# **Puma Biotechnology**

# Earnings Call Commercial Update



November 1, 2018

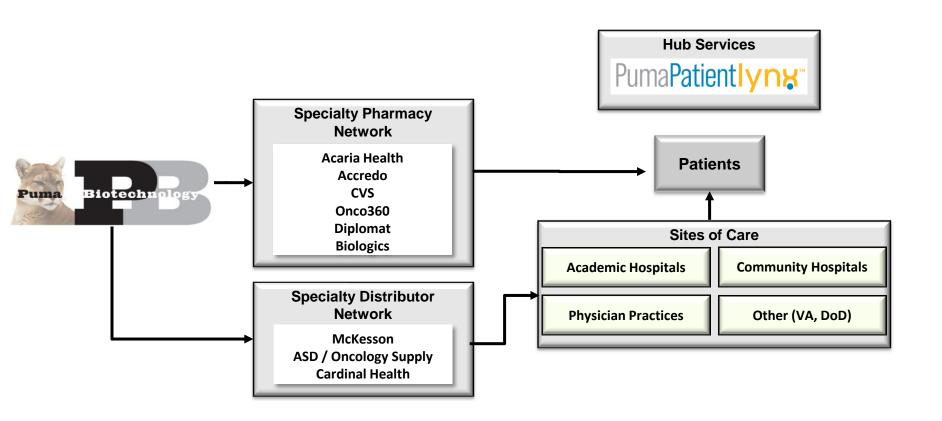


# Forward-Looking Safe Harbor Statement

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.

