

## 3Q16 Financial Results and Program Updates



**November 7, 2016** 

### Safe Harbor

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, financing plans, and the projected 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 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 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; and the potential that we will need additional funding to complete all of our studies. 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 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, 2015 and Quarterly Report on Form 10-*Q* for the guarter ended September 30, 2016. 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.



### 2016: Significant Progress with Key Strategic Priorities

We Remain Sharply Focused on FIVE Strategic Priorities as We Continue to Build a Leading Global Biotechnology Company Focused on Rare and Devastating Diseases

**Galafold International Launch** 

**Migalastat Regulatory Approvals** 

Pompe & EB Clinical Studies

**Balance Sheet Strength** 

Pipeline



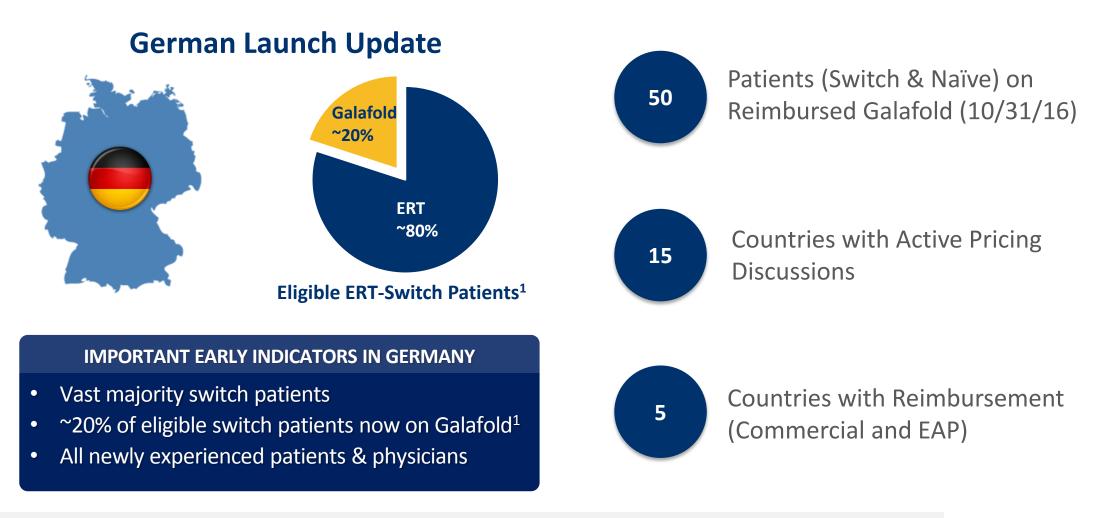


## Galafold™ (Migalastat) Precision Medicine for Fabry Disease

**International Launch Underway** 

### International Launch Update

Successful First Full Quarter Driven by German Launch with ERT-Switch and Naïve Patients on Galafold



1. Market share assumptions based on estimated number of ERT-treated patients with amenable mutations in Germany as of May 2016



## EU Launch Update

Galafold Early Launch Strength in EU Market Representing 34% of FY15 ERT Global Sales (\$1.2B) – Focusing on Patient Access and Reimbursement

#### GERMANY

Diagnosed patients : ~1000 (~50% untreated) Galafold launched – initial patients on treatment

#### FRANCE

ERT-treated patients : ~375 patients Multiple patients treated under ATU

#### **UNITED KINGDOM**

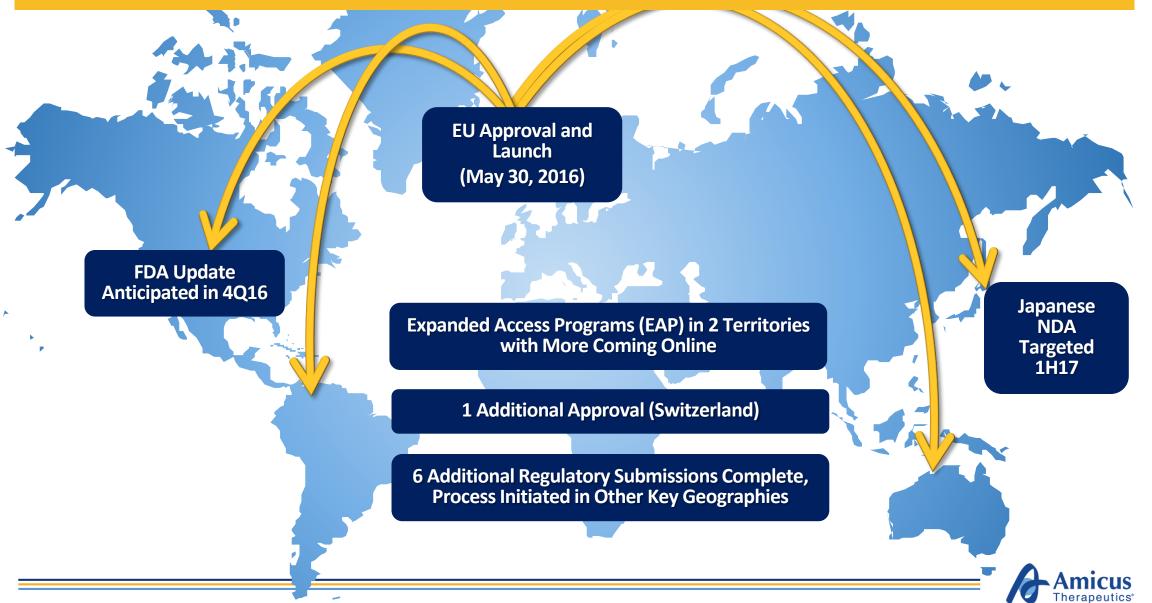
ERT-treated patients: ~450 Highly Specialised Technology (HST)





