

# Company Presentation

November 2017



**MediWound**

Innovative solutions for wound & burn care

**Nasdaq: MDWD**



# Cautionary note regarding forward-looking statements

- This presentation contains forward-looking statements within the meaning of Section 27A of the U.S. Securities Act of 1933, as amended, Section 21E of the U.S. Securities Exchange Act of 1934, as amended and the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. We make forward-looking statements in this presentation that are subject to risks and uncertainties. These forward-looking statements include information about possible or assumed future results of our business, financial condition, results of operations, liquidity, plans and objectives. In some cases, you can identify forward-looking statements by terminology such as “believe,” “may,” “estimate,” “continue,” “anticipate,” “intend,” “should,” “plan,” “expect,” “predict,” “potential,” or the negative of these terms or other similar expressions. Forward-looking statements reflect our current views with respect to future events and are based on assumptions and subject to risks and uncertainties. You should not unduly rely on any forward-looking statements. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that future results, levels of activity, performance and events and circumstances reflected in the forward-looking statements will be achieved or will occur. The statements we make regarding the following matters, among others, are forward-looking by their nature: the timing and conduct of our trials of NexoBrid and our other pipeline product candidates, including statements regarding the timing, progress and results of current and future preclinical studies and clinical trials, and our research and development programs; the clinical utility, potential advantages and timing or likelihood of regulatory filings and approvals of NexoBrid and our pipeline products; our expectations regarding future growth, including our ability to develop new products; our commercialization, marketing and manufacturing capabilities and strategy and the ability of our marketing team to cover regional burn centers and units; our ability to maintain adequate protection of our intellectual property; our plans to develop and commercialize our pipeline products; our estimates regarding expenses, future revenues, capital requirements and the need for additional financing; our estimates regarding the market opportunity for NexoBrid and our pipeline products; our expectation regarding the duration of our inventory of intermediate drug substance and products; the impact of our research and development expenses as we continue developing product candidates; our expectations regarding the time during which we will be an emerging growth company under the JOBS Act and the impact of government laws and regulations. Please refer to other factors discussed under the heading “Risk Factors” in the U.S. Annual Report on the Form 20-F for the year ended December 31, 2016 filed with the U.S. Securities and Exchange Commission on February 21, 2017 and other documents filed with or furnished to the U.S. Securities and Exchange Commission. Any forward-looking statement made in this presentation speaks only as of the date hereof. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that future results, levels of activity, performance and events and circumstances reflected in the forward-looking statements will be achieved or will occur. Except as required by law, we undertake no obligation to update publicly any forward-looking statements for any reason after the date of this presentation, to conform these statements to actual results or to changes in our expectations.
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- The U.S. phase 3 study, pediatric phase 3 study and the registration process for NexoBrid in the U.S. are funded in whole or in part with Federal funds from the Office of the Assistant Secretary for Preparedness and Response, Biomedical Advanced Research and Development Authority, under Contract No. HHSO100201500035C.
- We maintain our books and records in U.S. Dollar and report under International Financial Reporting Standards, or IFRS, as issued by the International Accounting Standards Board. None of the consolidated financial statements incorporated by reference into this prospectus supplement were prepared in accordance with generally accepted accounting principles in the United States.
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# MediWound - experts in wound care



**Breakthrough  
technology  
in burn care**



**Significant opportunity  
in large and growing  
wound care market**



**Fully integrated  
company with  
up to \$132M contract  
with US government**

# MediWound investment highlights

## 1 PROVEN BREAKTHROUGH TECHNOLOGY

- Approved orphan drug, easy to use, non-surgical, topical application
- Significant medical and cost advantages over existing Standard of Care

## 2 LOWER DEVELOPMENT RISK & HIGH PROBABILITY OF SUCCESS

- Supported by wealth of approved drug data
- Proven development team core competence resulting in marketing authorization
- Primary end point of incidence of complete debridement agreed with the FDA and met in recent Phase 2 with statistical significance

