



# Q1 2022 Results & Business Update

5 May 2022

## Forward-Looking Statements

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This communication contains certain forward-looking statements concerning the MorphoSys group of companies, including the expectations regarding Monjuvi's ability to treat patients with relapsed or refractory diffuse large B-cell lymphoma, the further clinical development of tafasitamab, including ongoing confirmatory trials, additional interactions with regulatory authorities and expectations regarding future regulatory filings and possible additional approvals for tafasitamab as well as the commercial performance of Monjuvi. The words "anticipate," "believe," "estimate," "expect," "intend," "may," "plan," "predict," "project," "would," "could," "potential," "possible," "hope" and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. The forward-looking statements contained herein represent the judgment of MorphoSys as of the date of this release and involve known and unknown risks and uncertainties, which might cause the actual results, financial condition and liquidity, performance or achievements of MorphoSys, or industry results, to be materially different from any historic or future results, financial conditions and liquidity, performance or achievements expressed or implied by such forward-looking statements. In addition, even if MorphoSys' results, performance, financial condition and liquidity, and the development of the industry in which it operates are consistent with such forward-looking statements, they may not be predictive of results or developments in future periods. Among the factors that may result in differences are MorphoSys' expectations regarding risks and uncertainties related to the impact of the COVID-19 pandemic to MorphoSys' business, operations, strategy, goals and anticipated milestones, including its ongoing and planned research activities, ability to conduct ongoing and planned clinical trials, clinical supply of current or future drug candidates, commercial supply of current or future approved products, and launching, marketing and selling current or future approved products, the global collaboration and license agreement for tafasitamab, the further clinical development of tafasitamab, including ongoing confirmatory trials, and MorphoSys' ability to obtain and maintain requisite regulatory approvals and to enroll patients in its planned clinical trials, additional interactions with regulatory authorities and expectations regarding future regulatory filings and possible additional approvals for tafasitamab as well as the commercial performance of Monjuvi, MorphoSys' reliance on collaborations with third parties, estimating the commercial potential of its development programs and other risks indicated in the risk factors included in MorphoSys' Annual Report on Form 20-F and other filings with the U.S. Securities and Exchange Commission. Given these uncertainties, the reader is advised not to place any undue reliance on such forward-looking statements. These forward-looking statements speak only as of the date of publication of this document. MorphoSys expressly disclaims any obligation to update any such forward-looking statements in this document to reflect any change in its expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based or that may affect the likelihood that actual results will differ from those set forth in the forward-looking statements, unless specifically required by law or regulation.

**The compounds discussed in this slide presentation are investigational products being developed by MorphoSys and its partners and are not currently approved by the U.S. Food and Drug Administration (FDA), European Medicines Agency (EMA) or any other regulatory authority (except for tafasitamab/Monjuvi® and guselkumab/Tremfya®). There is no guarantee any investigational product will be approved by regulatory authorities.**

**Monjuvi® is a registered trademark of MorphoSys AG. Tremfya® is a registered trademark of Janssen Biotech, Inc.**

# Agenda

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Jean-Paul Kress, Sung Lee, Malte Peters, Joe Horvat

01



# Highlights Q1 2022 & Outlook



Jean-Paul Kress, M.D.  
CEO

# Our Ambition is to Become a Leader in Hematology/Oncology

Aiming to have two commercial products by 2025

Commercial	Phase 3 Development	Mid-Stage
 <p><b>MONJUVI</b><sup>®</sup> tafasitamab-cxix   200mg for injection, for intravenous use</p> <p>Relapsed/Refractory DLBCL</p>	 <p><b>MONJUVI</b><sup>®</sup> tafasitamab-cxix   200mg for injection, for intravenous use</p> <p>Expand into 1L DLBCL and beyond</p> <p><b>PELABRESIB</b> Change the standard of care in 1L myelofibrosis</p>	<p><b>CPI-0209</b> Basket trial</p> <p><b>FELZARTAMAB</b> Autoimmune (MN &amp; IgAN)</p>

Monjuvi® (tafasitamab-cxix) is approved under accelerated approval by the U.S. FDA in combination with lenalidomide for the treatment of adult patients with relapsed or refractory diffuse large B-cell lymphoma (DLBCL) not otherwise specified, including DLBCL arising from low grade lymphoma, and who are not eligible for autologous stem cell transplant (ASCT). MN: membranous nephropathy; IgAN: IgA nephropathy

