GENOME & Co

Genome & Company

Clinical Stage Global Biotech Specialized in First-in-class Therapeutics

August 2024

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Agenda

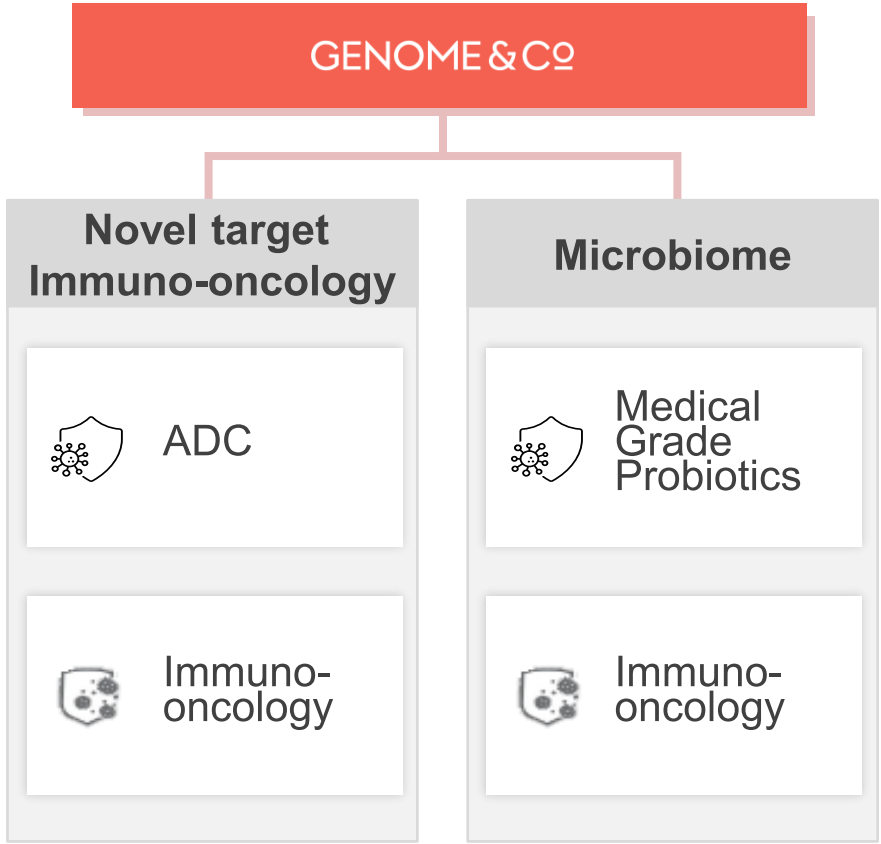
1. Company Overview and Strategic Direction
2. ADC
3. Microbiome
4. Medical Grade Probiotics
5. Cosmetics

Company Overview

Overview

Name	Genome & Co. (314130:KS)
Founders	Jisoo Pae (CEO) & Hansoo Park (CTO)
Established	Sept. 24, 2015
Market cap	USD $100M (as of Apr, 2024)
Employees	78 employees (Genome & Co.) 45 employees (US Affiliates)
Address	Kyunggido, Suwon, Yongtonggu Euidong 1285-1, Kwanggyo Plexdesiang 7F
Website	genomecom.co.kr

R&D Area



Leadership

Yooseok Hong
CEO

Hankuk University of Foreign Studies

University of Pennsylvania (Wharton), MBA

2007~2013	President, Eli Lilly Korea
2014~2020	President, GSK Korea / GSK Canada
2021~2023	CEO, D&D Pharmatech
2023.05~	CEO, Genome & Company

Jisoo Pae
Business Division | Founder, CEO

Seoul National University, MD

Duke University (Fuqua), MBA

1998~2003	Seoul National Univ. Hospital (Psychiatrist)
2005~2007	Consultant, Bain & Company
2007~2008	Associate Director, MSD
2015.09~	Founder and CEO, Genome & Company

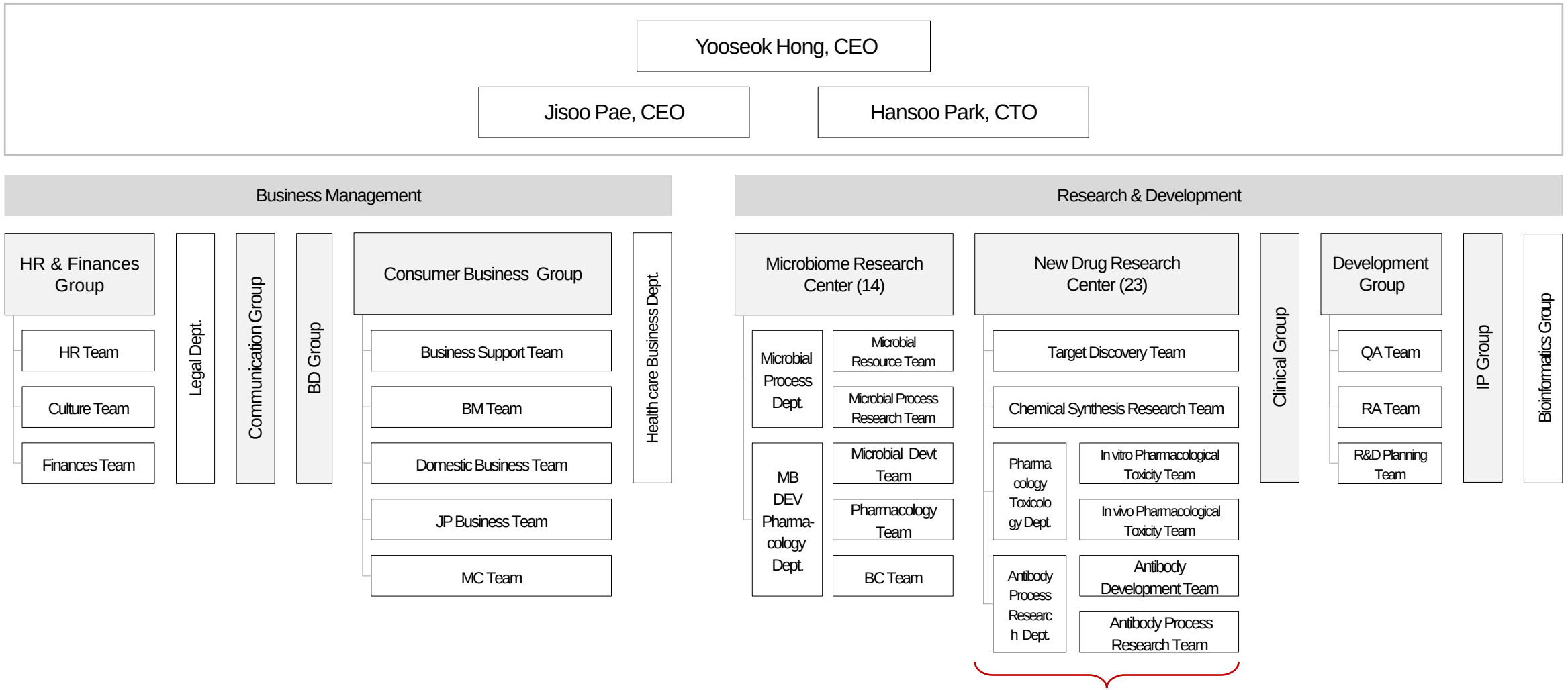
Hansoo Park
R&D Division | Founder, CTO

Seoul National University, MD

Seoul National University, Ph.D

2009~2013	Postdoctoral Researcher, Harvard Medical School
2013~2015	Senior Researcher, The Jackson Laboratory
2016~	Assistant Professor, GIST
2015.09~	Founder and CTO, Genome & Company

