

# Third Quarter 2024 Financial Results and Recent Portfolio Execution

**OCTOBER 29, 2024** 

#### Agenda

**Introduction** | Sanj K. Patel, Chief Executive Officer **ARCALYST® Commercial Execution** | Ross Moat, Chief Commercial Officer **Third Quarter 2024 Financial Results** | *Mark Ragosa, Chief Financial Officer* Closing Remarks | Sanj K. Patel, Chief Executive Officer **Q&A Session** 



### **Forward Looking Statements**

This presentation (together with any other statements or information that we may make in connection herewith) contains forward-looking statements with respect to Kiniksa Pharmaceuticals International, plc (and its consolidated subsidiaries, collectively, unless context otherwise requires, "Kiniksa," "we," "us" or "our"). In some cases, you can identify forward looking statements by terms such as "may," "will," "should," "expect," "plan," "anticipate," "could," "intend," "goal," "design," "target," "project," "contemplate," "believe," "estimate," "predict," "potential," "strategy," or "continue" or the negative of these terms or other similar expressions, although not all forward-looking statements contain these identifying words. All statements contained in this presentation that do not relate to matters of historical fact should be considered forward-looking statements, including without limitation, statements regarding our strategy; potential value drivers; potential indications; potential market opportunities and competitive position; ongoing, planned and potential clinical trials and other studies; timing and potential impact of clinical data; regulatory and other submissions, applications and approvals; commercial strategy and commercial activities; expected run rate for our cash, cash equivalents and short-term investments; expected funding of our operating plan; financial guidance; and capital allocation.

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## Introduction

Sanj K. Patel
Chief Executive Officer

#### **Q3 2024 Business Highlights**

## Driving ARCALYST Revenue



Q3 2024 ARCALYST revenue of \$112.2M representing 73% year-over-year growth



Full-year 2024 net revenue guidance increased to between \$410 and \$420 million from our previous guidance of between \$405 and \$415 million



## Advancing Abiprubart Development



Continue to enroll and dose Phase 2b clinical trial of abiprubart in Sjögren's Disease



Abiprubart clinical development in Sjögren's Disease fully funded



## Maintaining Financial Strength



Strong financial position with \$223.8M in cash



Company expects to remain cash flow positive on an annual basis



### Strong ARCALYST Growth Driven by Robust Commercial Execution

#### **Year-Over-Year Net Revenue Growth**

## \$112.2M 73% Growth \$64.8M \$33.4M \$12.1M Q3 2021 Q3 2022 Q3 2023 Q3 2024

#### **Key Revenue Drivers**

>2,550 ~25% >90% ~27 months		
		>85%

~11% Penetration of Multiple-Recurrence Target Population As of the End of Q2 2024

