



# JW Therapeutics(2126.HK)

2021 Annual Results Presentation

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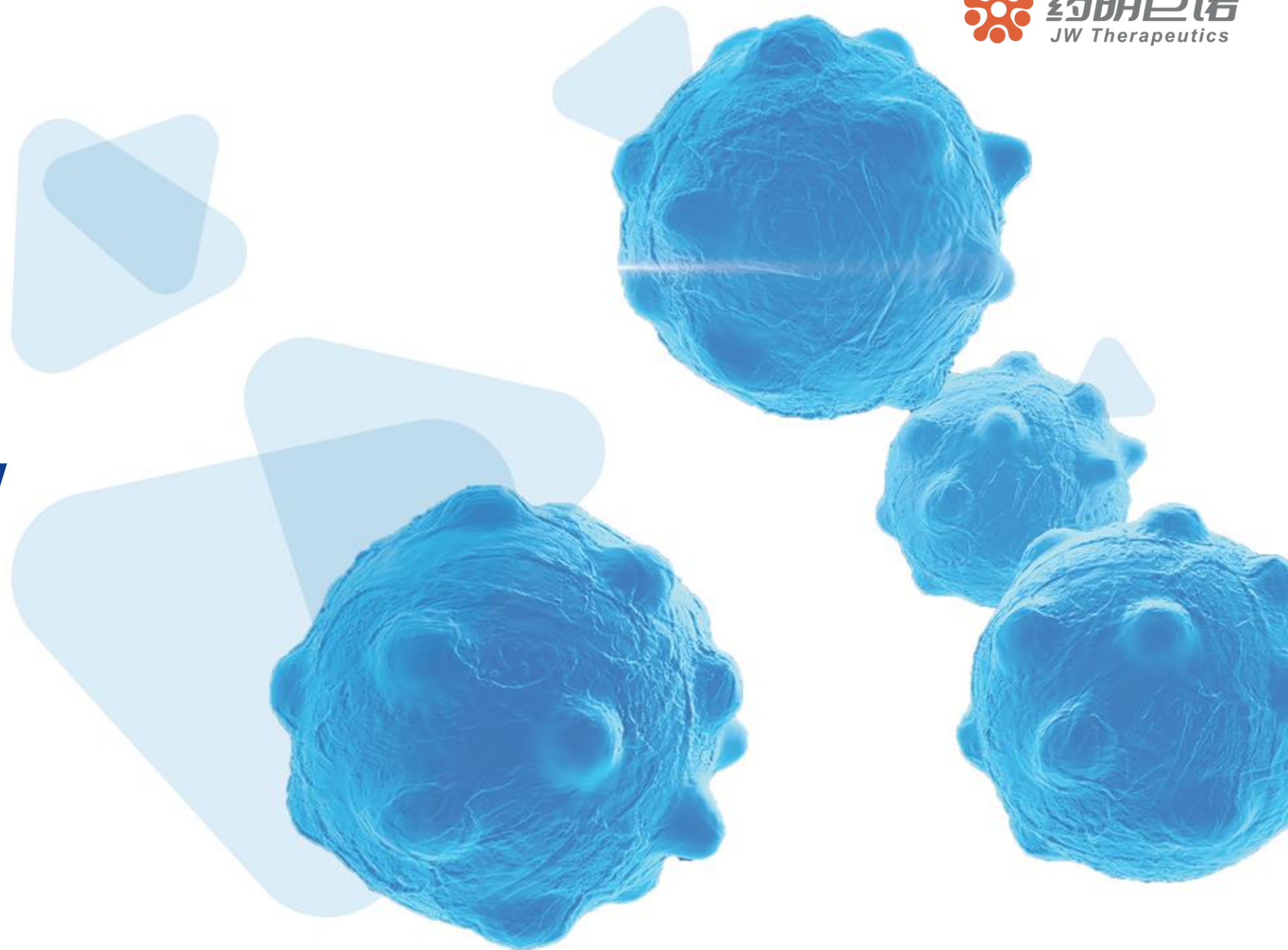
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# Agenda

- 01 2021 Overview
- 02 Commercialization Progress
- 03 Product and Pipeline Updates
- 04 Financial Overview
- 05 Strategy for Future and Development

# 01

## 2021 Overview



# JW Therapeutics – A Leading Cell Therapy Company

## A Potential Superior CD19 CAR-T, Cartheyva®

- NDA granted priority review by the NMPA
- Potential to achieve **superior safety results and comparable efficacy**
- **The first** CAR-T product approved as a Category 1 biologics product in China, and **sixth** approved CAR-T product globally

## Best Team and Talent in Cell Therapy

- **Experienced and driven** management team
- **Cross-disciplinary expertise** for R&D projects



## Robust Pipeline

- Broad coverage of both **hematological cancer** and **solid tumors**
- Strong **BD** and **in-house R&D** capabilities to continuously enrich pipeline

## End-to-end Platform

- In-house clinical development, established regulatory affairs with close collaboration with regulators
- Robust process development and leading manufacturing
- Extending capabilities in **commercialization** and **early research**

