Telix

Q4 2022 Quarterly Business Update

Telix Pharmaceuticals (ASX:TLX)

18 January 2023

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TLX250-CDx has not received a marketing authorisation in any jurisdiction. Telix’s lead product, Illuccix® (TLX591-CDx) for prostate cancer imaging, has been approved by the Australian Therapeutic Goods Administration (TGA), the U.S. Food and Drug Administration (FDA), and Health Canada.

Full United States prescribing information for Illuccix can be found at http://illuccixhcp.com/s/illuccix-prescribing-information.pdf

All figures are in AU$ unless otherwise stated and provided on an unaudited basis.

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Today’s presenters

Kyahn Williamson

SVP INVESTOR RELATIONS & CORPORATE COMMUNICATION

Dr Christian Behrenbruch

GROUP CEO AND MANAGING DIRECTOR

Darren Smith

GROUP CHIEF FINANCIAL OFFICER

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Q4 2022 Highlights

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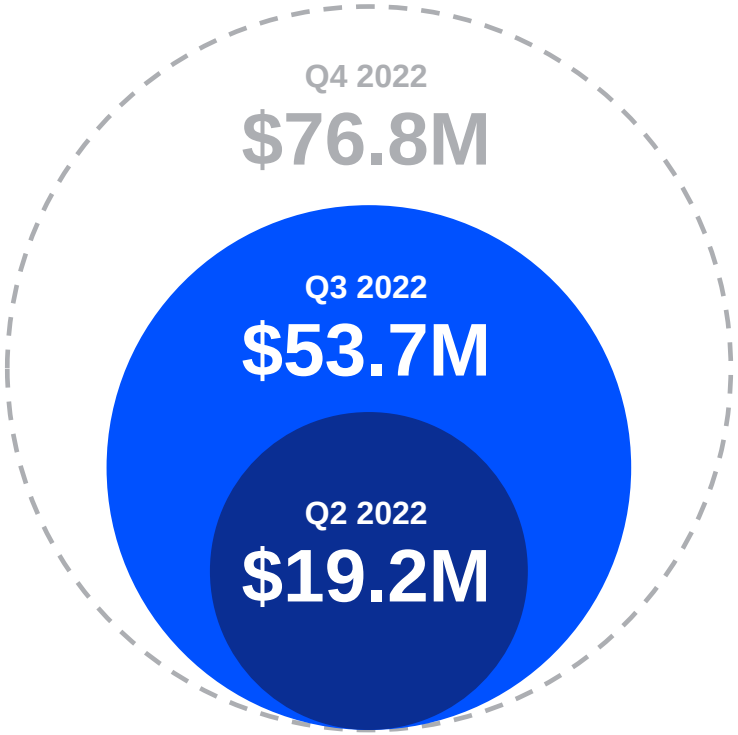
Building on a transformative year

Major milestones delivered, value creating catalysts ahead

Key milestones in Q4 2022[1]

- Achieved **positive cash flow** from operating activities, **$1.6M inflow**
- Revenue from sales of Illuccix in the U.S. **up 43% to $76.8M** on prior quarter
- U.S. dose demand continues to increase, reflected in **continued month on month growth**
- Highly **positive data** from **ZIRCON** Phase III kidney cancer imaging study (TLX250-CDx)[2]

Revenue from U.S. Illuccix® sales Q2 to Q4 2022



2023 catalysts

- Illuccix® - **continued revenue growth** and global rollout
- Biologics License Application **(BLA) submission for TLX250-CDx**
- New Drug Application (NDA) for **TLX101-CDx brain (glioma) cancer imaging**
- Prostate cancer therapy program: ProstACT GLOBAL **patient recruitment** and ProstACT SELECT **data readout**

