

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

**FORM 8-K**

**CURRENT REPORT**

**Pursuant to Section 13 or 15(d) of  
the Securities Exchange Act of 1934**

**Date of Report (Date of earliest event reported): January 13, 2020 (January 13, 2020)**

**REGENERON PHARMACEUTICALS, INC.**

(Exact name of registrant as specified in its charter)

**New York**

(State or other jurisdiction of incorporation)

**000-19034**

(Commission  
File Number)

**13-3444607**

(I.R.S. Employer  
Identification No.)

**777 Old Saw Mill River Road, Tarrytown, New York**

(Address of principal executive offices)

**10591-6707**

(Zip Code)

**Registrant's telephone number, including area code: (914) 847-7000**

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instructions A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock – par value \$0.001 per share	REGN	NASDAQ Global Select Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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## **Item 2.02. Results of Operations and Financial Condition.**

On January 13, 2020, at the 38th Annual J.P. Morgan Healthcare Conference in San Francisco, California (the “[2020 J.P. Morgan Healthcare Conference](#)”), Leonard S. Schleifer, M.D., Ph.D., President and Chief Executive Officer of Regeneron Pharmaceuticals, Inc. (“[Regeneron](#)” or the “[Company](#)”), and George D. Yancopoulos, M.D., Ph.D., President and Chief Scientific Officer of Regeneron, are providing a corporate update. The presentation includes information regarding the Company’s preliminary (unaudited) U.S. net product sales of EYLEA<sup>®</sup> (afibercept) Injection of approximately \$4.64 billion for the full year 2019 (based on preliminary (unaudited) fourth quarter 2019 U.S. net product sales of EYLEA of approximately \$1.22 billion).

## **Item 7.01. Regulation FD Disclosure.**

The information set forth under Item 2.02 of this Current Report on Form 8-K is incorporated by reference herein.

On January 13, 2020, at the 2020 J.P. Morgan Healthcare Conference, Leonard S. Schleifer, M.D., Ph.D., President and Chief Executive Officer of Regeneron, and George D. Yancopoulos, M.D., Ph.D., President and Chief Scientific Officer of Regeneron, are providing a corporate update. A copy of the presentation is furnished as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated by reference in this Item 7.01.

The information included in Item 2.02 and the information included or incorporated in Item 7.01 of this Current Report on Form 8-K, including Exhibit 99.1, shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, nor shall such information and exhibit be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such a filing.

## **Item 9.01. Financial Statements and Exhibits.**

(d) Exhibits.

99.1 [Presentation by Leonard S. Schleifer, M.D., Ph.D., President and Chief Executive Officer of Regeneron Pharmaceuticals, Inc., and George D. Yancopoulos, M.D., Ph.D., President and Chief Scientific Officer of Regeneron Pharmaceuticals, Inc., at the 38th Annual J.P. Morgan Healthcare Conference.](#)

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

**REGENERON PHARMACEUTICALS, INC.**

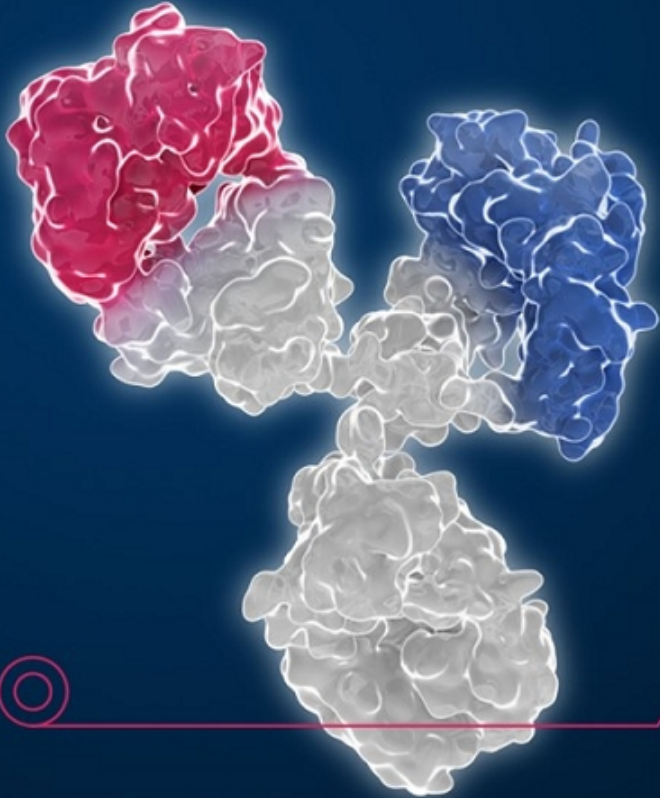
/s/ Joseph J. LaRosa

Joseph J. LaRosa

Executive Vice President, General Counsel and Secretary

Date: January 13, 2020

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**REGENERON**<sup>®</sup>  
*SCIENCE TO MEDICINE*<sup>®</sup>

**JP MORGAN 2020**  
JANUARY 13<sup>TH</sup>

**LEONARD S. SCHLEIFER MD, PhD**  
PRESIDENT & CEO

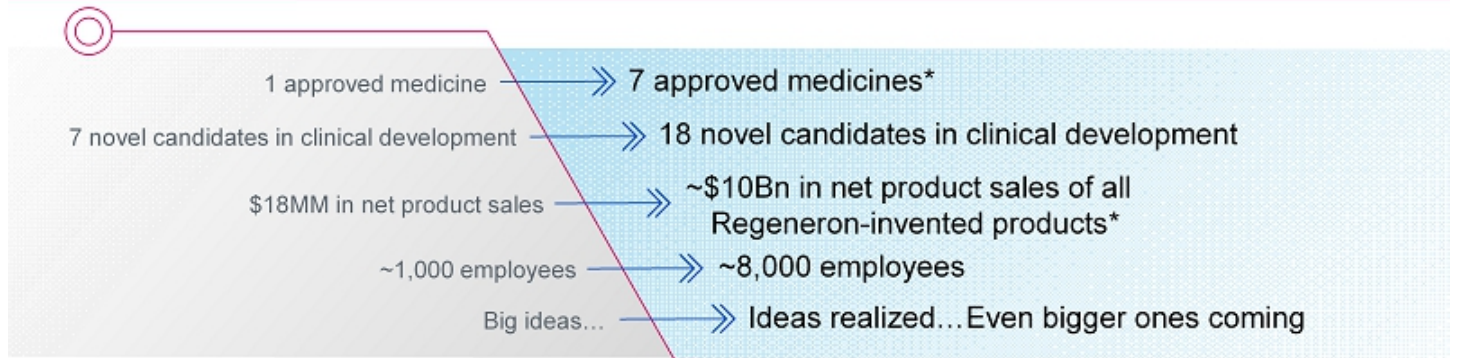
**GEORGE D. YANCOPOULOS MD, PhD**  
PRESIDENT & CSO

