



# EVEREST MEDICINES

## Corporate Presentation

March 2024

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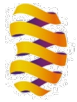

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# Pursuing Asian Leadership Position In High-value Therapeutic Areas

4 near-term product launches with aggregate peak sales potential of **RMB 10B**

	 Infectious Disease	 Renal Disease	 Autoimmune Disease
	 Approved  <b>XERAVA™</b> (eravacycline) for injection	 Approved  <b>NEFECON®</b> budesonide delayed release capsules	 <b>Velsipity™</b> (etrasimod) tablets
Peak Sales	RMB 1.5B	RMB 5.0B	RMB 2.0B
	<b>Cefepime-taniborbactam</b>		
	RMB 1.5B		

Four earlier stage programs (pre-clinical to Phase 2), launching in 2026 and beyond

 mRNA platform, for vaccine & therapeutics discovery

**Strong balance sheet of \$350M**  
Expect to be cashflow breakeven in 2025, with current product portfolio

# Successful Commercial Launch With Revenue Expected To Be RMB124m~126m In 2023 And RMB700m In 2024

Xerava <sup>®</sup>		Nefecon <sup>®</sup>	
150	ICU / Hospital sales team	200	Nephrology sales team
300	Hospitals covered with focus on core tertiary hospitals	600	Hospitals covered, representing ~60% of addressable patient population
90%	Month-on-month growth rate since launch	17,000	Patients registered in an IgAN patient program funded through a charity foundation

Revenue guidance for 2024 is **RMB 700M**

Xerava<sup>®</sup> currently priced at ~**RMB 5500/day**, Nefecon<sup>®</sup> EAP program priced at **RMB18,600/month\***

 <b>Commercial Platform</b>	 <b>Strategic Partnership</b>	 <b>Innovative</b>	 <b>Accessible</b>
medical affairs, marketing, market access, channel and commercial excellence	established with supply chain service providers to accelerate commercialization	Utilize innovative channels to improve patient access and compliance	Enhance patient accessibility through PAP, private commercial insurance plans and NRDL listing

*\*Eligible IgAN patients who visit the designated hospitals will be able to receive Nefecon at RMB18,600 net of subsidy price*

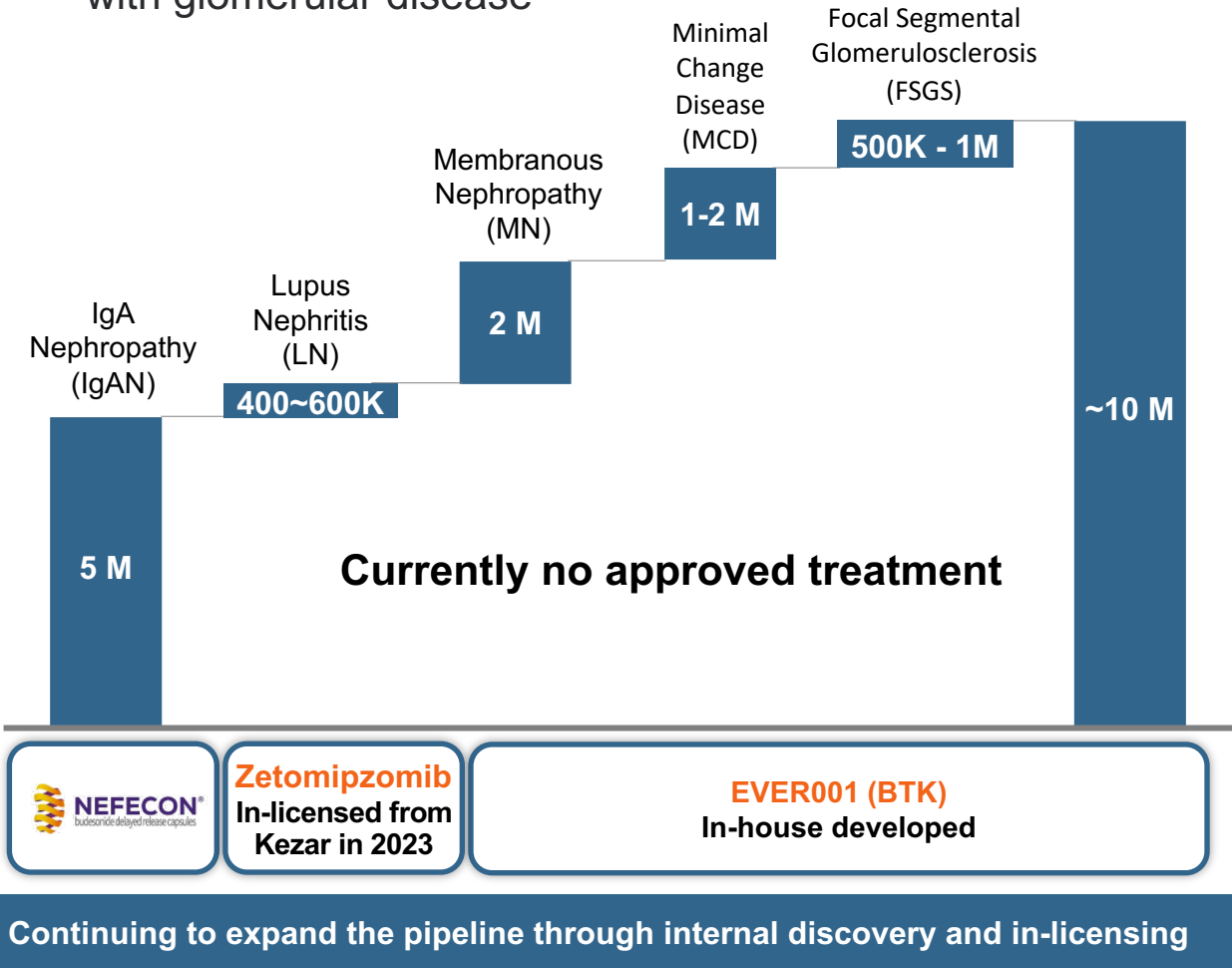
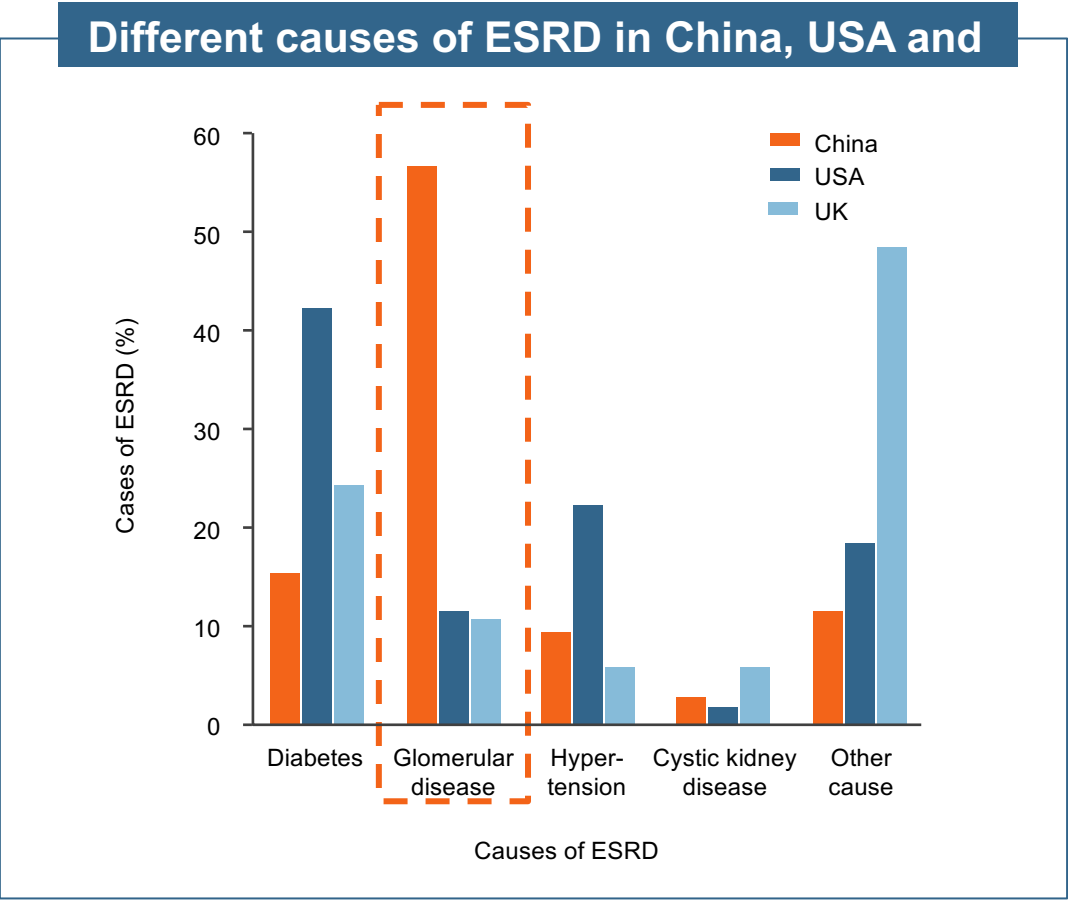
## Broad Pipeline With Multiple First-in-class Or Best-in-class Products In Our Focus Treatment Areas

