

# Jefferies 2019 Healthcare Conference



Daphne Quimi, Chief Financial Officer June 7, 2019

# Forward-Looking Statements

This presentation contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 relating to preclinical and clinical development of our product candidates, the timing and reporting of results from preclinical studies and clinical trials, the prospects and timing of the potential regulatory approval of our product candidates, commercialization plans, manufacturing and supply plans, financing plans, and the projected revenues and cash position for the Company. The inclusion of forward-looking statements should not be regarded as a representation by us that any of our plans will be achieved. Any or all of the forward-looking statements in this presentation may turn out to be wrong and can be affected by inaccurate assumptions we might make or by known or unknown risks and uncertainties. For example, with respect to statements regarding the goals, progress, timing, and outcomes of discussions with regulatory authorities, and in particular the potential goals, progress, timing, and results of preclinical studies and clinical trials, actual results may differ materially from those set forth in this release due to the risks and uncertainties inherent in our business, including, without limitation: the potential that results of clinical or preclinical studies indicate that the product candidates are unsafe or ineffective; the potential that it may be difficult to enroll patients in our clinical trials; the potential that regulatory authorities, including the FDA, EMA, and PMDA, may not grant or may delay approval for our product candidates; the potential that we may not be successful in commercializing Galafold in Europe, Japan, the US and other geographies or our other product candidates if and when approved; the potential that preclinical and clinical studies could be delayed because we identify serious side effects or other safety issues; the potential that we may not be able to manufacture or supply sufficient clinical or commercial products; and the potential that we will need additional funding to complete all of our studies and manufacturing. Further, the results of earlier preclinical studies and/or clinical trials may not be predictive of future results. With respect to statements regarding projections of the Company's revenue and cash position, actual results may differ based on market factors and the Company's ability to execute its operational and budget plans. In addition, all forward-looking statements are subject to other risks detailed in our Annual Report on Form 10-K for the year ended December 31, 2018. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. All forward-looking statements are qualified in their entirety by this cautionary statement, and we undertake no obligation to revise or update this news release to reflect events or circumstances after the date hereof.

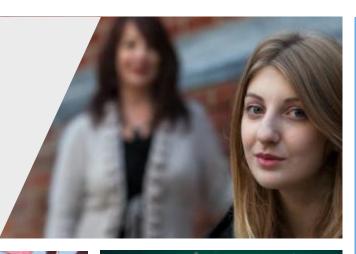


Introduction

# A RARE COMPANY.



First Oral Precision Medicine for Fabry Disease



**Gene Therapy** PLATFORM

Protein Engineering & Glycobiology

**\$400M+**Cash
(3/31/19)



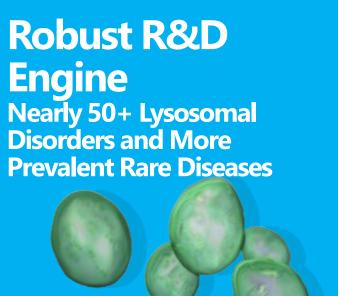


600+
EMPLOYEES
in 27 Countries

GLOBAL COMMERCIAL FOOTPRINT

# PORTFOLIO (STATE OF THE PORTFOLIO)

for rare diseases





# 2019 Key Strategic Priorities



- Complete enrollment in AT-GAA Pivotal Study (PROPEL) and report additional Phase 1/2 data
- Report additional 2-year clinical results in CLN6-Batten disease and complete enrollment in ongoing CLN3-Batten disease Phase 1/2 study
- Establish preclinical proof of concept for Fabry and Pompe gene therapies
- 5 Maintain strong financial position



## Rare Disease Operational Excellence

Proven Capabilities Position Amicus at the Forefront of Human Genomic Medicine to Develop and Deliver the Highest Quality Therapies and Cures for Persons Living with Rare Diseases

