



# Pharming Group N.V. Full Year 2022 Financial Results

March 16, 2023

NASDAQ: PHAR | Euronext Amsterdam: PHARM



*This press release may contain forward-looking statements. Forward-looking statements are statements of future expectations that are based on management's current expectations and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance, or events to differ materially from those expressed or implied in these statements. These forward-looking statements are identified by their use of terms and phrases such as "aim", "ambition", "anticipate", "believe", "could", "estimate", "expect", "goals", "intend", "may", "milestones", "objectives", "outlook", "plan", "probably", "project", "risks", "schedule", "seek", "should", "target", "will" and similar terms and phrases. Examples of forward-looking statements may include statements with respect to timing and progress of Pharming's preclinical studies and clinical trials of its product candidates, Pharming's clinical and commercial prospects, and Pharming's expectations regarding its projected working capital requirements and cash resources, which statements are subject to a number of risks, uncertainties and assumptions, including, but not limited to the scope, progress and expansion of Pharming's clinical trials and ramifications for the cost thereof; and clinical, scientific, regulatory and technical developments. In light of these risks and uncertainties, and other risks and uncertainties that are described in Pharming's 2021 Annual Report and the Annual Report on Form 20-F for the year ended December 31, 2021, filed with the U.S. Securities and Exchange Commission, the events and circumstances discussed in such forward-looking statements may not occur, and Pharming's actual results could differ materially and adversely from those anticipated or implied thereby. All forward-looking statements contained in this press release are expressly qualified in their entirety by the cautionary statements contained or referred to in this section. Readers should not place undue reliance on forward-looking statements. Any forward-looking statements speak only as of the date of this press release and are based on information available to Pharming as of the date of this release. Pharming does not undertake any obligation to publicly update or revise any forward-looking statement as a result of new information, future events or other information*



**Sijmen de Vries, MD**  
Chief Executive Officer



**Anurag Relan, MD**  
Chief Medical Officer



**Jeroen Wakkerman**  
Chief Financial Officer



**Sijmen de Vries, MD**  
Chief Executive Officer

## Introduction





**One commercialized asset:**  
RUCONEST® (rhC1INH) for the  
treatment of acute hereditary  
angioedema (HAE)



**Commercialization reach:**  
active in over 30 markets,  
including the US, the EEA, the  
UK and MENA



**Anticipated approvals & launch of**  
leniolisib, a PI3K $\delta$  inhibitor in  
development for APDS, in 2023  
(FDA approval 1Q/launch 2Q,  
EMA CHMP opinion 2H)



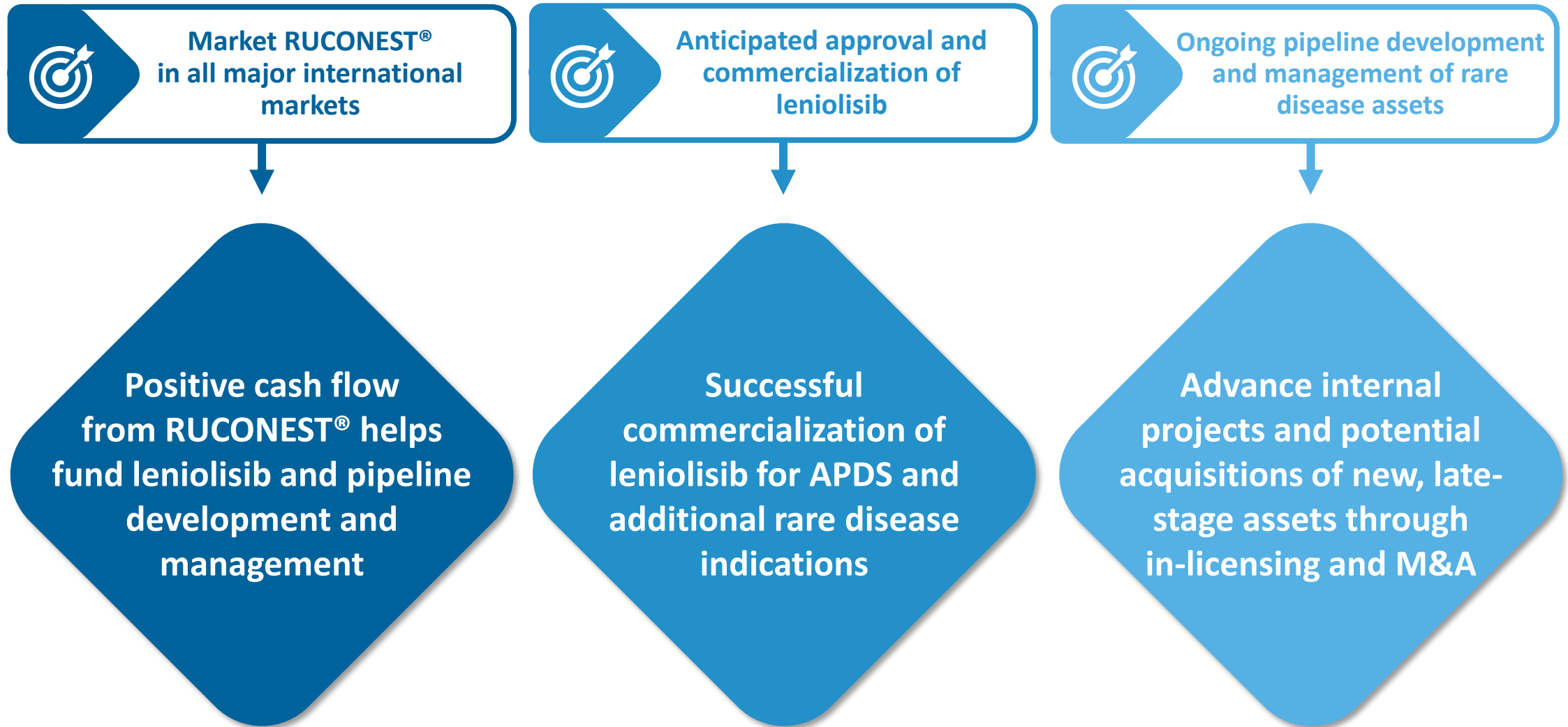
**Development of rare disease**  
pipeline and leniolisib/PI3K $\delta$   
for additional rare disease  
indications



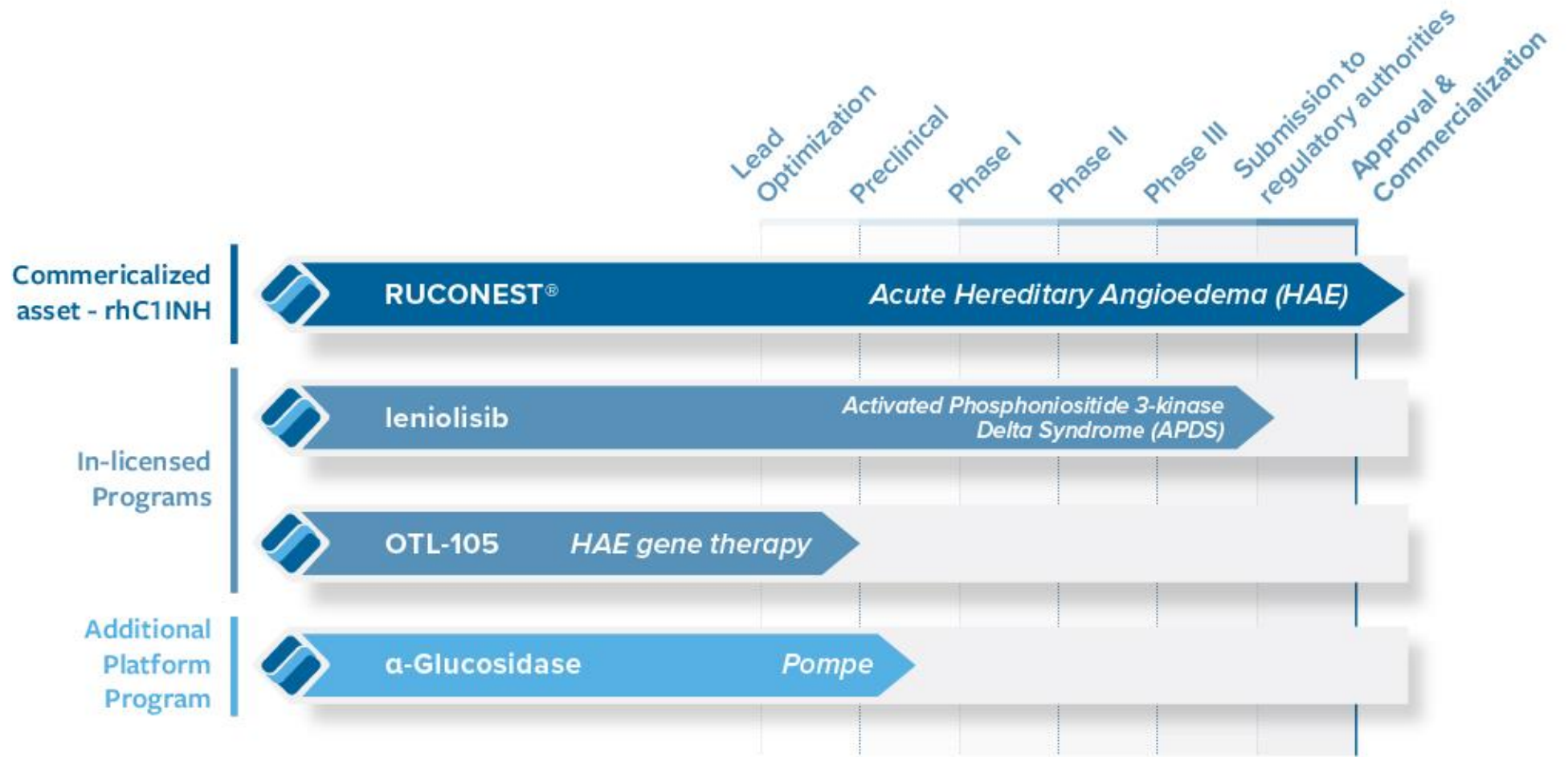
**Headquarters**  
Leiden, Netherlands (Global)  
Warren, New Jersey (US)



**EURONEXT Amsterdam:**  
PHARM (since 1999)  
**Nasdaq:** PHAR (since 2020)



# Pipeline of rare disease assets





RUCONEST® sales  
US\$205.6 million



Return to growth in 2022,  
+3% over 2021



The only recombinant treatment  
that targets the root cause of HAE  
by replacing missing or  
dysfunctional C1-INH



Well-tolerated and effective  
treatment option for acute  
hereditary angioedema (HAE) -  
including breakthrough attacks



Second most prescribed product  
detailed for acute attacks



97% of acute attacks needed just  
one dose of RUCONEST®<sup>1</sup>



93% of attacks were stopped with  
RUCONEST® for at least three days<sup>2</sup>



Patients are well managed and feel  
confident to administer treatment  
themselves<sup>3</sup>

