



Pharming Group NV

Sijmen de Vries
Chief Executive Officer

ProBeleggen Symposium
Bussum
08 June 2018

Safe Harbour Statement

The information contained in this document and communicated verbally to you (together the "Presentation") is being supplied to you solely for your information and may not be copied, reproduced or further distributed to any person or published, in whole or in part, for any purpose.

The Presentation does not form any part of an offer of, or invitation to apply for, securities in Pharming Group N.V. (the "Company").

The Presentation speaks as of the date shown on the front cover. The Company assumes no obligation to notify or inform the recipient of any developments or changes occurring after the date of this document that might render the contents of the Presentation untrue or inaccurate in whole or in part. In addition, no representation or warranty, express or implied, is given as to the accuracy of the information or opinions contained in the Presentation and no liability is accepted for any use of any such information or opinions given by the Company or by any of its directors, members, officers, employees, agents or advisers.

The Presentation contains forward-looking statements, including statements about our beliefs and expectations. These statements are based on our current plans, estimates and projections, as well as our expectations of external conditions and events. Forward-looking statements involve inherent risks and uncertainties and speak only as of the date they are made. The Company undertakes no duty to update these and will not necessarily update any of them in light of new information or future events, except to the extent required by applicable law.

The Company's securities have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the "Securities Act"), and may not be offered or sold in the United States absent registration under the Securities Act or an available exemption from, or transaction not subject to, the registration requirements of the Securities Act.



Company Overview

We develop and commercialize human therapeutic proteins for innovative therapies meeting important patient needs

- Euronext: PHARM - market capitalization: ~€800 million (\$977 million) at €1.33 per share

- Headquarters in NL, R&D in France, EU and US commercial operations with approximately 145 employees in total

- 1st product approved and marketed : RUCONEST®
- Recombinant human C1-esterase inhibitor (enzyme replacement therapy)
- For acute angioedema attacks in patients with hereditary angioedema (HAE)
- Marketed in USA, EU, Korea and Israel with other territories coming

- Platform technology makes recombinant human molecules cleanly and efficiently
- New Enzyme Replacement Therapies (ERT) for other genetic conditions about to enter clinic

Corporate Highlights

RUCONEST® Commercialisation

- Re-acquisition of US commercialization rights from Valeant in December 2016
- Q1 2018 revenues: €29.5 million (Q1 2017: €15.5 million)
- Temporary supply issues during Q4 2017 at a competitor now resolved

RUCONEST® Franchise Development

- Prophylaxis of HAE with published data showing efficacy as good as any
- sBLA accepted for review by FDA: Action date 21 September 2018
- Additional large (non-HAE-related) indications being assessed for RUCONEST®

