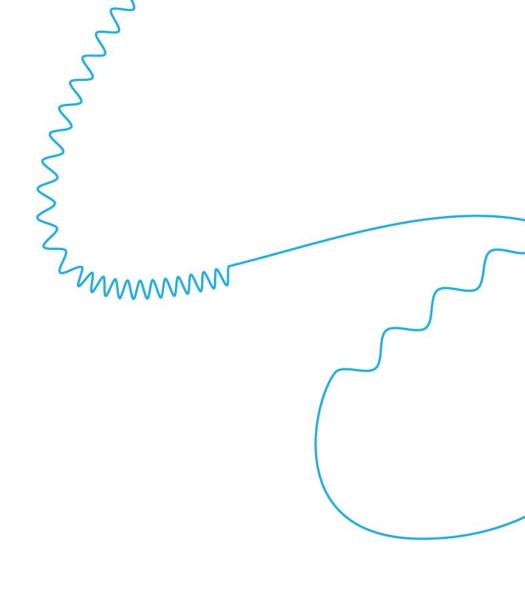
## 42<sup>nd</sup> Annual J.P. Morgan Healthcare Conference

January 8, 2024





#### Forward-looking statements and disclaimer

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, as amended, including statements regarding: Moderna's anticipated future revenues, sales growth, profitability and margins; the potential timing for future product approvals and commercial launches; and the advancement of Moderna's pipeline and late-stage programs, including the commencement of additional clinical trials. The forward-looking statements in this presentation are neither promises nor guarantees, and you should not place undue reliance on these forward-looking statements because they involve known and unknown risks, uncertainties, and other factors, many of which are beyond Moderna's control and which could cause actual results to differ materially from those expressed or implied by these forward-looking statements. These risks, uncertainties, and other factors include those other risks and uncertainties described under the heading "Risk Factors" in Moderna's Annual Report on Form 10-K for the fiscal year ended December 31, 2022, filed with the U.S. Securities and Exchange Commission (SEC), and in subsequent filings made by Moderna with the SEC, which are available on the SEC's website at <a href="https://www.sec.gov">www.sec.gov</a>. Except as required by law, Moderna disclaims any intention or responsibility for updating or revising any forward-looking statements contained in this presentation in the event of new information, future developments or otherwise. These forward-looking statements are based on Moderna's current expectations and speak only as of the date of this presentation.

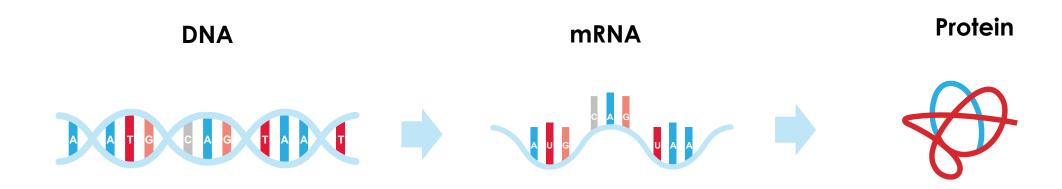


#### **Agenda**

- 1 Foundation of our mRNA platform
- 2 Building out our business while responding to the pandemic
- 3 Transitioning to the endemic market
- 4 2024 and 2025 outlook
- 5 Late-stage growth drivers



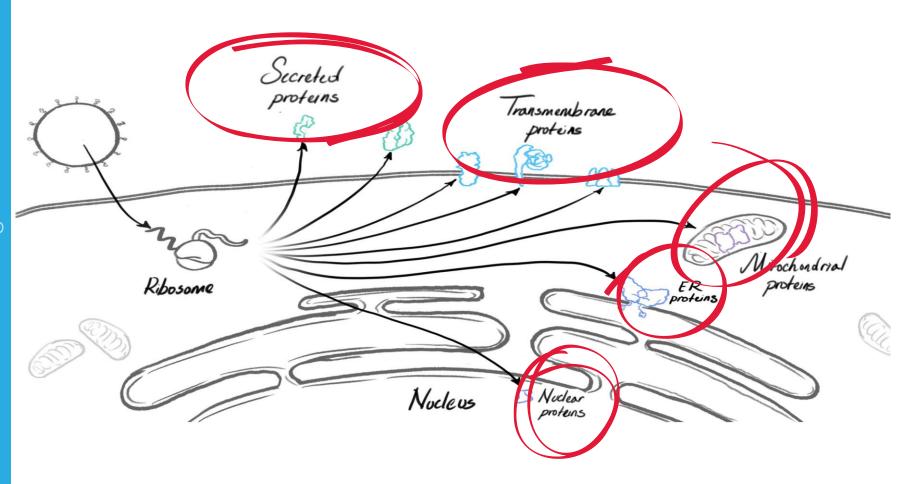
### Moderna was founded and built to use nature's information molecule, mRNA, to treat and prevent disease



