



## Corporate Factsheet

### Key facts

<b>Founded:</b>	1999
<b>Based in:</b>	Mechelen, Belgium
<b>Employees:</b>	~ 820
<b>Internal programs:</b>	rheumatoid arthritis, osteoporosis, osteoarthritis, cancer, anti-infectives, inflammatory diseases, metabolic diseases, fibrosis and cystic fibrosis
<b>Service operations:</b>	BioFocus and Argenta
<b>Service offering:</b>	gene-to-candidate discovery services and products
<b>Operations in:</b>	Mechelen, Belgium Romainville, France Saffron Walden & Harlow, UK Leiden, The Netherlands Zagreb, Croatia

### Executive Team

Onno van de Stolpe  
*CEO*

Guillaume Jetten  
*CFO*

Piet Wigerinck, PhD  
*CSO*

André Hoekema, PhD  
*SVP Corporate Development*

Chris Newton, PhD  
*SVP Galapagos Services*

### Key financials

<b>Listings:</b>	Euronext Brussels & Amsterdam, GLPG ADR level 1 Pink Sheets OTC, GLPYY
<b>Revenues:</b>	'11: €122 M, H1 '12: €64.5 M from continuing operations
<b>Net profit:</b>	'11: €30.1 M, H1 '12: -€11.3 M from continuing operations
<b>Cash position, 30-Jun-12:</b>	€122.6 M
<b>Guidance 2012:</b>	group revenues €150 M, cash position €130 million, positive operational results and net income, increased cash and profit contribution service operations



# Galapagos

## Business model/partnering strategy

- Clinical stage biotechnology company combining internal programs with service activities
- Since the first alliance with GlaxoSmithKline in June 2006, Galapagos' alliances with pharma partners have brought in more than ~€200 million in payments. Galapagos is eligible to receive success-dependent milestones, plus royalties through:
  - Inflammation alliance established with GlaxoSmithKline (Jun 2006, expansions in Jul 2007, Dec 2008 and Dec 2009)
  - Rheumatoid arthritis (RA) alliance with Janssen Pharmaceutica, a Johnson & Johnson company (Oct 2007)
  - Osteoporosis alliance with Eli Lilly (Dec 2007)
  - COPD (lung disease) alliance with Roche (announced Jan 2010, expanded to include antibody targets and fibrosis later in 2010)
  - Osteoarthritis (Jun 2010) and Oncology (Sep 2011) alliance with Servier
- Alliance payments & service revenues help to fund the Company's R&D programs, including its proprietary orphan disease pipeline, thereby building long-term value
- Galapagos also is developing antibodies based on novel modes of action in an alliance in bone & joint diseases with MorphoSys (Nov 2008)
- Hybrid business model proven successful in financing the proprietary pipeline, with limited loss or even profitability

## Pipeline

Galapagos' drug pipeline is based on a mixture of known and novel targets and includes four candidate drugs in clinical testing

- GLPG0634, a selective JAK1 (Janus kinase 1) inhibitor being developed for RA, which showed excellent efficacy and safety in two studies in RA patients. Galapagos announced a global agreement with Abbott to develop and commercialize GLPG0634, worth \$1.35 billion in payments, plus tiered double-digit royalties.
- GSK in-licensed GLPG0778 and GLPG0555 from the immuno-inflammation alliance
- GLPG0187 (metastatic cancer) shows good safety and biomarker response in a first-in-human study, and is currently in a Phase Ib study to measure safety and initial efficacy in cancer patients.
- The first-in-human study with GLPG0974 (Crohn's disease) showed a good safety and biomarker response with once-daily oral dosing. In September 2012, Galapagos started a second Phase I study in healthy volunteers.
- Around 30 discovery programs, including novel mode of action programs in cystic fibrosis



## Corporate History

- Founded in 1999 as a joint venture between Crucell (CRXL) and Tibotec (JNJ)
- Built leading drug discovery service operation, through acquisitions of BioFocus (Oct 2005), assets of Discovery Partners International (Jun 2006), Inpharmatica (Dec 2006) and the service operations of Argenta (Feb 2010)
- Broadened therapeutic pipeline through acquisition of ProSkelia (Dec 2006)
- Announcement of several alliances with big pharma companies (Jun 2006 – Jul 2010)
- Acquired former GSK research center in Zagreb, Croatia (Sep 2010)
- Signed global agreement with Abbott to develop and commercialize GLPG0634 worth \$1.35 billion plus tiered double-digit royalties (Feb 2012)