
Vifor Pharma

Leading portfolio and mid-term growth drivers

Stefan Schulze

CEO VFMCRP

Nominated President of the Corporate Executive Committee and COO of the Vifor Pharma Group

Media Conference, 14 March 2017



**Global Leader
in Iron Deficiency, Nephrology
and Cardio-Renal Therapies.**

Agenda

1

**Experienced
management team**

2

Proven track record

3

**Leading portfolio
in target
disease areas**

4

**Three mid-term
strategic growth
drivers**

5

Investments

6

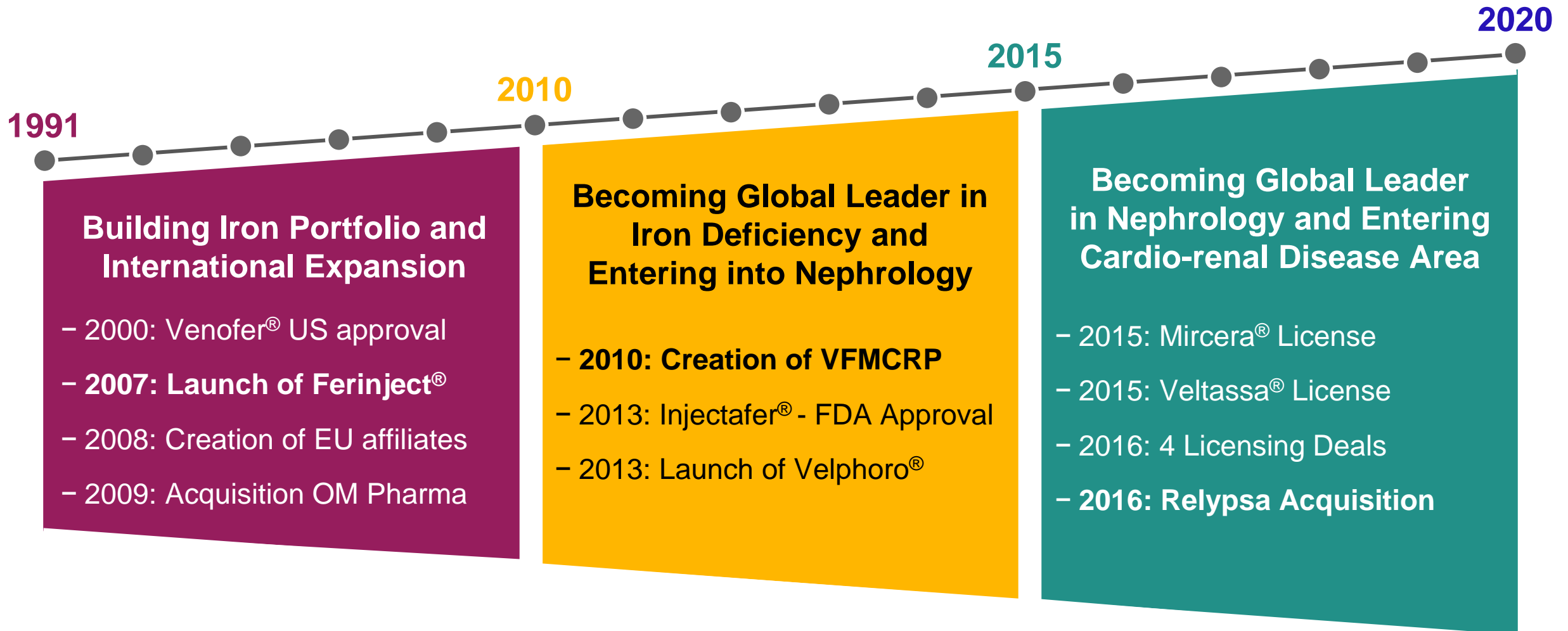
**Strong financial
performance and
2017 outlook**

