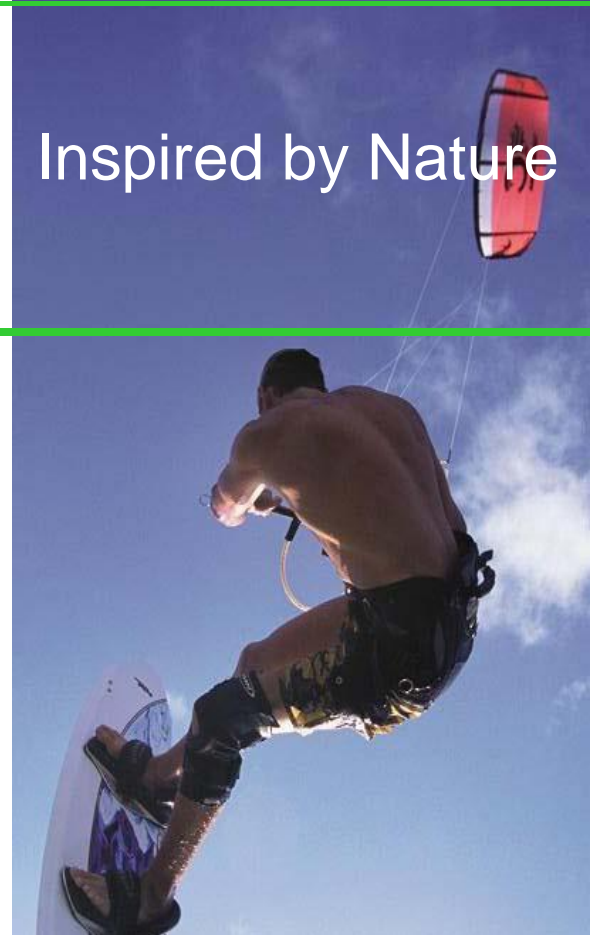




Inspired by Nature

Visit to Ablynx  
Knowledge Based Bio-Economy  
Conference Delegation

Sandra Turconi, Director of Discovery  
13 September 2010



Nanobodies<sup>®</sup>: delivering therapeutics beyond antibodies



## Forward looking statements

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Certain statements, beliefs and opinions in this presentation are forward-looking, which reflect the Company's or, as appropriate, the Company's directors' current expectations and projections about future events. By their nature, forward-looking statements involve a number of risks, uncertainties and assumptions that could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. These risks, uncertainties and assumptions could adversely affect the outcome and financial effects of the plans and events described herein. A multitude of factors including, but not limited to, changes in demand, competition and technology, can cause actual events, performance or results to differ significantly from any anticipated development. Forward looking statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. As a result, the Company expressly disclaims any obligation or undertaking to release any update or revisions to any forward-looking statements in this presentation as a result of any change in expectations or any change in events, conditions assumptions or circumstances on which these forward-looking statements are based. Neither the Company nor its advisers or representatives nor any of its of their parent or subsidiary undertakings or any such person's officers or employees guarantees that the assumptions underlying such forward-looking statements are free from errors nor does either accept any responsibility for the future accuracy of the forward-looking statements contained in this presentation or the actual occurrence of the forecasted developments. You should not place undue reliance on forward-looking statements, which speak only as of the date of this presentation.

# Outline

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- Y Introduction
- Y Nanobody platform overview
- Y Product pipeline
- Y Business development
- Y Prospects for 2010

## Overview

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- Y Drug discovery and development company
- Y A pioneer in next generation biologics - Nanobodies®
- Y >25 programmes in the R&D pipeline
- Y 4 Nanobody products in the clinic - 2 Phase II and 2 Phase I
- Y Exclusive rights to >450 patent applications and granted patents
- Y 4 partnerships with leading pharmaceutical companies
- Y >250 staff
- Y 8,000 m<sup>2</sup> space in Ghent, Belgium (headquarters)
- Y Listed on Euronext Brussels since November 2007
- Y Market capitalization ~€300M



