# **Covington Day** Welcome to Shire's Georgia Manufacturing Facility

November 7, 2018



## "Safe Harbor" Statement Under The Private Securities Litigation Reform Act Of 1995

Statements included herein that are not historical facts, including without limitation statements concerning future strategy, plans, objectives, expectations and intentions, projected revenues, the anticipated timing of clinical trials and approvals for, and the commercial potential of, inline or pipeline products, are forward-looking statements. Such forward-looking statements involve a number of risks and uncertainties and are subject to change at any time. In the event such risks or uncertainties materialize, Shire's results could be materially adversely affected. The risks and uncertainties include, but are not limited to, the following:

- · Shire's products may not be a commercial success;
- increased pricing pressures and limits on patient access as a result of governmental regulations and market developments may
  affect Shire's future revenues, financial condition and results of operations;
- Shire depends on third parties to supply certain inputs and services critical to its operations including certain inputs, services and
  ingredients critical to its manufacturing processes. Any disruption to the supply chain for any of Shire's products may result in Shire
  being unable to continue marketing or developing a product or may result in Shire being unable to do so on a commercially viable
  basis for some period of time;
- the manufacture of Shire's products is subject to extensive oversight by various regulatory agencies. Regulatory approvals or interventions associated with changes to manufacturing sites, ingredients or manufacturing processes could lead to, among other things, significant delays, an increase in operating costs, lost product sales, an interruption of research activities or the delay of new product launches;
- the nature of producing plasma-based therapies may prevent Shire from timely responding to market forces and effectively managing its production capacity;
- Shire has a portfolio of products in various stages of research and development. The successful development of these products is highly uncertain and requires significant expenditures and time, and there is no guarantee that these products will receive regulatory approval;
- the actions of certain customers could affect Shire's ability to sell or market products profitably. Fluctuations in buying or distribution
  patterns by such customers can adversely affect Shire's revenues, financial conditions or results of operations;
- failure to comply with laws and regulations governing the sales and marketing of its products could materially impact Shire's revenues and profitability;
- Shire's products and product candidates face substantial competition in the product markets in which it operates, including competition from generics;
- Shire's patented products are subject to significant competition from generics;
- adverse outcomes in legal matters, tax audits and other disputes, including Shire's ability to enforce and defend patents and other intellectual property rights required for its business, could have a material adverse effect on Shire's revenues, financial condition or results of operations;



- · Shire may fail to obtain, maintain, enforce or defend the intellectual property rights required to conduct its business;
- Shire faces intense competition for highly qualified personnel from other companies and organizations;
- failure to successfully execute or attain strategic objectives from Shire's acquisitions and growth strategy may adversely
  affect Shire's financial condition and results of operations;
- Shire's growth strategy depends in part upon its ability to expand its product portfolio through external collaborations, which, if unsuccessful, may adversely affect the development and sale of its products;
- a slowdown of global economic growth, or economic instability of countries in which Shire does business, could have
  negative consequences for Shire's business and increase the risk of non-payment by Shire's customers;
- changes in foreign currency exchange rates and interest rates could have a material adverse effect on Shire's operating results and liquidity;
- Shire is subject to evolving and complex tax laws, which may result in additional liabilities that may adversely affect Shire's financial condition or results of operations;
- if a marketed product fails to work effectively or causes adverse side effects, this could result in damage to Shire's reputation, the withdrawal of the product and legal action against Shire;
- Shire is dependent on information technology and its systems and infrastructure face certain risks, including from service disruptions, the loss of sensitive or confidential information, cyber-attacks and other security breaches or data leakages that could have a material adverse effect on Shire's revenues, financial condition or results of operations;
- Shire faces risks relating to the expected exit of the United Kingdom from the European Union;
- Shire incurred substantial additional indebtedness to finance the Baxalta acquisition, which has increased its borrowing costs and may decrease its business flexibility;
- the potential uncertainty among our employees, customers, suppliers, and other business partners resulting from the announcement by Takeda Pharmaceutical Company Limited on May 8, 2018 of a recommended offer for Shire under the U.K. Takeover Code; and

A further list and description of risks, uncertainties and other matters can be found in Shire's most recent Annual Report on Form 10-K and in Shire's subsequent Quarterly Reports on Form 10-Q, in each case including those risks outlined in "ITEM1A: Risk Factors", and in Shire's subsequent reports on Form 8-K and other Securities and Exchange Commission filings, all of which are available on Shire's website.

