

37th Annual J.P. Morgan Healthcare Conference

January 2019

A woman with curly brown hair, wearing a white lab coat and white gloves, is focused on using a pipette in a laboratory. The background is slightly blurred, showing other people in lab coats. A dark teal diagonal graphic element is on the left side of the image.

GBT Grupo
Biotoscana

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SECTION 1

GBT at a glance

SECTION 2

GBT strategy

GBT today

The first true pan-Latin American, innovation-based, specialty pharma company

What makes GBT unique:

- **Wide presence** in Latin America
- **State-of-the-art infrastructure**, including Sales & Marketing, R&D, Regulatory, Access, Manufacturing and Business Development
- Focused on developing, producing, in-licensing, promoting, and distributing **specialty** pharmaceutical products
- Truly **advanced products**, with innovation levels at par with modern global pharma players
- **Pure innovation** culture that drives the development of a **robust and broad pipeline**
- **Multiple avenues of growth**, supported by underlying LATAM market momentum and global specialty segment discoveries
- Experienced management **team**



Total Employees: 701⁽¹⁾

Our history

Building the business platform and capabilities

2011

2012

2013

2014

2015

2016

2017

2018

Footprint



M&As

-Biotoscana

-United Medical

-LKM

-Dosa

Key milestones

- Biotoscana:**
 - Emerging specialty player in the Andean region
 - Long standing partnerships
 - Key backers: Advent and Essex Woodlands
- United Medical:**
 - Management in Colombia
 - Developed regional processes
 - Centralized partnership management
- LKM:**
 - Created M&A function
 - Implementation of renewed controls and compliance processes
 - Reinforced Regulatory Affairs activities
- Dosa:**
 - Expanded footprint into Uruguay and Brazil
 - Created Licensing team
 - Results from alliance management team
- Company-wide:**
 - Expanded further geographical coverage (Bolivia and Paraguay)
 - Added manufacturing
 - Added product development capabilities
 - Moved HQ to Montevideo
 - Created Corporate Finance function
 - Basilea and Pierre Fabre licensing agreements
 - Opened Mexican Subsidiary
 - IPO under ticket GBIO33
 - New deals with Celgene, Dipharma and Eisai
 - Initiated warehouse and distribution activities at SELENIN
 - Contract extension with Biocad and Gilead (Andean region + Eplclusa in Brazil)
 - Strategy reinforcement
 - Development of corporate policies and procedures

Key Partners

Key Partners:

- PINT PHARMA
- CSL Behring
- ferrer
- ACTELION
- Dofalk
- GILEAD
- Celgene
- Leadiant
- BIOCAD
- basilea
- Dipharma
- Pierre Fabre
- Eisai

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SECTION 1

GBT at a glance

SECTION 2

GBT strategy



Execution

GBT End to End



Open innovation

Over the past 3 years, GBT secured over BRL 500M of peak sales, mostly yet to be launched

	2013	2014	2015	2016	2017	2018
New licenses		 RITUXIMAB BEVACIZUMAB TRASTUZUMAB ADALIMUMAB OPSUMIT®	 SOVALDI® VELETRI®	 BUSILVEX® JAVLOR® NAVELBINE® ZEVTERA® CRESEMBA® CDCA®	 FYCOMPA® LENVIMA® HALAVEN® INOVELON® HARVONI® ABRAXANE® DITERIN®	 INFILXIMAB AMBISOME® SOVALDI® HARVONI® EPCUSA® +11 molecules EPCUSA®
	Losses	 KYPROLIS®	 8 BGx molecules	 7 Primary care products		

Open innovation

Key portfolio takeaways

CRESEMBA

FDA/EMA and ANMAT approved for the treatment of invasive aspergillosis and mucormycosis for whom amphotericin B is inappropriate.

To be launched 2019: ARG, BRA, CHI, MEX, & PER

LENVIMA

FDA/EMA and ANVISA approved for DTC and RCC. FDA approved for HCC. GBT owns marketing authorization for all Latin America, except Mexico.

To be launched 2019: ARG

ABRAXANE

Paclitaxel protein-bound particles prescribed for mBc, locally advanced NSCLC, and metastatic adenocarcinoma of the pancreas as 1st line treatment in combination with gemcitabine.