## Key highlights in H1 2010

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- ✔ €121.3 million in cash, cash equivalents and short-term investments at 30 June 2010
- ✔ Successful SPO raising €50 million
- ✔ Revenues of €10.1 million (2009: €11.9 million)
- ✔ Received a €2.0 million milestone from BI as part of our Alzheimer's collaboration
- ✔ Continuing Phase II trials for anti-vWF in ACS and anti-TNF $\alpha$ , with Pfizer, in RA
- ✔ Completed the recruitment for the Phase I study for ALX-0141 (anti-RANKL)
- ✔ Selected ALX-0651 (anti-CXCR4) and ALX-0171 (anti-RSV) as pre-clinical candidates
- ✔ Reported on functional Nanobodies to ion channels and data on alternative delivery

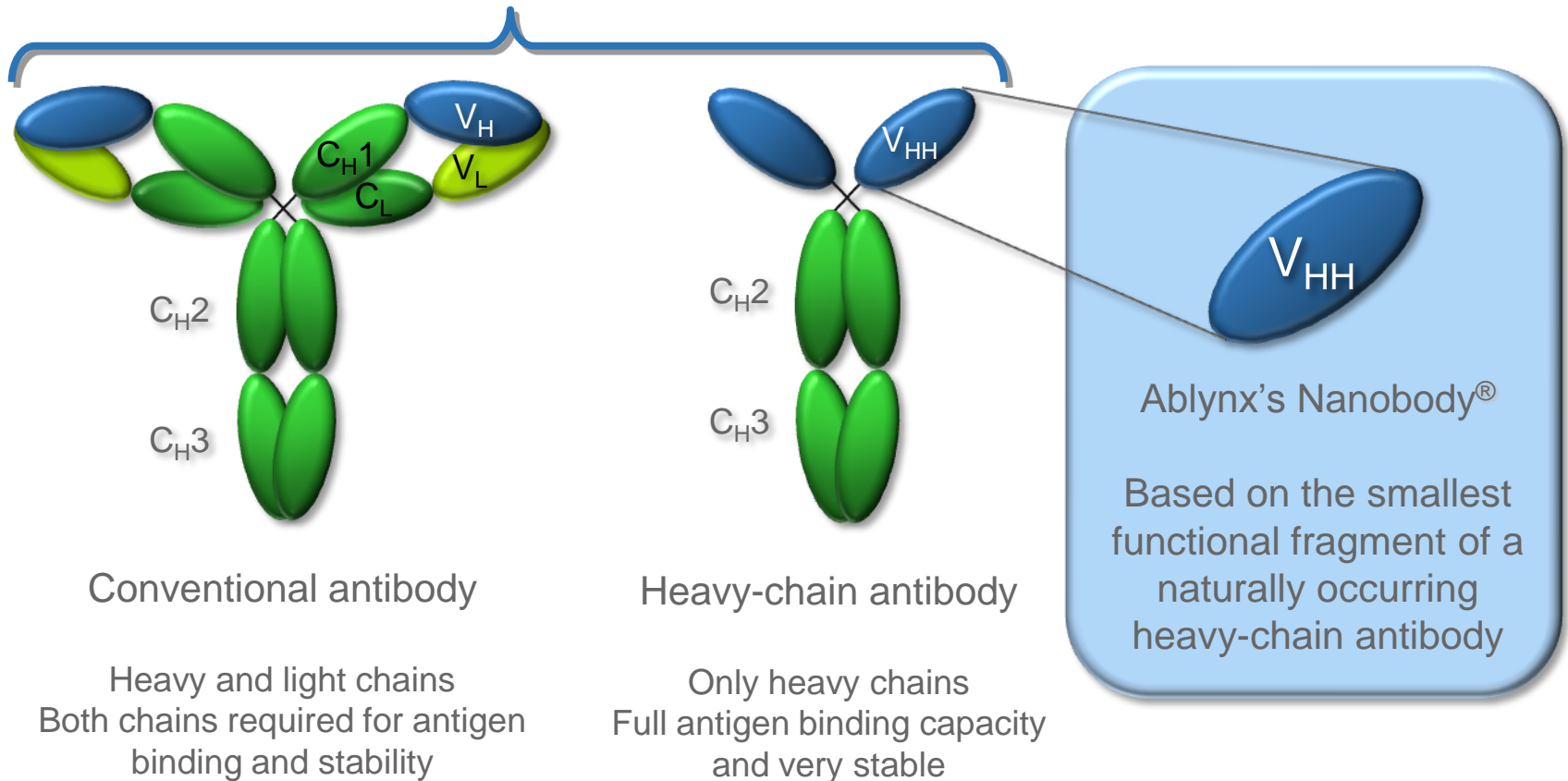
# Outline

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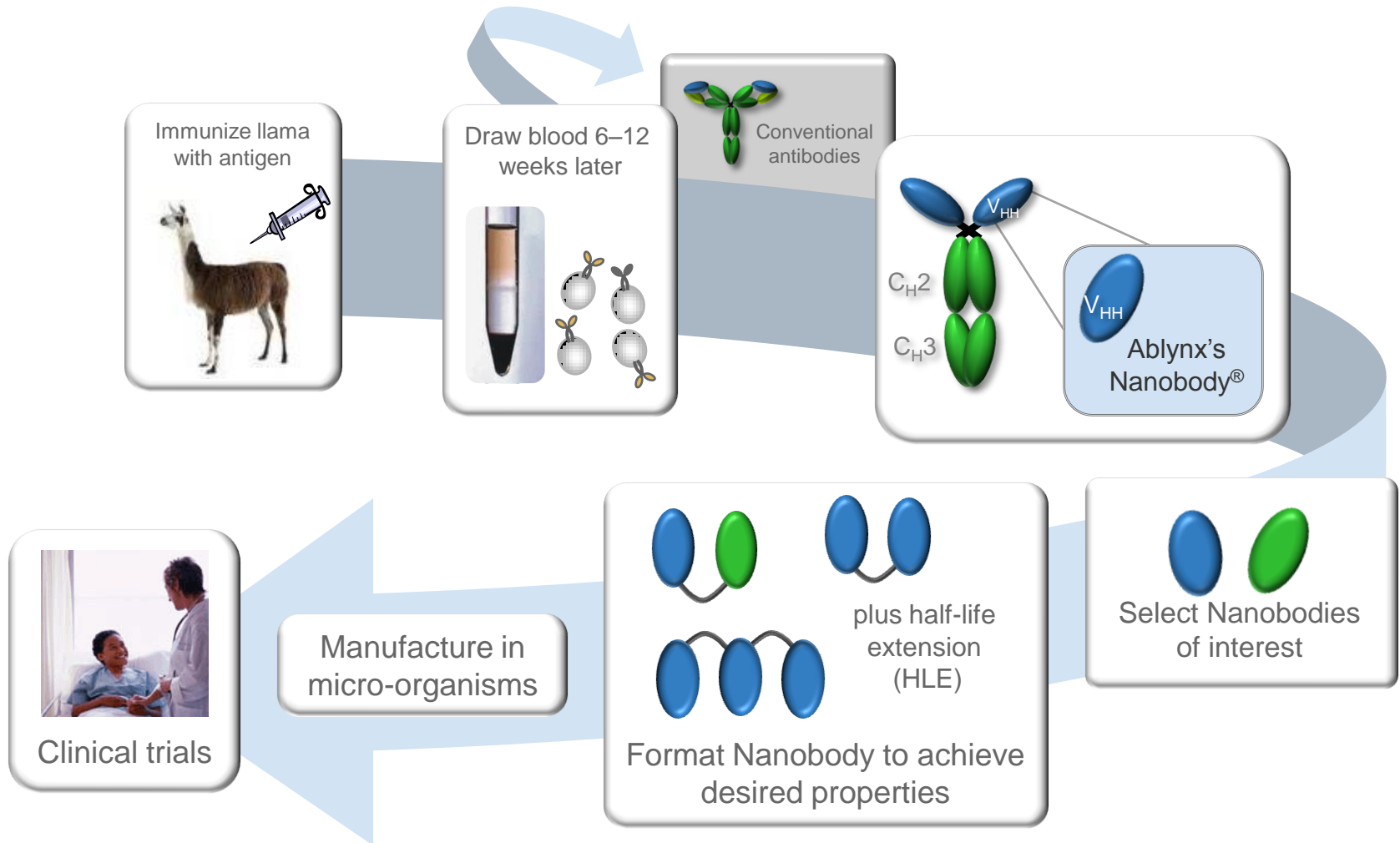
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# Conventional antibodies vs Nanobodies