## 2021: A Year Marked a Major Milestone in the History of JW Therapeutics

**1<sup>st</sup>**  
(Carteyva®)

CAR-T therapy as a Category 1 biologics product in China

**54**

Prescriptions

**55.6%**

CRR

**30.8**

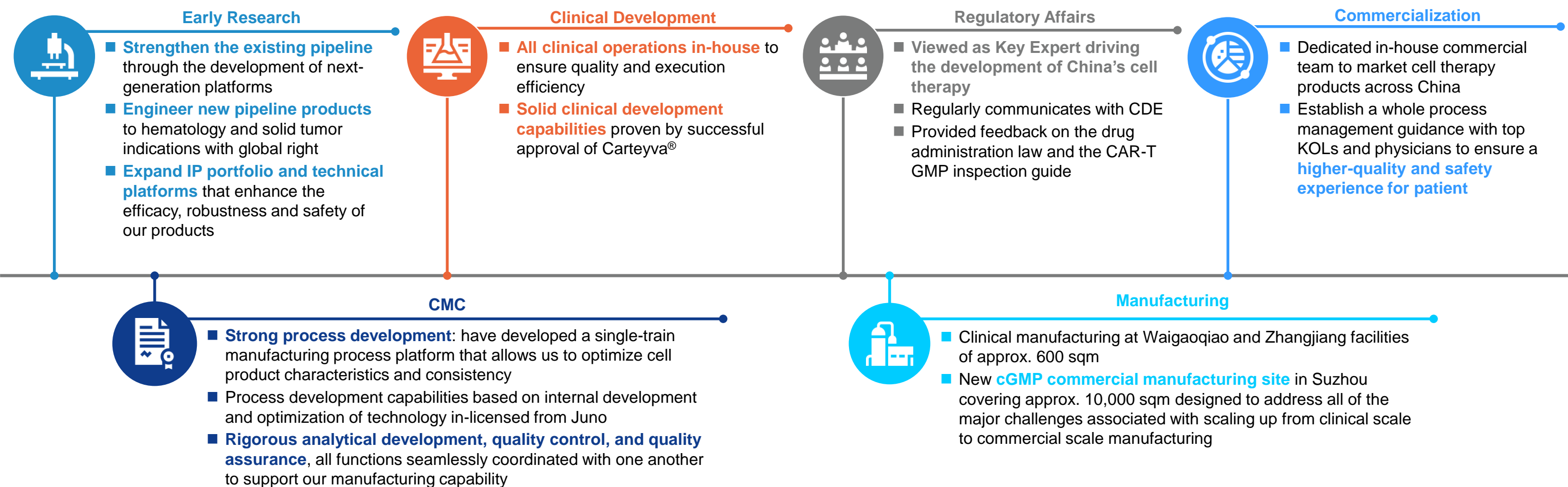
Revenue (RMB' million)

Clinical Progress	Commercialization	Operation excellence	Financial Update
<ul style="list-style-type: none"> <li>2<sup>nd</sup> indication: 3L FL sNDA submitted</li> </ul>	<ul style="list-style-type: none"> <li>Established vein to vein management process for timely and secure deliver</li> </ul>	<ul style="list-style-type: none"> <li>Building out of discovery capabilities while pursuing BD opportunities</li> </ul>	<ul style="list-style-type: none"> <li>Generated RMB30.8m revenue</li> </ul>
<ul style="list-style-type: none"> <li>Trials for other B cell malignancies on track, including r/r MCL sNDA submission planned for 2023, 2L LBCL and pALL IND submitted</li> </ul>	<ul style="list-style-type: none"> <li>Covered by 44 insurance product and 16 city-level complementary medical insurance programs</li> </ul>	<ul style="list-style-type: none"> <li>Continue high manufacture success rate of 99%</li> </ul>	<ul style="list-style-type: none"> <li>2021 Loss RMB702m, decreased by RMB961.5m compared to 2020</li> </ul>
<ul style="list-style-type: none"> <li>Solid tumor development on track: manufacture process development and facility upgrade completed</li> </ul>	<ul style="list-style-type: none"> <li>Established with key lymphoma experts the first CAR-T guiding principles to standardize the clinical applications for physicians</li> </ul>	<ul style="list-style-type: none"> <li>Successfully laid the foundation for execution of cost reduction to be realized from the second half of 2022</li> </ul>	<ul style="list-style-type: none"> <li>RMB1,834m cash balance</li> </ul>

Note: CRR 55.6% is from the first 27 assessable commercial patients, according to reports from treating physicians regarding their individual assessment of best response after Carteyva® treatment

# Fully Integrated Cell Therapy Innovation and Commercialization Platform

Our uniquely designed and fully integrated capabilities range from early research, and analytical development through process development and clinical development to regulatory affairs, with GMP manufacturing facilities and dedicated commercialization capability