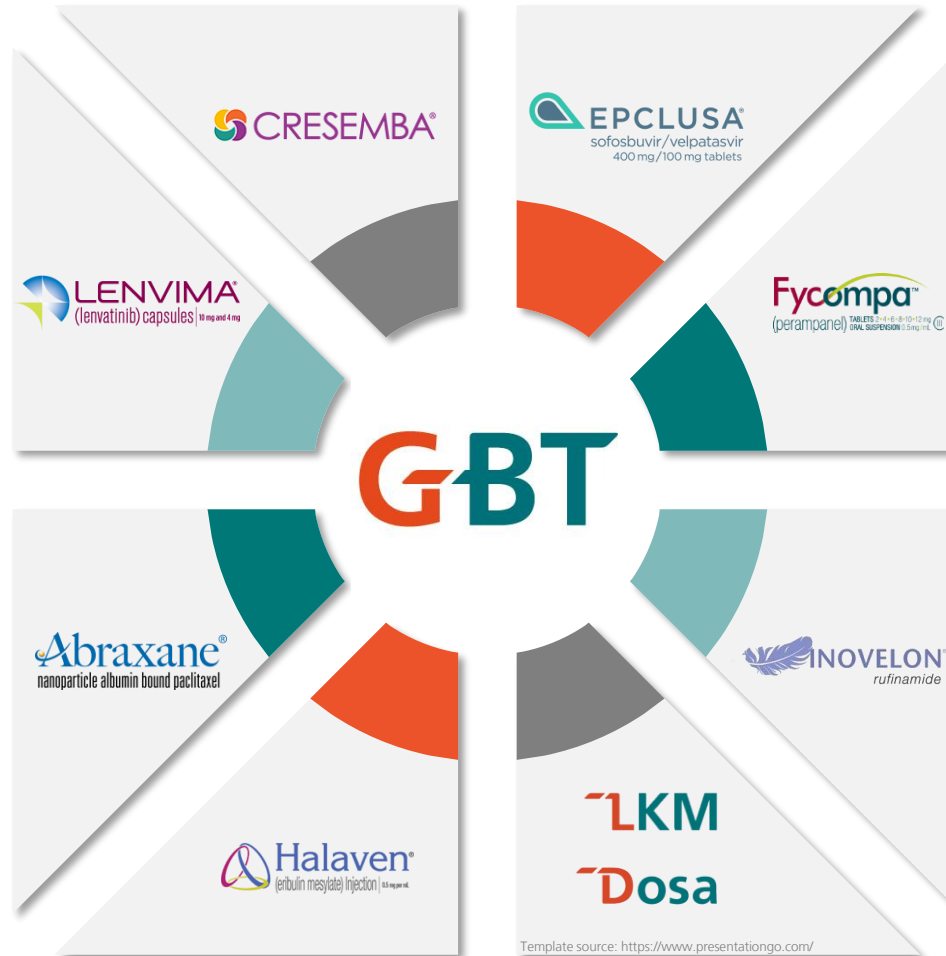
Already launched in Mexico and Brazil

HALAVEN

FDA/EMA and ANVISA approved for metastatic breast cancer and liposarcoma. Only single-agent chemotherapy with a significant OS benefit in pretreated mBc.

Already launched in Brazil.

To be launched 2019: ARG



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EPCLUSA

First Hep C therapy proven to effectively treat all six main Hep C genotypes with a simple one-pill, once-a-day. FDA/EMA and ANVISA approved.

To be launched 2019: COL, PER

FYCOMPA

FDA/EMA and ANVISA approved for the treatment and the adjunctive treatment of partial onset seizures and primary generalized tonic-clonic seizures.

To be launched 2019: ARG, BRA, MEX

INOVELON

FDA/EMA and ANVISA approved for the treatment and the adjunctive treatment of seizures associated with Lennox-Gastaut Syndrome (LGS).

To be launched 2019: ARG, BRA, MEX

BGX

Branded generics products in 3 therapeutic lines: infectiology, oncology and respiratory with presence in all countries, except Mexico and Brazil and 5 new products to be developed in 2019

