

# STRONG INNOVATION & COMMERCIALIZATION BUILDING VALUE & SUSTAINABILITY

## CORPORATE PRESENTATION

January 2023

Nasdaq/AIM:HCM | HKEX:13



GET PDF



# Safe harbor statement & disclaimer

The performance and results of operations of the HUTCHMED Group contained within this presentation are historical in nature, and past performance is no guarantee of future results.

The performance and results of operations of the HUTCHMED Group contained within this presentation are historical in nature, and past performance is no guarantee of future results.

This presentation contains forward-looking statements within the meaning of the “safe harbor” provisions of the U.S. Private Securities Litigation Reform Act of 1995. These forward-looking statements can be identified by words like “will,” “expects,” “anticipates,” “future,” “intends,” “plans,” “believes,” “estimates,” “pipeline,” “could,” “potential,” “first-in-class,” “best-in-class,” “designed to,” “objective,” “guidance,” “pursue,” or similar terms, or by express or implied discussions regarding potential drug candidates, potential indications for drug candidates or by discussions of strategy, plans, expectations or intentions. You should not place undue reliance on these statements. Such forward-looking statements are based on the current beliefs and expectations of management regarding future events, and are subject to significant known and unknown risks and uncertainties. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those set forth in the forward-looking statements. There can be no guarantee that any of our drug candidates will be approved for sale in any market, that any approvals which are obtained will be obtained at any particular time, or that the sales of products marketed or otherwise commercialized by HUTCHMED and/or its collaboration partners (collectively, “HUTCHMED’S Products”) will achieve any particular revenue or net income levels. In particular, management’s expectations could be affected by, among other things: unexpected regulatory actions or delays or government regulation generally, including, among others, the risk that HUTCHMED’s ADSs could be barred from trading in the United States as a result of the Holding Foreign Companies Accountable Act and the rules promulgated thereunder; the uncertainties inherent in research and development, including the inability to meet our key study assumptions regarding enrollment rates, timing and availability of subjects meeting a study’s inclusion and exclusion criteria and funding requirements, changes to clinical protocols, unexpected adverse events or safety, quality or manufacturing issues; the inability of a drug candidate to meet the primary or secondary endpoint of a study; the impact of the COVID-19 pandemic or other health crises in China or globally; the inability of a drug candidate to obtain regulatory approval in different jurisdictions or the utilization, market acceptance and commercial success of HUTCHMED’S Products after obtaining regulatory approval; competing drugs and product candidates that may be superior to, or more cost effective than, HUTCHMED’S Products and drug candidates; the impact of studies (whether conducted by HUTCHMED or others and whether mandated or voluntary) or recommendations and guidelines from governmental authorities and other third parties on the commercial success of HUTCHMED’S Products and candidates in development; the costs of developing, producing and selling HUTCHMED Products; the ability of HUTCHMED to meet any of its financial projections or guidance and changes to the assumptions underlying those projections or guidance; global trends toward health care cost containment, including ongoing pricing pressures; uncertainties regarding actual or potential legal proceedings, including, among others, actual or potential product liability litigation, litigation and investigations regarding sales and marketing practices, intellectual property disputes, and government investigations generally; and general economic and industry conditions, including uncertainties regarding the effects of the persistently weak economic and financial environment in many countries and uncertainties regarding future global exchange rates. For further discussion of these and other risks, see HUTCHMED’S filings with the U.S. Securities and Exchange Commission, on AIM and with The Stock Exchange of Hong Kong Limited. HUTCHMED is providing the information in this presentation as of this date and does not undertake any obligation to update any forward-looking statements as a result of new information, future events or otherwise.

This presentation is intended for investors only. Information concerning pharmaceuticals (including compounds under development) contained within this material is not intended as advertising or medical advice.

Some of the clinical data in this presentation relating to HUTCHMED’s products or its investigational drug candidates is from pre-clinical studies or early phase, single-arm clinical trials. When such data or data from later stage trials are presented in relation to other investigational or marketed drug products, the presentation and discussion are not based on head-to-head trials between HUTCHMED’s investigational drug candidates and other products unless specified in the trial protocol. HUTCHMED is still conducting pre-clinical studies and clinical trials and, as additional patients are enrolled and evaluated, data on HUTCHMED’s investigational drug candidates may change.

In addition, this presentation contains statistical data, third-party clinical data and estimates that HUTCHMED obtained from industry publications and reports generated by third-party market research firms, including Frost & Sullivan, IQVIA, independent market research firms, clinical data of competitors, and other publicly available data. All patient population, market size and market share estimates are based on Frost & Sullivan or QuintilesIMS/IQVIA research, unless otherwise noted. Although HUTCHMED believes that the publications, reports, surveys and third-party clinical data are reliable, HUTCHMED has not independently verified the data and cannot guarantee the accuracy or completeness of such data. You are cautioned not to give undue weight to this data. Such data involves risks and uncertainties and are subject to change based on various factors, including those discussed above.

Nothing in this presentation or in any accompanying management discussion of this presentation constitutes, nor is it intended to constitute or form any part of: (i) an invitation or inducement to engage in any investment activity, whether in the United States, the United Kingdom, Hong Kong or in any other jurisdiction; (ii) any recommendation or advice in respect of any securities of HUTCHMED; or (iii) any offer or an invitation to induce an offer by any person for the sale, purchase or subscription of any securities of HUTCHMED.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information, or opinions contained herein. Neither HUTCHMED, nor any of HUTCHMED’s advisors or representatives shall have any responsibility or liability whatsoever (for negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially.

All references to “HUTCHMED” as used throughout this presentation refer to HUTCHMED (China) Limited and its consolidated subsidiaries and joint ventures unless otherwise stated or indicated by context. This presentation should be read in conjunction with HUTCHMED’s results for the six months ended June 30, 2022 and HUTCHMED’s other SEC filings and announcements published in accordance with the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited copies of which are available on HUTCHMED’s website ([www.hutch-med.com](http://www.hutch-med.com)).

Use of Non-GAAP Financial Measures - This presentation includes certain non-GAAP financial measures. Please see the appendix slides titled “Non-GAAP Financial Measures and Reconciliation” for further information relevant to the interpretation of these financial measures and reconciliations of these financial measures to the most comparable GAAP measures.

# A global science-focused biopharma

Fully integrated R&D and commercialization platform



## Global novel **drug discovery & manufacturing** operations

**20+ years** novel drug discovery – **13 innovative NMEs<sup>[1]</sup>** for oncology discovered in-house

New flagship factory expected to come online in 2023/4 to expand capacity by 5x



## Clinical development & regulatory operations in all major markets

- **China, U.S., EU & Japan** clinical infrastructure
- **First 3 novel oncology drugs approved**






## Commercial teams in China

- **Oncology commercial team covering >3,000 oncology hospitals in China**
- Commercial partnering outside of China

[1] 13 cancer drug candidates advanced from in-house discovery into clinical development

# HUTCHMED's deep & broad portfolio

Mostly discovered in-house

PRODUCT	MOA	INDICATIONS	PARTNER	CHINA <sup>[1]</sup>	GLOBAL <sup>[1]</sup>
<b>Fruquintinib</b>	VEGFR 1/2/3	Colorectal, gastric, EMC (multiple I/O & TKI combos)	 (China) <sup>[3]</sup>	<b>Marketed</b> (Colorectal); <b>Pending NMPA discussion</b> (Gastric) <b>Ph.II reg-intent ongoing</b> (EMC)	<b>Filing in U.S., E.U., Japan based on positive MRCT</b> (Colorectal)
<b>Surufatinib</b>	VEGFR 1/2/3, FGFR1 & CSF-1R	NET, NEC (multiple I/O combos)	None <sup>[5]</sup>	<b>Marketed</b> (NET) <b>Marketed</b> (pNET) <b>Ph.III</b> (NEC)	Ph. III ready US, EU PMDA consultation for JNDA filing
<b>Savolitinib</b>	MET	NSCLC, kidney, gastric, colorectal <sup>[2]</sup> (multiple I/O & TKI combos)	 (Worldwide) <sup>[4]</sup>	<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</b>	PI3Kδ	B-cell malignancies – indolent NHL	None <sup>[5]</sup>	<b>Ph.II reg-intent</b> (FL & MZL)	Ph. II
<b>Sovleplenib</b>	Syk	ITP, B-cell malignancies	None <sup>[5]</sup>	<b>Ph. III</b> (ITP) TBD (NHL)	Ph. II
<b>Tazemetostat</b>	EZH2	Solid tumors, hematological malignancies	 (ex-China) <sup>[6]</sup>	<b>Marketed</b> (ES & FL, Hainan) <b>Bridging</b> (3L FL) Global <b>Ph. Ib/III</b> (2L FL combo)	Marketed by Ipsen <sup>[7]</sup>
<b>HMPL-453</b>	FGFR 1/2/3	Cholangiocarcinoma	None	Ph.II reg-intent study in preparation	-
<b>HMPL-306</b>	IDH 1/2	Hematological malignancies, solid tumors	None <sup>[5]</sup>	Ph. I	Ph. I
<b>HMPL-295</b>	ERK (MAPK pathway)	Solid tumors	None	Ph. I	-
<b>HMPL-760</b>	3G BTK	Hematological malignancies	None <sup>[5]</sup>	Ph. I	Ph. I
<b>HMPL-653</b>	CSF-1R	Solid tumors	None	Ph. I	-
<b>HMPL-A83</b>	CD47	mAb – solid tumors, hematological malignancies	None	Ph. I	-

[1] Represents the most advanced clinical trial stage and indication; [2] Investigator initiated trials (IITs); [3] HCM has WW rights ex-China; 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; [4] AZ has WW rights: China (30% royalty), ex-China (9-18% tiered royalty); [5] Open to partnering outside of Greater China; [6] HCM has commercial & development rights in Greater China; [7] Tazemetostat was developed by and is marketed in the U.S. by Epizyme, Inc., which was acquired by Ipsen SA in August 2022.



