

The Apellis logo is a white circle containing the word "Apellis" in a dark grey sans-serif font. The dot above the letter 'i' is a small orange square. This logo is positioned on the left side of the slide, centered vertically within a vertical column of five overlapping circles. The top circle is white and contains the logo, while the other four circles are orange and empty.

Apellis

# Third Quarter 2022 Financial Results Conference Call

November 7, 2022

# Apellis Participants

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**CEDRIC FRANCOIS, M.D., Ph.D.**  
*Co-Founder, President & Chief Executive Officer*

**ADAM TOWNSEND**  
*Chief Commercial Officer*

**FEDERICO GROSSI, M.D., Ph.D.**  
*Chief Medical Officer*

**TIMOTHY SULLIVAN**  
*Chief Financial Officer*

# Forward-looking statements

Statements in this presentation about future expectations, plans and prospects, as well as any other statements regarding matters that are not historical facts, may constitute “forward-looking statements” within the meaning of The Private Securities Litigation Reform Act of 1995. The words “anticipate,” “believe,” “continue,” “could,” “estimate,” “expect,” “intend,” “may,” “plan,” “potential,” “predict,” “project,” “should,” “target,” “will,” “would” and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. Actual results may differ materially from those indicated by such forward-looking statements as a result of various important factors, including: whether results obtained in preclinical studies and clinical trials will be indicative of results that will be generated in future clinical trials; whether the results of the FILLY, DERBY, and OAKS trials are sufficient to support regulatory submissions; whether a submission for approval of intravitreal pegcetacoplan for GA on the basis of the FILLY, DERBY and OAKS trials will be accepted by the FDA or foreign regulatory agencies; whether intravitreal pegcetacoplan will receive approval from the FDA or equivalent foreign regulatory agencies for GA when expected or at all; whether the company’s clinical trials will be fully enrolled and completed when anticipated; whether preliminary or interim results from a clinical trial will be predictive of

the final results of the trial; whether results obtained in preclinical studies and clinical trials will be indicative of results that will be generated in future clinical trials; whether pegcetacoplan will successfully advance through the clinical trial process on a timely basis, or at all; whether the results of the company’s clinical trials will warrant regulatory submissions and whether pegcetacoplan will receive approval from the FDA or equivalent foreign regulatory agencies for CAD, C3G, IC-MPGN, HSCT-TMA, ALS or any other indication when expected or at all; whether, if Apellis’ products receive approval, they will be successfully distributed and marketed; and other factors discussed in the “Risk Factors” section of Apellis’ Annual Report on Form 10-K filed with the Securities and Exchange Commission on February 28, 2022 and the risks described in other filings that Apellis may make with the Securities and Exchange Commission. Any forward-looking statements contained in this presentation speak only as of the date hereof, and Apellis specifically disclaims any obligation to update any forward-looking statement, whether as a result of new information, future events or otherwise.

# Positioning pegcetacoplan to have best possible product profile at launch, with minimal commercial impact

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Efficacy data at 24-months showed **meaningful slowing of GA progression, with effects increasing over time** in both EOM and monthly treatment

Impact of additional review period means **≤ 6-week delay to commercial launch**

If approved, pegcetacoplan will be the **first and only treatment for geographic atrophy (GA)**



# Executed across key priorities in Q3 2022



EMPAVELI® (pegcetacoplan) U.S. net product revenue in PNH of \$17.7M



Our partner, Sobi, continuing to progress EMPAVELI/Aspaveli globally



Continued advancing EMPAVELI pipeline with 4 later-stage programs underway



Further developed early-stage pipeline with Beam collaboration and internal programs (APL-2006, siRNA)

# Building a sense of urgency around GA treatment through disease awareness and education

## COMMERCIAL



Physician Disease State Education (DSE) Campaign and Messaging Platform

State-of-the-Art Mechanism of Disease Video



Patient Stories and DSE Campaign

## MEDICAL

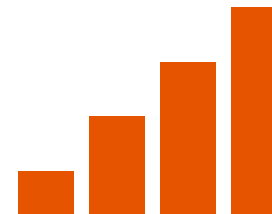


MOSAIC GA Patient & Caregiver Burden of Illness Study

Scientific Education Programs



Additional Platform Presentations & Publications





# Demonstrated continued strong EMPAVELI performance

 **EMPAVELI**<sup>®</sup>  
(pegcetacoplan) injection  
1080 mg/20 mL solution

**Q3 2022 U.S.  
Net Product Revenue**

**\$17.7 Million**

Since launch through September 30, 2022:

- ~\$60 million in net product revenue
- >240 HCPs with REMS certifications
- >200 start forms submitted
- >95% patient compliance rate
- >75% of C5 switches from Ultomiris
- Supplemental NDA with Phase 3 **PRINCE and 48-week PEGASUS data** accepted; PDUFA in February 2023

# DERBY and OAKS 24-month data showed increased effects over time with pegcetacoplan in GA

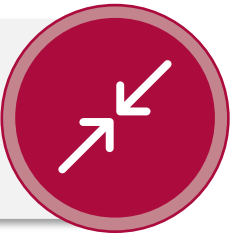
Pegcetacoplan treatment effects observed in both **every-other-month and monthly arms**



Pegcetacoplan **treatment effect accelerated** between months 18-24



Reductions in GA lesion growth were **comparable in patients with non subfoveal and subfoveal lesions** between months 18-24