# NOTE REGARDING FORWARD-LOOKING STATEMENTS AND NON-GAAP FINANCIAL MEASURES

This presentation includes forward-looking statements that involve risks and uncertainties relating to future events and the future performance of Regeneron Pharmaceuticals, Inc. ("Regeneron" or the "Company"), and actual events or results may differ materially from these forward-looking statements. Words such as "anticipate," "expect," "intend," "plan," "believe," "seek," "estimate," variations of such words, and similar expressions are intended to identify such forward-looking statements, although not all forward-looking statements contain these identifying words. These statements concern, and these risks and uncertainties include, among others, the nature, timing, and possible success and therapeutic applications of products marketed by Regeneron and/or its collaborators (collectively, "Regeneron's Products") and Regeneron's product candidates and research and clinical programs now underway or planned, including without limitation EYLEA® (aflibercept) injection, Dupixent® (dupilumab), Libtayo® (cemiplimab), Praluent® (alirocumab), Kevzara® (sarilumab), tasinumab, evinacumab, garetozomab, pozelimab, Regeneron's immuno-oncology programs (including its costimulatory bispecific portfolio), Regeneron's earlier-stage product candidates, and the use of human genetics in Regeneron's research programs; the extent to which the results from Regeneron's research programs or preclinical testing may lead to advancement of product candidates to clinical trials or therapeutic applications; unforeseen safety issues resulting from the administration of Regeneron's Products and product candidates in patients, including serious complications or side effects in connection with the use of Regeneron's product candidates in clinical trials; the likelihood and timing of possible regulatory approval and commercial launch of Regeneron's late-stage product candidates and new indications for Regeneron's Products including without limitation EYLEA, Dupixent, Libtayo, Praluent, Kevzara, tasinumab, evinacumab, REGM-EB3, garetozomab, pozelimab, and REGN1979; the likelihood and timing of achieving any of the anticipated milestones described in this presentation; the extent to which the results from the research and development programs conducted by Regeneron or its collaborators may be replicated in other studies and lead to therapeutic applications; ongoing regulatory obligations and oversight impacting Regeneron's Products (such as EYLEA, Dupixent, Libtayo, Praluent, and Kevzara), research and clinical programs, and business, including those relating to patient privacy, determinations by regulatory and administrative governmental authorities which may delay or restrict Regeneron's ability to continue to develop or commercialize Regeneron's Products and product candidates; competing drugs and product candidates that may be superior to Regeneron's Products and product candidates; uncertainty of market acceptance and commercial success of Regeneron's Products and product candidates and the impact of studies (whether conducted by Regeneron or others and whether mandated or voluntary) on the commercial success of Regeneron's Products and product candidates; the availability and extent of reimbursement of Regeneron's Products from third-party payers, including private payer healthcare and insurance programs, health maintenance organizations, pharmacy benefit management companies, and government programs such as Medicare and Medicaid; coverage and reimbursement determinations by such payers and new policies and procedures adopted by such payers; the ability of Regeneron to manufacture and manage supply chains for multiple products and product candidates; the ability of Regeneron's collaborators, suppliers, or other third parties (as applicable) to perform manufacturing, filling, finishing, packaging, labeling, distribution, and other steps related to Regeneron's Products and product candidates; unanticipated expenses; the costs of developing, producing, and selling products; the ability of Regeneron to meet any of its sales or other financial projections or guidance and changes to the assumptions underlying those projections or guidance; risks associated with intellectual property of other parties and pending or future litigation relating thereto (including without limitation the patent litigation and other related proceedings relating to Dupixent and Praluent), other litigation and other proceedings and government investigations relating to the Company and/or its operations, the ultimate outcome of any such proceedings and investigations, and the impact any of the foregoing may have on Regeneron's business, prospects, operating results, and financial condition; and the potential for any license or collaboration agreement, including Regeneron's agreements with Sanofi, Bayer, and Teva Pharmaceutical Industries Ltd. (or their respective affiliated companies, as applicable), to be cancelled or terminated without any further product success. A more complete description of these and other material risks can be found in Regeneron's filings with the U.S. Securities and Exchange Commission, including its Form 10-K for the fiscal year ended December 31, 2018 and its Form 10-Q for the quarterly period ended September 30, 2019 including in each case in the section thereof captioned "Item 1A, Risk Factors." Any forward-looking statements are made based on management's current beliefs and judgment, and the reader is cautioned not to rely on any forward-looking statements made by Regeneron. Regeneron does not undertake any obligation to update publicly any forward-looking statement, including without limitation any financial projection or guidance, whether as a result of new information, future events, or otherwise.

This presentation uses non-GAAP net income per share, or non-GAAP EPS, which is a financial measure that is not calculated in accordance with U.S. Generally Accepted Accounting Principles ("GAAP"). This and other non-GAAP financial measures are computed by excluding certain non-cash and other items from the related GAAP financial measure. Non-GAAP adjustments also include the income tax effect of reconciling items. The Company makes such adjustments for items the Company does not view as useful in evaluating its operating performance. For example, adjustments may be made for items that fluctuate from period to period based on factors that are not within the Company's control, such as the Company's stock price on the dates share-based grants are issued. Management uses non-GAAP measures for planning, budgeting, forecasting, assessing historical performance, and making financial and operational decisions, and also provides forecasts to investors on this basis. Additionally, non-GAAP measures provide investors with an enhanced understanding of the financial performance of the Company's core business operations or a perspective on how effectively the Company deploys capital. However, there are limitations in the use of non-GAAP financial measures as they exclude certain expenses that are recurring in nature. Furthermore, the Company's non-GAAP financial measures may not be comparable with non-GAAP information provided by other companies. Any non-GAAP financial measure presented by Regeneron should be considered supplemental to, and not a substitute for, measures of financial performance prepared in accordance with GAAP. A reconciliation of the Company's third quarter 2019 non-GAAP to GAAP net income per share is provided on slide 34.

# A DECADE OF INNOVATION, VALUE CREATION, AND TRANSFORMATION



**>1450% Total Shareholder Return†**  
Nasdaq Biotech Index +370%  
S&P 500 +256%

REGENERON®

\* Includes products marketed by Regeneron and/or its collaborators, based on trailing 12 months ended Sep 30, 2019  
† TSR from Jan 1, 2010 through Dec 31, 2019

## 2019 AT A GLANCE

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### REGULATORY APPROVALS

- **EYLEA**: Diabetic Retinopathy (U.S.), pre-filled syringe (U.S.)
- **Dupixent**: Atopic Dermatitis in Adolescents (ages 12-17), Chronic Rhinosinusitis with Nasal Polyposis, Severe Asthma (EU)
- **Libtayo**: Cutaneous Squamous Cell Carcinoma (EU)

### COMMERCIAL EXECUTION

- **EYLEA**: Global net product sales of ~\$7.3Bn\*; 4Q19 U.S. EYLEA net product sales grew 13% YoY to \$1.22Bn†
- **Dupixent**: Global net sales annualizing at >\$2.5Bn‡
- **Libtayo**: #1 systemic treatment in CSCC in the U.S.
- **Antibody Collaboration with Sanofi**: Profitable in 2Q19; increased profitability in 3Q19

### CLINICAL ADVANCES

- **Dupixent**: Completed Ph3 in Severe Atopic Dermatitis (ages 6-11)
- **Libtayo**: Ph3 interim ORR readout in Non-Small Cell Lung Cancer
- **REGN1979** (CD20xCD3): Data in Non-Hodgkin Lymphoma
- **REGN5458** (BCMAxCD3): Initial data in Multiple Myeloma
- **REGN-EB3**: Superior to ZMapp in preventing Ebola deaths

### FINANCIAL EXECUTION

- **Revenue**: +19% growth 3Q19 YTD
- **Non-GAAP Diluted EPS**#: +7% 3Q19 YTD
- **Business Development**: ~\$900MM in equity and upfronts
- **\$1Bn Share Repurchase Program**

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\* As of 3Q19 trailing 12 month basis, Bayer records net product sales of EYLEA outside the U.S.  
† Based on preliminary unaudited fiscal 2019 results; preliminary unaudited 4Q19 U.S. EYLEA net product sales of \$1.22Bn  
‡ Based on 3Q19 global net product sales as reported by Sanofi  
# See reconciliation of non-GAAP to GAAP net income per share on slide 34

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# REGENERON'S NEAR-TERM GROWTH DRIVERS

EYLEA	Dupixent*	Oncology	Specialized growth opportunities:
<ul style="list-style-type: none"> <li>Execute in wet AMD and diabetic eye diseases</li> <li>Maximize DR and pre-filled syringe launches</li> <li>Explore high-dose formulation for less frequent dosing</li> <li>Pursue gene therapy and other novel approaches</li> </ul>	<ul style="list-style-type: none"> <li>Transform the treatment of Type 2 inflammatory diseases</li> <li>Maximize launches in AD, asthma, and CRSwNP</li> <li>Expand to pediatric AD and asthma patients</li> <li>Execute expanded Ph3 development program</li> </ul>	<ul style="list-style-type: none"> <li>Realize potential for best-in-class immunotherapy treatments</li> <li><u>Compete</u>, <u>Enhance</u>, and <u>Extend</u> benefits of immunotherapy to broader patient populations</li> </ul>	<div data-bbox="1209 383 1476 454"> <p><b>Fasinumab (NGF)</b> <i>Osteoarthritis pain</i></p> </div> <div data-bbox="1209 472 1476 544"> <p><b>Pozelimab +/- siRNA† (C5)</b> <i>C5-mediated diseases</i></p> </div> <div data-bbox="1209 562 1476 633"> <p><b>Evinacumab (ANGPTL3)</b> <i>HoFH</i></p> </div> <div data-bbox="1209 651 1476 723"> <p><b>Garetosmab (Activin A)</b> <i>FOP</i></p> </div>

