



# First-Quarter 2025 Earnings Presentation

May 8, 2025

Ready.

# Forward Looking Statements

This presentation contains forward-looking statements that involve substantial risks and uncertainties. "Forward-looking statements," as that term is defined in the Private Securities Litigation Reform Act of 1995, are statements that are not historical facts and involve a number of risks and uncertainties. Words herein such as "may," "will," "should," "could," "would," "expects," "plans," "anticipates," "believes," "estimates," "projects," "predicts," "intends," "potential," "continues," and similar expressions (as well as other words or expressions referencing future events, conditions or circumstances) may identify forward-looking statements.

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any protocol amendments submitted will be rejected; failure to successfully predict the time and cost of development, regulatory approval and commercialization for novel gene therapy products; the risk that interim, topline or preliminary data from our clinical trials that we announce or publish from time to time may change as more patient data become available or may be interpreted differently if additional data are disclosed, or that blinded data will not be predictive of unblinded data; risk that our competitors may obtain orphan drug exclusivity for a product that is essentially the same as a product we are developing for a particular indication; our inability to attract and retain key personnel or to effectively manage our growth; our inability to successfully integrate our recent acquisitions and appropriately manage the amount of management's time and attention devoted to integration activities; risks that our acquired technologies, products and product candidates will not be commercially successful; inability to adapt to our highly competitive and changing environment; inability to access, upgrade or expand our technology systems or difficulties in updating our existing technology or developing or implementing new technology; risk that we are unable to maintain our significant customers; risk that government healthcare reform materially increases our costs and damages our financial condition; business or economic disruptions due to catastrophes or other events, including natural disasters or public health crises; risk that our current and potential future use of artificial intelligence and machine learning may not be successful; deterioration in general economic conditions in the US, Europe, Japan and globally, including the effect of prolonged periods of inflation, affecting us, our suppliers, third-party service providers and potential partners; the risk that we could become involved in costly intellectual property disputes, be unable to adequately protect our intellectual property rights or prevent disclosure of our trade secrets and other proprietary information, and incur costs associated with litigation or other proceedings related to such matters; restrictions or other obligations imposed on us by agreements related to ARIKAYCE, brensocatib or our other product candidates, including our license agreements with PARI and AstraZeneca AB , and failure to comply with our obligations under such agreements; the cost and potential reputational damage resulting from litigation to which we are or may become a party, including product liability claims; risk that our operations are subject to a material disruption in the event of a cybersecurity attack or issue; our limited experience operating internationally; changes in laws and regulations applicable to our business, including any pricing reform and laws that impact our ability to utilize certain third parties in the research, development or manufacture of our product candidates, and failure to comply with such laws and regulations; our history of operating losses, and the possibility that we never achieve or maintain profitability; goodwill impairment charges affecting our results of operations and financial condition; inability to repay our existing indebtedness and uncertainties with respect to our ability to access future capital; and delays in the execution of plans to build out an additional third-party manufacturing facility approved by the appropriate regulatory authorities and unexpected expenses associated with those plans.

The Company may not actually achieve the results, plans, intentions or expectations indicated by the Company's forward-looking statements because, by their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. For additional information about the risks and uncertainties that may affect the Company's business, please see the factors discussed in Item 1A, "Risk Factors," in the Company's Annual Report on Form 10-K for the year ended December 31, 2024 and any subsequent Company filings with the Securities and Exchange Commission (SEC). The Company cautions readers not to place undue reliance on any such forward-looking statements, which speak only as of the date of this presentation. The Company disclaims any obligation, except as specifically required by law and the rules of the SEC, to publicly update or revise any such statements to reflect any change in expectations or in events, conditions or circumstances on which any such statements may be based, or that may affect the likelihood that actual results will differ from those set forth in the forward-looking statements.

**Additional Disclaimers:** Please be aware that brensocatib and TPIP are investigational products that have not been approved for sale or found safe or effective by the FDA or any regulatory authority. In addition, ARIKAYCE has not been approved for the treatment of all patients with MAC lung disease. This presentation is not promotion or advertisement of ARIKAYCE, brensocatib, or TPIP. Insmed and ARIKAYCE are registered trademarks of Insmed Incorporated. All other trademarks are property of their respective owner(s).



