

AT THE FOREFRONT OF  
THERAPIES FOR RARE DISEASES

# 1Q24 Results Conference Call & Webcast

May 9, 2024



# 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 press release 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 pricing and reimbursement authorities, are based on current information. 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 may not grant or may delay approval for our product candidates; the potential that required regulatory inspections may be delayed or not be successful and delay or prevent product approval; the potential that we may not be successful in negotiations with pricing and reimbursement authorities; the potential that we may not be successful in commercializing Galafold® and/or Pombiliti® and Opfolda® in Europe, the UK, the US and other geographies; 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, the manufacturing, and commercialization of our products. With respect to statements regarding corporate financial guidance and financial goals and the expected attainment of such goals and projections of the Company's revenue, non-GAAP profitability 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, 2023, and on Form 10-Q for the quarter ended March 31, 2024, to be filed today. 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.*

## Non-GAAP Financial Measures

*In addition to financial information prepared in accordance with U.S. GAAP, this presentation also contains adjusted financial measures that we believe provide investors and management with supplemental information relating to operating performance and trends that facilitate comparisons between periods and with respect to projected information. These adjusted financial measures are non-GAAP measures and should be considered in addition to, but not as a substitute for, the information prepared in accordance with U.S. GAAP. We typically exclude certain GAAP items that management does not believe affect our basic operations and that do not meet the GAAP definition of unusual or non-recurring items. Other companies may define these measures in different ways. When we provide our expectation for non-GAAP operating expenses on a forward-looking basis, a reconciliation of the differences between the non-GAAP expectation and the corresponding GAAP measure generally is not available without unreasonable effort due to potentially high variability, complexity and low visibility as to the items that would be excluded from the GAAP measure in the relevant future period, such as unusual gains or losses. The variability of the excluded items may have a significant, and potentially unpredictable, impact on our future GAAP results.*

# A Rare Company

A leading biotech company projected to deliver 2024 total revenue growth of 25%-30%<sup>1</sup>



First Oral Precision  
Medicine for  
Fabry Disease

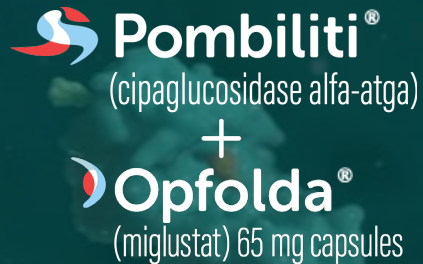
LEVERAGEABLE  
GLOBAL  
COMMERCIAL  
ORGANIZATION

2  
APPROVED  
THERAPIES

World Class  
Clinical  
Development  
Capabilities

25-30%  
FY 2024 Total  
Revenue Growth<sup>1</sup>

>500 EMPLOYEES  
in 20+ Countries



First Two-Component Therapy  
for Pompe Disease

13-17%  
FY 2024 Galafold  
Revenue Growth<sup>1</sup>

Guiding to Full  
Year 2024  
Non-GAAP  
Profitability

Combined Peak  
Revenue Potential  
\$1.5B – \$2B

# 2024 Strategic Priorities

A Transformative  
Year Ahead for  
Amicus

1

Galafold<sup>®</sup> revenue growth of 11-16% at CER<sup>1</sup>, now raised to 13-17%

2

Execute multiple successful launches of Pombiliti<sup>®</sup> + Opfolda<sup>®</sup>

3

Advance ongoing studies to support medical and scientific leadership in Fabry and Pompe diseases

