



# Fourth Quarter and Full Year 2023 Financial Results

FEBRUARY 15, 2024



# Agenda

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## INTRODUCTION

**Kate Haviland**  
Chief Executive Officer



## AYVAKIT PERFORMANCE

**Philina Lee, PhD**  
Chief Commercial Officer



## AAAAI 2024 PREVIEW

**Fouad Namouni, MD**  
President, Research &  
Development



## Q4/FY 2023 FINANCIAL PERFORMANCE

**Mike Landsittel**  
Chief Financial Officer

# Forward-looking statements

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This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, as amended, including, without limitation, statements regarding plans, strategies, timelines and expectations for the company's future business growth, including its expectations for growth in 2024; AYVAKIT's potential as a blockbuster market opportunity in SM; whether the any of the company's product candidates will address unmet medical needs; reduction of the company's opex and cash burn in 2024; statements regarding plans and expectations for the company's current or future approved drugs and drug candidates; the potential benefits of any of the company's current or future approved drugs or drug candidates in treating patients; and the company's financial performance, strategy, goals and anticipated milestones, business plans and focus.

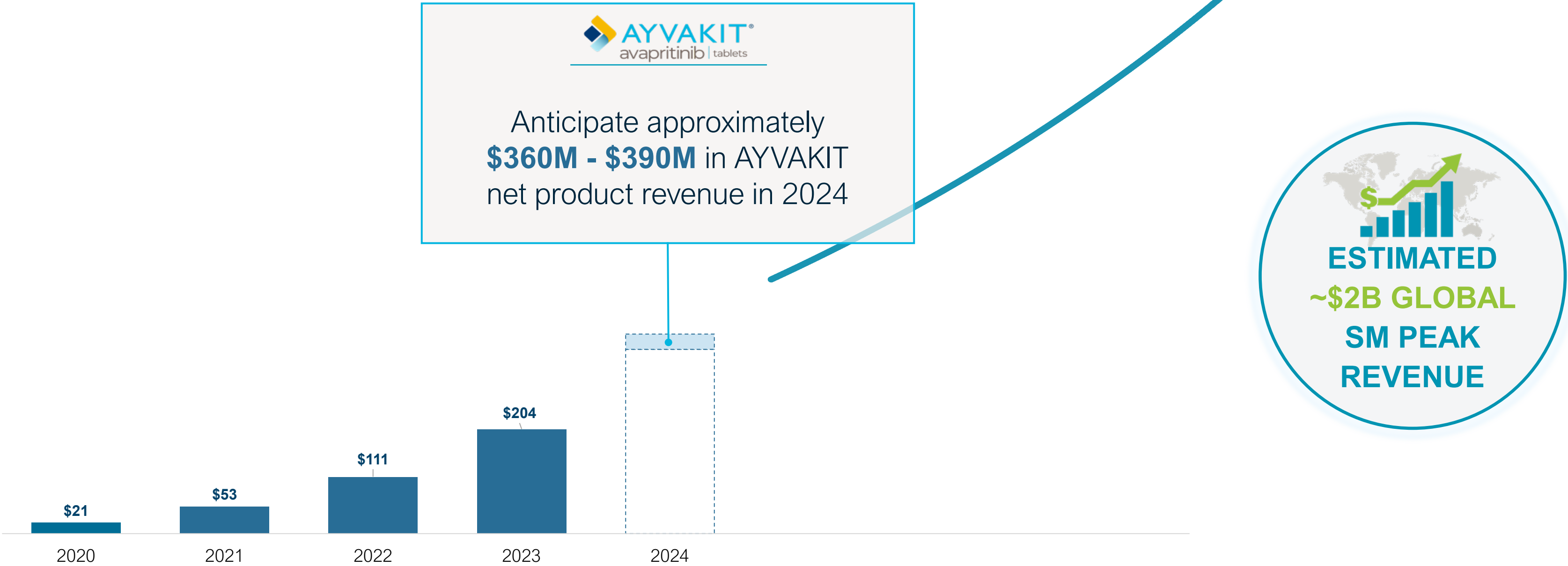
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# AYVAKIT net product revenue anticipated to nearly double in 2024

