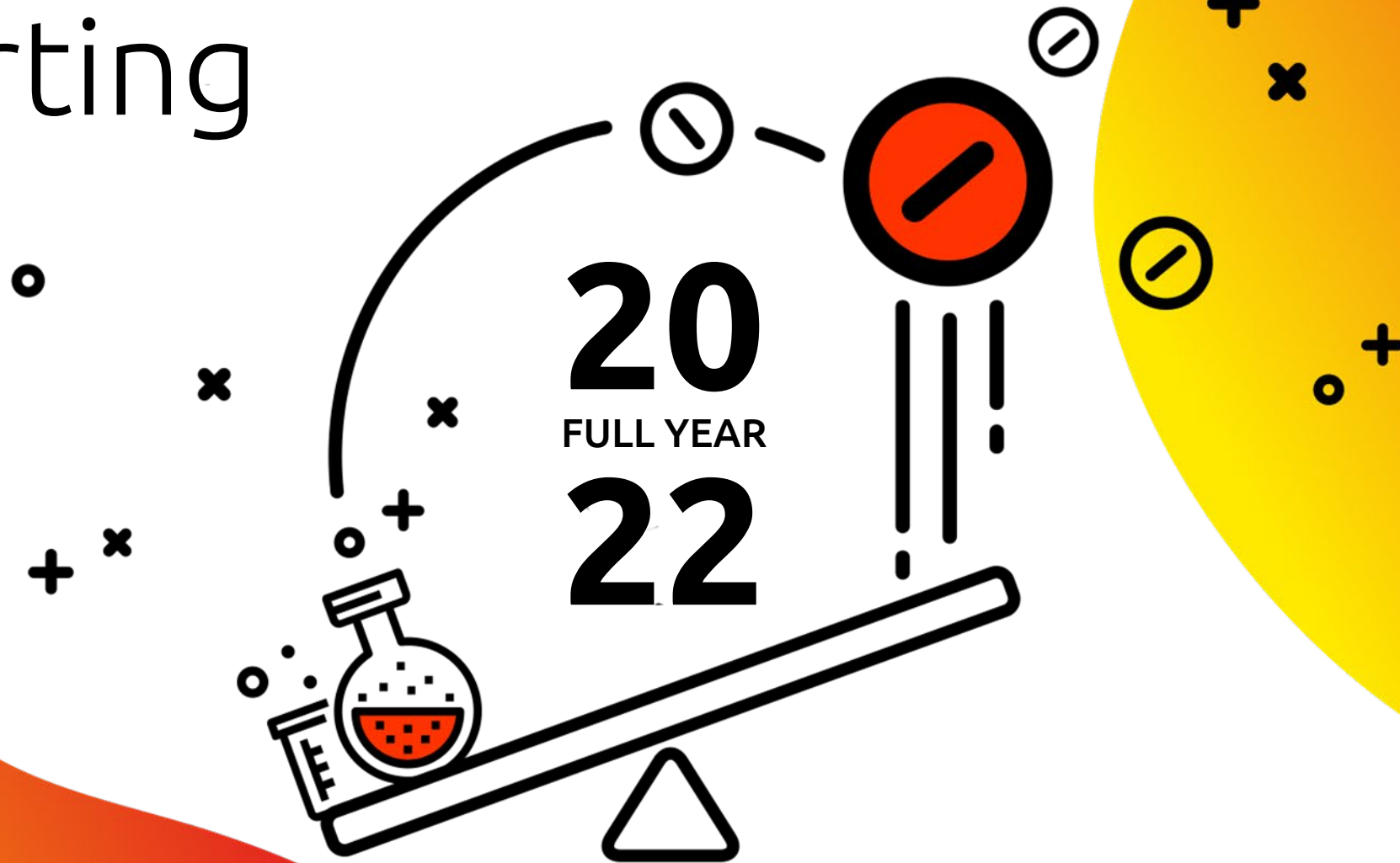


# Financial Reporting




The following information contains certain “forward-looking statements”, relating to the company’s business, which can be identified by the use of forward-looking terminology such as “estimates”, “believes”, “expects”, “may”, “are expected to”, “will”, “will continue”, “should”, “would be”, “seeks”, “pending” or “anticipates” or similar expressions, or by discussions of strategy, plans or intentions. Such statements include descriptions of the company’s investment and research and development programs and anticipated expenditures in connection therewith, descriptions of new products expected to be introduced by the company and anticipated customer demand for such products and products in the company’s existing portfolio. Such statements reflect the current views of the company with respect to future events and are subject to certain risks, uncertainties and assumptions. Many factors could cause the actual results, performance or achievements of the company to be materially different from any future results, performances or achievements that may be expressed or implied by such forward-looking statements. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated or expected.

# REACT study did not meet the primary endpoint



Clazosentan is only marketed in Japan under the tradename PIVLAZ™. In other countries, clazosentan is investigational, in development and not approved or marketed.



“Our achievements in 2022 provide great momentum going into 2023.”

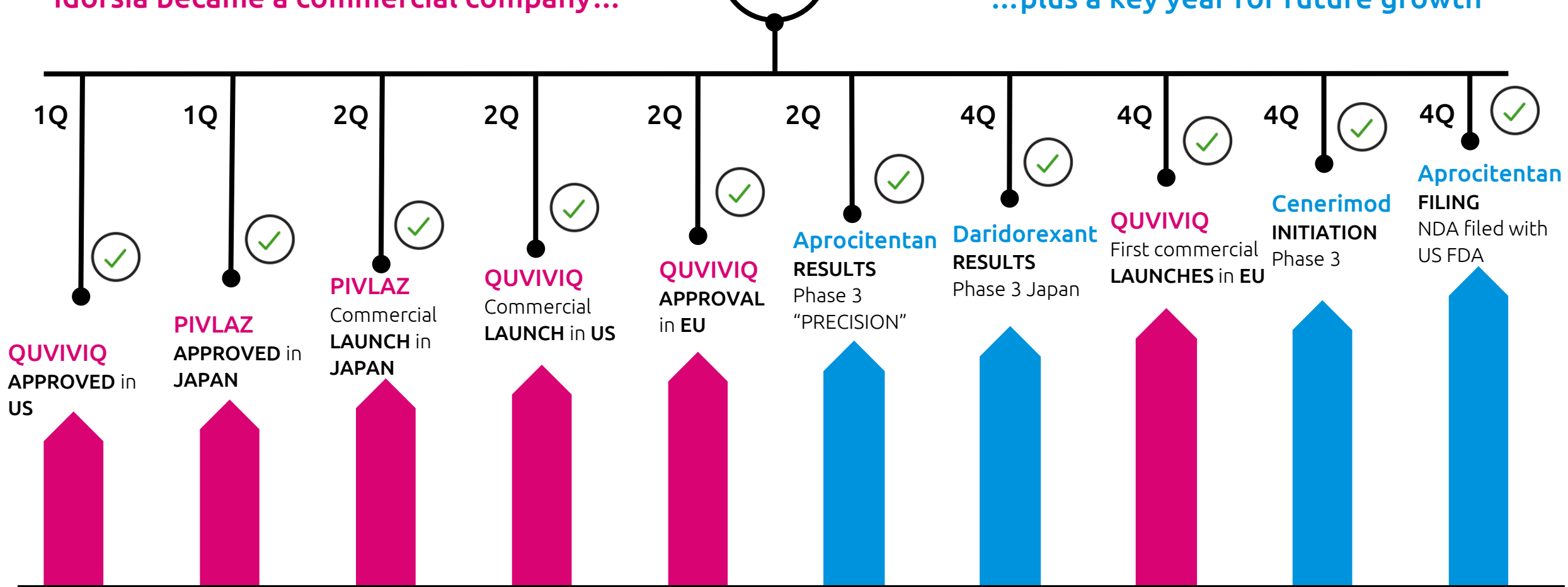
**Jean-Paul Clozel**  
**Chief Executive Officer**

# 2022 was a transformative year for Idorsia

2022

Idorsia became a commercial company...

...plus a key year for future growth



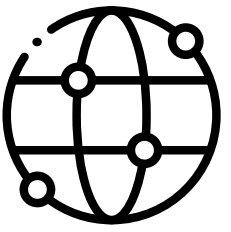


“2022 was a transformative year where we put our commercial plans into action by launching our first two products.”

**Simon Jose**  
**Chief Commercial Officer**



# QUVIVIQ™ (daridorexant)



**QUVIVIQ™**  
daridorexant 25mg, 50mg  
tablets

**CHF**  
**6.5**  
**million**  
**net sales in**  
**2022\***

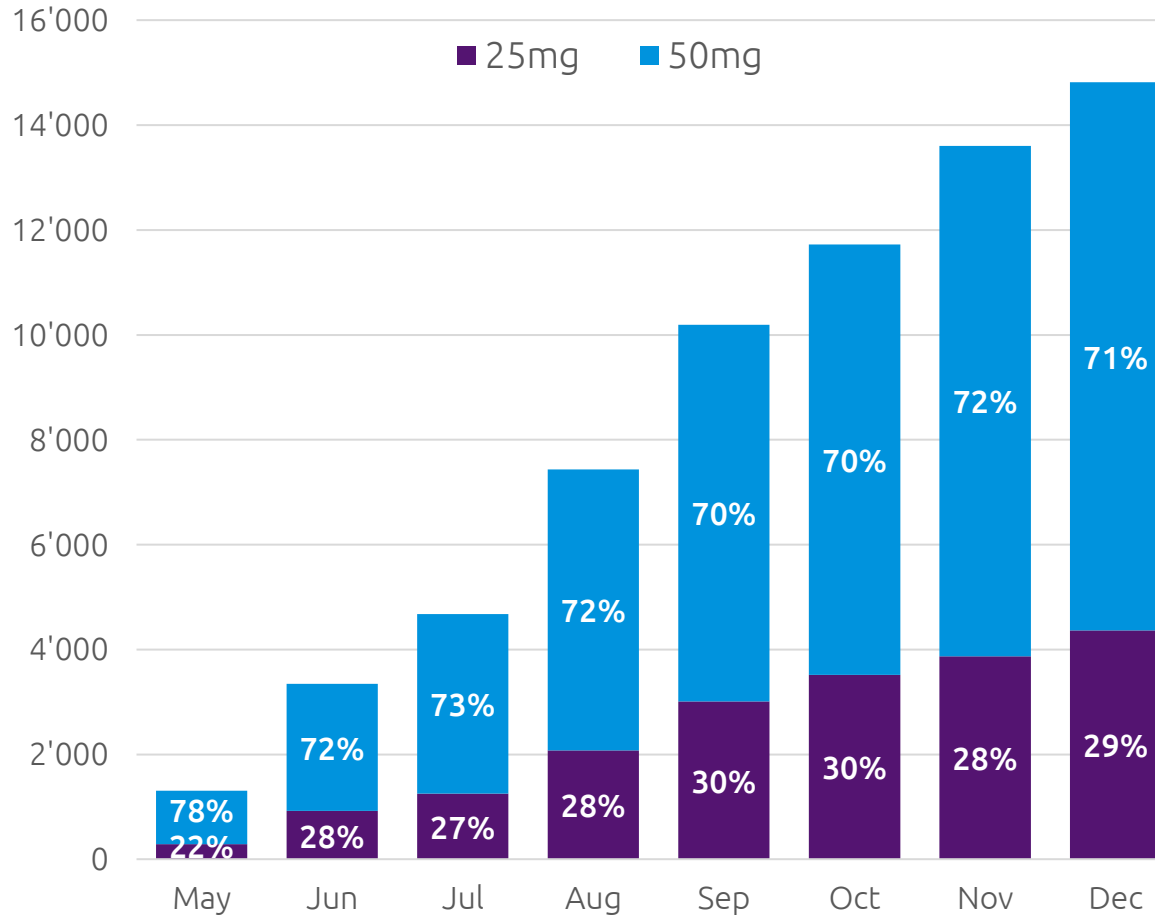
\*since launch in the US in May 2022, and in Germany and Italy in November 2022; net sales do not fully reflect the volumes of the products dispensed in the US due to coupon and co-pay programs

Daridorexant is available in the US and the first countries in Europe under the tradename QUVIVIQ. In addition, daridorexant is approved throughout the European Union and in Switzerland and is currently under review in Canada.

