



# Corporate Presentation

NOVEMBER 2021

Nasdaq: LGND

# SAFE HARBOR STATEMENT

The following presentation contains forward-looking statements by Ligand and its partners that involve risks and uncertainties and reflect Ligand's and its partners' judgment as of the date of this presentation. Words such as “plans,” “believes,” “expects,” “projects,” “could,” “anticipates,” and “will,” and similar expressions, are intended to identify forward-looking statements. These forward-looking statements include, without limitation, expectations regarding research and development programs; the timing of the initiation or completion of preclinical studies and clinical trials by Ligand and its partners; expectations regarding product approvals and potential for future revenue growth; launches by Ligand or its partners and the timing thereof; Ligand's plans to pursue a separation of the OmniAb business, including the makeup of the separated and retained businesses and their strategic focus and plans; the potential structure of the separation; and total addressable market for antibodies. Actual events or results may differ from Ligand's expectations due to risks and uncertainties inherent in Ligand's business, including the inherent risks of clinical development and regulatory approval of product candidates, including that FDA or foreign regulatory authorities may not agree with our or our partners' conclusions regarding the results of clinical trials; the OmniAb separation may not be completed in accordance with the expected plans or anticipated timeline or at all, and may not achieve the intended strategic, operational and financial benefits; Ligand may be unable to successfully integrate operations from acquired businesses or may face other difficulties as a result of acquisitions such as strain on operational resources; the total addressable market for antibodies or other therapeutics may be smaller than estimated; we face competition with respect to our technology platforms, including OmniAb, which may demonstrate greater market acceptance or superiority; partnered commercial products may not perform as expected; Ligand relies on collaborative partners for milestone and royalty payments, royalties, materials revenue, contract payments and other revenue projections; Ligand does not have contractual relationships with certain parties identified as partners and is dependent on WuXi Biologics Ireland Limited to enforce any contractual rights such as payment of royalties or milestones; the possibility that Ligand's and its partners' drug candidates might not be proved to be safe and efficacious and uncertainty regarding the commercial performance of Ligand's and/or its partners' products; and other risks and uncertainties described in its public filings with the Securities and Exchange Commission, available at [www.sec.gov](http://www.sec.gov). Additional risks may apply to forward-looking statements made in this presentation. Information regarding partnered products and programs comes from information publicly released by our partners. Our trademarks, trade names and service marks referenced herein include Ligand, Captisol, Pelican Expression Technology, OmniAb, OmniChicken, OmniRat, OmniMouse, OmniFlic, OmniClic and OmniTaur. Each other trademark, trade name or service mark appearing in this presentation belongs to its owner.

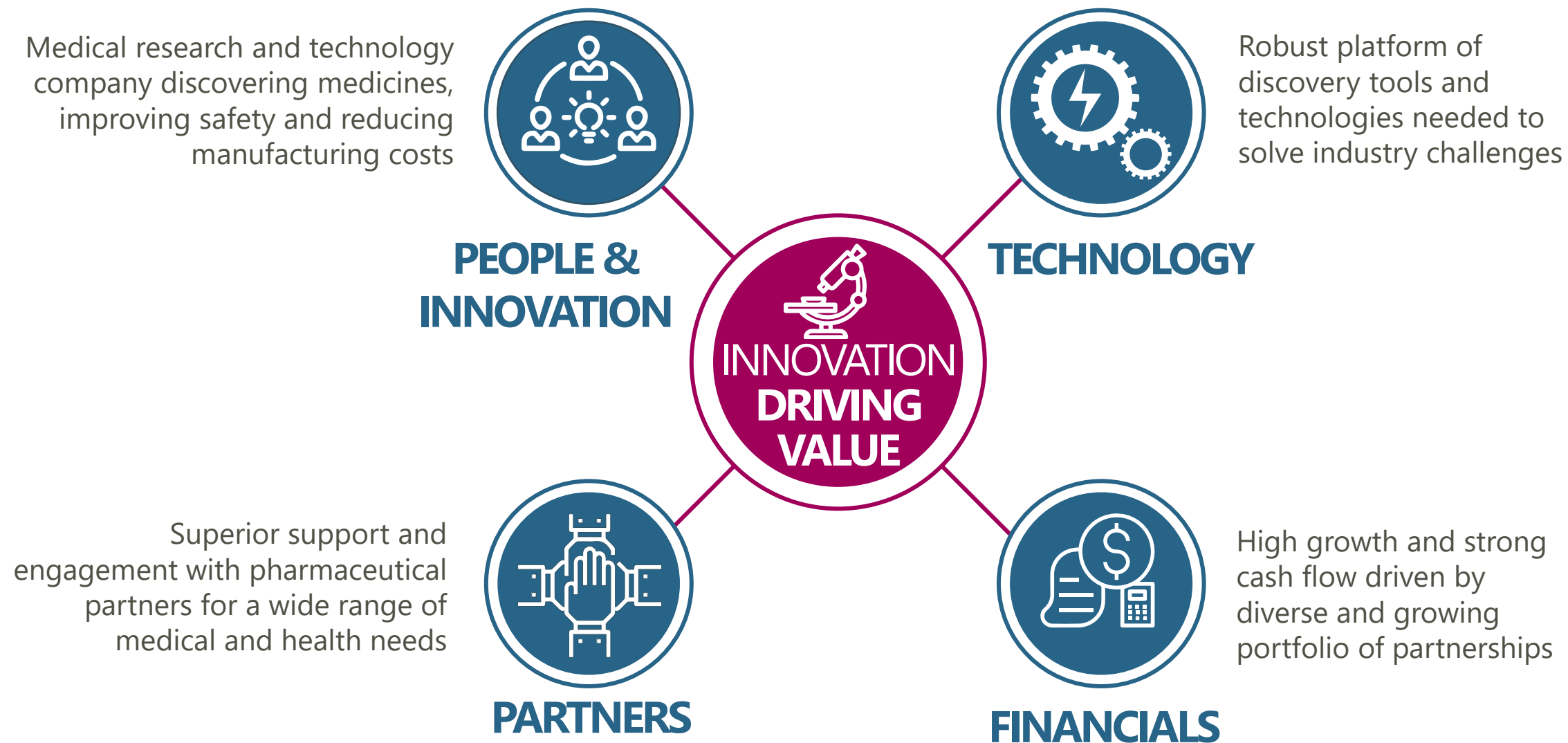
The process for reconciliation between the non-GAAP adjusted financial numbers presented on slide 10 and the corresponding GAAP figures is shown in the earnings press release for the third quarter ended September 30, 2021 available at <https://investor.ligand.com/press-releases>. However, other than with respect to total revenues, the Company only provides financial guidance on an adjusted basis and does not provide reconciliations of such forward-looking adjusted measures to GAAP due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliation. Ligand disclaims responsibility for any statement by a person other than its employees and the views expressed by persons other than Ligand employees do not necessarily reflect the views of Ligand.

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This presentation shall not constitute an offer to sell or a solicitation of an offer to buy securities, and shall not constitute an offer, solicitation or sale in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of that jurisdiction.

# ABOUT LIGAND

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# LIGAND ADDS VALUE . . .

. . . JUST ASK OUR MORE THAN 130 PARTNERS

Our research and technology help partners...



