

The logo consists of a white, stylized mountain range with sharp peaks and valleys, centered over the background image of a real mountain range.

# EVEREST MEDICINES

**Approval of Trodelvy® in China for Second-Line Metastatic Triple-Negative Breast Cancer**

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## TODAY'S SPEAKERS

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Kerry L. Blanchard, MD PhD  
Chief Executive Officer



Ian Woo, MBA  
President and Chief Financial Officer



Yong (Kevin) Guo  
Chief Commercial Officer

# APPROVAL OF TRODELVY® IN CHINA FOR 2L+ MTNBC



Approval on June 10, 2022

FIRST and ONLY  
Approved TROP-2 ADC in  
China



Commercial launch in  
Q4 2022

*Note: The TRODELVY trademark in this presentation is used under license from Gilead Sciences, Inc.*

# SACITUZUMAB GOVITECAN IS A FIRST-IN-CLASS TROP-2-TARGETED ADC

- Trodelvy is the **first FDA-approved and NMPA-approved antibody-drug conjugate (ADC)** that targets the **Trop-2** antigen, and the **first ADC approved by FDA** specifically for the treatment of **2L+ metastatic TNBC** and FDA also granted **accelerated approval** for the treatment of **metastatic urothelial cancer**.
- Gilead and Everest are conducting an **extensive set of clinical trials** for Trodelvy across solid tumors.



Indication	Phase 1	Phase 2	Phase 3	Filed
2L mTNBC (ASCENT)	Approved in US, EU, Australia, Canada, UK, and Switzerland			
HR+/HER2- mBC (TROPiCS-02)	Phase 3			
2L mUC (TROPiCS-04)	Phase 3 (Accelerated approval in US)			
1L NSCLC	Phase 3			
Basket Trial (TROPiCS-03)	Phase 2			
1L mTNBC (PD-L1-) (ASCENT-03)	Phase 3			
2-3L NSCLC	Phase 3			
1L mTNBC (PD-L1+) (ASCENT-04)	Phase 3			



Indication	Phase 1	Phase 2	Phase 3	Filed
2L mTNBC	Approved in Singapore and China, filed in Taiwan, South Korea			
HR+/HER2- mBC	Phase 3			
2L mUC	Phase 3			
1L NSCLC	Phase 3			
Asia basket trial (Cervical, Esophagus, Gastric)	Phase 2			

 Active trial
  Planned trial



# PIVOTAL STUDY RESULTS OF SACITUZUMAB GOVITECAN IN METASTATIC TNBC

The ASCENT study is a global, open-label, randomized **Phase 3** study that enrolled more than **500 patients across 230 study locations**. The study evaluated the efficacy and safety of Trodelvy compared with a single-agent chemotherapy of the physician's choice in patients with unresectable, locally advanced or metastatic TNBC who had received at least two prior systemic treatments.



## ASCENT result highlight<sup>2</sup>

### Median Progression-Free Survival (HR=0.39, p<0.0001)



### Median Overall Survival (HR=0.48, p<0.0001)



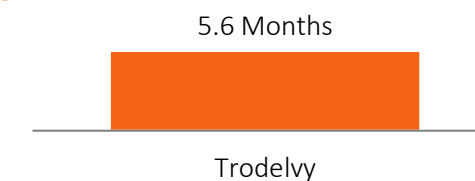
### Overall Response Rate



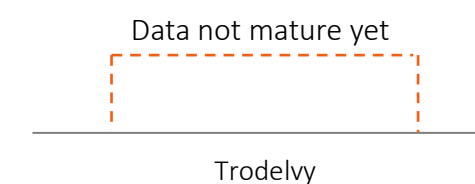
EVER-132-001 is a single-arm, multi-center **Phase 2b** registrational study evaluating sacituzumab govitecan in **80 patients** enrolled in **China** for the treatment of mTNBC. The results demonstrated an **ORR numerically higher than** the global ASCENT trial. The safety profile was similar to that reported in prior studies, and **no new safety signals were identified**.