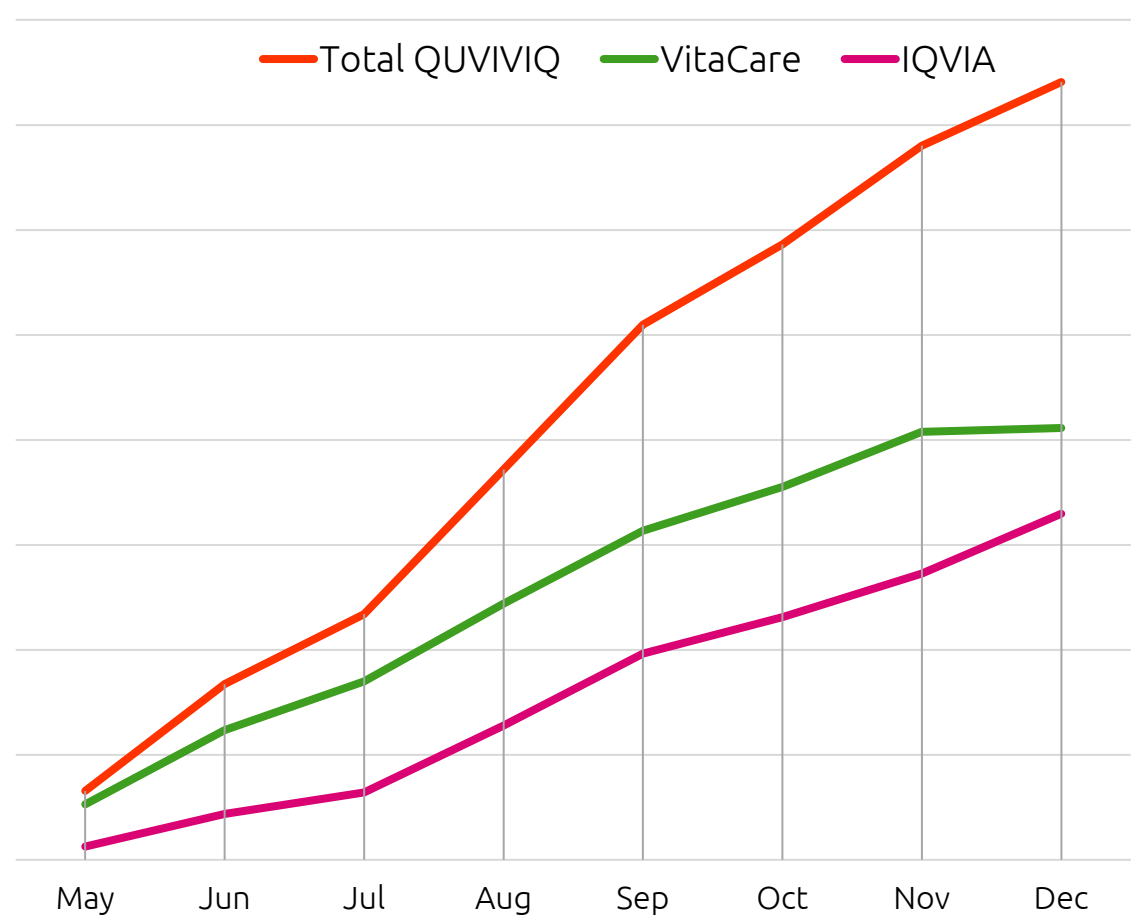
# Demand continues to grow



## QUVIVIQ Monthly TRxs by Strength



## QUVIVIQ Monthly TRxs by Source



Source: IQVIA + VitaCare Pharmacy Services

Daridorexant is available in the US and the first countries in Europe under the tradename QUVIVIQ. In addition, daridorexant is approved throughout the European Union and in Switzerland and is currently under review in Canada.

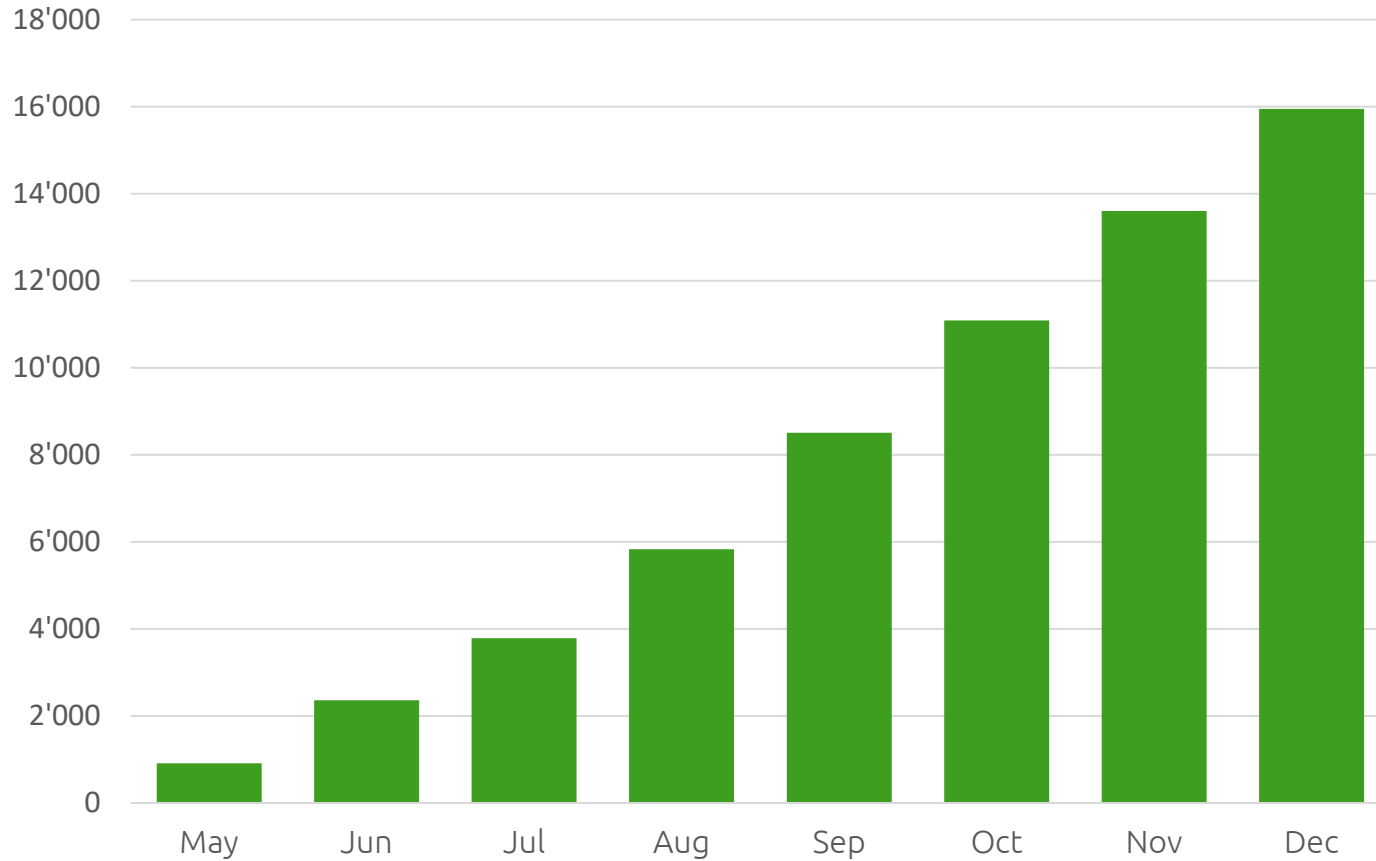




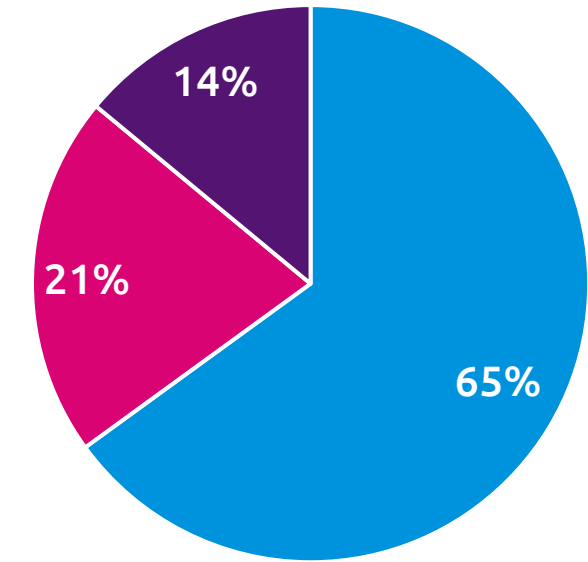
# ...along with sustained growth in our writer base



Cumulative QUVIVIQ Writers



% Writers by Specialty



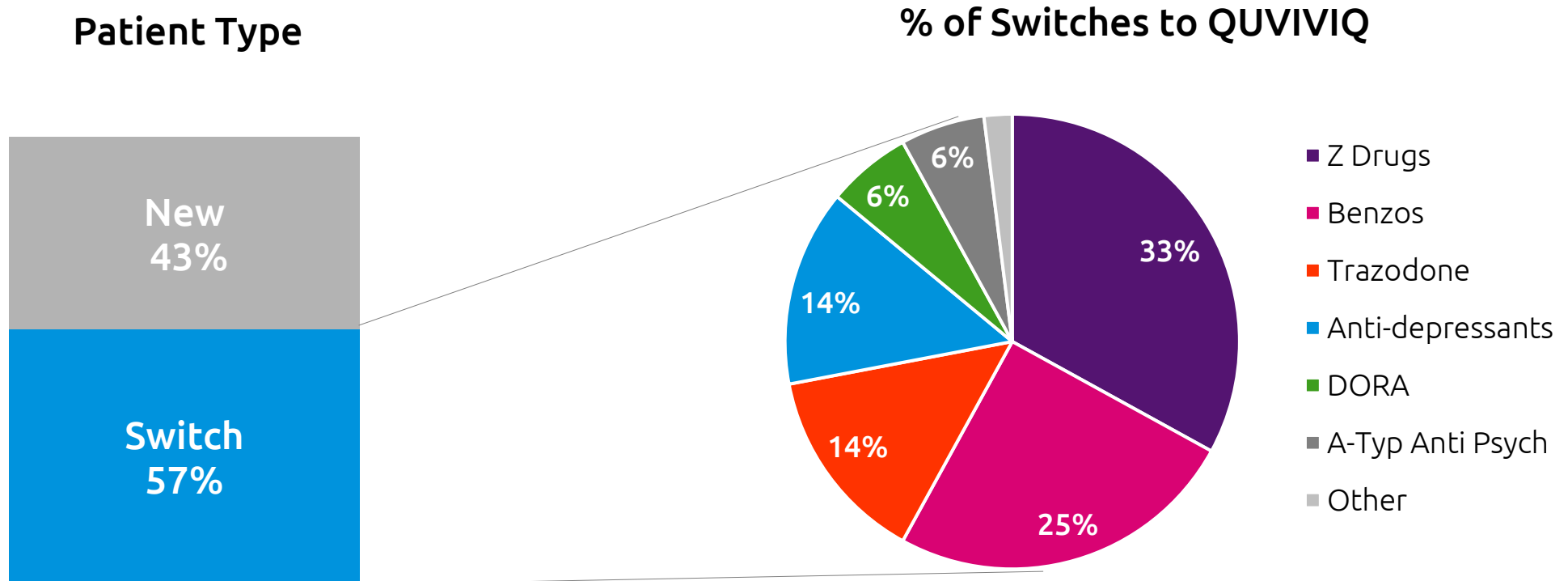
- Primary Care Physicians
- Psychiatrist
- Other

Source: IQVIA + VitaCare Pharmacy Services

Daridorexant is available in the US and the first countries in Europe under the tradename QUVIVIQ. In addition, daridorexant is approved throughout the European Union and in Switzerland and is currently under review in Canada.