DR – Diabetic Retinopathy; AD – Atopic Dermatitis; CRSwNP – Chronic Rhinosinusitis with Nasal Polyposis; HoFH – Homozygous familial hypercholesterolemia; FOP – Fibrodysplasia ossificans progressiva

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\* In collaboration with Sanofi  
† In collaboration with Amaryn

This slide contains investigational products not yet approved by regulatory authorities

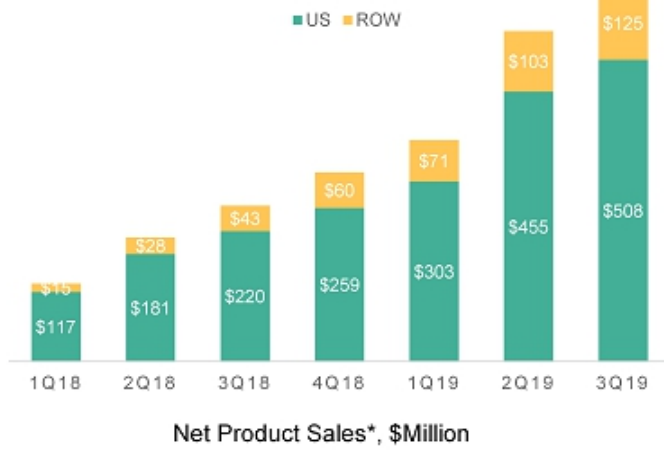


# EYLEA®: STRENGTHENING MARKET LEADERSHIP POSITION

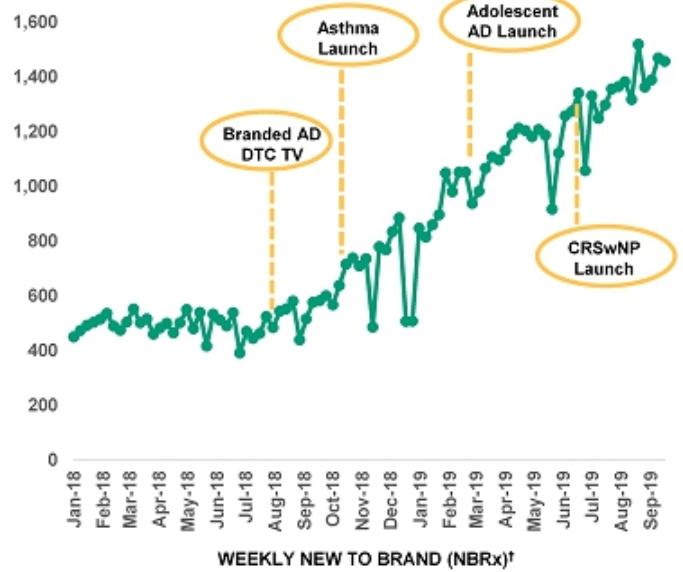


U.S. EYLEA	Net Product Sales*	Y/Y Change
4Q19	\$1.22Bn	+13%
2019	\$4.64Bn	+14%

# DUPIXENT®: STRONG EXECUTION ACROSS MULTIPLE INDICATIONS



REGENERON® \* Sanofi records global net product sales of Dupixent



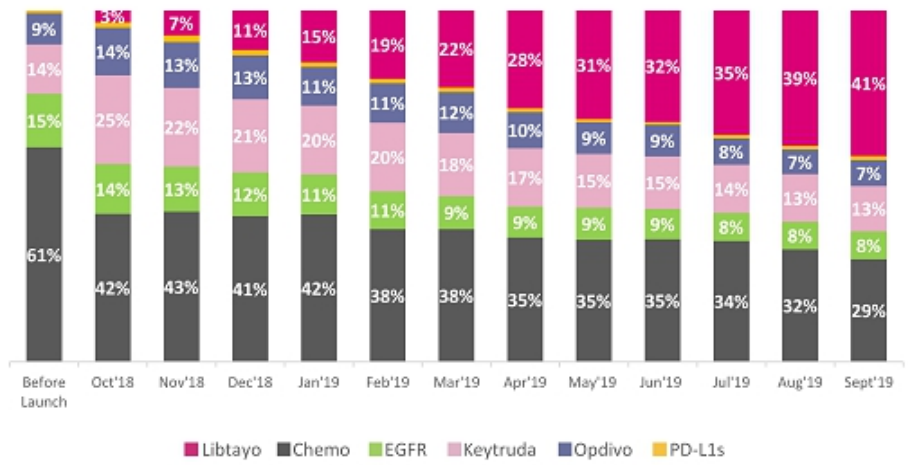
† Source: IQVIA National Source of Business

AD – Atopic Dermatitis; CRSwNP – Chronic Rhinosinusitis with Nasal Polyposis

# LIBTAYO®: LEADING TREATMENT FOR ADVANCED CSCC IN U.S.



### Advanced CSCC – Total Patient Share by Products†



REGENERON® \* Sanofi records net product sales of Libtayo outside the U.S.

CSCC – Cutaneous Squamous Cell Carcinoma  
† Source: Updated IQVIA – Claims through Sep'19

## 2019 KEY ADVANCEMENTS IN ONCOLOGY

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### PD-1

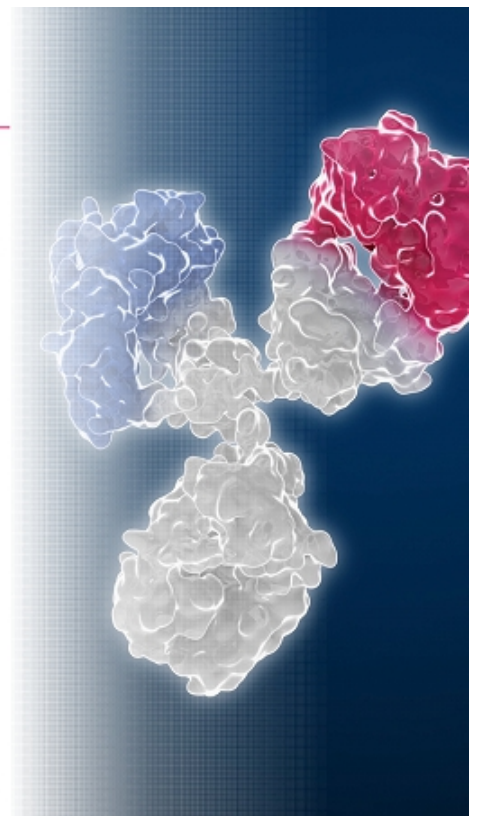
- Libtayo became the #1 systemic treatment in CSCC
- Released promising interim response data for Libtayo vs. chemotherapy in 1L NSCLC

### BISPECIFICS

- Updated REGN1979 (CD20xCD3) data; potentially pivotal Phase 2 study initiated
- Presented first-time REGN5458 (BCMAxCD3) data
- Dosed first patient with REGN5678 (PSMAxCD28) costimulatory BiSpecific
- Initiated clinical studies with additional BiSpecifics

### BUSINESS DEVELOPMENT

- Initiated collaborations with Vynria, Inc. and BioNTech SE
- Advanced collaborations with bluebird bio Inc., Adicet Bio Inc., Replimune Group, Inc., and ISA Pharmaceuticals B.V.



