



# Q2 2022 Results & Business Update

4 August 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 tafasitamab/Minjuvi®). There is no guarantee any investigational product will be approved by regulatory authorities. Monjuvi® and Minjuvi® are registered trademarks of MorphoSys AG.**

# Agenda

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**01** **Highlights Q2 / H1 2022 & Outlook**  
Jean-Paul Kress, M.D., CEO

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**02** **Commercial Update**  
Joe Horvat, General Manager, U.S.

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**03** **Development Update**  
Malte Peters, M.D., CR&DO

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**04** **Financial Results & Guidance**  
Sung Lee, CFO

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**05** **Q&A**  
Jean-Paul Kress, Sung Lee, Malte Peters, Joe Horvat

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01

# Highlights Q2 / H1 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>Relapsed/Refractory DLBCL</p>	<p><b>PELABRESIB</b></p> <p>Change the standard of care in 1L myelofibrosis</p> <hr/>  <p>Expand into 1L DLBCL and beyond</p>	<p><b>CPI-0209</b></p> <p>Basket Trial</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).

# Q2 Developments & Highlights

Aiming to have two commercial products by 2025

## BUSINESS DEVELOPMENT

- + HIBio license deal for:
  - Felzartamab
  - MOR210
- + Pfizer collaboration
  - Monjuvi + Pfizer's CD47



## PARTNERED PROGRAMS

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



## DRIVE PIVOTAL TRIALS

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



## FINANCES

- + Liquidity position of € 754.3 million
- + Access to capital



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# Commercial Update



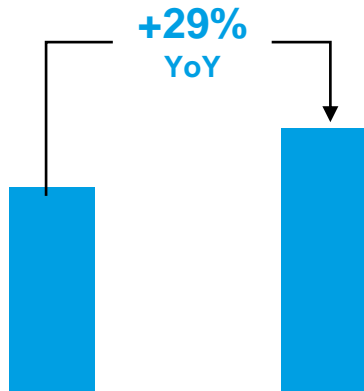
**Joe Horvat**  
General Manager, U.S.

