

# STRONG FOUNDATIONS IN INNOVATION & COMMERCIALIZATION

2022 MID-YEAR RESULTS AND BUSINESS UPDATES

August 1, 2022

Nasdaq/AIM:HCM | HKEX:13





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# Agenda

- 1** Opening Remarks  Weiguo Su
- 2** China Commercial  Hong Chen
- 3** Discovery & Development   Weiguo Su & Marek Kania
- 4** Financial Summary  Johnny Cheng
- 5** Closing Remarks & Q&A      All

# **OPENING REMARKS**

Weiguo Su, PhD  
Chief Executive Officer and  
Chief Scientific Officer



# 2022 H1 Highlights and Challenges

## COMMERCIAL RESULTS <sup>[1]</sup>

### *in China oncology*

- **ELUNATE® in-market sales +26%** to **\$50.4m** – expansion continues
- **SULANDA® in-market sales +69%** to **\$13.6m** – newly on NRDL
- **ORPATHYS® in-market sales \$23.3m** – building off H2'21 launch
- **TAZVERIK®** just launched in Hainan
- **Oncology revenues +113%** to **\$91.1m**
- Optimal scale China commercial team of **>800** staff in place

## CLINICAL PORTFOLIO

### *continues to progress*

- **Fruquintinib FRESCO-2 global Ph III events accrued** – top-line result expected in August
- **Savolitinib SAVANNAH Ph II encouraging results** – optimized Ph III trial design for SAFFRON
- **Sovleplenib China ITP** – registration study ongoing
- **Amdizalisib China FL & MZL** registration studies ~50% enrolled

## STRENGTH & EXPERIENCE

### *in managing challenges*

- **Surufatinib MRCT required** – regulatory discussions ongoing
- **Solid cash balance** of \$826m being managed prudently
- **COVID in China** – some impact on sales and certain clinical studies; impacted overseas regulatory inspections

# CHINA COMMERCIAL

Hong Chen  
Chief Commercial Officer, China

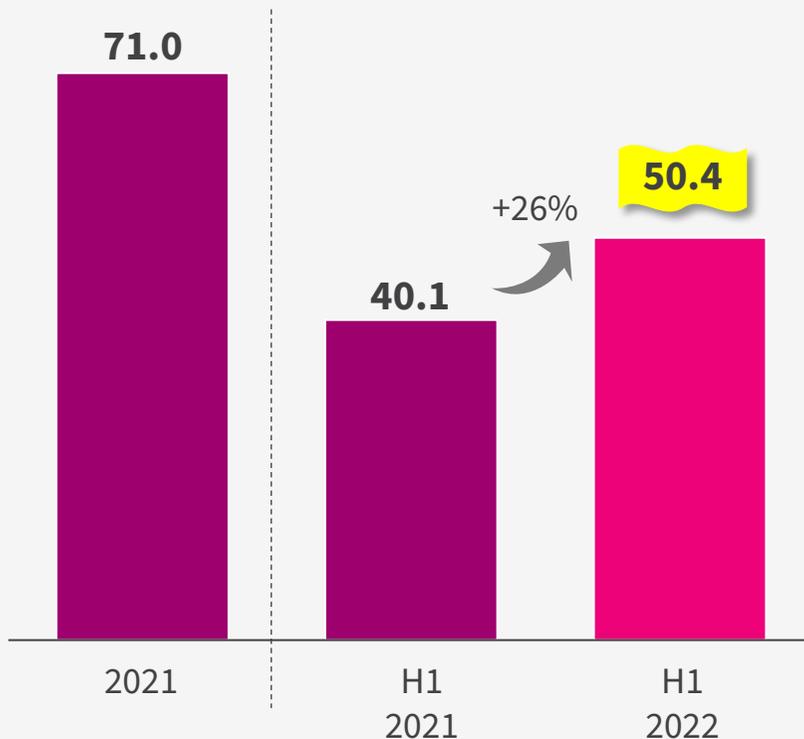


# ELUNATE<sup>®</sup> market leader in 3L CRC

Over 50,000 patients treated to date



In-market sales (US\$ millions)



## Continued progress in H1 2022

- ~14,000 est. new patients treated, up ~40% versus H1 2021
- >RMB1bn in cumulative in-market sales since launch 3½ years ago

## Strong competitive position

- 2022 NRDL renewal
- Patient share market leader in 3L CRC (IQVIA<sup>[1]</sup>) despite later launch

	Q4-18	Q4-19	Q4-20	Q4-21	Q2-22
<b>ELUNATE<sup>®</sup></b>	2%	25%	33%	39%	<b>43%</b>
<b>STIVARGA<sup>®</sup></b>	29%	32%	35%	34%	33%

[1] IQVIA audit data in proprietary post-launch research panel of mainly Class 3 hospitals in Top 30 cities in China

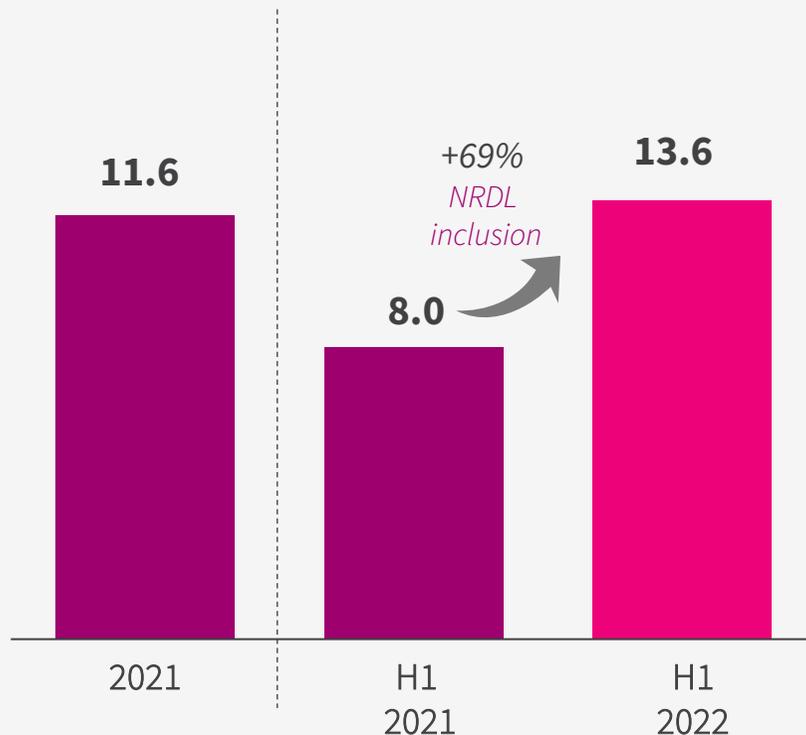
# SULANDA® China momentum building

NRDL inclusion allowing wider patient access from Jan 2022

HUTCHMED



In-market sales (US\$ millions)



## Impact of NRDL inclusion

- ~34,000 new patients/yr. with adv. NETs
- NRDL inclusion Jan 2022 with 52% reduction versus 2021 list price
- Patient self-pay price reduced ~80%

## 2022 access & awareness rapidly growing

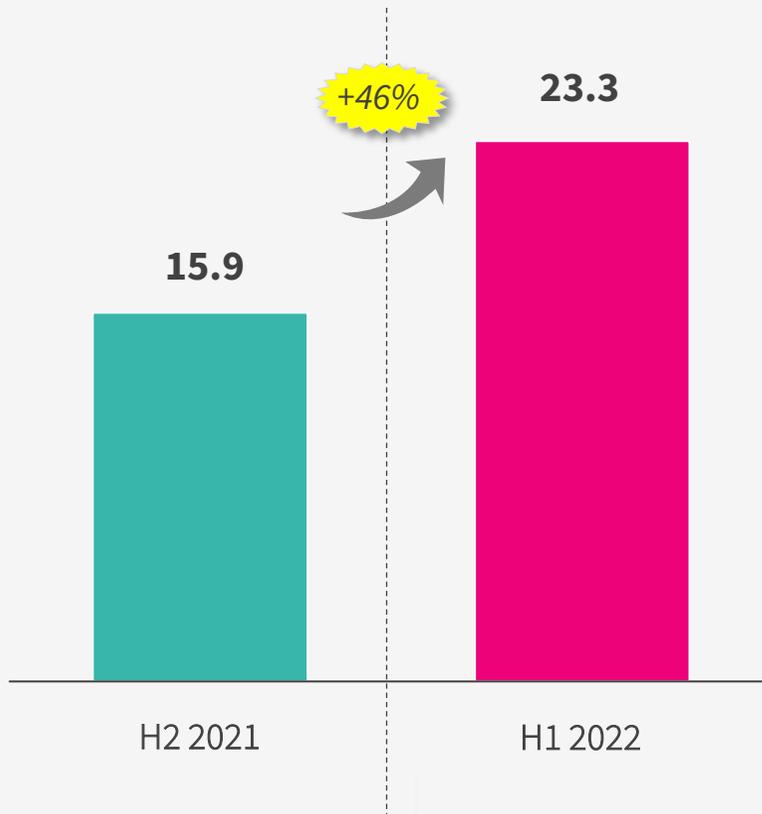
- ~43,000 HCPs in H1 2022 educational events
- ~7,500 est. new patients treated
- ~280% more new patients treated in H1 2022 vs. H1 2021

