



BeiGene

# Global Strategic Collaboration with Amgen

October 31, 2019

# Welcome and Agenda

Howard Liang, Ph.D., CFO and Chief Strategy Officer



# Agenda

**Overview and Strategic Rationale**     *John V. Oyler*

**Commercial Opportunities**             *Xiaobin Wu, Ph.D.*

**Pipeline Portfolio**                         *Eric Hedrick, M.D.*

**Q and A**                                         *BeiGene Team*



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# Transaction Overview and Strategic Rationale

John V. Oyler, Chairman, Co-Founder and CEO

# BeiGene Enters Transformational Collaboration with Amgen

Collaboration to leverage BeiGene's China-inclusive global development platform

- **Collaboration rationale**

- Joining forces to fight one common enemy: cancer
- Expected to accelerate access to important oncology medicines for patients in China and globally

- **BeiGene expects to launch three Amgen oncology medicines in China**

**XGEVA**<sup>®</sup>  
(denosumab)

**Kyprolis**<sup>™</sup>  
(carfilzomib) for injection

**BLINCYTO**<sup>®</sup>  
(blinatumomab) for injection  
35 mcg single-dose vial



- **Companies to jointly develop 20 Amgen oncology pipeline assets**

- BeiGene to lead development and launch in China as well as contribute to funding global development

- **Amgen invests \$2.7B for a 20.5% stake in BeiGene at \$174.85 per ADS**

# Key Collaboration Terms

## Commercial Product Terms

- **BeiGene receives China commercial rights to three of Amgen's oncology medicines for five or seven years following regulatory approval**
  - XGEVA®, KYPROLIS®, BLINCYTO®
  - 50/50 profit/loss share during BeiGene commercialization period
  - BeiGene can retain one product for continued sale in China following initial commercialization period
  - BeiGene receives royalties on China sales for five years post-commercialization period on products not retained

## Pipeline Product Terms

- **BeiGene to jointly develop a pipeline of 20 oncology assets, and receives commercial rights for seven years in China following approval**
  - Parties to co-fund development, with BeiGene contributing up to \$1.25B total
  - Royalties on worldwide ex-China sales for all approved pipeline assets (excluding AMG 510)
  - 50/50 profit/loss share in China during seven-year commercialization period
  - Royalties for additional five years thereafter on China sales
  - Up to six pipeline assets to be retained in China by BeiGene (excluding AMG 510)

## Financial Terms

- **Amgen to make a ~\$2.7B equity investment in BeiGene**
  - Represents ~15.6M shares at \$174.85 per BeiGene American Depositary Share
  - Amgen to receive a board seat
  - Expected to close in early 2020, subject to BeiGene shareholder approval, antitrust clearance, and other customary closing conditions



# Transformational Collaboration Accelerates BeiGene's Strategic Growth



## Further strengthens BeiGene's position as a leader in China biotech industry

- Potentially eight internally discovered or in-licensed cancer products in China by the end of 2020
- Combined synergistic offering of approved innovative oncology products expected to be among the broadest in China



## Complements and significantly expands oncology pipeline to 30+ compounds

- Co-investment in portfolio enables access to 20 highly interesting pipeline assets in China
- Potentially first-in-class molecules (e.g. KRAS inhibitor), Bispecific T-cell Engagers (BiTEs) and other I/O agents
- Includes compounds for cancers with high prevalence in China
- BeiGene shares in global economics through royalty (excluding AMG 510)



## \$2.7B equity investment fortifies our balance sheet, further enabling strategic priorities

- Recognition of BeiGene's capabilities by an industry leader



# Excellent Fit Between BeiGene and Amgen



BeiGene



AMGEN

## Right Partner

- Largest oncology-focused clinical development team in China
- Access to large patient population in China and strong local connectivity
- Commercial team led by Dr. Xiaobin Wu, with a track record of growing Pfizer's China revenues to nearly \$4 billion
- Leading biotech pioneer with global commercial and clinical expertise
- Strong strategic fit between commercial assets and BeiGene's existing commercial portfolio in China
- Broad portfolio of innovative oncology clinical-stage assets