# Monjuvi Commercial Execution

Continued uptake in 2L DLBCL and account penetration

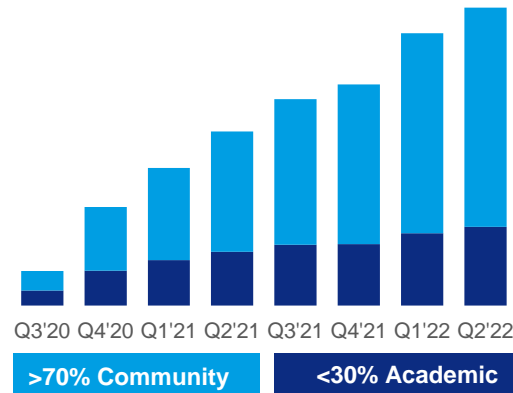
## Q2 2022 U.S. Sales

**\$23.3MM**



## Growing Breadth

**>1,250 sites of care**



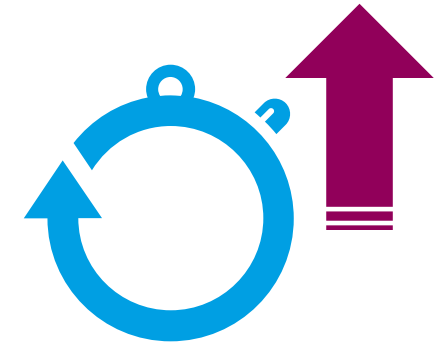
## Leading Share

**in 2L DLBCL new patient starts**



## Improving Persistence

**With additional opportunity remaining**



**Preferred 2L Regimen by the NCCN Guidelines  
Encouraging ~80% Repeat Order Rates at Sites of Care (SOC)**



03

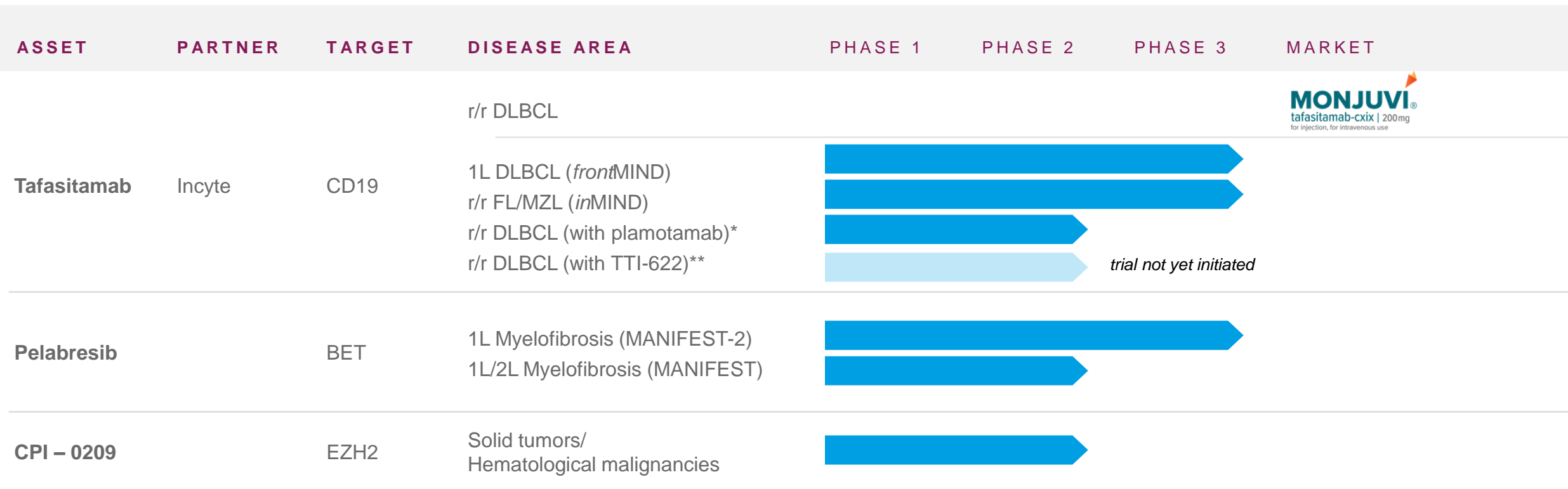
# Development Update



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