4

Achieve non-GAAP profitability for the full year

# Galafold<sup>®</sup> (*migalastat*)

## Continued Growth

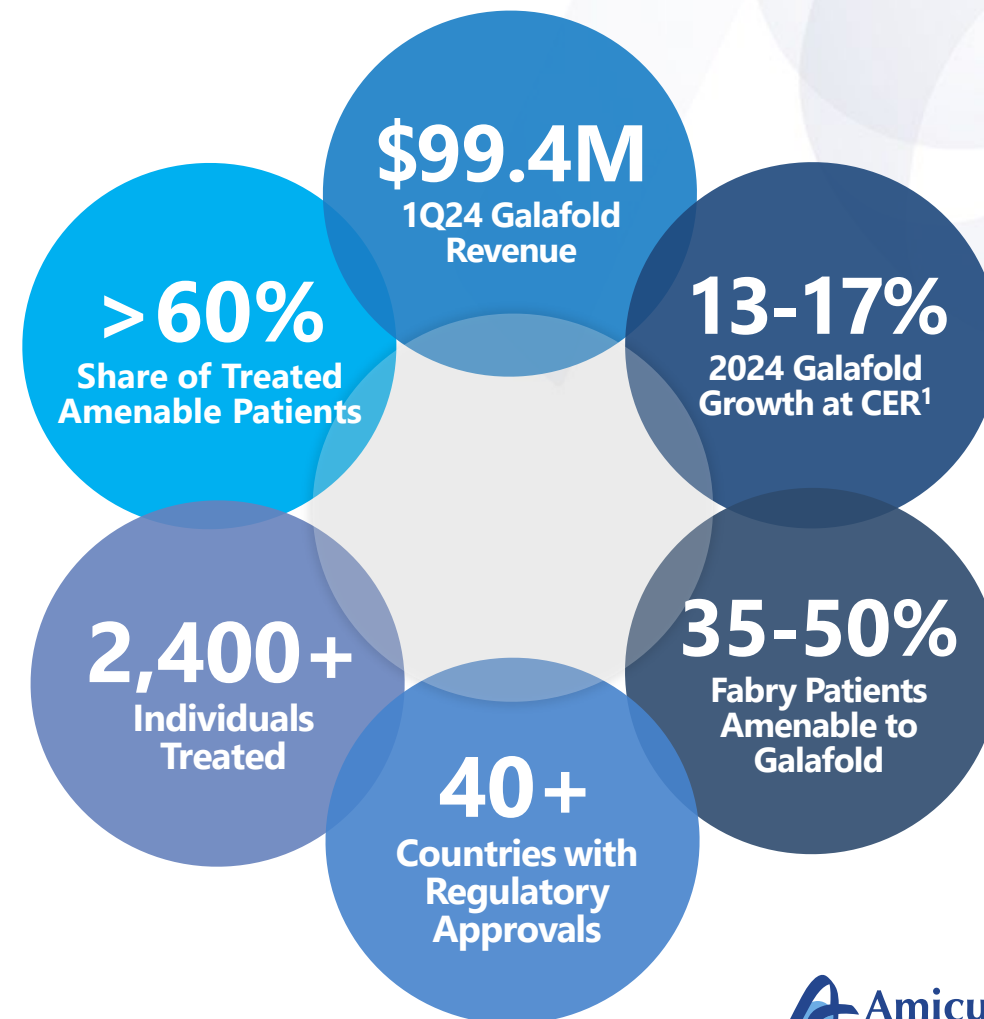
Building a leadership position in the treatment of Fabry disease



