



## **Pharming Group N.V.**

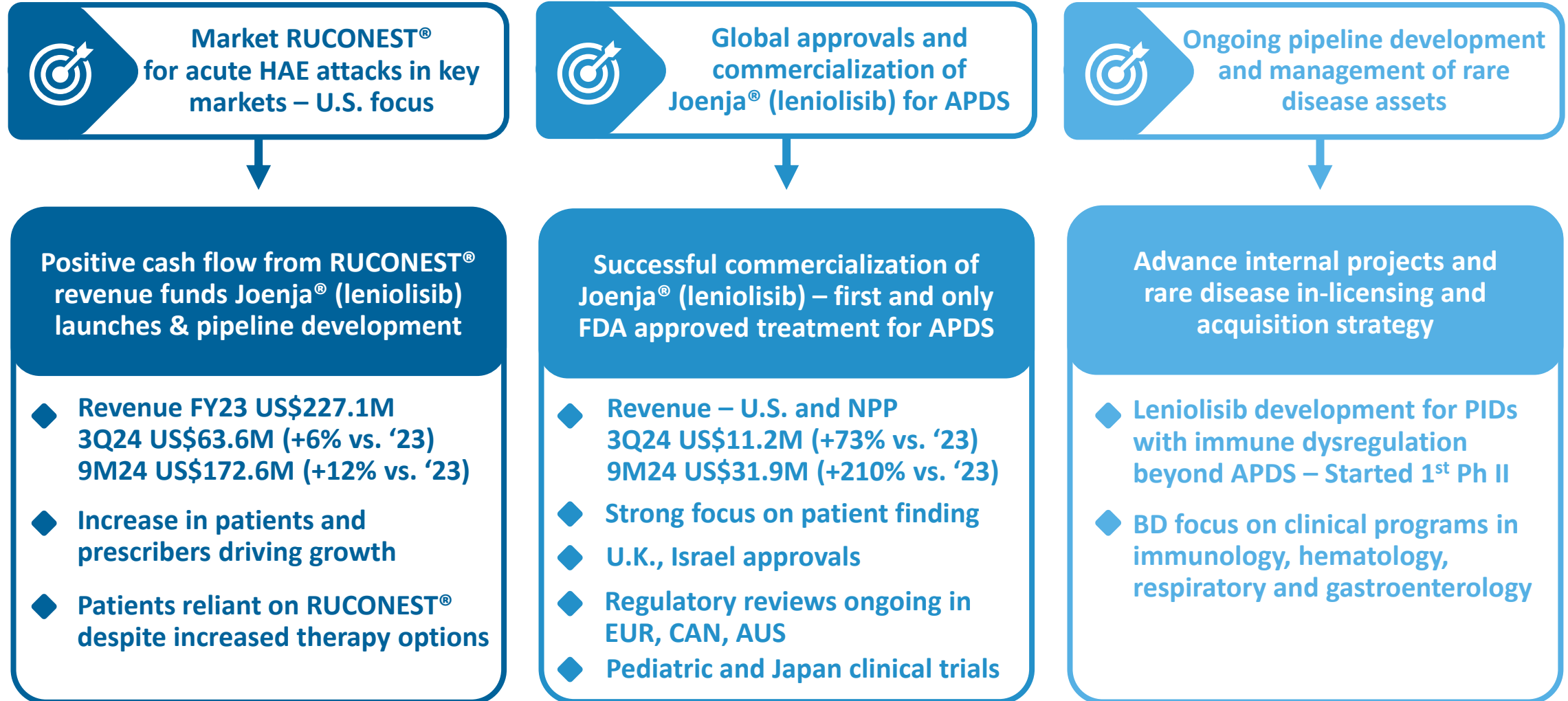
Jefferies London  
Healthcare Conference

