

# Galápagos

## Company presentation

Seine-Saint-Denis, Territoire d'innovations des  
Sciences pour le Vivant

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December 2011





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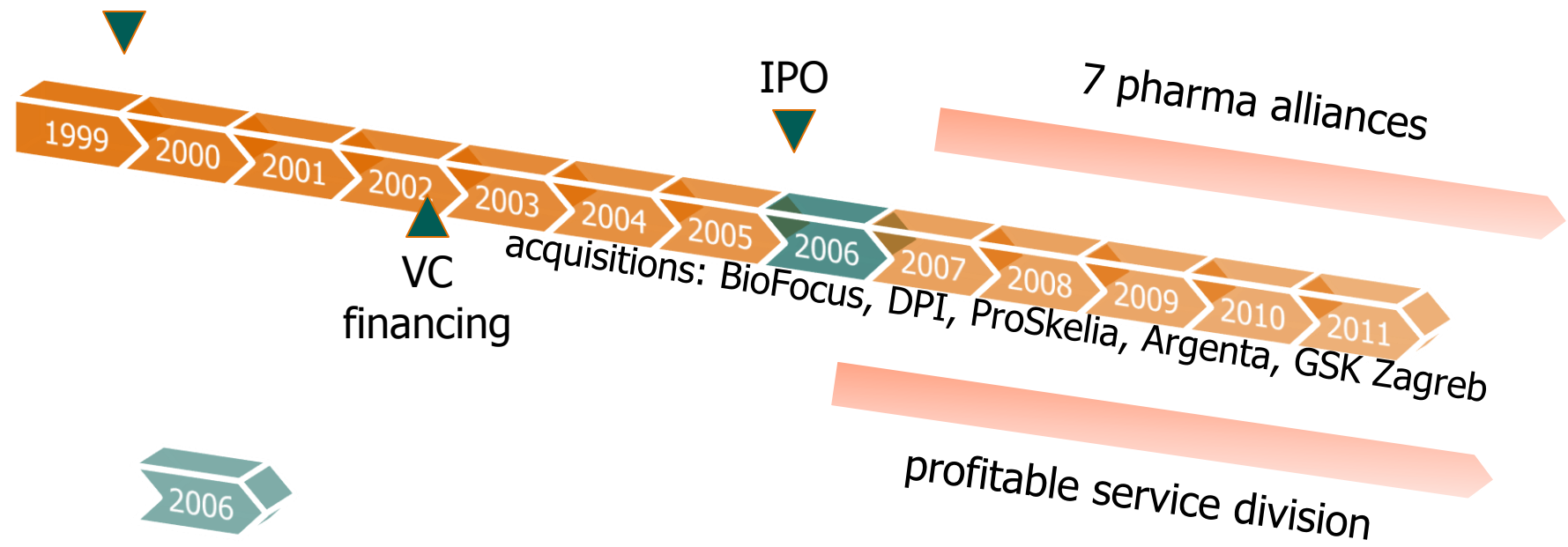
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# Paving the way to success

