



Conference call on Acquisition of AVEO Pharmaceuticals

2022. 10. 19



Disclaimer

This Material is prepared for information purpose only for investors' convenience. Forecasts, projections, and plans contained in this material are based on current business environments and management's strategies.

Please note it may differ from actual results, due to uncertainties including changes in the future business environment and strategy.



Vision

Global Innovative Pharmaceutical Company
with expanding new drug pipeline and products



Strategy

- Build-up **New Drug R&D Portfolio** focusing on **Oncology area**
 - 9 Oncology Pipeline (Clinical 4 / Preclinical 5), in 21 Development-Stage Pipeline
- Strengthen US-focused **Clinical / Regulatory capabilities** and Broaden **Global Key Opinion Leader Network**
 - Established Boston Innovation Center in 2019, with Clinical, Regulatory and BD functions
- Develop **CGT Pipeline & Strengthen Manufacturing Capacity in the US**
 - Secure CGT Platform Tech and Enter Clinical-Stage in 2023

Purpose

Acquisition of **U.S. Commercialization Capabilities** and Acceleration of **Global Clinical Development** to increase the Probability of Success

- Early Entry into the US Oncology Market by Securing Marketed Drug

Progress

- **Preemptive M&A Preparation** to establish US Commercial Capabilities since 2019
 - US accounts for 37% of the Global Pharmaceutical Market, as the biggest single market
- Targeting Pharmaceutical companies with **US FDA-approved Oncology Drug, Commercialization Organization** and Growth Potential
 - By Innovative Medicines, Oncology market has developed with high growth rate
- Target Prioritization after Face-to-Face meeting with major candidates from 2022
 - Core Criteria: Experiences in Clinical Development, FDA Approval, and Launch into the US market
Business Growth Potential

Target

AVEO Pharmaceuticals, Inc. (AVEO) is a commercial-stage, oncology-focused pharmaceutical company, located in Boston, US

Summary

- Lead Product, **Fotivda[®]**, received US FDA approval in March 2021 for the treatment of RCC(Renal Cell Carcinoma) and Sales have increased continuously.
 - 2021 Sales \$40M / 2022 Sales ~\$110M(expected) / 2027 Sales \$360M(expected¹⁾)
- US Oncology Market-Specialized **Sales and Marketing Capabilities**
- Expertise in **Global Clinical Development** and **Regulatory Affairs for US FDA**
 - Total ~120 Employees, Commercial organization ~70 / Clinical & Regulatory ~20

Status

[History]

- 2002** ● Founded
- 2006** ● Fotivda[®] Licensing-In (From Kyowa Kirin)
- 2010** ● NASDAQ Listing
- 2021** ● FDA Approval of Fotivda[®]
● Launching into the US market

[Product / Pipeline]

Marketed Drug



Fotivda[®]
for RCC treatment

Clinical-Stage Pipeline

Pipeline	Indication	Stage
AV-299	HNSCC	Phase 3
AV-380	Solid Tumors	Phase 1
AV-203	Solid Tumors	Phase 1



『Oncology-focused Global Pharmaceutical Company』

By Strategic Integration of LGC / AVEO Capabilities



**Early Entry
into the US Market**

**Strengthen Global
Clinical & Regulatory
Capabilities**

**Sustainable
Development / Expansion
of R&D Pipeline**

**Research &
Development
Capabilities**

**Commercialization
Capabilities
with Marketed Drug**

**US Clinical & Regulatory
Expertise**

**Strengthen
Next Growth Engine**

**Strengthen Business
Competitiveness with
Innovative Drugs**



Thank You

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Appendix. AVEO Financial information

[Income Statement]

(Unit: \$mn)

	2019	2020	2021	2022.1H
Revenues	29	6	42	46
FOTIVDA US product revenue			39	45
Partnership licensing and royalty revenue	29	6	3	1
Gross profit	29	6	38	41
Operating expenses	29	45	87	57
R&D	18	23	26	22
SG&A	11	22	61	34
Loss from operations	Δ0.4	Δ39	Δ50	Δ16
Other income (expense)	10	3	Δ4	Δ2
Net Income (loss)	9	Δ36	Δ53	Δ19

[Balance Sheets]

(Unit: \$mn)

	2020	2021	2022.6
Assets	67	105	98
Current assets	66	105	98
Cash and Marketable securities	62	88	77
Receivables	2	12	16
Inventory	-	2	1
Non-current assets	1	1	1
Property and equipment	0.3	0.3	0.2
Liabilities	32	59	68
Current liabilities	17	19	31
Non-current liabilities	15	41	36
Equity	35	46	31