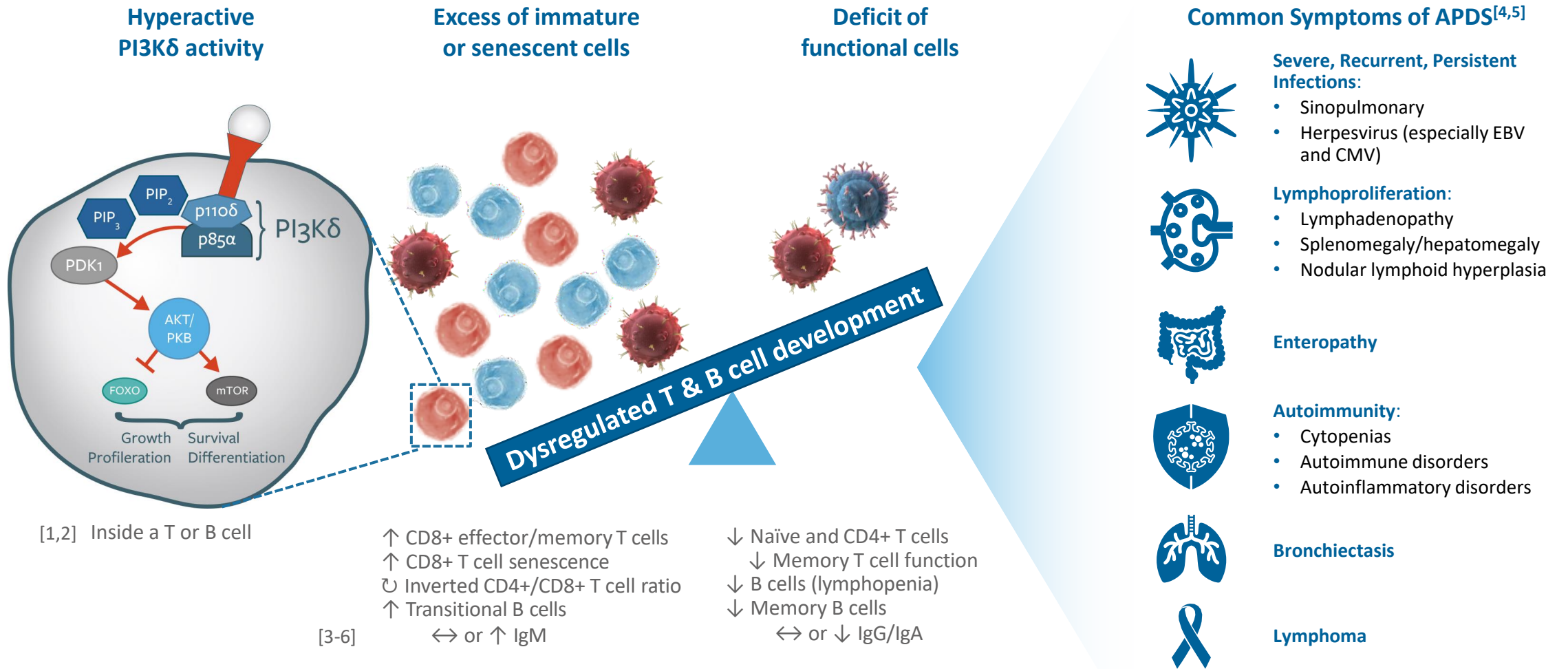




**Anurag Relan, MD**  
Chief Medical Officer  
**APDS, leniolisib**



# Genetic defect leads to PI3K $\delta$ hyperactivity, causing APDS symptoms



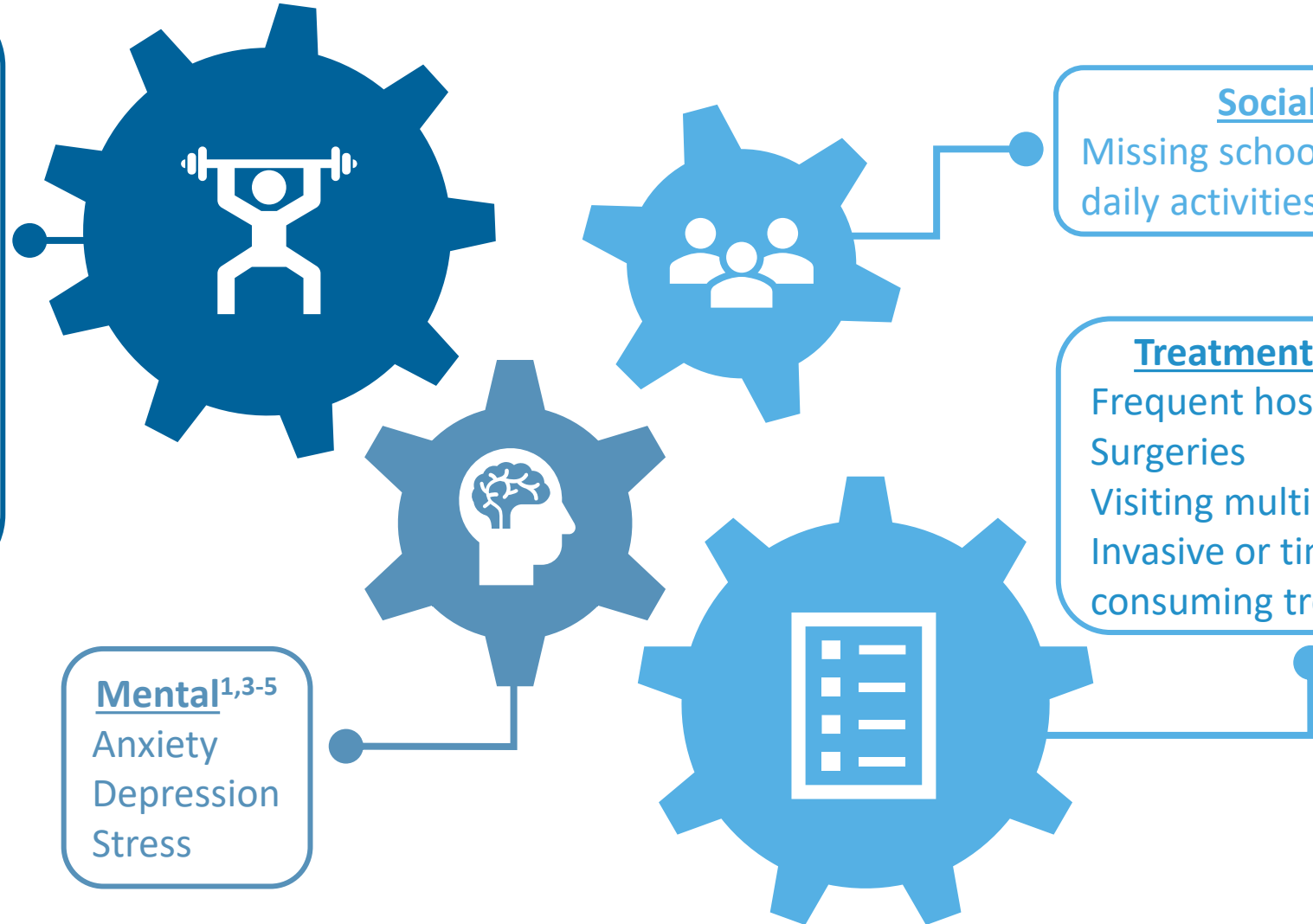
APDS, activated phosphoinositide 3-kinase  $\delta$  syndrome; CMV, cytomegalovirus; EBV, Epstein-Barr virus; FOXO, forkhead box O; Ig, immunoglobulin; PDK1, phosphoinositide-dependent protein kinase 1; PIP<sub>2</sub>, phosphatidylinositol 4,5-bisphosphate; PIP<sub>3</sub>, phosphatidylinositol 3,4,5-trisphosphate; PI3K $\delta$ , phosphoinositide 3-kinase  $\delta$ ; PKB, protein kinase B.

1. Fruman DA, et al. *Cell*. 2017;170(4):605-635. 2. Okkenhaug K, Vanhaesebroeck B. *Nat Rev Immunol*. 2003;3(4):317-330. 3. Lucas CL, et al. *Nat Immunol*. 2014;15(1):88-97. 4. Coulter TI, et al. *J Allergy Clin Immunol*. 2017;139(2):597-606. 5. Elkaim E, et al. *J Allergy Clin Immunol*. 2016;138(1):210-218. 6. Jamee M, et al. *Clin Rev Allergy Immunol*. 2020;59(3):323-333.

# APDS can impact many facets of life

## Physical<sup>1,2</sup>

Frequent infections  
Swollen glands  
Shortness of breath  
Coughing/wheezing  
Chest or joint pain  
Fatigue  
Inability to exercise  
Hearing loss  
Diarrhea  
Skin problems



## Social<sup>3,4</sup>

Missing school, work, or daily activities

## Treatment Burden<sup>1-4</sup>

Frequent hospitalizations  
Surgeries  
Visiting multiple doctors  
Invasive or time-consuming treatments

## Mental<sup>1,3-5</sup>

Anxiety  
Depression  
Stress

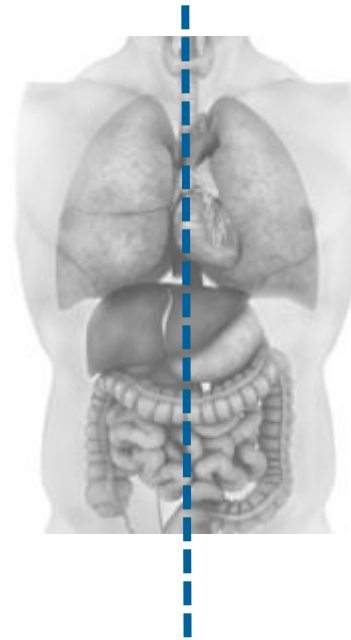
APDS, activated phosphoinositide 3-kinase  $\delta$  syndrome.

1. Coulter TI, et al. *J Allergy Clin Immunol.* 2017;139(2):597-606. 2. Elkaim E, et al. *J Allergy Clin Immunol.* 2016;138(1):210-218. 3. Rider NL, et al. *J Clin Immunol.* 2017;37(5):461-475.  
4. Jiang F, et al. *Allergy Asthma Clin Immunol.* 2015;11:27. 5. Kuburovic NB, et al. *Patient Prefer Adherence.* 2014;8:323-330.

## Current APDS Management<sup>1,2</sup>

### Immune Deficiency

- Antimicrobial prophylaxis
- Immunoglobulin replacement therapy



### Immune Dysregulation

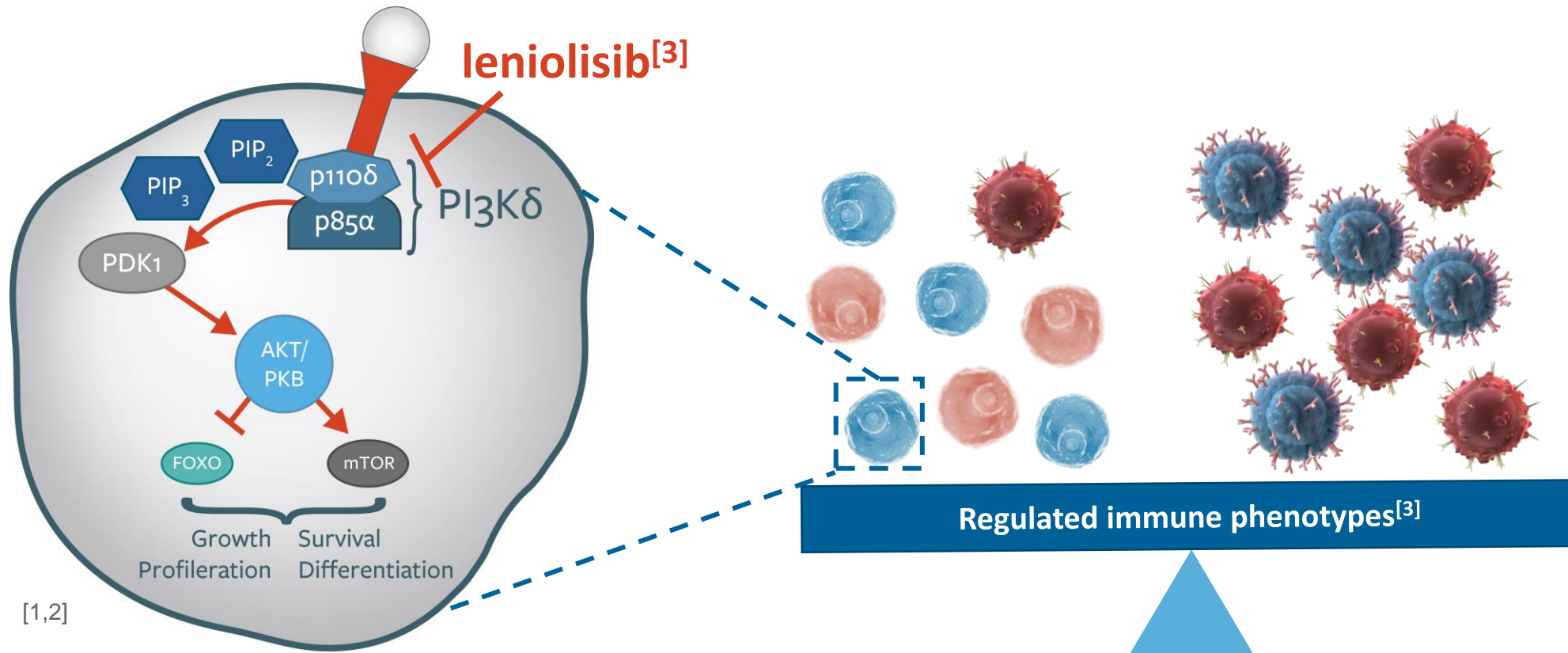
- Corticosteroids
- Other immunosuppressants
- mTOR inhibitors

*None of these therapies are FDA-approved for APDS treatment*

Hematopoietic stem cell transplant

APDS, activated phosphatidylinositol 3-kinase  $\delta$  syndrome; IRT, immunoglobulin replacement therapy; mTOR, mammalian target of rapamycin; PI, primary immunodeficiency; PIRD, primary immune regulatory disorder.

