

CORPORATE UPDATE

MAY 2022

Nasdaq/AIM:HCM | HKEX:13


HUTCHMED



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A global science-focused biopharma

Fully integrated R&D and commercialization platform built over **22 years**

>4,600 personnel^[1] across HUTCHMED group **~1,700** person team in Oncology/Immunology



Global novel **drug discovery & manufacturing** operations

20+ years novel drug discovery – **12 innovative NMEs^[2]** discovered in-house

~900 integrated R&D staff focused on oncology & immunological diseases



Clinical development & regulatory operations in all major markets

- **China, U.S., EU & Japan** clinical infrastructure
- **>45 clinical studies** underway world-wide
- First **3 novel oncology drugs** approved



Commercial teams in **China & U.S.**

~50% of the global pharma market

- **~700 person China oncology commercial team**
- Covering **over 2,500 China oncology hospitals**

[1] >4,600 personnel includes non-consolidated joint venture;
[2] 13th oncology NME (TAZVERIK®) China rights licensed-in from Epizyme.

2021 Highlights

An exceptional year for HUTCHMED, **with momentum continuing into 2022**

1

Commercial results China oncology

- **2021 up 296%** to **\$119.6m** from ELUNATE® and 2 new product launches
- **Combined Jan-Feb 2022** in-market sales of 3 oncology drugs **up 81%**

2

Broad development program

- **20+ trial initiations, incl. 13 reg. studies** on **6 assets**, **5+ in planning**
- **4 new in-house NMEs** into clinical development

3

Late-stage assets

- **7 registration studies for savolitinib** in lung, kidney & gastric cancer
- **Fruquintinib FRESCO-2 global MRCT** fully enrolled with 2022 readout

4

Hematology progress

- **2 Breakthrough Therapy Designations** for amdizalisib and soveplenib
- **Tazemetostat** aimed for accelerated approval & availability in China

5

Flourishing oncology organization

- **At YE, 650+ commercial & 800+ R&D** personnel – **~130 in U.S. & Europe**
- **>\$1bn in cash** and further divestment opportunities of non-core assets

1 Oncology commercial:

2021 as expected & momentum continues

Oncology consolidated revenues 2022 guidance: **\$160-\$190 million** (China only)



US\$ (Growth vs. Prior Period)	2021	Jan-Feb 2022 Unaudited
In-market Sales		
ELUNATE®	\$71.0m (111%)	\$21.6m (51%)
SULANDA®	\$11.6m –	\$6.0m (21%)
ORPATHYS®	\$15.9m –	\$7.4m –
Total	\$98.5m (192%)	\$35.0m (81%)

Consolidated Revenues

Product Sales^[1]	\$76.4m (282%)	\$24.3m (61%)
Other R&D Service income	\$18.2m (77%)	\$3.7m (80%)
Milestone payments	\$25.0m –	\$15.0m –
Total	\$119.6m (296%)	\$43.0m (151%)

2021 guidance
\$110-\$130 million




Momentum continues
in Jan-Feb 2022

[1] Includes manufacturing fees, commercial services and royalties.

Deep & increasingly broad portfolio

Most discovered in-house, & designed for global differentiation

20+ trial initiations, including 13 registration studies & > 5 more are planned for 2022

