

# Second Quarter Results 2007

August 14, 2007

Audio web cast conference call



# Disclaimer

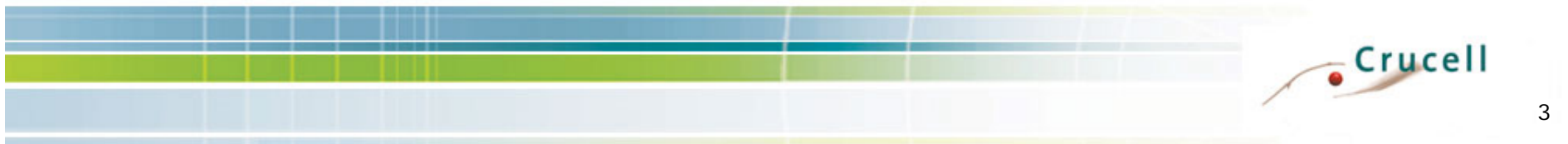
The presentation contains forward-looking statements that involve inherent risks and uncertainties. We have identified certain important factors that may cause actual results to differ materially from those contained in such forward-looking statements. For information relating to these factors please refer to our Form 20-F, as filed with the U.S. Securities and Exchange Commission on June 13, 2007, and the section entitled "Risk Factors". The Company prepares its financial statements under International Financial Reporting Standards (IFRS) with reconciliation to the generally accepted accounting principles in the United States (US GAAP).

# Agenda

- Highlights Second Quarter 2007
- Financial Results
- Q&A

Ronald Brus CEO

Leonard Kruimer CFO



# Business highlights

- Five PER.C6<sup>®</sup> based Phase I clinical trials completed
- Genzyme achieves promising results using STAR<sup>™</sup> technology
- Sanofi pasteur to enter Phase II with seasonal flu vaccine in the US
- Pandemic Flu Vaccine (H7N1) Flupan trial in Norway successfully completed
- Hepatitis A Epaxal<sup>®</sup> pediatric vaccine approved in Switzerland
- US Phase I trial completed for the tuberculosis vaccine with the Aeras Global TB Vaccine Foundation



# Technology & clinical pipeline update

- Genzyme was able to significantly increase protein production per production cell up to 70 pg/cell/day using **STAR™ Technology**
- Sanofi pasteur to enter Phase II for **PER.C6®** seasonal influenza vaccine
- Phase I **Pandemic Flu Vaccine** (H7N1/Flupan) in Norway has been completed and the vaccine was found to be sound, safe and well tolerated
- Phase I and II studies of the **Pandemic Viroosomal Flu** (H9N2) Vaccine have been completed, results are still blinded. No serious adverse side effects were reported to date

# Pipeline update - continued

- Earlier this year the **Hepatitis A Pediatric Epaxal<sup>®</sup> vaccine** was licensed in Switzerland and is currently under registration in selected countries
- **Advac<sup>®</sup>/PER.C6<sup>®</sup> Malaria Vaccine:** Crucell and the NIH have decided to add clinical sites in the US to speed up recruitment for the Phase I trial. Phase I results are not expected to be available by year-end 2007
- Phase I US trial of **Advac<sup>®</sup>/PER.C6<sup>®</sup> TB Vaccine** in collaboration with the Aeras Foundation has been completed
  - **BCG naïve individuals**
  - **data has been collected and results expected later this year**
  - **a second placebo controlled Phase I trial initiated in South Africa**

# Pipeline update - continued

- Market authorization and launch for live **Attenuated Yellow Fever Vaccine Flavimun<sup>®</sup>** have been re-scheduled and are expected in 2008. MoRuViraten<sup>®</sup> vaccine for Measles/Rubella, produced in the same facility, was successfully licensed and had its registration renewed
- Phase I study for the **Advac<sup>®</sup>/PER.C6<sup>®</sup> Ebola Vaccine** (in partnership with VRC) proceeding according to schedule. Results are expected to be reported in the fourth quarter of 2007 as planned

