

# Making Our Mission a Reality

CORPORATE DECK NOVEMBER 2024



#### Adrianne Clinton patient living with systemic mastocytosis

# **Forward-Looking Statements**

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 operations, including its growth strategies, opportunities and expectations for 2024 and beyond; the company's expectations regarding continued growth in the breadth and depth of prescribing for AYVAKIT; statements regarding the company's current or future approved drugs and drug candidates, including AYVAKIT's potential to achieve more than \$2 billion in peak sales and to capture a blockbuster market opportunity in SM; the company's development plans and expectations regarding BLU-808, including its potential as a first- and best-in-class treatment for mast cell disorders, including expectations regarding the size or scale of patient opportunities that its current or future approved drugs and drug candidates, including expectations regarding the size or scale of patient opportunities that its current or future approved drugs and drug candidates could addres; the company's plans to initiate registration-enabling Part 2 of the HARBOR trial in ISM and to complete Phase 1 combination dose escalation for BLU-222 to inform registration plans, each in the company's other current or future approved drugs and drug candidates, including timelines for clinical trials and regulatory submission; the potential benefits of any of the company's current or future approved drugs and drug candidates, including timelines for clinical trials and regulatory submission; the company's liquidity and capital position, product revenues, financial performance, strategy, goals and anticipated milestones, business plans and focus, including expectations regarding its revenue ramp, run-rate, continued decline in operating expenses and cash burn, and path to profitability.

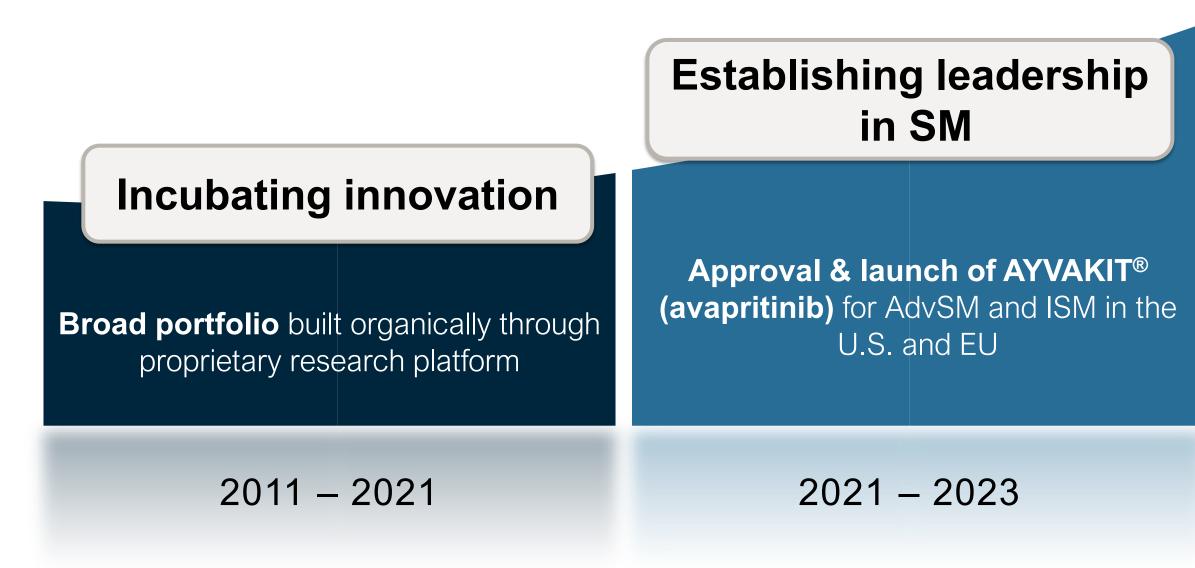
The words "aim," "may," "will," "could," "should," "expect," "plan," "anticipate," "believe," "estimate," "predict," "project," "potential," "opportunity," "continue," "target" and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. Any forward-looking statements in this presentation are based on management's current expectations and beliefs and are subject to a number of risks, uncertainties and important factors that may cause actual events or results to differ materially from those expressed or implied by any forward-looking statements contained in this presentation, including, without limitation: the risk that the marketing and sale of AYVAKIT/ AYVAKYT or any future approved drugs may be unsuccessful or less successful than anticipated, or that AYVAKIT/ AYVAKYT may not gain market acceptance by physicians, patients, third-party payors and others in the medical community; the risk that the market opportunities for AYVAKIT/ AYVAKYT or the company's drug candidates are smaller than it estimates or that any approval it obtains may be based on a narrower definition of the patient population that it anticipates; the risk of delay of any current or planned clinical trials or the development of the company's current or future drug candidates; risks related to the company's ability to successfully demonstrate the safety and efficacy of its drug candidates and gain approval of its drug candidates on a timely basis, if at all; the risk that preclinical and clinical results for the company's drug candidates may not support further development of such drug candidates either as monotherapies or in combination with other agents or may impact the anticipated timing of data or regulatory submissions; the risk that the timing of the initiation of clinical trials and trial cohorts at clinical trial sites and patient enrollment rates may be delayed or slower than anticipated; the risk that actions of regulatory agencies may affect the company's approved drugs or its current or future drug candidates, including affecting the initiation, timing and progress of clinical trials; risks related to the company's ability to obtain, maintain and enforce patent and other intellectual property protection for its products and current or future drug candidates it is developing; risks related to the success of the company's current and future collaborations, financing arrangements, partnerships, licensing and other arrangements; risks related to the company's liquidity and financial position, including the risk that it may be unable to generate sufficient future product revenues to maintain a self-sustainable financial profile and to achieve profitability; and risks related to the accuracy of the company's estimates of revenues, expenses and capital requirements. These and other risks and uncertainties are described in greater detail in the section entitled "Risk Factors" in the company's filings with the Securities and Exchange Commission (SEC), including the company's most recent Annual Report on Form 10-K, as supplemented by its most recent Quarterly Report on Form 10-Q and any other filings that the company has made or may make with the SEC in the future. The forward-looking statements in this presentation are made only as of the date hereof, and except as required by law, the company undertakes no obligation to update any forward-looking statements contained in this presentation as a result of new information, future events or otherwise. Accordingly, readers are cautioned not to place undue reliance on these forward-looking statements.