**Discover medicines**



**Improve safety**



**Reduce costs**

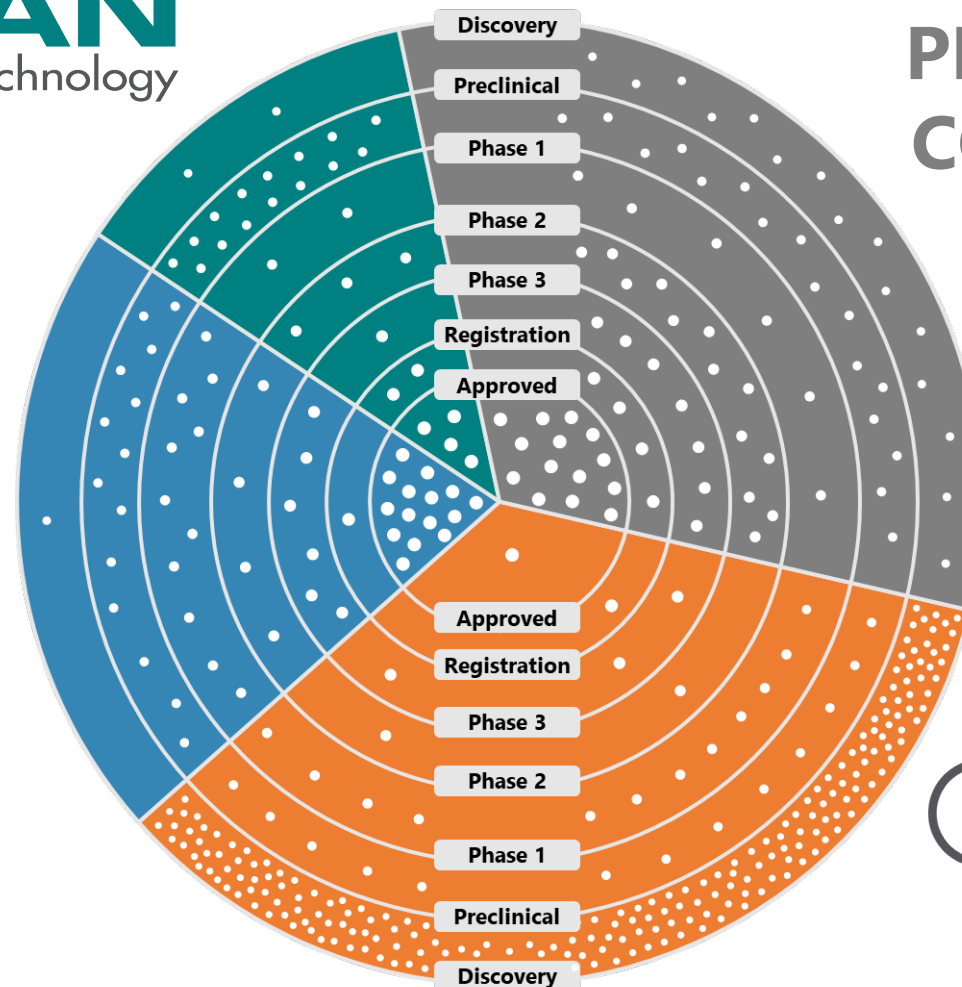
Ligand's technology and R&D support entitles us to **share in revenue of partners through royalties**

# PARTNERED PIPELINE

BROAD PORTFOLIO WITH OVER 130 DIFFERENT PARTNERS

**PELICAN**<sup>™</sup>  
*P. fluorescens* expression technology

**CAPTISOL**<sup>®</sup>







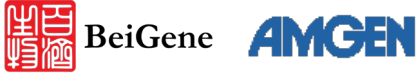

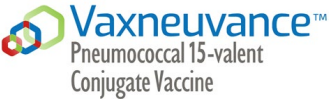
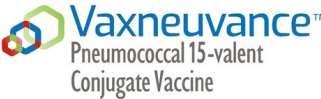






**PROPRIETARY  
COMPOUNDS**

OmniAb<sup>®</sup>















# FIVE RECENT APPROVALS

OUR PROPRIETARY PLATFORMS ARE ENABLING IMPORTANT APPROVALS AND POSITIONING LIGAND FOR SUBSTANTIAL GROWTH OF ROYALTY REVENUE

PROGRAM	PARTNER	TECH PLATFORM	APPROVAL
 <small>Pneumococcal Polysaccharide Conjugate Vaccine (Adsorbed, 10-Valent)</small>	 <small>SERUM INSTITUTE OF INDIA</small> <small>Cyrus Poonawalla Group</small>	 <small>P. fluorescens expression technology</small>	December 2020
 <small>asparaginase erwinia chrysanthemi (recombinant)-rywn for injection 10mg/0.5mL per vial</small>	 <small>Jazz Pharmaceuticals</small>	 <small>P. fluorescens expression technology</small>	June 2021
 <small>Kyprollis (carfilzomib) for injection</small>	 <small>BeiGene AMGEN</small>	 <small>CAPTISOL®</small>	July 2021
 <small>Vaxneuvance™ Pneumococcal 15-valent Conjugate Vaccine</small>	 <small>MERCK</small>	 <small>P. fluorescens expression technology</small>	July 2021
 <small>Zimmerelimab</small>	 <small>gloria 誉衡生物 BIOSCIENCES</small>	 <small>OmniAb®</small>	August 2021



# PARTNERED PIPELINE SNAPSHOT

Partner	Program	Therapy Area	Technology	Preclinical	Phase 1	Phase 2	Phase 3	Approved
	<i>Kyprolis</i> ®	Oncology	Captisol					
	<i>EVOMELA</i> ®	Oncology	Captisol					
	<i>Veklury</i> ®	Infection	Captisol					
	<i>Teriparatide</i>	Osteoporosis	Pelican					
	<i>Pneumosil</i> ®	Infection	Pelican					
	<i>Rylaze</i> ™	Oncology	Pelican					
	<i>Vaxneuvance</i> ™	Infection	Pelican					
	Zimberelimab	Oncology	OmniAb					
Multiple Additional Partners and Programs				Includes: ZULRESSO (Sage), MINNEBRO (Daiichi-Sankyo), NEXTERONE (Baxter), DUAVEE (Pfizer), and 22 Others				
	Sparsentan	Kidney Disease	NCE					
	Sugemalimab	Oncology	OmniAb					
	Zimberelimab	Oncology	OmniAb					
	Ganaxolone-IV	CNS	Captisol					
	Ensifentrine	Respiratory	NCE					
	SB206	Infection	NCE					
Multiple Additional Partners and Programs				Includes 17 additional Phase 3 or Pivotal assets				
Multiple Partners and Programs				26 Phase 2 assets				
Multiple Partners and Programs				29 additional Phase 1 assets				











Partnered pipeline also includes >200 preclinical and discovery programs

Status of partnered programs from information released by our partners and from [clinicaltrials.gov](https://clinicaltrials.gov)

(1) Partnership is through a Ligand license with WuXi Biologics

# WE EXPECT A SUBSTANTIAL CALENDAR OF LATE-STAGE EVENTS

## Next Six Quarters of Potential Events

Approvals	NDA Submissions		Major Data Events	
<b>Sugemalimab</b> Approval (China) 	<b>Sparsentan</b> NDA Submissions 	<b>Sugemalimab</b> NDA Submission (US) 	<b>Ensifentrine</b> Phase 3 data 	<b>VK2809</b> Phase 2 data 
<b>Teriparatide</b> TE (US) 	<b>Rylaze™</b> MAA Submission 	<b>Vaxneuvance™</b> Pediatric Submission 	<b>Ganaxalone-IV</b> Phase 3 data 	<b>Lasofoxifene</b> Phase 2 data 

Based on clinicaltrials.gov or partner disclosures



# DISCOVERY & MANUFACTURING PLATFORMS

CUTTING-EDGE, ROYALTY-BEARING TECHNOLOGIES THAT MAKE MAJOR LIFE-SAVING GLOBAL DRUGS POSSIBLE

*Manufacturing/CMC*

**PELICAN**<sup>™</sup>  
*P. fluorescens* expression technology

*Making production possible*

*Antibody Discovery*

OmniAb<sup>®</sup>

*Delivering fully human antibodies*

**Ligand's business model is based on providing drug discovery platforms,  
completing early-stage drug development and partnering**

# 2021 FINANCIAL REVIEW

GUIDANCE GIVEN AT Q3 EARNINGS RELEASE

# 40%+

2021 revenue growth

# 30%+

2021 adjusted EPS growth

**\$265 - \$275  
million**

Total Revenue

Royalty and Milestone combined exceeding previous \$91 million expectations

**75% - 80%**

Gross Margin

Strong gross margins even with outsized Captisol contribution

**\$80 - \$85  
million**

Cash Expenses

Cash operating expenses in line with original expectations

**\$5.80 - \$6.05**

Adjusted EPS

Adjusted EPS driven by high cash flow and low share count

The background of the slide is a dark blue/black field filled with a complex pattern of glowing binary code (0s and 1s) and bright, multi-colored light streaks in shades of orange, yellow, and blue, creating a high-tech, digital atmosphere.