# 2024 Galafold Success (as of March 31, 2024)

**Galafold is the only approved oral treatment option in Fabry disease**

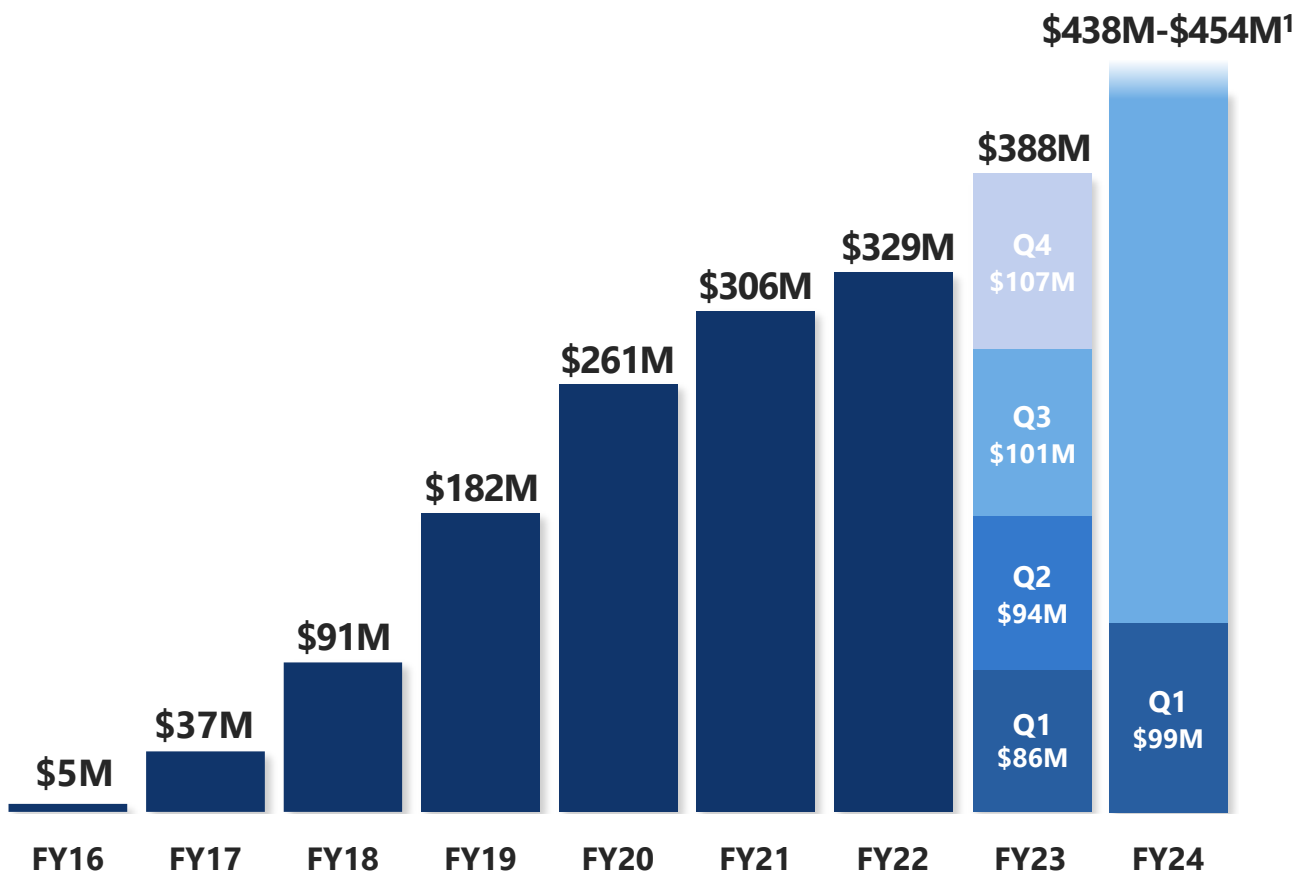
**A unique mechanism of action for Fabry patients with amenable variants**



Galafold is indicated for adults with a confirmed diagnosis of Fabry disease and an amenable variant. The most common adverse reactions reported with Galafold ( $\geq 10\%$ ) were headache, nasopharyngitis, urinary tract infection, nausea, and pyrexia. For additional information about Galafold, including the full U.S. Prescribing Information, please visit <https://www.amicusrx.com/pi/Galafold.pdf>. 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 [www.ema.europa.eu](http://www.ema.europa.eu).

# Galafold Performance

Q1 2024 Galafold reported revenue growth of +16% at CER to \$99.4M



- Global mix of switch (~42%) and previously untreated patients (~58%)<sup>2</sup>
- Expect non-linear quarterly growth to continue due to uneven ordering patterns and FX fluctuations

Distribution of Galafold revenue by quarter over previous 5 years:

	Q1	Q2	Q3	Q4
5 Year Avg.	22%	24%	26%	28%

Raising FY 2024 Galafold growth guidance to 13%-17% at CER

# Key Growth Drivers for 2024

Highest patient demand in last four years lays strong foundation for continued double-digit Galafold growth in 2024

- Expanding market through uptake in naïve population as well as geographic and label expansion
- Increasing patient identification through ongoing medical education, screening, and improved diagnostics
- Driving market share of treated amenable patients through excellent execution
- Maintaining >90% adherence and compliance through HCP and patient education and support



