Agenda



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- 2. Annual Report 2020
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- 9. Closing



Pharming Group NV

Annual General Meeting 2021

19 May 2021

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Pharming Group NV

Annual Report 2020

Sijmen de Vries Chief Executive Officer

Jeroen Wakkerman Chief Financial Officer

Annual General Meeting May 2021



This presentation may contain forward-looking statements. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based on our current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, our development plans, our clinical results and other future conditions. All statements other than statements of historical facts contained in this presentation, including statements regarding our future financial or business performance, conditions, plans, prospects, trends or strategies, objectives of management and other financial and business matters; our current and prospective product candidates, planned clinical trials and preclinical studies, projected research and development costs, current and prospective collaborations; and the estimated size of the market for our product candidates, the timing and success of our development and commercialization of our product candidates and the market acceptance thereof, are forward-looking statements. New risks and uncertainties may emerge from time to time, and it is not possible to predict all risks and uncertainties. While we may elect to update these forward-looking statements at some point in the future, we assume no obligation to update or revise any forward-looking statements except to the extent required by applicable law. Although we believe the expectations reflected in such forward-looking statements are reasonable, we can give no assurance that such expectations will prove to be correct. Accordingly, readers are cautioned not to place undue reliance on these forward-looking statements. No representations or warranties (expressed or implied) are made about the accuracy of any such forward-looking statements.

This presentation is not a prospectus and it does not constitute an offer to sell or a solicitation of an offer to buy securities, nor shall there be any sale of any securities in any state or 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.

Operational highlights



- Approval of second starting material production facility for RUCONEST[®] (recombinant human C1 inhibitor) by the EMA and FDA
- Promoted into the Euronext Amsterdam MidKap index
- Received European Commission approval to treat acute HAE attacks in children with RUCONEST®
- Received European Commission orphan drug designation for leniolisib for the treatment of APDS
- Results from compassionate use study in patients with confirmed SARS-CoV-2 infections hospitalized with related severe pneumonia that were treated with RUCONEST[®]
- Initiated two studies into the use of RUCONEST[®] in the prevention of severe SARS-CoV-2 infections in patients hospitalized with related severe pneumonia across Switzerland and the US, as well as in Brazil and Mexico
- Successfully completed Nasdaq Global Market secondary listing

2021

- Launched genetic testing program 'navigateAPDS' in collaboration with Invitae Corporation in the US and Canada to improve genetic testing for activated PI3K delta syndrome (APDS).
- Announced the intention to nominate three Non-Executive Directors, Steven Baert, Leon Kruimer and Jabine van der Meijs, to the Board of Directors.
- Initiated enrollment of first patient in multi-center Phase IIb clinical trial of RUCONEST[®] for the prevention of acute kidney injury after myocardial infarction.



Investing for long-term sustainable revenue growth

Three-pillar strategy for growth



Continuing to grow RUCONEST[®] sales through further country launches & increasing HAE market share

- Fully commercialize RUCONEST[®] in all major international markets with our own sales forces
- Improve convenience of therapy for HAE patients
- Evaluate new technologies to treat HAE



Grow our HAE franchise

Expanding indications for rhC1INH & developing new recombinant proteins using our platform technology

- Developing rhC1INH for additional large unmet indications
- Leverage our transgenic manufacturing technology to develop next-generation protein replacement therapies

Extend rhC1INH franchise to larger indications and

develop new Enzyme Replacement Therapies

In-licensing or acquiring late-stage clinical development candidates

- Developing leniolisib for the treatment of APDS
- Developing or acquiring new programs or companies that can be commercialized using our sales and marketing infrastructure



