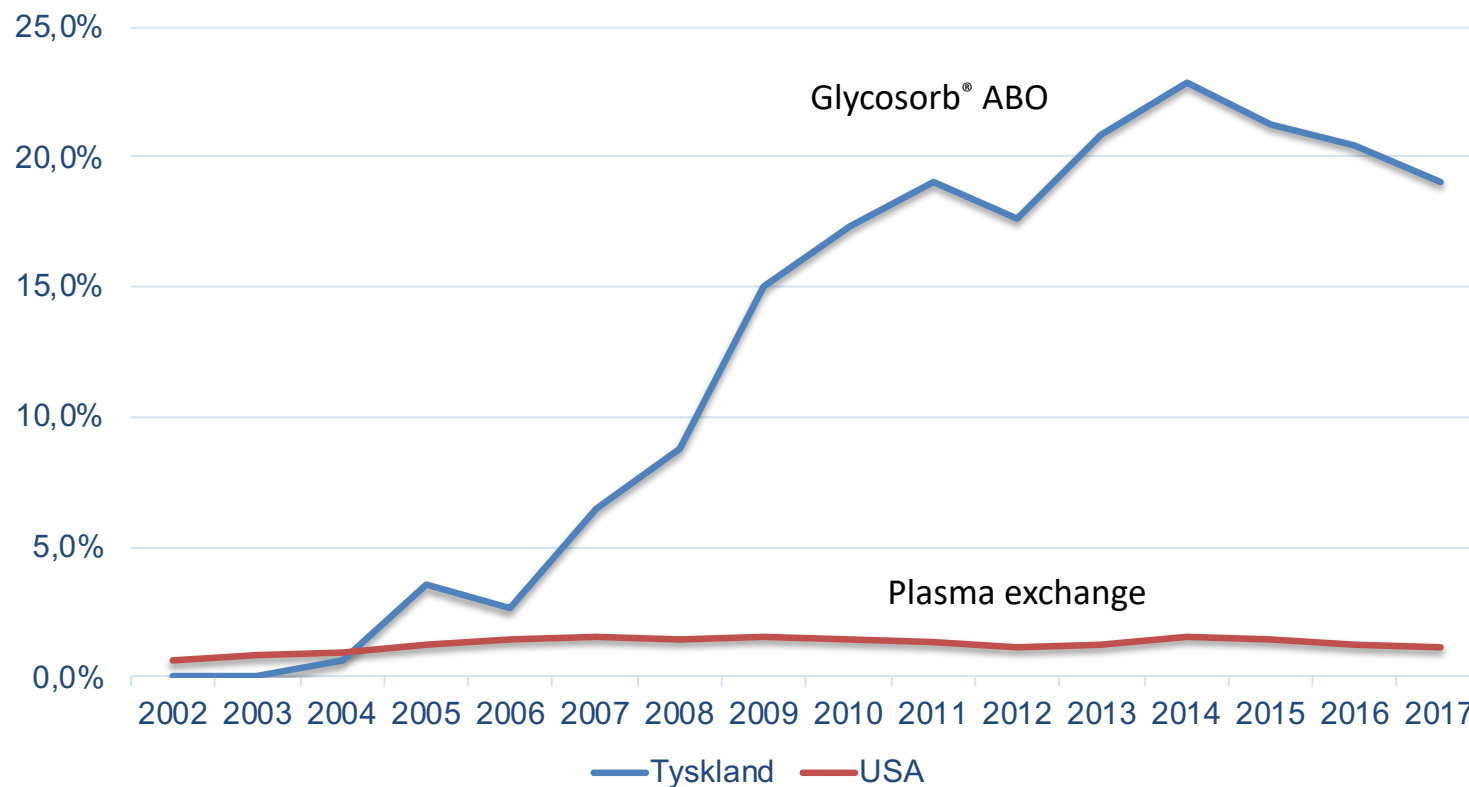
India, Mexico & Turkey
~ **SEK 125-185 million**

USA
~ **SEK 120-180 million**

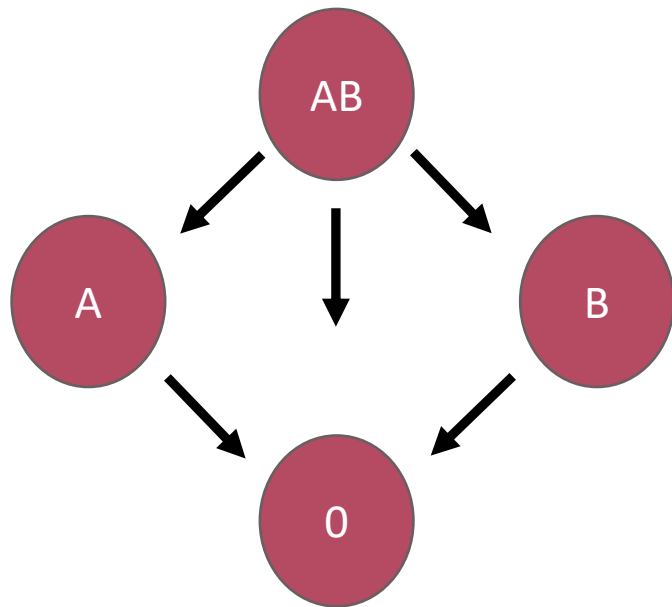
Japan & South Korea
~ **SEK 35-50 million**