# Speakers



**Will Lewis**  
*Chair & CEO*



**Sara Bonstein**  
*Chief Financial Officer*



# Agenda

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# Opening Remarks

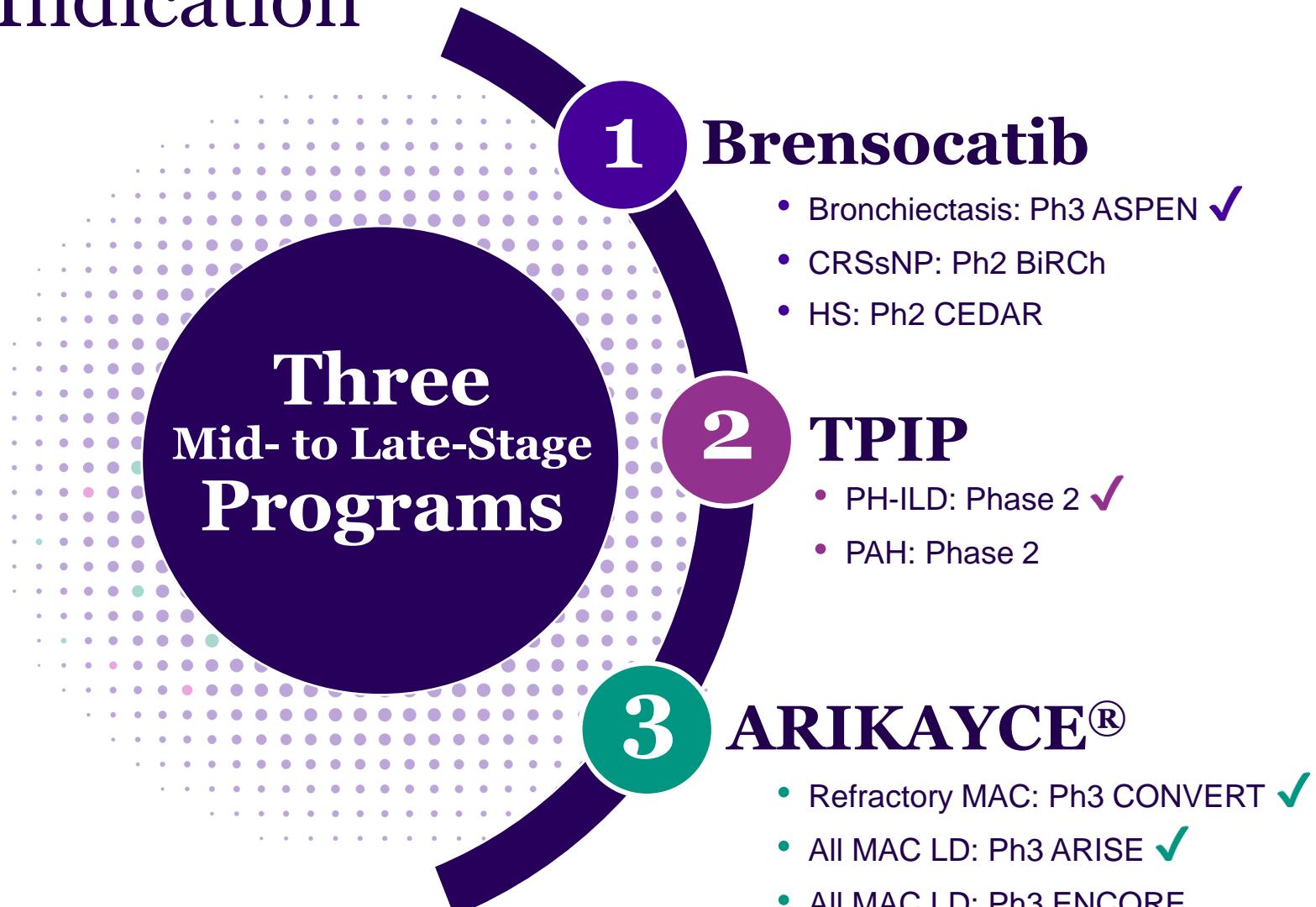
**Will Lewis | Chair & CEO**

# First-Quarter 2025 Highlights

- Double-digit ARIKAYCE growth
- All mid- to late-stage clinical programs on or ahead of schedule
- FDA review of brensocatib undisrupted
- PDUFA target action date of Aug. 12<sup>th</sup> for potential U.S. approval of brensocatib\*



# Achieved Clinical Success In At Least One Indication



# Brensocatib Updates

**Will Lewis | Chair & CEO**

# Brensocatib FDA Review Remains On Track

## Bronchiectasis

- Phase 3 ASPEN results **published in NEJM**
- Focused on a **frictionless launch**
- Regulatory submissions **accepted in Europe & UK**

## CRSsNP

- Phase 2b BiRCh **enrolled 288 patients**
- Topline readout expected by **YE:25**

## HS

- Phase 2 CEDAR trial enrollment **on track**
- Interim futility analysis anticipated in **1H:26**