All forward-looking statements attributable to us or any person acting on our behalf are expressly qualified in their entirety by this cautionary statement. Readers are cautioned not to place undue reliance on these forward-looking statements that speak only as of the date hereof. Except to the extent otherwise required by applicable law, we do not undertake any obligation to update or revise forward-looking statements, whether as a result of new information, future events or otherwise.

## Agenda

#### Welcome

Plasma-Derived Therapies Business Overview

Plasma Technical Operations Overview

Q&A

**Small Group Rotation** 

## **Shire**

Carlos Soto Covington Site Head

Kasha Witkos Immunology Franchise Head Paul Blanchfield US Immunology Head

Matt Walker Technical Operations Head Susan Brown BioLife Head Adrian Murphy Plasma Operating Unit Head

## **Georgia BioScience Training Center**





• Strong Public-Private Partnership with the state of Georgia





## October 2012



## **Georgia Manufacturing Facility**





**Shire** 

## June 2018



## Magnitude of scale





Shire's Georgia Manufacturing Facility Willis (Sears) Tower Chicago, Illinois



## What we will manufacture – Therapies from proteins





#### GAMMAGARD

Immunoglobulin product (antibodies)

Treats primary immune deficiency disorders



## **Shire**

\* FDA Submissions and approval related Georgia manufacture of products

#### **FLEXBUMIN**

Treats burns and trauma victims; plasma volume replacement therapy



## Shire Georgia is vertically integrated

#### Fully integrated end-to-end production site



#### Flexible design for future expansion

Fractionation capacity, million liters

- Original design basis
- Current "optimized" capacity

Expansion potential with added investment



- ~900 employees today / ramp up plan in place
- Site includes already approved BioLife testing and storage facility





## Georgia site video



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## Our personalized approach to supporting patients



## Intelligent Care for Life Patient Pledge

Your lifelong journey with immunodeficiency is unique and personal. We think your treatment should be too.

As life moves on, you need support that can grow and change with you. From newborn diagnosis screening to services and treatments from childhood to old age: at Shire, we believe your journey is our journey. Working in partnership with patients and their caregivers, we offer a personalised, human approach to therapies, services and devices.

That's why we do what we do: Intelligent Care for Life.





## **Clinical uses of plasma products span four primary categories**

	Description	Uses
Immune globulin (IG)	<ul> <li>Aids in the destruction of foreign molecules</li> <li>Main function of the humoral immune system</li> </ul>	<ul> <li>IV/SCIG — congenital antibody deficiencies, neurologic, hematology — 350+ diseases</li> <li>Hyperimmune — target antigens of specific conditions</li> </ul>
Albumin	<ul> <li>Maintains intravascular colloid osmotic pressure</li> <li>Can compete with non-protein based volume replacement solutions such as starches, Ringer's Lactate, or saline</li> </ul>	<ul> <li>Albumin — Fluid loss, sepsis/septic shock, plasma exchange, burn therapy, renal dialysis</li> <li>Today's focus</li> </ul>
Coagulation	<ul> <li>Replaces missing factors in the clotting cascade due to deficiencies or dysfunctions</li> </ul>	<ul> <li>Factor VIII/IX – Hemophilia A/B</li> <li>vWF — Von Willebrand Disease</li> <li>AT-111 — excessive clotting</li> <li>Factor II, V, VII, X, XI, XIII &amp; fibrogen — deficiencies for blood loss or congenital</li> </ul>
Other replace-	<ul> <li>Plasma proteins used to treat extremely rare diseases</li> <li>Orphan drug designation with additional therapies expected</li> </ul>	<ul> <li>AAT/AIPI — COPD, cirrhosis, jaundice</li> <li>CI-INH — Hereditary Angioedema</li> </ul>
<b>Shire</b>	Most plasma-derived therapies (e.g., polyvalent IG) <b>cannot</b> therapies can only be created from donated human plasma	<b>t be made in a lab</b> . These a from healthy volunteers 14