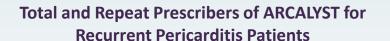


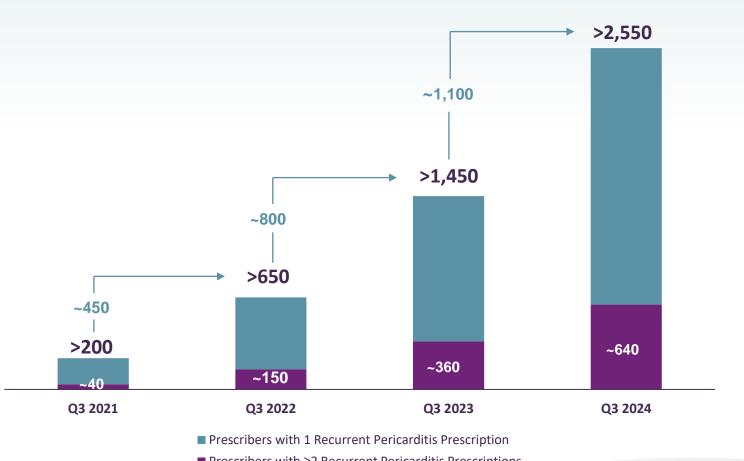


## **ARCALYST Commercial Execution**

Ross Moat
Chief Commercial Officer

### Prescriber Base Growth Accompanied by Accelerated Repeat Prescribing





~45%

of new prescriptions in Q3 written by repeat prescribers

■ Prescribers with ≥2 Recurrent Pericarditis Prescriptions

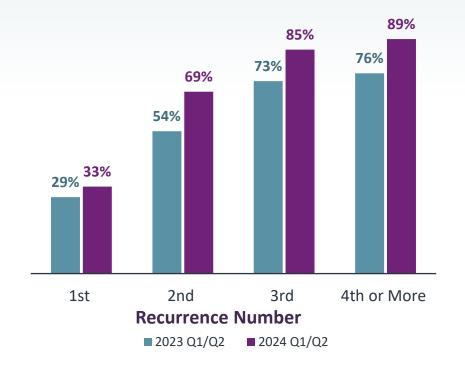


#### **Doctors Considering ARCALYST Earlier in Patients' Disease Course**

Market research suggests ~15% of prescriptions are for 1<sup>st</sup> recurrence patients; ~85% for multiple recurrence patients

#### % of Prescribers Considering ARCALYST by Recurrence<sup>1</sup>

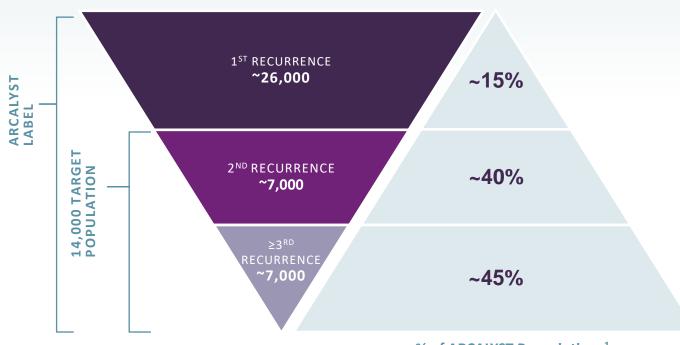
(n= 200 Cardiologists / Rheumatologists)



 Physicians are increasingly reporting consideration of ARCALYST use earlier in disease, in addition to patients with multiple recurrences

#### % of Prescriptions by Number of Recurrences<sup>1</sup>

Recurrent Pericarditis Annual Epidemiology: ~40,000



% of ARCALYST Prescriptions<sup>1</sup>

- Majority of ARCALYST prescribing continues to come from 14K target population
- ~15% of prescriptions are for patients in their 1<sup>st</sup> recurrence

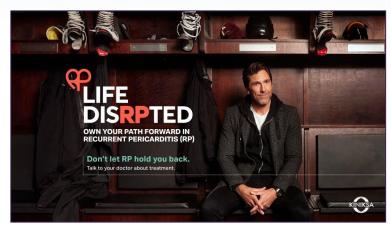


### **Initiatives Aimed at Advancing Disease Awareness**

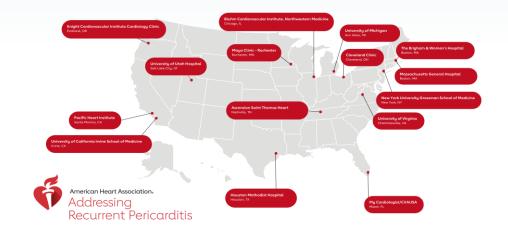
Proactive approach and access to expert care are critical for improving RP patient outcomes

Life DisRPted™ Campaign with National Hockey League Hall-of-Famer, Henrik Lundqvist, and GRAMMY® Award-Winning Singer-Songwriter, Carly Pearce, Aimed at Promoting Early Diagnosis and Treatment of Recurrent Pericarditis





Initiative with AHA to Improve Quality of Care through Identification, Dissemination, and Implementation of Best Practices for the Diagnosis and Management of Recurrent Pericarditis