**November 20, 2024**

NASDAQ: **PHAR** | EURONEXT Amsterdam: **PHARM**

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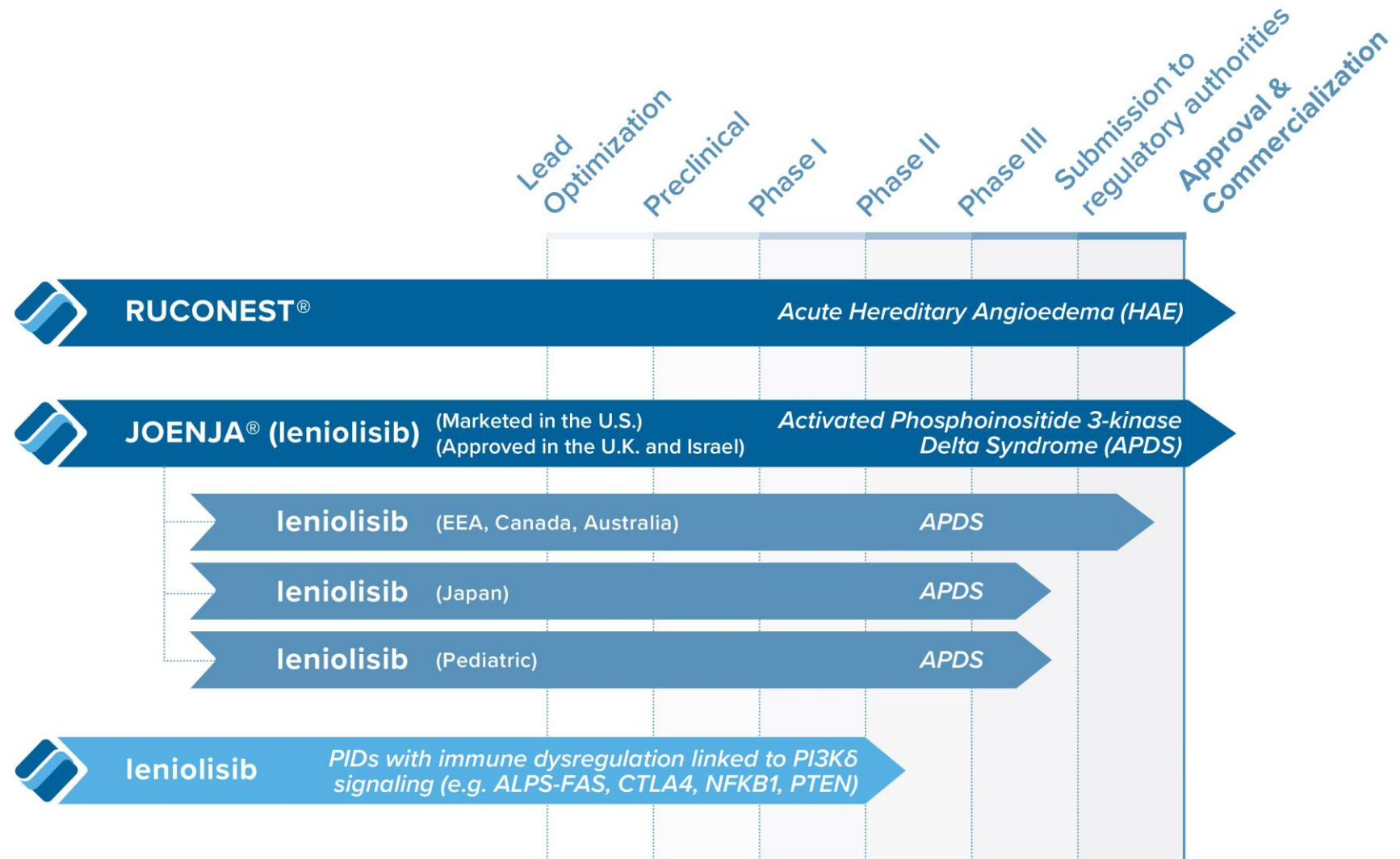
# Building a leading global rare disease biopharma company