# 2022 Summary

1	<b>Commercial results China oncology</b>	<ul style="list-style-type: none"><li>• <b>3 launched products – oncology revenues +113% to \$91.1m through H1 2022</b></li><li>• <b>Well-established infrastructure positioned for future growth</b></li></ul>
2	<b>Broad development program</b>	<ul style="list-style-type: none"><li>• <b>15+ reg. studies on 6 assets potential readout/file in 2023-2025</b></li><li>• <b>5 additional NMEs</b> in earlier stage development</li></ul>
3	<b>Late-stage global assets</b>	<ul style="list-style-type: none"><li>• <b>Fruquintinib US/EU/JP registrations pending</b>, supported by positive MRCT presented at ESMO</li><li>• <b>Savolitinib multiple global Ph III studies ongoing</b></li></ul>
4	<b>Next wave</b>	<ul style="list-style-type: none"><li>• <b>2 NMEs with reg. enabling studies outside of solid tumors</b> (amdizalisib and soveplenib)</li><li>• <b>Focus on late-stage programs</b></li></ul>
5	<b>Strength &amp; experience in managing challenges</b>	<ul style="list-style-type: none"><li>• <b>Strategic focus</b> removes need for near term financing</li><li>• <b>Cash balance of \$826m</b> (June 30, 2022)</li></ul>

# Continuing growth of Oncology revenues

August 2022 oncology consolidated revenues guidance: **\$160-\$190 million**



US\$m	FY 2021	% Change	H1 2021	H1 2022	% Change
<i>(Unaudited)</i>					
<b>In-market Sales<sup>[1]</sup></b>					
ELUNATE®	\$71.0	+111%	\$40.1	\$50.4	+26%
SULANDA®	\$11.6	-	\$8.0	\$13.6	+69%
ORPATHYS®	\$15.9	-	-	\$23.3	-
TAZVERIK®	-	-	-	\$0.1	-
<b>Total</b>	<b>\$98.5</b>	<b>+192%</b>	<b>\$48.1</b>	<b>\$87.4</b>	<b>+82%</b>

## Consolidated Revenues

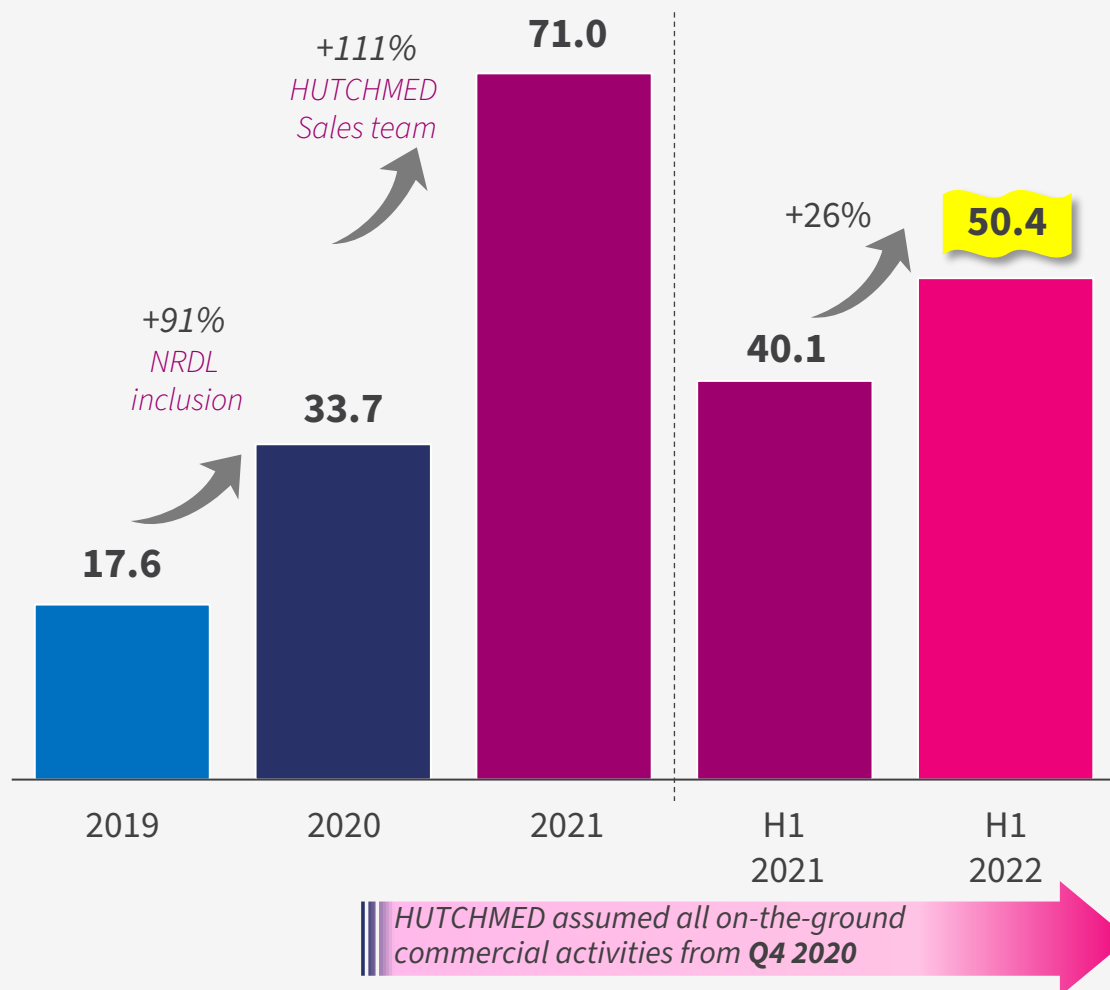
Product Sales <sup>[2]</sup>	\$76.4	+282%	\$37.8	\$63.5	+68%
Other R&D Service income	\$18.2	+77%	\$5.1	\$12.6	+149%
Milestone payment	\$25.0	-	-	\$15.0	-
<b>Total</b>	<b>\$119.6</b>	<b>+296%</b>	<b>\$42.9</b>	<b>\$91.1</b>	<b>+113%</b>

[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.

# ELUNATE® 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®</b>	2%	25%	33%	39%	<b>43%</b>
<b>STIVARGA®</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

