



# CORPORATE OVERVIEW

INNOVATING TO TRANSFORM THE LIVES OF PATIENTS

September 2020



Jazz Pharmaceuticals®

# Life-Changing Medicines. Redefining Possibilities.

## Forward-Looking Statements

### "Safe Harbor" Statement Under The Private Securities Litigation Reform Act of 1995

This slide deck and the accompanying oral presentation contain forward-looking statements, including, but not limited to, statements related to Jazz Pharmaceuticals' future financial and operating results, including 2020 financial guidance, milestones and goals; the company's growth strategy and expectations for growth, including value drivers and catalysts; future product sales, revenue and volume; planned, ongoing and future clinical trials and other product development activities and regulatory events; ongoing and future product launches; the company's expectations regarding future competition for its products; the company's corporate development efforts and investment activities; the timing of the foregoing events and activities; and other statements that are not historical facts. These forward-looking statements are based on the company's current plans, objectives, estimates, expectations and intentions and inherently involve significant risks and uncertainties. Actual results and the timing of events could differ materially from those anticipated in such forward-looking statements as a result of these risks and uncertainties, which include, without limitation, risks and uncertainties associated with: the ultimate duration and severity of the COVID-19 pandemic and resulting global economic, financial and healthcare system disruptions and the current and potential future negative impacts to the company's business operations and financial results; maintaining or increasing sales of and revenue from its oxybate products; effectively launching and commercializing the company's other products and product candidates; the time-consuming and uncertain regulatory approval process, including the risk that the company's planned regulatory submissions may not be submitted, accepted or approved by applicable regulatory authorities in a timely manner or at all; the costly and time-consuming pharmaceutical product development and the uncertainty of clinical success, including risks related to failure or delays in initiating or completing clinical trials; protecting and enhancing the company's intellectual property rights; delays or problems in the supply or manufacture of the company's products and product candidates; complying with applicable U.S. and non-U.S. regulatory requirements; government investigations, legal proceedings and other actions; obtaining and maintaining adequate coverage and reimbursement for the company's products; identifying and acquiring, in-licensing or developing additional products or product candidates, financing these transactions and successfully integrating product candidates, products and businesses; the company's ability to realize the anticipated benefits of its collaborations with third parties for the development of product candidates; the ability to achieve expected future financial performance and results and the uncertainty of future tax and other provisions and estimates; and other risks and uncertainties affecting the company, including those described from time to time under the caption "Risk Factors" and elsewhere in Jazz Pharmaceuticals plc's Securities and Exchange Commission filings and reports (Commission File No. 001-33500), including the company's Quarterly Report on Form 10-Q for the quarter ended June 30, 2020 and future filings and reports by the company. In addition, while the company expects the COVID-19 pandemic to continue to adversely affect its business operations and financial results, the extent of the impact on the company's ability to generate sales of and revenues from its approved products, execute on new product launches, its clinical development and regulatory efforts, its corporate development objectives and the value of and market for its ordinary shares, will depend on future developments that are highly uncertain and cannot be predicted with confidence at this time, such as the ultimate duration and severity of the pandemic, governmental "stay-at-home" orders and travel restrictions, quarantines, social distancing and business closure requirements in the U.S., Ireland and other countries, and the effectiveness of actions taken globally to contain and treat the disease. Moreover, other risks and uncertainties of which the company is not currently aware may also affect the company's forward-looking statements and may cause actual results and the timing of events to differ materially from those anticipated. The forward-looking statements made in this slide deck and the accompanying oral presentation are made only as of the date hereof or as of the dates indicated in the forward-looking statements, even if they are subsequently made available by the company on its website or otherwise. The company undertakes no obligation to update or supplement any forward-looking statements to reflect actual results, new information, future events, changes in its expectations or other circumstances that exist after the date as of which the forward-looking statements were made.



# Well-Positioned for Transformative Growth



## STRONG COMMERCIAL FRANCHISES

#1

### Treatment for Narcolepsy

Xyrem and planned launch of next generation Xywav

2

### New Oncology Treatments Since 2015

Rapidly growing presence in the treatment of hematological and solid tumor cancers

35%

### Adjusted Net Income CAGR

From 2010-2019



## ROBUST AND PRODUCTIVE PIPELINE

5

### Potential Product Launches

Across 2020 - 2021

>25

### Projects in R&D Portfolio

Expanded more than 4x since 2015

9

### Product Approvals

Since 2015

8

### Commercial Launches

Since 2015



## INVESTING TO LEVERAGE GLOBAL PLATFORM

9

### Licensing/M&A Deals Since 2015

Including recently approved Zepzelca

>90

### Markets Supplied Globally

Operate in or partner to make medicines available

>\$3B

Available liquidity at end of 2Q20<sup>1</sup>

>\$880M

Operating cash flow LTM<sup>2</sup>

<sup>1</sup> Includes \$1.7 billion in cash and investments and \$1.6 billion undrawn revolving credit facility as of 6/30/20. <sup>2</sup> LTM= last 12 months = 7/1/19 to 6/30/20

# Patient-Centric Innovation Drives our Strategy

Targeting two therapeutic areas with significant market opportunities



Focus on patient populations with high unmet needs



Target addressable physician audiences for efficient commercialization



Identify and develop durable, differentiated assets



Leverage our integrated capabilities and global infrastructure

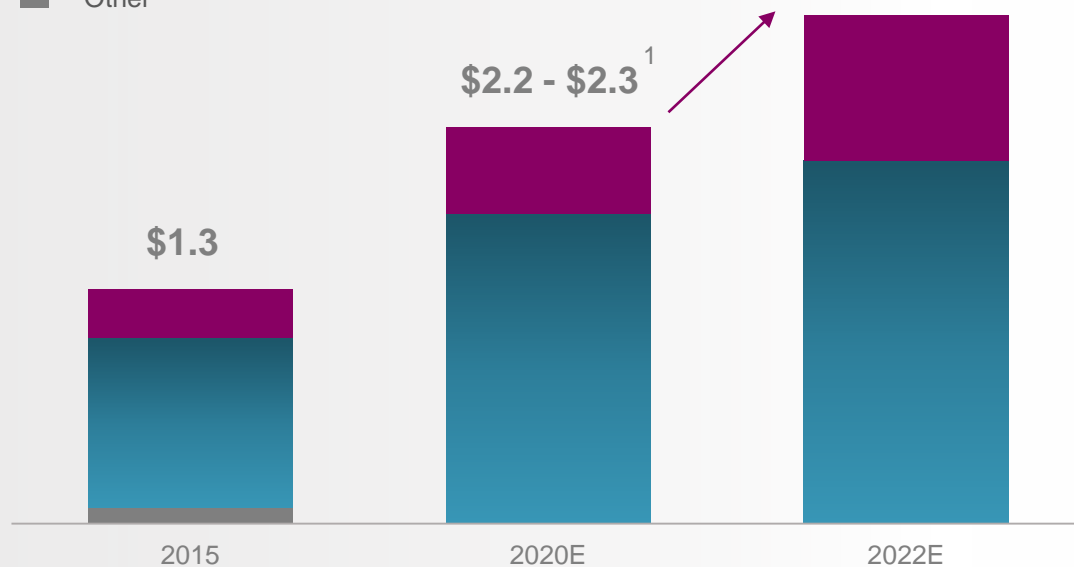
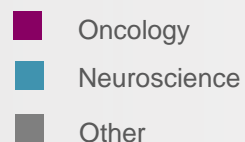
**NEUROSCIENCE  
&  
ONCOLOGY**

# Commercial Portfolio of High Value Products

Continuing to deliver strong revenue growth and diversification

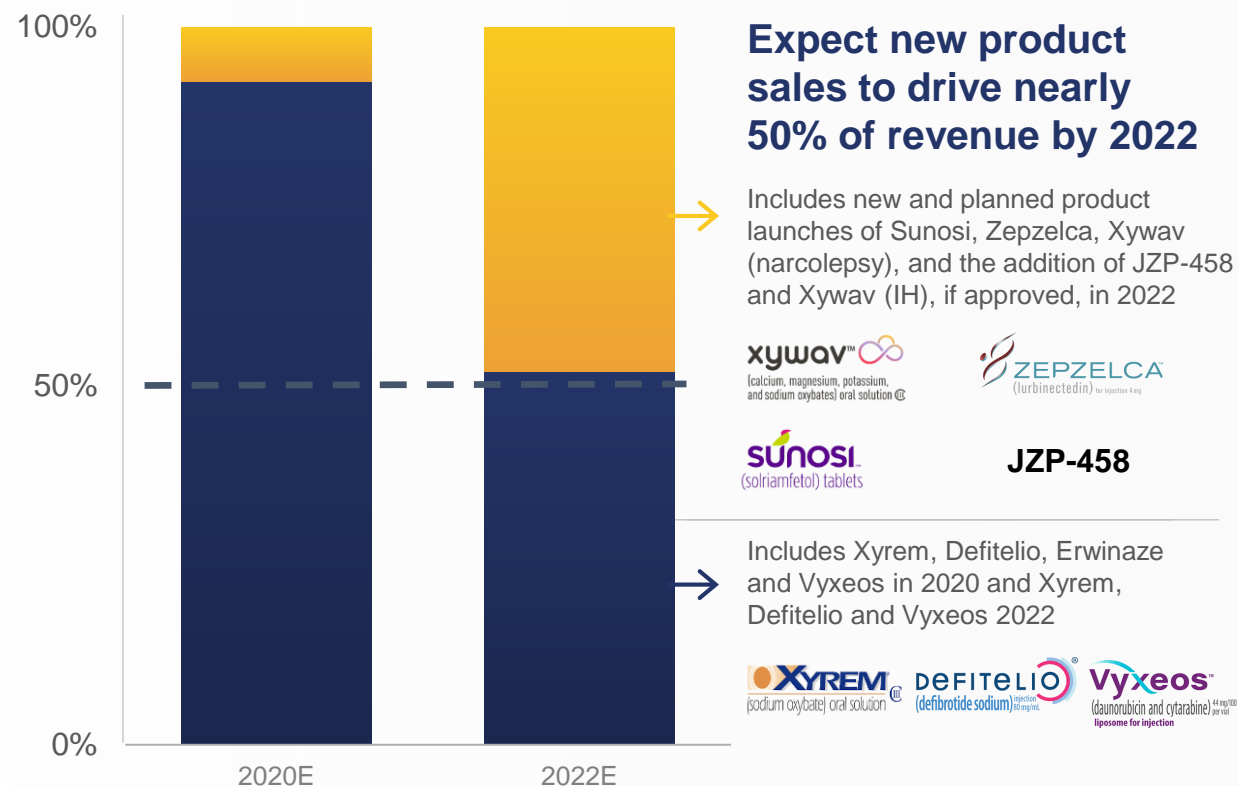
## AIMING FOR FURTHER TOP-LINE GROWTH...