2024 Total Revenue Guidance - \$280 – \$295M (14 – 20% growth)

Driven by Joenja®

# Pipeline – multiple commercial stage rare disease products

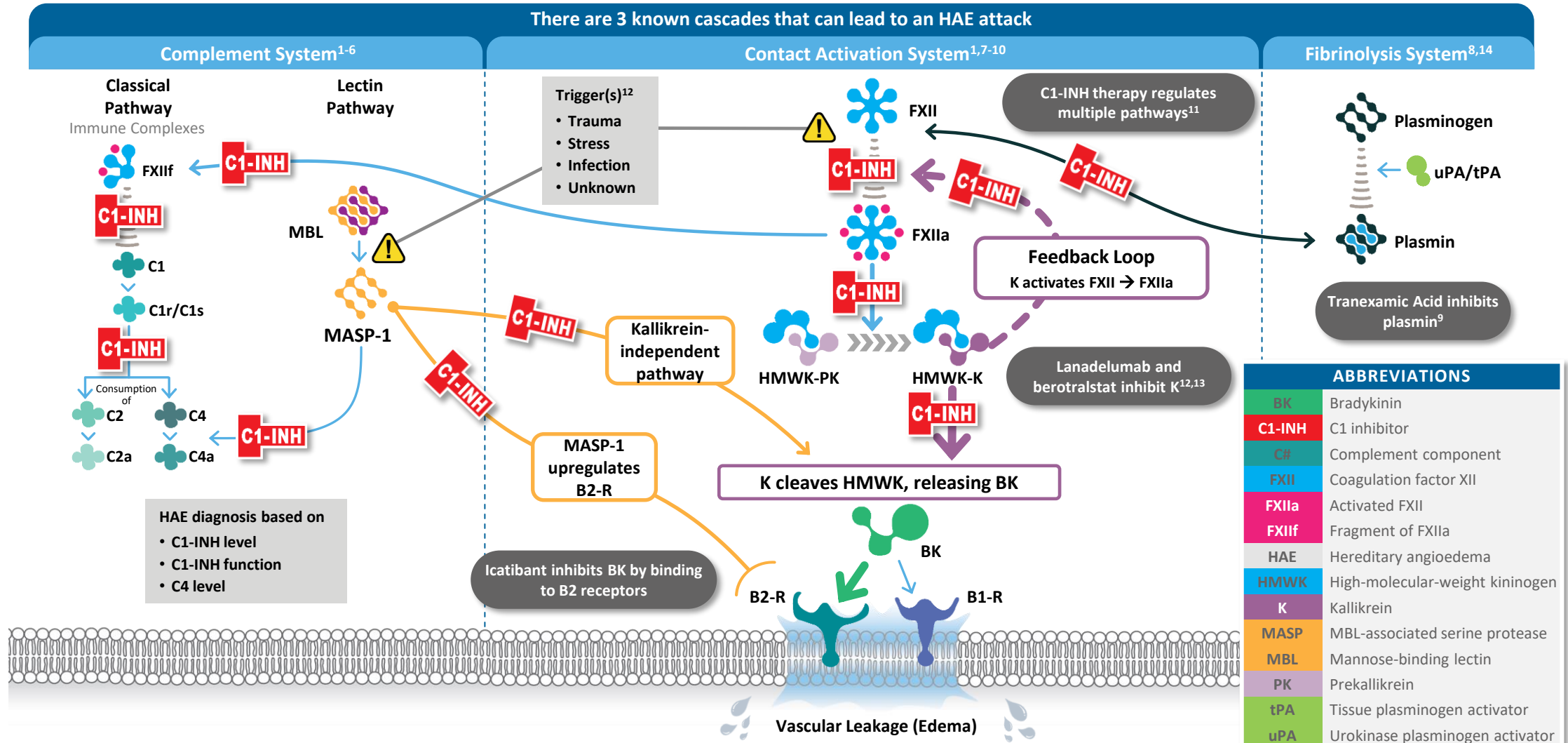




**RUCONEST®**



# C1-INH targets the root cause of HAE



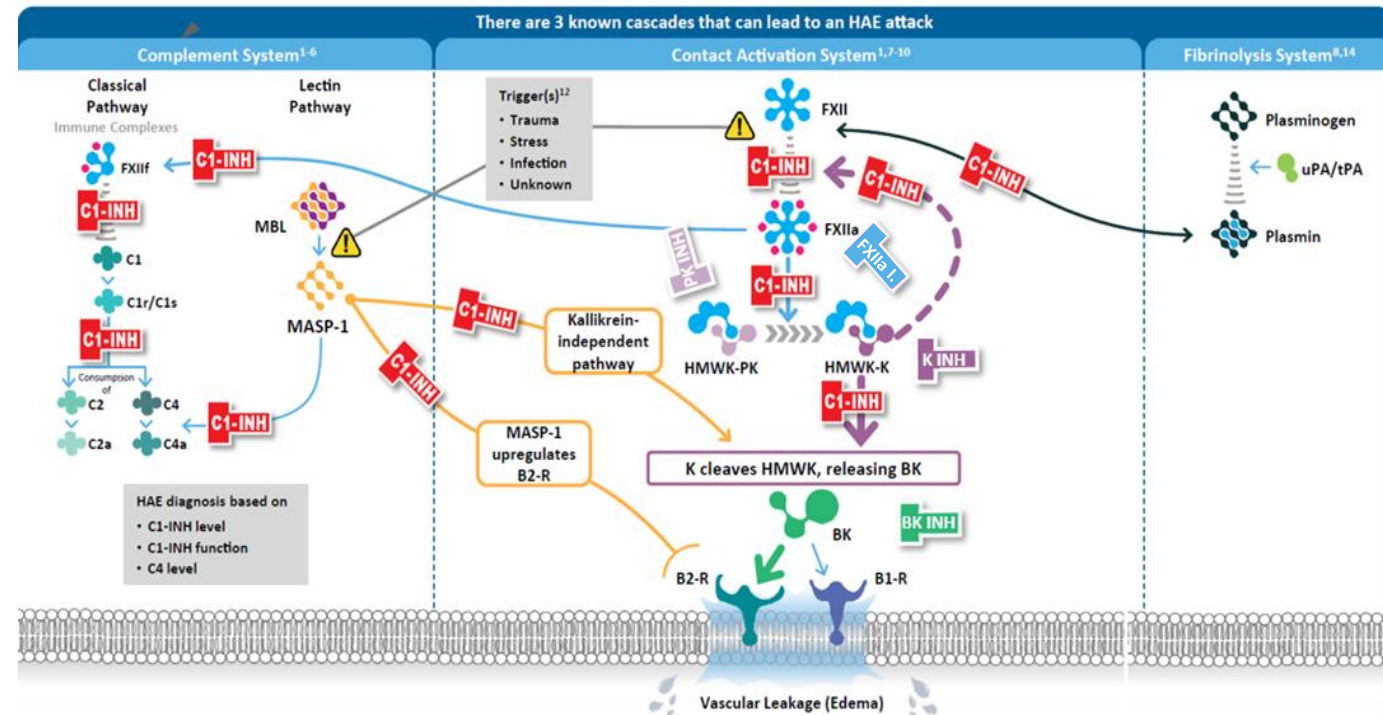
Adapted from a clinical cascade developed in partnership with Dr. Allen Kaplan. This is a current scientific understanding of the cascades. Clinical implications are unknown.

# C1-INH targets the root cause of HAE

## Addresses patient needs unmet by other therapies

TARGET			
BRAND NAME	GENERIC NAME	STATUS	TYPE
<b>C1 Inhibitor</b>			
Ruconest	C1 esterase inhibitor (recombinant)	Marketed	OD
Berinert	C1 esterase inhibitor (human)	Marketed	OD
Haegarda	C1 esterase inhibitor (human)	Marketed	Prophy
Cinryze	C1 esterase inhibitor (human)	Marketed	Prophy
<b>Pre-Kallikrein</b>			
n/a	donidalorsen	Phase 3	Prophy
n/a	NTLA-2002	Phase 1/2	Prophy
<b>Plasma Kallikrein</b>			
Kalbitor	ecallantide	Marketed	OD
Orladeyo	berotralstat	Marketed	Prophy
Takhzyro	lanadelumab	Marketed	Prophy
n/a	sebetralstat	NDA	OD
n/a	STAR-0215	Phase 2	Prophy
<b>FXIIa</b>			
n/a	garadacimab	BLA	Prophy
<b>Bradykinin B2</b>			
Firazyr	icatibant	Marketed	OD
n/a	deucricitibant (PHVS416)	Phase 3	OD
n/a	deucricitibant (PHVS719)	Phase 2	Prophy

## Overview of Marketed and In-Development Therapies and Their Targets Within the Three Known Cascades Leading to HAE Attacks



Source: Cascade 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.



