INNOCARE
诺诚健华

# InnoCare Pharma (9969.HK, 688428.SH)
# 2022Q3 Results

November 2022

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# Transforming from Biotech to Biopharma

***Snapshot of Achievements in 2022 Q1-Q3***

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## Accelerated Commercialization

- Total revenue reached **RMB 442mn**, including **RMB 400mn of Orelabrutinib sales**
- Rapid market penetration and hospital coverage after NRDL inclusion
- **Tafasitamab** Approved for Urgent Clinical Use in the Hainan Province, 1st patients reached CR after 2 cycles treatment

## Solid Financial Position

- STAR Board listing
- Over RMB 7.7bn net cash in hand
- Cost sensitive and cost efficient culture

## Rapidly Maturing Pipeline

- **13** clinical assets in total
- **r/r WM & r/r MZL NDA accepted, r/r MZL under priority review**
- Orelabrutinib **1L DLBCL-MCD registrational** Phase III trial commenced
- **SLE** moves to further clinical trial in China
- **ICP-332** Phase II trials initiated in AD
- **ICP-488** Phase I initiated and plan to enroll psoriasis patients
- **ICP-192** entered registrational trial
- **ICP-723** well positioned for registrational trial
- **6** NMEs entered clinical stage

## Business Development Progressing

- **Out-licensing**: Orelabrutinib in **MS with Biogen Phase II patient enrollment close to Completion**
- **In-licensing**:
  - Tafa+LEN pivotal trial initiated, pts enrolled near 20%
  - Tafa+LEN+Orela IND accepted
- **Collaboration with KeyMed**
  - CD3*CD20 dose escalation
  - CCR8 pts enrollment initiated

## Enhancing Integrated Platform

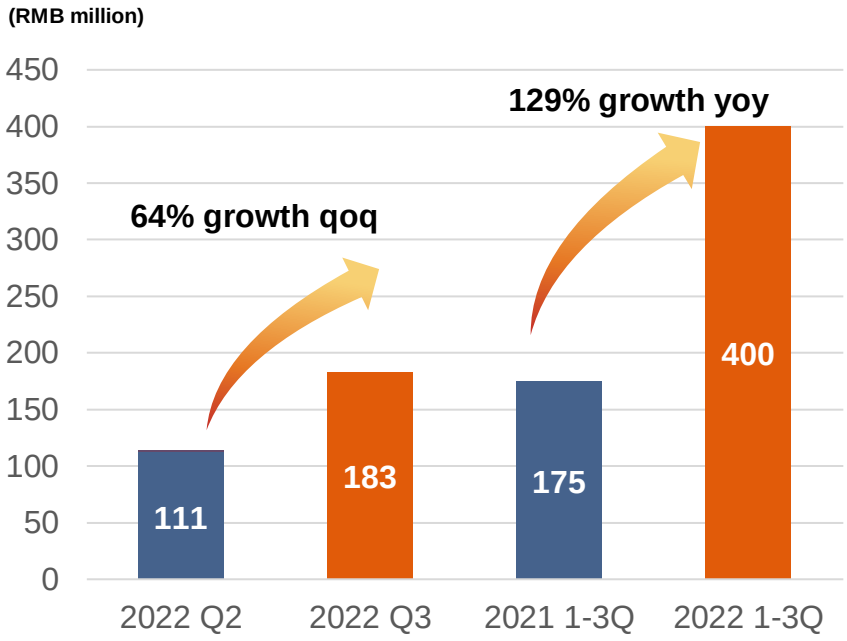
- Commercial team in expansion
- Biologics drug R&D facility in Beijing
- Internal production capability-Orelabrutinib in Guangzhou facility

# Commercialization Update

## *Strong Sales Ramp-up with Orelabrutinib*

### Robust Net Sales Growth[1]

宜诺凯


### Successful Commercialization Strategy

- Net sales achieved **RMB 400mn** in 2022Q1-Q3
- Swift implementation of NRDL at local level
- Experienced and effective in-house commercial team
- Rapid coverage of hematology market in China:
  - Penetrated **260+** Cities
  - Covered **1,000+** Hospitals
  - Educated **5,000+** Doctors
- **CSCO Diagnosis and Treatment Guidelines** recommended broad use: r/r CLL/SLL, r/r MCL, r/r DLBCL and PCNSL
- Substantial future growth potential:
  - Indication expansion
  - DOT enhancement
  - Extensive post market clinical studies to strengthen best-in-class profile
  - Tailored-access at different tiered cities

[1] ***Indications***: *r/r Mantle Cell Lymphoma ("MCL") and r/r Chronic Lymphocytic Leukemia/Small Cell leukemia ("CLL/SLL")*