Camelidae family has both forms

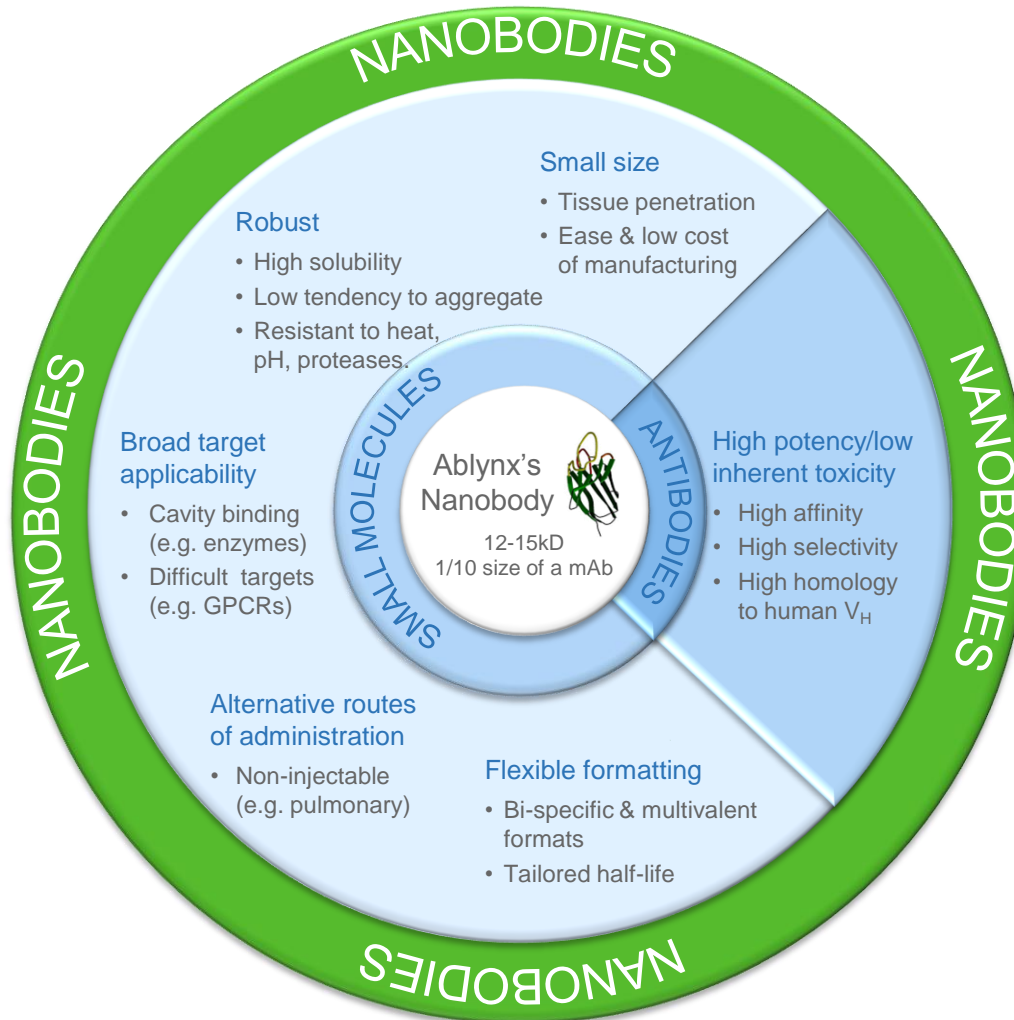


# Nanobody discovery process





# Nanobodies – beyond antibodies & small molecules



# Outline