# 2022 – Focus on Commercial and Clinical Development Execution

## COMMERCIAL PROGRESS

**MONJUVI**<sup>®</sup>  
tafasitamab-cxix | 200mg  
for injection, for intravenous use



## PIVOTAL TRIALS

- + Monjuvi
  - 1L DLBCL
  - r/r FL & MZL
- + Pelabresib
  - 1L myelofibrosis



## PARTNERED PROGRAMS

- + Pivotal readouts 2022:
  - Gantenerumab (Roche)
  - Otilimab (GSK)
- + Additional programs progressing:
  - Ianalumab (NVS)
  - Abelacimab (Anthos Therapeutics)
  - Setrusumab (Ultragenyx/Mereo)



## FINANCES

- + Liquidity position of € 846.9 million
- + Access to capital



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# Commercial Update



**Joe Horvat**

General Manager, US

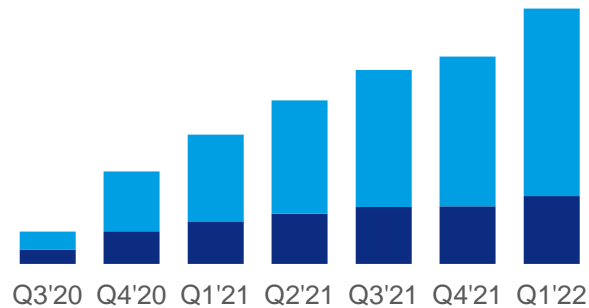
# Monjuvi Commercial Execution

Continued uptake in DLBCL and building account momentum

Q1 2022 U.S. Sales

**US\$  
18.7MM**

**+21 %  
Year over Year**



>70% Community

<30% Academic

**>1,100 sites of care**

**Leading  
market share**

**in 2L DLBCL  
new patient starts**

**Increase  
patient  
persistence**

**by continued education  
to evolve prescribing  
patterns**

Supported by recent designation as a Preferred 2L Regimen by the NCCN guidelines



03

# Development Update




**Malte Peters, M.D.**

CR&DO







# Accelerating our Innovation and Growth Strategy

High potential mid- to late-stage pipeline

	ASSET	PARTNER	TARGET	DISEASE AREA	PHASE 1	PHASE 2	PHASE 3	MARKET
Hematology/oncology	Tafasitamab	Incyte	CD19	r/r DLBCL				
				1L DLBCL (frontMIND)				
				r/r FL/MZL (inMIND) r/r DLBCL (with plamotamab)*				
Hematology/oncology	Pelabresib		BET	1L Myelofibrosis (MANIFEST-2)				
				1L/2L Myelofibrosis (MANIFEST)				
Hematology/oncology	CPI – 0209		EZH2	Solid tumors/ Hematological malignancies				
Auto-immune	Felzartamab		CD38	MN (M-PLACE/New-PLACE) IgAN (IGNAZ)				