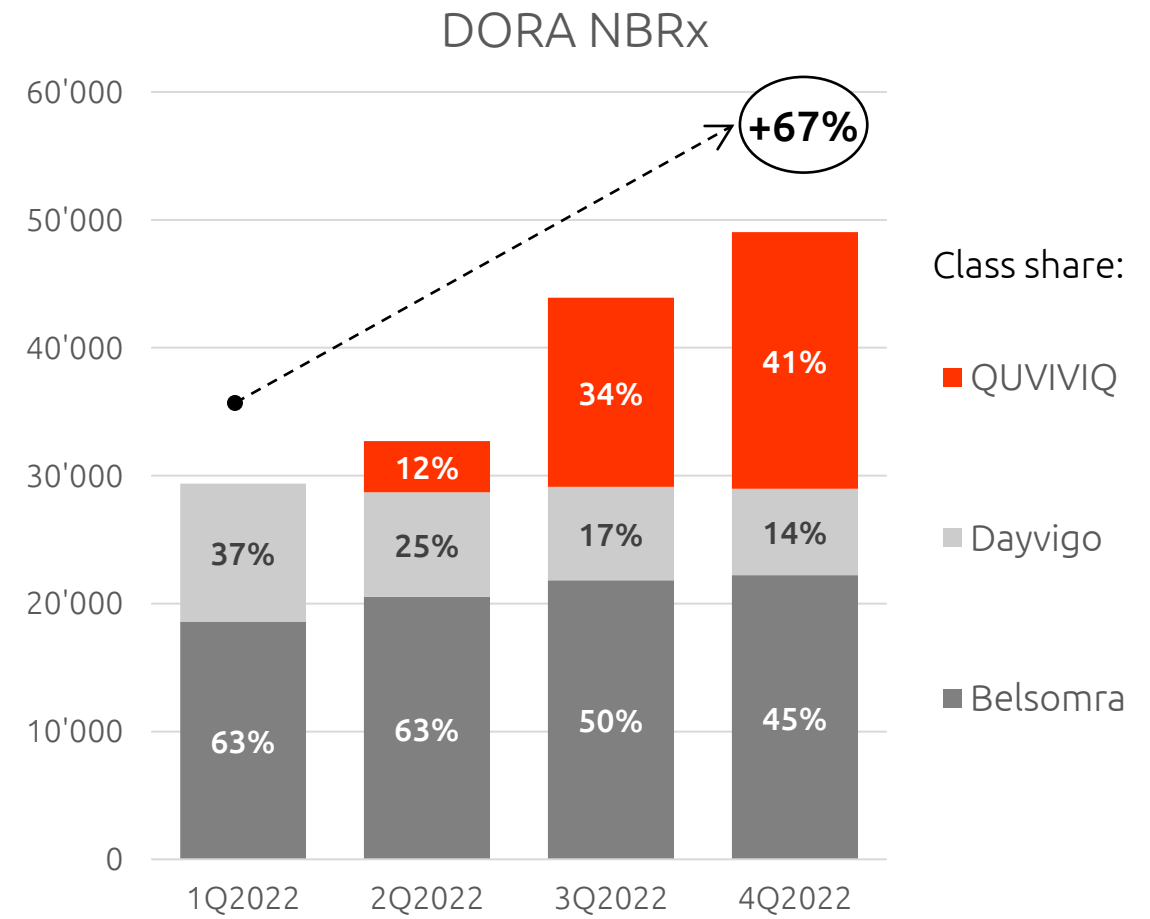
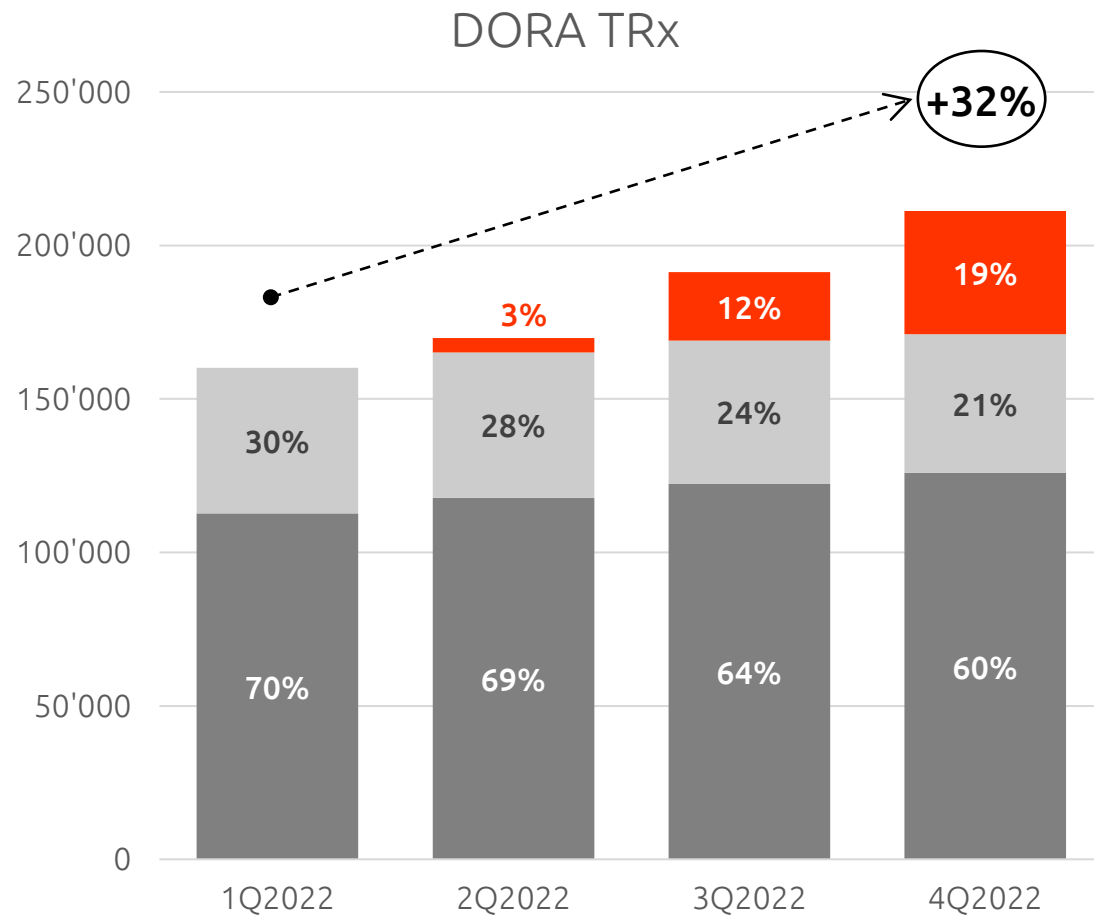
# A small percentage of patients on QUVIVIQ are coming from other DORAs



Source: IQVIA, cumulative, launch through December 30, 2022; does not include VitaCare data

Daridorexant is available in the US and the first countries in Europe under the tradename QUVIVIQ. In addition, daridorexant is approved throughout the European Union and in Switzerland and is currently under review in Canada.

# QUVIVIQ is growing the DORA class and taking share

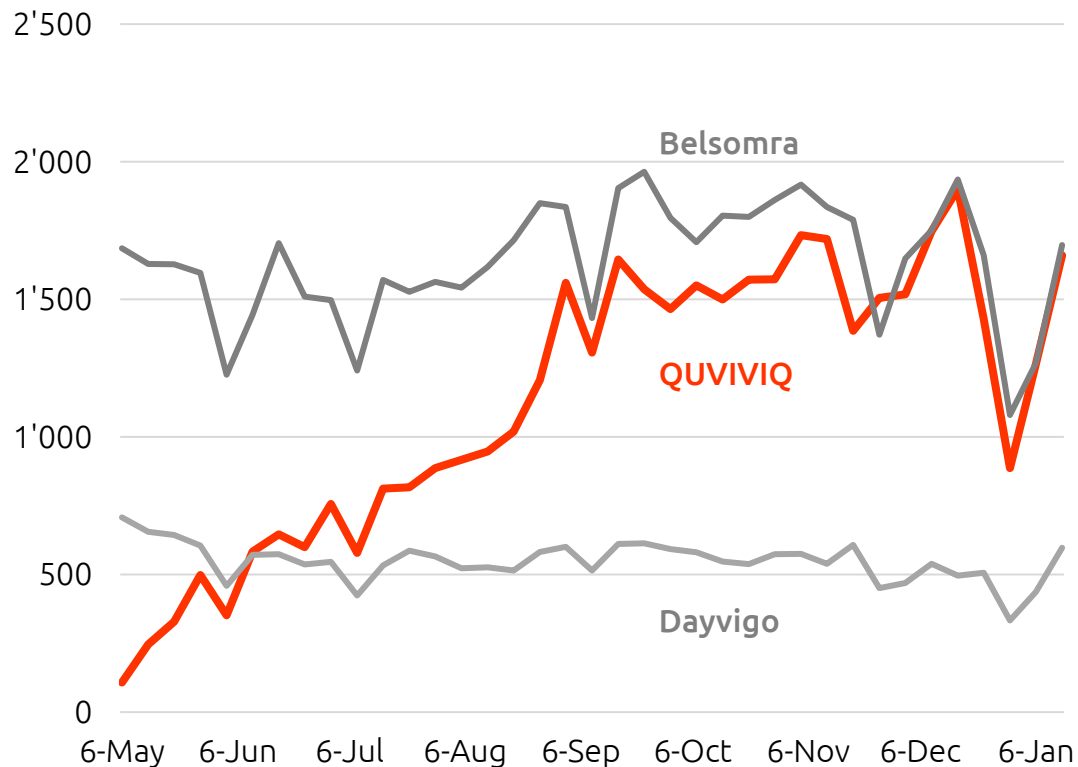


Source: IQVIA + VitaCare Pharmacy Services  
 DORA = Dual Orexin Receptor Antagonist

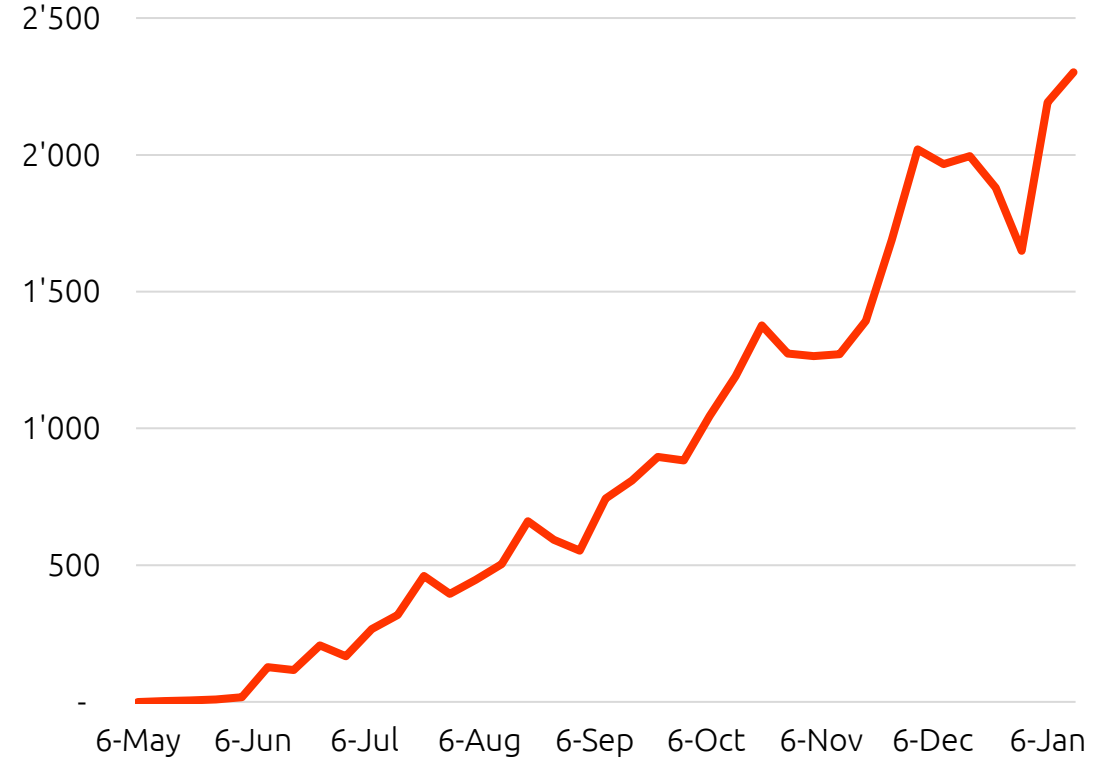
# Quickly becoming the leading branded insomnia medicine in NBRx – with accelerating CBRx