The only recombinant treatment that targets the root cause of HAE by replacing missing or dysfunctional C1-INH



2nd most prescribed product for acute attacks  
Typical patient: failed icatibant (BK inh) and on prophylaxis (K inh)



Well-tolerated and effective treatment option for acute hereditary angioedema (HAE) - including breakthrough attacks



97%: needed just 1 dose of RUCONEST®<sup>1</sup>  
93%: acute attacks stopped with RUCONEST® for at least 3 days<sup>2</sup>



Strong U.S. in-market demand –  
New enrollments up 25% in FY23  
~100 enrollments in 3Q24



Performing well in leading U.S. revenue indicators: patients on therapy, vials shipped, physicians prescribing (786, +57 vs. 2023)



Revenue:  
FY23 US\$227.1M (+10%)  
9M24 US\$172.6M (+12%)



Strong growth in 2024, well positioned vs. acute orals in late-stage development





**Joenja<sup>®</sup> (leniolisib)**

# U.S. launch of Joenja®: first and only approved therapy for APDS, corrects the underlying immune defect

Joenja® (leniolisib) is a prescription medicine that is used to treat activated phosphoinositide 3-kinase delta (PI3Kδ) syndrome (APDS) in adult and pediatric patients 12 years of age and older

APDS is a complex syndrome caused by pathogenic variants of the PI3Kδ enzyme, with significant mortality

Joenja® is an oral, selective PI3Kδ inhibitor designed to help regulate the hyperactive signaling pathway

FDA approval (March 2023) based on randomized pivotal study and OLE study  
U.S. launch (April 2023)

Joenja® is an oral immune modulator targeting the root cause of APDS

- Normalizes the hyperactive PI3Kδ pathway to correct the underlying immune defect in APDS patients
- Helps address both immune deficiency and immune dysregulation

No drug-related serious adverse events or study withdrawals in Joenja® trials  
Clinical data and tolerability for long term treatment



# Joenia® (leniolisib) – strong execution and growth opportunity



Joenia® U.S. (APDS)	Leniolisib (APDS)	Leniolisib for Primary Immunodeficiencies (PIDs)
<ul style="list-style-type: none"> <li>Marketed (12+)</li> <li>Found &gt;230 of ~500 patients</li> <li>93 patients on paid therapy + 5 pending</li> <li>&gt;30 diagnosed patients (12+) not yet enrolled and &gt;60 pediatric</li> <li>Growth potential from patient finding and VUS efforts</li> </ul>	<ul style="list-style-type: none"> <li>Found &gt;870 patients globally</li> <li>Global expansion / regulatory reviews</li> <li>Pediatric studies / label expansion (&gt;25% patients)</li> <li>164 patients in EAP, clinical studies, and NPP</li> </ul>	<ul style="list-style-type: none"> <li>Phase II POC trial in PIDs with immune dysregulation linked to PI3Kδ signaling</li> <li>Similar to APDS</li> <li>Seeking regulatory feedback on third PID indication</li> </ul>
Prevalence: ~1.5 / million ~2,400 patients		~7 / million

- Revenues:
  - U.S. commercial sales
  - Europe / RoW access program
- 3Q24 revenue US\$11.3M
- 9M24 revenue US\$31.9M
- U.S. Pricing
  - 30-day supply \$47,220
  - Annual cost (WAC) \$566,640
- Global expansion:
  - Europe, U.K., Japan, Asia Pacific, Middle East, Latin America and Canada



## Medical education to raise awareness of APDS and share leniolisib data

- ◆ Conferences and congresses
- ◆ Abstracts
- ◆ Publications



**NEXUS**



**IPIC2023**  
INTERNATIONAL  
PRIMARY  
IMMUNODEFICIENCIES  
CONGRESS




American  
**College**  
of Allergy, Asthma  
& Immunology

**AAAAI**  
American Academy of  
Allergy Asthma  
& Immunology



## Genetic testing

- ◆ Sponsored, no-cost testing program 
- ◆ Assistance from Genetic counselors
- ◆ Partnering with genetic testing companies to identify APDS patients



## Family testing

- ◆ Inherited disease\* but most APDS patients do not have diagnosed family members
- ◆ Cooperating with clinicians to educate/encourage family testing
- ◆ Genetic testing offered through partner Genome Medical



## VUS resolution

- ◆ Validation studies with various laboratories to confirm which Variants of Uncertain Significance (VUSs) should be classified as APDS
- ◆ Diagnose additional APDS patients amongst those who have clinical symptoms and a VUS test result (>1,200 patients in U.S.)\*
- ◆ Variant curation (ClinGen, Genomenon)
- ◆ Functional testing (PI3K pathway activity)
- ◆ Multiplexed assays of variant effect (MAVE) studies (complete 4Q24)

\*APDS genes are autosomal dominant meaning there is a 50% chance that a blood relative of an APDS patient may also carry that gene and in turn have APDS.

\*\*To date Pharming has identified more than 1,200 patients in the U.S. with VUSs. As results become available, patients with validated variants could be diagnosed with APDS and be eligible for Joenja® treatment.