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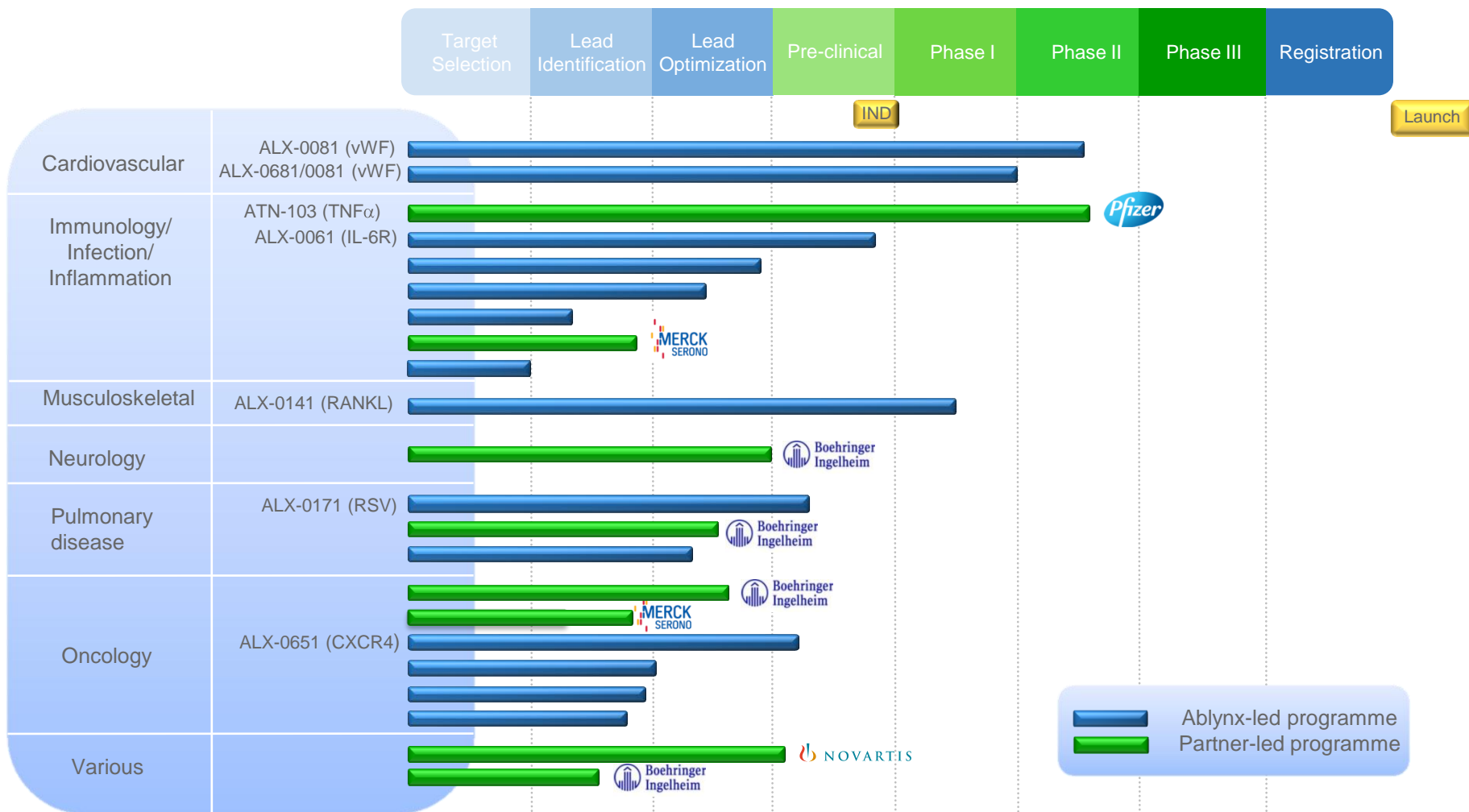
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## Product pipeline – maturing rapidly