New to brand prescriptions (NBRx)



Continued brand prescriptions (CBRx)

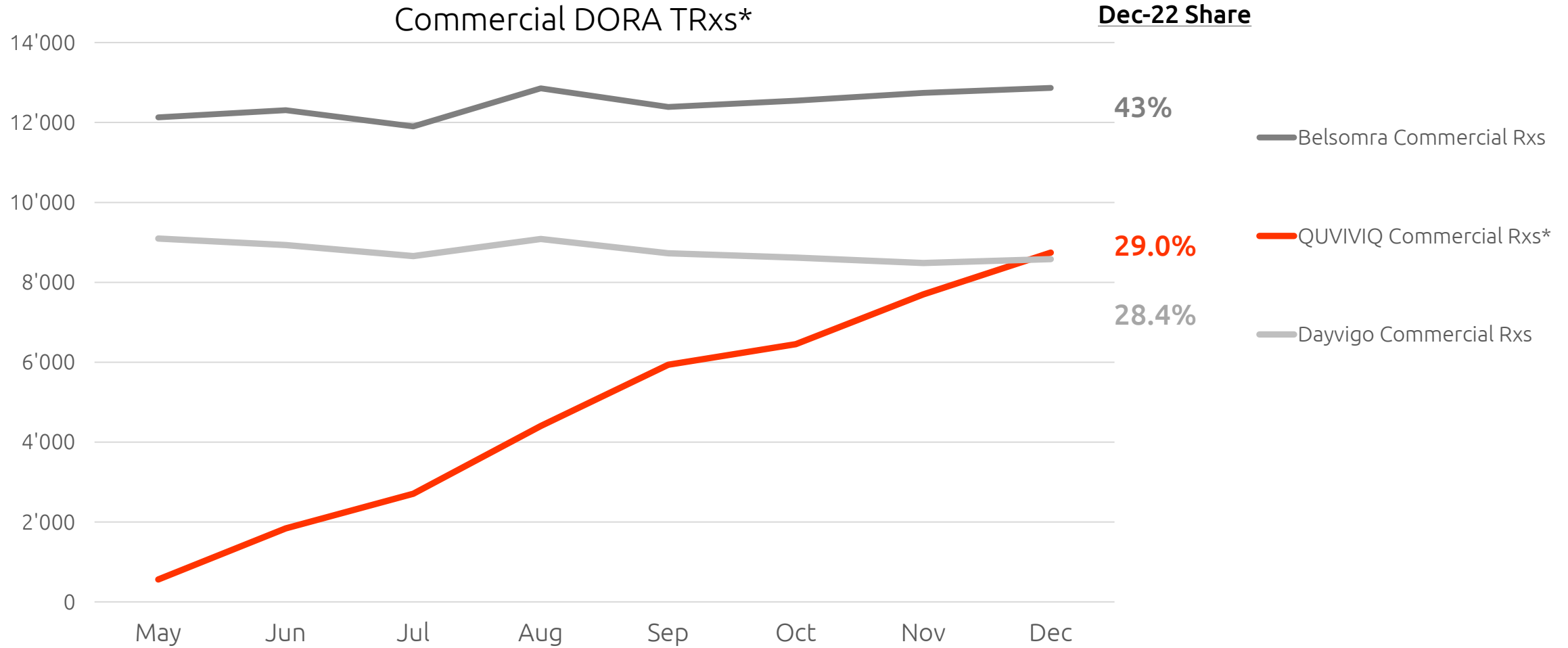


Source: IQVIA + Vitacare Pharmacy Services data through January 13, 2023

Daridorexant is available in the US and the first countries in Europe under the tradename QUVIVIQ. In addition, daridorexant is approved throughout the European Union and in Switzerland and is currently under review in Canada.



# Tracking to become the leading branded insomnia medicine in TRxs – where we can compete



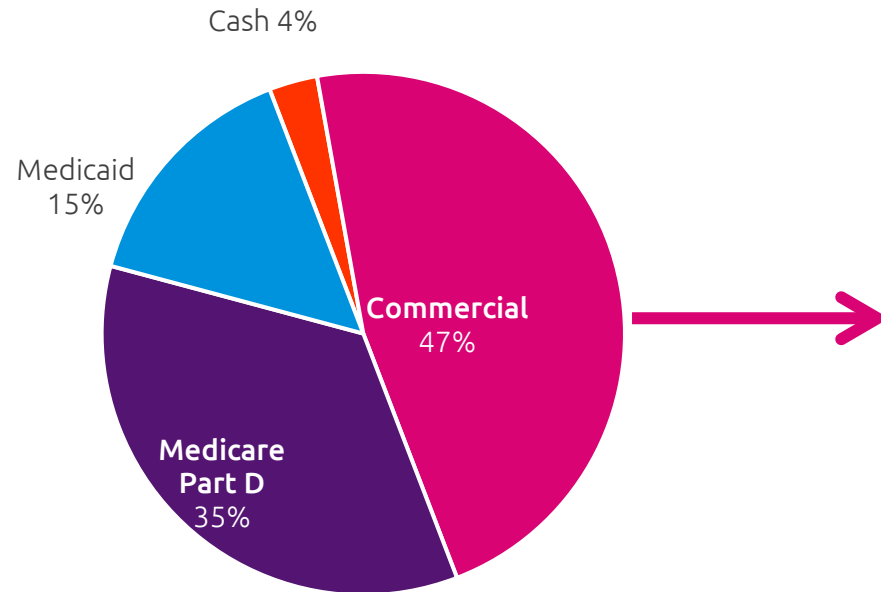
\* Includes VitaCare fills associated with patients with Commercial insurance  
 Source: IQVIA PlanTrak Commercial Rx + VitaCare Pharmacy Services



# ESI coverage provides a significant increase in access



## Total Insomnia Market<sup>1</sup>



## Key Commercial Payers<sup>2</sup>



**32.4%** of the Commercial market  
NPF (~13%) Downstreams (~19%)



**30.6%** of the Commercial market  
(incl. downstreams)



**5.4%** of the Commercial market



**16.4%** of the Commercial market  
(incl. downstreams)

1. IQVIA Q4 2022, TRx Plantrak
2. MMIT, accessed January 2023

Daridorexant is available in the US and the first countries in Europe under the tradename QUVIVIQ. In addition, daridorexant is approved throughout the European Union and in Switzerland and is currently under review in Canada.



# Our direct-to-consumer campaigns are reaching patients and driving them to ask about QUVIVIQ



Over 1.7M consumer website visits since launch<sup>1</sup>

**+318% Copay Card Downloads**  
Since launch of DTC TV campaign<sup>2</sup>



**+508% Organic Search for QUVIVIQ**  
Since launch of DTC TV campaign<sup>2</sup>

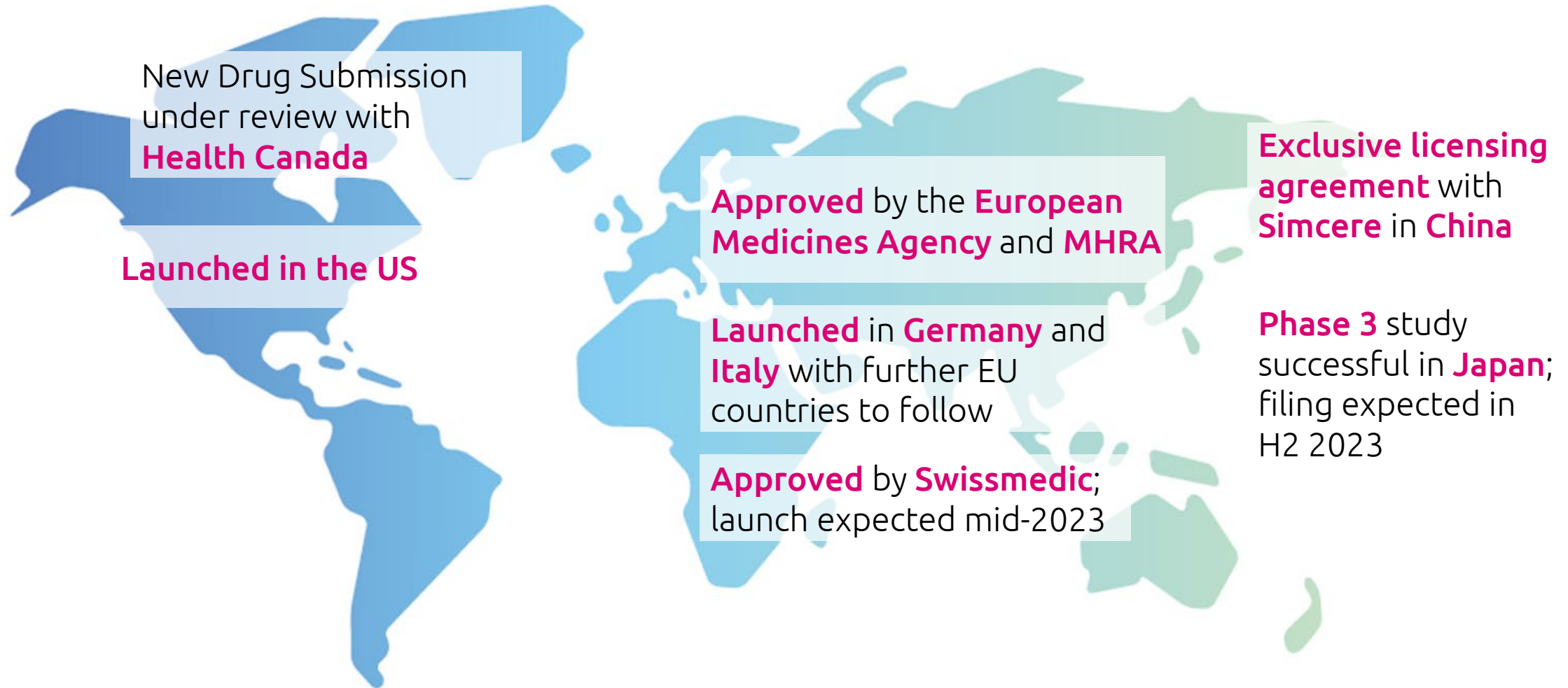


1. Consumer website traffic from April 2022 – Jan 19, 2023

2. Percent change based on comparison of 15 weeks pre-launch vs. 15 weeks post launch of first DTC TV advertisement

# On track to become a global brand

**QUVIVIQ**<sup>™</sup>  
daridorexant 25mg, 50mg  
tablets



Daridorexant is available in the US and the first countries in Europe under the tradename QUVIVIQ. In addition, daridorexant is approved throughout the European Union and in Switzerland and is currently under review in Canada.