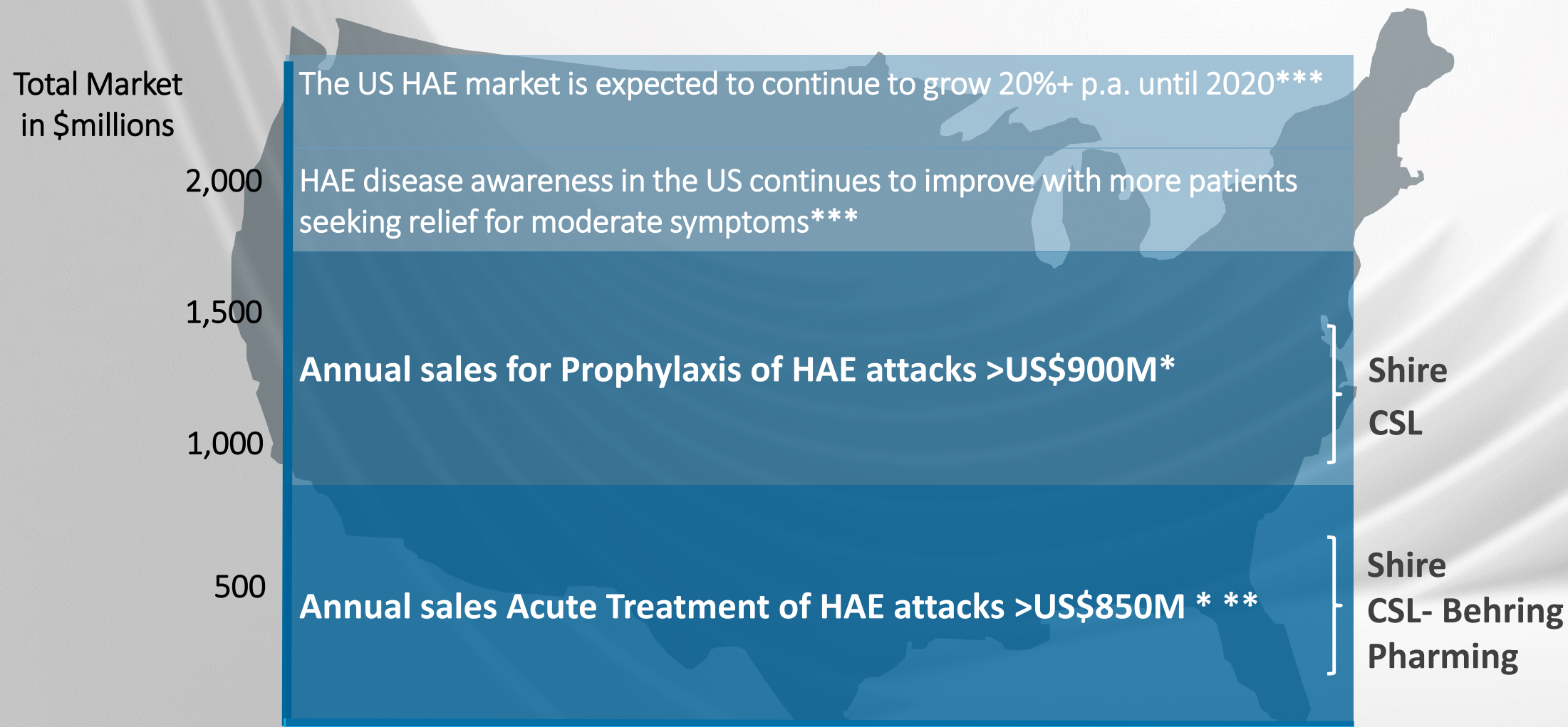
Maturing pipeline beyond RUCONEST®

- Program for Pompe filing for IND end of this year
- Use same transgenic founder technology to target \$1 billion+ markets where all existing products have boxed warnings

Solid Financial Base

- Financed with a \$100 million 4yr facility with OrbiMed Advisors in July 2017
- Q1 2018 operating profit: €8.2 million (Q1 2017: €3.9 million)
- Q1 2018 net profit: €3.3 million (Q1 2017: net loss €5.7 million)
- Positive cashflows: Cash balance at Q1 2018: €60.0 million (Q1 2017 €27.6 million)

US HAE Market Overview – Rapid Growth, Significant Potential



* 2016 results/ SEC filings SHPG, Pharming

** Includes estimate for plasma-derived C1- esterase inhibitor sales / not disclosed by CSL Behring

*** Leerink Swann, competitor interviews, 13 September 2012 & analyst reports

HAE Treatment Options Based on Published Results

RUCONEST

- Launched as 1st recombinant (non-plasma) Enzyme Replacement Therapy (ERT)
- Acts fast and stops attacks in up to 97% of cases
- Protects against subsequent attacks in 93% of cases for up to 3 days

