# First Quarter 2024 Results Call

**Corporate Update & Financial Results** May 6, 2024





### **Forward-looking statements**

BioCryst's presentation contains forward-looking statements, including statements regarding future results, unaudited and forward-looking financial information and company performance or achievements. These statements are subject to known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance, or achievements expressed or implied in this presentation. These statements reflect our current views with respect to future events and are based on assumptions and are subject to risks and uncertainties.

You should not place undue reliance on the forward-looking statements. For additional information, including important risk factors, please refer to BioCryst's documents filed with the SEC and located at <u>ir.biocryst.com/financial-information/sec-filings</u>.





#### Corporate update

**Jon Stonehouse** President and Chief Executive Officer

ORLADEYO<sup>®</sup> update

**Charlie Gayer** Chief Commercial Officer

Pipeline update

**Financial update** 

**Dr. Helen Thackray** Chief R&D Officer

Anthony Doyle Chief Financial Officer

Q&A

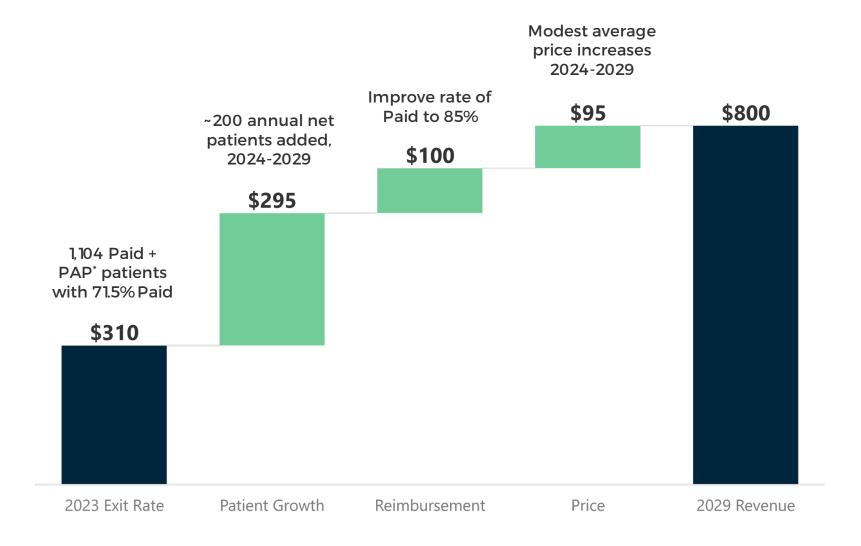


### First quarter 2024 highlights

- Global ORLADEYO revenue grew 30% to \$88.9m in Q1
- The past two quarters generated the most new prescriptions in the U.S. since first two quarters
  of launch
- Greater than expected revenue in Q1driven by U.S. commercial team completing reauthorizations faster than expected
- FY24 ORLADEYO revenue guidance adjusted to \$390-400m (top end of prior range)
- FY24 operating expense guidance maintained at \$365-375m
- Launch continues toward peak trajectory of \$1B globally



## Path to \$800M US revenue in 2029



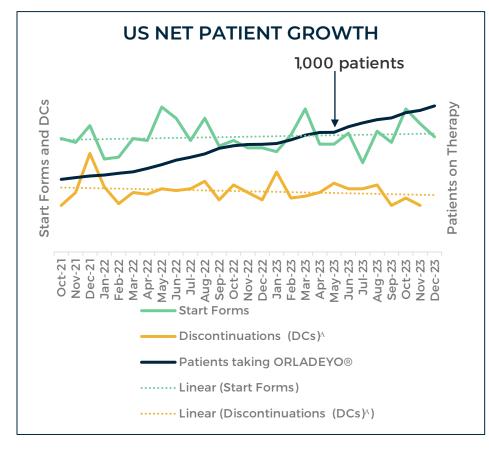
ASSUMPTIONS

- 15-20% gross-to-net on Paid shipments
- Compliance in low-90s%

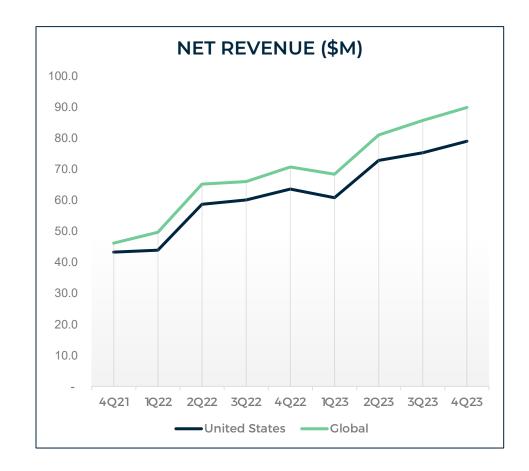
\* PAP is the company's long-term patient assistance program



## Revenue \$326M through 2023 (third year) and growing



A – Discontinuations are dated to 30 days after the last shipment of ORLADEYO $^{\odot}$  to a patient.