NDA/BLA approval	Molecule (Modality)	Partner	Commercial Right (In-licensing time)	Indication	Everest Clinical Status						Global Clinical Status
					Pre-clinical	Phase1	Phase2	Phase3	BLA/NDA Application	Approval	
2023	Nefecon®	calliditas THERAPEUTICS	Greater China, Singapore, South Korea	IgA nephropathy	Approved in Macau and Mainland China ; NDA accepted in Singapore , South Korea and Taiwan						Approved in US, EU
	Xerava® (eravacycline)	INNOVIVA / TETRAPHASE PHARMACEUTICALS	Greater China, South Korea, SE Asia	cIAI	Approved in Mainland China, Hong Kong ,Taiwan and Singapore						Approved in US, EU, UK
2024-25	Cefepime-taniborbactam	Venatorx PHARMACEUTICALS	Greater China, South Korea, SE Asia	cUTI							Priority review granted in US
	Velsipity™/Etrasimod	Pfizer	Greater China, South Korea, Singapore	Ulcerative Colitis							Approved in US,EU
				CD, AD, AA, EoE (2025 and beyond)							Phase 2
2026 and beyond	Zetomipzomib	KEZAR LIFE SCIENCES	Greater China, South Korea, SE Asia	Lupus nephritis							Phase 2b
	EVER001 (XNW1011)	EVOPPOINT 逸诺生物 SINOMAB	Worldwide	Glomerulonephritis							Phase 1b/2
	EVER206 (SPR206)	SPERO THERAPEUTICS	Greater China, South Korea, SE Asia	Gram negative infections							Phase 1
Discovery platform	Monoclonal Antibody	Self-developed	Worldwide	Glomerulonephritis							Pre-clinical
	mRNA Prophylactic Vaccines	Self-developed	Worldwide	Multiple programs for infectious diseases							Pre-clinical
	mRNA Cancer Vaccines	Self-developed	Worldwide	Multiple programs against solid tumors							Pre-clinical

Abbreviations: IgA= immunoglobulin A; cIAI=complicated intra-abdominal infections; cUTI=complicated urinary tract infections; CD=crohn's disease; AD=atopic dermatitis; AA=alopecia areata; EoE=eosinophilic esophagitis; IND= investigational new drug; NDA=new drug application; SE Asia= Southeast Asia; US=United States; Greater China= PRC, Hong Kong SAR, Macau SAR and Taiwan.