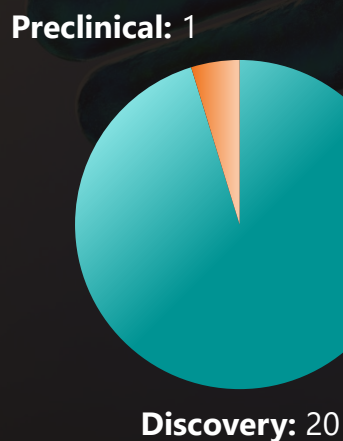
OmniAb<sup>®</sup>

# BUSINESS OVERVIEW

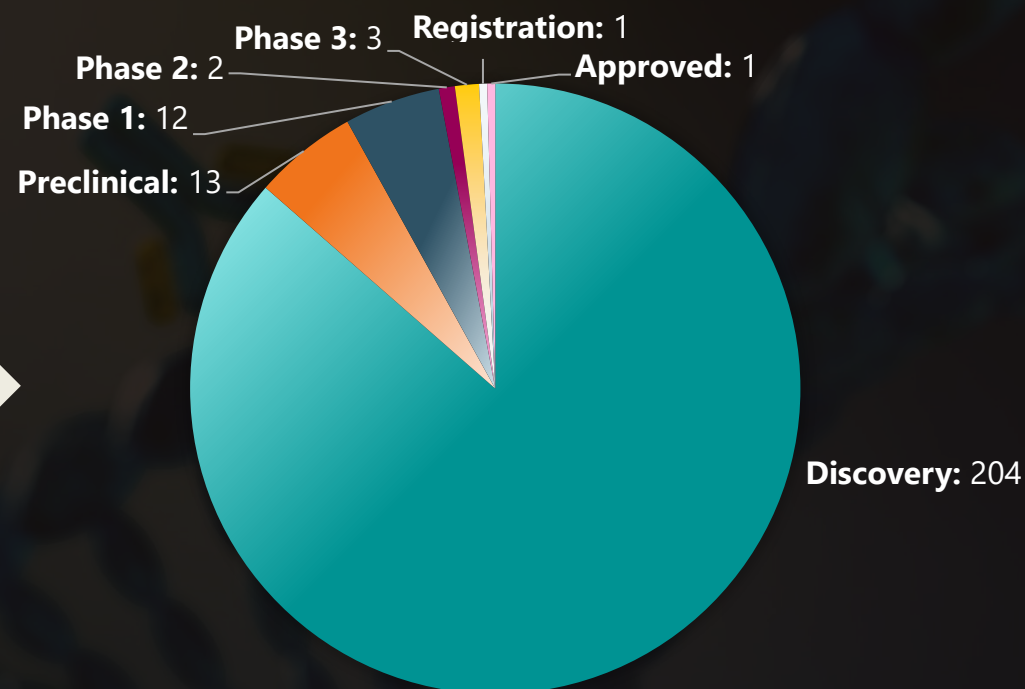
# OMNIAB PARTNER PROGRAMS

## PROGRESSION AND PERFORMANCE IN PROGRAMS BY STAGE OF DEVELOPMENT

### 2016 at Acquisition<sup>(1)</sup>



### Today



**Substantial progress** in all phases, increase in discovery programs expected to **rapidly feed growth** in new clinical programs and future approvals

(1) Estimated based on diligence at the time of acquisition



# ANTIBODIES AND INDUSTRY DEMAND

HIGHER SUCCESS RATES FOR ANTIBODY MEDICINES DRIVE OUR INDUSTRY'S NEED FOR DISCOVERY TECHNOLOGY

## Existing Industry limitations

- **Current approaches burdened with critical disadvantages** – lack of antibody diversity, lengthy timelines, excess costs and lack of flexibility

## Increasing Antibody Market

- **>\$235B in antibody sales by 2025** (up from >\$180B in 2020)
- **41 blockbuster antibodies in 2020** (up from 36 in 2019)
- Five best-selling antibodies had ~\$55B of sales in 2020

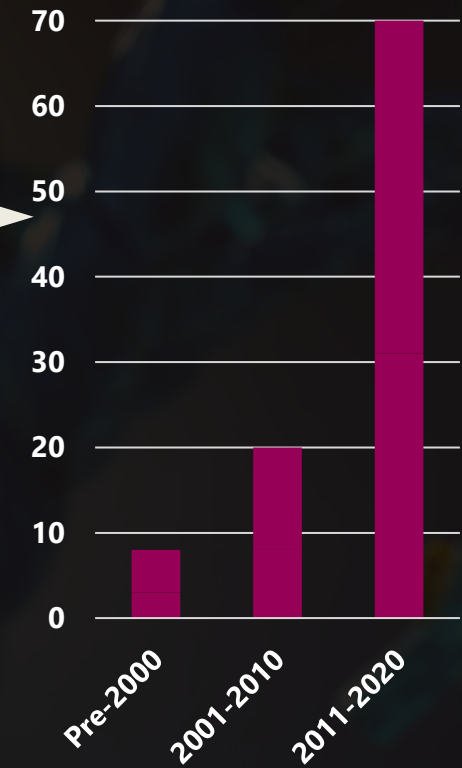
## Higher Success Rates

Type of Drug	Clinical Success Rates <sup>(1)</sup>
Small Molecules	6.2%
Biologics/Antibodies	11.5%

Historical success rates for antibody classes is **nearly twice the rate** of small molecules

## Acceleration of Regulatory Approvals (FDA and EMA)

Substantial growth in number of new antibody therapeutics



Sources:  
 2020 Sales of Recombinant Therapeutic Antibodies, Proteins, Biosimilars & Other Biologics (La Merie Publishing).  
 Clinical Development success rates 2006-2019 (Bio, Biomedtracker and Amplion).  
 Tables of approved mAbs and antibodies in review available at <https://www.antibodysociety.org/resources/approved-antibodies/>  
 (1) Defined as composite success rate of clinical development from Phase I trials to regulatory submission.

# OMNIAB BOARD CONSIDERATIONS AND LEADERSHIP

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**Sarah Boyce**  
**Board Member Nominee**  
CEO, Avidity Biosciences  
Board Member, Berkeley Lights  
Former: Akcea, Ionis, Forest Labs



**Jennifer Cochran, PhD**  
**Board Member Nominee**  
Professor of Bioengineering, Stanford University  
Founder of multiple tech companies



**Sunil Patel**  
**Board Member Nominee**  
Public & Private Biotech Executive  
Former: OncoMed, Abgenix, Gilead, BiPar Sciences,  
Allos Therapeutics, Connetics



**John Higgins**  
**Board Member**  
CEO, Ligand  
Former: CFO, Connetics



**Matt Foehr**  
**President / CEO / Board Member**  
Board Member, Viking Therapeutics  
Exec at Ligand, GlaxoSmithKline,  
Stiefel Labs, Connetics



**Charles Berkman**  
**Chief Legal Officer**  
SVP, General Counsel and Secretary, Ligand  
Former: Baker & McKenzie, Lyon & Lyon



The background of the slide features a detailed 3D rendering of an antibody molecule. The molecule is shown in a Y-shape, with its two heavy chains and two light chains. The variable regions at the tips of the Y are highlighted in a vibrant red, while the constant regions are depicted in a dark grey or black. The structure is set against a dark, almost black, background, which makes the glowing red and grey of the antibody stand out. The overall aesthetic is scientific and high-tech.

OmniAb<sup>®</sup>

THE OMNIAB PLATFORM

# OMNIAB AT A GLANCE

MISSION: ENABLE THE RAPID DEVELOPMENT OF INNOVATIVE THERAPEUTICS BY PUSHING THE FRONTIERS OF DRUG DISCOVERY TECHNOLOGIES

## ***Biologically Driven Antibody Discovery Platform***

- *Harness the power of BIOLOGICAL INTELLIGENCE™ and high-throughput screening technologies to discover high quality antibodies*
- *The only four species platform (transgenic rat, mouse and chicken, and cow-derived)*

## ***Differentiated Business Model***

- *50+ global partners and 200+ active discovery programs*
- *One approved OmniAb-derived product and 18 clinical stage antibodies*

## ***One of the Largest Greenfields in the Pharma Industry***

- *Antibody therapeutic market expected to grow from >\$180B in 2020 to >\$235B by 2025*

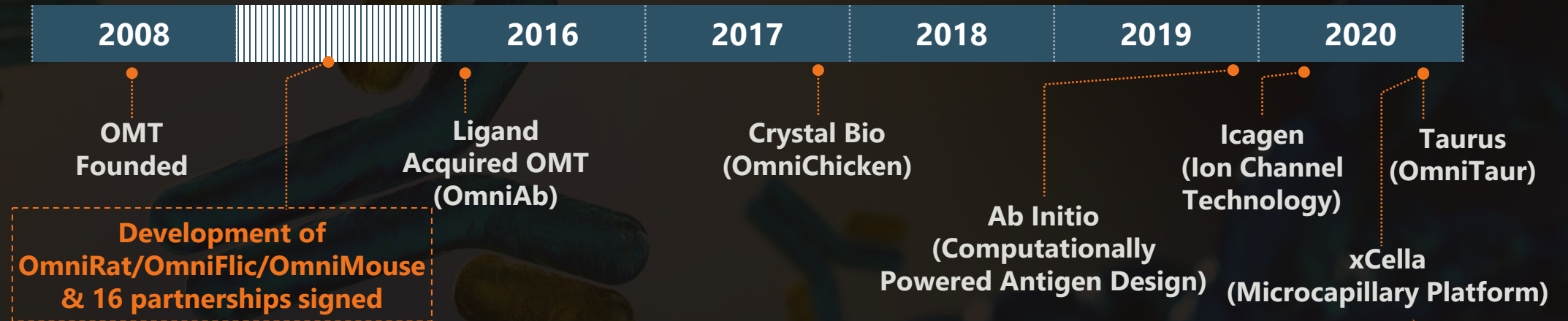
## ***Globally Recognized Science and Team***