AYVAKIT Annual Net Product Revenue (\$M)



# Blueprint Medicines' accelerating growth profile



## Capturing a Blockbuster Opportunity

**\$204.2M in 2023** revenue

Anticipate **\$360 - \$390M**  
in **2024** revenue

**1,000 patients**  
on AYVAKIT in U.S.



## Investing in Sustainable Innovation

**AYVAKIT long-term safety and efficacy** data at AAAAI

**BLU-808 for chronic urticaria** and  
other mast cell-driven diseases

**BLU-222** as the **backbone of**  
**combination therapy** in breast cancer



## Maintaining Financial Strength

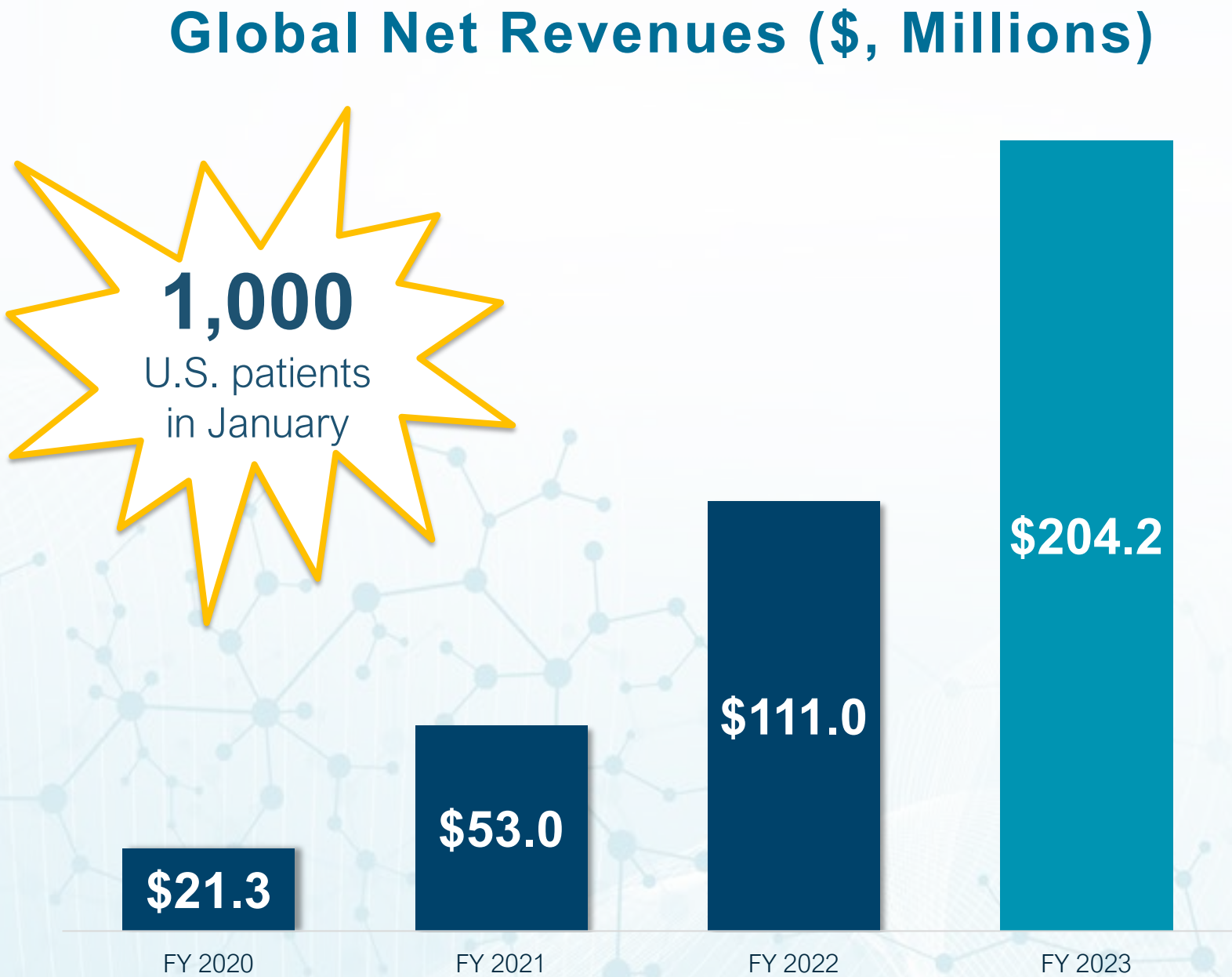
**> 80% YoY AYVAKIT revenue growth** at guidance midpoint

