

# NANOBIOTIX



## License Agreement Amendment Conference Call

March 18, 2025

Developing disruptive physics-based nanotherapeutics  
to transform outcomes for millions of patients

# Important notice regarding forward-looking statements

**IMPORTANT:** You must read the following before continuing.

References herein to this presentation (the "Presentation") shall mean and include this document, the oral presentation accompanying this document provided by Nanobiotix SA (the "Company" and, together with its subsidiaries, the "Group"), any question and answer session following that oral presentation and any further information that may be made available in connection with the subject matter contained herein. This Presentation has been prepared by the Company and is provisional and for information purposes only. The information has not been subject to independent verification and is qualified in its entirety by the business, financial and other information that the Company is required to publish in accordance with the rules and regulations applicable to companies listed on the Nasdaq Global Select Market and the regulated market of the Euronext in Paris and the requirements of the U.S. Securities and Exchange Commission (the "SEC") and the French Financial Markets Authority (Autorité des Marchés Financiers -- the "AMF"), including the risk factors described in the Company's most recent universal registration document filed with the AMF and the most recent Annual Report on Form 20-F filed with the SEC, as updated from time to time by the Company's other public reports including the most filed recent half-year report (together the "Report"), which are available free of charge on the Company's website ([www.nanobiotix.com](http://www.nanobiotix.com)) and the respective websites of the AMF ([www.amf-france.org](http://www.amf-france.org)) and the SEC ([www.sec.gov](http://www.sec.gov)).

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In light of the significant uncertainties in these forward-looking statements, these statements should not be regarded or considered as a representation or warranty by the Company or any other person that the Company will achieve its objectives and plans in any specified time frame or at all. Even if the Company's performance, including its financial position, results, cash-flows and developments in the sector in which the Company operates were to conform to the forward-looking statements contained in this Presentation, such results or developments cannot be construed as a reliable indication of the Company's future results or developments. The Company expressly declines any obligation to update or to confirm any prospective information in order to reflect an event or circumstance that may occur after the date of this Presentation. The Presentation and any information do not constitute an offer to sell or subscribe or a solicitation to purchase or subscribe for securities, nor shall there be any sale of these securities in the United States or any other jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction. No public offering of securities may be conducted in any member state of the European Economic Area (including France) prior to the publication in the relevant member state of a prospectus that complies with the provisions of Regulation 2017/119.

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Caution should be exercised when interpreting results from separate trials involving separate product candidates. There are differences in the clinical trial design, patient populations, and the product candidates themselves, and the results from the clinical trials of distinct product candidates may have no interpretative value with respect to our existing or future results. Similarly, caution should be exercised when interpreting results relating to a small number of patients or individually presented case studies.

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# Today's Speakers and Agenda

- Speakers:

- Laurent Levy, Co-Founder and Chairman of the Executive Board
- Bart van Rhijn, Chief Financial and Business Officer

- Agenda:

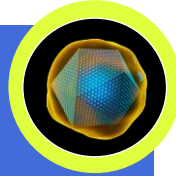
- NBTXR3: Addressing One of the Largest Untapped Markets in Oncology
- Strengthening of Nanobiotix's financial position through amendment of our global licensing agreement for JNJ-1900 (NBTXR3), which extends our cash visibility to mid-2026

# Develop First-in-Class Nanophysics-Based Drugs to Benefit Millions

Three platforms leading to multiple products, from Phase 3 to preclinical stage

## NBTXR3

Nano-radioenhancer to help millions of patients receiving Radiotherapy



Capturing the largest market in oncology with top tier pharma

## Curadigm

Nanoprimers to redefine the way drugs can be designed



Disrupting drug development

## OOccuity

Nanoswitches to rewire the brain



Developing first in class products for CNS diseases

# Pathway to Sustainability and Growth

Targeting sustainability and growth in the next few years

Addressing one of the Largest Untapped Markets in Oncology  
With Janssen<sup>(1)</sup>  
First in Class Radioenhancer NBTXR3 (JNJ-1900)


\$2.6B+ Janssen 2023 license agreement for NBTXR3 + royalties  
Potential for near and mid-term development and regulatory milestones  
Two first indications in lung and head and neck cancers:

- Over 100,000 <sup>(2)</sup> patients addressable in the US & EU5 alone
- \$10 B market potential <sup>(3)</sup>