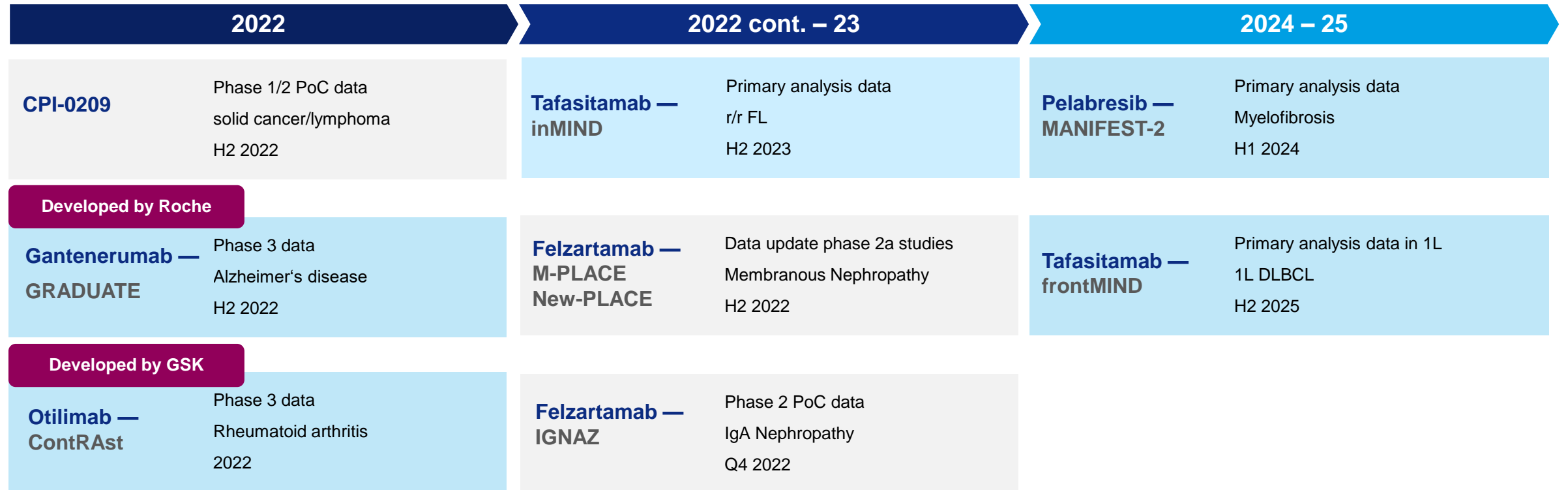
Monjuvi® (tafasitamab-cxix) is approved under accelerated approval by the U.S. FDA in combination with lenalidomide for the treatment of adult patients with relapsed or refractory diffuse large B-cell lymphoma (DLBCL) not otherwise specified, including DLBCL arising from low grade lymphoma, and who are not eligible for autologous stem cell transplant (ASCT); r/r DLBCL: relapsed/refractory diffuse large B-cell lymphoma. r/r FL / MZL: relapsed/refractory Follicular Lymphoma or Marginal Zone Lymphoma; MN: membranous nephropathy; IgAN: IgA nephropathy) \* trial sponsored by Xencor

# Partner Programs Expected to Progress in 2022

	PARTNER	DISEASE AREA	STATUS
<b>Gantenerumab</b>		Alzheimer's Disease	Phase 3 data expected in 2022
<b>Otilimab</b>		Rheumatoid Arthritis	Phase 3 data expected in 2022
<b>Ianalumab</b>		Sjögren's Syndrome Lupus Nephritis and other	Phase 3 clinical development expected to start in 2022
<b>Abelacimab</b>		Venous Thromboembolism Prevention	Phase 2 efficacy data published in NEJM
<b>Setrusumab</b>	 	Osteogenesis Imperfecta	Pivotal phase 2/3 clinical study ongoing

# Upcoming Key Clinical Milestones from Phase 2 and Phase 3 Studies

Broadening proprietary development pipeline



Pivotal studies

DLBCL: diffuse large B-cell lymphoma. r/r FL: relapsed/refractory Follicular Lymphoma

