

# **Forward-looking statements**



This presentation may contain forward-looking statements. Forward-looking statements are statements of future expectations that are based on management's current expectations and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance, or events to differ materially from those expressed or implied in these statements. These forward-looking statements are identified by their use of terms and phrases such as "aim", "ambition", "anticipate", "believe", "could", "estimate", "expect", "goals", "intend", "may", "milestones", "objectives", "outlook", "plan", "probably", "project", "risks", "schedule", "seek", "should", "target", "will" and similar terms and phrases. Examples of forward-looking statements may include statements with respect to timing and progress of Pharming's preclinical studies and clinical trials of its product candidates, Pharming's clinical and commercial prospects, and Pharming's expectations regarding its projected working capital requirements and cash resources, which statements are subject to a number of risks, uncertainties and assumptions, including, but not limited to the scope, progress and expansion of Pharming's clinical trials and ramifications for the cost thereof; and clinical, scientific, regulatory and technical developments. In light of these risks and uncertainties, and other risks and uncertainties that are described in Pharming's 2021 Annual Report and the Annual Report on Form 20-F for the year ended December 31, 2021, filed with the U.S. Securities and Exchange Commission, the events and circumstances discussed in such forward-looking statements may not occur, and Pharming's actual results could differ materially and adversely from those anticipated or implied thereby. All forward-looking statements contained in this press release are expressly qualified in their entirety by the cautionary statements contained or referred to in this section. Readers should not place undue reliance on forward-looking statements. Any forwardlooking statements speak only as of the date of this press release and are based on information available to Pharming as of the date of this release. Pharming does not undertake any obligation to publicly update or revise any forward-looking statement as a result of new information, future events or other information.

## **Company overview**





One commercialized asset: RUCONEST® (conestat alfa) for the treatment of acute hereditary angioedema (HAE)



Preparing for anticipated regulatory approvals and launch of leniolisib, a PI3Kδ inhibitor in development for APDS, in 2023



Global headquarters: Leiden, the Netherlands (founded 1988) US headquarters: Warren, New Jersey



Active in over 30 markets, the largest markets include: United States, Europe, United Kingdom, Middle East & North Africa



**EURONEXT Amsterdam: PHARM: Since 1999** 

Nasdaq: PHAR: Since 2020

# Pharming's strategic objectives





Building a sustainable business by focusing on RUCONEST® sales



Focus on market approval, launch and commercialization of leniolisib in key markets of US, UK and EEA



Ongoing pipeline development and management of rare disease assets

# Continuing to build a sustainable business in rare diseases





Building a sustainable business by focusing on RUCONEST® sales



Anticipated approval and commercialization of leniolisib



Ongoing pipeline development and management of rare disease assets

Positive cash flow from RUCONEST® helps fund leniolisib and pipeline development and management

◆ Fully commercialize RUCONEST® in all major international markets with our own sales forces

Successful commercialization of leniolisib and life cycle management of future indications

- Market opportunity with an estimated >1,350 patients\* (500 US, 675 EU, 190 Japan) living with APDS and more than 400 patients already identified by Pharming
- Developing PI3Kδ for additional indications for rare disease patients

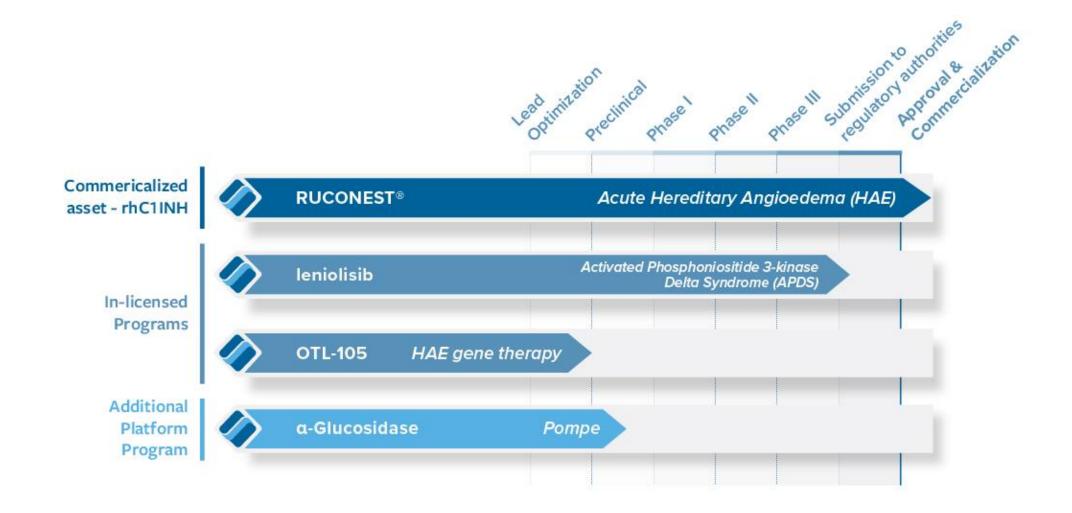
Development through internal projects and potential acquisitions new, late-stage assets through in-licensing and M&A opportunities