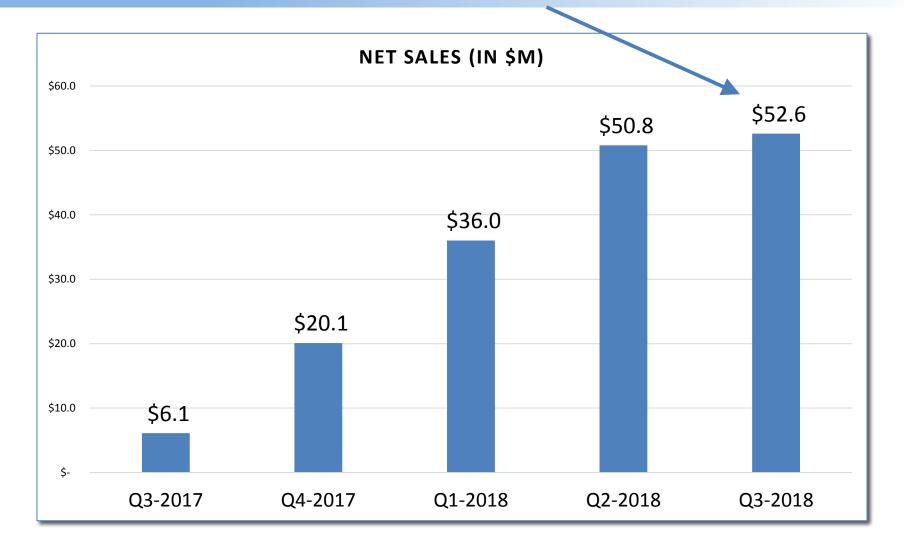


#### Puma's Pharmacy and Distributor Network



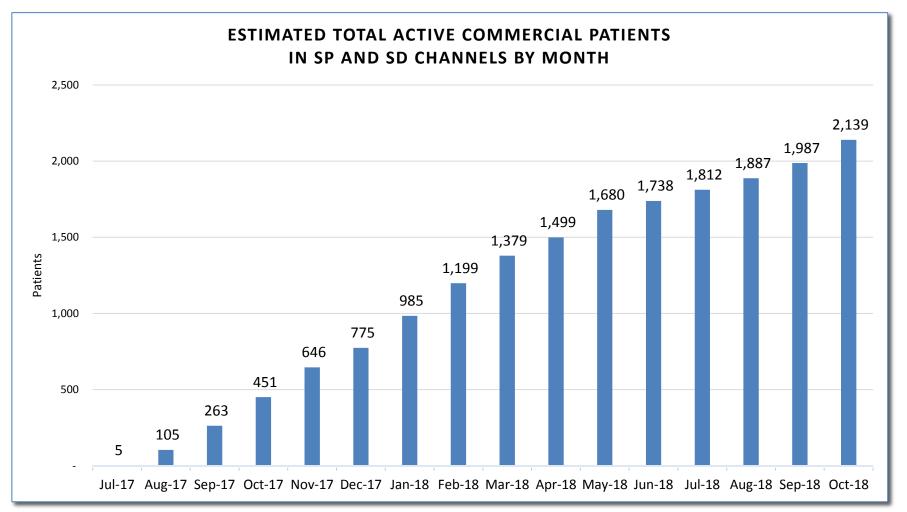


### Net Product Sales of \$52.6 M in Q3-2018





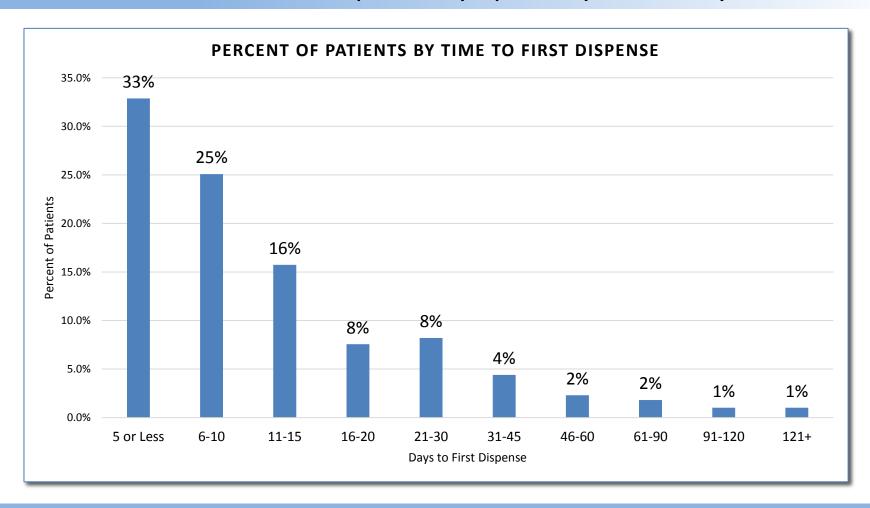
#### Active Patients on NERLYNX® by Month



- 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



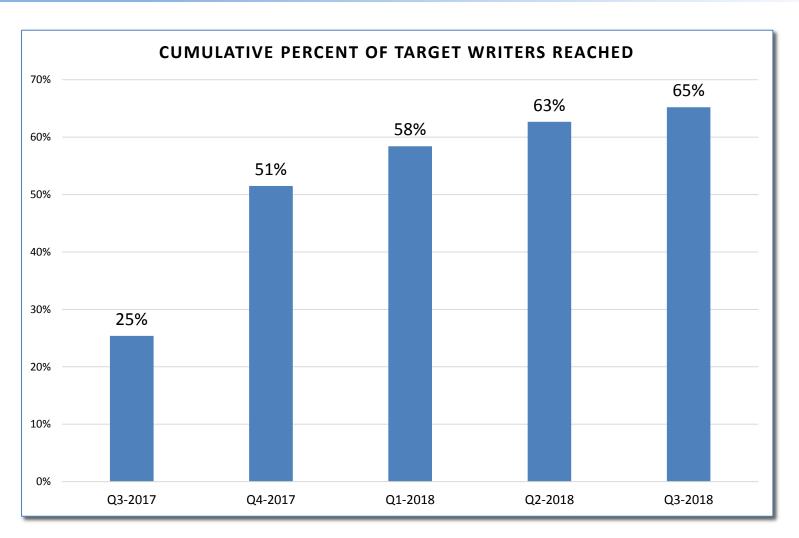
#### Time to First Dispense by Specialty Pharmacy



74% of patients receive their first dispense within 15 days of an SP in our network receiving their RX



### 65% of Targeted Prescribers Reached



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



#### **Europe and Canada Launch Progress**



#### **Puma Europe and Canada Operations**



- Supply Chain and Commercial infrastructure work ongoing
- Global Value Dossiers near completion
- Reimbursement discussions with country health authorities
- Expect launch in Germany 1H 2019
  - Followed by France, United Kingdom and Canada in 2H 2019
- In parallel, exploring partnerships in EU and Canada

## Rest of World Partnerships – Timelines

Region	Partner	Expected Regulatory Approval
Australia	Specialised ® Therapeutics	• 1H 2019
Israel	MEDISON Delivering Innovative Healthcare	• Mid 2019
China	t 海 康 成	<ul><li> 2H 2019 if priority review</li><li> 1H 2020 if standard review</li></ul>
Latin America South America	PINT PHARMA	<ul> <li>2H 2019 – Argentina</li> <li>2H 2019 – Chile</li> <li>2H 2019 – 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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