\$ in billions



<sup>1</sup> Net product sales guidance provided by Jazz Pharmaceuticals plc on and as of August 4, 2020. Jazz Pharmaceuticals plc is not confirming or updating that guidance and actual results may differ.

## ...AND ENHANCED DIVERSIFICATION BY 2022



# Expect to Deliver Significant Value Through 2025 and Beyond

Through disciplined allocation of capital in alignment with our strategic priorities



<sup>1</sup> Represents cash and investments as of June 30, 2020.

# Significant Progress to Date in 2020

Providing a strong foundation for our continued transformation



**Delivered strong 2Q20 financial and operational results, despite global pandemic**

Execution across the organization, enabling acceleration of pipeline

Revenues and EPS above consensus

>\$450M in cash from operations 1H20



**On track for up to 5 major product launches across 2020 – 2021**



EMA approved 1Q20 & European rolling launch initiated May 2020

**JZP-458**

Targeting regulatory filing as early as year-end and targeting launch mid-2021



FDA approved two months early (June 2020); launched in early July 2020



FDA approved July 2020 for cataplexy and EDS in narcolepsy with launch planned for 4Q20

**Xywav for Idiopathic Hypersomnia**

Phase 3 top-line results expected 4Q20; targeting launch 4Q21

Catalyst-rich time with multiple opportunities for future value creation





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# NEUROSCIENCE PORTFOLIO

**Meaghan**  
Narcolepsy Patient



# Significant Momentum Neuroscience Portfolio



**Strong  
Commercial  
Execution**

**#1**

Sleep disorder  
medicine by sales  
since 2014 (Xyrem)

**>50%**

of oxybate  
patients on  
Xywav by 2023


**\$1.7-1.8B**

2020 Neuroscience net  
sales guidance<sup>1</sup>

**3**

On-market  
products  
anticipated by  
YE2020

**sunosi**  
(solriamfetol) <sup>IV</sup>  
75, 150 mg tablets

**xywav** <sup>TM</sup>   
(calcium, magnesium, potassium,  
and sodium oxybates) oral solution <sup>®</sup>

**XYREM** <sup>TM</sup>  
(sodium oxybate) oral solution <sup>®</sup>



**Poised For  
Sustainable  
Growth**

- Sleep franchise - enhanced durability with new differentiated standard in oxybate therapy, Xywav
- Sleep disorders - important growth opportunity given the high unmet medical needs
- Strong growth prospects for Sunosi in the U.S. and European markets (focus on narcolepsy, OSA and potential new indications)
- Expansion into new areas of unmet need including treatment of essential tremor
- Investing in pipeline with early in-licensed innovative assets with new MOAs

<sup>1</sup> Guidance provided by Jazz Pharmaceuticals plc on and as of August 4, 2020. Jazz Pharmaceuticals plc is not confirming or updating that guidance and actual results may differ.

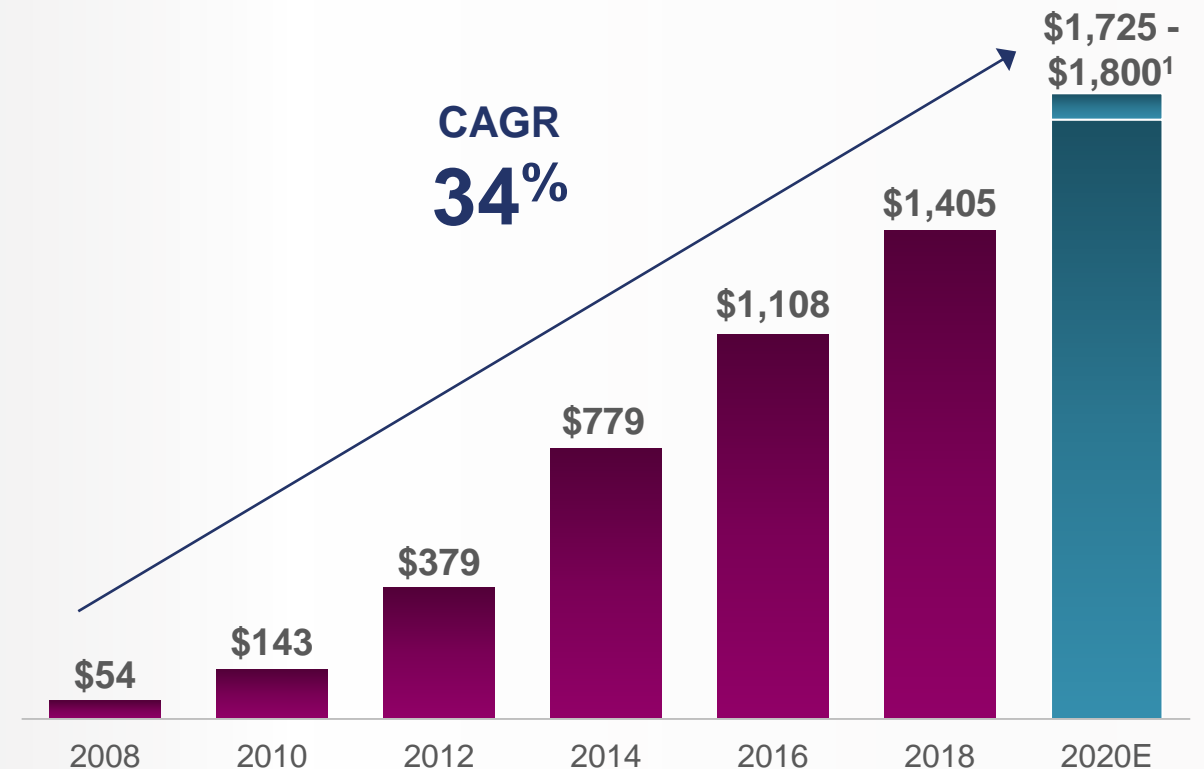
# Building the #1 Sleep Disorder Franchise

## Xyrem Success Factors

- High unmet need and limited treatment options
- Developed support services for patients; navigated payer barriers
- Communicated value; addressed HCP safety concerns
- Implemented marketing efforts to support improved diagnosis and treatment
- Proven expertise in navigating complex regulatory environment and distribution system
- Established oxybate as standard of care for treatment of EDS and cataplexy in narcolepsy

## NET SALES SINCE 2008

\$ in millions



<sup>1</sup> Total neuroscience net sales guidance provided by Jazz Pharmaceuticals plc on and as of August 4, 2020. Jazz Pharmaceuticals plc is not confirming or updating that guidance and actual results may differ.

# XYWAV: The New Differentiated Standard in Oxybate Therapy

Expect a majority of oxybate patients on Xywav by 2023



## LOWER-SODIUM OXYBATE FOR THE TREATMENT OF NARCOLEPSY

- 92% less sodium than Xyrem with the same active moiety for the treatment of cataplexy and EDS in patients >7 years of age with narcolepsy
- Narcolepsy is a chronic disease associated with numerous cardiovascular/cardiometabolic comorbidities<sup>1</sup>



## EXPECT STRONG ADOPTION OF XYWAV

- Priced at parity to Xyrem with expected U.S. launch 4Q20
- Existing Xyrem patients transition to Xywav at same dose<sup>2</sup>
- Opportunity to add patients previously not prescribed Xyrem based on sodium concerns
- Focused on providing strong patient assistance programs and payer access



## A DIFFERENTIATED LABEL

- Twice-nightly option for patients with ability to take unequal first and second doses
- No warning to monitor patients sensitive to sodium intake
- HCP information on initiating new and transitioning patients from other narcolepsy therapies



## POTENTIAL FURTHER INDICATION FOR IH

- Expect top-line data from Phase 3 pivotal study of Xywav in IH 4Q20
- Targeting U.S. launch of Xywav for IH late 2021
- Significant unmet need with diagnosed prevalence of ~37,000 patients

<sup>1</sup> Black, J, et al. SleepMed. 2017; 33: 13-18. <sup>2</sup> Xywav is a CNS depressant and has a boxed warning. See appendix for details. For full prescribing information, visit [www.xywav.com](http://www.xywav.com)



# Growing Neuroscience Pipeline/Portfolio



U.S. Launch July 2019:  
European Launch May 2020

## KEY HIGHLIGHTS

- Sunosi: first and only FDA approved dual acting DNRI to treat EDS in adults with narcolepsy or OSA
- Improves wakefulness and reduces EDS
- Established strong U.S. payer coverage for >85% of commercial lives as of 2Q20
- 12% increase in prescriptions 2Q20 vs 1Q20 with strong refill rates

## GROWTH OPPORTUNITIES

- Narcolepsy remains an unmet need; OSA has an extremely low drug treatment rate (~6%)
- U.S.: ~12 million diagnosed OSA patients
- Geographic expansion ongoing in Europe: ~4 million diagnosed OSA patients; ~1 million with EDS<sup>1</sup>
- Additional treatment uses include EDS in other sleep / CNS disorders