## **Patients experience excellent HAE control on ORLADEYO**

#### LONG-TERM CLINICAL EVIDENCE

Attack reduction vs baseline after 96 weeks on berotralstat 150mg in APeX-2 study

90.8%

Source: Kiani-Alikhan S, Gower R, Craig T et al. Once-daily oral berotralstat for long-term prophylaxis of hereditary angioedema: The open-label extension of the APeX-2 randomized trial. J Allergy Clin Immunol December 2023 Rapid

Rapid attack control regardless of baseline rate or C1-INH level and function

LONG-TERM REAL-WORLD EVIDENCE

Sustained 🕑

Sustained attack control regardless of baseline rate or CI-INH level and function

~**0.5** 

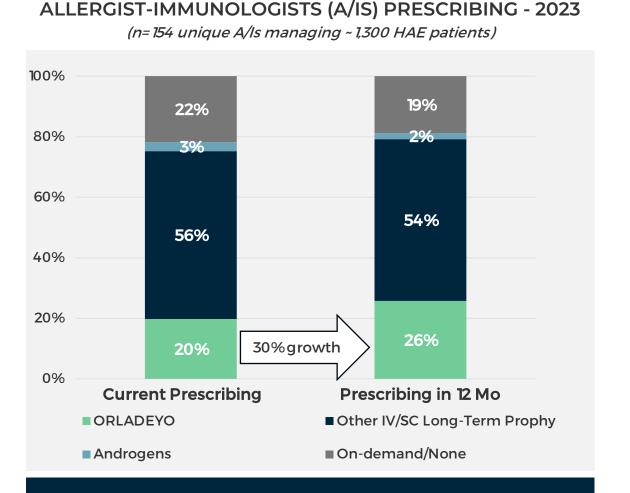
Sustained monthly attack rates after switching to ORLADEYO from other prophylaxis therapies Zero

Median monthly attack rate on ORLADEYO for patients who were attack free at baseline

*Source: AAAAI Annual Meeting 2024 Poster Presentations February 2024* 

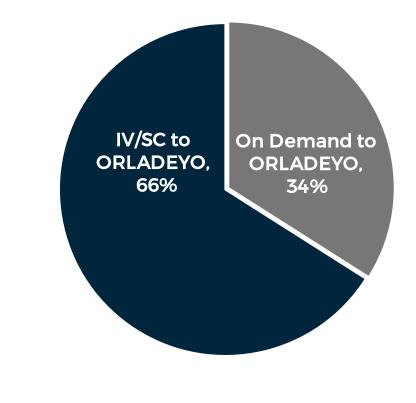


### MARKET RESEARCH: Intent to prescribe more ORLADEYO remains consistent, with prescriptions coming mostly from prophylactic switches



#### SOURCE OF FUTURE NEW ORLADEYO PRESCRIPTIONS - 2024

(n= 154 unique A/ls managing ~ 1,300 HAE patients)



A/ls expect future new ORLADEYO prescriptions to come ~2/3 from prophylaxis switches and ~1/3 from On-Demand Only



Future ORLADEYO prescribing has been consistent throughout all of 2022-23

## **Our pipeline**

ASSET	PROGRAM	LEAD OPTIMIZATION	PRE- Clinical	PROOF OF CONCEPT <sup>†</sup>	PIVOTAL <sup>‡</sup>	APPROVED / COMMERCIAL
<b>ORLADEYO®</b> (berotralstat) Oral Plasma Kallikrein Inhibitor	Hereditary Angioedema (HAE)					
<b>ORLADEYO®</b> (berotralstat) Oral Plasma Kallikrein Inhibitorin Pediatrics	Hereditary Angioedema (HAE)					
<b>BCX10013</b> Oral Factor D Inhibitor	Complement-Mediated Diseases					
BCX17725 Protein Therapeutic	Netherton Syndrome			>		
<b>Avoralstat</b> Ocular Plasma Kallikrein Inhibitor	Diabetic Macular Edema (DME)			>		
Oral C5 Inhibitor	Complement-Mediated Diseases					
Oral C2 Inhibitor	Complement-Mediated Diseases					
Bifunctional Complement Inhibitor	Complement-Mediated Diseases					

\*ORLADEYO for pediatric patients, BCX10013, BCX17725, and avoralstat are investigational and have not been deemed safe and effective by the FDA. \*Proof of Concept is typically Phase 1 or 2. \*Pivotal is typically Phase 3.