9



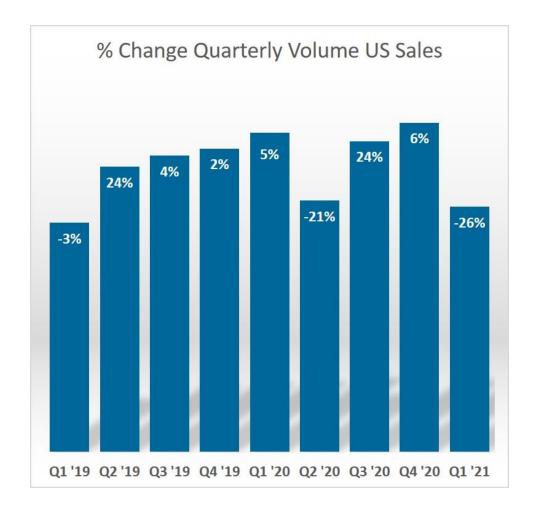
Growing our HAE franchise

Strong execution of commercial strategy despite COVID-19

- US revenues increased 9% year-on-year to €177.4 million
 - Driven by a strong H2 and despite a decline of 21% in sales in Q2 2020 in comparison to Q1 2020
 - Triggered final \$25 million milestone payment to Bausch Health Inc.
- Revenues in Europe and RoW increased to €8.3 million
 - Driven by increasing demand in Q3 and Q4 2020 and
 - Continued build out of EU commercial infrastructure and expansion into new territories following re-acquisition of EU rights for RUCONEST[®] from Sobi

Q1 2021

- Revenue in US decreased due to COVID-19 surge
 - Total value of HAE market is increasing again (2020) driven by increasing use of prophylaxis
 - No major shifts in volume and market shares observed between RUCONEST[®] and competitors
 - Return to growth in Q2 2021 and beyond expected





RUCONEST[®] in a changing HAE landscape



- RUCONEST[®] approved for the treatment of acute HAE attacks in adults and children
- Patients' treatment plans (if on prophylaxis) include break-through medication
 - New prophylactic treatments offer better attack reduction rates than previous IV plasma-derived C1INH prophylaxis treatment; gradual growth of prophylaxis segment
 - According to published data: depending on product; approximately half of the patients using new prophylaxis treatments continue to have breakthrough attacks, some frequently, and are in need of (regular) use of breakthrough medication
 - Although kallikrein/bradykinin inhibitors block the main pathway for symptomatology, an uncontrolled breakthrough attack can occur and become serious if no C1INH therapy is available
- Increasing recognition for prophylaxis patients to have effective and reliable C1INH treatment for breakthrough attacks at hand
 - Gradual change and extension of patient population as result of increasing use of RUCONEST[®] for treatment of breakthrough attacks associated with prophylaxis products

Investment to increase capacity due to strong demand



- Investment in de-risking and upscaling of production capacity
 - Pharming received both EMA and FDA approval for its new production facility of starting material for RUCONEST[®]
 - Work started on a third facility to safeguard future growth in HAE supplies
 - Plans for a larger fourth facility to manufacture our other pipeline products
 - Building downstream processing facility to expand in-house processing capacity
- Patient numbers in potential new indications are much larger than in HAE
 - Pre-eclampsia
 - Acute kidney injury
 - Severe pneumonia as a result of COVID-19 infection
- Re-developing rhC1INH from cattle to meet future demand for large indications
- Funded from current cash generation



Expansion of rhC1INH franchise for larger indications



- Enrolment has begun for Phase IIb clinical trial for rhC1INH in acute kidney injury after myocardial infarction
 - Acute kidney injury (AKI) defined by rapid onset of renal damage and disfunction
 - University Hospital of Basel, Basel, Switzerland
 - Double-blind, randomized controlled study in up to 220 patients
- Ongoing trials for rhC1INH inpatients hospitalized with confirmed SARS-CoV-2 infections
 - University Hospital of Basel, Basel, Switzerland
 - Multinational, randomized, controlled, investigator-initiated study of up to 150 patients in Switzerland and expanded across the country and into Brazil and Mexico
 - Recruitment ongoing
 - Valley Hospital in Ridgewood, New Jersey, US
 - Randomized, open-label, parallel-group, controlled, clinical trial in up to 120 participants across centers in the US
 - Recruitment ongoing
- Trial for rhC1INH in pre-eclampsia temporarily halted due to COVID-19