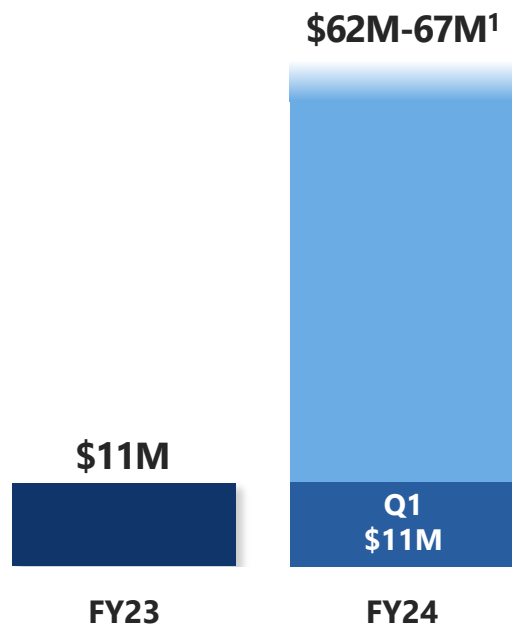
**Pombiliti**<sup>®</sup> (*cipaglucosidase alfa-atga*)  
+  
**Opfolda**<sup>®</sup> (*miglustat*)



Potential to establish a new standard of care  
for people living with late-onset Pompe disease



# Pombiliti + Opfolda Performance

Q1 2024 revenue of \$11M, up +30% from Q4 2023, provides strong foundation for 2024



 **Pombiliti**<sup>®</sup>  
(cipaglicosidase alfa-atga)  
+  
 **Opfolda**<sup>®</sup>  
(miglustat) 65 mg capsules



Guiding to \$62M to \$67M in FY 2024 Pombiliti + Opfolda Revenue<sup>1</sup>

# Successful Global Launch of Pombiliti + Opfolda Underway

Focus in 2024 is on maximizing the number of patients on therapy by year end



## Patient Demand

*As of end of April 2024*

~**155** patients treated with commercial product or scheduled to be treated

~135 patients on treatment

Very positive early feedback from real-world experience

Double the level of new commercial patients in 2024 vs. 2023



## KOL Outreach

Successfully engaged with top prescribers in each approved country

Existing relationships with HCPs at key treatment centers

Ongoing disease education

Increasing depth and breadth of prescribers



## Access and Reimbursement

Positive interactions with global payors

Time through U.S. insurance process accelerating

Country-by-country reimbursement process underway

Multiple launches expected in 2H 2024

# Regulatory and Clinical Updates

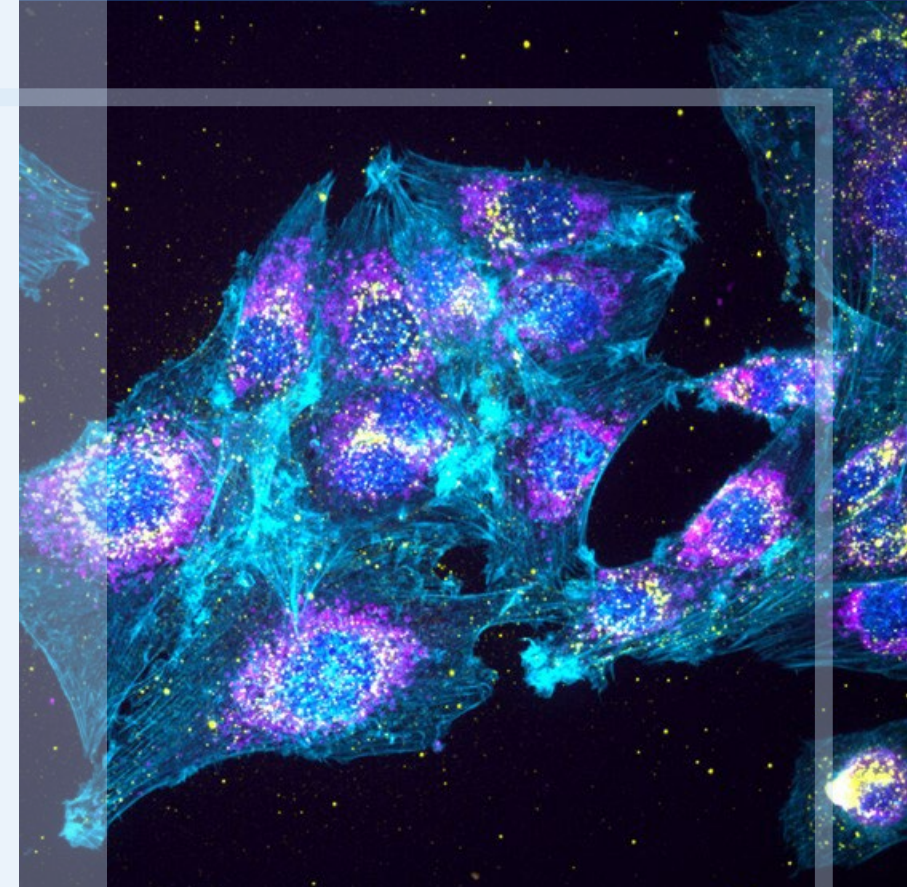
## Continuing to build the body of evidence and expand commercial access