- Development of OTL-105, an exvivo HSC gene therapy candidate for HAE
- Development of rhaGLU, an enzyme replacement therapy for Pompe disease

<sup>\*</sup> Size based on population and available literature

# Pipeline at a glance



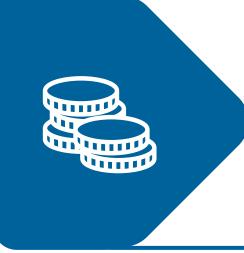


# **RUCONEST®** (rhC1INH): sustainable commercialized asset





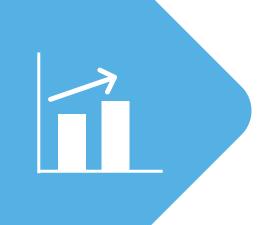
RUCONEST® sales of US\$198.9 million (FY2021), US\$151.0 million (first 9M of 2022)



Stable revenue stream.
Allocating resources
to leniolisib and
pipeline to accelerate
future growth



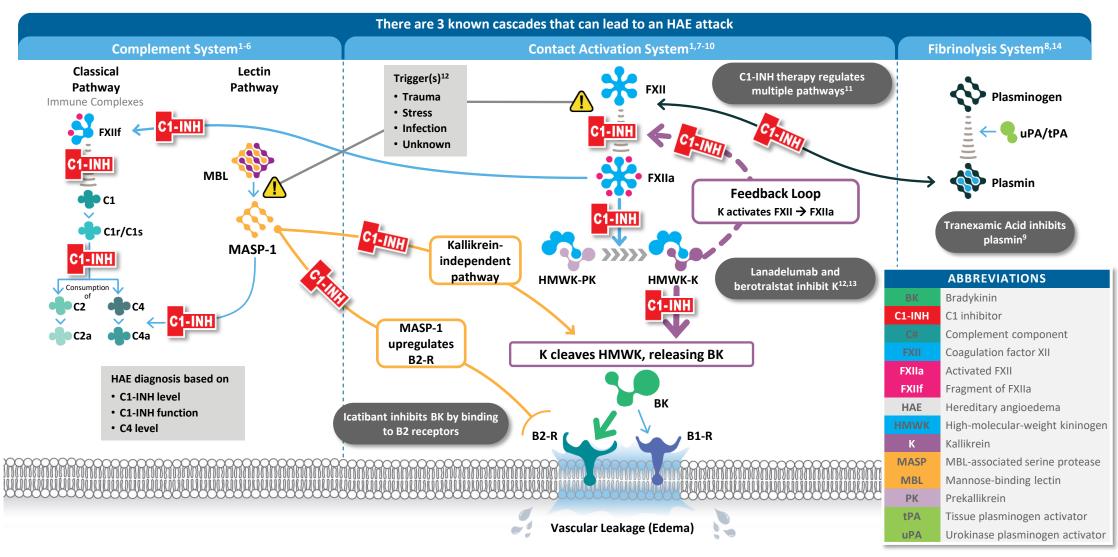
Safe and effective treatment option for hereditary angioedema (HAE) acute including breakthrough attacks



Continued single digit growth of revenues expected for the remainder of 2022

# C1-INH stops bradykinin production across all known pathways Pharming®





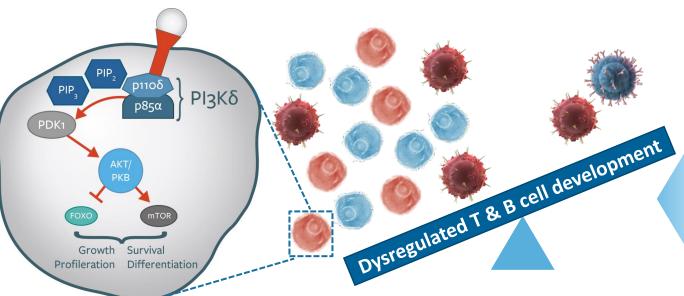
Adapted from a clinical cascade developed in partnership with Dr. Allen Kaplan. This is a current scientific understanding of the cascades. Clinical implications are unknown.