Note: Indications vary by country; see local product labeling

## **Global Immunology Market: Opportunity for growth**

#### Immunology market size

2018e, USD billion

## IG market by TA (US & EU) 2018e forecast, percentage



SOURCE: 2016 WW MRB Report, 2017 US MRB Report, & Internal estimates

## IG market is expected continue to grow ~8% per year

#### **Total IG Market Overview**



SOURCE: 2016 WW MRB Report, 2017 US MRB Report, & Internal estimates Hizentra is a CSL product \*Indications vary by country; see local product labeling

## **Consistently strong growth globally**



SOURCE: MRB\_WW\_History 2016, Internal estimates; EAMEA = Eurasia, MEA

## Immunoglobulin uses

#### Immunoglobulin

	PI	CIDP	MMN	Other
Indication	Primary immunodeficiency	Chronic inflammatory demyelinating polyneuropathy	Multifocal motor neuropathy	Other Approved & Evidence based
Therapeutic area	Immunology	Neurology	Neurology	Multiple
Primary physician	Immunologist	Neurologist	Neurologist	Multiple
Age groups	Various	Middle age to older adults	Middle age to older adults	Various
2017 Growth	9%	9%	17%	6%
<b>Shire</b>				18

Note: Indications vary by country; see local product labeling

## **Double-digit growth**



#### Key growth drivers

- Strong demand for subcutaneous **IG portfolio**
- Increasing focus on execution (e.g., market penetration, geographic expansion)
- Improving patient experiences (e.g., patient services, delivery
- Approval of new Covington, Georgia manufacturing facility adds supply

**Shire** 

\* Bio Therapeutics excludes Prothromplex, Prothromplex T and Bebulin \*\* Bloomberg consensus, as of Oct 31, 2018

## Broadest subcutaneous portfolio





\* Includes Albumin, Protein C, pdFVIII, Hyperimmunes, other bleeding disorders, etc. Note: Indications vary by country; see local product labeling

## **High patient retention**



Note: CW39 data, weekly pt tracker

## Impact of FcRN technology

#### FcRn technology

- IgG auto-antibodies are directed against the patients' own tissues for IgG mediated autoimmune diseases
- Blocking FcRn induces IgG clearance in diseases driven by IgG autoantibodies
- Anti-FcRn could play a role in the treatment of IgG autoimmune conditions (immune modulatory)

	Opportunity for Shire	<ul> <li>Shire has invested in PRIM technology* which is well-positioned thanks to broader specificity than anti- FcRn</li> </ul>
	Durability of IG market	<ul> <li>While the anti-FcRn class has shown promise, questions remain about long-term safety vs IG</li> <li>Immunodeficiency cannot be addressed by anti-FcRn</li> </ul>
		<ul> <li>Continued demand growth expected in all indications</li> </ul>
	Strategic flexibility	<ul> <li>Any potential impact on the IG market could partially be compensated by selling the relevant IG elsewhere in other markets</li> </ul>



## **Our pledge to patients**



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That's why we do what we do: Intelligent Care for Life.



