



## Corporate Fact Sheet

### Key Facts

<b>Founded:</b>	1999
<b>Based in:</b>	Mechelen, Belgium
<b>Employees:</b>	640
<b>Internal programs:</b>	bone and joint diseases, metastasis, anti-infectives, cachexia, inflammatory and metabolic diseases
<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 Allschwil (Basel), Switzerland South San Francisco, USA
<b>Sales offices in:</b>	Boston, USA Tokyo, Japan Singapore

### Key Financials

<b>Listings:</b>	Euronext Brussels, GLPG Euronext Amsterdam, GLPGA Pink Sheets OTC, GLPYY
<b>Revenues:</b>	FY2009: at or above €100 M (+30% increase over FY08) Guidance FY2010: above €135 M
<b>Cash position, 31/12/09:</b>	€47.3 M

### Executive Team

Onno van de Stolpe  
*CEO*

Guillaume Jetten  
*CFO*

Graham Dixon, PhD  
*SVP Drug Discovery*

Piet Wigerinck, PhD  
*SVP Development*

André Hoekema, PhD  
*SVP Corporate Development*

Chris Newton, PhD  
*SVP Galapagos Services*

### Business model/partnering strategy

- Genomics-based drug discovery company combining internal programs with service activities
- Since the first alliance with GlaxoSmithKline in June 2006, alliances with five top pharma partners have brought in more than €100 million in payments to Galapagos. These payments help to finance more than 40 Galapagos R&D programs in 10 therapeutic areas. Galapagos is eligible to receive nearly €3 billion in success-dependent milestones, plus double-digit royalties through:
  - Arthritis alliance established with GlaxoSmithKline (Jun 2006, expansions in Jul 2007, Dec 2008 and Dec 2009)
  - Rheumatoid arthritis alliance with Janssen Pharmaceutica, a JnJ company (Oct 2007)
  - Osteoporosis alliance with Eli Lilly (Dec 2007)
  - Infectious disease alliance with GSK (Dec 2007, expanded Dec 2008)
  - Antibody alliance in bone & joint diseases with MorphoSys (Nov 2008)
  - Metabolic alliance with Merck & Co. (Dec 2008, expanded Oct 2009)
  - Inflammation alliance with Merck & Co. (Apr 2009)
  - COPD (lung disease) alliance with Roche (Dec 2009)

### Pipeline and outlook

Galapagos' drug pipeline is based on known and novel targets and includes four candidate drugs in clinical development

- Novel target programs focus on first-in-class drugs acting on targets identified and validated using Galapagos' proprietary discovery platform:
  - Completed first Phase I study for rheumatoid arthritis candidate drug, GLPG0259; demonstrated safety in man and profile supporting once-daily dosing
  - Arthritis alliance with GSK has delivered two drug candidates, including one (GLPG0555) in Phase I studies
- Unique programs based on known modes-of-action include:
  - Metastatic cancer (GLPG0187) program, demonstrated good safety and biomarker response in first Phase I clinical trial; plans to initiate clinical trial in cancer patients in 2010
  - Nanocort<sup>®</sup>, a novel pharmaceutical for the treatment of inflammatory conditions such as multiple sclerosis (MS) and rheumatoid arthritis; Phase I/II trial demonstrated safety and good response in rheumatoid arthritis; Galapagos initiated a Phase II study for MS in November 2009
  - Cachexia (loss of weight and muscle mass) program, entered pre-clinical development in January 2009

### 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)

### Funding

- €23.4 million private placement (May 2002)
- €22.4 million initial public offering on Euronext Brussels and Euronext Amsterdam (May 2005)
- €42.1 million in private placements (Sep and Dec 2006)
- €4.4 million investment by GlaxoSmithKline through share issue (Jul 2007)
- €18.2 million in private placement (Oct 2009)