### JZP-385

Phase 2  
Essential Tremor



- Small molecule modulator of T-type calcium channels for ET, an area of significant unmet medical need
- Broadens neuroscience pipeline into movement disorders
- Anticipate Phase 2b study start-up activities in 2020 with a modified release formulation with once daily administration; Phase 2b study initiation planned early 2021

- Significant growth opportunity: ~11M ET prevalence in U.S. and Europe<sup>1</sup>; 2M diagnosed and 500K drug treated
- Limited treatment options; tolerability issues and lack of efficacy with currently available pharmacotherapy
- May have applicability in other neurological conditions

### JZP-324

Phase 1  
Cataplexy/EDS in Narcolepsy

- Lower-sodium oxybate extended release formulation
- Currently in Phase 1 in healthy volunteers

- JZP-324 may provide optionality for patients with a lower sodium extended release formulation

<sup>1</sup> France, Germany, UK, Spain, Italy



# ONCOLOGY PORTFOLIO

**Tim**  
AML Patient

# Strong Commercial and Development Capabilities

## Oncology Portfolio



**Revenue  
Diversification  
Driver**

**~\$2B**

Oncology sales  
2015-2019

**3**

Products contributed  
\$100M+ each in  
2019

**\$445-525M**

2020 oncology net sales  
guidance<sup>1</sup>

**5**

Novel approvals  
since 2015



**Poised For  
Meaningful  
Growth**

- Continued double-digit growth in portfolio
- Future revenue growth and diversification fueled by recent Zepzelca launch and planned JZP-458 launch mid-2021
- Expansion into solid tumors with Zepzelca
- Important growth opportunities for JZP-458 through expanded treatment and globalization
- Defitelio and Vyxeos remain important therapies for patients with significant unmet medical needs
- Investing in a deep and broad pipeline of innovative targets

<sup>1</sup> Guidance provided by Jazz Pharmaceuticals plc on and as of August 4, 2020. Jazz Pharmaceuticals plc is not confirming or updating that guidance and actual results may differ.



# Innovative Oncology Business Continues to Scale Rapidly

Expect significant growth momentum with Zepzelca launch in 2020 and JZP-458 planned launch in 2021

## PORTFOLIO OF ATTRACTIVE PRODUCTS



First new treatment in 2L SCLC in over 20 years; expansion into solid tumors; synergistic with existing portfolio



Treatment for hypersensitivity to *E. coli*-derived asparaginase



Only therapy on the market to help adults and children who develop severe VOD, a complication from HSCT



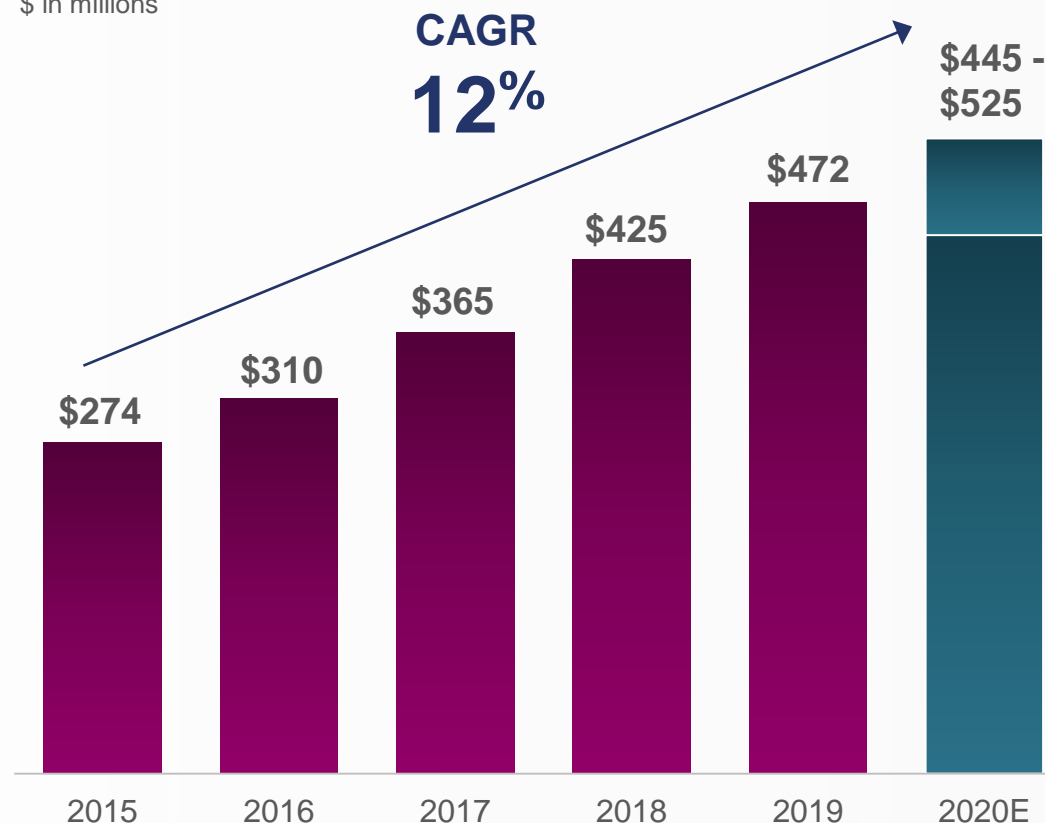
First new advancement from traditional chemotherapy in more than 40 years for adults; overall survival benefit in secondary AML with durable remission

### JZP-458

Modern recombinant *Erwinia* asparaginase for pediatric and adult patients with ALL hypersensitive to *E. coli*-derived asparaginase – expected to provide a reliable, consistent and high quality supply

## STRONG GROWTH TRAJECTORY (REVENUE)

\$ in millions



<sup>1</sup> Oncology net sales guidance provided by Jazz Pharmaceuticals plc on and as of August 4, 2020. Jazz Pharmaceuticals plc is not confirming or updating that guidance and actual results may differ.

# Zepzelca Demonstrates High Strategic Fit

Area of significant unmet medical need



FDA accelerated approval June 2020 for the treatment of adult patients with metastatic SCLC with disease progression on or after platinum-based chemotherapy

## KEY HIGHLIGHTS

- Further diversifies commercial portfolio; expands into solid tumors
- Provides meaningful multi-hundred million dollar opportunity with 3 - 5 year route to peak
- Synergistic with existing portfolio
- Maximizing joint value generation with PharmaMar
- Prioritized and expedited launch plan
- July 2020: Quickly added to NCCN Clinical Practice Guidelines in Oncology for SCLC post approval

## GROWTH OPPORTUNITIES

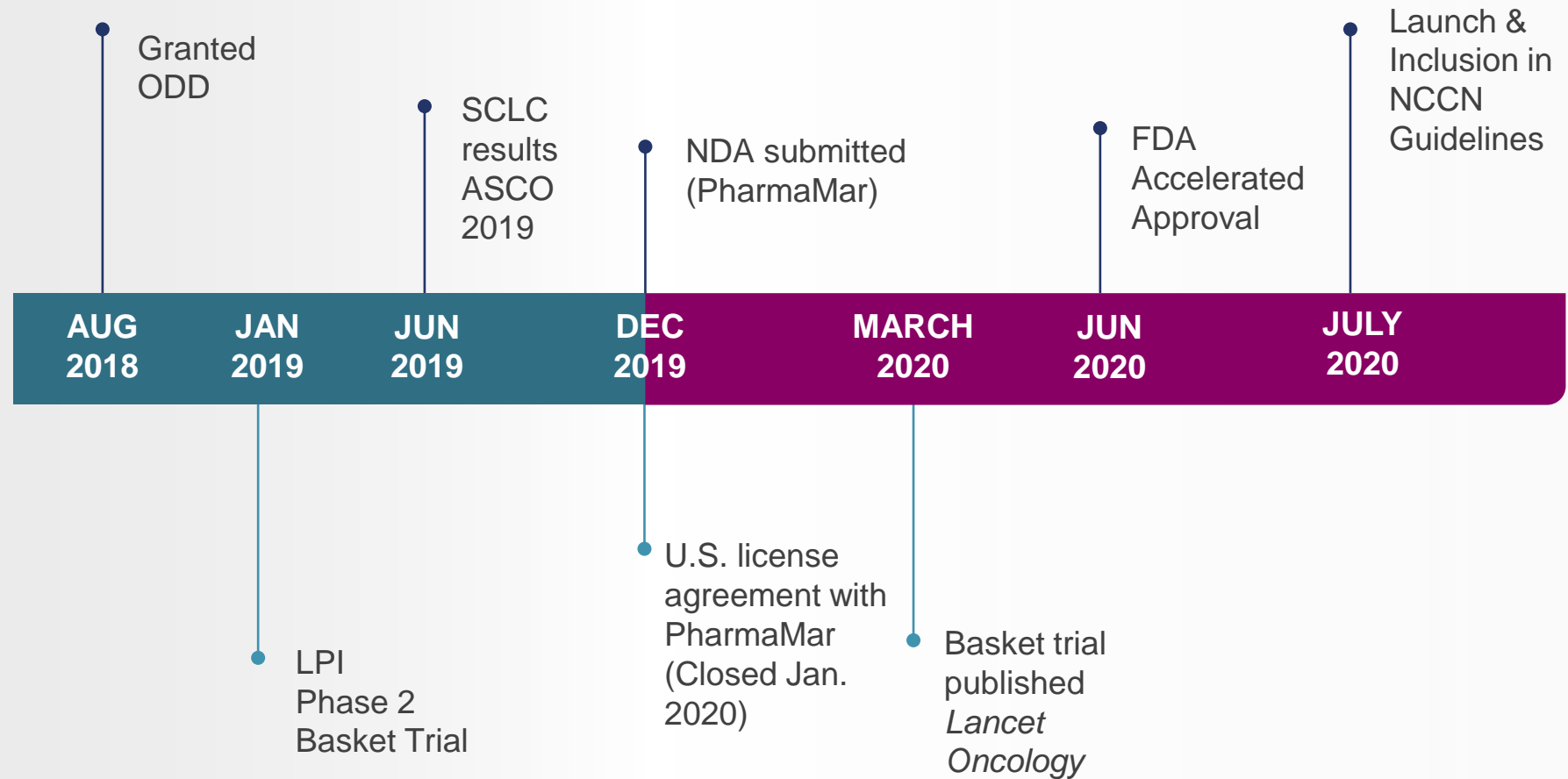
- SCLC: Growth opportunity in ~17,000 treated in 2L, plus ~8,000 failed in 1L and did not advance to 2L treatment
- Phase 3 ATLANTIS study top-line data expected 2H20
- Joint development plan with PharmaMar includes:
  - Evaluation of other tumor types
  - 1L SCLC in combination with I/O and other agents
  - 2L+ SCLC Combination (ATLANTIS)

