# **Puma Biotechnology**

Earnings Call Commercial Update



November 4 , 2021



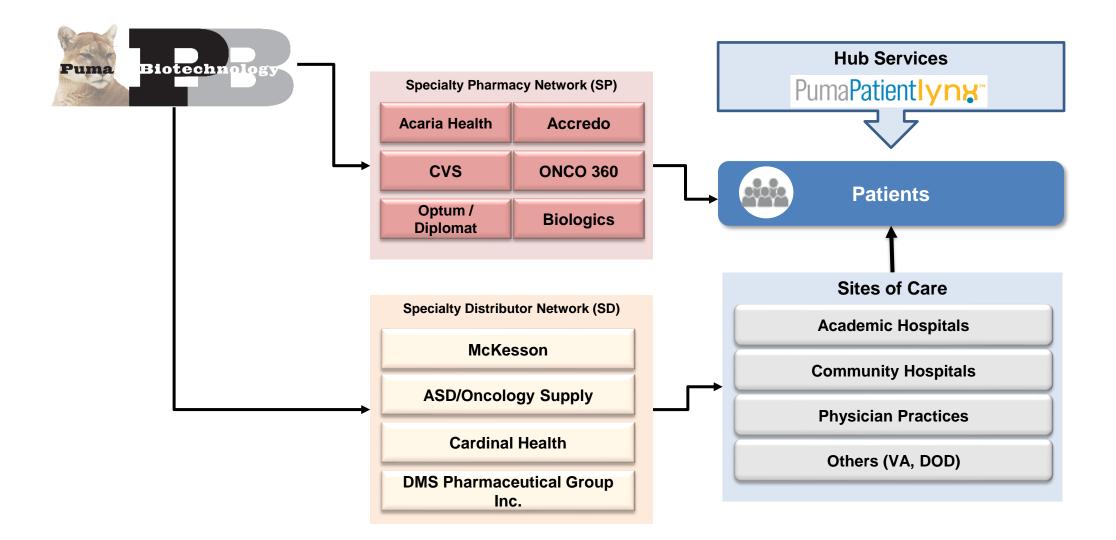


#### **Forward-Looking Safe-Harbor Statement**

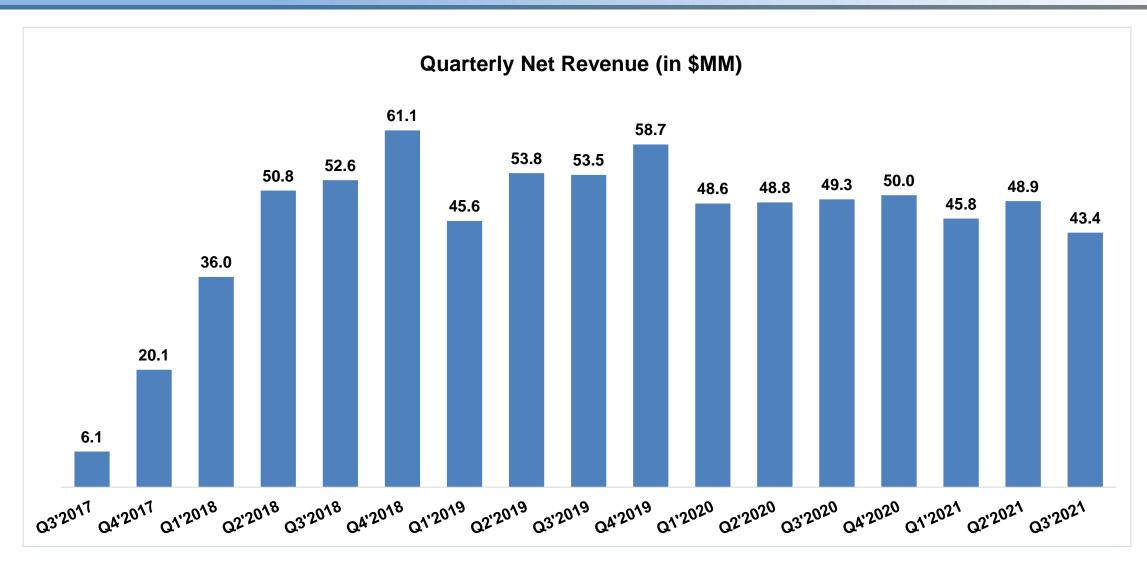
This presentation contains forward-looking statements, including statements regarding commercialization of NERLYNX® and the potential indications and development of our drug candidates. All forward-looking statements involve risks and uncertainties that could cause our actual results to differ materially from the anticipated results and expectations expressed in these forward-looking statements. These statements are based on our current expectations, forecasts and assumptions, and actual outcomes and results could differ materially from these statements due to a number of factors, which include, but are not limited to, any adverse impact on our business or the global economy and financial markets, generally, from the global COVID-19 pandemic, and the risk factors disclosed in our periodic and current reports filed with the Securities and Exchange Commission from time to time, including our Annual Report on Form 10-K for the year ended December 31, 2020 and subsequent reports. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. We assume no obligation to update these forward-looking statements except as required by law.