# Pipeline update - continued

- Phase I of the US trial for **Rabies Human Monoclonal Antibody Mix** completed
  - **no serious adverse effects reported**
  - **treatment well tolerated**
  - **results to be reported at the RITA meeting in Mexico in the fall**
  - **Phase I trial in India completed. Data analysis is ongoing**
- **Whole-killed Virus West Nile Vaccine:** Phase I trial was completed early this year, demonstrating safety and tolerability. Follow up studies are being planned. In addition, Crucell has developed human monoclonal antibodies against West Nile for therapeutic use and commercial options are currently being explored

# Pipeline update - continued

- **Advac<sup>®</sup>/PER.C6<sup>®</sup> HIV Vaccine:** IND for Phase I with Harvard Medical School (supported by the NIH) has been submitted to the FDA. The study is expected to start in the fourth quarter of this year as previously announced
- **Blood Coagulation Factor V<sup>L/C</sup>** (Reducing Blood Clotting Time for Haemophiliacs): Progress in producing the product has been achieved and successful proof-of-concept data have been obtained
- **Merck Ad5 HIV vaccine** Phase IIb Step Study in USA, Caribbean and Latin America, is fully enrolled with 3000 participants. Phambili study in South Africa, started beginning this year, is the first efficacy trial to take place in South Africa, also enrolling 3000 participants

# Distribution and licensing

## New Distribution Agreements:

- Long-term distribution agreement with Talecris Biotherapeutics (US). Exclusive distributor of Talecris' Prolastin<sup>®</sup> (alpha-1 proteinase inhibitor) in 10 Western European countries

## Licensing Agreements:

- Technology licensing: extension of non-exclusive research license agreement for PER.C6<sup>®</sup> with Novartis Vaccines and Diagnostics, Inc.
- Partnership DSM/Crucell signed new PER.C6<sup>®</sup> license with Sartorius Biotech
- Licenses with UCB, Celltech and Symphogen terminated for non-PER.C6<sup>®</sup> related issues

# Organizational changes

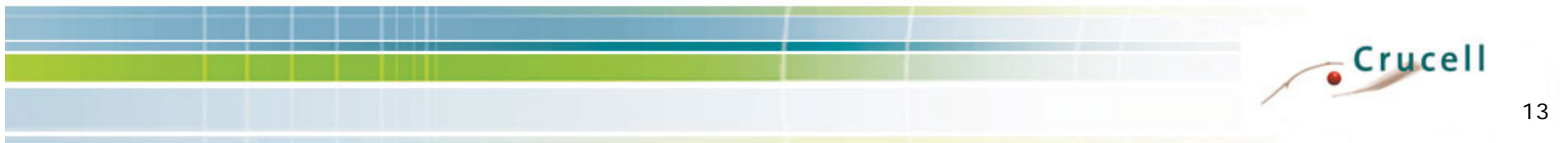
- Set up two business units for Proteins and Vaccines, with strong leadership, to tailor our growth strategy in strategic markets
- Bjorn Sjöstrand was appointed as head of the Vaccines business unit and Arthur Lahr heads the Protein business unit. Both are members of our management committee

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# Financial highlights Q2, 2007

- Combined total revenue and total other operating income of €39.4 million (82% increase versus Q206)
- 42% autonomous growth from successful introduction of Quinvaxem™ and growth in other vaccines, with the remainder being growth from acquisitions
- Gross margin increased to 39% compared to 23% in the first quarter due to a favorable product mix and lower acquisition related costs in COGS
- Net loss for the second quarter was €18.2 million versus a loss of €26.0 million the same quarter last year
- Net cash used in operations was €10.2 million compared to €15.4 million in the same quarter last year