## Right Time

- Established clinical and commercial capabilities in China
- Seeking opportunities to bolster commercial portfolio and clinical pipeline to enhance leadership position in China
- Elevated brand presence can help support in future commercial and development efforts
- At an inflection point in establishing China infrastructure with recent approval of REPATHA®
- Deep oncology pipeline that stands to benefit from China-inclusive clinical development
- Reinforces Amgen's position in China's fast-growing innovative medicine market



BeiGene

# BeiGene's Transformation Since 2016

At 2016 NASDAQ IPO

Post 2017 Celgene Transaction

Post Amgen Transaction by YE2020

4

Clinical-Stage Assets

*zanubrutinib / tislelizumab:*  
Phase 1

6

Clinical-Stage Assets

3

Approved Products

**Abraxane<sup>®</sup>**  
(nanoparticle albumin-bound paclitaxel)

**Revlimid<sup>®</sup>**  
(lenalidomide) capsules  
2.5-5-10-15-20-25 mg

**vidaza<sup>®</sup>**  
azacitidine for injection

*zanubrutinib / tislelizumab:*  
Phase 3

30+

Clinical-Stage Assets

8

Potential Approved Products

**Abraxane<sup>®</sup>**  
(nanoparticle albumin-bound paclitaxel)

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**Kyprolis<sup>®</sup>**  
(carfilzomib) for injection

**zanubrutinib**

**tislelizumab**

*zanubrutinib / tislelizumab:*  
Expected to be approved / launched

# Commercial Opportunities

Xiaobin Wu, Ph.D., General Manager of China and President of BeiGene, Ltd.

# Commercial/Late Stage Products with Opportunity to Realize Significant Value

**XGEVA<sup>®</sup>**  
(denosumab)

**Kyprolis<sup>™</sup>**  
(carfilzomib) for injection

**BLINCYTO<sup>®</sup>**  
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35 mcg single-dose vial

Development Status in China

**Approved for giant cell tumor of bone May 2019**

Phase 3 for prevention of skeletal events in patients with bone metastasis from solid tumors

**In late-stage development for multiple myeloma**

**NDA in China for acute lymphocytic leukemia accepted**

Mechanism of Action

Anti-RANK ligand antibody

Proteasome inhibitor

Anti-CD19 x anti-CD3 bispecific (BiTE) antibody

2018 Global Sales

**\$1.8B**

**\$968M**

**\$230M**

China Market Size

- GCTB incidence ~3k<sup>1</sup>
- MM 2018 incidence 24k<sup>2</sup>, 90% with bone lesion<sup>3</sup>
- Late stage solid tumor bone metastasis rate 14-75%<sup>4</sup>

- MM incidence 24k

- ALL incidence ~10k<sup>5</sup>

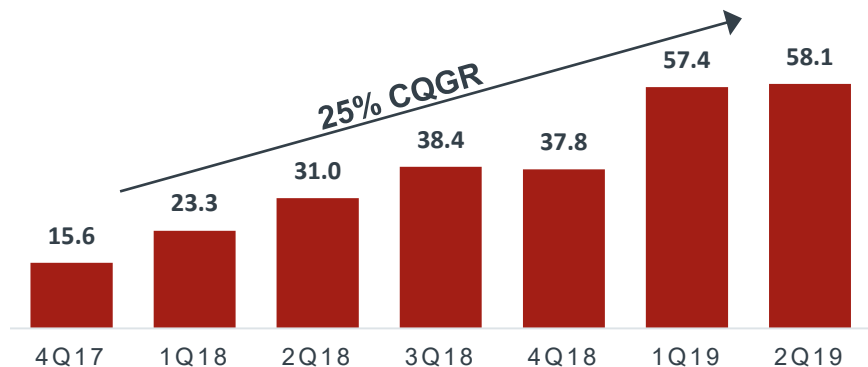
Source: 1. Liede et al., 2018; 2. Chinese Clinical Oncology, May 2019, Vol. 24, No. 5; 3. Kristinsson et al., 2011; 4. 65-75% in breast cancer, 65-75% in prostate cancer, 60% in thyroid cancer, 40% in bladder cancer, 20-25% in renal cell carcinoma, and 14-45% in melanoma. Battafarano, et al. 2018; 5. China Cancer Registry, Adult ALL treatment guideline 2018.



