# **Puma Biotechnology**

# Earnings Call Commercial Update



August 9, 2018

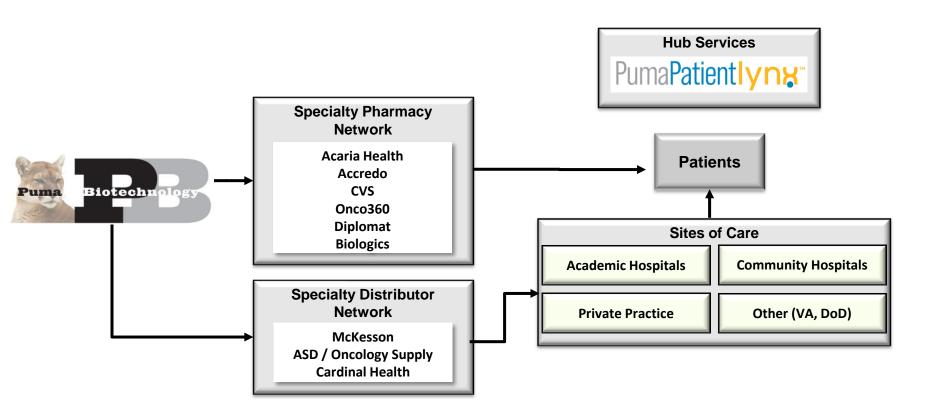


# Forward-Looking Safe Harbor Statement

This presentation contains forward-looking statements, including statements regarding the timing of expected reimbursement and coverage decisions and regulatory approvals for NERLYNX. All statements other than historical facts are forward–looking statements and are based on the current expectations, forecasts and assumptions of Puma Biotechnology, Inc. ("Puma"). Forward-looking statements involve risks and uncertainties that could cause Puma's actual results to differ materially from the anticipated results and expectations expressed in these forward-looking statements. These risk and uncertainties are identified in Puma's Annual Report on Form 10-K for the year ended December 31, 2017 and any subsequent documents Puma files with the Securities and Exchange Commission. You are cautioned not to place undue reliance on these forwardlooking statements, which speak only as of the date hereof, and you should not rely on these forward-looking statements as representing Puma's views as of any date subsequent to the date of this presentation. Puma assumes no obligation to update these forward-looking statements, except as required by law.