mRNA-based medicine could move at the pace of information by leveraging a common platform



#### The promise of mRNA



- 1 Large opportunity to address unmet need
- 2 Higher efficiency in R&D

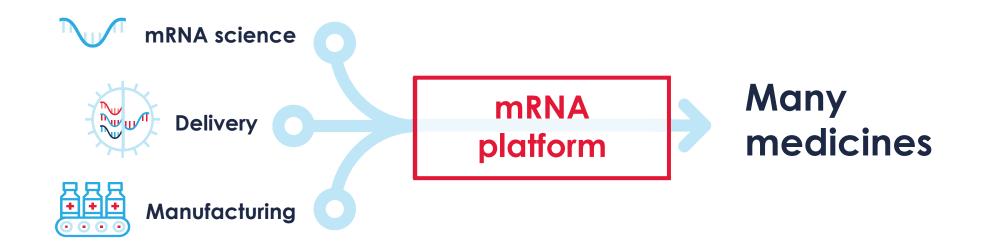
3 Rapid and agile development

4 Greater capital efficiency



#### Investing in a platform to deliver on the promise of mRNA

10+ years of investment creating a singular platform





## Our platform enabled us to develop and deliver an authorized vaccine against COVID in record time in 2020

2 days ~1.5 months <1 year to design our to receive authorization to start clinical trials **COVID-19** vaccine for our COVID-19 vaccine **Digitization & Al** Early investment in manufacturing capacity



## We rapidly scaled our organization to meet global demand during the pandemic



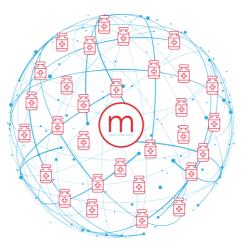
Expanded internal manufacturing capacity



Established manufacturing partnerships



Delivered more than a billion doses around the world



of \$36B in 2021 and 2022



#### Our R&D pipeline expanded during the height of the pandemic

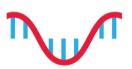
2020
25 development programs
11 preclinical
8 Phase 1
4 Phase 2
1 Phase 3



Note: Numbers do not total as 2020 includes 1 commercial stage program, and 2023 includes 3 commercial stage programs (Spikevax / COVID-19) across adult, adolescent and pediatric indications. Figures reflect pipeline at the end of respective calendar years.



## Market shift to the endemic phase resulted in lower annual vaccine volume









2020 vaccine development 2021

Most people received a primary series

2022
Many people received multiple boosters

2023+
one seasonal
booster



## We transformed our COVID business for the endemic setting in 2023



The company resized its manufacturing footprint and supply base to accelerate gross margin expansion towards its longer-term target of 75-80%

We expect our COVID franchise to be profitable in 2024 and beyond



#### Reiterating 2024 & 2025 financial framework

	for full year 2024	for full year 2025			
Sales	~\$4 billion	Return to growth			
Cost of Sales	~35% of product sales	Improve with higher sales			
R&D	~\$4.5 billion	Flat to down, with ability to flex			
SG&A	~\$1.3 billion	Flat to down, with ability to flex			
Tax	Negligible	Negligible			
Capital expenditures	~\$0.9 billion	Materially down (UK, Canada, Australia sites completed early '25)			
COVID operating income (excluding R&D)	~\$1 billion	Increasing			
Ending cash balance	~\$9 billion	\$6-7 billion			