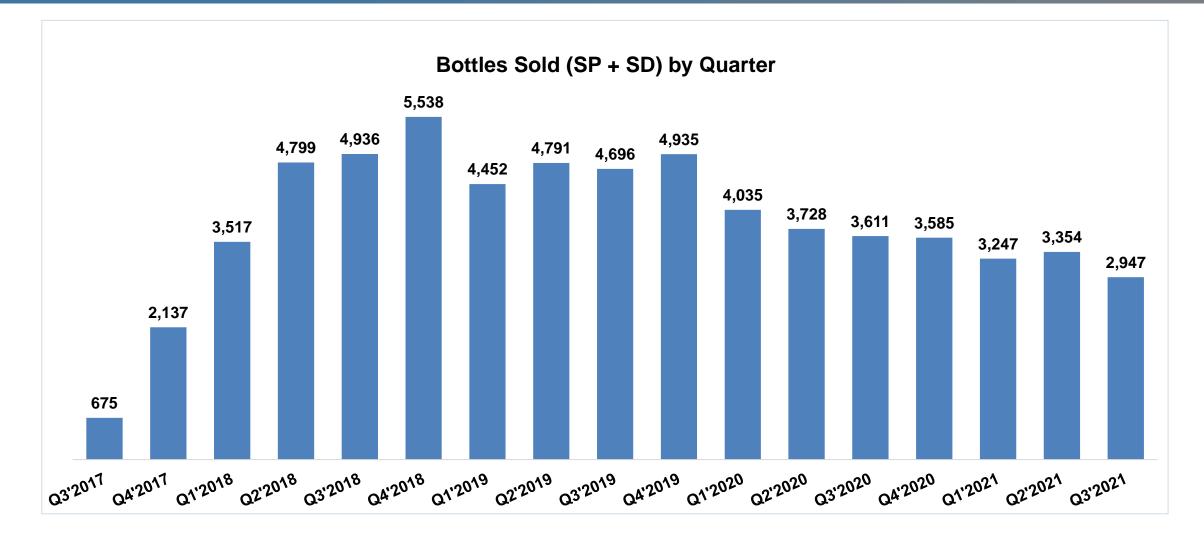
#### **PUMA's Pharmacy and Distributor Network**