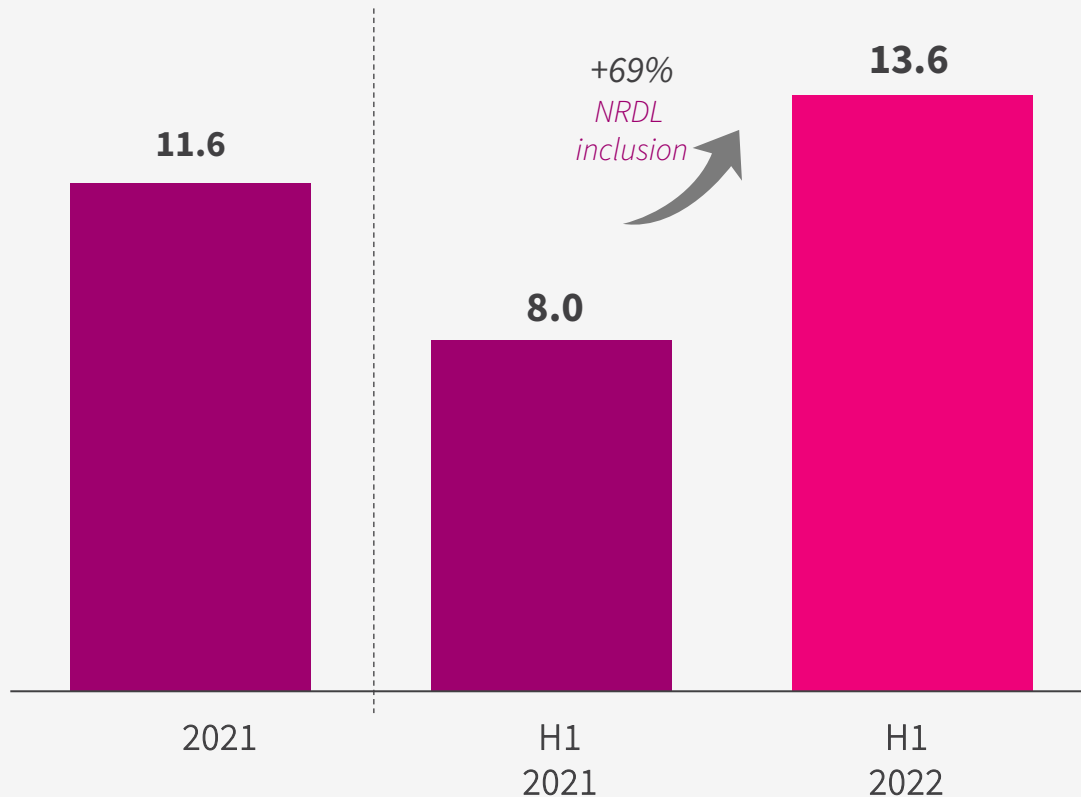
# SULANDA® China momentum building

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



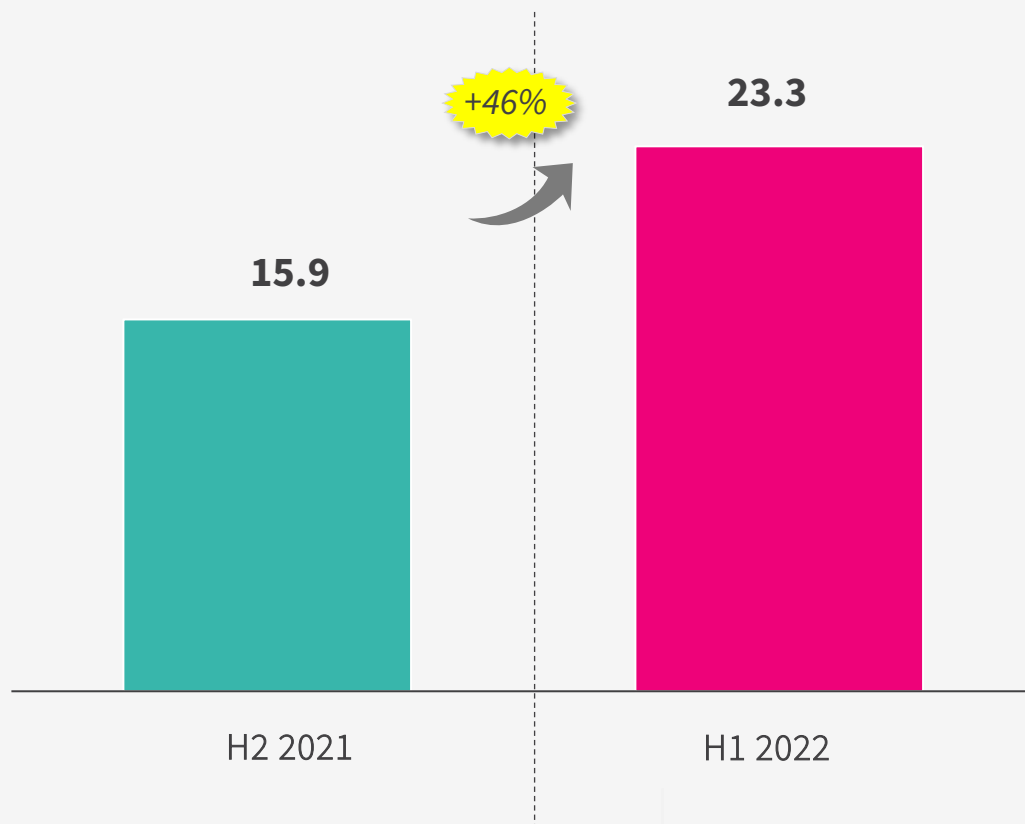
# ORPATHYS® – First-in-class MET inhibitor

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

HUTCHMED



## 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).

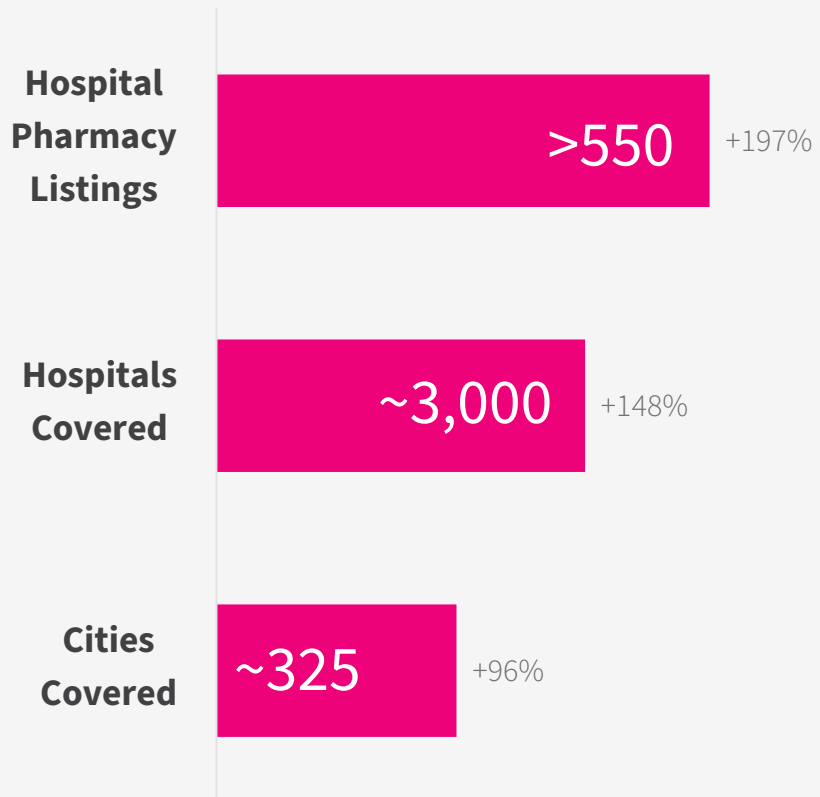
# Commercial coverage

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)



# HUTCHMED registration/potential registration studies

15+ trials for six drug candidates supporting potential near-term NDA filings

Drug	Study	Target Disease	Region	Design (N, arms, 1° endpoint)	Status	Est. (s)NDA filing if positive
FRUQ	<b>FRESCO-2</b>	3L+ colorectal cancer	Global	~690, treatment vs. BSC, OS	US, EU, JP filings to complete in 2023	Started Dec '22
FRUQ	<b>FRUTIGA</b>	2L GC, combo with chemo	China	~700, combo vs. chemo, OS & PFS	To file sNDA in China	H1 2023
SAVO*	<b>Confirmatory</b>	NSCLC, MET Exon 14 alteration	China	~160, 1 arm, ORR	FPI 2022	H2 2023
SOVLE	<b>ESLIM-01</b>	2L immune thrombocytopenia	China	~180, 2 arms (placebo), DRR	LPI Dec '22	H2 2023
AMDIZ	<b>3L FL</b>	3L follicular lymphoma	China	~100, 1 arm, ORR	FPI Apr '21	H2 2023
FRUQ	<b>2L EMC</b>	2L EMC, combo with PD-1	China	~130, 1 arm, ORR	FPI Oct '21	2024
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 GC, MET amplified	China	~75, 1 arm, ORR	FPI Jul '21	2024
SAVO*	<b>SACHI</b>	2L EGFR TKI refractory NSCLC, MET+	China	~250, combo vs. chemo, PFS	FPI Nov '21	2024
SAVO*	<b>SAVANNAH</b>	2/3L Tagrisso® refractory NSCLC, MET+	Global	New cohort for pot. AA	FPI 2022	2024
SURU	<b>SURTORI-01</b>	2L NEC, combo with PD-1	China	~190, combo vs. chemo, OS	FPI Sep '21	2024
FRUQ	<b>2L RCC</b>	2L RCC, combo with PD-1	China	~260, 2 arms, PFS	FPI Oct '22	2025
SOVLE	<b>wAIHA</b>	2L wAIHA	China	~110, 2 arms (placebo), Hb response	FPI Sep '22	2025
SAVO*	<b>SANOVO</b>	1L EGFRm+ NSCLC, MET+	China	~320, combo vs. Tagrisso®, PFS	FPI Sep '21	2025
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 2022	2025

# Savolitinib – major late-stage expansion

**7 registrational studies** – 3 global & 4 in China

## GLOBAL – led by AstraZeneca

### MET-driven Papillary Renal Cell Carcinoma (PRCC)

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

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

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

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

- 3 • Savolitinib + TAGRISSO® Phase III registration study – \$15 million milestone from AstraZeneca – **SAFFRON Study** initiate in 2022

## CHINA – led by HUTCHMED

### MET Exon14 skipping NSCLC

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

### 2L EGFR TKI refractory NSCLC w/ MET amplification

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

### 1L EGFRm+ NSCLC w/ MET overexpression

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

### Gastric cancer w/ MET amplification

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

# Savolitinib – EGFRm+ NSCLC w/ MET aberration

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

## Novel biomarker and patient enrichment strategy driven by SAVANNAH

WCLC  
2022

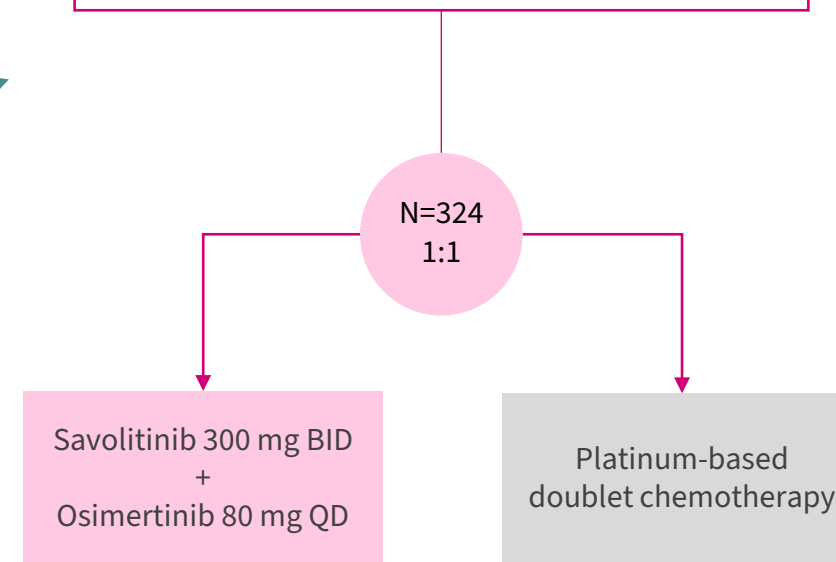
N=185* 300mg QD	<b>MET-high</b> <i>IHC90+ and/or FISH10+</i>		<b>MET-low</b> <i>IHC50–90 and/or FISH 5–10</i>	
<b>Prevalence among patients screened</b>	<b>34%</b>		<b>28%</b>	
Prior Chemo	20%	No prior chemo subset	18%	No prior chemo subset
Number of patients	n=108	n=87	n=77	n=63
<b>ORR, [95% CI]</b>	<b>49%</b> [39–59]	<b>52%</b> [41–63]	<b>9%</b> [4–18]	<b>10%</b> [4–20]
<b>mDoR, [95% CI]</b>	<b>9.3 mo.</b> [7.6–10.6]	<b>9.6 mo.</b> [7.6–14.9]	<b>6.9 mo.</b> [4.1–16.9]	<b>7.3 mo.</b> [4.1–NC]
<b>mPFS, [95% CI]</b>	<b>7.1 mo.</b> [5.3–8.0]	<b>7.2 mo.</b> [4.7–9.2]	<b>2.8 mo.</b> [2.6–4.3]	<b>2.8 mo.</b> [1.8–4.2]

