

Galapagos

## **H1 2020 results webcast**

7 August 2020



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This presentation contains forward-looking statements, including (without limitation) statements concerning the progress of our clinical pipeline, the statements regarding the global R&D collaboration with Gilead, the amount and timing of potential future milestones, opt-in and/or royalty payments by Gilead, statements relating to interactions with regulatory authorities, the timing of the approval process for filgotinib or expectations regarding receipt of regulatory approval, and statements relating to the build-up of our commercial organization for filgotinib, the expected impact of COVID-19, and our strategy, business plans and focus, the slides captioned "Positive CHMP opinion for filgotinib in RA," "GLPG's filgotinib commercial footprint," "SELECTION Phase 3 results in UC" "Operating cash burn," "Newsflow 2020," statements regarding the expected timing, design and readouts of ongoing and planned clinical trials (i) with filgotinib in RA, UC, IBD, and other potential indications (ii) with ziritaxestat (GLPG1690) and GLPG1205 in IPF and ziritaxestat in SSc, (iii) with GLPG1972 in OA, expectations regarding the commercial potential of our product candidates, and our strategy, business plans and focus. When used in this presentation, the words "anticipate," "believe," "can," "could," "estimate," "expect," "intend," "is designed to," "may," "might," "will," "plan," "potential," "possible," "predict," "objective," "should," and similar expressions are intended to identify forward-looking statements.

Filgotinib and all other drug candidates mentioned in this presentation are investigational agents whose safety and efficacy have not been demonstrated. They are not yet approved for any use outside of clinical trials.

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# Positive CHMP opinion for filgotinib in RA

- Recommendation for marketing authorization in Europe
  - for treatment of moderate to severe patients
- 100 mg & 200 mg dose recommended
  - for patients with inadequate response or intolerance to 1 or more DMARDs
  - monotherapy or in combination with methotrexate
- Based on Phase 3 FINCH and Phase 2 DARWIN data
  - includes 4,544 patient years' experience

**Key step towards EU marketing authorization**

*European Medicines Agency's (EMA) Committee for Medicinal Products for Human Use (CHMP)*