© MorphoSys – Q1 2022 results

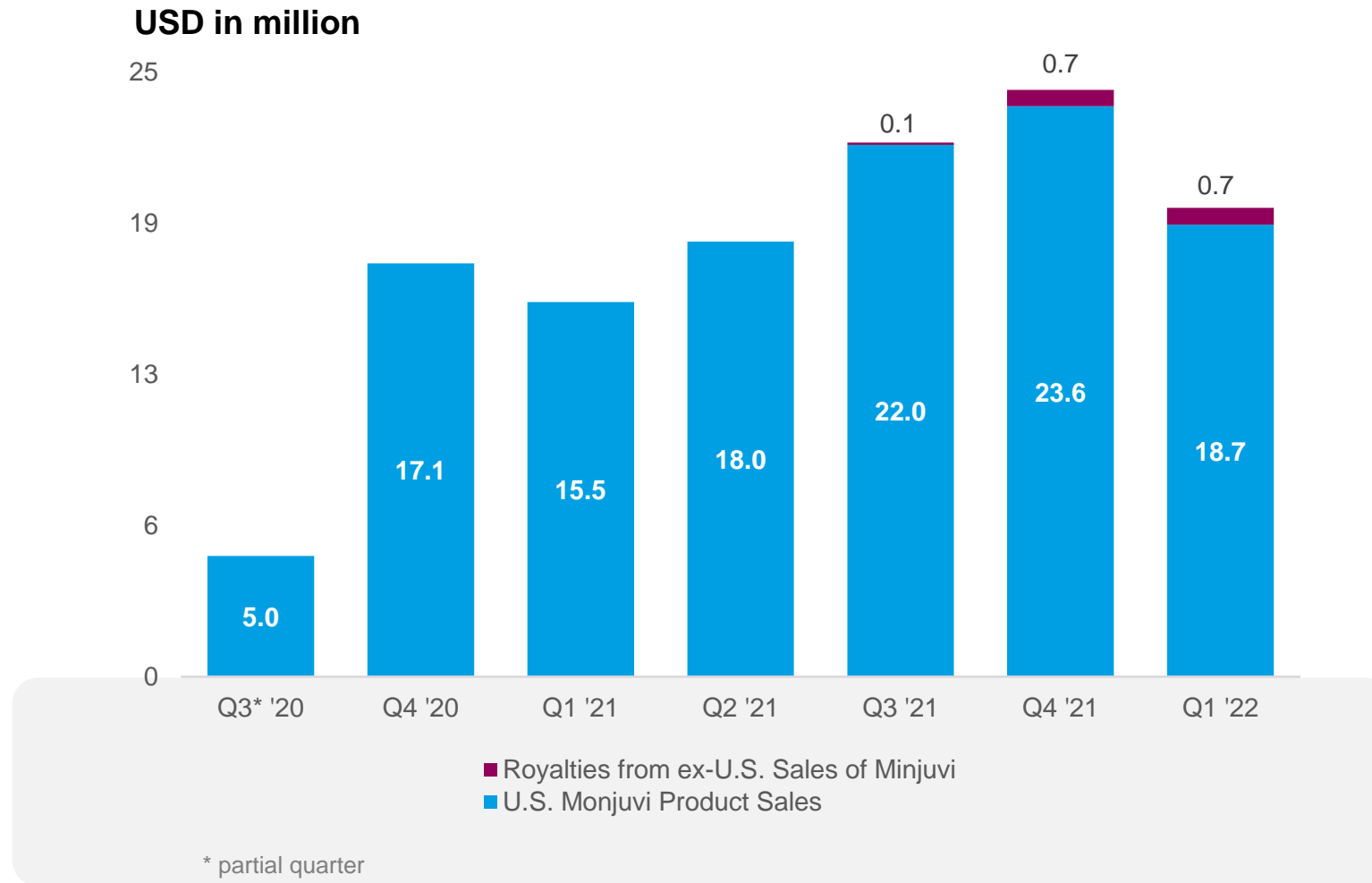
# 04

## Financial Results and Guidance



**Sung Lee**  
CFO

# Monjuvi U.S. Product Sales and Minjuvi Royalty Revenue



# Q1 2022: Profit or Loss Statement

In € million	Q1 2022	Q4 2021	Q1 2021	Q-Q Δ	Y-Y Δ
<b>Revenues</b>	<b>41.5</b>	52.9	47.2	(22)%	(12)%
Product Sales	16.6	20.5	12.9	(19)%	29%
Royalties	19.0	23.2	11.6	(18)%	64%
Licenses, Milestones and Other	5.8	9.3	22.7	(38)%	(74)%
Cost of Sales	(7.9)	(9.5)	(5.0)	(17)%	58%
<b>Gross Profit</b>	<b>33.6</b>	43.4	42.1	(23)%	(20)%
R&D Expenses	(65.0)	(87.0)	(33.3)	(25)%	95%
Selling Expenses	(21.9)	(32.5)	(28.2)	(33)%	(22)%
G&A Expenses	(14.6)	(18.2)	(10.3)	(20)%	42%
<b>Total Operating Expenses</b>	<b>(101.5)</b>	(368.4)*	(71.7)	(72)%	42%
Operating Profit / (Loss)	(68.0)	(325.0)	(29.6)	(79)%	>100%
<b>Consolidated Net Profit / (Net Loss)</b>	<b>(122.7)</b>	(381.0)	(41.6)	(68)%	>100%
<b>Earnings per Share, basic and diluted (in €)</b>	<b>(3.59)</b>	(11.16)	(1.27)	(68)%	>100%

On March 31, 2022 MorphoSys' liquidity position amounted to € 846.9 million (December 31, 2021: € 976.9 million)

