

The Apellis logo consists of a white circle with the word "Apellis" inside. The letter 'i' in "Apellis" has a small orange dot above it. This logo is positioned on the left side of the slide, which features 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

# **Second Quarter 2021 Financial Results Conference Call**

August 9, 2021

# Apellis Participants

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

**ADAM TOWNSEND**  
*Chief Commercial Officer*

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

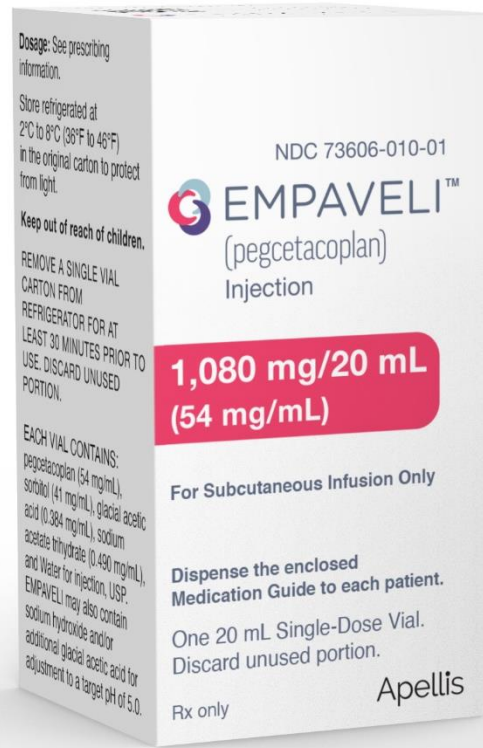
**TIM SULLIVAN**  
*Chief Financial Officer*

# 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. These statements include, but are not limited to, statements relating to the implications of preliminary clinical data. 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 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 GA, PNH, CAD, C3G, IC-MPGN, 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’ Quarterly Report on Form 10-Q filed with the Securities and Exchange Commission on August 9, 2021 and the risks described in other filings that Apellis may make with the Securities and Exchange Commission. Any forward-looking statements contained in this press release 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.