# Large Unmet Needs In Renal Diseases; Committed To Establish A Leadership Position

- Glomerular disease is the most common cause of end-stage renal disease (ESRD) in China with no effective treatment, leaving large unmet needs
- The clinical pipeline for the treatment of renal diseases are expected to bring new treatment options to **~10M** patients with glomerular disease



Source: Liu, Z.-H. Nat. Rev. Nephrol. advance online publication 23 July 2013;  
doi:10.1038/nrneph.2013.146

# First Approved Medicine For IgAN, Precisely Targets Disease Origin For Effective And Safe Treatment

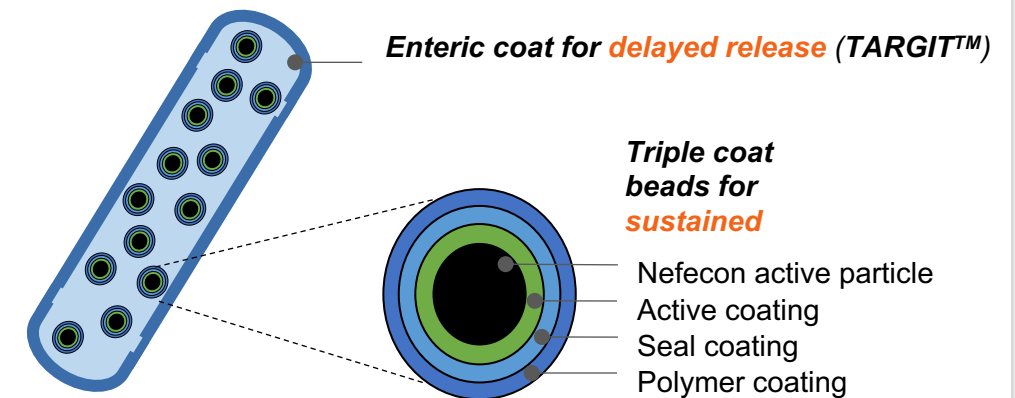


- 1<sup>st</sup>**
- **Approved** treatment targeting IgAN globally
  - **Delays** deterioration in kidney function, **Controls** disease progression
  - **Decreased proteinuria** and **reduced deterioration of EGFR** shown by phase 3 clinical study
  - Designed to **specifically target B-cells at the origin** of the disease; Intestinal mucosal immunity plays a key role in the pathogenesis of IgAN.

**Efficacy:** 9-month treatment period, followed by 15-month observation period:

- 66% less deterioration in kidney function; expected to delay progression to end stage renal disease by 12.8 years
- 43% greater reduction in UPCR
- Proportion of patients without microhematuria had improved from 26.9% to 57.7% compared to baseline
- The Chinese population data shows better efficacy than global data

**Safety:** Dissolves at the pH level of the ileum where Peyer's patches are located; 90% of budesonide cleared in first pass metabolism by the liver.

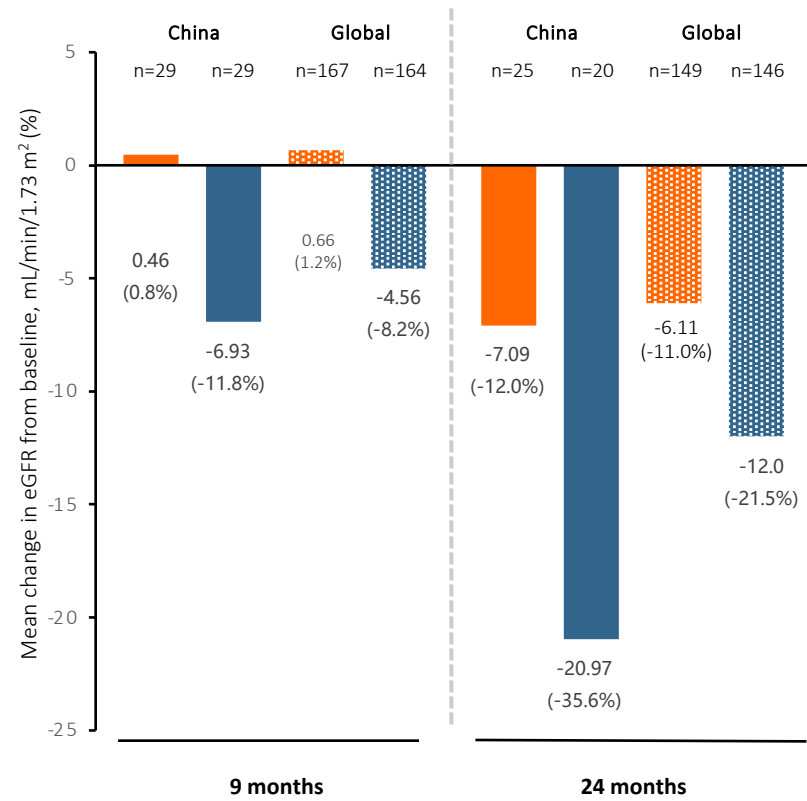




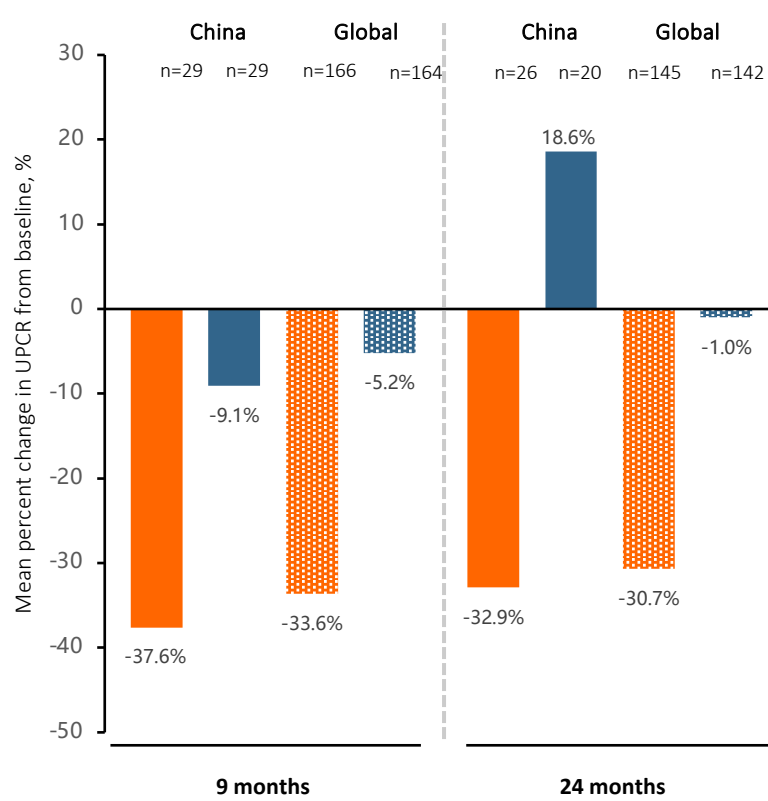
# Results From China Subpopulation Showed Numerically Greater Nefecon® Treatment Effect In Kidney Function, Proteinuria And Microhematuria Compared With Global Data