This framework sets us up to break even in 2026



## Moderna's late-stage pipeline in our four franchises provides foundation for growth

# 1 - 2025



vaccines

- RSV
- Next-Gen COVID

- Flu
- Flu/COVID combo

2025 +



CMV

Latent + other vaccines



Oncology therapeutics

#### INT

- Adjuvant Melanoma
- Adjuvant NSCLC



- PA
- MMA

Rare disease therapeutics



## Moderna's late-stage pipeline in our four franchises provides foundation for growth

# 24 - 2025



- RSV
- Next-Gen COVID

- Flu
- Flu/COVID combo

Respiratory vaccines

#### 2023

#### Sales

~\$6.7 billion<sup>1,2</sup>

#### Market share

Improved U.S. market share by 11 percentage points to 48% in 2023

- 1. Unaudited financial results
- 2. Includes one-time revenue recognition of approximately \$0.6 billion of deferred revenue

#### 2024

#### **Expected Sales**

~\$4 billion

#### **On-market**

**COVID** booster

#### **Expecting to launch**

**RSV** 

- Potential best-in-class profile: efficacy, safety and tolerability, pre-filled syringe
- Positioned for a strong launch in 2024

#### 2025

#### **Expected Sales**

Return to growth

#### **On-market**

- COVID booster
- RSV

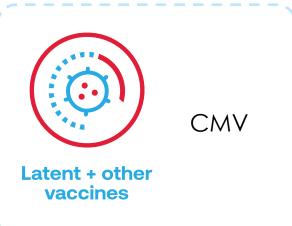
#### **Expecting to launch**

- Flu
- Flu/COVID combo
- Next-Gen COVID



## Moderna's late-stage pipeline in our four franchises provides foundation for growth

:025 +



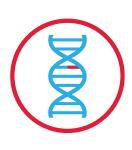


Oncology

therapeutics

INT

- Adjuvant Melanoma
- Adjuvant NSCLC



- PA
- MMA

Rare disease therapeutics

CMV: Phase 3 trial is fully enrolled and accruing cases; potential efficacy data in 2024 INT: Phase 3 trials for adjuvant melanoma & non-small cell lung cancer (NSCLC) now enrolling; plans to rapidly expand clinical studies to additional tumor types

PA & MMA: Expecting to move into pivotal studies in 2024



#### Moderna's late-stage pipeline in our four franchises provides foundation for growth



- Next-Gen COVID

- Flu
- Flu/COVID combo

Respiratory vaccines

Moderna's late-stage pipeline represents in total an excess of \$10 billion in sales



CMV

RSV

Latent + other vaccines



**Oncology** therapeutics

#### INT

- Adjuvant Melanoma
- Adjuvant **NSCLC**

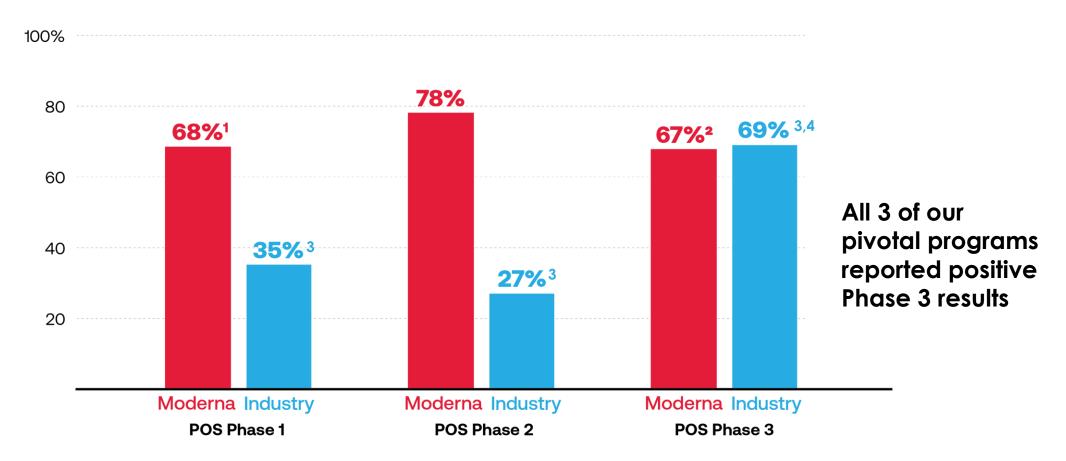


- PA
- MMA

Rare disease therapeutics



## High rates of success demonstrated by our platform give us confidence in the pipeline



Note: Includes (Phase 1: 19 programs; Phase 2: 9 programs; Phase 3: 6 programs). Assumes 85% of successful Phase 3 programs are approved



<sup>1.</sup> Early trials establishing platform technology not intended for commercialization excluded from count.