*Bronchiectasis Patients  
Are Motivated to Act<sup>1</sup>*

**~1 Million**

Unique visits to U.S.  
disease state website<sup>\*</sup>

**~53K**

Patients<sup>†</sup> who have engaged  
in a high-value action<sup>\*</sup>

*Visit [SpeakUpInBronchiectasis.com<sup>1</sup>](https://www.speakupinbronchiectasis.com)*

# Leading the Way in Neutrophil-Mediated Disease Management

## Next-Generation DPP1s

**COPD**



**Rheumatoid Arthritis**



**Other Indications**



**Anticipate first indication to enter clinic as early as 2026**



# TPIP Updates

**Will Lewis | Chair & CEO**

# Phase 2b PAH Trial Topline Readout Expected in June 2025

## PAH

- **Key Trial Details**
  - PVR measured **at trough**<sup>1</sup>
  - Max tolerated dose of **640 µg**
- **~95%** of completed patients enrolled in OLE permitting dose up to **1,280 µg**

***Placebo-Adjusted Reduction from Baseline PVR<sup>2</sup>***

**≥20%**

*a “clear win”\**

**~25%**

*“best-in-class”*

## PH-ILD

- Expect to initiate **Phase 3 trial in 2H:25**

Hope to see **15-20m directional benefit on 6MWD** favoring treatment\*\*

TPIP: Treprostинil Palmitil Inhalation Powder | PAH: pulmonary arterial hypertension | PVR: pulmonary vascular resistance | OLE: open-label extension | 6MWD: six-minute walk distance | “Best-in-class” indicates a profile that could be considered more attractive than other treatment options for a particular disease. Head-to-head clinical trials are not anticipated.

<sup>1</sup> Implies measurement approximately 24 hours after prior dose administration

<sup>2</sup> Phase 2b TPIP for PAH trial primary endpoint

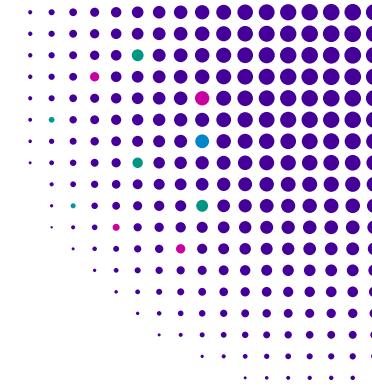
\* A “clear win” refers to an outcome that could be considered clinically meaningful and competitive with results shown for other currently available prostanoид therapies

\*\* Phase 2b TPIP for PAH trial secondary endpoint: change from baseline 6MWD vs. placebo; not powered to show definitive effect