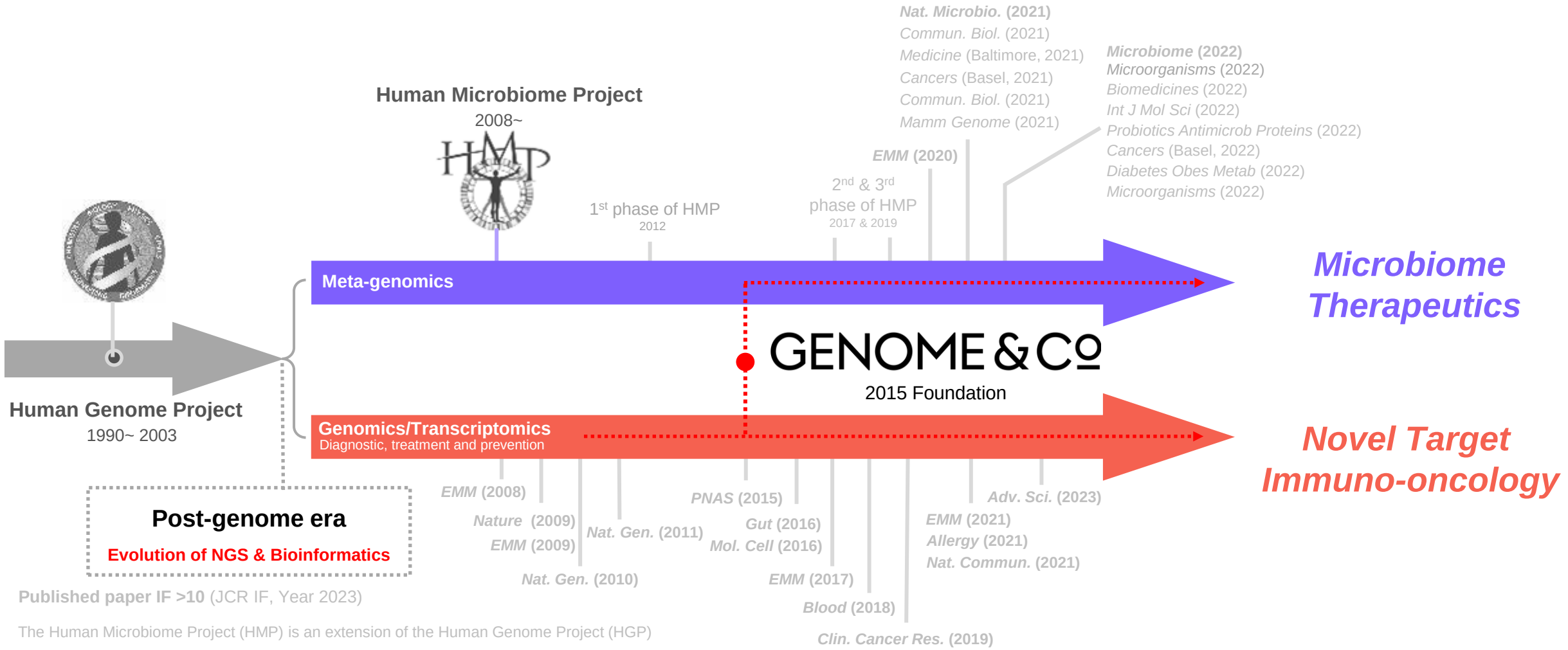
Organization



- Former Hanmi, Samsung, Green Cross Pharmaceutical employees
- Experienced in synthetic research, labs process research, and pharmacological research

GNOCLE™ Platform

Genome Analysis-Based Microbiome Therapeutics & Development of Novel Target Anticancer Drugs



Published paper IF >10 (JCR IF, Year 2023)

The Human Microbiome Project (HMP) is an extension of the Human Genome Project (HGP)

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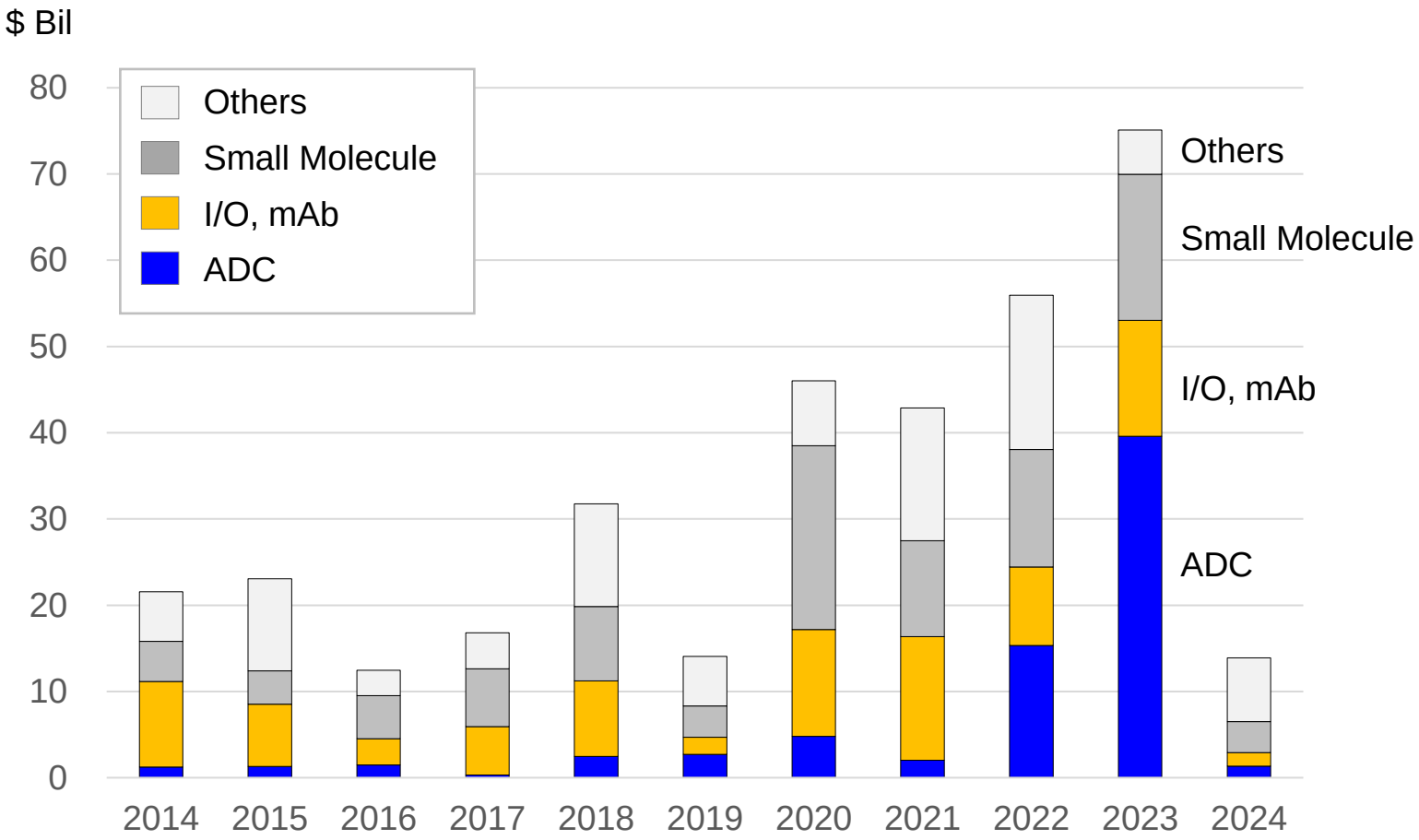
The Era of ADC Begins

Biotech Industry Annual Significant Deal Total ($ Bil)



- Significant increase in ADC licensing deals:
  2018 - 12 cases; 2023 - 33 cases

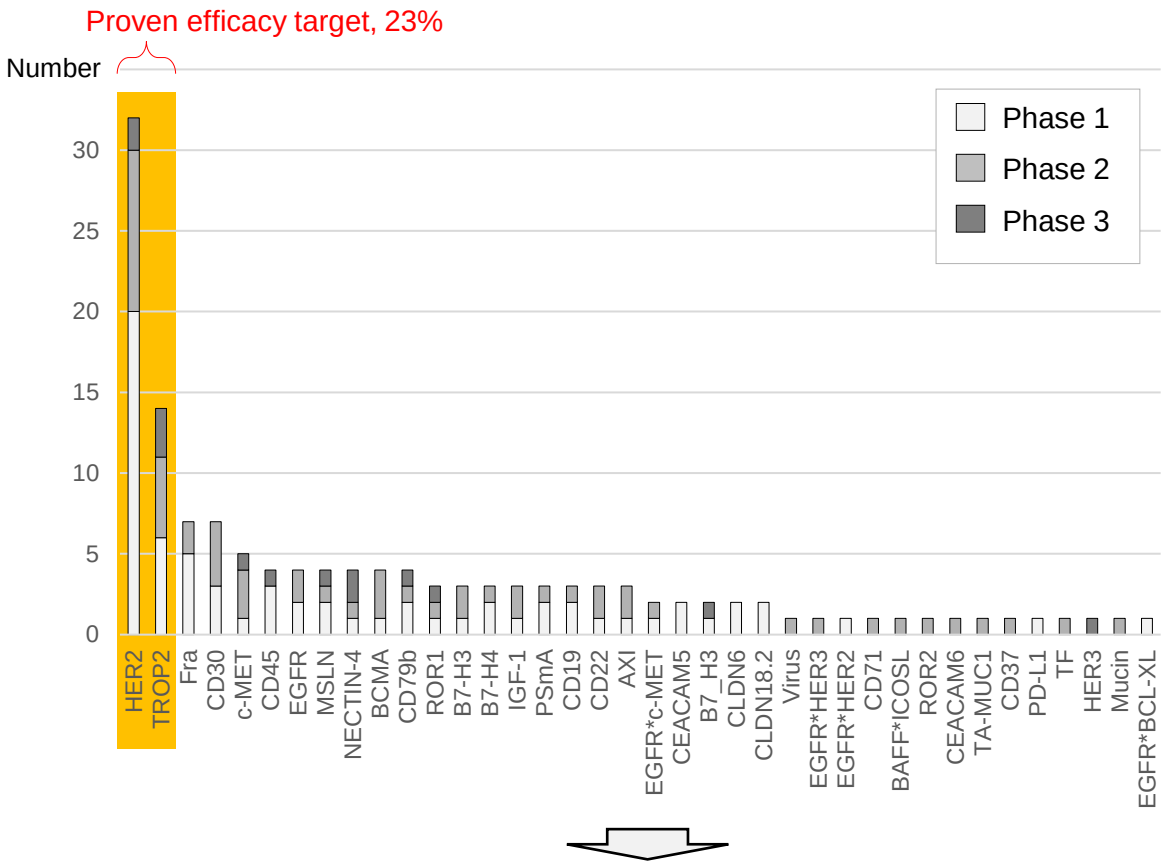
- M&A / partnership cases
  - Pfizer: Seagen Acquisition - $43Bil
  - Abbvie: ImmunoGen Acquisition - $10.1Bil
  - Merck: Daiichi Sankyo Partnership - $22Bil