## VUSs frustrate patients and doctors, limiting diagnosis of genetic diseases such as APDS



Pharming is aware of **~1,200 US patients** harboring *PIK3CD/R1* VUSs

- This figure will continue to grow over time
- VUS are identified at ~4x the rate of likely pathogenic/pathogenic (LP/P) variants
- Similar VUS frequencies expected worldwide
- Published literature, which includes more than 1.5 million patients, showed that 20% of reclassified VUSs are upgraded to LP/P
- Pilot study in 25 VUS patient samples - findings consistent with APDS identified in 5 patients (20%) including patient preparing for enrollment

**No systemic initiatives exist to resolve *PIK3CD/R1* VUSs, yet these patients remain a significant opportunity to identify incremental patients with APDS**





## Europe – CHMP review extended to January 2026

Single outstanding CMC request  
Positive clinical benefit and safety concluded



## U.K. marketing authorization received September 25, 2024



## Japan clinical study: Patient enrollment is now complete

PMDA filing mid-2025



## Expanded Access and Named Patient Programs



## Israel marketing authorization received April 30, 2024



## CAN, AUS submissions under regulatory review

Australia approval in 2025\*



## Pediatric studies

4 to 11 years - Enrollment complete  
1 to 6 years - Enrollment continuing  
Filing to begin 2H 2025



## Initiated Phase II trial for PIDs with immune dysregulation linked to PI3Kδ signaling

\* Anticipate regulatory action in 2025 for Australia

## ◆ Primary Immunodeficiencies (PIDs) are a broad group of disorders with key potential features:

- Genetic basis
- Immune dysfunction → increased risk of infection
- Immune dysregulation → lymphoproliferation and autoimmunity
- High morbidity and mortality

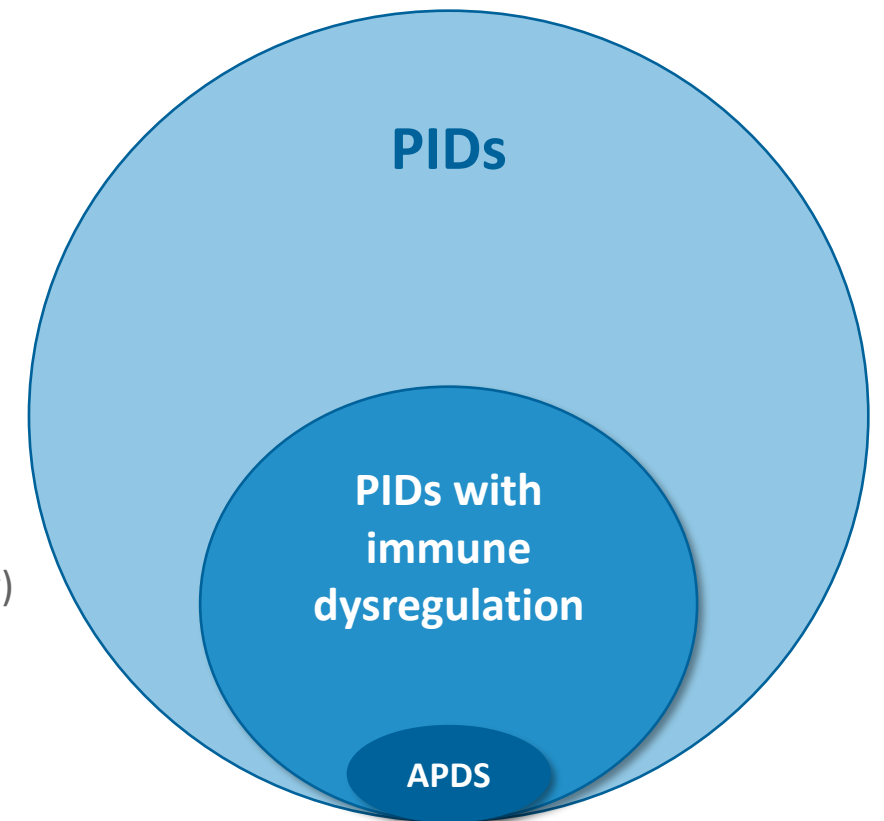
## ◆ Pharming developing leniolisib for PIDs with immune dysregulation beyond APDS

### PIDs with immune dysregulation linked to PI3K $\delta$ signaling

- Multiple PIDs with alterations in PI3K $\delta$  signaling (including ALPS-FAS, CTLA4 haploinsufficiency, NFKB1 haploinsufficiency and PTEN deficiency)
- Clinical manifestations, disease onset and severity similar to APDS
- No approved therapies
- Prevalence ~7/million (approximately five times that of APDS)
- Phase II proof of concept clinical trial started October 2024

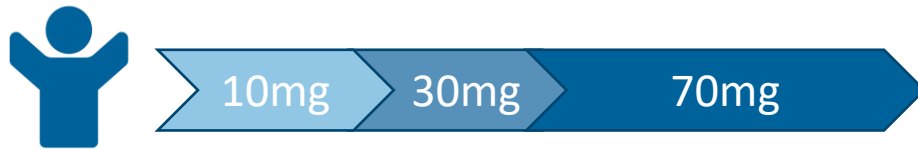
### Next indication

- Obtaining regulatory feedback on proposed clinical development plan



*Not to scale with population sizes*

## Phase II proof of concept clinical trial – single arm, open-label, dose range-finding study (N=12)



- Patients with PIDs linked to PI3K $\delta$  signaling, e.g. ALPS-FAS<sup>1</sup>, CTLA4 haploinsufficiency<sup>2</sup>, NFKB1 haploinsufficiency<sup>3</sup>, PTEN deficiency<sup>4</sup> (treatable population ~7/million)
- Primary: Safety & Tolerability
- Secondary/Exploratory: PK/PD, efficacy measures
- 10/30/70 mg: 4/4/12 wks treatment, respectively
- Pick Best Dose regimen for Phase III