Bradykinin / kallikrein pathway inhibitors

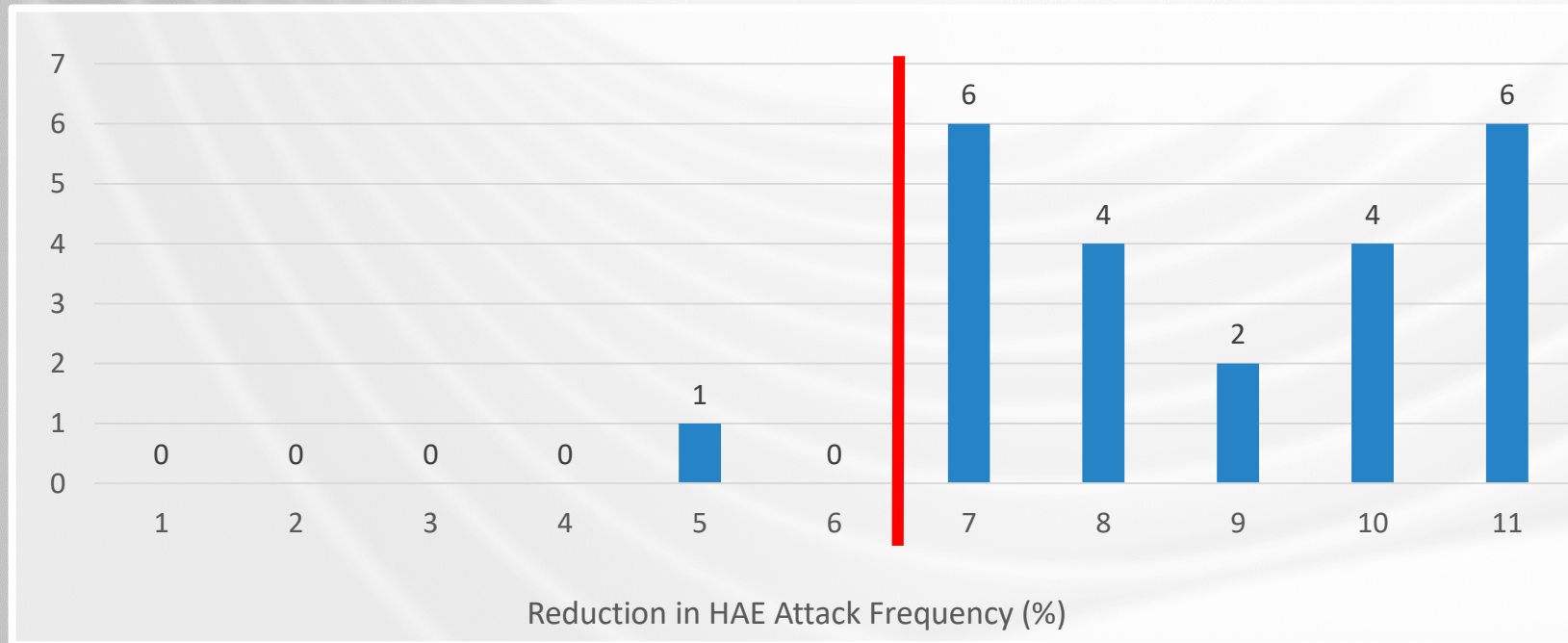
- Symptoms suppression, but have significant limitations in response rates and suffer from break-through events, necessitating additional dosing for the same attack in up to 31% of cases
- No clarity on long-term effects of shutting down this pathway

Plasma-derived ERTs

- No breakthrough attacks, but sub-optimally dosed for acute treatment, so feature lower response rates and lower sustainability