- *History of firsts in genetic engineering*
- *Facilities: Emeryville, CA; Durham, NC; Tucson, AZ*
- *Employees: 70*



# OMNIAB HISTORY

OVER 12 YEARS OF INVESTMENT BUILT OUR BEST-IN-CLASS PLATFORM

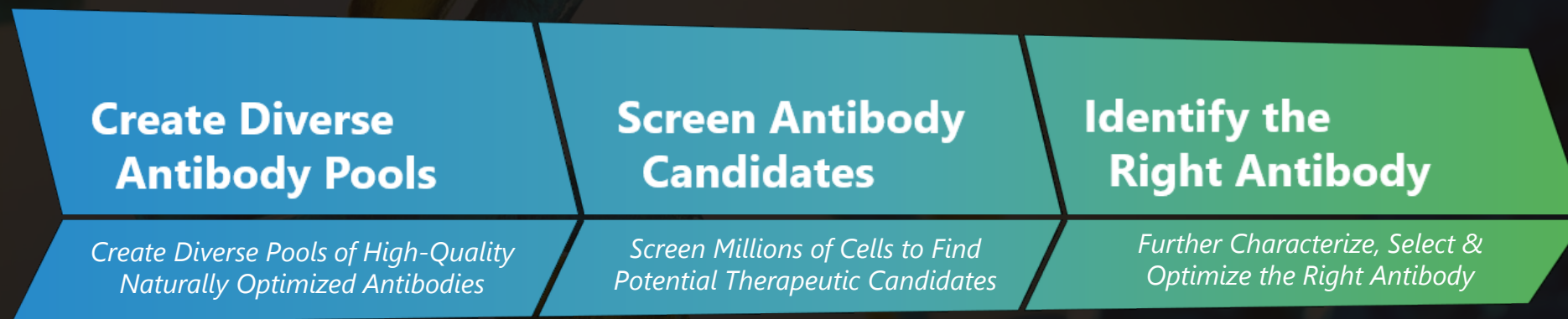


## Significant Internal Investment and R&D

- Next generation animals (Bispecifics, HCO, etc.)
- Expanded state-of-the art labs and added capacity
- AI-powered single-cell microcapillary platform
- Characterization and optimization team

Strategically built tech platform to optimally harness the power of **BIOLOGICAL INTELLIGENCE™**

# THE OMNIAB PLATFORM

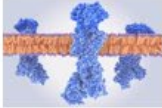





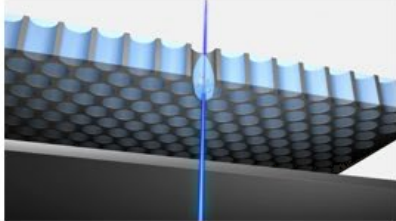


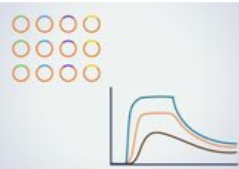


Technology offering addresses critical industry needs and is paired with our highly specialized and efficient operation

We leverage our proprietary and differentiated technologies rather than commoditized industry services that are widely available from CROs or built into big pharma

# THE OMNIAB PLATFORM

OmniAb Technologies

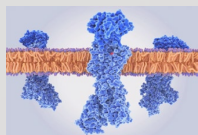
Create Diverse Antibody Pools	Screen Antibody Candidates	Identify the Right Antibody
<p>Create Diverse Pools of High-Quality Naturally Optimized Antibodies</p>	<p>Screen Millions of Cells to Find Potential Therapeutic Candidates</p>	<p>Further Characterize, Select &amp; Optimize the Right Antibody</p>
<p> Computational Antigen Design &amp; Proprietary Reagents</p> <hr/> <p>  OmniChicken</p> <p>Robust Antibodies for Any Target</p> <hr/> <p>  Bispecific Antibody Generation</p> <p> Cow-inspired Antibodies for Difficult Targets</p>	<p> xPloration High-Throughput Single Cell Screening</p> <hr/> <p> Gel Encapsulated Microenvironment (GEM) Single Cell Screening</p>	<ul style="list-style-type: none"> <li>Custom Bioinformatics</li> <li>Next Generation Sequencing (NGS) Hit Expansion</li> </ul> <p></p> <hr/> <ul style="list-style-type: none"> <li>Comprehensive Functional Characterization</li> <li>Proprietary Ion Channel Assays</li> </ul> <p></p>

Technology offering addresses the most critical challenges of antibody discovery

# THE OMNIAB PLATFORM

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## Antibody Generation Technologies



Computational  
Antigen Design &  
Proprietary Reagents



OmniRat



OmniMouse

OmniChicken

Robust Antibodies for Any Target



OmniFlic

OmniClic

Bispecific Antibody  
Generation

OmniTaur

Cow-inspired  
Antibodies for Difficult  
Targets

Create Diverse  
Antibody Pools

Screen Antibody  
Candidates

Identify the  
Right Antibody

We believe generating **large and diverse** pools of high-quality antibodies increases the likelihood of **discovering the antibody** with the **most desirable therapeutic characteristics**

Industry's only four-species platform

18 clinical and one approved antibody<sup>(1)</sup>

A heritage of genetic engineering capabilities

Carefully designed transgenes for robust response

Bispecific and cow-inspired technologies enable  
next generation therapeutics

(1) In August 2021, zimberelimab was approved in China for the treatment of recurrent or refractory classical Hodgkin's lymphoma.



# THE OMNIAB PLATFORM

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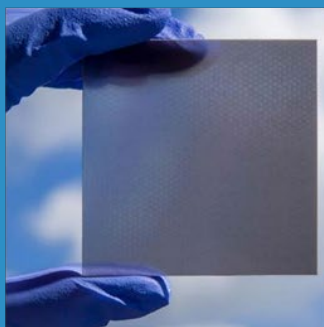
Create Diverse  
Antibody Pools

Screen Antibody  
Candidates

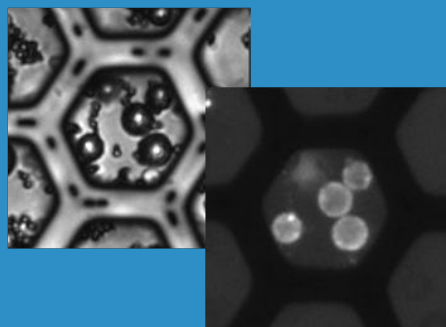
Identify the  
Right Antibody

## *xPloration Microcapillary Technology*

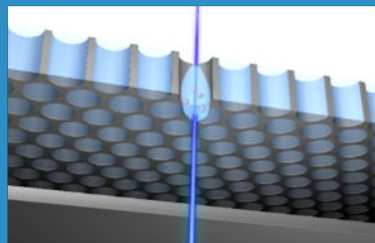
Image millions of cells



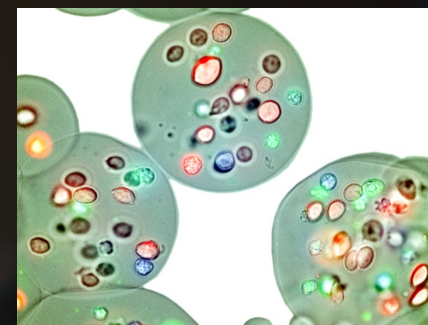
Diverse and flexible assays



Rapidly recover 1,000's  
of antibody sequences



## *Gel Encapsulated Microenvironment (GEM)*



## *xPloration 2.0 (in development)*



We offer two powerful single B-cell screening technologies: the  
**xPloration and GEM assay**

Multi-parameter screening of **tens of millions** of cells in **hours**  
**instead of weeks**

AI **selects** and **ranks** thousands of **promising therapeutic candidates**  
from immense amounts of phenotypic data