# EMPAVELI™ (pegcetacoplan) Is Approved in United States!



**First FDA-approved targeted C3 therapy**

**NOW APPROVED**

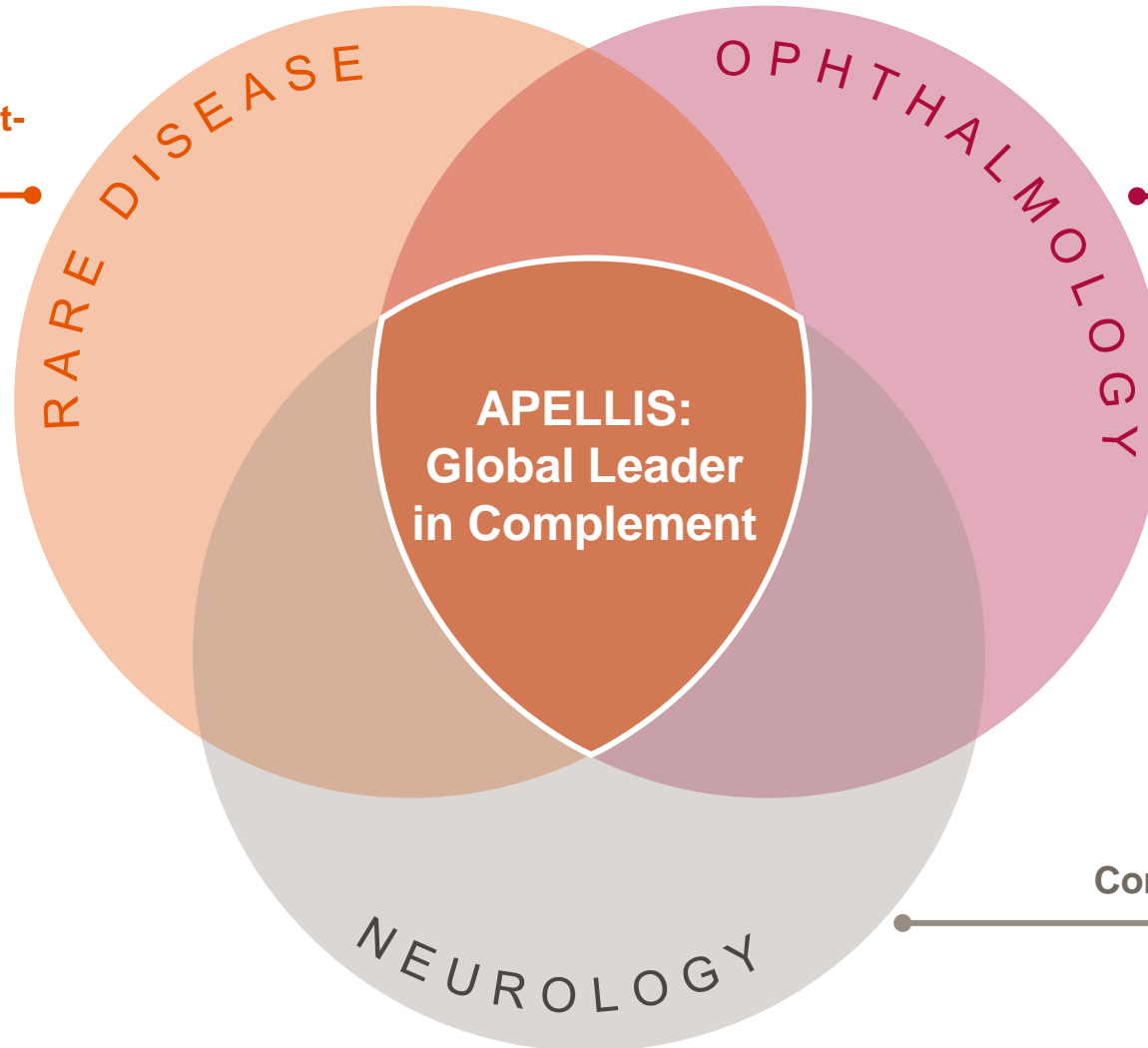


EMPAVELI is indicated for the treatment of adults with paroxysmal nocturnal hemoglobinuria (PNH)

# Growing Our Pipeline for Long-Term Leadership in Complement



Transforming Treatment  
across Rare, Complement-  
Driven Diseases



Be #1 in the Retina



Building a Portfolio  
of Brain-Active  
Complement Therapies



# U.S. Launch Priorities Driving Strategic Activities

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Ensure EMPAVELI commercial supply