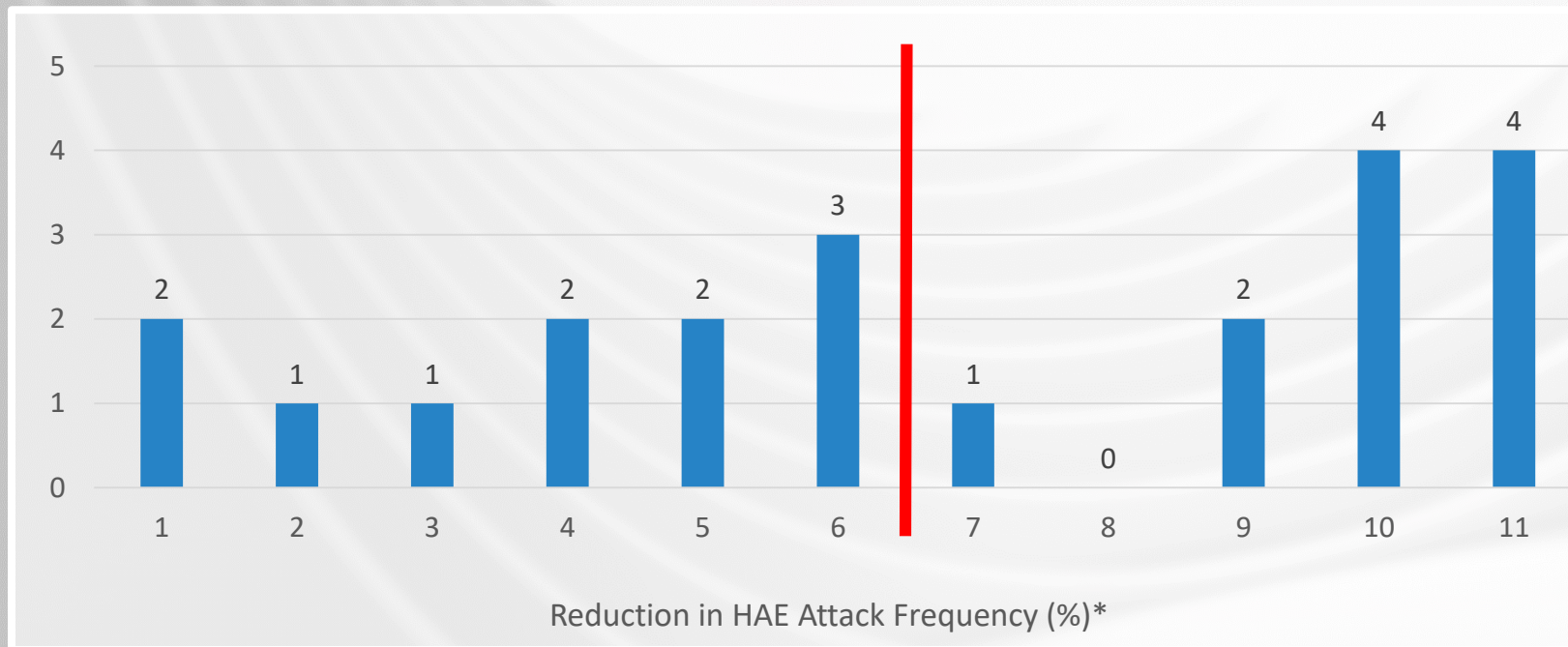
rhC1INH Prophylaxis: Clinical Response with 2x Weekly Dosing

Prophylaxis with Twice Weekly rhC1INH resulted in consistent reduction of HAE attack frequency (n=23)*



pdC1INH Prophylaxis: Clinical Response with 2 x Weekly Dosing

Prophylaxis with Twice Weekly Nano-filtered pdC1INH (n=22) resulted in varying reduction of HAE attack frequency



Large quantities of blood plasma needed

Product	Dose	Source	Per dose	Required for 1 patient for a year	
				Human blood donations (2 doses/week)	Total amount of plasma
Berinert®	20 IU/kg	Plasma	5	Varied	Varied
Cinryze®	1000-2500 IU	Plasma	3-8	300-750	0.2-0.6 tons
Haegarda®	60 IU/kg	Plasma	15	1500	1.2 tons
RUCONEST	50 IU/kg	Recombinant	0	0	0

“This is very powerful information. It’s the first time that I’ve even grasped the magnitude of this issue. And I think this needs to be communicated with the rest of the medical community and even to the patients ... I was hesitant to write more [prescriptions for C1-inhibitor products], because I worry with so many donations ... ” – Leading KOL

Next Generation RUCONEST for HAE

Efficacy and safety profile for the treatment of HAE attacks is unsurpassed*

- Improve convenience of use
- Development of highly concentrated vial for faster application of intravenous (IV) therapy (significantly lower volume and very rapid dissolution)
- New vial will enable clinical trials to test subcutaneous (SC), intracutaneous (IC) and intra-muscular (IM) injections for both treatment and prophylaxis of HAE attacks
- Clinical trials for SC, IC and IM applications are planned in 2H2018

*on the basis of comparing published literature and patient experience



RUCONEST development beyond HAE

RUCONEST as first and only recombinant (non-plasma) ERT is based on Pharming's very scalable platform

Investigator Sponsored Studies in additional indications are underway and initial results from first of these is expected in Q3 2018

