



Jamie, Regulatory Affairs

Yang, FCS Patient



## Second Quarter 2020 Earnings Call

August 4, 2020

# Forward-Looking Language Statement

This presentation includes forward-looking statements regarding the business of Akcea Therapeutics, Inc. Any statement describing Akcea's goals, expectations, financial or other projections, intentions or beliefs, including the commercial potential of TEGSEDI<sup>®</sup>, WAYLIVRA<sup>®</sup> and Akcea's other medicines in development is a forward-looking statement and should be considered an at-risk statement. Such statements are subject to certain risks and uncertainties, particularly those inherent in the process of discovering, developing and commercializing medicines that are safe and effective for use as human therapeutics, and in the endeavor of building a business around such medicines. Akcea's forward-looking statements also involve assumptions that, if they never materialize or prove correct, could cause its results to differ materially from those expressed or implied by such forward-looking statements. Although Akcea's forward-looking statements reflect the good faith judgment of its management, these statements are based only on facts and factors currently known by Akcea. In particular, we caution you that our forward-looking statements are subject to the ongoing and developing circumstances related to the COVID-19 pandemic, which may have a material adverse effect on our business, operations and future financial results. As a result, you are cautioned not to rely on these forward-looking statements. These and other risks concerning Akcea's programs are described in additional detail in Akcea's quarterly reports on Form 10-Q and annual reports on Form 10-K, which are on file with the SEC. Copies of these and other documents are available from the company.

In this presentation, unless the context requires otherwise, "Akcea," "Company," "we," "our," and "us" refers to Akcea Therapeutics. Akcea Therapeutics<sup>®</sup>, TEGSEDI<sup>®</sup> and WAYLIVRA<sup>®</sup> are trademarks of Akcea Therapeutics, Inc.

# Second Quarter Achievements

*Delivering transformative treatments to people living with serious and rare diseases*

## **Continued revenue growth for TEGSEDI and WAYLIVRA**

- ✓ Patients can choose to take either therapy at home

## **Positioned well financially**

- ✓ \$390M of cash and short-term investments to execute on strategic priorities for 2020 and beyond

## **Experienced executive team fully in place**

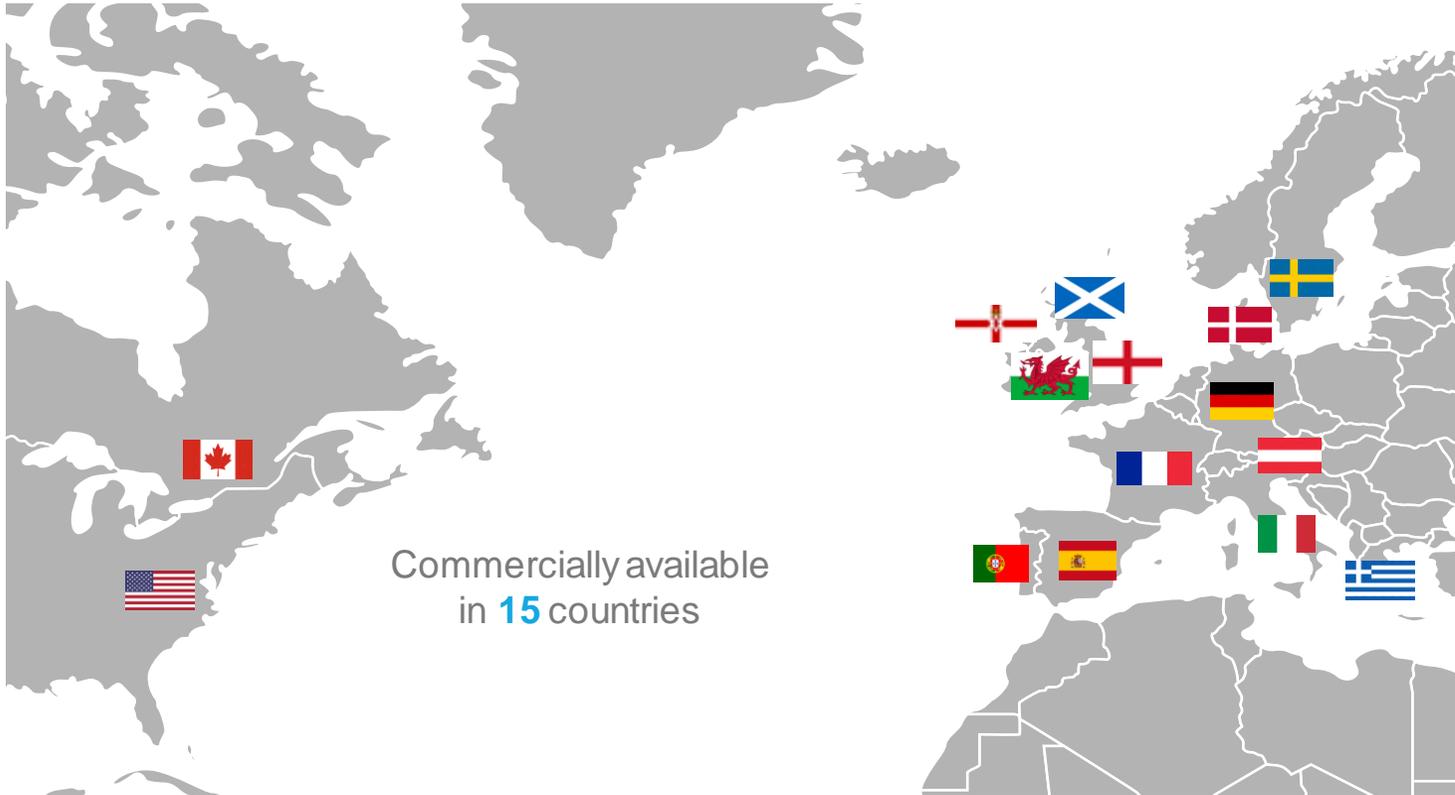
## **Steadily advancing broad pipeline of products**