# **Leniolisib opportunity** Genetic defect leads to PI3Kδ hyperactivity, causing APDS symptoms



## **Hyperactive Excess of immature** PI3Kδ activity or senescent cells p110δ ΡΙ3Κδ p85α

**Deficit of** functional cells



[1.2] Inside a T or B cell

- ↑ CD8+ effector/memory T cells
- ↑ CD8+ T cell senescence
- ↑ Transitional B cells

[3-6]

- ひ Inverted CD4+/CD8+ T cell ratio

 $\leftrightarrow$  or  $\uparrow$  IgM

- ↓ Naïve and CD4+ T cells
- ↓ Memory T cell function
- ↓ B cells (lymphopenia)
- ↓ Memory B cells

 $\leftrightarrow$  or  $\downarrow$  IgG/IgA

#### Common Symptoms of APDS<sup>[4,5]</sup>



#### Severe, Recurrent, Persistent Infections:

- Sinopulmonary
- Herpesvirus (especially EBV and CMV)



#### **Lymphoproliferation**:

- Lymphadenopathy
- Splenomegaly/hepatomegaly
- Nodular lymphoid hyperplasia



#### **Enteropathy**



#### **Autoimmunity:**

- Cytopenias
- Autoimmune disorders
- Autoinflammatory disorders



#### **Bronchiectasis**



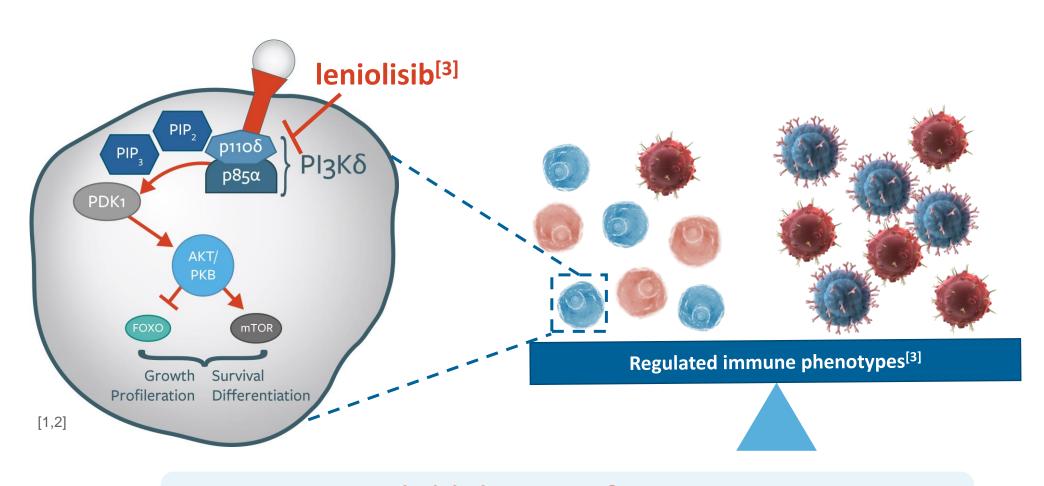
Lymphoma

APDS, activated phosphoinositide 3-kinase δ syndrome; CMV, cytomegalovirus; EBV, Epstein-Barr virus; FOXO, forkhead box O; Ig, immunoglobulin; PDK1, phosphoinositide-dependent protein kinase 1; PIP<sub>2</sub> phosphatidylinositol 4,5bisphosphate; PIP<sub>2</sub>, phosphatidylinositol 3,4,5-trisphosphate; PI3Kδ, phosphoinositide 3-kinase δ; PKB, protein kinase B.

1. Fruman DA, et al. Cell. 2017;170(4):605-635. 2. Okkenhaug K, Vanhaesebroeck B. Nat Rev Immunol. 2003;3(4):317-330. 3. Lucas CL, et al. Nat Immunol. 2014;15(1):88-97. 4. Coulter TI, et al. J Allergy Clin Immunol. 2017;139(2):597-606. 5. Elkaim E, et al. J Allergy Clin Immunol. 2016;138(1):210-218. 6. Jamee M, et al. Clin Rev Allergy Immunol. 2020;59(3):323-333.

# Leniolisib: a targeted disease modifying treatment for APDS



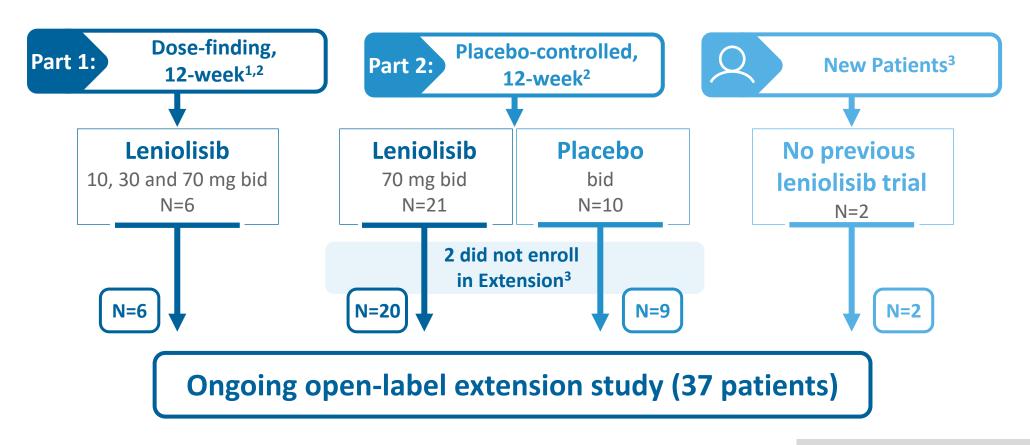


Leniolisib balances PI3Kδ enzyme activity
Addressing immune deficiency and dysregulation

# Leniolisib clinical development program



# **Completed Ph2/3 DBPC Registrational Trial**



Data cutoff: December 13, 2021

bid, twice a day.