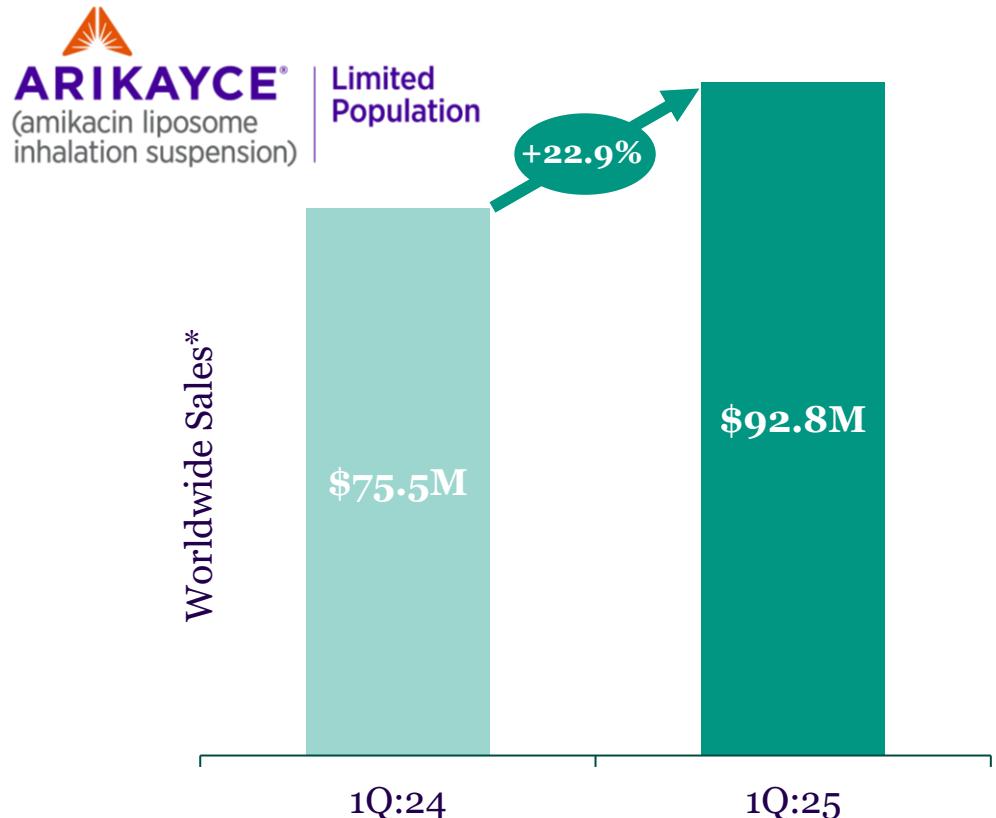
# ARIKAYCE® Updates

Will Lewis | *Chair & CEO*

# Phase 3 ENCORE Trial Progressing On Schedule



## Refractory MAC LD



## All MAC LD

- ENCORE Primary Endpoint
  - **United States:** PRO (Month 13)
  - **Japan:** Durable culture conversion (Month 15)
- Expect topline readout in **1H:26** after Month 15 results are available

# Let's Recap

- 1 Each clinical program showing meaningful **progress**
- 2 Regulatory filings and launch preparations for brensocatib **advancing on or ahead of schedule**
- 3 **Strong** commercial execution keeps us **on track** to achieve 2025 ARIKAYCE guidance

**Committed to delivering on behalf of patients and stakeholders**

# Financial Results

**Sara Bonstein** | *Chief Financial Officer*

# Strong Fundamentals Minimize Tariff Exposure



## Intellectual Property

U.S. IP is **domiciled in the U.S.**; expected to limit tariff exposure to **actual cost base** of the product