## EVER-132-001 result highlight

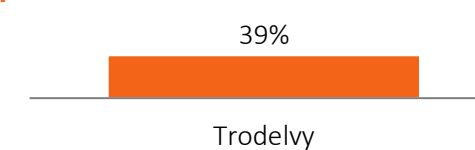
### Median Progression-Free Survival



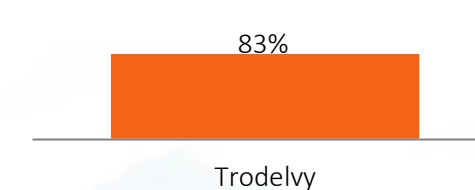
### Median Overall Survival



### Overall Response Rate



### Disease Control Rate



Source: Immunomedics investor presentation, Frost & Sullivan.

<sup>1</sup> Treatment of physician's choice: eribulin, capecitabine, gemcitabine, and vinorelbine.

<sup>2</sup> Overall population excluded brain metastatic patients.

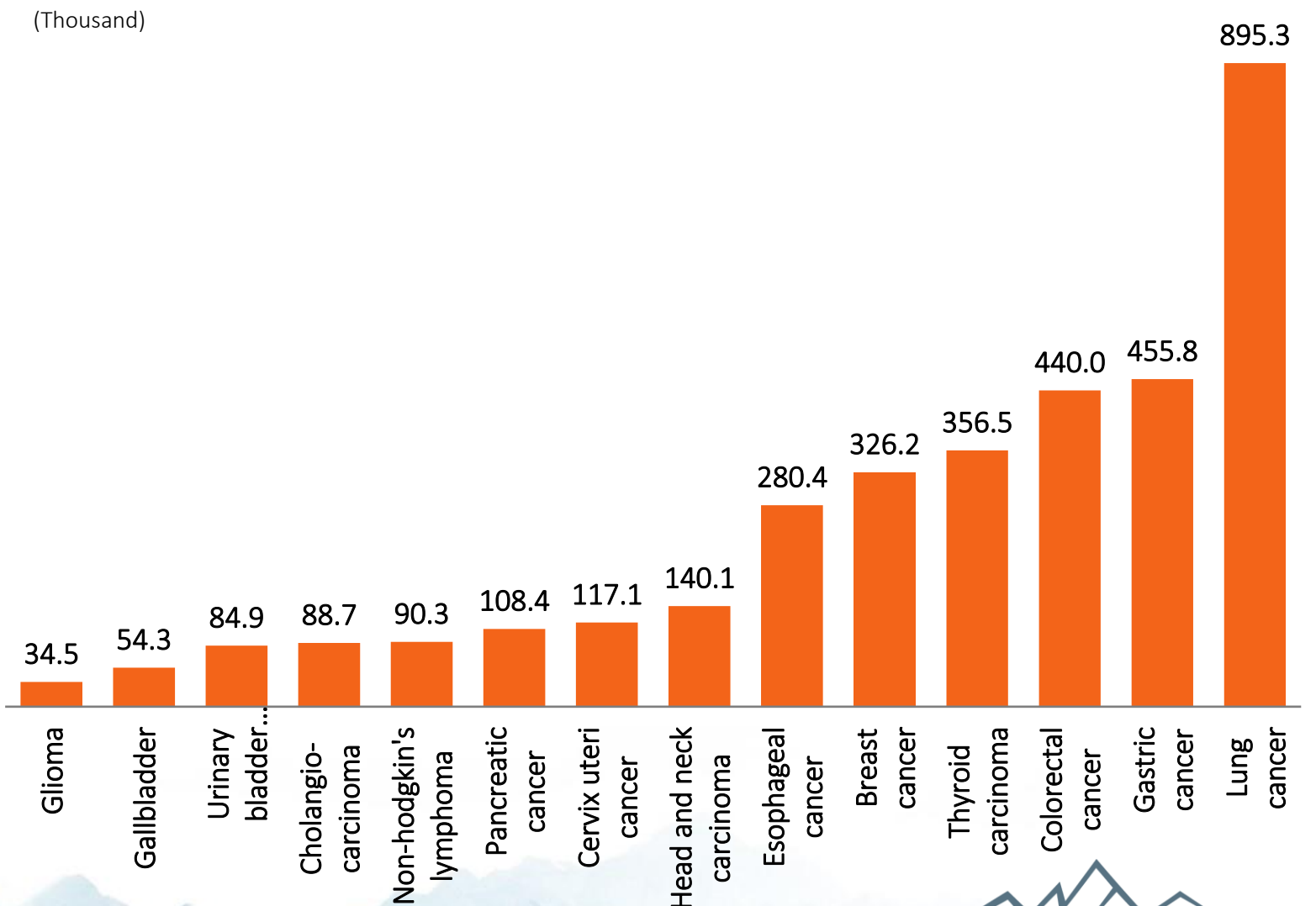


# LARGE MARKET OPPORTUNITY IN OUR INITIAL INDICATIONS OF FOCUS, SUBSTANTIAL UPSIDE POTENTIAL IN BROAD RANGE OF TUMOR TYPES THAT EXPRESS TROP-2