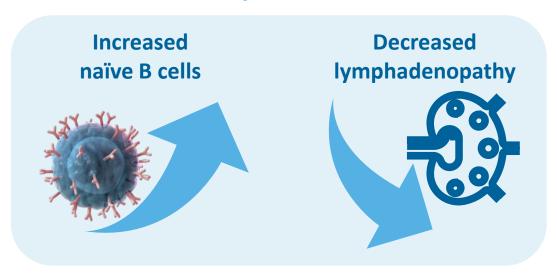
<sup>1.</sup> Rao VK, et al. *Blood*. 2017;130(21):2307-2316. 2. NCT02435173. ClinicalTrials.gov. https://clinicaltrials.gov/ct2/show/NCT02435173. Updated August 10, 2022. Accessed August 18, 2022.

<sup>3.</sup> Data on file. Pharming Healthcare Inc. 2022. 4. NCT02859727. ClinicalTrials.gov. https://clinicaltrials.gov/ct2/show/NCT02859727. Updated July 25, 2022. Accessed August 18, 2022.

# Leniolisib clinical summary Highly effective therapy addresses underlying cause of APDS



## **Primary Outcomes**



## **Other Efficacy Outcomes**



**Decreased** 

**Improved** cytopenias



- Met both primary endpoints (p=0.0002, p=0.0006)
- Results demonstrate long-term leniolisib administration was well tolerated and effective in patients with APDS
- ◆ The improvement in immunodeficiency is evidenced by the reduction in infections with concomitant reductions in immunoglobulin replacement therapy (IRT) usage
- ◆ The correction of immune dysregulation is seen in the continued improvement in lymphoproliferation as well as multilineage cytopenias

# Leniolisib regulatory progress (1/2)







Filing and acceptance for Priority Review of New Drug Application to the FDA. Assigned a Prescription Drug User Fee Act (PDUFA) goal date of March 29, 2023



International Classification of Diseases, 10th Revision, Clinical Modification (ICD-10-CM) by the US CDC for APDS took effect



Remain on track for commercial approval of leniolisib in the first quarter of 2023. Commercialization in the second quarter of 2023

# Leniolisib regulatory progress (2/2)





## **EEA**





Pharming receives positive EMA decision on pediatric investigation plan (PIP) for leniolisib in Europe



MHRA granted Promising
Innovative Medicine (PIM)
designation for the treatment of
APDS in children 1 year of age to
less than 18 years of age



Announced EMA Accelerated Assessment granted for adults and adolescents aged 12 and older



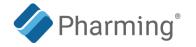
MHRA filing will follow the ECDRP route

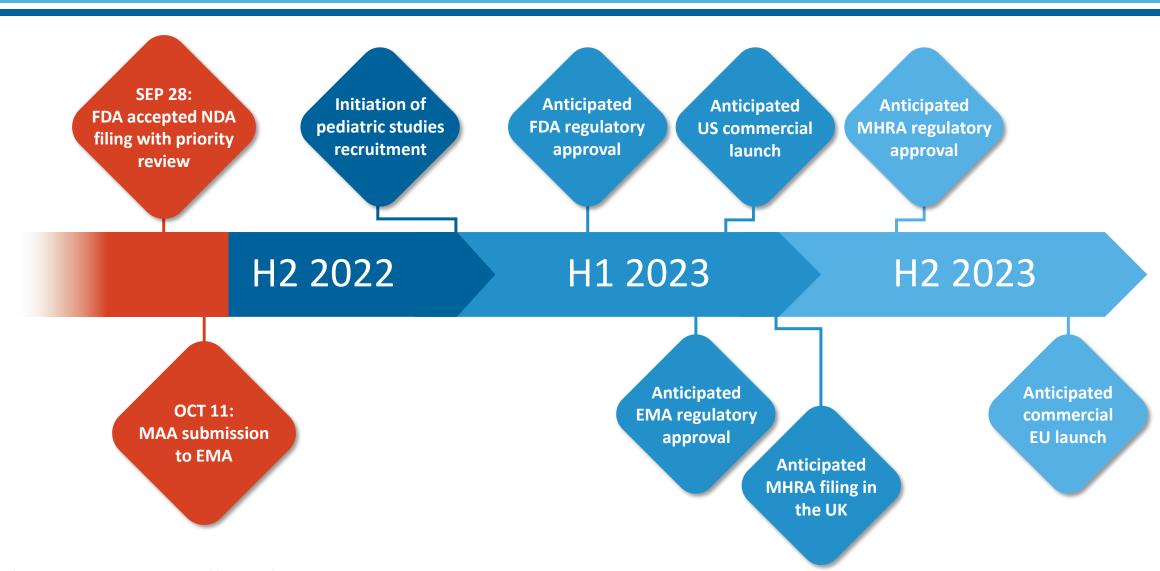
Anticipated MHRA decision known in H2 2023