### **Global Regulatory Strategy**

Prioritizing Global Regulatory Submissions in Key Markets (US and Japan) with Additional Submissions Completed or Planned Based on EU Approval (MAA)



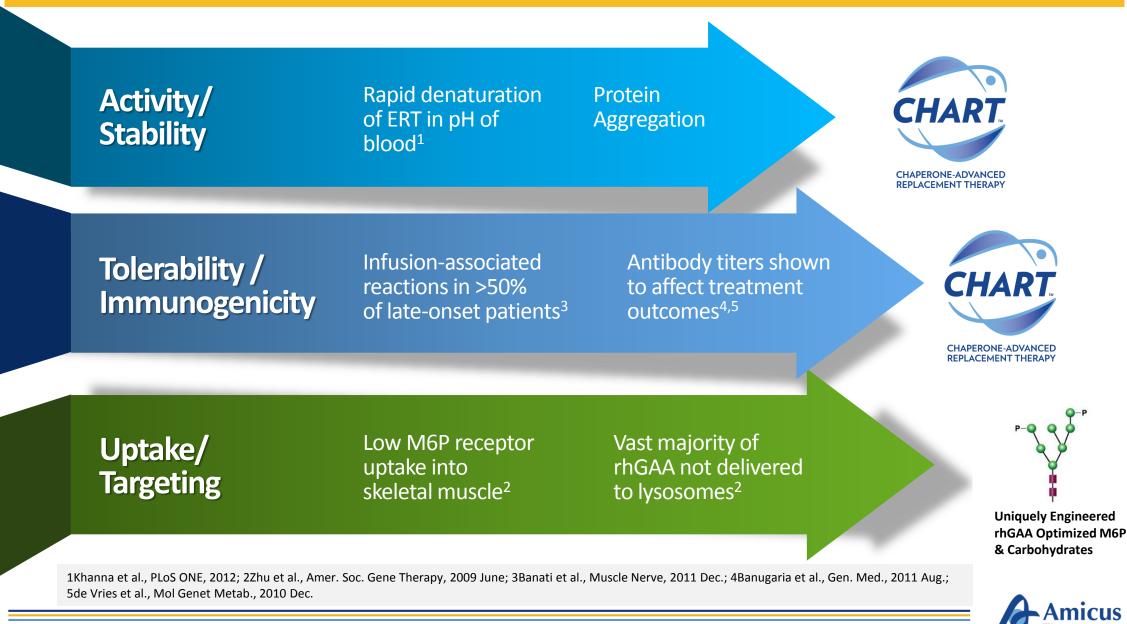


## ATB200 Novel ERT for Pompe Disease

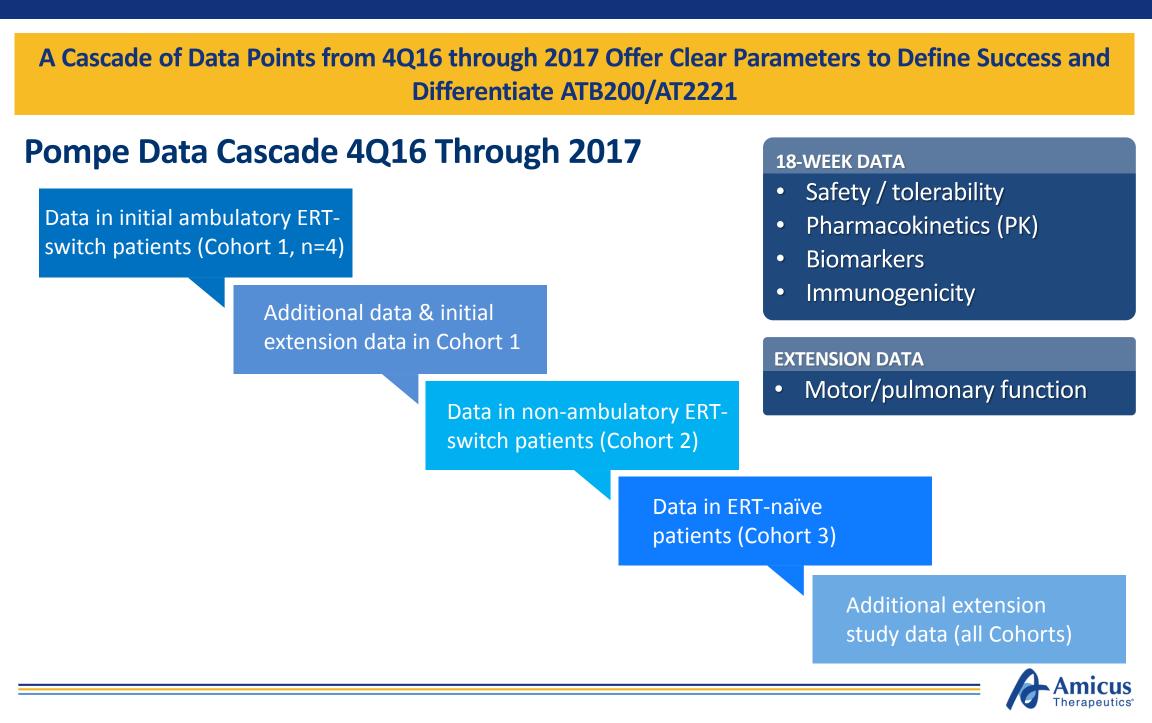
A Proprietary, Clinical-Stage Biologics Program

## Pompe ERT - 3 Challenges

Amicus Technology Platforms with Potential to Address Challenges with Existing Pompe ERT



### Pompe Clinical Study ATB200-02 Data Cascade



### Pompe Clinical Study ATB200-02 Parameters for Success

Key Questions to Determine Potential for ATB200/AT2221 to Address **3 Major ERT Challenges in Initial 18-Week Treatment Period KEY QUESTIONS:** CHALLENGES: Do patients tolerate Do patients safely switch ATB200/AT2221 with limited Safety from standard of care to infusion-associated reactions? ATB200/AT2221? Exposure, Is PK profile of ATB200/AT2221 differentiated and in optimal range **Targeting &** consistent with preclinical studies? Uptake **Tolerability &** Do antibodies in switch patients remain the same on ATB200/AT2221? Immunogenicity





## SD-101 for Epidermolysis Bullosa

### EB Program Update - Phase 3 ESSENCE Study (SD-005)

#### Significant Momentum for Ongoing Study with Data on Track for 1H17



### PHASE 3 ESSENCE STUDY STATUS

- 28 sites activated as of October 31, 2016