# Preparing for more launches in Europe



- NICE Advisory Committee in March
- Launch planned for H2 2023



- Launched in November 2022
- G-BA issued a draft resolution which would exempt QUVIVIQ from the 4-week prescription limitation for hypnotic and sedating agents (Anlage III)



- Reimbursement dossier submitted
- Private market launch planned for mid-2023



- Launched in private market in November 2022
- Prescribing limited to specialists at launch

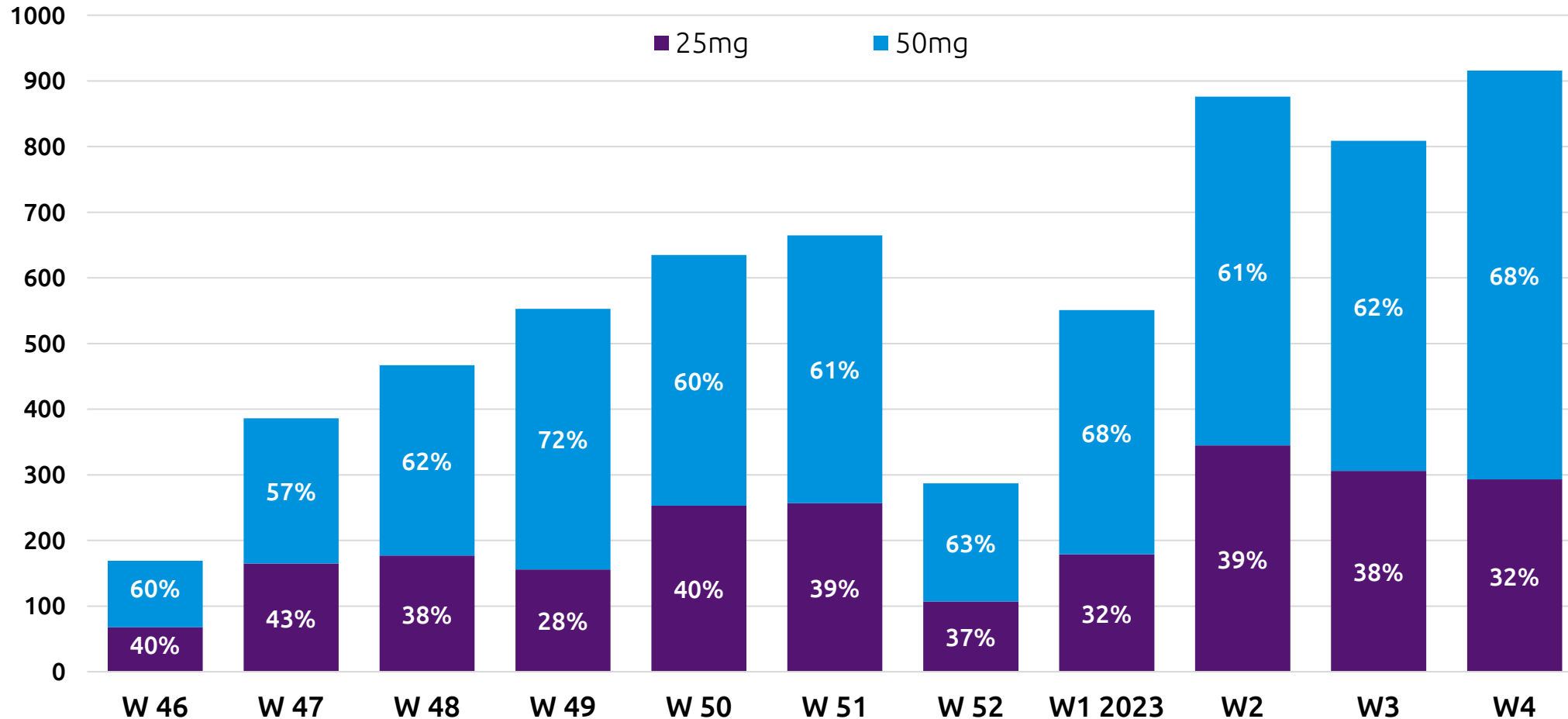


Daridorexant is available in the US and the first countries in Europe under the tradename QUVIVIQ. In addition, daridorexant is approved throughout the European Union and in Switzerland and is currently under review in Canada.

# QUVIVIQ off to a great start in Germany



## Volume of packs purchased by pharmacies



>6,000 packs purchased in the first 11 weeks

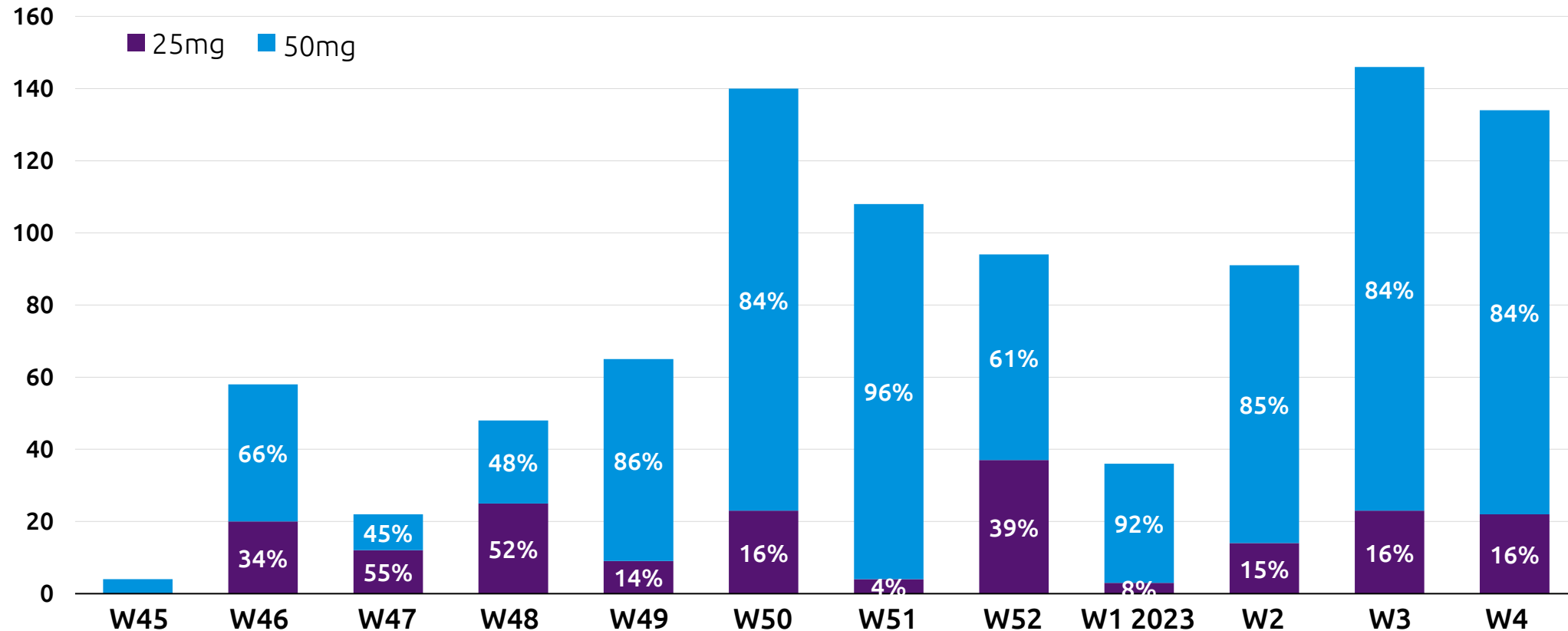
Daridorexant is available in the US and the first countries in Europe under the tradename QUVIVIQ. In addition, daridorexant is approved throughout the European Union and in Switzerland and is currently under review in Canada.

Source: IQVIA

# Building support among specialists in Italy



## Volume of packs purchased by pharmacies



>900 packs purchased in the first 12 weeks

Source: IQVIA weekly wholesalers to pharmacy projected sales from a panel of 4000 pharmacies out of 17 000

Disclaimer: Preliminary weekly data may be revised in monthly IQVIA reports due to low volume at launch and sales projection methodology

Daridorexant is available in the US and the first countries in Europe under the tradename QUVIVIQ. In addition, daridorexant is approved throughout the European Union and in Switzerland and is currently under review in Canada.

PIVLAZ™ (clazosentan)



# PIVLAZ

clazosentan

Clazosentan is only marketed in Japan under the tradename PIVLAZ™. In other countries, clazosentan is investigational, in development and not approved or marketed.



# Successful launch in Japan

Approved in January 2022, launched in April 2022

 **PIVLAZ**  
clazosentan

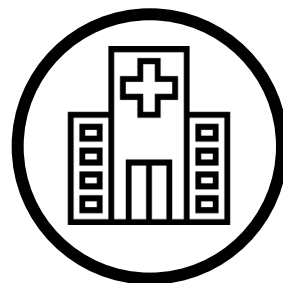


CHF

44

million

**net sales** since  
launch in April 2022



>95%

of target accounts  
**are ordering**  
PIVLAZ



~25%

of aSAH **patients**  
**treated** with  
PIVLAZ in  
December 2022

Clazosentan is only marketed in Japan under the tradename PIVLAZ™. In other countries, clazosentan is investigational, in development and not approved or marketed.

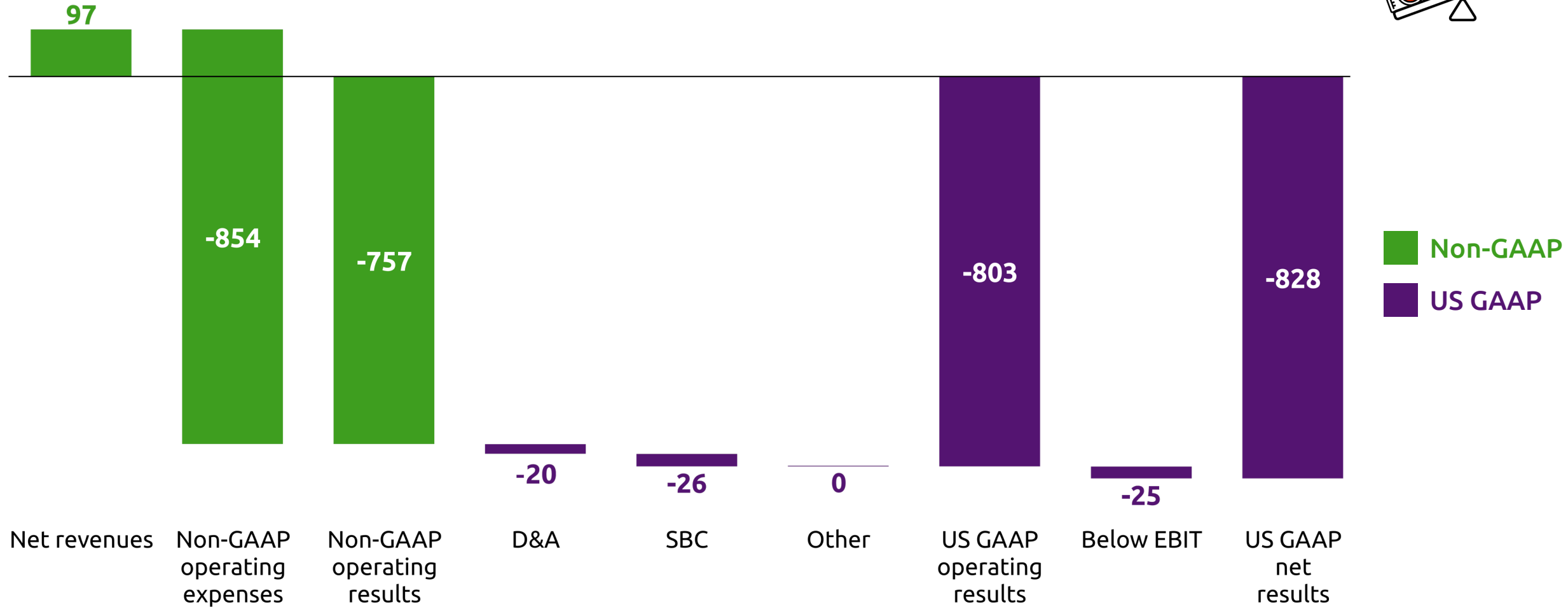
“We continue to carefully weigh our funding options, including non-equity dilutive opportunities.”