# Seasoned Management Team

## Experienced Management Team



**James Li, M.D.**

*Chairman, Executive Director and CEO*



**Xin Fu**

*Chief Financial Officer*



**Lapyuen Harry Lam, PHD**

*Chief Technology Officer*



**Mark Gilbert, M.D.**

*Chief Medical Officer*



**Alex Qiong Wu**

*Chief Commercial Officer*



**Raymond J. Hage, Jr.**

*Corporate Development*



**Shaun Paul Cordoba, PHD**

*Chief Scientific Officer*



**Karen Xu**

*Head of Quality*



**Carol Zhu**

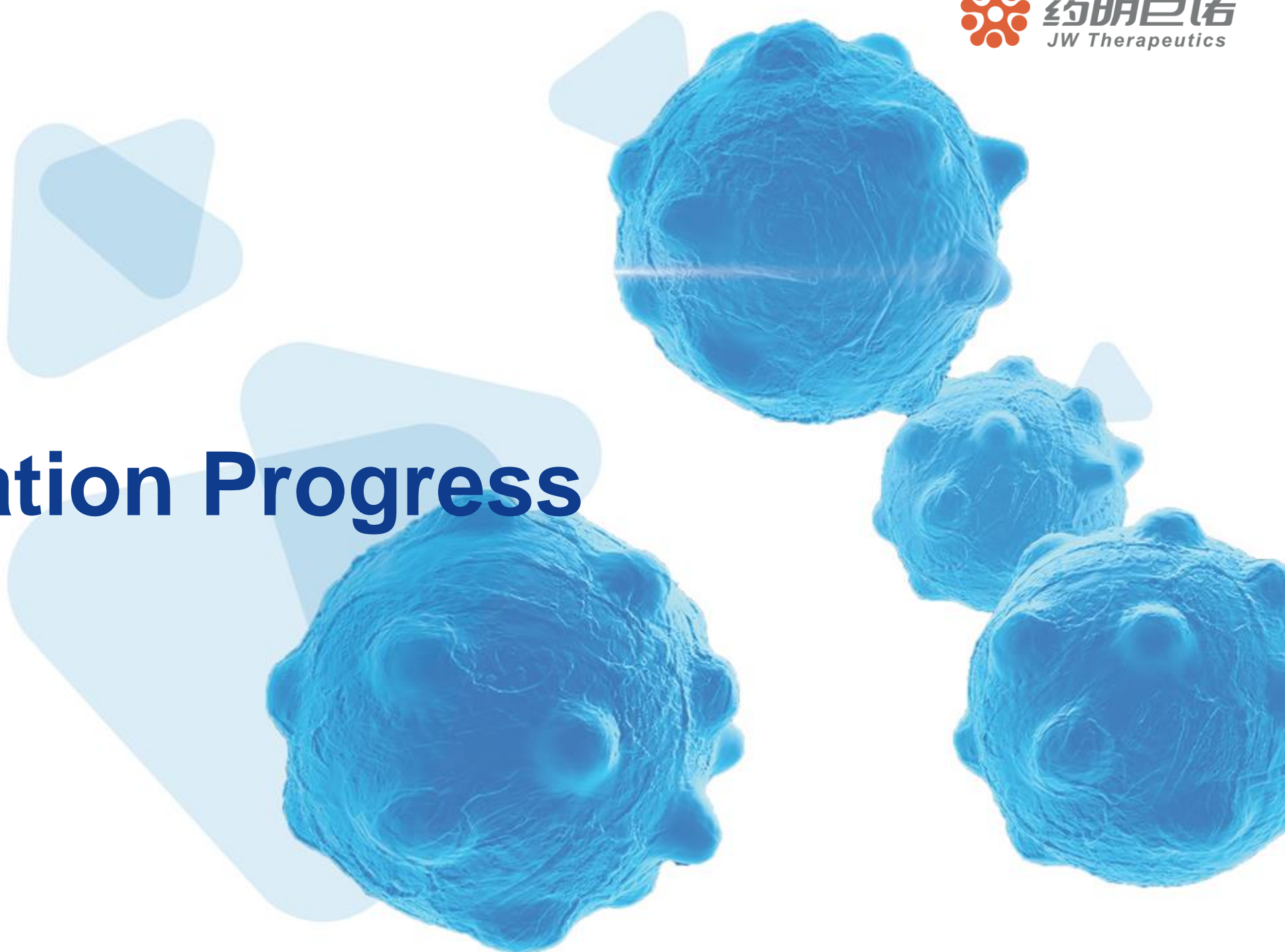
*Portfolio and Project Management*





02

# Commercialization Progress



# Strong Execution of Commercialization Launch

## Quick access to 1<sup>st</sup> patient

## Quick to gain market

2021.9.1		NMPA Approval
2021.9.3		NMPA Announcement
		1 <sup>st</sup> Prescription
		1 <sup>st</sup> Commercial Order
2021.9.8		1 <sup>st</sup> APH <i>5 days after announcement</i>
2021.10.3		1 <sup>st</sup> Infusion <i>1 month after approval</i>

**54** Prescriptions in 2021

**30** Infusions in 2021

# Clear Product Positioning and Commercialization Strategy Lead to Successful Launch and Laid the Foundation of Future Growth

## BIC Product Positioning

**Better efficacy, Better safety**



**SOLO**



## Solid Commercialization Strategy



**Professor Wu**  
The Frist Affiliated  
Hospital of Soochow  
University

“Carteyva®’s successful launch has brought a brand-new treatment choice for R/R LBCL patients and is also a milestone in the development of innovative drugs in China”



**Professor Zhou**  
Wuhan Tongji  
Hospital

“Carteyva® has actually presented distinguished advantage in safety in real cases. Patients felt no much pain during the whole treatment”



**Professor Song**  
Beijing Cancer  
Hospital

“Long-time disease free survival is the ultimate goal for both physicians and patients. 76.8% 1-year OS rate that Carteyva® demonstrated in Reliance study is quite a satisfying result”