# THE OMNIAB PLATFORM

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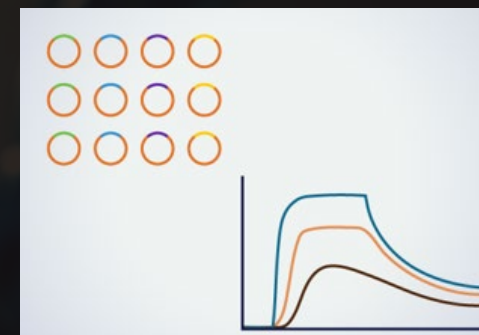
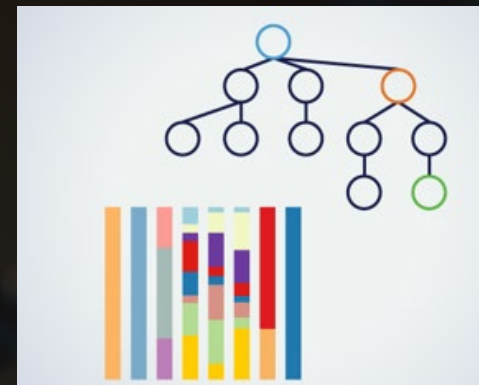
Create Diverse  
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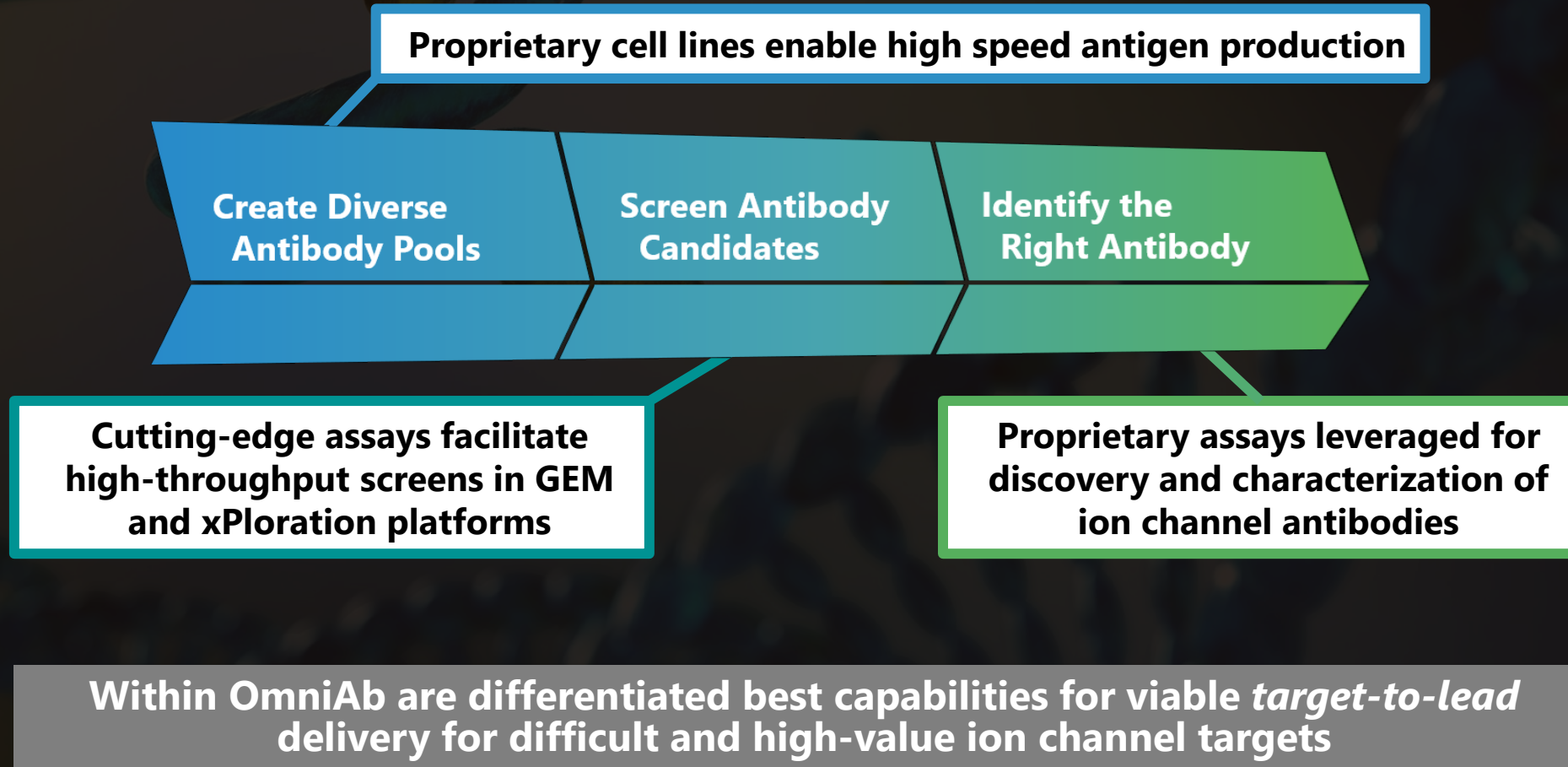
Our discovery teams are **flexibly positioned** to work closely with partners to **identify the right antibody**

- Data from multi-parameter screening and performance assays used in combination with bioinformatics
- Assays include high-throughput epitope binning and kinetics analysis, and target-specific functional assays
- Next generation sequencing (NGS) hit expansion to identify variant antibodies with improved characteristics
- Proprietary assays for ion channel and transporter targets



# THE OMNIAB PLATFORM

EXTENSIVE BIOLOGICAL CAPABILITIES ON ION CHANNELS AND TRANSPORTERS





A detailed 3D molecular model of an antibody, showing its characteristic Y-shaped structure. The molecule is composed of two heavy chains and two light chains, with various amino acid side chains visible as small spheres. The structure is rendered in a semi-transparent, wireframe-like style, allowing the internal framework to be seen. The color scheme is primarily white and light gray, with some red and orange highlights on specific regions, possibly indicating binding sites or specific amino acid types. The background is a dark, textured blue with some lighter, hazy areas, suggesting a biological or scientific environment.

OmniAb<sup>®</sup>

**PARTNERSHIP BUSINESS MODEL**

# OMNIAB BUSINESS MODEL

OUR AGREEMENTS ARE STRUCTURED TO ALIGN ECONOMIC AND SCIENTIFIC INTERESTS WITH OUR PARTNERS

## License partnerships designed to include:

- *Technology access and collaboration/service fees*
- *Milestones*
- *Royalties on commercial sales*

We have nearly **\$1.5 billion in contracted milestones** (for approximately 300 events) from active OmniAb programs today, with **continued growth expected** as **partners expand use of the platform** and as we add new partners



# OMNIAB INTELLECTUAL PROPERTY ADVANTAGE

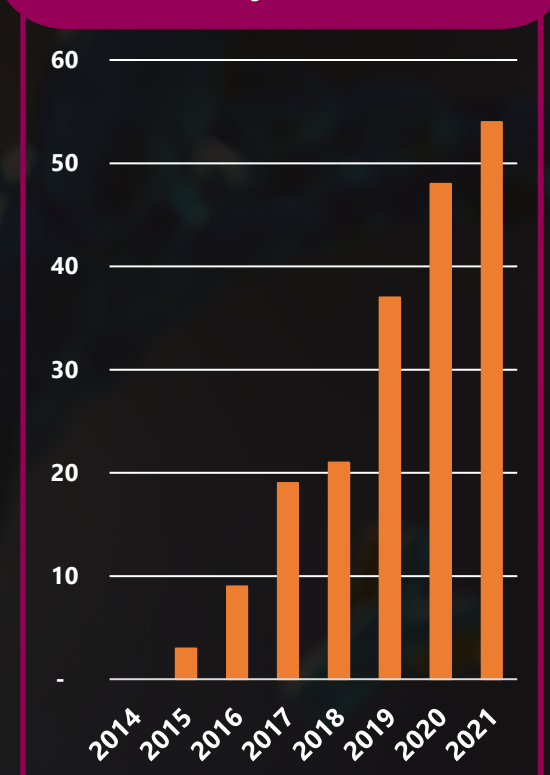
PARTNERS FILING PATENTS ON OMNIAB-DERIVED ANTIBODIES CREATES DURABLE ROYALTY STREAMS AND A LENGTHY INTELLECTUAL PROPERTY TAIL

- We maintain a broad intellectual property estate with multiple long duration patent families covering each major element of our technology platform
- Licenses are structured so that royalties are linked to the patents for the antibodies discovered with OmniAb, thereby creating **a lengthy coverage tail**

> **50 patent filings by our partners** claiming an OmniAb-derived antibody as primary invention, with expiries up to 2041

Over **300 patents** issued worldwide

Antibody Patent Applications  
filed by Partners





# SELECT OMNIAB PARTNERS

> 50 COMPANIES CURRENTLY HAVE ACCESS TO OMNIAB ANTIBODIES

**AMGEN**

**Aptevo™**  
Therapeutics

**Boehringer  
Ingelheim**

**基石药业**  
CSTONE  
PHARMACEUTICALS

**Genmab**

**GigaGen**  
A Grifols Company

**gloria** 誉衡生物  
BIOSCIENCES

**Janssen**

**MERCK**

**ONO** ONO PHARMACEUTICAL CO.,LTD.

**Pfizer**

**SANOFI**

**Seagen®**

**symphogen**  
a Servier Company

**Takeda**

**WuXi Biologics**  
Global Solution Provider

# THE POWER OF OMNIAB PARTNER CASE STUDIES

## Partner A

### Emerging Biotech



- **Novel multi-transmembrane target** for triple negative breast cancer
- All previously-known antibodies to target could only bind to denatured or fixed form, **therefore unsuitable for therapeutic use**
- **Our antigen tech** was applied to deliver mg-scale quantities of purified receptor **in native conformation** for immunization and screening
- **OmniChicken immunization led to discovery of a large and diverse panel of fully-human antibodies** capable of binding target on live tissues

