ERGOMED

TRANSFORMING DRUG DEVELOPMENT

Interim Results 2018

19th September 2018

DISCLAIMER

The information contained in this confidential document ("**Presentation**") has been prepared by Ergomed plc (the "**Company**"). It has not been independently verified and is subject to material updating, revision and further amendment. This Presentation has not been approved by an authorised person in accordance with Section 21 of the Financial Services and Markets Act 2000 ("**FSMA**") and therefore it is being delivered for information purposes only to a very limited number of persons and companies who are persons who have professional experience in matters relating to investments and who fall within the category of person set out in Article 19 of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the "**Order**") or are high net worth companies within the meaning set out in Article 49 of the Order or are otherwise permitted to receive it. Any other person who receives this Presentation should not rely or act upon it. By accepting this Presentation and not immediately returning it, the recipient represents and warrants that they are a person who falls within the above description of persons entitled to receive the Presentation. This Presentation is not to be disclosed to any other person or used for any other purpose.

Please note that the information in this Presentation has yet to be announced or otherwise made public and as such constitutes relevant information for the purposes of section 118 of FSMA and non-public price sensitive information for the purposes of the Criminal Justice Act 1993. You should not therefore deal in any way in the securities of the Company until after the formal release of an announcement by the Company as to do so may result in civil and/or criminal liability.

Numis Securities Limited ("**Numis**") is acting in the provision of corporate finance business to the Company, within the meaning of the Financial Conduct Authority's Conduct of Business Sourcebook ("**COBS**"), and no-one else in connection with the proposals contained in this Presentation. Accordingly, recipients should note that Numis is neither advising nor treating as a client any other person and will not be responsible to anyone other than the Company for providing the protections afforded to clients of Numis under the COBS nor for providing advice in relation to the proposals contained in this Presentation.

While the information contained herein has been prepared in good faith, neither the Company nor any of its shareholders, directors, officers, agents, employees or advisers give, have given or have authority to give, any representations or warranties (express or implied) as to, or in relation to, the accuracy, reliability or completeness of the information in this Presentation, or any revision thereof, or of any other written or oral information made or to be made available to any interested party or its advisers (all such information being referred to as "**Information**") and liability therefore is expressly disclaimed. Accordingly, neither the Company nor any of its shareholders, directors, officers, agents, employees or advisers take any responsibility for, or will accept any liability whether direct or indirect, express or implied, contractual, tortious, statutory or otherwise, in respect of, the accuracy or completeness of the Information or for any of the opinions contained herein or for any errors, omissions or misstatements or for any loss, howsoever arising, from the use of this Presentation.

This Presentation may contain forward-looking statements that involve substantial risks and uncertainties, and actual results and developments may differ materially from those expressed or implied by these statements. These forward-looking statements are statements regarding the Company's intentions, beliefs or current expectations concerning, among other things, the Company's results of operations, financial condition, prospects, growth, strategies and the industry in which the Company operates. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. These forward-looking statements speak only as of the date of this Presentation and the Company does not undertake any obligation to publicly release any revisions to these forward-looking statements to reflect events or circumstances after the date of this Presentation.

Neither the issue of this Presentation nor any part of its contents is to be taken as any form of commitment on the part of the Company to proceed with any transaction and the right is reserved to terminate any discussions or negotiations with any prospective investors. In no circumstances will the Company be responsible for any costs, losses or expenses incurred in connection with any appraisal or investigation of the Company. In furnishing this Presentation, the Company does not undertake or agree to any obligation to provide the recipient with access to any additional information or to update this Presentation or to correct any inaccuracies in, or omissions from, this Presentation which may become apparent.

This Presentation should not be considered as the giving of investment advice by the Company or any of its shareholders, directors, officers, agents, employees or advisers. In particular, this Presentation does not constitute an offer or invitation to subscribe for or purchase any securities and neither this Presentation nor anything contained herein shall form the basis of any contract or commitment whatsoever. Each party to whom this Presentation is made available must make its own independent assessment of the Company after making such investigations and taking such advice as may be deemed necessary. In particular, any estimates or projections or opinions contained herein necessarily involve significant elements of subjective judgment, analysis and assumptions and each recipient should satisfy itself in relation to such matters.