# BeiGene's Commercial Team Is Ready for Amgen's Assets

Building one of the largest oncology commercial organizations in China

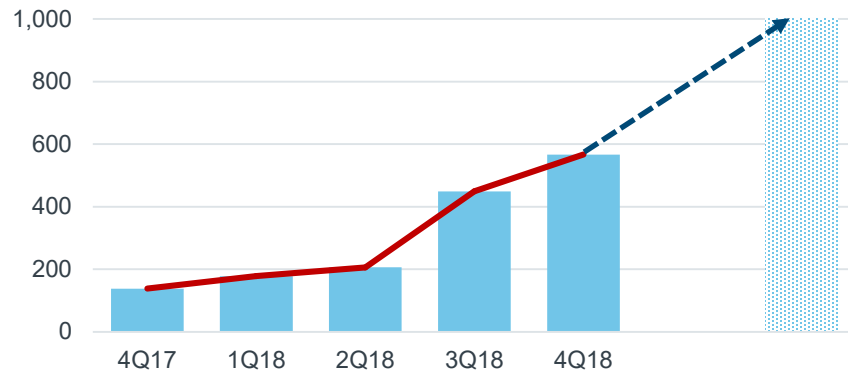
## Current Marketed Brand Revenue Since Transition to BeiGene



**Abraxane**  
(nanoparticle albumin-bound paclitaxel)

**Revlimid**  
(lenalidomide) capsules

## 700+ Innovative Oncology Commercial Team Targeting 800 – 1,000 Hospitals in China<sup>1</sup>



**Vidaza**  
azacitidine for injection



**Xiaobin Wu, Ph.D.**  
GM of China, President  
*Pfizer*  
*Wyeth*  
*Bayer*



**Anita Wu**  
Chief Commercial  
Officer, Greater China  
*Sanofi*  
*AstraZeneca*



**Lily Liu**  
VP, Head of Marketing,  
Greater China  
*Takeda*  
*Pfizer*

<sup>1</sup> As of October 31, 2019

# BeiGene Offers a Differentiated Commercial Platform in China

- One of the **largest oncology-focused** commercial teams in China
- **Synergy of hematology and solid tumor teams**
- Strong **combination** of central marketing and field-based teams
- **Full suite** of enabling functions to support business
  - Hospital listing, tendering, central and provincial government affairs, distribution management, dedicated multi-channel-marketing team, compliance team
- **Research collaborations** on basic translational and clinical sciences
  - Unique science-based KOL engagement platform leveraging BeiGene's research capabilities
- Leverage **existing market presence** in both hematologic and solid tumors
  - Already present in market with activities including BeiGene's hematology forums and events at major medical conferences such as CSCO and CSH

CSCO September 2019



CSH October 2018



BeiGene 1<sup>st</sup> 2018 Hematology Forum




BeiGene 2<sup>nd</sup> 2018 Hematology Forum



# Potential for Eight Approved Products in China by YE2020

Amgen products represent excellent fit with existing portfolio

	Hematologic Tumors	Solid Tumors	
Current BeiGene Products	 <i>Revlimid</i> <sup>®</sup> (lenalidomide) capsules	 <i>Vidaza</i> <sup>®</sup> azacitidine for injection	 <i>Abraxane</i> <sup>®</sup> (nanoparticle albumin-bound paclitaxel)
New Amgen <sup>1</sup> Products	 <i>Kyprolis</i> <sup>™</sup> (carfilzomib) for injection	 <i>BLINCYTO</i> <sup>®</sup> (blinatumomab) for injection 35 mg single-dose vial	 <i>XGEVA</i> <sup>®</sup> (denosumab)
Soon to Launch <sup>1</sup> BeiGene Products	 zanubrutinib	 tislelizumab	 tislelizumab

<sup>1</sup> Subject to regulatory approval.