André C. Muller  
Chief Financial Officer



# US GAAP net results

in CHF millions, rounding differences may occur

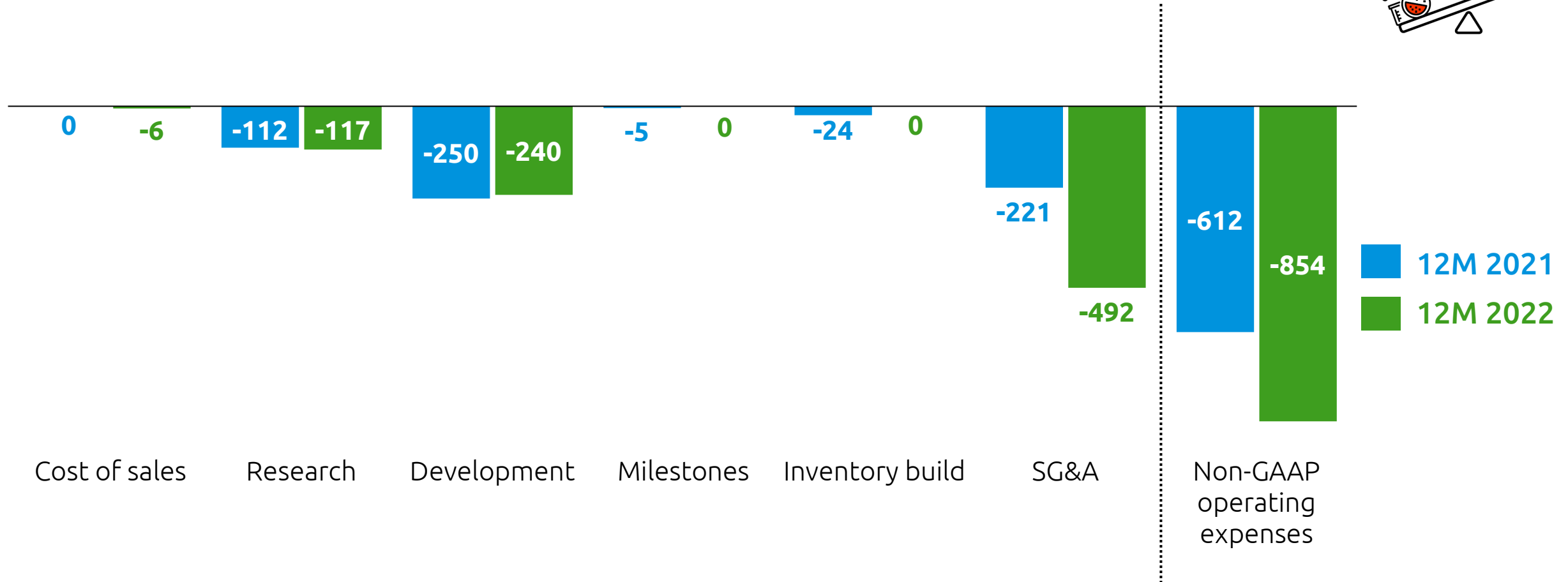


Financial results as of Dec 31, 2022



# Non-GAAP operating expenses

in CHF millions, rounding differences may occur

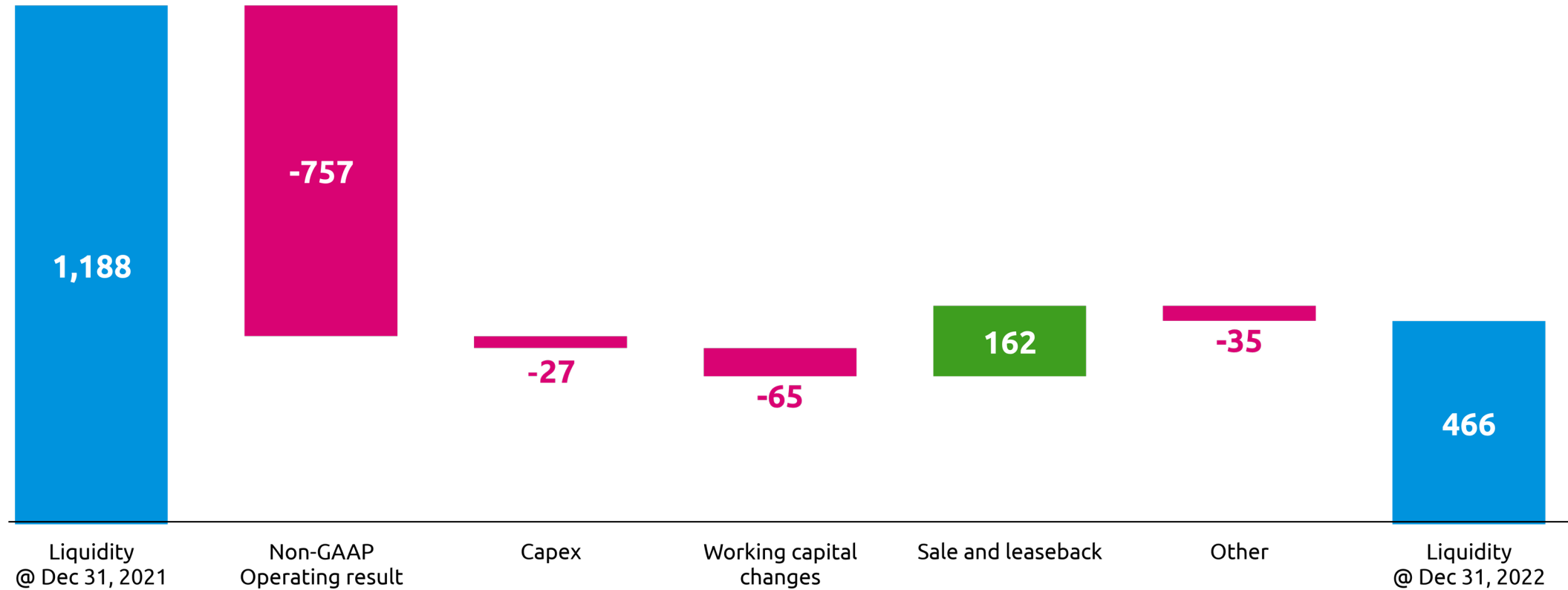


Financial results as of Dec 31, 2022



# Cash flow

in CHF millions, rounding differences may occur

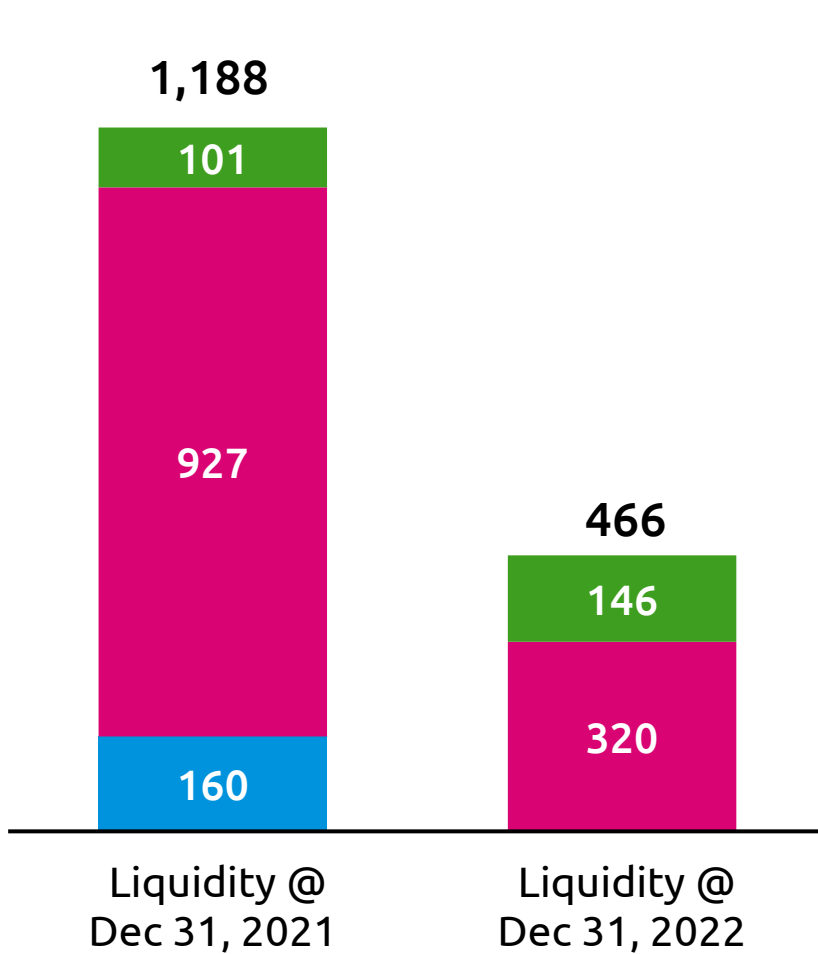


Financial results as of Dec 31, 2022

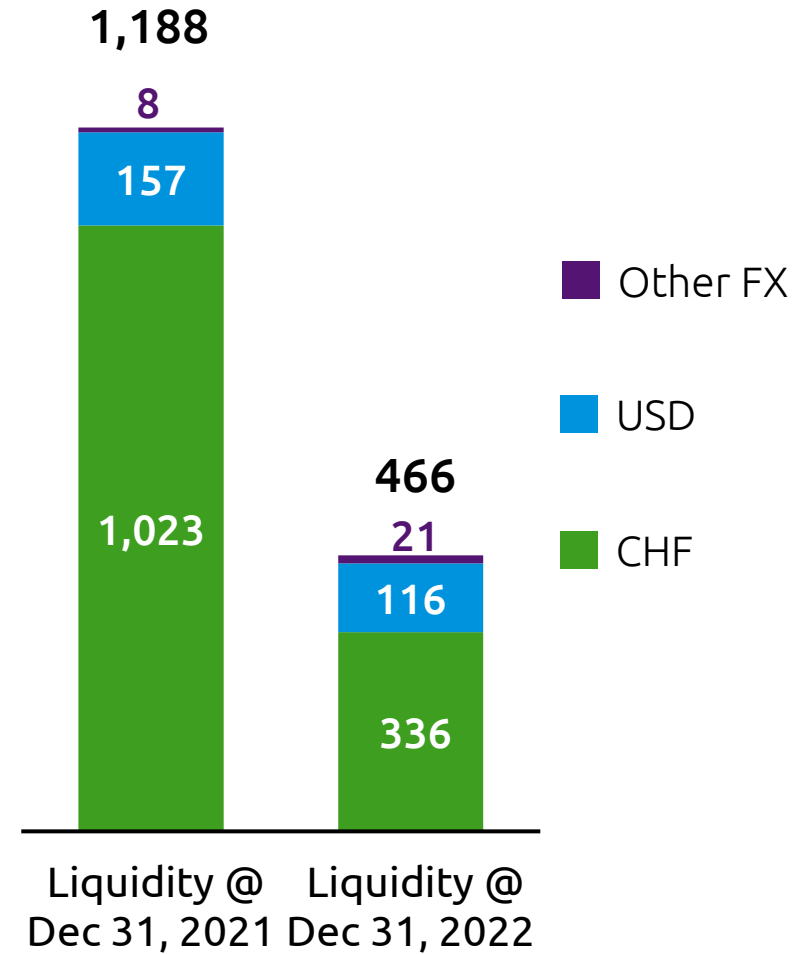


# Liquidity

in CHF millions, rounding differences may occur



- Cash and Cash equivalents
- Cash deposits < 12 months
- Cash deposits > 12 months

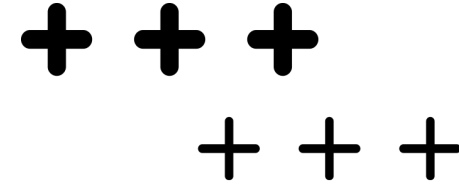


- Other FX
- USD
- CHF

Financial results as of Dec 31, 2022



# Financial Guidance for 2023\*



CHF million

**NON-GAAP**

**US-GAAP**

---

Net Revenue

230

230

---

Operating expenses

880

965

---

**EBIT**

**(650)**

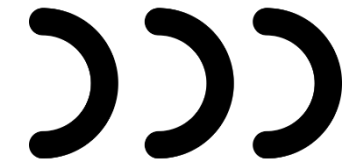
**(735)**

---

\*Excluding unforeseen events

Non-GAAP metrics do not include Depreciation and Amortization, and Shared-Based Compensation

# Profitability target



The company is committed to reach sustainable profitability in 2025 with global revenue above CHF 1 billion

**Based on:**

- Sales of QUVIVIQ
- Sales of PIVLAZ in Japan
- Tiered royalties on apocitentan

Excluding unforeseen events



“Continuing to  
advance our  
pipeline.”