### ~\$43 Million net NERLYNX revenue in Q3'21

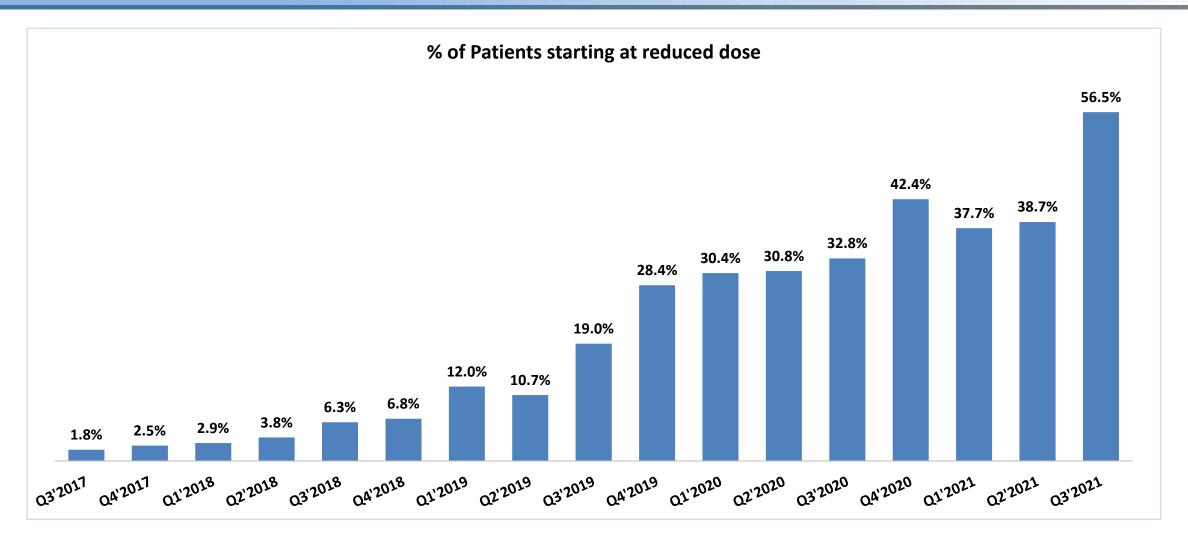


#### 2,947 Ex-factory bottles were sold in Q3'21



**Includes Commercial SP and SD** 

### ~57% of patients in Q3'21 started at a reduced dose\* \*\*



\*Reduced dose defined as fewer than 6 pills per day

\*\* FDA approved dose-escalation label supplement in June 2021

### **Rest of World Partnerships – Timelines**

Region	Partner	Regulatory Approvals	Commercial Launches
Australia / SE Asia	Specialised * Therapeutics	<ul> <li>2019 – Ext. Adj. in Australia, Singapore</li> <li>2020 – Ext. Adj. in Brunei, Malaysia, New Zealand</li> </ul>	<ul> <li>2020 – Singapore</li> <li>Q2 2021 – Malaysia</li> <li>Q3 / Q4 2021 – Brunei, New Zealand</li> </ul>
Israel		• 2020 – Approved in Ext. Adj. and mBC	• 2020 – Launched
Canada	<b>W</b> Knight	<ul> <li>2019 – Ext Adj. approved</li> <li>Q2 2021 – mBC approved</li> </ul>	• 2020 – Launched
Latin America	S PINT PHARMA	<ul> <li>2019 – Ext Adj in Argentina</li> <li>2020 – Ext. Adj in Chile, Ecuador</li> <li>2020 – mBC in Argentina</li> <li>2021 – Ext Adj and mBC in Peru</li> <li>2021 – Expected approvals in Brazil and Mexico</li> </ul>	<ul> <li>2020 – Argentina</li> <li>Q2 2021 – Chile</li> <li>Q4 2021 Peru</li> </ul>
Europe Greater China Middle East North and West Africa South Africa Turkey	<b>S</b> Pierre Fabre	<ul> <li>2019 – EMA approval</li> <li>2019 – Ext. Adj. in Hong Kong</li> <li>2020 – Ext. Adj. in China, Taiwan</li> <li>Q4 2021 – mBC in Taiwan</li> </ul>	<ul> <li>2019 – Germany, UK, Austria</li> <li>2020 – Sweden, Finland, Scotland, Switzerland Denmark</li> <li>2020 – Hong Kong</li> <li>Q1 2021 – China, Taiwan</li> <li>Q1 2021 – Greece, Czech Republic</li> </ul>
South Korea		• Q4 2021 – Ext. Adj. in S. Korea	



# **Puma Biotechnology**

Earnings Call Commercial Update



November 4, 2021