Ongoing Phase 3 in head and neck cancer; interim data that could potentially lead to registration <sup>(4)</sup> (1H 2026 <sup>(5)</sup>)  
Phase 2 in lung stage III (launched by Janssen)  
Multiple Phase 1/2 ongoing with read out in the coming 12 months

Beyond NBTXR3 : Developing new  
First in Class Products With Curadigm  
Platform

Disrupting drug development  
Multiple indications and product applications:  
nanomedicine, RNA & DNA based products,  
oncolytic viruses, cell therapies  
Preclinical POC established with world-class  
partners: Sanofi, NCL, MIT  
Building internal drug pipeline  
Multiple opportunities for collaboration and  
licensing out in the short-to-medium term



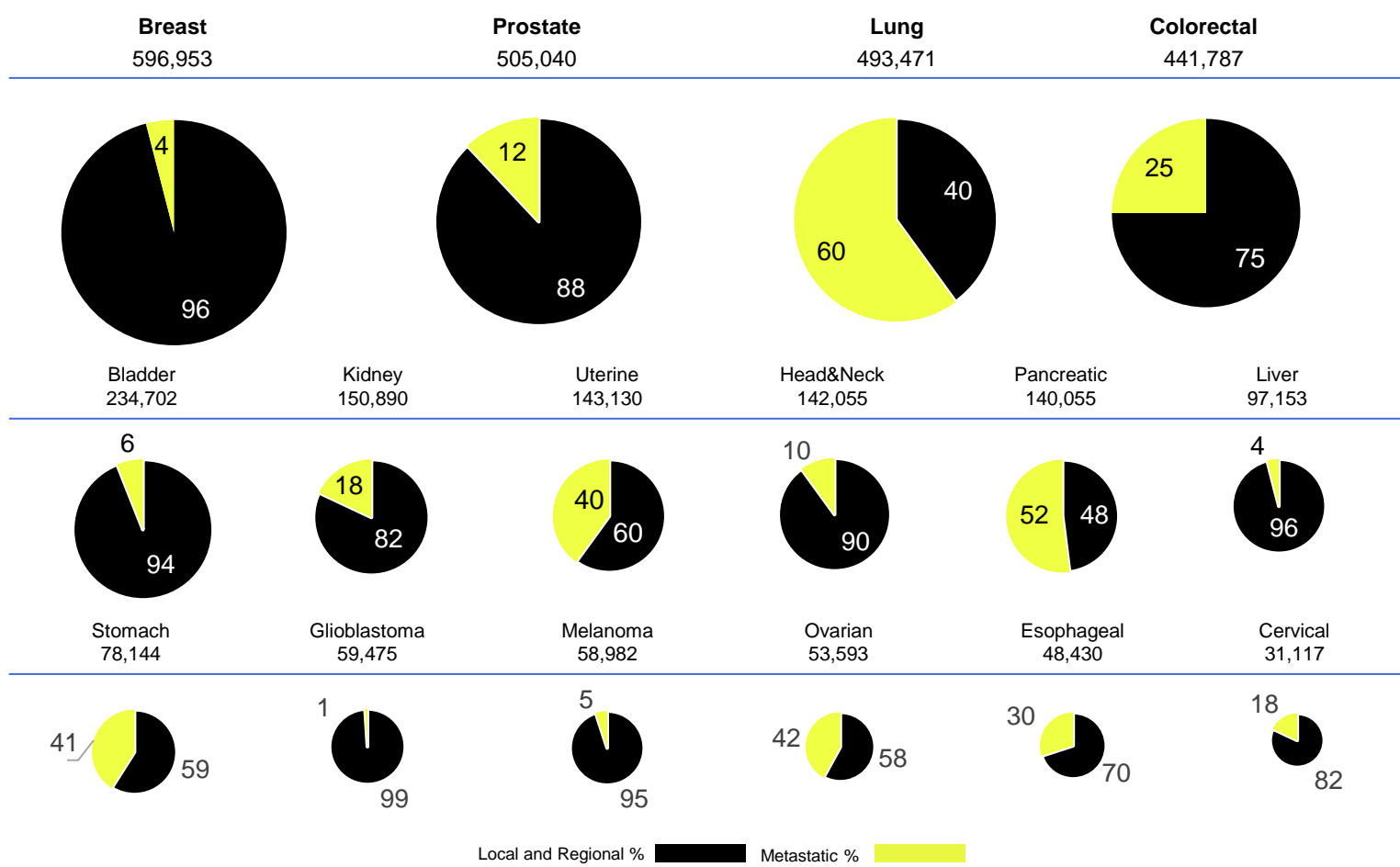
# Addressing one of the Largest Untapped Markets in Oncology With Johnson & Johnson