# Extensive Portfolio of Novel Oncology Pipeline Assets

Eric Hedrick, M.D., Chief Advisor



# Collaboration Provides BeiGene with Access to a Portfolio of Innovative Oncology Assets

Complements and expands upon BeiGene's internal portfolio across hematologic and solid tumors

- **Potential first-in-class agents, including KRAS G12C inhibitor with proof-of-concept data in NSCLC**
- **Broad portfolio of BiTEs (CD3 bispecific antibodies)**
  - Validated targets include BCMA (multiple myeloma) and PSMA (prostate cancer)
  - Extended half-life platform with potential to expand clinical utility of this novel class of therapies
- **Targets addressed in the portfolio have broad applicability to Asia-prevalent tumors**

# Amgen Pipeline Assets Included in the Collaboration

**Total of 20 pipeline assets**

## Hematologic Tumors

ASSET	TARGET	INDICATION	MODALITY	STAGE
AMG 701	BCMA	MM	HLE BiTE	Phase 1
AMG 420	BCMA	MM	BiTE	Phase 1
AMG 176	Mcl-1	Hematologic	SM (i.v.)	Phase 1
AMG 397	Mcl-1	Hematologic	SM (oral)	Phase 1
AMG 330	CD33	AML	BiTE	Phase 1
AMG 673	CD33	AML	HLE BiTE	Phase 1
AMG 427	FLT3	AML	HLE BiTE	Phase 1
AMG 562	CD19	NHL	HLE BiTE	Phase 1

## Solid Tumors

ASSET	TARGET	INDICATION	MODALITY	STAGE
AMG 510	KRAS G12C	Solid tumors	SM	Phase 1
AMG 596	EGFRvIII	Glioblastoma	BiTE	Phase 1
AMG 757	DLL3	SCLC	HLE BiTE	Phase 1
AMG 160	PSMA	Prostate	HLE BiTE	Phase 1
AMG 212	PSMA	Prostate	BiTE	Phase 1
AMG 506	FAP x 4-1BB	Solid tumors	DARPin®	Phase 1

*Includes Six Additional Pre-Clinical Assets Not Yet Disclosed*

MM: Multiple myeloma, AML: Acute myeloid leukemia, NHL: Non-Hodgkin's lymphoma, SM: Small Molecule, HLE BiTE: Half-life extended Bi-specific T-cell engagers

# BeiGene's Leading China-Inclusive Development Platform



## Leveraging China with a Worldwide Platform



- **3,000+** employees, 10 offices, 4 continents; trials in 34 countries and regions
- **27** Phase 3 or potentially registration-enabling trials ongoing; initiated **12 global China-inclusive pivotal studies**
- Trials driven by global development team in China, the U.S., EU and Australia
- Zanubrutinib MCL application to U.S. FDA included patients from China, U.S., EU, Korea, and Australia

## Scaled Clinical Team of 1,000+ with Over 60% in China



- One of the largest oncology-focused clinical development teams in China
- **40+** clinical trials initiated in China
- **4,000+** patients enrolled in the last 3 years
- Close to **400** principal investigators and **200** hospitals participating in BeiGene studies

## Highest Commitment to Patients, Quality, and Compliance



- **All study elements built to global standards:** trial design, drug sourcing, trial conduct, data collection and analysis
- **FDA acceptance of zanubrutinib MCL filing** based on high quality data package of global and Chinese studies
- Tislelizumab clinical and launch supply manufactured by Boehringer Ingelheim