# ORPATHYS® – First-in-class MET inhibitor

Estimated **>120,000 annual incidence of MET-driven patients** in China across all indications



1<sup>st</sup> year in-market sales (US\$ millions)



## A unique treatment for Chinese patients

- ~13,000 new pts/yr with MET Ex14 NSCLC
- The only approved MET ex14 therapy
- The only selective MET TKI available

## First anniversary of launch

- 4,000+ new pts treated 12 mths after launch
- Inclusion in 5 new treatment guidelines
  - NHC, CSCO, CACA, CMA, CTONG <sup>[1]</sup>

## AZ a strong China commercial partner

- Top lung cancer franchise synergies
- Patient access program introduced in late 2021
- MET diagnostic testing is now recommended as SOC for late-stage NSCLC
- Preparing for NRDL inclusion for 2023



[1] New treatment guidelines with National Health Commission (NHC), Chinese Society of Clinical Oncology (CSCO), Chinese Anti-Cancer Association (CACA), China Medical Association (CMA), Chinese Thoracic Oncology Group (CTONG).

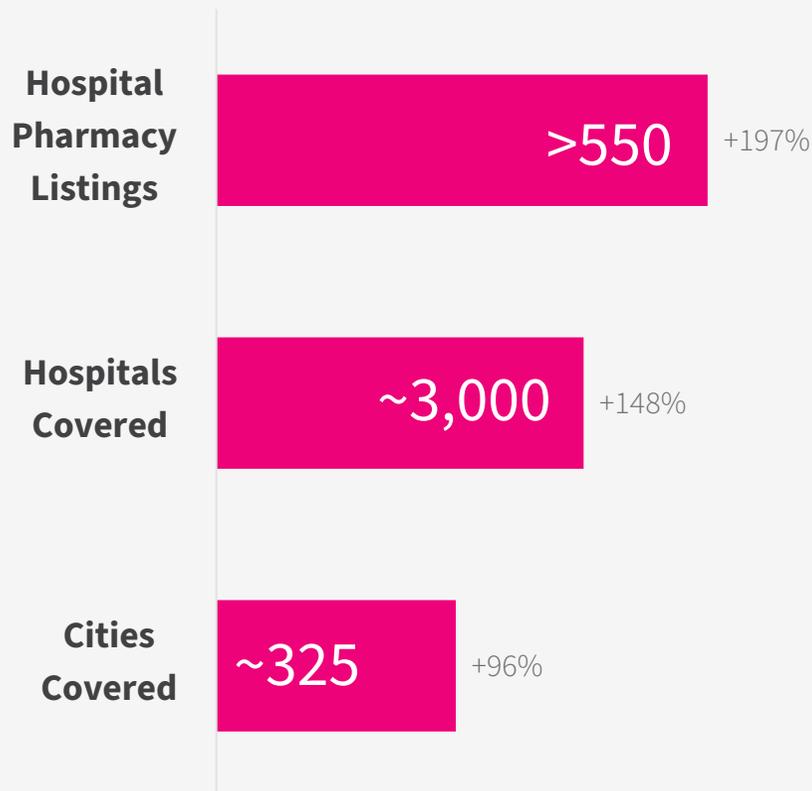
# Commercial coverage

China sales benefitting from robust commercial infrastructure



## Robust on-the-ground activities

*June 30, 2022 vs. Sept 30, 2020*



## Commercial organization at **optimal scale**, with capacity to grow sales further

- **>30,000** oncology physicians covered
- **>800**-person oncology commercial team
- **500+ more hospitals covered** versus 2021, especially in tier 2 & tier 3 cities
- **Strong core** of regional managers and territory managers across China
- **NRDL inclusions & renewals** at reasonable pricing
- **Many more and highly effective digital promotion events** to mitigate the COVID challenges, e.g.
  - **>3,800 ELUNATE® events** (+100% vs. H1'21)
  - **>43,000 SULANDA® HCPs covered** (+180% vs. H1'21)



## DISCOVERY & DEVELOPMENT

Dr Weiguo Su  
Chief Executive Officer &  
Chief Scientific Officer

Dr Marek Kania  
Managing Director &  
Chief Medical Officer, International



# Deep & increasingly broad portfolio

Most discovered in-house, all potentially first-in-class or best-in-class

PRODUCT	MOA	DISCOVERY <sup>[1]</sup>	INDICATIONS	PARTNER	RIGHTS	CHINA <sup>[2]</sup>	GLOBAL <sup>[2]</sup>
<b>Surufatinib (SULANDA®)</b>	VEGFR 1/2/3, FGFR1 & CSF-1R	In-house (est. LOE ~2035)	NET, NEC, multiple I/O combos	None	HCM holds all WW rights	<b>Marketed</b> (non-pNET) <b>Marketed</b> (pNET) <b>Ph.III</b> (NEC)	<b>U.S. post CRL discussions ongoing</b> <b>EMA MAA withdrawn</b>
<b>Fruquintinib (ELUNATE®)</b>	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 <sup>[4]</sup>	<b>Marketed</b> (Colorectal); <b>Ph.III</b> (Gastric)	<b>Ph.III U.S., E.U., Japan</b> (Colorectal)
<b>Savolitinib (ORPATHYS®)</b>	MET	In-house (est. LOE ~2035)	NSCLC, kidney, gastric, colorectal <sup>[3]</sup> (multiple I/O & TKI combos)		AZ has WW rights; China (30% royalty); ex-China (9-18% tiered royalty)	<b>Marketed</b> (NSCLC mono) <b>Ph.III</b> (NSCLC combo) <b>Ph.II reg-intent</b> (Gastric)	<b>Ph.II/III global</b> (multiple NSCLC) <b>Ph.III global</b> (PRCC)
<b>Amdizalisib (HMPL-689)</b>	PI3Kδ	In-house (est. LOE ~2040)	B-cell malignancies – indolent NHL	None	HCM holds all WW rights	<b>Ph.II reg-intent</b> (FL & MZL)	<b>Ph.I</b> U.S., E.U., Aus (NHL)
<b>Sovleplenib (HMPL-523)</b>	Syk	In-house (est. LOE ~2037)	ITP, B-cell malignancies (NHL)	None	HCM holds all WW rights	<b>Ph.Ib</b> (>200 NHL pts.) <b>Ph. III</b> (ITP)	<b>Ph.I</b> U.S., E.U., Aus (NHL)
<b>Tazemetostat (TAZVERIK®)</b>	EZH2	Epizyme	Solid tumors, hematological malignancies		HCM has commercial & development rights in Greater China	<b>Marketed</b> (ES & FL, Hainan) <b>Bridging</b> (3L FL) Global <b>Ph. Ib/III</b> (2L FL combo)	Marketed by Epizyme
<b>HMPL-453</b>	FGFR 1/2/3	In-house (est. LOE ~2039)	Cholangiocarcinoma	None	HCM holds all WW rights	<b>Ph.II</b> (Solid tumors)	-
<b>HMPL-306</b>	IDH 1/2	In-house (est. LOE ~2043)	Hematological malignancies, solid tumors	None	HCM holds all WW rights	<b>Ph.I</b> (Hem. malignancies)	<b>Ph.I</b> (Solid tumor & hem. malignancies)
<b>HMPL-295</b>	ERK (MAPK pathway)	In-house	Solid tumors	None	HCM holds all WW rights	<b>Ph.I</b> (Solid tumors)	-
<b>HMPL-760</b>	3G BTK	In-house	Hematological malignancies	None	HCM holds all WW rights	<b>Ph.I</b> (B-Cell NHL)	IND cleared, Ph. I activate (B-Cell NHL)
<b>HMPL-653</b>	CSF-1R	In-house	Solid tumors	None	HCM holds all WW rights	<b>Ph. I</b> (Advanced malignant solid tumors & TGCT)	-
<b>HMPL-A83</b>	CD47	In-house	mAb – solid tumors, hematological malignancies	None	HCM holds all WW rights	<b>Ph.I</b> (Advanced malignant neoplasms)	-

[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.