# Results Q2 2007

€ million, except per share data

	Q2 2007	Q2 2006
Revenues and other operating income	39.4	21.7
Gross margin (revenues) <i>Percentage</i>	14.4 39%	3.0 23%
Operating expenses	(35.2)	(30.9)
Loss for the period	(18.2)	(26.0)
Loss per share	(0.28)	(0.44)

# Revenues and other operating income

€ million

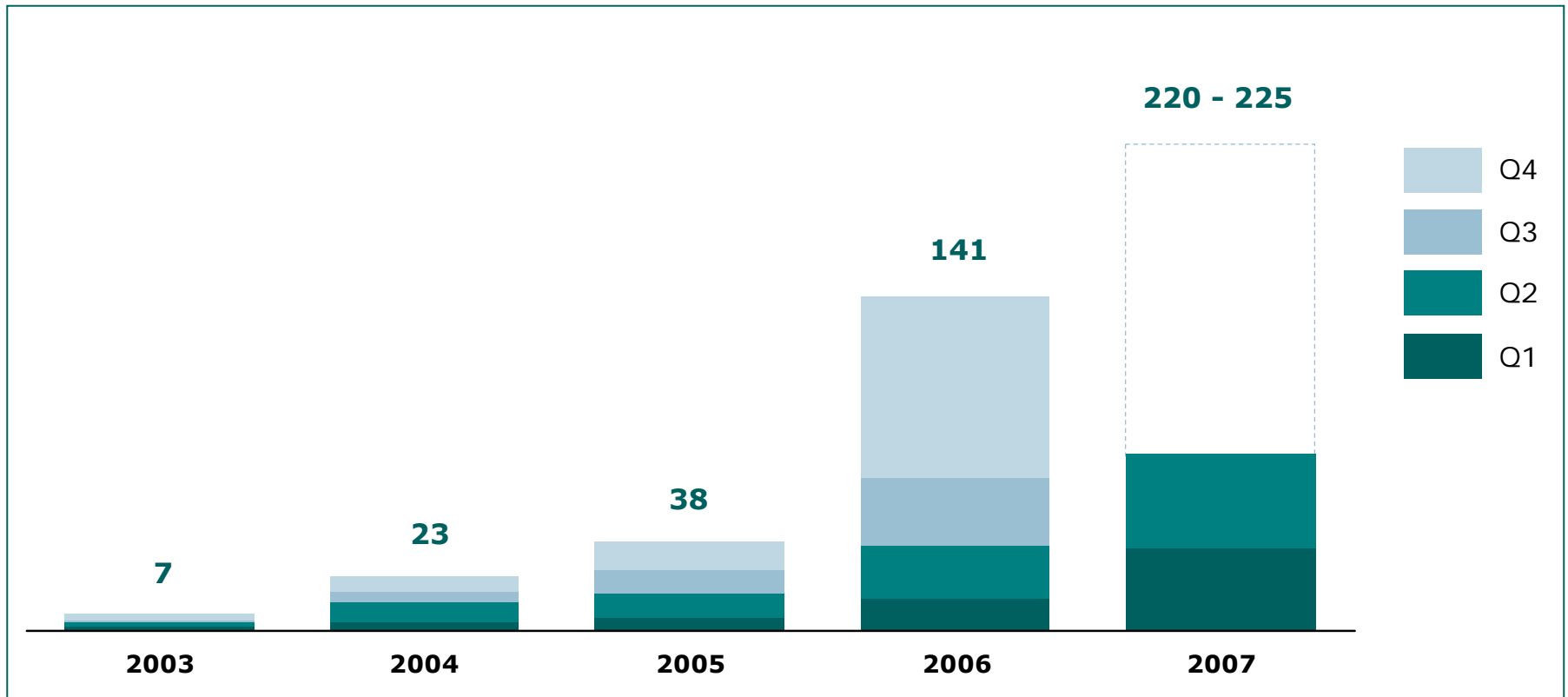
	Q2 2007	Q2 2006
Revenues		
Product sales*	32.2	14.4
License revenues	1.5	2.4
Service fees	3.2	2.1
Other operating income		
Grants	2.1	2.1
Other	0.4	0.7
 Total revenues and other operating income	 39.4	 21.7