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# The accelerating growth profile of Blueprint Medicines

A fully-integrated, commercial-stage, global biopharmaceutical company, with an accelerating growth profile <15 years from founding





## **Accelerating growth**

Blockbuster opportunity in SM, focused investment in **compelling growth opportunities**, and a path to profitability

#### 2024 – FUTURE

# Blueprint Medicines Q3 2024 highlights



Driving **AYVAKIT®** (avapritinib) Revenue Growth

Achieved \$128.2M in AYVAKIT revenue in Q3, representing >135% YoY growth

**Raising AYVAKIT revenue guidance** to \$475-\$480M for 2024

**Continued strength** across revenue drivers



## Maintaining **Financial** Strength

Strong and durable financial position with \$882.4M in cash

A financial profile that enables us to invest sustainably in innovation



YoY, year-over year; R&D, research and development; HV, healthy volunteer; ISM, indolent systemic mastocytosis



ALLERGY/ **IMMUNOLOGY** 

ONCOLOGY/ HEMATOLOGY

### **Building a Synergistic R&D** Portfolio

Leveraging mast cell expertise to expand R&D in allergy and inflammation

On track to initiate registration-enabling HARBOR Part 2 study of elenestinib in ISM by end of year 2024

Advancing BLU-808 HV study with data expected in early 2025

# Three key growth drivers in 2024





#### Capturing a Blockbuster Opportunity

Strong and steady global launch delivering growth well into the next decade Investing in Sustainable Innovation





## Maintaining Financial Strength

# AYVAKIT has a unique and multidimensional value proposition





# Positive receptivity driving demand

# Multiple opportunities for growth

# AYVAKIT provides durable symptom control with a well-tolerated, once-daily pill



#### **Broad and Durable Efficacy**

Improvement across broad range of skin, gastrointestinal, neurocognitive, and other symptoms

#### **Safety Profile Supporting Chronic Treatment**

Long-term safety to 25 months with no new safety signals, including at 50mg, presented at EAACI 2024

#### **Range of Doses**

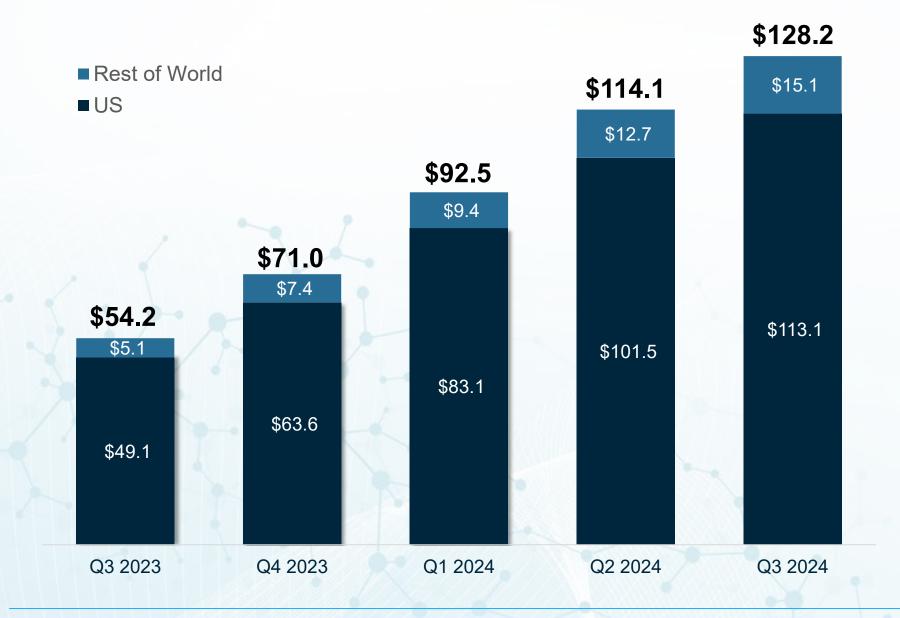
Multiple dose strengths meet the medical needs across a spectrum of SM patients





# AYVAKIT revenue has grown more than 135% year-over-year

#### **AYVAKIT Global Net Revenues (\$, Millions)**





#### **Q3 highlights**

- Strong and steady growth in patients on therapy, driven by new patient starts and low discontinuation rates
- Continued high compliance
- Trend towards multi-year duration of therapy
- Free goods <20% since ISM approval
- Strong international performance, including ISM launch in Germany

#### **AYVAKIT** net product revenue guidance updated to \$475-\$480M for FY 2024

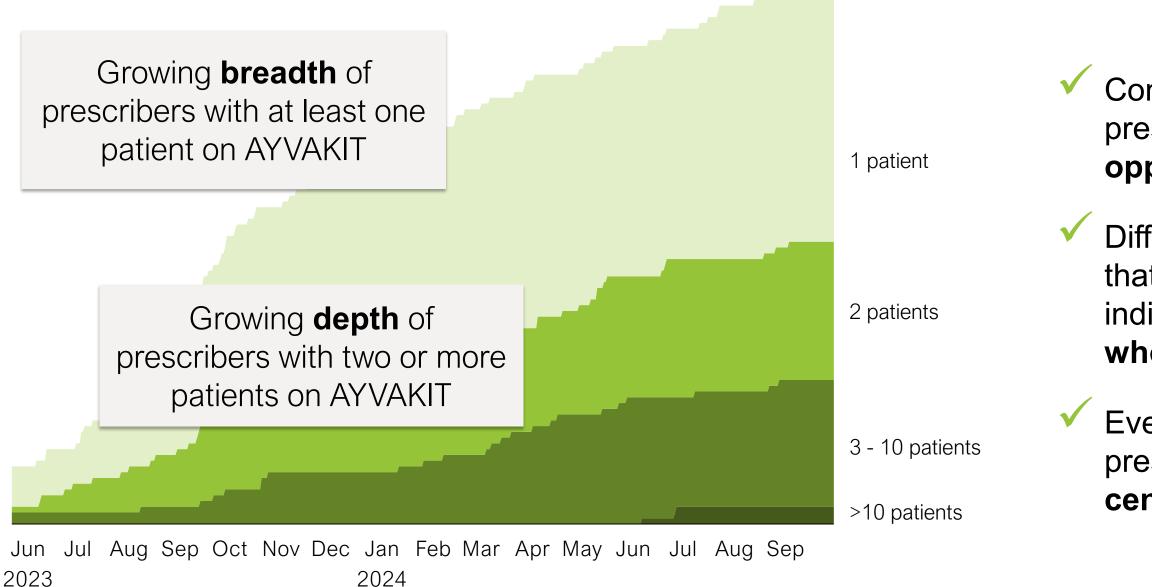


Total revenue may differ from United States plus Rest of World revenue due to rounding.