# HUTCHMED registration studies

13 registration trials for six drug candidates supporting potential near-term NDA filings

Drug	Study	Target Disease	Region	Design (N, arms, 1° endpoint)	Status	Est. NDA filing if positive
FRUQ	<b>FRESCO-2</b>	3L+ colorectal cancer	Global	~690, treatment vs. BSC, OS	LPI Dec '21	2023
FRUQ	<b>FRUTIGA</b>	2L GC, combo with chemo	China	~700, combo vs. chemo, OS & PFS	LPI Jul '22	2023
FRUQ	<b>2L EMC</b>	2L EMC, combo with PD-1	China	~130, 1 arm, ORR	FPI Oct '21	2023
AMDIZ	<b>3L FL</b>	3L follicular lymphoma	China	~100, 1 arm, ORR	FPI Apr '21	2023
SOVLE	<b>ESLIM-01</b>	2L immune thrombocytopenia	China	~180, 2 arms (placebo), ORR	FPI Oct '21	2023
AMDIZ	<b>2L MZL</b>	2L marginal zone lymphoma	China	~80, 1 arm, ORR	FPI Apr '21	2024
TAZ^	<b>Bridging</b>	3L follicular lymphoma	China	~40, 2 arms (EZH2+ or wt), ORR	FPI Jul '22	2024
SAVO*	<b>GASTRIC</b>	2L MET amplified GC	China	~75, 1 arm, ORR	FPI Jul '21	2024
SAVO*	<b>SANOVO</b>	1L EGFRm+ NSCLC, MET+	China	~320, combo vs. Tagrisso®, PFS	FPI Sep '21	2024
SAVO*	<b>SACHI</b>	2L EGFR TKI refractory NSCLC, MET+	China	~250, combo vs. chemo, PFS	FPI Nov '21	2024
SURU	<b>SURTORI-01</b>	2L NEC, combo with PD-1	China	~190, combo vs. chemo, OS	FPI Sep '21	2024
SAVO*	<b>SAMETA</b>	MET driven PRCC, combo with PD-L1	Global	~200, 3 arms combo vs. monos, PFS	FPI Oct '21	2025
SAVO*	<b>SAFFRON</b>	2/3L Tagrisso® refractory NSCLC, MET+	Global	~320, combo vs. chemo, PFS	FPI expected H2 2022	2025

^ In collaboration with Epizyme. \*In collaboration with AstraZeneca

# 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® monotherapy vs. IMFINZI® monotherapy Phase III registration study
- FPI in October 2021 – **SAMETA Study**

### 2 2/3L TAGRISSO® refractory NSCLC w/ MET aberration

- **SAVANNAH study** – continue evaluation for potential accelerated approval; first data presentation at WCLC

### 3 2/3L TAGRISSO® refractory NSCLC w/ MET aberration

- Savolitinib + TAGRISSO® Phase III registration study – \$15 million milestone from AstraZeneca – FPI H2 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

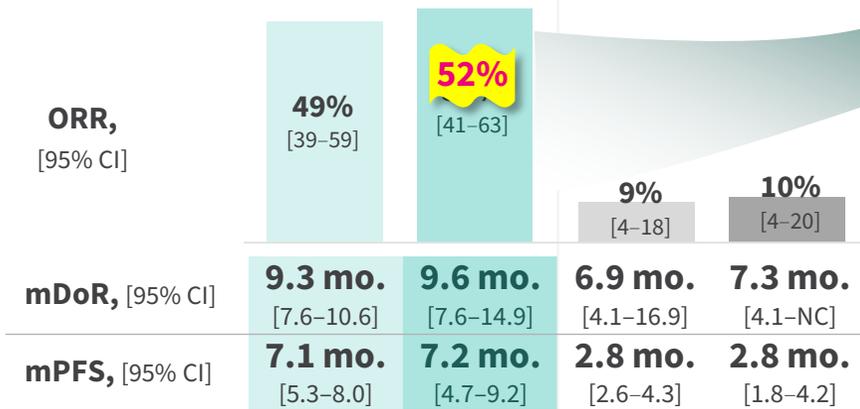
# Savolitinib – EGFRm+ NSCLC w/ MET aberration HUTCHMED

TAGRISSO® combo **rationale now even stronger** in SAFFRON Phase III NSCLC population

## Novel biomarker and patient enrichment strategy driven by SAVANNAH

WCLC 2022

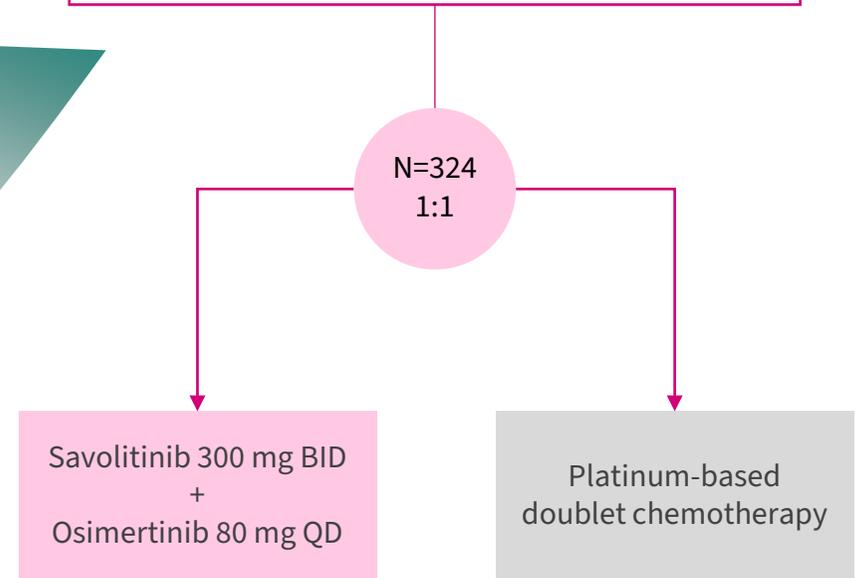
	N=185*		MET-high <i>IHC90+ and/or FISH10+</i>		MET-low <i>IHC50–90 and/or FISH 5-10</i>	
	<b>Prevalence among patients screened</b>			<b>34%</b>		<b>28%</b>
Prior Chemo	20%	No prior chemo subset	18%	No prior chemo subset	18%	No prior chemo subset
Number of patients	n=108	n=87	n=77	n=63	n=77	n=63



\*Evaluable for efficacy defined as dosed patients with measurable disease at baseline who had ≥2 on-treatment RECIST scans. Excludes eight patients with invalid or missing test results for IHC90+ and/or FISH10+ status, these patients were excluded from the subgroup analyses based on MET levels.

## SAFFRON MRCT open for recruitment [NCT05261399]

- Locally advanced or metastatic NSCLC
- Progression on 1L/2L TAGRISSO® (osimertinib) therapy, no prior chemo
- EGFRm and **MET-high**



# Savolitinib + IMFINZI® combinations

SAMETA – global Phase III trial in combination with IMFINZI® (durvalumab)

SOUND – exploratory study in EGFR-wildtype NSCLC

## IMFINZI® (PD-L1i) combo activity [1]

seen in CALYPSO

Highly correlated to MET-driven alterations/  
amplifications

	All patients (n=41)	MET-driven (n=14)
<b>ORR</b>	29%	<b>57%</b>
<b>mPFS</b>	4.9 mo. [2.5-10.0]	10.5 mo. [2.9-15.7]
<b>mOS</b>	14.1 mo. [7.3-30.7]	27.4 mo. [7.3-NR]
<b>PFS @ 12 mo.</b>	29.6% [16.1-44.3]	46.2% [19.2-69.6]
<b>OS @ 12 mo.</b>	54.3% [37.5-68.4]	64.3% [34.3-83.3]

- MET inhibitors benefiting EGFR/ALK/ROS1 wild-type NSCLC pts, including savolitinib in China<sup>[2]</sup>
- Evidence of MET correlations w/ PD-L1 expression, neutrophil migration, other related immune systems<sup>[3]</sup>
- METi + PD-1i has shown promising efficacy in NSCLC<sup>[4]</sup>
- Promising CALYPSO results show efficacy & tolerability of savolitinib + durvalumab combo

## SAMETA

FPI in October 2021 – 11 countries / global

### Pivotal Phase III study in MET-driven PRCC

savo + durvalumab  
N=100

sunitinib  
N=50

durvalumab  
N=50

Until objective radiological PD assessed by IR, unacceptable toxicity, consent is withdrawn or other discontinuation criterion