The Components of ADC and Their Respective Roles

	Monoclonal Antibody	Linker	Payload
Roles of ADC in 3 Parts	• Binding to Antigens specifically expressed in cancer tissues → Delivering the Payload to cancer tissues	• Linking the payload with the antibody	• Effectively induces apoptosis in cancer cells
Desirable Characteristics	• High expression in cancer tissue compared to normal tissue • Maximizing drug efficacy through effective Internalization • Low immunogenicity (Anti-drug antibody)	• Stable in Serum • Effectively releasing the payload in cancer cells → Characteristic that reduces off-target toxicity	• Favorable efficacy vs. side effect profile
Industry Expert Opinions	• GENA-104 demonstrate robust Target Selectivity	• Linker has relatively minimal impact on side effects - The cleaved linker-payload generated by linker instability exhibits low toxicity	• In clinical settings, the payload determines the safety margin → Utilizing low-toxicity payloads such as Exatecan → Increasing DAR is important

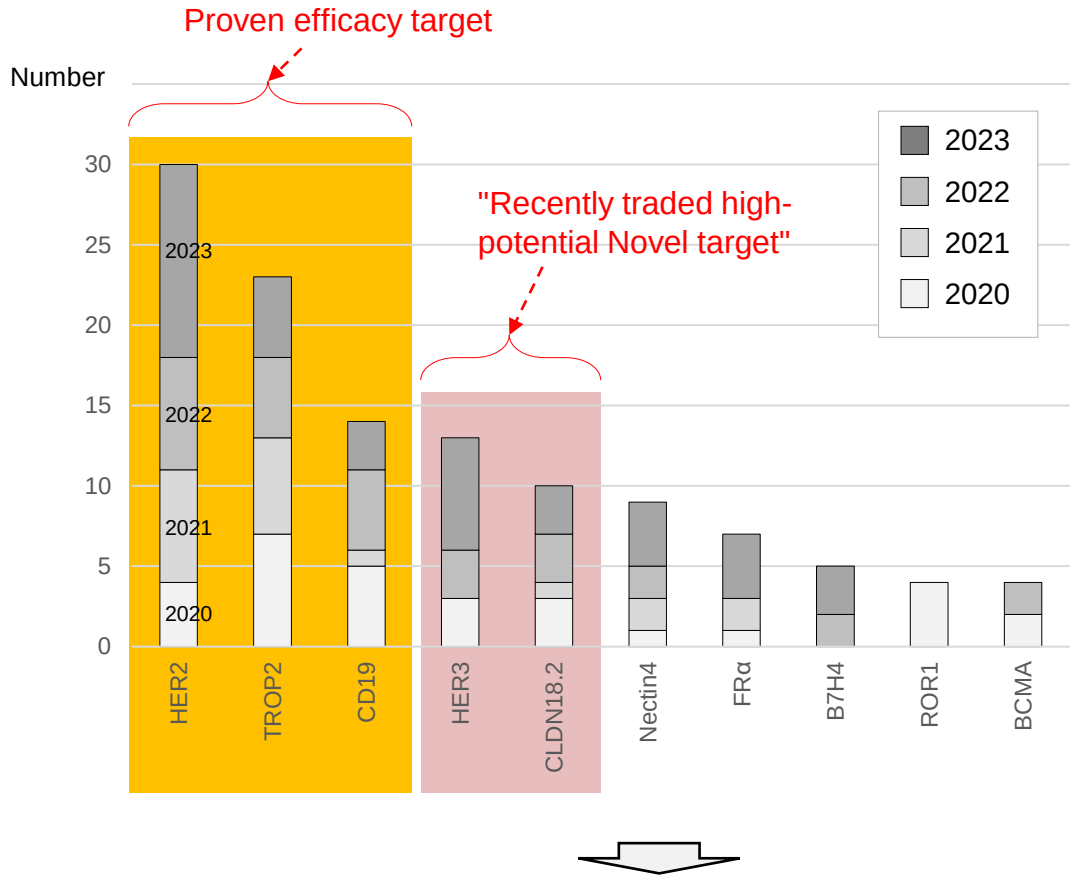
Trends in the Antibody Perspective

Current Status of ADC Pipeline by Target in Clinical Development (2023)



While validated targets such as HER2 and TROP2 have historically dominated,

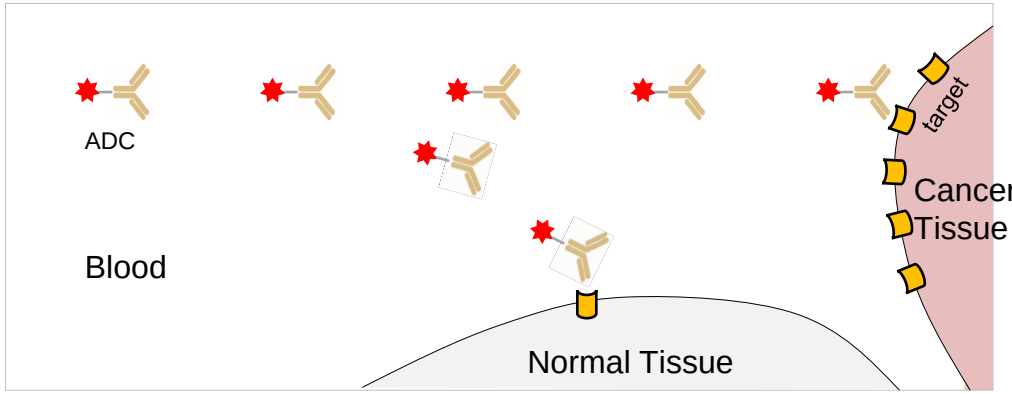
Key Transaction Pipeline Targets for ADC (2020-2023)



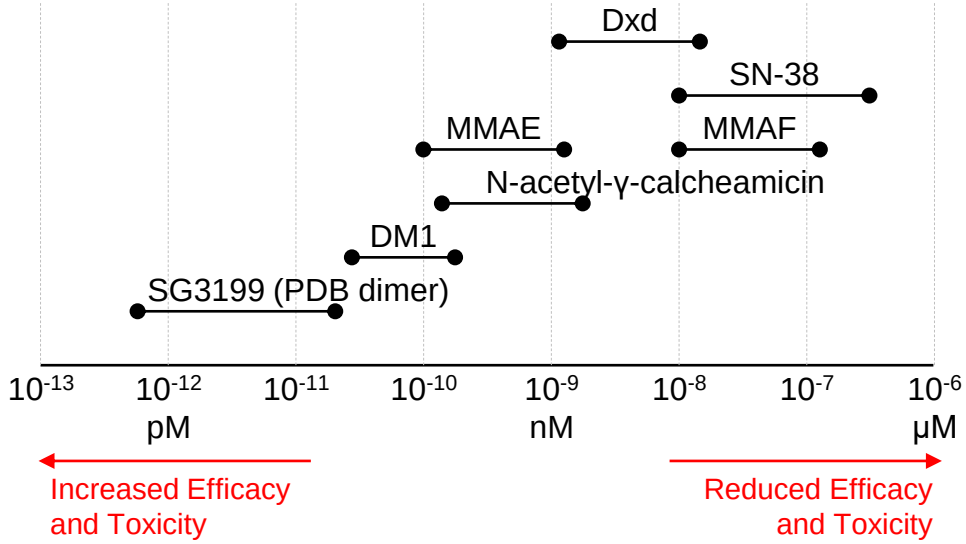
there has been a recent increase in interest in novel targets.

Trends in the Payload: Low Potency Payload (Exatecan) with High DAR

ADC



Payload Potency (IC_{50}, M)



- ADC: Delivering high-potency drugs to targets with low expression in normal tissues and high expression in cancer tissues→ To increase the Therapeutic Index
- Developed ADCs deliver less than 1% of the total drug to target tissue→ **Off-site, Off-target Toxicity → The use of high-potency payloads raises significant toxicity concerns**

- The most effective approach to reducing toxicity and increasing the **therapeutic index** is to utilize **low-potency payloads and increase the Drug Antibody Ratio (DAR)**
- There is an increasing trend in utilizing the already-patented Topo inhibitor, **exatecan**, as a case for using low-potency payloads

Existing ADCs are shifting towards the 1st-line
➔ It is expected that the importance of Novel Target Antibodies will further increase in the development of new ADCs.