## Partner B

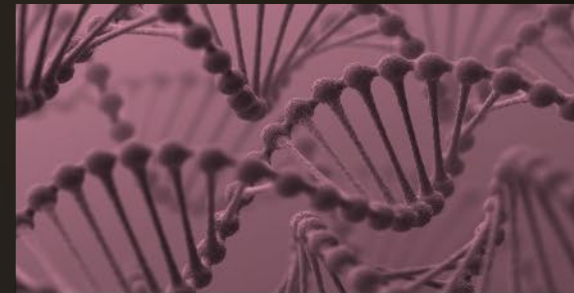
### Big Pharma



- Growth factor target, **highly conserved among mammals**
- Human version of target non-immunogenic in other rodents; **no titer achieved despite numerous immunization attempts by partner**
- Genetic knockout of target gene attempted in mice **but was lethal**
- **OmniChicken** immunization led to robust titers and diverse fully-human antibody panels
- **>90% of sequences recovered had excellent developability profiles** based on multi-parameter *in-silico* analysis

## Partner C

### Established Biotech



- Partner has history of success in developing antibodies, **with large discovery group and expanding novel biology**
- Partner needed a flexible, scalable antibody discovery solution to **start dozens of new programs every year**
- **Deep collaboration to develop next generation rodents**, which were tested in parallel with active novel programs
- OmniAb wholly owns rights to next-generation animals and can include them in the OmniAb technology offering to other partners

## Partner D




















### Global Pharma



- Asia-based **global pharma player** that is **establishing a new and substantial presence in antibody space** with large investment and expansion of global antibody team
- Partner need OmniAb's antibody discovery engine to power their growth
- **Selected OmniAb as core technology** to feed robust discovery and development efforts
- Developed three-way collaboration with **deep repertoire analysis to rapidly identify best binders** for bispecific antibodies

# OMNIAB CLINICAL AND APPROVED PARTNER PIPELINE

ONE APPROVED PRODUCT AND 18 CLINICAL OMNIAB-DERIVED ANTIBODIES

Partner	Program	Source Animal	Area	Target	Preclinical	Phase 1	Phase 2	Phase 3	Registration	Approved
 <b>gloria</b> 誉衡生物 <b>ARCUS</b> BIOSCIENCES	Zimberelimab	OmniRat	Oncology	PD-1						
 <b>CSTONE</b> PHARMACEUTICALS	Sugemalimab	OmniRat	Oncology	PD-L1						
 <b>Genentech</b> * A Member of the Roche Group	Tiragolumab	OmniRat	Oncology	TIGIT						
 <b>HANALL</b> BIOPHARMA  <b>HARBOUR</b> BIOMED  <b>IMMUNOVANT</b>	Batoclimab	OmniRat	Immunology	FcRn						
 <b>janssen</b>	Teclistamab	OmniRat	Oncology	BCMA x CD3						
 <b>Genmab</b>	GEN1046	OmniRat	Oncology	PD-L1 x 4-1BB						
<b>Undisclosed</b>	Undisclosed	OmniRat	Undisclosed	Undisclosed						
 <b>Aptevo</b> Therapeutics	APVO436	OmniMouse	Oncology	CD123 x CD3						
 <b>janssen</b>	JNJ-67371244	OmniMouse	Oncology	CD33 x CD3						
 <b>janssen</b>	JNJ-70218902	OmniRat	Oncology	Undisclosed						
 <b>Merck</b>	M6223	OmniRat	Oncology	TIGIT						
 <b>symphogen</b>	SYM022	OmniRat	Oncology	LAG-3						
 <b>symphogen</b>	SYM023	OmniRat	Oncology	TIM-3						
 <b>symphogen</b>	SYM024	OmniRat	Oncology	CD73						
 <b>TeneoBio</b> *	TNB-383B	OmniFlic	Oncology	BCMA x CD3						
 <b>TeneoBio</b> *	TNB-486	OmniFlic	Oncology	CD19 x CD3						
 <b>TeneoBio</b> *	TNB-585	OmniFlic	Oncology	PSMA x CD3						
 <b>GENEKEY</b>	SAL003	OmniRat	Metabolic	PCSK9						
<b>Undisclosed</b>	Undisclosed	OmniRat	Undisclosed	Undisclosed						

**Animal launch year:** OmniRat 2012; OmniMouse 2014; OmniFlic 2014; OmniChicken 2016; OmniClic 2019; OmniTaur 2020.

**Notes:** Most advanced status for each program shown. Zimberelimab Approval in China by Gloria Biosciences.

\* Indicates programs with fully paid licenses, for which we will not receive future payments.



# COMPETITIVE BENCHMARKING

THREE CLEAR LEADERS IN INTEGRATED ANTIBODY DISCOVERY

		OmniAb®	AbCellera	ADIMAB
Active Partners		>50	35	80 <sup>(1)</sup>
Active Programs		>200	69	Undisclosed <sup>(1)</sup>
Programs by Stage	Marketed	1	1	1
	Registration	1	-	>40
	Phase 3	3	-	
	Phase 2	2	1	
	Phase 1	12	1	
Technologies Capabilities	Antigen Generation	✓✓✓	✓	✗
	Species Diversity	✓✓✓	✓	✓
	Screening Capabilities	✓✓✓	✓✓✓	✓✓
	Identification	✓✓✓	✓✓✓	✓✓
	Analyze	✓	✓✓✓	✓✓
	Engineer	✓	✓✓	✓✓✓

Sources:

AbCellera Q3 2021 10Q dated 11/10/21; Adimab "Update on 2020 Partnership Activities" press release dated 2/11/21; Technologies capabilities based on Ligand's internal assessment.

(1) Adimab does not disclose if programs or partnerships are ongoing or terminated.

# OMNIAB TEAM

## SCIENTIFIC LEADERSHIP



**Bill Harriman, PhD**  
**SVP, Antibody Discovery**

Co-Founder/CSO, Crystal Bioscience  
Trellis, Roche, Abgenix  
UCSF-Immunology, Haas MBA



**Marie-Cecile Van De Lavoie, PhD, DVM**  
**VP, Operations**

Co-Founder/COO, Crystal Bioscience  
Origen Therapeutics, Inventor Germ Cell Technology  
Fulbright Scholar, UCSF, Utrecht, Guelph, Cornell



**Christel Iffland, PhD**  
**VP, Antibody Technology**

Co-inventor, Avelumab  
EMD Serono  
Dana Farber, Albert Einstein College



**Doug Krafte, PhD**  
**SVP, Ion Channels**

Site Head and General Manager, Icagen  
Pfizer Pain & Sensory Disorders, Aurora Biosciences  
Univ. Rochester, Vanderbilt



**Shelley Izquierdo, PhD**  
**Sr. Director, Antibody Discovery**

Crystal Bioscience, Trellis  
UC Berkeley



**Phil Leighton, PhD**  
**Sr. Director, Molecular Biology**

Genetic Engineering Lead, Crystal  
Bioscience and Origen  
Princeton, UCSF



**Bob Chen, PhD**  
**Sr. Director, Systems Engineering**

Co-Founder/CTO, xCella Bio  
Stanford Bioengineering



**Ellen Collarini, PhD**  
**Sr. Director, Cell Biology**

Crystal Bioscience, Trellis, Roche  
Univ. Michigan, Univ. College-London



A detailed 3D molecular model of an antibody, showing its characteristic Y-shaped structure. The molecule is composed of two heavy chains and two light chains, each with a variable region (colored red) and a constant region (colored grey). The structure is set against a dark blue background with a blurred, glowing red and orange pattern, possibly representing a cellular or molecular environment.