Crossover to  
savolitinib + durvalumab after PD by IRC

## SOUND

Exploratory study in China in EGFR/ALK/ROS1wt NSCLC

MET exon 14  
skipping mutation

MET  
amplification

MET overexpression

**savolitinib + durvalumab**

Until objective radiological PD assessed by IR, unacceptable toxicity, consent is withdrawn or other discontinuation criterion

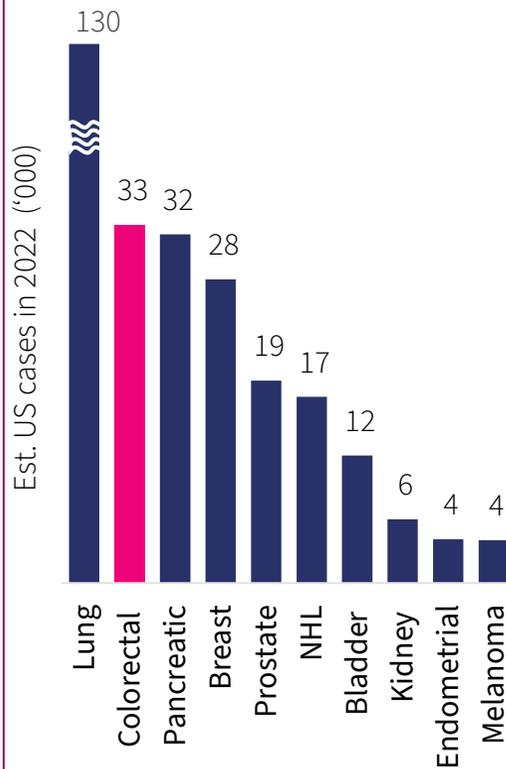
[1] ASCO 2021 Suárez C et al. *J Clin Oncol* 39, 2021 (suppl 15; abstr 4511). CALYPSO MET-driven = MET DNA alterations (central analysis: chromosome 7 gain / MET or HGF amplification, kinase domain mutations).

[2] Lu et al. *Annals of Oncology* (2022) 33 (suppl\_2): S27-S70. [3] Papaccio et al. *Int J Molec Sciences*, 2018; 19(3595). [4] Felip et al. *J of Thoracic Onc*, DOI:10.1016/j.jtho.2021.01.1060.

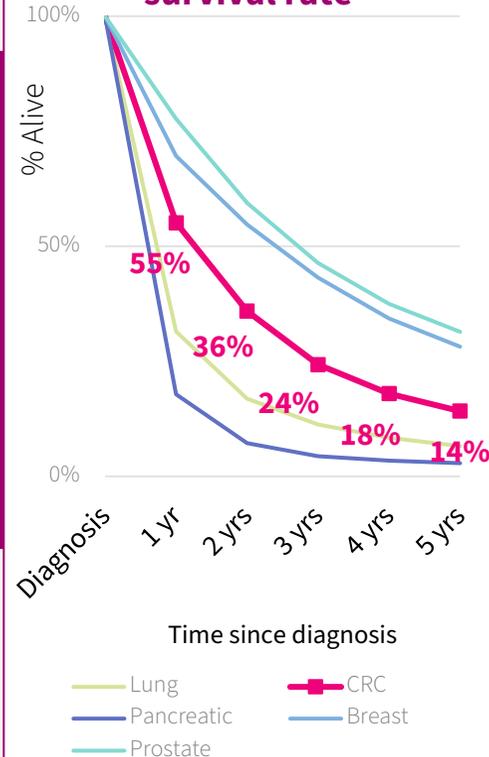
# Colorectal cancer a significant burden...

...but there are still limited treatment options for most patients

## Second most common metastatic cancer diagnosis



## Patients diagnosed with metastatic disease have low 5-year relative survival rate



## Unmet medical need

- **Limited use of approved 3L treatments**
  - Regorafenib (approved Q3 2012)
  - TAS-102 (approved Q3 2015)
- **Chemotherapy, anti-VEGF & anti-EGFR agents used across all lines**
- **Newer treatment options focus on discrete actionable mutations**
  - ~10% of patients have BRAF mutation <sup>[1]</sup>
  - ~15% of patients have MSI-H or dMMR disease <sup>[2]</sup>

Note: Epidemiology data are sourced from SEER, for the U.S.

[1] D'Haene N, et al. Clinical application of targeted next-generation sequencing for colorectal cancer patients: a multicentric Belgian experience. *Oncotarget*. 2018;9(29):20761-20768. Published 2018 Apr 17. doi:10.18632/oncotarget.25099

[2] André T, et al. Pembrolizumab in Microsatellite-Instability-High Advanced Colorectal Cancer. *N Engl J Med*. 2020;383(23):2207-2218. doi:10.1056/NEJMoa2017699

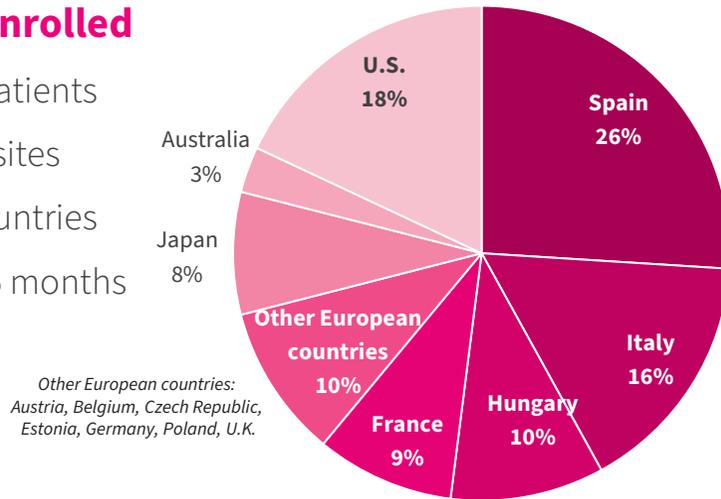
# Fruquintinib – FRESCO-2 to readout in Aug 2022 HUTCHMED

If positive, plan to complete filings in the U.S., Europe and Japan in 2023

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

- **Fully enrolled**

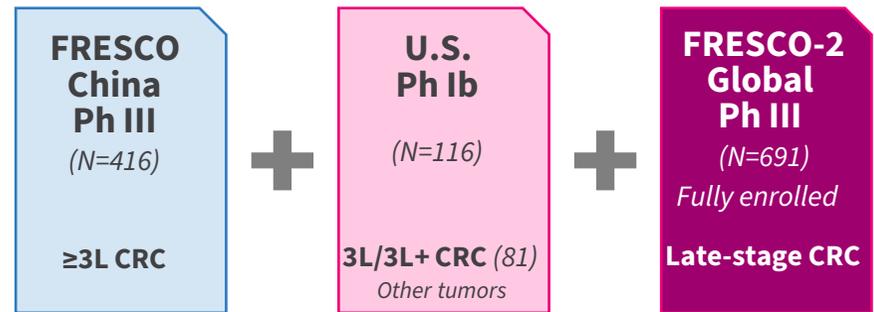
- 691 patients
- ~150 sites
- 14 countries
- In ~15 months



- **Potential to fill an unmet medical need** if FRESCO-2 is positive, expect package to support filing for late-stage CRC in U.S., Europe, and Japan
- **U.S. Fast Track Designation** for  $\geq 3L$  mCRC & potential for U.S. rolling submission
- Extensive list of **supporting studies**

## FRUQUINTINIB – Basis for global filings

Aggregation of China, U.S. & global studies



## Consistency in tumor control

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

ASCO GI 2022	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]	<b>10.7</b> [6.7-11.7]	<b>9.3</b> [5.2-NR]	<b>9.3</b> [8.2-10.5]	<b>6.6</b> [5.9-8.1]

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

DCO: January 17, 2017

[1] Dasari, et al. Phase 1/1b trial of fruquintinib in patients with advanced solid tumors: preliminary results of the dose expansion cohorts in refractory metastatic colorectal cancer. ASCO-GI 2022 #93. doi: 10.1200/JCO.2022.40.4\_suppl.093

[2] Li J, et al. Effect of Fruquintinib vs Placebo on Overall Survival in Patients With Previously Treated Metastatic Colorectal Cancer: The FRESCO Randomized Clinical Trial. JAMA. 2018;319(24):2486-2496. doi:10.1001/jama.2018.7855