## 3 LARGE AND GROWING MARKET

- Over \$1B market potential in DFU/VLU in the U.S. alone

## 4 COMMERCIAL VALIDATION

- U.S. enzymatic debriding agent sales of > \$340m in 2016

## 5 U.S. GOVERNMENT SUPPORT

- BARDA contract valued at up to \$132m

## 6 MULTIPLE POTENTIAL MILESTONES

- Clinical and commercial catalysts

# Significant upcoming milestones

## 1H 2018:

- Extending pediatric Phase 3 study to the U.S
- EscharEx US Phase 3 studies initiation
- Top-line data NexoBrid US Phase 3 study

## 2H 2018:

- BARDA NexoBrid procurement\*

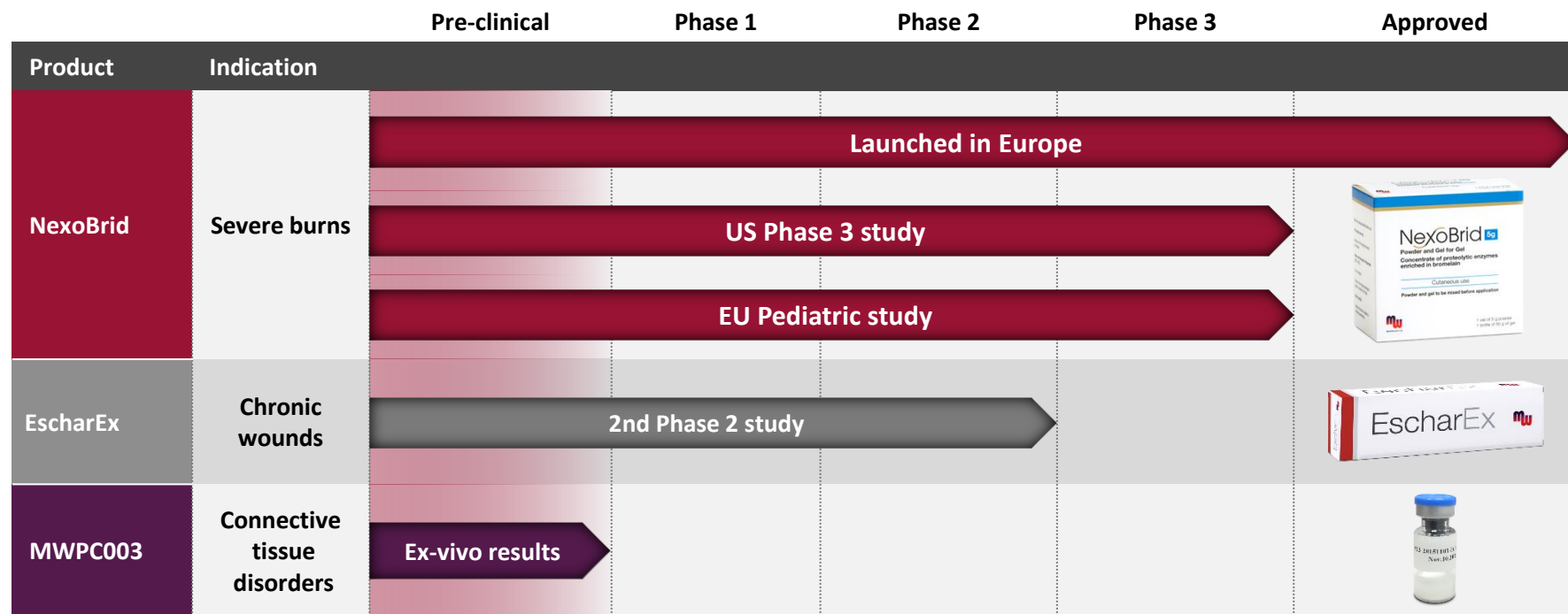
## 1H 2019:

- NexoBrid BLA submission\*\*
- NexoBrid U.S. Phase 3 12m follow-up data

2018

2019

# Introducing disruptive solutions for wound and burn care



# Current standard of care limitations create unmet medical needs

## Early eschar removal is a critical 1<sup>st</sup> step in burn treatment



### Non-surgical eschar removal

- Autolysis
- Topical medications
- Enzymes, chemicals and biologicals

### Significant limitations

- Limited debriding efficacy
- Excessively prolonged debridement with risks
- Less useful for deep and extensive burns
- Numerous dressing changes and wound handlings