Global potential Living Donor Kidney ABO
incompatible transplantations
~ **SEK 420 - 630 million**

Increasing number of blood group incompatible transplantations with Glycosorb® ABO



Enable Universal Blood Plasma with Glycosorb® ABO – creating a new market

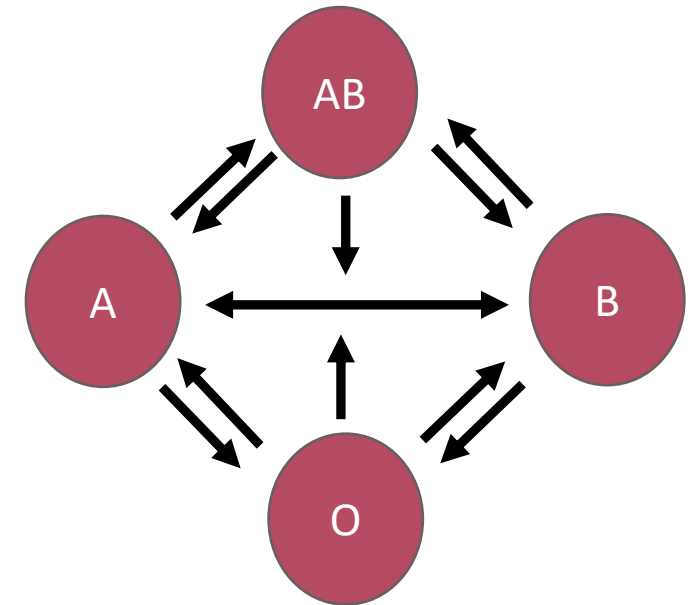


Today's practice for blood tranfusion

Plasma from donors of
blood groups O, A & B



Anti-A/B antibody
reduced plasma



After treatment with Glycosorb® ABO 4ml

Estimated market for standardized blood plasma in EU: > SEK 1 billion per year

Allogeneic Hematopoietic Stem Cell Transplantation – large new application opportunity



Antigen-Specific Immunoabsorption With the Glycosorb® ABO Immunoabsorption System as a Novel Treatment Modality in Pure Red Cell Aplasia Following Major and Bidirectional ABO-Incompatible Allogeneic Hematopoietic Stem Cell Transplantation

OPEN ACCESS

Edited by:

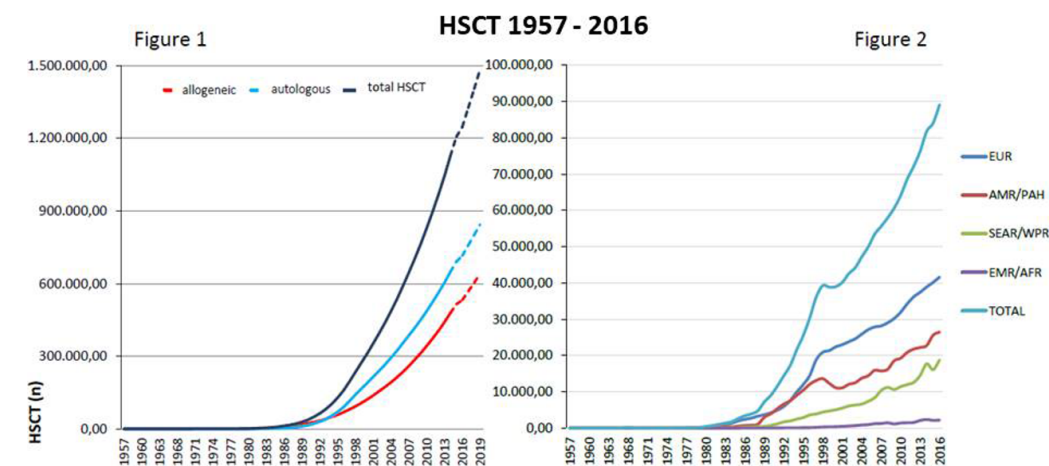
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- Global market potential for Glycosorb® ABO ~ **SEK 230 million**
- Large potential in Europe ~ **SEK 100 million**

R&D Pipeline – focus on autoimmune diseases

Rheumatoid Arthritis

- 5 million people in EU
- No cure – immunosuppressive and anti-inflammatory drugs – up to 10% do not respond
- Potential market in EU estimated to 5 billion SEK/year
- Biocompatibility studies completed with good results
- Next step clinical study

Other projects

- Myasthenia Gravis
 - Impact on muscle function
 - Typically treated with plasma exchange
 - > 100 000 people in the US and Europe
- HLA
- Galectins

Summary – why invest in Glycorex Transplantation?

- Glycosorb® ABO - clinical proven since 2001 addressing a large unmet need to increase transplantations and decrease waiting lists
- Global market for Living Donor Kidney transplantations SEK 420 - 630 million
- Strong position in Europe with further growth potential
- Presence in 3 of the 4 largest Living Donor Kidney transplantation markets - India, Mexico & Turkey
- Governmental initiative to increase number of kidney transplantations in the US – opportunities to enter the second largest Living Donor Kidney transplantation market
- Austrian breakthrough publication for Stem Cell transplantations – accessible and fast-growing market
- Creating a new market with UBP – evaluations by important transfusions centers and blood banks
- Autoimmune diseases – good progress with Rheumatoid Arthritis project

TACK!