# Surufatinib – a unique case

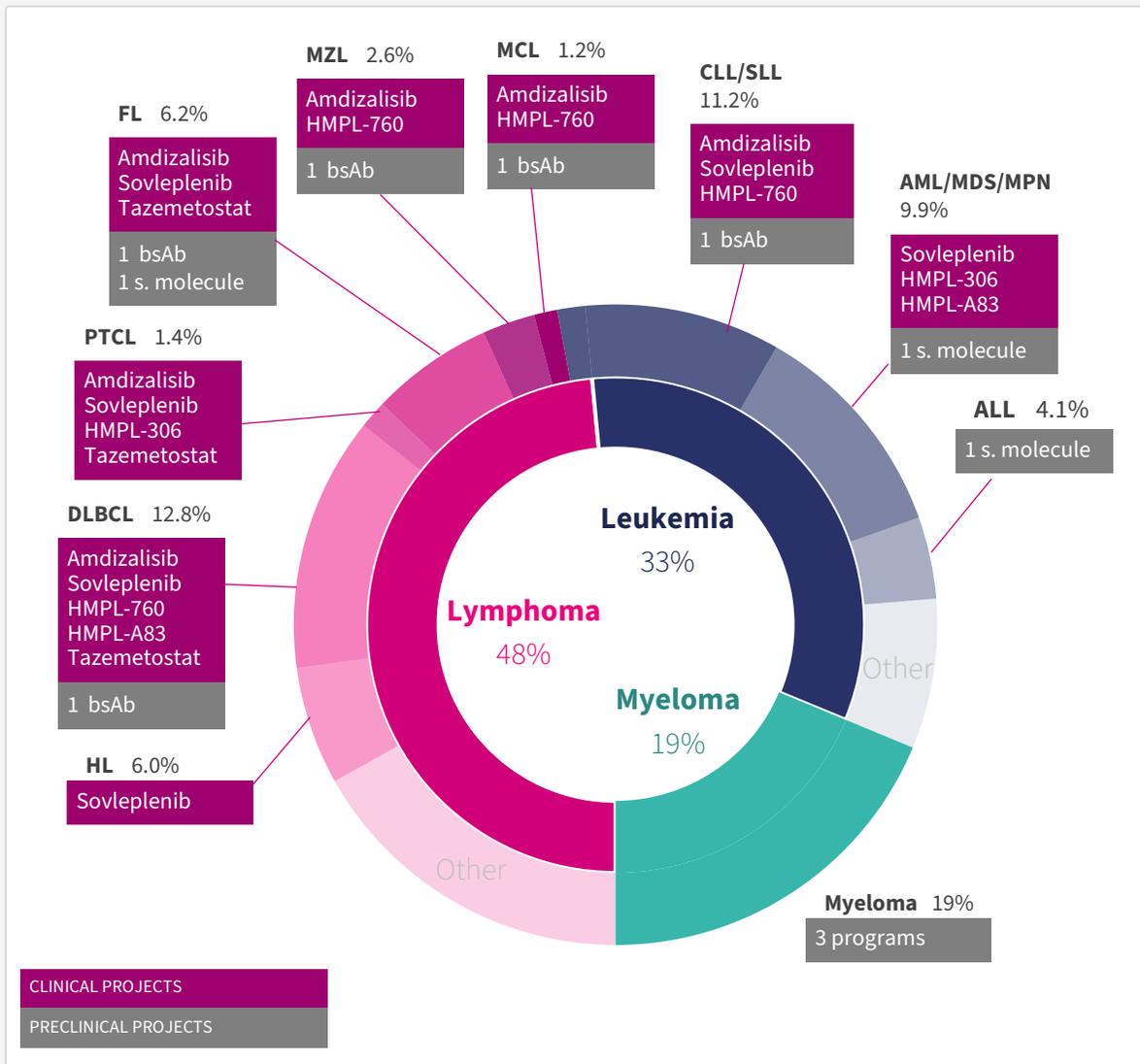
Setback in this one case – global approval strategy generally focused on multi-regional registration trials (e.g. SAMETA, SAFFRON & FRESCO-2)

US	EMA	Japan
<p data-bbox="155 462 596 548"><b>NDA Complete Response Letter (CRL) in April</b></p> <ul data-bbox="99 618 627 1058" style="list-style-type: none"> <li>• Fast Track designations in 2020, orphan drug designation for pNET in 2019</li> <li>• China SANET trials not applicable to U.S.</li> <li>• Importance of multi-regional clinical trials (MRCTs)</li> <li>• No questions on safety/efficacy in Chinese patients</li> </ul>	<p data-bbox="899 484 1178 519"><b>MAA withdrawn</b></p> <ul data-bbox="762 618 1286 1058" style="list-style-type: none"> <li>• China SANET trials not applicable to Europe</li> <li>• Importance of multi-region clinical trials (MRCTs)</li> <li>• The requisite pre-approval on-site inspections are currently subject to restrictions in China.</li> <li>• No questions on safety/efficacy in Chinese patients</li> </ul>	<p data-bbox="1493 484 1914 526"><b>Bridging study ongoing</b></p> <ul data-bbox="1425 618 1877 746" style="list-style-type: none"> <li>• Bridging study initiated in Sept 2021</li> <li>• Now in part 2</li> </ul>
<p data-bbox="113 1186 1301 1222"><b>Discussions on the path forward are ongoing with U.S. and EU regulators</b></p>		<p data-bbox="1431 1168 1970 1239"><b>Discussion with PMDA will follow study readout in 2023</b></p>



# We have built a strong heme onc portfolio

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



## Amdizalisib – PI3Kδi



- Highly selective & potent
- Low GI tissue accumulation, low GI toxicities
- Data to date indicates low risk of DDI, favorable for combos

## Sovleplenib – SYKi



- Highly selective against Syk
- High tissue distribution – activity against tumor cells in lymph nodes

## HMPL-760 – 3<sup>rd</sup> gen BTKi



- Reversible, non-covalent, potent against both wild type & C481S mutant
- Improved potency in in-vivo models vs. other 3G BTKi

## 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
- HMPL-306 provides comparable efficacy in preclinical model with wider safety window

## HMPL-A83 – mAb against CD-47



- Designed for improved anti-tumor effect & lower anemia risk

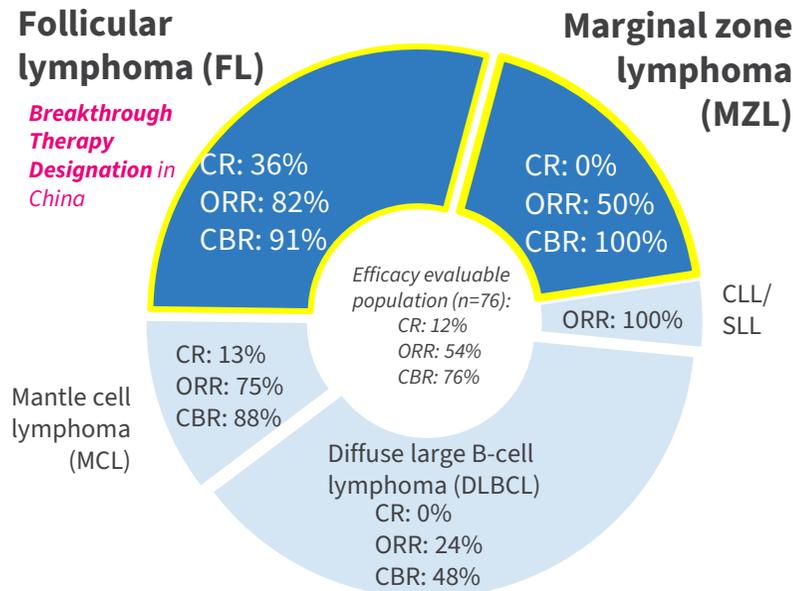
# Amdizalisib: development strategy

China registration trials initiated, accumulating global evidence of clinical differentiation

## CHINA Registration studies enrolling

China registration supported by differentiated POC data

**Full enrollment expected ~YE'22 (FL) and H1'23 (MZL)**  
Additional indications & combinations in planning



As of June 15, 2021. ESMO 2021: Cao J, et al. #8330 - A phase Ib study result of HMPL-689, a PI3Kδ inhibitor, in Chinese patients with relapsed/refractory lymphoma. *Annals of Oncology* (2021) 32 (suppl\_5): S773-S785. doi: 10.1016/annonc/annonc676.