\*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 <sup>[1]</sup>

seen in CALYPSO

### Highly correlated to MET-driven alterations/ amplifications

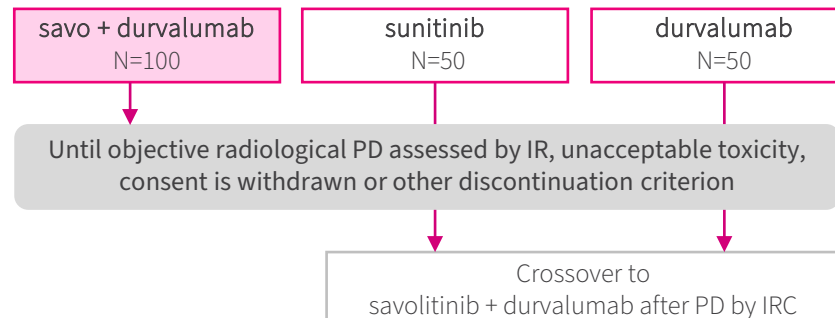
	All patients (n=41)	MET-driven (n=14)
ORR	29%	<b>57%</b>
mPFS	4.9 mo. [2.5-10.0]	10.5 mo. [2.9-15.7]
mOS	14.1 mo. [7.3-30.7]	27.4 mo. [7.3-NR]
PFS @ 12 mo.	29.6% [16.1-44.3]	46.2% [19.2-69.6]
OS @ 12 mo.	54.3% [37.5-68.4]	64.3% [34.3-83.3]

- 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

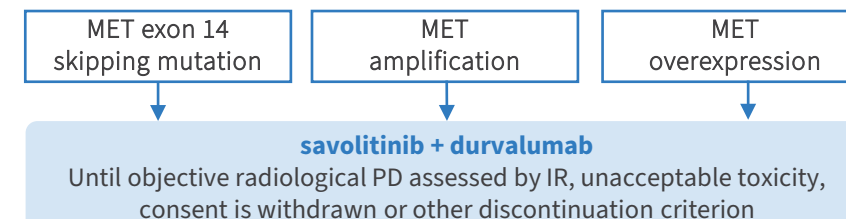
FPI in October 2021 – 11 countries / global

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



## SOUND

Exploratory study in China in EGFR/ALK/ROS1wt NSCLC



[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).

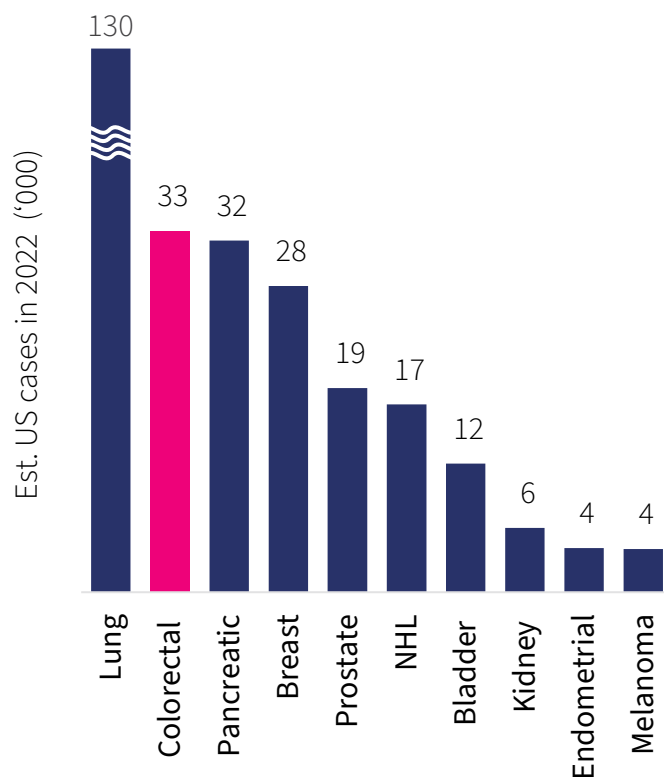
[2] Lu et al. *Annals of Oncology* (2022) 33 (suppl\_2): S27-S70. [3] Papaccio et al *Int J Molec Sciences*, 2018; 19(3595). [4] Felip et al. *J of Thoracic Onc*, DOI:10.1016/j.jtho.2021.01.1060.



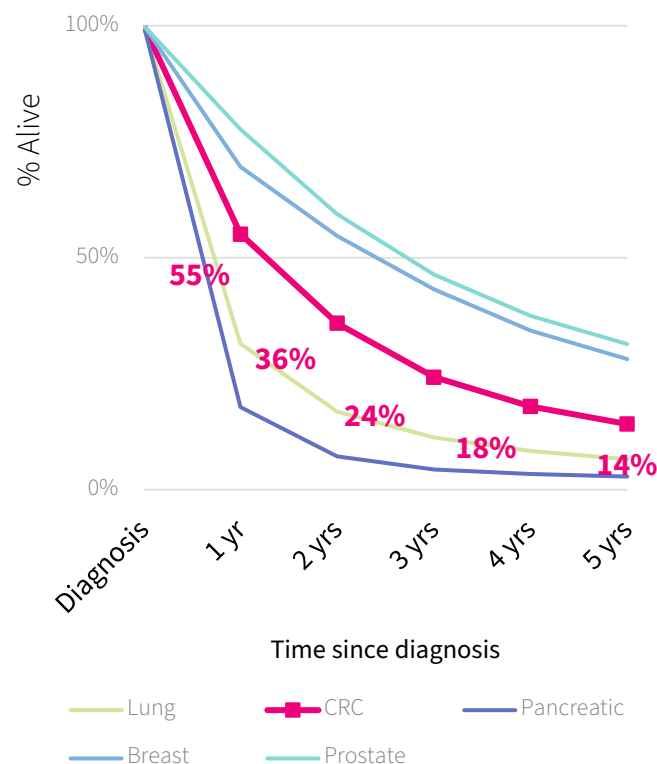
# Colorectal cancer a significant burden...

...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

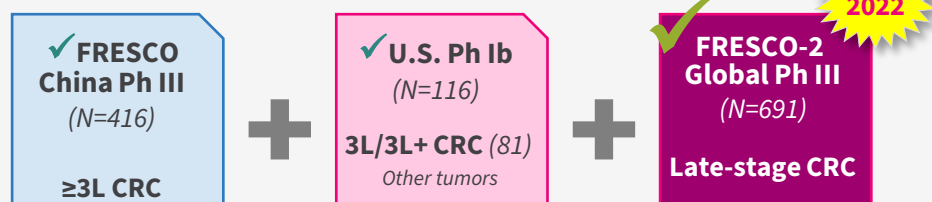
[2] André T, et al. Pembrolizumab in Microsatellite-Instability-High Advanced Colorectal Cancer. *N Engl J Med*. 2020;383(23):2207-2218. doi:10.1056/NEJMoa2017699

# Fruquintinib – FRESCO-2 positive; data at ESMO

Initiated US rolling NDA submission; plan to complete filings in the U.S., Europe and Japan in 2023

## Fruquintinib – Basis for global filings

Aggregation of China, U.S. & global studies



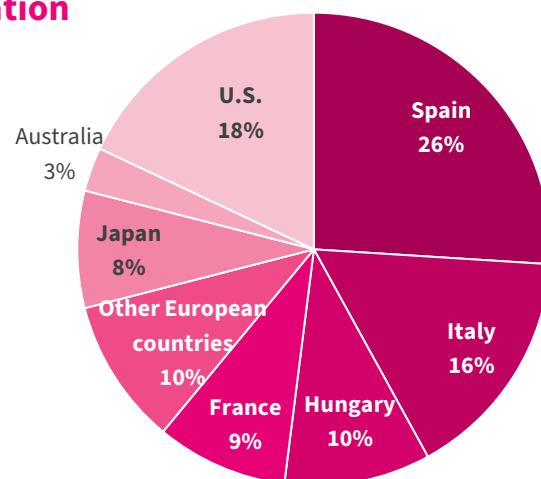
## FRESCO-2 MRCT started after regulatory consultation in U.S., Europe & Japan

### • U.S. Fast Track Designation

for ≥3L mCRC & potential for rolling submission

### • Primary endpoint is overall survival

- 691 patients
- ~150 sites
- 14 countries
- Recruited in ~15 months



## Consistency of effect across late-stage settings enriches the continuum of care

	FRESCO-2 [1]		FRESCO [2]	
	Fruq (n=461)	Placebo (n=230)	Fruq (n=278)	Placebo (n=138)
<b>Prior Tx</b>				
VEGFi	97%	96%	30%	30%
EGFRi as % of RASwt	>100%	>100%	~25%	~25%
TAS-102	52%	53%	0%	0%
Regorafenib	9%	8%	0%	0%
Both TAS-102 & rego	39%	40%	0%	0%
<b>mOS, mo.</b>	<b>7.4</b>	<b>4.8</b>	<b>9.3</b>	<b>6.6</b>
[95% CI]	[6.7-8.2]	[4.0-5.8]	[8.2-10.5]	[5.9-8.1]
<b>HR</b>	<b>0.66</b>		<b>0.65</b>	
(95% CI, p-value)	(0.55-0.80, p<0.001)		(0.51-0.83, p<0.001)	
<b>mPFS, mo.</b>	<b>3.7</b>	<b>1.8</b>	<b>3.7</b>	<b>1.8</b>
[95% CI]	[3.5-3.8]	[1.8-1.9]	[3.7-4.6]	[1.8-1.8]
<b>HR</b>	<b>0.32</b>		<b>0.26</b>	
(95% CI, p-value)	(0.27-0.39, p<0.001)		(0.21-0.34, p<0.001)	
<b>DCR</b>	<b>55.5%</b>	<b>16.1%</b>	<b>62.2%</b>	<b>12.3%</b>