# Eco-system of Whole Process Management to Serve Patients

## Build Eco-system to Provide First-class Service



Vein to vein process



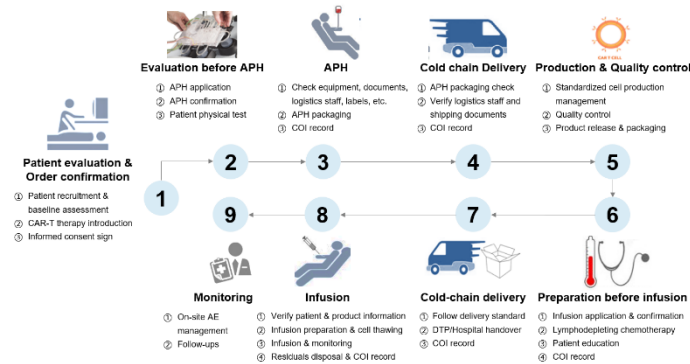
CAR-T consultant



Innovative payment



Guidance Principle



## Support Strategic Partners to Serve Patients



Onsite Training



Hospital Certification



Dry-run



Multi-disciplinary treatment Platform

Completed training, dry-run and certification of

**61** top

hematology hospitals in China

**55.6% CRR** among first 27 assessable commercial patients, similar to registrational clinical trial result (51.7%)

# Establish a Multi-layer Medical Care System for CAR-T Treatment to Improve Patient Affordability



44 commercial insurance

16 city level supplementary insurance

1st 100% refund from insurance was received by patient from Hangzhou on Feb 21st

**西湖益联保**

**300万医疗保额**  
老少均价一年150元

- 政府指导可信赖
- 自付自费广覆盖
- 参保门槛无限制
- 医保个账保全家
- 保障全面起付低
- 一站结算赔付快

03

# Product and Pipeline Updates



# Our Robust and Differentiated Cell Therapy Pipeline

	Product	Target	Indication	Commercial Rights	Pre-clinical	IND	Phase I	Pivotal / Phase II/III	NDA	Marketed	NMPA Classification	Partner	
Hematologic Malignancies	JWCAR029 / Relmacabtagene Autoleucel (relma-cel) **1	CD19	3L LBCL	Mainland China, Hong Kong, Macau*	[Progress bar from Pre-clinical to Marketed]							Category 1	Juno Bristol Myers Squibb Company
			3L FL	Mainland China, Hong Kong, Macau*	[Progress bar from Pre-clinical to Pivotal]				Registrational trial				
			3L MCL	Mainland China, Hong Kong, Macau*	[Progress bar from Pre-clinical to Pivotal]				Registrational trial				
			2L LBCL	Mainland China, Hong Kong, Macau*	[Progress bar from Pre-clinical to Pivotal]				Registrational trial				
			3L ALL	Mainland China, Hong Kong, Macau*	[Progress bar from Pre-clinical to Phase I]								
			3L CLL	Mainland China, Hong Kong, Macau*	[Progress bar from Pre-clinical to Phase I]								
	JWCAR129 <sup>2</sup>	BCMA	r/r MM	Mainland China, Hong Kong, Macau*	[Progress bar from Pre-clinical to Phase I]							Category 1	Juno Bristol Myers Squibb Company
Nex-G	CD19	NHL	Mainland China, Hong Kong, Macau*	[Progress bar from Pre-clinical to IND]							Category 1	Juno Bristol Myers Squibb Company	
Solid Tumors	JWATM203	AFP	HCC	Mainland China, Hong Kong, Macau, Taiwan, and member countries of ASEAN*	[Progress bar from Pre-clinical to Phase I]			4				Category 1	EUREKA
	JWATM213 <sup>3</sup>	AFP	HCC	Mainland China, Hong Kong, Macau, Taiwan, and member countries of ASEAN*	[Progress bar from Pre-clinical to Phase I]							Category 1	EUREKA Lyell
	JWATM204	GPC3	HCC	Mainland China, Hong Kong, Macau, Taiwan, and member countries of ASEAN*	[Progress bar from Pre-clinical to Phase I]			4				Category 1	EUREKA
	JWATM204	GPC3	Basket	Mainland China, Hong Kong, Macau, Taiwan, and member countries of ASEAN*	[Progress bar from Pre-clinical to Phase I]							Category 1	EUREKA
	JWATM214 <sup>3</sup>	GPC3	HCC	Mainland China, Hong Kong, Macau, Taiwan, and member countries of ASEAN*	[Progress bar from Pre-clinical to Phase I]							Category 1	EUREKA Lyell

Abbreviations: LBCL = large B-cell lymphoma; FL = follicular lymphoma; MCL = mantle cell lymphoma; ALL = acute lymphoblastic leukemia; CLL = chronic lymphocytic leukemia; MM = multiple myeloma; NHL = non-Hodgkin lymphoma; HCC = hepatocellular carcinoma; NSCLC = non-small cell lung cancer; AFP = alpha-fetoprotein; GPC3 = glypican-3; r/r = relapsed or refractory; 3L = third-line; 2L = second-line; Basket=Basket Design, A variety of solid tumors were included

\* Mainland China, Hong Kong, Macau and Taiwan refer to Mainland China, Hong Kong (China), Macau (China) and Taiwan (China), respectively.

\*\* Denotes a Core Product Candidate.

1. Relma-cel is based on the same CAR construct as the product lisocabtagene maraleucel (Breyanzi or lisocabtagene or liso-cel) of Juno Therapeutics, which was approved by the U.S. Food and Drug Administration in February 2021.

2. JWCAR129 is based on the same CAR construct as Juno Therapeutics' product orvacabtagene autoleucel (orva-cel).

3. Developing using Lyell technology.

4. JWATM204 is in a Phase I investigator-initiated trial in China. Eureka's products based on the CAR constructs underlying JWATM203 and JWATM204 are currently in Phase I/II trials in the US conducted by Eureka under an IND application. In November 2021, the U.S. FDA granted Fast Track Designation to Eureka's counterpart to JWATM203 for the treatment of hepatoblastoma ("HB") and HCC in pediatric patients, as well as "rare pediatric disease designation" for the treatment of HB. In February 2022, the FDA granted Orphan Drug Designation to Eureka's counterparts to JWATM203 and JWATM 204.

# Carteyva<sup>®</sup>: Potential Superior Anti-CD19 CAR-T Product

- The first CAR-T therapy approved as a Category 1 biologics product in China
- In the registrational Phase II clinical trial, Carteyva<sup>®</sup> demonstrated superior safety results with comparable efficacy

## Comparable Efficacy<sup>1</sup>

\* Not from a head-to-head comparison study

	ORR	CRR
<b>Carteyva<sup>®</sup></b>	<b>77.6%</b>	<b>51.7%</b>

### Marketed CAR-T

	ORR	CR
Yescarta	72%	51%
Kymriah	50%	32%
Breyanzi	73%	54%

## Superior Safety Profile<sup>1</sup>

\* Not from a head-to-head comparison study

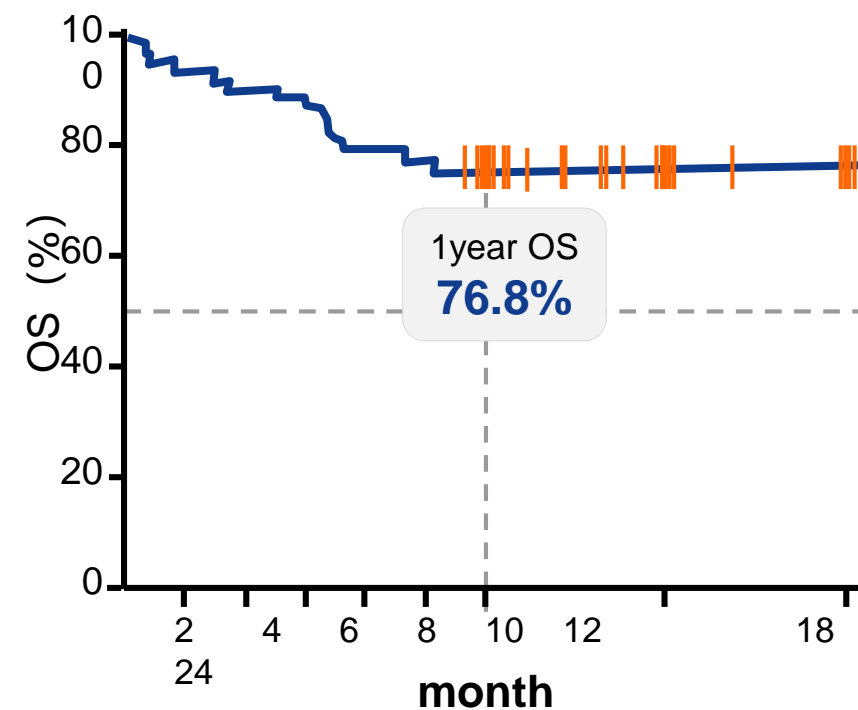
	Indication	NT (Any)	sNT (≥Grade 3)	CRS (Any)	sCRS (≥Grade 3)
<b>Carteyva<sup>®</sup></b>	<b>r/r LBCL</b>	<b>20.3%</b>	<b>3.4%</b>	<b>47.5%</b>	<b>5.1%</b>

### Marketed CAR-T

	Indication	NT (Any)	sNT (≥Grade 3)	CRS (Any)	sCRS (≥Grade 3)
Yescarta	r/r LBCL	87%	31%	94%	13%
Kymriah	r/r LBCL	58%	18%	74%	23%
Breyanzi	r/r LBCL	35%	12%	46%	4%

## Excellent long-term efficacy: 1Y OS 76.8%

The median follow-up time: 17.9 months, the median OS was not reached



The excellent 1 year OS rate and trend of OS KM curve indicate the "curing" potential of Carteyva<sup>®</sup>.