# Driving breadth and depth with significant headroom for future growth

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



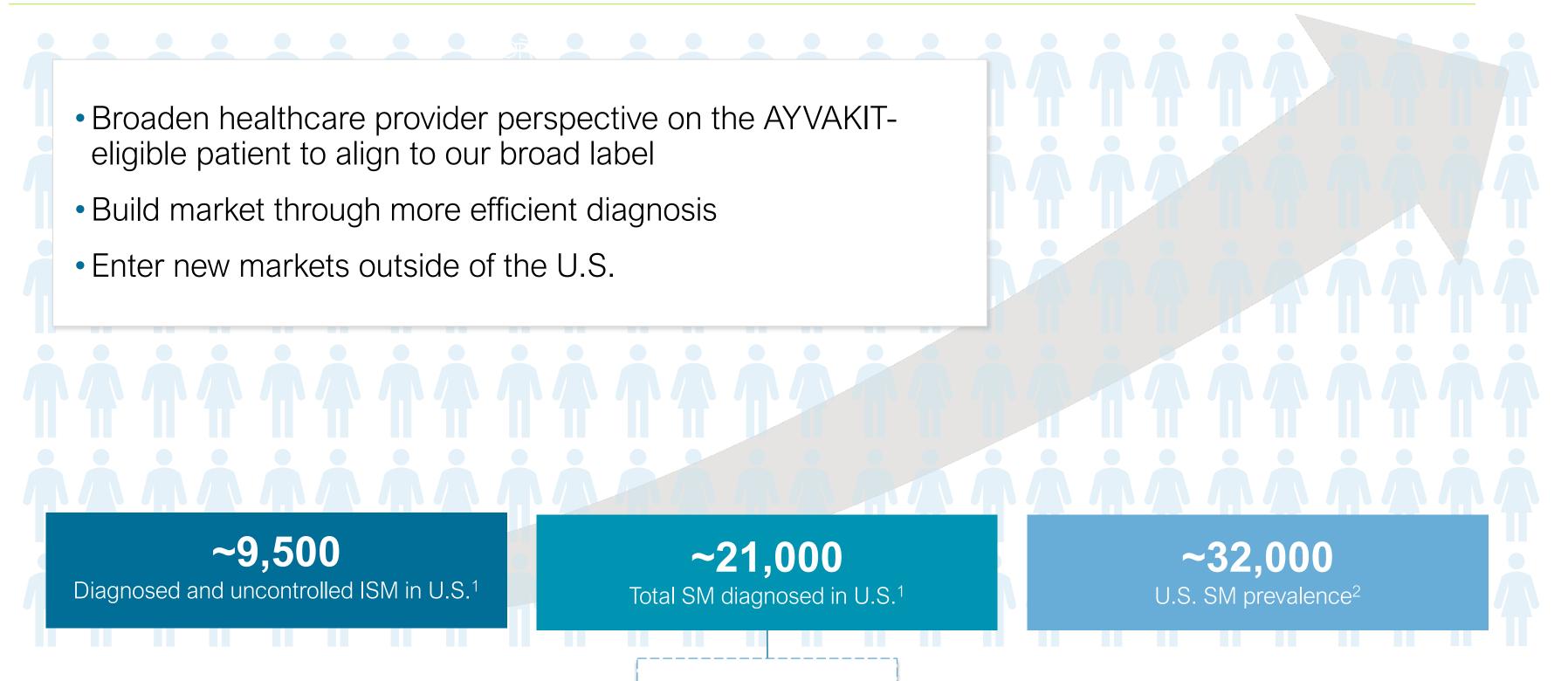
2024



1. Blueprint Medicines data on file. Cumulative 25 mg AYVAKIT prescribers within the top 400 targets since ISM approval in May 2023. Data based upon SP/HUB prescriptions which represent ~70% of total AYVAKIT volume in U.S.

- Continued growth in breadth and depth of prescriber base, with significant opportunity for expansion
- Differential diagnosis from other diseases that share similar symptom burden, indicative of the broadening aperture of who may be a candidate for AYVAKIT
- Even split in community and academic prescribing, signaling reach beyond centers of excellence

# Significant headroom for upside opportunity with growing SM market







1. Blueprint Medicines data on file, based upon visibility of unique patients in US claims data. 2. Cohen et al 2014.

# Three key growth drivers in 2024



## **Capturing a Blockbuster Opportunity**



#### **Investing in Sustainable Innovation**

Focused investment to drive long-term growth









## Maintaining **Financial Strength**

# **Blueprint Medicines pipeline**

			EARLY-STAGE
<u> </u>	Mast cell disorders	DISCOVERY	DEVELOPMENT
	AYVAKIT <sup>®</sup> (avapritinib): KIT D816V	Indolent SM <sup>1,2</sup>	
		Advanced SM <sup>1,3</sup>	
	Elenestinib (next gen): KIT D816V	Indolent SM	
	BLU-808: Wild-type KIT	Chronic urticaria	
	Undisclosed mast cell targets/modalities		
	Solid tumors		

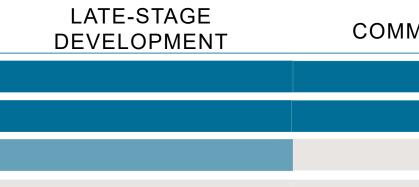
# AYVAKIT (avapritinib): PDGFRAPDGFRA GIST1.4BLU-222: CDK2HR+, HER2- breast cancerOther CDK2 vulnerable cancersOther CDK2 vulnerable cancersBLU-956 (next gen): CDK2HR+, HER2- breast cancerTargeted protein degrader: CDK2HR+, HER2- breast cancerTargeted protein degrader: undisclosedIntervention of the sector of the secto

#### Additional research

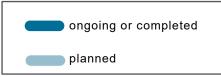
Programs: undisclosed

1. CStone Pharmaceuticals has exclusive rights to develop and commercialize avapritinib in Greater China. 2. Approved in the U.S. for adults with indolent SM. Approved in Europe (AYVAKYT<sup>®</sup>) for adults with indolent SM with moderate to severe symptoms inadequately controlled on symptomatic treatment. 3. Approved in the U.S. for adults with advanced SM, including aggressive SM (ASM), SM with an associated hematological neoplasm (SM-AHN) and mast cell leukemia (MCL). Approved in Europe (AYVAKYT) for adults with ASM, SM-AHN or MCL, after at least one systemic therapy. 4. Approved in the U.S. for adults with unresectable or metastatic GIST harboring a PDGFRA exon 18 mutation, including PDGFRA D842V mutations. Approved in Europe (AYVAKYT) for adults with unresectable or metastatic GIST harboring the PDGFRA D842V mutations. Approved in Europe (AYVAKYT) for adults with unresectable or metastatic GIST harboring the PDGFRA D842V mutations. Approved in Europe (AYVAKYT) for adults with unresectable or metastatic GIST harboring the PDGFRA D842V mutations. Approved in Europe (AYVAKYT) for adults with unresectable or metastatic GIST harboring the PDGFRA D842V mutations. Approved in Europe (AYVAKYT) for adults with unresectable or metastatic GIST harboring the PDGFRA D842V mutations. Approved in Europe (AYVAKYT) for adults with unresectable or metastatic GIST harboring the PDGFRA D842V mutation. GIST = gastrointestinal stromal tumors. SM = systemic mastocytosis.