Neither this Presentation nor any copy of it may be (a) taken or transmitted into Australia, Canada, Japan, the Republic of Ireland, the Republic of South Africa or the United States of America (each a "**Restricted Territory**"), their territories or possessions; (b) distributed to any U.S. person (as defined in Regulation S under the United States Securities Act of 1933 (as amended)) or (c) distributed to any individual outside a Restricted Territory who is a resident thereof in any such case for the purpose of offer for sale or solicitation or invitation to buy or subscribe any securities or in the context where its distribution may be construed as such offer, solicitation or invitation, in any such case except in compliance with any applicable exemption. The distribution of this document in or to persons subject to other jurisdictions may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions. Any failure to comply with these restrictions may constitute a violation of the laws of the relevant jurisdiction.

2018 INTERIMS: KEY DEVELOPMENTS

Developments

- Re-focused strategy centred on CRS and PV services provision implemented in early 2018
- First half year below Management's expectations, as reported in Trading Update (June 2018)

Management actions implemented to secure profitability improvements

- Termination or re-negotiation of vendor contracts
- Reducing headcount (emphasis on non-billable) by approx. 10%

Confidence in market, strategy and ability to deliver future growth

- Healthy industry; market is still growing by 7.5% (CRO services) and 18% (outsourced PV)
- Total order intake in July and August amounted to £ 16.0 million
- Acquisition of Harefield Pharmacovigilance Limited In September

Management Change

- Stuart Jackson was appointed to the board as Chief Financial Officer

2018 INTERIMS: FINANCIAL HIGHLIGHTS

Re-focused strategy on services beginning to show promise

Net service revenue up **12% to £21.8 million** (H1 2017: £19.5 million)

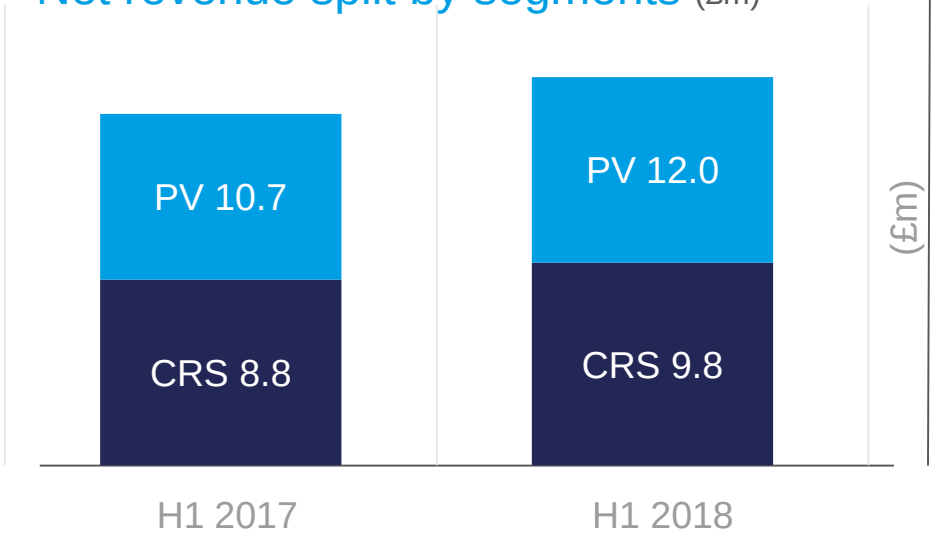
Total revenue up **10% to £25.3 million** (H1 2017: £22.9 million)

Gross profit slightly reduced to **£8.6** (H1 2017: £8.8)

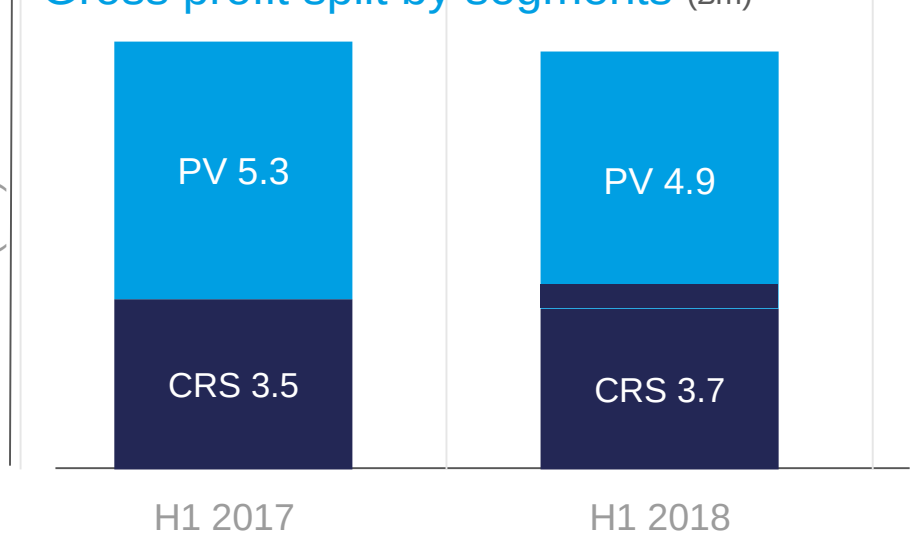
CRS business growth reflects inclusion of PSR acquisition