Source:

<sup>1</sup>. All clinical data above comes from specification of each marketed product, the data of Carteyva<sup>®</sup> is as the end of December 31, 2020

Abbreviations: ORR=Overall Response Rate; CRR=Complete Response Rate; NT=Neurotoxicity; sNT=severe Neurotoxicity; CRS=Cytokine Release Syndrome; sCRS=severe Cytokine Release Syndrome; ; r/r = relapsed or refractory; LBCL = large B-cell lymphoma



# Carteyva<sup>®</sup> Expected to Be The First CAR-T Product Approved for Treatment of 3L FL Patient in China

- **Granted Breakthrough Therapy Designation** by the NMPA in September 2020
- **Ph2 pivotal trial has completed** in mid-2021
- **sNDA application was accepted** by NMPA in Q1 2022

## Efficacy Comparison

\* Not from a head-to-head comparison study

	ORR	CRR
<b>Carteyva<sup>®</sup></b>	<b>100%</b>	<b>92.6%</b>
Yescarta	91%	60%
Kymriah	86%	69%

## Safety Profile Comparison

\* Not from a head-to-head comparison study

Indication	NT (Any)	sNT (≥Grade 3)	CRS (Any)	sCRS (≥Grade 3)
<b>Carteyva<sup>®</sup></b>	<b>18%</b>	<b>4%</b>	<b>43%</b>	<b>0</b>
Yescarta	77%	21%	84%	8%
Kymriah	4%	1%	49%	0

Source: data from ASH 2021 and product specification of Yescarta

Abbreviations: ORR=Overall Response Rate; CRR=Complete Response Rate; NT=Neurotoxicity; sNT=severe Neurotoxicity; CRS=Cytokine Release Syndrome; sCRS=severe Cytokine Release Syndrome; r/r = relapsed or refractory; FL = follicular lymphoma; 3L=third line

# Carteyva<sup>®</sup>: Exploring the Further Clinical Potential in Early Line Treatment and Other Indications

- To fully explore the clinical potential of Carteyva<sup>®</sup>, we intend to develop Carteyva<sup>®</sup> for a number of other hematological indications, including second-line LBCL, MCL, pALL and CLL

2<sup>nd</sup> line  
LBCL

- A multi-center, randomized Phase II registrational clinical trial comparing Carteyva<sup>®</sup> to 2nd line stand of care therapy
- Aim to establish new standard of care and impact clinical practice for 2nd line LBCL population
- IND approval is expected in Q2 2022 and FPI in Q3 2022**

MCL

- Historically has been resistant to standard therapy, or therapies have provided only short periods of response
- Single arm Ph2 pivotal trial started, patient enrollment expected to complete in 4Q2022**
- Will evaluate MCL patients for whom the use of BTK inhibitors has failed

pALL

- Relapse after initial induction chemotherapy carries a very poor prognosis with median survival rates in adults being less than one year
- First registration trial to execute in pediatric population
- IND approval and first patient enrollment expected to occur in 2Q 2022

CLL

- Certain subtypes of CLL have a much worse prognosis
- Will evaluate high risk CLL patients for whom the use of BTK inhibitors has failed
- To commence a single arm Ph1/2 trial in 2022**

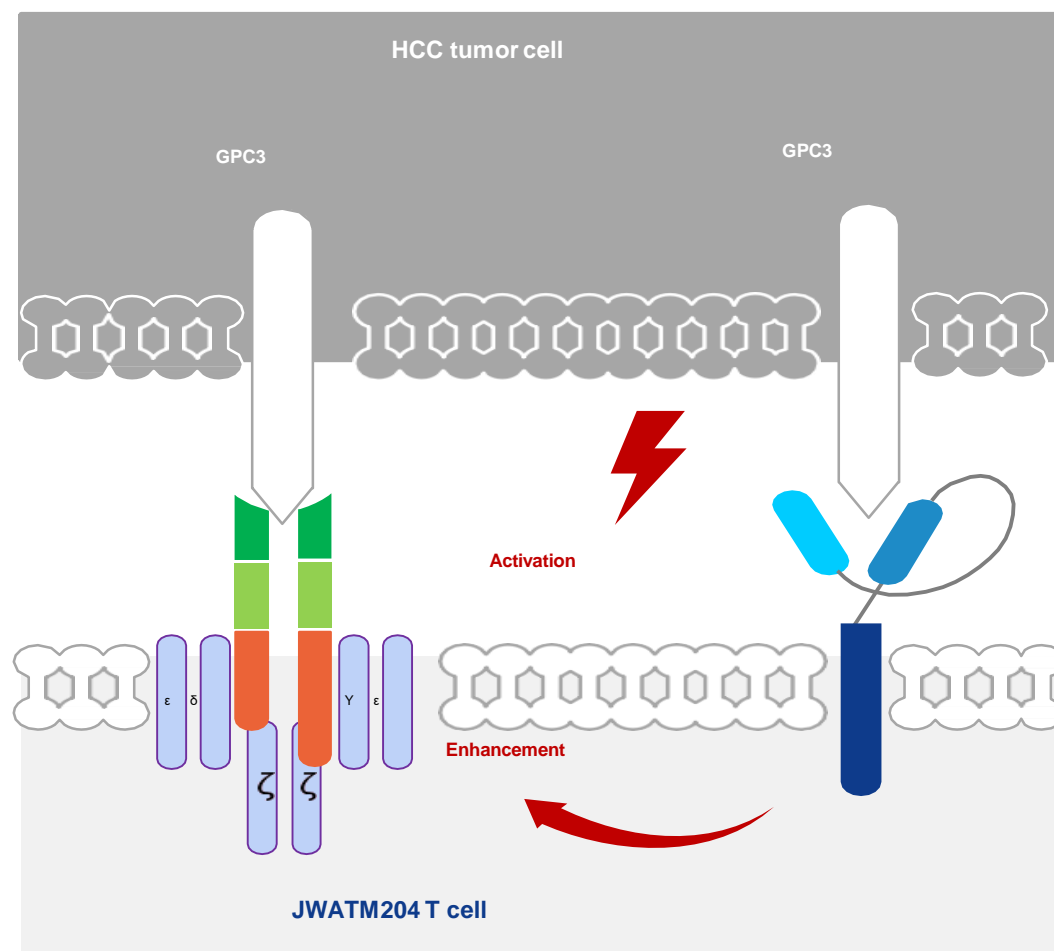
# JWATM204 and JWATM214 Programs

## Overview

**JWATM204: A novel TCR-T therapy tests on GPC3 target that potentially benefit many HCC patients and other solid tumor patients , developed using ARTEMIS 3.0 technology , JWATM214 are developed using ARTEMIS 3.0 technology combined with the Lyell technology**