Open innovation

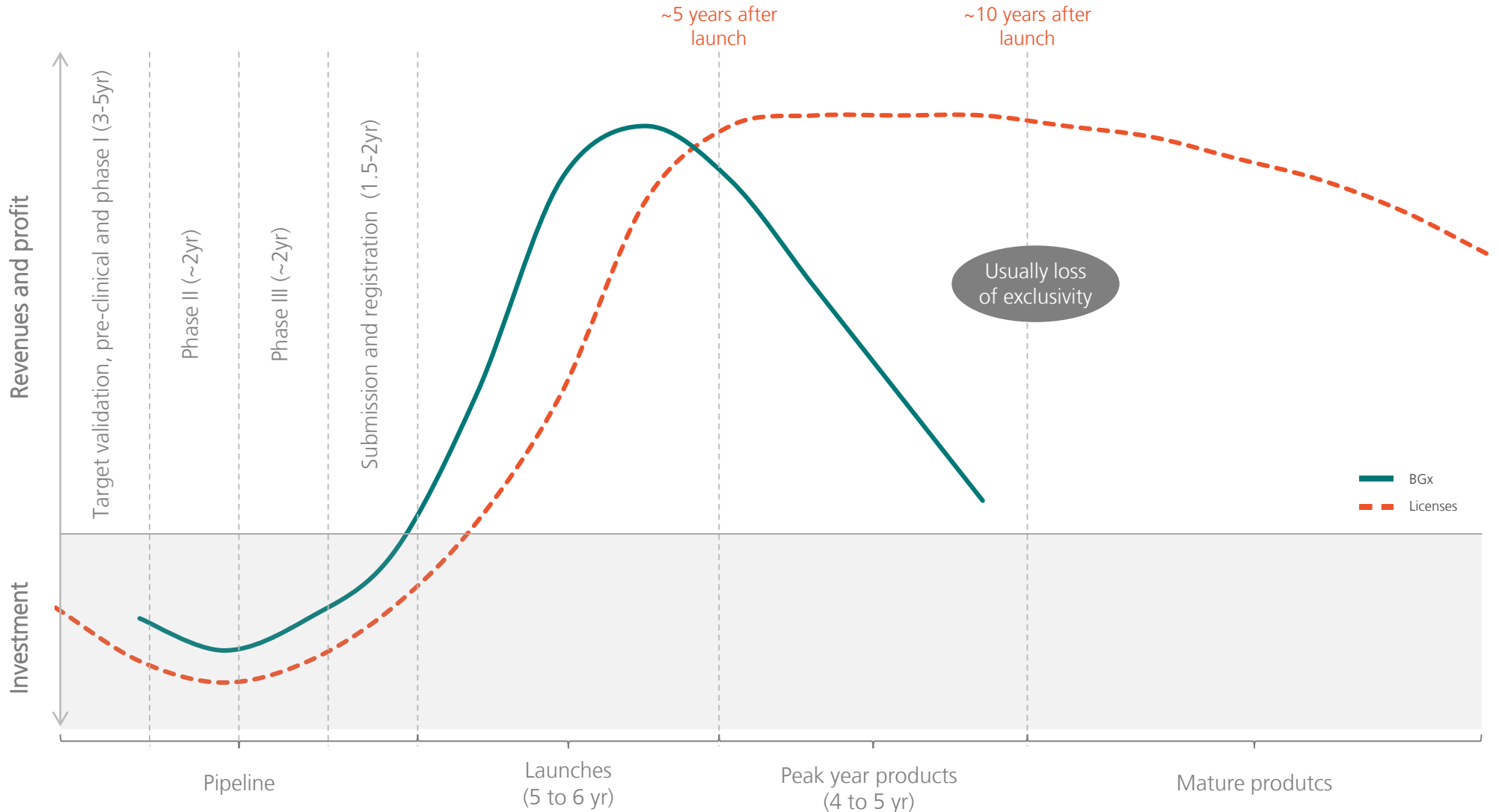
+80 launches in the next 2 years



Note: : Many products are under registration and time of launch may vary according to regulatory process and supply process of each country and/or partner.

Open innovation

Licenses vs BGx – Product life cycle comparison



Note: : Theoretical curve for licensed and BGx products.

Further pipeline

Continuous renewal of deal flow with strong pipeline opportunities

Indication	Region	Attractive-ness	Business Plan	Due Diligence	Closing	Territory
ONCOLOGY						
R/R CLL, iNHL	US					Latin America
Ovarian Cancer	US					Latin America
AML, MDS	EU					Latin America
Multiple Mieloma, B Cell Lymphoma	US					Latin America
Ovarian Cancer	EU					Latin America
Melanoma, Colono Rectal Cancer	EU					Andean Region
AML	EU					Latin America
Myelofibrosis	US					Latin America
Breast Cancer, Renal Cell Carcinoma	EU					Latin America
Neuroblastoma	EU					Latin America
MDS	US					Latin America
R/R AML	US					Latin America
R/R AML	US					Latin America
AML	US					Latin America
CLL	US					Latin America
NSCLC	US					Latin America
RARE DISEASES						
Gaucher + NPC	EU					Latin America
Eosinophilic oesophagitis	EU					Latin America
Inflammation & Immunology	EU					Brazil
hATTR amyloidosis	US					Latin America
Porphyrias	US					Latin America
Erythropoietic Protoporphyrria	AUS					Latin America
Duchenne muscular dystrophy	US					Col + Arg
Amyloidosis	US					Latin America
Antidote F10 Inhibitor	US					Latin America
Trombocytopenia	US					Latin America
Hereditary angioedema	US					Latin America
Immune Thrombocytopenic Purpura	US					Latin America

Indication	Region	Attractive-ness	Business Plan	Due Diligence	Closing	Territory
ANTI INFECTIVES						
cUTI	US					Latin America
Invasive Candidiasis	US					Latin America
Invasive Candidiasis	US					Latin America
Invasive Candidiasis	*					Latin America
Invasive Candidiasis	US					Latin America
ABSSSI	US					Latin America
CAP, ABSSSI	US					Latin America
Gram (-)	US					Latin America
Systemic Fungal Infection	ISR					TBC
SPECIAL TREATMENTS AND I&I						
Respiratory	EU					Colombia
Respiratory	EU					Colombia
Respiratory	Asia					Colombia
Parkinson's Disease	US					Latin America
CNS	EU					Latin America
Parkinson's Disease	US					Latin America
Tardive dyskinesia	US					Latin America
Anemia due to chronic kidney disease	US					Latin America
Relapsing-Remitting Multiple Sclerosis	EU					Latin America
Chronic/Acute Graft versus Host disease	EU					Latin America
Instillation for Bladder Cancer	US					Latin America

*2 companies in different countries



THANK YOU!

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