➤ Incidences of TNBC, UC, HR+/HER2- BC, NSCLC, esophagus, gastric and cervical in China in 2019

TNBC ASCENT / Ever 132-001	48.9k
UC TROPiCS-04	76.4k
HR+/HER2- BC TROiCS-02 / Ever 132-002	195.7k
NSCLC Phase 3 Planned	761.0k
Esophagus, Gastric, Cervical Phase 2 basket trial	853.3k

➤ Incidences of cancer with TROP-2 overexpression is over 3.5 million, accounting for ~ 80% of all cancer incidences in China in 2019



<sup>1</sup> Source: Frost & Sullivan.

## CORE STRATEGIES TO LAUNCH TRODELVY®



Establish Trodelvy as standard of care in 2L+ mTNBC

- Build **HCP advocacy** through academic and multi-channel education
- Establish **close partnership** with medical association to enhance **clinical confidence**
- Conduct **patient education**, increase **disease awareness**, and build **brand image**



Optimize market access

- Generate **value evidence** for **reimbursement negotiation**
- Explore **innovative payment**
- Drive **private insurance** listing
- Establish partnership and build **access eco-system**

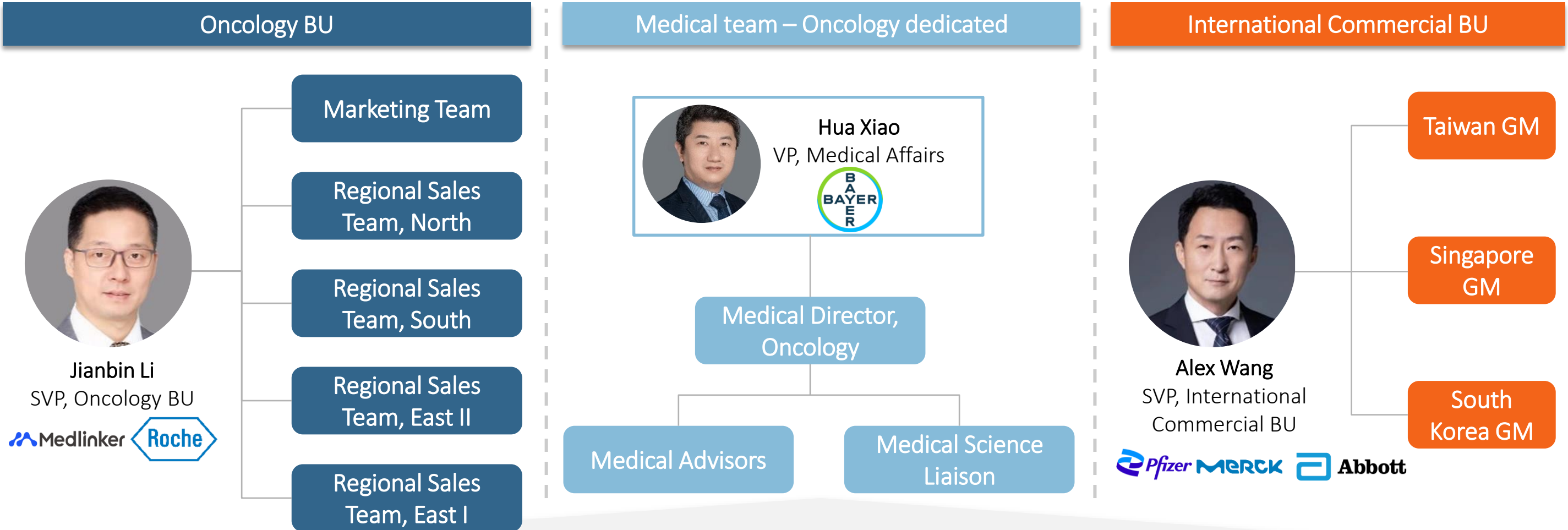


Generate meaningful local post-approval evidence

- Build **scientific partnerships** with KOLs
- Identify AOI and generate **high quality local data**, and collect real world data post approval
- Support **journal publication** and **treatment guideline update**