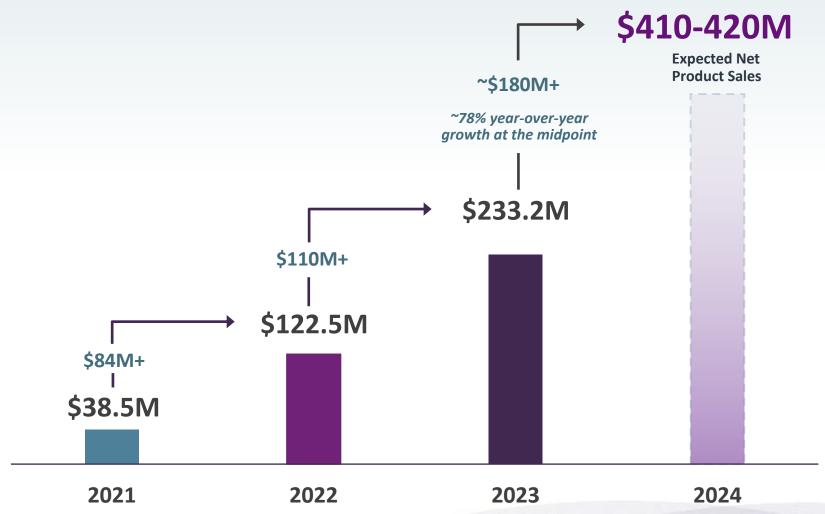


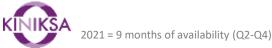
Need for Education: 96% of patients reported that they were incorrectly diagnosed with other conditions prior to their recurrent pericarditis diagnosis; average of 2.7 misdiagnoses before their recurrent pericarditis diagnosis<sup>1</sup>



#### **2024 ARCALYST Net Product Sales Guidance**

Revenue guidance increased to \$410-\$420M from \$405-\$415M based on accelerated growth year-to-date







# **Third Quarter 2024 Financials**

Mark Ragosa Chief Financial Officer

#### **Third Quarter 2024 Financial Results**

Income Statement	Three Months End	led September 30,
	2024	2023
Product Revenue	\$112.2M	\$64.8M
License and Collaboration Revenue	\$0.0M	\$2.2M
Total Revenue	\$112.2M	\$67.0M
Cost of Goods Sold	\$20.1M	\$9.1M
Collaboration Expenses <sup>1</sup>	\$29.3M	\$17.3M
Research and Development	\$26.1M	\$17.1M
Selling, General and Administrative	\$46.4M	\$34.5M
Total Operating Expenses	\$121.9M	\$78.0M
Other Income	\$2.5M	\$2.4M
Income Tax Benefit (Provision)	(\$5.5M)	(\$5.4M)
Net Income (Loss)	(\$12.7M)	(\$13.9M)

Collaboration Expenses <sup>1</sup>	Three Months End	ed September 30,
	2024	2023
ARCALYST Net Sales	\$112.2M	\$64.8M
Profit Split-Eligible Cost of Goods Sold <sup>2</sup>	(\$19.9M)	(\$8.8M)
Commercial, Marketing, Regulatory and Other Expenses	(\$34.1M)	(\$21.4M)
ARCALYST Collaboration Operating Profit	\$58.2M	\$34.6M
ARCALYST Collaboration Expense	\$29.1M	\$17.3M
ARCALYST Out-Licensing <sup>3</sup>	\$0.0M	\$0.0M
ARCALYST Collaboration Expense	\$29.1M	\$17.3M
Other Collaboration Expenses	\$0.2M	\$0.0M
Total Collaboration Expenses <sup>1</sup>	\$29.3M	\$17.3M
Balance Sheet	September 30, 2024	December 31, 2023
Cash, Cash Equivalents and Short-term	\$223.8M	\$206.4M

#### Expect to remain cash flow positive on an annual basis

**Investments** 



<sup>1)</sup> Subject to the terms of the definitive agreements between Kiniksa and Regeneron; 50% of ARCALYST Collaboration Operating Profit plus 50% of ARCALYST Licensing Proceeds;

<sup>2)</sup> Profit Split-Eligible Cost of Goods Sold = total cost of goods sold - amortization of Regeneron milestone payment

<sup>3)</sup> Revenue associated with ARCALYST Out-Licensing is included in Licensing and Collaboration Revenue



# **Closing Remarks**

Sanj K. Patel
Chief Executive Officer



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