### Surgical eschar removal

- Tangential excision
- Dermabrasion
- Hydro-jet surgery

### Significant limitations

- Traumatic
- Challenging in delicate areas and non-selective
- Donor sites sacrifice discomfort & long-term sequelae
- Delays start of debridement (diagnosis dependent)

**There is a clear need for an effective yet selective non-surgical way to remove eschar**

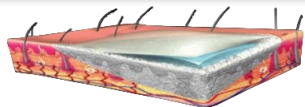


- Biological drug containing a sterile mixture of proteolytic enzymes
- Easy to use, single, non-surgical topical application at the patient's bedside
- Effectively removes the burn eschar within 4 hours without harming surrounding viable tissue
- Allows the physician to visually assess the wound and reach an informed decision
- Orphan and biologic drug status in EU and US
- Patent protection until at least 2025 in EU and 2029 in US



# Effective and selective treatment for severe burns

**Before**



**After**

Intact skin  
preserved



Non-injured  
dermis  
preserved



**Informed diagnosis.... less surgery.... better patient outcomes**

# Extensive clinical experience demonstrates robust and compelling outcomes

NexoBrid

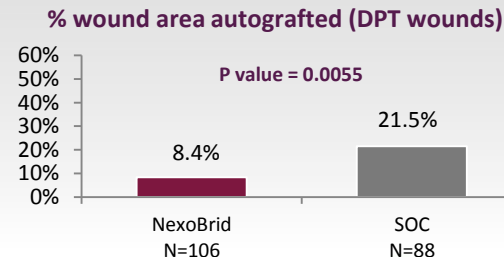
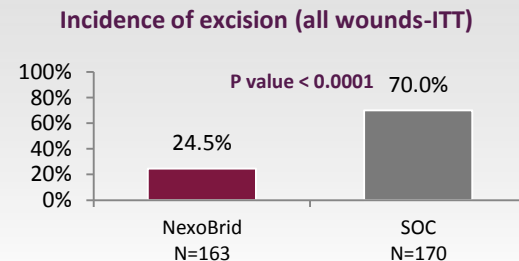
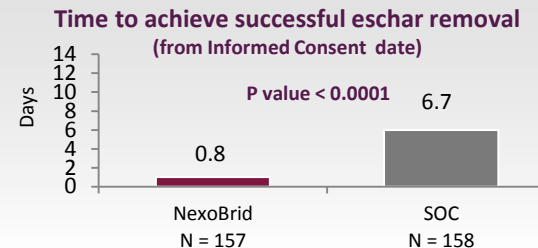
- Seven Phase 2 and Phase 3 clinical studies demonstrating safety and efficacy
- Investigated in hundreds of hospitalized burn patients in sites across 15 countries and 4 continents
- Investigated by ~100 leading burn specialists and KOLs
- EU Phase 3 trial was completed early, after interim analysis showed statistically significant results