Corporate Executive Committee Vifor Pharma Group








The future management team



Vifor Pharma Corporate Timeline



Leading Portfolio in Iron Deficiency, Nephrology & Cardio-Renal

| | Iron Deficiency | Nephrology | Cardio-Renal |
|----------------------|---|--|---|
| Own Products |  |  |  |
| In-licensed Products |  |  |  |
| | |  | |

Three Mid-Term Strategic Growth Drivers

A

Ferinject[®]: Exploit the Potential through Market Awareness

B

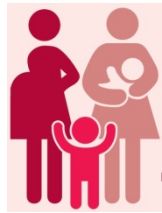
Vifor Fresenius Medical Care Renal Pharma: Grow and Enhance Value

C

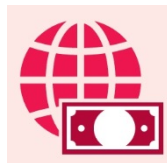
Veltassa[®]: Build a Blockbuster

Global Market Leader in intravenous (IV) and oral iron

Iron deficiency is the most common nutrient deficiency in the world¹

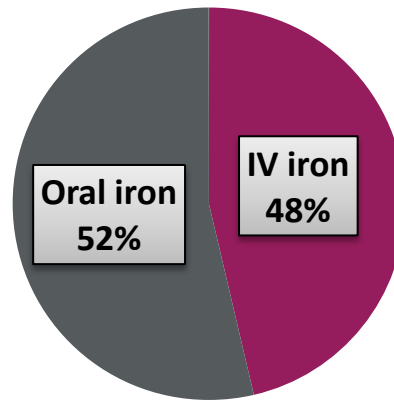


Up to 4 to 5 billion people may suffer from iron deficiency.²



Iron deficiency anaemia affects approximately 15% of the world population.³

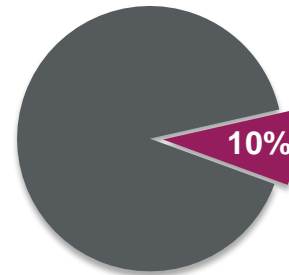
Global Iron Market (CHF 2.8 billion)⁴



IV Iron Market



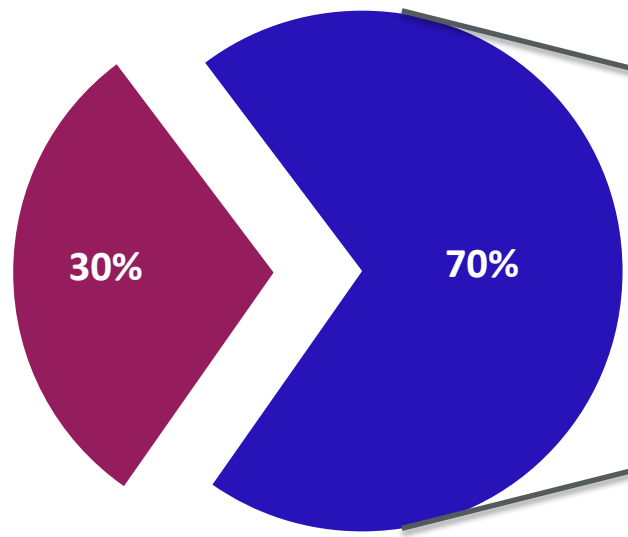
Oral Iron Market



(1) World Health Organization (WHO) Micronutrient deficiencies: Iron deficiency anaemia. Available at <http://www.who.int/nutrition/topics/ida/en/>. Last accessed: 10 November 2014.
 (2) Unicef: http://www.unicef.org/nutrition/23964_iron.html. Last accessed: 10 November 2014.
 (3) Vos T Years lived with disability (YLDs) for 1160 sequelae of 289 diseases and injuries 1990–2010: a systematic analysis for the Global Burden of Disease Study 2010 Lancet. 2012 Dec 15;380(9859):2163-96.
 (4) IMS Midas; CHF/MNF, MAT 2016-Q3; Average exchange rates 2016; Data adjusted for hyperinflation in Venezuela.