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CSCC – Cutaneous Squamous Cell Carcinoma  
NSCLC – Non-Small Cell Lung Cancer

# MAXIMIZING THE OPPORTUNITIES FOR OUR SCIENCE AND PRODUCT PORTFOLIO THROUGH TARGETED BUSINESS DEVELOPMENT

- Collaborations to build upon and leverage Regeneron's technologies and deep biological expertise
- In-licensing external technologies to enable and accelerate our internal discovery efforts
- Global development and commercial partnerships with other leading biopharma companies
- Broad strategic relationships with academia, medical centers, and governments

Leveraging our biology/genetics and proprietary technology platforms	Expanding our therapeutic capabilities	Enabling best-in-class IO regimens	Advancing treatments for Ebola, flu, and emerging pathogens	Collaborating with the Regeneron Genetics Center	Partnering for global development and commercialization
					

# MULTIPLE POTENTIAL REGULATORY SUBMISSIONS: 2020-2022+

2020	2021	2022+	
<b>Evinacumab</b> Homozygous Familial Hypercholesterolemia	<b>Fasinumab†</b> Osteoarthritis Pain	<b>REGN5458 (BCMAxCD3)*</b> Relapsed/Refractory Multiple Myeloma	<b>DUPIXENT*</b> Pediatric Atopic Dermatitis (6 mo-6 yr) Eosinophilic Esophagitis Bullous Pemphigoid Chronic Spontaneous Urticaria Allergic Bronchopulmonary Aspergillosis Chronic Obstructive Pulmonary Disease
<b>REGN-EB3</b> Ebola Virus Infection	<b>LIBTAYO*</b> 2L Cervical Cancer	<b>Pozelimab</b> C5-mediated diseases	
<b>Garetosmab</b> FOP (to be discussed with regulators)	<b>DUPIXENT*</b> Prurigo Nodularis	<b>High-Dose EYLEA</b> Wet AMD and DME	
<b>LIBTAYO*</b> Basal Cell Carcinoma	<b>DUPIXENT*</b> Pediatric Asthma (6-11 yr)		
<b>PRALUENT</b> Homozygous Familial Hypercholesterolemia		<b>REGN1979 (CD20xCD3)</b> B Cell NHL	<b>PRALUENT</b> Pediatric HeFH
<b>LIBTAYO*</b> 1L Non-Small Cell Lung Cancer			

### KEY

<b>New Molecule</b>
<b>New Indication</b>

**REGENERON®** \* In collaboration with Sanofi  
† In collaboration with Teva and Mitsubishi Tanabe

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## EX-U.S. COMMERCIALIZATION EXPANSION

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- Regeneron is in the initial stages of commercial expansion outside of the United States
- Exercising our co-commercialization rights for Dupixent outside the U.S. allows for a low risk expansion strategy
- The expansion will enable Regeneron to independently commercialize drugs outside the U.S. and maximize the value of our pipeline



**REGENERON®**

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# ANTIBODY AGREEMENT MODIFICATION



- Terms unchanged



- Regeneron to have sole U.S. rights
- Sanofi to have sole ex-U.S. rights; Regeneron to receive royalties on ex-U.S. net sales



- Sanofi to have sole global rights
- Regeneron to receive royalties on global net sales

## Regeneron Benefits of Anticipated Changes to the Antibody Agreement

(Transaction expected to be finalized in 1Q20)

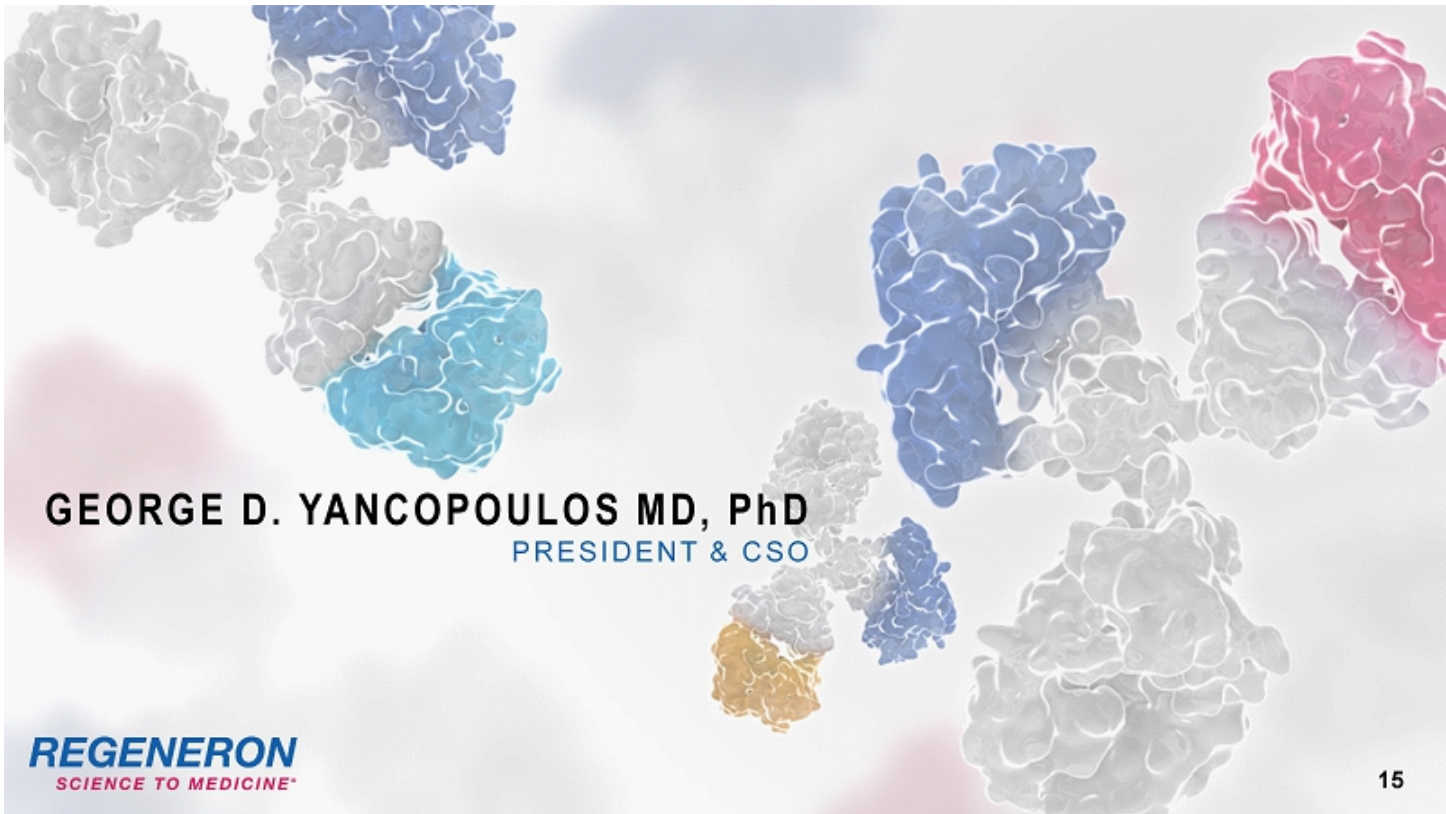
- Improve profitability
- Increase efficiency of Praluent and Kevzara operations
- Simplify financial reporting



## BUSINESS SUMMARY

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- Significant accomplishments over the last decade have transformed Regeneron into a premier biopharmaceutical company
- 2019 was a year of R&D innovation, commercial execution on core EYLEA, Dupixent, and Libtayo franchises and financial performance across the enterprise
- Regeneron-Sanofi Antibody Collaboration profitability continues to improve
  - Collaboration enhances revenue and earnings diversification
  - Agreement modification leading to further profitability and leverage
- Entering 2020 with momentum for continued long-term growth



**GEORGE D. YANCOPOULOS MD, PhD**  
PRESIDENT & CSO

**REGENERON**  
SCIENCE TO MEDICINE®

# REGENERON-INVENTED TECHNOLOGIES REPEATEDLY DELIVER IMPORTANT NEW THERAPEUTICS

## TARGET DISCOVERY & VALIDATION

- Human & Mouse Genetics
- *VelociGene*<sup>®</sup>
- *VelociMouse*<sup>®</sup>



## TURNKEY THERAPEUTICS: TRAPs & ANTIBODIES

- TRAPs
- *VelocImmune*<sup>®</sup>
- *VelociMab*<sup>®</sup>

2010-2020:	2020 +
EYLEA	REGN3500 (IL-33)
DUPIXENT	Garelosmab
PRALUENT	Evinacumab
LIBTAYO	REGN-EB3
	Others

CLINICAL DEVELOPMENT

MEDICINES

MANUFACTURING

**REGENERON** technologies *deliver repeated breakthroughs* by addressing limitations and bottlenecks in every step of the drug discovery