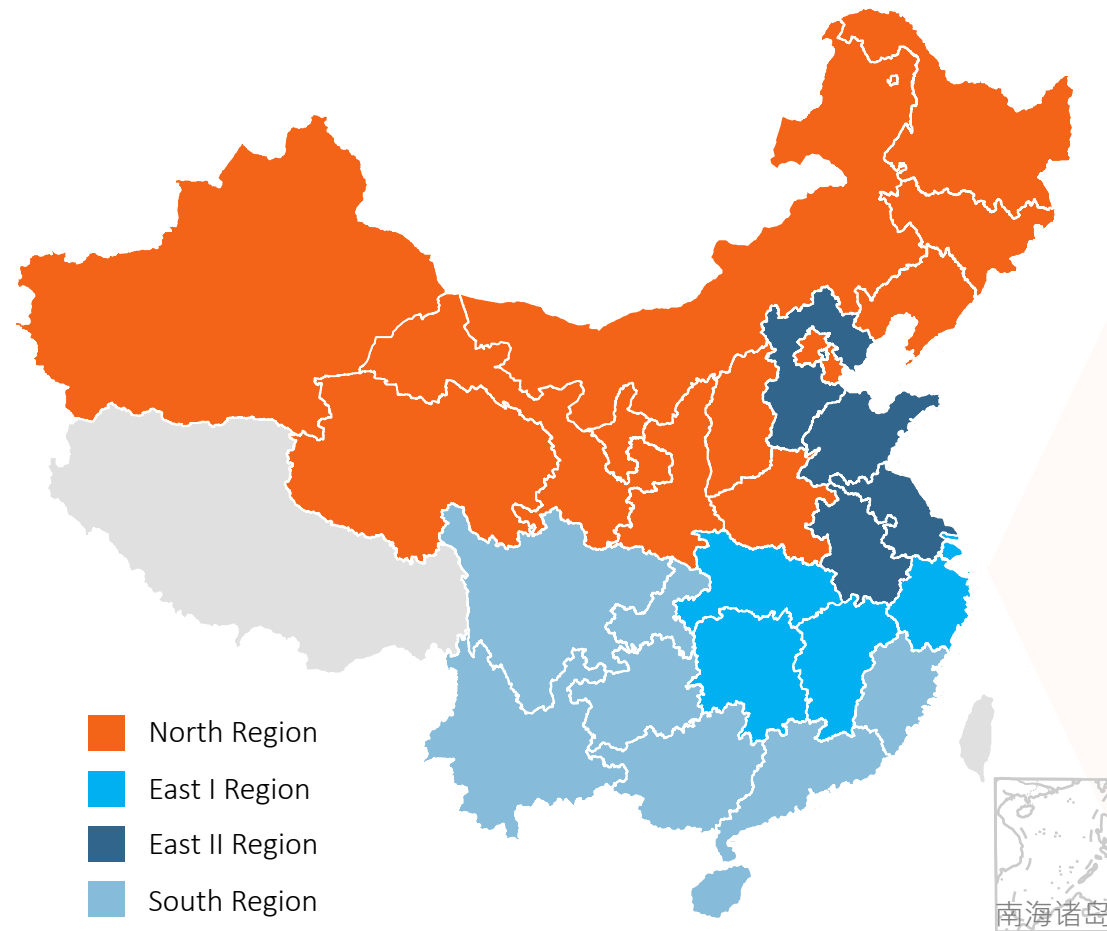
# INDUSTRY-LEADING ONCOLOGY COMMERCIAL TEAM IN PLACE



**Shared Functions**

- Feng Sheng**, SVP, Market Access (Gilead, Roche logos)
- Frank Fan**, SVP, Distribution and KA (AstraZeneca, Allergan, Roche logos)
- Vivian Li**, VP, Commercial Excellence (Lilly, Abbott, AstraZeneca logos)
- EJ Jiang**, Senior Director, Strategic Planning & Operation (Roche, Genentech logos)

# OUR COVERAGE PLAN IN MAINLAND CHINA FOR TRODELVY AT LAUNCH



- ~35 FTEs are on board in Oncology BU (central & regional marketing managers, regional and district/area sales managers)
- ~19 medical affairs and medical science liaison managers dedicated for oncology are on board
- ~90% of team has MNC breast cancer experience