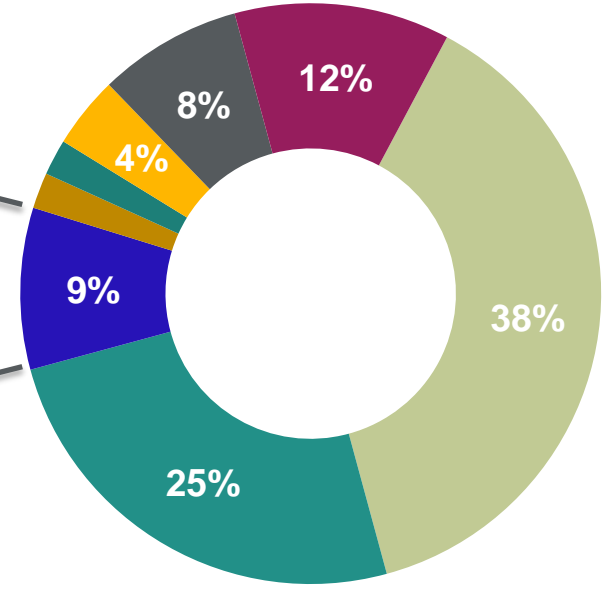
Exploiting the potential of IV iron outside dialysis through market awareness

Worldwide market



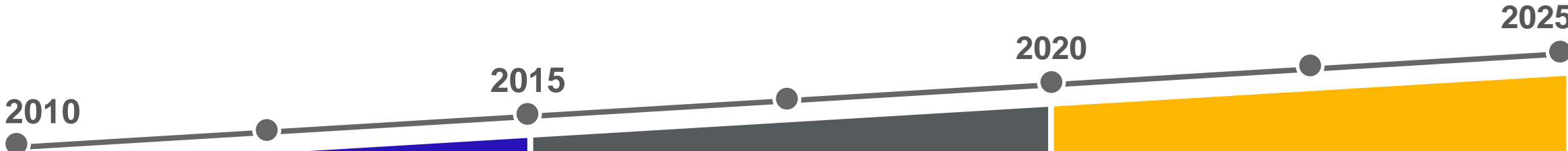
Swiss market

Nephrology segment



- Gynaecology
- Internal Medicine
- Nephrology
- Cardiology
- Oncology/Hematology
- Geriatrics
- Gastroenterology
- Other TA's

Fresenius Medical Care Renal Pharma The Journey



Vifor Fresenius Medical Care Renal Pharma Establish

Vifor Pharma
Strong Iron and Pharma Expertise

- ferinject
- VELPHORO
- MIRCERA
- Royaldee
- venofer
- retacrit
- Avacopan / CCX168
- CCX140
- Velvassa

55% Stake

Vifor Fresenius Medical Care Renal Pharma

45% Stake

FRESENIUS MEDICAL CARE
Global Leader in Dialysis

Vifor Fresenius Medical Care Renal Pharma Building Portfolio

| | | | |
|---|--|---|--|
| Mircera®/Roche US Licence MIRCERA | EU Affiliates Acquisition from FMC OsvaRen | CCX168/ ChemoCentryx Licence (Europe & other) | Retacrit™/Pfizer US Licence retacrit |
| Velvassa®/Relypsa Licence (excl. US & Japan) Velvassa | Royaldee®/OPKO Licence (Europe & other) Royaldee | CCX140/ ChemoCentryx Licence (ex-US/China) | |

Timeline: Q2 2015, Q3 2015, Q4 2015, Q1 2016, Q2 2016, Q3 2016, Q4 2016

Vifor Fresenius Medical Care Renal Pharma Enhance Value - Focus on Therapeutic Areas

| Anaemia Management | Mineral & Bone Management | Cardio-Renal Management | Kidney Protection |
|--------------------|---------------------------|-------------------------|--|
| ferinject | VELPHORO | ferinject | Avacopan/ CCX168 |
| venofer | OsvaRen | Velvassa | CCX140 |
| MIRCERA | Royaldee | | - Disease modifying - CKD progression - Rare Glomerular Diseases |
| retacrit | | | |