Treatment Line Transition of ADCs

Enhertu Breast Cancer

1st-line Therapy	≥ 2nd-line Therapy
	• DS-8201a, Ph1, **2015** • DESTINY-Br01, Ph2, **2017** • DESTINY-Br02, Ph3, **2018** • DESTINY-Br03, Ph3, **2018** • DESTINY-Br04, **2018**
DESTINY-Br09, Ph2, **2021**	

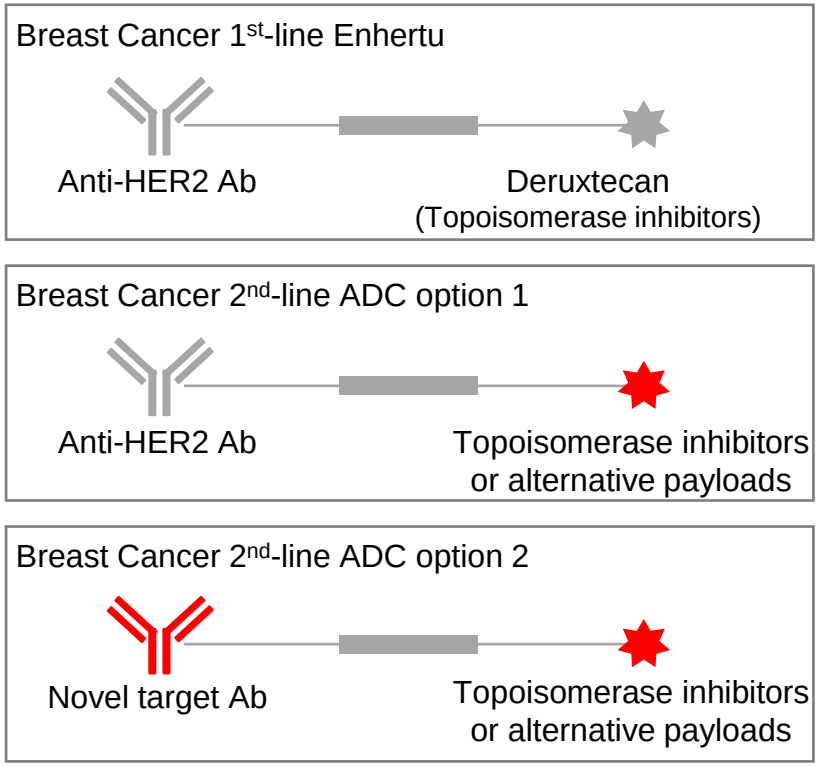
Trodelvy Breast Cancer

1st-line Therapy	≥ 2nd-line Therapy	≥ 3rd-line Therapy
	IMMU-132, Ph1/2, **2012**	
		ASCENT, Ph3, **2017**
ASCENT-03, Ph3, **2022**		

Elahere Ovarian Cancer

1st-line Therapy	≥ 2nd-line Therapy
	• IMGN853-0401, Ph1, **2012** • FORWARD II, Ph1b/2, **2016** • FORWARD I, Ph3, **2016** • SORAYA, Ph3, **2020** • MIRASOL, Ph3, **2019**
NCT04606914, Ph2, **2021**	

Second-line ADC Options for Breast Cancer



The clinical utility of ADCs targeting the same HER2 as the first-line therapy using an Anti-HER2 - Topo payload is lower compared to Novel target ADCs

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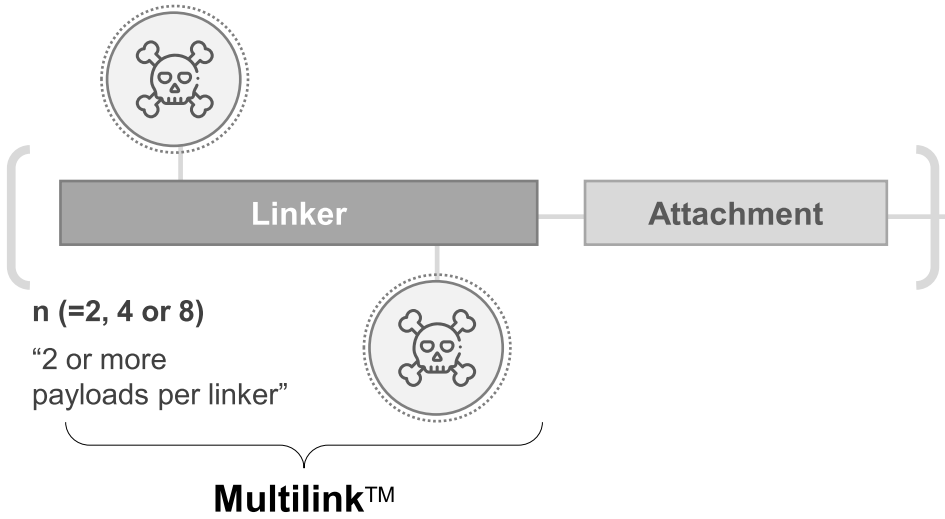
Novel Target ADC Therapeutic

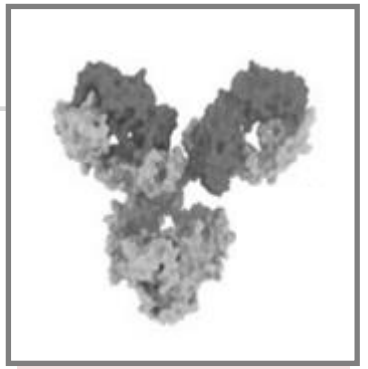
Debiopharm™
WE DEVELOP FOR PATIENTS

- Multilink – Payload



GENOME & Co

- Novel target antibody

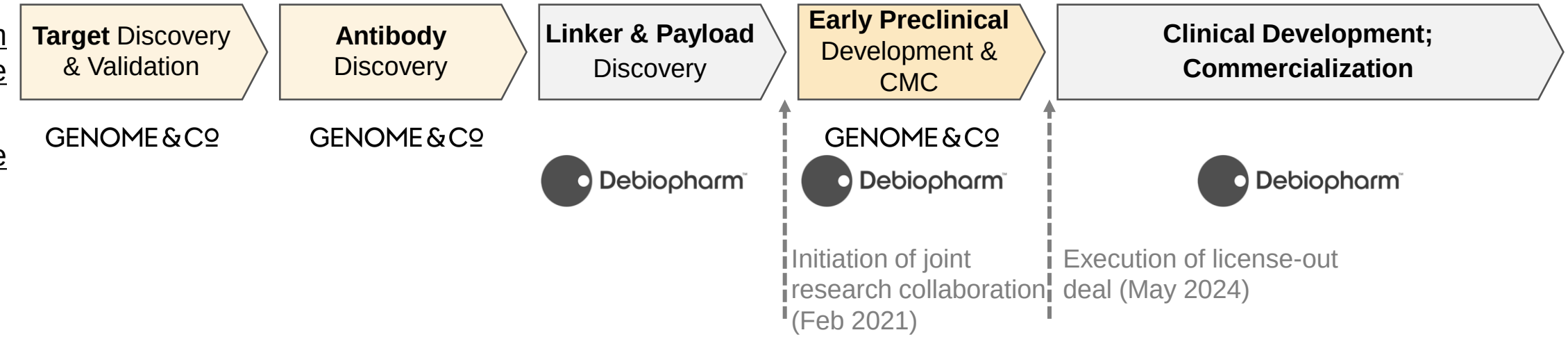


With application of Debiopharm's ADC technology (Multilink™) and

Application of Genome's novel target and novel target antibody,

Joint research on novel target ADC has been performed and completed

Process and Significance of Joint Research and Out-licensing



Significance /Meaning

1 ***"First-in-class ADC Development"***

Initiation of joint research with definitive goal of development of first-in-class ADC

2 *"Synergy of combining capabilities of both companies*

- [Genome]
  - **Novel target discovery capability**
  - **Antibody discovery capability**

  [Debiopharm]
  - **Linker/payload capability**
  - Extensive capability in development of novel cancer therapy

3 *"Achieved substantial license deal size despite being in **early preclinical stage**"*

- Novel target ADC with high commercial potential
- **High trust in joint research results and capabilities of both companies**

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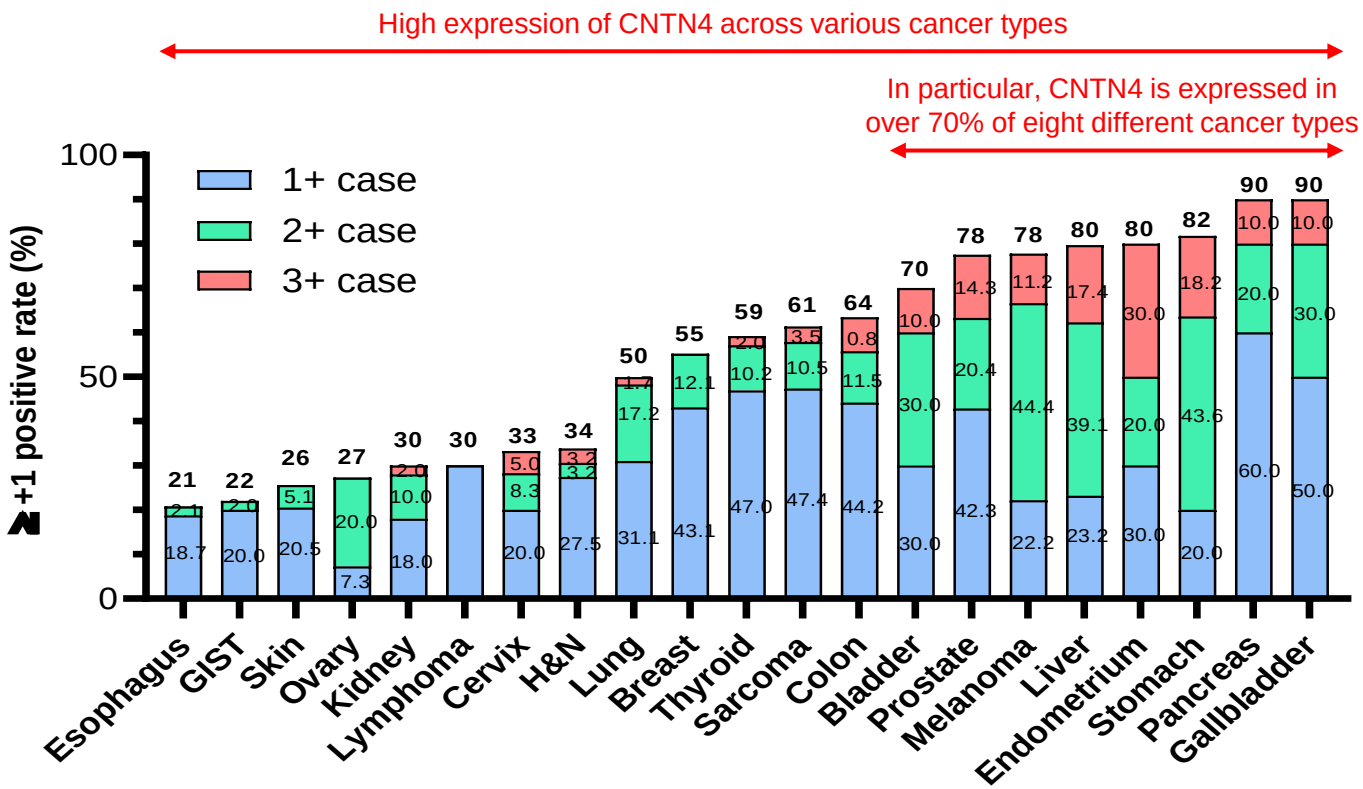
GICP-104 (target) shows high expression in various cancer types