# Accelerating our Innovation and Growth Strategy

High potential mid- to late-stage pipeline in hematology / oncology

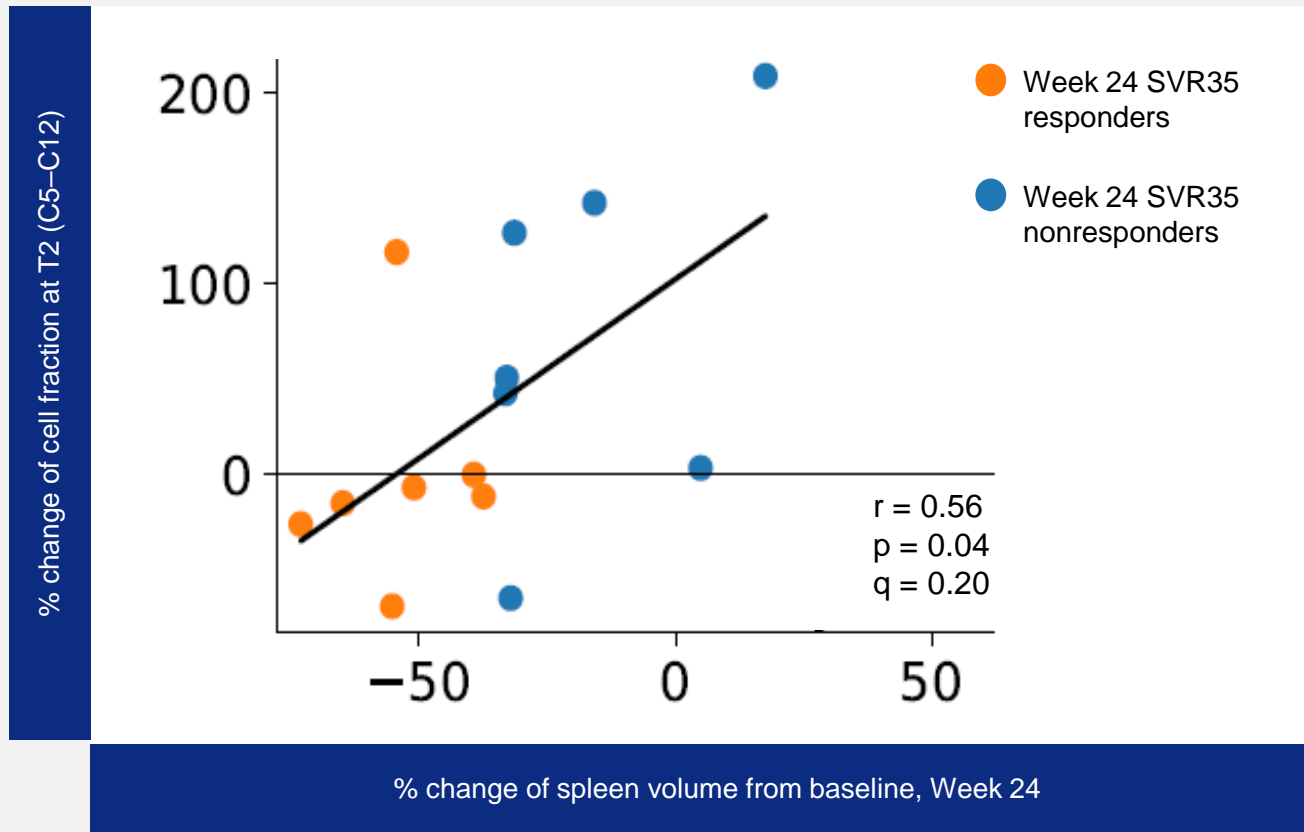


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# Data Suggest Potential Disease-Modifying Effect of Pelabresib

Treatment-induced changes in megakaryocyte-erythroid progenitors directly correlate with improvement in spleen volume

## MEGAKARYOCYTIC-ERYTHROID PROGENITORS

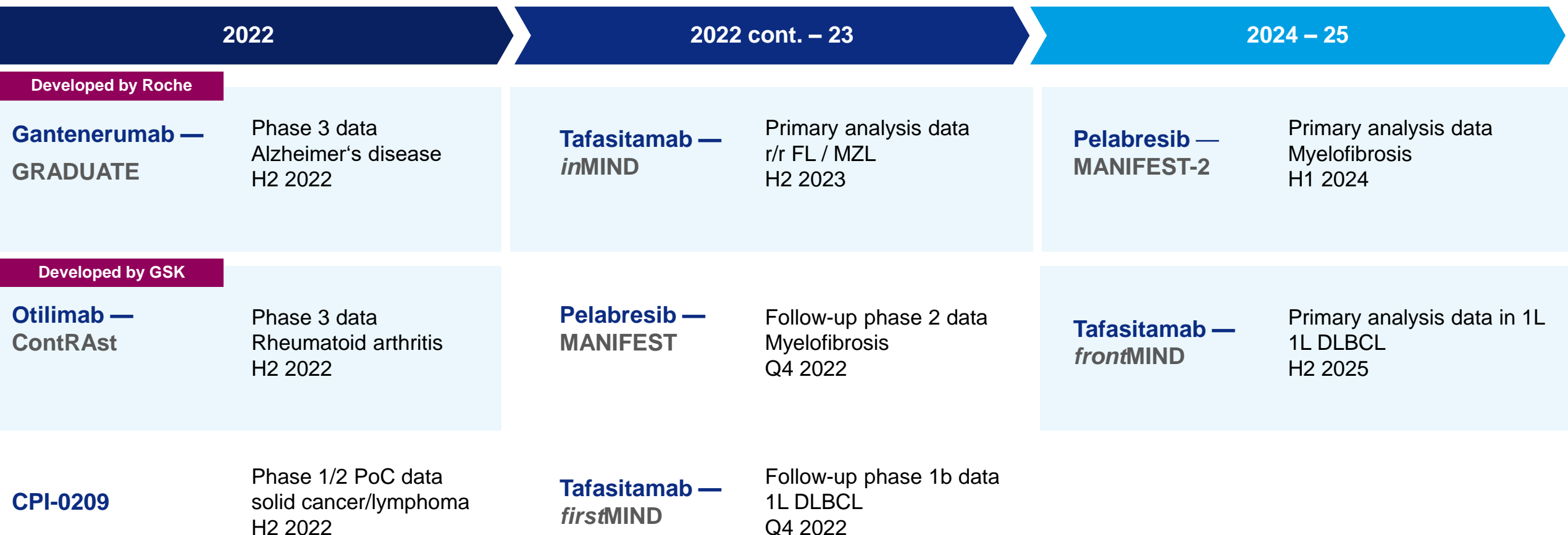


- Data presented at EHA 2022
- Samples from patients enrolled in the MANIFEST trial
- Findings show pelabresib may improve the typical imbalance in myeloid and lymphoid cells and help restore normal blood cell development