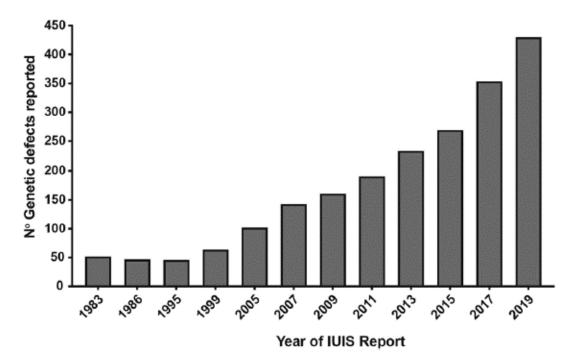
Preparations for the launch of leniolisib for APDS

Primary immunodeficiencies:

- Prevalence: ~1 in 1200
- Gene mutations: >400
- Clinical presentation: Highly variable
- There is a growing understanding that PID patients are not just about infections – they underlie many types of autoimmunity and a wide range of diseases¹⁻³

Greater understanding of PID's is revealing a larger patient population³

The number of identified PID's is growing steadily¹





Significant market opportunity



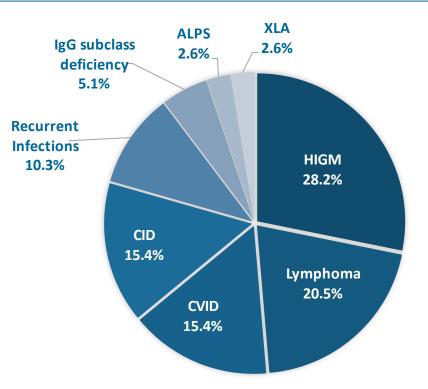
APDS was fully characterized in 2013¹⁻⁴

- Caused by autosomal dominant variations in one of two genes, leading to APDS1 or APDS2
- Results in hyperactivation of phosphoinositide-3-kinase δ (PI3K\delta) which suppresses and dysregulates the immune system
- Balanced PI3Kδ signaling is essential for normal immune function^{5,6}

Prevalence:

- 1.5/million (estimated)^{7,8,} >240 reported in literature⁹
- Screening in subset of patients with PI found rates: 5/669 $(1\%)^{10}$ and 17/184 $(9\%)^{1}$

Diagnostic criteria: genetic test (commercially available)¹¹



Cases of APDS are often diagnosed as HIGM or lymphoma⁹

ALPS, autoimmune lymphoproliferative syndrome; CID, combined immune deficiency; CVID, common variable immunodeficiency; HIGM, hyperimmunoglobulin M; XLA, X-linked agammaglobulinemia.

Leniolisib: potential to address unmet needs in APDS

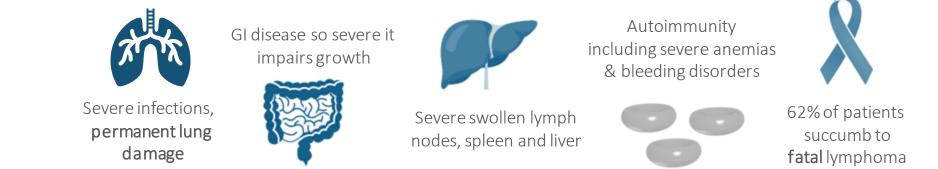


Burden of APDS¹⁻⁴

- Estimated > 1,350 patients (500 US, 675 EU, 190 Japan) live with APDS (based on prevalence)
- APDS patients are characterized across all global regions
- Years spent undiagnosed or misdiagnosed, seeing 4-5 specialists
- Symptoms begin in childhood & disrupt school and social development
- Significant impact on QoL:
 - Surgical interventions are common
 - Care typically managed by >4 doctors
 - Depression and fatigue significantly impact QoL