PV business shows slower growth due to delay in start-up of contracts

Net revenue split by segments (£m)



Gross profit split by segments (£m)



Certain items in this report are restated and should be read in conjunction with the disclosures in the Press Release dated 19 September 2018.

2018 INTERIMS: FINANCIAL HIGHLIGHTS

Stable order backlog but higher costs

£91.4 million of contracted backlog at 30 June 2018 (30 June 2017: £66.2 million)

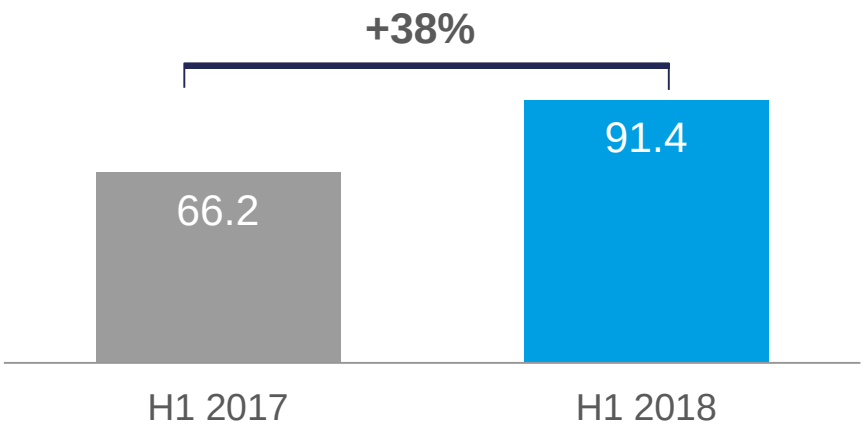
£16 million Total order intake strong in July and August

£(0.4) million EBITDA (adjusted) (H1 2017: £1.8 million)

£10.3 million Administrative and Other Expenses increase (H1 2017: £7 million)

£0.9 million R&D Expenses decrease (H1 2017: £1.1 million)

Contracted backlog (£m)



Administration and other costs increased

- £0.4m business amalgamation
- £0.2m intangibles/share based payments
- £0.4m first time inclusion of PSR
- £0.3m amortisation new systems
- £2.0m establishment of US PV presence, general business expansion and salary increases

ERGOMED

2018 INTERIMS: COST REDUCTION PROGRAMME

Management actions implemented to secure profitability improvements

Cost reduction program implemented

- Reduction of headcount by ~10% (mostly non-billable personnel)
- Renegotiation or cancellation of consultancy or other supplier contracts
- Exceptional charge of £0.6 m to be booked in 2nd Half 2018

Impact

- Improvement of £1.2 m at an operating profit level for the remainder of 2018
- More significant improvement in profitability in 2019 and beyond (ca £ 4 m annualized benefit)