1. Coulter TI, et al. *J Allergy Clin Immunol.* 2017;139(2):597-606. 2. Elkaim E, et al. *J Allergy Clin Immunol.* 2016;138(1):210-218. 3. Chan AY, et al. *Front Immunol.* 2020;11:239. 4. Chinn IK, et al. *J Allergy Clin Immunol.* 2020;145(1):46-69.

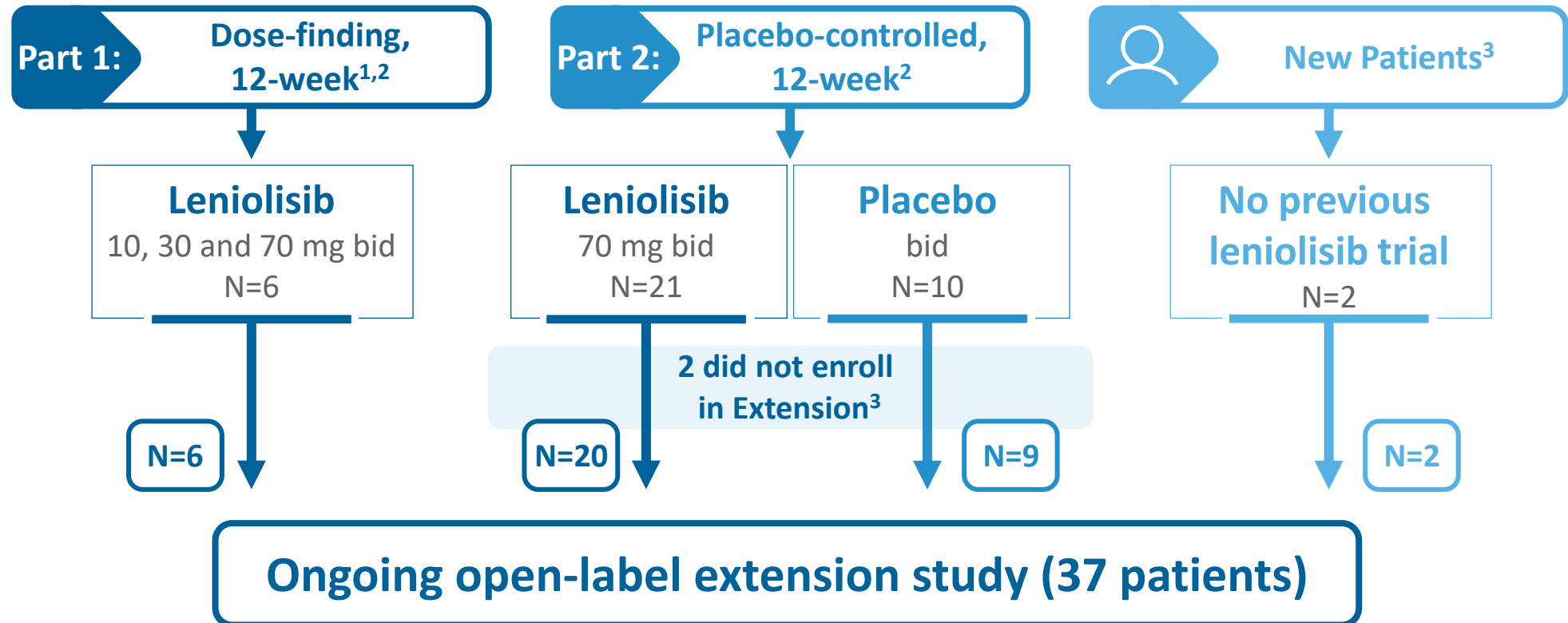


[1,2]

**Leniolisib balances PI3Kδ enzyme activity  
Addressing immune deficiency and dysregulation**

1. Fruman DA, et al. *Cell*. 2017;170(4):605-635. 2. Okkenhaug K, Vanhaesebroeck B. *Nat Rev Immunol*. 2003;3(4):317-330. 3. Rao VK, et al. *Blood*. 2017;130(21):2307-2316.

## Completed Ph2/3 DBPC Registrational Trial



Data cutoff: December 13, 2021

bid, twice a day.

1. Rao VK, et al. *Blood*. 2017;130(21):2307-2316. 2. NCT02435173. ClinicalTrials.gov. <https://clinicaltrials.gov/ct2/show/NCT02435173>. Updated August 10, 2022. Accessed August 18, 2022.

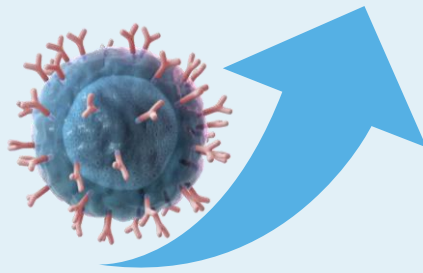
3. Data on file. Pharming Healthcare Inc. 2022. 4. NCT02859727. ClinicalTrials.gov. <https://clinicaltrials.gov/ct2/show/NCT02859727>. Updated July 25, 2022. Accessed August 18, 2022.

# Leniolisib clinical summary – RCT and long-term extension study

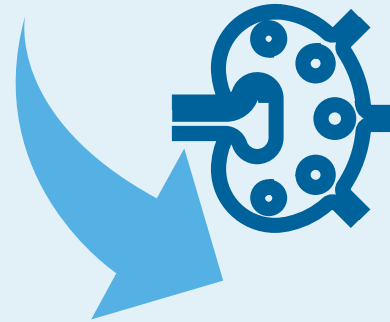
## Highly effective therapy addresses underlying cause of APDS

### Primary Outcomes

Increased  
naïve B cells



Decreased  
lymphadenopathy

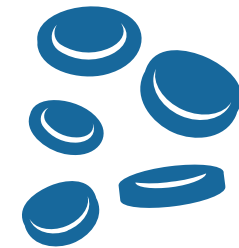


### Other Efficacy Outcomes

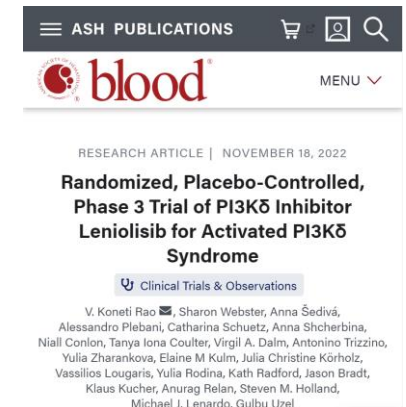
Decreased  
spleen size



Improved  
cytopenias

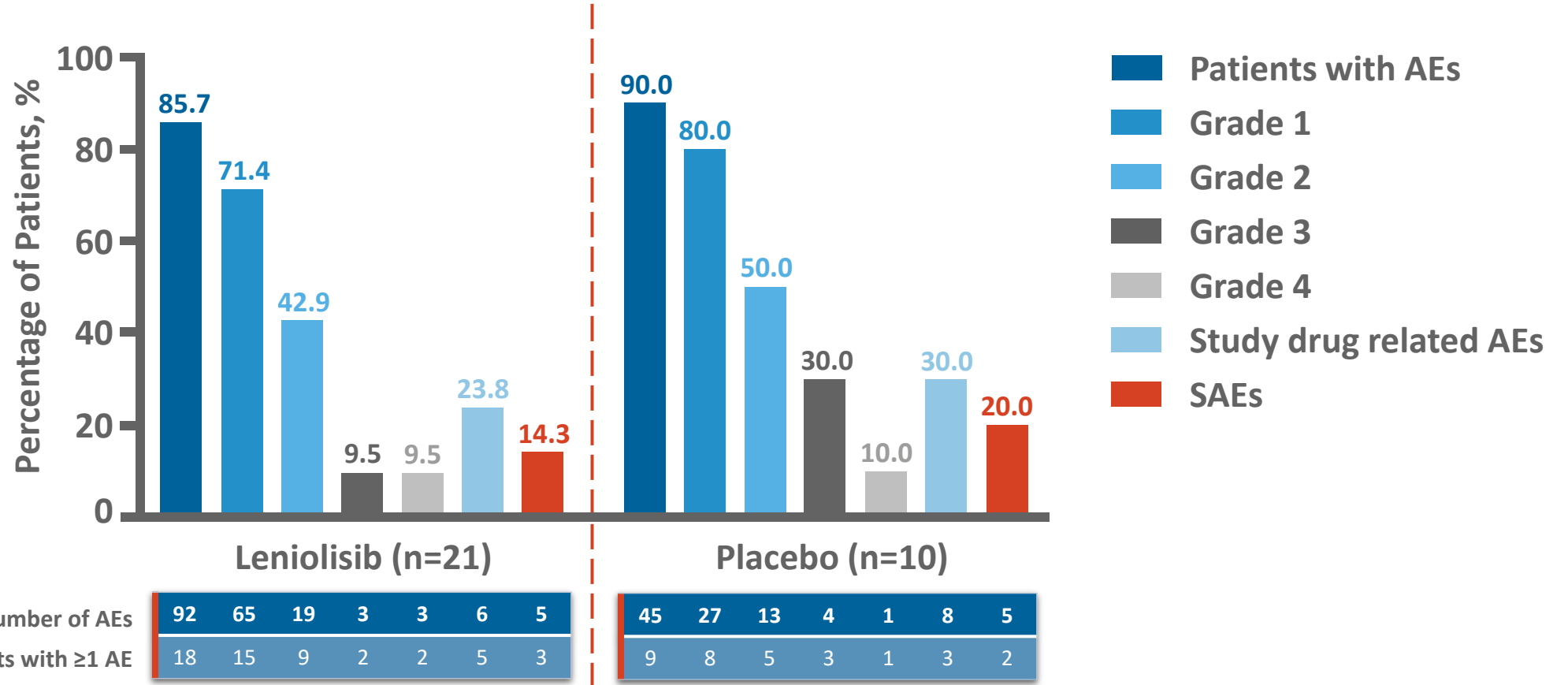


- ◆ Met both primary endpoints ( $p=0.0002$ ,  $p=0.0006$ ) indicating correction of immune dysregulation
- ◆ Long-term leniolisib administration was well-tolerated in patients with APDS (median exposure 2 years)
- ◆ Extension study interim analysis demonstrated durability of efficacy results, including continued improvement in lymphoproliferation and multilineage cytopenias
- ◆ Reductions in infection rates ( $p=0.004$ ) with each additional year of leniolisib treatment, despite concomitant reduction in immunoglobulin replacement therapy



64th ASH Annual Meeting and Exposition | 2022  
New Orleans, LA

# Safety Data from RCT: Leniolisib was well-tolerated



- ◆ No deaths (grade 5 AEs) were reported
- ◆ No AEs led to discontinuation of study treatment

- ◆ No SAEs were related to study treatment, and the incidence of SAEs was lower in the leniolisib group than the placebo group

CTC were used to determine AE grade. If CTC-AE grading did not exist for an AE, the following definitions were used: 1, mild; 2, moderate; 3, severe; 4, life-threatening; 5, death. AEs, adverse events; CTC, Common Toxicity Criteria; SAEs, serious adverse events. Data on file. Pharming Healthcare Inc. 2022.