Marketing Authorisation
Application (MAA) submitted to
EMA and validated for scientific
evaluation under an Accelerated
Assessment

# **Upcoming milestones for leniolisib\***





<sup>\*</sup>These dates are not an assurance of future performance; they are based on current expectations and assumptions regarding the future of our business. Please refer to our Forward-looking Statement on slide 2 of this presentation.

# Strategic highlights: OTL-105 & Pompe





## **Progress continues in preclinical studies**

## **OTL-105**



Good progress on developing the lentiviral vector to enhance C1-inhibitor expression, now testing in preclinical HAE disease models



## **POMPE**

Study into the development of a next-generation alpha-glucosidase therapy for the treatment of Pompe disease is ongoing



Anticipate providing further updates as we move towards preparing an Investigational New Drug (IND) filing



Currently engaged in preclinical studies. As and when results from these preclinical studies become available, we will update the market

# Financial highlights (9M 2022)





US\$198.9 million total revenues for FY2021. Revenues for first 9M of 2022 increased by 3% compared to the first 9M 2021



Gross profit increased by 7% to US\$139.7 million, driven by growth in revenues, production efficiencies, and favorable tailwind from currency translation effects



Net profit increased by 104% compared to first 9M 2021, driven by an increase in Other income



Cash and cash equivalents, together with restricted cash, decreased from US\$193.0 million at the end of 2021, to US\$189.9 million at the end of the third quarter 2022.

# Financial highlights: 9M 2022 vs 9M 2021



TOTAL REVENUES 9M 2021

US\$146.1 million



TOTAL
REVENUES
9M 2022

US\$151.0 million



GROSS PROFIT 9M 2021

US\$130.6 million



GROSS PROFIT 9M 2022

US\$139.7 million



R&D EXPENSES 9M 2021

US\$37.6 million



R&D EXPENSES 9M 2022

US\$41.6 million



NET PROFIT 9M 2021

US\$13.9 million



NET PROFIT 9M 2022

US\$28.3 million



## Outlook





Single digit growth Group revenues from RUCONEST® sales in 2022



Commercial approval of leniolisib from FDA in Q1 2023, with an anticipated launch and commercialization in US in H1 2023. \*subject to positive outcomes of the FDA review



Positive opinion of leniolisib from the CHMP, followed by issuance of MAA by European Commission end of H1 2023. Commercial launch in EU markets in H2 2023.



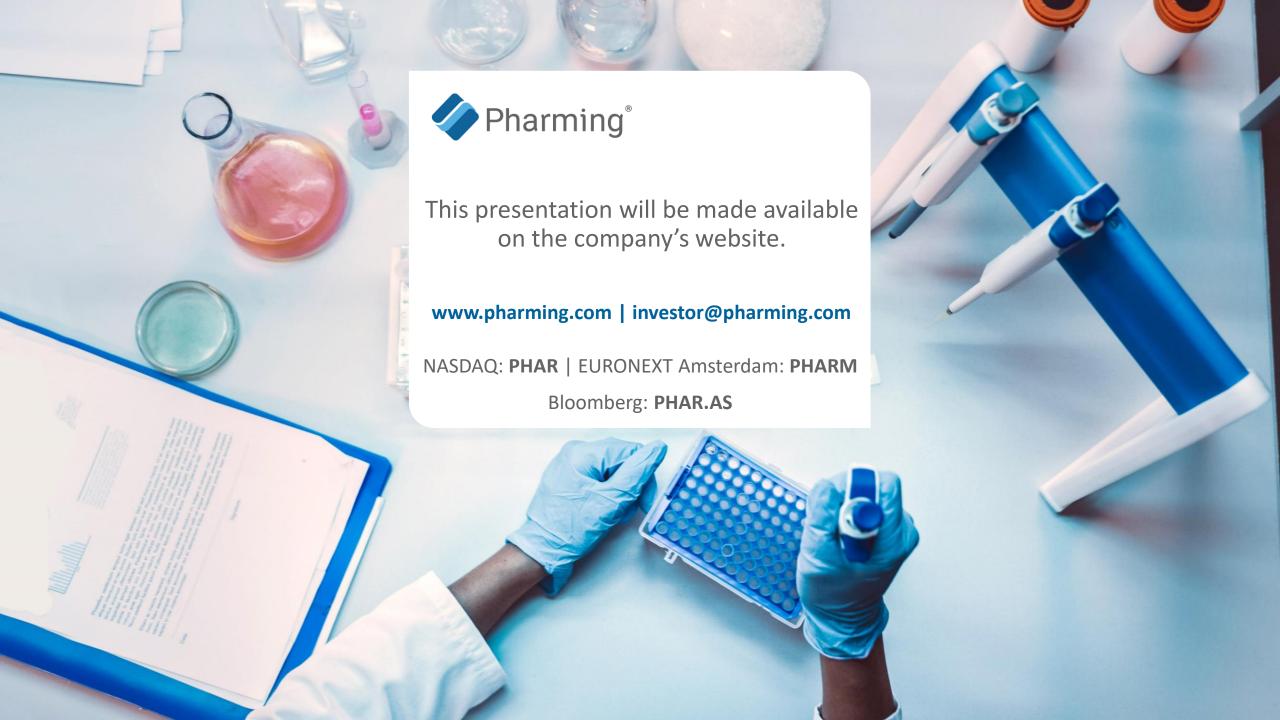
Submit an ECDRP filing for leniolisib to MHRA, after anticipated positive CHMP opinion, MHRA decision expected in H2 2023.