1. All figures are in AU$ unless otherwise stated and provided on an unaudited basis.
2. ASX disclosure 7 November 2022.

Q4 2022 key financial metrics

Telix reports first positive cash flow quarter

Total revenue

$78.2M

Up 41 percent from
$55.3M in Q3 2022

U.S. sales revenue

$76.8M

Up 43 percent from
$53.7M in Q3 2022

Receipts from customers

$72.2M

Up 62 percent from
$44.5M in Q3 2022

Cash balance

$116.3M

As of 31 Dec 2022
($117.1M, 30 Sept 2022)

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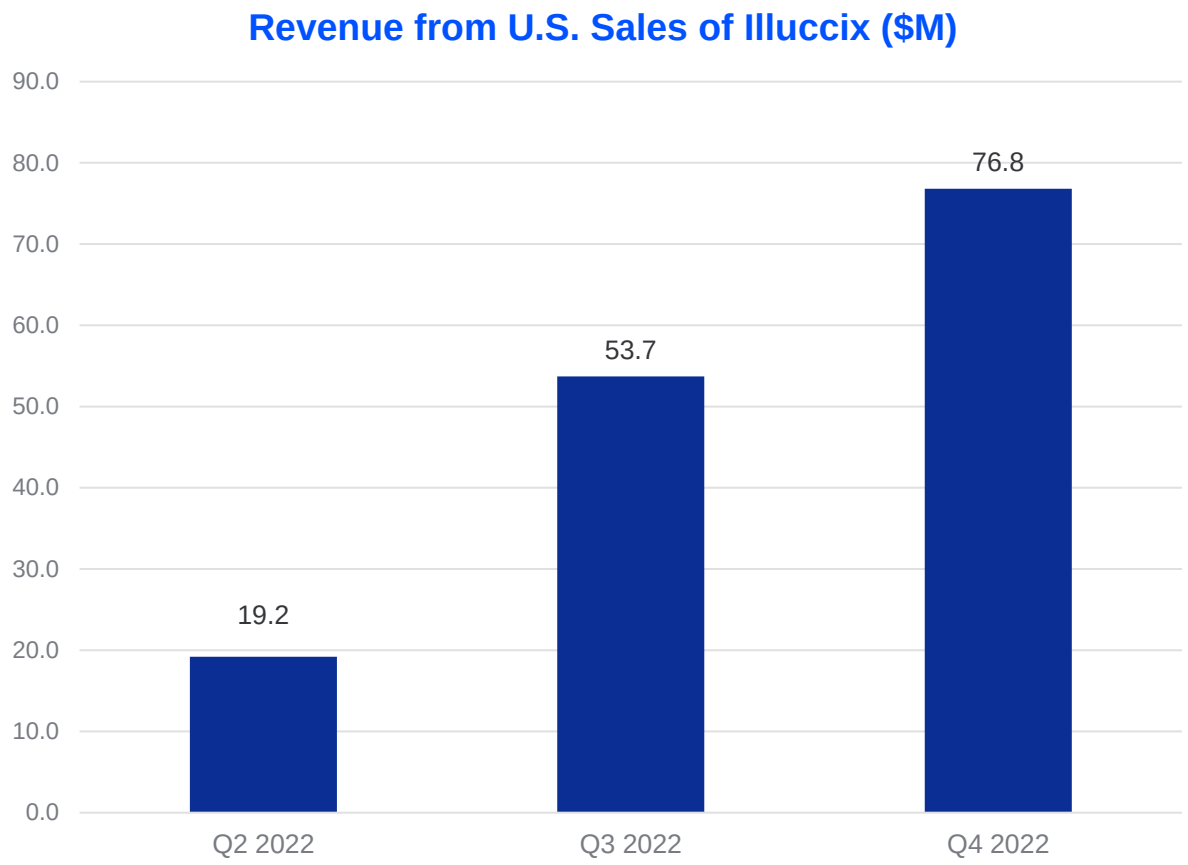
Conversion to AUD$ is at the actual exchange rate on transaction date. Average rate realised during the period of AUD$1 = US$0.66; AUD$1 = €0.64