Market opportunity with an estimated  
**~1,500 APDS patients\***

>500 patients identified by Pharming  
to date

(as of December 2022 for Australia, Canada, Europe, Japan, US, UK)

Partnership with **Invitae** – a compressive genetic  
platform – used to find APDS patients in the US



Disease educators and patient finders –  
experience in finding patients with rare,  
ultra-rare diseases

All about **APDS**  
Activated PI3K Delta Syndrome



Strong presence by Pharming and clinical  
collaborators at well-regarded conferences



\*Size based on population and available literature (1-2 patients per million)

# Regulatory status: on track for approvals in major markets



USA



EEA



UK



SEP 28  
2022

Announced FDA accepted NDA filing with Priority Review for adults and adolescents aged 12 and older



JAN 6  
2022

Positive EMA decision on Pediatric Investigation Plan (PIP) for leniolisib



APR 6  
2022

MHRA grants PIM designation for patients 1 year to <18 years of age



OCT 1  
2022

ICD-10-CM (US CDC) reimbursement code for APDS took effect



AUG 1  
2022

Announced EMA Accelerated Assessment granted for adults and adolescents ages 12+



2H23

Anticipated MHRA filing (follows ECDRP route, approval to follow)



MAR 29  
2023

Prescription Drug User Fee Act (PDUFA) approval date



OCT  
2022

MAA submitted to EMA and validated for Accelerated Assessment\*



1H23

Anticipated approval (1Q23) and commercialization (2Q23) of leniolisib

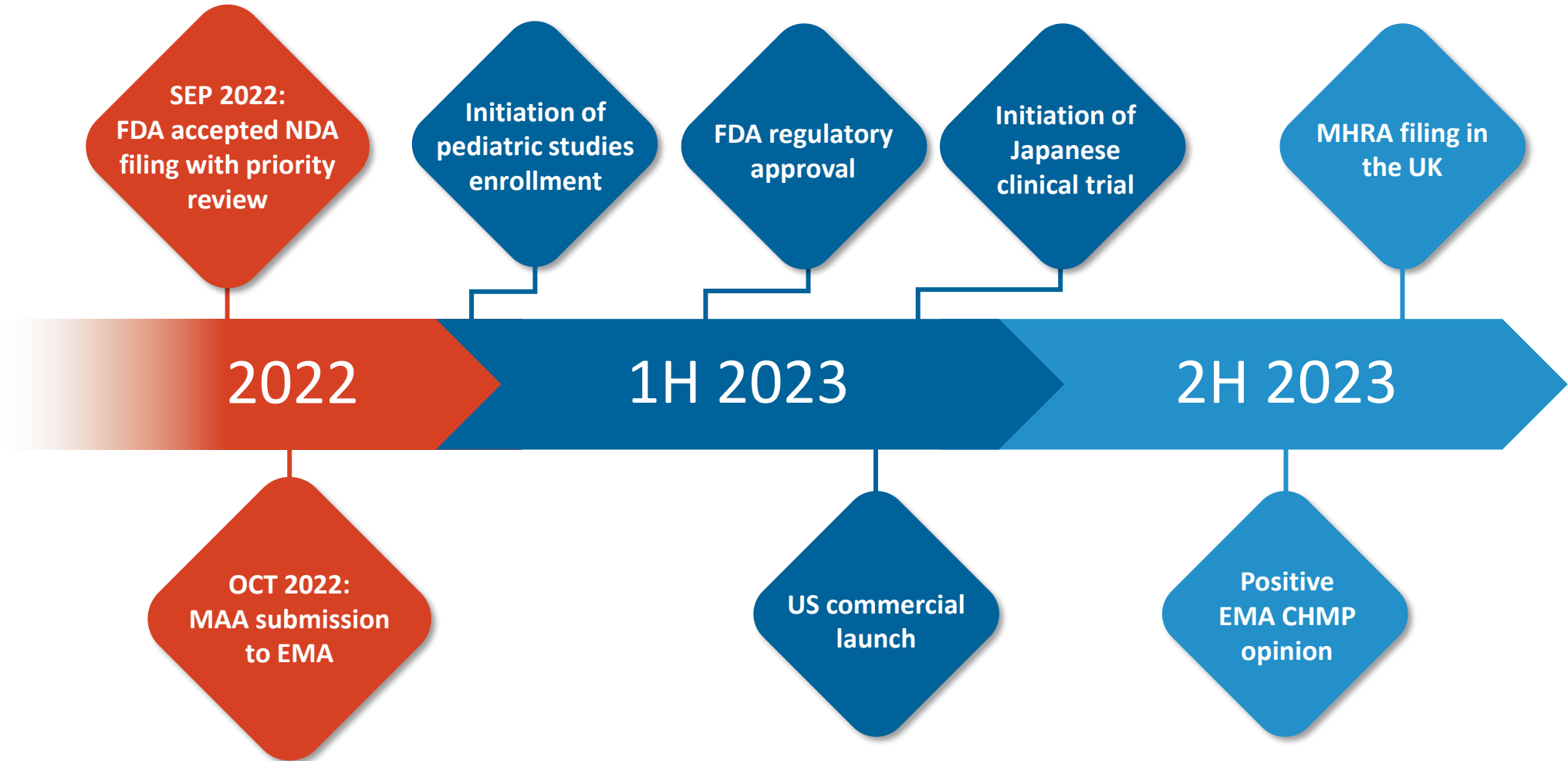


2H23

Anticipated EMA CHMP opinion (approval to follow ~2 months later)

\*Subsequently changed to standard timetable

# Anticipated milestones for leniolisib\*



\*These dates are not an assurance of future performance; they are based on current expectations and assumptions regarding the future of our business. Please refer to our Forward-looking Statement on slide 2 of this presentation.



**Jeroen Wakkerman**  
Chief Financial Officer

## Financials

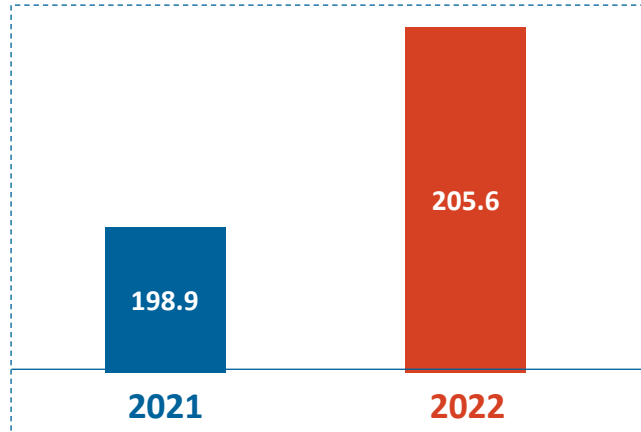


# Financial highlights: FY 2022 vs FY 2021

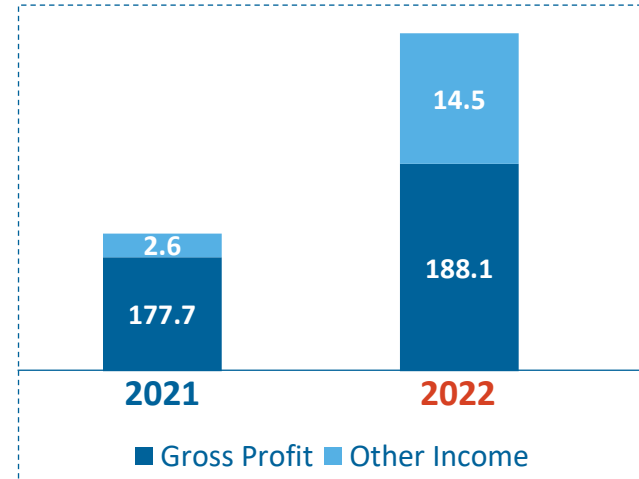


# Pharming grew sales & investments in leniolisib

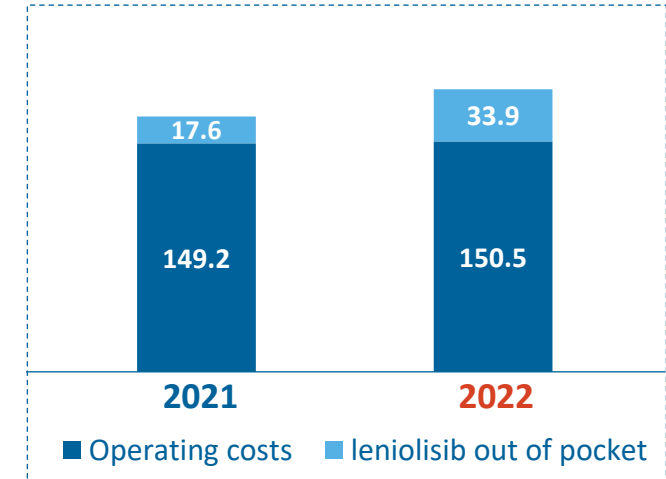
Revenue in US\$ million



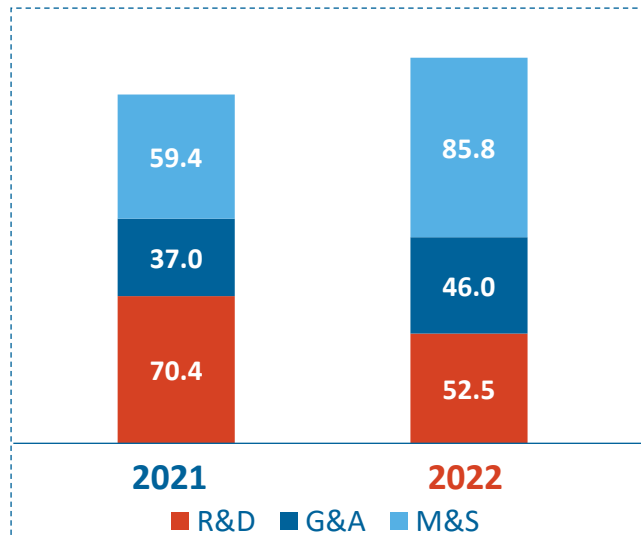
Gross Profit and Other Income in US\$ million



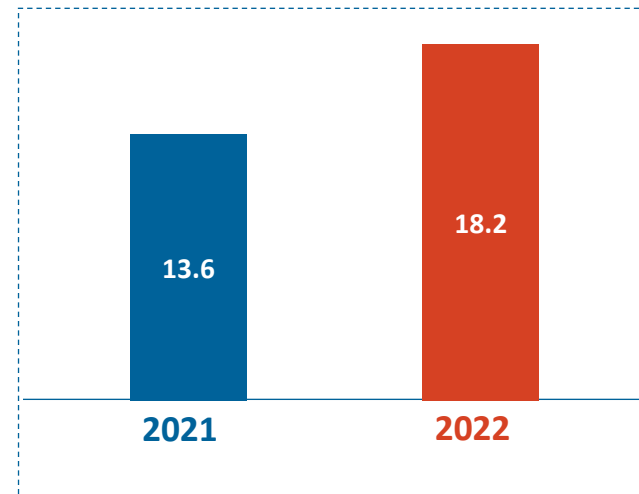
Operating costs in US\$ million



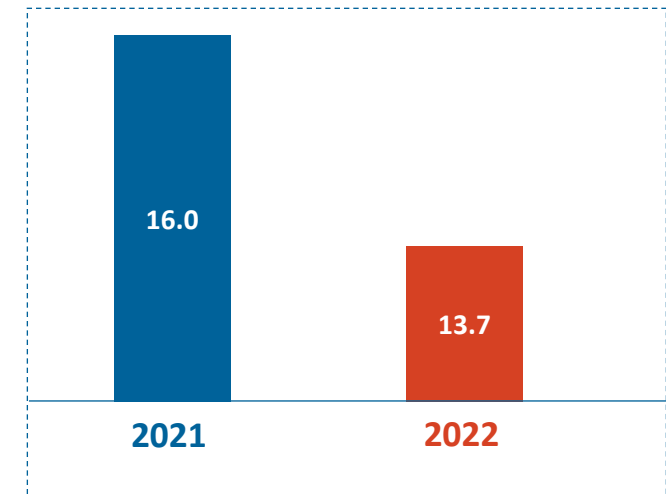
Cost category development in US\$ million