Continue to allocate resources towards the anticipated launch and commercialization of leniolisib and development of pipeline with the view of accelerating future growth



Investment and continued focus on potential acquisitions and in-licensing of new, late- stage development opportunities and assets in rare diseases.



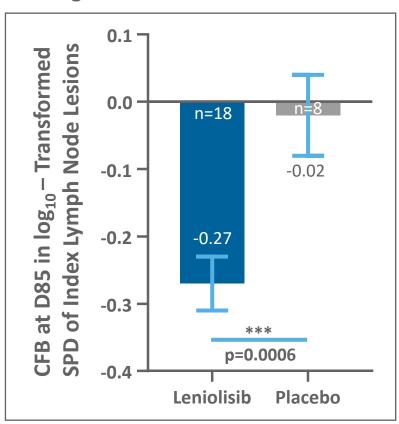


# Leniolisib reduced lymphadenopathy



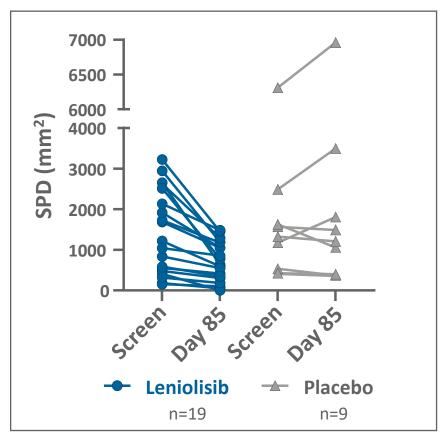
#### **Primary Outcome Analysis\***

Change from baseline in index lesions



#### **Individual Index Lesion Sizes**

Safety analysis set



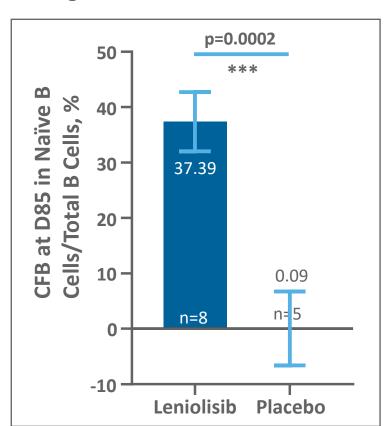
<sup>\*</sup>Data were analyzed using ANCOVA model with treatment as a fixed effect and log<sub>10</sub>-transformed baseline as a covariate. Use of glucocorticoids and IRT at baseline were both included as categorical (Yes/No) covariates. P-value is 2-sided. Least square means are graphed. Error bars are standard error of the mean. 4 patients from the 31 in the safety analysis were excluded from the PD analysis. An additional patient was excluded from the index lesion analysis because the baseline lung index had fully resolved (0 mm) by D85.

## Leniolisib increased the percentage of naïve B cells out of total B cells



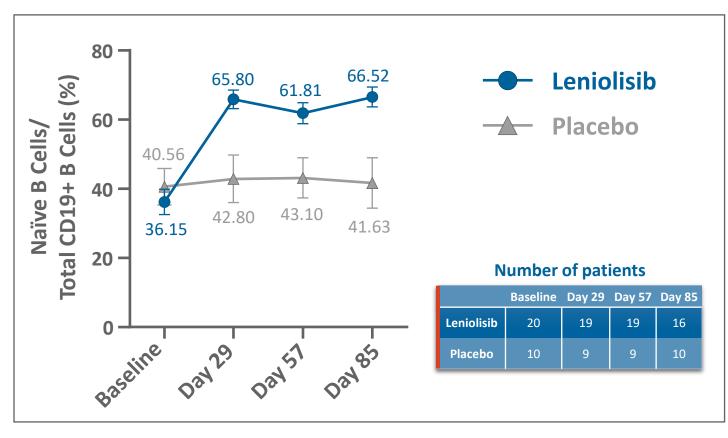
#### **Primary Outcome Analysis\***

Change from baseline in naïve B cells



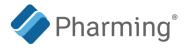
#### **Mean Percentage of Naïve B Cells Over Time**