Establish Apellis & the PNH unmet need



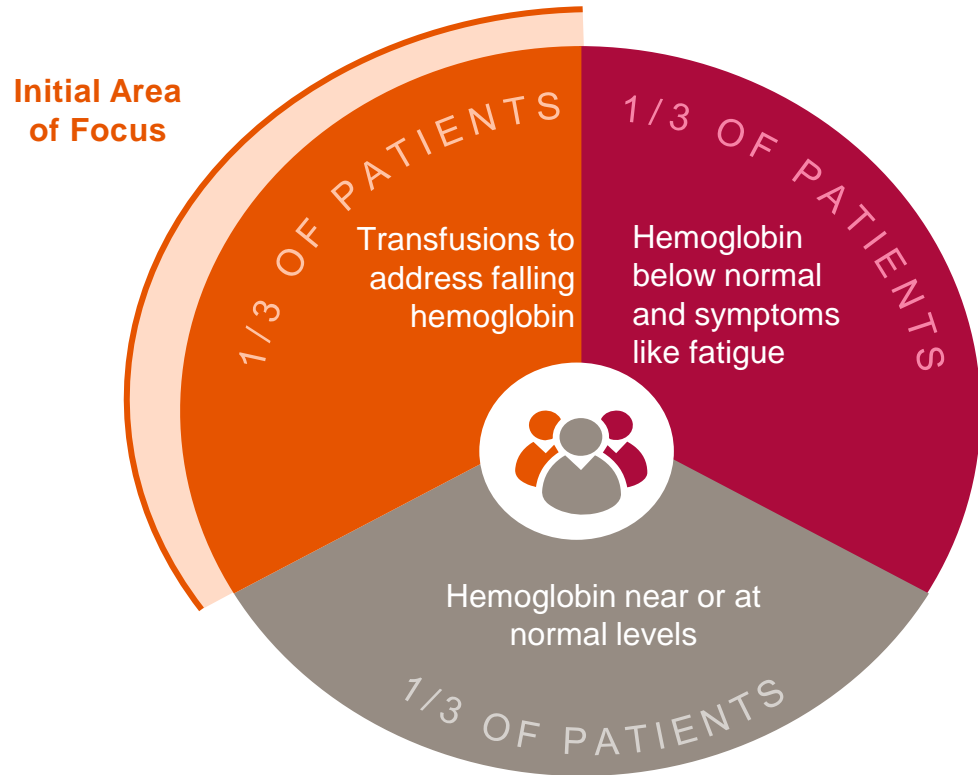
Ensure patient access and reimbursement



Leverage the clinical data to differentiate the brand

# Initial Feedback Highlights Excitement from PNH Community

## PATIENT SEGMENTS



**1,500**

U.S. PNH patients on C5 inhibitors

**150**

Newly diagnosed eligible PNH patients in the U.S. annually

## EARLY POSITIVE FEEDBACK

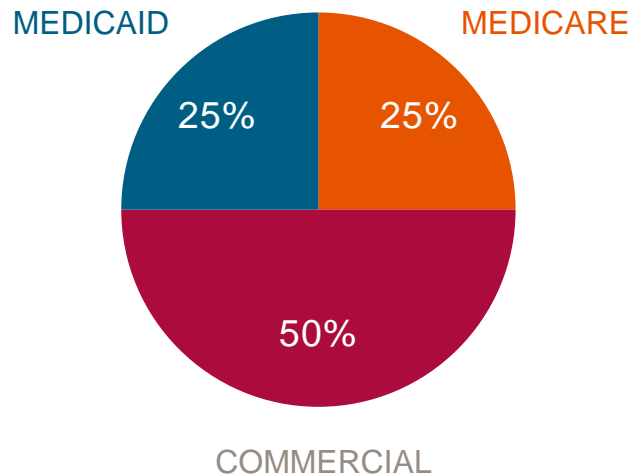
““ Congratulations to Apellis, I’m excited to start patients on therapy  
**KOL at a major PNH treatment center** ””

““ I will be following up with my physician, as I was not aware of EMPAVELI until receiving the “Now Approved” email ””  
**PNH Patient**

““ You guys (Apellis) are the poster child of what good looks like in the pharma/biotech space  
**Lead, Pharmacy Trade Relations at a major pharmacy benefits manager** ””

# Early Demand Indicators Confirm Unmet Need for PNH Patients

EMPAVELI-Treated Patients by Payer Segment



>75

Physicians have signed up for REMS program

>60

Start forms received



75%

Of EMPAVELI patients who switched from C5 inhibitor are coming from Ultomiris

12










Average days from prescription to first dose

4

Payers have accelerated EMPAVELI formulary reviews



# Great Start for EMPAVELI Launch

2Q 21	Q 4 2021
Product in channel within 5 days 	90% of payer formulary reviews to be complete 
100% of top 20 payers have received clinical presentations 	Engage 100% of priority accounts via Apellis sales organization 
Sales meetings are increasingly in-person, ~40% since approval from <10% baseline 	Engage 85% of priority physicians via Apellis sales organization 
>75 physicians have enrolled in REMS 	Maintain & enhance high patient confidence score for self-infusion within 2 weeks on therapy 
ApellisAssist early operational effectiveness is highly rated by patients 	

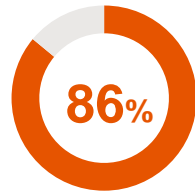


ORGANIZATION FOCUS IS ON 2K HCPS & 90 TARGETED TREATMENT CENTERS

# PRINCE: Builds Upon Robust Clinical Profile of EMPAVELI

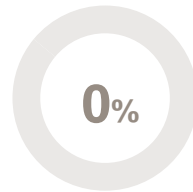
MET CO-PRIMARY ENDPOINTS AT WEEK 26:

**Hemoglobin stabilization<sup>^</sup> (p<0.0001)**



EMPAVELI

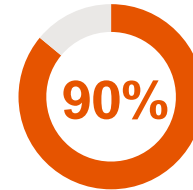
VS.



0%

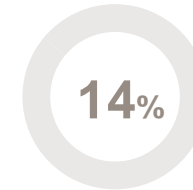
STANDARD OF CARE  
excluding complement  
inhibitors (SOC)

**% Reduction in LDH (p<0.0001)**



EMPAVELI

VS.