Illuccix® revenue continues to grow

Q4 performance evidence of strong growth trajectory

- Revenue from U.S. sales of Illuccix up 43% to $76.8M (US$50.5M) on the prior quarter
- Reimbursement improving across MACs[1] as Telix specific code is leveraged at an improved rate
- 190 pharmacies routinely dispensing Illuccix across the U.S. and Puerto Rico
- Dose demand driven by new sites added throughout the quarter, combined with repeat orders from existing customers
- Wider adoption of PSMA-PET imaging and evolving patterns of use in routine clinical practice continuing to drive market growth
- Label expansion to include patient selection for therapy: PDUFA[2] goal date 17 March 2023



1. Medicare Administrative Contractor (MAC)
2. Prescription Drug User Fee Act

Financial Commentary

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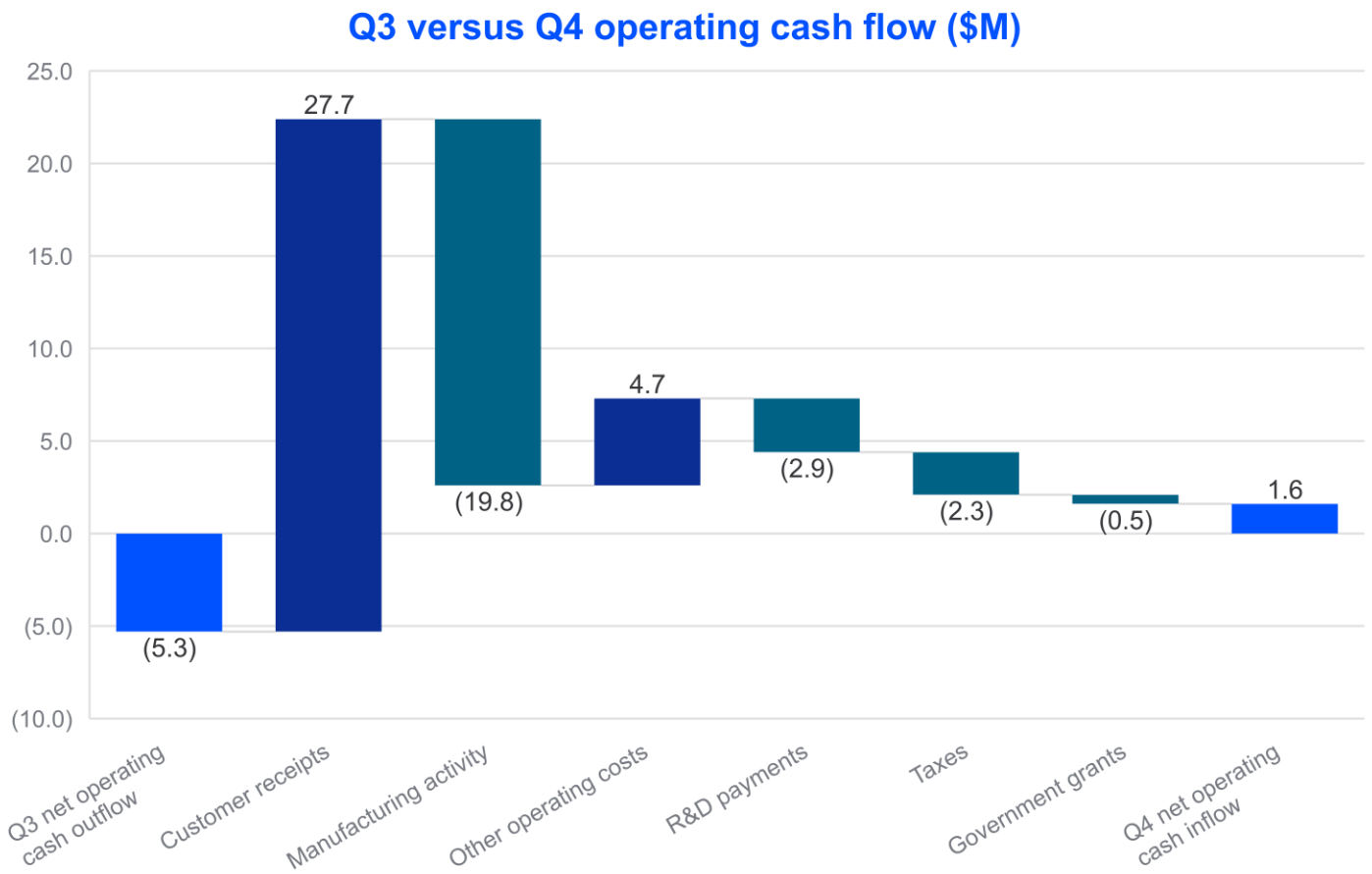
Q4 records positive operating cash flow of $1.6M