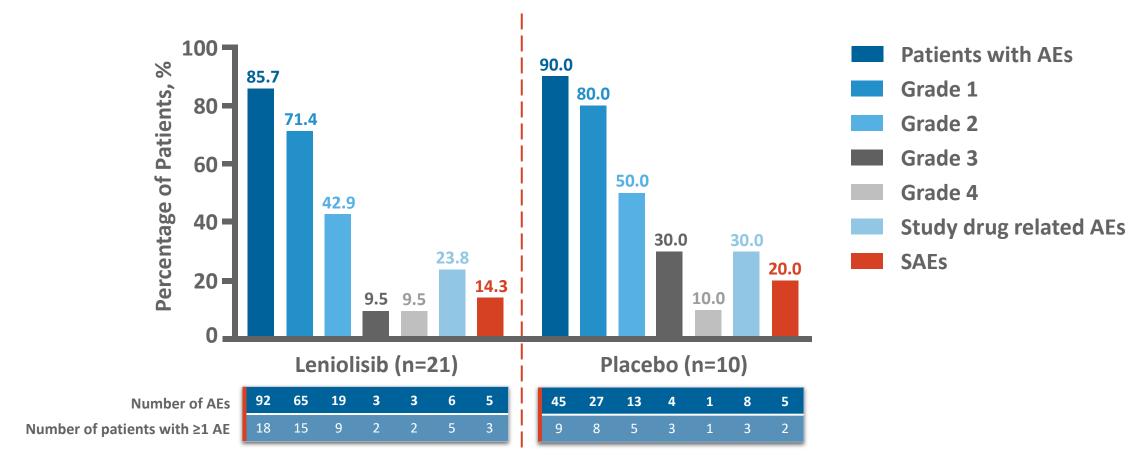
Safety analysis set



<sup>\*</sup>Data were analyzed using an ANCOVA model with treatment as a fixed effect and baseline as a covariate. Use of glucocorticoids and IRT at baseline were both included as categorical (Yes/No) covariates. Baseline is defined as the arithmetic mean of the baseline and Day 1 values when both are available, and if either baseline or the Day 1 value is missing, the existing value is used. P-value is 2-sided. Least square means are graphed. Error bars are standard error of the mean. Out of 27 patients in the PD analysis set, 13 patients met the analysis requirements, including having a percentage of <48% of naïve B cells at baseline, to form the B-PD analysis set.

## Leniolisib over three months was well tolerated

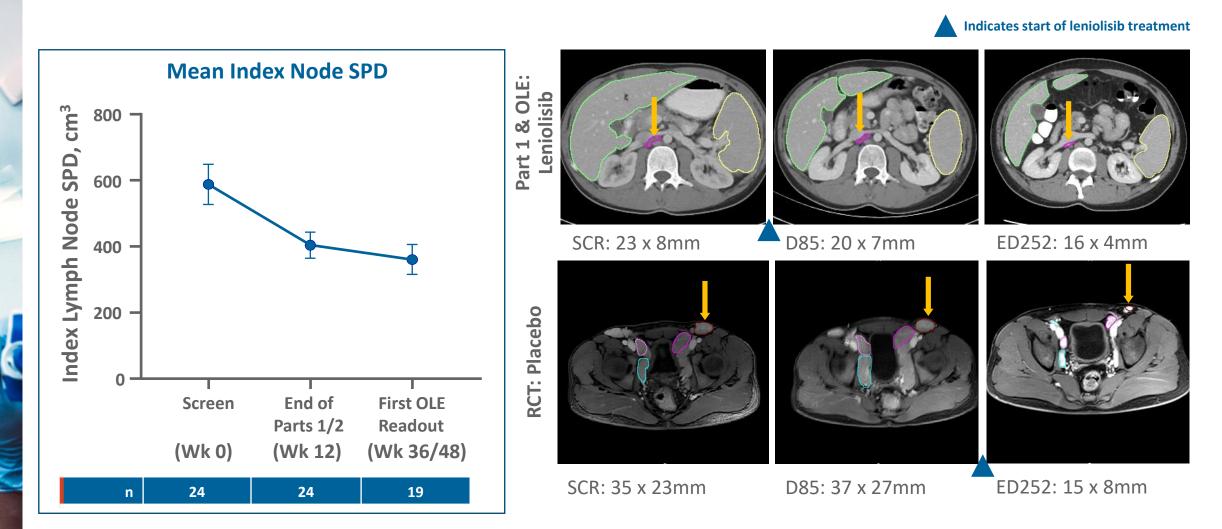




- No deaths (grade 5 AEs) were reported
- No AEs led to discontinuation of study treatment
- ♦ No SAEs were related to study treatment, and the incidence of SAEs was lower in the leniolisib group than the placebo group