# Zepzelca: Rapid Path to FDA Approval & Launch

Demonstrating execution capabilities



6 months  
from closing  
to launch





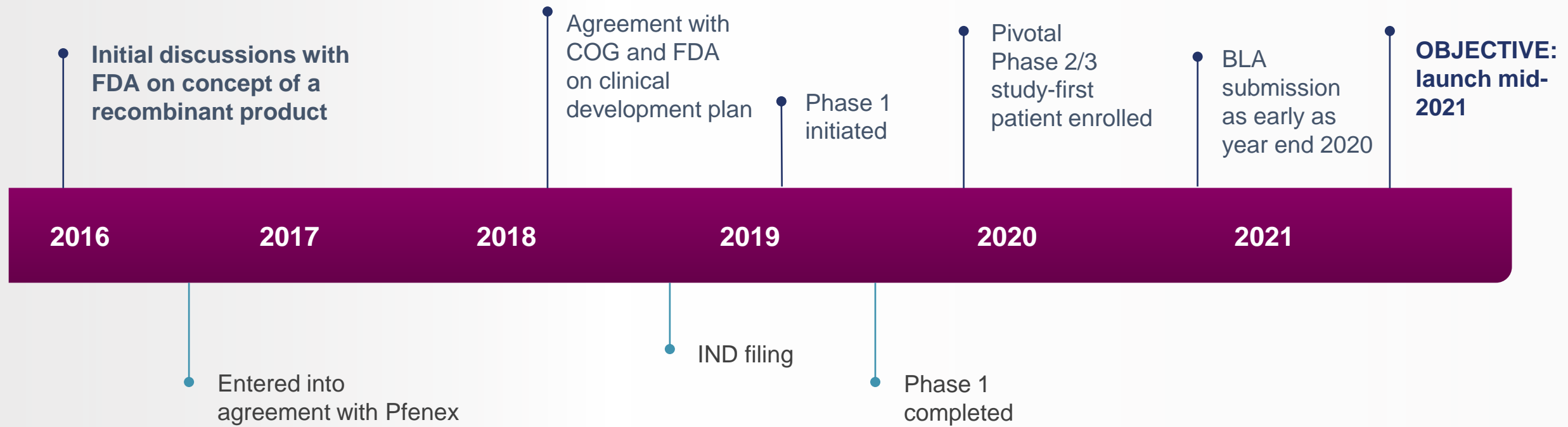
# JZP-458: Driven by Patient Need for Reliable, Life-Saving Therapy

Launch goal mid-2021 for recombinant *Erwinia* asparaginase for ALL

Significant Need for  
Reliable, Consistent,  
High Quality Supply

Global Expansion  
Opportunities —  
Europe and Japan

Treatment Population  
Expansion



*Rapid progression from Phase 1 to pivotal study in <12 months*



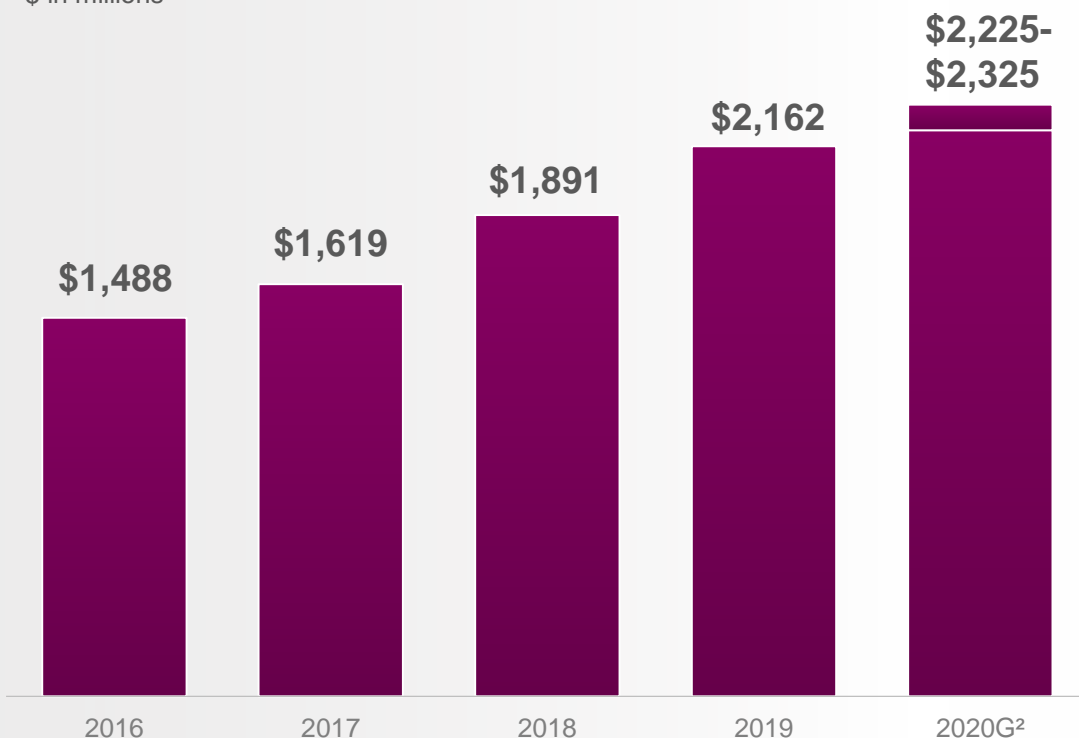
# VALUE CREATION

# Commercial Portfolio Driving Strong Financial Results

2020 ANI impacted by \$200M payment to PharmaMar for exclusive U.S. rights to Zepzelca

## TOTAL REVENUES<sup>1</sup>

\$ in millions



## ADJUSTED NET INCOME PER DILUTED SHARE<sup>3</sup>



Beginning in 2020, the company no longer excludes upfront and milestone payments from the company's non-GAAP adjusted EPS.<sup>4</sup>

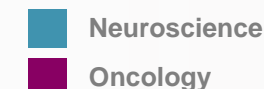
<sup>1</sup> 2016 to 2019 audited. <sup>2</sup> G=Guidance. Guidance provided by Jazz Pharmaceuticals plc on and as of August 4, 2020. Jazz Pharmaceuticals plc is not confirming or updating that guidance and actual results may differ. <sup>3</sup> Reconciliations of GAAP net income to non-GAAP adjusted net income can be found in the Appendix at the end of this presentation. <sup>4</sup> Beginning in 2020, the company no longer excludes upfront and milestone payments from the company's non-GAAP adjusted net income, its line item components and non-GAAP adjusted EPS. The impact of this change to the company's 2020 non-GAAP adjusted net income and non-GAAP adjusted EPS guidance is approximately \$175 million or \$3.13 per diluted share, respectively, primarily related to the post-tax impact of the \$200 million upfront payment made to PharmaMar in January 2020. For purposes of comparability, non-GAAP adjusted financial measures for 2016 to 2019 have been updated to reflect this change.



# Robust and Productive Pipeline for Sustainable Growth

Targeted investments designed to fuel growth through 2025 and beyond

PRE-CLINICAL	PHASE 1	PHASE 2	PHASE 3
<b>Undisclosed targets</b> Neuroscience	<b>JZP-324</b> Oxybate extended-release formulation	<b>JZP-385<sup>4</sup></b> Essential tremor (Phase 2b)	<b>Xywav</b> Idiopathic hypersomnia
<b>CombiPlex</b> Exploratory activities	<b>Vyxeos</b> Low Intensity Dosing for higher risk MDS <sup>3</sup>	<b>Defitelio</b> <ul style="list-style-type: none"> <li>Prevention of aGvHD</li> <li>Prevention of CAR-T associated neurotoxicity</li> </ul>	<b>JZP-458</b> (recombinant <i>Erwinia</i> asparaginase) ALL/LBL (pivotal Phase 2/3)
<b>JZP-341</b> (Long-acting <i>Erwinia</i> asparaginase) <sup>2</sup> ALL/other hematological malignancies	<b>Vyxeos + other approved therapies</b> <ul style="list-style-type: none"> <li>R/R AML or HMA Failure MDS<sup>3</sup></li> <li>First-line, fit AML (Phase 1b)</li> <li>Low Intensity Therapy for first-line, unfit AML (Phase 1b)</li> </ul>	<b>Vyxeos</b> <ul style="list-style-type: none"> <li>HR-MDS (EMSCO)<sup>5</sup></li> <li>Newly diagnosed older adults with HR-AML<sup>4,5</sup></li> </ul>	<b>Zepzelca<sup>6</sup></b> Relapsed SCLC (ATLANTIS)
<b>Recombinant pegaspargase<sup>1</sup></b> Hematological malignancies	<b>IMGN632<sup>1</sup></b> <ul style="list-style-type: none"> <li>R/R CD123+ Hematological malignancies</li> <li>+/- venetoclax/azacitidine in CD123+ AML (Phase 1b/2)</li> </ul>	<b>Vyxeos + venetoclax</b> <i>de novo</i> or R/R AML <sup>3</sup>	<b>Vyxeos</b> <ul style="list-style-type: none"> <li>AML or HR-MDS &gt;60 yrs (AML18)<sup>5</sup></li> <li>AML or HR-MDS &gt;18 yrs (AML19)<sup>5</sup></li> <li>Newly diagnosed adults with standard- and HR-AML (AML19)<sup>5</sup></li> <li>Newly diagnosed &lt;22 yrs with AML (COG)<sup>5</sup></li> </ul>
<b>Pan-RAF Inhibitor Program</b> Raf & Ras mutant tumors			
<b>Oncology Targets</b> Ras/Raf/MAP kinase pathway <sup>2</sup>			
<b>Exosome targets</b> (NRAS, STAT3 and 3 others) <sup>2</sup> Hematological malignancies/solid tumors			
<b>Defitelio</b> Exploratory activities			



<sup>1</sup> Opt-in opportunity. <sup>2</sup> Partnered collaboration. <sup>3</sup> Jazz & MD Anderson Cancer Center collaboration study. <sup>4</sup> Planned. <sup>5</sup> Cooperative group study. <sup>6</sup> Exclusive U.S. license.

