Subject: Competitive intelligence update

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To: Metsera

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SEPTEMBER 14, 2023

CLINICAL TRIAL UPDATE

Lilly announces high-dose tirzepatide trial

Summary and Implications

- Lilly initiates trial of high does tirzepatide in obesity and T2DM (NCT06037252)
- New trial comes as retatrutide (LLY) and CagriSema (NN) demonstrated (modestly) greater efficacy than tirzepatide 15 mg in Phase 2 trials

Context

In the race to develop more potent weight loss drugs, Phase 2 trials of "next-generation" drugs retatrutide and CagriSema presented at ADA suggested that both drugs can have steady-state weight loss between 25% and 30% in obese patients without T2DM. In Phase 3 trials, tirzepatide lowered body weight by ~20-22% (although subsequent trials suggested potential weight loss ~25%) – thus, the perception exists that tirzepatide is slightly less potent.

In parallel, Novo Nordisk is evaluating higher doses of semaglutide (7.2 mg in the STEP-UP trial, and 16 mg in a separate trial – vs. the currently approved 2.4 mg) – it is expected that body weight loss with those higher doses will approach ~20% based on published exposure-response curves.

Content

A new study published on ClinicalTrials.gov (NCT06037252) reveals that Lilly initiated a new trial in 350 patients with obesity *and* T2DM, testing two groups of "Tirzepatide High Dose", an active

comparator "Tirzepatide", and a placebo group. As such, it appears that Lilly is trying to establish weight loss (primary endpoint) of a dose of tirzepatide higher than the currently approved 15 mg. Presumably, this could narrow the (already small) efficacy gap between retatrutide / CagriSema and tirzepatide. The estimated primary completion date of the study is December 2024.

It should be kept in mind that tirzepatide's patent will not expire until 2037, so assuming approval of retatrutide (in ~2027) and high-dose tirzepatide (in 2025), both products will coexist on the market for approximately one decade.

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