2018 INTERIMS: FINANCIAL HIGHLIGHTS

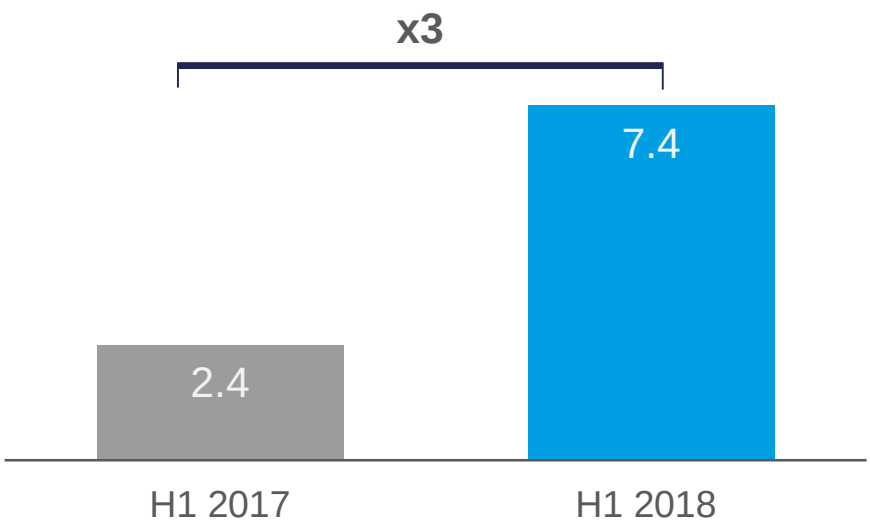
Improved cash position

Cash at bank at 30 June 2018 **£7.4 million**

(H1 2017: £2.4 million)

› Comfortable base for investing and financing activities

Cash at bank (£m)



Improved cash position

CEL SCI Receivable

- Successful management of CEL SCI receivable risk leading to reduction of overdue amounts from £2.0m to £0.9m, now substantially all cleared

Successful management of long term CEL SCI receivables position › Reduction of overdue receivable balance

Financing Activities

- £3.7m net proceed from the issue of 2,029,971 shares in February 2018

Investing Activities

- Paid £0.8m in respect of PharmInvent earn-out
- Further £0.6m systems upgrade

ERGOMED

PHARMACOVIGILANCE (PV) SERVICES

Critical business enabler in both developed and emerging markets

Pharmaco-vigilance market

$8bn+
By 2024

50%
contract outsourcing by 2024

18%
PV industry growth

ADRs ↑
Growing number of adverse drug reactions

Pharmacovigilance

The science and activities relating to the detection, assessment, understanding and prevention of adverse effects, or any other drug related problem. (WHO, 2002)

Essential	Intermediate	Premium
Case processing	Signal management	Pharmaco-epidemiology
Aggregate reports	Risk management	Additional risk minimisation
PSMF + SOPs + business continuity	EU QPPV Local QPPVs	PV referral procedures
Internal audits	External audits and inspections	Strategic consultancy

Global Market Insights, Inc.; March 15, 2018

PV & MEDICAL INFORMATION SERVICES

Business enabler for biotech and pharma

PRIMEVIGILANCE

£12.0 m
Net service revenue in 1H2018

500+
Employees
(>200 newcomers)

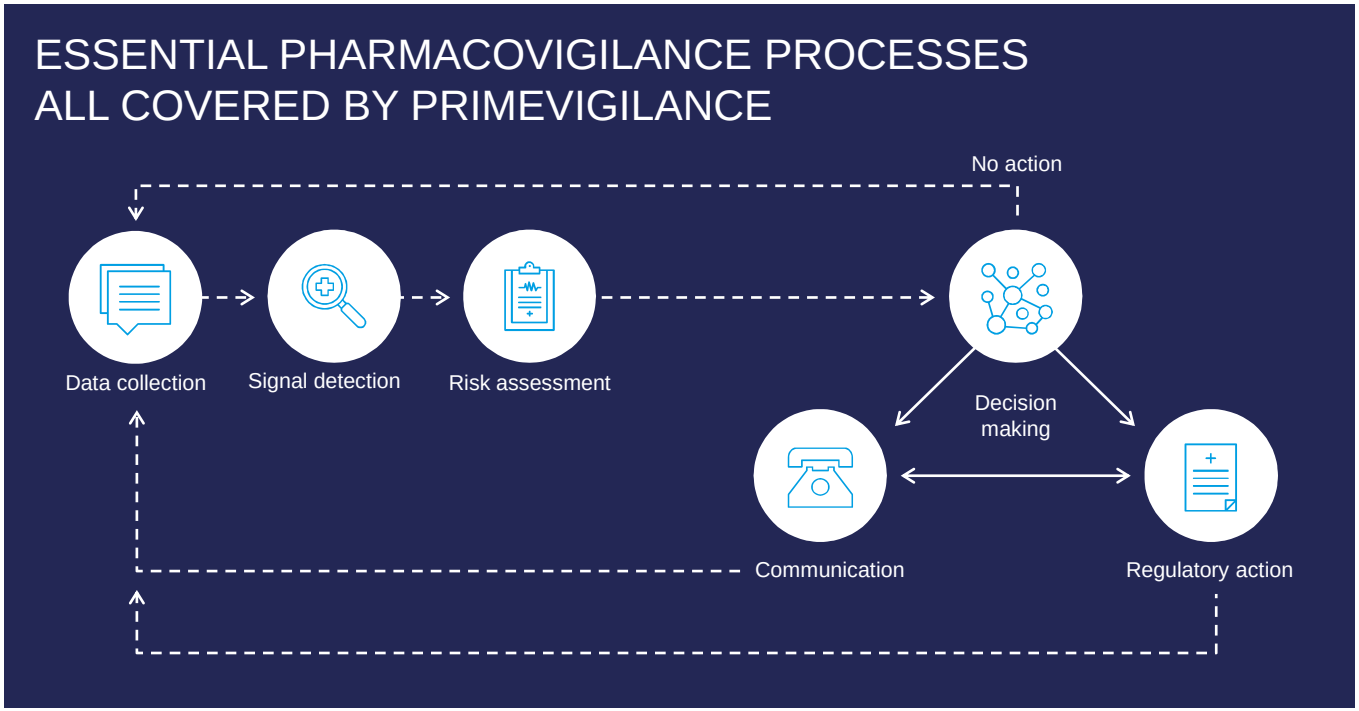
>40%
growth in sales, majority new business won