Shire Plasma Derived Therapies are well positioned for continued success



Robust demand growth expected to continue



Shire has a broad, differentiated portfolio

**XX**i

Strong execution globally is driving competitive success





**IG and Bio Therapeutics** 

**CShire** 



## **US Business Overview**

Business Dynamics Competitive Dynamics Shire Strategic Priorities

## Majority of US Plasma Derived Therapies: IG and Bio Therapeutics

#### Net Product Sales Millions, Percentages, YOY Revenue Growth



TTM Ending 2Q18



## US Immunoglobulin (IG) market overview



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## Shire US IG Portfolio

	Cuvitru [Immune Globulin Subcutaneous (Human)] 20%	HyQvia	GAMMAGARD LIQUID [Immune Globulin Infusion (Human)] 10%	GAMMAGARD S/D
Concentration	20%	10% with Hyaluronidase	10%	$\uparrow \downarrow$
Approved indications	Primary Immunodeficiency	Primary Immunodeficiency	Primary Immunodeficiency Multifocal Motor Neuropathy	PI, CLL, ITP, Kawasaki Syndrome
Route of administration	SC	FSC	SCIV	IV
Frequency	Daily to Every 2 Weeks	3-4 Weeks	Customizable	Customizable
Primary site of care	쉾			
Key differentiator	Customize without Compromise	SC Treatment Frequency	Proven Efficacious / Safe IV	Only Low IGA

These differences are important to patients / HCPs

## **Shire**

## **IG strategic priorities**



Hospital Portfolio

**PI In The Home** 

**Patient Services** 

## Alpha-1 product overview & opportunities

_	Glassia [Alpha <sub>1</sub> -Proteinase Inhibitor (Human)]	[Alpha <sub>1</sub> -Proteinase Inhibitor (Human)]	
Approved indications	Alpha1-Antitrypsin Deficiency	Alpha1-Antitrypsin Deficiency	
Route of administration	IV	IV	
Frequency	Weekly	Weekly	
Primary site of care	<b>公</b>		
Product medium	Liquid	Lyophilized	
Key differentiator	1st Liquid / Self-Infused		



### **Business conclusion**

# Enabling fuller lives at every turn



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## Plasma Technical Operations Overview: Positioning Shire's Supply Chain for Future Growth

Matt Walker, Head of Technical Operations





### Manufacturing network assessment announced in 2017

#### Goals

- Effectively and efficiently meet future patient demand while improving quality and compliance
- Increase utilization and improve working capital
- Accelerate speed to market

#### **Drivers**

#### **1** Modernize

- 3 biologics sites to be divested based on utilization
- New site builds continue, invest in remaining sites

#### **2** Position for Growth

- Continue with plasma production expansion at Covington - site adds ~30% capacity
- New BioLife plasma collection sites opening to meet demand

#### **3** Enhance Capabilities

• Focus sites on clear roles to further enhance core capabilities and improve efficiencies

## **Shire**

## A long heritage in Plasma-Derived Therapies



**Shire** 

## Shire Plasma Manufacturing video



### What is Plasma?

Plasma proteins are important in the treatment of a variety of serious medical conditions



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Key Take Away: Plasma is critical for production of our product lines.

## Multiple products can be derived from each liter of plasma

Factor IX Complex BEBULIN



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# Manufacturing cost structures of plasma-based protein therapies and of chemical-based pharmaceuticals – 2011 Industry Avg





## **Collaboration and execution excellence is required**





# BioLife Plasma Collection Sue Brown, Head of Global BioLife

ARM

## It can take 1000+ donations to derive a one-year therapy for 1 patient

Estimated donations needed for one patient for one year

130 Primary immunodeficiency disease
900 Primary immunodeficiency disease
1200 Primary immunodeficiency



## **BioLife Plasma Services**



#### **Our Mission:**

To provide the highest-quality plasma to meet the expectations of our customers, ensuring the availability of life-saving therapies for patients.

### **Our Vision:**

To be the leading plasma supply company in the world by continuously improving, to ensure:

- Every employee is valued and a fully engaged member of our team
- Every donor is recognized for his or her contribution and given exceptional service
- Every process is innovative and efficient
- Every customer is delighted with our performance



## Plasma sourced through BioLife centers and third parties

#### **Recovered Plasma**

#### Small Bags (280 mL)



**Recovered plasma** is "recovered" from a whole blood donation (with donation allowed every 56 days)





#### **Source Plasma**

#### Large Bags or Bottles (810 mL)



**Source plasma** is plasma collected by plasmapheresis, returning nonplasma components back to the donor (with donations allowed twice/week in U.S.)