# 1 Orelabrutinib (ICP-022) :
## *Potential Best-in-class BTKi for B-cell Malignancies*

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### Orelabrutinib r/r CLL/SLL clinical data in US trial

| Subject ID | Prior Therapy | Discontinuation Reason on Prior BTKi | Duration of Treatment (m) | Time to Response | Best Overall Response |
|---|---|---|---|---|---|
| 106-103 | Ibrutinib | Toxicity to Ibrutinib | 9.99 | Cycle 3 | PR |
| 108-001 | FCR*, Lenalidomide, Ibrutinib | Toxicity | 8.25 | Cycle 3 | SD |
| 129-101 | Gazyva, Ibrutinib, Rituximab, Chlorambucil | Disease progression | 7.16 | Cycle 3 | PR-L |
| 103-101 | Acalabrutinib | Disease progression | 11.07 | Cycle 3 | PR |

- **Orelabrutinib is effective and tolerable in prior BTKi intolerant or relapsed CLL/SLL patients**
- **In evaluable patients ORR is 75%, and DCR is 100%**
- **r/r MCL registrational trial is ongoing**

*** FCR** (Rituximab, Fludarabine, Cyclophosphamide)

# Research & Development

## *Product Pipeline – Liquid Cancer*

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| | Drug | Target | Indication(s) | Rights | IND Enabling | Dose Escalation PHIa | Dose Expansion PHIb | Dose Expansion PH2* | Pivotal Trial PH2** | Pivotal Trial PH3 | Filed | Market |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Liquid Cancer | ICP-022/ Orelabrutinib | BTK | r/r CLL/SLL | | NDA approved: 25 Dec 2020 | | | | | | SG | ★ |
| | | | r/r MCL | | NDA approved: 25 Dec 2020 | | | | | | SG | ★ |
| | | | r/r MZL | | NDA accepted by NMPA in 202208 | | | | | | | |
| | | | r/r WM | | NDA accepted by NMPA in 2022Q1 | | | | | | | |
| | | | 1L: CLL/SLL | | | | | | | | | |
| | | | 1L: MCL | | | | | | | | | |
| | | | 1L: MCD DLBCL | | | | | | | | | |
| | | | 1L: WM | | | | | | | | | |
| | | | r/r MCL | | U.S. Development Status | | | | | | | |
| | | | r/r CNSL | | | | | | | | | |
| | | | r/r non-GCB DLBCL (double mutation) | | | | | | | | | |
| | | | Combo w/ MIL-62 (basket) | | | | | | | | | |
| | ICP-B04/ Tafasitamab | CD19 | Tafa + LEN, r/r DLBCL | | | | | | | | HK | |
| | | | Tafa + LEN + Orela NHL | | | | | | | | | |
| | ICP-B02 | CD3 x CD20 | Hematology | | | | | | | | | |
| | ICP-248 | BCL-2 | NHL/ALL | | IND was approved in 202209 | | | | | | | |
| | ICP-490 | E3 Ligase | Hematology | | IND was approved in 202207 | | | | | | | |

★ Listed drug  Registrational Trial  NDA  Commercial Product

# Research & Development

## *Product Pipeline – Solid Tumor & Autoimmune*


Listed drug  Registrational Trial  NDA  Commercial Product

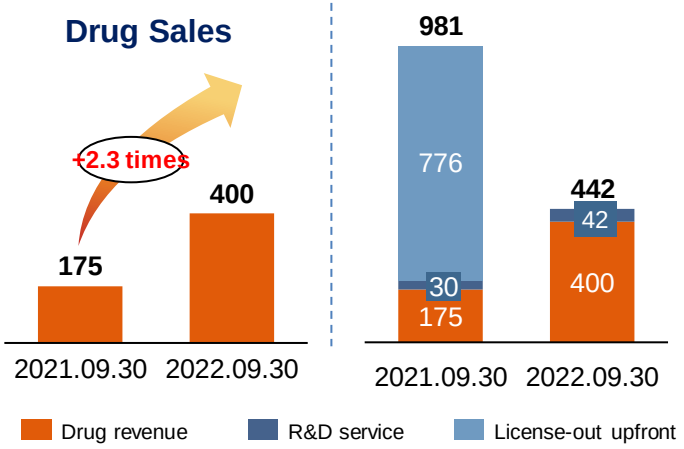
# Anticipated Milestones & Catalysts in Next 12 Months