#### COMMERCIAL

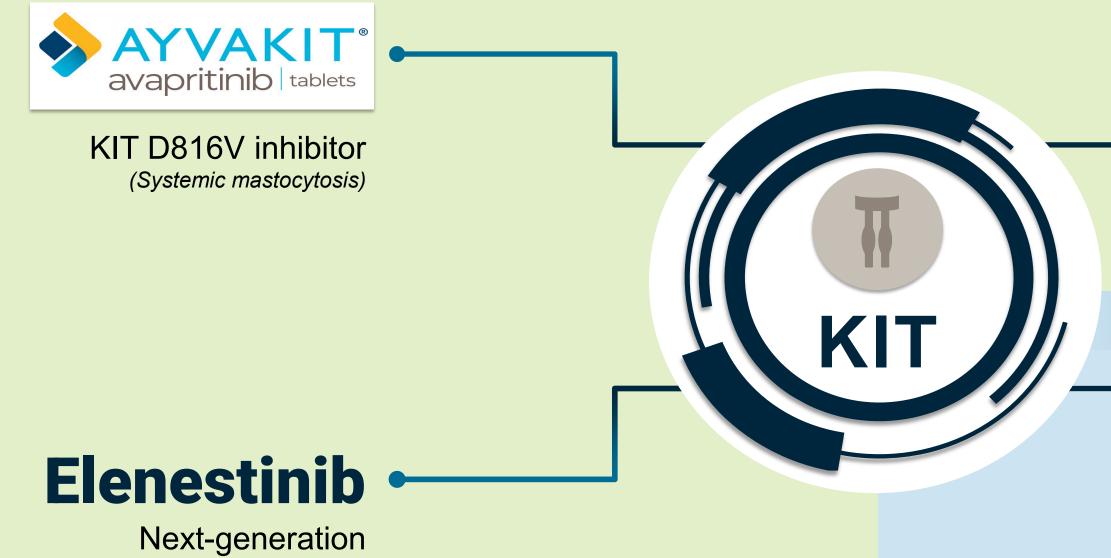




Updated as of August 1, 2024.

# Scientific leadership in KIT biology

#### **MUTATED KIT**



KIT D816V inhibitor (Systemic mastocytosis)

1 approved and 3 clinical-stage highly selective and potent KIT inhibitors designed by Blueprint scientists



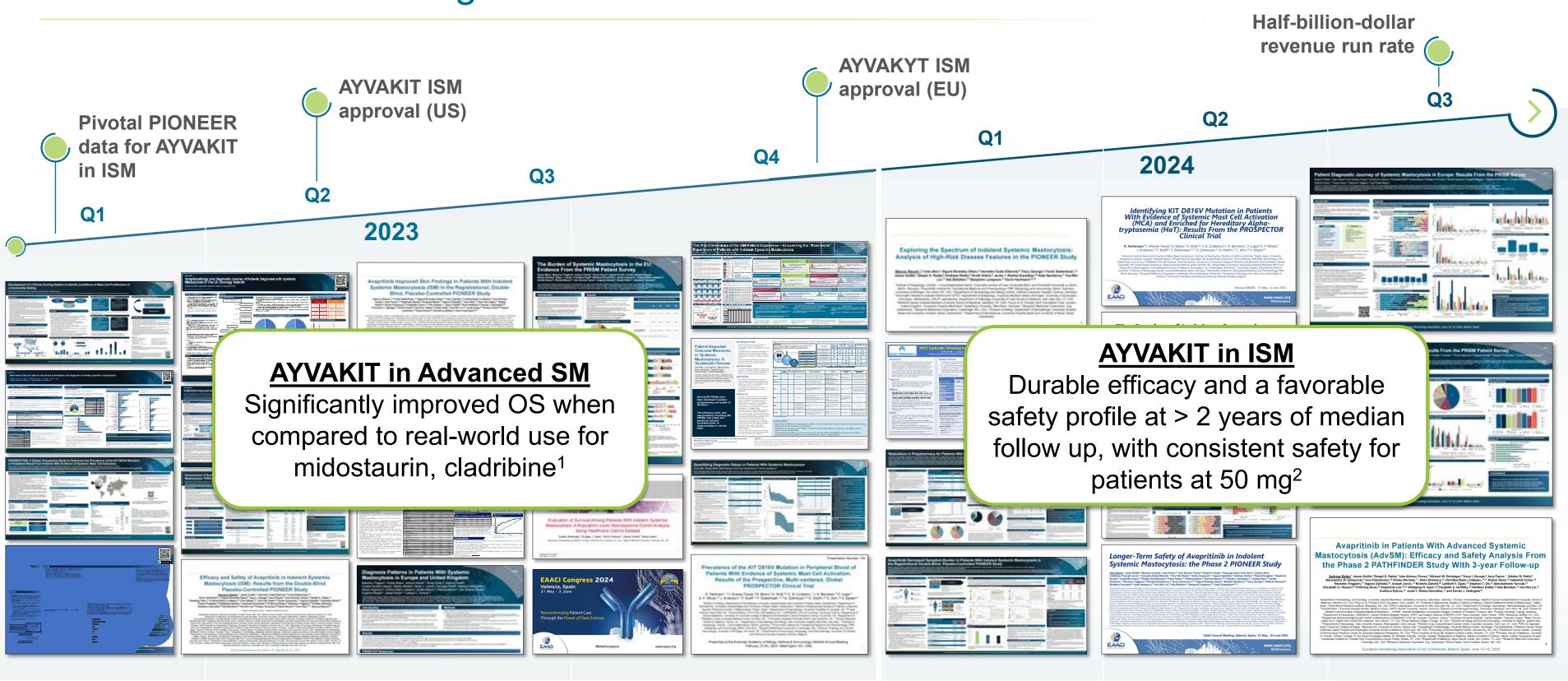
\* IDRX-73, formerly known as BLU-654, was out-licensed to IDRx in 2022.