14%

SOC

STATISTICAL SUPERIORITY ACHIEVED ON SEVERAL SECONDARY ENDPOINTS

**including improvements in hemoglobin levels and transfusion avoidance**

**Safety profile consistent with previous studies\***









APL2-308; NCT04085601

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<sup>^</sup>Hemoglobin stabilization (avoidance of a >1 g/dL decrease in hemoglobin in the absence of transfusion)

\*At Week 26, 9% of patients in the EMPAVELI group experienced a serious adverse event (SAE) compared to 17% on SOC. One death was reported in each group, and neither were related to treatment. No cases of meningitis or thrombosis were reported in either group. The most common adverse events reported during the study in the EMPAVELI and SOC groups, respectively, were injection site reaction (30% vs. 0%), hypokalemia (13% vs. 11%), and fever (9% vs. 0%).

# EMPAVELI: Comprehensive Control of Complement with Broad Platform Potential

	PNH 	IC-MPGN / C3G 	ALS 	CAD 	HSCT-TMA 
EMPAVELI Ambition 	The new standard of care	Best-in-class therapy for late-stage and transplant patients	Increase survival and slow the progression of symptoms	Improve hemoglobin levels and reduce transfusion dependency	Protect organ function and prevent mortality
U.S. PATIENTS NEEDING TREATMENT 	~1,500*	~5,000**	~19,000***	~5,000**	~4,000****
KEY UPCOMING MILESTONES 	U.S. launch is ongoing	First patient dosed in Phase 3 study in 2H21 (Apellis)	Complete enrollment by end of 2021 (Apellis)	Initiate Phase 3 study in 2H21 (Sobi)	Initiate potentially registrational program in 2H21 (Sobi)

\*Based on complement-treated patient population

\*\*Based on moderate & severe patient population

\*\*\*Based on sporadic only, patients seeking treatment, and non-monotherapy patients

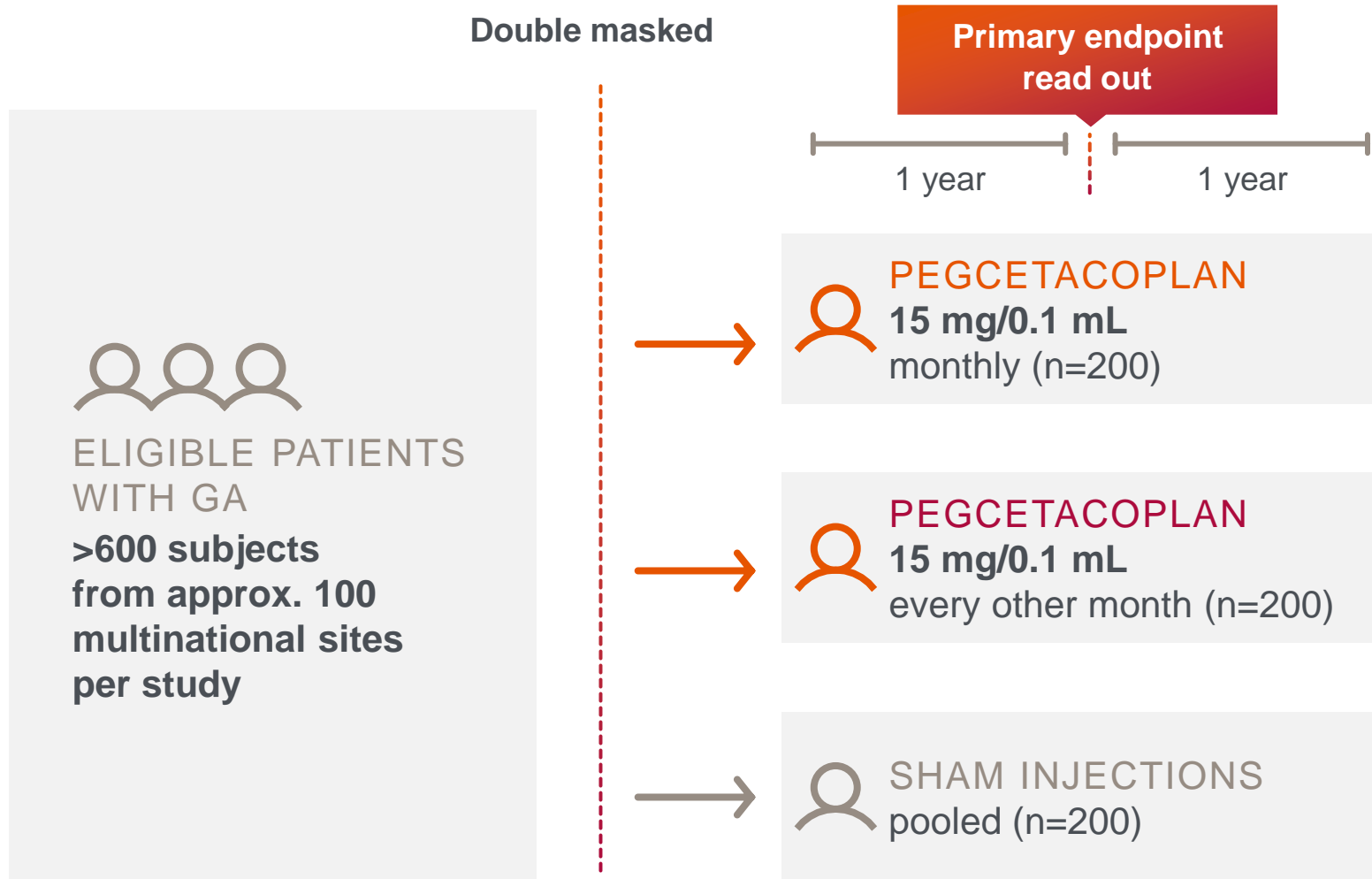
\*\*\*\*Based on high-risk patients for developing TMA

