



# Q3 2023 Financial Results

# Appendix



# Anylam Pharmaceuticals, Inc.

## Reconciliation of Selected GAAP Measures to Non-GAAP Measures (In thousands)

	Three Months Ended	
	September 30, 2023	September 30, 2022
<b>Reconciliation of GAAP to Non-GAAP research and development:</b>		
GAAP research and development	\$ 253,179	\$ 245,371
Less: Stock-based compensation expenses	(29,155)	(52,962)
Non-GAAP research and development	<u>\$ 224,024</u>	<u>\$ 192,409</u>
<b>Reconciliation of GAAP to Non-GAAP selling, general and administrative:</b>		
GAAP selling, general and administrative	\$ 199,175	\$ 235,859
Less: Stock-based compensation expenses	(34,782)	(75,156)
Non-GAAP selling, general and administrative	<u>\$ 164,393</u>	<u>\$ 160,703</u>
<b>Reconciliation of GAAP to Non-GAAP operating income (loss):</b>		
GAAP operating income (loss)	\$ 213,867	\$ (258,040)
Add: Stock-based compensation expenses	63,937	128,118
Non-GAAP operating income (loss)	<u>\$ 277,804</u>	<u>\$ (129,922)</u>



# Anylam Pharmaceuticals, Inc.

## Reconciliation of Revenue and Growth at Constant Currency

	<b>Three Months Ended September 30, 2023</b>
Total TTR net product revenue growth, as reported	35%
Add: Impact of foreign currency translation	(1)
Total TTR net product revenue growth at constant currency	<u>34%</u>
Total Ultra Rare net product revenue growth, as reported	33%
Add: Impact of foreign currency translation	(2)
Total Ultra Rare net product revenue growth at constant currency	<u>31%</u>
Total net product revenue growth, as reported	35%
Add: Impact of foreign currency translation	(2)
Total net product revenue growth at constant currency	<u>33%</u>
Total revenue growth, as reported	184%
Add: Impact of foreign currency translation	(2)
Total revenue growth at constant currency	<u>182%</u>

## Summary of Accounting Conclusion for the Roche Transaction

Transaction Consideration	P&L Impact
\$310 million upfront payment	Recognized in collaboration revenue when license agreement signed (Q3 2023)
Development milestones	Recognized in collaboration revenue when achieved
Commercial milestones	Recognized in collaboration revenue when achieved
40 / 60 global development cost share	Alnylam records 100% of R&D expense; 60% reimbursement of R&D expense recognized in collaboration revenue as incurred
50 / 50 U.S. profit (or loss) split	Recognized in collaboration revenue*
Tiered low double-digit royalties on ex-U.S. sales	Recognized as royalty revenue