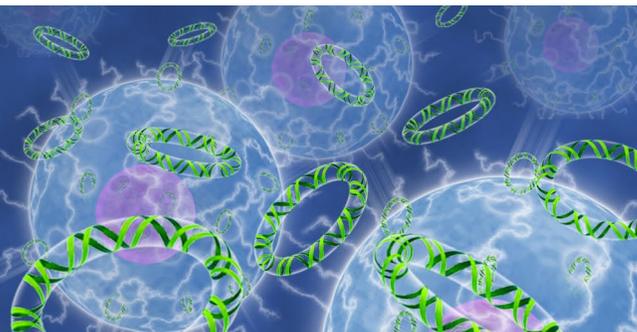


# Inovio. Revolutionizing Vaccines.



*Inovio is revolutionizing the fight against cancer and infectious diseases. Our immunotherapies uniquely activate best-in-class immune responses to prevent and treat disease, and have shown clinically significant efficacy with a favorable safety profile. With an expanding portfolio of immune therapies, the company is advancing a growing preclinical and clinical stage product pipeline.*

## Investment Highlights

### SynCon<sup>®</sup> vaccines designed to treat, as well as prevent

- DNA code in the vaccine enables the body to produce the desired target antigen(s) relating to a cancer or infectious disease, inducing antigen-specific preventive antibody and therapeutic T-cell immune responses most similar to the body's natural immune response.
- Consensus DNA sequence is designed to create two strategic capabilities: break the tolerance of the body to cancerous cells or generate more universal immune responses against multiple unmatched strains of a disease such as influenza. The novel SynCon<sup>®</sup> DNA sequences are patentable.
- Synthetic DNA vaccines: cannot reproduce a virus; do not induce unwanted immune response; rapidly designed; scalable, cost efficient manufacturing; better room temperature stability.

**Targeting multi-billion dollar therapeutic markets** for cancers, HIV, and hepatitis, and significant opportunities for improved preventive vaccines against challenging infectious diseases.

### Roche partnership established in September 2013.

- Collaboration with a global leader in innovative cancer drugs to develop and commercialize Inovio's prostate cancer and hepatitis B immunotherapies
- \$10M up-front + preclinical R&D support and near-term regulatory milestones
- \$412.5M in milestone payments for certain development and commercial events
- Roche to fund all ongoing development costs
- Up to double-digit royalties on sales of a marketed product
- Roche may pay other development milestone payments if it pursues other indications with INO-5150 or INO-1800

**Phase II cervical dysplasia study** induced regression of precancerous cervical disease and cleared HPV infection with robust T cell responses.

### Best-in-class T-cell immune responses from multiple clinical studies.

- The emergence of passive checkpoint inhibitors, with their ability to "release the brakes" on T cells, has produced compelling data highlighting the importance of

## About the Company

NYSE MKT	INO
Recent market price <sup>1</sup>	\$12.98
52-week range	\$4.88-\$15.80
Shares outstanding <sup>3</sup>	60M
Market capitalization <sup>1</sup>	\$778.8M
Avg. daily vol. (3 mo.) <sup>1</sup>	1.7M
Cash, cash equivalents & short term investments <sup>2</sup>	\$116.8M
Cash runway	4Q 2017
Debt <sup>2</sup>	\$0

<sup>1</sup> July 24, 2014    <sup>2</sup> Mar. 31, 2014    <sup>3</sup> Mar. 31 (reflecting June 6th 1:4 reverse split)

## Recent Advances

**7/23/14** HPV immunotherapy achieves primary efficacy endpoint in randomized phase II cervical dysplasia trial

**7/01/14** Inovio added to Russell Global, Russell 2000<sup>®</sup> & Russell Microcap<sup>®</sup> Indexes

**6/23/14** Cervical cancer clinical trial initiated

**6/17/14** Inovio broadens its intellectual property portfolio from the University of Pennsylvania

**6/10/14** Trial for head & neck cancer caused by HPV initiated

**5/27/14** DNA-based monoclonal antibody therapy completely protects animals from lethal viral challenge

**5/27/14** Inovio subsidiary sells animal health assets

**5/23/14** 1 for 4 reverse split announced

**5/13/14** Inovio acquired DNA therapies to treat Alzheimer's & multiple sclerosis

**4/01/14** Inovio appoints VP of Quality

**inovio**

T cells. This has validated the need and potential for an active immunotherapy, such as Inovio's, capable of "pushing the gas pedal" to increase the generation of antigen-specific T cells to overwhelm cancer cells' defenses and/or complement checkpoint inhibitors.

- Robust antigen-specific, dose-related T-cell immune responses reported in 78% of subjects in phase I study of late stage cervical pre-cancer for HPV immunotherapy. Demonstrated two-year durability and strong killing effect of T-cells against targeted cells. This data was published in the peer reviewed journal *Science Translational Medicine*.
- HIV vaccine generated a seven-fold increase (7% to 52%) in response rate of subjects generating robust CD8 T-cells when delivered with electroporation. This data was published in peer reviewed *Journal of Infectious Diseases*.
- hTERT DNA cancer immunotherapy generated T-cell immune responses 18-fold higher than the next best peer technology, reduced tumors, prevented tumor recurrence, and increased the rate of survival in preclinical studies.