*DMARDs: disease modifying anti-rheumatic drugs*

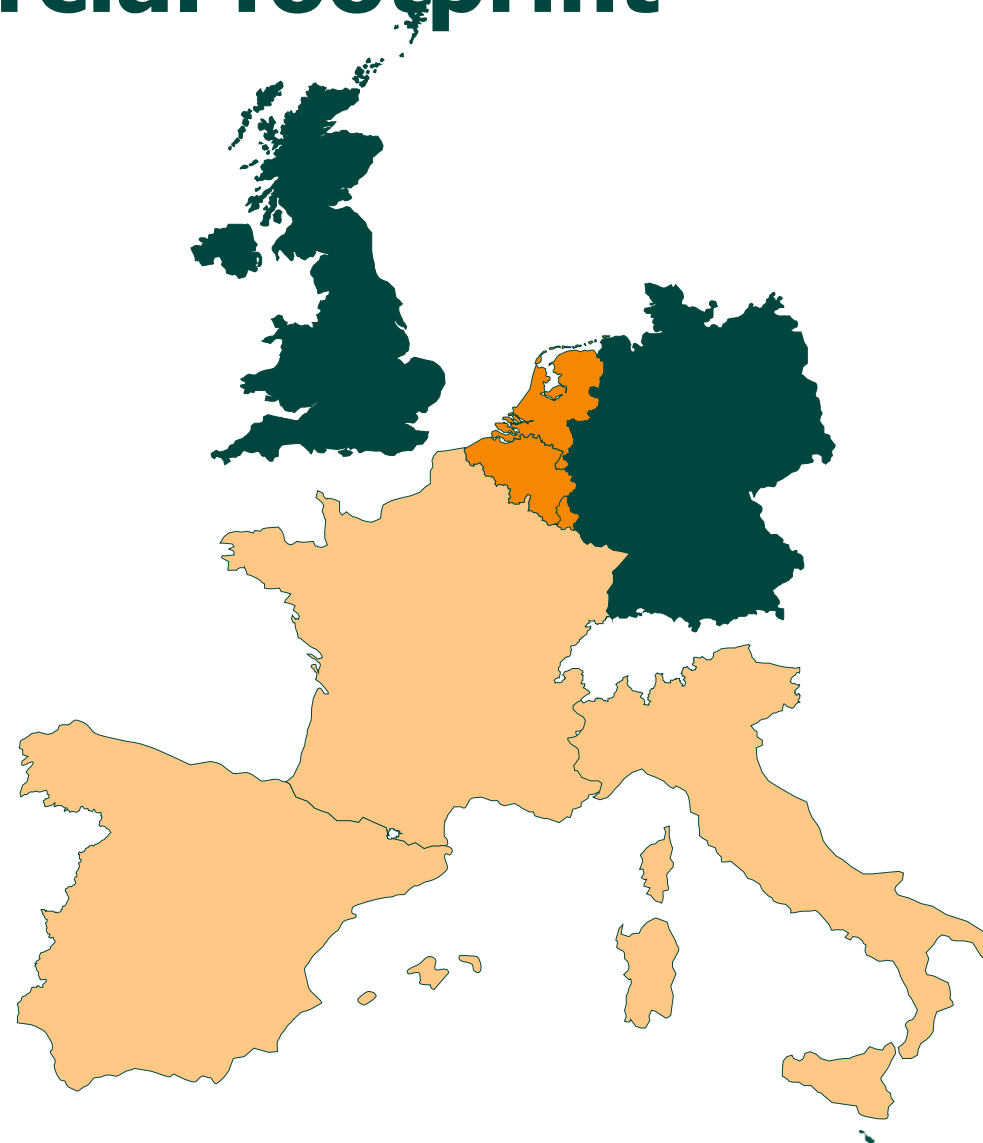
*Filgotinib is an investigational agent and is not approved for use by any regulatory authority*



# GLPG's filgotinib commercial footprint

-  **Rheumatology & IBD**  
Belgium/The Netherlands
-  **Rheumatology**  
France/Italy/Spain
-  **IBD**  
UK/Germany

**Ramp up for first product  
sales in H2 '20**





# SELECTION Phase 3 results in UC

- EBS remission primary endpoint at Week 10 & 58
- 200 mg achieved induction & maintenance endpoints
- 100 mg achieved maintenance endpoint
- Rates of SAEs were low and comparable across treatment groups
- Full data to be presented at future medical conference