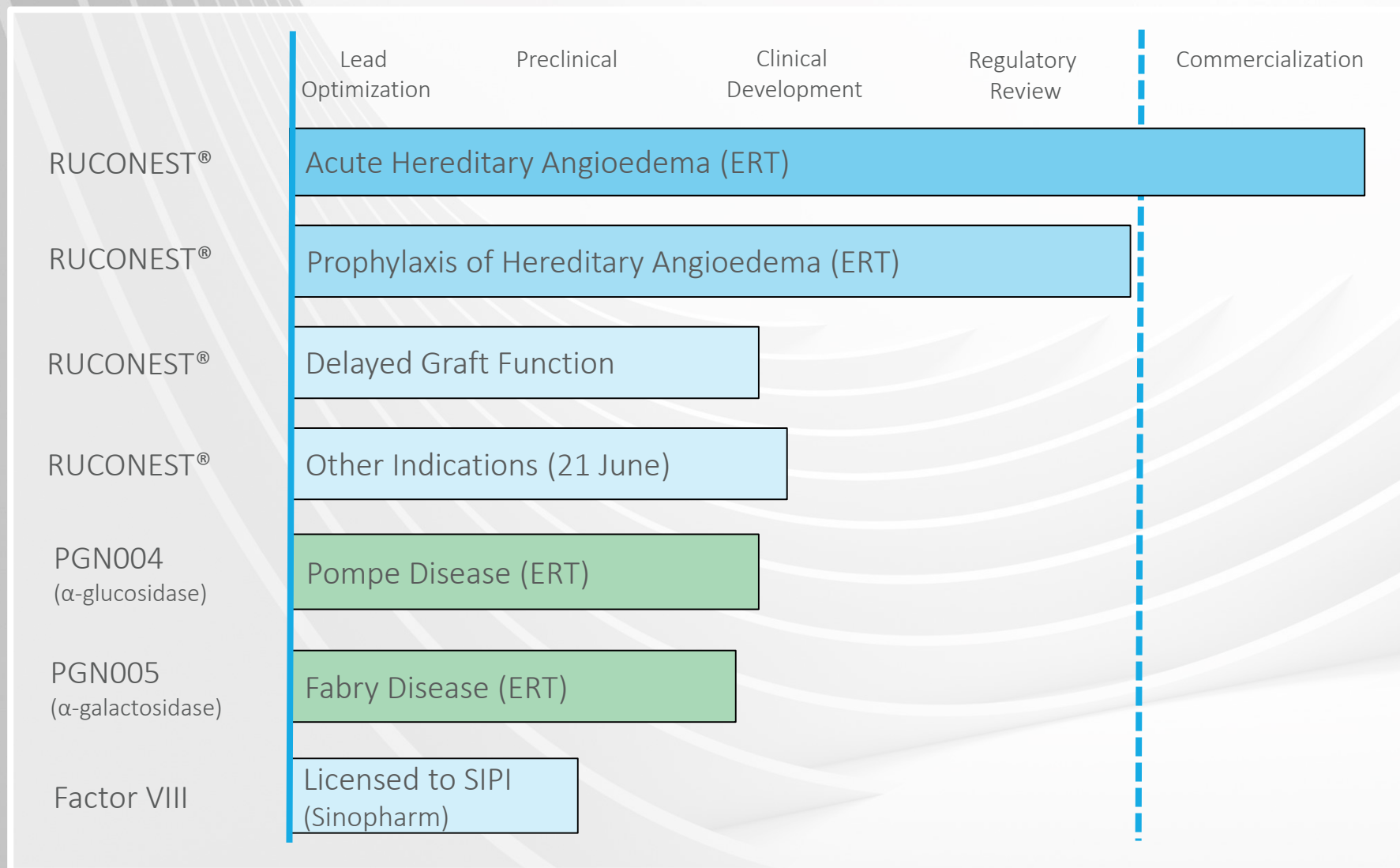
Company-driven clinical development plan for an undisclosed additional indication to be initiated and first patients are to be treated within 2018

Very difficult for plasma-derived C1 esterase inhibitors to tackle these indications because of the limitations on available donations

Capital Markets Briefing on the new indications and development progress on 21 June 2018 In New York City / live webcast