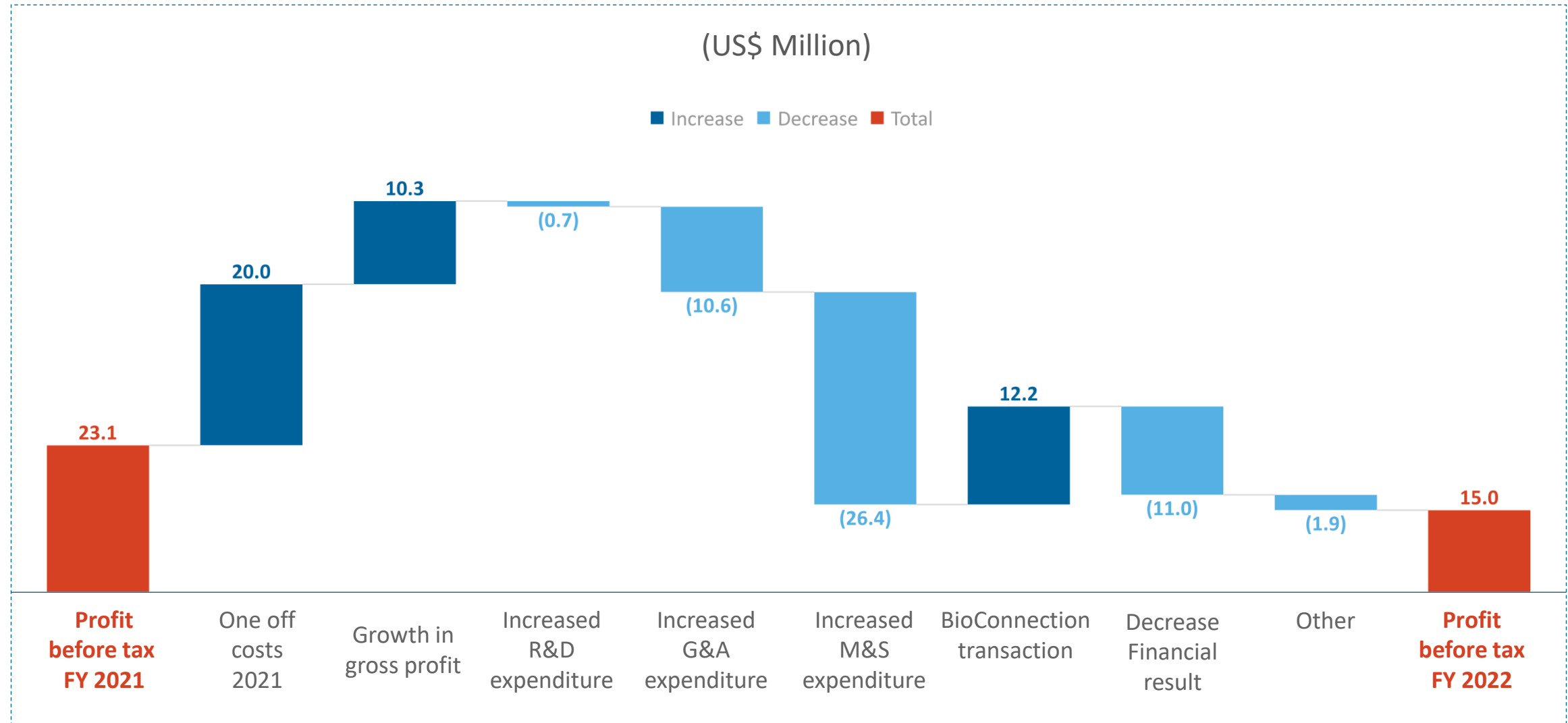
Operating Profit in US\$ million



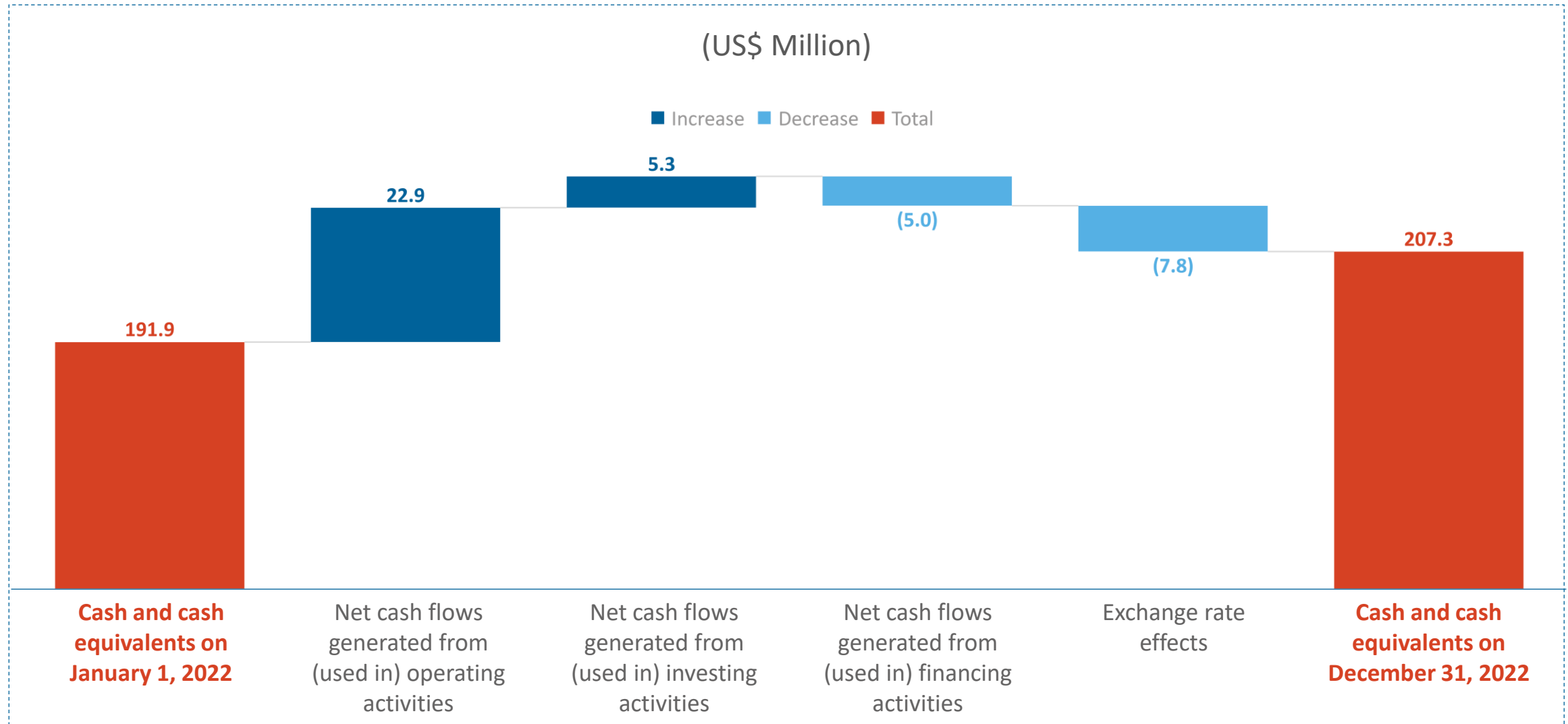
Net Profit in US\$ million



# FY 2022: Profit before tax Dec 31, 2021 – Dec 31, 2022



# FY 2022: Cashflow January 1, 2022 – December 31, 2022







Continued low, single digit growth RUCONEST® revenues



US FDA commercial approval 1Q 2023, US launch and commercialization 1H 2023\*



Positive CHMP opinion in 2H 2023, marketing authorization in Europe ~2 months later\*



File leniolisib with UK's MHRA following ECDRP route\*



To accelerate future growth, investments will continue to impact profits in 2023



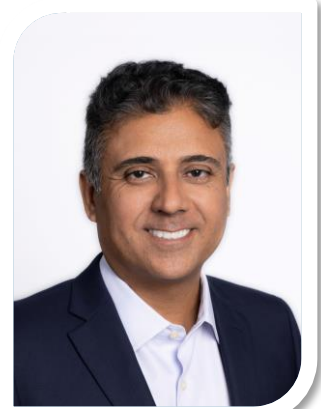
Further details on our plans to develop leniolisib in additional indications to be provided in 2H 2023



Investment and continued focus on potential acquisitions and in-licensing of new, late-stage development opportunities and assets in rare diseases



**Sijmen de Vries, MD**  
Chief Executive Officer



**Anurag Relan, MD**  
Chief Medical Officer



**Jeroen Wakkerman**  
Chief Financial Officer



This presentation, a recording and a transcript of this call will be made available on the company's website

[www.pharming.com](http://www.pharming.com) | [investor@pharming.com](mailto:investor@pharming.com)

NASDAQ: **PHAR** | EURONEXT Amsterdam: **PHARM**

Bloomberg: **PHAR.AS**



Pharming Group N.V.