National Institute of  
Allergy and  
Infectious Diseases

Lead Investigator: Gulbu Uzel, M.D., Senior  
Research Physician

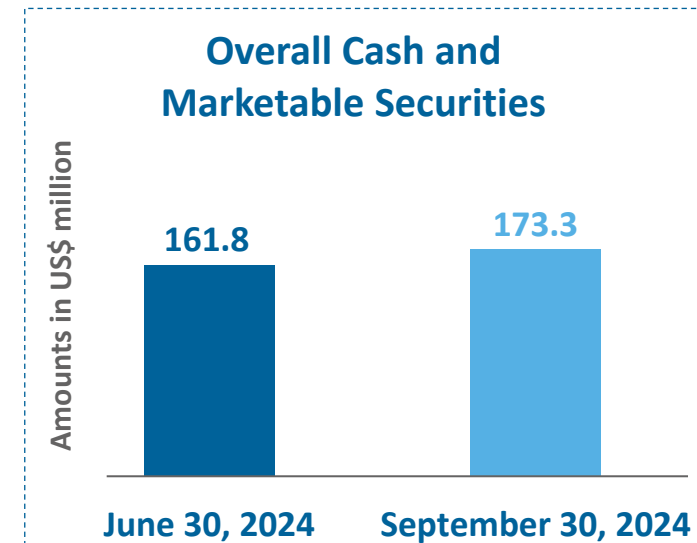
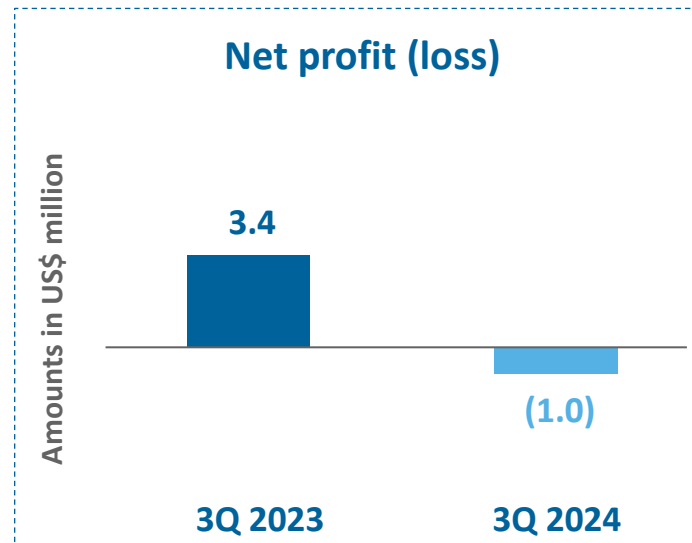
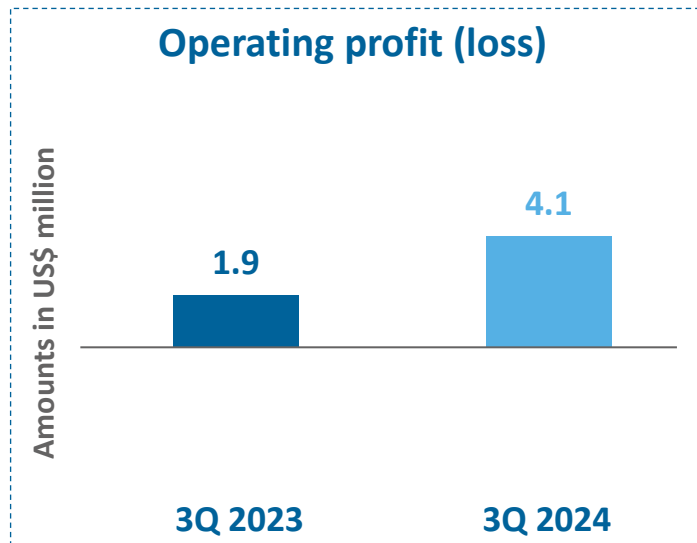
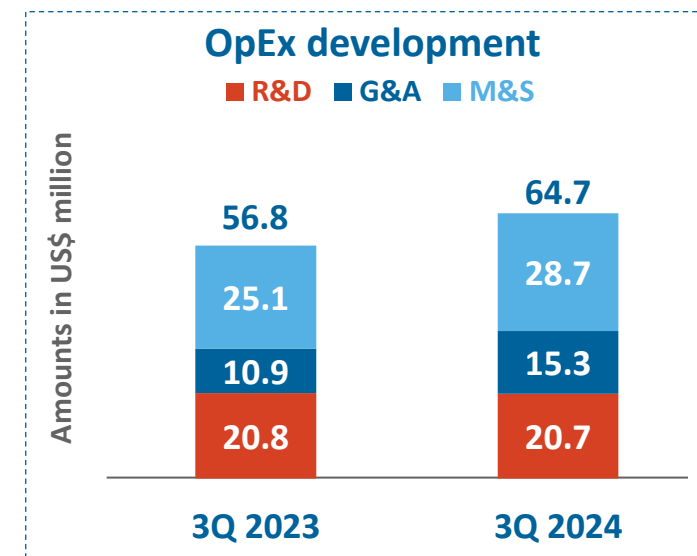
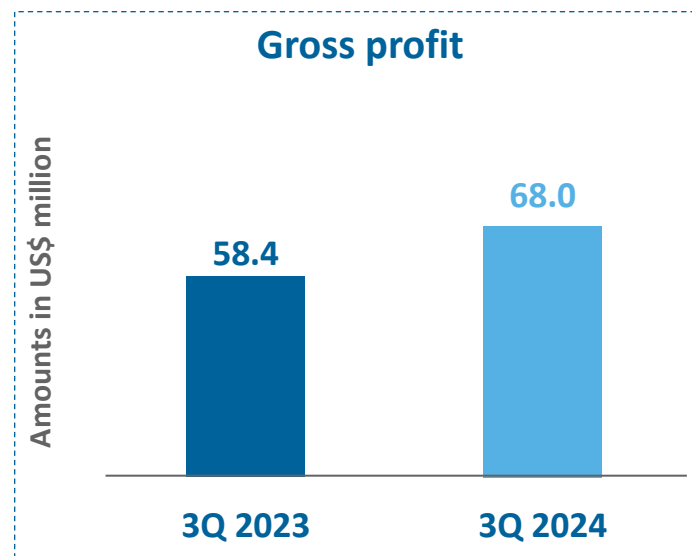
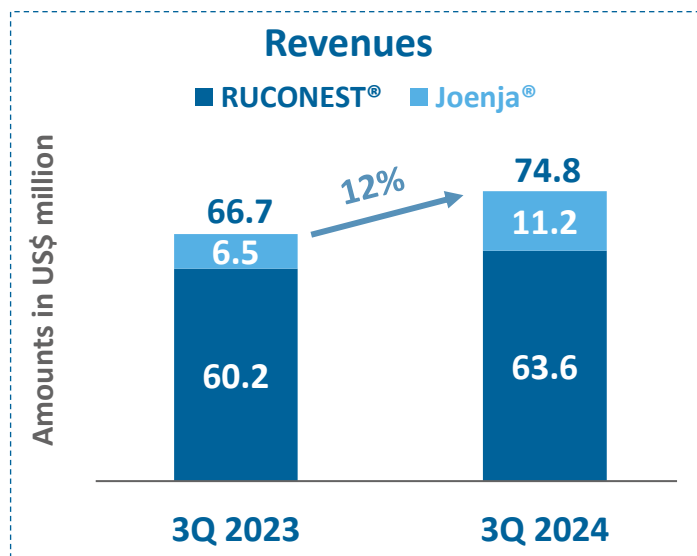
Co-Investigator: V. Koneti Rao, M.D., FRCPA,  
Senior Research Physician  
Primary Immune Deficiency Clinic (ALPS  
Clinic)