**REGENERON**<sup>®</sup>

EHR - Electronic Health Records; PiG - Peptide-In-Groove

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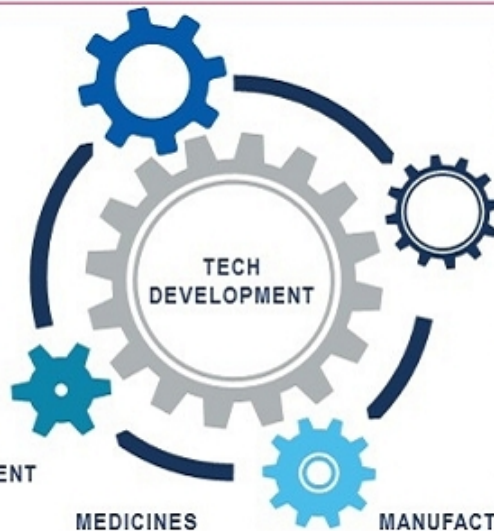
# REGENERON-INVENTED TECHNOLOGIES REPEATEDLY DELIVER IMPORTANT NEW THERAPEUTICS

## TARGET DISCOVERY & VALIDATION

- Human & Mouse Genetics
- *VelociGene*<sup>®</sup>
- *VelociMouse*<sup>®</sup>



- World leading human sequencing
- ....over 1MM humans sequenced
- ....linked to EHRs
- ....BIG DATA



## TURNKEY THERAPEUTICS: TRAPs & ANTIBODIES

- TRAPs
- *VelocImmune*<sup>®</sup>
- *VelociMab*<sup>®</sup>

2010-2020:	2020 +
EYLEA	REGN3500 (IL-33)
DUPIXENT	Garetoxmab
PRALUENT	Evinacumab
LIBTAYO	REGN-EB3
	Others

## NEW THERAPEUTICS APPROACHES:

- BiSpecifics:  
CD3, CoStims, PiGs
- siRNA: with Alnylam
- Cell & Viral Gene Therapy,
- Others

CLINICAL DEVELOPMENT

MEDICINES

MANUFACTURING

**REGENERON technologies *deliver repeated breakthroughs* by addressing limitations and bottlenecks in every step of the drug discovery**

# REGENERON APPROACHES CAN ADDRESS DIVERSE DISEASE CHALLENGES: FROM RECENT EXAMPLES... TO CANCER & BEYOND...

## Garetoismab (anti-Activin A) for Fibrodysplasia Ossificans Progressiva (FOP)

- **Devastating orphan disease** in which muscles, tendons and ligaments are progressively replaced by bone
- Phase 2 study showed **~90% reduction** in formation of new lesions
- **Validates Regeneron hypothesis** that Activin-A drives progression



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## REGN-EB3 for Ebola

- **Ebola outbreak** in 2014 caused BARDA to ask for pharmaceutical companies to help
- Regeneron developed a **3-antibody cocktail**; ready for clinic in **just 6 months**
- In August 2019, PALM study stopped early as **REGN-EB3 was superior** to standard of care
- Ebola example demonstrates Regeneron's ability to **swiftly deliver important solutions for emerging epidemics**



## Anti-Feld1 for Cat Allergy

- **Millions** of Americans suffer from **cat allergy**
- Approximately **half a million** Americans pursue laborious **allergy desensitization** with questionable efficacy
- **Anti-Feld1** markedly improved symptoms, and the responses lasted at least one month\*
- Ongoing Ph2 study of benefits in cat allergen triggered asthma



\*Orengo et al., Nat Commun. 2018 Apr 12;9(1):1421

# REGENERON-DISCOVERED APPROVED AND INVESTIGATIONAL MEDICINES



## PHASE 1

- Cemiplimab\* (PD-1)
- REGN1979 (CD20xCD3)
- REGN5458\* (BCMAxCD3)
- REGN5459\* (BCMAxCD3)
- REGN4018\* (MUC16xCD3)
- REGN5678 (PSMAxCD28)
- REGN5093 (METxMET)
- REGN4659 (CTLA-4)
- REGN3767 (LAG-3)
- REGN5713-5714-5715 (Betv1)

## PHASE 2

- REGN4461 (LEPR)
- Pozelimab (C5)
- Garetosmab (Activin-A)
- Evinacumab (ANGPTL3)
- Cemiplimab\* (PD-1)
- REGN1979 (CD20xCD3)
- REGN3500\* (IL-33)
- Dupilumab\* (IL-4R)
- Sarilumab\* (IL-6R)
- REGN1908-1909 (Feld1)
- REGN5069 (GFRα3)
- Aflibercept (VEGF Trap)

## PHASE 3

- Evinacumab (ANGPTL3)
- Alirocumab\* (PCSK9)
- Cemiplimab\* (PD-1)
- Dupilumab\* (IL-4R)
- Sarilumab\* (IL-6R)
- REGN-EB3 (Ebola virus)
- Fasinumab† (NGF)
- Aflibercept (VEGF Trap)

■ CARDIOVASCULAR/  
METABOLIC DISEASES

■ ONCOLOGY

■ IMMUNOLOGY &  
INFLAMMATORY DISEASES

■ INFECTIOUS  
DISEASES

■ PAIN

■ OPHTHALMOLOGY

■ RARE DISEASES

**REGENERON**® \* In collaboration with Sanofi  
† In collaboration with Teva and Mitsubishi Tanabe

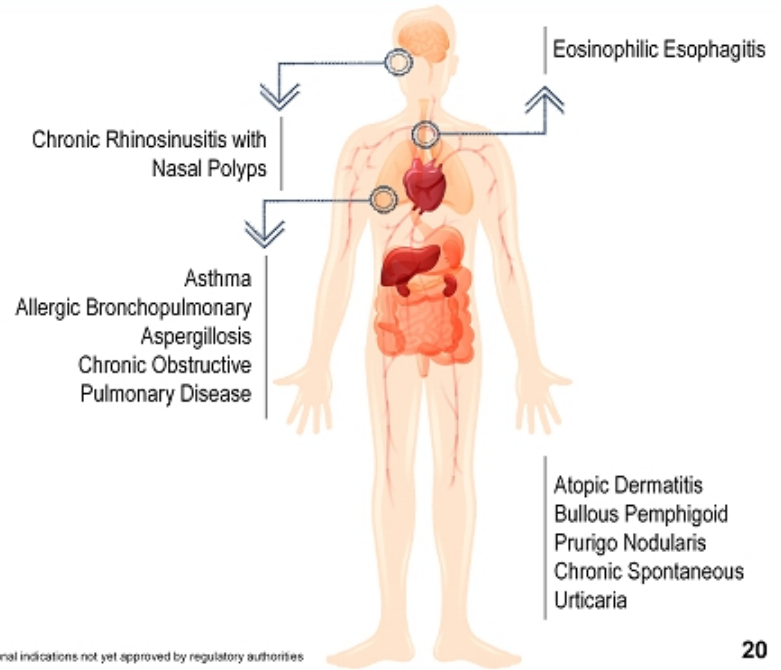
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# DUPIXENT®: REGENERON TECHNOLOGIES DELIVER BLOCKBUSTER WITH POTENTIAL TO TREAT MULTIPLE ALLERGIC DISEASES

For decades, Regeneron scientists worked with, and followed up, the seminal findings of Bill Paul (NIH) with the belief that IL-4 and IL-13 might be key mediators of Type 2 inflammatory/allergic diseases.

Regeneron utilized our VelociGene® and VelocImmune® technologies to validate target, and to invent Dupixent as a potential therapeutic.

Dupixent clinical trials prove that IL-4 and IL-13 are key drivers of multiple Type 2 inflammatory/allergic diseases, regardless of the tissue.