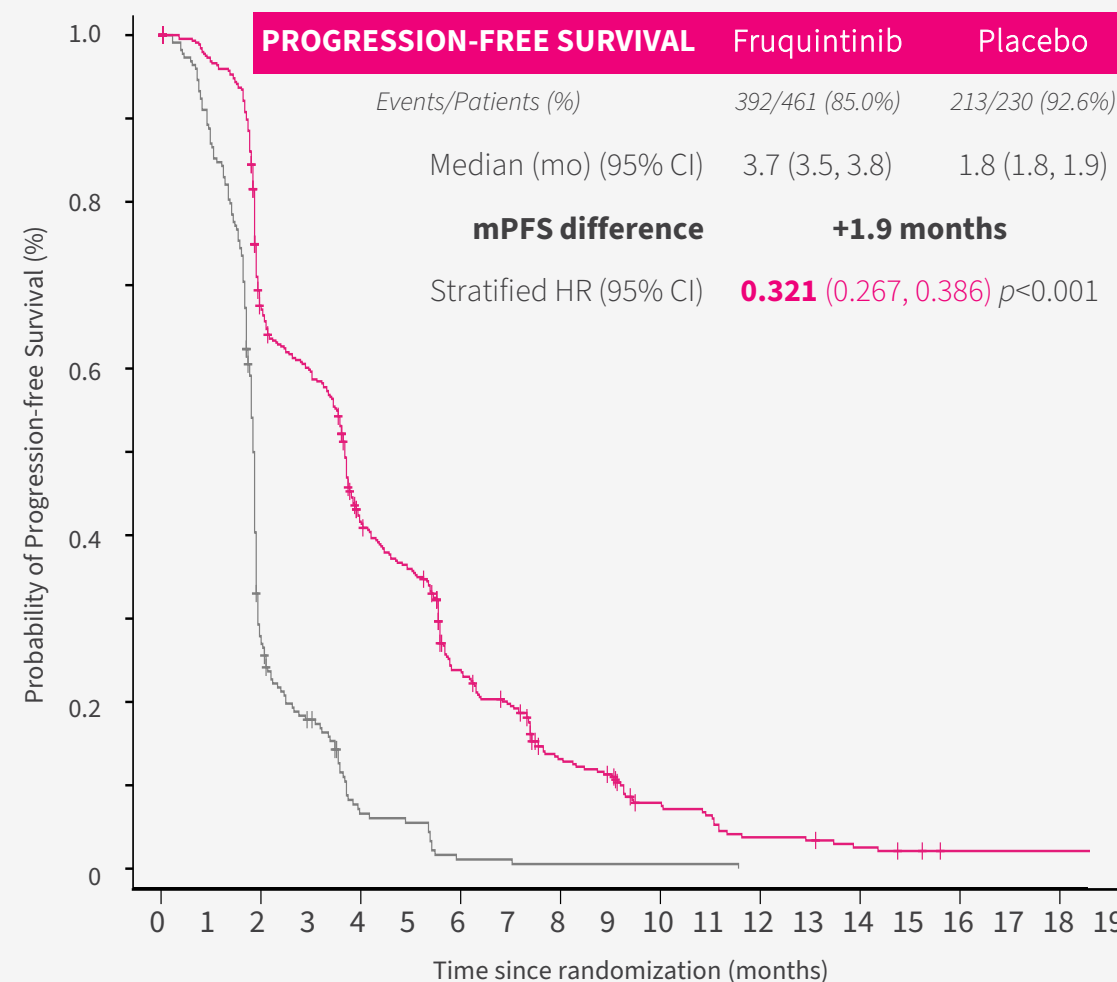
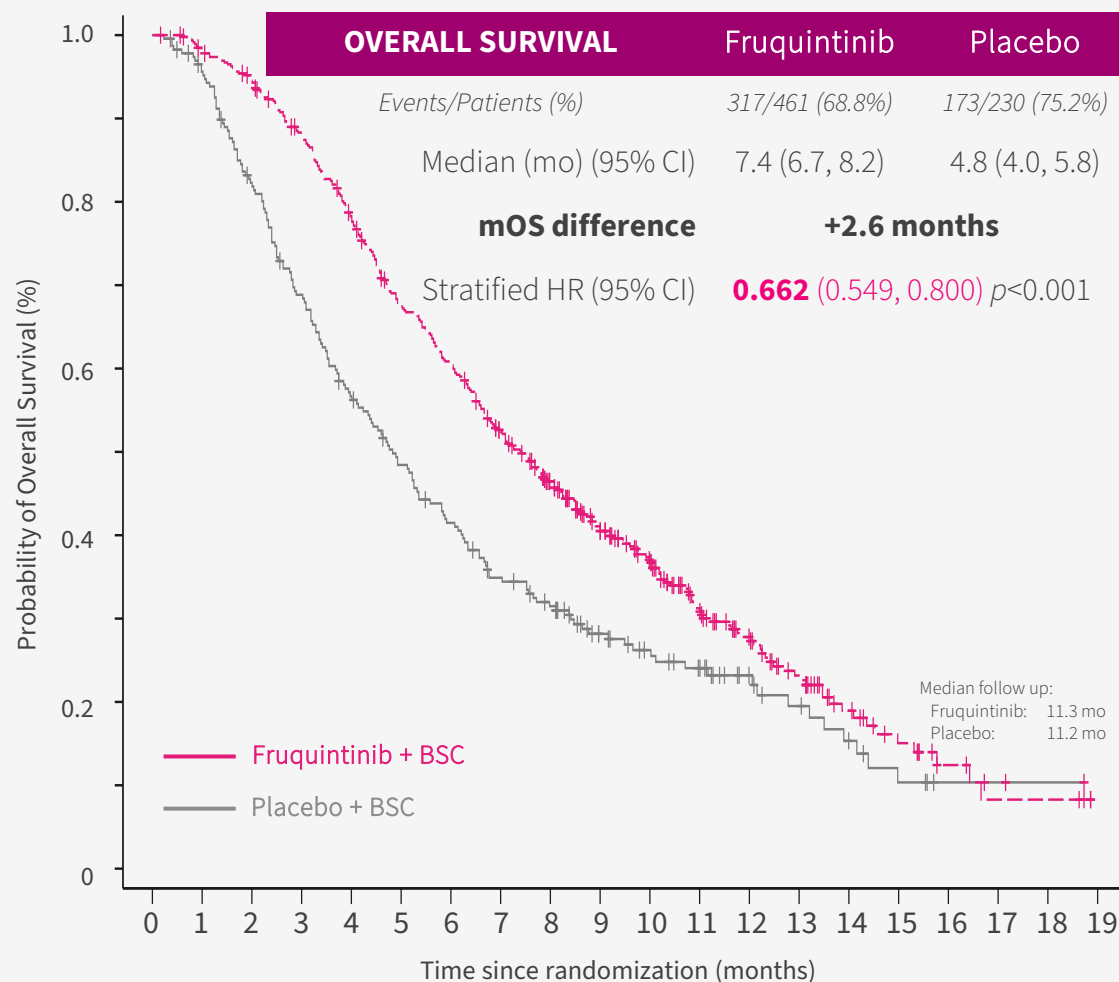
DCO: June 24, 2022

DCO: January 17, 2017

[1] ESMO 2022, LAB25. Dasari NA, Lonardi S et al. LBA25 - FRESCO-2: A global phase III multiregional clinical trial (MRCT) evaluating the efficacy and safety of fruquintinib in patients with refractory metastatic colorectal cancer. 12 Sep 2022, Proffered Paper session 2: GI, lower digestive Session. Annals of Oncology (2022) 33 (suppl\_7): S808-S869. 10.1016/annonc/annonc1089; [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.

# FRESCO-2 met OS 1° Endpoint & PFS 2° Endpoint

“FRESCO-2 results are consistent with those of FRESCO and support a new global oral treatment option for patients with refractory mCRC, which enriches the continuum of care for these patients.” – ESMO 2022 <sup>[1]</sup>



































ITT Population.

[1] ESMO 2022, LBA25. Dasari NA, et al. LBA25 - FRESCO-2: A global phase III multiregional clinical trial (MRCT) evaluating the efficacy and safety of fruquintinib in patients with refractory metastatic colorectal cancer. 12 Sep 2022, Proffered Paper session 2: GI, lower digestive Session. Annals of Oncology (2022) 33 (suppl\_7): S808-S869. 10.1016/annonc/annonc1089.

































# Positive FRESCO-2 OS & PFS consistent across all subgroups

## Overall Survival by subgroups

		Fruq n/N	Pbo n/N		HR (95% CI)
ITT Population		317/461	173/230		0.662 (0.549, 0.800)
Age	< 65 years	171/247	89/119		0.694 (0.534, 0.903)
	>= 65 years	146/214	84/111		0.648 (0.494, 0.851)
Sex	Female	149/216	61/90		0.828 (0.609, 1.125)
	Male	168/245	112/140		0.584 (0.456, 0.749)
ECOG PS	0	121/196	67/102		0.775 (0.573, 1.050)
	1	196/265	106/128		0.571 (0.449, 0.728)
Race	Caucasian	260/367	145/192		0.696 (0.567, 0.854)
	Asian	24/43	14/18		0.377 (0.171, 0.833)
	African American	7/13	5/7		0.550 (0.135, 2.231)
	Other	26/38	9/13		1.199 (0.478, 3.008)
Region	N. America	50/82	29/42		0.620 (0.387, 0.995)
	Europe	237/329	130/166		0.688 (0.554, 0.855)
	Asia Pacific	30/50	14/22		0.631 (0.321, 1.241)
Duration of Metastatic Disease	≤ 18 months	30/37	8/13		0.605 (0.260, 1.406)
	> 18 months	287/424	165/217		0.642 (0.529, 0.779)
Primary Tumor Site at 1 <sup>st</sup> Diagnosis	Colon	195/279	109/137		0.672 (0.528, 0.855)
	Rectum	99/143	49/70		0.633 (0.446, 0.900)
	Colon & Rectum	23/39	15/23		0.686 (0.339, 1.388)
RAS Status	WT	119/170	62/85		0.667 (0.489, 0.909)
	Mutant	198/291	111/145		0.683 (0.539, 0.865)
# of Prior Tx Lines in Metastatic Disease	≤ 3 lines	80/125	45/64		0.714 (0.488, 1.043)
	3 lines	237/336	128/166		0.645 (0.519, 0.802)
Prior VEGFi	Yes	306/445	167/221		0.683 (0.565, 0.827)
	No	11/16	6/9		0.193 (0.024, 1.557)
Prior EGFRi	Yes	127/180	64/88		0.689 (0.507, 0.936)
	No	190/281	109/142		0.666 (0.524, 0.846)
Prior TAS-102 or Regorafenib	TAS-102	165/240	88/121		0.723 (0.557, 0.938)
	Regorafenib	25/40	12/18		0.772 (0.379, 1.573)
	Both	127/181	73/91		0.600 (0.447, 0.805)
Liver Metastases	Yes	255/339	132/156		0.576 (0.465, 0.713)
	No	62/122	41/74		0.771 (0.513, 1.158)