\* Total operating expenses include impairment of goodwill of € 230.7 million

# Financial Guidance FY2022

Monjuvi U.S. Net Product Sales	<b>US\$ 110m to 135m</b>
Gross Margin for Monjuvi U.S. Net Product Sales	<b>75% to 80%</b>
R&D expenses	<b>€ 300m to 325m</b>
SG&A expenses	<b>€ 155m to 170m</b>



# 05

## Q&A



**Jean-Paul Kress, M.D.**  
CEO



**Sung Lee**  
CFO



**Malte Peters, M.D.**  
CR&DO



**Joe Horvat**  
General Manager, U.S.

A photograph of an elderly woman with short, wavy grey hair, smiling broadly and looking out a window. She is wearing a blue patterned top. Her hands are clasped in her lap. The background shows a bright window and a white cabinet.

**morphosys**

**Thank you!**

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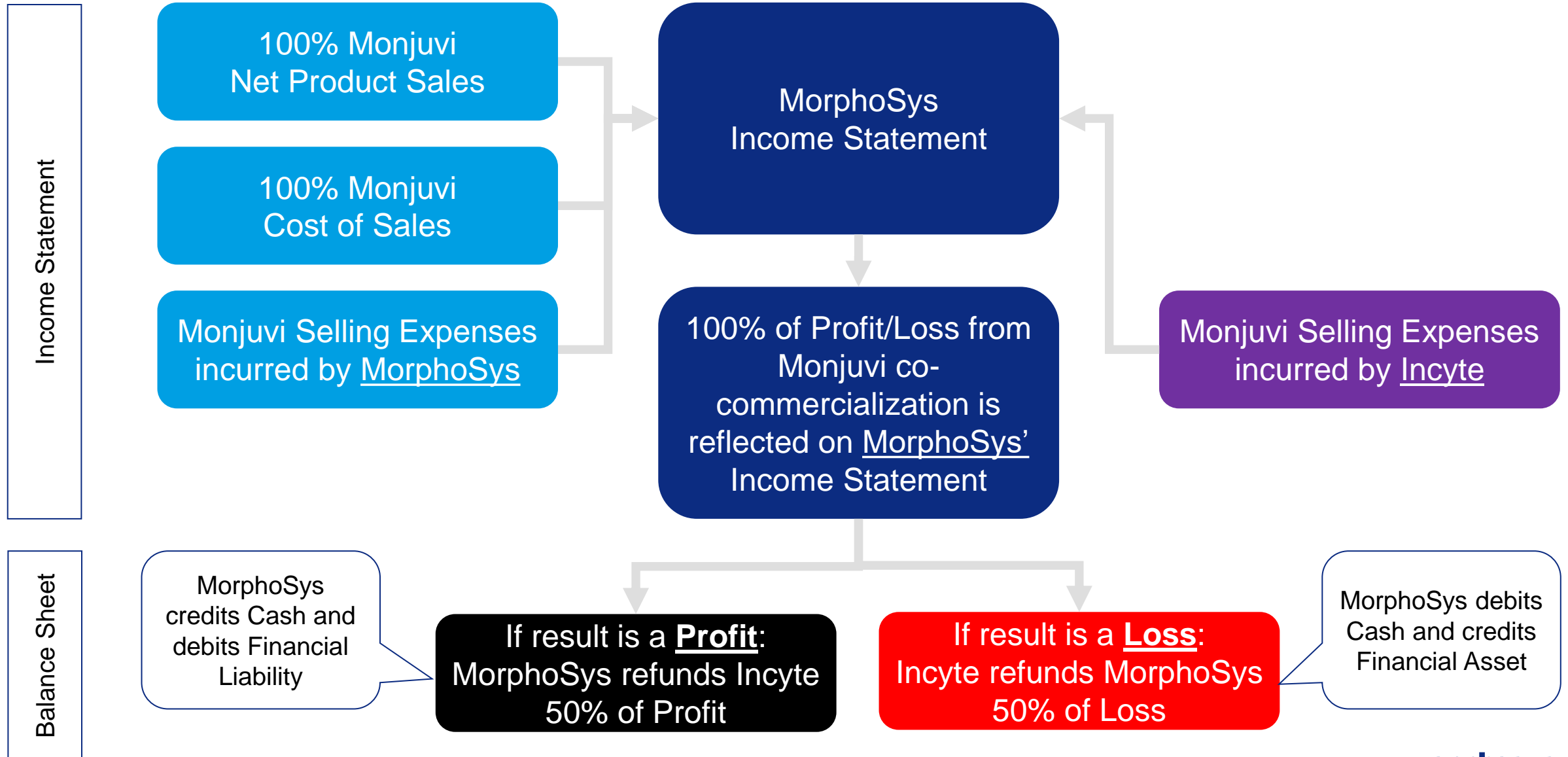
[www.morphosys.com](http://www.morphosys.com)