First quarter of net cash inflow from operating activities

- Quarterly cash flow improved $6.9M over prior quarter with a positive $1.6M inflow
- Customer receipts of $72.2M, improved 62% over prior quarter, reflecting sales growth and improved collection performance
- Manufacturing and other related costs increased reflecting higher sales volumes and timing of payments
- Other operating cash flow items[1] reduced by $4.7M compared with prior quarter due to improved working capital management
- Q4 cash outflow includes tax payments in the U.S. and Belgium



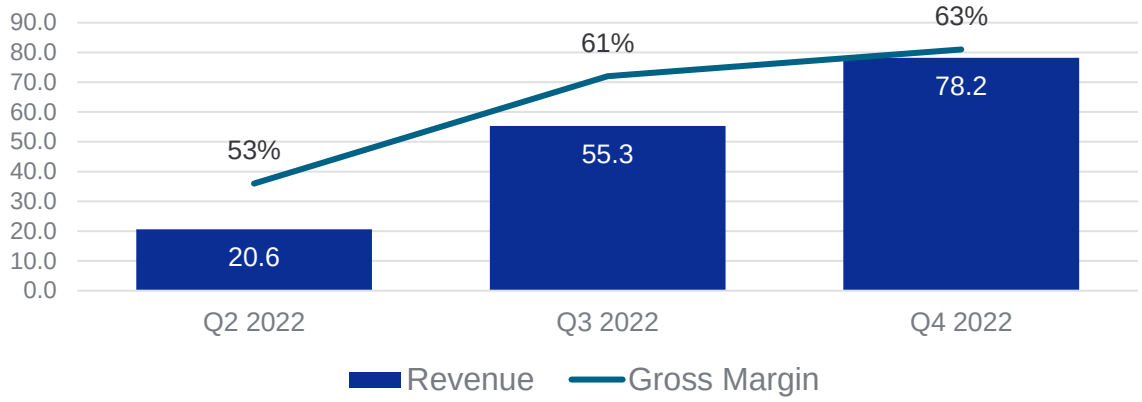
1. Advertising and marketing, staff costs and administration and corporate costs

Sales performance and controlling operating expenditure

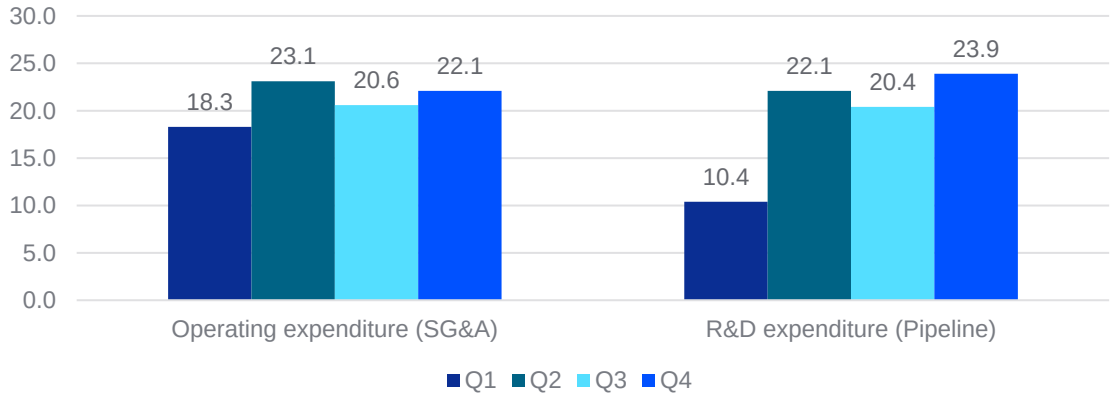
Funding focused investment in priority programs