**IDRX-73\*** KIT exon 13 inhibitor (Gastrointestinal stromal tumor)

#### WILD-TYPE KIT

#### BLU-808 Wild-type KIT inhibitor (Mast cell-mediated diseases)

# Growing mountain of data demonstrates commitment to community to advance understanding of SM disease and treatment

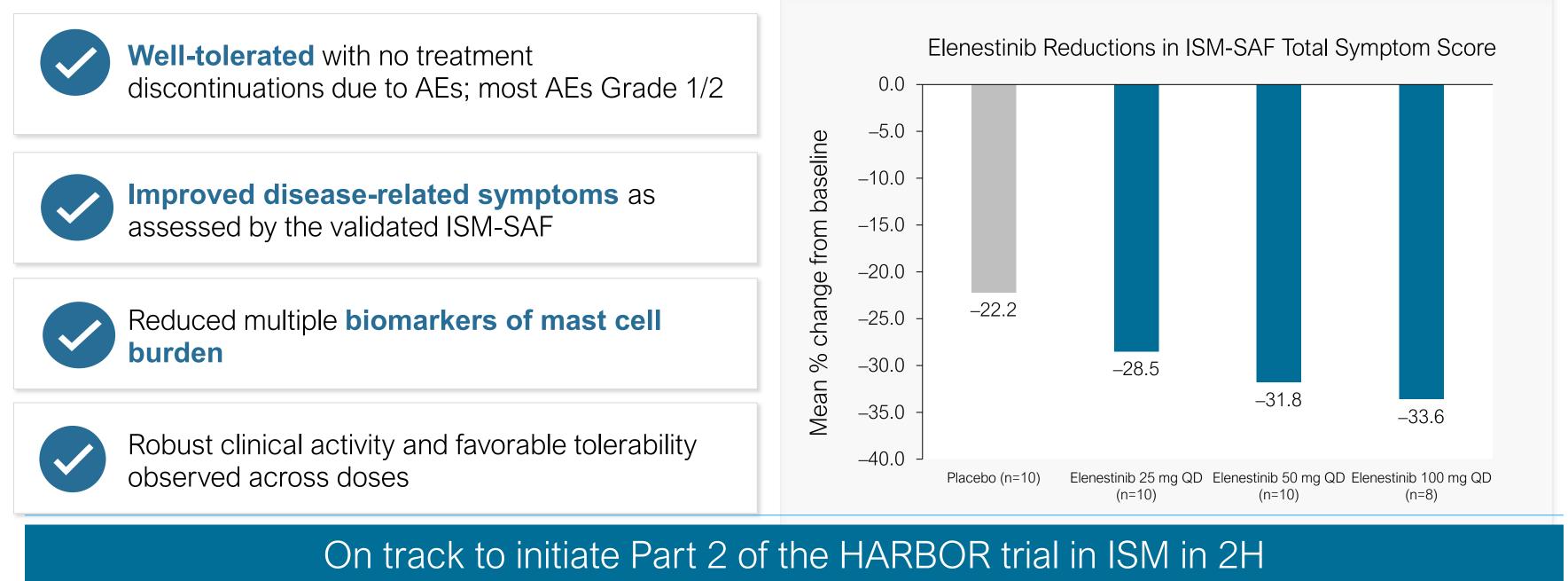




1. Reiter et al. EHA Hybrid Congress, June 2022. 2. Sabato et al. EAACI Annual Meeting, June 2024.

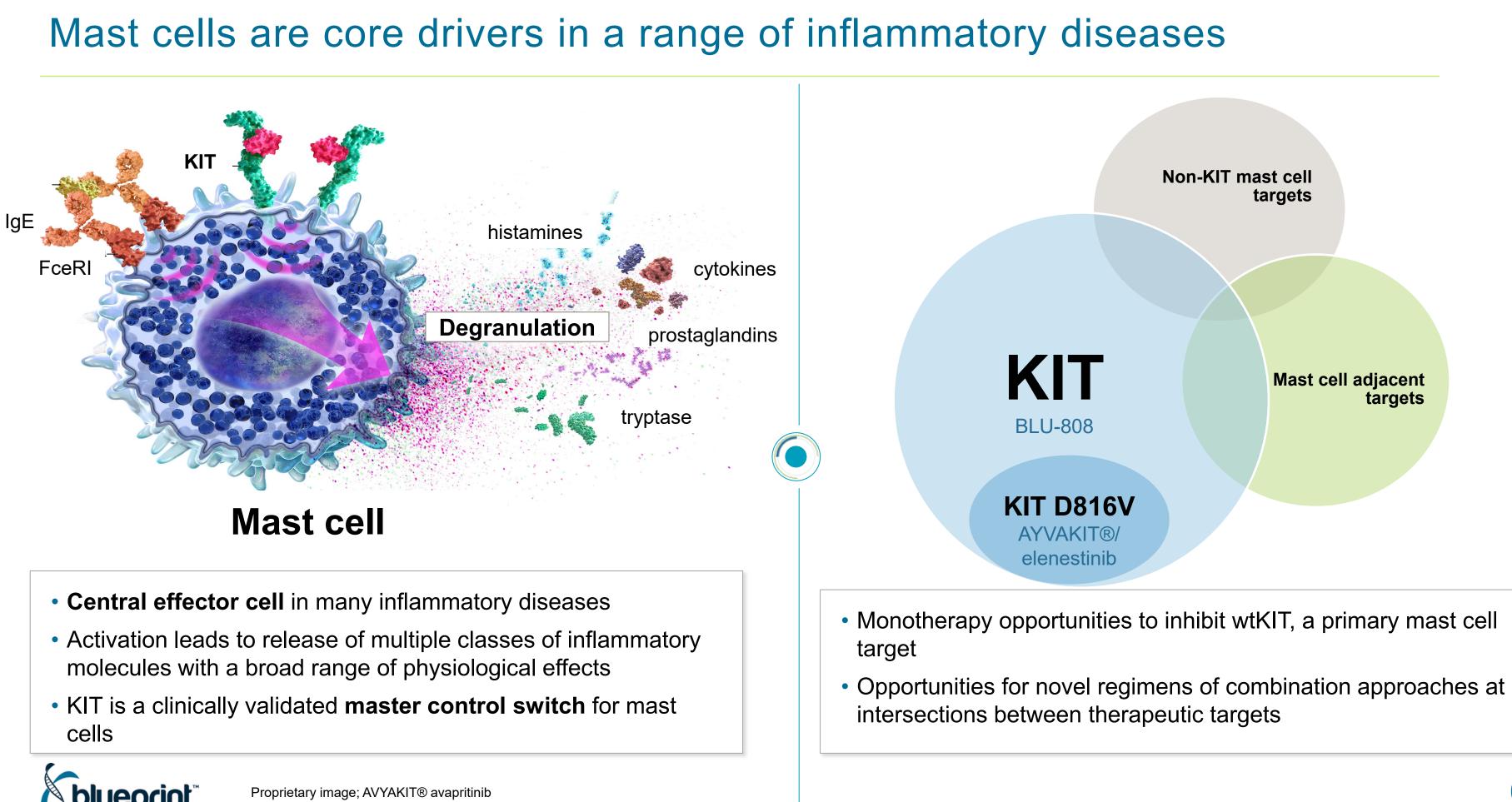
Elenestinib, an investigational next-generation, potent, selective KIT D816V inhibitor