Jean-Paul Clozel  
Chief Executive Officer

**idorsia**

# Our drug discovery engine continues to deliver

Compound	Mechanism of action	Target indication	Status
<b>PIVLAZ® (clazosentan)</b>	Endothelin receptor antagonist	Cerebral vasospasm associated with aneurysmal subarachnoid hemorrhage	Commercially available as PIVLAZ in Japan.
<b>QUVIVIQ™ (daridorexant)</b>	Dual orexin receptor antagonist	Insomnia	Commercially available as QUVIVIQ in the US and the first countries in Europe. Approved in Switzerland and the UK. Under review in Canada. Phase 3 in Japan successful – filing expected in H2 2023. Phase 2 in pediatric insomnia – recruiting.
<b>Aprocitentan*</b>	Dual endothelin receptor antagonist	Difficult-to-control (resistant) hypertension	NDA submitted in the US, MAA submitted in the EU, other filings in preparation
<b>Lucerastat</b>	Glucosylceramide synthase inhibitor	Fabry disease	Phase 3 primary endpoint not met, Open Label Extension study ongoing
<b>Selatogrel</b>	P2Y <sub>12</sub> inhibitor	Suspected acute myocardial infarction	Phase 3 recruiting
<b>Cenerimod</b>	S1P <sub>1</sub> receptor modulator	Systemic lupus erythematosus	Phase 3 recruiting
<b>ACT-1004-1239</b>	ACKR3 / CXCR7 antagonist	Multiple sclerosis and other demyelinating diseases	Phase 2 in preparation
<b>Sinbaglustat</b>	GBA2/GCS inhibitor	Rare lysosomal storage disorders	Phase 1 complete
<b>ACT-1014-6470</b>	C5aR1 antagonist	Immune-mediated disorders	Phase 1
<b>ACT-777991</b>	CXCR3 antagonist	Recent-onset Type 1 diabetes	Phase 1
<b>IDOR-1117-2520</b>	Undisclosed	Immune-mediated disorders	Phase 1

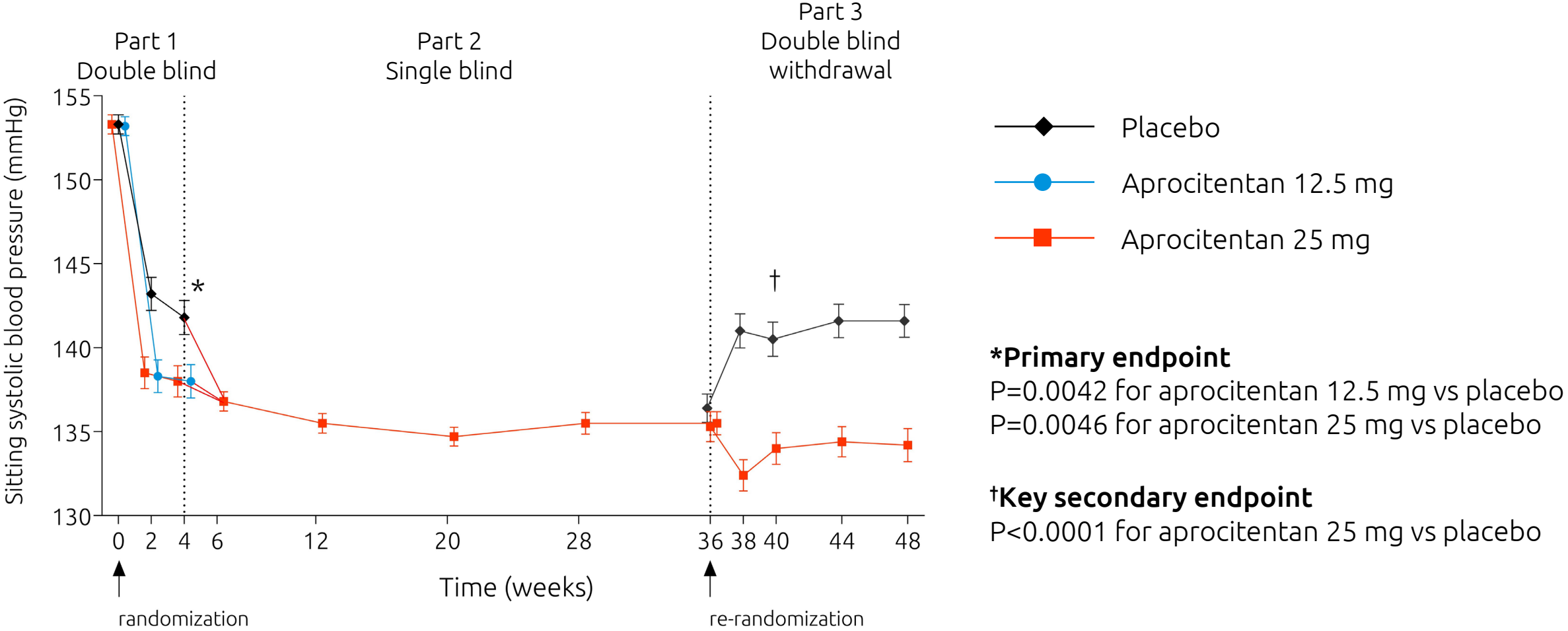
\* In collaboration with Janssen Biotech to jointly develop aprocitentan, Janssen Biotech has sole commercialization rights worldwide.



Neurocrine Biosciences has a global license to develop and commercialize ACT-709478 (NBI-827104), Idorsia's novel T-type calcium channel blocker. ACT-709478 was investigated in a Phase 2 study for the treatment of a rare form of pediatric epilepsy. The study did not meet the primary endpoint. ACT-709478 was generally well tolerated. Neurocrine continues to analyze the data generated in the study to determine next steps.



# Aprocitentan has significant and sustained efficacy



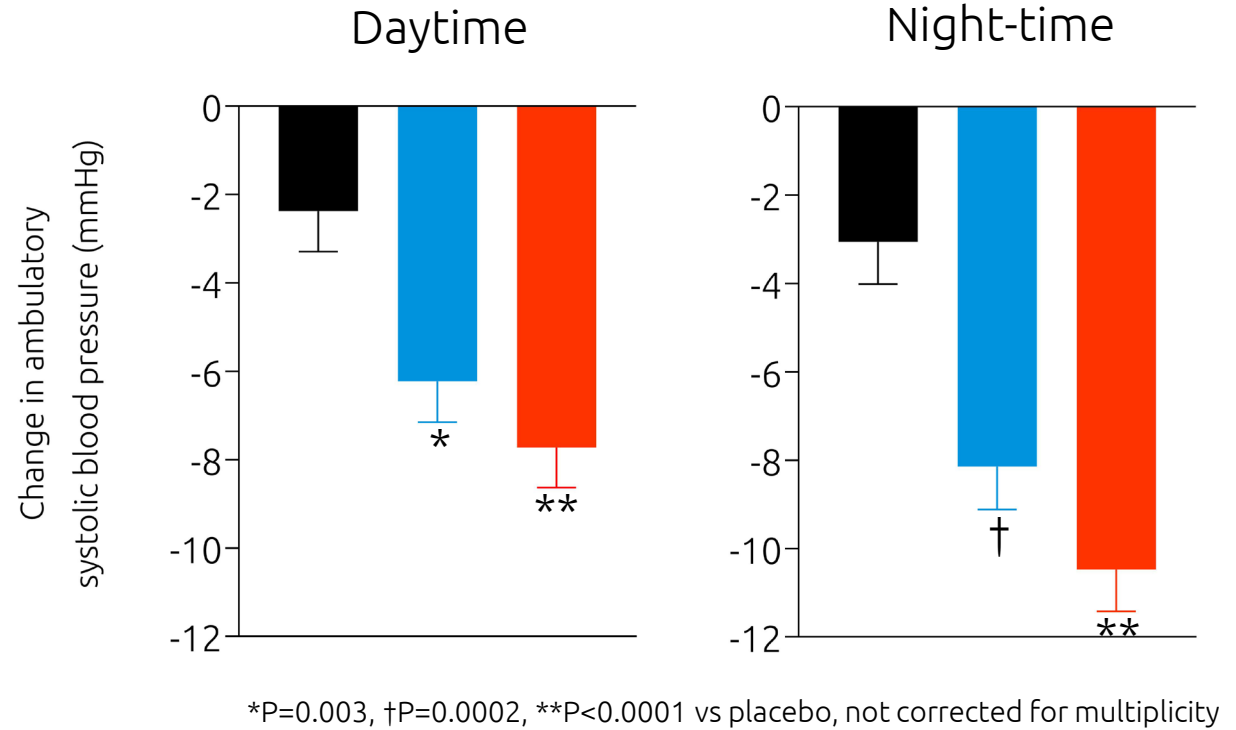
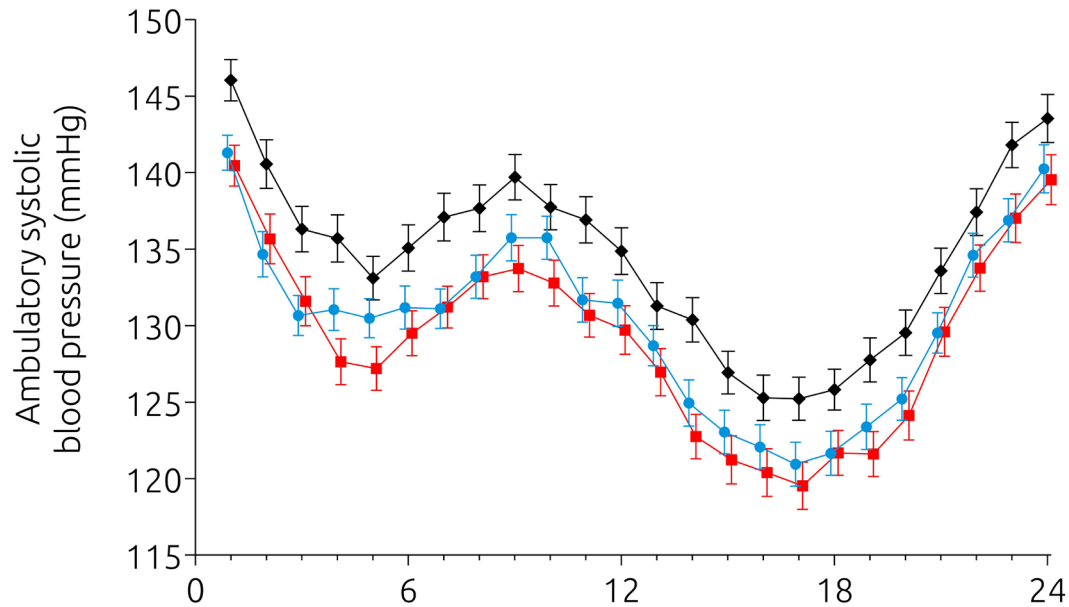
Bars are standard error of the mean  
Values are offset from each other for readability

The most frequent adverse event was fluid retention which was reported more frequently with aprocitentan than with placebo in a dose-dependent fashion

Aprocitentan is investigational, in development and not approved or marketed in any country.



# Efficacy confirmed by Ambulatory BP monitoring at Week 4 (DB Part 1)



- ◆ Placebo
- Aprocitentan 12.5 mg
- Aprocitentan 25 mg

Number of patients	179	175	182	178	174	182
	Placebo	Aprocitentan 12.5 mg	Aprocitentan 25 mg	Placebo	Aprocitentan 12.5 mg	Aprocitentan 25 mg

Bars are standard error of the mean  
 Values are offset from each other for readability

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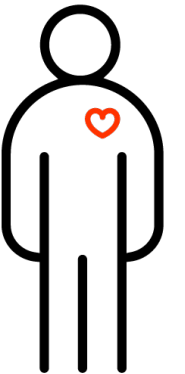
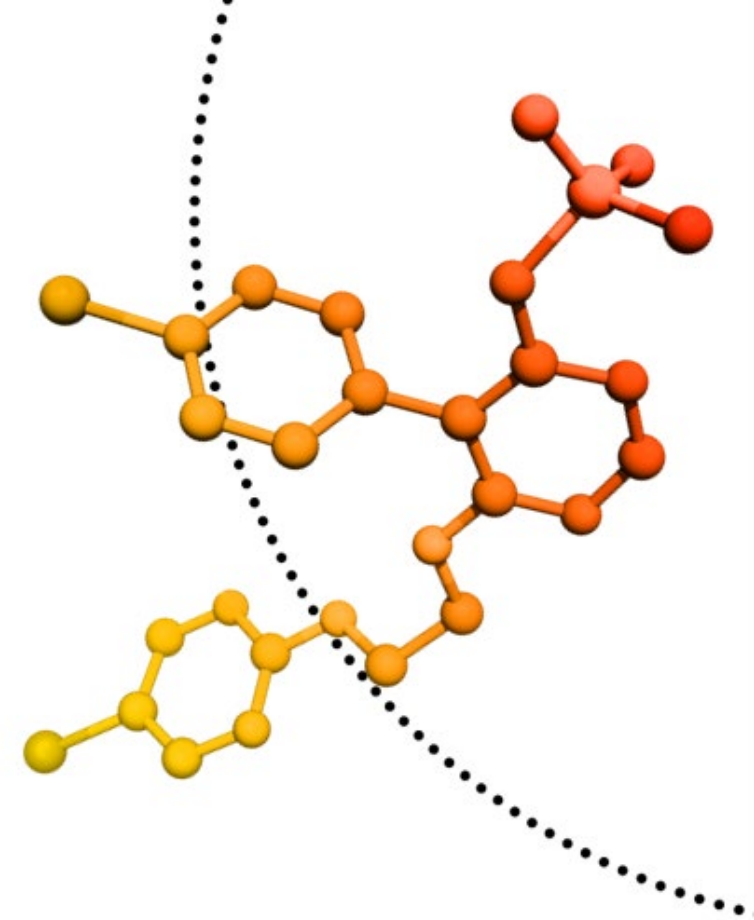
# Aprocitentan for difficult-to-control hypertension