PRODUCT	MOA	DISCOVERY ^[1]	INDICATIONS	PARTNER	RIGHTS	CHINA ^[2]	GLOBAL ^[2]
Surufatinib (SULANDA®)	VEGFR 1/2/3, FGFR1 & CSF-1R	In-house (est. LOE ~2035)	NET, NEC, multiple I/O combos	None	HCM holds all WW rights	Marketed (non-pNET) Marketed (pNET)	E.U. MAA accepted
Fruquintinib (ELUNATE®)	VEGFR 1/2/3	In-house (est. LOE ~2033)	Colorectal, gastric, NSCLC, EMC, (multiple I/O & TKI combos)		HCM has WW rights ex-China; 70%-80% of sales in China ^[4]	Marketed (Colorectal); Ph.III (Gastric)	Ph.III U.S., E.U., Japan (Colorectal)
Savolitinib (ORPATHYS®)	MET	In-house (est. LOE ~2035)	NSCLC, kidney, gastric, colorectal ^[3] (multiple I/O & TKI combos)		AZ has WW rights; China (30% royalty); ex-China (9-18% tiered royalty)	Marketed (NSCLC mono) Ph.III (NSCLC combo) Ph.II reg-intent (GC)	Ph.II/III global (multiple NSCLC) Ph.III global (PRCC)
Amdizalisib (HMPL-689)	PI3Kδ	In-house (est. LOE ~2040)	B-cell malignancies – indolent NHL	None	HCM holds all WW rights	Ph.II reg-intent (FL & MZL)	Ph.I U.S., E.U., Aus (NHL)
Sovleplenib (HMPL-523)	Syk	In-house (est. LOE ~2037)	ITP, B-cell malignancies – indolent non-Hodgkin's lymphoma (NHL)	None	HCM holds all WW rights	Ph.Ib/II (>200 NHL pts.) Ph. III (ITP)	Ph.I U.S., E.U., Aus (NHL)
TAZVERIK®	EZH2	Epizyme	Solid tumors, hematological malignancies		HCM has commercial rights in Greater China	IND Cleared (China)	Marketed by Epizyme
HMPL-453	FGFR 1/2/3	In-house (est. LOE ~2039)	Cholangiocarcinoma	None	HCM holds all WW rights	Ph.II (Solid Tumors)	-
HMPL-306	IDH 1/2	In-house (est. LOE ~2043)	Hematological malignancies, solid tumors	None	HCM holds all WW rights	Ph.I (Hem. malignancies)	Ph.I (solid tumor & hem. malignancies)
HMPL-295	ERK (MAPK pathway)	In-house	Solid tumors	None	HCM holds all WW rights	Ph.I (Solid tumors)	-
HMPL-760	3G BTK	In-house	Hematological malignancies	None	HCM holds all WW rights	Ph.I (B-Cell NHL)	IND cleared
HMPL-653	CSF-1R	In-house	Solid tumors	None	HCM holds all WW rights	Ph. I (Advanced Malignant Solid Tumors & TGCT)	4 New clinical assets in 2021
HMPL-A83	CD47	In-house	mAb – solid tumors, hematological malignancies	None	HCM holds all WW rights	IND cleared	

[1] Approximate estimated Loss of Exclusivity (LOE) in key markets considering multiple patent families, extension, and regulatory protection; [2] Represents the most advanced clinical trial stage and indication; [3] Investigator initiated trials (IITs);

[4] Subject to meeting pre-agreed sales targets, Lilly will pay HUTCHMED an estimated total of 70%-80% of ELUNATE® sales in the form of royalties, manufacturing costs and service payments.

Savolitinib – major late-stage expansion

7 registrational studies – 3 global & 4 in China

GLOBAL – led by AstraZeneca

1 MET-driven Papillary Renal Cell Carcinoma (PRCC)

- Savolitinib + IMFINZI® vs. SUTENT® Phase III registration study
- FPI in October 2021 – **SAMETA Study**

2 2L TAGRISSO® refractory NSCLC w/ MET aberration

- **SAVANNAH study** – continue evaluation for potential accelerated approval; plan to present data in H2 2022
- Savolitinib + TAGRISSO® Phase III registration study – \$15 million milestone from AstraZeneca triggered by initiation of start-up activities in Feb 2022 – FPI targeted mid-2022 – **SAFFRON Study**

CHINA – led by HUTCHMED

4 MET Exon14 skipping NSCLC

- NDA conditional approval in June 2021
- **Confirmatory Phase III study** – FPI September 2021

5 2L EGFR TKI refractory NSCLC w/ MET amplification

- Savolitinib + TAGRISSO® Phase III registration study
- FPI in November 2021 – **SACHI Study**

6 1L EGFRm+ NSCLC w/ MET overexpression

- Savolitinib + TAGRISSO® Phase III registration study
- FPI in September 2021 – **SANOVO Study**