120+
Customers

Services marketed in
100+
countries

PV:
Ensuring drugs get on the market quicker & stay there, even if benefit-risk profile is challenged by regulators.

Medical Information:
Multi-lingual call centres for enquiries of healthcare professionals, receipt of safety information and product quality complaints, other customer-specific services



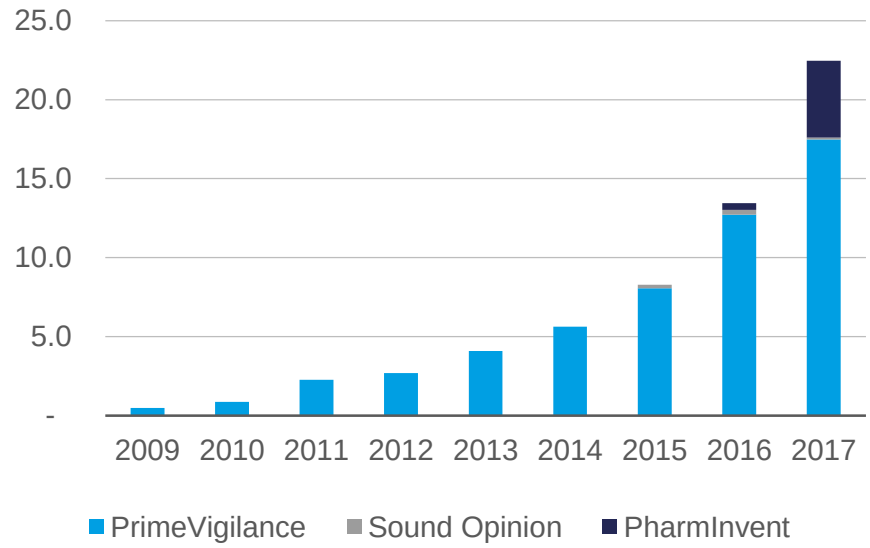
ERGOMED

PHARMACOVIGILANCE SERVICES

Transitioning from small to medium size now, global leader by 2020

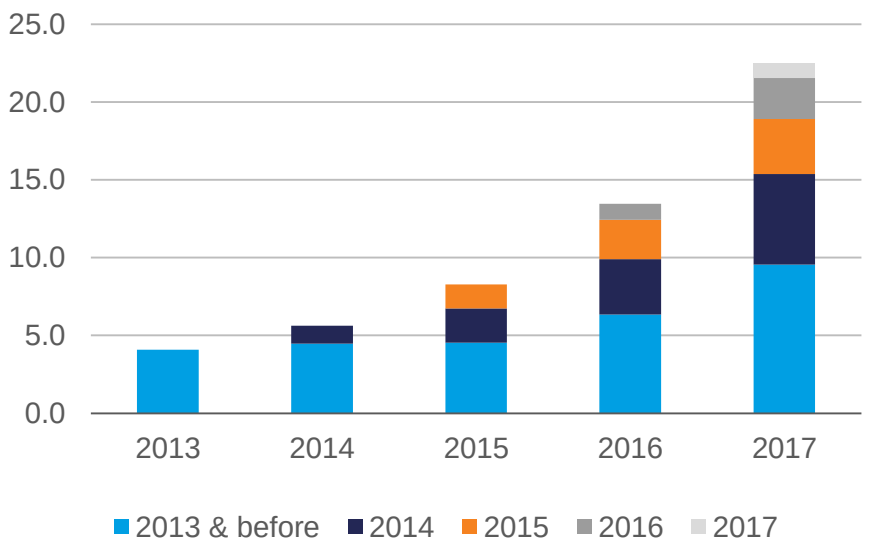
Consistent growth

Revenues (£m)



Exceptional client retention

Revenues by customer cohort (£m)



ERGOMED

CLINICAL RESEARCH SERVICES

Efficient management and control of complex trial protocols

In its **Clinical Research Services** division, Ergomed undertakes on behalf of our clients all facets of clinical trial management and execution from Phase I to IV.

£9.8 m
Net service revenue

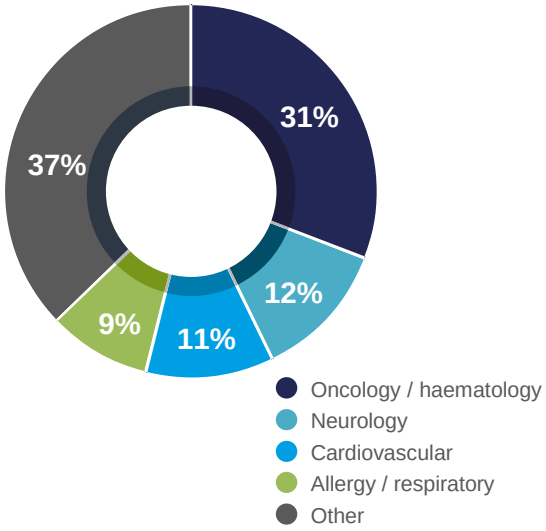
600
Studies (in 20 years)

100+
Active clients

125,000
Patients studied (in 20 yrs)