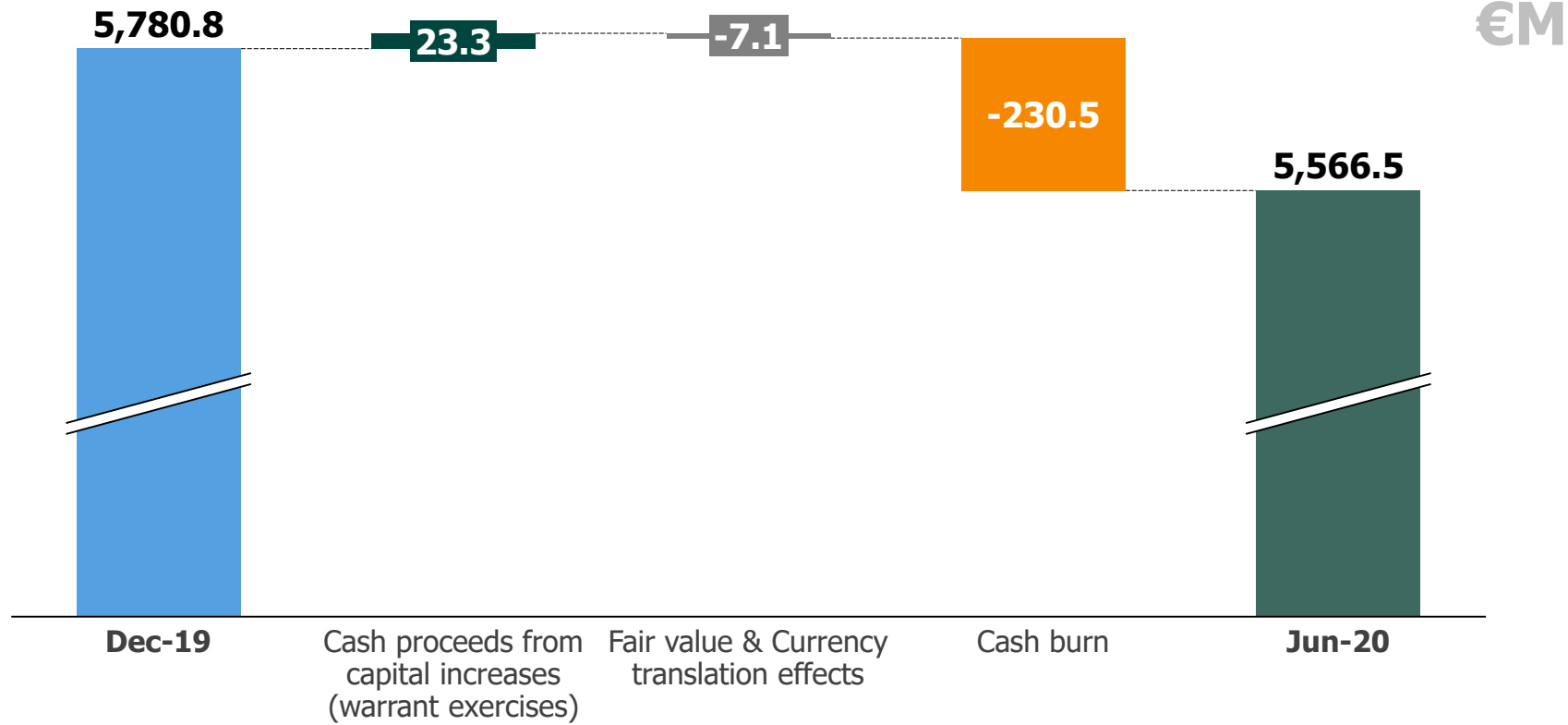
*EBS = endoscopy, rectal bleeding and stool frequency (EBS) clinical remission, defined as a Mayo Clinic endoscopic subscore of 0 or 1, rectal bleeding subscore of 0, and at least a 1-point decrease in stool frequency from baseline to achieve a subscore of 0 or 1 at weeks 10 and 58*

*SAE = Severe adverse event*

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# Cash & current financial investments



**cash burn of €230M; cash position of ≈€5.6B end of H1 '20**



# Key financials H1 '20

**revenues: €224.6M (+ €116.1M)**

- revenue recognition filgotinib €75.0M, access right to drug discovery platform €112.7M

**operating costs: - €355.4M (- €149.3M)**

- increase driven mainly by costs for filgotinib, Toledo, other programs, personnel costs and preparation of commercial launch for filgotinib

**net result: - €165.6M (- €69.7M)**

- includes €21.1M fair value loss Gilead warrant B and €13.0M net other financial expense



# Operating cash burn

**FY20 operating cash burn between €400 - €430M**

- Includes \$205M in potential milestones subject to regulatory approvals







# 2020 newsflow



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## TOPLINE DATA

- ✓ SELECTION filgotinib Ph3 UC
  - PINTA `1205 Ph2a IPF
  - NOVESA ziritaxestat Ph2a SSc
  - ROCCELLA `1972 Ph2b OA



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## ANTICIPATED REGULATORY DECISIONS IN RA

- ✓ EMA CHMP opinion
  - EU
  - FDA
  - Japan



# Galápagos

Pioneering for patients

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**We discover We dare We care**