7 Gastric cancer w/ MET amplification

- **Single arm study with potential for registration**
- FPI in July 2021

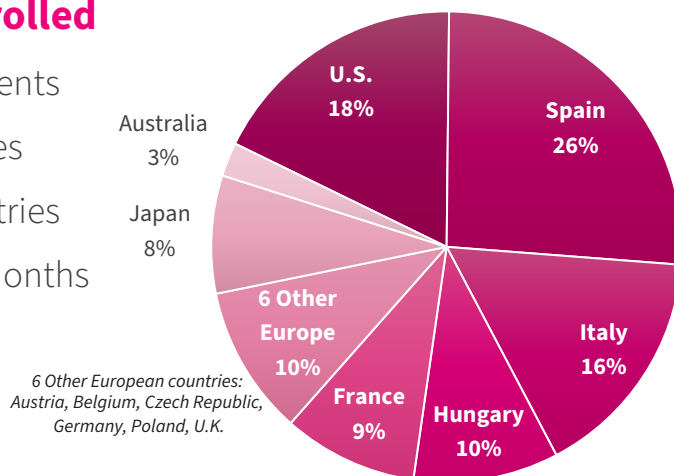
Fruquintinib – FRESCO-2 to readout in H2 2022 HUTCHMED

If positive, plan **U.S. filing at year end in ≥3L mCRC, with EU & Japan soon after**

- FRESCO-2 global MRCT Phase III** – regulatory consultation in U.S., EU & Japan prior to start

- Fully enrolled**

- 691 patients
- >150 sites
- 14 countries
- In ~15 months



- Potential to fill an unmet medical need** if FRESCO-2 is positive the package will support filing for **third-line & above metastatic CRC**
- U.S. Fast Track Designation** for ≥3L mCRC & potential for U.S. rolling submission
- Extensive list of **supporting studies**

FRUQUINTINIB – Basis for global filings

Aggregation of China, U.S. & global studies

FRESCO China Ph III
(N=416)

≥3L CRC



U.S. Ph Ib

(N=116)

3L/3L+ CRC (80)
Other tumors



FRESCO-2 Global Ph III
(N=691)

Fully enrolled

Late stage CRC

Consistency in tumor control

despite additional prior lines of therapy in U.S. study



	U.S. Phase 1b ^[1]		FRESCO ^[2]	
	Cohort B (n=41*)	Cohort C (n=40)	Fruquintinib (n=278)	Placebo (n=138)
Prior VEGF/R Tx	93%	100%	30%	30%
mOS, mo. [95% CI]	10.7 [6.7-11.7]	9.3 [5.2-NR]	9.3 [8.2-10.5]	6.6 [5.9-8.1]

*No post-dose tumor assessment was conducted in 3 patients.
DCO: September 3, 2021

DCO: January 17, 2017

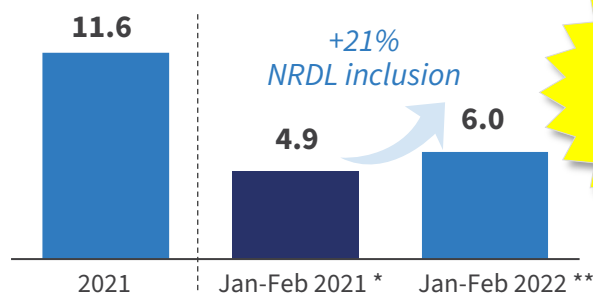
3 Surufatinib – China expanding; ex-China approval delays

CHINA – momentum building

2022 NRDL & access rapidly growing in China

- NRDL inclusion Jan 2022 allowing wider patient access

In-market sales (US\$ millions)



PD-1 combo studies entering registration stage

- Following SURTORI-01 (NEC) multiple new Phase IIIs expected in 2022 for Surufatinib + Toripalimab combo

	NEC (2L)	ESCC (2L)	GEJ/GC (2L)	SCLC (2L)
Status	SURTORI-01 Phase III Initiated Sep-2021	SURTORI-02 Phase III to initiate	Reg design under discussion	Phase II Ongoing

- International exploratory studies with tislelizumab (PD-1) also ongoing

GLOBAL – CRL a setback, but committed to bringing it to patients through additional trial

FDA – NDA Complete Response Letter (CRL)