# Significant clinical benefits compared to SOC – Completed EU phase 3

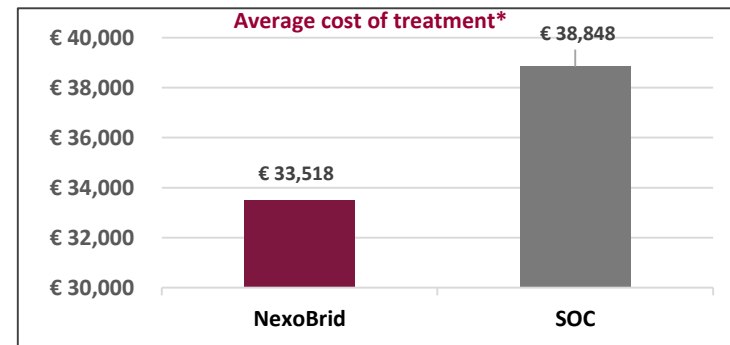
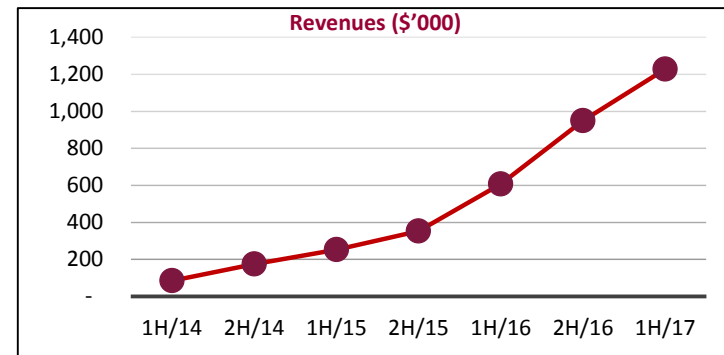
- ✓ Effectively removes the eschar, significantly earlier, allowing timely direct visualization and assessment of wound bed and burn depth
- ✓ Significantly reduces need for excisional surgery in all wounds
- ✓ Significantly reduces autografting in Deep Partial Thickness (DPT - 2nd degree) wounds
  - *Less autografting provides additional benefits including less surgery, donor site morbidity and permanent scarring*
- ✓ Reduces incidence of scarring (40% vs 68% p=0.01)
- ✓ Safety profile comparable to current standard of care

**Overall favourable long term results: comparable quality with significant reduction in quantity of scars, achieved with reduced surgical burden (excision, grafting and reconstructive procedures)**



# From an innovative solution... to a new SOC

- **Scientific acceptance:** >150 presentations and award-winning abstracts by burn specialists at premier conferences
- **Adoption:**
  - Growing revenues
  - Growing number of treating sites
- **Reimbursement :** Obtained reimbursement at EU price
- **Generating independent local cost effectiveness data:**
  - NexoBrid reduces average treatment costs by more than €5,000 compared with standard-of-care\*
  - NexoBrid reduces average burn treatment costs by nearly 30% compared with standard-of-care\*\*



# Positioned to maximize U.S. opportunity

NexoBrid  
DETECT  
US Phase 3 study

## Study Design

- Prospective
- Randomized
- Controlled: NexoBrid vs. Vehicle vs. Standard of care - 3:1:3
- Masked
- Multi-Center: ~ 30 centers in US, EU and Israel
- Follow up: 12 & 24 months
- Sample size: 175 patients
- Population: Deep partial & full thickness burns up to 30% Total Body Surface Area

## Endpoints

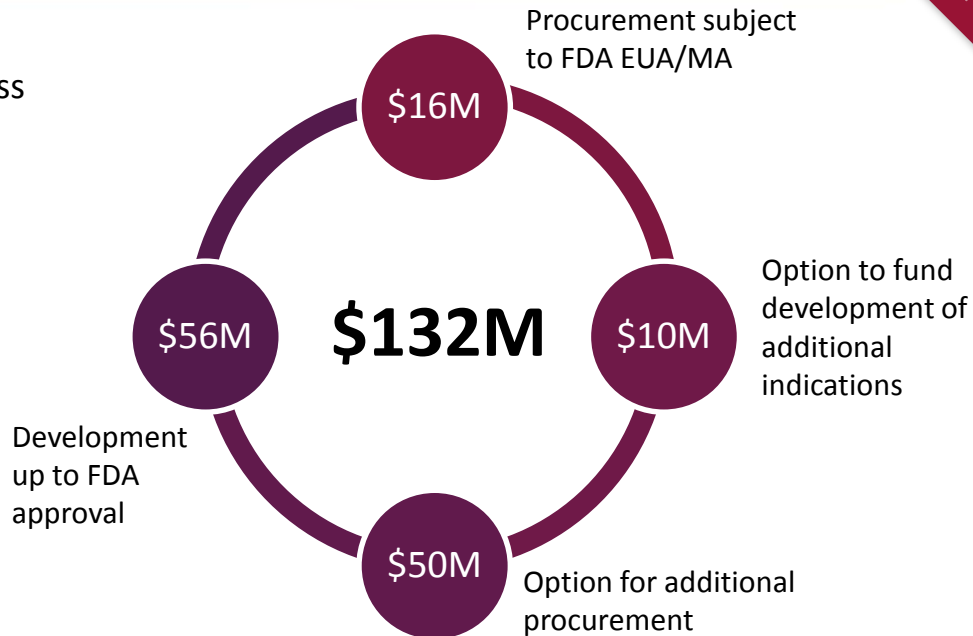
- Primary: Incidence of eschar removal vs. vehicle
- Secondary: Surgical burden, earlier eschar removal and blood loss vs. SOC
- Safety: Wound closure and cosmesis & function vs. SOC