| | | |
|---|---|---|
| **Liquid Cancer** | ■ **Orelabrutinib**<br>❑ **r/r WM NDA approval**<br>❑ **r/r MZL NDA approval**<br>❑ **r/r MCL NDA approval in Singapore**<br>❑ Complete 1L DLBCL-MCD enrollment<br>❑ Complete 1L CLL/SLL enrollment<br>❑ Complete r/r MCL enrollment in U.S. | ■ **Tafasitamab (CD19)**<br>❑ **NDA approval in HK/Macau**<br>❑ **Commence pilot use in GBA**<br>❑ Submit NDA in Taiwan<br>❑ **Complete r/r DLBCL pivotal trial and submit NDA in China**<br>❑ Initiate Tafa +LEN +Orela |
| **Solid Tumors** | ■ **ICP-192 (FGFR)**<br>❑ **Advance iCCA registrational trial in China**<br>■ **ICP-723 (TRK)**<br>❑ **Initiate registrational trial in China** | ■ **ICP-189 (SHP2)**<br>❑ Phase I trial result, confirm RDH2<br>❑ **B05 (CCR8)**<br>❑ Phase I trial result |
| **Auto-immune Diseases** | ■ **Orelabrutinib**<br>❑ Accelerate SLE patient enrollment in China<br>❑ **MS Phase II global trial result**<br>❑ **ITP Phase II preliminary result** | ■ **ICP-332 (TYK2 - JH1)**<br>❑ **Phase II in AD efficacy and safety result**<br>■ **ICP-488 (TYK2 - JH2)**<br>❑ Complete Phase I trial |
| **Commercialization** | ■ **Orelabrutinib**<br>❑ **Keep ramp-up momentum, increase market**<br>■ **Tafasitamab (CD19)**<br>❑ **Initiate pilot use in GBA** | ■ **Strategic Collaboration**<br>❑ Continue to broaden global partnership of internal assets<br>❑ Expanding platform and pipeline by M&A and in-licensing synergistic products |

# Financial Update
## *Key Financials for 2022 Q1-Q3*

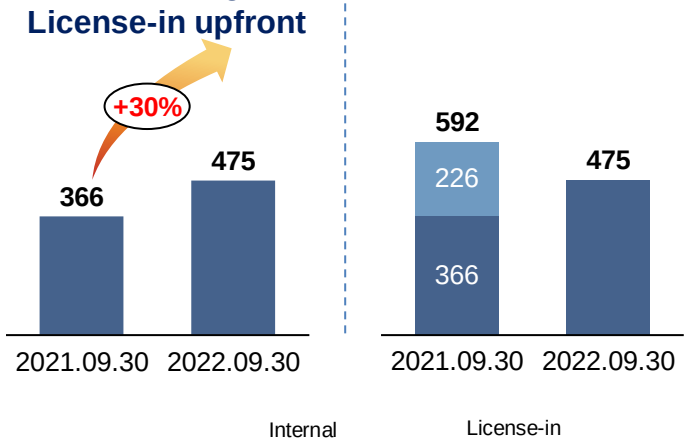
### Revenue

(RMB mn)



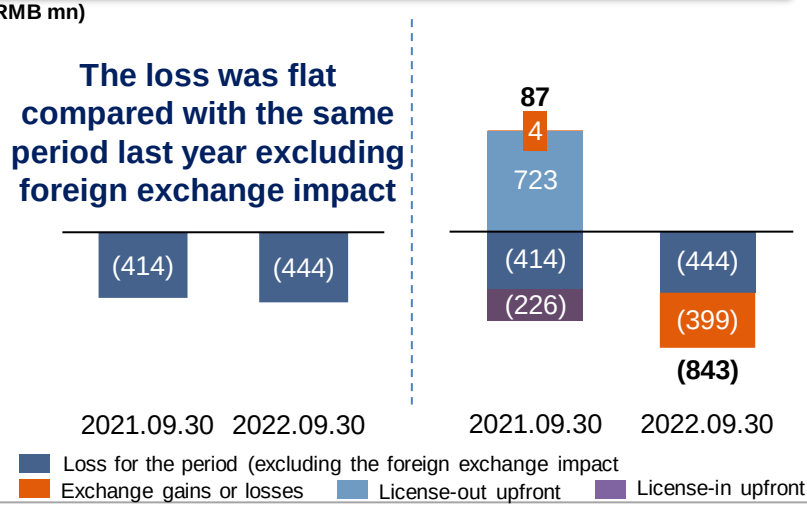

### R&D Costs

(RMB mn)



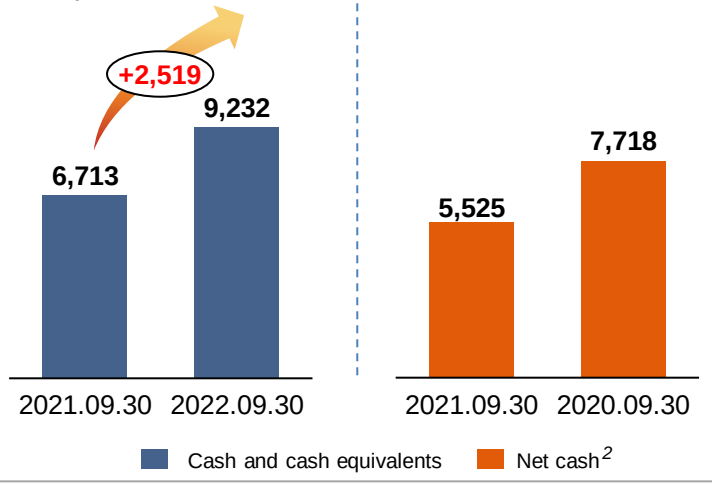

### Loss for the Period

(RMB mn)




### Cash and Cash Equivalents[1]

(RMB mn)




[1] Cash and cash equivalents = investments measured at fair value investments, cash and bank balance, interest receivable

[2] Net cash = cash balance – convertible loan – loans and borrowings – loans from a related party

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