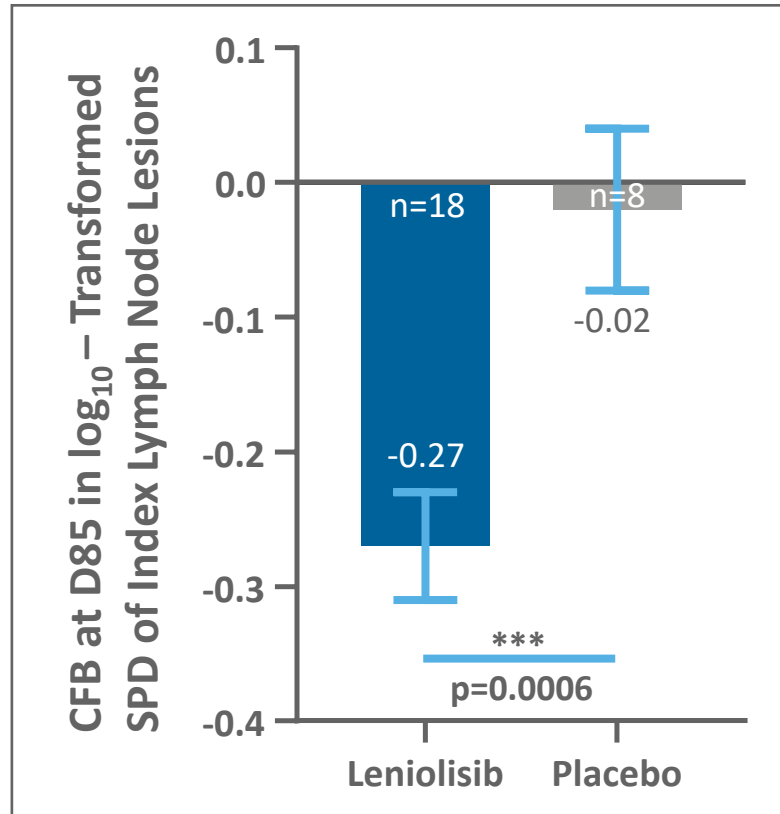
# Appendix

leniolisib clinical trial data



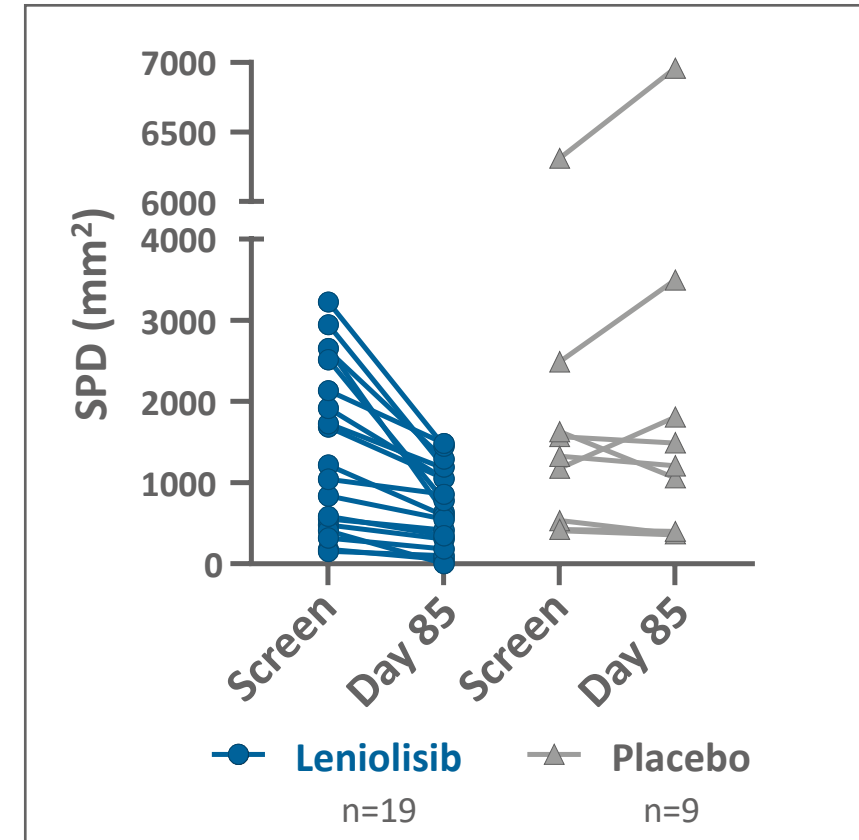
## Primary Outcome Analysis\*

Change from baseline in index lesions



## Individual Index Lesion Sizes

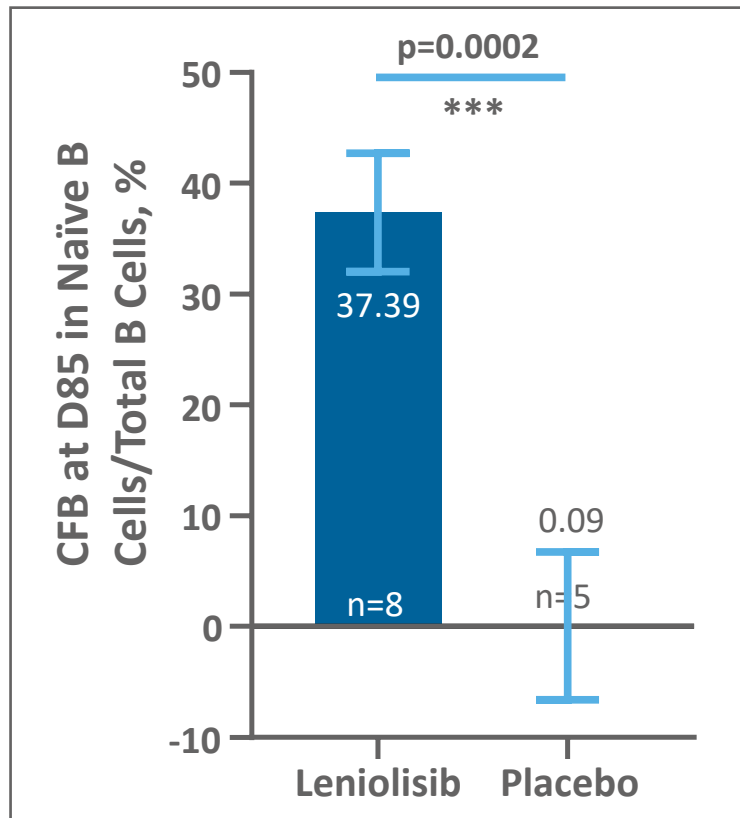
Safety analysis set



\*Data were analyzed using ANCOVA model with treatment as a fixed effect and  $\log_{10}$ -transformed baseline as a covariate. Use of glucocorticoids and IRT at baseline were both included as categorical (Yes/No) covariates. P-value is 2-sided. Least square means are graphed. Error bars are standard error of the mean. 4 patients from the 31 in the safety analysis were excluded from the PD analysis. An additional patient was excluded from the index lesion analysis because the baseline lung index had fully resolved (0 mm) by D85.

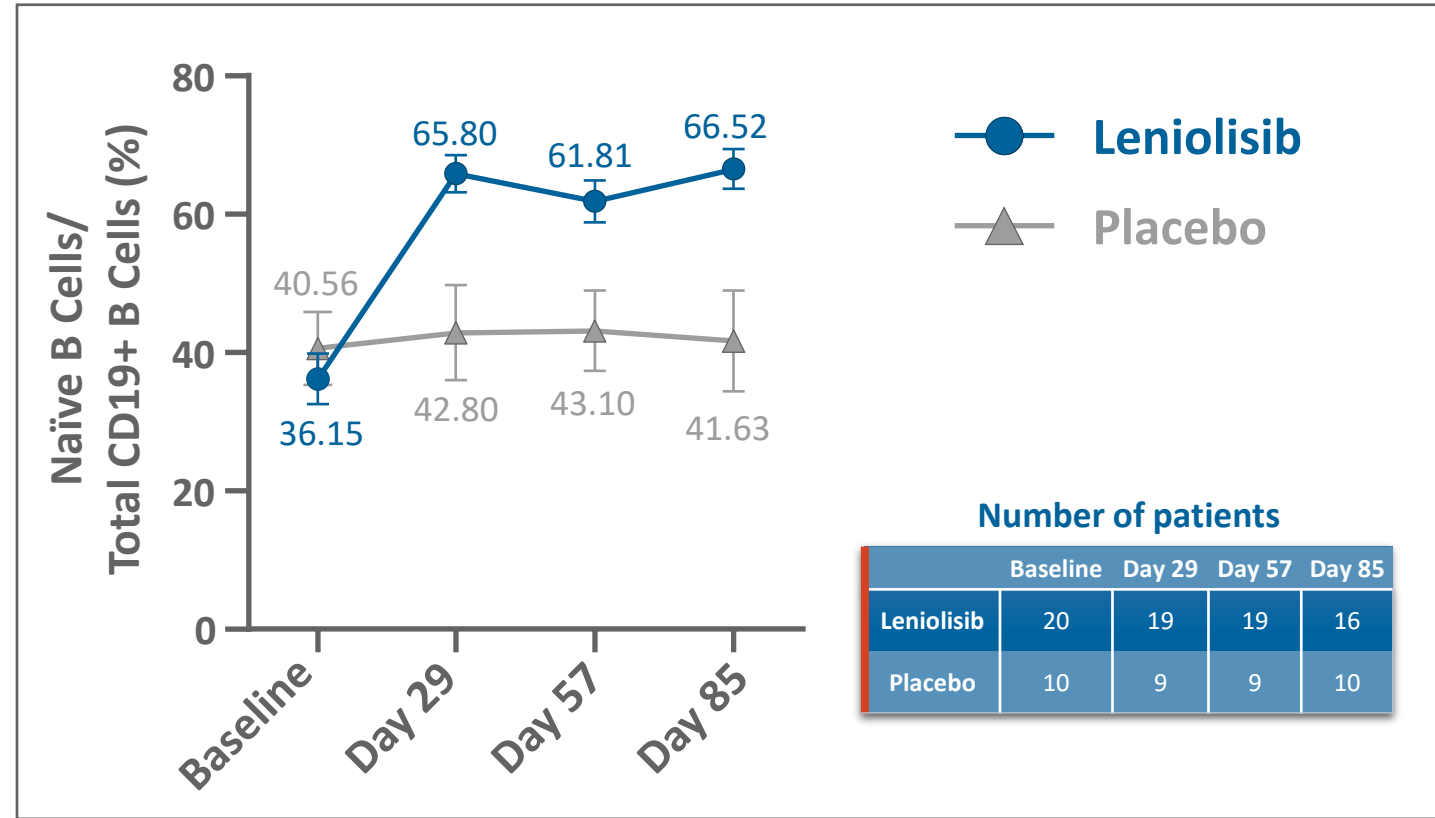
## Primary Outcome Analysis\*

Change from baseline in naïve B cells



## Mean Percentage of Naïve B Cells Over Time

Safety analysis set

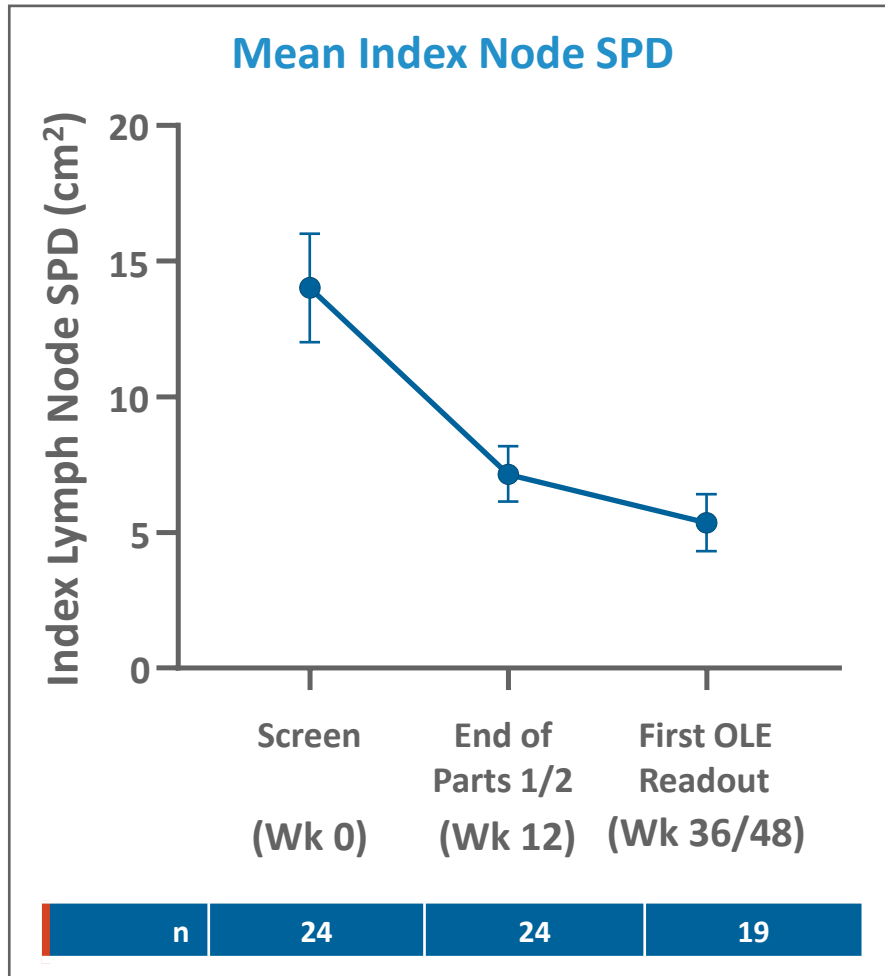


### Number of patients

	Baseline	Day 29	Day 57	Day 85
Leniolisib	20	19	19	16
Placebo	10	9	9	10

\*Data were analyzed using an ANCOVA model with treatment as a fixed effect and baseline as a covariate. Use of glucocorticoids and IRT at baseline were both included as categorical (Yes/No) covariates. *Baseline* is defined as the arithmetic mean of the baseline and Day 1 values when both are available, and if either baseline or the Day 1 value is missing, the existing value is used. P-value is 2-sided. Least square means are graphed. Error bars are standard error of the mean. Out of 27 patients in the PD analysis set, 13 patients met the analysis requirements, including having a percentage of <48% of naïve B cells at baseline, to form the B-PD analysis set.