- China SANET trials not applicable to U.S.;
- Importance of multi-region clinical trials (MRCTs)
- No questions on safety/efficacy in Chinese patients
- HUTCHMED will collaborate with FDA to bring surufatinib to patients in need

EMA – MAA Status

- MAA validated & accepted for review in July 2021
- Reached 180-day assessment
- Site inspections required – timing will be subject to access by inspectors from Europe

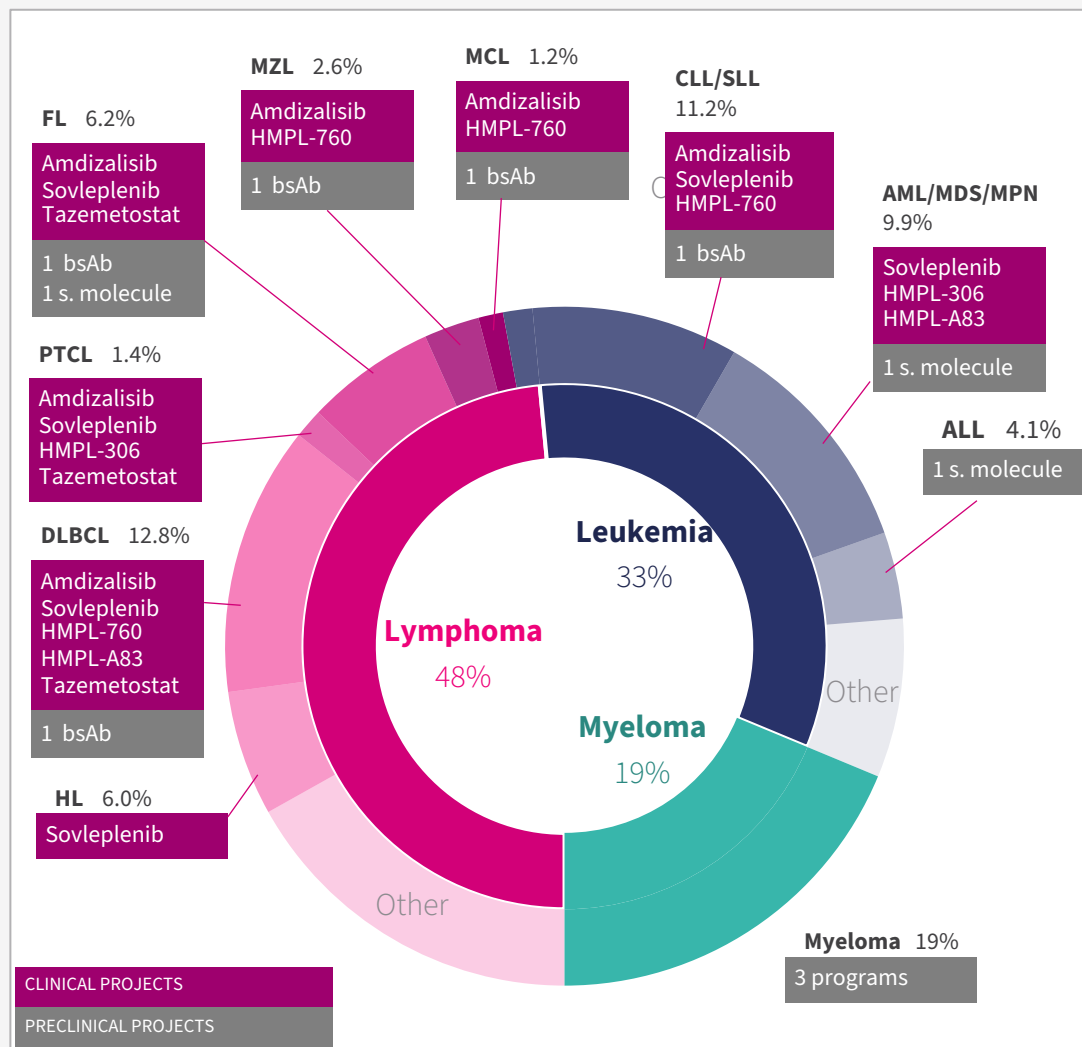
Japan – Bridging Study Ongoing

- Bridging study initiated in Sept 2021
- Discussion with PMDA will follow study readout

