

# Jefferies Healthcare Conference

London, 20 November 2013

# Disclaimer



The information contained in this document and made verbally to you (together the "Presentation") is confidential and is being supplied, in the United Kingdom only to persons with professional experience in matters relating to investments and/or to high net worth companies as described in Article 19(5) and 49(2) respectively of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2001 (SI. 2001/No. 1335) (as amended) made pursuant to section 21(5) of the Financial Services and Markets Act 2000 and, if permitted by applicable law, is being supplied outside the United Kingdom to professionals or institutions whose ordinary business involves them in investment activities. The information contained in this document is not intended to be viewed by, or distributed or passed on (directly or indirectly) to, any other class of persons. Recipients of this Presentation should not base any behaviour in relation to the contents of this Presentation, which would amount to market abuse as defined in Section 118 of the Financial Services and Markets Act 2000) until the contents are made generally available to the public.

Accordingly, information contained in the Presentation is being supplied to you solely for your information and may not be copied, reproduced or further distributed to any person or published in whole or in part, for any purpose. In particular, the distribution of this document in jurisdictions other than the United Kingdom may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe, any such restrictions. Any failure to comply with these restrictions may constitute a violation of laws of any such other jurisdiction. In particular, this document is not for distribution in the United States, Australia, Canada or Japan.

This Presentation includes certain statements, estimates and projections with respect to the anticipated future performance of Vectura Group plc, its products and the markets in which it operates. Such statements, estimates and projections reflect the various assumptions made by Vectura Group plc, which assumptions may or may not prove to be correct.

No representation or warranty, express or implied, is given as to the accuracy, completeness or fairness of the information or opinions contained in the Presentation and no liability is accepted for any such information or opinions by Vectura Group plc (the "Company" and, together with its subsidiary undertakings, the "Group") or any of its respective directors, members, officers, employees, agents or advisers. Notwithstanding this, nothing in this paragraph shall exclude liability for any representation or warranty made fraudulently.

This document and the information contained in it does not constitute a prospectus and does not form any part of an offer of, or invitation to purchase or apply for or enter into any contract or make any other commitment whatsoever in relation to, securities. In particular, details included in this Presentation are subject to updating, revision, further verification and amendment. This Presentation does not constitute a recommendation regarding the securities of the Company.

# Highlights

# Highlights



From our interim financial results 2013/14

## Operational highlights

---

- ✔ Approval of Ultibro<sup>®</sup> Breezhaler<sup>®</sup> in Europe
- ✔ Approval of Ultibro<sup>®</sup> Inhalation Capsules in Japan
- ✔ Co-development of innovative product with UCB
- ✔ Chinese JV established

## Financial highlights

---

- ✔ Revenues of £17.0m in line with expectations
  - New royalty streams starting
- ✔ Positive EBITDA of £2.3m
- ✔ Loss before tax of £1.2m
- ✔ Robust balance sheet
  - Cash and cash equivalents of £65.5m

# Financial highlights



£m	H1 2013/14	H1 2012/13	FY 2012/13
Revenue	17.0	17.0	30.5
Gross profit	16.9	16.9	29.8
EBITDA	2.3	2.6	(3.4)
Loss before tax	(1.2)	(1.1)	(10.4)
Cash	65.5	72.1	70.1

Positive EBITDA of

**£2.3m**

(H1:2012/13 - £2.6m)

Balance sheet strength  
maintained with cash of

**£65.5m**

(FY:2012/13 - £70.1m)

# Overview & outlook



## Marketed & late-stage respiratory programmes licensed to Novartis

- Seebri® Breezhaler® (glycopyrronium bromide, NVA237) launch underway in EU & Japan
- Two late-stage, branded, investigational assets: NVA 237 (US) & QVA149 (US)
- Comprehensive development programmes for both drugs fully funded by Novartis



## Pipeline portfolio encompasses both branded & generic respiratory drugs

- Ultibro® Breezhaler®(QVA149) approved in Europe and Japan
- Novel biological asset (VR942) from UCB added for severe respiratory disease indication
- Three generic programmes underway; FDA guidelines are a positive step



## JV in China announced on 13 May 2013

- Access to fast growing Asian respiratory markets
- No cash outlay; leveraging our entire asset base



## Strong balance sheet with £65.5m in cash

- Supported by existing royalty streams and additional near-term milestone payments
- New growing royalty streams starting
- Complimented by a disciplined approach to cost control