0.1 Favors Fruquintinib ← 1.0 → Favors Placebo 10.0

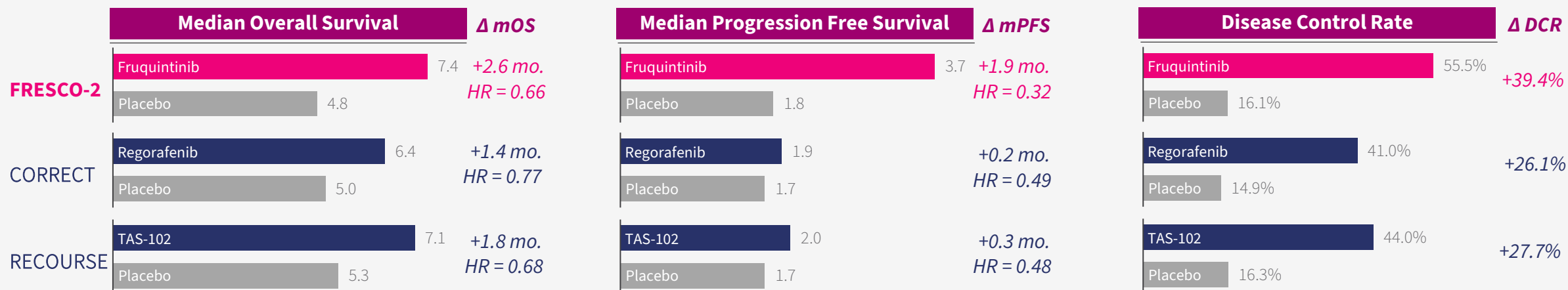
## Progression Free Survival by subgroups

		Fruq n/N	Pbo n/N		HR (95% CI)
ITT Population		392/461	213/230		0.321 (0.267, 0.386)
Age	< 65 years	214/247	111/119		0.329 (0.255, 0.424)
	>= 65 years	178/214	102/111		0.314 (0.241, 0.410)
Sex	Female	190/216	81/90		0.351 (0.263, 0.468)
	Male	202/245	132/140		0.302 (0.237, 0.385)
ECOG PS	0	169/196	90/102		0.264 (0.197, 0.354)
	1	223/265	123/128		0.351 (0.277, 0.446)
Race	Caucasian	312/367	176/192		0.313 (0.255, 0.383)
	Asian	37/43	17/18		0.286 (0.140, 0.584)
	African American	9/13	7/7		0.081 (0.014, 0.468)
	Other	34/38	13/13		0.525 (0.248, 1.110)
Region	N. America	64/82	36/42		0.261 (0.163, 0.417)
	Europe	283/329	158/166		0.324 (0.261, 0.401)
	Asia Pacific	45/50	19/22		0.271 (0.144, 0.509)
Duration of Metastatic Disease	≤ 18 months	35/37	11/13		0.361 (0.166, 0.787)
	> 18 months	357/424	202/217		0.300 (0.249, 0.363)
Primary Tumor Site at 1 <sup>st</sup> Diagnosis	Colon	241/279	127/137		0.294 (0.231, 0.375)
	Rectum	118/143	64/70		0.315 (0.225, 0.441)
	Colon & Rectum	33/39	22/23		0.386 (0.202, 0.739)
RAS Status	WT	145/170	76/85		0.333 (0.245, 0.454)
	Mutant	247/291	137/145		0.318 (0.254, 0.399)
# of Prior Tx Lines in Metastatic Disease	≤ 3 lines	108/125	57/64		0.280 (0.192, 0.409)
	3 lines	284/336	156/166		0.334 (0.270, 0.412)
Prior VEGFi	Yes	377/445	206/221		0.335 (0.278, 0.402)
	No	15/16	7/9		0.020 (0.001, 0.385)
Prior EGFRi	Yes	154/180	79/88		0.325 (0.239, 0.440)
	No	238/281	134/142		0.310 (0.247, 0.391)
Prior TAS-102 or Regorafenib	TAS-102	210/240	111/121		0.367 (0.287, 0.470)
	Regorafenib	29/40	16/18		0.292 (0.139, 0.611)
	Both	153/181	86/91		0.285 (0.212, 0.382)
Liver Metastases	Yes	297/339	149/156		0.291 (0.234, 0.362)
	No	95/122	64/74		0.334 (0.235, 0.476)

0.1 Favors Fruquintinib ← 1.0 → Favors Placebo 10.0

# Fruquintinib has a highly competitive profile

FRESCO-2 results have potential to change clinical practice worldwide



**Fruquintinib is well tolerated with a safety profile consistent with the previously established monotherapy profile**

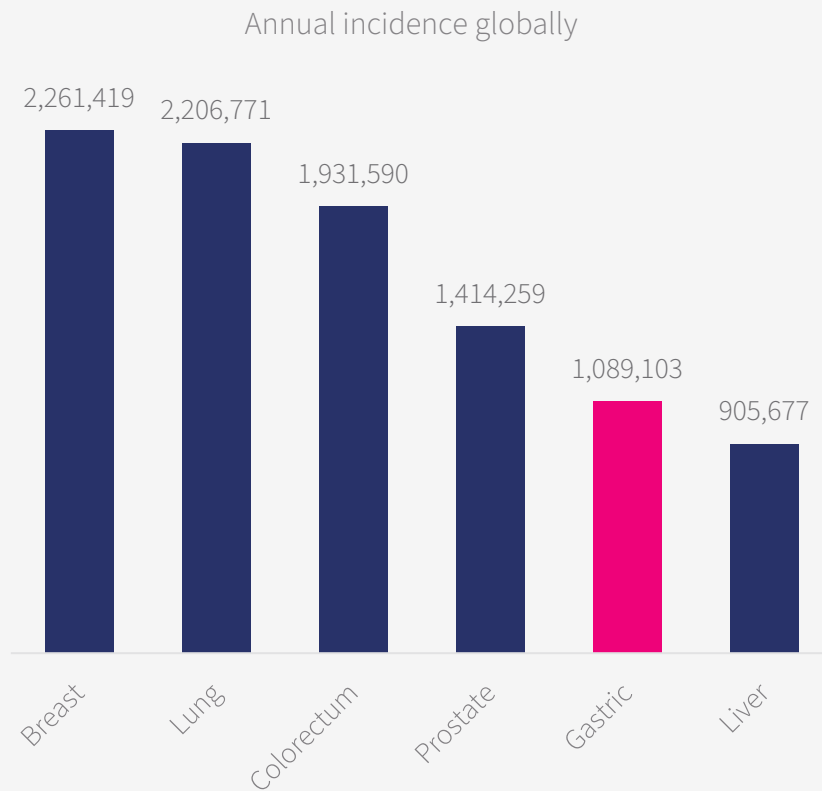
Tolerability	FRESCO-2 <sup>[1]</sup>		CORRECT <sup>[2]</sup>		RECURSE <sup>[3]</sup>	
	Fruquintinib	Placebo	Regorafenib	Placebo	TAS-102	Placebo
Discontinuation due to AE	20%	21%	17%	12%	4%	2%
TEAE Grade $\geq 3$	63%	50%	54%	14%	69%	52%
Major TEAE Grade $\geq 3$						
Hypertension	14%	1%	7%	1%	n/a	n/a
Hand-foot syndrome	6%	0%	17%	<1%	n/a	n/a
Asthenia / fatigue	8%	4%	15%	9%	7%	9%
Other AEs of note	n/a		<ul style="list-style-type: none"> <li>Blackbox warning on hepatotoxicity</li> <li>Monitor liver function prior to and during treatment</li> </ul>		<ul style="list-style-type: none"> <li>Severe myelosuppression</li> <li>Obtain complete blood counts prior to and on day 15 of each cycle</li> </ul>	

Note: Illustrative comparison only. No head-to-head studies have been conducted. Study parameters differ.