# Financial Guidance FY2022

## Including 2022 Guidance Insights

	2022 Financial Guidance	2022 Guidance Insights
Monjuvi U.S. Net Product Sales	<b>US\$ 110m to 135m</b>	100% of Monjuvi U.S. product sales are recorded on MorphoSys' income statement and related profit/loss is split 50/50 between MorphoSys and Incyte.
Gross Margin for Monjuvi U.S. Net Product Sales	<b>75% to 80%</b>	100% of Monjuvi U.S. product cost of sales is recorded on MorphoSys' income statement and related profit/loss is split 50/50 between MorphoSys and Incyte.
R&D expenses	<b>€ 300m to 325m</b>	2022 growth over 2021 will be driven primarily by investment in ongoing pivotal phase-3 studies, excluding transaction/restructuring/other charges related to Constellation acquisition recorded in 2021.
SG&A expenses	<b>€ 155m to 170m</b>	51% to 56% of mid-point of SG&A expenses represents Monjuvi U.S. selling costs of which 100% are recorded in MorphoSys' income statement. Incyte reimburses MorphoSys for half of these selling expenses. For 2022, we anticipate a year-over-year decline in SG&A, excluding transaction/restructuring/other charges related to Constellation acquisition recorded in 2021.

# Overview of Accounting for Co-Commercialization of Monjuvi in the U.S.



# Accounting for Royalty Pharma and Constellation Transactions

## Overview of major deal effects on consolidated financial statements

### Acquisition financing from Royalty Pharma (RP)

- MorphoSys owes the following future cash flows to RP:
  - 100% of Tremfya royalties
  - 80% of royalties and 100% of milestone payments for otilimab
  - 60% of gantenerumab royalties
  - 3% on future net sales of pelabresib and CPI-0209
- RP financial liabilities are in the scope of IFRS 9
- Initial recognition at fair value on July 15, 2021, subsequent measurement on a quarterly basis
- Subsequent measurement at amortized cost based on effective interest rate (EIR) method; EUR 1,271.2m as of March 31, 2022 presented as “Financial Liabilities from Future Payments to Royalty Pharma” on the balance sheet
- Cash transfers from licensees to RP (e.g., Tremfya royalties) reduce the financial liabilities
- Balance of financial liabilities can be affected by changes in the lifetime forecast for royalty/milestone/net sales streams
- Finance Income/Expense can be recognized quarterly due to:
  - Application of interest charges
  - Foreign exchange rate changes
  - Changes in lifetime forecast
- Changes to the financial liabilities and/or recognition of finance income/expense have NO cash impact on MorphoSys