✓ Chinese subpopulation on placebo showed more rapid deterioration in eGFR and UPCR than global population

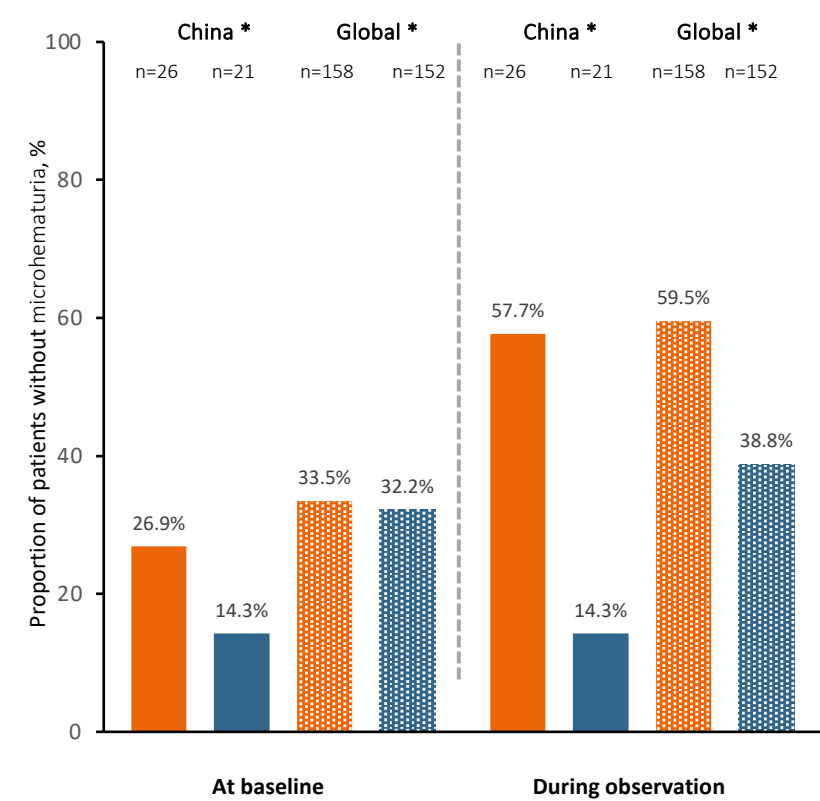
Mean change in eGFR at 9 and 24 months



Mean percent change in UPCR at 9 and 24 months



Proportion of patients without microhematuria



Nefecon 16 mg/day Placebo

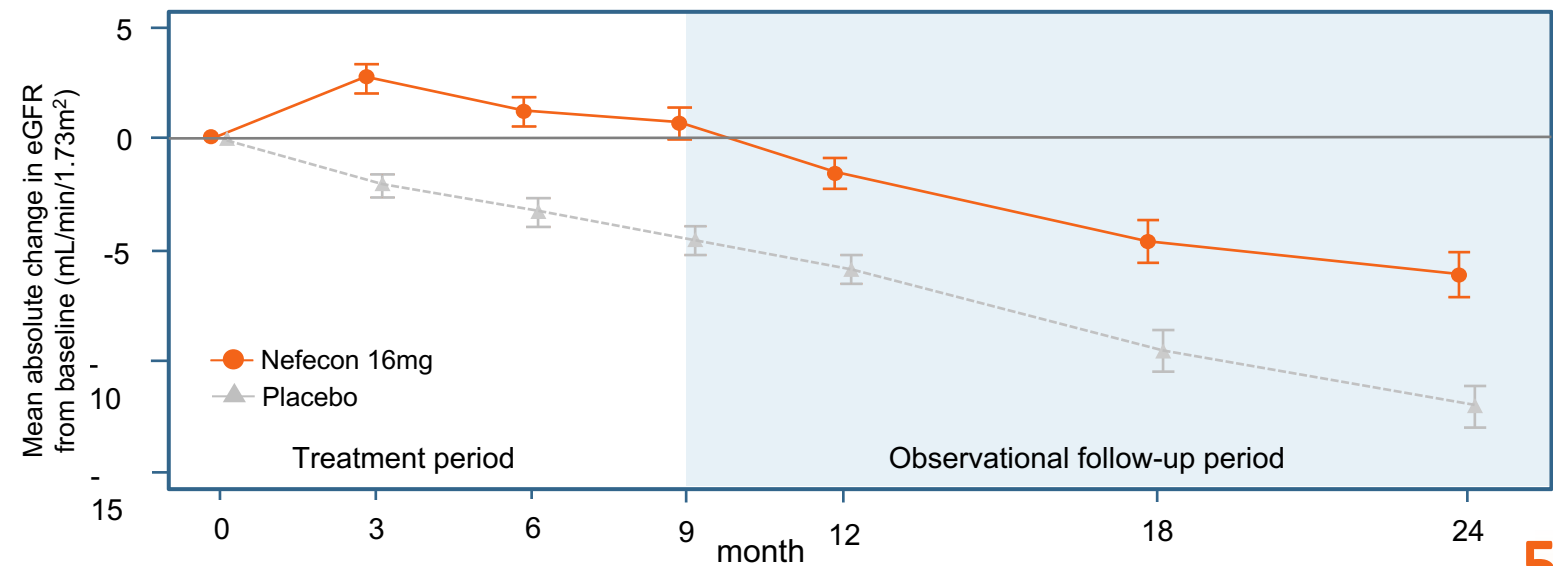
eGFR, estimated glomerular filtration rate.;UPCR, urine protein-to-creatinine ratio.  
\*n represents the number of patients with 2 or more valid urine dipstick results during the observational period.