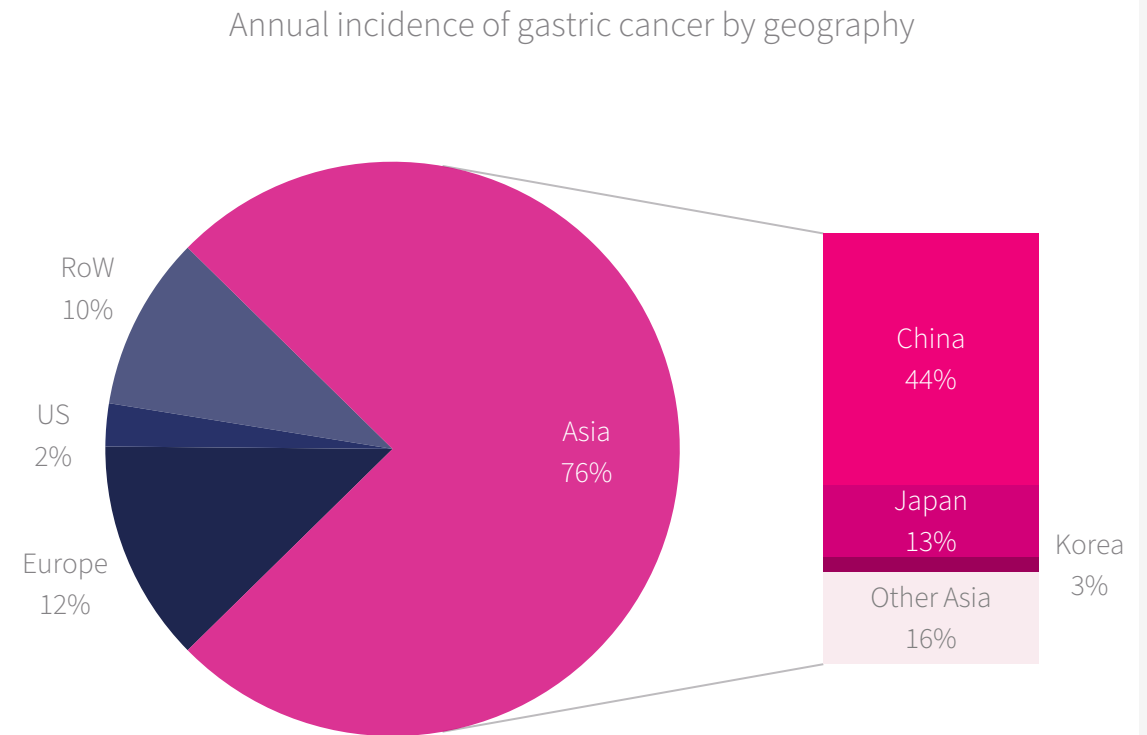
[1] ESMO 2022, LBA25; [2] Grothey A, et al. Regorafenib monotherapy for previously treated metastatic colorectal cancer (CORRECT): an international, multicentre, randomised, placebo-controlled, phase 3 trial. *Lancet*. 2013;381(9863):303-312. doi:10.1016/S0140-6736(12)61900-X; [3] Mayer RJ, et al. Randomized trial of TAS-102 for refractory metastatic colorectal cancer. *N Engl J Med*. 2015;372(20):1909-1919. doi:10.1056/NEJMoa1414325.

# Gastric cancer: a common cancer that disproportionately affects Asia

The fifth most commonly diagnosed cancer worldwide



China, Japan, and Korea account for ~60% of newly diagnosed cases in the world





# FRUTIGA: combo with paclitaxel in 2L gastric cancer

sNDA filing in H1 2023

## FRUTIGA

**File sNDA with NMPA in H1 2023**

### Dual primary endpoints:

- ✓ Progression free survival: clinically and statistically sign. improvement
- Overall survival: improvement not statistically significant per the pre-specified statistical plan

### Secondary endpoints:

- ✓ ORR ✓ DCR ✓ DoR

**Safety profile consistent with previously reported studies**

### Eligible patients

- Gastroesophageal junction or gastric cancer
- Progressed after 1<sup>st</sup> line chemo w/ fluoropyrimidine & platinum

**Fruquintinib**

+  
Paclitaxel  
N=350

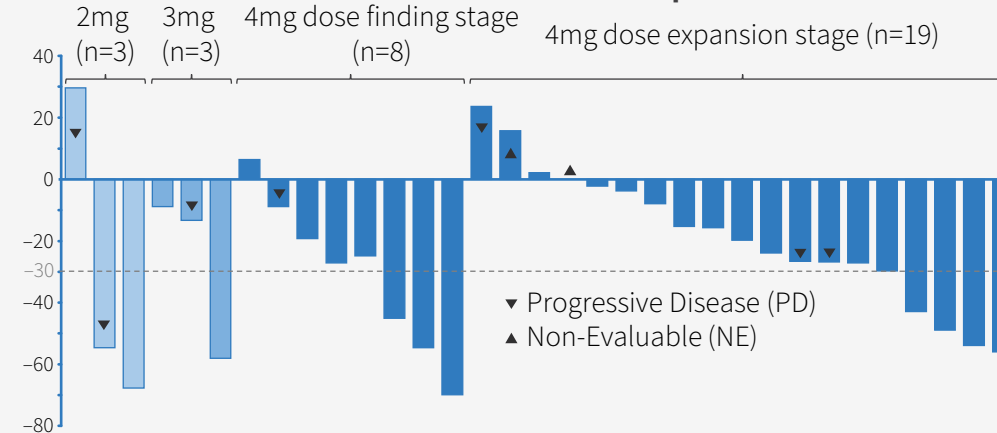
**Placebo**

+  
Paclitaxel  
N=350

## Supportive Phase II results

ORR of 36% (10/28) & DCR of 68% in efficacy evaluable pts.  
Fruquintinib 4mg: ≥16 wk. PFS of 50% & ≥7 mo. OS of 50%.

### Waterfall Plots of Best Response



AE profile in-line with expectations

Drug related grade 3 or 4 AEs (NCI-CTCAE v 4.0) term	Dose Expansion Stage (N=19) Fruquintinib 4 mg + paclitaxel 80 mg/m <sup>2</sup>
Neutropenia	11 (57.9%)
Leukopenia	4 (21.0%)
Hypertension	2 (10.6%)
PLT decreased, Anemia, HFSR, Mucositis oral, Hepatic disorder, Upper gastrointestinal hemorrhage	1 (5.3%) each

# Treatment landscape for chronic ITP

SYK inhibitor fostamatinib delivers 44% response and ~25% durable response: requires a better molecule

## Treatments for chronic ITP <sup>[1]</sup>

Agent	Response (1x PLT $\geq 50 \times 10^9/L$ )	Durable response	Response after discontinuation
-------	---	------------------	--------------------------------

### TPO-RA treatment increases platelet production

NPLATE® (romiplostim) <sup>[2]</sup>	79-88% (24 weeks)	38-61% (6/8 visits in weeks 16-24)	14% sustained response $\geq 6$ months after discount.
PROMACTA® (eltrombopag)	59-70% (6 weeks) <sup>[3]</sup>	60% (6/8 visits in weeks 18-26) <sup>[4]</sup>	~50% of pts maintained response

### Treatments to decrease platelet destruction

RITUXAN® (rituximab)	67% (4 weeks)	Median response duration 27-36 months	
TAVALISSE® (fostamatinib) <sup>[5]</sup>	<b>44%</b> (12 weeks)	<b>24-26%</b> (4/6 visits in weeks 14-24)	<b>n/a</b>

## ASH 2019 guidelines for 2L treatment <sup>[6]</sup>: shared decision making with patients

Patient preference	Durable response	Avoidance of long-term medication	Avoidance of surgery
TPO-RA	✓		✓
Rituximab		✓	✓
Splenectomy	✓	✓	

### SYK is a validated target for ITP

- Syk targets both B cells & macrophages
- Fostamatinib approved in the U.S.
- International consensus report considers evidence for fostamatinib use to be robust <sup>[1]</sup>
- ASH guideline considers evidence for fostamatinib use in 2L patients insufficient <sup>[2]</sup>

### Sovleplenib Phase III Enrolled in Dec 2022

- China Phase Ib complete – encouraging efficacy and good safety presented at ASH 2021

[1] Provan D, Arnold DM, Bussell JB, et al. Updated international consensus report on the investigation and management of primary immune thrombocytopenia. *Blood Adv.* 2019;3(22):3780-3817. doi:10.1182/bloodadvances.2019000812; [2] Study 1 & 2 from USPI; [3] Study 773A and B from US PI; [4] RAISE study from US PI; [5] US PI; [6] Neunert C, Terrell DR, Arnold DM, et al. American Society of Hematology 2019 guidelines for immune thrombocytopenia [published correction appears in *Blood Adv.* 2020 Jan 28;4(2):252]. *Blood Adv.* 2019;3(23):3829-3866. doi:10.1182/bloodadvances.2019000966.

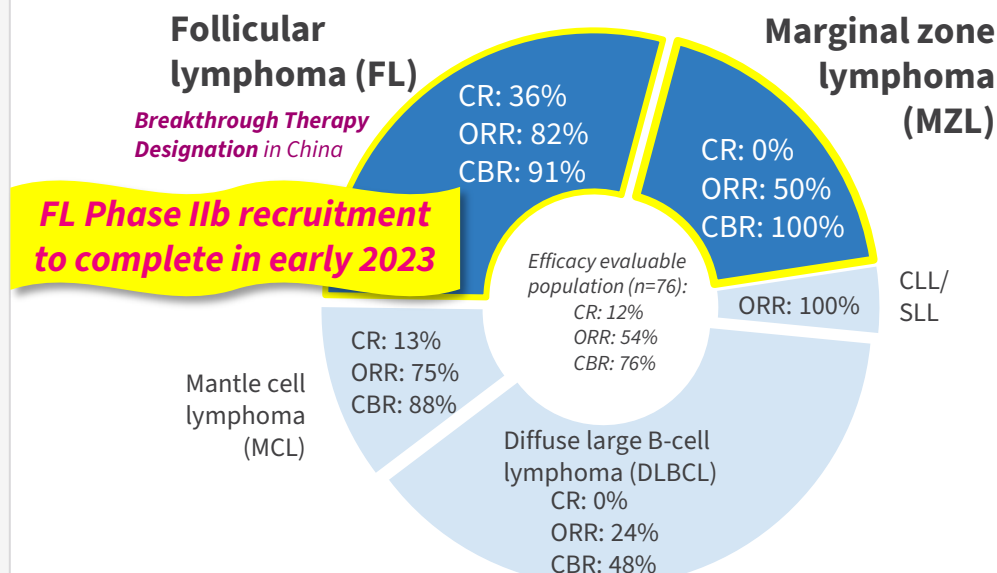
# Heme-onc assets progressing towards readout in 2023

China registration studies supported by differentiated proof-of-concept data

## Amdizalisib

### Results from China Phase Ib in several NHL subtypes

- Encouraging single agent activity in indolent NHL
- Manageable safety profile



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.

## Sovleplenib

### 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 recruitment completed Dec 2022**

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>

# 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

- FPI September 2022

### Hainan Health Tourism Policy

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

### Combo study with amdizalisib (PI3Kδi)

- IND cleared in China; FPI expected H1 2023

# Condensed Consol. Balance Sheets

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

(in US\$ millions)

	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

[1] Bank borrowings of \$0.4m under non-current liabilities as of Jun 30, 2022 (Dec 31, 2021: \$26.9m under current liabilities); [2] Short-term investments: deposits over 3 months.