Sobi has global co-development and ex-U.S. commercialization rights for systemic

pegcetacoplan

PNH: Hill A, et al. Blood. 2006; 108(11):985. CAD: Catenion using physician and literature consensus. TMA: Current Uses and Outcomes of Hematopoietic Cell Transplantation (HCT): CIBMTR Summary Slides. Passweg et al, BMT. 2019, 38: 1575–1585. Jodele et al, Blood. 2014, 124(4): 645–653. C3G: ClearView Analysis using physician and literature consensus. ALS: ClearView Analysis based on physician interviews

# DERBY and OAKS: Two Phase 3 Studies of Pegcetacoplan in Patients with GA (n=1,258)



*Same population and trial design as Phase 2 FILLY study*

**Population:** patients with geographic atrophy secondary to AMD

**Primary endpoint:** change in total area of GA lesion(s) based on fundus autofluorescence (FAF) at month 12

**Design:** double masked, randomized

**Duration:** 2 years

# DERBY and OAKS: Top-Line Results Expected in September



## PRIMARY ENDPOINT

**Change in lesion growth compared to sham treatment at 12 months**



Monthly treatment with pegcetacoplan



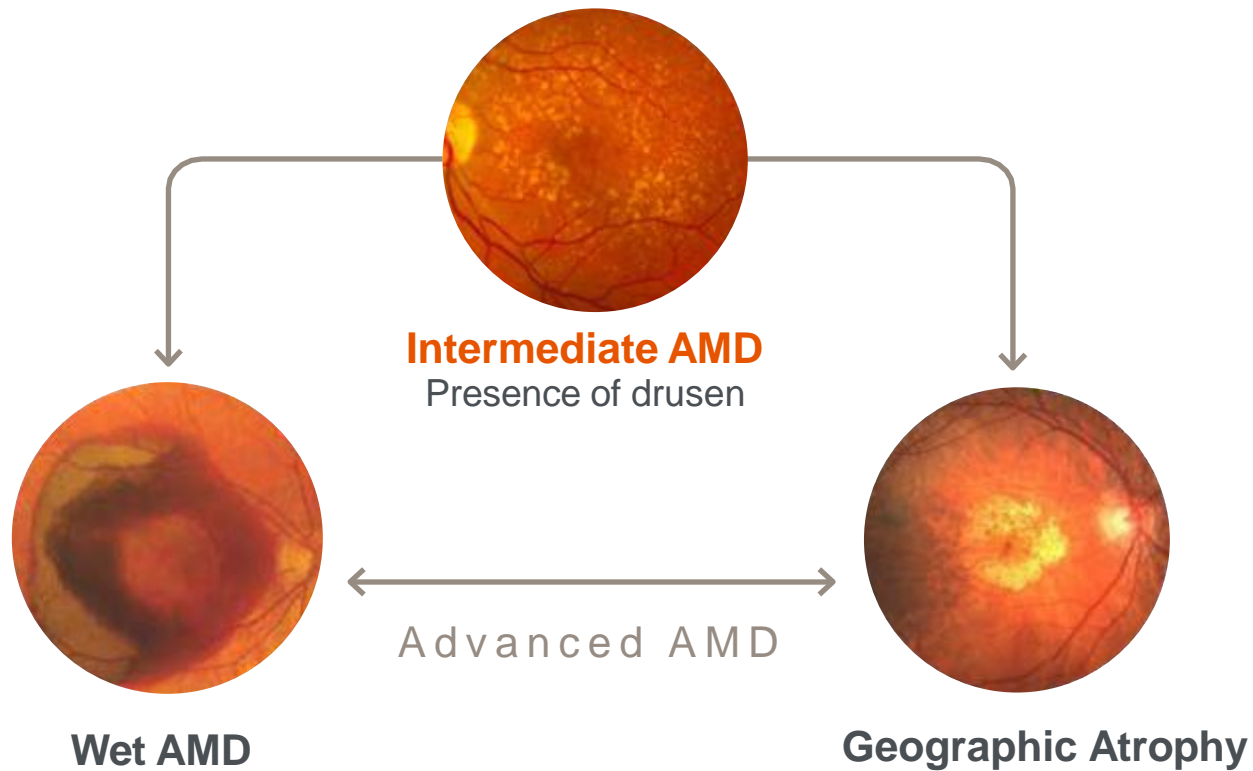
Every-other-month treatment with pegcetacoplan



## SAFETY

- Overall safety results including rate of exudations and intraocular inflammation

# Advancing Pegcetacoplan into Intermediate AMD for Earlier Treatment of AMD



- No approved therapy to prevent the progression of intermediate AMD to advanced AMD
- Positive post-hoc analysis from FILLY showed a treatment effect on biomarkers of intermediate AMD
- Pivotal study in intermediate AMD planned for 2022 if DERBY & OAKS meets primary efficacy endpoint in monthly arm
- Study to assess potential of pegcetacoplan to delay or prevent progression to advanced AMD