# 1Q 2022 Income Statement w/o Incyte 50/50 U.S. Profit Share and Transfers to Royalty Pharma

Euros in millions

differences due to rounding

	A IFRS Q1 2022	B Incyte Collaboration	C Royalty Pharma	A - B - C
<b>Revenues</b>	<b>41.5</b>	<b>8.3</b>	<b>18.4</b>	<b>14.7</b>
Monjuvi US product sales	16.6	8.3 <sup>1)</sup>		8.3
Royalties	19.0		18.4 <sup>5)</sup>	0.6
Other	5.8			5.8
<b>Cost of Sales</b>	<b>(7.9)</b>	<b>(1.3)</b>	<b>-</b>	<b>(6.6)</b>
Cost of Sales US Monjuvi product sales	(3.5)	(1.3) <sup>2)</sup>		(2.2)
Other	(4.4)			(4.4)
<b>Gross Profit</b>	<b>33.6</b>	<b>7.0</b>	<b>18.4</b>	<b>8.1</b>
<i>Gross Margin</i>	80.9%			55.4%
<b>Total Operating Expenses:</b>	<b>(101.5)</b>	<b>(11.5)</b>	<b>-</b>	<b>(90.0)</b>
Research and Development	(65.0)			(65.0)
Selling	(21.9)	(11.5) <sup>3)</sup>		(10.4)
General and Administrative	(14.6)			(14.6)
Impairment of Goodwill	-			-
<b>Operating Profit/(Loss)</b>	<b>(68.0)</b>	<b>(4.5)</b>	<b>18.4</b>	<b>(81.9)</b>
<i>Operating Margin</i>	-164%			-557%
Other Income	1.4			1.4
Other Expenses	(3.7)			(3.7)
Finance Income	10.6	6.8 <sup>4)</sup>	- <sup>6)</sup>	3.8
Finance Expenses	(62.8)	(27.4) <sup>4)</sup>	(31.1) <sup>6)</sup>	(4.3)
Income from Reversals of Impairment Losses	(0.1)			(0.1)
Income Tax Benefit / (Expenses)	-			-
<b>Consolidated Net Profit/(Loss)</b>	<b>(122.7)</b>	<b>(25.1)</b>	<b>(12.7)</b>	<b>(84.9)</b>
EPS, Basic and Diluted	(3.59)			(2.49)
EPS, Basic	-			-
EPS, Diluted	-			-
Shares Used for EPS, Basic	34.15			34.15
Shares Used for EPS, Diluted				

## Legend

- 1) Incyte's share of Monjuvi US sales, accounted for at MOR being the principal for this business
- 2) Incyte's share of cost of sales related to Monjuvi US sales, accounted for at MOR
- 3) Incyte's portion of Monjuvi US selling expenses, charged to/accounted for at MOR
- 4) Valuation effects from Incyte financial liability/asset (actual and planning cash flow adjustments, fx effects, interest expense)
- 5) Tremfya royalty paid to Royalty Pharma from Q2 2021 onward
- 6) Valuation effects from Royalty Pharma financial liability (actual and planning cash flow adjustments incl. fx effects, interest expense)

We supplement the consolidated statement of profit or loss presented in our earnings release with additional information on certain income or expense effects. The consolidated statement of profit or loss as well as the additional information in the earnings call slide deck are prepared in accordance with International Financial Reporting Standards (IFRS). The additional information relates to the contracts with Incyte and Royalty Pharma, namely to the accounting for the US co-commercialization with Incyte and the financing provided by Royalty Pharma which resulted in financial liabilities for payments owed to Royalty Pharma in future periods. The related effects are presented in two separate columns for various lines item of the consolidated statement of profit or loss. We believe this more detailed information provides additional insights into the financial performance of MorphoSys Group. The information given is in addition to, not a substitute for, or superior to, the measures of financial performance prepared in accordance with IFRS.

# 1Q 2021 Income Statement w/o Incyte 50/50 U.S. Profit Share and Transfers to Royalty Pharma

Euros in millions

differences due to rounding

	A	B	C	A - B - C
	IFRS Q1 2021	Incyte Collaboration	Royalty Pharma	A - B - C
<b>Revenues</b>	<b>47.2</b>	<b>6.5</b>	-	<b>40.8</b>
Monjuvi US product sales	12.9	6.5 <sup>1)</sup>	-	6.5
Royalties	11.6	-	5)	11.6
Other	22.7	-	-	22.7
<b>Cost of Sales</b>	<b>(5.0)</b>	<b>(1.1)</b>	-	<b>(3.9)</b>
Cost of Sales US Monjuvi product sales	(2.2)	(1.1) <sup>2)</sup>	-	(1.1)
Other	(2.8)	-	-	(2.8)
<b>Gross Profit</b>	<b>42.2</b>	<b>5.4</b>	-	<b>36.9</b>
<i>Gross Margin</i>	89.4%	-	-	90.4%
<b>Total Operating Expenses:</b>	<b>(71.8)</b>	<b>(12.8)</b>	-	<b>(59.0)</b>
Research and Development	(33.3)	-	-	(33.3)
Selling	(28.2)	(12.8) <sup>3)</sup>	-	(15.4)
General and Administrative	(10.3)	-	-	(10.3)
<b>Operating Profit/(Loss)</b>	<b>(29.6)</b>	<b>(7.5)</b>	-	<b>(22.2)</b>
<i>Operating Margin</i>	-63%	-	-	-54%
Other Income	1.2	-	-	1.2
Other Expenses	(2.0)	-	-	(2.0)
Finance Income	13.9	2.4 <sup>4)</sup>	-	11.5
Finance Expenses	(39.7)	(34.9) <sup>4)</sup>	-	(4.8)
Effects from Impairment on Financial Assets	0.1	-	-	0.1
Income Tax Benefit / (Expenses)	14.5	-	-	14.5
<b>Consolidated Net Profit/(Loss)</b>	<b>(41.6)</b>	<b>(40.0)</b>	-	<b>(1.7)</b>
EPS, Basic and Diluted	(1.27)	-	-	(0.05)
EPS, Basic	-	-	-	-
EPS, Diluted	-	-	-	-
Shares Used for EPS, Basic	32.76	-	-	32.76
Shares Used for EPS, Diluted	-	-	-	-