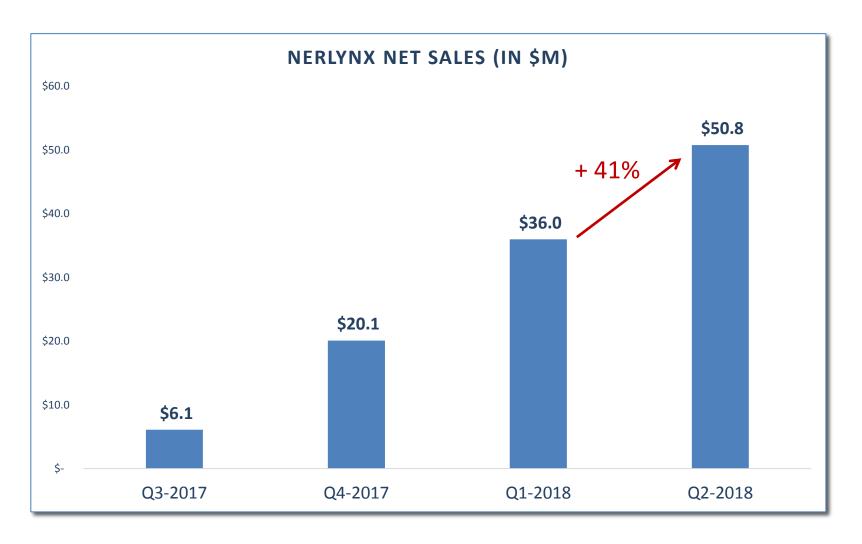


## Puma's Pharmacy and Distributor Network



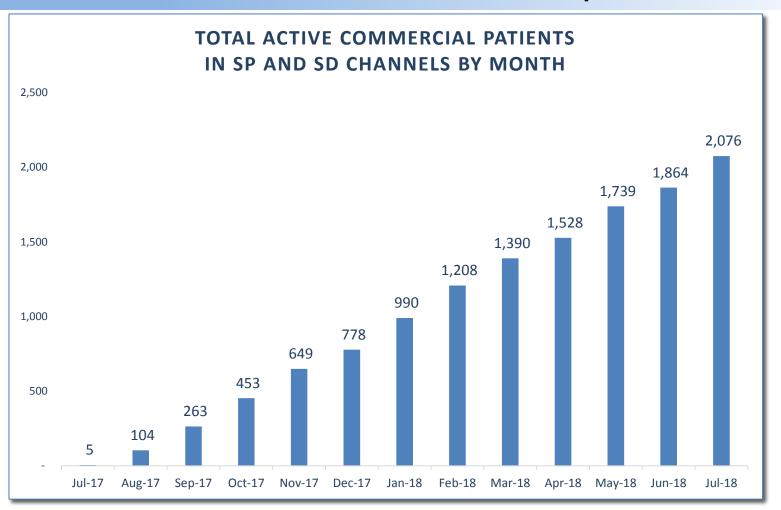


## Net Product Sales Grew 41% from Q1 to Q2





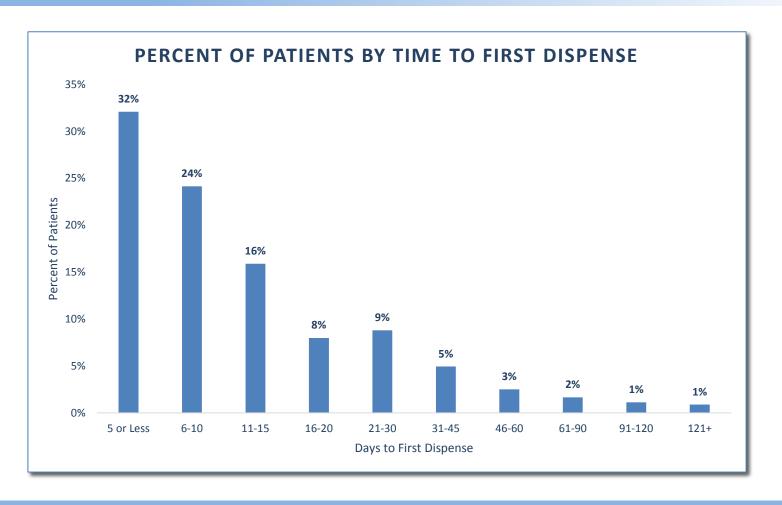
## Active Patients on NERLYNX® by Month



- Active Patients = Specialty Pharmacy (SP) channel active patients + estimated Specialty Distribution (SD) channel patients
- NOTE: Active Patients are net of discontinued and completed patients which are netted out in month of last shipment



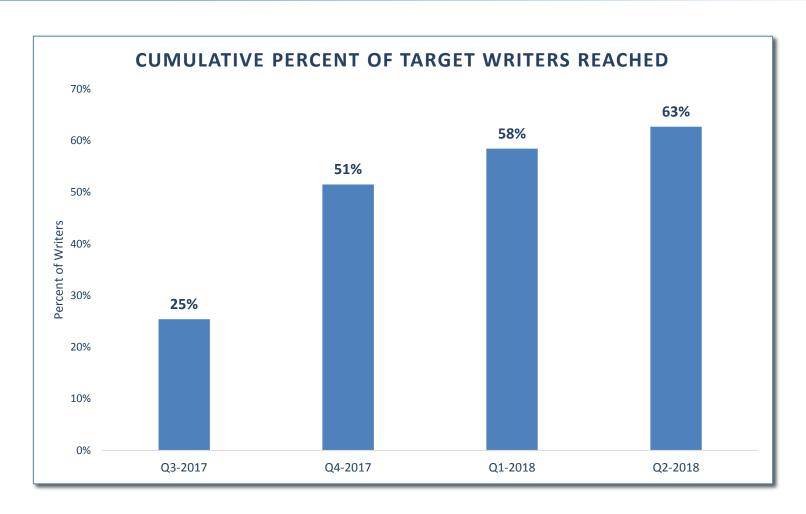
### Time to First Dispense by Specialty Pharmacy



72% of patients receive their first dispense within 15 days of an SP in our network receiving their RX



## 63% of Targeted Prescribers Reached



<sup>\*</sup> Call numbers reported for historical quarters may be slightly different from previous statements due to Veeva data updates



### **NERLYNX®** Inclusion in Clinical Guidelines

#### Extended Adjuvant Breast Cancer



National Comprehensive Cancer Network®







#### Breast Cancer Brain Metastases\*



\*Non-Promotional



## **Europe and Canada Launch Progress**



#### **Puma Europe Operations / Canada Operations**

- Supply Chain and Commercial infrastructure being established
- Global Value Dossier amended for EMA indication
- Country specific Health Technology Assessment Dossiers under development



#### Germany

- Early GBA (Gemeinsamer Bundesausschuss) consultation completed
  - Agreement on endpoint and comparator



#### **France**

Health Authority consultation being scheduled, coverage decision by Q4 2019



#### **United Kingdom**

NICE appraisal starts in Q4 2018, decision expected by Q4 2019



# Rest of World Partnerships – Timelines

Region	Partner	Expected Regulatory Approval
Australia	Specialised ® Therapeutics	• 1H 2019
Israel	MEDISON Delivering Innovative Healthcare	• Mid 2019
China	th 海 康 成	• 2H 2019
Latin America South America	PINT PHARMA	<ul> <li>2H 2019 – Argentina</li> <li>2H 2019 – Chile</li> <li>1H 2020 – Ecuador</li> <li>1H 2020 – Mexico</li> <li>1H 2020 – Peru</li> <li>2H 2020 – Brazil</li> <li>2H 2020 – Colombia</li> </ul>



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