Vifor Fresenius Medical Care Renal Pharma Establish

Vifor Pharma

Strong Iron and Pharma Expertise

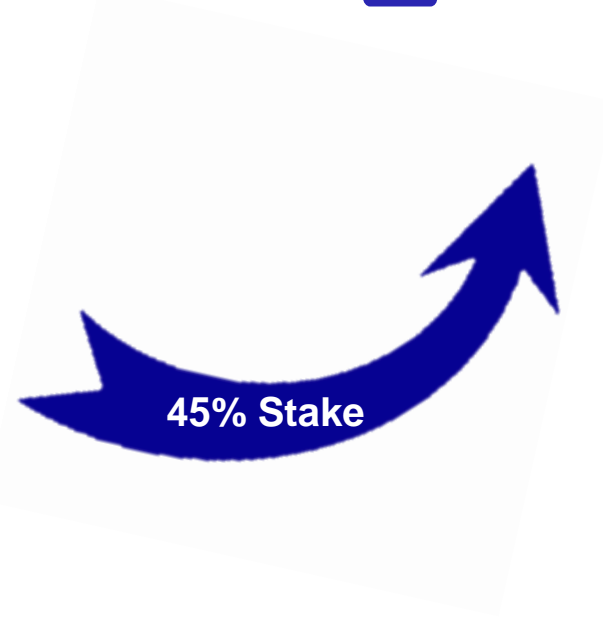


**FRESENIUS
MEDICAL CARE**

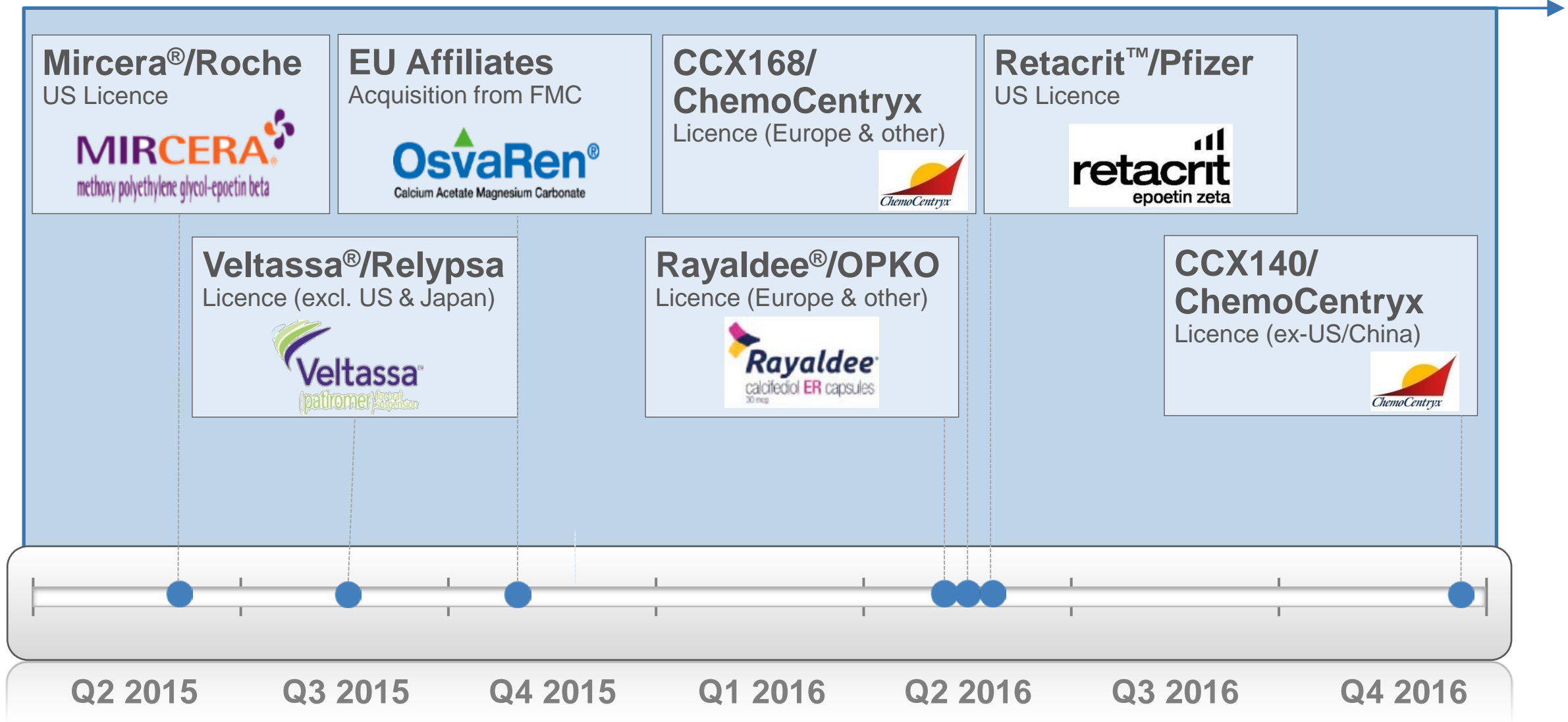
Global Leader in Dialysis



Vifor Fresenius Medical Care
Renal Pharma



Vifor Fresenius Medical Care Renal Pharma Building Portfolio



Vifor Fresenius Medical Care Renal Pharma

Enhance Value – Focus on Therapeutic Areas

Anaemia Management



Venofer[®]
IRON SUCROSE

MIRCERA[®]

retacrit
epoetin zeta

Mineral & Bone Management

VELPHORO[®]