## 5 Key Pillars of Value



Innovation/ Science



Global Development



Global Commercial



Manufacturing



**Partnerships** 



Introduction

# A RARE PORTFOLIO.

	DISCOVERY	PRECLINICAL	PHASE 1/2	PHASE 3	REGULATORY	COMMERCIAL
Fabry Franchise	DISCOVERIO	T NECETIVE NE		1111025	- NOOD II ONI	- COMMERCIAL
Galafold® (migalastat) monotherapy						
Fabry Gene Therapy	PENN					
Pompe Franchise						
AT-GAA (Novel ERT + Chaperone)						
Pompe Gene Therapy	PENN					
Batten Franchise – Gene Therapies						
<b>CLN6 Batten Disease</b>	NCH					
<b>CLN3 Batten Disease</b>	NCH					
<b>CLN8 Batten Disease</b>	NCH			A	dvancing one of the <b>most</b>	
<b>CLN1 Batten Disease</b>	NCH					
Other Rare CNS Gene Therapies					robust rare	
CDKL5 Deficiency Disorder GTx / ERT	PENN				disease portfolios in piotechnology	
Niemann-Pick Type C (NPC)	NCH / PENN					
Tay-Sachs Disease	NCH					
Other	NCH / PENN			bi		
MPS Franchise						
Next Generation MPSIIIA	PENN					
MPSIIIB	PENN					

**Next Generation Research Program** 





# Galafold<sup>®</sup> (migalastat) Global Launch...

...taking a leadership role in the treatment of Fabry disease

"We push ideas as far and as fast as possible" - Amicus Belief Statement

## Galafold Snapshot (as of March 31, 2019)

## One of the Most Successful Rare Disease Launches



Galafold is indicated for adults with a confirmed diagnosis of Fabry Disease and an amenable mutation/variant. The most common adverse reactions reported with Galafold (≥10%) were headache, nasopharyngitis, urinary tract infection, nausea and pyrexia. For additional information about Galafold, including the full U.S. Prescribing Information, please visit <a href="https://www.amicusrx.com/pi/Galafold.pdf">https://www.amicusrx.com/pi/Galafold.pdf</a>. For further important safety information for Galafold, including posology and method of administration, special warnings, drug interactions and adverse drug reactions, please see the European SmPC for Galafold available from the EMA website at <a href="https://www.ema.europa.eu">www.ema.europa.eu</a>.

\$34.0M \$160-180M **1Q19 Galafold** FY19 Global **Galafold** Revenue Rev. Guidance Geographic **Countries with** Galafold™ **Expansion in Pricing &** (migalastat) 2019 Reimbursement 348 Regulatory **Amenable Approvals:** Australia, Canada, EU, Israel, Japan, S. Korea, Variants in U.S. Label Switzerland, U.S.



## Galafold Global Launch Momentum (as of March 31, 2019)

Q1 was very strong with largest number of net new patient adds (150+) and positive momentum across all key commercial metrics

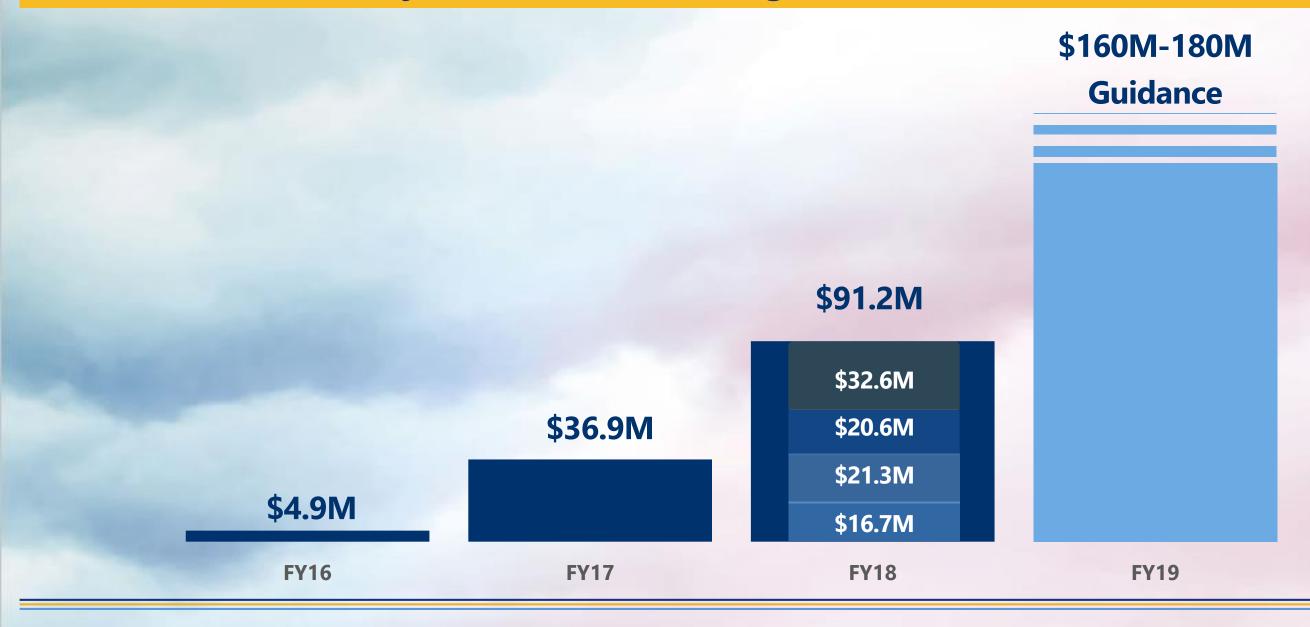
- Global: 150+ new patient adds with continued >90% compliance and adherence. Now estimate ~18% global market share of treated amenable patients\*
- U.S: 200+ prescription referral forms (PRFs) from 90+ prescribers (as of April 30); shortening time from PRF to shipment
- International: strong growth from both switch and previously untreated patients
- Japan: Q1 patients ahead of forecast with expanded commercial team
- Demographics: balanced mix of males and females, classic and late-onset patients across all markets