Expression rate of CNTN4 by cancer type (IHC analysis)



*Sample size for each human cancer type – Esophagus 48; GIST 50; Skin 39; Ovary 55; Kidney 50; Lymphoma 10, Cervix 60; H&N 62; Lung 58; Breast 58; Thyroid 49; Sarcoma 57; Colon 52; Bladder 10; Prostate 49; Melanoma 9; Liver 69; Endometrium 10; Stomach 55; Pancreas 10; Gallbladder 10

GICP-104 (target) is not expressed in normal tissues/immune cells

Expression of CNTN4 **in normal tissues**

Body systems	Specific positive tissues (IHC), %
Circulatory	0 %
Digestive	0 %
Endocrine	0 %
Immune	0 %
Integumentary	0 %
Muscular	0 %
Nervous	67 % (2/3)
Reproductive	0 %
Respiratory	0 %
Urinary	0 %
Total 30 tissues examined	6.7% (2/30)

Expression of CNTN4 **in immune cells (FACS)**

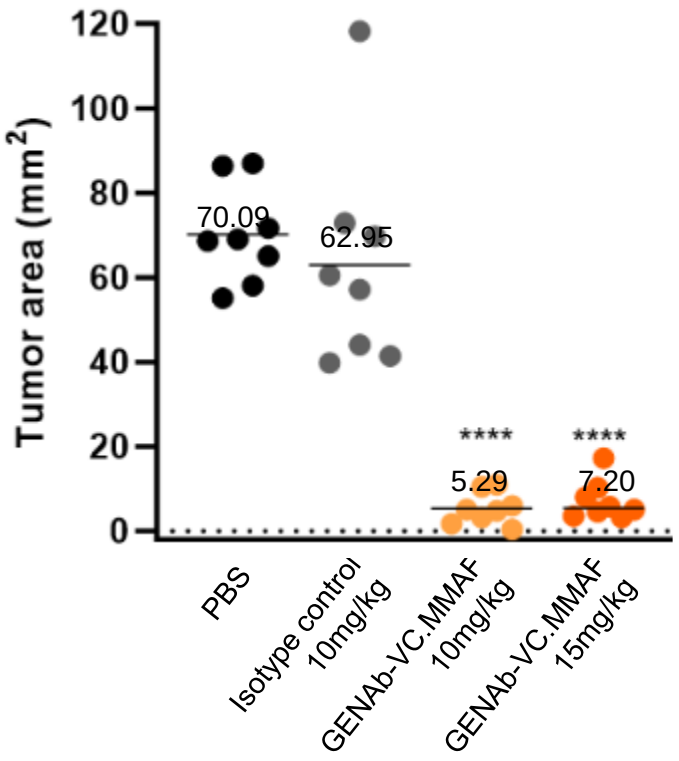
Immune cell	Activation	Population	CNTN4	
			2022-ICPS-06	2022-ICPS-13
T cell	No activation	CD4 T cell	negative	negative
		CD8 T cell	negative	negative
		Treg	negative	negative
	Activation	CD4 T cell	negative	negative
		CD8 T cell	negative	negative
		Treg	negative	negative
Macrophage	Differentiation	M1	negative	negative
		M2	negative	negative
		MoDC	negative	negative
	Maturation	M1	negative	negative
		M2	negative	negative
		MoDC	negative	negative
NK cell	-		negative	negative
B cell	No stimulation		negative	negative
	Stimulation		negative	negative
DC	No activation	pDC	negative	negative
		cDC1	negative	negative
		cDC2	negative	negative
	Activation	pDC	negative	negative
		cDC1	negative	negative
		cDC2	negative	negative

...CNTN4 is not expressed in normal tissues or immune cells

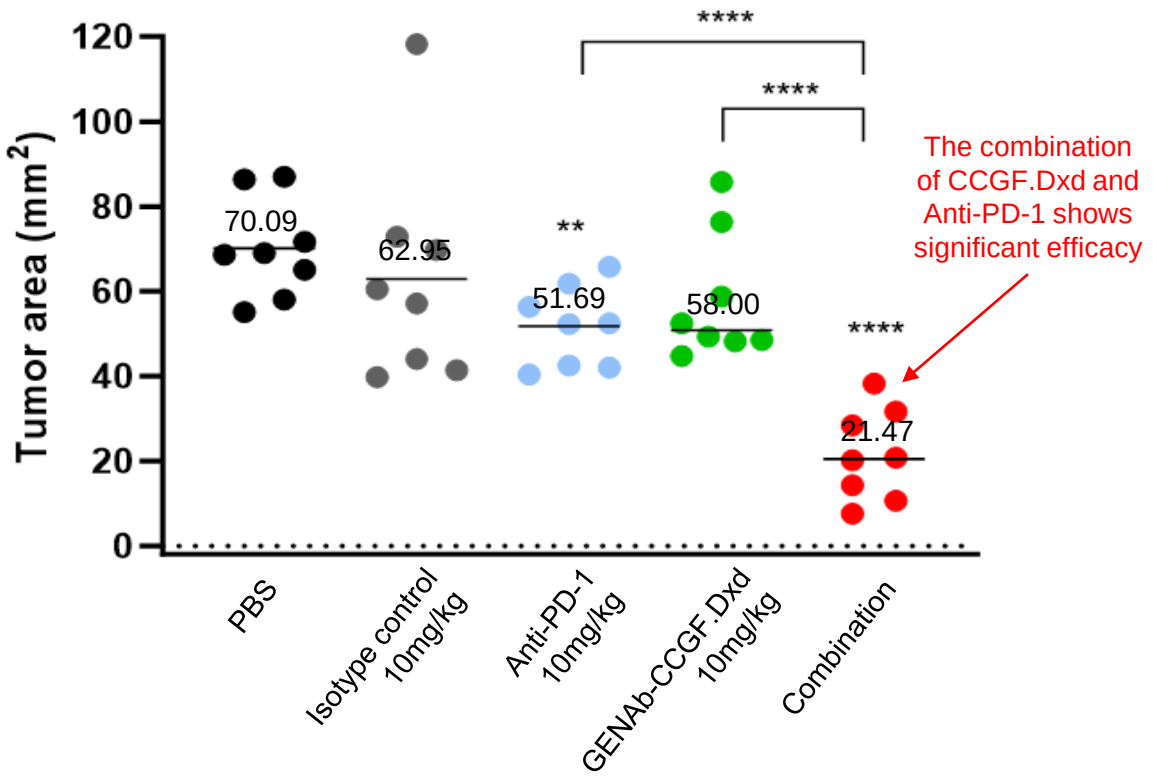
GENA104-vc.MMAF and GENA104-ccgf.Dxd significantly reduce tumor size in animal models

Analysis of changes in tumor tissue area in H&E stained tissue,
(PAN02 animal model, Measurement of tumor tissue area by autopsy)

Monotherapy



PD-1 combination therapy



Genome and Company is also actively exploring additional **ADC** candidate targets

As of June 2024

Modality	Pipeline	Target	Developmental Status
			Target / Hit / Lead / Nonclinical candidate / IND enabling / Phase I
ADC	Debio 0633	Hide	2024.05 License-Out Debiopharm
	GENA-104	CNTN4	
	GENA-120	N/D	
	GENA-121	N/D	
	GENA-122	N/D	
	ADC Programs	N/D	
mAb (Immuno-oncology)	GENA-104	CNTN4	KDDF 2022~2024 Non-clinical IND Approval (MFDS)
	GENA-119	APP	KDDF 2023~2025 Leading program
	GENA-105	TLT2	
NCE	GENC-116	N/D	

N/D, not disclosed; mAb, monoclonal antibody; ADC, antibody-drug conjugate; NCE, new chemical entity

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3. Microbiome

4. Medical Grade Probiotics

5. Cosmetics

Compared to Avelumab monotherapy, the combination of GEN-001 and Avelumab shows improved treatment outcomes.