## Legend

- 1) Incyte's share of Monjuvi US sales, accounted for at MOR being the principal for this business
- 2) Incyte's share of cost of sales related to Monjuvi US sales, accounted for at MOR
- 3) Incyte's portion of Monjuvi US selling expenses, charged to/accounted for at MOR
- 4) Valuation effects from Incyte financial liability/asset (actual and planning cash flow adjustments, fx effects, interest expense)
- 5) Tremfya royalty paid to Royalty Pharma from Q2 2021 onward

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# 4Q 2021 Income Statement w/o Incyte 50/50 U.S. Profit Share and Transfers to Royalty Pharma

Euros in millions

differences due to rounding

	A	B	C	A - B - C
	IFRS Q4 2021	Incyte Collaboration	Royalty Pharma	A - B - C
<b>Revenues</b>	<b>52.9</b>	<b>10.3</b>	<b>22.6</b>	<b>20.1</b>
Monjuvi US product sales	20.5	10.3 <sup>1)</sup>		10.3
Royalties	23.2		22.6 <sup>5)</sup>	0.6
Other	9.3			9.3
<b>Cost of Sales</b>	<b>(9.5)</b>	<b>(1.6)</b>	-	<b>(7.9)</b>
Cost of Sales US Monjuvi product sales	(3.8)	(1.6) <sup>2)</sup>		(2.2)
Other	(5.7)			(5.7)
<b>Gross Profit</b>	<b>43.4</b>	<b>8.7</b>	<b>22.6</b>	<b>12.2</b>
<i>Gross Margin</i>	82.0%			60.5%
<b>Total Operating Expenses:</b>	<b>(368.4)</b>	<b>(15.2)</b>	-	<b>(353.2)</b>
Research and Development	(87.0)			(87.0)
Selling	(32.5)	(15.2) <sup>3)</sup>		(17.3)
General and Administrative	(18.2)			(18.2)
Impairment of Goodwill	(230.7) <sup>7)</sup>			(230.7)
<b>Operating Profit/(Loss)</b>	<b>(325.0)</b>	<b>(6.5)</b>	<b>22.6</b>	<b>(341.0)</b>
<i>Operating Margin</i>	-614%			-1697%
Other Income	3.4			3.4
Other Expenses	(1.7)			(1.7)
Finance Income	(2.7)	(7.7) <sup>4)</sup>	- <sup>6)</sup>	5.0
Finance Expenses	(89.0)	(16.0) <sup>4)</sup>	(62.8) <sup>6)</sup>	(10.2)
Effects from Impairment on Financial Assets	(0.2)			(0.2)
Income Tax Benefit / (Expenses)	34.4			34.4
<b>Consolidated Net Profit/(Loss)</b>	<b>(380.9)</b>	<b>(30.2)</b>	<b>(40.2)</b>	<b>(310.5)</b>
EPS, Basic and Diluted	(11.16)			(9.09)
EPS, Basic	-			-
EPS, Diluted	-			-
Shares Used for EPS, Basic	34.15			34.15
Shares Used for EPS, Diluted				

## Legend

- 1) Incyte's share of Monjuvi US sales, accounted for at MOR being the principal for this business
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- 5) Tremfya royalty paid to Royalty Pharma from Q2 2021 onward
- 6) Valuation effects from Royalty Pharma financial liability (actual and planning cash flow adjustments incl. fx effects, interest expense)
- 7) Write-down results from the consolidation of the Company's research and discovery activities after the acquisition of Constellation Pharmaceuticals, Inc.

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