## Galafold Success and FY19 Galafold Revenue Guidance

On Track to Nearly DOUBLE Revenue Again and Serve 1,000+ Patients in 2019





# Total Amenable Patient Population ("TAPP")

Estimate based on 35% - 50% amenability

# **\$1B+** Addressable Market Opportunity by 2028

#### **Today**

WORLDWIDE\*
(U.S. & Japan Added)

TAPP: 3,800-5,500

2018

**EU & ROW Only** 

TAPP: 2,000-3,000

2017

#### **Upside Potential**

#### **WORLDWIDE**

Diagnosis grows due to newborn screening and patient finding initiatives in U.S. & Japan

TAPP: 4,700-6,750

2028

**Peak Potential** 

WORLDWIDE

Diagnosis continues at current rate

TAPP: 4,200-6,000



# AT-GAA Novel ERT for Pompe Disease

"We encourage and embrace constant innovation" - Amicus Belief Statement

Pompe Disease

## Pompe Disease Overview

Pompe Disease is a Fatal Neuromuscular and Motorneuron Disorder that Affects a Broad Range of People



5,000 – 10,000+ patients diagnosed WW<sup>1</sup>; newborn screening suggests underdiagnosis

Respiratory and cardiac failure are leading causes of morbidity and mortality

Age of onset ranges from infancy to adulthood

Deficiency of GAA leading to glycogen accumulation and cellular dysfunction

Symptoms include muscle weakness, respiratory failure, and cardiomyopathy

~\$900M+ Global Pompe ERT sales in FY18<sup>2</sup>



# AT-GAA (ATB200 + Chaperone): A Differentiated Treatment Paradigm



Investigational human recombinant GAA enzyme

IV infusion

Designed for enhanced targeting to muscle cells

AT2221
Investigational pharmacological chaperone
Orally administered
May function to stabilize ATB200

AT-GAA

## Pompe Patient Experience in Phase 1/2 Clinical Study (ATB200-02)

Consistent and Durable Responses Across Key Measures of Safety, Functional Outcomes and Biomarkers in both ERT-Switch and ERT-Naïve Pompe Patients out to Month 24

#### 6-Minute Walk Test (m)

Cohort	Baseline (n=10)	Change at Month 24 <sup>a,b</sup> (n=8) Mean (SD)
Cohort 1 ERT-Switch Ambulatory	<b>397.2</b> (96.8)	<b>+53.6</b> (36.4)
Cohort	Baseline (n=5)	Change at Month 21 (n=5) Mean (SD)
Cohort 3 ERT-Naïve	<b>399.5</b> (83.5)	<b>+54.8</b> (34.7)

#### **FVC (% Predicted)**

Cohort	Baseline (n=9*)	Change at Month 24 <sup>a,b,c</sup> (n=7) Mean (SD)
Cohort 1 ERT-Switch Ambulatory*	<b>52.6</b> (14.7)	<b>-0.6</b> (2.8)
Cohort	Baseline (n=5)	Change at Month 21 (n=5) Mean (SD)
Cohort 3 ERT-Naïve	<b>53.4</b> (20.3)	<b>+6.1</b> (9.7)