Current treatment options for APDS⁵

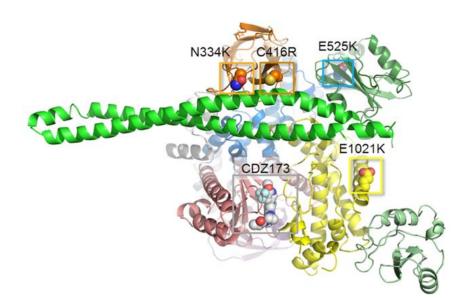
- Symptomatic therapies (e.g., antibiotics, steroids)
- Immunoglobulin replacement therapy (IRT) infusions
- mTOR inhibitors (e.g., sirolimus, rapamycin) offlabel for lymphoproliferative symptoms only
- Hematopoietic stem cell transplantation



DOF, Pharming Healthcare, Inc. 2021.2. Jamee M, et al. Clin Rev Allergy Immunol. 2019;May 21. 3. Maccari ME, et al. Front Immunol. 2018;9:543.
 Carpier JM, Lucas CL. Front Immunol. 2018;8:2005. 5. Coulter TI, Cant AJ. Front Immunol. 2018;9:2043.

Investigational, first-in-class for APDS, oral, selective, PI3K delta inhibitor





X-ray crystallography model of lenolisib (CDZ173) bound to catalytic subunit p110 δ with regulatory subunit p85 α overlaid and mutations highlighted (pdb 2y3a) (modeling by H. Moebitz)

Broad impact on lymphocytes¹ CD4+ T cells CD8+T cells B cells NK cells

APDS : Activated PI3K Delta Syndrome	Year En Q4/2022
Topline Data Target Q4/2021	
Leniolisib ^{2,3}	
Effective oral selective PI3Kδ in	hibitor
Precision biomarker response demonstrates i	impact on root cause
Potential to mitigate progression of disease & re	educe treatment burde
APDS diagnosis made by a commercially ava	ailable genetic test ⁴

Patient identification process



Î



Access to **leading global physicians** with an integrated clinical network

Cross-therapeutic Steering Committee & Advisory Boards

Validated blueprint of the patient journey & referral pathways

Sponsored **genetic testing** with access to the growing database of patients with APDS

Strategic support to trace genetic inheritance



A.I algorithm to identify patients within hospitals, in partnership with KOLs

Database searches to identify patients and understand patient journey



Leniolisib value proposition in APDS



Significant PI3Kδ inhibition with well-tolerated safety profile in phase 2 study

Oral formulation for ease of use

Normalization of biomarkers illustrating clinical effectiveness

Targets the root cause of a complex disease with an array of symptoms

Commercially available genetic test

Potential to improve quality of life and reduce treatment burden

APDS is a progressive disease that can lead to organ damage, malignancy and early mortality

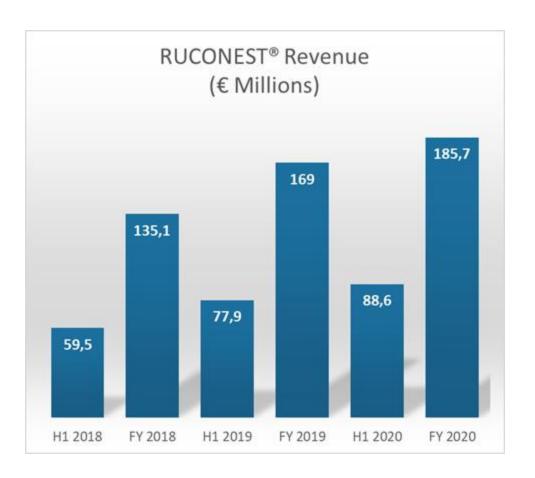


Financial Review

Financial highlights



- Record revenue in FY 2020, 9.9% increase to €185.7m (FY 2019: €169.0m)
- Gross profits in FY 2020 increased 11.8% to €165.1m (FY 2019: €147.7m)
- Operating profit in FY 2020 increased 10.7% to €67.4m (FY 2019: €60.9m)
- Net profit in FY 2020 decrease of 9.8% to €32.7m (FY 2019:€36.2m), reflecting negative currency effects of €12.6m
- Strengthened cash position at year end to €168.3m (cash at 31 December 2019: €68.9m)
- Successfully placed €125m 3% senior unsecured convertible bonds due 2025
 - Proceeds used to redeem the remaining \$55.6m loan with Orbimed Advisors
 - Balance of proceeds to support expansion of commercialization and manufacturing infrastructure, launch of leniolisib and acquisitions/in licensing opportunities