## Expected Timeline

- Acute (primary/secondary/safety) results: 1H/2018
- Long term results: 12 month follow up (1H/2019); 24 month follow up (1H/2020)

# Awarded BARDA contract valued up to \$132 Million

- 5 year contract\* - Mass Casualty Incidence preparedness
- Non-dilutive funding
- Joining forces with US government
- Proven in real-life Mass Casualty Incidence in Europe
- Opportunity in disaster preparedness and military medicine with additional governments



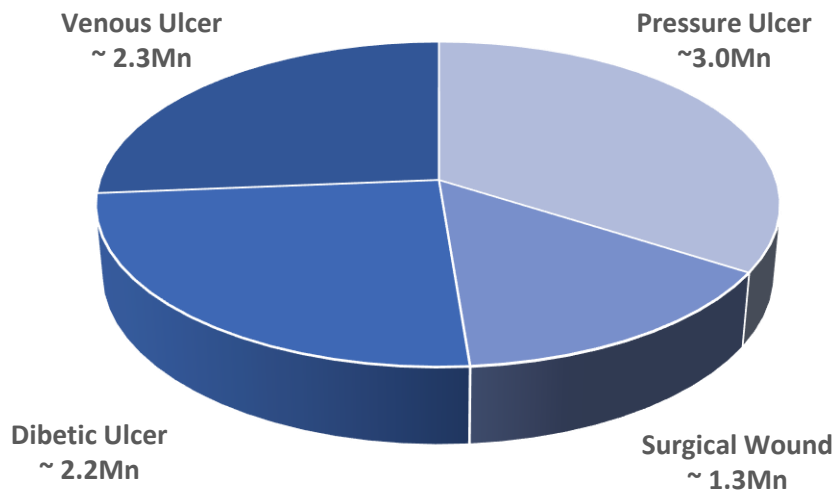
*“NexoBrid could eliminate the need to surgically remove damaged or dead tissue, a technically-demanding and time-intensive step in burn care...”*