- ✓ Presenting vupanorsen and AKCEA-APOCIII-L<sub>Rx</sub> Phase 2 positive data at a medical congress in Q3

## **Pandemic related challenges have been anticipated and well-managed**



# TEGSEDI



Commercially available  
in **15** countries

## AKCEA<sup>®</sup> CONNECT

Continuing without interruption to provide patients the individualized support they need



Map Your Genetic Journey

>2,000 physicians using hATTR Compass  
and have administered >10,000 genetic tests



**96%** of commercial lives currently secured with coverage and **75%** of commercial lives secured with coverage through **2023** in the U.S.



- **Approved in Europe**
- **Commercially available in Germany, Austria and Greece**
- **Continued ATU enrollment in France**
- **Advancing toward pricing and reimbursement in other European markets**
- **Filed for marketing authorization in Brazil**
- **Planning to refile marketing application with the FDA**

## Only Approved Treatment for FCS Patients



Approximately 1,000 patients eligible for treatment in the EU



Patients at risk for potentially fatal acute pancreatitis, chronic pancreatitis and diabetes



Major emotional and psychosocial effects



Many unable to work, must declare bankruptcy due to repeat pancreatitis



# Advancing Broad Pipeline to Commercialization



## AKCEA-APO(a)-L<sub>Rx</sub>

- ✓ Granted Fast Track Designation by the U.S. FDA
- ✓ First medicine that specifically targets Lp(a) - a genetic risk factor for CVD
- ✓ Phase 3 Lp(a) Horizon study is up and running and the first patients are on treatment
- ✓ Trial readout currently expected in 2024

## AKCEA-APOCIII-L<sub>Rx</sub>

- ✓ Positive topline results in Phase 2 study
- ✓ 90% of patients at the highest monthly dose reached TG levels below the recognized threshold for CV risk
- ✓ On track to initiate the Phase 3 study for FCS later this year
- ✓ Present positive Phase 2 data at a medical congress in Q3

## Vupanorsen<sup>1</sup>

- ✓ Positive topline results in Phase 2 study
- ✓ Met the primary endpoint – TG lowering as well as significant reduction in additional lipid parameters and ANGPTL3
- ✓ Advanced towards a Phase 2b dose ranging study with a focus on severe hypertriglyceridemia and CV risk reduction
- ✓ Present positive Phase 2 data at a medical congress in Q3