# DUPIXENT®: DELIVERING ON THE “PIPELINE IN A PRODUCT” PROMISE

<b>US APPROVED INDICATIONS*</b>	Moderate-to-Severe Atopic Dermatitis	✓ Approved in Adults and Adolescents (12+ years)
	Moderate-to-Severe Asthma	✓ Approved in Adults and Adolescents (12+ years)
	Chronic Rhinosinusitis with Nasal Polyps	✓ Approved in Adults
<b>NEAR-TERM OPPORTUNITIES</b>	Atopic Dermatitis in Pediatrics (6–11 years)	Regulatory package submitted at end of 2019
	Eosinophilic Esophagitis	Ph3 ongoing
	Chronic Obstructive Pulmonary Disease (COPD)	Ph3 ongoing
	Asthma in Pediatrics (6–11 years)	Ph3 ongoing
<b>LONGER-TERM OPPORTUNITIES</b>	Atopic Dermatitis in Pediatrics (6 months–5 years)	Ph2/3 ongoing
	Airborne Allergies	Ph2 in Grass Allergy completed
	Food Allergies	Ph2 in Peanut Allergy ongoing
	Additional Indications	Prurigo Nodularis (Ph3 initiated 4Q19), Chronic Spontaneous Urticaria (Ph3 initiated 4Q19), Bullous Pemphigoid, and other indications

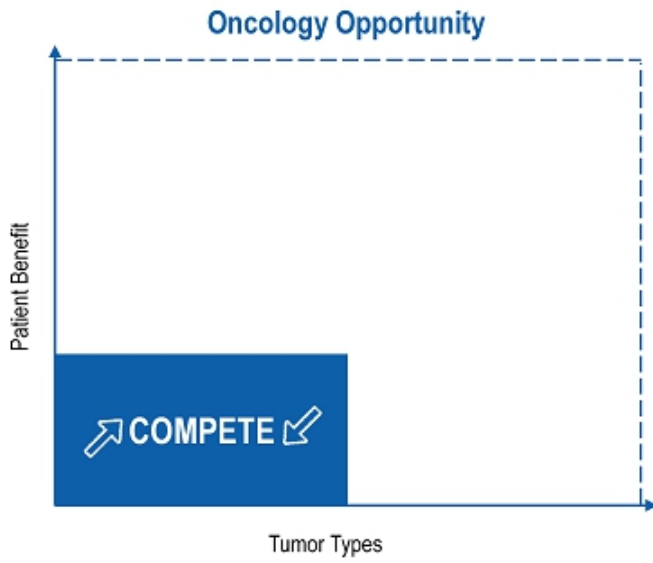
**REGENERON®**

\* In the EU, Dupixent is approved in three indications: moderate-to-severe Atopic Dermatitis, severe Asthma, and severe Chronic Rhinosinusitis with Nasal Polyps

This slide contains investigational indications not yet approved by regulatory authorities



# ONCOLOGY STRATEGY: COMPETE, ENHANCE, EXTEND



**COMPETE:** Libtayo in tumors “responsive” to PD-1 checkpoint inhibition (e.g., skin & NCSLC)

- PD-(L)1 market: >\$20Bn, +49% YoY growth\*

## ONCOLOGY STRATEGY: COMPETE, ENHANCE, EXTEND



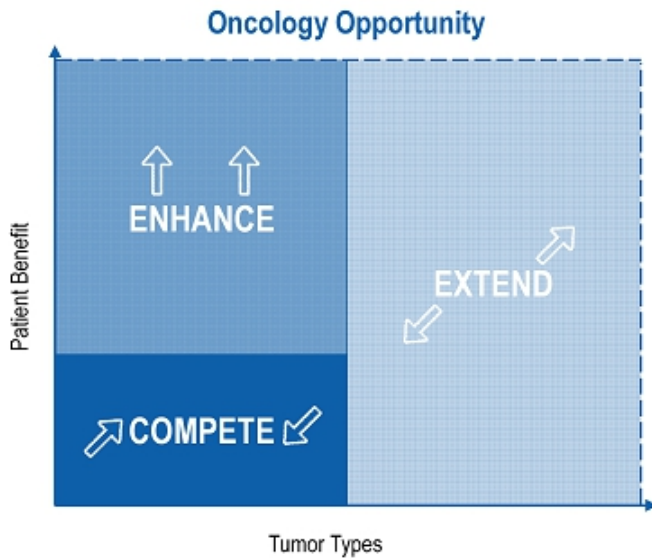
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- Studying addition of novel therapeutics to Libtayo to “*enhance*” responsiveness for these tumors

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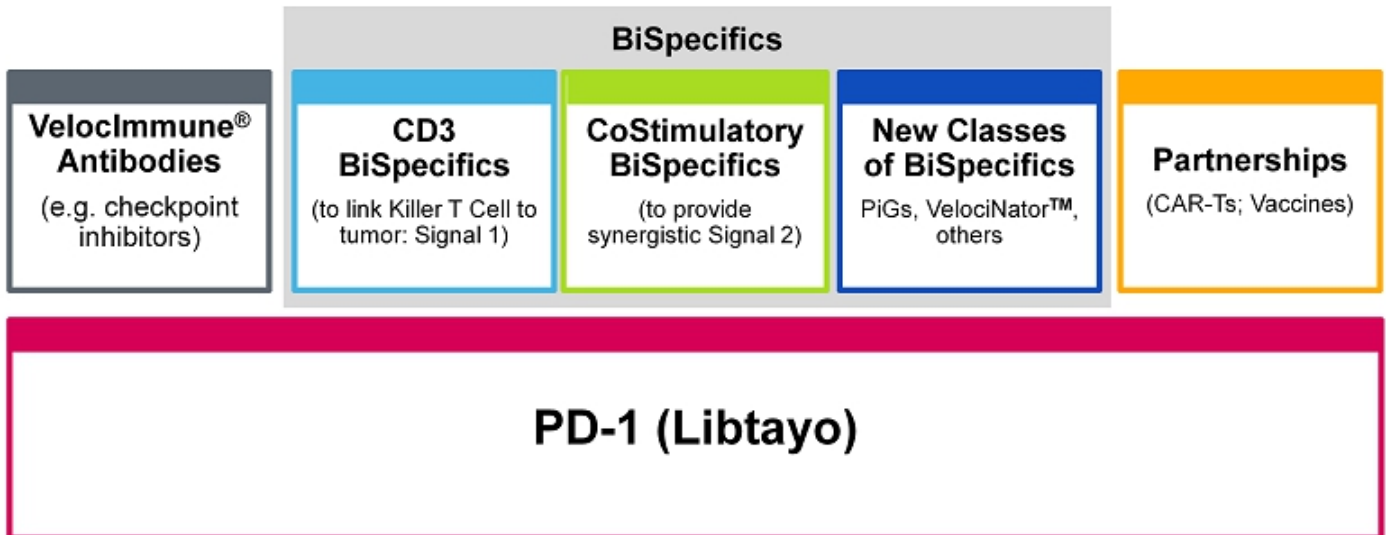
- Studying addition of novel therapeutics to Libtayo to “enhance” responsiveness for these tumors

**EXTEND:** For tumor settings with limited response to checkpoint inhibition

- Novel therapeutics to “extend” responsiveness to these tumor settings – e.g., BiSpecifics

## REGENERON ONCOLOGY TOOLKIT LEVERAGES MULTIPLE PLATFORMS TO CREATE COMBINATORIAL FLEXIBILITY

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# ESTABLISH LIBTAYO AS A FOUNDATION IN ONCOLOGY

COMPETE, ENHANCE, and EXTEND treatment benefits in monotherapy and in combination settings

## CSCC: Fast to market

- First PD-(L)1 approval for advanced CSCC:
- >40% ORR
- From Ph1 trial initiation to FDA approval: ~3.5 years

## Expand dermato-oncology

- Moving to earlier lines of therapy and to other skin cancers:
- CSCC:
  - Neoadjuvant pilot has 70% ORR with 55% CRs – larger study initiating
  - Adjuvant CSCC trial started
- Advanced BCC: Registrational study reading out 2020

## Position in NSCLC

- Become competitive in the major anti-PD-1 opportunity, i.e. Lung Cancer:
- Libtayo monotherapy in PD-L1-high 1L NSCLC:
  - Encouraging ORR compared to chemotherapy (see table)
  - Next overall survival interim analysis in 2020
- 2<sup>nd</sup> Ph3 study in combination with chemotherapy: full enrollment in 2H20