# 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 Jun 30, 2022      2021		Year ended 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)



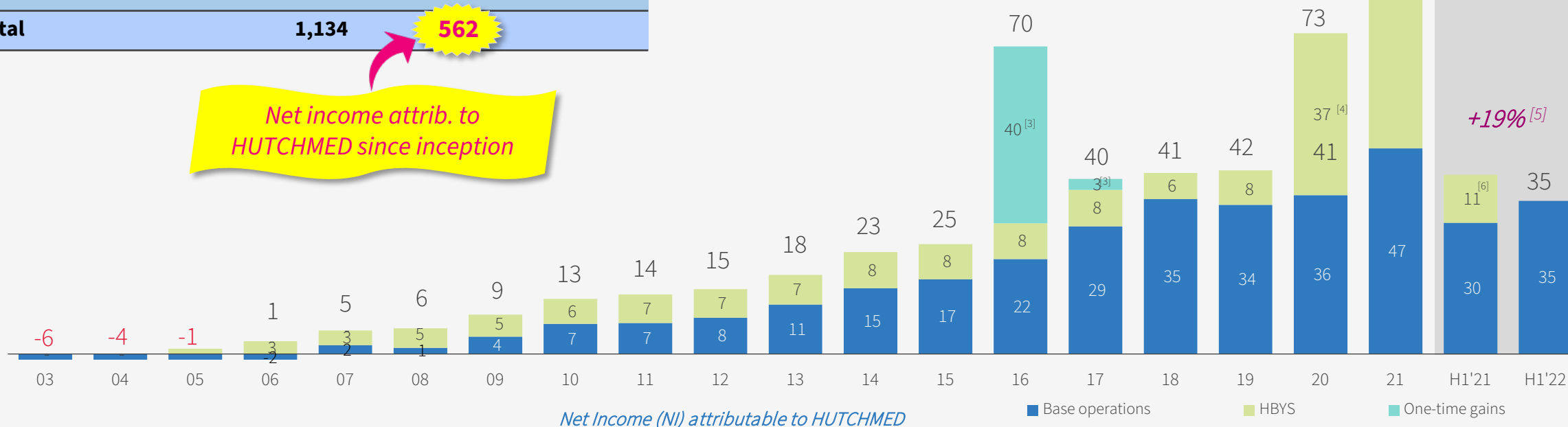
# Substantial value in our Other Ventures

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	
Consol. Subsidiaries & SHPL	672	339	+31%
HBYS <sup>[2]</sup>	462	223	
<b>Total</b>	<b>1,134</b>	<b>562</b>	

Net income attrib. to  
HUTCHMED since inception

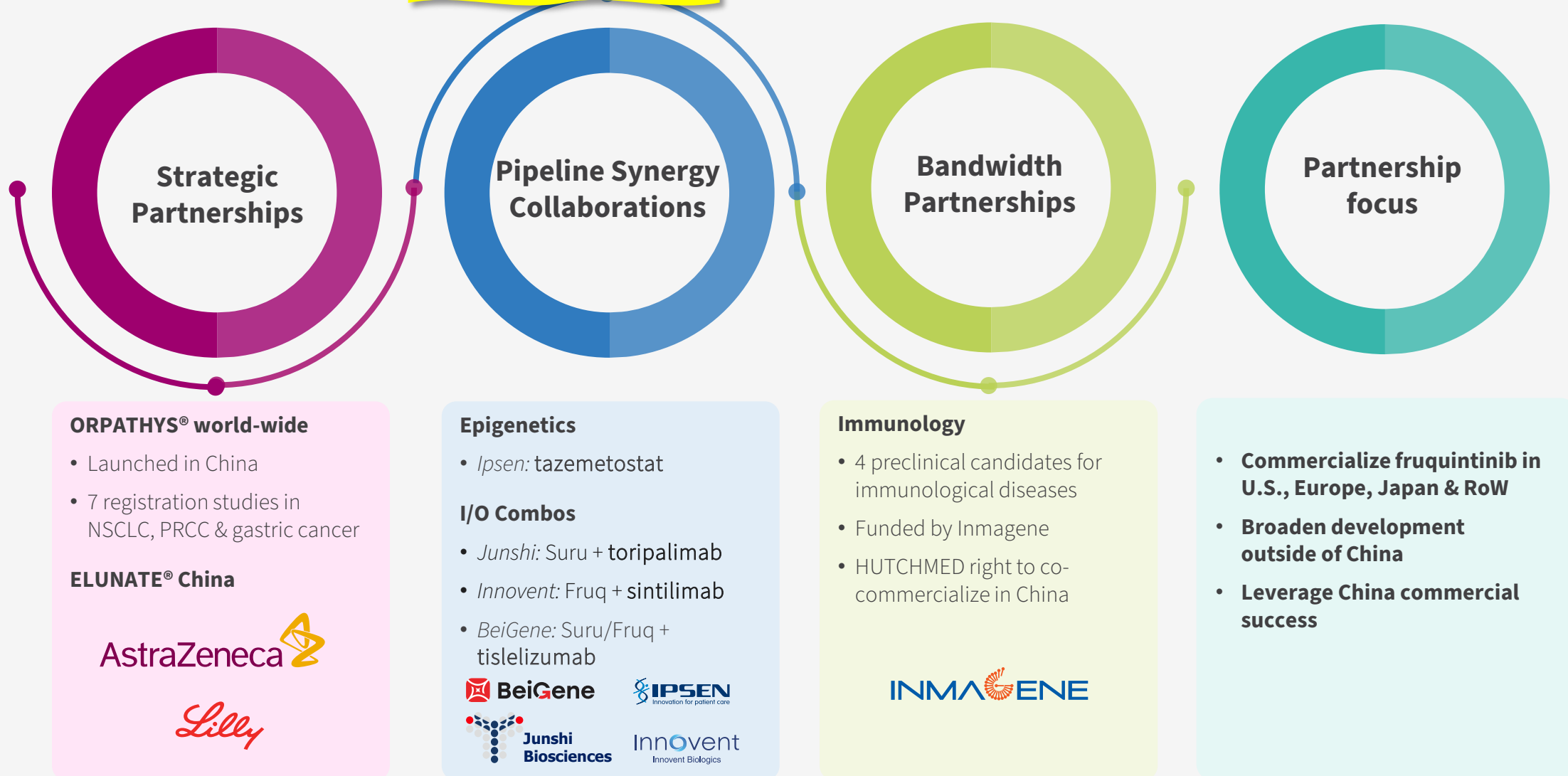


[1] NI = Net income/(loss); 2003–2006 incl. discontinued operation; Based on aggregate Non-GAAP NI of consolidated subsidiaries & non-consolidated joint ventures of Other Ventures, please see appendix "Non-GAAP Financial Measures and Reconciliation";

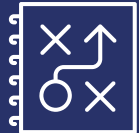
[2] Total NI consists of aggregate net profit from HBYS operation of \$269m and one-time gain of \$193m. NI attributable to HUTCHMED represents the aggregate share of net profit from HBYS operation of \$106m and one-time gain of \$117m; [3] One-time gains represent our share of one-off property gains 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

# Scientific/medical partnership strategy

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



- **Global vision unchanged:** bringing our innovative medicines to patients worldwide
- **10+ NDA** submissions in plan, in China & globally
- Continue our **strong China commercial** momentum



## Strategic focus

- **Remain agile**
- **Prioritize** late-stage programs, registration studies & regulatory approvals
- **Commercial partnering internationally** to expedite access to our medicines globally



## Build on our strengths

### Bring near-term value

### Build a long-term sustainable business

- Rapidly growing China sales
- Deliver the next wave of new product registrations
  - Fruquintinib global (with positive FRESCO-2)
  - Sovleplenib, amdizalisib & tazemetostat in China
- Path to profitability

# Thank you



© 2022 HUTCHMED.  
[www.hutch-med.com](http://www.hutch-med.com)

# APPENDIX

# HUTCHMED's deep leadership team

World-class team with track record of success in HUTCHMED & multinational pharma

## Executive Management Committee



**Dr. Weiguo Su**  
Chief Executive Officer &  
Chief Scientific Officer



**Mr. Johnny Cheng**  
Chief Financial Officer



**Dr. Michael Shi**  
Head of R&D and  
Chief Medical Officer



**Dr. Karen Atkin**  
Chief Operating Officer



**Dr. Zhenping Wu**  
Pharmaceutical  
Sciences



**Dr. Junjie Zhou**  
General Manager, SHPL



**Mr. Hong Chen**  
Chief Commercial Officer,  
China



**Dr. May Wang**  
Business Dev. &  
Strategic Alliances



**Mr. Mark Lee**  
Corporate Finance  
& Development



**Ms. Yiling Cui**  
Government Affairs



**Mr. Charles Nixon**  
General Counsel



**Ms. Selina Zhang**  
Human Resources



**Dr. Thomas Fu**  
Quality





# 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>

	IFRS										US GAAP										H1'21- H1'22 Growth	Total since inception	
(US\$ millions)	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
Consolidated subsidiaries	(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
Non-consolidated joint venture - SHPL	(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
Non-consolidated joint venture - HBYS	-	-	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
Consolidated subsidiaries	(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
Non-consolidated joint venture – SHPL	(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
Non-consolidated joint venture – HBYS	-	-	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  
CRC = colorectal cancer.  
CRL = complete response letter.  
CSF-1R = colony-stimulating factor 1 receptor.  
DCO = data cutoff  
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®), AstraZeneca (ORPATHYS®) and HUTCHMED (SULANDA® and TAZVERIK®).  
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.  
iNHL = indolent Non-Hodgkin's Lymphoma.  
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.  
MSS = microsatellite stable.

MZL = marginal zone lymphoma.  
na = not available.  
NDA = New Drug Application.  
NEC = neuroendocrine carcinoma.  
NETs = neuroendocrine tumors.  
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.  
PJP = pneumocystis jirovecii pneumonia.  
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.  
TNBC = triple negative breast cancer.  
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.