- > 10 reimbursement dossiers and multiple regulatory submissions throughout 2024
- Ongoing clinical studies in children with late-onset Pompe disease (LOPD) and infantile-onset Pompe disease (IOPD)
- Amicus registry for Pompe disease to continue generating evidence on differentiated MOA and long-term effect
- Significant presence at *WORLDSymposium™* 2024 with 11 posters and an oral presentation highlighting work in Fabry and Pompe



# Corporate Outlook

Delivering on our mission for patients and shareholders



# Q1 2024 Select Financial Results

Q1 2024 revenue of \$110M, up 28% and net loss reduced

<i>(in thousands, except per share data)</i>	<b>Mar. 31, 2024</b>	<b>Mar. 31, 2023</b>
<b>Product Revenue</b>	\$110,403	\$86,270
<b>Cost of Goods Sold</b>	13,567	6,942
<b>R&amp;D Expense</b>	28,329	41,499
<b>SG&amp;A Expense</b>	88,029	73,957
<b>Changes in Fair Value of Contingent Consideration</b>	-	251
<b>Restructuring Charges</b>	6,045	-
<b>Depreciation and Amortization</b>	2,154	1,257
<b>Loss from Operations</b>	(27,721)	(37,636)
<b>Interest Income</b>	1,540	2,199
<b>Interest Expense</b>	(12,436)	(11,844)
<b>Other Expense</b>	(4,966)	(5,938)
<b>Income Tax (Expense) Benefit</b>	(4,836)	287
<b>Net Loss</b>	(48,419)	(52,932)
<b>Net Loss Per Share</b>	(0.16)	(0.18)

# Updated Full-Year 2024 Guidance

	Updated Guidance	Previous Guidance
<b>Total Revenue Growth<sup>1</sup></b>	25% to 30%	-
<b>Galafold Revenue Growth<sup>1</sup></b>	13% to 17%	11% to 16%
<b>Pombiliti + Opfolda Revenue<sup>1</sup></b>	\$62M to \$67M	-
<b>Non-GAAP Operating Expense</b>	\$345M to \$365M	\$345M to \$365M

**Guiding to full-year 2024 non-GAAP profitability**

# Positioned for Significant Value Creation in 2024

Unlocking the value of two unique commercial therapies in sizeable and growing markets



Accelerating  
total revenue  
growth



Delivering  
full-year  
non-GAAP<sup>1</sup>  
profitability



Clear line of  
sight to  
generating  
positive  
cashflow



# Ultimate Measure of Success: Impacting the Lives of People Living with Rare Diseases



>350 Patients\*

YE17



>2,600 Patients\*

YE23



Many Thousands of Patients\*

2024+

# Appendix



# Appendix I

**Amicus Therapeutics, Inc.**  
**Reconciliation of Non-GAAP Financial Measures**  
**(in thousands)**  
*(Unaudited)*

	<b>Three Months Ended March 31,</b>	
	<b>2024</b>	<b>2023</b>
<b>Total operating expenses - as reported GAAP</b>	<b>\$ 124,557</b>	<b>\$ 116,964</b>
<b>Research and development:</b>		
Stock-based compensation	4,871	8,490
<b>Selling, general and administrative:</b>		
Stock-based compensation	25,932	26,404
<b>Restructuring charges</b>	6,045	—
<b>Changes in fair value of contingent consideration payable</b>	—	251
<b>Depreciation and amortization</b>	2,154	1,257
<b>Total operating expense adjustments to reported GAAP</b>	<b>39,002</b>	<b>36,402</b>
<b>Total operating expenses - as adjusted</b>	<b>\$ 85,555</b>	<b>\$ 80,562</b>