New mode of action in systemic hypertension

Aprocitentan demonstrated a sustained blood pressure reduction over weeks and was well-tolerated

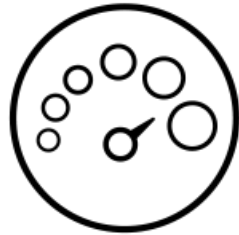
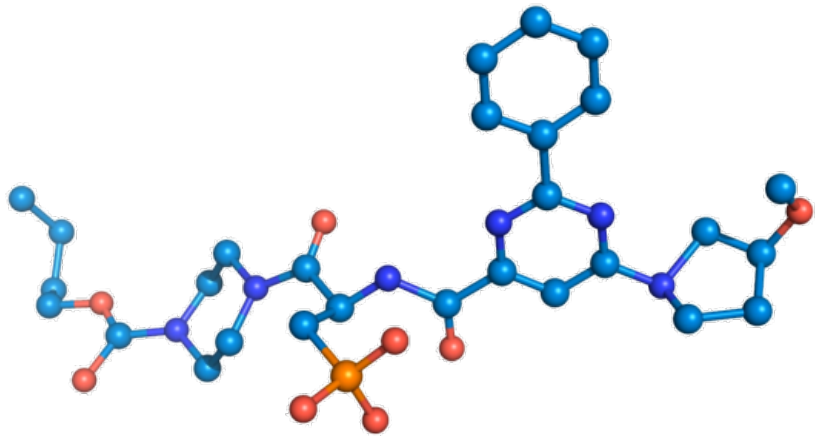
- New drug application (NDA) filed with the US FDA in Dec 2022
- Market authorisation application (MAA) submitted to the EMA in Jan 2023
- Janssen responsible for commercialization – Idorsia entitled to tiered royalties

Aprocitentan is investigational, in development and not approved or marketed in any country.





# Selatogrel – Potential to change the way AMI is treated



**'Fast' onset  
of action**



**'Short' duration  
of action**



**Potent and highly  
selective P2Y<sub>12</sub>  
inhibitor**

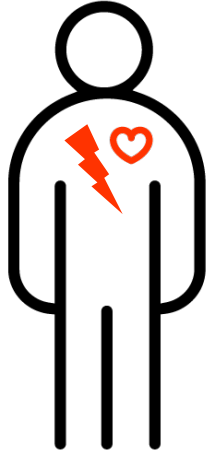


**Suitable for  
subcutaneous  
injection**

Selatogrel is investigational, in development and not approved or marketed in any country.



# Treatment approach in Phase 3 SOS-AMI



Onset of AMI symptoms



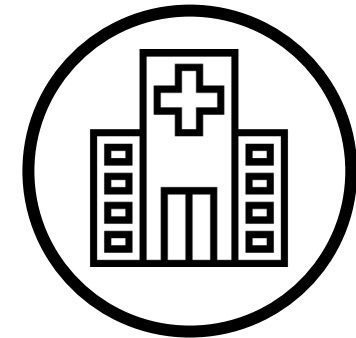
**Self-administer selatogrel using autoinjector at symptom onset**



Patient calls for emergency service or travels to hospital



First medical contact



Emergency medical care follow-up at hospital

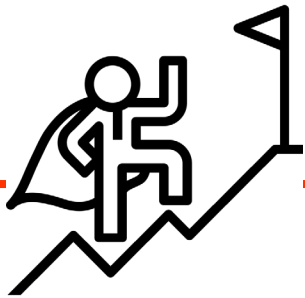
Slowing or stopping of the heart attack

**Our hope: Early intervention leads to better short-term and long-term outcome**

Selatogrel is investigational, in development and not approved or marketed in any country.

# CARE Phase 2b delivered according to promise

**4 mg cenerimod**  
selected for Phase 3  
Potential to be the  
first new generation  
oral drug for SLE

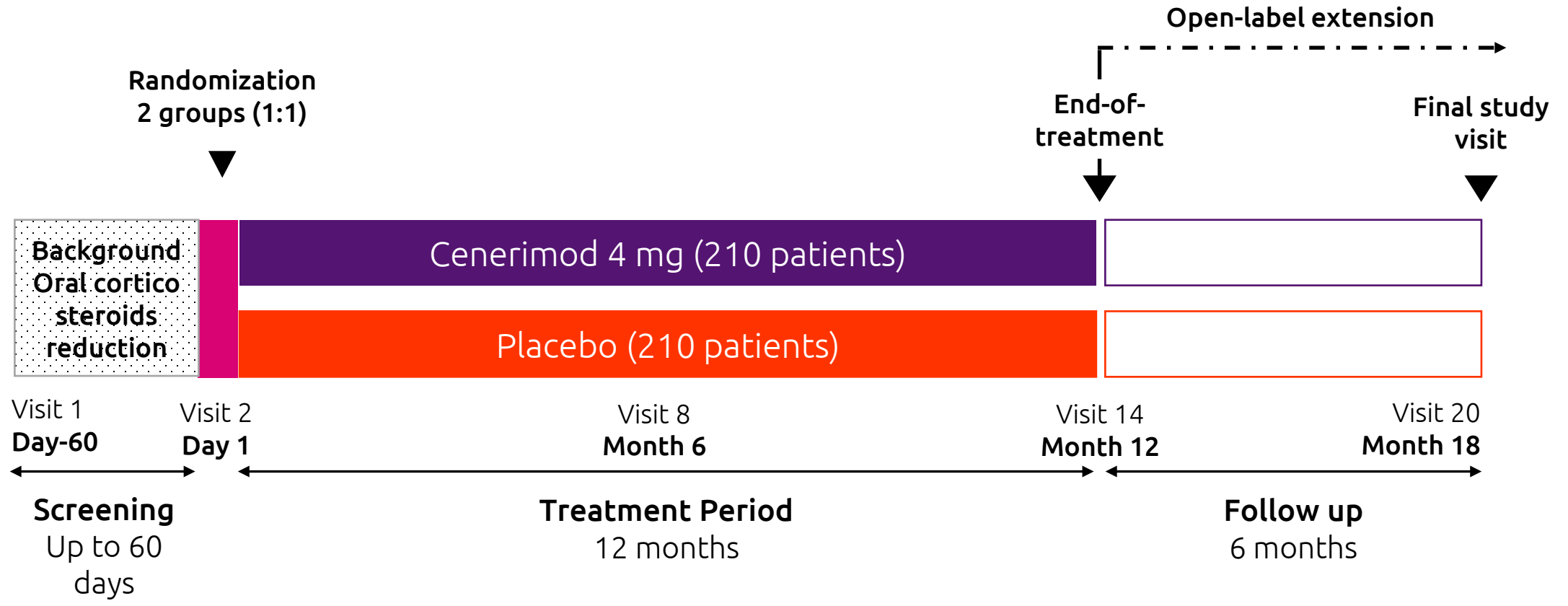


- Clinically meaningful improvement in disease activity
  - Treatment effect increases over time
  - Treatment effect is increased in patients with greater disease severity and high IFN-1 gene signature at baseline
- Favorable safety profile
  - Low rate of serious AEs and infections

Cenerimod is investigational, in development and not approved or marketed in any country.

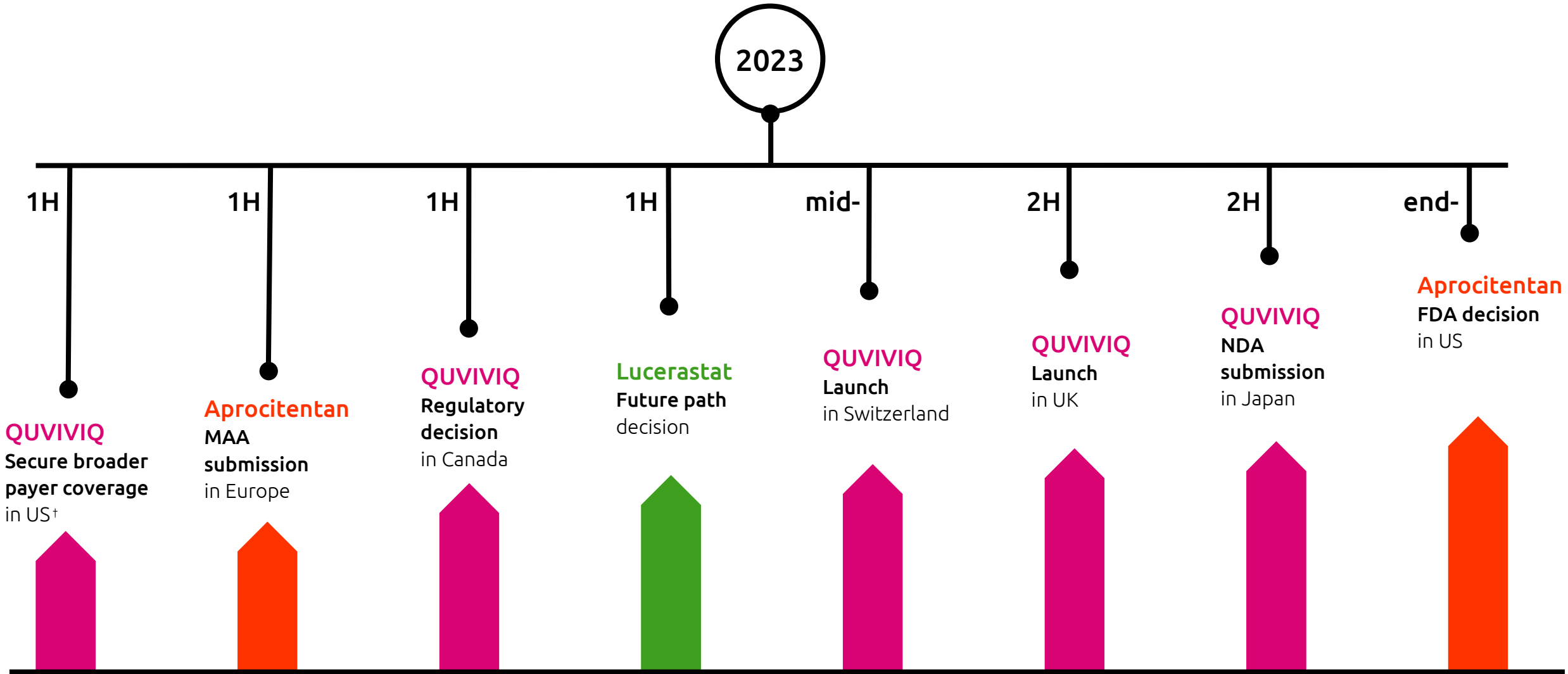
# OPUS: Confirmatory program design

Two Phase 3 multicenter, randomized, double-blind, placebo-controlled, parallel-group studies to evaluate the **efficacy, safety, and tolerability** of cenerimod in adult patients with moderate-to-severe SLE on top of background therapy



Cenerimod is investigational, in development and not approved or marketed in any country.

# Momentum building catalysts in 2023



†Effective January 15, 2023, QUVIVIQ will be covered at parity to the other branded dual orexin receptor antagonist products for the Express Scripts National Preferred Formulary.



# Building momentum in 2023