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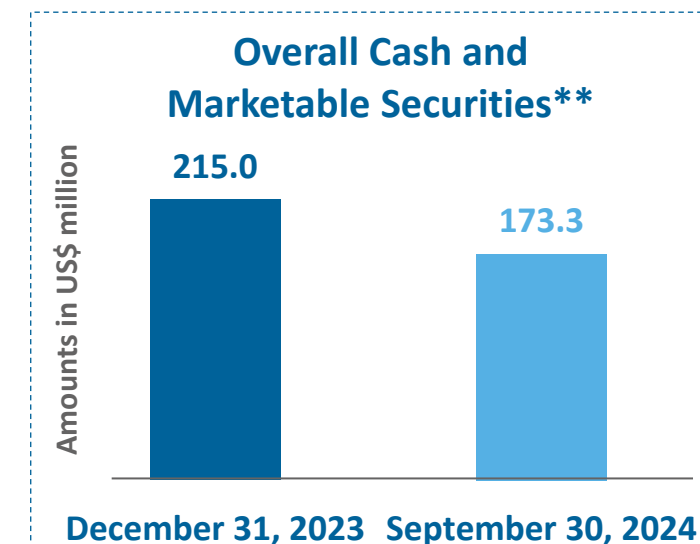
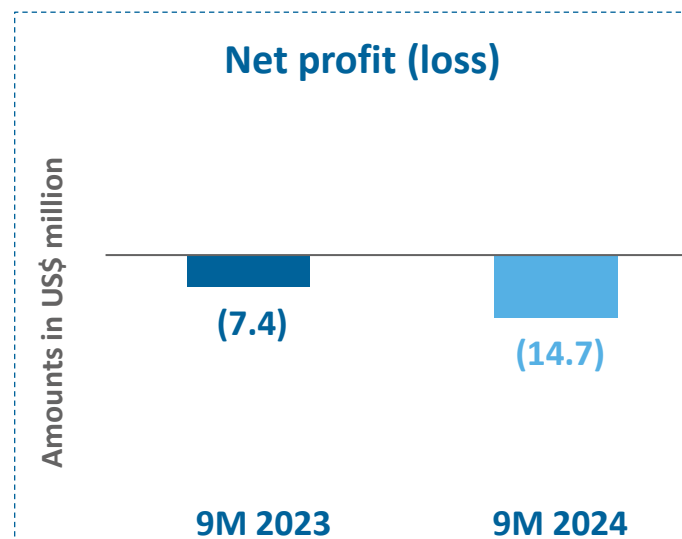
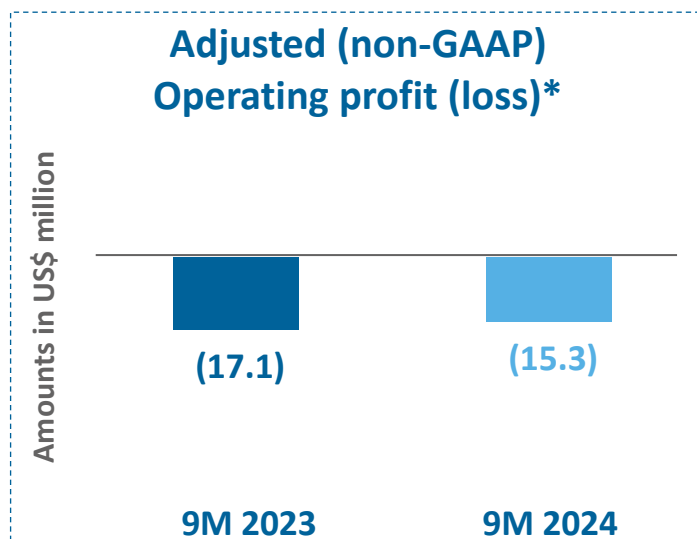
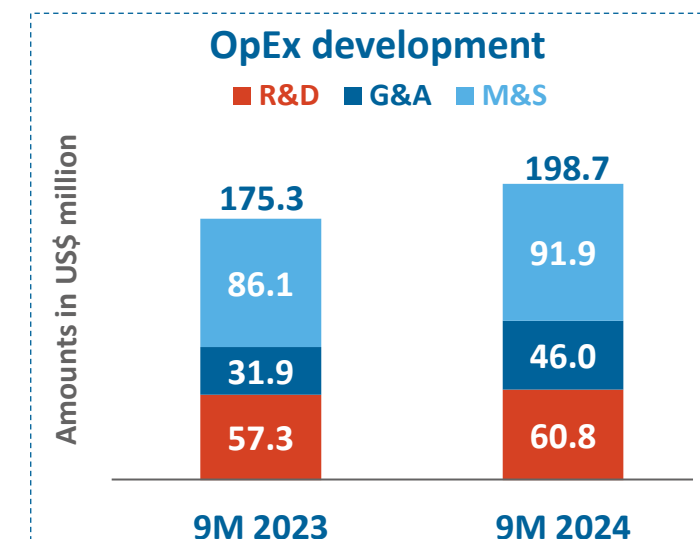
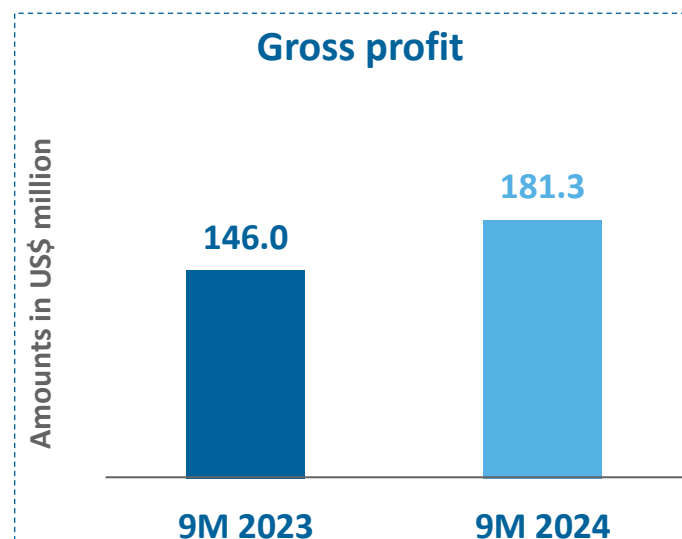
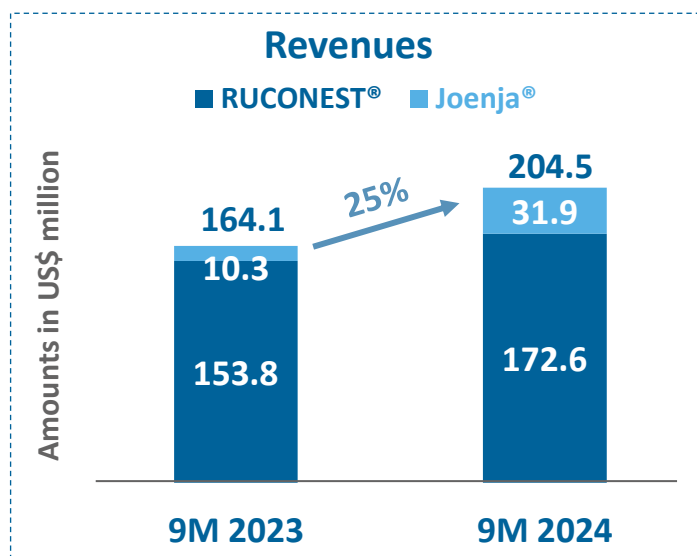
# Financials and Outlook