## GLOBAL Large scale expansion accumulating global data

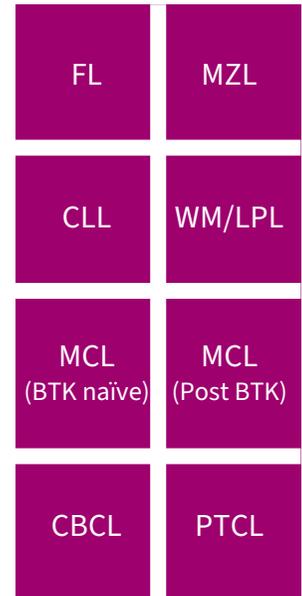
- Generating clinical data to **confirm robust efficacy & differentiated safety profile**

- Expanded in select lymphoma indications**

- Focus high unmet need indications e.g. post-BTK MCL & PTCL

- Explore combination opportunities**

- Working with regulatory agencies** to define a data-driven path to NDA



USA



SPAIN



POLAND



ITALY



FRANCE



DENMARK



FINLAND



AUSTRALIA

# Sovleplenib: development strategy

Exploring autoimmune and heme onc indications in parallel

## CHINA Registration study initiated in ITP

### 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 with or without prior TPO/TPO-RA therapies

**Breakthrough Therapy Designation in China**

ASH 2021	Sovleplenib – 300 mg, once daily		
	Double-blinded Pts 8 + 16 wks	Cross-over Pts 16 wks	Total
ORR: n (%)	75.0% (12/16)	100.0% (4/4)	80.0% 16/20
Durable ORR: n (%)	31.3% (5/16)	75.0% (3/4)	40.0% (8/20)

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

As of June 15, 2021. ASH 2021 #16. Yang H, Zhou Y, Hu JY, et al. Safety, Pharmacokinetics and Preliminary Efficacy of HMPL-523 in Adult Patients with Primary Immune Thrombocytopenia: A Randomized, Double-Blind and Placebo-Controlled Phase 1b Study. *Blood* 2021; 138 (Supplement 1): 16. doi: <https://doi.org/10.1182/blood-2021-149895>

## GLOBAL Dose expansion ongoing into 9 iNHL indications

### Lymphoma

Generating data with focus on indications of high unmet need:

- *Hodgkin's lymphoma*
- *CLL (post BTKi)*

CLL	WM/LPL	PTCL
FL	MZL	CBCL
MCL	CLL (Post BTK)	HL

### Non-malignant hematology

- Expand to non-malignant conditions of relevance such as chronic **immune thrombocytopenia (ITP)**
- Phase I in chronic ITP pts in U.S. / E.U. in advanced planning

# Tazemetostat: China development strategy

Bridging study for rapid registration and indication expansion through combinations

## Encouraging combo activity with R<sup>2</sup>

### Preliminary efficacy

Median duration of tazemetostat treatment was 32 weeks  
38/44 were efficacy evaluable\*



Best Overall Response <sup>a</sup> (%)	TAZ + R <sup>2</sup> (n=38) <sup>b</sup>
<b>Objective response rate</b>	<b>95%</b>
Complete response <sup>c</sup>	50%
Partial response	45%
Stable disease	5%
Progressive disease	0

<sup>a</sup> Overall, there were 31 PET-CT-based responses and 7 CT-based responses.  
<sup>b</sup> 6 patients were not included in the initial efficacy assessments.  
<sup>c</sup> For complete response, 18 were PET-CT-based responses and 1 was a CT-based response.  
CT, computed tomography; PET, positron emission tomography; R<sup>2</sup>, lenalidomide + rituximab; TAZ, tazemetostat.  
DCO: January 2022

**Safety consistent with previously reported safety information for this combination**

## Current status

### Monotherapy bridging study in 3L+ R/R follicular lymphoma

- FPI in July 2022

### SYMPHONY-1 study – combo w/ R<sup>2</sup> global Phase III in 2L follicular lymphoma

- IND cleared in China; FPI expected in H2 2022

### Hainan Health Tourism Policy

- U.S. FDA approved oncology drugs channel in Hainan Province

### Combo study with amdizalisib (PI3Kδi)

- IND filed in China

# FINANCIAL SUMMARY

Johnny Cheng  
Chief Financial Officer



# Condensed Consol. Balance Sheets

**Well-financed position** – continue delivering on our strategic objectives

<i>(in US\$ millions)</i>	Jun 30, 2022 <i>(Unaudited)</i>	Dec 31, 2021
<b>Assets</b>		
Cash, cash equivalents & short-term investments	826.2	1,011.7
Accounts receivable	77.1	83.6
Other current assets	118.9	116.8
Property, plant and equipment	44.1	41.3
Investments in equity investees	83.0	76.5
Other non-current assets	45.0	42.8
<b>Total assets</b>	<b>1,194.3</b>	<b>1,372.7</b>
<b>Liabilities and shareholders' equity</b>		
Accounts payable	51.0	41.2
Other payables, accruals and advance receipts	233.6	210.9
Bank borrowings <sup>[1]</sup>	0.4	26.9
Other liabilities	57.5	54.2
<b>Total liabilities</b>	<b>342.5</b>	<b>333.2</b>
<b>Company's shareholders' equity</b>	<b>799.7</b>	<b>986.9</b>
Non-controlling interests	52.1	52.6
<b>Total liabilities and shareholders' equity</b>	<b>1,194.3</b>	<b>1,372.7</b>

As of Jun 30, 2022

## Cash Resources:

- **\$826m cash** / cash eq. / ST inv. <sup>[2]</sup>
  - Including short-term investment of \$359m
- **\$178m** unutilized banking facilities from Bank of China, HSBC and Deutsche Bank
  - **\$113m** unutilized fixed asset loan facility

## Others:

- **\$58m** additional cash at SHPL JV

# Condensed Consol. Statements of Operations

## Oncology sales growth & Other Ventures income – help offset R&D investment

(in US\$ millions, except share and per share data)

	6 months ended		Year ended
	Jun 30, 2022	2021	Dec 31, 2021
	(Unaudited)		
<b>Revenues:</b>			
Oncology/Immunology – Marketed Products	63.5	37.8	76.4
Oncology/Immunology – R&D	27.6	5.1	43.2
Oncology/Immunology consolidated revenues	91.1	42.9	119.6
Other Ventures	110.9	114.5	236.5
<b>Total revenues</b>	<b>202.0</b>	<b>157.4</b>	<b>356.1</b>
<b>Operating expenses:</b>			
Costs of revenues	(137.3)	(123.2)	(258.2)
R&D expenses	(181.7)	(123.1)	(299.1)
Selling & general admin. expenses	(79.8)	(54.8)	(127.1)
<b>Total operating expenses</b>	<b>(398.8)</b>	<b>(301.1)</b>	<b>(684.4)</b>
	<b>(196.8)</b>	<b>(143.7)</b>	<b>(328.3)</b>
Gain on divestment of an equity investee	-	-	121.3
Other (expense)/income	(3.8)	3.3	(8.7)
<b>Loss before income taxes &amp; equity in earnings of equity investees</b>	<b>(200.6)</b>	<b>(140.4)</b>	<b>(215.7)</b>
Income tax benefit/(expense)	4.2	(1.9)	(11.9)
Equity in earnings of equity investees, net of tax	33.5	28.7	44.7
Equity in earnings of divested equity investee, net of tax	-	14.3	15.9
<b>Net loss</b>	<b>(162.9)</b>	<b>(99.3)</b>	<b>(167.0)</b>
Less: Net income attrib. to non-controlling interests	0.0	(3.1)	(27.6)
<b>Net loss attrib. to HUTCHMED</b>	<b>(162.9)</b>	<b>(102.4)</b>	<b>(194.6)</b>
<i>Losses/share attrib. to HUTCHMED – basic &amp; diluted (US\$ per share)</i>	<i>(0.19)</i>	<i>(0.14)</i>	<i>(0.25)</i>
<i>Losses/ADS attrib. to HUTCHMED – basic &amp; diluted (US\$ per ADS)</i>	<i>(0.96)</i>	<i>(0.70)</i>	<i>(1.23)</i>

### Six-month revenues up 28% to \$202.0m

- Oncology revenues doubled to **\$91.1m** (H1'21: \$42.9m), on track with guidance
- **\$15.0m** development milestone from AZ (for the initiation of start-up activities of SAFFRON study)

### R&D spending supporting 13 registration enabling programs

- **R&D expenses up 48% to \$181.7m**
  - China R&D expenses up 54% to \$98.1m (H1'21: \$63.8m)
  - U.S. & EU R&D expenses up 41% to \$83.6m (H1'21: \$59.3m)

### Equity investees income partially offsetting R&D investment

- Net income attributable to HUTCHMED from equity investees up 17% to **\$33.5m** (H1'21: \$28.7m)