<sup>a</sup>One patient in Cohort 1 discontinued from study (withdrew consent) before Month 24. <sup>b</sup>At the time of this interim analysis, 1 patient in Cohort 1 had not reached Month 24. <sup>c</sup>Baseline FVC missing for 1 patient in Cohort 1



# AT-GAA: Breakthrough Therapy Designation

#### **U.S. FDA Granted BTD to AT-GAA in Late-Onset Pompe Disease (LOPD)**

#### **BTD Criteria**

- Intended to treat a serious or life threatening disease or condition
- Preliminary clinical evidence indicates drug may demonstrate substantial improvement over existing therapies on one or more clinically significant endpoints

#### AT-GAA BTD Based on Ph 1/2 Clinical Efficacy

- Improvements in 6-minute walk distance
- Comparison to natural history of treated patients

#### **BTD Features**

- Intensive guidance on an efficient drug development program
- Organizational commitment involving senior managers
- All Fast Track program features

- Potential Rolling BLA
- Potential for Priority Review



# PROPEL (ATB200-03) Study Design



52-Week Primary Treatment Period (Double-Blind)

Long-Term Extension (Open-Label)

Participants with Late-Onset Pompe Disease

~100 Patients
90 Clinical Sites Worldwide

ERT-Switch ERT-Naïve

AT-GAA Bi-Weekly

**Standard of Care** Bi-Weekly AT-GAA Bi-weekly

Primary Endpoint: 6-Minute Walk Test at Week 52 Multiple Secondary Endpoints



# Pompe Biologics Manufacturing

Successful Scale Up to 1000L GMP Clinical and Commercial Scale to Fully Supply Global Pompe Population

- Key quality attributes maintained from 5L to 250L to 1000L
- Agreements on biocomparability with key regulators (FDA, BfARM)
- PROPEL participants now treated with drug manufactured at 1000L
- Current bioreactor capacity to supply global population
- WuXi partnership strengthened with 5-year supply agreement
- PPQ process underway
- Building commercial supply



# AT-GAA: 2019 Objectives

#### Advance AT-GAA for as Many Patients Worldwide as Quickly as Possible

- ✓ Additional Phase 1/2 Data (up to 24 Months)
- ✓ Breakthrough Therapy Designation
- ✓ Full enrollment of Phase 1/2 Study (Cohorts 1-4)
- Full enrollment of PROPEL study (n=100)
- Present additional Phase 1/2 data (Cohort 4)
- Report natural history study data
- Initiate supportive pediatric study
- Advance agreed upon CMC requirements to support BLA





# Gene Therapy Pipeline

"We have a duty to obsolete our own technologies" - Amicus Belief Statement

# Leading Lysosomal Disorder Gene Therapy Portfolio

Amicus at the Forefront of Human Genomic Medicine with Multiple Platforms and Robust R&D Engine for Future Growth



#### **Gene Therapy Program Updates**

Positive initial preclinical data for Pompe gene therapy

CLN3 Batten Disease Phase 1/2 Study Enrolling; Low Dose Cohort Complete (n=3)

Additional 2-Year CLN6 Batten Disease Phase 1/2 Data on Track for 3Q19

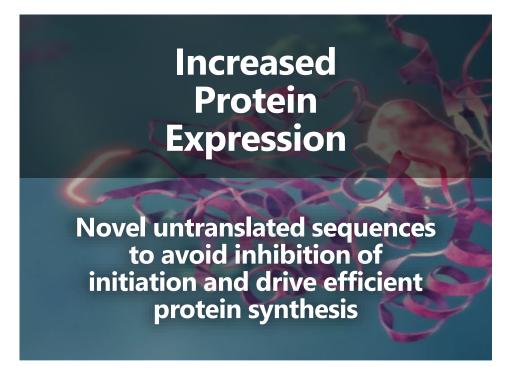
Additional preclinical studies in progress including CLN8, CLN1, Pompe and Fabry

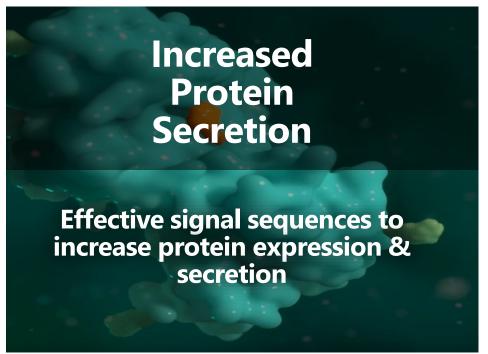
**Expanded Penn Collaboration Creates R&D Engine for Future Growth** 