# Financial highlights: 3Q 2024 vs 3Q 2023





# Financial highlights: 9M 2024 vs 9M 2023



\* Operating profit (loss) for 9M 2023 excludes milestone payments for Joenja® (US\$10.5 million) and gain on sale of Priority Review Voucher to Novartis (US\$21.1 million).

\*\* US\$30.4 million of the US\$41.6 million decrease in overall cash and marketable securities is due to convertible bond refinancing.

	FY 2024 Revenue Guidance	% Growth vs. FY 2023
Total Revenues	US\$280 - 295 million	14-20%

- ◆ Joenja® significant driver of revenue growth, continued RUCONEST® growth
- ◆ Joenja® revenue assumptions:
  - Continued growth in patients on paid therapy
  - Continued high (monthly) adherence (compliance) rates >85%
  - U.S. Pricing: 30-day supply \$47,220, Annual cost (WAC) \$566,640, GTN Discount ~15%
- ◆ OpEx adjustments to continue in 4Q



Total revenues between US\$280 and US\$295 million (14% to 20% growth).



Joenja® (leniolisib) U.S.: Continued progress finding additional APDS patients, supported by family testing and VUS validation efforts, and subsequently converting patients to paid therapy.



Leniolisib ex-U.S.: Increasing revenues through our Named Patient Program and other funded early access programs in key global markets.



Completion of leniolisib clinical trials to support regulatory filings for approval in Japan and pediatric label expansion in key global markets.



Progress towards regulatory approvals for leniolisib in the EEA, Canada and Australia.



Advancing the Phase II clinical trial for leniolisib in PIDs with immune dysregulation linked to PI3Kδ signaling to significantly expand the long-term commercial potential of leniolisib.



Continued focus on potential acquisitions and in-licensing of clinical stage opportunities in rare diseases (e.g. immunology, hematology, respiratory and gastroenterology).



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