Conducting multi-regional registration trials has been our foundational approach

Next wave: strong heme onc portfolio

6 clinical-stage assets designed to cover virtually the entire heme onc spectrum



Amdizalisib – *PI3Kδi*

Breakthrough Therapy Designation in China for FL

- Highly selective & potent
- Balanced distribution between plasma & tissues
- Data to date indicates low risk of DDI, favorable for combos
- Phase II registration study in China initiated in April 2021

Sovleplenib – *SYKi*

Breakthrough Therapy Designation in China for ITP

- Highly selective against Syk
- High tissue distribution – activity against tumor cells in lymph nodes
- Pivotal phase III study, ESLIM-01, initiated in China in Oct 2021.

HMPL-760 – 3rd gen BTKi

- Reversible, non-covalent, potent against both wild type & C481S mutant
- Improved potency in in-vivo models vs. ibrutinib

Tazemetostat – *EZH2i*

- Only FDA approved EZH2 inhibitor (single agent)
- Clinical profile supports exploration of combo use

HMPL-306 – dual IDH 1/2i

- IDH1 & IDH2 both validated targets in R&R AML
- Comparable efficacy in preclinical model with wider safety window

HMPL-A83 – mAb against CD-47

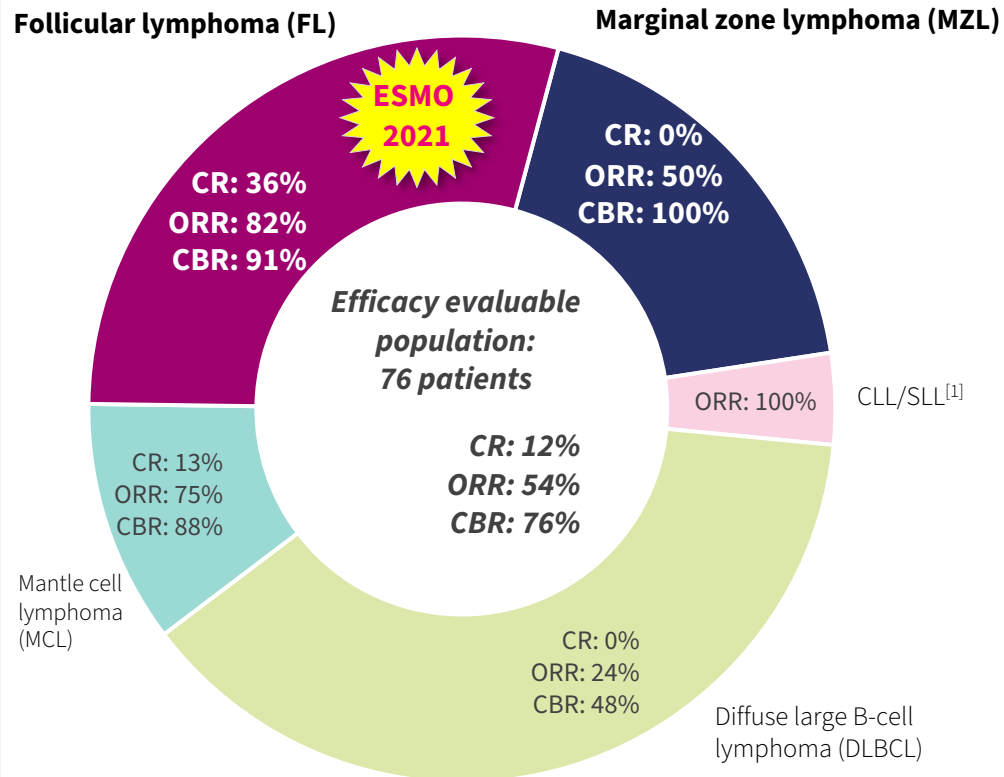
- IND cleared in China

Amdizalisib – China Breakthrough Therapy

China registration trials initiated, supported by differentiated POC data

AMDIZALISIB – Phase Ib/II

MCL/CLL continuing & added PTCL



2 New China Registration Studies

First patient dosed in April 2021

Additional indications & combinations in planning

Cohort 2: R/R FL

- ≥3L after ≥1L CD20i tx
- N~100
- No prior PI3Ki/BTKi

Full enrollment target:
H2 2022

Granted Breakthrough Therapy Designation in China for R/R Follicular Lymphoma

Cohort 1: R/R MZL

- ≥2L after ≥1L CD20i tx
- N~80
- No prior PI3Ki/BTKi

Full enrollment target:
Late 2022

Amdizalisib – Global development

Large scale expansion (N=210) – **accumulating global evidence of clinical differentiation**