# Assets licensed to Novartis



## Seebri<sup>®</sup> Breezhaler<sup>®</sup> & Ultibro<sup>®</sup> Breezhaler<sup>®</sup>

- ✔ Seebri<sup>®</sup> Breezhaler<sup>®</sup> approved in more than 50 countries<sup>1</sup>
  - Including the EU, Japan, Switzerland, Canada & Australia
  - Market roll out is underway by Novartis
- ✔ NVA237 Phase III clinical trial programme for US on-going
  - Being undertaken by Novartis
  - US filing expected H1, 2014
- ✔ Ultibro<sup>®</sup> Breezhaler<sup>®</sup> approved in Europe and Japan<sup>2</sup>
  - Launched in the Netherlands and Germany
  - New royalty streams to Vectura anticipated from Q1, 2014
- ✔ Novartis expected to file QVA149 in US by end 2014
  - Comprehensive COPD registration trial programme undertaken by Novartis

<sup>1</sup>Seebri<sup>®</sup> Inhalation Capsules in Japan <sup>2</sup> Ultibro<sup>®</sup> Inhalation Capsules in Japan  
Seebri<sup>®</sup> Breezhaler<sup>®</sup> & Ultibro<sup>®</sup> Breezhaler<sup>®</sup> are registered trademarks of Novartis AG



# VR942 A novel biological therapy

## Targeting severe inflammatory airways disease



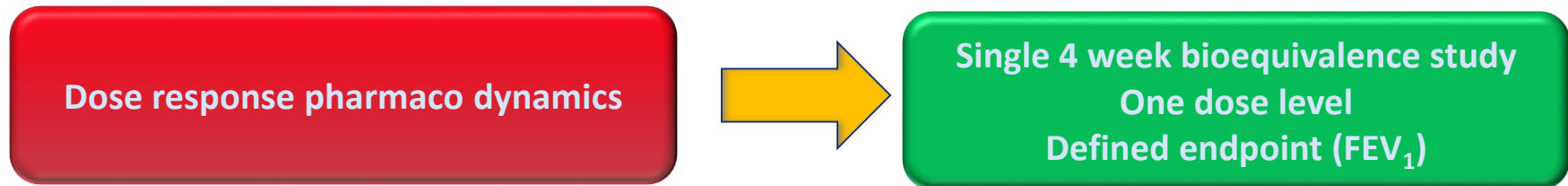
- ✔ Co-development with UCB
- ✔ Endorses Vectura's capability to develop a range of inhaled drugs
  - Formulation and delivery of large and potentially complex molecules
  - Leverages technical, clinical and regulatory expertise
- ✔ Commercially-attractive market segment
  - Severe inflammatory respiratory disease
- ✔ Co-development deal; early-stage
  - Adds a partner with excellent pedigree in biologicals and immunology
  - Innovative asset with attractive, undisclosed terms

# Respiratory generics

## Partnered for success



- ✓ Understanding of complex regulatory requirements
  - Significant interaction with regulators and fit with our on-going process, particularly the EMA and FDA
- ✓ Draft FDA guidelines provide clarity



- ✓ Remainder of guidelines remain the same
- ✓ Similar device shape and instructions
  - Qualitative and quantitative formulation (same ingredients in same ratio as reference; +/- 5%)
  - *In vitro* equivalence at three flow rates (30, 60, 90 litres/min)
  - Pharmacokinetic bioequivalence