# Corporate Development Strategy and Execution

Leveraging external innovation to deliver value to patients and shareholders

Preclinical Assets to  
Advance through Internal  
or External Research

Clinical Assets Aligned  
with Patient Needs and  
Pipeline Objectives

Commercial Assets to  
Grow and Diversify  
Revenue Base

Pan-RAF

JZP-341

JZP-385

 **ZEPZELCA™**  
(lurbinectedin) for injection 4 mg

 **Erwinaze®**  
asparaginase  
Erwinia chrysanthemi

CombiPlex

IMGN632

 **Vyxeos™**  
cytarabine and daunorubicin  
liposome for injection

 **XYREM™**  
(sodium oxybate) oral solution

5 Exosome Targets

JZP-458

 **sunosi.**  
(solriamfetol) (IV)

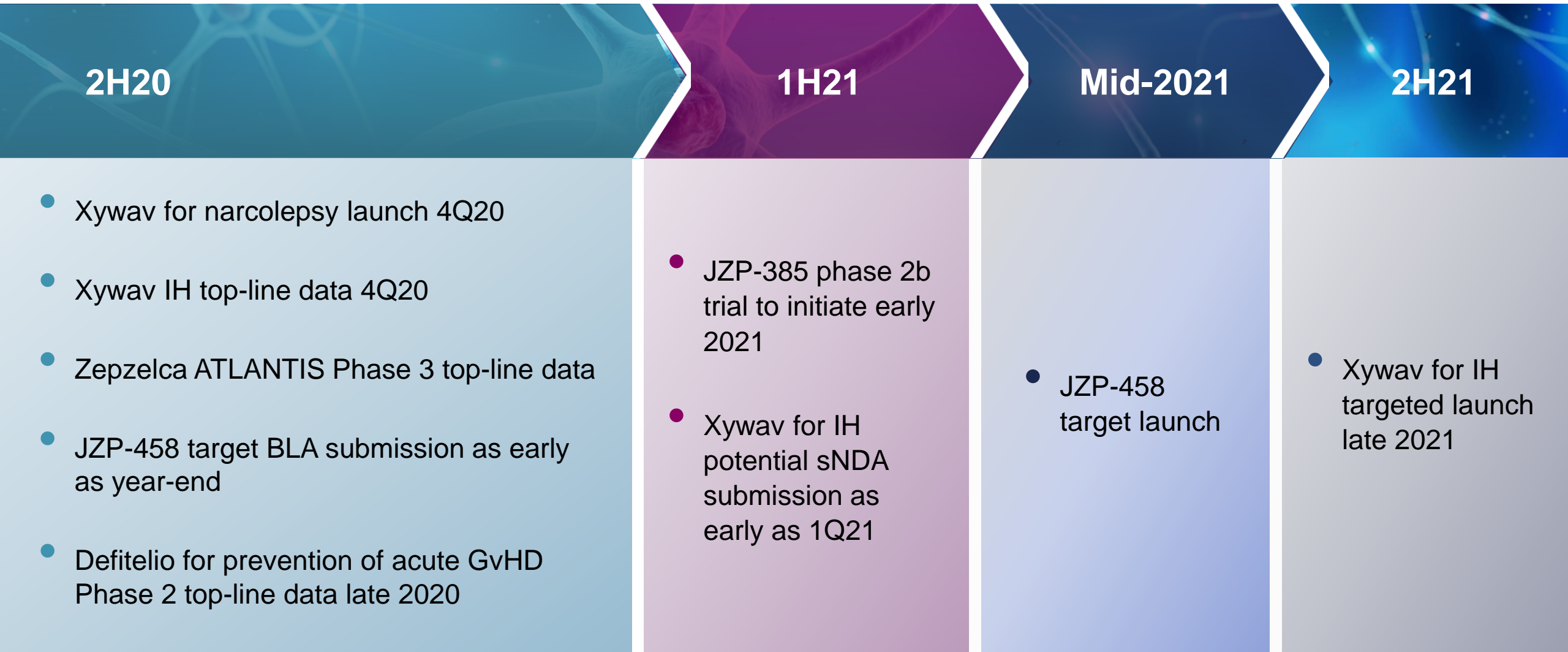
 **DEFITELIO®**  
(defibrotide sodium) injection  
80 mg/mL

2 Ras/Raf/MAP kinase Targets

- Integrated approach to effectively evaluate opportunities, spanning pre-clinical to commercial
- Experienced deal-makers and significant capital available for deployment
- Operational expertise and scale to support development, regulatory and commercial success

# Multiple Value Enhancing Catalysts in the Near Term

Pipeline advancements, clinical read-outs, regulatory approvals and product launches



# Jazz Delivering Meaningful Shareholder Value



Patient-Centric  
Innovation to Drive Our  
Strategy



Experienced  
Leadership Team to  
Execute on Strategy  
and Deliver Value



Strong Financial and  
Operational Track  
Record Generating  
>\$2B in Annual Revenue



High Value Neuroscience  
and Oncology Products  
Poised for Continued  
Growth and Diversification



Global Commercial  
Footprint and  
Operations to Rapidly  
Advance and Scale  
Products



Robust and Productive  
Development Pipeline  
Designed for Sustainable  
Growth



Strong Balance Sheet  
and Cash Flow to Enable  
Strategic and Disciplined  
Capital Deployment



Multiple Important  
Catalysts in 2020-2021  
Providing Foundation for  
Transformative Growth





**THANK YOU**





# APPENDIX

ZEPZELCA

XYWAV FOR IH

FINANCIAL OVERVIEW



An underwater photograph featuring a large, translucent jellyfish with a complex, branching internal structure. The jellyfish is positioned in the center-left of the frame. To its left, there is a piece of coral with a porous, bumpy texture. The background is a deep blue, suggesting a deep-sea environment. The overall lighting is dim, with some highlights on the jellyfish's body and the coral.

**ZEPZELCA**

# Lurbinectedin Monotherapy in Metastatic SCLC

Multicenter study of single-agent lurbinectedin in patients with 9 different tumor types, including second-line SCLC (NCT02454972)



## PATIENT ELIGIBILITY (SCLC)

- ECOG PS 0-2
- One prior chemotherapy line
- Prior immunotherapy was allowed
- CNS metastases excluded

## PRIMARY OBJECTIVE

- ORR by investigator assessment
- (RECIST v.1.1)

*Prophylactic use of G-CSF was not permitted*

<sup>1</sup> Trigo J, et al. Lancet Oncol. 2020



# Lurbinectedin Demonstrates Single Agent Anti-Tumor Activity

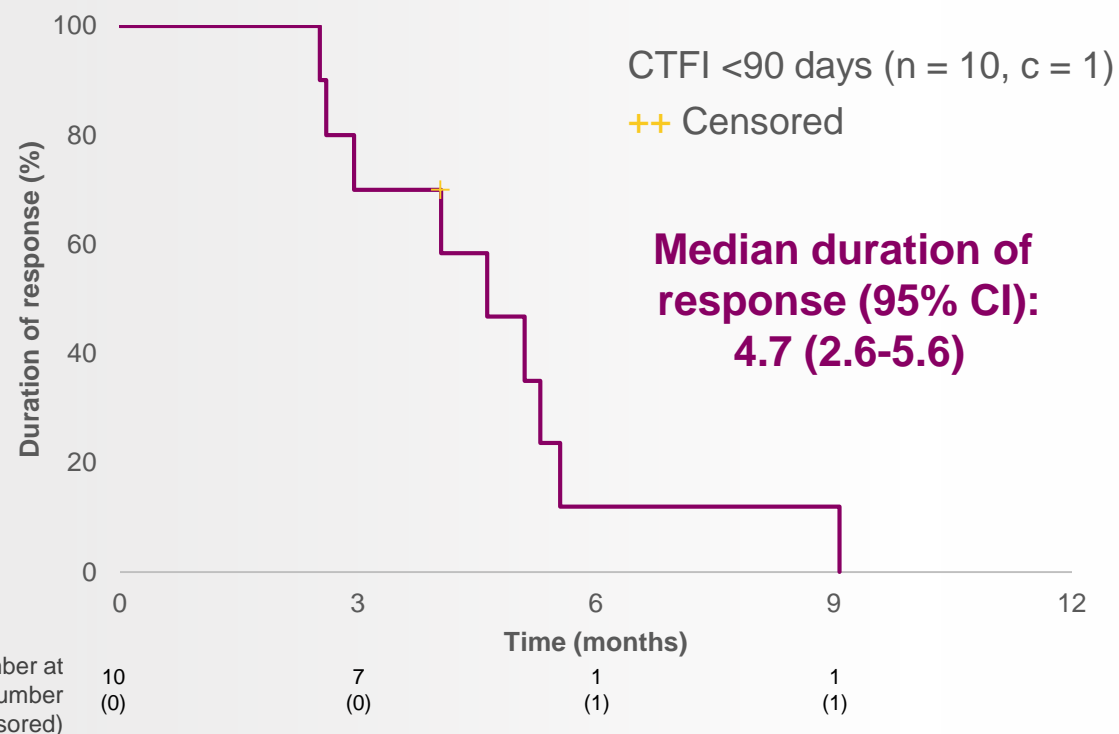
		Lurbinectedin SCLC Cohort <sup>1</sup>		
Patient population		All CTFI (n = 105)	CTFI < 90 days (n = 45)	CTFI ≥ 90 days (n = 60)
INVESTIGATOR ASSESSED RESPONSE	Response rate (95% CI)	35% (26% – 45%)	22% (11% – 37%)	45% (32% – 58%)
	Median DoR (months) (95% CI)	5.3 (4.1 – 6.4)	4.7 (2.6 – 5.6)	6.2 (3.5 – 7.3)
IRC ASSESSED RESPONSE	Response rate (95% CI)	30% (22% – 40%)	13% (5% – 27%)	43% (31% – 57%)
	Median DoR (months) (95% CI)	5.1 (4.9 – 6.4)	4.8 (2.4 – 5.3)	5.3 (4.9 – 7.0)