# Appendix "

**Amicus Therapeutics, Inc.**  
**Reconciliation of Non-GAAP Financial Measures**  
**(in thousands, except share and per share amounts)**  
*(Unaudited)*

	<b>Three Months Ended</b>	
	<b>March 31,</b>	
	<u>2024</u>	<u>2023</u>
<b>GAAP net loss</b>	<b>\$ (48,419)</b>	<b>\$ (52,932)</b>
Share-based compensation	30,803	34,894
Changes in fair value of contingent consideration payable	—	251
Depreciation and amortization	2,154	1,257
Restructuring charges	6,045	—
Income tax expense (benefit)	4,836	(287)
<b>Non-GAAP net loss</b>	<b>\$ (4,581)</b>	<b>\$ (16,817)</b>
Non-GAAP net loss attributable to common stockholders per common share — basic and diluted	\$ (0.02)	\$ (0.06)
Weighted-average common shares outstanding — basic and diluted	302,903,009	291,336,750

# Environmental, Social, & Governance (ESG) Snapshot

## Who We Serve

Programs we invest in have 3 key characteristics:

- Address a rare genetic disease
- First-in-class or best-in-class
- Impart meaningful benefit for patients

## Pledge for a Cure

Designate a portion of product revenue back into R&D for that specific disease until there is a cure.

## Pricing PROMISE

Committed to never raising the annual price of our products more than consumer inflation.

## Charitable Giving

(as of December 31, 2023)

Contributions allocated:

**\$1,980,516** U.S.

**\$706,417** Intl.

Expanded Access through Feb 2024:

**32** patients / **24** countries

Amicus-supported community programs: **37** Volunteer hours (U.S.): **511**

## Environmental Management

Committed to producing transformative medicines for people living with rare diseases while practicing environmental responsibility and adhering to sustainability best practices in our operations.

*Our mission is to drive sustainability with our partners by incorporating environmental and sustainability principles into all our commercial relationships*

**0%** Amicus-owned Direct Manufacturing and Related Scope 1 and Scope 2 Emissions

(as of December 31, 2023)

Global Employees

**517**

% Female Employees

**58%**

(as of March 31, 2024)

## Board of Directors

Committed to ongoing Board refreshment and diversity of background, gender, skills, and experience:

Director Diversity

3 Female  
1 Veteran Status  
1 African American

**89%**

Board Independence

**56%**

Overall Board Diversity

## Diversity, Equity, & Inclusion (DEI)

Pledge to support a more inclusive culture to impact our employees, our communities, and society.

We have embedded DEI into our business units, our Belief Statement, and Mission-Focused Behaviors

## Employee Recruitment, Engagement, & Retention

Leverage employee capabilities and expertise to provide a culture that drives performance and ultimately attracts, energizes, and retains critical talent.

Amicus is Certified as a **Great Place to Work** in the U.S., U.K., Italy, Germany, Spain, France, and Japan

## Career Development

**90%** Employees say Amicus is a great place to work compared to 57% of employees at a typical U.S.-based company

# FX Sensitivity and Galafold Distribution of Quarterly Sales

## Impact from Foreign Currency Q1 2024:

Currency Variances: USD/	Q1 2023	Q1 2024	YoY Variance
EUR	1.073	1.086	1.2%
GBP	1.215	1.268	4.4%
JPY	0.008	0.007	(10.8%)

## Full-year 2024 Revenue Sensitivity

Given the high proportion of Amicus revenue Ex-US (>60%), a change in exchange rates of +/- 5% compared to year-end 2023 rates could lead to a ~\$15M move in global reported revenues in 2024.

## Distribution of Galafold Revenue by Quarter over Past 5 Years:

	Q1	Q2	Q3	Q4
5 Year Avg.	22%	24%	26%	28%

# Streamlined Rare Disease Pipeline with Focus on Fabry Disease and Pompe Disease Franchises