Potential First-in-Class Radioenhancer NBTXR3

**NANOBIOTIX**

# Interventional Oncology's Solution Could Be one of the Largest Untapped Oncology Markets

Millions of cancer patients share an unmet medical need for local treatment, whereas most drug development is focused on highly segmented, later-stages of disease – incidence data US and EU5



Most patients are diagnosed with local or locoregional cancer

Mainstream treatment is radiotherapy and/or surgery

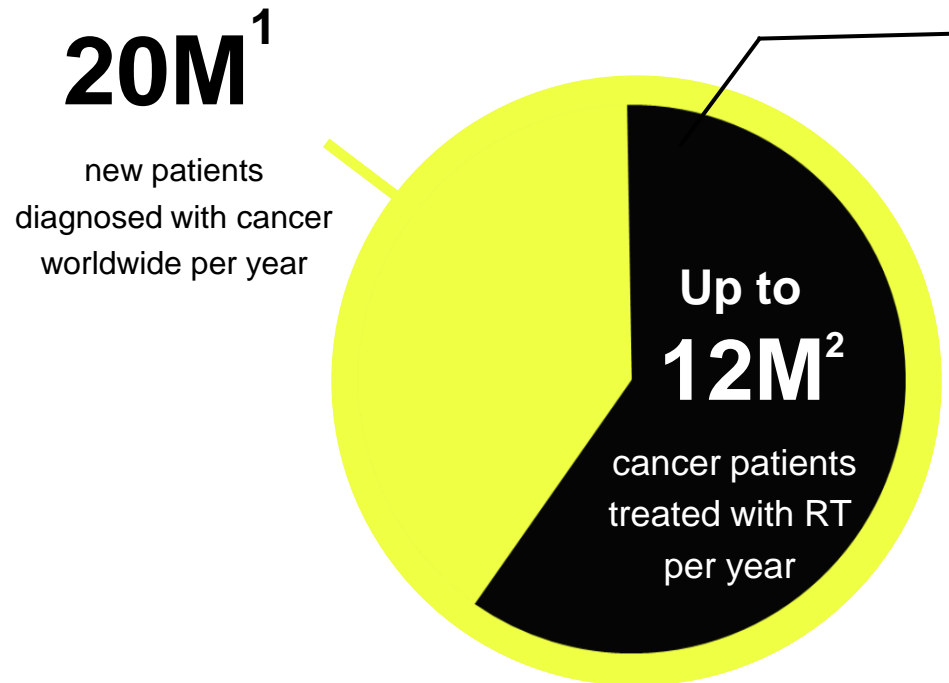
Most patients with metastatic disease come from the failure of local treatments

Pharma and Biotech have focused on metastatic and later-stage patients

Early line local control focused treatments can benefit millions of patients while facing limited competition

# Radiotherapy is one of the Largest Market Opportunities in Oncology

We seek to help many more patients by leveraging radiotherapy



| % PATIENTS RECEIVING RT <sup>3</sup> | # PATIENTS RECEIVING RT <sup>1,3</sup> |
|--------------------------------------|--|
| 87% Breast cancer                    | 2.00M                                  |
| 77% Lung cancer                      | 1.91M                                  |
| 74% H&N                              | 0.70M                                  |
| 58% Prostate                         | 0.85M                                  |
| 60% Rectum                           | 0.44M                                  |
| 49% Pancreas                         | 0.25M                                  |
| 80% CNS                              | 0.26M                                  |