<sup>1</sup> Lurbinectedin Prescribing Information

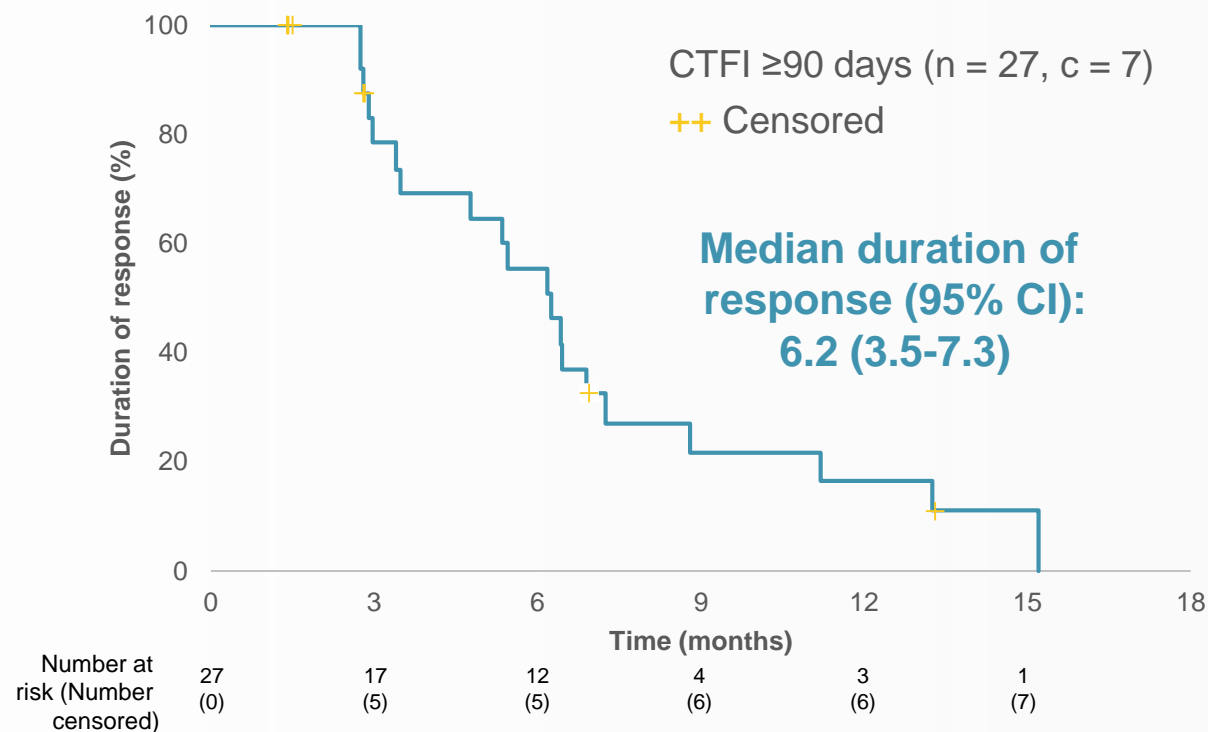
# Duration of Response in Patients With SCLC

## Secondary Endpoint

### Patients with resistant disease (CTFI < 90 days)



### Patients with sensitive disease (CTFI ≥ 90 days)



<sup>1</sup> Trigo J, et al. Lancet Oncol. 2020

Based on Investigator Assessed Responses and using Kaplan Meier estimates

# Safety Profile in Patients With SCLC<sup>1</sup>

No Grade 5 adverse reactions reported

Adverse Reactions ≥ 10%		All Grades	Grade 3-4
General	Fatigue	77%	12%
	Pyrexia	13%	0%
	Chest Pain	10%	0%
Musculoskeletal <sup>2</sup>	Musculoskeletal Pain	33%	4%
GI	Nausea	37%	0%
	Constipation	31%	0%
	Vomiting	22%	0%
	Diarrhea	20%	4%
	Abdominal Pain	11%	1%
Metabolism and Nutrition Disorders	Decreased Appetite	33%	1%
Respiratory, Thoracic and Mediastinal Disorders	Dyspnea	31%	6%
	Cough	20%	0%
Infections and Infestations	Respiratory tract infections	18%	5%
	Pneumonia	10%	7%
Nervous System Disorders	Peripheral Neuropathy	11%	1%
	Headache	10%	1%

<sup>1</sup> Lurbinectedin Prescribing Information, <sup>2</sup> Musculoskeletal and Connective Tissue Disorders

# Safety Profile in Patients With SCLC<sup>1</sup>

Laboratory Abnormalities > 20% Worsening from Baseline		All Grades	Grade 3-4
Hematology	Decreased leukocytes	79%	29%
	Decreased lymphocytes	79%	43%
	Decreased hemoglobin	74%	10%
	Decreased neutrophils	71%	46%
	Decreased platelets	37%	7%
	<i>Febrile neutropenia</i> <sup>2</sup>	5%	5%
Chemistry	Increased creatinine	69%	0%
	Increased alanine aminotransferase	66%	4%
	Increased glucose	52%	5%
	Decreased albumin	32%	1%
	Decreased sodium	31%	7%
	Increased aspartate aminotransferase	26%	2%
	Decreased magnesium	22%	0%

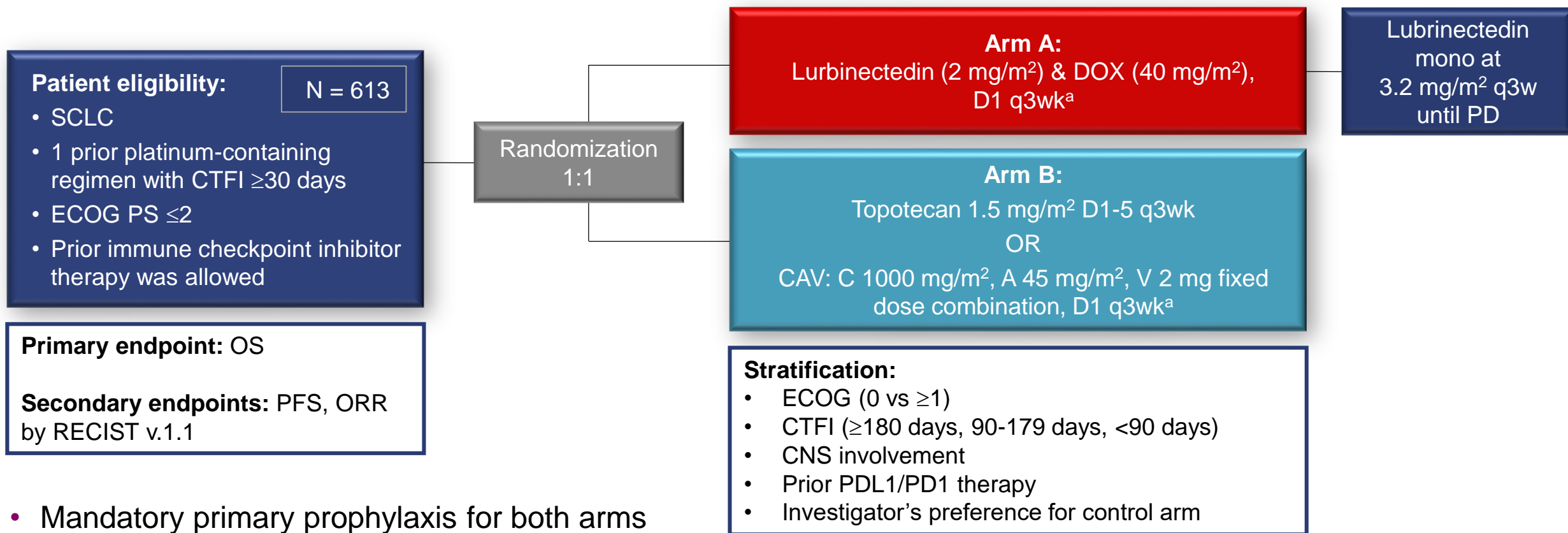
<sup>1</sup>Lurbinectedin Prescribing Information, <sup>2</sup>Trigo J, et al. Lancet Oncol. 2020



# ATLANTIS Trial

Phase 3 randomized study of lurbinectedin and doxorubicin in 2L SCLC – expect data 2H20