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- ✔ 4 Nanobodies in clinical trials – 3 more expected during 2011
- ✔ Clinical testing of Nanobodies on 3 continents
- ✔ Regulatory authorities in >10 countries (to date) have approved clinical testing of Nanobodies
- ✔ >300 patients have been treated with Nanobodies via intravenous and/or sub-cutaneous administration in single and multiple doses

# Ablynx's internal and funded programmes



# Anti-vWF Nanobody for Acute Coronary Syndrome (ACS)



## Pre-clinical and clinical status

- Pre-clinical data in the Folt's model showed increased effectiveness in the prevention of clot formation compared with other anti-thrombotics
- Phase I and Phase Ib trials successfully completed and Phase II trial in progress with primary endpoint (bleeding) data expected in Q2 2011
- Phase II primary goal to show superiority in safety and equivalence in efficacy compared with ReoPro®

Phase	Population	# subj.	Regimen/dose	Status
I	Healthy volunteers	40	Single dose 0.5 – 12mg	Final report
Ib	ACS patients	47	Single and multiple dose 2mg – 18mg	Final report
II	ACS patients	370	Multiple dose 18mg vs GPIIb/IIIa inhibitor ReoPro®	Ongoing with primary endpoint bleeding data expected Q2 2011

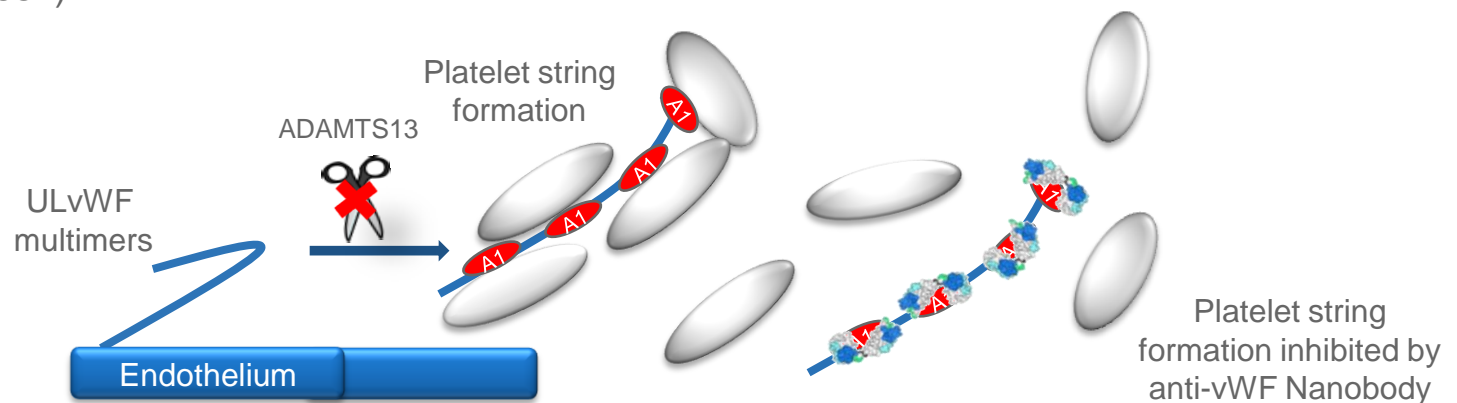
Source: Ablynx



## Anti-vWF Nanobody in thrombotic thrombocytopenic purpura (TTP)

### Initial target indication and opportunity

- acquired and congenital forms of thrombotic thrombocytopenic purpura (TTP)
- more than 10,000 patients<sup>1</sup> in the Key Geographic Markets\* require treatment annually
- plasma transfusion/exchange required, unmet medical need
- orphan designation granted by the FDA and EMEA
- potential to impact quality of life and overall cost
- Phase I trial of ALX-0681(subcutaneous administration) successfully completed
- Phase II (possibly pivotal) study expected to start in Q3 2010, 110 patients recruited over 2 years – treatment with intravenous bolus (ALX-0081) followed by subcutaneous injections (ALX-0681)