Amdizalisib Global Strategy

- Continue generating robust & differentiated monotherapy data
- Amended global study to:
 - Increase in cohort size** for select lymphoma indications based on proof of activity
 - Addition of newer cohorts** in high unmet need lymphoma indications
 - Larger clinical trial footprint** with additional countries to support expansion
- Explore combination opportunities** with both approved & novel agents
- Continue to work with Regulatory agencies to **define a data-driven path to NDA**

Original Study Design

Expansion Phase

Amendment 2021

Primary endpoint: Safety, RP2D

Secondary endpoints: ORR, PFS, PK, TTR

Escalation

R/R NHL

5mg QD

30mg QD

Expansion Phase

FL
N=10

MZL
N=10

CLL
N=10

WM/LPL
N=10

MCL
N=10

2021 Amendment

1. Increase in cohort size

FL
N=50

MZL
N=40

CLL
N=40

WM/LPL
N=40

MCL (BTK naïve)
N=20

MCL (Post BTK)
N = 20

CBCL
N=10

PTCL
N=10

2. Addition of 3 new cohorts

3. Larger clinical trial footprint



USA



SPAIN



POLAND



ITALY



FRANCE



DENMARK



FINLAND



AUSTRALIA

Sovleplenib – immune thrombocytopenia (ITP)

Syk inhibitor promising data for treatment of ITP, a condition with high unmet medical need

Results from China Phase I/II in R/R primary ITP

- Oral, fast onset of efficacy – **ORR 80% & Durable ORR 40%**
- Robust **efficacy in heavily pre-treated** patients
- Similar **efficacy level with or without prior TPO/TPO-RA** therapies

*Granted **Breakthrough Therapy Designation** in China in January 2022*

		Sovleplenib – 300 mg, once daily		
		Double-blinded Patients 8 + 16 weeks N=16	Cross-over Patients 16 weeks N=4	Total N=20
ORR: n (%)	PLT \geq 50 \times 10 ⁹ /L: \geq 1 time	12 (75.0)	4 (100.0)	16 (80.0)
Durable ORR: n (%)	PLT \geq 50 \times 10 ⁹ /L: \geq 4 times of the last 6 visits	5 (31.3)	3 (75.0)	8 (40.0)

*New **ESLIM-01** pivotal Phase III study initiated October 2021*

Sovleplenib – Global development

Dose expansion ongoing **into 9 indolent NHL patient populations**

Sovleplenib Global Strategy

- Continue generating monotherapy data in lymphoma indications of interest:
 - Follicular lymphoma**
 - Hodgkin's lymphoma**
 - CLL (post BTKi)**
- Explore combination opportunities** in lymphoma
- Expand to non-malignant hematology** conditions of relevance such as chronic immune thrombocytopenia Phase I in U.S. / EU

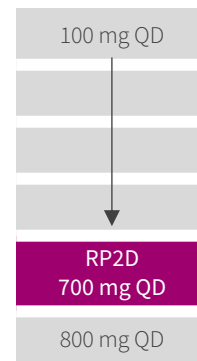
Original Study Design

Expansion Phase Amendment 2021

Primary endpoint: Safety, RP2D

Secondary endpoints: ORR, PFS, PK, Time on Treatment/Response

Escalation



Expansion Phase

CLL N=10	WM/LPL N=10
FL N=30	PTCL N=10
MCL N=10	CBLC N=10
MZL N=10	

2021 Amendment

CLL N=10	WM/LPL N=10
FL N=30	PTCL N=10
MCL N=10	CBLC N=10
MZL N=10	HL N=10
CLL (Post BTK) N=20	

Tazemetostat – a first-in-class EZH2 inhibitor

Aim for accelerated China approval & to assess major combination opportunities

TAZEMETOSTAT

Activities for initial registration/availability in China

Monotherapy bridging study in R/R follicular lymphoma

- IND cleared in China; FPI expected H1 2022

SYMPHONY-1 study – combo w/ R² global Phase III in 2L follicular lymphoma

- IND cleared in China; FPI expected in H1 2022

Hainan Health Tourism Policy

- U.S. FDA approved oncology drugs channel in Hainan Province; First sale target in mid-2022