## AKCEA-TTR-L<sub>Rx</sub>

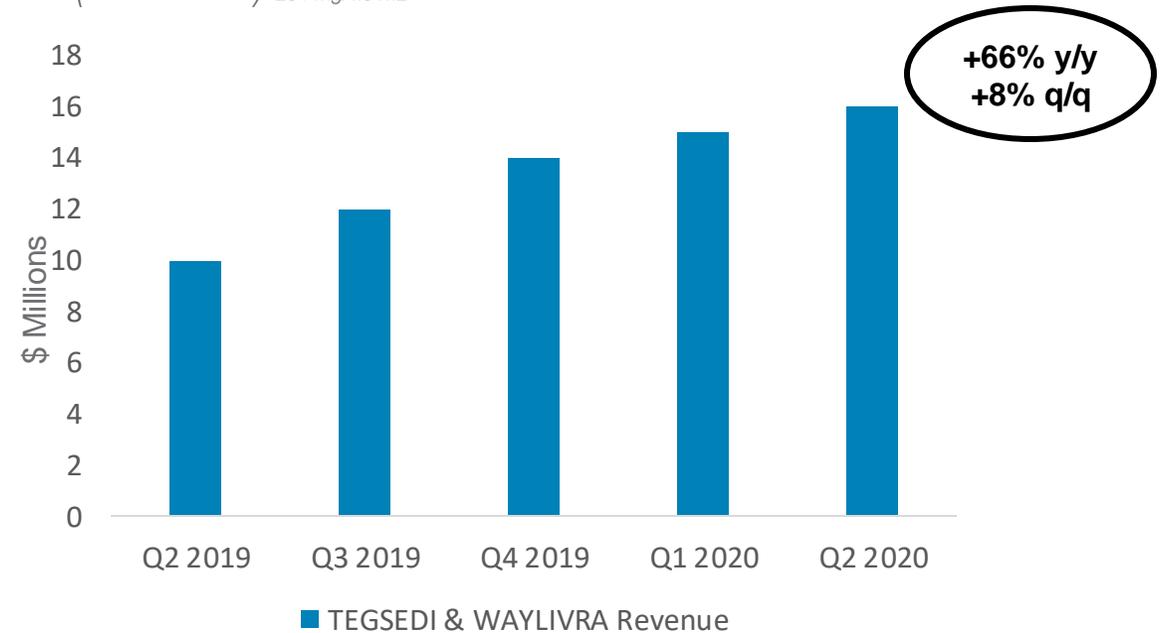
- ✓ CARDIO-TTtransform and NEURO-TTtransform Phase 3 studies underway
- ✓ On track for a data readout in 2023
- ✓ Potential to be an important treatment option for patients with ATTR
- ✓ Continue to build on our expertise and expand our commitment within the TTR community

<sup>1</sup>ANGPTL-3-L<sub>Rx</sub>

# Financials



<b>Q2 2020 Total Revenue</b>	<b>\$22M</b>
<b>Q2 2020 Product Revenue</b>	<b>\$16M</b>
<b>Cash and short-term Investments as of June 30, 2020</b>	<b>\$390M</b>



✓ Strong balance sheet positions Akcea well to continue to execute on the ongoing launches and broaden the pipeline

# Second Quarter Achievements

*Delivering transformative treatments to people living with serious and rare diseases*

## Continued revenue growth for TEGSEDI and WAYLIVRA

- ✓ Patients can choose to take either therapy at home

## Positioned well financially

- ✓ \$390M of cash and short-term investments to execute on strategic priorities for 2020 and beyond

## Experienced executive team fully in place

## Steadily advancing broad pipeline of products

- ✓ Presenting vupanorsen and AKCEA-APOCIII-L<sub>Rx</sub> Phase 2 positive data at a medical congress in Q3

## Pandemic related challenges have been anticipated and well-managed





Jamie, Regulatory Affairs

Yang, FCS Patient

**AKCEA**<sup>®</sup>  
THERAPEUTICS