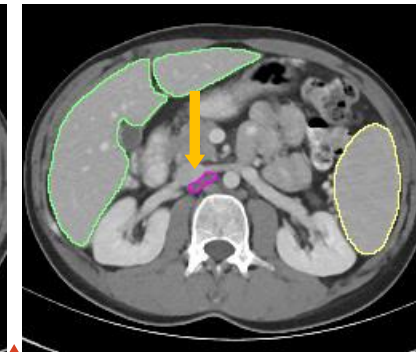
# Leniolisib continued to reduce lymphadenopathy



Part 1 & OLE:  
Leniolisib



SCR: 23 x 8mm



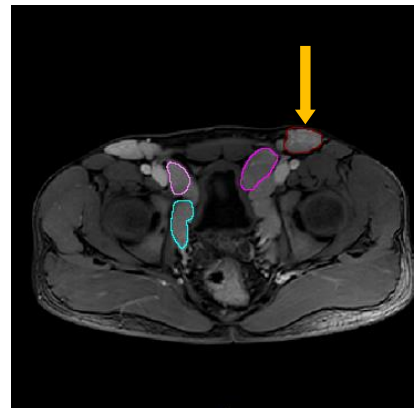
D85: 20 x 7mm



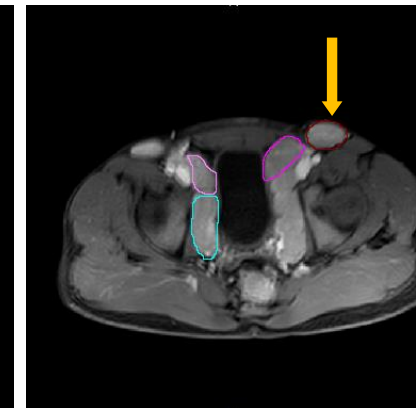
ED252: 16 x 4mm

▲ Indicates start of leniolisib treatment

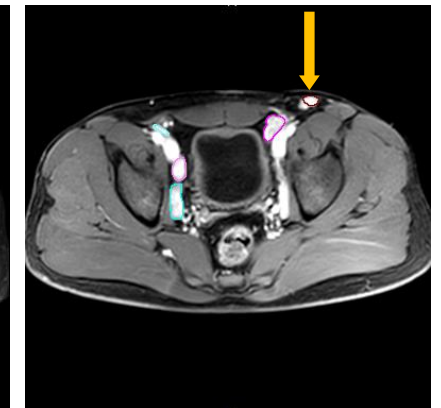
RCT: Placebo



SCR: 35 x 23mm



D85: 37 x 27mm



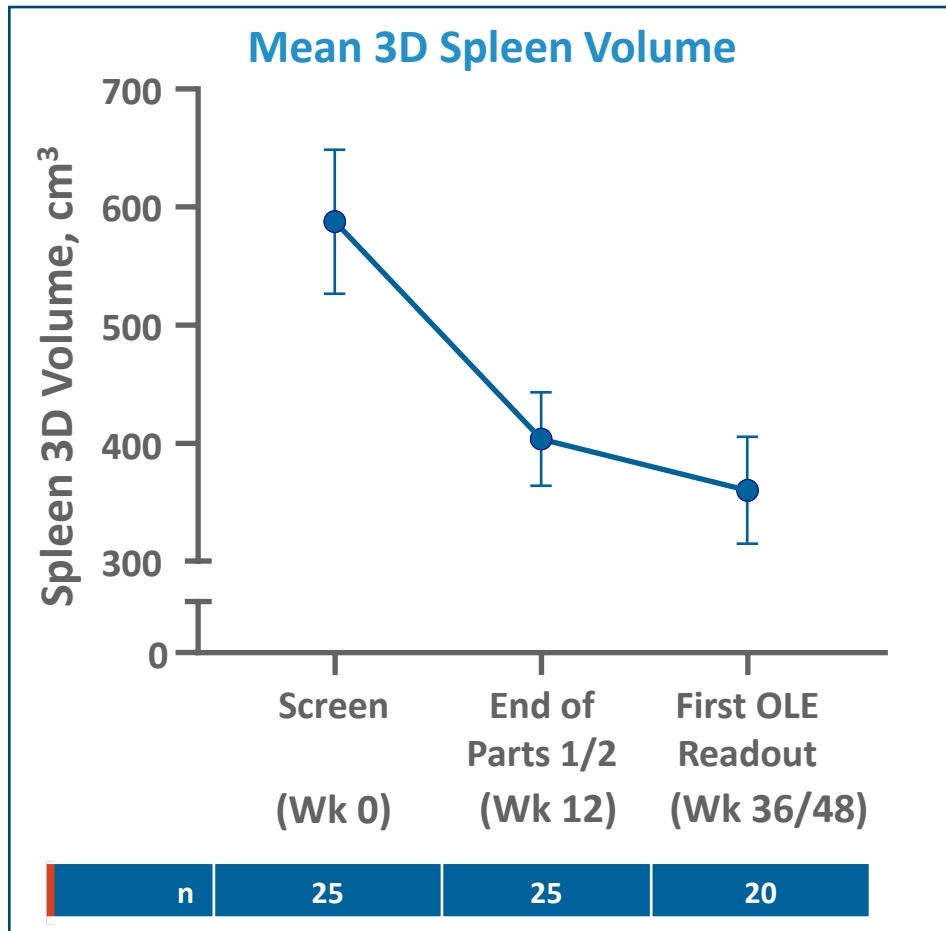
ED252: 15 x 8mm

The mean index node graph has been corrected since the original ESID presentation.

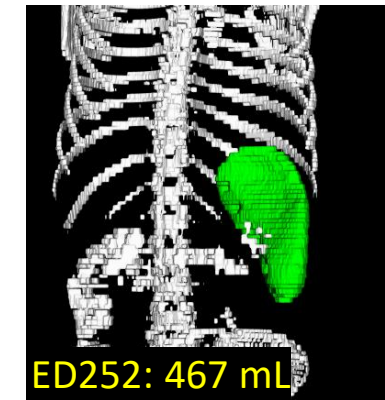
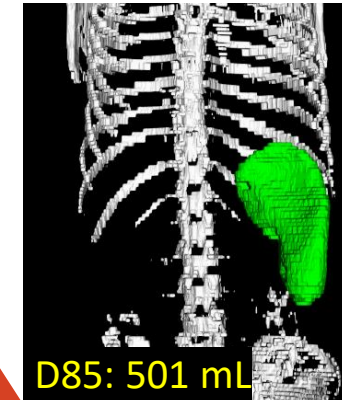
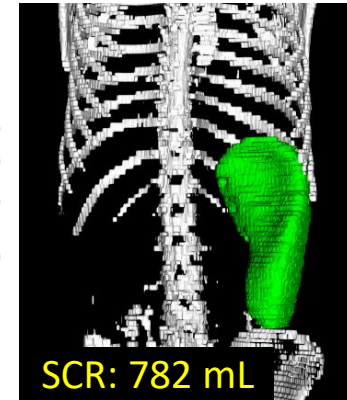
Error bars are standard error of the mean. All patients from RCT Parts 1 and 2 with measurements are included. End of Parts 1 and 2 occurred at day 85. First OLE readout occurred after an additional 168 or 252 days. D, day; OLE, open-label extension; RCT, randomized controlled trial; SCR, screen; SPD, sum of product diameters; Wk, week. Data on file. Pharming Healthcare Inc. 2022.

# Extension study: continued improvement in spleen size

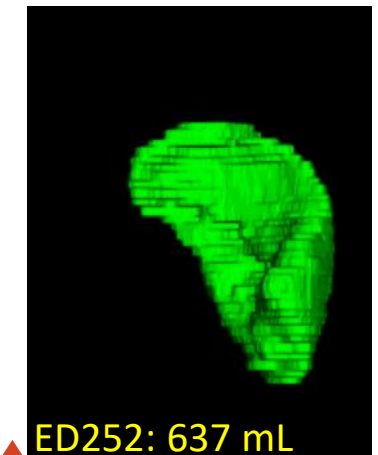
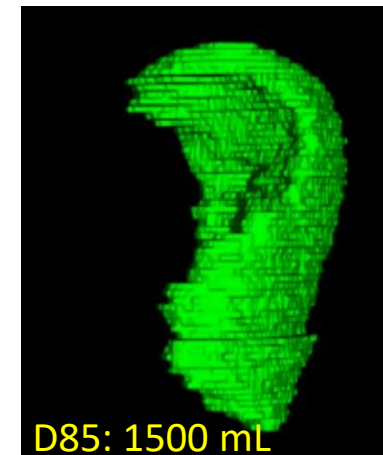
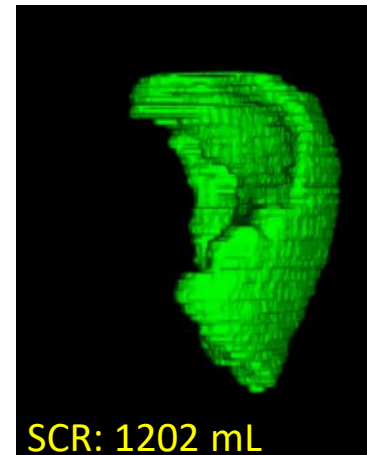
▲ Indicates start of leniolisib treatment



Part 1 & OLE:  
Leniolisib



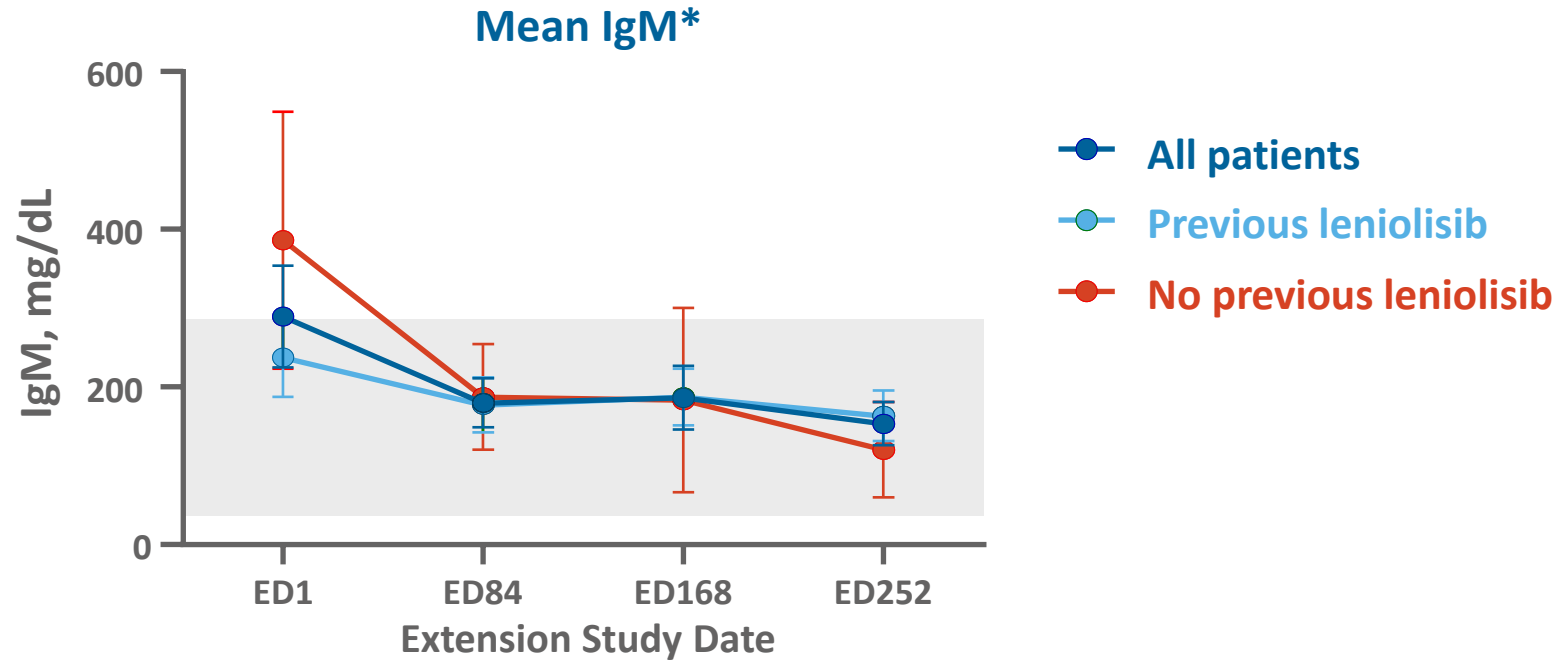
RCT: Placebo



Error bars are standard error of the mean. All patients from parts 1 and 2 of the phase II/III trials with leniolisib exposure and with measurements are included. End of parts 1 and 2 occurred at days 84 and 85, respectively. First OLE readout occurred after an additional 168 or 252 days. Data on file. Pharming Healthcare Inc. 2022.