<sup>2.</sup> Includes failures from P301 and P302, but program is successful overall (Phase 1: 18 programs; Phase 2: 9 programs; Phase 3: 6 programs)

<sup>3.</sup> Wong et al., Biostatistics (2019) 20, 2, pp273-286

<sup>4.</sup> Assumes industry 85% probability for a successful phase 3 program to get approved

#### Key takeaways from today's presentation



Grew U.S. market share and achieved over \$6B<sup>1</sup> in COVID vaccine sales for 2023



Reiterating 2024 and 2025 financial framework with expected \$4B in sales in 2024 and a return to growth in 2025



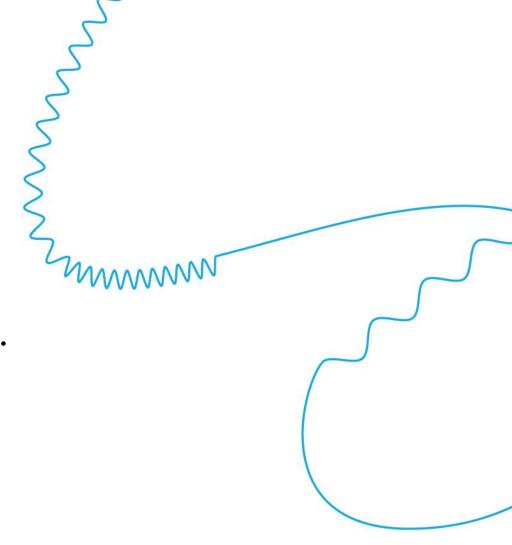
Late-stage pipeline provides a foundation for growth, with multiple catalysts in 2024 and 2025

1. Unaudited financial results



#### **Our Mission**

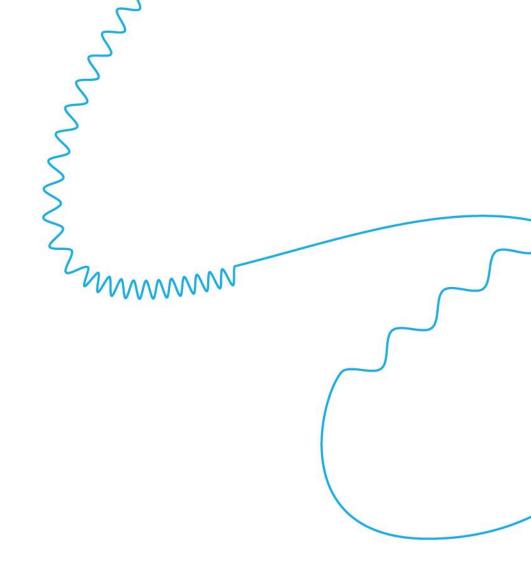
**Deliver** the greatest possible impact to **people** through mRNA **medicines**.





## moderna

## **Appendix**





#### Anticipated milestones for late-stage programs in 2024 & 2025



#### **Respiratory vaccines**

- RSV vaccine: mRNA-1345 approvals beginning in 1H24 and subsequent commercial launches globally
- Next-Gen COVID: mRNA-1283 Phase 3 data in 1H24
- Flu vaccine: mRNA-1010; Company in discussions with regulators and intends to file in 2024
- Combination respiratory vaccine: mRNA-1083 (Flu+COVID) Phase 3 data in 2024



#### Latent + other vaccines

• CMV vaccine: mRNA-1647 Phase 3 trial fully enrolled; anticipate potential efficacy data from the study in 2024



#### **Oncology therapeutics**

 Individualized Neoantigen Therapy (INT): Continued enrollment of mRNA-4157 Phase 3 studies of adjuvant melanoma & NSCLC; initiation of clinical studies in additional tumor types planned in 2024



#### Rare disease therapeutics

• PA & MMA: Expecting to advance mRNA-3705 and mRNA-3927 programs into pivotal studies in 2024



