# FibroGen Reports First Quarter 2022 Financial Results

May 9, 2022



## **Forward-Looking Statements**

This presentation contains "forward-looking" statements that involve substantial risks and uncertainties. All statements other than statements of historical facts contained in this presentation, including statements regarding our future financial condition, business strategy, and plans, and objectives of management for future operations, are forward looking statements. These forward-looking statements can generally be identified by terminology such as "believe," "will," "may," "estimate," "continue," "anticipate," "contemplate," "intend," "target," "project," "should," "plan," "expect," "predict," "could," "or potentially," or by the negative of these terms or other similar expressions. Forward-looking statements appear in a number of places throughout this presentation and include statements regarding our intentions, beliefs, projections, outlook, analyses, or current expectations concerning, among other things, our ongoing and planned development and clinical trials, the timing of and our ability to make regulatory filings and obtain and maintain regulatory approvals for roxadustat, pamrevlumab, and our other product candidates, the potential safety, efficacy, reimbursement, convenience, or clinical and pharmaco-economic benefits of our product candidates, including in China, the potential markets for any of our product candidates, our ability to develop commercial functions, results of commercial operations, or our ability to operate in China, expectations regarding clinical trial data, our results of operations, cash needs, spending of proceeds from our public offerings, financial condition, liquidity, prospects, growth, and strategies, the industry in which we operate, and the trends that may affect the industry or us.

Forward-looking statements involve known and unknown risks, uncertainties, assumptions, and other factors that may cause our actual results, performance, or achievements to be materially different from any future results, performance, or achievements expressed or implied by the forward-looking statements, including the other risks and uncertainties that are described in the Risk Factors section of our most recent annual report on Form 10-K or quarterly report on Form 10-Q filed with the Securities and Exchange Commission. Forward-looking statements represent our management's beliefs and assumptions only as of the date of this presentation. Except as required by law, we assume no obligation to update these forward-looking statements publicly, or to update the reasons why actual results could differ materially from those anticipated in the forward-looking statements, even if new information becomes available in the future.



## Strategic Objectives: Three Areas of Focus

01

Developing pamrevlumab in three high value indications: Idiopathic pulmonary fibrosis (IPF), locally advanced pancreatic cancer (LAPC), and Duchenne muscular dystrophy (DMD)

02

Ensuring regulatory and commercial success of roxadustat in chronic kidney disease (CKD) and other indications

03

Increasing research productivity to advance novel programs that leverage internal expertise and access external innovation



## **Clinical Trial Timelines**

Study Phase	Indication	Study Name	Enrollment Target	Topline Data			
PAMREVLUMAB							
3	LAPC	LAPIS	284*	2Q 2022 – EFS endpoint 1H 2024 <i>–</i> OS endpoint			
3	DMD (non-ambulatory)	LELANTOS-1	99*	1H 2023			
3	DMD (ambulatory)	LELANTOS-2	70	TBD			
3	IPF	ZEPHYRUS-1	356*	Mid-2023			
3	IPF	ZEPHYRUS-2	340	TBD			
ROXADUSTAT							
3	MDS	MATTERHORN	160	1H 2023			





## Pamrevlumab Commercial Opportunity – 3 Indications

	Idiopathic Pulmonary Fibrosis	Locally Advanced Pancreatic Cancer	Duchenne Muscular Dystrophy
Diagnosed Prevalence (US, EU, CN, JP)	~330k	~140k (non-metastatic)	~70k
2021 Branded Category Revenue	~\$4.0B +11% Y/Y	N/A	~\$0.75B
Current Standard of Care	<ul> <li>Ofev<sup>®</sup> nintedanib</li> <li>Esbriet<sup>®</sup> pirfenidone</li> </ul>	<ul> <li>gemcitabine + nab-paclitaxel</li> <li>gemcitabine + folfirinox</li> </ul>	<ul><li>Corticosteroids</li><li>Anti-sense oligonucleotides</li><li>Exon-skipping</li></ul>
SoC Limitations	<ul><li>Disease progression</li><li>Poor tolerability / adherence</li></ul>	<ul> <li>5-year Disease-Free Survival ~10%¹</li> <li>No major therapeutic advances in decades²</li> <li>Major therapy classes like IOs failing to offer survival benefits</li> </ul>	<ul><li>Continued disease progression</li><li>Tolerability</li><li>Need for confirmed gene mutation</li></ul>
Late-Stage Competitive Intensity	<ul><li>PRM-151 (Genentech/Roche)</li><li>BI-1015550</li></ul>	Limited in non-metastatic disease	<ul> <li>Biomarker benefit only (exonskipping therapies)</li> <li>Dystrophin-targeted therapies (genebased and exon-skipping)</li> <li>Limited anti-fibrotic therapies</li> </ul>



## **Roxadustat Update**

#### **Anemia of Chronic Kidney Disease (CKD)**







Received European Commission
Approval for First-in-Class
EVRENZO™ (roxadustat) for the
treatment of symptomatic anemia of
chronic kidney disease (CKD) in
adult patients.

 Astellas has launched EVRENZO™ in Germany, the United Kingdom, the Netherlands, Austria, and the Nordic countries.



Continued strong roxadustat performance in China.

