

{ ARIAD Pharmaceuticals, Inc. }

To transform cancer care.  
To transform lives.

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INVESTOR CONFERENCE CALL  
FEBRUARY 12, 2009

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# OUR FOCUS is cancer.

Sarcomas

Endometrial

Breast

Prostate

Lung

CML and  
blood cancers

# BUILDING on a solid track record:

## deforolimus

- ✓ Phase 3 SUCCEED trial enrolling
- ✓ Phase 2 breast cancer trial enrolling
- ✓ Phase 2 endometrial cancer trials enrolling
- ✓ Phase 2 prostate cancer trial enrolling
- ✓ Phase 1 combination trials enrolling
- ✓ Phase 1 pediatric trial enrolling
- ✓ Phase 1 Japanese trial enrolling
- ✓ \$118.5 million in Merck payments

## AP24534

- ✓ Phase 1 hematological malignancies trial enrolling

# DEFOROLIMUS: multiple-indication development strategies.

- Phase 3
  - Sarcomas
- Phase 2
  - Breast
  - Endometrial
  - Prostate
  - Lung
- Phase 1
  - Bevacizumab
  - IGF-1R inhibitor
  - Cytotoxics

➤ Multiple indications in adults & children

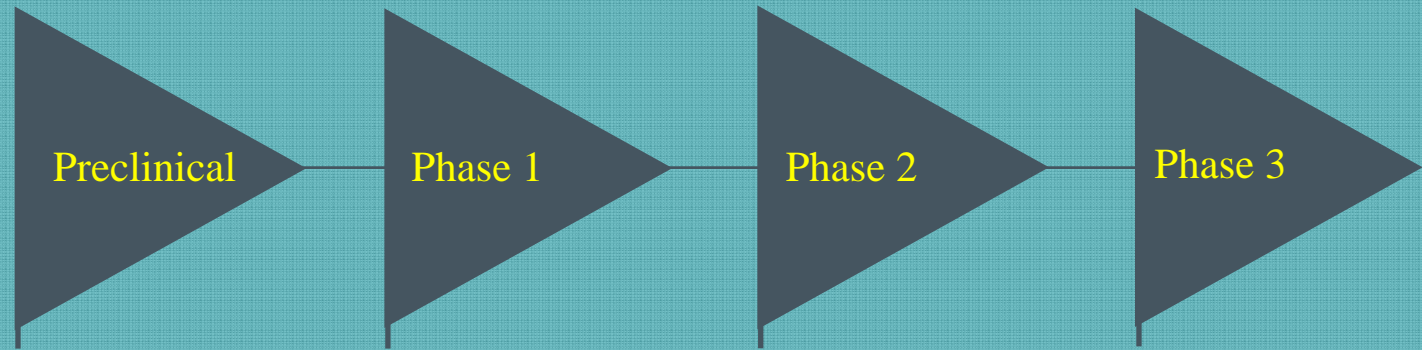
# AP24534: unique profile.

- Oral kinase inhibitor
- Pan Bcr-Abl, Flt3 inhibitor
- Phase 1 trial–CML, AML
- VEGFR, FGFR, Tie-2 inhibitor
- Broad approach–potential both for blood cancers and solid tumors

# NEAR HORIZON: A third ARIAD-discovered compound.

- Unique ALK inhibitor
  - Emerging, promising target
  - Regulates multiple cancer pathways
- First-in-class, best-in-class potential
  - Non-small-cell lung cancer, lymphoma and neuroblastoma
  - Entering preclinical development

# A ROBUST PIPELINE focused on potentially transforming lives.



Deforolimus >>

With bevacizumab  
With IGF-1R inhibitor  
Pediatric solid tumors  
Japanese study

Breast  
Endometrial  
Prostate  
Lung

Sarcomas  
(SUCCEED trial)

AP24534 >> Solid tumors

CML, AML

ALK inhibitor >> Lung  
Lymphoma  
Neuroblastoma

## KEY GOALS for ARIAD in 2009:

- Phase 3 SUCCEED trial fully enrolled
- Phase 2 deforolimus clinical data in endometrial and breast cancers
- Phase 1 deforolimus clinical data leading to multiple indications
- Phase 1 clinical proof-of-concept data on AP24534
- Plan for additional registration trials
- Advance ALK inhibitor into pre-IND studies

## THE ARIAD we see:

- A growing, fully-integrated cancer company
- A number of leading products in the marketplace
- A diverse, robust early and late-stage pipeline

A company transforming lives...

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