- 100% conversion to extension study (SD-006)
- SAP submitted to FDA for finalization
- Top-line Phase 3 data anticipated 1H17



# **Financial Summary**

### **3Q16 Select Financial Results**

#### First-Ever Quarter to Report Product Revenue of \$2.1M from Sales of Galafold

(\$000s) except per share data	September 30, 2016	September 30, 2015
Product revenue	2,127	-
R&D Expense	32,457	20,971
SG&A Expense	17,469	15,372
Net Loss	(46,654)	(37,800)
Net Loss Per Share	(0.33)	(0.32)



### Strong Balance Sheet

Balance Sheet Strengthened with ~\$39M in Equity Since June 30 with Cash Runway Through Late 2017

Financial Position	September 30, 2016
Cash:	\$212.4M
Debt	\$80.0M (\$66.0M net of discount for warrants issued)
FY16 Net Cash Spend Guidance:	\$135-\$155M (maintained)
Cash Runway	Late 2017
Full Allotment Raised in ATM (average price per share: \$6.67)	\$100M (\$61.7M in 2Q; \$39.3M in 3Q)
Capitalization	September 30, 2016
Shares Outstanding	142,273,085





## **Closing Remarks**

### Key Drivers of Value

### **3 Novel Product Candidates Each with \$500M to \$1B+ Market Potential**

Fabry
Galafold Precision Medicine (Small Molecule) EU Full Approval Launched in Germany (May 30, 2016) U.S. regulatory update on track for 4Q16

### **R&D Engine and Continued Business Development Activity**