# Global Phase 3 Data Demonstrated 9-month Treatment Of Nefecon® Resulted In 50% Less Loss Of Kidney Function, Equivalent To Delay In Progression To End Stage Renal Disease By 12.8 Years

## Efficacy Data

- ✓ Improvement in total 2-year eGFR slope was estimated to be 2.95ml/min/ 1.73m<sup>2</sup> per year for Nefecon® 16mg once daily compared to placebo\*
- ✓ eGFR benefit at the end of the 9-month treatment period with Nefecon® **was maintained during the 15-month observational follow-up.**
- ✓ **The significant reduction in Gd-IgA1 combined with the proteinuria reduction are consistent with Nefecon® having a direct disease-modifying effect targeting disease origin**



Nefecon® 16mg/day, mL/min/1.73m <sup>2</sup>	+0.66	-1.52	-6.11
Placebo, mL/min/1.73m <sup>2</sup>	-4.56	-5.85	-12.00
Absolute difference mL/min/1.73m <sup>2</sup> (95% CI)	5.21 (3.35-7.58)	4.33 (2.44-6.66)	5.89 (3.35-9.15)

50%

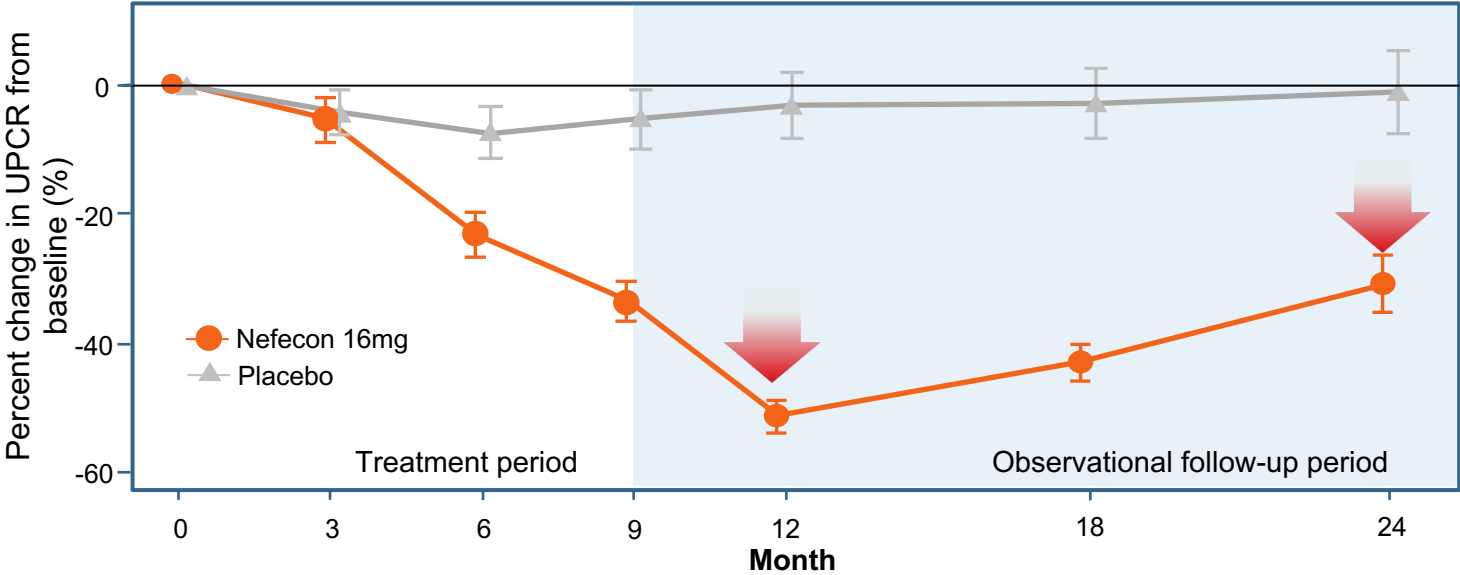
eGFR: estimated glomerular filtration rate  
\*using a robust regression method of analysis

Source: Richard Lafayette, et al. Long-term renal benefit over 2 years with Nefecon verified: The NeflgArd Phase III full trial results. Presented at ERA2023.

# Global Phase 3 Data Showed Significant UPCR Reduction, Reaching 51.3% After Treatment Stopped For 3 Months

## Efficacy Data

- ✓ At 9 month, UPCR was reduced by 33.6% from baseline in the Nefecon® group compared with 5.2% in the placebo group.
- ✓ At 12 month, UPCR was reduced by **51.3% in the Nefecon® group.**
- ✓ At 24 months, UPCR was reduced by 30.7% from baseline in the Nefecon® group compared with 1% in the placebo group.
- ✓ **Sustained proteinuria effects and long lasting eGFR treatment benefit** even after 15 months after discontinuation, **supports disease modification.**



Nefecon® 16mg/day, %	-33.6	-51.3	-30.7
Placebo, %	-5.2	-3.2	-1.0
Corresponding percentage reduction, %(95% CI )	30 (20-39)	50 (42-57)	30 (16-41)

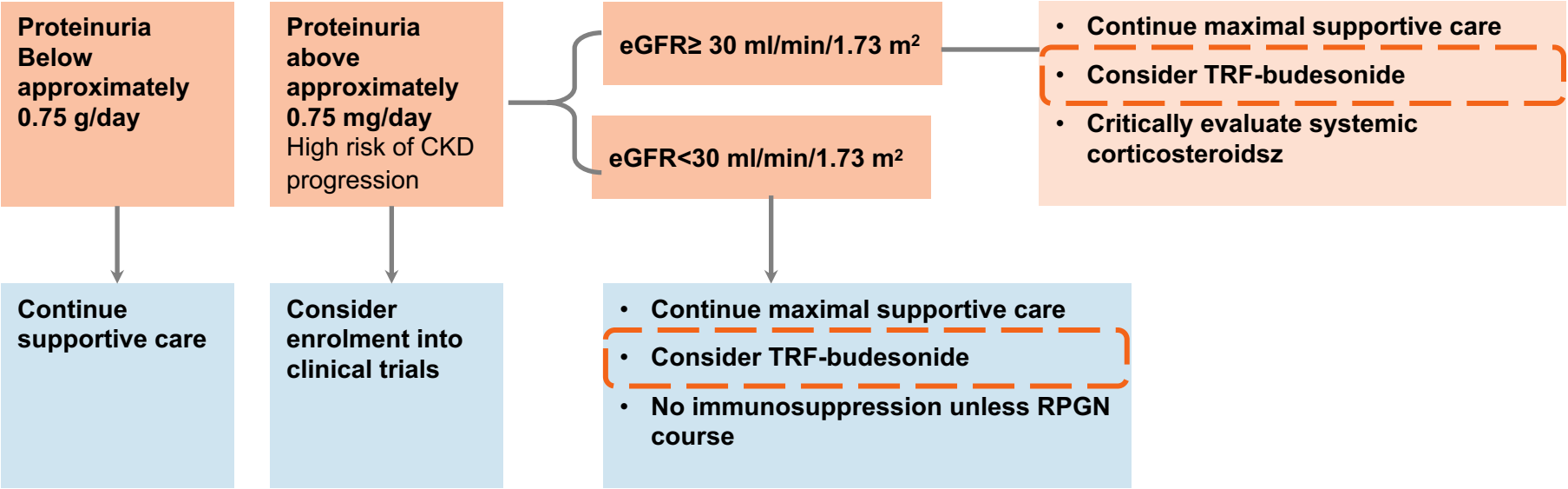
## Safety Findings:

**Nefecon® was generally well tolerated. The majority of TEAEs were of mild or moderate**

- The most commonly reported TEAEs observed with increased frequency compared to placebo were oedema peripheral, hypertension, muscle spasms, and acne.

# Experts Recommend Nefecon As Treatment For All IgAN Patients

- With the approval of Nefecon, experts urge a different approach to 2021 KDIGO Guideline, recommending Nefecon for all patients >0.75g/day of proteinuria
- Systemic steroids are recommended a last line treatment for severe patients



Baseline supportive care recommended for all patients: ACEi/ARB, SGLT2i

Source: Stamellou, E. (2023). IgA nephropathy. Nature reviews disease primers. <https://doi.org/10.1038/s41572-023-00476-9>

# Chinese Antibiotic Market Should Be Viewed Through A Different Lens

Antibiotics is the second largest drug class in China



## Key Differentiations

### High antibiotic resistance rate in China

~80% CRAB

*A. baumannii*

~30% CRKP

*K. Pneumoniae*

~20% CRPA

*P. Aeruginosa*

### Competitive price for critical care patients

Zavicefta:



RMB 4000/day

Colistin:

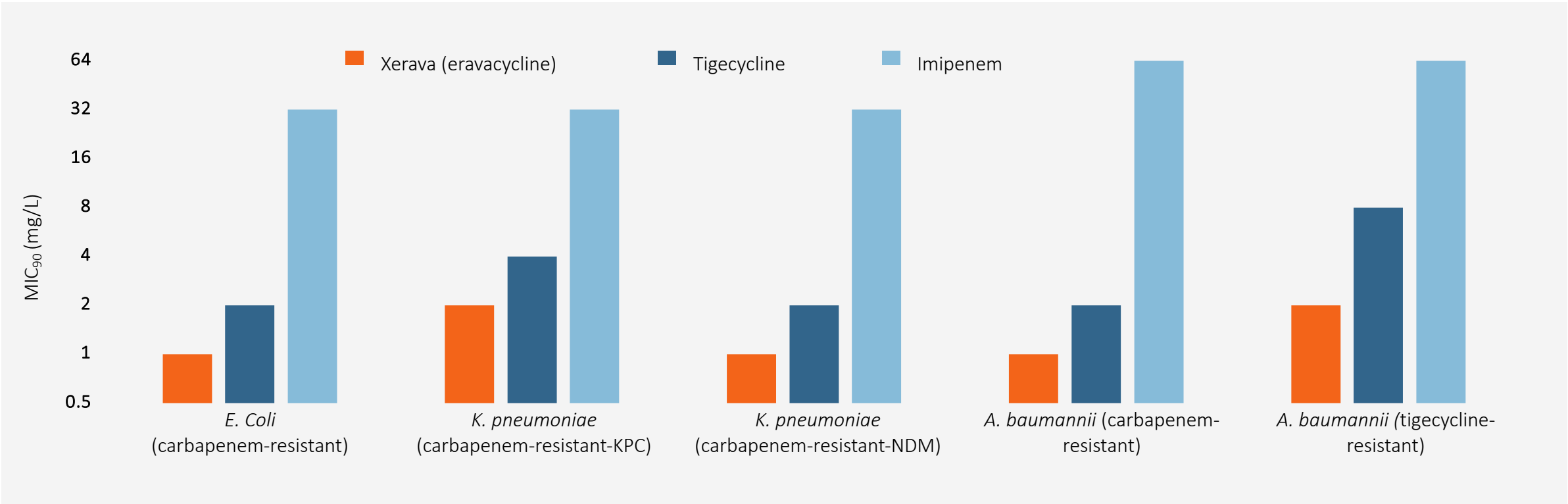
RMB 2000-3000/day

**Attractive market opportunity, with 2022 sales  
>RMB 8B for Cefoperazone/sulbactam  
(SULPERAZON®) in China**

# Xerava® And Cefepime-taniborbactam Complement Each Other In MDR Infection Treatment, Achieving Full Coverage

		 <b>XERAVA™</b> (eravacycline) for injection	+	
Bacteria spectrum coverage		(Eravacycline)		Cefepime-taniborbactam
		First-in-class fluorocycline antibiotic, broad spectrum coverage of gram+, gram-, anaerobic pathogens and atypical pathogens		Best-in-class BL/BLI, with potent and selective inhibitory activity against both serine and metallo-β-lactamases
β-lactamases producing bacteria	Class A (ESBL, KPC)	✓		✓
	Class B (NDM, VIM)	✓		✓
	Class C (AmpC)	✓		✓
	Class D (OXA)	✓		✓
Enterobacteriaceae	<i>E. coli</i>	✓		✓
	<i>K. pneumoniae</i>	✓		✓
	<i>Enterobacter spp.</i>	✓		✓
<i>P. aeruginosa</i>				✓
<i>A. baumannii</i>		✓		
Atypical pathogens (mycoplasma, chlamydia, legionella, etc)		✓		
		The foundation for empirical treatment of MDR infections		Best-in-class BL/BLI for empirical treatment of MDR infections