- ~250 FTEs including sales force in Oncology BU at launch
- Sales force to be further expanded with line extensions (i.e., HR+/HER2- mBC and mUC) and improved access environment



- Covering ~700 hospitals
- Including 50+ cancer hospitals and ~650 general hospitals



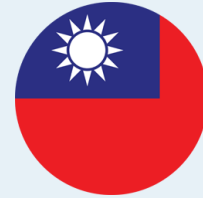
30 provinces and 266 cities coverage



Representing ~80% of potential breast cancer market potential

# BUILDING INTERNATIONAL COMMERCIAL PRESENCE

- Established offices in Seoul, Taipei and Singapore
- South Korea, Taiwan and Singapore market will be covered by Everest Own team



- General manager, market access, marketing, regulatory and medical affairs team already on board
- Will cover ~80 hospitals at launch
- ~95% potential breast cancer market



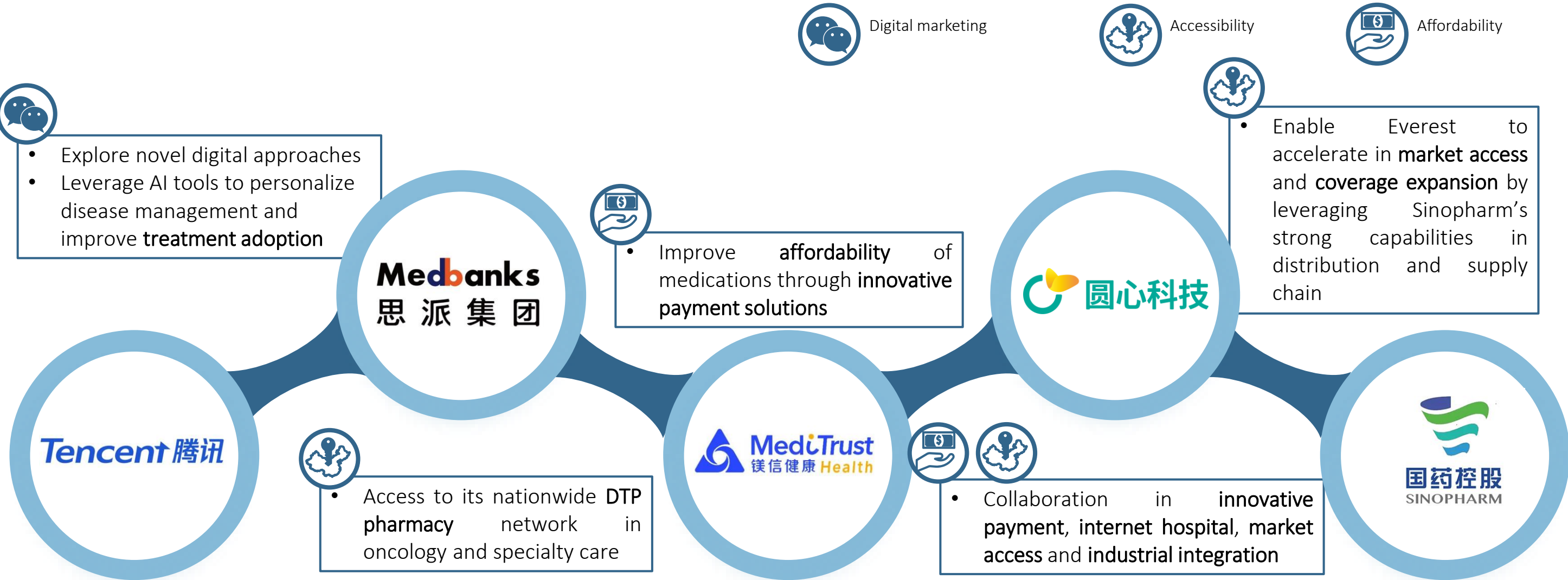
- General manager, marketing and key account team already on board
- Will cover ~10 hospitals at launch
- ~90% potential breast cancer market



- General manager, market access, marketing, regulatory and medical affairs team already on board
- Will cover ~40 hospitals at launch
- ~74% potential breast cancer market