- Gross margin improvement of 2% from Q3 to Q4 reflects further efficiency gains in manufacturing costs
- Operating expenditure[1] reduced to 28% of sales (37%, Q3 2022) as investment in operational infrastructure stabilises
- R&D investment focused on commercialising late-stage assets and progressing the development of high value assets:
  - TLX250-CDx regulatory filing and manufacturing scale-up
  - ProstACT GLOBAL Phase III manufacturing and international trial commencement
- Continued sales growth and operating expenditure control provides further focused R&D opportunity

Revenue ($M) and gross margin percentage



Key expenditure ($M)[2]



1. Advertising and marketing, staff costs and administration and corporate costs.
2. Q4 2022 operating expenditure excludes a one-off non-cash share based payment charge of $4.7M.

Four major focus areas in 2023

Value creating catalysts across the imaging and therapeutic pipeline

- Illuccix® - continued revenue growth and global rollout
- ProstACT GLOBAL patient recruitment and ProstACT SELECT/TARGET data readouts
- New Drug Application (NDA) for brain cancer imaging (TLX101-CDx)
- Biologics License Application (BLA) submission for TLX250-CDx

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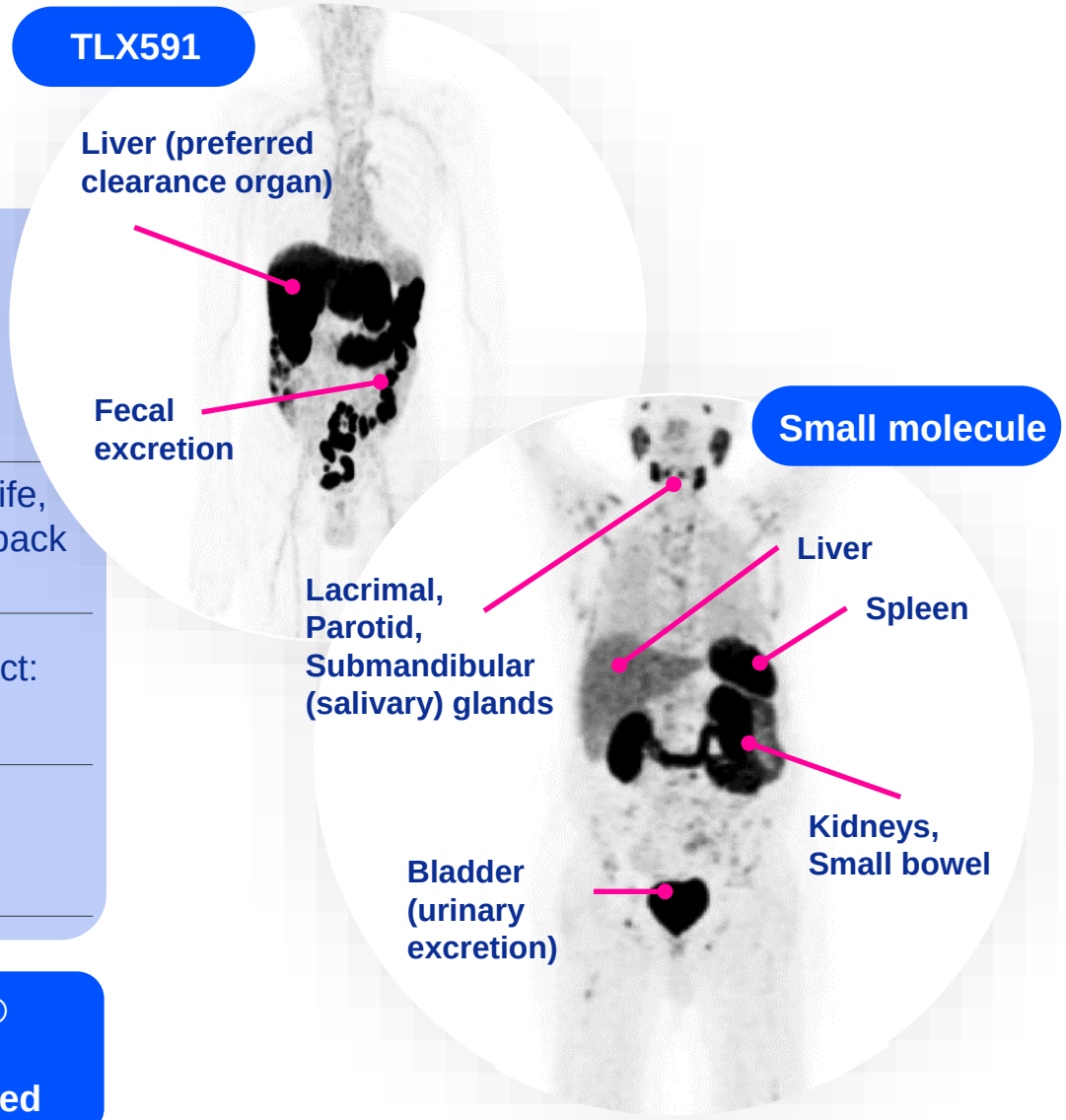
PSMA competitive landscape