OsvaRen[®]
Calcium Acetate Magnesium Carbonate

Rayaldee[®]
calcifediol ER capsules
30 mg

Cardio-Renal Management



Veltassa[®]
(patiromer) for oral suspension

Kidney Protection

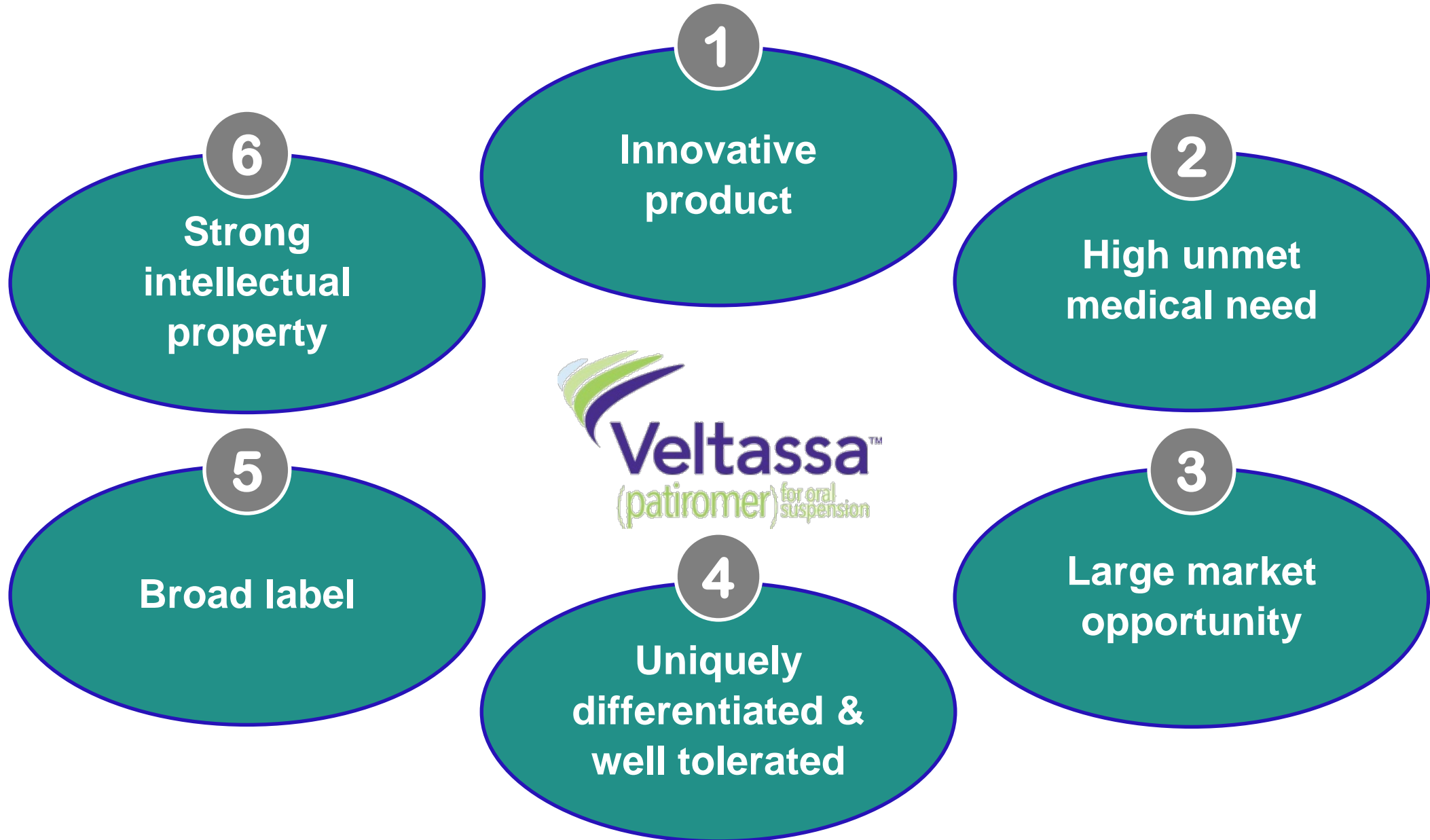