Clinical trials in
55 countries

Therapeutic Area Expertise



Effective patient recruitment to reduce time & cost of clinical trials

Focusing on patient recruitment with efficient management and control of complex trial protocols

Study Physician Team

- Peer-to-peer support
- Develops best practice across treatment centres
- Provides expertise for particular study designs

Site Management Team

- Enhanced recruitment
- Increased retention
- More evaluable patients

Hospital

- Investigator
- Nurses / Site Staff

ERGOMED

CLINICAL RESEARCH SERVICES

Focus: global leadership in Orphan Drug development

Orphan Drug trials are complicated by the nature and types of therapy and patient recruitment.

Specialist knowledge combined with tailored recruitment and site management required for optimal outcomes.

ORPHAN DRUG MARKET

21%
of all Rx

11%
p.a. growth

$200bn
by 2020

30m
people suffer from orphan disease

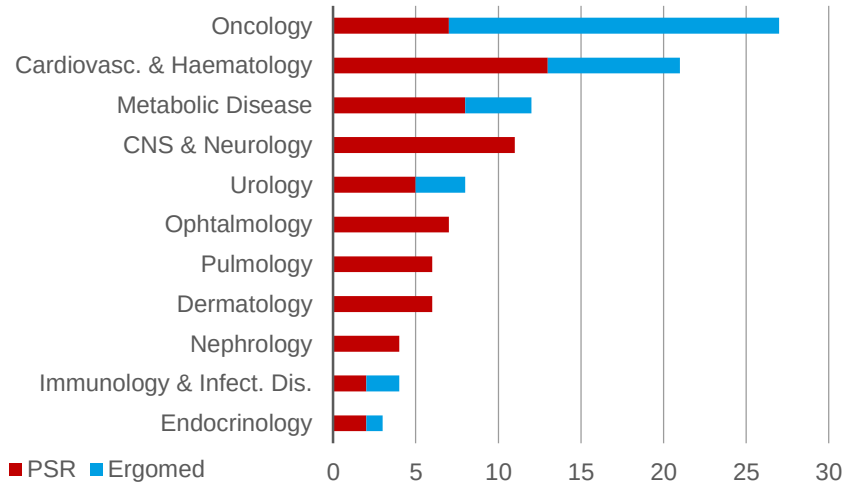
GROWTH DRIVERS

- Personalised medicine
- Regulatory framework
- Speed to market
- Exclusivity
- Pricing