Strong and **durable financial position** with \$767.2M cash

Continued **reduction in opex and cash burn** in 2024



# AYVAKIT revenue grew 84 percent in 2023

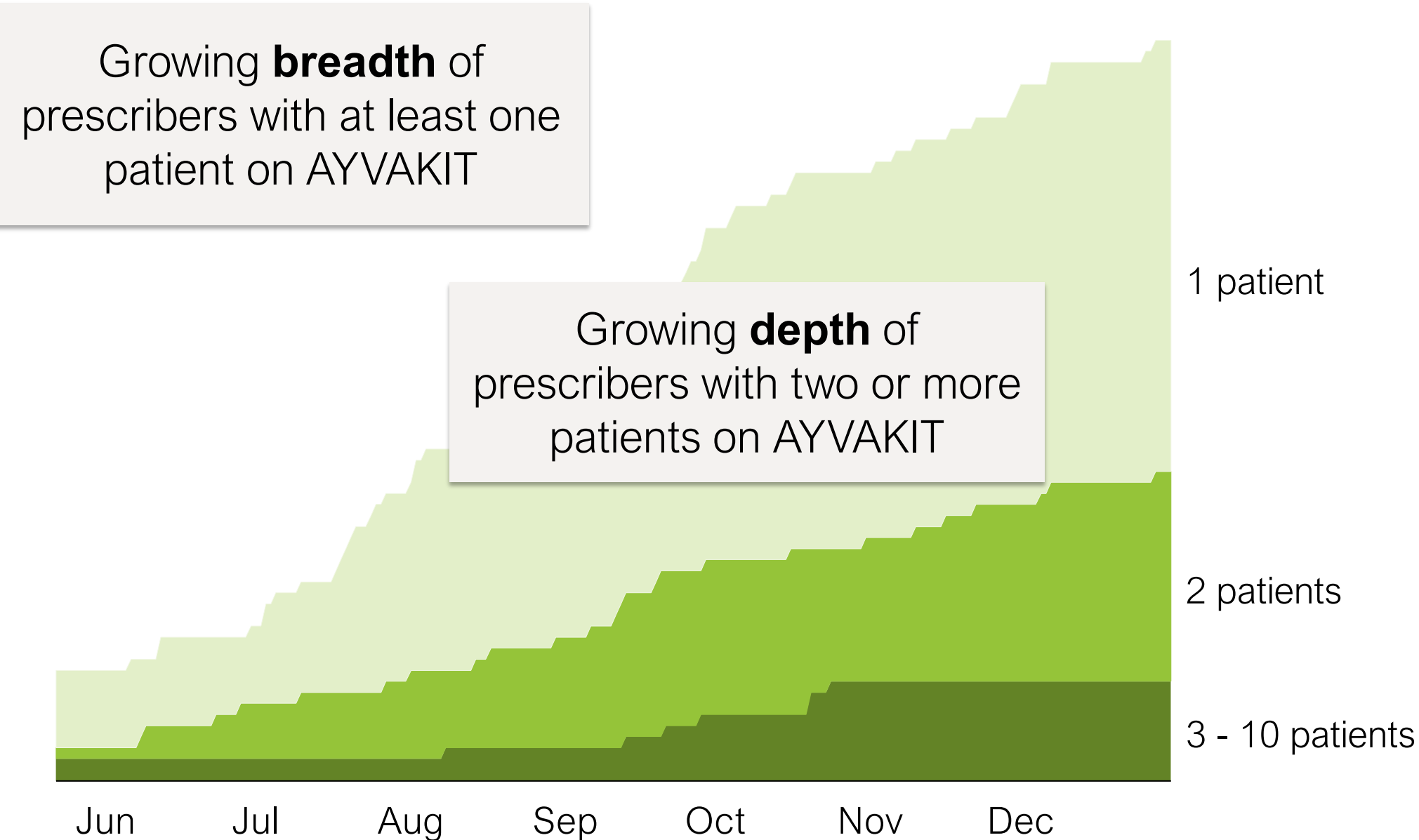


- Free goods decreased to ~25%
- Low discontinuation rates
- High compliance

Achieved **\$71.0M** in AYVAKIT revenue in Q4 2023

# Sustaining growth in 2024 and beyond

## GROWING BREADTH AND DEPTH AMONG TOP 400 TREATERS BY SM PATIENT VOLUME



- Continued **growth** in share of **allergist prescribing**
- **50/50%** split in prescribing at **academic vs. community** accounts
- **60/40%** of volume driven by **new vs. existing prescribers**
- **73%** of new SM starts at **25 mg dose**

# Leadership in the science of mast cell biology and inflammatory disease



## Broad and Durable Efficacy

Durable improvement across broad range of symptoms; reductions in best supportive care



## Safety Profile Supporting Chronic Treatment

Treatment durations up to 4+ years in PIONEER<sup>1</sup>; consistent safety profile at long-term follow-up



## BLU-808

Highly selective and very potent wild-type KIT inhibitor; preclinical profile and *in vivo* data in disease models

Leadership in SM and mast cell biology highlighted across breadth of data at AAAAI