## **BioLife global operations 2018 snapshot**

#### **Global BioLife Plasma Operations**





## **BioLife screening laboratories**

- A sample from every plasma donation is sent to a BioLife Screening Laboratory to screen for a variety of diseases prior to being approved for use in manufacturing
- Tests are run for HIV, Hepatitis A, B & C, Parvo B19, Syphilis, atypical antibodies, proteins
- U.S. labs located in Alabama and Georgia









## **Organic and inorganic growth strategies**



- Met target for new collection facilities in 2018 and planning to grow by double digits in 2019
- sanaplasma AG acquisition announced Sept 5
  - 14 centers in Czech Republic & Hungary
  - Entry point into owning more plasma centers outside the US to support high sales growth international markets





## **BioLife Productivity** Not every plasma center is created equal

- BioLife gets more plasma on average from our centers versus competitors\*, which is more cost effective than opening new centers
- Our labor productivity has improved over 15% since 2015 a result of our relentless drive for effectiveness and efficiency in centers, as well as volume leverage
- Our donor processing time of less than 70 minutes for repeat donors is a competitive advantage
- We have ramped over 70% of our new centers opened in the last 3 years to 1000 donations per week in their first year of operation







## Los Angeles site history: 65 years "Sister Site" to this Georgia facility



## Manufacturing overview

#### **1. Plasma Collection**



#### 6. Packaging and Distribution





#### 2. Receipt and Use



5. Filling



#### **3. Fractionation**







## Manufacturing facility overview

#### **Cryo Precipitation, Absorption and Fractionation**









Los Angeles, USA

- Rieti, Italy
- Vienna, Austria
- Sanquin, NL

Covington, USA



#### **Downstream Processing**



Lessines, Belgium



Covington, USA

#### **Worldwide Distribution**





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## Productivity levers unlock hidden capacity and value in existing sites

- Reducing Lost Time Incident Rate
- Reducing water consumption
- Successful quality inspections

### Improving conversion costs

- Reducing cost & supply risk through selective internalization
- Targeted capacity expansion projects at sites



Value

Supply Assurance

EHS, Quality &

Compliance

- Maximizing yield at each stage of manufacturing
- Reducing lead time, cycle time
- Optimizing supply performance  $\bullet$



- Developing capabilities and talent
- Accelerating continuous improvement, reducing discards
- Increasing colleague engagement



## Modernization and capacity expansion across the network

Internal mfg.
Outsourced sites





1 Multiple New US Based Locations

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## Patient-centered and multi-generation innovation in medical devices

Our Why – Understand Patient Needs	Our Vision – Serial Innovative Solutions	
Inputs	Diagnostics & Advanced Delivery Systems	
<ul> <li>Patient Needs:</li> <li>Patient Needs: Patient Journey</li> <li>Patient Feedback: Field &amp; Complaints Process</li> </ul>	<ul> <li>At Home Diagnostics</li> <li>Advanced Delivery Systems</li> </ul>	
<ul> <li>Patient Feedback. Field &amp; Complaints Frocess</li> <li>Market Research</li> <li>Brand Plane</li> </ul>	Connected & Software Devices	
<ul> <li>Medical Device Strategy Planning:</li> <li>R&amp;D Pipeline Planning</li> <li>Device Strategy Planning &amp; Delivery</li> </ul>	<ul> <li>HCP Portal &amp; Patient App</li> <li>Connected Device &amp; App</li> </ul>	

- More than 30 device programs in development
- A significant amount of Shire revenue is supported by devices
- Approved medical device in diagnostics, advanced delivery system and eHealth in major global markets



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## **Small group rotations**

	Group 1	Group 2
<b>Rotation 1</b> 1pm - 1:40pm	Life of a Batch	Lunch
<b>Rotation 2</b> 1:40pm - 2:20pm	Lunch	Life of a Batch
<b>Rotation 3</b> 2:20pm - 3:00pm	Site Tour	