# Leniolisib reduced lymphadenopathy

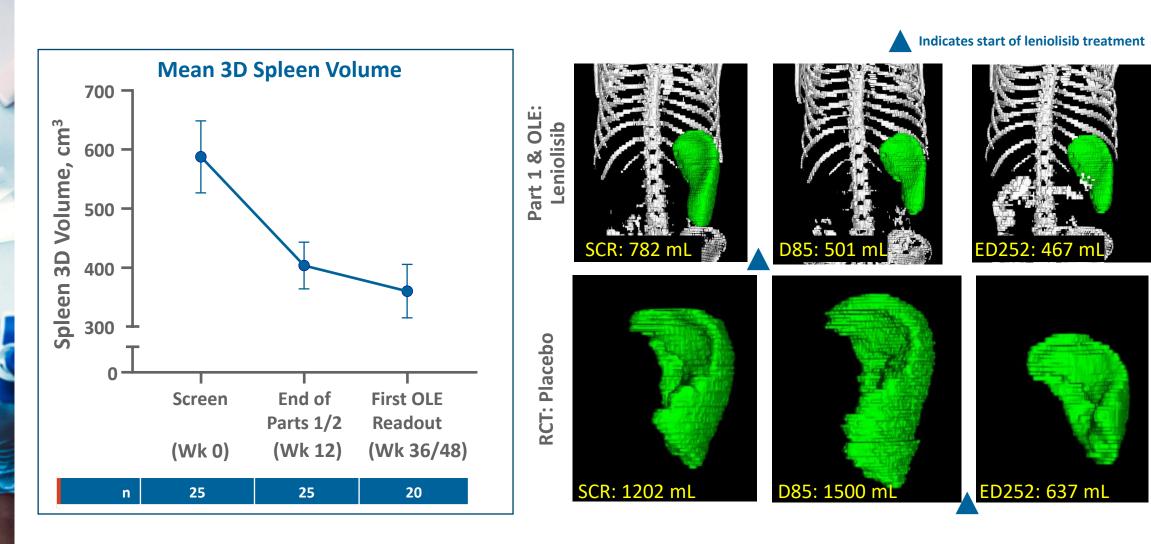




Error bars are standard error of the mean. All patients from parts 1 and 2 of the phase II/III trials with leniolisib exposure and with measurements are included. End of parts 1 and 2 occurred at days 84 and 85, respectively. First OLE readout occurred after an additional 168 or 252. days. D, day; OLE, open-label extension; RCT, randomized controlled trial; SCR, screen; SPD, sum of product diameters; Wk, week. Data on file. Pharming Healthcare Inc. 2022.

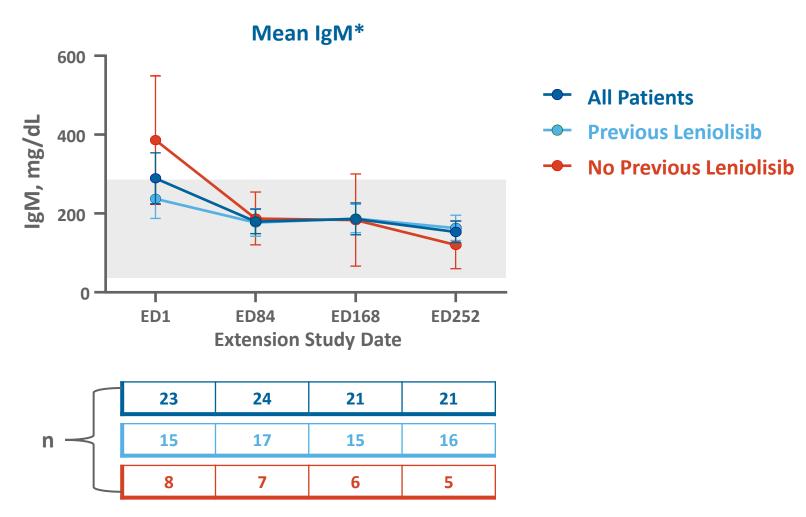
# Leniolisib reduced spleen size





# Leniolisib decreased elevated IgM





<sup>\*</sup>Excluded 1 patient due to extremely low B-cell count.

Previous Leniolisib includes patients who received leniolisib during the dose-finding trial and RCT. No Previous Leniolisib includes patients who received placebo during the RCT and patients who were enrolled in other PI3K $\delta$  inhibitor trials. Error bars are standard error of the mean. The gray box indicates the normal range.