\*<http://www.hhs.gov/news/press/2015pres/09/20150930b.html>

# Chronic wound treatment - large and growing market

EscharEx

## U.S. population affected by chronic wounds, 2015



**8% growth:**  
aging, obesity  
and diabetes

**\$25 B burden**  
to the U.S.  
healthcare system

*Total wound patient population of 8.7 million in 2015*

# Complementary to many wound healing therapies

EscharEx

## Debridement



Debridement is a critical 1<sup>st</sup> step  
in healing chronic wounds

## Healing

NPWT



Skin substitutes



foams

Growth factors



Interactive dressing

collagen



hydrogel



ConvaTec

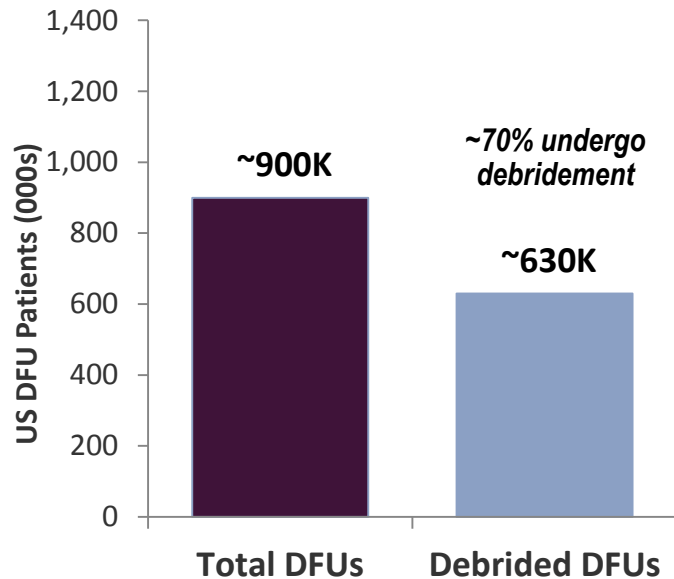


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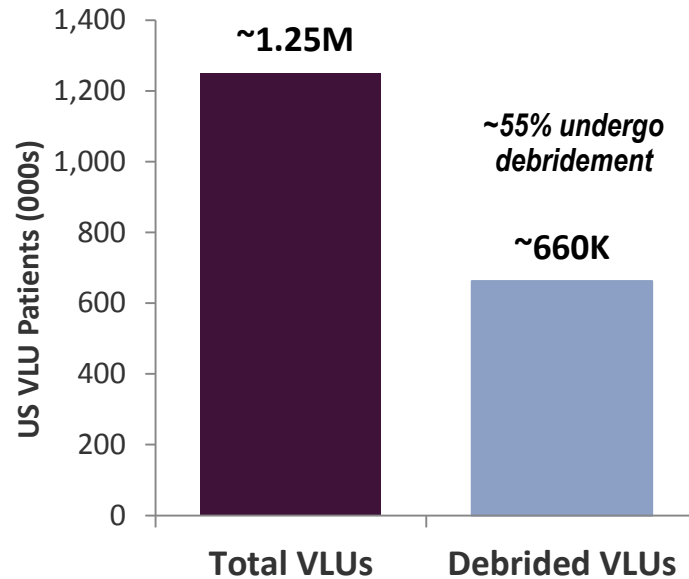