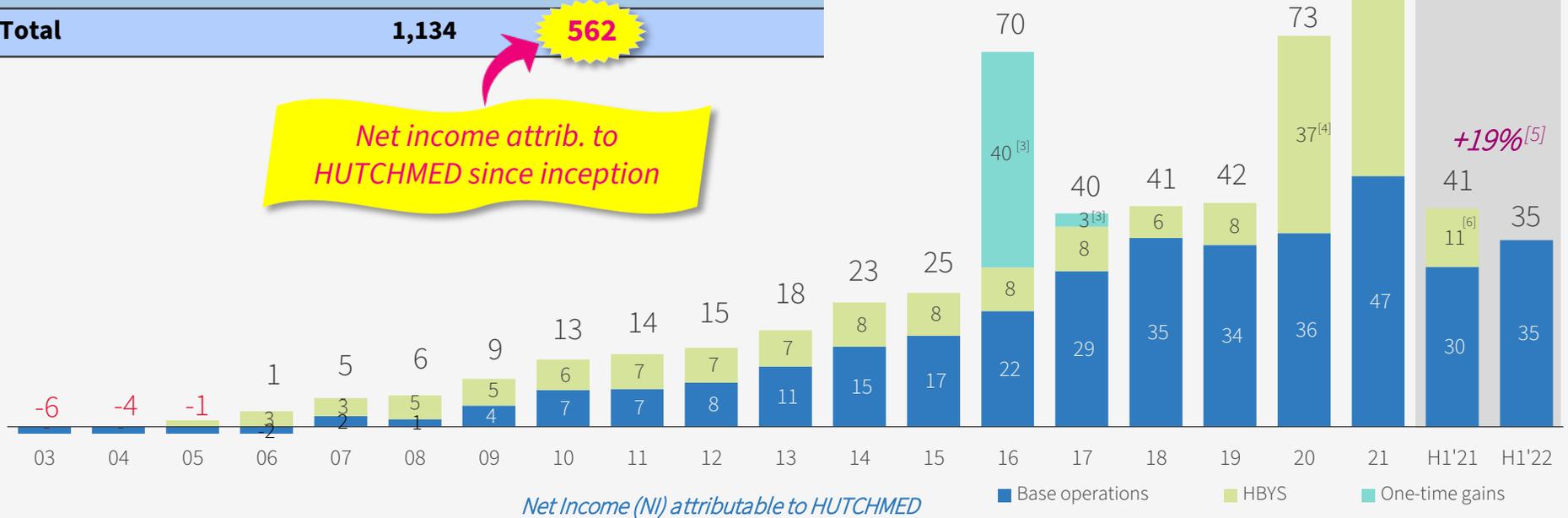
# Substantial value in our Other Ventures

Value of our non-core assets continue to increase

(US\$ millions)

Other Ventures	Cumulative		2007-2021 CAGR
	NI <sup>[1]</sup>	NI attrib. to HUTCHMED	
<b>Consol. Subsidiaries &amp; SHPL</b>	<b>672</b>	<b>339</b>	<b>+31%</b>
<b>HBYS<sup>[2]</sup></b>	462	223	
<b>Total</b>	<b>1,134</b>	<b>562</b>	

Net income attrib. to HUTCHMED since inception



[1] NI = Net income/(loss); 2003-2006 incl. discontinued operation; Based on aggregate Non-GAAP NI of consolidated subsidiaries & non-consolidated joint ventures of Other Ventures, please see appendix "Non-GAAP Financial Measures and Reconciliation";  
 [2] Total NI consists of aggregate net profit from HBYS operation of \$269m and one-time gain of \$193m. NI attributable to HUTCHMED represents the aggregate share of net profit from HBYS operation of \$106m and one-time gain of \$117m; [3] One-time gains represent our share of one-off property gains from SHPL, includes the land compensation of \$40.4m in 2016, and R&D related subsidies of \$2.5m in 2017; [4] Represent our share of HBYS net profit from operation of \$7.7m and one-time gains from land compensation of \$28.8m in 2020. The Group divested its entire interest in HBYS in Sep 2021 and thus the Group's share of HBYS net profit from operation only covered the period from Jan 1<sup>st</sup> - Sep 28<sup>th</sup> for 2021 which is \$7.1m, plus further land compensation of \$5.6m in 2021. The Group also recognized a gain on HBYS divestment of \$82.9m in 2021; [5] Excluded HBYS NI attributable to HUTCHMED of \$11.5m in H1 2021; [6] Included HBYS land compensation of \$5.6m in H1 2021

# Continuing growth of Oncology revenues

Oncology consolidated revenues **2022 guidance unchanged: \$160-\$190 million**



US\$'m	H1 2022	H1 2021	% Change
<i>(Unaudited)</i>			
<b>In-market Sales<sup>[1]</sup></b>			
ELUNATE®	\$50.4	\$40.1	26%
SULANDA®	\$13.6	\$8.0	69%
ORPATHYS®	\$23.3	-	-
TAZVERIK®	\$0.1	-	-
<b>Total</b>	<b>\$87.4</b>	<b>\$48.1</b>	<b>82%</b>

## Consolidated Revenues

Product Sales <sup>[2]</sup>	\$63.5	\$37.8	68%
Other R&D Service income	\$12.6	\$5.1	149%
Milestone payment	\$15.0	-	-
<b>Total</b>	<b>\$91.1</b>	<b>\$42.9</b>	<b>113%</b>

[1] Total sales to third parties provided by Lilly (ELUNATE®), AstraZeneca (ORPATHYS®) and HUTCHMED (SULANDA® and TAZVERIK®); [2] For ELUNATE® and ORPATHYS®, represents manufacturing fees, commercial service fees and royalties paid by Lilly and AstraZeneca, respectively, to HUTCHMED, and sales to other third parties invoiced by HUTCHMED; for SULANDA® and TAZVERIK®, represents the Company's sales of the product to third parties.

# **CLOSING REMARKS**

- Continue our strong commercial momentum
- Apply our core R&D strategy – rapid China development & global MRCTs
- More than 10 NDA submissions expected in China & globally
- Leverage our long-term experience to manage wisely in challenging times

## Agile in tough times

- Manage cash carefully
- Minimize impact from COVID

## Build on our strengths

- Rapidly growing China sales
- Deliver the next wave of new product registrations
  - Fruquintinib global (assuming positive FRESCO-2)
  - Sovleplenib, amdizalisib & tazemetostat in China
  - Fruquintinib, savolitinib & surufatinib combo new life-cycle indications
- Strong partnership track record
- Preserved significant economics and control over our progressing portfolio of potential new medicines

# Q&A



[www.hutch-med.com](http://www.hutch-med.com)

**THANK YOU**

# Non-GAAP Financial Measures & Reconciliation

## Other Ventures - Reconciliation of Non-GAAP Net (Loss)/Income <sup>[1]</sup>

- Consolidated Subsidiaries: includes Hutchison Sinopharm and others
- Non-consolidated joint ventures: includes SHPL and HBYS <sup>[7]</sup>

(US\$ millions)	IFRS												US GAAP								H1'21- H1'22 Growth	Total since inception	
	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19	20	21	H1'21			H1'22
Net (loss)/Income (Non-GAAP) include one-time gains	(10.7)	(3.6)	2.2	6.7	11.2	14.7	21.5	27.9	30.1	33.1	39.7	48.8	54.1	144.1	82.3	83.6	84.9	162.2	231.2 <sup>[7]</sup>	87.3	69.4	-21%	1,133.4
Net (loss)/Income (Non-GAAP) exclude one-time gains	(10.7)	(3.6)	2.2	6.7	11.2	14.7	21.5	27.9	30.1	33.1	39.7	48.8	54.1	63.3 <sup>[3]</sup>	77.3 <sup>[4]</sup>	83.6	84.9	90.2 <sup>[5]</sup>	110.3 <sup>[6][7]</sup>	58.8 <sup>[8]</sup>	69.4	18%	854.7
<i>Consolidated subsidiaries</i>	(10.3)	(4.9)	(2.9)	(2.4)	0.2	0.0	0.8	1.0	(0.4)	(1.1)	0.1	1.6	1.4	3.1	5.9	6.9	3.8	3.9	3.1	1.5	2.3	53%	12.1
<i>Non-consolidated joint venture - SHPL</i>	(0.4)	1.3	1.9	1.3	1.9	2.8	6.0	11.9	14.2	17.7	22.6	26.4	31.3	39.8 <sup>[3]</sup>	50.6 <sup>[4]</sup>	59.8	61.3	67.0	89.4	57.3	67.1	17%	573.9
<i>Non-consolidated joint venture - HBYS</i>	-	-	3.2	7.8	9.1	11.9	14.7	15.0	16.3	16.5	17.0	20.8	21.4	20.4	20.8	16.9	19.8	19.3 <sup>[5]</sup>	17.8 <sup>[6][7]</sup>	- <sup>[8]</sup>	-	-	268.7
Net (loss)/income attrib. to HUTCHMED include one-time gains	(5.7)	(3.7)	(0.5)	1.2	4.5 <sup>[2]</sup>	5.9 <sup>[2]</sup>	9.3 <sup>[2]</sup>	12.6 <sup>[2]</sup>	13.6 <sup>[2]</sup>	14.6 <sup>[2]</sup>	18.2 <sup>[2]</sup>	22.8 <sup>[2]</sup>	25.2 <sup>[2]</sup>	70.3	40.0	41.4	41.5	72.8	142.9 <sup>[7]</sup>	41.3	35.4	-14%	562.3
Net (loss)/income attrib. to HUTCHMED exclude one-time gains	(5.7)	(3.7)	(0.5)	1.2	4.5 <sup>[2]</sup>	5.9 <sup>[2]</sup>	9.3 <sup>[2]</sup>	12.6 <sup>[2]</sup>	13.6 <sup>[2]</sup>	14.6 <sup>[2]</sup>	18.2 <sup>[2]</sup>	22.8 <sup>[2]</sup>	25.2 <sup>[2]</sup>	29.9 <sup>[3]</sup>	37.5 <sup>[4]</sup>	41.4	41.5	44.0 <sup>[5]</sup>	54.4 <sup>[6][7]</sup>	29.8 <sup>[8]</sup>	35.4	19%	402.1
<i>Consolidated subsidiaries</i>	(5.5)	(4.3)	(2.7)	(2.4)	0.2	0.0	0.8	1.0	0.0	(0.7)	0.2	1.3	1.0	1.8	3.9	4.8	2.9	2.8	2.6	1.2	1.8	57%	9.5
<i>Non-consolidated joint venture - SHPL</i>	(0.2)	0.6	1.0	0.7	0.9	1.4	3.0	5.9	7.1	8.8	11.2	13.2	15.6	19.9 <sup>[3]</sup>	25.3 <sup>[4]</sup>	29.9	30.7	33.5	44.7	28.6	33.6	17%	286.8
<i>Non-consolidated joint venture - HBYS</i>	-	-	1.2	2.9	3.4	4.5	5.5	5.7	6.5	6.5	6.8	8.3	8.6	8.2	8.3	6.7	7.9	7.7 <sup>[5]</sup>	7.1 <sup>[6][7]</sup>	- <sup>[8]</sup>	-	-	105.8