## Combine with BiSpecifics etc.

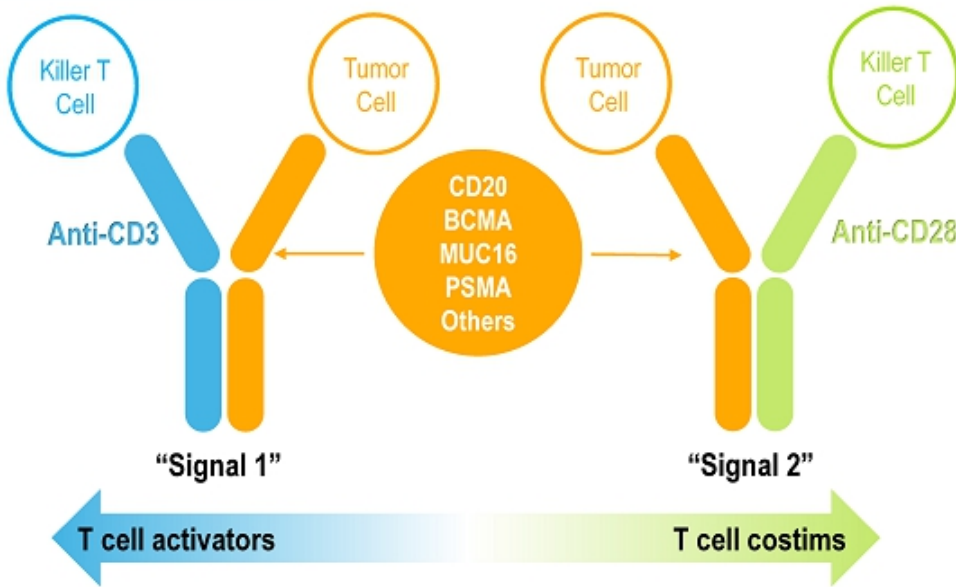
- Enhance and Extend responsiveness to anti-PD-1 class:
- Combinations with CD3 and CD28 BiSpecifics as well as other immunomodulatory antibodies
- Novel combinations with vaccines and other modalities

NSCLC		
Monotherapy study preliminary investigator-read response data		
N=361	Libtayo	Chemo
ORR*	42%	22%

\*ORR – Objective Response Rate; in NSCLC, regulatory authorities do not consider ORR a validated surrogate endpoint

CSCC – Cutaneous Squamous Cell Carcinoma; BCC – Basal Cell Carcinoma; NSCLC – Non-Small Cell Lung Cancer

# REGENERON'S VELOCI-BI® APPROACH CAN CREATE, MANUFACTURE, AND DEVELOP HIGH-QUALITY BISPECIFICS OF ANY DESIRED SPECIFICITY



## VELOCI-BI®

- VelociGene® and VelocImmune® technologies are fundamental
  - Foundation for Dupixent, Praluent, Libtayo, and other Regeneron-discovered medicines
- Next-generation VelocImmune® makes several distinct classes of BiSpecifics, with varying specificity and affinity
- Regeneron BiSpecific approach is unique
  - No linkers or artificial sequences
  - Ease of manufacturing using same process as regular antibodies
  - Similar PK to regular antibodies

# REGENERON'S CD3 BISPECIFICS SHOW SIGNIFICANT ANTI-TUMOR ACTIVITY

- REGN1979 links CD20 on tumor cells to CD3 on killer T cells
  - First BiSpecific in our portfolio: required careful approach to safely escalate doses of a potent immunostimulatory agent to provide benefit to patients
- Encouraging data seen with REGN5458 (BCMAxCD3) in early dose cohorts

## American Society of Hematology (ASH) – December 2019



### R/R Follicular Lymphoma

- ORR=95%, CR=77%
- N=22, doses 5-320 mg
- mPFS est: 11.4 mo (6.7-NE)

### R/R DLBCL (CAR T naïve)

- ORR=71%, CR=71%
- N=7, doses 80-320 mg

### R/R DLBCL (post-CAR T)

- ORR=50%, CR=25%
- N=12, doses 80-320 mg



### R/R Multiple Myeloma

- N=7, doses 3-6 mg
- At 6mg dose (n=4):
  - ORR=3/4 patients (75%)
  - MRD-neg=2/4 patients (50%)

- Median of 7 lines of prior systemic therapy, including anti-CD38
- Patients with primarily medullary and secretory disease

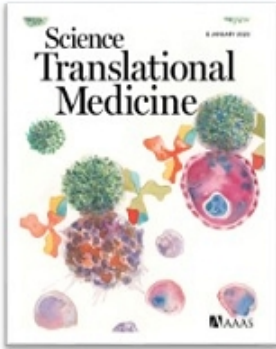
### Dose escalation ongoing

R/R – Relapsed/ Refractory (heavily pre-treated) MRD – Minimal Residual Disease  
DLBCL – Diffuse Large B Cell Lymphoma

This slide contains investigational products not yet approved by regulatory authorities

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# ADDING COSTIMULATORY BISPECIFICS TO CD3 BISPECIFICS OR TO ANTI-PD-1 SHOWS SYNERGY IN PRECLINICAL TUMOR MODELS

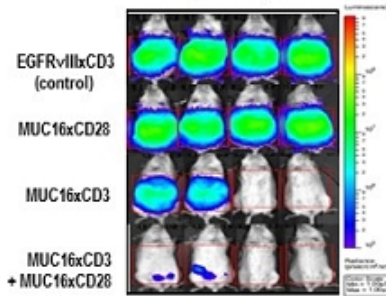
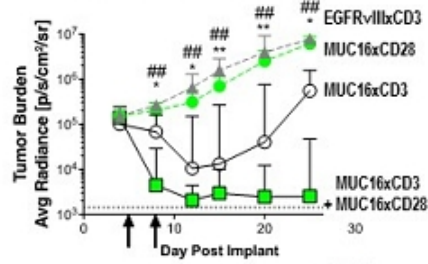


- Our CD28 costimulatory BiSpecifics activate T cells only when they are bridged to cancer cells and after having received the first "recognition" signal from the CD3 engagement
- Unlike CD28 superagonists, CD28 costims did not induce cytokine storm as monotherapy or in combination in our animal models

REGENERON<sup>®</sup>

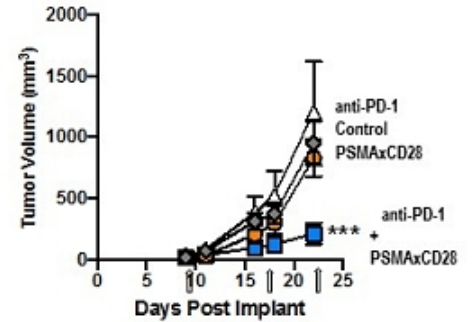
## MUC16xCD3 + MUC16xCD28

xenogeneic ovarian tumor mouse model



## anti-PD-1 + PSMAxCD28

syngeneic humanized prostate cancer mouse model



- In 2019, first-in-class costim PSMAxCD28 entered clinical development; planning to advance several other CD28 BiSpecific antibodies into the clinic in 2020

This slide contains investigational products not yet approved by regulatory authorities



# BREADTH OF REGENERON'S ONCOLOGY PIPELINE REFLECTS COMBINATORIAL FLEXIBILITY

		BiSpecifics		
VelocImmune® Antibodies		CD3 BiSpecifics	Costims BiSpecifics	New classes Partnerships
EARLY DEVELOPMENT	REGN4659 (CTLA-4) NSCLC	REGN5458* (BCMAxCD3) Multiple myeloma	REGN5678 (PSMAxCD28) Prostate cancer	ISA101b + Libtayo (ISA) HNSCC
	REGN3767 (LAG-3) Solid/hematologic cancers	REGN5459* (BCMAxCD3) Multiple myeloma	REGN5093 (METxMET) MET-altered NSCLC	Voyager-V1 + Libtayo (Vyriad) Solid tumors
	GITR† Solid tumors	REGN4018* (MUC16xCD3) Ovarian cancer	PiG (Peptide in HLA Groove)† Solid tumors	
POTENTIALLY PIVOTAL		REGN1979 (CD20xCD3) B cell NHL		RP1 + Libtayo (Replimune) CSCC
APPROVED	Libtayo* NSCLC	Libtayo* BCC	Libtayo* Cervical	Libtayo* Adjuvant CSCC
	Libtayo* CSCC	Additional BiSpecifics and combinations expected to enter the clinic in 2020		

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\* In collaboration with Sanofi  
† Preclinical

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# KEY UPCOMING 2020 MILESTONES