Amounts in € '000	2020	2019
Revenues	185,694	169,022
Costs of sales	(20,601)	(21,355)
Gross profit	165,093	147,667
Other income	1,601	435
Research and development	(33,712)	(28,368)
General and administrative	(20,487)	(18,913)
Marketing and sales	(45,074)	(39,914)
Other Operating Costs	(99,273)	(87,195)
Operating profit	67,421	60,907



Amounts in € '000	2020	2019
Operating profit	67,421	60,907
Fair value gain (loss) on revaluation derivatives	60	(209)
Other finance income	626	1,011
Other finance expenses	(29,151)	(15,259)
Finance cost, net	(28,465)	(14,457)
Share of net profits in associates using the equity		
method	317	229
Profit before tax	39,273	46,679
Income tax expense	(6,619)	(10,484)
Profit for the year	32,654	36,195
Basic earnings per share (€)	0.051	0.058
Diluted earnings per share (€)	0.048	0.054



Amounts in € '000	2020	2019
Non-current assets		
Intangible assets	76,615	70,809
Property, plant and equipment	9,956	8,553
Right-of-use assets	7,676	5,979
Deferred tax assets	22,829	28,590
Investment accounted for using the equity method	5,796	5,508
Restricted cash	415	1,400
Total non-current assets	123,287	120,839
Current assets		
Inventories	17,229	14,467
Trade and other receivables	29,236	25,737
Restricted cash	810	868
Cash and cash equivalents	167,068	66,299
Total current assets	214,343	107,371
Total assets	337,630	228,210

Balance sheet – liabilities



Amounts in € '000	2020	2019
Equity		
Share capital	6,388	6,313
Share premium	396,799	392,266
Legal reserves	4,341	3,718
Accumulated deficit	(261,189	(297,618
Shareholders' equity	146,339	104,679
Non-current liabilities		
Convertible bonds	121,927	—
Lease liabilities	6,702	4,363
Other financial liabilities	173	17,282
Total non-current liabilities	128,802	21,645
Current liabilities		
Convertible bonds	1,661	—
Loans and borrowings	—	45,590
Derivative financial liabilities	147	268
Trade and other payables	38,726	36,247
Lease liabilities	1,598	1,946
Other financial liabilities	20,357	17,835
Total current liabilities	62,489	101,886
Total equity and liabilities	337,630	228,210

Cash flow



Amounts in €'000	2020	2019
Profit before tax	39,273	46,679
Net cash flows generated from (used in) operating activities	73,968	66,504
Capital expenditure for property, plant and equipment	(4,076)	(2,362)
Investment intangible assets	(7,929)	(1,650)
Investment associate	(288)	(2,503)
Acquisition of license	(1,385)	(18,702)
Net cash flows used in investing activities	(13,678)	(25,217)
Repayment on loans and borrowings	(50,088)	(31,406)
Payment on contingent consideration	(18,136)	(17,634)
Payment of lease liabilities	(1,913)	(1,967)
Proceeds of issued convertible bond	125,000	—
Transaction costs related to issued convertible bond	(2,318)	_
Interests on loans	(1,875)	(8,418)
Proceeds of equity and warrants	2,443	2,778
Net cash flows generated from (used in) financing activities	53,113	(56,647)
Increase (decrease) of cash	113,403	(15,360)
Exchange rate effects	(12,634)	1,348
Cash and cash equivalents at 1 January	66,299	80,311
Total cash and cash equivalents at December 31	167,068	66,299



Outlook for full year 2021

Outlook for 2021



For the remainder of 2021, the Company expects:

- Returning to growth of revenues from sales of RUCONEST[®], mainly driven by the US and expanded EU operations, subject to the progression of the COVID-19 pandemic and quarterly fluctuations in revenues as a result of the ongoing effects of the pandemic on access to customers and phasing of ordering patterns.
- Maintenance of positive net earnings during the year, we therefore do not expect to require additional financing to maintain the current business.
- Investments in acquisitions and in-licensing of new development opportunities and assets, as these occur.
- Continued investment in the expansion of production of RUCONEST[®] and production of leniolisib.
- Investment in pre-marketing activities for leniolisib and the continuing registration-enabling study for leniolisib for APDS, as well as our ongoing clinical trials for rhC1INH and other development activities.
- Continued close monitoring of the ongoing COVID-19 pandemic and the potential impact on the business.

As previously announced, as of 1 January 2021, the Company changed its presentation currency from Euro to US dollar. No further specific financial guidance for 2021 is provided.

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2. b) Remuneration Report 2020



- The implementation of the Company's remuneration policy in 2020 for members of the Board of Directors has been outlined in the section Remuneration Report 2020 of the Company's Annual Report for the financial year 2020.
- The Remuneration Report for 2020 takes into consideration:
 - the change of the Company's two-tier board structure into a one-tier board structure; and
 - the new Remuneration Policy adopted by the General Meeting of Shareholders on 11 December 2020.
 - Accordingly, the Remuneration Report for 2020 accounts for the implementation of the remuneration policy in 2020 for the members of the former Board of Management and the former Board of Directors and, as of 11 December 2020, for the CEO/Executive Director and the Non-Executive Directors as members of the Board of Directors.
- The financial year started with the former policy, that was not yet aligned with the retrospective disclosure of performance on the targets and the metrics under the new remuneration policy. Therefore, 2020 is a *transitional year* regarding the disclosure of performance. However, the 2020 targets have been disclosed in a qualitative manner and applicable weightings, limits and scores have been specified.
- In accordance with the requirements imposed by the revised European Union Shareholder Rights Directive (SRD II) as transposed into Dutch law, the Remuneration Report is submitted for an *advisory vote*. The result of the vote is not binding, but the Company will duly consider the outcome and will explain in next year's remuneration report how this vote of the General Meeting was taken into account.



2. b) Advisory voting: Remuneration Policy

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Dutch Corporate Governance Code



- Remaining deviations:
 - 1.3-1.7 (Internal auditor)
 - 2.7.2 (Regulations governing ownership of and transactions in other shares by the Board of Directors)
 - 3.3.2 (Shares for the Non-Executive Directors as part of remuneration)
 - 4.2.3 (System to follow all meetings in real time)
- Details can be found in the section 'Dutch Corporate Governance Code' in the 2020 Annual Report.
- These deviations are deemed appropriate for companies of Pharming's size and complexity level.



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2. d) Explanation of the dividend policy

The Board of Directors, will transfer the net profit for the year of 2020 to the accumulated deficit.



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Overview of the Deloitte audit





2. e) Proposal to adopt the Financial Statements



2. e) Voting Results



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- 7. Authorization of the Board of Directors to repurchase shares in the Company (voting item)
- 8. Any other business
- 9. Closing



2. f) Proposal to discharge the members of the Board of Directors for their responsibilities



2. f) Voting Results



- 1. Opening and announcements
- 2. Annual Report 2020
 - a) Explanation of the business, the operations and the results for the year ending on 31 December 2020 (discussion item)
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 - c) Corporate Governance (discussion item)
 - d) Explanation of the dividend policy (discussion item)
 - e) Proposal to adopt the financial statements (voting item)
 - f) Proposal to discharge the members of the Board of Directors for their responsibilities (voting item)
- **3.** Appointment of new Non-Executive Directors (voting items)
 - a) Proposal to appoint Jabine van der Meijs;
 - b) Steven Baert; and
 - c) Leonard Kruimer;

as new non-executive members of the Board of Directors with immediate effect for a period of four years.