Telix approach is highly differentiated

ANTIBODY (TLX591)	SMALL MOLECULES
Functionally specific for tumour-expressed PSMA, does not “hit” most endogenous PSMA	Taken up by endogenous PSMA
Reduced off-target radiation, reduced potential for undesirable side-effects[1]	Off-target effects impact quality of life, including dry eye, xerostomia and back pain from ganglia irradiation
Longer circulation time and tumour retention, cleared in the liver and excreted, allowing for fewer doses[2]	Rapidly excreted via the urinary tract: approx. 70% activity lost by 12 hrs
Shortest dosing regimen of all PSMA therapies, two x 76 mCi doses, 14 days apart	Dosing regimens range up to 36 weeks, at up to 200 mCi per dose

TLX591 is the most clinically advanced antibody-based PSMA therapy in development

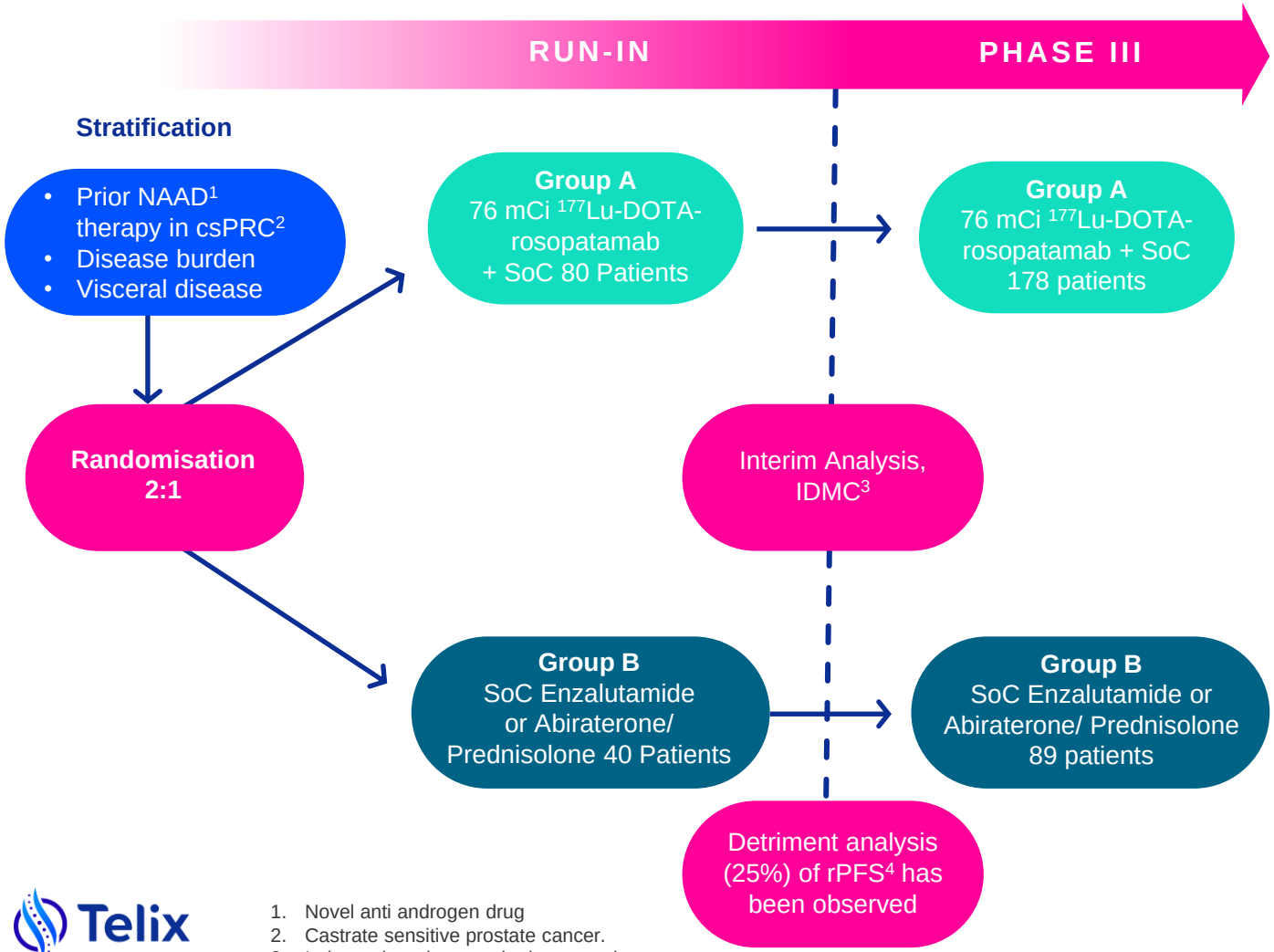
Approved product: Pluvicto® (Novartis). Other products in development are undifferentiated



1. New Class of Radiopharmaceutical Therapy Makes Headway in Prostate Cancer (onclive.com).
2. Sun, Michael et al.. Curr Oncol Rep.

TLX591: ProstACT GLOBAL study overview

U.S. and EU patient enrolment commencing in 2023



1. Novel anti androgen drug
2. Castrate sensitive prostate cancer.
3. Independent data monitoring committee.
4. Radiographic progression-free survival.

Summary

- Total patients: ~392
- “Run-in” to accommodate new scale-up manufacturing method
- Interim analysis expected after the first 120 patients
- Enables for early readout, discussion opportunities, allows earlier assessment of study
- *PSMAfore* study reinforces potential for PSMA targeted radioligand therapy throughout prostate cancer journey
- TLX591 is the most advanced PSMA antibody therapy in development – investigator interest in U.S. and ROW is high

TLX101-CDx: value proposition for glioma imaging

Potential to lead with first commercial FET-PET solution for U.S. market

1 **Provide key information at initial diagnosis to enable optimal treatment management**

- FET-PET has the potential to provide a rapid and conclusive diagnosis of gliomas, providing an important tool for management of progression/treatment monitoring

2 **Identification of pseudoprogression vs actual progressive disease (PD)**

- Weekly MRIs over 4 – 12 weeks is current standard of care to identify pseudoprogression v PD or recurrence compared to FET-PET which has potential to diagnose with a single scan

3 **Inform management decisions at first recurrence and beyond**

- When pseudoprogression is **incorrectly** diagnosed as PD, the patient will receive unnecessary EBRT and immunotherapy, which is both costly, and impairs quality of life