# Extension study: continued reduction in IgM levels

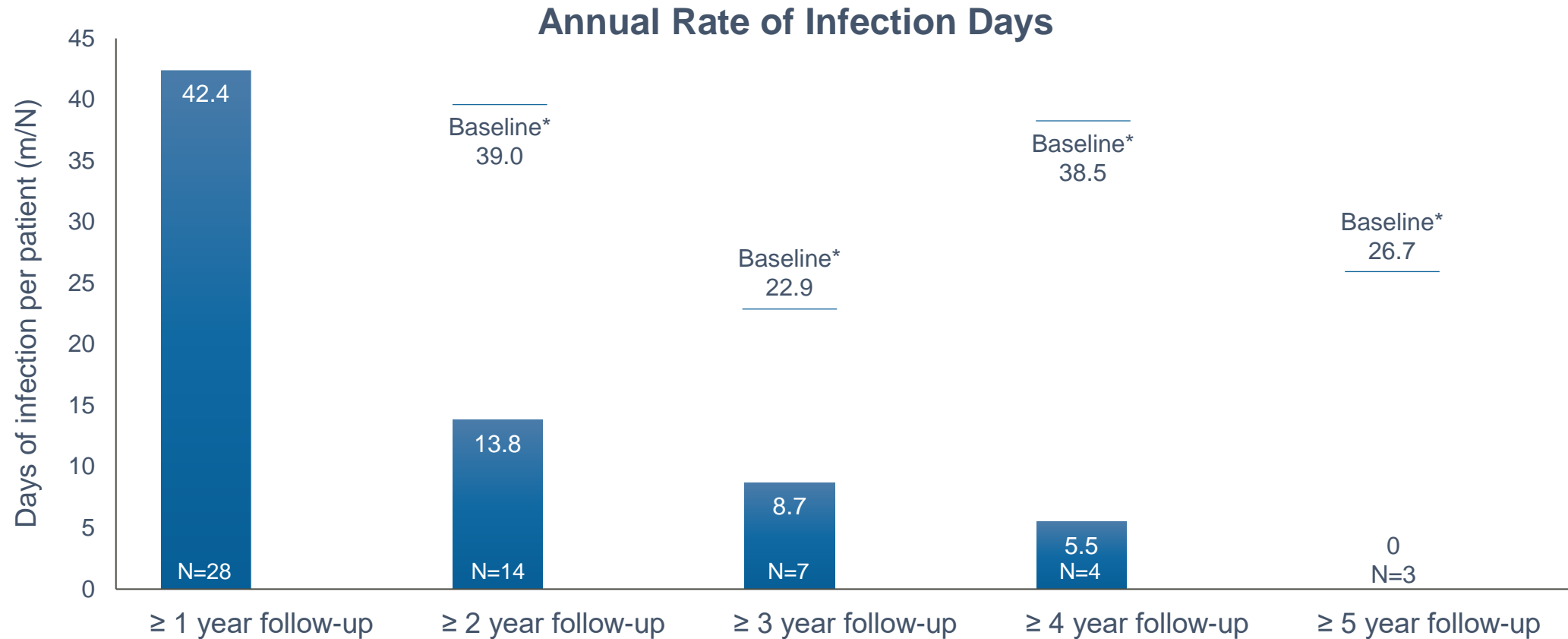


n	23	24	21	21
	15	17	15	16
	8	7	6	5

\*Excluded 1 patient due to extremely low B-cell count.

Previous Leniolisib includes patients who received leniolisib during the dose-finding trial and RCT. No Previous Leniolisib includes patients who received placebo during the RCT and patients who were enrolled in other PI3Kδ inhibitor trials. Error bars are standard error of the mean. The gray box indicates the normal range.

# Extension study: continued reductions in annual infections despite decreased IRT use in 37% of patients on IRT



Statistically significant decrease of  $-0.351$  ( $P=0.0040$ ) in infection rates with each additional year of leniolisib treatment

Data analyzed using a log-linear negative binomial model including an offset for time spent in study, an effect for time of the start of infection (in years), and presence of baseline infection as a covariate.

\*Baseline infections are each group's year 1 annualized rate of infections. N-values changed because patients were in the OLE for different lengths of time.

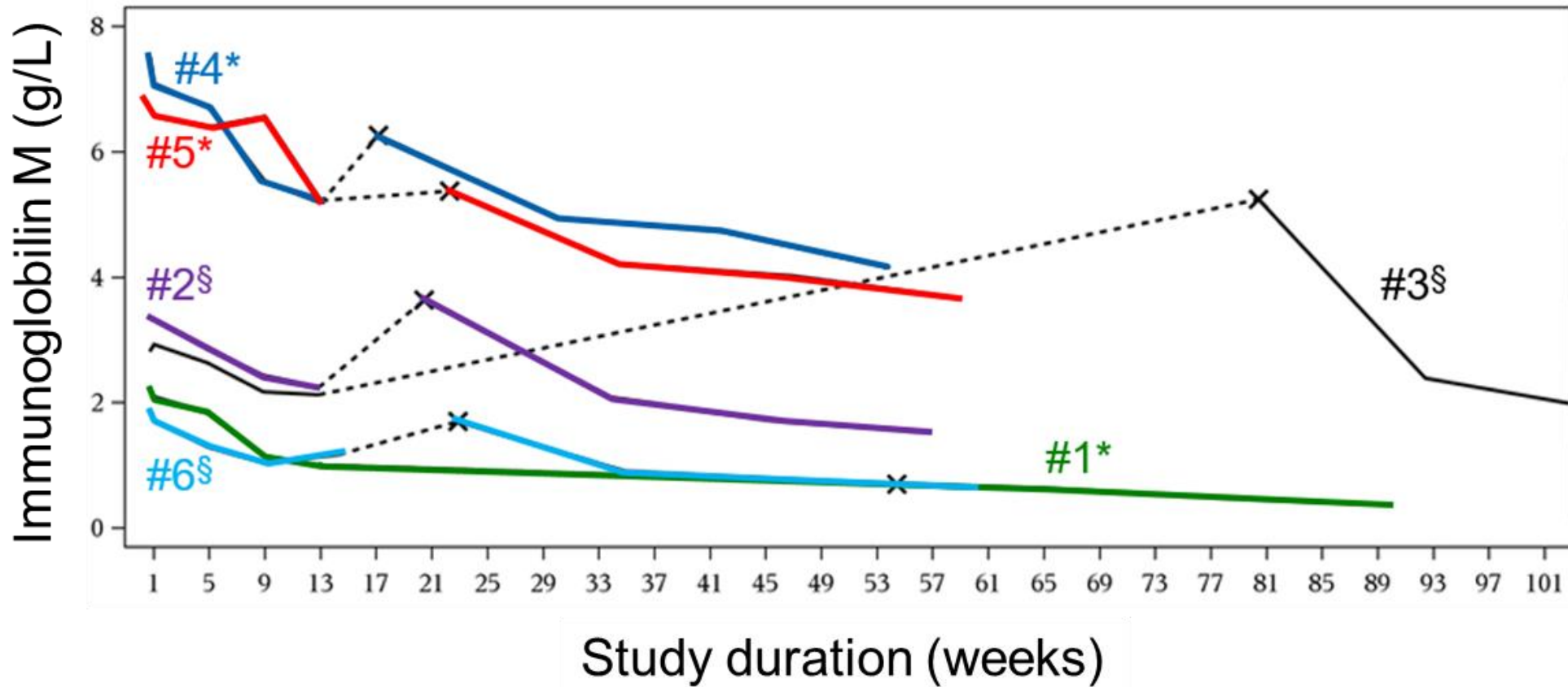
N, number of patients in follow-up category; m, number of infection days.

One patient was excluded from the analysis due to a wrong year recorded for an infection.

Infections that developed during the study were reported as adverse events. Investigators were requested to enquire about signs and symptoms of infections at each visit, in particular bacterial enterocolitis. Patients were not provided an infection diary to document infections occurring between visits.

# Long term leniolisib results (N=6)

*Leniolisib is an investigational new drug that has not been approved for any use.*



Patients have stopped (\*) or decreased (§) immunoglobulin supplementation as a reflection of the normalization of their B cell function. Dashed lines indicate patient not on treatment

# Statement of profit and loss

Amounts in US\$ '000	2022	2021
<b>Revenues</b>	<b>205,622</b>	<b>198,871</b>
<b>Costs of sales</b>	<b>(17,562)</b>	<b>(21,142)</b>
<b>Gross profit</b>	<b>188,060</b>	<b>177,729</b>
<b>Other income</b>	<b>14,523</b>	<b>2,620</b>
Research and development	(52,531)	(70,369)
General and administrative	(46,016)	(36,974)
Marketing and sales	(85,803)	(59,445)
<b>Other Operating Costs</b>	<b>(184,350)</b>	<b>(166,788)</b>
<b>Operating profit</b>	<b>18,233</b>	<b>13,561</b>
Fair value gain (loss) on revaluation	(1,185)	114
Other finance income	4,485	14,894
Other finance expenses	(5,463)	(6,185)
<b>Finance result, net</b>	<b>(2,163)</b>	<b>8,823</b>
<b>Income from associates</b>	<b>(1,083)</b>	<b>694</b>
<b>Profit before tax</b>	<b>14,987</b>	<b>23,078</b>
Income tax expense	(1,313)	(7,082)
<b>Profit for the year</b>	<b>13,674</b>	<b>15,996</b>
Basic earnings per share (US\$)	0.021	0.025
Diluted earnings per share (US\$)	0.019	0.023

Amounts in US\$ '000	2022	2021
<b>Non-current assets</b>		
Intangible assets	75,121	83,834
Property, plant and equipment	10,392	13,222
Right-of-use assets	28,753	19,943
Long-term prepayments	228	194
Deferred tax assets	22,973	21,216
Investment accounted for using the equity method	2,501	7,201
Investments in equity instruments designated as at FVTOCI	403	1,449
Investment in debt instruments designated as at FVTPL	6,827	—
Restricted cash	1,099	812
<b>Total non-current assets</b>	<b>148,297</b>	<b>147,871</b>
<b>Current assets</b>		
Inventories	42,326	27,310
Trade and other receivables	27,619	29,983
Restricted cash	213	227
Cash and cash equivalents	207,342	191,924
<b>Total current assets</b>	<b>277,500</b>	<b>249,444</b>
<b>Total assets</b>	<b>425,797</b>	<b>397,315</b>

Share capital	7,509	7,429
Share premium	462,297	455,254
Other reserves	(8,737)	3,400
Accumulated deficit	(256,431)	(273,167)
<b>Shareholders' equity</b>	<b>204,638</b>	<b>192,916</b>
<b>Non-current liabilities</b>		
Convertible bonds	131,618	139,007
Lease liabilities	29,843	18,456
Other financial liabilities	—	165
<b>Total non-current liabilities</b>	<b>161,461</b>	<b>157,628</b>
<b>Current liabilities</b>		
Convertible bonds	1,768	1,879
Derivative financial liabilities	—	—
Loans and borrowings	—	—
Trade and other payables	54,465	42,473
Lease liabilities	3,465	2,419
Other financial liabilities	—	—
<b>Total current liabilities</b>	<b>59,698</b>	<b>46,771</b>
<b>Total equity and liabilities</b>	<b>425,797</b>	<b>397,315</b>

Amounts in \$'000	2022	2021
<b>Profit before tax</b>	<b>14,987</b>	<b>23,078</b>
<i><b>Non-cash adjustments:</b></i>		
Depreciation, amortization, impairment of non-current assets	13,188	19,610
Equity settled share based payments	6,392	9,056
Gain on disposal of investment in associate	(11,057)	—
Fair value gain (loss) loss on revaluation of derivatives	—	(114)
Other finance income	(4,485)	(14,906)
Other finance expenses	5,463	6,196
Share of net profits in associates using the equity method	1,083	(694)
Other	—	524
<b>Operating cash flows before changes in working capital</b>	<b>25,571</b>	<b>42,750</b>
<i><b>Changes in working capital:</b></i>		
Inventories	(15,016)	(6,153)
Trade and other receivables	2,364	5,918
Payables and other current liabilities	11,992	(5,193)
Restricted cash	273	467
<b>Total changes in working capital</b>	<b>(387)</b>	<b>(4,961)</b>

Interest received	85	53
Income taxes paid	(2,372)	—
<b>Net cash flows generated from (used in) operating activities</b>	<b>22,897</b>	<b>37,842</b>
Capital expenditure for property, plant and equipment	(1,376)	(10,739)
Investment intangible assets	(601)	(3,447)
Investment associate	7,300	—
Investment in equity instruments designated as at FVTOCI	—	(4,589)
Acquisition of license	—	(2,530)
<b>Net cash flows generated from (used in) investing activities</b>	<b>5,323</b>	<b>(21,305)</b>
Payment on contingent consideration	—	(25,000)
Payment of lease liabilities	(3,311)	(3,217)
Interests on loans	(3,952)	(4,448)
Proceeds of equity and warrants	2,281	4,718
<b>Net cash flows generated from (used in) financing activities</b>	<b>(4,982)</b>	<b>(27,947)</b>
<b>Increase (decrease) of cash</b>	<b>23,238</b>	<b>(11,410)</b>
Exchange rate effects	(7,820)	(1,825)
Cash and cash equivalents at 1 January	191,924	205,159
<b>Total cash and cash equivalents at December 31</b>	<b>207,342</b>	<b>191,924</b>