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

Executive Chairman
Etienne Jornod

President of the Executive Committee and COO
Stefan Schulze

CEO VFMCRP
N.N

President Relypsa
Scott Garland

Chief Commercial Officer
Dario Eklund

Head Business Development
Chris Springer

CFO
Colin Bond

Head HR
Michael Puri
Vifor Pharma
Corporate Timeline

1991

Building Iron Portfolio and International Expansion
- 2000: Venofer® US approval
- 2007: Launch of Ferinject®
- 2008: Creation of EU affiliates
- 2009: Acquisition OM Pharma

2010

Becoming Global Leader in Iron Deficiency and Entering into Nephrology
- 2010: Creation of VFMCRP
- 2013: Injectafer® - FDA Approval
- 2013: Launch of Velphoro®

2015

Becoming Global Leader in Nephrology and Entering Cardio-renal Disease Area
- 2015: Mircera® License
- 2015: Veltassa® License
- 2016: 4 Licensing Deals
- 2016: Relypsa Acquisition

2020
Vifor Pharma

Leading Portfolio in Iron Deficiency, Nephrology & Cardio-Renal

Iron Deficiency

- ferinject
- injectafer

Nephrology

- ferinject
- injectafer

Cardio-Renal

- ferinject
- injectafer

Own Products

- Venofer
- Maltofer

In-licensed Products

- VELPHORO
- Veltassa
- OsvaRen
- MERCER
- retacrit
- Rayaldee

Avacopan/CCX168
CCX140
Vifor Pharma
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
Iron deficiency is the most common nutrient deficiency in the world\(^1\).

Up to 4 to 5 billion people may suffer from iron deficiency.\(^2\)

Iron deficiency anaemia affects approximately 15% of the world population.\(^3\)

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(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**

- **Nephrology segment**: 70%
- **Other segments**: 30%

**Swiss market**

- **Gynaecology**: 25%
- **Internal Medicine**: 9%
- **Nephrology**: 12%
- **Cardiology**: 38%
- **Oncology/Hematology**: 8%
- **Geriatry**: 4%
- **Gastroenterology**: 4%
- **Other TA's**: 9%
Fresenius Medical Care Renal Pharma
The Journey

ESTABLISH

BUILD PORTFOLIO

ENHANCE VALUE

2010

2015

2020

2025

Vifor Fresenius Medical Care Renal Pharma
Establish

Vifor Fresenius Medical Care Renal Pharma

The Journey
Vifor Fresenius Medical Care Renal Pharma

Establish

Vifor Pharma
Strong Iron and Pharma Expertise

CCX140
Avacopan/CCX168

55% Stake

Vifor Fresenius Medical Care
Renal Pharma

FRESENIUS MEDICAL CARE
Global Leader in Dialysis

45% Stake
### Vifor Fresenius Medical Care Renal Pharma

**Enhance Value – Focus on Therapeutic Areas**

<table>
<thead>
<tr>
<th>Anaemia Management</th>
<th>Mineral &amp; Bone Management</th>
<th>Cardio-Renal Management</th>
<th>Kidney Protection</th>
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<tbody>
<tr>
<td>ferinject</td>
<td>VELPHORO®</td>
<td>ferinject</td>
<td>Avacopan/CCX168</td>
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<tr>
<td>Venofer</td>
<td>OsvaRen®</td>
<td>Veltassa® (patiomer)</td>
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<td>MIRCERA®</td>
<td>retacrit®</td>
<td>Rayaldee®</td>
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<td>calcifediol ER capsules</td>
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- Disease modifying
- CKD progression
- Rare Glomerular Diseases
Vifor Pharma

Veltassa® – Blockbuster potential >USD 1 billion

1. Innovative product
2. High unmet medical need
3. Large market opportunity
4. Uniquely differentiated & well tolerated
5. Broad label
6. Strong intellectual property
Odds of Death within 24 Hour Period\(^1\)

% Of US physicians who would take action at/above serum K\(^+\) level

(Split by Specialty and Stage of CKD)

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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