Building a multiproduct franchise and pipeline



rh- α -glucosidase (rhaGLU) for Pompe

Pompe's disease

- Rare autosomal recessive lysosomal storage disease
- Caused by the lack of functional α -glucosidase (haGLU or GAA)
- 5-10k patients world-wide, with global market over \$1 billion
- Usually fatal in the first year of life if untreated, can be fatal if diagnosed later

rhaGLU

- Risk/ benefit profile of existing products is poor, with limited penetration of the population as a result
- Boxed warnings for immunogenicity / antibody formation and associated sub-optimal clinical results
- Cell line-derived recombinant highly glycosylated proteins such as rhaGLU and rhC1INH appear to reach “the limits” of capabilities of cell-based reactors, with products usually highly immunogenic or with off-target effects

rh- α -glucosidase (rhaGLU) for Pompe

rhaGLU

- rhC1INH RUCONEST (equally highly glycosylated) from our transgenic (rabbit) platform does not generate relevant antibody response
- A small 36-week clinical trial in infants with transgenic (rabbit-derived) rhaGLU showed good efficacy and did not report any safety concerns (2001)*
- De novo proprietary constructs for our rabbit platform for rhaGLU have been developed (2015) and rhaGLU is being produced initial clinical trial supplies ongoing
- Plan to have IND filed by YE2018

* Van den Hout et al; J. Inherit. Metab. Dis. 24(2001) 266-274

Financing and Capital Structure

- \$100 million 4 year debt facility with OrbiMed Advisors, maturing July 2021
 - Interest ~12%, reducing to **11% in 2019**
 - Recovery of **115 million** shares (24% of outstanding shares) which would otherwise have been issued at prices well below the current share price - now worth around **\$200 million**
- All convertible bonds now redeemed
- Almost all warrants exercised; **0.23%** of outstanding shares remaining
- Outstanding shares: **609 million**
- Cash at 31 March 2018: **€59.8m (\$72m)**
- Cash at 30 September 2017 (i.e. After financing): **€38.6m**

Q1 2018 Results

Financial summary - Euros

3 months to 31 March

	2018	2017	% Change
<i>Amounts in €m except per share data</i>			
Income Statement			
Revenue from product sales	29.3	15.2	93%
Other revenue	0.2	0.3	(33%)
Total revenue	29.5	15.5	90%
Gross profit	24.5	13.8	78%
Operating result	8.2	3.9	110%
Net result	3.3	(5.7)	158%
Balance Sheet			
Cash & marketable securities	59.8	27.6	117%
Share Information			
Earnings per share before dilution (€)	0.006	(0.012)	150%

* For Q1 2018 results release, please see www.pharming.com/News

12 Months Outlook

- Continued growth in sales of RUCONEST® driven by the US and EU operations
- Continuation of positive trend in operating results
- Continuation of positive Net Earnings during the year
- Continued investment in the expansion of production of RUCONEST
- Research and (Clinical) Development investments:
 - RUCONEST® in HAE (SC/IC/IM) with low volume vial to start by end 2018
 - Additional indications for RUCONEST® to start by end of 2018
 - New pipeline: Clinical development Pompe disease early 2019
- Increasing marketing activity, such as opening new countries for RUCONEST®
- Continue to support all our marketing partners to maximize the sales and distribution potential of RUCONEST® for patients in all territories

Increasing
sales and
continued
positive
results

Excellent growth proposition

1

Excellent reputation in the HAE space and strong support from the patients' associations, with only product to potentially get approval for both acute and prophylaxis indications in near term

2

RUCONEST is the only non-blood-plasma-derived C1 inhibitor therapy and features unsurpassed efficacy and safety profile for treatments of attacks of HAE (comparing published data)

3

Improving convenience of the next generation RUCONEST to allow for faster IV and SC/IM treatment, with other painless administration versions under research

4

About to initiate clinical development of additional much larger indications beyond HAE for RUCONEST

5

Follow-on pipeline, α -glucosidase (ERT for Pompe's disease) expected to enter clinical development early 2019 with potential for lower immunogenicity compared to existing products

www.pharming.com

Tickers:

ENXTAM: PHARM

Bloomberg: PHAR.AS