### Program milestones

ASSET	2024	2025	2026	2027	2028
<b>ORLADEYO<sup>®</sup> (berotralstat)</b> Oral Plasma Kallikrein Inhibitor in Pediatrics		Submit for approval			
BCX10013 Oral Factor D Inhibitor	POC data				
BCX17725 Protein Therapeutic	Initiate phase 1	Start POC	POC data		
<b>Avoralstat</b> Ocular Plasma Kallikrein Inhibitor		Start POC	POC data		
Oral C5 Inhibitor	Select lead molecule	Initiate phase 1	Start POC	POC data	•
Oral C2 Inhibitor		Select lead molecule	Initiate phase 1	Start POC	POC data
<b>Bifunctional Complement Inhibitor</b> CP, LP, AP Inhibition	Select lead molecule	Initiate phase 1	Start POC	POC data	



### Uniquely positioned to create sustainable value



Company does not intend to raise any additional funds, including not drawing the additional \$150M in debt available from Pharmakon



### **Finance summary**

#### (FIGURES IN MILLIONS)

Q1 2024 CASH POSITION	
Cash, cash equivalents, restricted cash & investments at December 31, 2023	\$391
Cash, cash equivalents, restricted cash & investments at March 31, 2024	\$338
Senior credit facility <sup>A</sup>	\$319

2024 FY GUIDANCE	
ORLADEYO revenue	\$390-400
Operating expenses (excluding non-cash comp)	\$365-375

A - From Pharmakon Advisors, \$300M drawn at issuance in Q2 2023. The \$319M balance above represents \$300M initial issuance plus PIK interest to-date (eligible to PIK 50% per quarter for first six quarters).



## Traditional debt and royalty breakdown

	March 31, 2024	December 31, 2024
- Royalty financing obligations - current	26,022	23,565
Royalty financing obligations - long-term	504,552	508,034
Total royalty financing obligations	530,574	531,599
Secured term loan	308,484	303,231

	Traditional Debt	Commercial Royalty		
Initial amount	\$300M term loan	\$425M royalty upfronts		
Partner(s)	Pharmakon (2023)	RP (2020, 2021) <sup>A</sup> OMERS (2021) <sup>A</sup>		
Description	<ul> <li>Rate: 3 mo. SOFR +7.00% (With PIK option: +7.25%)</li> <li>Maturity: April 2028 bullet</li> <li>Financial covenants: None</li> <li>PIK option: 50% of interest for first six quarters</li> </ul>	<ul> <li>Non-recourse (payments funded with revenues)</li> <li>Considered a "debt instrument" per GAAP</li> <li>An effective interest rate is calculated based on forecasted royalties, which determines interest expense</li> <li>Current balance = prior balance + interest expense - royalty paid</li> <li>If interest expense &gt; royalties paid, balance increases</li> <li>If royalties paid &gt; interest expense, balance decreases</li> </ul>		



### **Royalty obligations: terms**

	Upfront	Product	<b>Rate Tiers</b> (Key Territories <sup>B</sup> )	<b>Rate Tiers</b> (Other Markets <sup>B</sup> )	Cumulative Payback Cap
RP 2020	\$125M	ORLADEYO	\$0-350M: 8.75% \$350M-550M: 2.75% Over \$550M: None		None
		BCX9930	Global net sales 1%	n/a	None
RP 2021	\$150M <sup>A</sup> -	ORLADEYO	\$0-350M: 0.75% \$350M-550M: 1.75% Over \$550M: None	\$0-150M: 3% \$150M-230M: 2% Over \$230M: None	None
		BCX9930 BCX10013	\$0-1.5B: 3% \$1.5B-3.0B: 2% Over \$3.0B: None	Tiered profit share up to 3%	None
OMERS 2021	\$150M	ORLADEYO	\$0-350M: 10% \$350M-550M: 3% Over \$550M: None	\$0-150M: 20% \$150M-230M: 10% Over \$230M: None	1.55x

A - Royalty Pharma made an additional \$50M equity investment in conjunction with the 2021 Royalty Purchase Agreement

B - The "Key Territories" include the United States, key European markets and other markets where ORLADEYO is sold directly or through distributors. The "Other Markets" include revenue from licensees outside the Key Territories.



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