Source:

1 Infusion Pharma Consulting, Feb-10

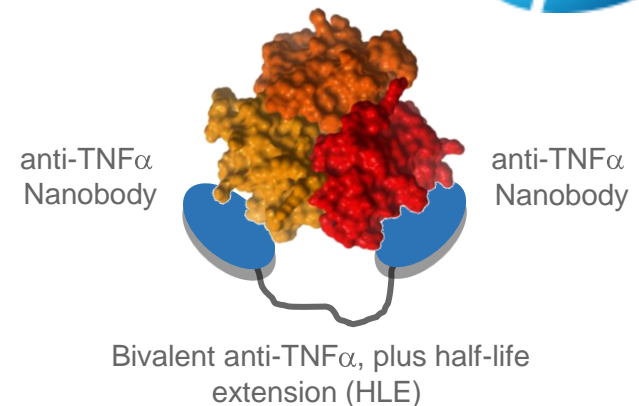
## Anti-TNF $\alpha$ Nanobody product - initial indication RA

### Product description: ATN-103

- bivalent TNF $\alpha$  targeting Nanobody with a half-life extended format

### Initial target indication and opportunity

- RA, with potential expansion into Crohn's disease, psoriasis, ankylosing spondylitis and psoriatic arthritis
- the TNF $\alpha$  inhibitors achieved sales in all indications in 2008 of \$16.9Bn<sup>1</sup>, with Enbrel<sup>®</sup> achieving \$6.4Bn<sup>1</sup> sales in the Key Geographic Markets\*
- nearly 30% of RA patients fail to respond to their first TNF $\alpha$  inhibitor and then many patients develop anti-drug antibodies and no longer respond to current treatment
- Ablynx signed a licensing deal with Pfizer in 2006 for Nanobodies to TNF $\alpha$ , potentially worth \$212.5M in milestone payments plus royalties



## Anti-TNF $\alpha$ Nanobody product - ATN-103

### Pre-clinical and clinical status

- pre-clinical data in a mouse RA model showed the anti-TNF $\alpha$  Nanobody product to be more efficacious than Enbrel<sup>®</sup>
- Pfizer successfully completed Phase I studies in the US and Japan in the summer of 2009
- in September 2009, Phase II trials in the US and Japan were initiated in RA patients with the primary endpoint being ACR 20 response at week 16 (dosing is either every four or every eight weeks)



Phase	Region	Indication	# subj.	Treatment	Status
I	US	healthy volunteers	72	SAD	Completed
I	Japan	healthy volunteers	72	SAD	Completed
II	US	RA	240	MAD (16w)	Ongoing
II	Japan	RA	60	MAD (16w)	Finished recruitment
II	US / Japan	open label extension of RA Phase II - long term safety	260	MD (48w)	Ongoing



# ALX-0141 (anti-RANKL) - cancer related bone loss, osteoporosis and RA

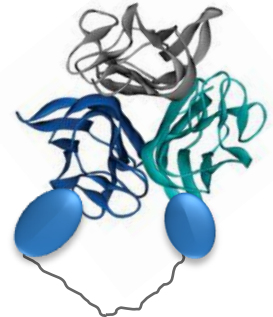


## Y Product description

- bivalent RANKL targeting Nanobody with a half-life extended format

## Y Clinical development

- ongoing Phase I study in postmenopausal women
- treatment phase completed
- on track to report safety data in September 2010 and final results in H1 2011
- Phase II development to commence in H2 2011



ALX-0141, bivalent anti-RANKL, plus half-life extension (HLE)

## Y Initial target indication and opportunity

- patients with cancer related bone loss, with opportunities in osteoporosis and RA
- first mAb targeting RANKL from Amgen, Prolia<sup>®</sup>, with anticipated peak sales of \$4Bn<sup>1</sup>
- ALX-0141 may offer more convenient frequency of administration, reduced side-effect profile and significantly lower cost of goods