# Significant opportunity in DFU & VLU debridement

## Incidence of DFUs



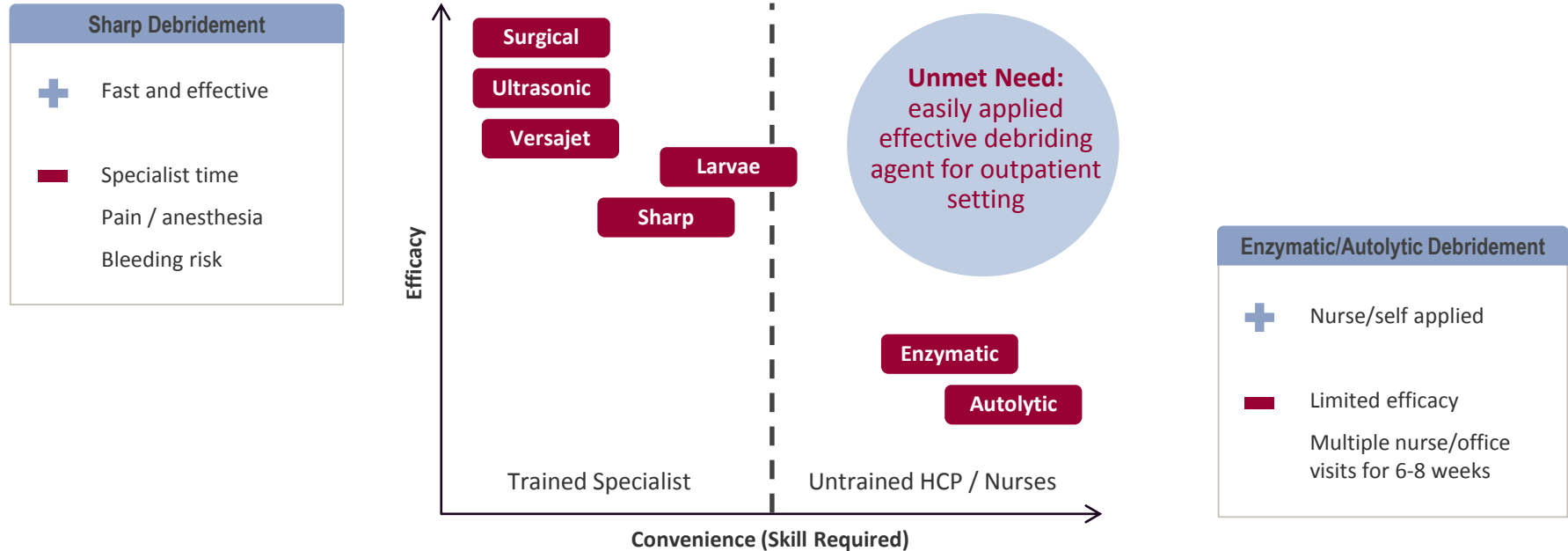
## Incidence of VLUs



Over \$1B market potential in DFU's and VLU's in the US alone

# Current standard of care limitations create unmet medical needs

## Debridement is a critical 1<sup>st</sup> step in wound treatment



# EscharEx - advanced formulation for debriding chronic wounds

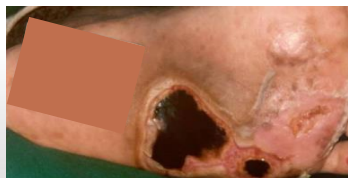
EscharEx



- **Biological drug** containing a mixture of proteolytic enzymes
- **Reduced risk of development**, benefits from the wealth of existing data on NexoBrid
- **Easy to use**, non-surgical topical application for outpatient setting
- **Developed to fit market dynamics**
- **Effectively debride** chronic wounds **in less than a week**
- **Extended IP protection**

# Promising results in a Phase 2 feasibility study

## 1 Diabetic Foot Ulcer (3 months old)



Before



After 2nd application

**Result:** Wound debridement in 2 applications

## 2 Venous Leg Ulcer (11 months old)



Before



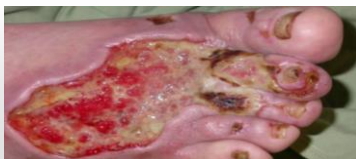
After 1st application

**Result:** Wound debridement in 1 application

## 3 Post traumatic (6 weeks old)



Before



After 4th application

**Result:** Wound debridement in 4 applications

## 4 Pressure Sore (4 months old)



Before



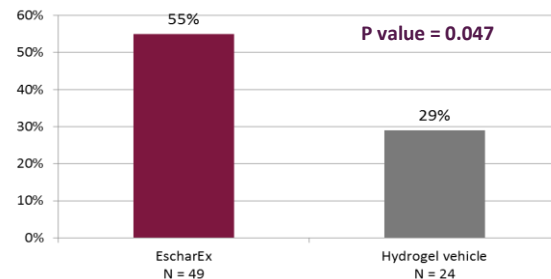
After 2nd application

**Result:** Wound debridement in 2 applications

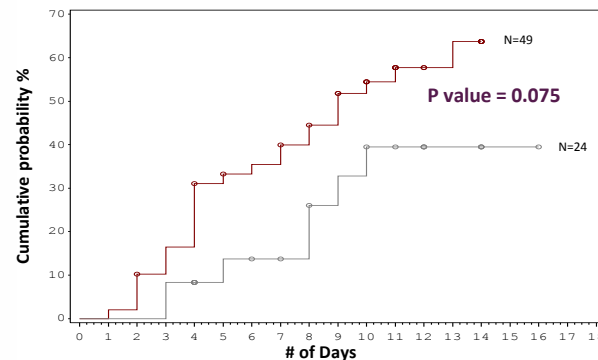
## Phase 2 results

- ✓ The study met its primary endpoint with statistical significance
- ✓ Significantly higher incidence of complete debridement compared with patients treated with the hydrogel vehicle
- ✓ Debridement occurred earlier in group treated by EscharEx
- ✓ No deleterious effect on wound healing was observed
- ✓ Safety profile comparable to hydrogel vehicle