- 4. Re-appointment of the Executive Director and CEO (voting item)
- 5. Re-appointment of the external auditor of the Company (voting item)
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3. Appointment of new Non-Executive Directors as new non-executive members of the Board of Directors with immediate effect for a period of four years:

- Jabine van der Meijs
- Steven Baert
- Leonard Kruimer

Jabine van der Meijs

- Ms. Jabine van der Meijs served as the Executive Vice President & CFO of the Royal Schiphol Group from 2017 until end of March 2021.
- Prior to this, Jabine worked for the Royal Dutch Shell Group for 25 years in primarily financial leadership positions.
- Jabine is currently serves as a Supervisory Board member in 2 public companies: Kendrion N.V. where she serves as Chair of the Audit Committee and Koole Terminals Holding B.V., where she serves as the Chair of the People & Remuneration Committee; and as a Director of the Board in one private company: Grundfos Holding, a privately owned Danish Company.
- Jabine holds a Master of Science (Pharmacy) and a Doctor of Pharmacy (Pharm D) degree from the University of Utrecht, and she completed her professional accounting degree in the UK with the Chartered Institute of Management Accountants (ACMA).





Steven Baert

- Mr. Steven Baert has served as the Chief People Officer and as a member of the Executive Committee of Novartis AG since 2014.
- Steven joined Novartis in 2006 and has held a number of HR leadership roles within the company, in Switzerland, the United States and Canada. Prior to joining Novartis, Steven held senior HR positions at Bristol-Myers Squibb Co. and Unilever.
- Steven holds a Master of Business Administration from the Vlerick Business School, Gent; a Master of Laws from the Katholieke Universiteit Leuven and a Bachelor of Laws from the Katholieke Universiteit Brussels.
- Steven also serves on the Board of the WeSeeHope USA, a charity that focuses on empowering children isolated by poverty in Africa.





Leonard Kruimer

- Mr. Leonard Kruimer has over 30 years of experience in corporate finance, planning and strategy, including 20 years in senior executive positions in private and publicly listed biotechnology companies.
- Leonard served as CFO of Crucell N.V. from 1997 to 2011. Prior to this, he was Managing Director of Europe TIP Trailer, a GE Capital company.
- Leonard currently serves on a number of boards; he is Chairman of the Board at Swedish BioInvent International AB, a board member of both Zealand Pharma A/S and Oncolytics Inc. He is Director of AI Global Investments (Netherlands) PCC Ltd. and serves on the Investment Advisory Council of Karmijn Kapitaal.
- Leonard holds a Master of Business Administration from Harvard Business School and is Certified Public Accountant in New York State.







3. Voting Results



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4. Re-appointment of the Executive Director and CEO (voting item)

- 5. Re-appointment of the external auditor of the Company (voting item)
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4. Re-appointment of the Executive Director and CEO



4. Voting Results



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5. Appointment of the external auditor of the Company

Proposal to appoint Deloitte Accountants B.V. as the external auditor of the Company for the financial years 2021 and 2022. (voting item)



5. Voting Results



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6. Designation of the Board of Directors as the Company's body authorized to: (i) issue shares, (ii) grant rights to acquire rights and (iii) to limit or exclude pre-emptive rights (voting items):

6.1: General authorization for generic corporate purposes, including share issuances pursuant to staff Equity Incentive plans (excluding the CEO and Non-Executive Directors), for a period of eighteen months up to 10% of the issued share capital;

6.2: Authorization, up to 10% of the issued share capital, for the financing of mergers or acquisitions only.



6. Voting Results

6.1:6.2:



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7. Authorization of the Board of Directors to repurchase shares in the Company

Proposal to authorize the Board of Directors or a period for a period of eighteen months starting on 19 May 2021 as the body which is authorized, to repurchase not more than 10% of the issued capital through the stock exchange or otherwise. (voting item)



7. Voting Results



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8. Any other business



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Tickers:

- Euronext Amsterdam: PHARM
- Nasdaq: PHAR

investor@pharming.com