# Pan-Solid Tumor Potential, Beginning in Head and Neck and Lung Cancers

| Patients (Current Study)  | N   | Phase 1 | Phase 2 | Phase 3 | Operational Sponsor       |
|---|-----|---------|---------|---------|---------------------------|
| <b>Head &amp; Neck</b>  |     |         |         |         |                           |
| Elderly Cisplatin-ineligible (NANORAY-312, RT-NBTRX3 ± cetuximab vs RT ± cetuximab) | 500 |         |         |         | Janssen                   |
| R/M IO Naïve (Study 1100, RT-NBTRX3 fb anti-PD-1)                                   | 35+ |         |         |         | Nanobiotix                |
| R/M IO Resistant (Study 1100, RT-NBTRX3 fb anti-PD-1)                               | 35+ |         |         |         | Nanobiotix                |
| R/M (MDA-0541, RT-NBTRX3 fb anti-PD-1)  | 60  |         |         |         | MD Anderson Cancer Center |
| <b>Lung</b>   |     |         |         |         |                           |
| Inoperable, Stage 3   | NA  |         |         |         | Janssen                   |
| Inoperable, Recurrent (MDA-0123, Reirradiation RT-NBTRX3)                           | 24  |         |         |         | MD Anderson Cancer Center |
| <b>Expansion Opportunities</b>  |     |         |         |         |                           |
| Soft Tissue Sarcoma (Act.In.Sarc, RT-NBTRX3 fb resection)                           | 180 |         |         |         | Nanobiotix                |
| Rectal (Study 1001, RT-NBTRX3 concurrent CT)  | 32  |         |         |         | Nanobiotix                |
| Advanced Solid (MDA-0618, RT-NBTRX3 with anti-PD-1)                                 | 40  |         |         |         | MD Anderson Cancer Center |
| Cisplatin-eligible H&N (Study 1002, RT-NBTRX3 concurrent CT)                        | 12  |         |         |         | Nanobiotix                |
| HCC & Liver Mets (Study 103, RT-NBTRX3)   | 23  |         |         |         | Nanobiotix                |
| Pancreas (MDA-1001, RT-NBTRX3)  | 24  |         |         |         | MD Anderson Cancer Center |
| Esophageal (MDA-0122, RT-NBTRX3 concurrent CT)                                      | 24  |         |         |         | MD Anderson Cancer Center |
| IO Resistant Multiple Primary Tumors (Study 1100, RT-NBTRX3 fb anti-PD-1)           | 35+ |         |         |         | Nanobiotix                |

Completed Ongoing

# RT-NBTXR3 Offers Multi-Billion \$ Potential


First two indications alone offer potential path to registration and address over 100,000 patients, and much more in ROW  
 Average pricing for innovative oncology drugs ranges from \$100,000-\$200,000\*

| NBTXR3: Addressable Patient Population                      | Stage                         | North America | EU5      | ROW      |
|---|-------------------------------|---------------|----------|----------|
| Locally advanced H&N<br>non eligible for chemotherapy       | Ph 3 ongoing                  | 10,000        | 12,000   | >100,000 |
| NSCLC Stage III   | Ph 2 ongoing                  | 36,000        | 56,000   | >350,000 |
| <b>Indications with established feasibility and safety:</b> | Ph 1 & 2 completed or ongoing |               |          |          |
| H&N R/M   |                               | ~6,200        | ~6,700   | >70,000  |
| H&N cisplatin eligible                                      |                               | ~28,000       | ~32,000  | >300,000 |
| Pancreatic  |                               | ~7,000        | ~8,000   | >35,000  |
| Liver   |                               | ~2,200        | ~2,500   | >37,000  |
| Esophageal  |                               | ~1,500        | ~2,000   | >33,000  |
| Lung Stage IV   |                               | >150,000      | >140,000 | >500,000 |
| Rectal cancer   |                               | ~22,000       | ~32,000  | >180,000 |

Potential path to filing

>100,000

Additional indications of interest: Prostate, Breast, Glioblastoma...



Significant Step Towards Growth and Sustainability

**NANOBIOTIX**

# Strengthening Financial Position Through License Agreement Amendment

Cash visibility extended to mid-2026

Johnson & Johnson to Cover NANORAY-312 Costs Through Completion

Meaningful Extension of Cash Runway and Reduction of Cash Burn

Overall Deal Value Adjusted from Approximately \$2.7B to Approximately \$2.6B

Continue to explore additional financing options—preferably non-dilutive—to further extend runway into 2027

# Nanobiotix and Janssen\* Advance NBTXR3 Together

License agreement and LianBio rights assignment consolidates global rights with Janssen

Potential for approximately **\$2.6B<sup>^</sup>** milestones and royalties  
from **low 10s to low 20s**

|  |  |
|--|--|
| Development, regulatory and sales milestones**   | Up to \$1.77 billion                   |
| Additional regulatory and development milestones for new indications Janssen may develop           | Up to \$650 million                    |
| LianBio, now Janssen, development, regulatory and sales milestones <sup>^^</sup> for greater China | Up to \$165 million                    |
| Additional regulatory and development milestones for new indications Nanobiotix may develop        | Up to \$220 million per new indication |
| Tiered Royalties   | Low 10s to low 20s                     |