### Mechanism of Action

**JWATM204 Program (JWATM204 and JWATM214)**



### Our Advantages

- ✓ **GPC3** expressed in **~80% HCC patients** and also high expression in other solid tumors including subtype of gastric cancer and NSCLC
- Use of ARTEMIS technology could potentially create **more effective and safer** T-cell therapy
- Combination of Lyell's technology for JWATM214 may increase **T-cell functionality and reduce T-cell exhaustion**

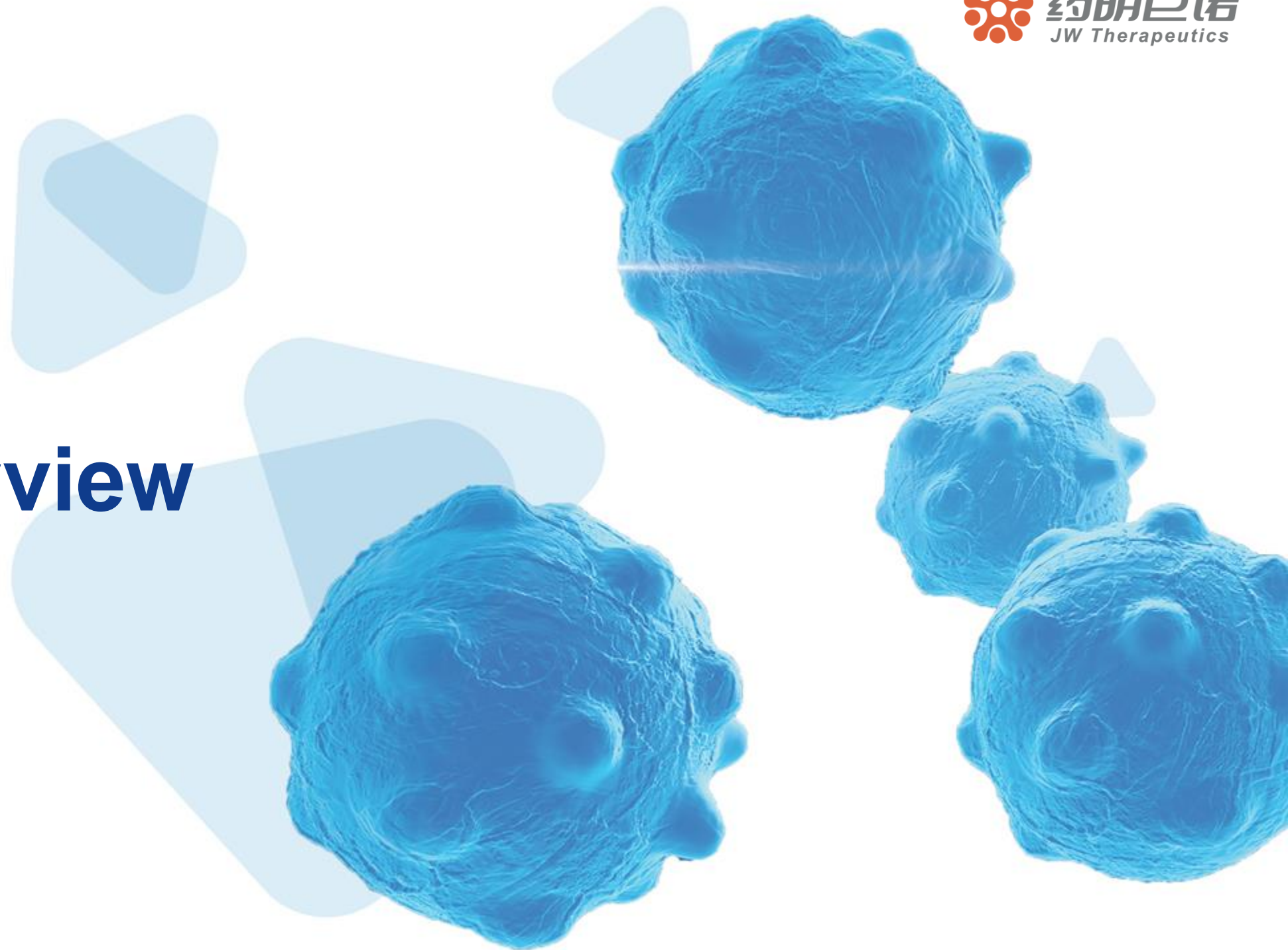
### Our Clinical Development Plan

- A Ph I dose escalation study will initiated in late stage HCC patient to confirm safety profile and recommended dose of JWATM204 for Ph 2 study. FPI is expected during Q2, 2022
- Another phI dose escalation study will also initiated in solid tumor patients to identify alternative indications. FPI is expected during Q3 2022
- Further development plan is to expand to earlier lines of treatment of HCC as either monotherapy or combinations of TKI and CPI agents, and conduct pivotal studies in other solid tumor type.