### HARBOR PART 1 TRIAL RESULTS PRESENTED AT ASH 2023<sup>1</sup>:





Not for promotional use



# Wild-type KIT inhibitor BLU-808 has first- and best-in-class potential

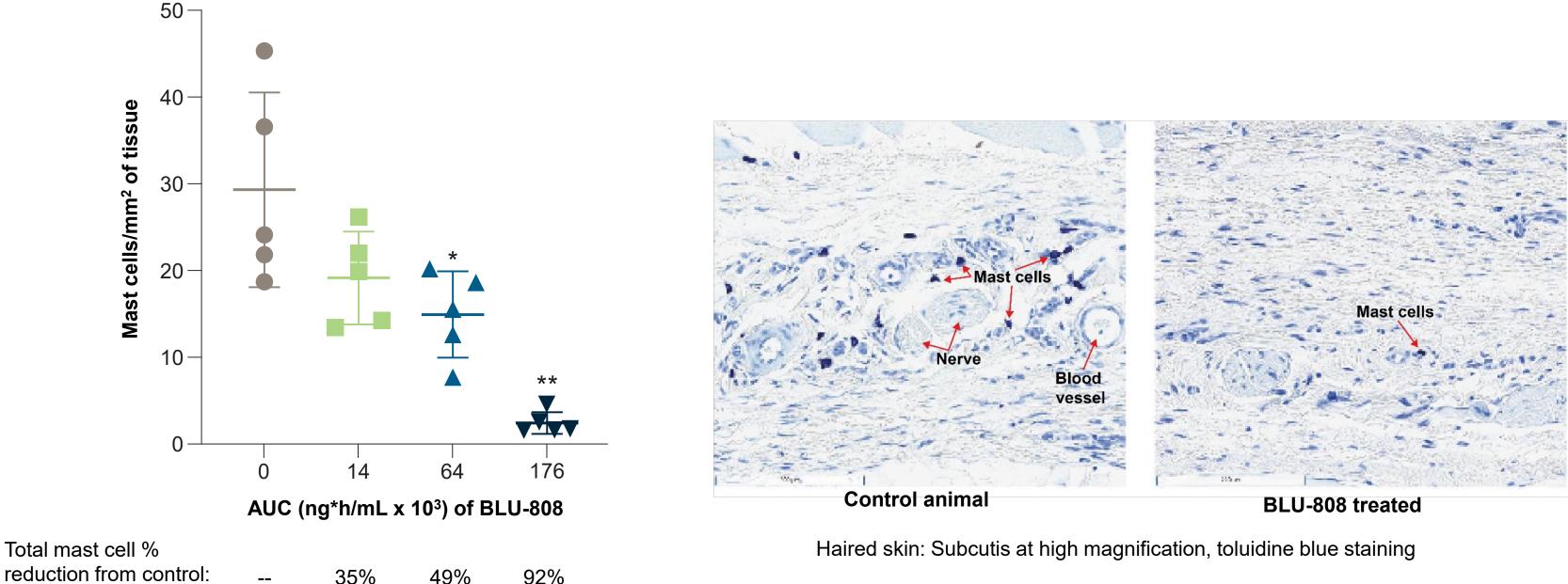
	BLU-808
Potency	
pKIT cellular IC <sub>50</sub> (nM)	0.37
WT KIT-dependent proliferation IC <sub>50</sub> (nM)	1.3
Human-derived CD34 <sup>+</sup> mast cells: inhibition of CD63 extracellular expression IC <sub>50</sub> (nM)	2.7
Human-derived CD34 <sup>+</sup> mast cells: inhibition of histamine degranulation IC <sub>50</sub> (nM)	8.6
Selectivity	· · · · · · · · · · · · · · · · · · ·
S(10) @ 3 μM	0.042
PDGFRA / PDGFRB / FLT3 cellular selectivity <sup>a</sup>	>300x/>400x/>9600x
CSF1R Kd selectivity	>800x
Brain penetrance (Kp <sub>u,u</sub> )	0.021

#### BLU-808 healthy volunteer study initiated



<sup>a</sup>Determined in a cellular assay. CSF1R, colony stimulating factor 1 receptor; FLT3, FMS-like tyrosine kinase 3; IC<sub>50</sub>, half-maximal inhibitory concentration; PDGFRA/B, platelet-derived growth factor receptor alpha/beta; pKIT, phosphorylated KIT; S(10) @ 3 µM, selectivity score at a concentration of 3 µM; Kp<sub>u,u</sub>, unbound brain to plasma partition

# BLU-808 can decrease mast cells in an exposure-dependent manner

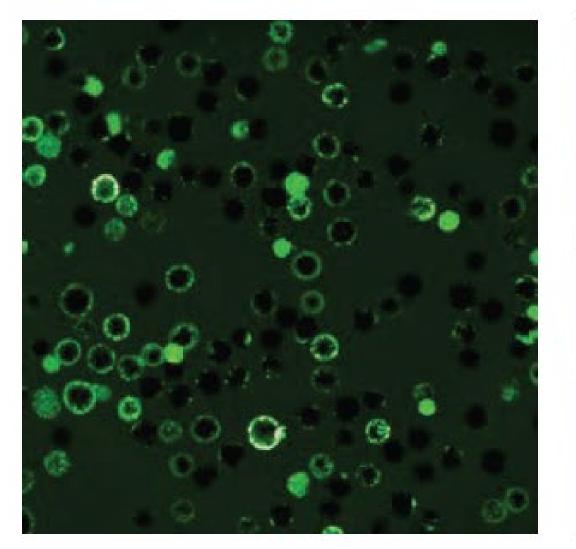


- BLU-808 was administered for 7 days at different specific doses in rats
- Mast cells were quantified by toluidine blue staining and showed a dose-dependent reduction
- *In vivo* data in mouse model of asthma also support dose-dependent response