# Second Quarter 2021 Financial Results

(In Millions)	Three Months Ended June 30	
	2021	2020
Net Product Revenue	0.6	-
Total Revenue	0.6	-
Cost of Goods Sold	-	-
Total Operating Expenses		
Research and Development Expenses	95.9	87.1
Cost of research collaboration	50.0	-
General & Administrative Expenses	49.0	28.4
Net Loss	(219.2)	(118.6)

Apellis expects its cash of \$599.0 million as of June 30, 2021 to fund the company's current operating plan into the second half of 2022

# Growing Pipeline in Rare Disease, Ophthalmology, and Neurology

	PRODUCT	DISEASE	PRECLINICAL	PHASE 1	PHASE 2	PHASE 3	LAUNCH
Rare Disease	EMPAVELI™ (systemic pegcetacoplan)*	PNH	[Progress bar]				Marketed in the US
		IC-MPGN / C3G	[Progress bar]				Initiate Ph 3 in H2'21
		ALS	[Progress bar]				* Enrollment completion by end of '21
		CAD	[Progress bar]				Initiate Ph 3 in H2'21
		HSCT-TMA	[Progress bar]				* Initiate Ph 2 program in H2'21
	siRNA + EMPAVELI**	Existing + new indications	[Progress bar]				IND in '22
Ophthalmology	Intravitreal pegcetacoplan	GA	[Progress bar]				Top-line in Sept
		Intermediate AMD***	[Progress bar]				Initiate Ph 3 in '22
	APL-2006	GA & Wet AMD	[Progress bar]				IND in '22
	Gene therapies	Wet AMD, Intermediate AMD & GA	[Progress bar]				
Neurology	APL-1030	Undisclosed	[Progress bar]				IND in '22
	Brain shuttle	Undisclosed	[Progress bar]				
	Gene therapies	Undisclosed	[Progress bar]				
Multiple Therapeutic Areas	APL-9	Control of host attack for gene therapies	[Progress bar]				
	Oral alternative pathway inhibitor	Mild C3G and other indications	[Progress bar]				
	Gene-edited therapies (Beam)	Undisclosed	[Progress bar]				