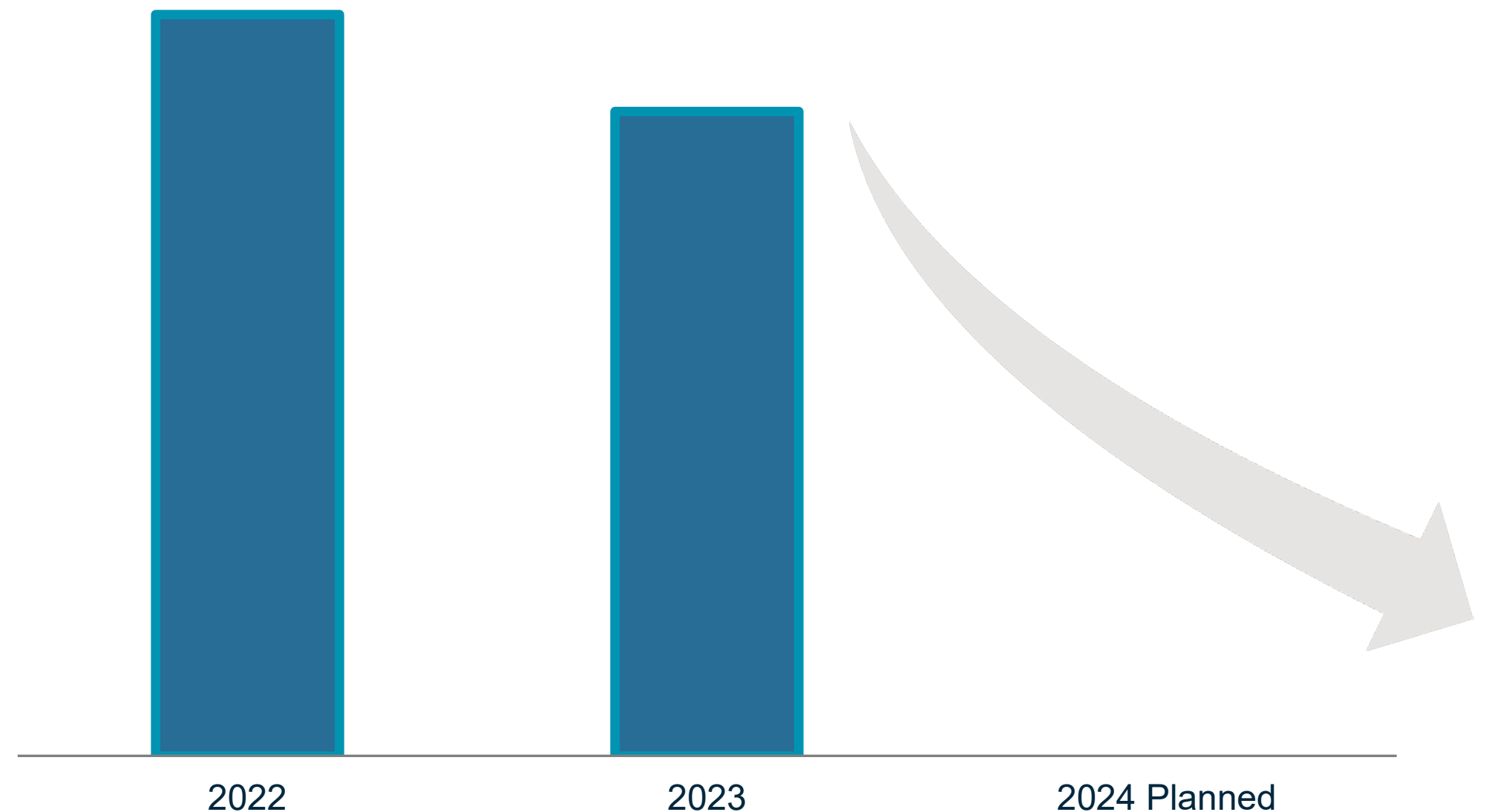
# Q4 and FY 2023 financial results

Statement of Operations (unaudited)	Three Months Ended 12/31/2023	Three Months Ended 12/31/2022	FY Ended 12/31/2023	FY Ended 12/31/2022
Total revenue	\$72.0M	\$38.8M	\$249.4M	\$204.0M
Net product sales	\$71.0M	\$30.1M	\$204.2M	\$111.0M
Collaboration revenue	\$1.0M	\$8.7M	\$45.2M	\$65.5M
License revenue – related party	-	-	-	\$27.5M
Cost of sales	\$0.3M	\$4.8M	\$8.5M	\$17.8M
Collaboration loss sharing	-	\$1.9M	\$4.3M	\$8.9M
Research & development expense <sup>1</sup>	\$97.5M	\$117.8M	\$427.7M	\$477.4M
Selling, general & admin expense <sup>2</sup>	\$79.3M	\$64.0M	\$295.1M	\$237.4M
Net loss	\$(110.9)M	\$(158.6)M	\$(507.0)M	\$(557.5)M
<b>Balance Sheet (unaudited)</b>			<b>12/31/2023</b>	<b>12/31/2022</b>
Cash, cash equivalents, and investments			\$767.2M	\$1,078.5M

# Expect operating expenses and cash burn will continue to decline in 2024

- Anticipate **\$360 - \$390 million in 2024** AYVAKIT revenue on path to **blockbuster opportunity**
- Prioritized capital allocation and continued **reduction in R&D opex**
- **Increasing SG&A operating leverage** from commercial infrastructure
- **Declining cash burn** and durable capital position on **path to profitability**

## Operating Cash Burn Will Continue to Decline in 2024+







Thank You