# BeiGene's Portfolio Is at an Inflection Point

## Significant upcoming news flow expected from internal pipeline over next 14 months

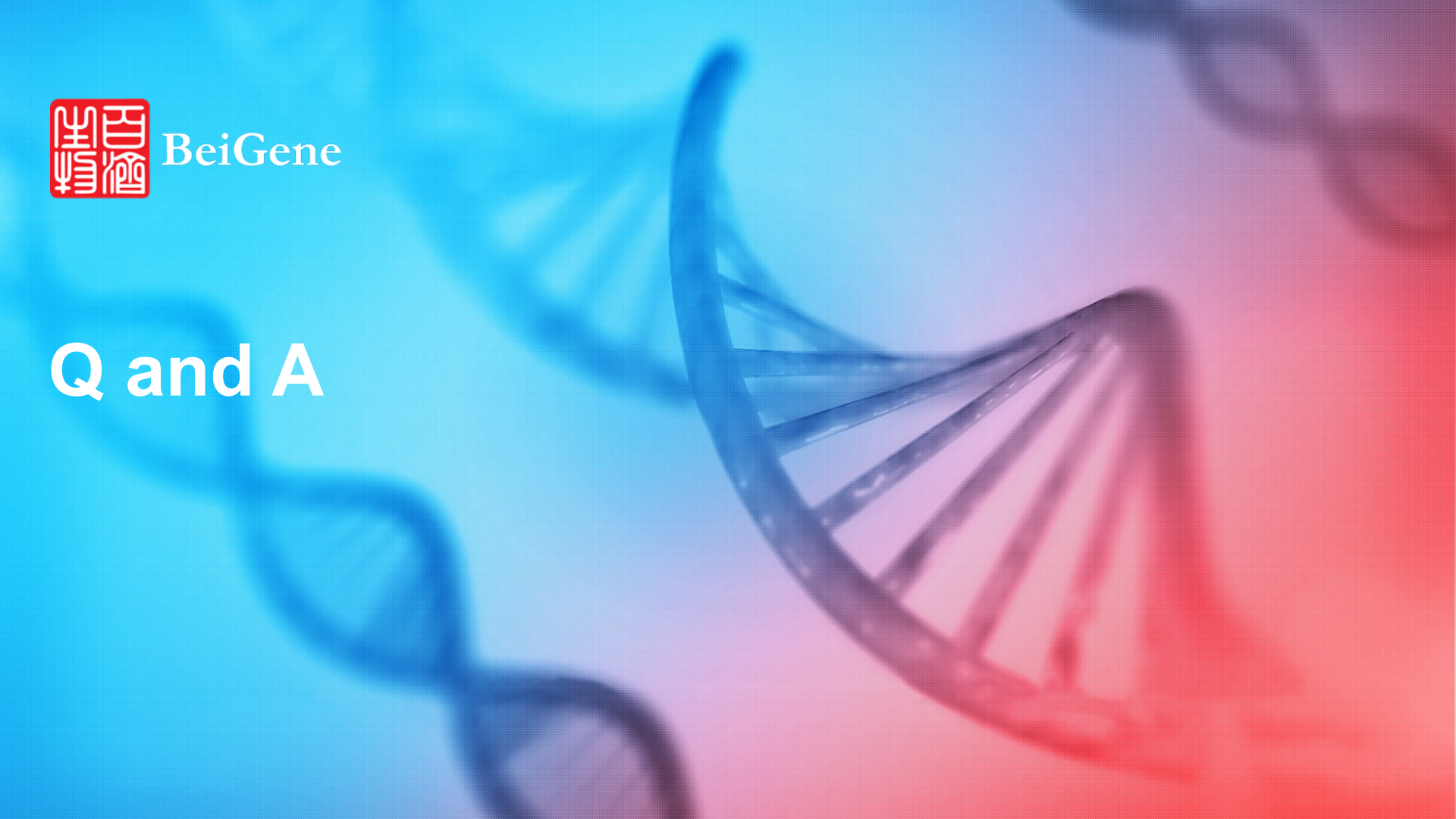
- **Regulatory decisions on 5 NDA filings for 2 compounds and potential launches**
  - US FDA decision on zanubrutinib in mantle cell lymphoma (MCL), PDUFA date February 27, 2020
  - China NMPA decision on zanubrutinib in MCL and chronic lymphocytic leukemia/small lymphocytic lymphoma (CLL/SLL) (expected 1H:20)
  - China NMPA decision on tislelizumab for relapsed/refractory (R/R) classical Hodgkin's lymphoma (expected 2019) and urothelial carcinoma (expected 2020)
- **Readouts from up to 10 Phase 3 or potentially registration-enabling Phase 2 trials before YE2020**
  - Head-to-head Phase 3 trial of zanubrutinib vs ibrutinib in Waldenstrom's Macroglobulinemia (ASPEN) read out expected by YE2019
  - Zanubrutinib Phase 3 in 1L CLL/SLL (vs. BR) read out as early as 2020
  - Tislelizumab Phase 3 / pivotal data in major solid tumors including:
    - 1L Squamous NSCLC (expected late 2019 or 2020), 1L Non-squamous NSCLC (expected 2020), 2/3L HCC (expected late 2019 or 2020)
  - Pamiparib Phase 3 and pivotal Phase 2 data in ovarian cancer patients in China (expected 2020)





BeiGene

# Q and A







BeiGene

Thank you