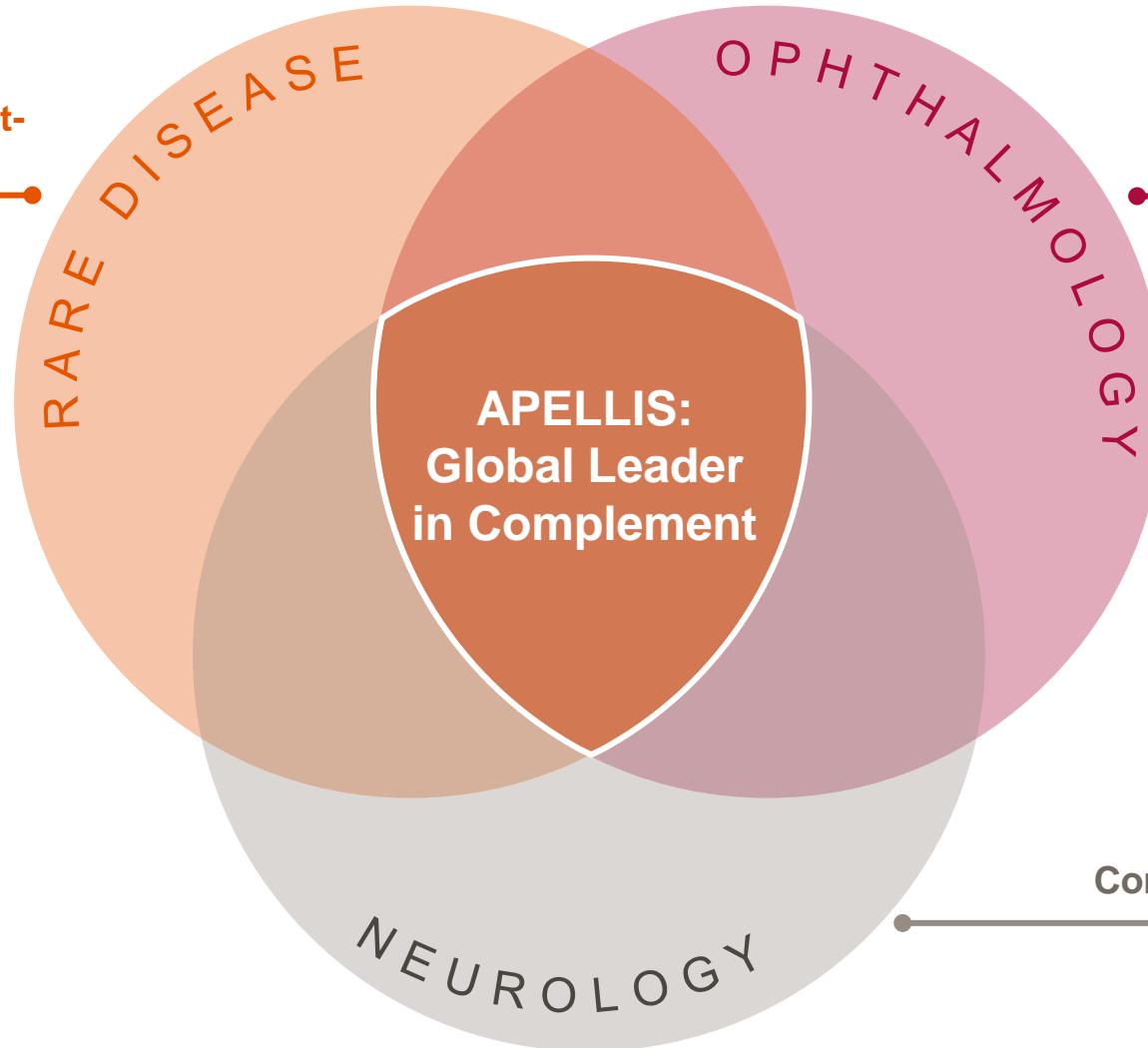
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**Q&A**

# Apellis: Positioned for Long-Term Leadership in Complement



Transforming Treatment  
across Rare, Complement-  
Driven Diseases



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