Open-label, randomized, Phase 3 trial of lurbinectedin in combination with doxorubicin versus investigator's choice of chemotherapy (topotecan or CAV) in 2L SCLC





**XYWAV FOR IH**

# Idiopathic Hypersomnia and Narcolepsy Symptomatology

Hypersomnolence disorders that share similar symptoms



















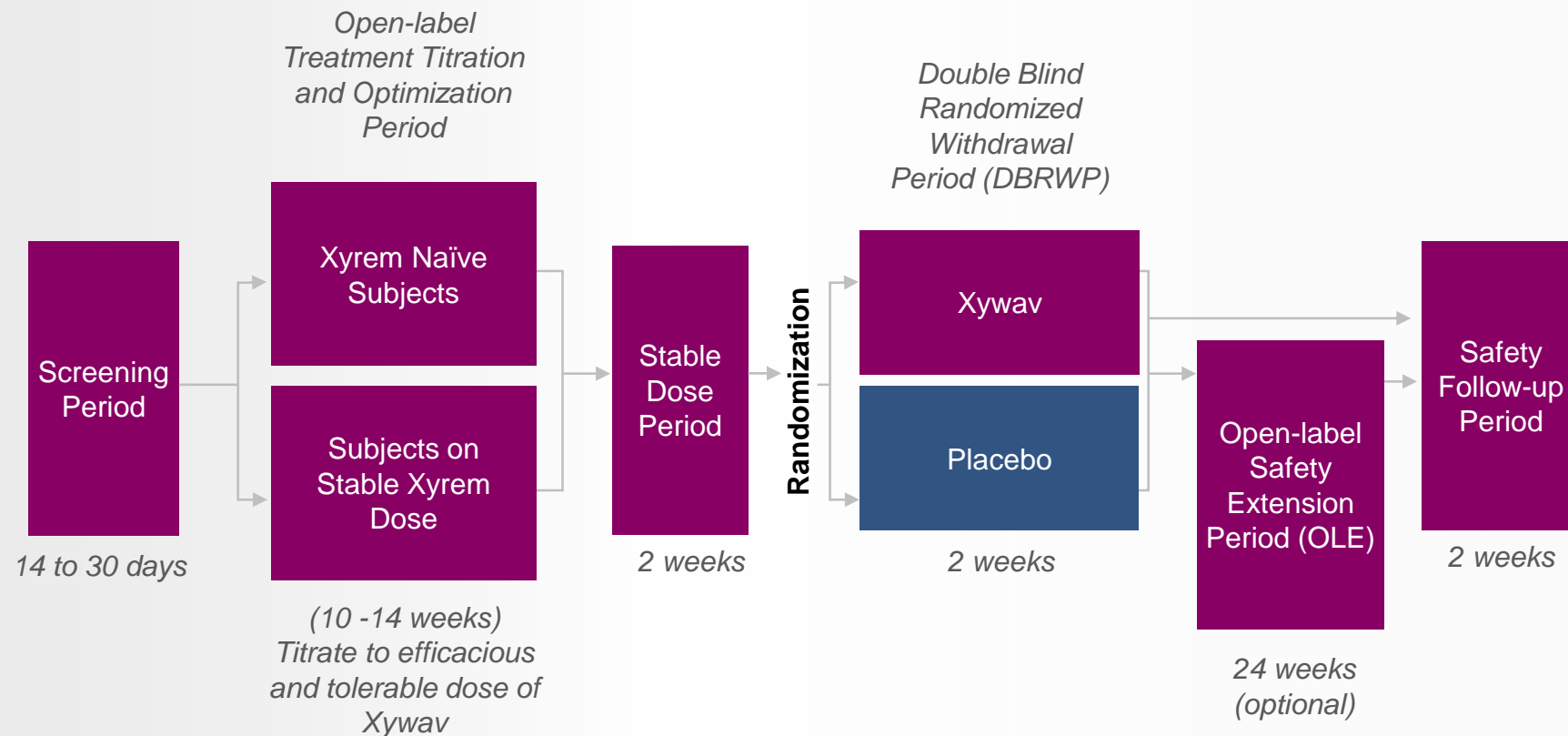
Symptoms	Narcolepsy Type 1	Narcolepsy Type 2	Idiopathic Hypersomnia
Excess daytime sleepiness			
Sleep paralysis and hallucinations		 Sometimes	 Occasionally
Cataplexy			
Difficulty staying asleep during the night		 Sometimes	
Refreshing (restorative) night-time sleep and naps		 Sometimes	 Occasionally
Sleep inertia (residual profound sleepiness upon attempts to waken)	 Occasionally	 Sometimes	

Table adapted by Hypersomnia Foundation from Khan & Trotti 2015

# Xywav for Idiopathic Hypersomnia

- Top-line data expected 4Q20
- Targeting sNDA submission as early as 1Q21 and launch late 2021
- Primary efficacy endpoint: change in Epworth Sleepiness Scale score
- Key secondary endpoints: Patient Global Impression of Change and Idiopathic Hypersomnia Severity Scale total score; Other secondary endpoints: Clinical Global Impression of Change
- Safety was also assessed
- Planned enrollment: Approximately 140 subjects







# FINANCIAL OVERVIEW

# Strong Financial Position to Execute on Key Objectives

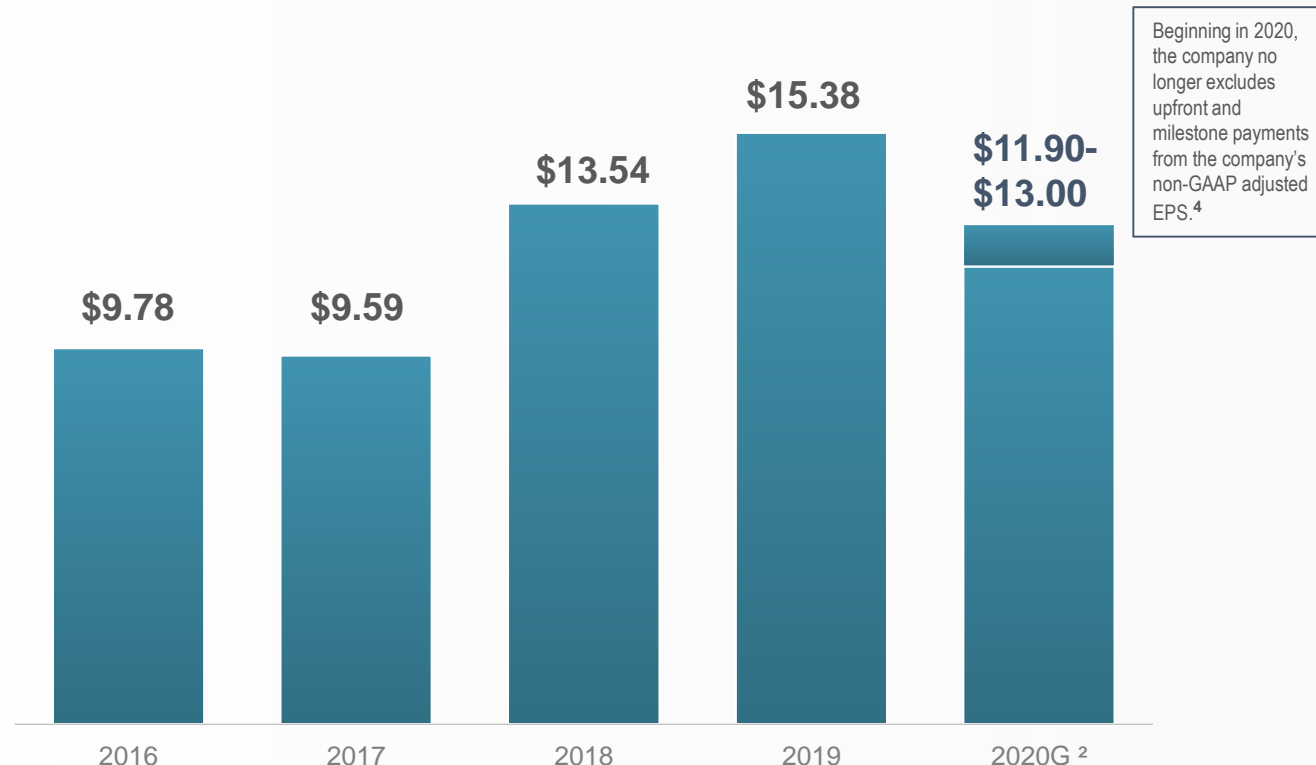
2020 ANI impacted by \$200M payment to PharmaMar for exclusive U.S. rights to Zepzelca