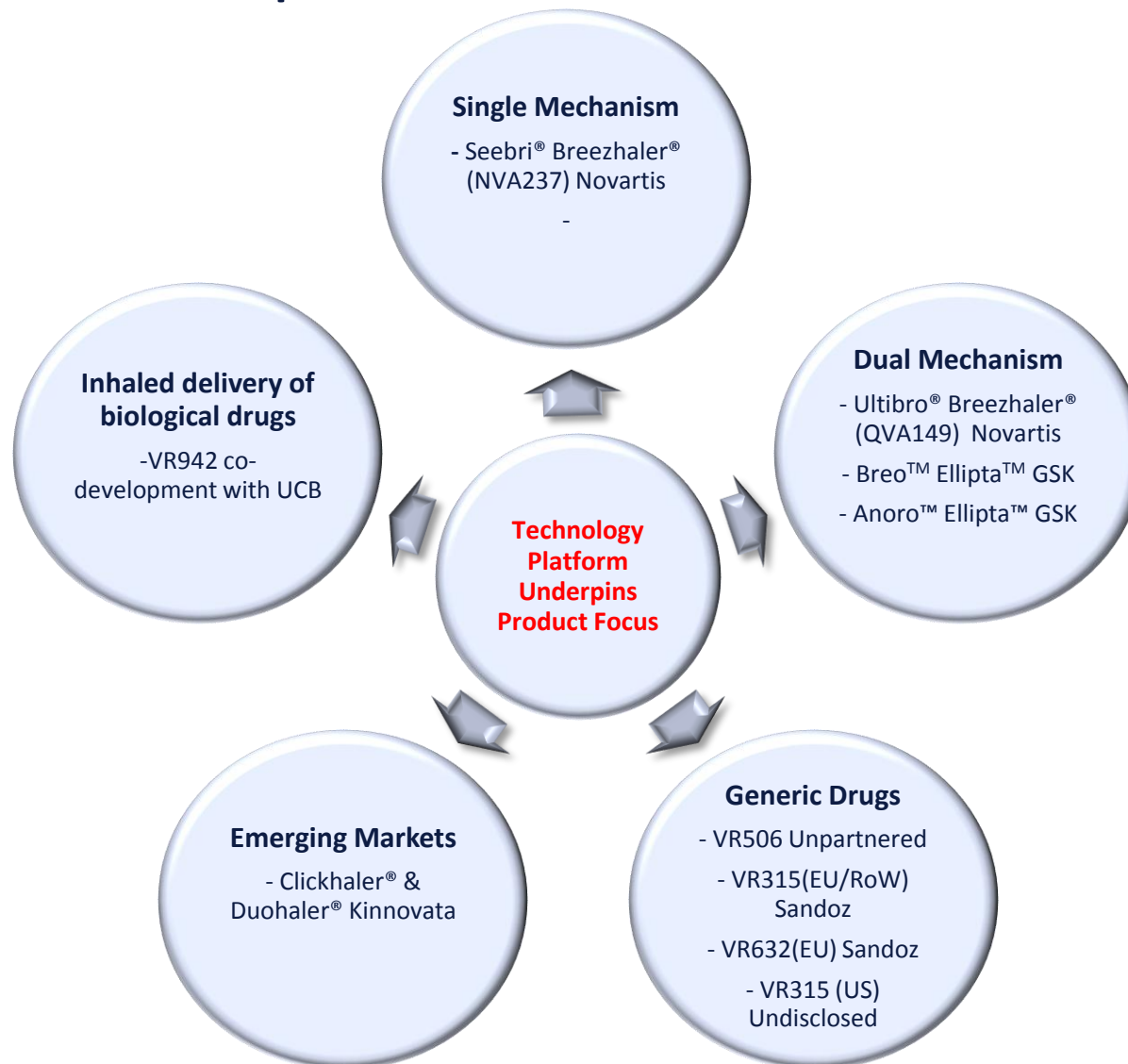
# Respiratory generics



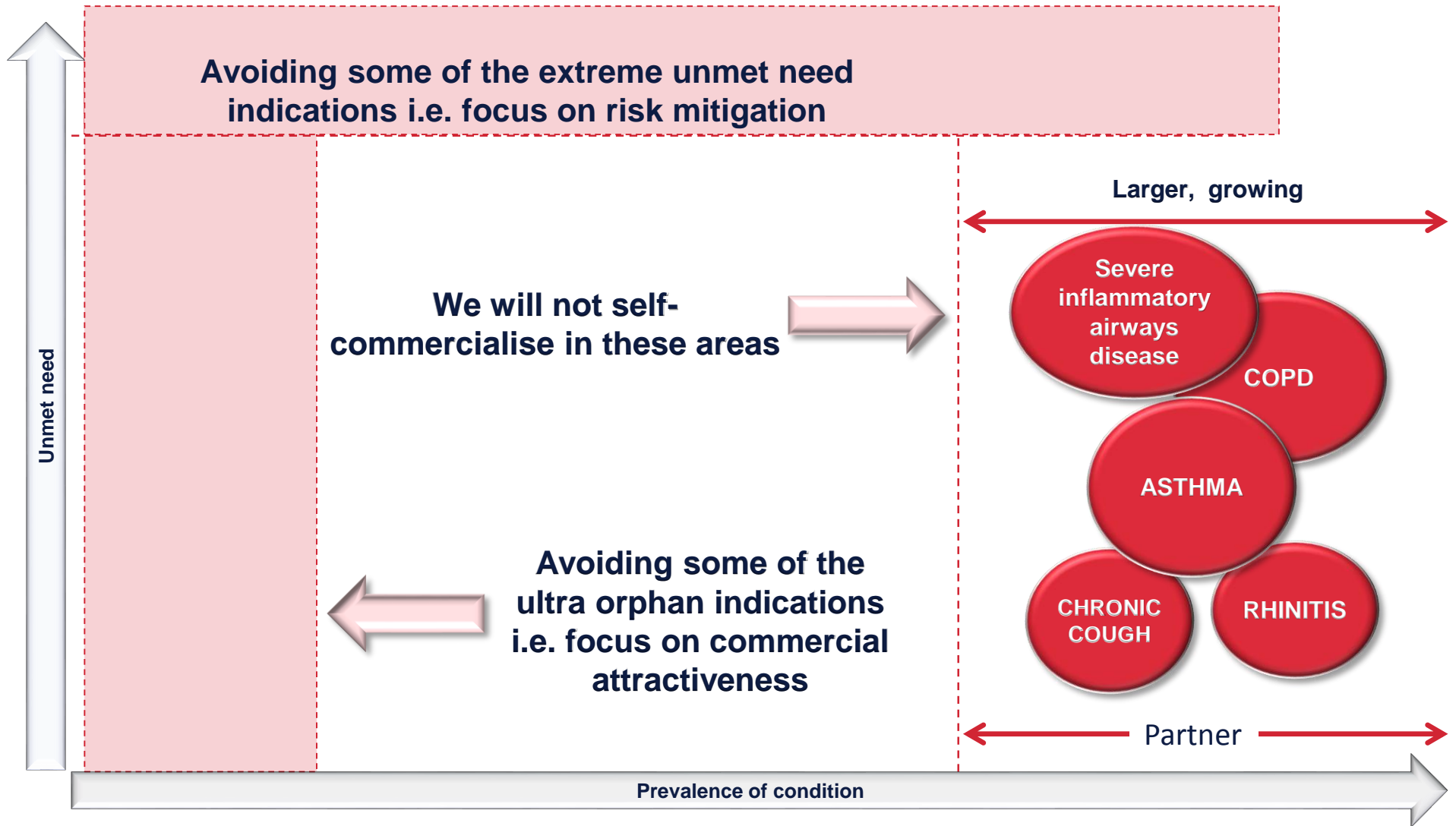
## Leveraging our in-house expertise and know-how

- **Focus on high-value, non-commodity products**
  - VR315 - Licensed in EU/RoW (Sandoz) and in US (undisclosed partner)
  - FDA guidelines positive for companies developing “substitutable products”
  - VR632 - Licensed in EU (Sandoz)
  
- **VR506 - Development on-going; strong out-licensing candidate**
  - Two international, multi-centre clinical trials underway in mild-moderate and moderate-severe asthma
    - Trial 002: 374 patients; recruitment complete; top line results positive
    - Trial 004: 174 patients; expected read-out during H1, 2014
  
- **Delivery device technology - competitive product design**
  - Performance engineered to match brand-leaders
  - Easy-to-use utilising an inexpensive, minimalist design
  - Accurate, reproducible dosing through excellent protection of the powder formulation