Avelumab monotherapy for stomach cancer

JAVELIN Gastric 300 study in 2020

- Third-line therapy for stomach cancer

- mPFS **1.4 month**
- mOS **4.6 months**
- ORR **2.2%**

Combination therapy of GEN-001 and Avelumab

Study GEN001-201

- Third-line therapy for stomach cancer

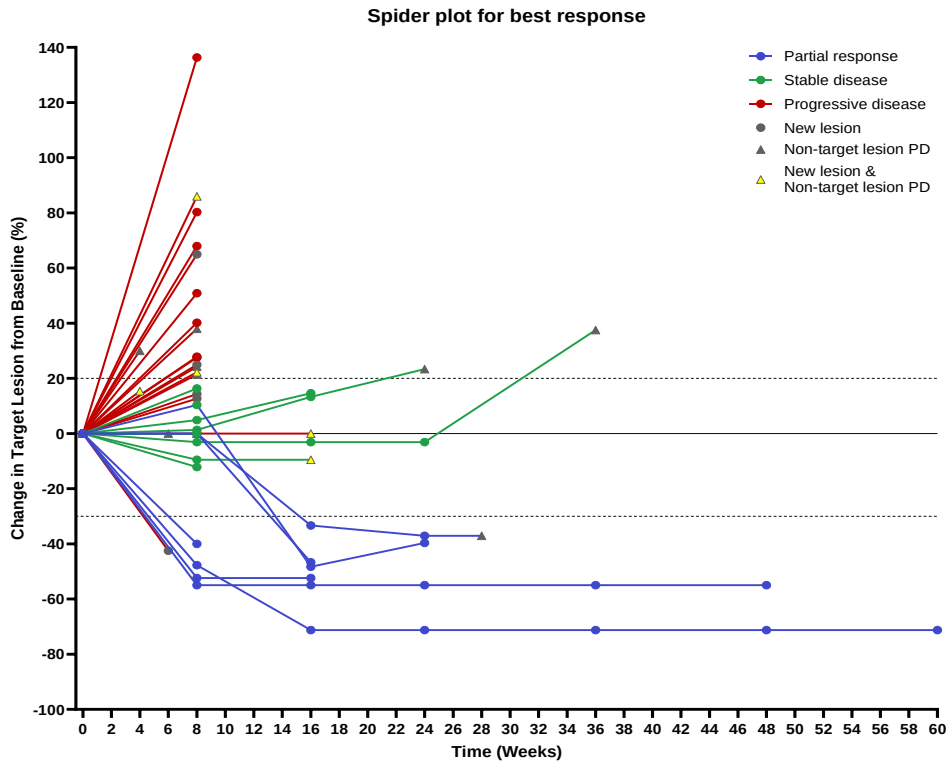
- mPFS **1.73 month**
- mOS **7.9 months**
- ORR **16.7%**
- In particular, among 8 patients who received previous immunotherapy, the ORR was 37.5%

Partial response was observed in 7 out of 42 patients.

Tumor Response

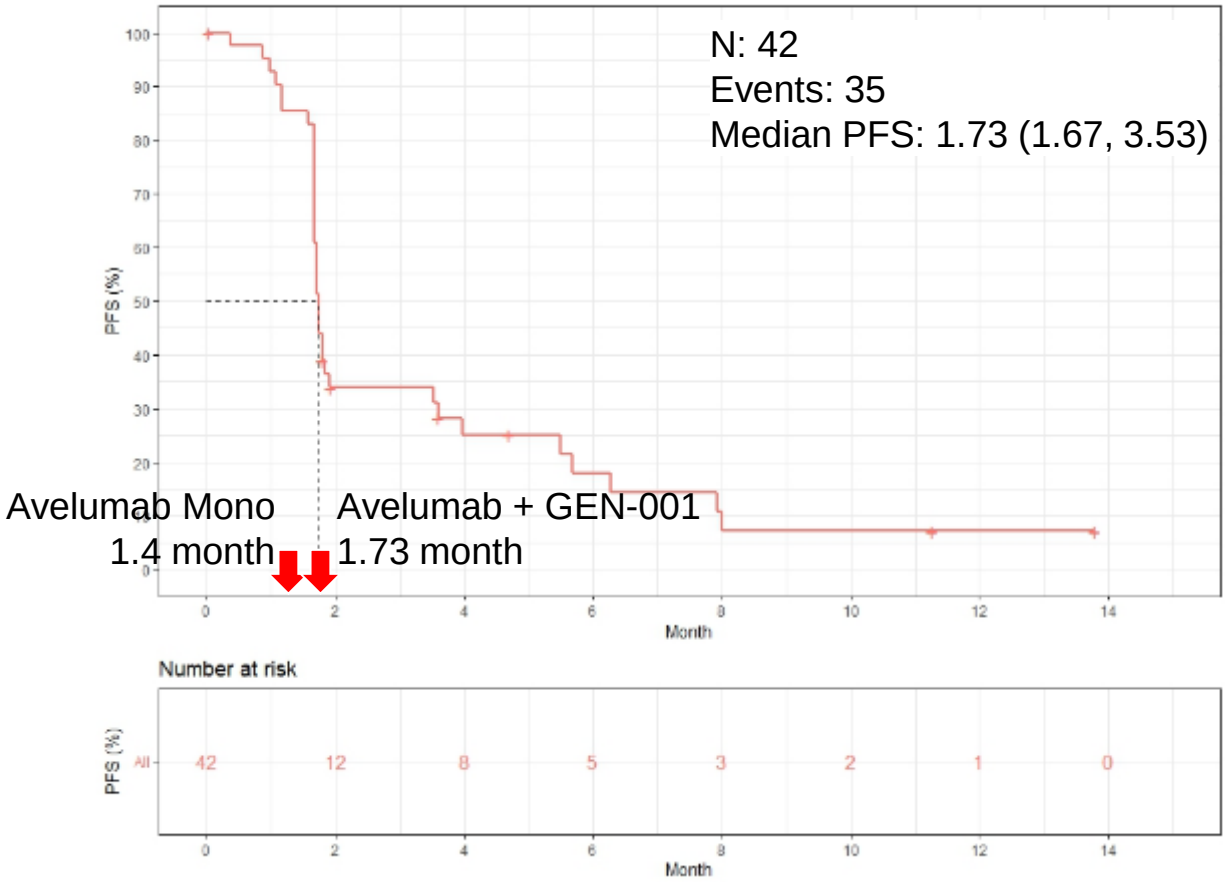
	Overall (n=42)	IO Naive (n=34)	IO Treated (n=8)
Complete Response	0	0	0
Partial Response	7	4	3
Stable Disease	8	6	2
Progressive Disease	25	22	3
Not Evaluable	2	2	0
Objective Response	7	4	3
Objective Response Rate	16.7%	11.8%	37.5%

Spider Plot

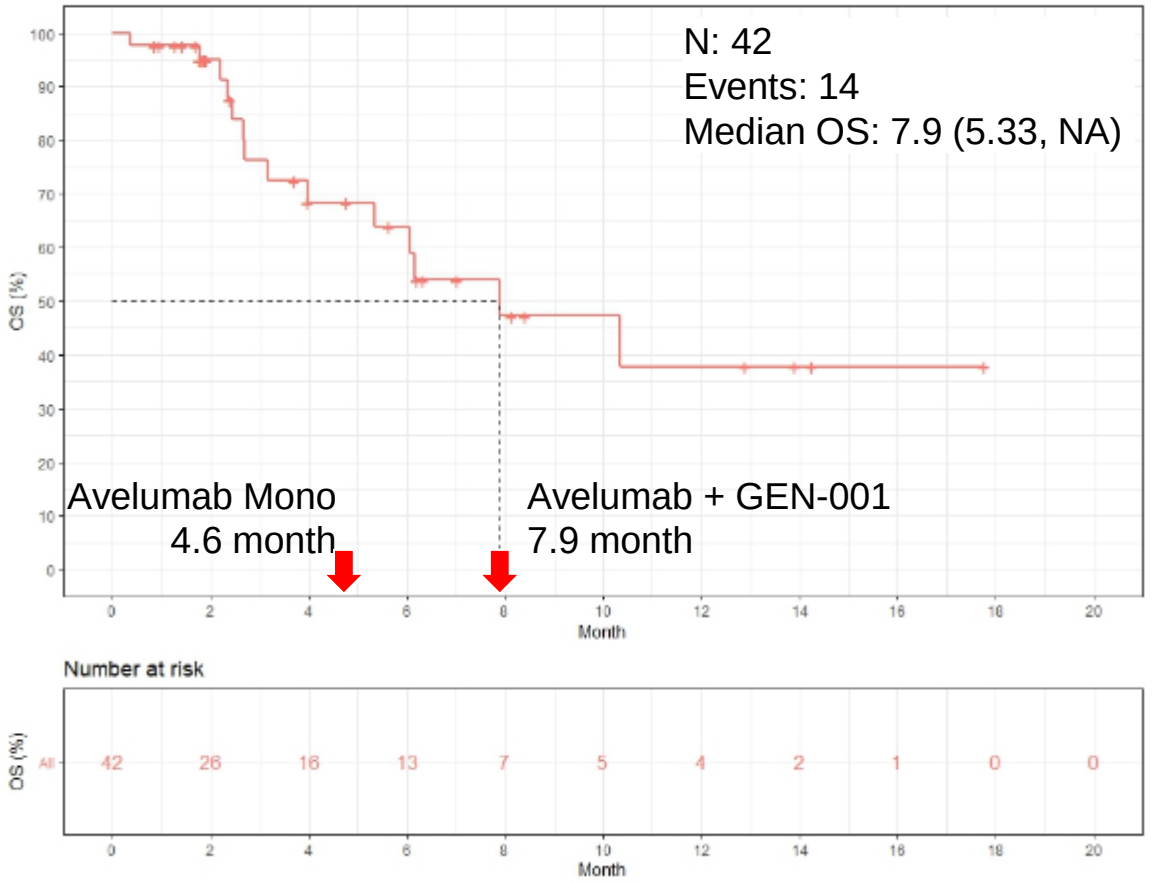


Overall Survival increased to 7.9 months (vs. 4.6 months with Avelumab monotherapy)