## Amicus Protein Engineering Expertise & Technologies for Gene Therapy

Collaboration to Enable Greater Protein Expression and Delivery at Lower Gene Therapy Doses













# Expanded Amicus-Penn Collaboration Terms

#### World Class Industry-Academia Partnership in Rare Diseases

Exclusive Disease-Specific Worldwide Rights to Penn's Next Generation Gene Therapy Technologies from the Wilson Lab for the Majority of Lysosomal Disorders

Current Collaboration Extended to Include Three New Indications: Niemann-Pick Type C (NPC)
Mucopolysaccharidosis Type IIIA (MPS IIIA), and Mucopolysaccharidosis Type IIIB (MPS IIIB)

New Research Programs also Encompass 12 Additional Rare Diseases, including Rett Syndrome, Angelman Syndrome, Myotonic Dystrophy and Select Other Muscular Dystrophies

Robust R&D Engine Created through Combination of Amicus Expertise in Protein Engineering with Penn's Vector Technology,

Translational Science, Manufacturing and Immunology Capabilities

Amicus to Invest \$10M / Year for 5 Years for Research to Improve Safety, Efficacy and Manufacturability of Next Generation Vectors with Option to Extend

Amicus to Contribute Protein Engineering Platform Technology and Capabilities to Collaboration in Lieu of Any Additional Upfront
Payments to Penn

Amicus to Assume Development Costs for NPC, Next Generation MPS IIIA, and MPS IIIB, to begin immediately\*



# Manufacturing: Three-Pronged Approach

Proven Amicus Track Record in Biologics Manufacturing Applies to Gene Therapy

Now

Clinical supply available for ongoing studies at NCH

Validated vector engineering and manufacturing at UPenn

Mid Term

NCH and UPenn to supply initial clinical studies

Finalizing partners for contract manufacturing

Long Term

Late-stage process development facility

Amicus manufacturing facility



# Financial Summary and Guidance

#### Strong Balance Sheet with \$438M+ Cash at 3/31/19 - Cash Runway into 2021

FINANCIAL POSITION	March 31, 2019
Cash	~\$438M
Cash Runway <sup>1</sup>	Into 2021
Debt <sup>2</sup>	\$153.7M
CAPITALIZATION	
Shares Outstanding <sup>3</sup>	~253M
FINANCIAL GUIDANCE	

**FY19 Galafold Revenue Guidance** 

\$160M-\$180M



<sup>&</sup>lt;sup>1</sup>Based on existing operating plan including proceeds from June 2019 equity offering to invest in manufacturing

<sup>&</sup>lt;sup>2</sup>Includes \$3.7 million of convertible debt and \$150 million of straight debt

<sup>&</sup>lt;sup>3</sup>Includes shares from June 2019 equity offering

## Anticipated Milestones: 2019

#### Well-Positioned to Create Significant Value for Patients and Shareholders in 2019

#### **Galafold: Fabry Disease**

- FY19 revenue guidance \$160M-\$180M
- Growth in existing markets
- Expansion into new markets
- Diagnostic initiatives

#### **AT-GAA: Pompe Disease**

- ✓ Additional Phase 1/2 data (21 and 24 months)
- ✓ Breakthrough therapy designation (BTD) in LOPD
- ✓ Phase 1/2 study fully enrolled (Cohorts 1-4)
- PROPEL pivotal study enrollment (n=100)
- Additional Phase 1/2 data (Cohort 4)
- Natural history study data
- Additional supportive studies
- Advance CMC requirements to support BLA

#### **Gene Therapy Programs**

- Ongoing CLN3 Batten disease Phase 1/2 study enrollment
- Additional 2-year data from CLN6 Batten disease Phase 1/2 study
- Additional preclinical data including next-generation gene therapies for Fabry and Pompe
- Selection of Pompe AAV gene therapy clinical candidate to move into IND-enabling studies



Introduction

#### **27**

# A RARE VISION.

# A Leader in the Human Genome Medicine Revolution



5,000 Patients\* \$1B Global Sales



**MORE Patients** More Indications

2023

LONGER-TERM VISION



# Thank You

"Our passion for making a difference unites us"
-Amicus Belief Statement