#### Universal immune responses from multiple studies.

- SynCon® H1N1 influenza vaccine induced protective immune responses in humans against the nine key unmatched strains of H1N1 influenza of the past 100 years, including the 1918 pandemic flu. SynCon H5N1 (avian) flu vaccine generated strong immune responses against six unmatched strains of H5N1.
- H1N1 SynCon® flu vaccine also achieved a 60% protective immune response rate when tested against the currently circulating H1N1 A/California/07/09 strain.
- H7N9 synthetic vaccine provided protection in 100% of vaccinated animals when exposed to the virus in a challenge study.

SynCon vaccines delivered using electroporation have demonstrated a **favorable safety profile** in humans to date.

**Strong leadership** with broad experience in vaccines, biotech and pharma.

**Almost \$60M in third party funding**, including NIH and Gates-funded PATH.

**Funding.** Operating runway through 4Q 2017.

Working toward **additional partnerships** with pharmaceutical companies.

## Product Pipeline

Indication	Pre-clinical	Phase I	Phase II	Milestone
Cervical Dysplasia <small>Therapeutic</small>				Achieved primary efficacy endpoint in phase II trial in July, 2014
Cervical Cancer <small>Therapeutic</small>				2Q 2014 Initiated phase I/IIa
Head & Neck Cancer <small>Therapeutic</small>				2Q 2014 Initiated phase I/IIa
HIV <small>Preventive/Therapeutic</small>				4Q 2014 Initiate phase I
Influenza <small>Preventive</small>				Seeking grant funding
Hepatitis C <small>Therapeutic</small>				2015 Report phase I study data
Hepatitis B <small>Therapeutic</small>				Early 2015 Initiate phase I/IIa
Prostate Cancer <small>Therapeutic</small>				3Q 2014 Initiate phase I
Breast & Lung Cancers				2H 2014 Initiate phase I/IIa
Malaria <small>Preventive</small>				

■ Internally Funded ■ Externally Funded

See detailed product pipeline: <http://www.inovio.com/products/pipeline/>

## Management

J. Joseph Kim, Ph.D.  
*President and Chief Executive Officer*  
*Ex-Merck*

Peter Kies  
*Chief Financial Officer*  
*Ex-Ernst & Young*

Niranjan Y. Sardesai, Ph.D.  
*Chief Operating Officer*  
*Developed/commercialized products*

Mark L. Bagarazzi, M.D.  
*Chief Medical Officer*  
*Ex-Merck regulatory affairs, vaccines*

## Scientific Advisory Board

David B. Weiner, Ph.D., Chairman  
*Professor, University of Pennsylvania*  
*Synthetic vaccine pioneer*

Thomas Edgington, M.D.  
*Emeritus Prof., Scripps Research Inst.*

Anthony Ford-Hutchinson, Ph.D.  
*Former SVP, Merck Vaccines R&D*

Philip D. Greenberg, M.D.  
*Head, Program of Immunology, Fred Hutchinson Cancer Research Center*

Stanley A. Plotkin, M.D.  
*Emeritus Professor, Wistar & UPenn*  
*Principal Vaxconsult*

## Board of Directors

Avtar Dhillon, M.D.  
*Chairman of the Board, Inovio*

Simon X. Benito  
*Former SVP, Merck Vaccines*

Angel Cabrera, Ph.D.  
*President, George Mason University*

Morton Collins, Ph.D.  
*General Partner, Battelle Ventures*

J. Joseph Kim, Ph.D.  
*President & CEO, Inovio*

Adel Mahmoud, Ph.D.  
*Former President, Merck Vaccines*  
*Professor, Dept. Molecular Biology, Princeton University*

## Contact

Bernie Hertel  
VP, Investor Relations & Communications  
Inovio Pharmaceuticals  
858 410 3101  
bhertel@inovio.com • www.inovio.com

This Corporate Profile contains certain forward-looking statements relating to our business, including our plans to develop DNA vaccines and electroporation-based drug and gene delivery technologies. Actual events or results may differ from the expectations set forth herein as a result of a number of factors, including uncertainties inherent in pre-clinical studies, clinical trials and product development programs, including, but not limited to, the fact that pre-clinical and clinical results referenced in this profile may not be indicative of results achievable in other trials or for other indications, that results from one study may not necessarily be reflected or supported by the results of other similar studies and that results from an animal study may not be indicative of results achievable in human studies, our ability to obtain necessary regulatory approvals, capital market conditions and other factors set forth in our Annual Report on Form 10-K for the year ended December 31, 2013, our Form 10-Q for the quarter ended March 31, 2014, and other regulatory filings from time to time.