Median PFS (Progression-free survival period)



Median OS (Overall survival period)



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   - GEN-001

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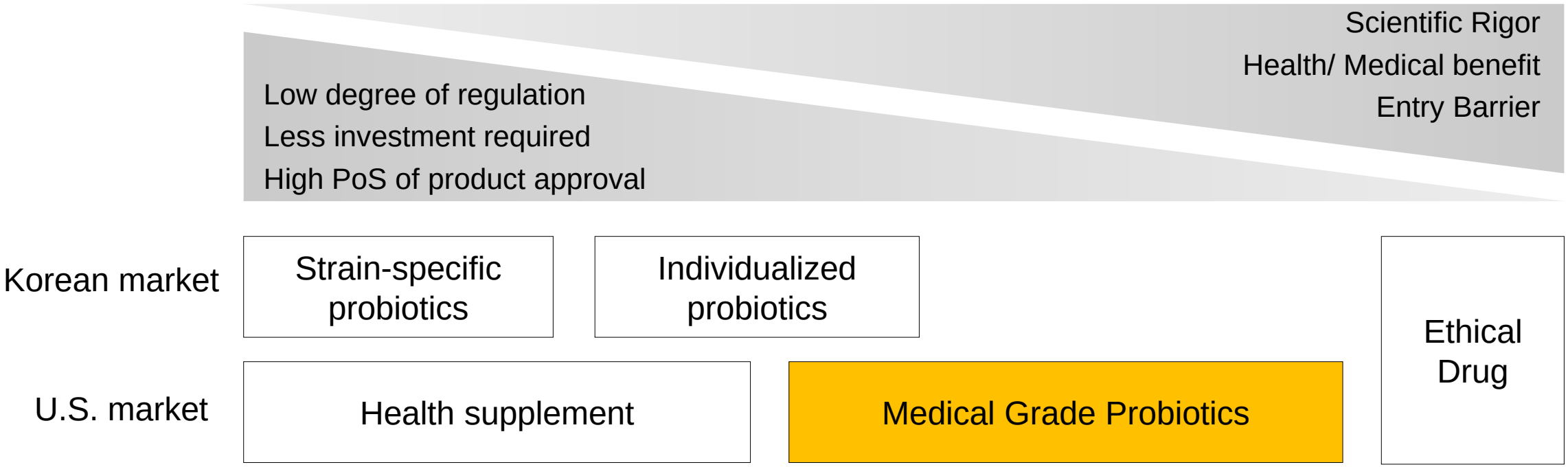
Medical Grade Probiotics: (1) Differentiated from health functional food by its evidence-based approach; (2) Higher likelihood of development success compared to ethical drugs



- In the Korean market, only strain-specific and individualized probiotics are allowed

➔ Low entry barriers

➔ Individualized certification requires proof of medical benefits for healthy individuals, making promotion difficult

- In the U.S. market, Medical Grade Probiotics are permissible

➔ High entry barriers result in high added value

  - Human clinical evidence
  - Physician supervision

The Concept and Examples of Medical Grade Probiotics

Concept of Medical Grade Probiotics

1)	Nutritional balance is important[1] for disease management in various patients with different diseases and borderline patients	The customer needs are clear
2)	Based on recognized scientific principles, such as published papers	Clear claims solicitation is possible
3)	Evidence of human clinical benefit through clinical trials is necessary	
4)	Health claims regarding diseases are possible during promotion	
5)	Use under physician supervision[2]	Push marketing utilizing physicians is possible

Examples of Medical Foods

Product	Indication	Main ingredient	
 DUTCH S-Core	Gastrointestinal disease Infectious disease	Lab4® probiotics, Protein	Probiotics-base Medical Food "Medical grade probiotics"
 ExeGi Pharma Visbiome	Irritable colitis Ulcerative colitis Antibiotic-related diarrhea	Consortia of 8 different strains	
 Entrinsic bioscience Enterade	Anticancer drug-induced diarrhea	L-Valine, etc. Amino acid blend	Not probiotics, but Medical Food
 PRIMUS Fosteum Plus	Osteoporosis due to menopause	Genistein, zinc, Vit-D3	
 Relief Therapeutics GOLIKE	Phenylketonuria	Phe excluded Amino Acid blend	

1. It is possible to develop products using Medical Food development guidance for conditions that are not considered targets by the FDA.
2. Patients receiving disease management under physician supervision, without the need for a prescription, are eligible.

Compared to pharmaceuticals, Medical Foods offer advantages such as smaller-scale clinical studies, lower regulatory hurdle and quicker market entry

Ethical Drug

IND	Phase 1	Phase 2	Phase 3	NDA
• Regulatory review	• Safety and tolerability • ~50 people • $ ~5M	• Dose finding • 100~300 people • $ 10~15M	• Confirmatory study • 500~3000+ people • $ 300M+	• Regulatory review
3-9 mos	2 yrs	3 yrs	3 yrs	1-2 yrs

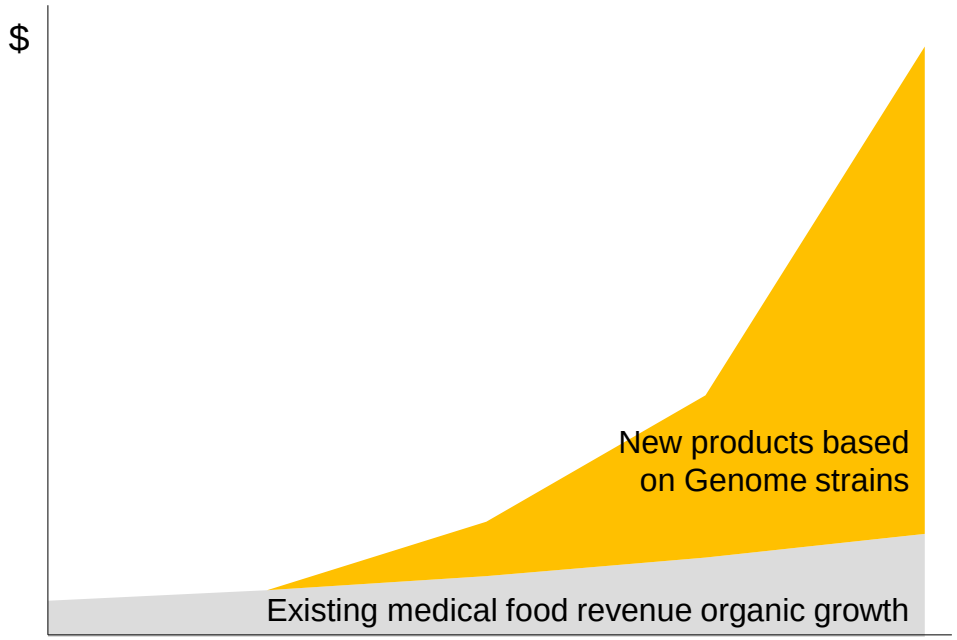
Medical Grade Probiotics

GRAS or NDI	Human study
• Regulatory review	• Safety and efficacy • 20~100 persons • $ ~2M
3~9mos	1~2 yrs

"Small-scale clinical studies; High likelihood of success; and Quick market entry within a short period."