505(b)2 NDA preparation underway, pre-submission meeting in planning to finalise submission strategy

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TLX250-CDx: imaging agent with high commercial potential

Strong results support potential for TLX250-CDx to change standard of care

Top-line data reported in November 2022[1]

- **93% positive predictive value (PPV)**
- **Primary endpoint met:** Sensitivity of ≥84% and specificity of ≥84% in all three readers (86% / 87% overall)
- Considerably exceeds confirmatory trial sensitivity and specificity success target of 70%
- **Key secondary endpoints met,** namely sensitivity and specificity targets in small renal masses (less than 4cm)
- Clinical data presentation at ASCO-GU February 2023[2]

Planning for FDA regulatory approval in 2024

- Phase III data demonstrates TLX250-CDx provides a way to non-invasively diagnose and characterise clear cell renal cell carcinoma (ccRCC) – delivering on a major unmet medical need
- Data strongly validates that the CAIX target is potentially as ground-breaking in ccRCC, as prostate-specific membrane antigen (PSMA) has been for prostate cancer
- Potential to change standard of care in the diagnosis and management of renal masses and ccRCC
- An effective non-invasive tool for more confident decision making

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1. ASX disclosure 7 November 2022.
2. ASX disclosure 22 December 2022.

TLX250-CDx: U.S. market opportunity

Identification and characterisation of ccRCC

New incidental renal mass

- Estimated 73,994 incidental findings
- Over 1/3 of IDRMs are non-ccRCC[1]
- >45% of small renal masses <1cm are benign[2]

Renal cancer diagnosis

- 79,000 patients will be diagnosed with RCC in 2022 in the U.S.[3]
- 80% of patients with RCC are clear cell[4]
- Over 60% of ccRCC is found incidentally[5]

Of total patient population ~ 110,000 expected to be suitable for imaging with TLX250-CDx

Initial addressable market

>US$500M

in the U.S.

FUTURE

Active surveillance for known renal mass

- Prevalence unknown
- Active surveillance is recommended for patients with select renal masses (e.g. older patients, <2cm)
- A 6-monthly, then annual, CT/MRI scan is currently recommended in the NCCN Guidelines® kidney cancer v3.2023

Previously treated ccRCC high risk

- 599,000 patients living with kidney cancer in the U.S.[3] in 2019

Note: TLX250-CDx pricing estimate based on Illuccix.

1. Telix: Data on file from ZIRCON study (patients with IDRM diagnosed every year).
2. Johnson et al., 2015.
3. SEER. (2022). Cancer Stat Facts: Kidney and Renal Pelvis Cancer: https://seer.cancer.gov/statfacts/html/kidrp.html.
4. STATPEARLS Rahul D. Arora 2020;11(3):79-87.
5. Vasudev et al. BMJ 2020.

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Upcoming catalysts

Four key catalysts

- Illuccix® - continued revenue growth and global rollout
- Biologics License Application (BLA) submission for TLX250-CDx
- New Drug Application (NDA) for brain cancer imaging (TLX101-CDx)
- ProstACT GLOBAL patient recruitment and data readout ProstACT SELECT

EXPECTED MILESTONES 2023

Additional milestones

- Illuccix® label expansion
- IPAX-2 (TLX101 GBM therapy) patient dosing, IPAX-L continued enrolment
- Illuccix EU resubmission
- STARLITE-1 (TLX250 therapy) patient dosing and STARLITE-2 continued enrolment
- Prostate and renal imaging bridging studies commence in China
- Illuccix Brazil approval decision
- TLX250 therapy + Merck KGaA DDRi combination study launch
- Brussels South (Seneffe) manufacturing facility operational
- CUPID study of TLX592 fully enrolled
- STARBURST study exploring TLX250-CDx in solid tumours launched
- Regulatory filing Telix AI™
- ZiP-UP and OPALESCENCE studies of TLX250-CDx complete
- TLX66 study launch in AL-Amyloidosis (TRALA-2)

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