# Xerava® Has Shown Potent Antibacterial Activity Against Clinically Important Antibiotic-resistant Pathogens In In-vitro Susceptibility Studies Conducted In China



Source: Zhao C, Wang X, Zhang Y, et al. BMC Infect Dis. 2019 Jun 10;19(1):508. ;Seifert H, Stefani D, Sutcliffe JA, Higgins PG. Int J Antimicrob Agents. 2018 Jan;51(1):62-64

Abbreviations: MIC=minimum inhibitory concentration; KPC=Klebsiella pneumoniae carbapenemase; NDM=New-Delhi metallo beta-lactamase

Note : MIC90 distribution of eravacycline, tigecycline and imipenem against antibiotic-resistant gram-negative pathogens. No direct head-to-head data available. Caution advised when comparing across studies

EPIC III study is a 24-hour point prevalence study conducted at 1150 centers in 88 countries, with the objective to provide information about the prevalence and outcomes of infection in ICUs worldwide. The study included 15,202 ICU patients (aged≥18 years), the main outcomes include prevalence of infection and all-cause in-hospital mortality. Infection data were available for 15,165 (99.8%) patients; 8,135 (54%) had suspected or proven infection. JAMA. 2020 Apr 21;323(15):1478-1487

# Cefepime-taniborbactam: Best-in-class BL/BLI With Broad Carbapenem Resistant Organism Coverage, Including Metallo-β-lactamase

Cefepime-taniborbactam is the only BL/BLI covering all 4 classes of β-lactamase

Product	β-lactamase inhibitor	Selected high prevalence β-lactamase			
		KPC (Class A)	MBL (Class B)	AmpC (Class C)	OXA (Class D)
Cef-tani	Taniborbactam	✓	✓	✓	✓
Zavicefta	Avibactam	✓ <sup>1</sup>	✗	✓	✓
Tazocin	Tazobactam	✗	✗	✓	✓
Cefoperazone	Sulbactam	✗	✗	✓	✓

1. avibactam only active towards a limited class of KPC  
Source: J Microbiol Immunol Infect. 2001 Jun;34(2):131-7  
KPC:=Klebsiella pneumoniae carbapenemase; MBL=Metallo-beta-lactamase; AmpC:=AmpCβ; OXA=(oxacillinase) group of β-lactamases.



# Etrasimod: Potential Best-in-disease Therapy For Ulcerative Colitis And Other Autoimmune Diseases

	Etrasimod				
MOA	Selective Sphingosine-1-phosphate (S1P) receptor (1,4,5) modulator				
Positioning	Best-in-disease <sup>1</sup>				
Indication	Ulcerative Colitis (UC)	Crohn's Disease (CD)	Eosinophilic Esophagitis (EE)	Alopecia Areata (AA)	Atopic Dermatitis (AD)
Prevalence in China	600k	200k	400k	4,000k	65,000k
Clinical Status	Global: NDA approved in US,EU China: Phase 3 ongoing	Global: Phase 2b	Global: Phase 2 completed	Global: Phase 2	Global: Phase 2

Analysts estimated global sales of \$763M in 2025 and peak sale of ~\$3.5B in 2030

<sup>1</sup> With the potential  
<sup>2</sup> Prevalence in 2022  
Source for prevalence: Frost & Sullivan and Company estimate



### Effective, oral advanced UC treatment well-suited to first-line use

- Significantly more patients quickly achieved and sustained clinical remission with VELSIPITY vs placebo
- The only advanced therapy proven in patients with isolated proctitis
- 100% of patients who achieved clinical remission at week 52 were steroid-free
- No secondary loss of response mechanistically



### Favourable safety profile

- No increased risk of serious infections vs placebo
- Well tolerated with mostly mild to moderate AEs and low rates of discontinuations



### Convenience of one pill, once daily

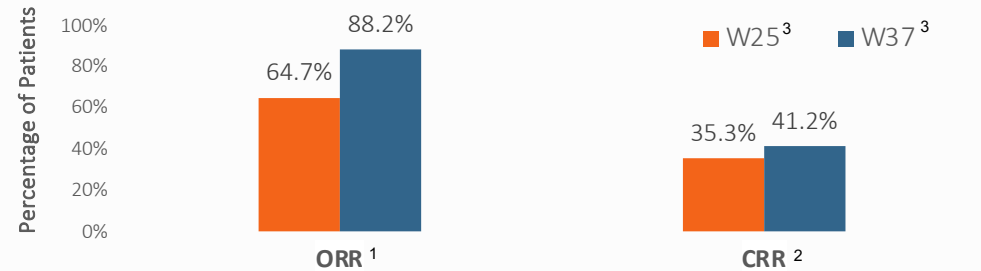
- The same dose right from the start—no titration

**VELSIPITY as the first choice for first-line advanced UC therapy**

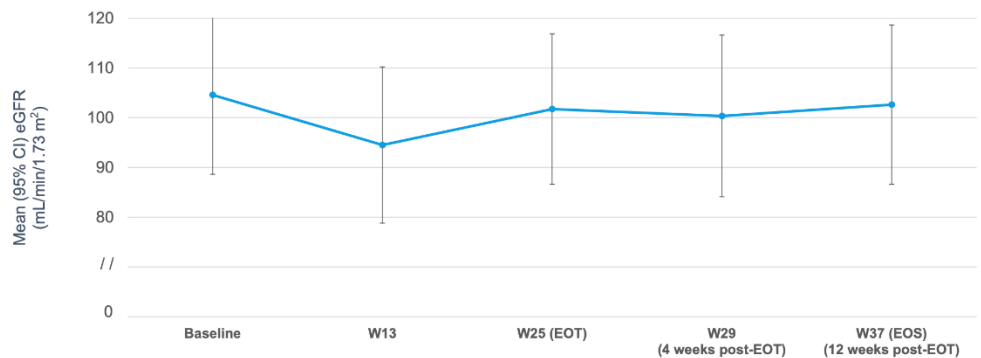
# Zetomipzomib: First-in-class, Selective Immunoproteasome Inhibitor For Autoimmune Diseases Including Lupus Nephritis