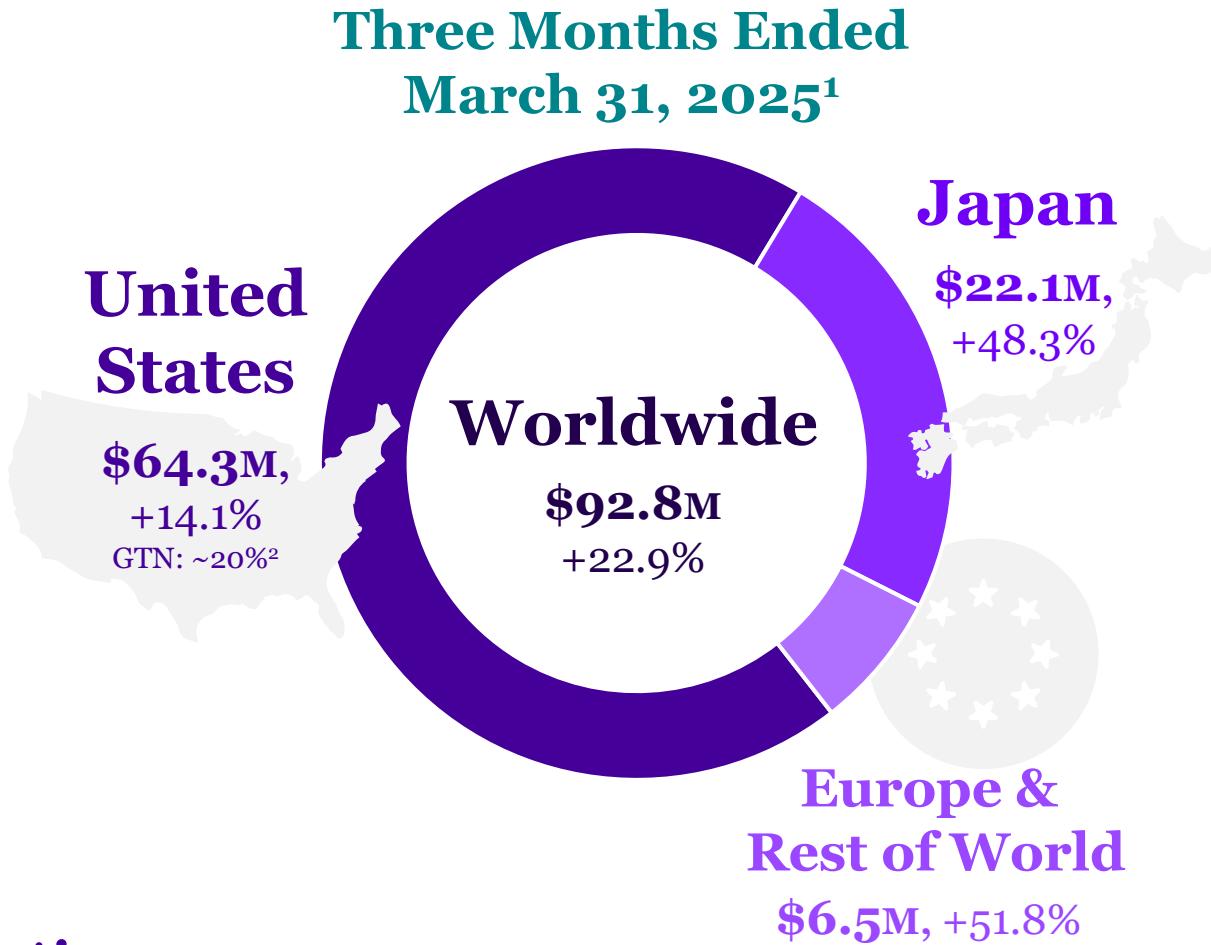


## Manufacturing

**Intend to expand U.S. manufacturing footprint;** project underway to establish brensocatib secondary source manufacturing in the U.S.

**Based on the tariffs currently in place, anticipate single-digit million \$ impact annually\***

# ARIKAYCE Growing Double-Digits in 7<sup>th</sup> Year Post Launch



- 6<sup>th</sup> consecutive quarter of **double-digit growth** in each region
- **Strength ex-U.S.** driven by increased **new patient starts**
- **Reiterating 2025 ARIKAYCE guidance of \$405 to \$425M\***

# Well-Capitalized As We Approach Upcoming Catalysts



- **Sequential increase** in burn driven by annual employee incentive compensation<sup>1</sup>
- Following brensocatib launch\*, expect **sales growth** to accelerate **faster than spend**
- The **strength of our business** affords us **many options** for accessing capital

# Called Remaining Convertible Debt\*

## Remaining Principal<sup>1,2</sup>

~\$570M

## Underlying Shares<sup>3</sup>

~17.8M

(if all notes are converted)

**Expect conversion to lower ongoing interest expense  
and reduce outstanding debt**



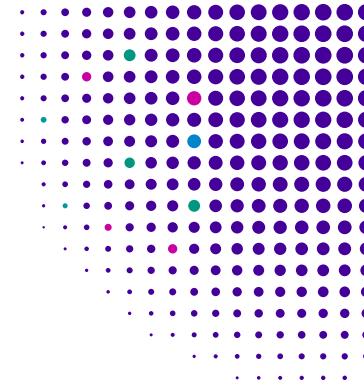
\* CUSIP 457669AB5; 0.75% convertible senior notes set to mature in June 2028

<sup>1</sup> Insmed issued a redemption notice on April 24, 2025, as permitted under Section 11.03 of the indenture governing the notes. Redemption date is June 6, 2025.

<sup>2</sup> Original principal amount of approximately \$575M excludes the approximately \$6M of previously redeemed notes as of April 24, 2025

<sup>3</sup> Approximately \$570M principal divided by approximately \$31.96 per share conversion price equals approximately 17.8M shares

# Investing to Advance Our Commercial & Clinical Programs



(in \$ millions, except for percentages)	Three Months Ended*	
	March 31, 2025	March 31, 2024
<b>Product Revenues</b>	<b>\$92.8</b>	<b>\$75.5</b>
Cost of Product Revenues**	(21.3)	(17.5)
As a % of Revenues	22.9%	23.1%
R&D	(152.6)	(121.1)
SG&A	(147.5)	(93.1)
Other <sup>†</sup>	(19.6)	10.6
<b>Total Operating Expenses</b>	<b>\$(341.0)</b>	<b>\$(221.0)</b>
<b>Operating Loss</b>	<b>\$(248.1)</b>	<b>\$(145.5)</b>

- Cost of product revenues as a % of revenues was **in-line** with historical
- R&D and SG&A increased y/y reflecting investment in **pipeline & launch readiness**
- **Sequential step-down** in R&D spend<sup>1</sup>

\* unaudited

\*\* Excluding amortization of intangible assets

R&D: research and development | SG&A: selling, general, and administrative expenses | y/y: year-over-year

† Includes amortization of intangible assets and change in fair value of deferred and contingent consideration liabilities

<sup>1</sup> Compared to prior quarter R&D expense of \$179.7M in the three months ended December 31, 2024

# Closing Remarks

- 1 In a unique **position of strength** financially & operationally
- 2 Brensocatib launch\* expected to accelerate already **strong revenue growth**
- 3 **Strong cash position** to support upcoming commercial and clinical catalysts

# Q&A Session



**Will Lewis**  
*Chair & CEO*



**Sara Bonstein**  
*Chief Financial Officer*



**Martina Flammer**  
*Chief Medical Officer*



Count.  
us in.

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