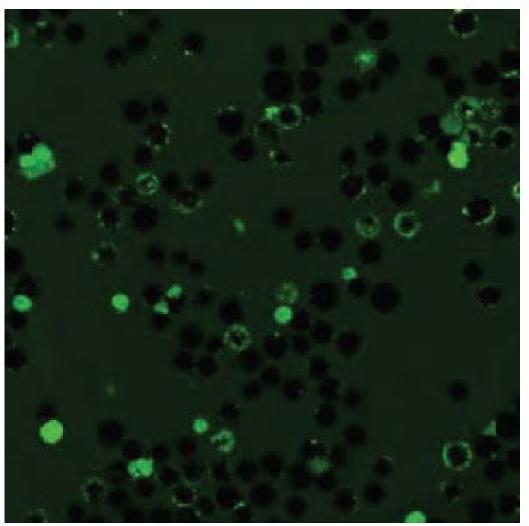


# BLU-808 inhibits degranulation of human-derived CD34+ mast cells

#### Vehicle



#### 10 nM BLU-808

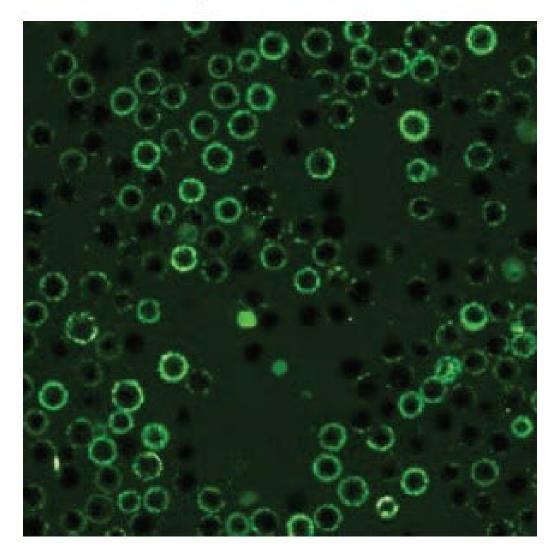


#### BLU-808 targets the source of histamine and other mediators by preventing mast cell degranulation

- Mast cells were labeled in green to visualize degranulation. Following stimulation, the increase in green fluorescence indicated that ulletdegranulation occurred in mast cells treated with vehicle and 5 µM cetirizine, however BLU-808 inhibited degranulation, as shown by reduced fluorescence intensity.
- Cetirizine, a control here, is an antihistamine that does not affect degranulation in mast cells at lower concentrations<sup>1,2</sup>

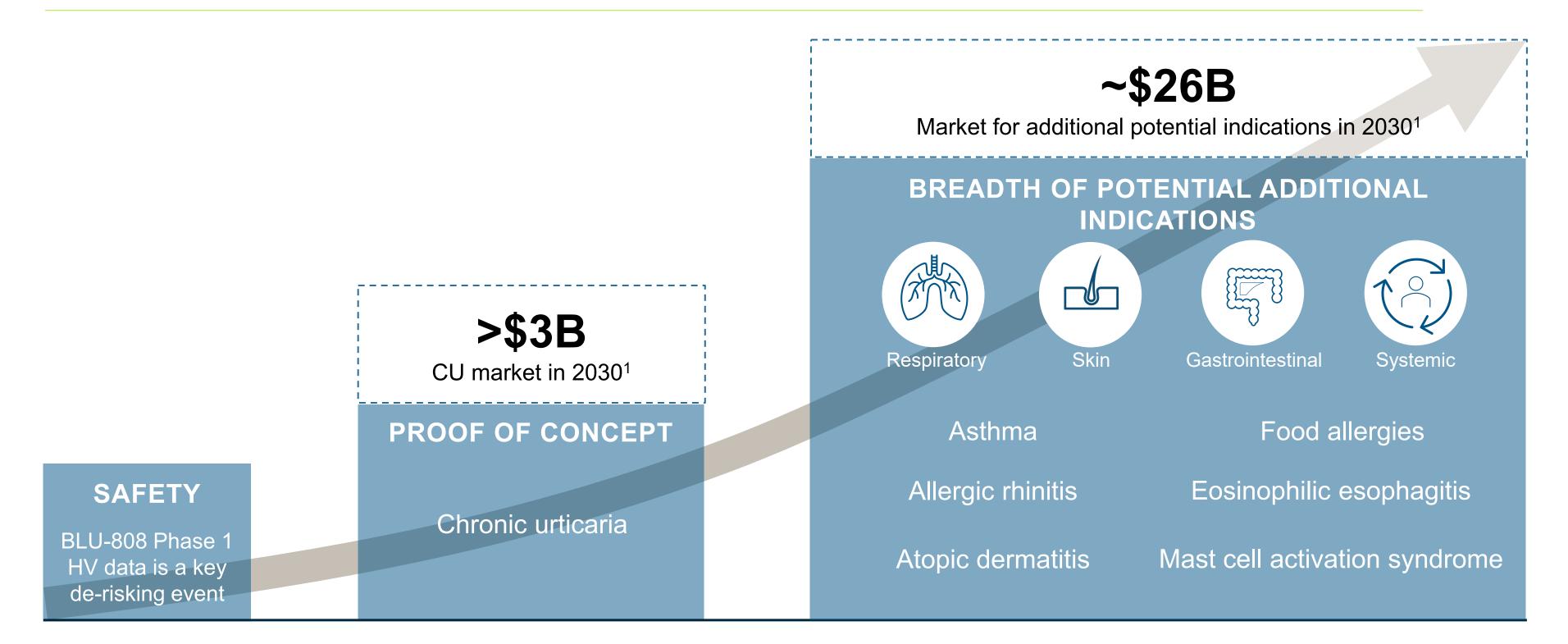


#### 5 µM cetirizine





# Mast cell diseases represent significant and growing market opportunity





# On track to complete anticipated portfolio milestones in 2024

In addition to achieving AYVAKIT revenue of \$475-480M, Blueprint expects the following data-related milestones in 2024:

Area	Program	Milestone	Timing
	AYVAKIT	Present long-term safety and efficacy data from PIONEER trial in ISM	
Mast cell disorders	BLU-808	BLU-808 IND submission	
	Elenestinib	Initiate registration-enabling Part 2 of the HARBOR trial in ISM	On track for EOY
Colid tumoro	BLU-222	Present data in combination with ribociclib and fulvestrant for HR+/HER2- breast cancer	
Solid tumors		Complete Phase 1 combination dose escalation for BLU-222 by end of year to inform registration plans.	On track for EOY

Expect to present data from the healthy volunteer study of BLU-808, our oral wild-type KIT inhibitor for chronic urticaria and other mast cell • diseases, in early 2025