**Avacopan/
CCX168**

CCX140

- Disease modifying
- CKD progression
- Rare Glomerular Diseases



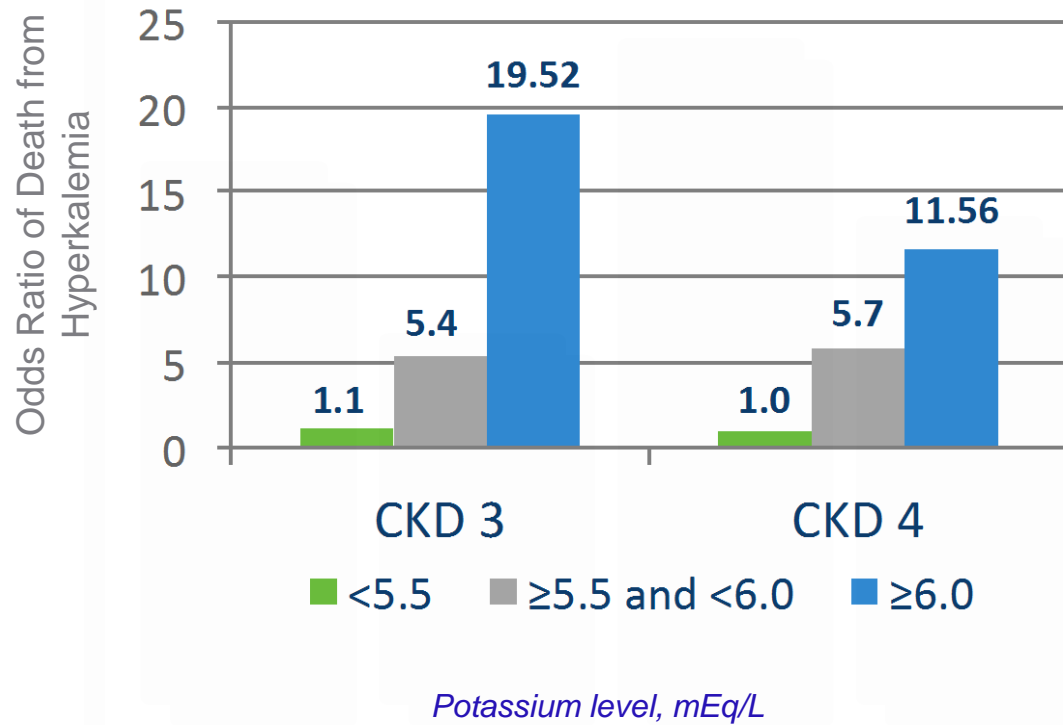
Veltassa[®] – Blockbuster potential >USD 1 billion