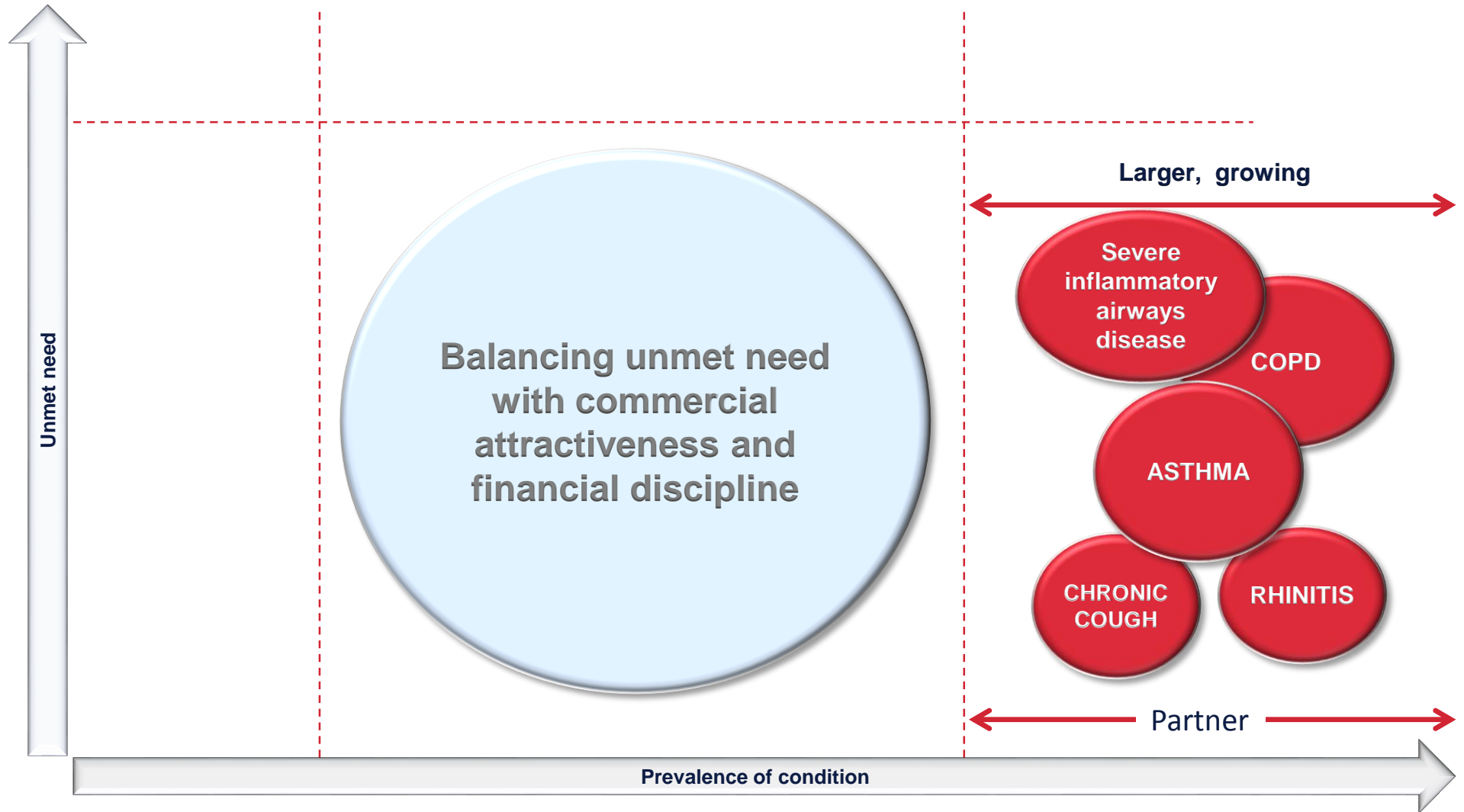
# Vectura's current position in the market



# New areas will be targeted



# Identifying our focus



# Summary



## Business Model

- Validated by continually increasing number of new partners
- License agreements include Novartis, Sandoz, BI, GSK, KingYork & UCB

## Branded Drugs

- Significant clinical and regulatory success
- First launches of Seebri® Breezhaler® are underway by Novartis
- First launches of Ultibro® Breezhaler® are underway by Novartis

## Generic Drugs

- Programmes continue to make progress
- VR506 has one international multi-centre study on-going
- VR506/002 clinical trial top-line data positive

## Emerging Markets

- Leverage all of our assets in a prudent manner

## Strategy

- Willing to consider increased risk for greater share of economics
- Evaluating multiple opportunities from out-licensing through co-development to self-commercialisation
- Prudent, strategic and focus on capital discipline

# Upcoming events



- ✔ Progress of Seebri<sup>®</sup> Breezhaler<sup>®</sup> reported quarterly
  - \$18m in sales in H1, 2013
  - US filing anticipated in H1, 2014
- ✔ QVA149 launch in Japan & Europe imminent
  - First in class of major new drug class
  - Significant milestones triggered by approvals
  - Additional growing royalty stream to Vectura from Q1, 2014
  - US filing anticipated in H2, 2014
- ✔ VR506 clinical trial top line readout (004) expected in H1, 2014
  - Important trigger for partnering discussions
- ✔ New Board appointment
  - Bruno Angelici will join Board on 1 December, 2013
  - Will become Non-executive Chairman on 1 February, 2014
  - Business update planned for Q1, 2014