PSR ORPHAN EXPERTS

- Leading Orphan Drug CRO in Europe
- Acquired Oct 2017 for up to €5.7m
- Based in The Netherlands, 32 employees
- Experience in ~100 orphan trials

Full Rare Disease Experience per Therapeutic Area



ERGOMED

DRUG DEVELOPMENT UPDATE

Convinced of clinical success of wholly-owned products

PROGRAMME	STATUS UPDATE
Haemostatix — Peprostat ReadyFlow	• Limited investments ahead of Phase III trial whilst pursuing further development through co-investors and/or licensees of the individual products • Market entry planned for as early as 2021
ASARINA PHARMA — Sepranolone / PMDD	• Patient recruitment for Phase IIb study underway • IPO announced for September 2018 – Ergomed investment was converted into shares (£0.5 m)

› Other co-development programmes are actively managed - report on progress in due course

Allergy Therapeutics PLC · Æterna Zentaris · CEL-SCI · ferrer · Modus

STRATEGY FOR ACCELERATED GROWTH

STRONGER 2ND HALF AND PROFITABILITY IN 2019 AND BEYOND

- Re-focus of strategy shows promise for future in key-areas
  - scale of pharmacovigilance opportunities and the number of orphan drug development opportunities
- Strong confidence in growing the market
- Management actions implemented to secure profitability improvements

---

- Continue to build out global infrastructure
- Continue to add specialist skills
- Goal is global leadership in:
  - Pharmacovigilance
  - Orphan Drug development

- Optimise Haemostatix value

ERGOMED

APPENDIX

ABBREVIATED PROFIT AND LOSS ACCOUNT

Unaudited (Figures in £ millions, unless otherwise stated)	**1st Half 2018**	**Restated 1st Half 2017**
Total Revenue	25.3	22.9
Cost of Sales	(13.2)	(10.7)
Reimbursable expenses	(3.5)	(3.4)
Gross Profit	8.6	8.8
Administrative and Other Expenses	(10.3)	(7.0)
Research & Development	(0.9)	(1.1)
Other operating income	0.0	0.0
Operating (Loss) / Profit	(2.5)	0.7
Finance Costs & Other Income	(0.3)	(0.2)
(Loss) / Profit Before Taxation	(2.8)	0.5
Taxation	(0.1)	(0.0)
(Loss) / Profit After Taxation	(2.8)	0.5
Adjusted EBITDA (after exceptional and other items)	(0.4)	1.8
Exceptional Items	(0.4)	0.0
(Loss) / Earnings Per Share (pence)[3]	(6.6)p	1.2p

Adjustments are made to EPS for amortisation of acquired fair valued intangible assets, share-based payment charge, deferred consideration for acquisitions relating to post acquisition remuneration, acquisition costs and exceptional items.

ABBREVIATED CASH FLOW

Unaudited (Figures in £ millions, unless otherwise stated)	**1st Half 2018**	**1st Half 2017**
Operating (Loss) / Profit	(2.5)	0.7
Add: Depreciation & Amortisation	1.2	0.8
EBITDA	(1.3)	1.5
FX and Other Non Cash items	0.1	(0.1)
(Increase)/Decrease in Working Capital	2.6	(2.5)
Net Cash Inflow / (Outflow) from Operations	1.4	(1.1)
Taxation	0.4	(0.2)
Investing Activities	(1.3)	(0.7)
Financing Activities	3.7	(0.0)
Increase / (Decrease) in Cash	4.2	(2.0)
Closing Cash Balance	7.4	2.4

ABBREVIATED BALANCE SHEET

Figures in £ millions, unless otherwise stated	Unaudited 30 Jun 2018	Restated Unaudited* 30 Jun 2017	Audited 31 Dec 2017
Non-current Assets	38.7	35.3	38.9
Current Assets	22.2	19.7	23.0
Current Liabilities	(11.5)	(8.3)	(13.9)
Non-current Liabilities	(13.3)	(11.3)	(13.2)
Total Net Assets	36.0	35.4	34.8
Total Equity	36.0	35.4	34.8