$\rho$ -Spearman correlation coefficient; p value: probability of zero correlation under normality assumptions; q value: Benjamini-Hochberg FDR-corrected p value. C, treatment cycle; FDR, false discovery rate; SVR35, spleen volume reduction of 35%. Zavidij et al., EHA 2022; data cut-off 10 Sep 2021; data from arm 3 of the MANIFEST study; pelabresib is an investigational new drug and has not been approved by any regulatory authorities

# Selected Upcoming Key Clinical Milestones

Broadening proprietary development pipeline



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

© MorphoSys – Q2 2022 results

# 04

## Financial Results and Guidance

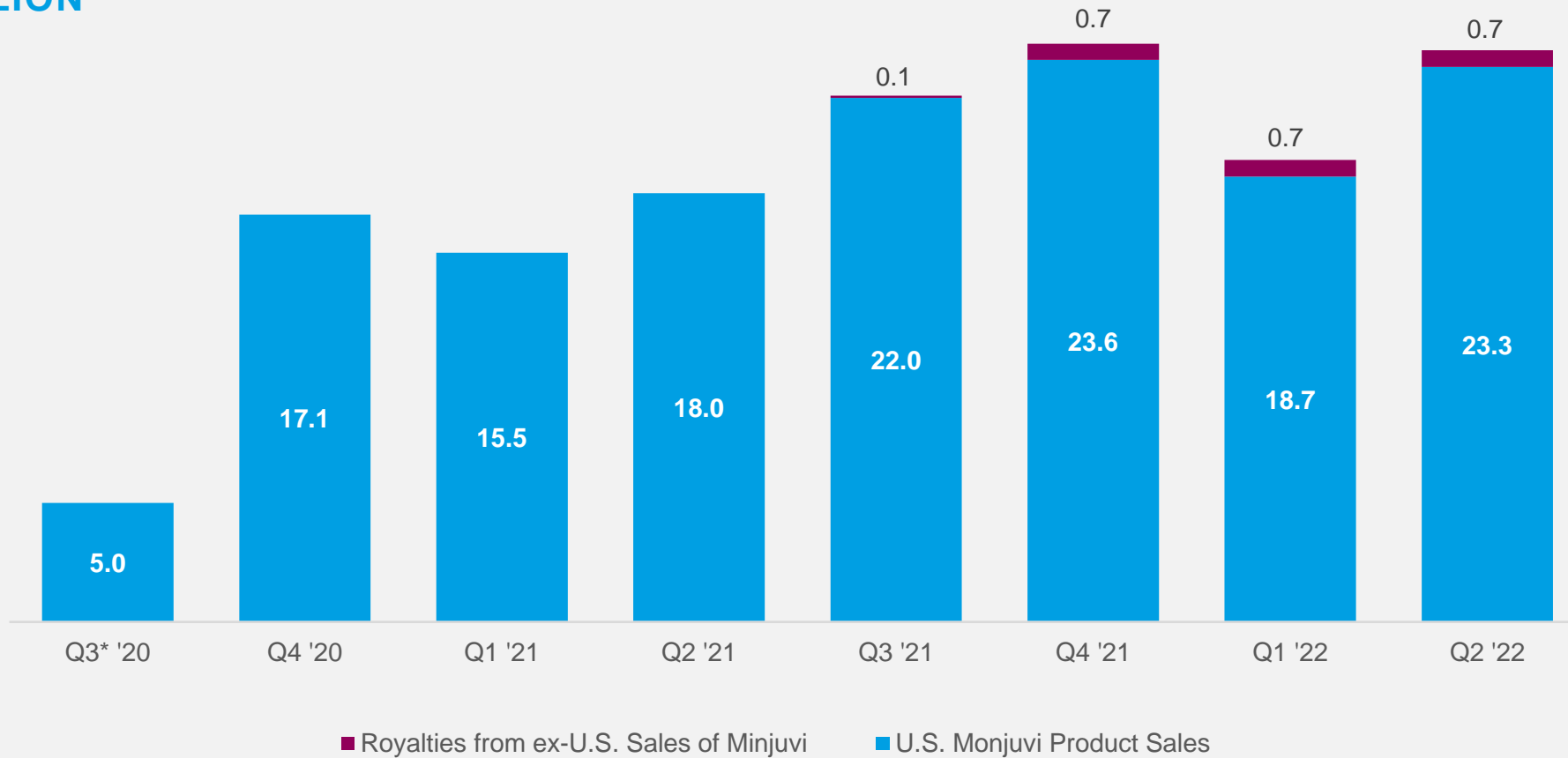


**Sung Lee**  
CFO

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

USD IN MILLION

\* partial quarter



## Q2 / H1 2022: Profit or Loss Statement

In € million	Q2 2022	Q2 2021	Δ	H1 2022	H1 2021	Δ
<b>Revenues</b>	<b>59.4</b>	38.2	55%	<b>100.9</b>	85.4	18%
Product Sales	<b>21.7</b>	14.9	46%	<b>38.3</b>	27.8	38%
Royalties	<b>22.0</b>	13.7	61%	<b>41.0</b>	25.4	61%
Licenses, Milestones and Other	<b>15.7</b>	9.6	64%	<b>21.5</b>	32.3	(33)%
Cost of Sales	<b>(17.2)</b>	(10.1)	70%	<b>(25.1)</b>	(15.2)	65%
<b>Gross Profit</b>	<b>42.2</b>	28.1	50%	<b>75.8</b>	70.2	8%
R&D Expenses	<b>(60.9)</b>	(40.5)	50%	<b>(126.0)</b>	(73.8)	71%
Selling Expenses	<b>(24.0)</b>	(28.5)	(16)%	<b>(45.9)</b>	(56.6)	(19)%
G&A Expenses	<b>(12.4)</b>	(30.5)	(59)%	<b>(27.0)</b>	(40.8)	(34)%
<b>Total Operating Expenses</b>	<b>(97.3)</b>	(99.5)	(2)%	<b>(198.8)</b>	(171.2)	16%