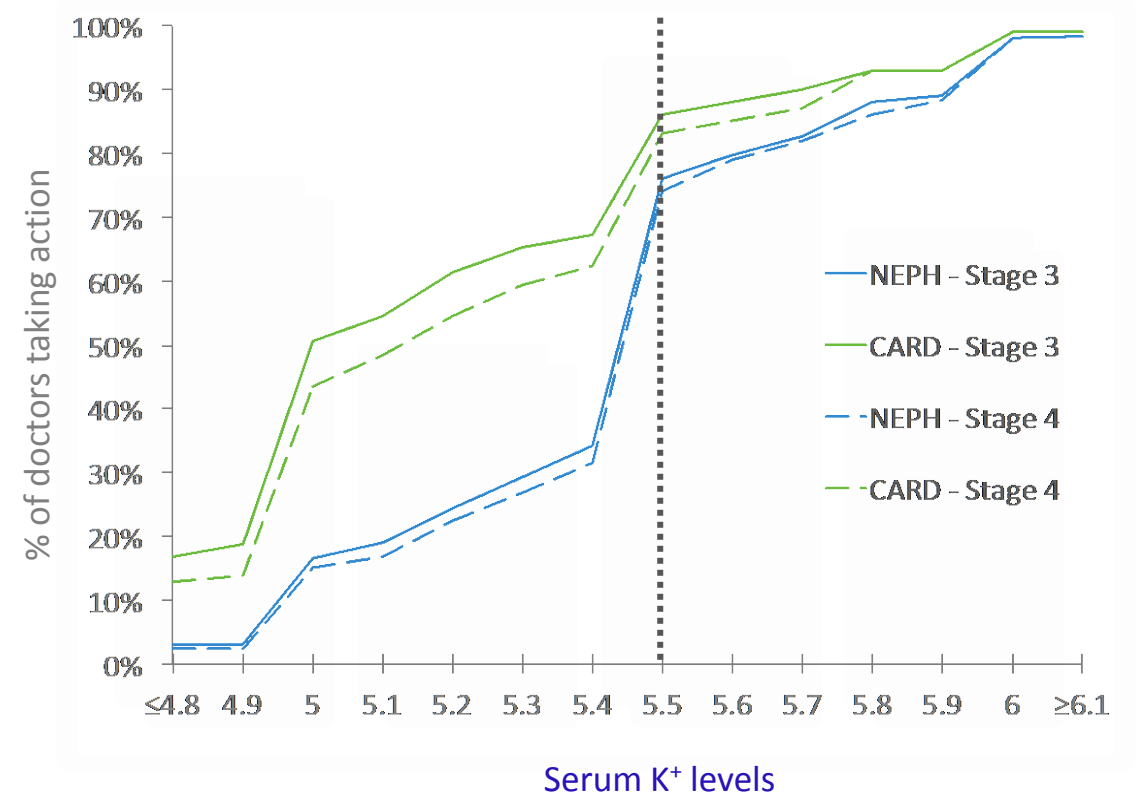
Veltassa® – Hyperkalemia may lead to arrhythmias and increases the risk of death

Odds of Death within 24 Hour Period¹



% Of US physicians who would take action at/above serum K⁺ level

(Split by Specialty and Stage of CKD)