Initial TAZEMETOSTAT combo studies

HEMATOLOGICAL MALIGNANCIES

Submitting IND

+ AMDIZALISIB

PI3Kδi

DLBCL

TCL

SOLID TUMORS

IND in preparation

+ FRUQUINTINIB

VEGFRi

Lung

Ovarian

Tumors w/ neuroendocrine differentiation (NED), e.g. NEPC

+ SURUFATINIB

VEGFRi, FGFRi & CSF1Ri

Sarcoma

Strong oncology sales growth & cash position

Cash Resources: \$1,012m (As of Dec 31, 2021) ^[1]

Condensed Consolidated Statement of Operations

(in US\$ millions)	YE Dec 31,	
	2021	2020
Revenues:		
Oncology/Immunology – Marketed Products	76.4	20.0
Oncology/Immunology – R&D	43.2	10.2
Oncology/Immunology consolidated revenues	119.6	30.2
Other Ventures	236.5	197.8
Total revenues	356.1	228.0
Expenses:		
Costs of revenues	(258.2)	(188.5)
R&D expenses	(299.1)	(174.8)
Selling & general admin. Expenses	(127.1)	(61.3)
Total expenses	(684.4)	(424.6)
Loss from Operations	(328.3)	(196.6)
Gain on divestment of an equity investee	121.3	–
Other (expense)/income	(8.7)	6.9
Loss before income taxes & equity in earnings of equity investees	(215.7)	(189.7)
Income tax expense	(11.9)	(4.8)
Equity in earnings of equity investees, net of tax	60.6	79.0
Net loss	(167.0)	(115.5)
Less: Net income attrib. to non-controlling interests	(27.6)	(10.2)
Net loss attrib. to HUTCHMED	(194.6)	(125.7)

Revenues up +56% to \$356m

- Oncology up ~4x **to \$120m (2020: \$30m)**
- Other Ventures – distribution sales up 20%

Global pipeline & org. expansion

- **R&D up +71% to \$299m**
 - U.S. & EU R&D up 121% to \$140m
 - China R&D up 43% to \$159m
- Oncology team grew 50% to ~1,500 staff

Other Ventures income partially offsetting investment in R&D

- **\$159m** cash from divesting non-core OTC^[2]
- Other non-core business income up 33% (Mainly SHPL **\$45m** ^[3])

[1] cash / cash equivalents / Short-term investments (deposits over 3 months);

[2] Non-core OTC contributed one-time gains of (a) \$5.6m of land compensation and (b) \$82.9m gain on divestment;

[3] Shanghai Hutchison Pharmaceuticals Limited income attributable to HUTCHMED.

2022-23 Outlook

Strategy & ambition unchanged, with a rich pipeline and a strong commercial track record

China commercial progress

- Oncology revenue **guidance \$160-\$190m** (*China only*)
- **Q1 2022 strong**; subject to headwinds due to COVID-19 in China

Late-stage solid tumor assets

- **Savolitinib** global SAFFRON Phase III start, SAVANNAH data in H2
- **Fruquintinib FRESCO-2 global MRCT** with **H2 2022 readout**
– if positive, US NDA YE 2022; EU & Japan H1 2023
- **Surufatinib** currently under review by EMA; U.S. pivotal trial in planning