Source: 1 Analysts' estimates,



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## Business strategy

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- ✔ Continue to leverage the advantages of the Nanobody technology broadly across a range of therapeutic areas
- ✔ Rapidly demonstrate proof-of-concept in the clinic
- ✔ Advance programmes internally to the optimal value creation point
- ✔ Partner very selectively while ensuring delivery and possible expansion of some existing relationships where appropriate

# Ablynx's key partnerships

## Partners

## Scope



Collaboration focussed on Alzheimer's disease  
1st lead Nanobody selected for development



Strategic alliance: up to 10 programmes with  
a potential value of €1.3Bn, co-promotion  
options in EU



2 target 50/50 co-discovery/co-  
development collaboration (oncology &  
immunology)



2 Nanobodies licensed for further  
development



TNF $\alpha$  research and licensing collaboration  
ATN-103 in Phase II clinical trials

**Potential  
value:**

**~ €2.2 Bn  
+ royalties**



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## Prospects for the next period

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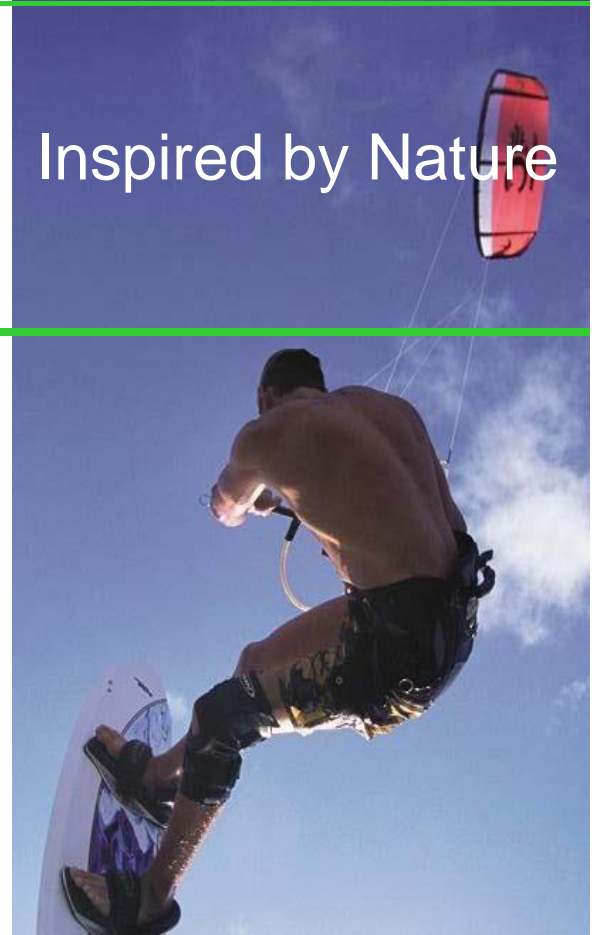
- ✔ First clinical centres are expected to open for the TTP Phase II study (ALX-0081/ALX-0681) in September 2010
- ✔ Safety data from the anti-RANKL Phase I study (ALX-0141) will be reported in September 2010
- ✔ The Phase II trial in RA (ATN-103) with Pfizer is expected to complete recruitment in Q4 2010 and they should have data by Q2 2011
- ✔ The Phase II trial in ACS (ALX-0081) will complete recruitment in early 2011 with data available in Q2 2011
- ✔ On track to file an IND-equivalent for our anti-IL-6R Nanobody (ALX-0061) in Q4 2010 with Phase I/II trials in RA patients in Q1 2011
- ✔ Expect to receive additional milestones from current partnerships
- ✔ Expect to enter into at least one new commercial agreement
- ✔ In October, in Ghent, hosting an R&D day and sponsoring a separate single domain antibody conference



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## Visit by Flanders Bio to Ablynx

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13 September 2010



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