# ESTABLISH STRATEGIC PARTNERSHIP AND BUILD ACCESS ECO-SYSTEM



# ACHIEVEMENTS OF PRE-LAUNCH EFFORTS OF TRODELVY®

## AB Meeting



## Treatment Guideline Inclusion

- 2022 Triple Negative Breast Cancer Consensus in Taiwan
- CSCO Breast Cancer Guideline (2022) in China
- CBCS Breast Cancer Guideline (2021) in China
- 2020 Guidelines for the Standardized Diagnosis and Treatment of Advanced Breast Cancer in China

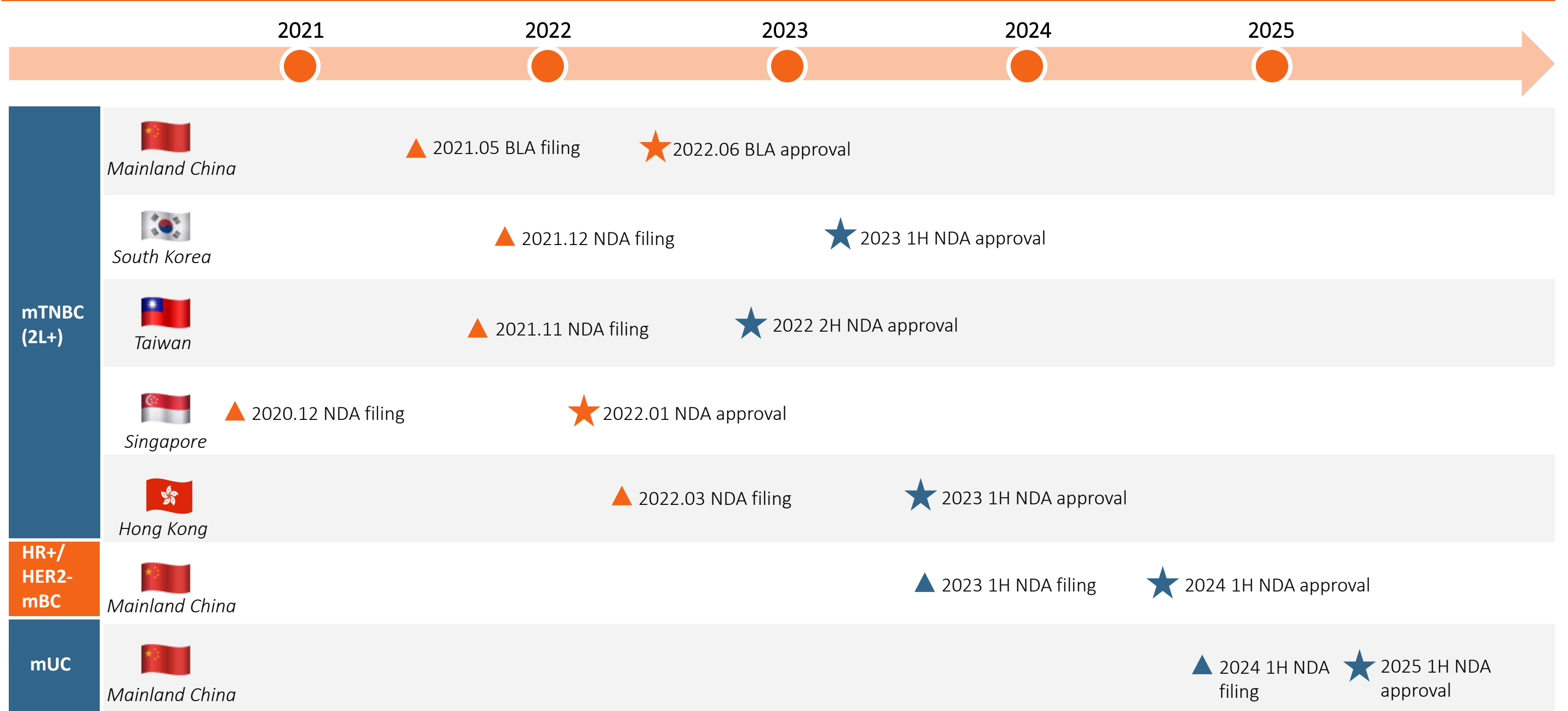
## HCP education and medical society engagement



## Omnichannel Communication



# TRODELVY® REGULATORY TIMELINE



★▲ Achieved    ★▲ Expected





# Q&A