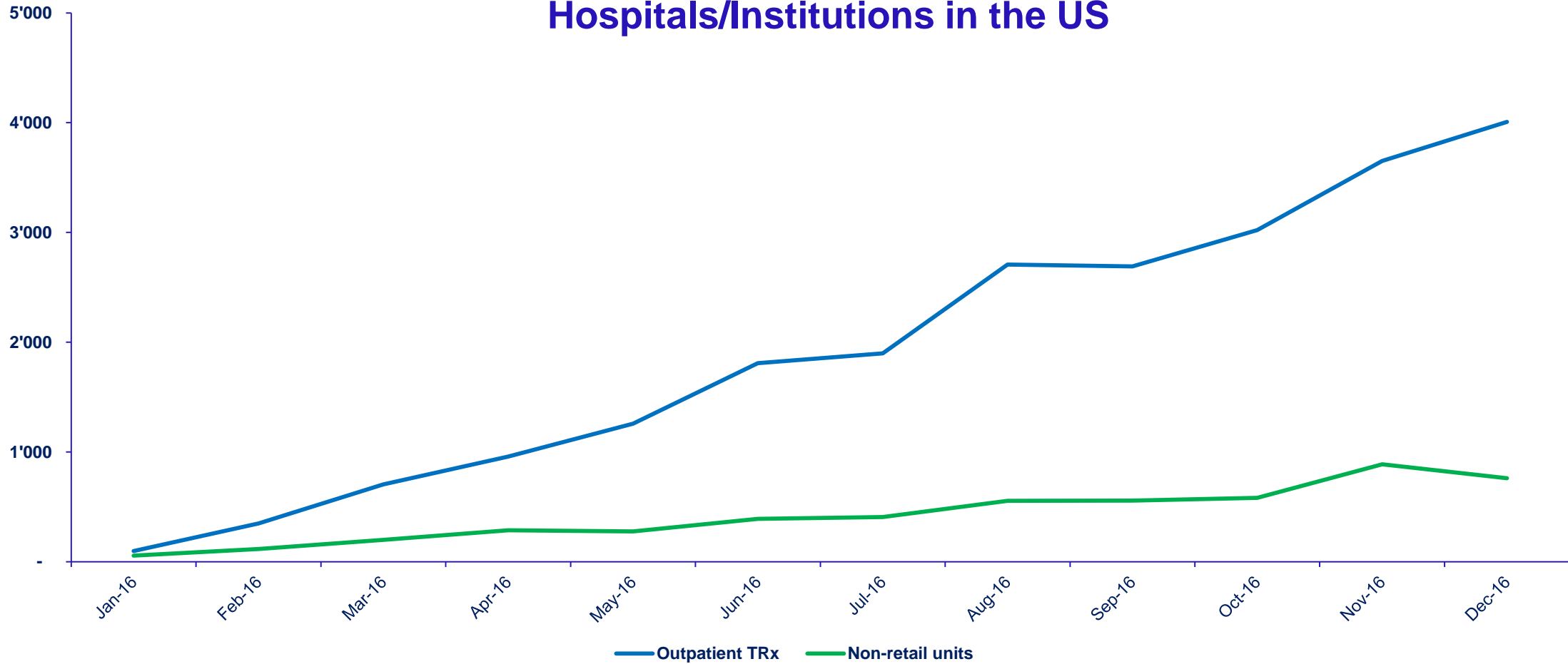
Treatment Algorithm Quantitative Study, June 2013, n=386

¹ Retrospective Analysis of 245,808 Veterans; adapted from Einhorn et al., 169 (vol 12) *Arch Intern. Med.* 1156 (June 22, 2009).



Veltassa[®] – Encouraging initial demand in 2016

YTD Scripts Dispensed to Patients and Units Sold to Hospitals/Institutions in the US



Retail TRx: Outpatient prescriptions covered and dispensed
Non-Retail Units: Hospital/institution units sold



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