2021				2022			
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
				◆		◆	◆
				CMC process lock	Manufactory ready and FPI for HCC ph I study	FPI for basket design ph I study	

# 04

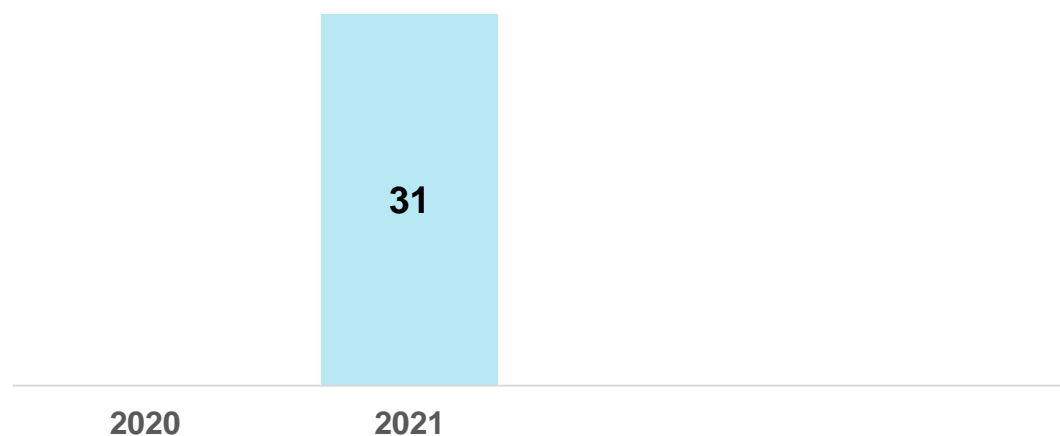
## Financial Overview



# Key Financial Update

## Revenue

(RMB million)



## Loss for the year

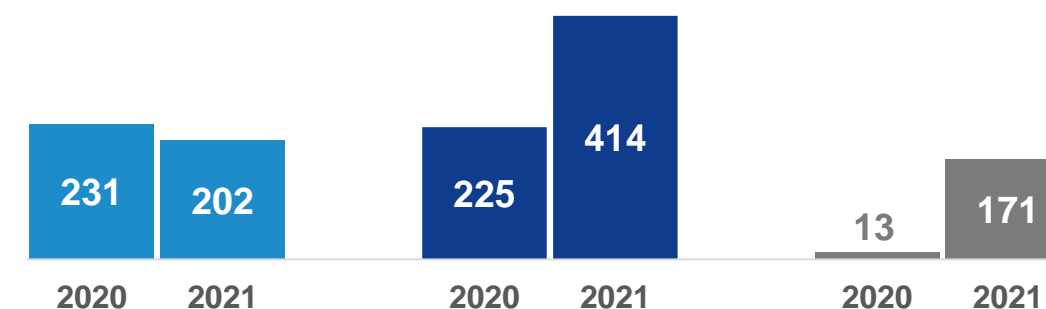
(RMB million)



## Operating expenses

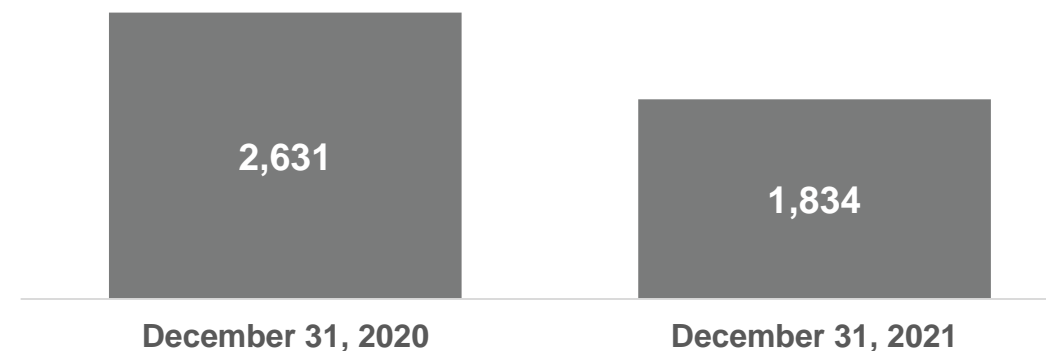
(RMB million)

- General and administrative expenses
- Research and development expenses
- Selling expenses

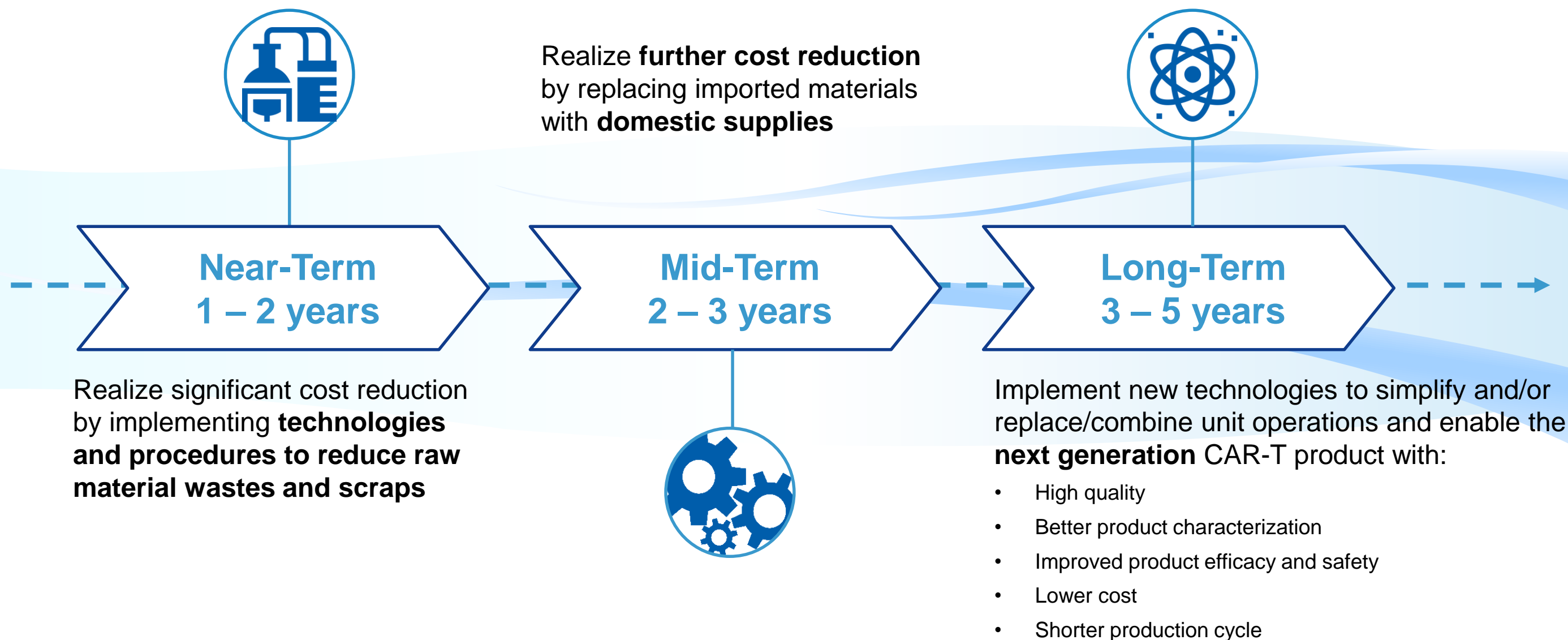


## Cash and cash equivalents

(RMB million)