Operating Profit / (Loss)	<b>(55.1)</b>	(71.4)	(23)%	<b>(123.1)</b>	(101.0)	22%
<b>Consolidated Net Profit / (Net Loss)</b>	<b>(235.0)</b>	20.9	>(100)%	<b>(357.6)</b>	(20.7)	>100%
<b>Earnings per Share, basic and diluted (in €)</b>	<b>(6.88)</b>	—	—%	<b>(10.47)</b>	(0.63)	>100%
<b>Earnings per Share, basic (in €)</b>	<b>—</b>	0.64	—%	<b>—</b>	—	—%
<b>Earnings per Share, diluted (in €)</b>	<b>—</b>	0.61	—%	<b>—</b>	—	—%

On June 30, 2022, MorphoSys' liquidity position amounted to € 754.3 million (December 31, 2021: € 976.9 million)  
MorphoSys will be receiving US\$ 300 million proceeds from the Royalty Pharma development funding bonds in September 2022

# Financial Guidance FY2022

Updated Guidance Provided July 26, 2022

	UPDATED FINANCIAL GUIDANCE	PREVIOUS* FINANCIAL GUIDANCE
Monjuvi U.S. Net Product Sales	<b>US\$ 90m to 110m</b>	US\$ 110m to 135m
Gross Margin for Monjuvi U.S. Net Product Sales	<b>75% to 80%</b>	75% to 80%
R&D expenses	<b>€ 275m to 300m</b>	€ 300m to 325m
SG&A expenses	<b>€ 150m to 165m</b>	€ 155m to 170m

\* Initially provided on January 7 and reiterated on March 16 and on May 4, 2022



# 05

## Q&A



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



**Sung Lee**  
CFO



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



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











morphosys

Thank you!

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

# 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
<b>FELZARTAMAB</b>	 	Multiple Myeloma Autoimmune Indications (MN, IgAN)	Clinical development ongoing