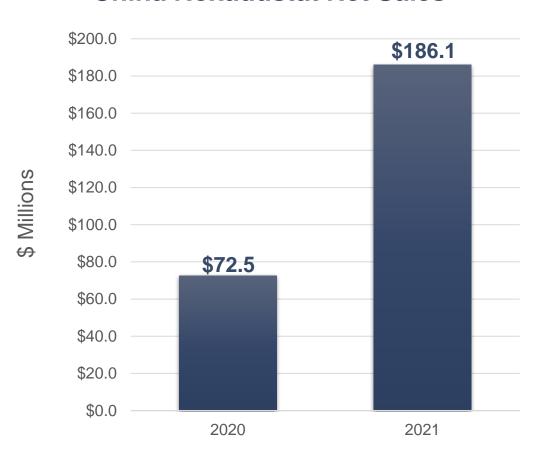
Roxadustat is the number one brand based on value share in the anemia of CKD market in China.

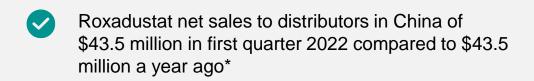




### CHINA: Significant Year Over Year Roxadustat Net Sales Growth

#### **China Roxadustat Net Sales**





FibroGen net product revenue under U.S. GAAP of \$18.9 million in first quarter 2022

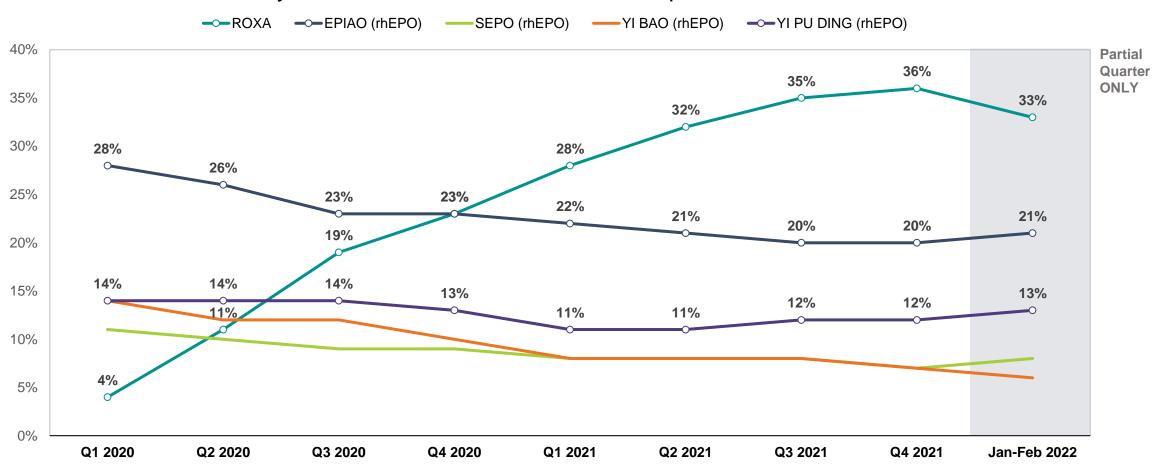
<sup>\*</sup>Total roxadustat net sales in China includes sales made by the distribution entity as well as FibroGen China's direct sales, each to its own distributors. The distribution entity jointly owned by AstraZeneca and FibroGen is not consolidated into FibroGen's financial statements.





#### CHINA: Roxadustat Maintains ESA + HIF Category Leadership Based On \$ Sales

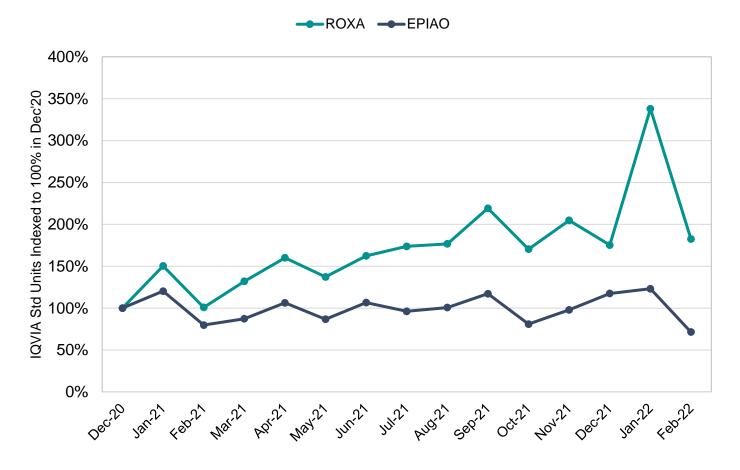
#### Quarterly Brand Share based on \$ Sales - Top 5 of ESA+HIF Market





## CHINA: Roxadustat Unit Volume in last 3 months doubled versus prior year; EPIAO volume flat

#### IQVIA MIDAS Standard Units indexed to 100% in Dec '20



## IQVIA Standard Units – Roxadustat vs EPIAO

	Quarter Ending Feb '21	Quarter Ending Feb '22	% Growth
Roxadustat	2,872,530	5,690,745	98%
EPIAO	3,418,561	3,556,255	4%

## **Cash Summary / Finance Update**

#### At March 31, 2022

FibroGen had \$565.4 million in cash, cash equivalents, investments, and accounts receivable.

#### **Estimated 2022**

ending balance of cash, cash equivalents, investments, and accounts receivable to be in the range of \$310-\$340 million.



# Thank You

For more information contact at IR@fibrogen.com