### Incidence of complete debridement w/i 10 daily applications



### Time to complete debridement w/i 10 daily applications\*

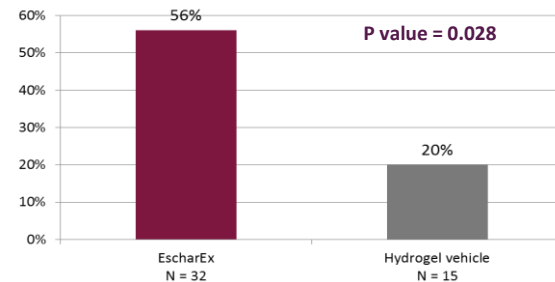


\*Kaplan-Meier survival analysis with log rank p-value

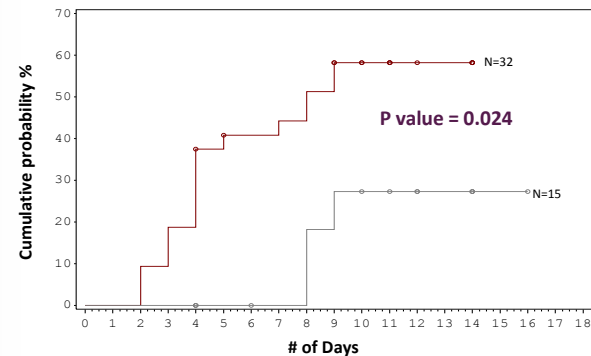
## Phase 2 - DFUs and VLUs post-hoc analysis

- ✓ Significantly higher incidence of complete debridement compared with patients treated with the hydrogel vehicle
  - ✓ Debridement occurred significantly earlier in the group treated by EscharEx
  - ✓ 93% of the patients who completed debridement with EscharEx were debrided within 7 days (after 4-5 applications, on average)
- 2<sup>nd</sup> cohort safety study:**
- ✓ Overall, no material safety concerns were identified after extended periods of application

### Incidence of complete debridement w/i 10 daily applications



### Time to complete debridement w/i 10 daily applications\*



\*Kaplan-Meier survival analysis with log rank p-value

# Planned design of EscharEx pivotal program

EscharEx

## Study Design

- 2 prospective, randomized, assessor blinded studies
- Controlled: EscharEx vs. Vehicle vs. Standard of care
- Indications: DFUs study and VLU study
- Sample size (per study): ~350 patients
- Interim analysis: ~200 patients
- Multi-Center (per study): ~ 30 centers
- Follow up: 3 months

## Endpoints

- **Primary:** Incidence of complete debridement of non viable tissue vs. vehicle
- **Secondary:** Time to complete debridement; wound status; QoL
- **Safety:** Non-deleterious effect on wound closure; Lab. tests; AEs, etc.

## Expected Timeline

- Protocol submission: 1H/2018

# Financial snapshot (as of September 30, 2017)

- IFRS
- ~75 employees
- Operating loss 1Q-3Q/17: \$10.2m
- Capital structure: 27.0m outstanding ordinary shares; 2.0m outstanding stock options
- NOL: ~\$111m carry-forward losses; Favorable tax rates (“beneficiary enterprise”)
- No debt

## Statement of operations

(\$ in millions)	9 months ended September 30, 2017
Revenues	2.0
Gross profit	0.8
Research and development, net of participations	4.3
Selling, general and administrative	6.7
<b>Operating loss</b>	<b>10.2</b>

## Balance sheet

(\$ in millions)	As of September 30, 2017
Cash, cash equivalents and short term cash deposits	40.6
Working capital, net*	33.5
<b>Total assets</b>	<b>49.0</b>
<b>Shareholders' equity</b>	<b>11.8</b>



# Cash\* and funding sources

- **Cash\* position:** ~\$40.6m (as of 30/9/17)
- **Burn rate 1Q-3Q/17:** Net cash used for ongoing operating activities ~ \$13.1m
- NexoBrid development funded by BARDA
- Raised net proceeds of \$22.8 million through public equity offering
- **FY17 cash use for operations:** estimated at the lower end of \$15-17m

## Statement of cash flows

(\$ in millions)	9 months ended September 30, 2017
Continuing operating activities	(12.0)
Continuing investing activities**	(0.8)
Continuing financing activities	23.1
Exchange rate differences	0.01
	<b>10.3</b>

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Thank you

[www.mediwound.com](http://www.mediwound.com)



**MediWound**

Innovative solutions for wound & burn care

Contact: [ir@mediwound.com](mailto:ir@mediwound.com)