Pegcetacoplan continued to demonstrate a **favorable safety profile**





# EMPAVELI in PNH is first step in building rare disease franchise

**PNH**  
~1,500<sup>1</sup>

**EMPAVELI Ambition:**  
The new standard of care  
U.S. launch  
ongoing



**IC-MPGN & C3G**

**U.S. PATIENTS  
IN NEED OF  
TREATMENT**

~5,000<sup>2</sup>

**EMPAVELI  
AMBITION**

Protect kidney function and  
quality of life in patients with  
or without transplant

**KEY  
MILESTONES**

✓ Continuing enrollment in  
Phase 3 study (Apellis)



**ALS**

~19,000<sup>3</sup>

Increase survival and  
slow the progression of  
symptoms

✓ Enrollment complete;  
TLR mid-2023  
(Apellis)



**CAD**

~5,000<sup>2</sup>

Improve hemoglobin  
levels and reduce  
transfusion dependency

✓ Dosed 1st patient in  
Phase 3 study (Sobi)



**HSCT-TMA**

~4,000<sup>4</sup>

Protect organ function  
and prevent mortality

✓ Continuing enrollment in  
Phase 2 study (Sobi)

**~34,500**

1. Based on complement-treated patient population. Hill A, et al. Blood. 2006; 108(11):985. 2. Based on moderate & severe patient population. CAD: Catenion using physician and literature consensus. Passweg et al, BMT. 2019, 38: 1575–1585 sus. C3G: ClearView Analysis using physician and literature consensus. 3. Based on sporadic only, patients seeking treatment, and non-monotherapy patients. ALS: ClearView Analysis based on physician interviews. 4. Based on TMA patients who display at least one high-risk feature. Phelan, R., Arora, M., Chen, M. Current use and outcome of hematopoietic stem cell transplantation: CIBMTR US summary slides, 2020.. Jodele et al, Blood. 2014, 124(4): 645–653. Sobi has global co-development and ex-U.S. commercialization rights for systemic pegcetacoplan.

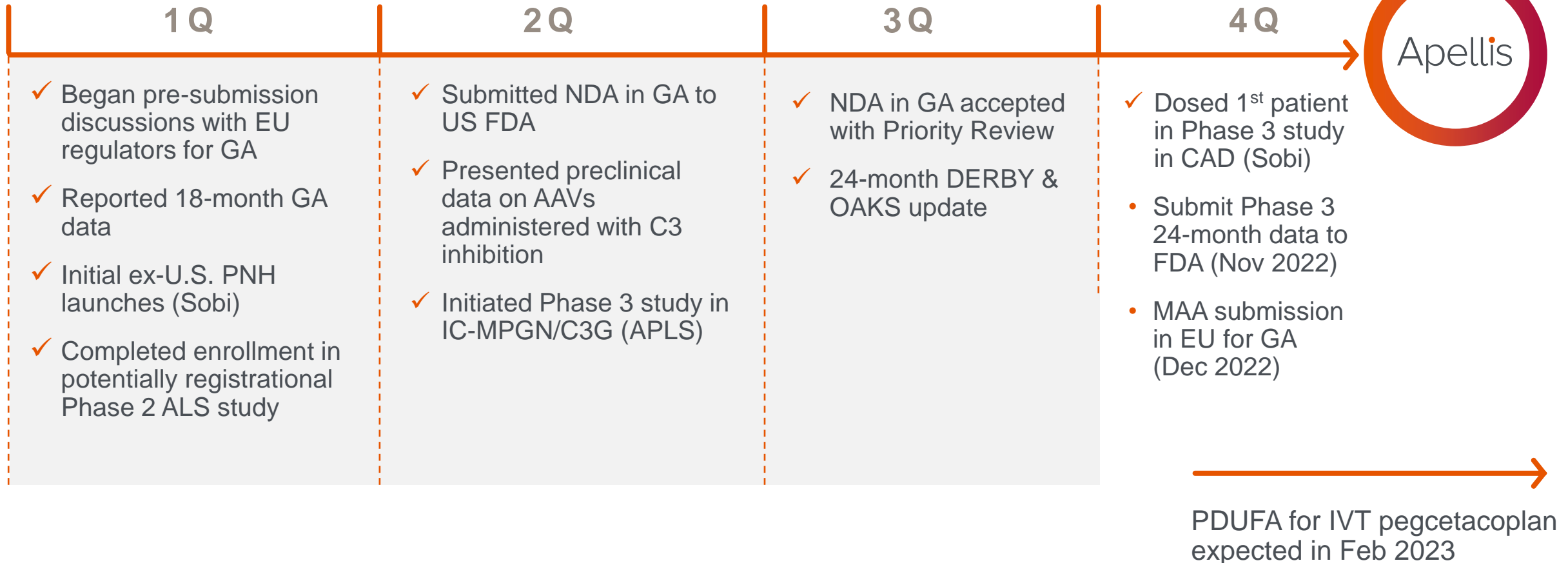
# Consolidated Third Quarter 2022 Financial Results

(In USD Millions)	Three Months Ended September 30,	
	2022	2021
Net Product Revenue	\$17.7	\$5.3
Licensing and Other Revenue	\$4.4	\$0.4
Total Revenue	\$22.1	\$5.7
Cost of Goods Sold	\$1.4	\$0.1
Expenses		
R&D Expenses	\$95.2	\$87.7
G&A Expenses	\$78.4	\$45.8
Total Operating Expenses	\$175.0	\$133.6
Other Expense, net	\$(38.4)	\$(67.7)
Net Loss	\$(191.3)	\$(195.6)

Apellis expects its cash of \$708.6 million as of 9/30/22, combined with expected revenues, to fund the company's operations into 1Q 2024

# Key milestones through 2022

## In 2022, we expect:



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**Q&A**