



TRANSFORMING THE LIVES OF  
AIRWAYS DISEASE PATIENTS

**GLOBAL DEAL WITH HIKMA  
TO DEVELOP GENERIC  
VERSIONS OF GSK'S  
ELLIPTA<sup>®</sup> PORTFOLIO**

---

*Analyst Call: Deal Overview*

*8<sup>th</sup> November 2018*

# Analyst Call : Agenda

---

**1** Welcome and introduction: *James Ward-Lilley*

**2** Hikma Vectura Deal overview: *Roger Heerman*

**3** Q&A:

*James Ward-Lilley, CEO*

*Roger Heerman, Executive Vice President, Commercial and Business Development*

*Martin Oliver, Senior Vice President, Generic Programmes*



# Significant commercial opportunity for inhaled generics in the US and globally



## Untapped US market for inhaled generics:

**\$23bn<sup>1</sup> US market size**

for inhaled products

**More than 65m inhalants<sup>2</sup>**

in key DPI/pMDI maintenance classes

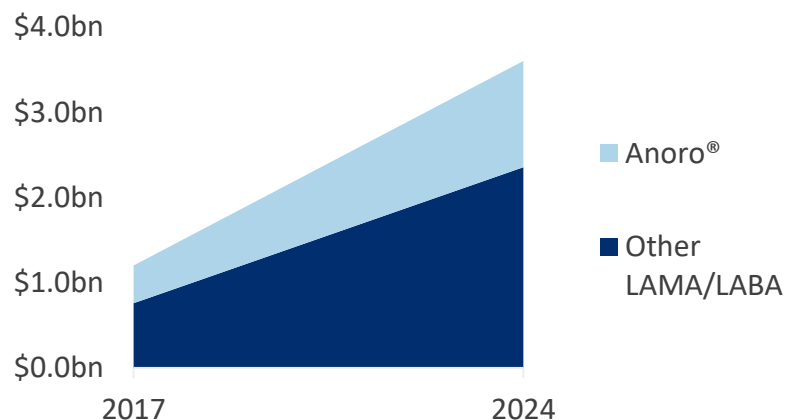
**<1% generic conversion<sup>3</sup>**

for key inhaled maintenance classes

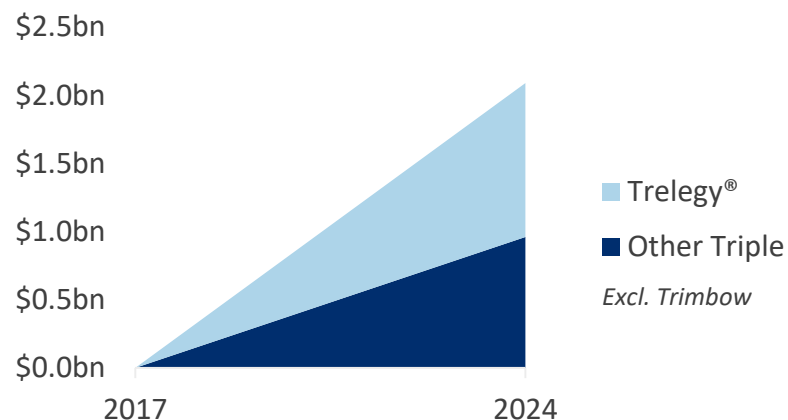


## Growing global market for LAMA/LABA and Triple classes in particular:

**LAMA/LABA Global Sales  
Consensus Forecast<sup>4</sup>**



**LAMA/LABA/ICS Global Sales  
Consensus Forecast<sup>4</sup>**



1 IQVIA SMART Q4 2017 data for inhaled classes in Asthma and COPD  
 2 IQVIA SMART Q4 2017  
 3 IQVIA SMART Q4 2017 – defined as pMDI and DPI ICS, ICS-LABA, LAMAs and LAMA/LABAs and LABAs and newly launched triple formulations

4. Product forecasts sourced from Global Data October 2018 apart from Stiolto sourced from Evaluate Pharma October 2018. LABA/LAMA/ICS excludes Chiesi's Trimbow

# Agreement targets 5 products with global potential value of \$5.6bn market by 2024

Class	Product	Indication(s)	2017 sales <sup>1</sup>	2024 forecast <sup>1</sup>
ICS / LABA	<b>Breo®/Relvar®</b> fluticasone furoate; vilanterol trifenate	Asthma & COPD	<b>\$1.3bn</b> \$775m US	<b>\$2.4bn</b> \$1.4bn US
LAMA / LABA	<b>Anoro®</b> umeclidinium bromide; vilanterol trifenate	COPD	<b>\$440m</b> \$301m US	<b>\$1.2bn</b> \$851m US
ICS / LABA / LAMA	<b>Trelegy®</b> fluticasone furoate; umeclidinium; vilanterol trifenate	COPD (approved) Asthma (pipeline)	<b>\$3m</b>	<b>\$1.1bn</b>
LAMA	<b>Incruse®</b> umeclidinium bromide	COPD	<b>\$259m</b> \$173m US	<b>\$677m</b> \$452m US
ICS	<b>Arnuity®</b> fluticasone furoate	Asthma	<b>\$45m</b> \$41m US	<b>\$173m</b> \$158m US