# Moving Toward Financial Sustainability and Growth

## To date \$80M+

- Upfront, Equity, \$60M
- First development milestone, \$20M
- In-kind contribution\*

## Services and Supplies Revenue:

- Tech transfer and other services
- Product supplies

## Johnson & Johnson Undertakings:

- Duplicating manufacturing capabilities
- CONVERGE lung Stage III study
- Transfer of NANORAY-312 sponsorship and execution of study
- Acquisition of LianBio rights and obligations (Greater China Dec '23)

Ongoing | Future

## \$200M+ \*\*\*

### of medium-term milestones in the next 2-3 years

Development and regulatory milestones on two first programs:

- Locally Advanced Head and Neck (NANORAY-312)
- Stage III Lung (CONVERGE)

## \$220M

Milestones per new indication developed by Nanobiotix\*\*

## \$2.3B+

- Long term milestones of ongoing programs
- Development and regulatory milestones on potential additional indications developed and paid for by JNJ
- Sales milestones
- LianBio milestones

## Royalties

Low 10s to Low 20s

# Potential Medium-Term Milestone Payments for Two First Programs

Ensuring our path to sustainability via hundreds of millions in potential milestones in the coming years

| <u>Milestone</u>  | <u>Payment</u> |
|---|----------------|
| <b>Cisplatin-Ineligible Head and Neck Cancer:</b>         |                |
| Positive NANORAY-312 interim readout                      | \$50 million   |
| U.S. Approval   | \$90 million   |
| Japan Approval  | \$20 million   |
| <b>Stage III Unresectable Non-Small Cell Lung Cancer:</b> |                |
| Positive CONVERGE final data                              | \$50 million   |
| First patient dosed in pivotal trial                      | \$45 million   |
| U.S. Approval   | \$50 million   |
| E.U. Approval   | \$15 million   |
| Japan Approval  | \$15 million   |

**\$200M+ \*\*\***  
of medium-term milestones in the next 2-3 years

Development and regulatory milestones on two first programs:

- Locally Advanced Head and Neck (NANORAY-312)
- Stage III Lung (CONVERGE)

# Multiple Potential Value Inflection Points Expected Within 12-24 Months\*

NBTXR3 (license agreement with Janssen\*\*)

## Addressing one of the Largest Untapped Markets in Oncology

### Locally advanced head and neck squamous cell carcinoma

|  |                |
|--|----------------|
| H&N LA ineligible to Cis, Phase 3 (NANORAY-312, Jansen Sponsored trial/transfer in progress):<br>End of recruitment and Interim Analysis; potential for registration | <b>1H 2026</b> |
|--|----------------|

### NSCLC Stage 3 randomized Phase 2 (Jansen sponsored trial)

First patient injected: First data (TBD)

## Leading the Market Through Expansion Across Solid Tumors

|  |                |
|--|----------------|
| H&N LR/LRM first line PD-1 Phase 1 (Nanobiotix, 1100): LPI and data            | <b>2025</b>    |
| H&N LR/LRM second line PD-1 Phase 1 (Nanobiotix, 1100): LPI and data           | <b>2025</b>    |
| NSCLC local relapse Phase 1 (MDA^): update on program                          | <b>1H 2025</b> |
| PDAC Phase 1 (MDA^): full data   | <b>1H 2025</b> |
| Multiple tumor PD-1 resistant Phase 1 (Nanobiotix, 1100): first data, melanoma | <b>2025</b>    |
| Esophageal Phase 1 (MDA^): update on program                                   | <b>2025</b>    |

# Key Takeaways

## Significant Step Towards Growth and Sustainability

- We believe NBTXR3 may address one of the largest untapped markets in oncology
- Today's announcement should strengthen the company's financial position through the amendment of our global licensing agreement for JNJ-1900 (NBTXR3) which extends our cash visibility to mid-2026
  - Johnson & Johnson to Cover NANORAY-312 Costs Through Completion
  - Overall Deal Value Adjusted from Approximately \$2.7B to Approximately \$2.6B
  - Meaningful Extension of Cash Runway and Reduction of Cash Burn
- Nanobiotix will continue to explore additional financing options—preferably non-dilutive—to further extend runway into 2027

# Q&A



Thank You

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