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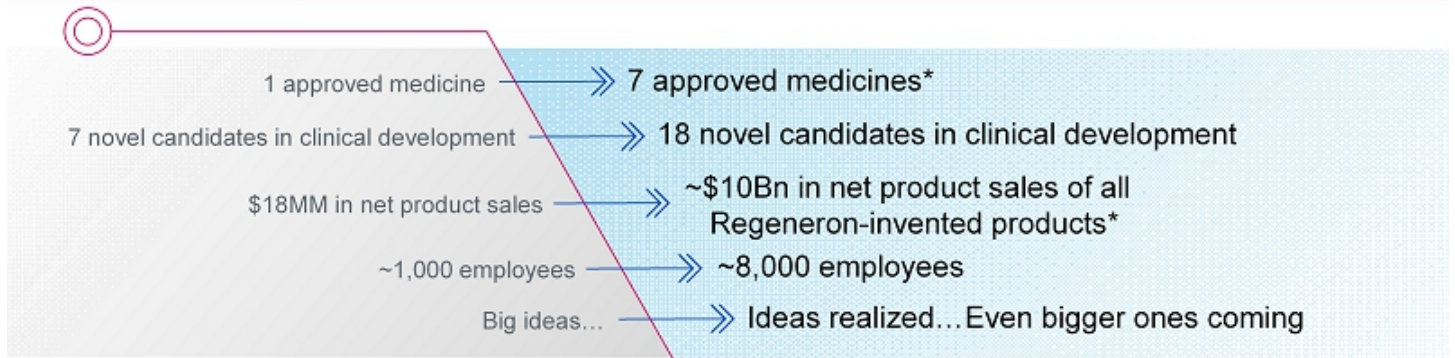
## KEY REGULATORY APPROVALS & SUBMISSIONS

- Dupixent (IL-4/IL-13)** Regulatory action for pediatric Atopic Dermatitis (age 6-11 years)
- Evinacumab (ANGPTL3)** Regulatory submission for Homozygous Familial Hypercholesterolemia (HoFH)
- REGN-EB3 (Ebola)** Complete rolling BLA submission for Ebola; regulatory action
- Garetosmab (Activin-A)** Regulatory submission for Fibrodysplasia Ossificans Progressiva (FOP)

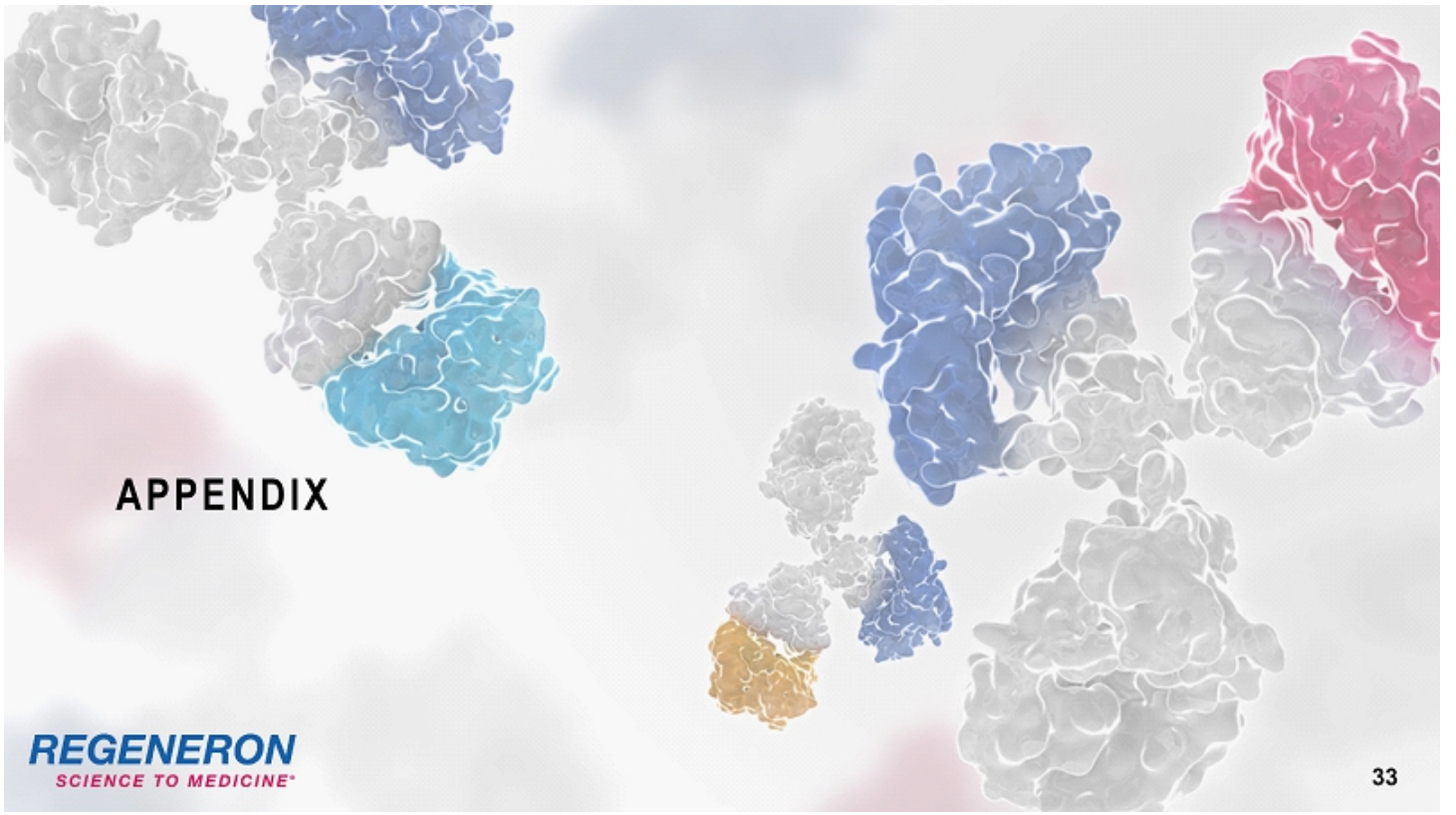
## KEY DATA READOUTS

- Libtayo (PD-1)**
  - Ph3 OS interim analysis in 1L NSCLC
  - Ph2 pivotal study in advanced Basal Cell Carcinoma
- Dupixent (IL-4/IL-13)**
  - Ph3 study in pediatric Asthma (ages 6-11 years)
  - Ph2 portion of the Ph2/3 study in Eosinophilic Esophagitis (EoE)
  - Ph2 study in Peanut Allergy (with Aimmune)
- Fasinumab (NGF)** Ph3 long-term safety and efficacy studies
- Pozelimab (C5)** Interim results from Ph2 study in Paroxysmal Nocturnal Hemoglobinuria (PNH)
- REGN1979 (CD20xCD3) and REGN5458 (BCMAxCD3)** Updated results from first-in-human studies

# A DECADE OF INNOVATION, VALUE CREATION, AND TRANSFORMATION



**>1450% Total Shareholder Return†**  
Nasdaq Biotech Index +370%  
S&P 500 +256%



## APPENDIX

**REGENERON**  
SCIENCE TO MEDICINE®

# RECONCILIATION OF GAAP NET INCOME TO NON-GAAP NET INCOME

REGENERON PHARMACEUTICALS, INC.  
 RECONCILIATION OF GAAP NET INCOME TO NON-GAAP NET INCOME (Unaudited)  
 (In millions, except per share data)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2019	2018	2019	2018
GAAP net income	\$ 669.6	\$ 594.7	\$ 1,323.8	\$ 1,624.0
<i>Adjustments:</i>				
R&D: Non-cash share-based compensation expense	60.0	60.4	178.0	160.8
R&D: Up-front payments related to license and collaboration agreements	—	—	400.0	—
SG&A: Non-cash share-based compensation expense	40.8	42.9	122.3	118.4
SG&A: Litigation contingencies	—	—	10.0	—
COGS and COCM: Non-cash share-based compensation expense	16.3	8.1	30.5	21.4
Other income/expense: (Gains) losses on investments in equity securities	(3.4)	4.9	70.7	(21.0)
Income tax effect of reconciling items above	(21.5)	(23.7)	(165.8)	(55.8)
Income tax expense: Adjustment to previously recorded charge related to enactment of U.S. Tax Reform Act	—	(11.9)	—	(11.9)
Non-GAAP net income	\$ 761.8	\$ 675.4	\$ 1,969.5	\$ 1,835.9
Non-GAAP net income per share - basic	\$ 6.96	\$ 6.25	\$ 18.04	\$ 17.03
Non-GAAP net income per share - diluted	\$ 6.67	\$ 5.87	\$ 17.16	\$ 15.98
<i>Shares used in calculating:</i>				
Non-GAAP net income per share - basic	109.4	108.0	109.2	107.8
Non-GAAP net income per share - diluted	114.2	115.1	114.8	114.9