## 2Q 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 Q2 2022	B Incyte Collaboration	C Royalty Pharma	A - B - C
<b>Revenues</b>	<b>59.4</b>	<b>10.9</b>	<b>21.3</b>	<b>27.3</b>
Monjuvi US product sales	21.7	10.9 <sup>1)</sup>		10.9
Royalties	22.0		21.3 <sup>5)</sup>	0.7
Other	15.7			15.7
<b>Cost of Sales</b>	<b>(17.2)</b>	<b>(2.1)</b>	<b>-</b>	<b>(15.2)</b>
Cost of Sales US Monjuvi product sales	(4.3)	(2.1) <sup>2)</sup>		(2.2)
Other	(13.0)			(13.0)
<b>Gross Profit</b>	<b>42.2</b>	<b>8.8</b>	<b>21.3</b>	<b>12.1</b>
<i>Gross Margin</i>	71.0%			44.2%
<b>Total Operating Expenses:</b>	<b>(97.3)</b>	<b>(11.5)</b>	<b>-</b>	<b>(85.8)</b>
Research and Development	(60.9)			(60.9)
Selling	(24.0)	(11.5) <sup>3)</sup>		(12.5)
General and Administrative	(12.4)			(12.4)
Impairment of Goodwill	-			-
<b>Operating Profit/(Loss)</b>	<b>(55.1)</b>	<b>(2.8)</b>	<b>21.3</b>	<b>(73.8)</b>
<i>Operating Margin</i>	-92.8%			-271%
Other Income	7.8			7.8
Other Expenses	(11.7)			(11.7)
Finance Income	6.2	1.6 <sup>4)</sup>	- <sup>6)</sup>	4.6
Finance Expenses	(185.1)	(62.3) <sup>4)</sup>	(119.0) <sup>6)</sup>	(3.8)
Income from Reversals of Impairment Losses	(1.0)			(1.0)
Income Tax Benefit / (Expenses)	4.0			4.0
<b>Consolidated Net Profit/(Loss)</b>	<b>(234.9)</b>	<b>(63.5)</b>	<b>(97.7)</b>	<b>(73.9)</b>
EPS, Basic and Diluted	(6.88)			(2.16)
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 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>14.8</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	5.9			5.9
<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>8.2</b>
<i>Gross Margin</i>	<i>81.0%</i>			<i>55.7%</i>
<b>Total Operating Expenses:</b>	<b>(101.6)</b>	<b>(11.5)</b>	<b>-</b>	<b>(90.1)</b>
Research and Development	(65.1)			(65.1)
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>(81.8)</b>
<i>Operating Margin</i>	<i>-164%</i>			<i>-553%</i>
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>(84.8)</b>
EPS, Basic and Diluted	(3.59)			(2.48)
EPS, Basic	-			-
EPS, Diluted	-			-
Shares Used for EPS, Basic	34.15			34.15
Shares Used for EPS, Diluted				

Legend

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Euros in millions

differences due to rounding

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<b>Revenues</b>	<b>38.2</b>	<b>7.5</b>	<b>13.7</b>	<b>17.1</b>
Monjuvi US product sales	14.9	7.5 <sup>1)</sup>		7.5
Royalties	13.7		13.7 <sup>5)</sup>	-
Other	9.6			9.6
<b>Cost of Sales</b>	<b>(10.1)</b>	<b>(1.4)</b>	<b>-</b>	<b>(8.7)</b>
Cost of Sales US Monjuvi product sales	(2.8)	(1.4) <sup>2)</sup>		(1.4)
Other	(7.3)			(7.3)
<b>Gross Profit</b>	<b>28.1</b>	<b>6.1</b>	<b>13.7</b>	<b>8.4</b>
<i>Gross Margin</i>	73.6%			49.1%
<b>Total Operating Expenses:</b>	<b>(99.5)</b>	<b>(13.7)</b>	<b>-</b>	<b>(85.8)</b>
Research and Development	(40.5)			(40.5)
Selling	(28.5)	(13.7) <sup>3)</sup>		(14.8)
General and Administrative	(30.5)			(30.5)
<b>Operating Profit/(Loss)</b>	<b>(71.4)</b>	<b>(7.6)</b>	<b>13.7</b>	<b>(77.4)</b>
<i>Operating Margin</i>	-187%			-454%
Other Income	1.7			1.7
Other Expenses	(1.4)			(1.4)
Finance Income	102.4	105.8 <sup>4)</sup>		(3.4)
Finance Expenses	2.9	7.5 <sup>4)</sup>		(4.6)
Effects from Impairment on Financial Assets	0.2			0.2
Income Tax Benefit / (Expenses)	(13.5)			(13.5)
<b>Consolidated Net Profit/(Loss)</b>	<b>20.9</b>	<b>105.7</b>	<b>13.7</b>	<b>(98.4)</b>
EPS, Basic and Diluted	-			
EPS, Basic	0.64			(3.00)
EPS, Diluted	0.61			(2.78)
Shares Used for EPS, Basic	32.78			32.78
Shares Used for EPS, Diluted	35.37			35.37

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