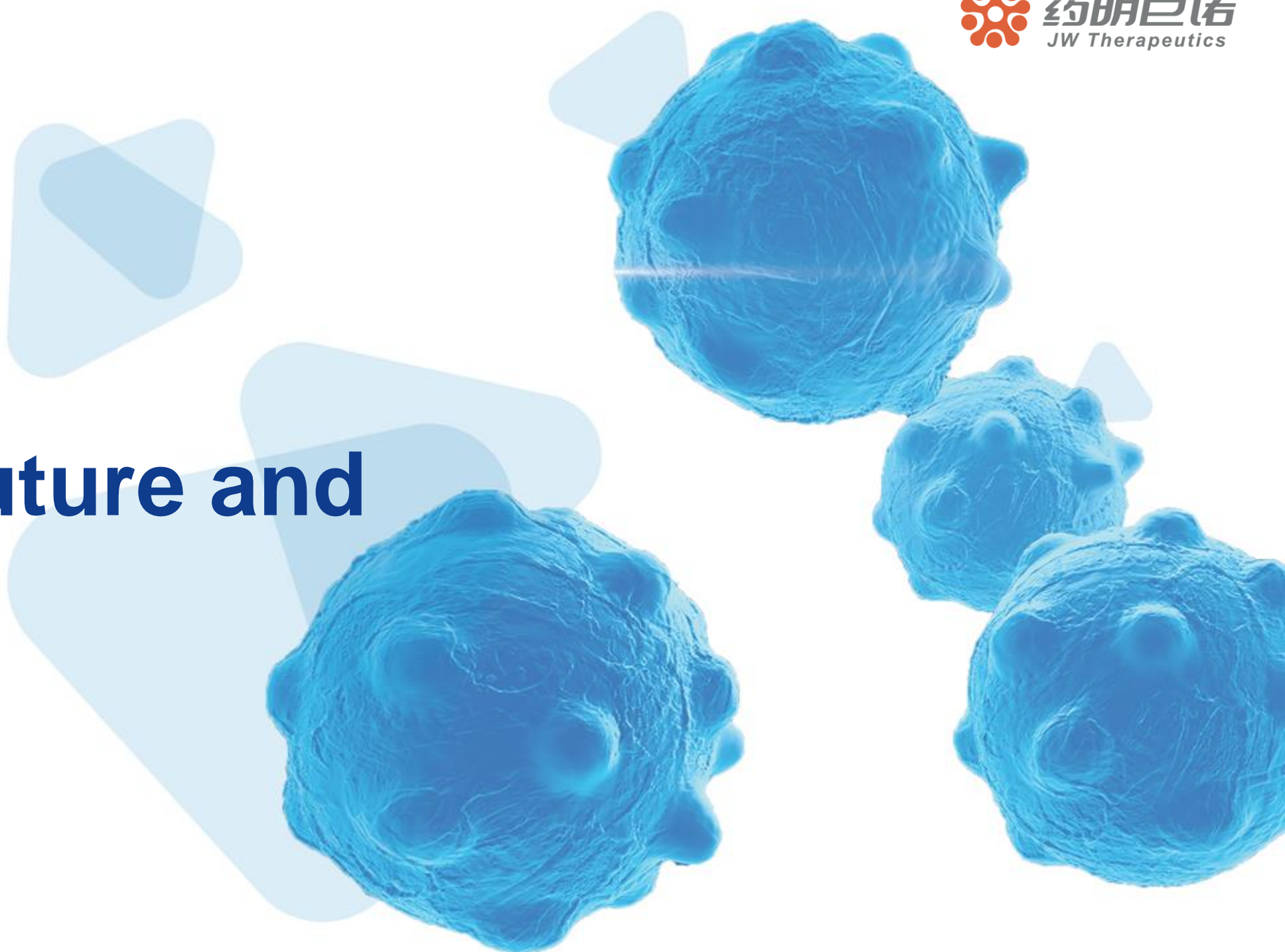


# Manufacturing & Technology Evolution - from Cost Reduction to Value Creation



# 05

## Strategy for Future and Development



## Our Strategies



Drive full-scale commercialization of Carteyva<sup>®</sup> and build upon our significant first mover advantage



Solidify our leadership in hematological cancers by continuing to develop Carteyva<sup>®</sup> for earlier lines of treatment and additional indications, as well as clinical development of other new products



Leverage our integrated cell therapy platform to expand into the emerging solid tumor market



Continuously enhance our manufacturing capability and reduce cost through innovation and scale



Grow our business through in-licensing opportunities, partnerships and selective acquisitions, as well as in-house research and development



# JW's Pipeline through In-licensing Opportunities, Partnerships and Selective Acquisitions, as well as In-house Research and Development

**Hematology:** Lead Car-T in hematology cancers leveraging Carteyva® and next generation products. Expand the portfolio for example by enhancing BCMA and other targets by leveraging new technologies, development collaborations, in-licensing or commercial collaborations.

**Platform Technologies:** Build JW's cell therapy platform including allogeneic, transduction and modules enhancement under new world-class scientific leadership.

**Vector Independence:** Enhance technical innovation capabilities for LSR/ESD and build vector facility throughout life cycle management.



**Solid Tumor:** Expand JW's solid tumor pipeline building on current product programs and leveraging new in-house capabilities.

**Business Development:** Leverage JW's key strengths in commercial, clinical development and manufacturing to attract new technologies, platforms and partnerships to build the solid tumor pipeline and lead in hematology in China and greater Asia.

**Become an Innovation Leader in Cell Immunotherapy**

**以创新为先导 成为细胞免疫治疗引领者**