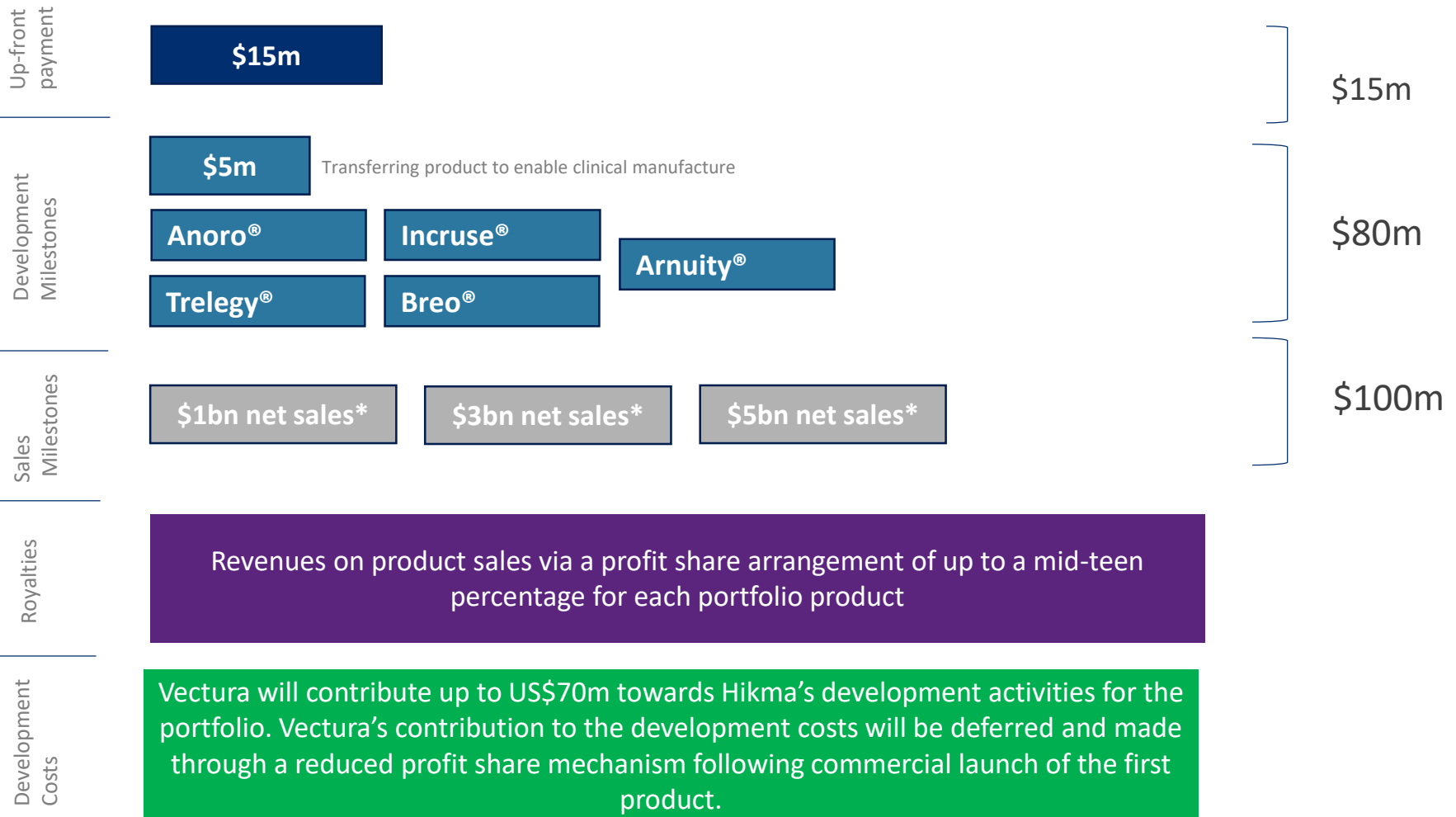
Total 2024  
consensus  
forecast

**\$5.6bn**

\$4.0bn US



# Global deal structure



# Vectura and Hikma's shared experience enabling accelerated development

**SANDOZ** A Novartis Division



GyroHaler®

- Approved and marketed in > 70 Countries
- Validates core Vectura DPI blister technology

**hikma.**



LOMI

- VR315US under regulatory review
- Extensive real world data provides support for technology in the US market

**hikma.**



OIC

- Potential to be developed as an AB-rated substitutable drug-device combination for generic versions of GSK Ellipta® based products



# Expansion of the generic product portfolio further establishes Vectura's market leading position in this field

## Agreement :

- Significantly expands the Vectura inhaled generic product portfolio
- Enables Vectura to generate revenues from products with potential global sales of over \$5.5bn by 2024
- Provides significant short, medium and long-term revenue potential
- Validates the utility of Vectura's market-leading formulation and DPI technology
- Validates Hikma's assessment of untapped inhaled generic segment and confidence in the progression of our existing VR315 programme



# Q&A







*TRANSFORMING THE LIVES OF  
AIRWAYS DISEASE PATIENTS*