OmniAb<sup>®</sup>

FINANCIAL REVIEW



# ADVANCED PIPELINE DRIVING DIVERSIFIED REVENUE

## KEY INFORMATION

- *Expanded to **>50 active partners** with whom we have active license agreements or who have an active program*
- ***Significant active program growth** since acquisition*
- ***Royalty revenue expected to grow significantly** starting in late 2021 with average royalty rates typically in the low- to mid-single digits*
- *Iterative improvements of antibody discovery engine expected to continue driving **royalty rates** and **market share** higher*

**Long-term value** of our business will be **driven by downstream royalty payments**

# OMNIAB KEY PERFORMANCE INDICATORS

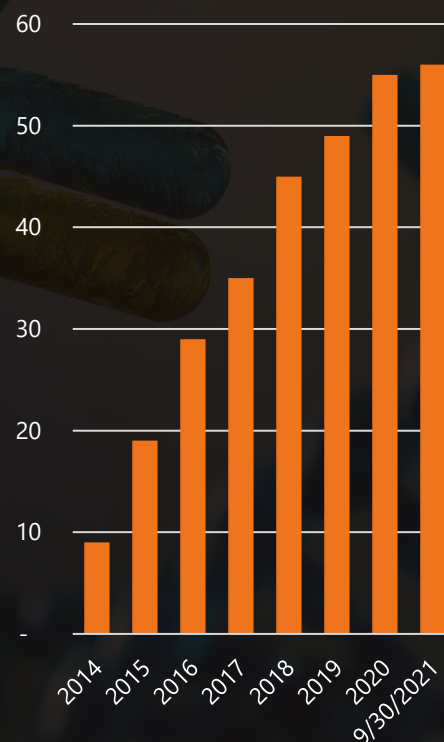
## HIGHLY SCALABLE BUSINESS MODEL

- Strong consistent growth** in key performance indicators

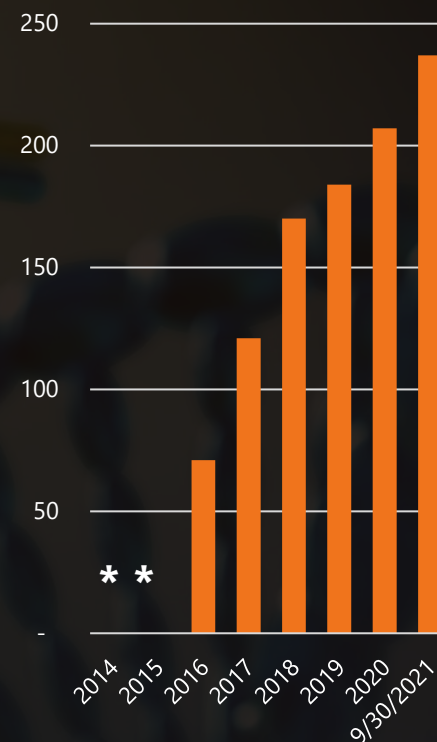
- Active Partners<sup>(1)</sup>: >30% CAGR since 2014
- Active Programs<sup>(2)</sup>: >25% CAGR since 2016

- Highly scalable**, with a large number of programs performed entirely by partners

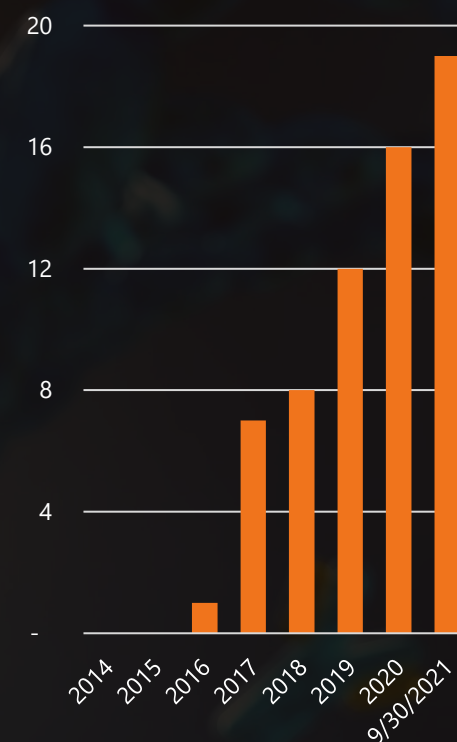
Number of Active Partners



Number of Active Programs



Number of Active Clinical and Commercial Programs



(1) Represents the unique number of partners with whom we have active license agreements or who have an active program.

(2) Represents programs for which an antigen is introduced into our animals and remains so as long as the program is actively being developed or commercialized. Cumulative number of antibody campaign starts is over 500.

\* Active Programs not tracked prior to acquisition of Open Monoclonal Technology, Inc. in January 2016.

# ZIMBERELIMAB APPROVED

## FIRST OMNIAB ANTIBODY APPROVAL

- On August 30, 2021, zimberelimab (GLS-010), an OmniAb-derived fully human anti-PD-1 mAb, was approved in China for the treatment of recurrent or refractory classical Hodgkin's lymphoma
  - Marks the first approval of an OmniAb-derived mAb
- In 2015, GloriaBio contracted with WuXi Biologics to discover and develop zimberelimab in China using Ligand's transgenic rat platform, OmniRat
  - Zimberelimab entered clinic in March 2017, and NDA was submitted to China NMPA in February 2020
- GloriaBio is also investigating zimberelimab in advanced solid tumors, and was granted Breakthrough Therapy Designation for treatment of patients with recurrent/metastatic cervical cancer in March 2021
- Zimberelimab is being developed by Arcus Bioscience, in collaboration with Gilead, in North America, Europe, Japan and certain other territories through a 2017 license agreement



A 3D molecular model of antibodies, showing several Y-shaped structures. The antibodies are rendered with a semi-transparent red surface and a white wireframe, highlighting their complex protein structure. They are scattered across a dark blue background with a subtle, out-of-focus pattern of red and white shapes, suggesting a biological or immunological context.

OmniAb<sup>®</sup>

[WWW.OMNIAB.COM](http://WWW.OMNIAB.COM)



# PELICAN EXPRESSION TECHNOLOGY

## Overview

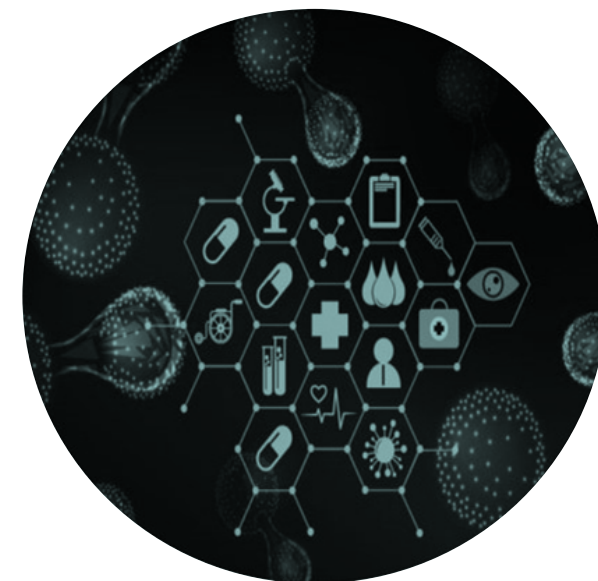


# PELICAN SOLVING OUR INDUSTRY'S PROTEIN PRODUCTION CHALLENGES

**Ligand's Pelican Expression Technology™ Platform uniquely enables complex protein drug production with quality and efficiency**

- Global therapeutic protein market estimated at **\$100B+** and growing
- Clinical and commercial success achieved with protein therapeutics is **increasing demand for technologies** that deliver competitively positioned products with desired physical properties
- Protein therapeutics are often of a physical size that is orders of magnitude larger than small-molecule drugs and exhibit **complex secondary, tertiary and quaternary structures that must be maintained in production** – critical to enable *state-of-the-art* drugs relevant to the industry today and in the future