Genome plans to form a strategic alliance with a U.S. medical food company leveraging Genome's microbiome strain research capability

Expected synergy in revenue

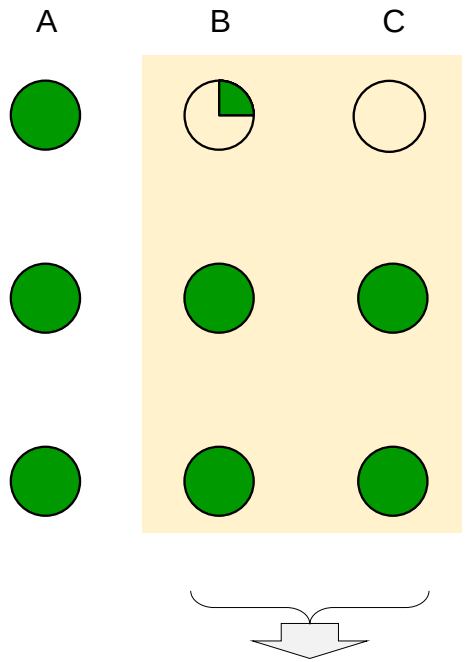


Profile of potential strategic partner

Key Capabilities

1. Microbime R&D
2. Medical food R&D experience
3. Distribution and commercial capabilities

Potential partner profile



Fit with Genome Strategy

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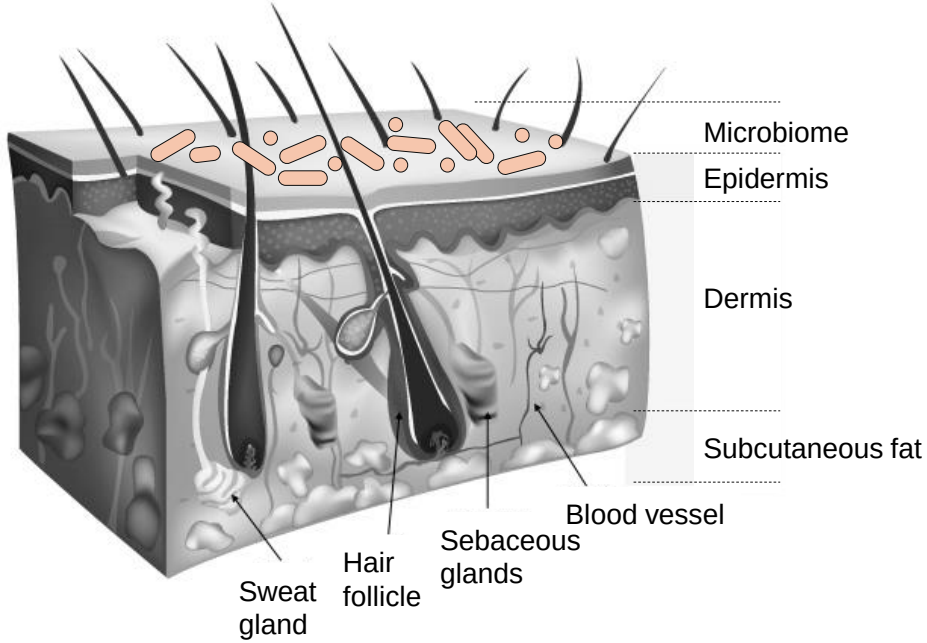
Introduction to the UIQ Brand

UIQ, [ju:ik / 유이크 / 유이끄]

A French-sounding word evoking "beneficial bacteria."

Brand Vision	Skin health-enhancing 'UIQ' microbiome cosmetics
Brand Concept	Exploring the Origin of Skin Health. Explore the Origin, UIQ
Core Value	Origin I Balance I Awakening

Restoring the microbiome of healthy skin enables anyone to regain skin health



Identifying prevalent **Cutibacterium** species on the **skin of healthy women in their 20s**, and integrating those with **skin barrier reinforcement benefits** into raw materials.

Key Products of UIQ

A Total of 23 Product Lines

Biome Barrier™	Dewy/Revive Biome™	Biome Remedy™	Biome Vita C
Skin barrier	Hydration	Soothing	Blemish care




K-POP Boy Group "RIIZE"


UIQ's Domestic Strategy & Overseas Strategy

Domestic Strategy

Increasing brand awareness

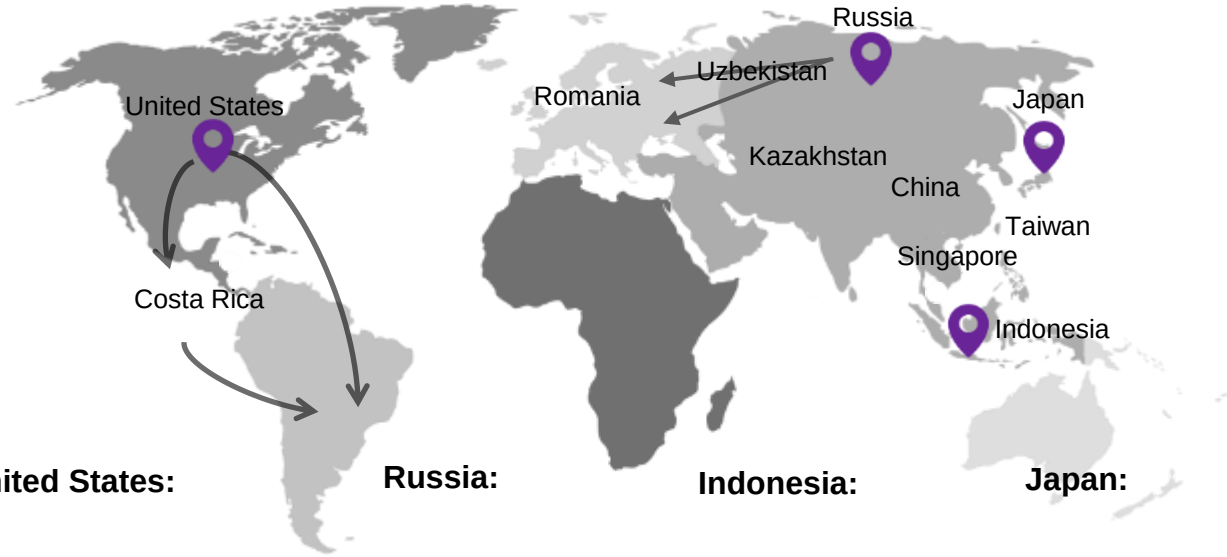
- Securing brand awareness through exclusive model RIIZE and influencers
- Expanding traffic to own online mall
- Discovering Hit One Item for each of the domestic BIG3 channels
- Emphasizing patents and science for brand expertise and differentiated marketing

Strengthening product lines and expanding products

- Reinforcing the brand's signature lines
- Launching new product lines
- Launching the inner beauty brand 'U EAT UIQ'

Overseas Strategy

Expanding distribution networks in Asia and Eastern Europe, leveraging the current presence in 9 countries



United States:

- Entry into B2C platforms such as Amazon
- Establishing bases in the United States and Costa Rica

→ Expansion into South America

Russia:

- Discovering B2B overseas partners (large-scale partners)

→ Expanding into Eastern Europe

Indonesia:

- Entry into Skincara's 1st branch

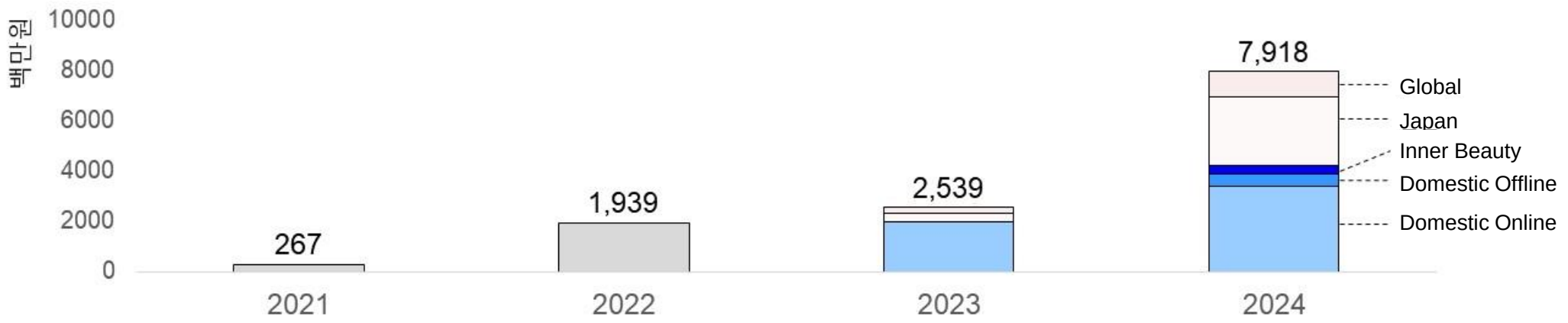
→ Expansion into Southeast Asia

Japan:

- Entry into duty-free shops, pop-up stores, department stores, and variety shops

By achieving 8 billion won in sales in 2024, we plan to establish ourselves as **a new rising brand**.

Cosmetics Business Growth



2021:

Brand launch

- Launch of UIQ
- Opening of own online store

2022: Expansion of domestic business

- Launch of Kakao Makers
- Launch of Derma Clean Beauty 'Biome Remedy' line
- Contract with model Kang Tae-oh
- Opening of UIQ popup store in Myeongdong

2023: Selection of exclusive model and expansion into overseas markets

- Contract with model RIIZE
- Opening of LOFT popup store in Japan
- Entry into Lotte Duty Free Ginza
- Entry into Japanese department stores (Osaka, Hiroshima).

2024: Diversification of domestic channels and expansion into overseas markets

- Diversification of domestic channels
  - Online: Utilization of own online mall, Big 3 online malls, and YouTuber markets
  - Offline: Entry into new channels (duty-free shops, Olive Young, etc.)
  - Inner beauty: Launch of 'U EAT UIQ'
- Expansion into overseas markets
  - Japan: Official stores opened on Qoo10 and Rakuten, operated directly
  - Global: Exploration of partnerships with local leading distributors in Indonesia and Eastern Europe

GENOME & Co

Thank you

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