# Three key growth drivers in 2024



## Capturing a Blockbuster Opportunity

## Investing in Sustainable Innovation



Y/ DGY





## Maintaining Financial Strength

Durable capital position with a clear path to profitability

# AYVAKIT is now on a half-billion-dollar run-rate

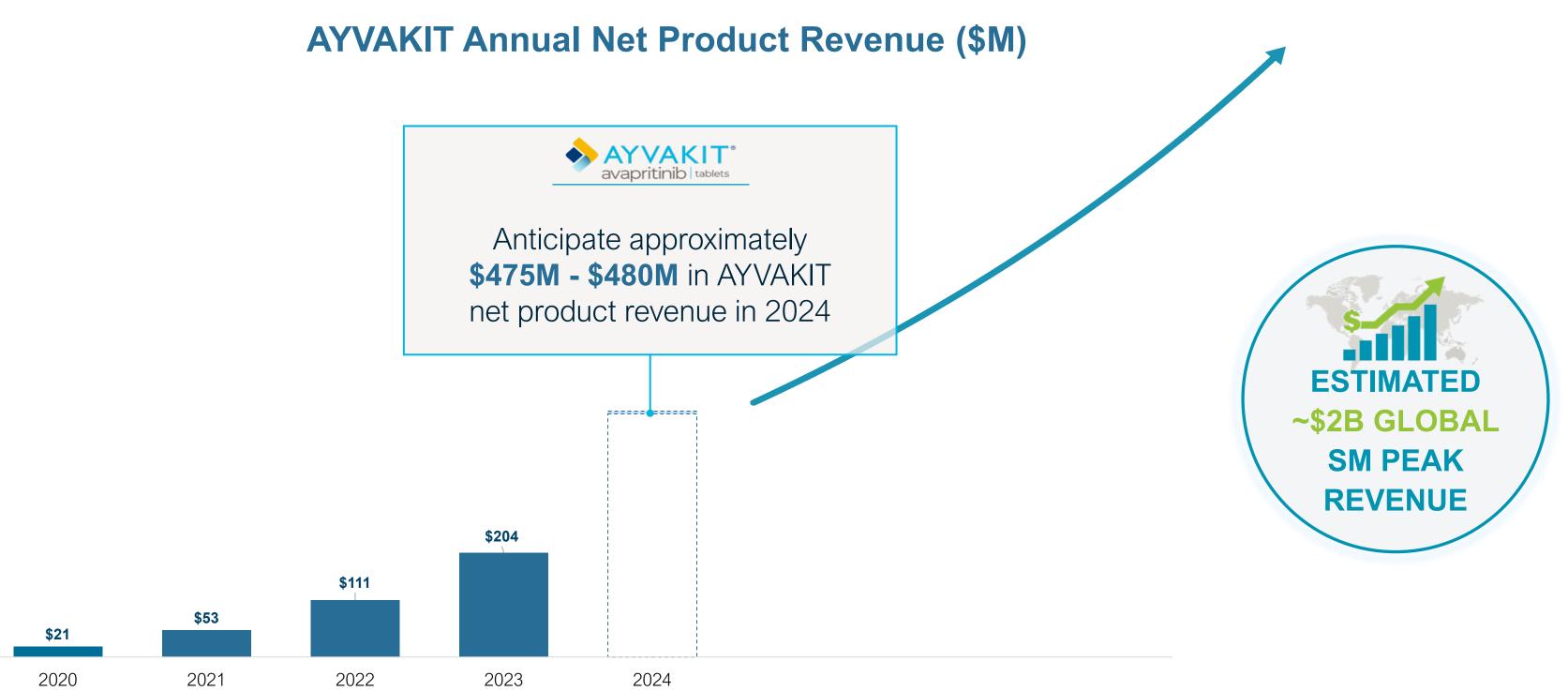




Figure is provided as a graphical representation and is not intended as financial guidance.

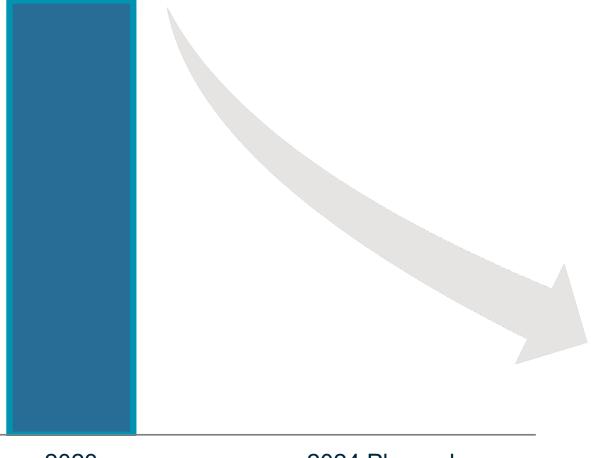
# Expect operating expenses and cash burn will continue to decline in 2024

- Anticipate \$475 \$480 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+**







2023

2024 Planned

Blueprint positioned to accelerate our business growth in 2024 and beyond



**AYVAKIT** is capturing a blockbuster opportunity in SM. AYVAKIT in SM is one of the most exciting rare disease launches happening today.



Focused investment in growth opportunities that leverage our expertise. Pursuing exciting areas of science at the nexus of our deep understanding of core biology and our business strategy to drive growth through leverage and scale.



#### On the path to profitability.

With ramping revenues and a focused spending plan we are maintaining a durable capital position while also investing in opportunities for longer term growth.



# **Blueprint Medicines pipeline**

Mast cell disorders	DISCOVERY	EARLY-STAGE DEVELOPMENT
AYVAKIT <sup>®</sup> (avapritinib): KIT D816V	Indolent SM <sup>1,2</sup>	
	Advanced SM <sup>1,3</sup>	
Elenestinib (next gen): KIT D816V	Indolent SM	
BLU-808: Wild-type KIT	Chronic urticaria	
Undisclosed mast cell targets/modalities		

#### Solid tumors

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AYVAKIT (avapritinib): PDGFRA BLU-222: CDK2

BLU-956 (next gen): CDK2Targeted protein degrader: CDK2Targeted protein degrader: undisclosed

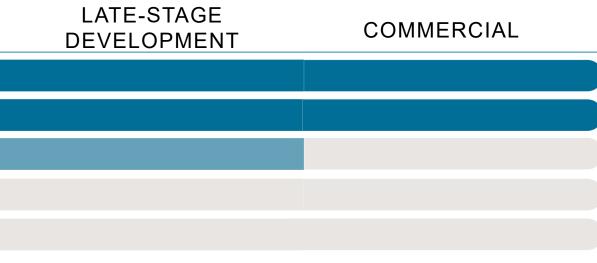
#### Additional research

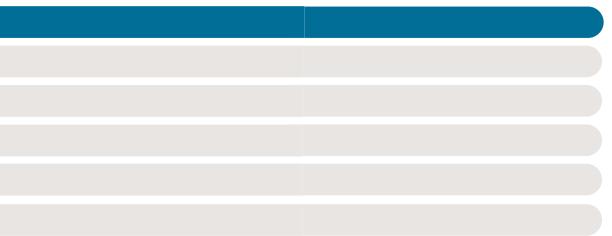
Programs: undisclosed

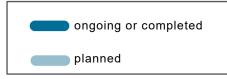
PDGFRA GIST <sup>1,4</sup>	
HR+, HER2- breast cancer	
Other CDK2 vulnerable cancers	
HR+, HER2- breast cancer	
HR+, HER2- breast cancer	

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Updated as of August 1, 2024.