**PELICAN**  
*P. fluorescens* expression technology



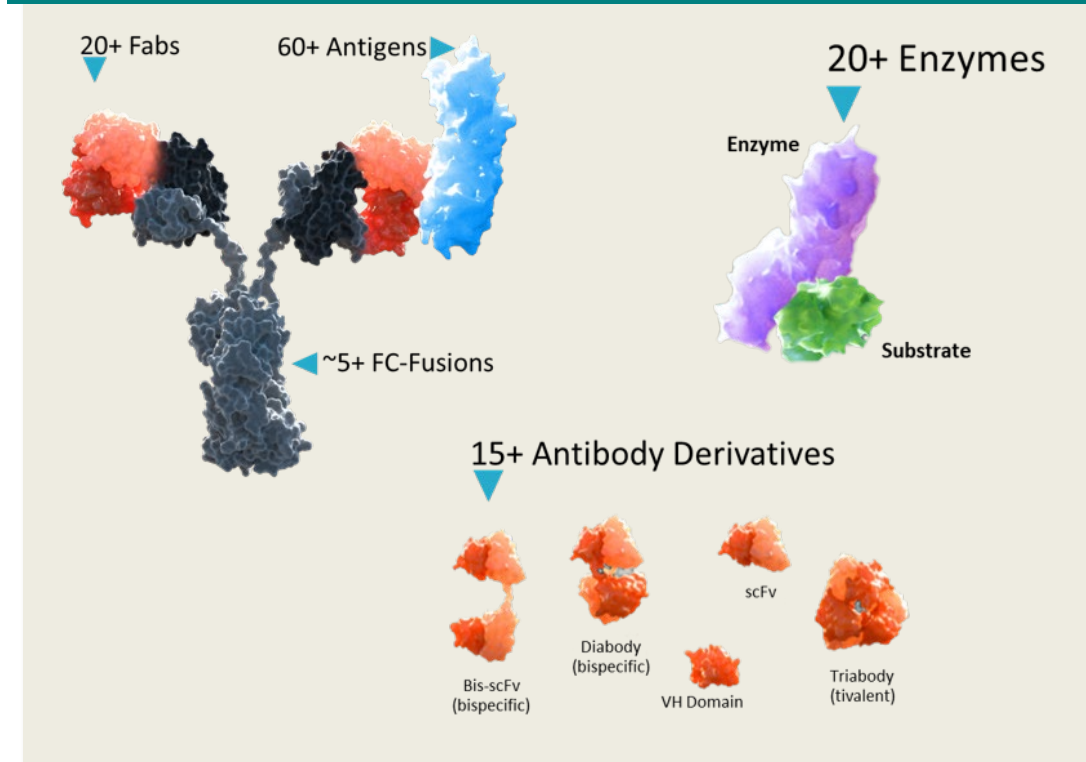


# PELICAN A UNIQUE VALUE-DRIVING PLATFORM

**PELICAN**<sup>™</sup>  
*P. fluorescens* expression technology

- Pelican delivers **significant competitive advantages to our partners**, including:
  - ✓ Speed to identifying production strain
  - ✓ Success rates in a variety of formats resulting in minimization of time/cost of development
  - ✓ Efficiency and decreased long-term cost-of-goods
- Significant institutional knowledge of protein production developed over **three decades**
- A commercially validated platform with **four recent approvals**, including latest in 2021 via partnerships with Jazz and Merck

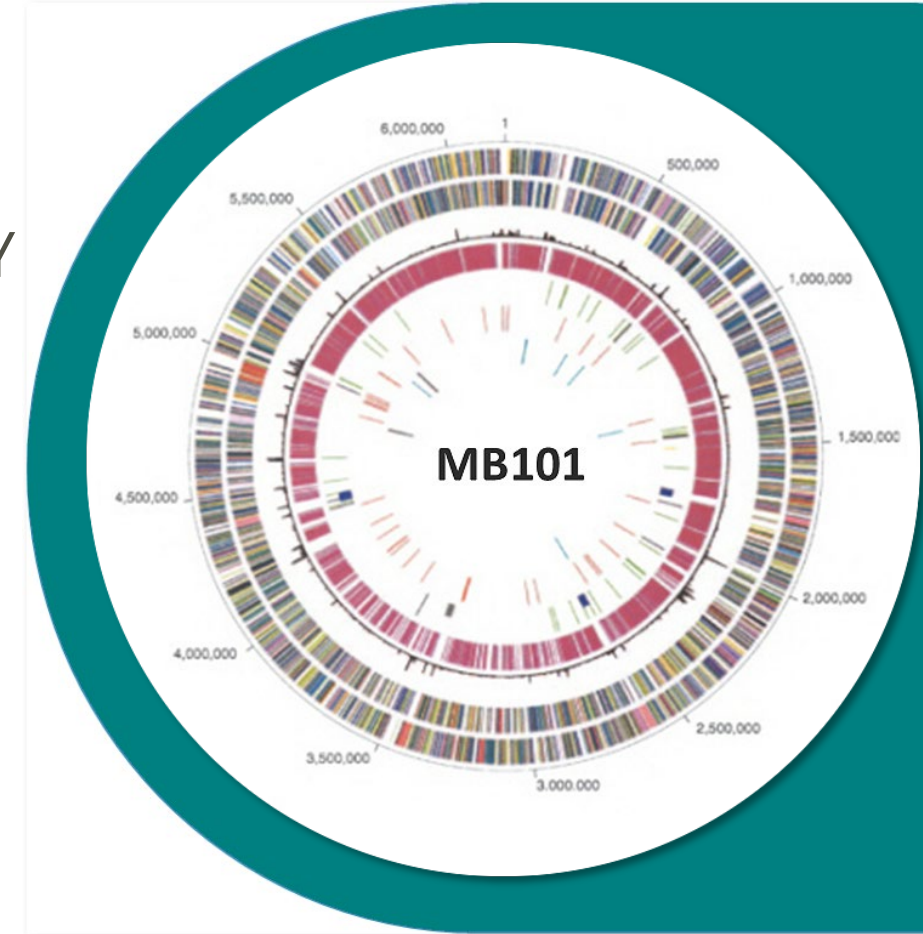
The Pelican Expression Platform<sup>™</sup> has maintained a **success rate of over 80%** in expressing a variety of “lead” protein candidates



# PELICAN THE INDUSTRY'S DEEPEST PROKARYOTIC PROTEIN PRODUCTION PLATFORM

The Pelican Platform leverages *P. fluorescens* - A GRAM-NEGATIVE, NON-PATHOGENIC, METABOLICALLY VERSATILE ORGANISM:

- Genomic, RNAseq, and proteomics data leveraged to engineer host strains and design expression plasmids
- Animal origin-free and used with antibiotic-free processes
- High-throughput growth and test methods
- Rapid fermentation and purification development and scale-up **expedite partners' program timelines**





# RYLAZE™ PELICAN PARTNERSHIP

## RECENT APPROVAL



**RELY ON RYLAZE—THE ONLY RECOMBINANT ERWINIA ASPARAGINASE  
APPROVED FOR THE TREATMENT OF ALL/LBL<sup>1</sup>**



- Jazz' Rylaze™ is a Recombinant Erwinia asparaginase for ALL/LBL, enabled by the Pelican Expression Technology™
  - High quality, reliable supply for a major unmet need
  - >\$200 M market potential in US alone
- Approved in US on June 30, launched July 15, 2021
  - 1+ year supply available at launch
- Jazz launch focused on pediatric oncologists; majority of ALL incidence in children
  - Education and awareness campaigns on-going
- National Comprehensive Cancer Network® added Rylaze™ to ALL Clinical Practice Guidelines
- EU filing anticipated in 2022; Japan submission to follow

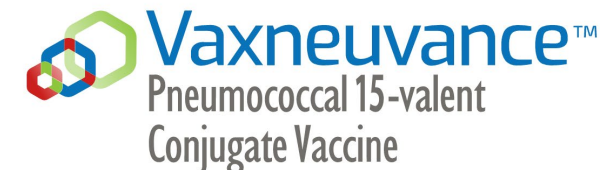
# CRM197 PELICAN PARTNERSHIP

## VAXNEUVANCE™ PNEUMOCOCCAL VACCINE RECENT APPROVAL



- Merck's Vaxneuvance™ approved in the US on July 16, 2021, for the prevention of pneumococcal disease in adults
  - 15-valent pneumococcal vaccine utilizing Ligand's CRM197 vaccine carrier protein produced using the Pelican Expression Technology platform
- Vaxneuvance will compete directly with Pfizer's Prevnar13® (2020 worldwide sales of \$5.9 B) and the recently-approved Prevnar20™
- Vaxneuvance sBLA for pediatric population submitted recently, 1-2 years ahead of estimated Prevnar20 pediatric submission
  - If approved, market opportunity estimated to more than double
- Merck's follow-on pneumococcal vaccine candidate V116, currently in Phase 2, also uses CRM197 produced using the Pelican Expression Technology™

## NOW APPROVED



# CAPTISOL TECHNOLOGY

Overview



- Addresses consistent and enduring industry need:  
**formulation solubility and stability**
  - *An “estimated that 70% of new drug candidates are practically insoluble in water” (Sanches & Ferreira, Int. J. of Pharmaceutics, 2019)*
- Clinical and regulatory success, combined with vast safety database **have significantly increased awareness, visibility and use** of the technology and positioned it for growth
- Ligand continually focuses on **quality, reliability and customer service**

# CAPTISOL KEY TECHNOLOGY FEATURES

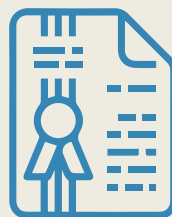
45



## Global Reach

Captisol-enabled drugs are marketed in >70 countries

>50 partners have Captisol-enabled drugs in development



## Intellectual Property

Substantial know-how

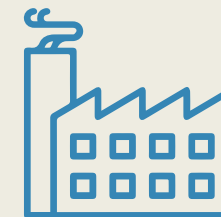
Patents extend until 2033\*



## Drug Master Files

Type 4 and 5 DMFs in U.S. with >20,000 pages containing manufacturing, safety data (IV, inhaled, SubQ, oral, etc.)

Also have DMFs in Japan, China and Canada



## Manufacturing, Quality & Scale

Manufacturing is conducted in cGMP plants via validated processes, distribution out of multiple facilities

Substantial capacity increases recently completed

\* Ligand maintains a broad global patent portfolio for Captisol with more than 400 issued patents worldwide relating to the technology (including over 40 in the U.S.) and with the latest expiration date in 2033. Other patent applications covering methods of making Captisol, if issued, extend to 2040.



# Corporate Presentation

NOVEMBER 2021

Nasdaq: LGND