\* Product sales: Pediatric vaccines 45%, Travel vaccines 38% and Other 17%



# Revenues and other operating income per quarter

€ million



# Costs of goods sold

€ million

	Q2 2007	Q2 2006
Cost of product sales*	(20.9)	(14.4)
Cost of service fees	(1.7)	(1.5)
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	(22.6)	(15.9)
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\* Includes purchase price adjustment of € 1.5 million in Q207 vs € 6.4 million in Q206

# Operating expenses

€ million

	Q2 2007	Q2 2006
Research & Development	16.8	19.2
Selling & Marketing	9.4	4.3
General & Administration	9.0	7.4
Total	<u>35.2</u>	<u>30.9</u>

# Cash flow

€ million

	Q2 2007	Q2 2006
Operating activities	(10.2)	(15.4)
Investment activities	(2.3)	16.6
Financing activities	2.9	(2.6)
Exchange rate effect on cash	(0.7)	0.3
Net decrease cash	<u>(10.3)</u>	<u>(1.1)</u>
Cash and cash equiv. March 31	<u>130.8</u>	<u>177.7</u>

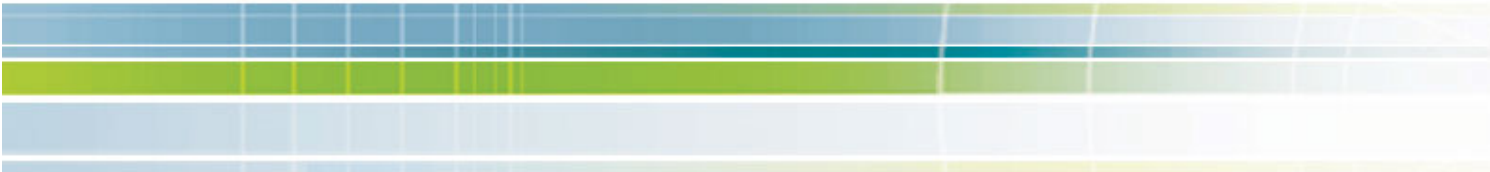
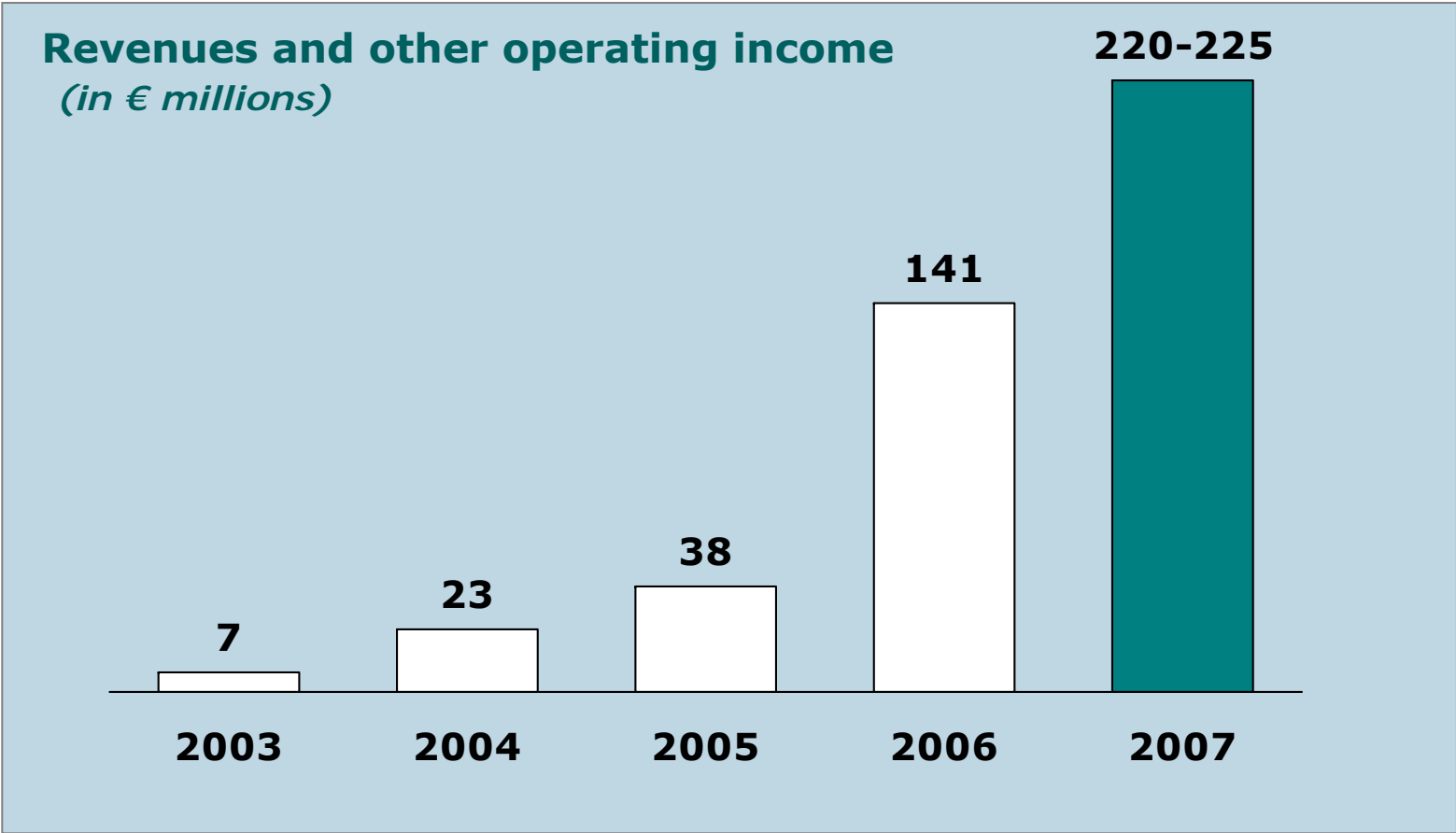
# Reserves