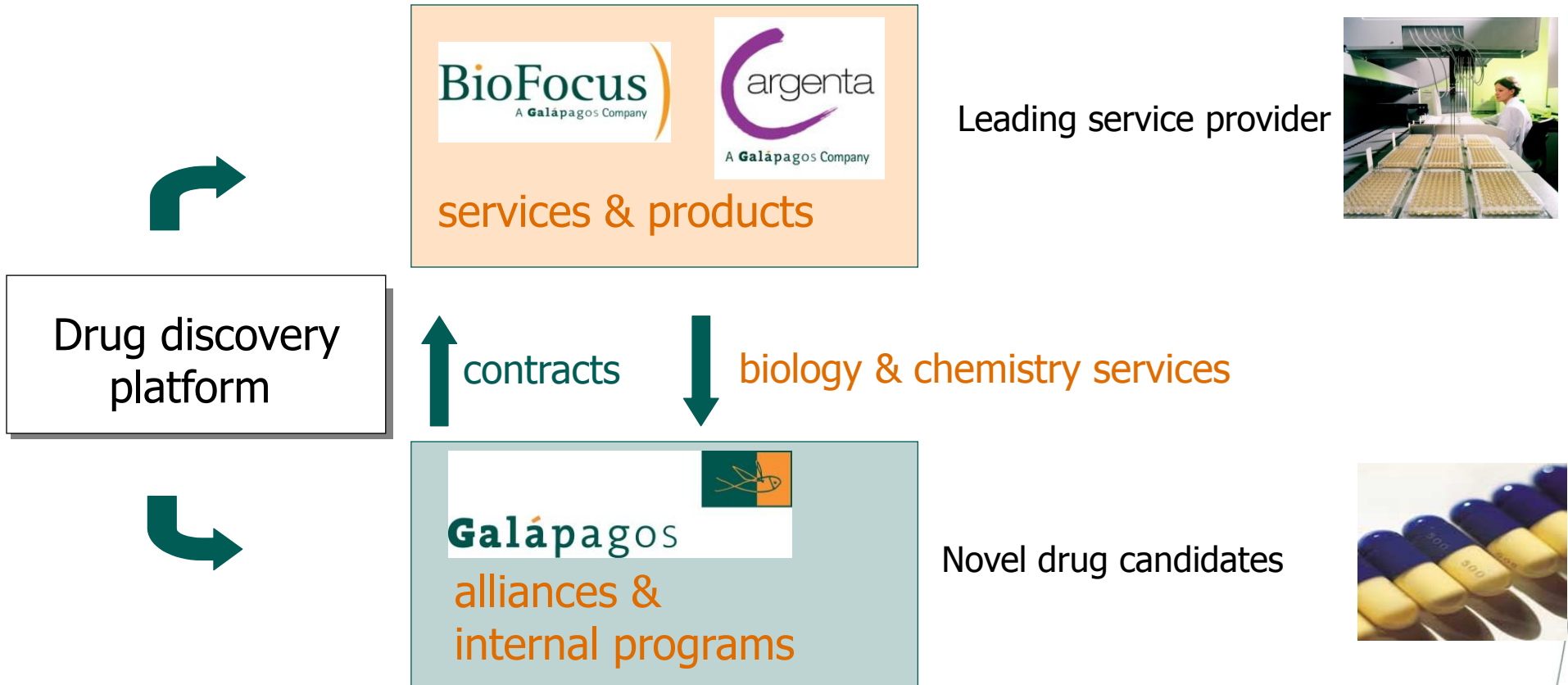
founded by  
Crucell & Tibotec



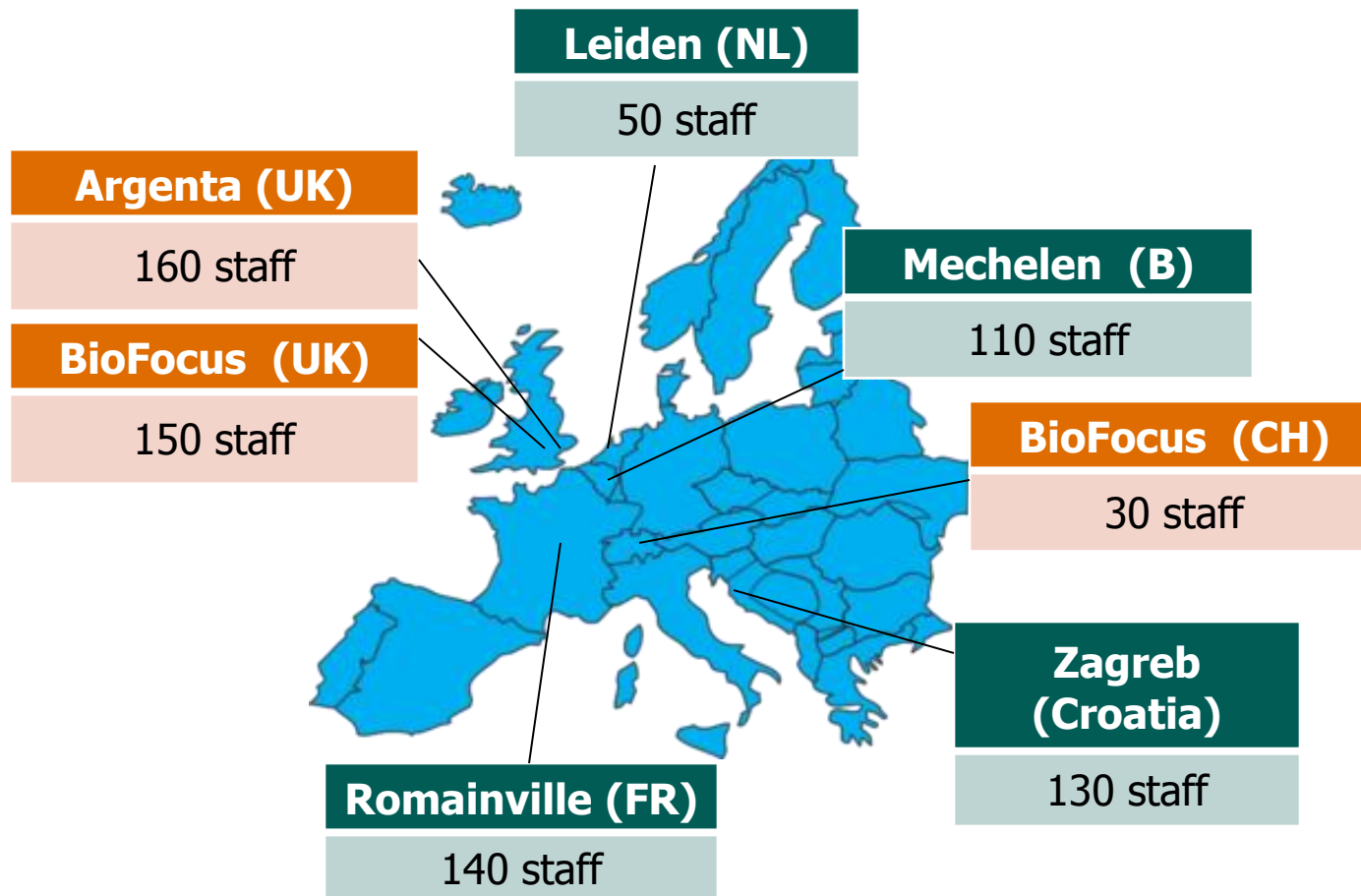
## December 22 2006

Galapagos acquires ProSkelia from ProStrakan and raises €31 million

# Business model



# Galapagos sites



# Galapagos offers novelty

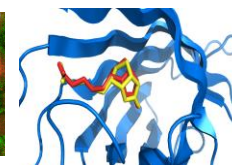
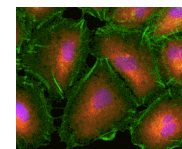
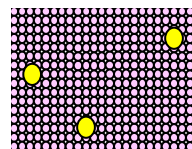


## Innovative development

- seasoned team of 15 experts
- early Proof-of-Concept & biomarker data

## Efficient drug discovery

- 50 discovery programs
- 685 scientists
- leading service provider



## Novel modes of action

- IP on target & molecule
- proven in 15+ diseases
- small molecules & antibodies





# Galapagos

## A leading European biotech

- GLPG0634: first JAK1 compound to show efficacy in RA
- Large pipeline: 5 clinical, >50 discovery programs
- Alliances worth up to €2.8 billion + royalties
- Leading fee-for-service provider
- Profitable, cash-generative since 2009



# Our networks in Seine St Denis & IDF

Servier  
(arthrose et oncologie)

Roowin (scale-up & medchem)  
Structuralis (RMN)  
Kyrulia (chiral separations)  
MC Boissier, Paris 13, Hopital de Bobigny



F. Berenbaum (Hopital St Antoine)  
V. Goffin (U. Paris Descartes)  
V. Escriou (U. Paris Descartes)  
K. Clément (UPMC-HUI ICAN)

Hopital Henri Mondor (AI)  
Sanofi-Aventis (AI)





# Funding successes & drawbacks

- ✓ Several grants obtained from Flemish public agency (IWT) to finance research programs: > €6 M in 2010
- ✓ Eureka program supported by OSEO (€0.5 M AR)
- ✓ Clinical program supported by Medicen through OSEO (€1.3 M AR)
- Always on ANR « liste complémentaire »...
- Unsuccessful first attempt FUI funding
- Too big to benefit from SME dedicated programs (IMI, Eurostars)
- Can not apply to PISI or PSPC



# Expectations

- Best source of French R&D funding for GLPG is CIR!
- Incentives to grow, invest, create employment
  - grew from 50 to 150 employees in Romainville in 5 years
  - indirect employment through collaborations & CROs

But...

- ETI no longer receives immediate reimbursements
- CIR 2011: recognized overhead down from 75% to 50% as of this year
- No other public incentives to grow (?)