- ✓ Lupus nephritis is the most common secondary immune-mediated glomerular disease in China, effecting 600k-1million patients
- ✓ Once-weekly dosage demonstrated favorable safety and tolerability profile, with no evidence of immunosuppression, and no new safety signals during the follow-up period

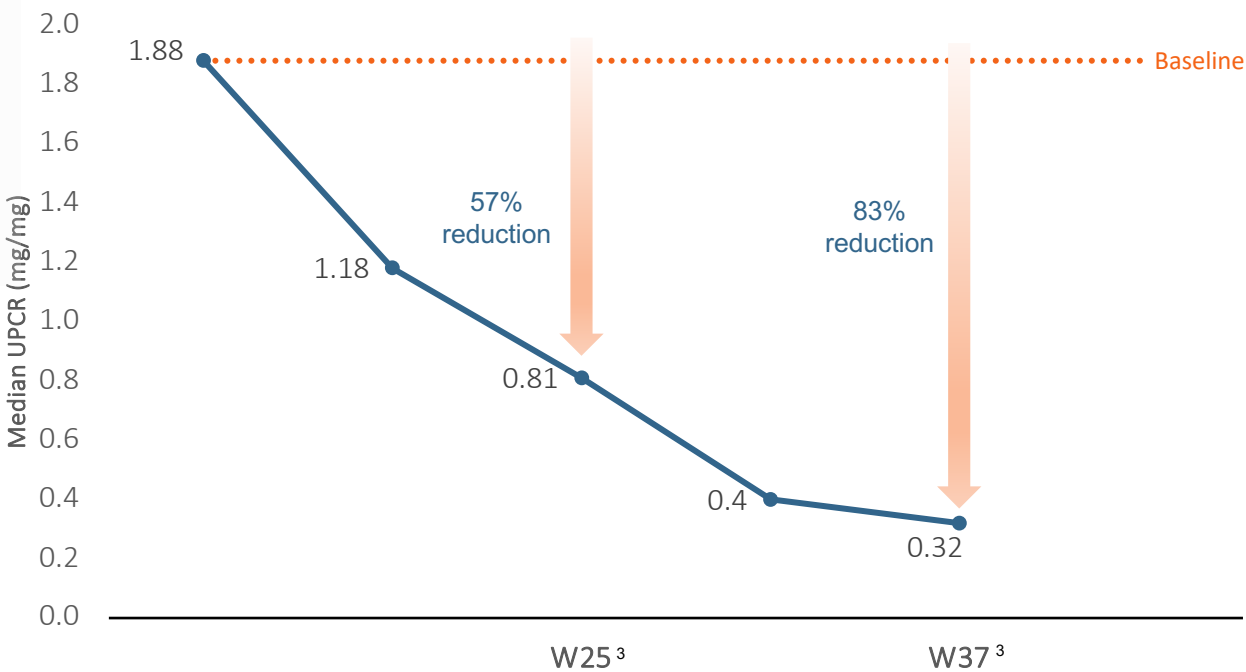
Zetomipzomib Demonstrated Clinically Meaningful Renal Responses



eGFR Remained Stable During Treatment and Post Treatment Period



Median UPCR Improvement Continued During Treatment and Post Treatment Period



1. ORR is measured as 50% or greater reduction in proteinuria from baseline  
2. CRR is measured as a UPCR of 0.5 or less, stable eGFR, daily prednisone/prednisone equivalent dose of 10 mg or less, and no use of prohibited medication.  
3. W25 was the end of the treatment, with a 12-week follow-up period to W37 after the end of treatment.

# Leading Discovery Platform Moving To Clinical Stage

## mRNA sequence design

- Antigen design and sequence optimization **clinically-proven** through the development of COVID19 mRNA vaccine

## In-house discovery team

- **30+** in-house discovery team is developing multiple mRNA prophylactic vaccines and **mRNA cancer vaccines** on this clinically validated platform
- Discovery lab in Zhangjiang, Shanghai



## Localized commercial-scale manufacturing

- Global GMP compliant manufacturing facility in Jiashan, Zhejiang Province with **annual capacity of 700m** doses for mRNA vaccines



## Next-generation delivery system

- Self-developed next generation **lipid nanoparticle (LNP) delivery system** to enhance cell-mediated immunity



# The Everest Difference In Business Development, Dual-engine Approach Of License-in And Self-discovery



Strong scientific acumen  
in asset selection

Immunomedics >> GILEAD

ARENA PHARMACEUTICALS >> Pfizer

TETRAPHASE PHARMACEUTICALS >> La Jolla Pharmaceutical

SPERO THERAPEUTICS >> Pfizer



Deep understanding of  
the China market

XERAVA™  
(eravacycline) for injection

High antibiotic  
resistance rate

NEFECON®  
budesonide delayed release capsules

High IgAN prevalence

Velsipity™  
(etrasimod) tablets

Rising autoimmune  
disease prevalence



Broad network of global  
biopharma



## Deal-making discipline

Science driven

Patient first

Value creation

# 2024 Catalysts

Therapeutic Area	Molecule	Milestones	Status
Renal Disease		 NDA approval in IgAN in Singapore	<input type="radio"/>
		 NDA approval in IgAN in Hong Kong	<input type="radio"/>
		 NDA approvals in IgAN in Taiwan and South Korea	<input type="radio"/>
		 EU full approval	<input type="radio"/>
		 Mainland China, Hong Kong and Singapore commercial launch	<input type="radio"/>
		 China open label study result	<input type="radio"/>
	Zetomipzomib	 IND approval in Mainland China	<input checked="" type="radio"/>
	EVER001	 Phase 1b interim data results	<input type="radio"/>
	Monoclonal Antibody	 IND filing in China	<input type="radio"/>
Infectious Disease	Cefepime-taniborbactam	 China NDA submission in cUTI	<input type="radio"/>
Autoimmune Disease		 EU approval	<input checked="" type="radio"/>
		 NDA approval in UC in Macau	<input type="radio"/>
		 Asian Phase 3 study 52-week data readout	<input type="radio"/>
		 China NDA submission in UC	<input type="radio"/>



# EVEREST MEDICINES

## Q&A

CONTACT US:  
[IR@everestmedicines.com](mailto:IR@everestmedicines.com)