Late-stage heme assets

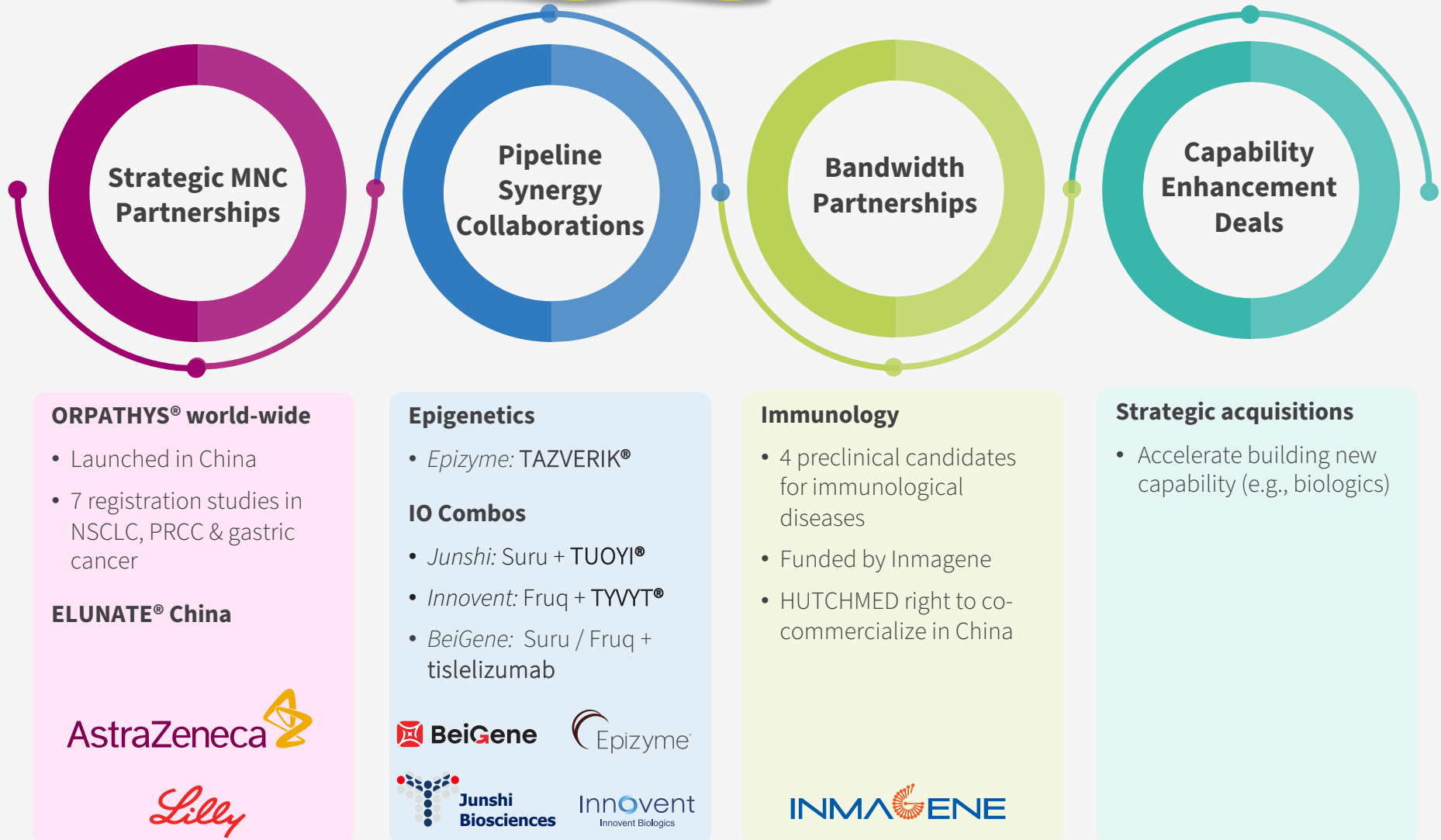
- **Amdizalisib FL & MZL** China **fully enrolled H2 2022**
- **Sovleplenib ITP** China **fully enrolled YE 2022**
- **Tazemetostat launching in Hainan** and **initiating China bridging study**

Flourishing oncology organization

- **780+ commercial & 900+ R&D** personnel – **~150 in U.S. & Europe**
- **>\$1bn in cash** and further divestment opportunities of non-core assets

Scientific/medical partnership strategy

Our BD strategy is focused on **four key activities**



Thank you



www.hutch-med.com