Include one-time gains

Exclude one-time gains

[1] 2003–2006 incl. disco. operation; [2] Excluded discontinued operations results in respective years; [3] Excluded the land compensation in SHPL of \$80.8 million from net income and \$40.4 million from net income attributable to HUTCHMED for 2016;

[4] Excluded SHPL's R&D related subsidies of \$5.0 million from net income and \$2.5 million from net income attributable to HUTCHMED for 2017;

[5] Excluded the land compensation in HBYS of \$72.0 million from net income and \$28.8 million from net income attributable to HUTCHMED for 2020;

[6] Excluded the gain on divestment of HBYS of \$106.9 million from net income and \$82.9 million from net income attributable to HUTCHMED; and excluded the land compensation in HBYS of \$14.0 million from net income and \$5.6 million from net income attributable to HUTCHMED for 2021;

[7] The Group divested its entire interest in HBYS in Sep 2021 and thus the Group's share of HBYS net profit only covered the period from Jan 1<sup>st</sup> - Sep 28<sup>th</sup> for 2021;

[8] Excluded net income from HBYS of \$28.5 million (of which \$14.0 million land compensation) and net income attributable to HUTCHMED from HBYS of \$11.5 million (of which \$5.6 million land compensation) for H1 2021.

# Abbreviations

ADS = American depositary share.  
AIHA = autoimmune hemolytic anemia.  
ALK = anaplastic lymphoma kinase.  
ALL = Acute Lymphoblastic Leukemia  
AML = acute myeloid leukemia.  
ASCO = American Society of Clinical Oncology.  
ASCO GI = ASCO (American Society of Clinical Oncology)  
Gastrointestinal Cancers Symposium  
ASH = American Society of Hematology  
bsAb = bi-specific antibody  
BID = twice daily.  
BRAF = B-Raf.  
BSC = best supportive care.  
BTK = Bruton's tyrosine kinase.  
CBCL = cutaneous B-cell lymphoma.  
CI = confidence interval.  
CLL/SLL = chronic lymphocytic leukemia and small  
lymphocytic lymphoma  
RC = Colorectal cancer.  
CRL = complete response letter.  
CSF-1R = Colony-stimulating factor 1 receptor.  
DDI = drug-drug interactions.  
Deutsche Bank AG = Deutsche Bank AG, Hong Kong Branch.  
DLBCL = diffuse large B-cell lymphoma  
dMMR = deficient mismatch  
DoR = Duration of response.  
DRR = durable response rate.  
epNET = extra-pancreatic neuroendocrine tumor.  
EGFR = Epidermal growth factor receptor.  
EGFRm+ = Epidermal growth factor receptor mutated.  
EMA = European Medicines Agency.  
EMC = endometrial cancer.  
Epizyme = Epizyme Inc.  
ERK = extracellular signal-regulated kinase.  
ES = epithelioid sarcoma.  
EU = European Union.  
EZH2 = enhancer of zeste homolog 2.  
FISH = fluorescence in situ hybridization.  
FISH5+ = MET amplification as detected by FISH with MET copy  
number  $\geq 5$  and/or MET: CEP signal ratio  $\geq 2$ .

FISH10+ = MET amplification as detected by FISH with MET  
copy number  $\geq 10$ .  
FDA = Food and Drug Administration.  
FGFR = Fibroblast growth factor receptor.  
FL = follicular lymphoma.  
FPI = first patient in.  
GAAP = Generally Accepted Accounting Principles.  
GC = gastric cancer.  
GI = gastrointestinal.  
HBYS = Hutchison Whampoa Guangzhou Baiyunshan Chinese  
Medicine Company Limited.  
HKEX = The Main Board of The Stock Exchange of Hong Kong  
Limited.  
HL = Hodgkin's lymphoma.  
HSBC = The Hongkong and Shanghai Banking Corporation  
Limited.  
Hutchison Sinopharm = Hutchison Whampoa Sinopharm  
Pharmaceuticals (Shanghai) Company Limited.  
IDH = Isocitrate dehydrogenase.  
In-market sales = total sales to third parties provided by Eli  
Lilly (ELUNATE<sup>®</sup>), AstraZeneca (ORPATHYS<sup>®</sup>) and HUTCHMED  
(SULANDA<sup>®</sup> and TAZVERIK<sup>®</sup>).  
HCPs = healthcare professionals  
IHC = immunohistochemistry.  
IHC50+ = MET overexpression as detected by IHC with 3+ in  $\geq$   
50% tumor cells.  
IHC90+ = MET overexpression as detected by IHC with 3+ in  $\geq$   
90% tumor cells.  
I/O = Immuno-oncology.  
IND = Investigational New Drug (application).  
IR = independent review  
IRC = independent review committee  
ITP = Immune thrombocytopenia purpura.  
Lilly = Eli Lilly and Company.  
MAA = Marketing Authorization Application.  
MAPK pathway = RAS-RAF-MEK-ERK signaling cascade.  
Mab = monoclonal antibody.  
MCL = mantle cell lymphoma.  
MDS/MPN = myelodysplastic/myeloproliferative neoplasms  
MET = Mesenchymal epithelial transition factor.

MRCT = multi-regional clinical trial.  
MSI-H = high levels of microsatellite instability  
MZL = marginal zone lymphoma.  
NDA = New Drug Application.  
NEC = Neuroendocrine carcinoma.  
NETs = neuroendocrine tumor.  
NHL = Non-Hodgkin's Lymphoma.  
NR = not reached.  
NRDL = National Reimbursement Drug List.  
NSCLC = Non-small cell lung cancer.  
ORR = Objective response rate.  
OS = Overall survival.  
QD = once daily.  
PD = progressive disease.  
PD-L1 = programmed cell death ligand 1.  
PFS = Progression-free survival.  
PI3K $\delta$  = Phosphoinositide 3-kinase delta.  
PMDA = Pharmaceuticals and Medical Devices Agency.  
pNET = pancreatic neuroendocrine tumor.  
PRCC = Papillary renal cell carcinoma.  
PTCL = peripheral T-cell lymphomas.  
R&D = Research and development.  
ROS-1 = c-ros oncogene 1.  
SHPL = Shanghai Hutchison Pharmaceuticals Limited.  
SOC = standard of care.  
Syk = Spleen tyrosine kinase.  
TGCT = tenosynovial giant cell tumor.  
TKI = Tyrosine kinase inhibitor.  
TPO-RA = thrombopoietin receptor agonists.  
Tx = treatment.  
VEGF = Vascular endothelial growth factor.  
VEGFR = Vascular endothelial growth factor receptor.  
WM/LPL = Waldenström macroglobulinemia and  
lymphoplasmacytic lymphoma  
WT = wild-type.  
WCLC = IASLC World Conference on Lung Cancer