€ million

30 June  
2007

Cash and cash equivalents	130.8
Available for-sale investments	10.5
Other financial assets	16.1
Short term financial liabilities	19.4
Long term financial liabilities	27.9

# Reiterate guidance of € 220–225mIn

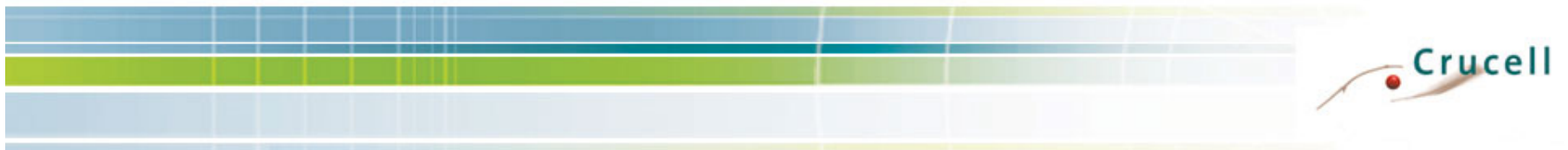


# Outlook

- The sales of influenza vaccines traditionally take place in the second half of the year and we expect the sales of Quinvaxem™ to continue to accelerate in the second half of this year
- Full year expectations for total revenue and other operating income remain in the €220 to €225 million range
- Based on results to date and due to the seasonal pattern of cash inflow, we reiterate our outlook for the full year, to achieve cash break-even on 'net cash from operating activities'

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**For more information:  
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