#### Moderna's Respiratory Vaccines (Pipeline 1/3)

Modality	Program	ID#	Preclinical development	Phase 1	Phase 2	Phase 3	Commercial	Moderna rights
	COVID-19 vaccine	Spikevax®						Worldwide
		mRNA-1283	Next generation (2-	5 °C)				Worldwide
		mRNA-1010						Worldwide
Adults		mRNA-1020						Worldwide
	Flu vaccine	mRNA-1030						Worldwide
		mRNA-1011						Worldwide
_		mRNA-1012						Worldwide
	Older adults RSV vaccine	mRNA-1345						Worldwide
<b>→</b> [ /	Flu + COVID vaccine	mRNA-1083						Worldwide
\ <u>I</u>	Flu + COVID + RSV vaccine	mRNA-1230						Worldwide
Infectious	Flu + RSV vaccine	mRNA-1045						Worldwide
disease vaccines	Endemic HCoV vaccine	mRNA-1287						Worldwide
Vaccines	Pandemic Flu	mRNA-1018						Worldwide
	RSV + hMPV vaccine	mRNA-1365						Worldwide
Adolescents & Pediatrics	COVID-19 vaccine (adolescents)	mRNA-1273.815	TeenCOVE					Worldwide
	COVID-19 vaccine (pediatrics)	mRNA-1273.815	KidCOVE					Worldwide
	Pediatric RSV vaccine	mRNA-1345						Worldwide



#### Moderna's Latent & Emerging Vaccines (Pipeline 2/3)

Modality	Program	ID#	Preclinical development	Phase 1	Phase 2	Phase 3	Commercial	Moderna rights
	CMV vaccine	mRNA-1647						Worldwide
Latent	EBV vaccine (to prevent infectious mononucleosis)	mRNA-1189						Worldwide
	EBV vaccine (to address EBV sequelae)	mRNA-1195						Worldwide
	HSV vaccine	mRNA-1608						Worldwide
\'I	VZV vaccine	mRNA-1468						Worldwide
Infectious disease	HIV vaccines	mRNA-1644						Worldwide IAVI funded
vaccines		mRNA-1574						Worldwide IAVI/ofhers funded
Enteric	Norovirus vaccines	mRNA-1403						Worldwide
Emenc		mRNA-1405						Worldwide
Bacterial	Lyme vaccines	mRNA-1975						Worldwide
		mRNA-1982						Worldwide
	Zika vaccine	mRNA-1893						Worldwide BARDA funded
Public health	Nipah vaccine	mRNA-1215						Worldwide NIH funded
	Мрох	mRNA-1769						Worldwide

#### Moderna's Therapeutics (Pipeline 3/3)

Modali	ty	Program	ID#	Preclinical development	Phase 1	Phase 2	Phase 3	Commercial	Moderna rights
<b>₽</b>	Systemic secreted & cell surface therapeutics	Relaxin Heart failure	mRNA-0184						Worldwide
		PD-L1 Autoimmune hepatitis	mRNA-6981						Worldwide
		Individualized neoantigen therapy (INT) – adjuvant melanoma	mRNA-4157						50-50 global profit sharing with <b>Merck</b>
	Cancer vaccines & therapeutics	Individualized neoantigen therapy (INT) – adjuvant NSCLC	mRNA-4157						50-50 global profit sharing with <b>Merck</b>
71111		KRAS vaccine	mRNA-5671						Worldwide
	Intratumoral Immuno- oncology	Checkpoint vaccine	mRNA-4359						Worldwide
		OX40L/IL-23/IL-36γ (Triplet) Solid tumors/lymphoma	mRNA-2752						Worldwide
		Propionic acidemia (PA)	mRNA-3927						Worldwide
	Rare disease intracellular therapeutics  Inhaled pulmonary therapeutics	Methylmalonic acidemia (MMA)	mRNA-3705						Worldwide
<b>1</b>		Glycogen storage disease type 1a (GSD1a)	mRNA-3745						Worldwide
		Ornithine transcarbamylase deficiency (OTC)	mRNA-3139						Worldwide
		Phenylketonuria (PKU)	mRNA-3210						Worldwide
		Crigler-Najjar syndrome type 1 (CN-1)	mRNA-3351						Provided to <b>ILCM</b> free of charge
		Cystic fibrosis (CF)	mRNA-3692 / VX-522						Vertex to pay milestones and royalties