## TOTAL REVENUES<sup>1</sup>

\$ in millions



## ADJUSTED NET INCOME PER DILUTED SHARE<sup>3</sup>



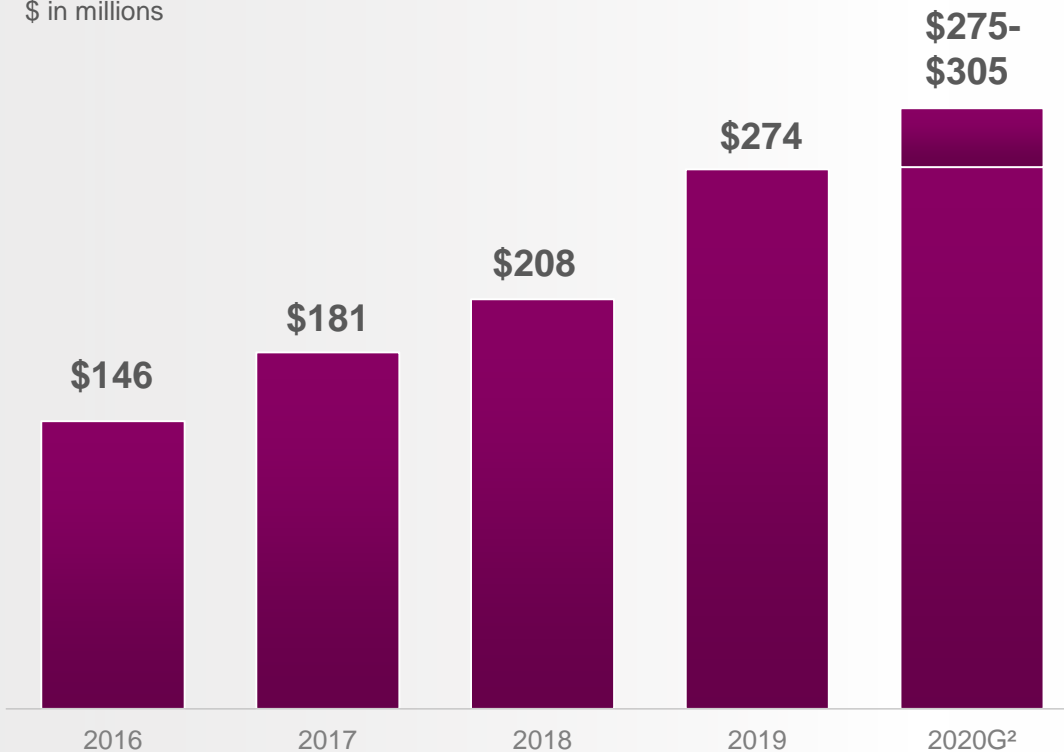
<sup>1</sup> 2016 to 2019 audited. <sup>2</sup> G=Guidance. Guidance provided by Jazz Pharmaceuticals plc on and as of August 4, 2020. Jazz Pharmaceuticals plc is not confirming or updating that guidance and actual results may differ. <sup>3</sup> Reconciliations of GAAP net income to non-GAAP adjusted net income can be found in the Appendix at the end of this presentation. <sup>4</sup> Beginning in 2020, the company no longer excludes upfront and milestone payments from the company's non-GAAP adjusted net income, its line item components and non-GAAP adjusted EPS. The impact of this change to the company's 2020 non-GAAP adjusted net income and non-GAAP adjusted EPS guidance is approximately \$175 million or \$3.13 per diluted share, respectively, primarily related to the post-tax impact of the \$200 million upfront payment made to PharmaMar in January 2020. For purposes of comparability, non-GAAP adjusted financial measures for 2016 to 2019 have been updated to reflect this change.

# Strong Commitment to R&D

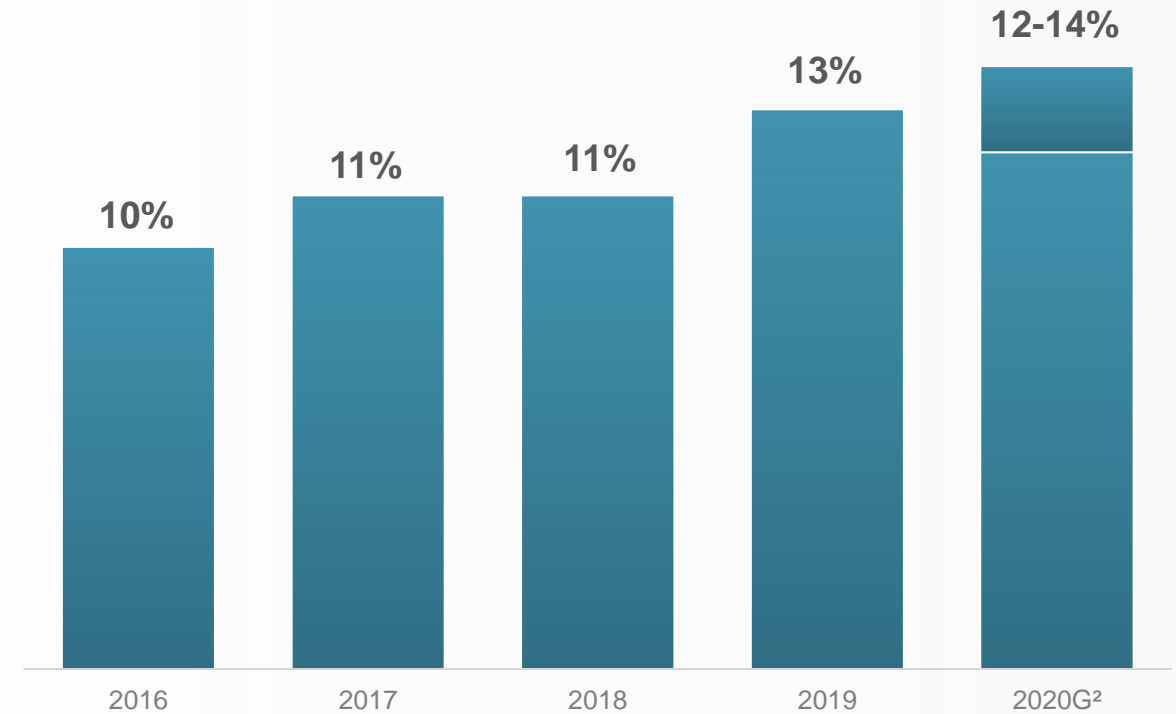
Prioritizing investments in our most important current and future revenue drivers

## TOTAL R&D SPEND<sup>1</sup>

\$ in millions



## R&D SPEND<sup>1</sup> AS % OF TOTAL REVENUES



<sup>1</sup>Non-GAAP adjusted R&D spend, unaudited. Reconciliations of GAAP R&D to non-GAAP adjusted R&D can be found in the Appendix at the end of this presentation. Beginning in 2020, the company no longer excludes upfront and milestone payments from the company's non-GAAP adjusted net income, its line item components and non-GAAP adjusted EPS. For purposes of comparability, non-GAAP adjusted financial measures for 2016 to 2019 have been updated to reflect this change. <sup>2</sup> G=Guidance. Guidance provided by Jazz Pharmaceuticals plc on and as of August 4, 2020. Jazz Pharmaceuticals plc is not confirming or updating that guidance and actual results may differ.

# Summary of Share Repurchases Under Current Program

\$431M remaining amount authorized under current share repurchase program



Since 2013, the company has returned \$1.6B to shareholders through share repurchases

Share Repurchases	Dollar Amount Repurchased (in millions)	Shares Repurchased (in thousands)	Average Purchase Price Per Share
2Q20	\$7	70	\$106.93
1Q20	\$139	1,131	\$122.91
2019	\$301	2,250	\$133.97
2018	\$524	3,530	\$148.33
2017	\$99	704	\$140.34
2016	\$18	175	\$105.71
<b>Program Total</b>	<b>\$1,089</b>	<b>7,861</b>	<b>\$138.53</b>

Note: Amounts may not total due to rounding.



# Non-GAAP Financial Measures

To supplement Jazz Pharmaceuticals' financial results and guidance presented in accordance with U.S. generally accepted accounting principles (GAAP), the company uses certain non-GAAP (also referred to as adjusted or non-GAAP adjusted) financial measures in this presentation and the accompanying tables. In particular, the company presents non-GAAP adjusted net income (and the related per share measure) and its line item components, as well as certain non-GAAP adjusted financial measures derived therefrom, including non-GAAP adjusted gross margin percentage and non-GAAP adjusted effective tax rate. Non-GAAP adjusted net income (and the related per share measure) and its line item components exclude from GAAP reported net income (and the related per share measure) and its line item components certain items, as detailed in the reconciliation tables that follow, and in the case of non-GAAP adjusted net income (and the related per share measure), adjust for the income tax effect of non-GAAP adjustments and, as applicable, the income tax benefit related to an intra-entity intellectual property asset transfer and the impact of the U.S. Tax Cuts and Job Act (U.S. Tax Act). In this regard, the components of non-GAAP adjusted net income, including non-GAAP cost of product sales, non-GAAP SG&A expenses and non-GAAP R&D expenses, are income statement line items prepared on the same basis as, and therefore components of, the overall non-GAAP adjusted net income measure.

The company believes that each of these non-GAAP financial measures provides useful supplementary information to, and facilitates additional analysis by, investors and analysts. In particular, the company believes that each of these non-GAAP financial measures, when considered together with the company's financial information prepared in accordance with GAAP, can enhance investors' and analysts' ability to meaningfully compare the company's results from period to period and to its forward-looking guidance, and to identify operating trends in the company's business. In addition, these non-GAAP financial measures are regularly used by investors and analysts to model and track the company's financial performance. Jazz Pharmaceuticals' management also regularly uses these non-GAAP financial measures internally to understand, manage and evaluate the company's business and to make operating decisions, and compensation of executives is based in part on certain of these non-GAAP financial measures. Because these non-GAAP financial measures are important internal measurements for Jazz Pharmaceuticals' management, the company also believes that these non-GAAP financial measures are useful to investors and analysts since these measures allow for greater transparency with respect to key financial metrics the company uses in assessing its own operating performance and making operating decisions.

These non-GAAP financial measures are not meant to be considered in isolation or as a substitute for comparable GAAP measures; should be read in conjunction with the company's consolidated financial statements prepared in accordance with GAAP; have no standardized meaning prescribed by GAAP; and are not prepared under any comprehensive set of accounting rules or principles. In addition, from time to time in the future there may be other items that the company may exclude for purposes of its non-GAAP financial measures; and the company has ceased, and may in the future cease, to exclude items that it has historically excluded for purposes of its non-GAAP financial measures. For example, commencing in 2020, the company no longer excludes upfront and milestone payments from the company's non-GAAP adjusted net income, its line item components and non-GAAP adjusted EPS. For purposes of comparability, non-GAAP adjusted financial measures for the years 2016 to 2019 have been updated to reflect this change. Accordingly, such payments are not excluded from its non-GAAP financial measures for years 2016 to 2019, or from 2020 non-GAAP adjusted net income guidance and non-GAAP adjusted net income per diluted share guidance as detailed in the reconciliation tables that follow. Likewise, the company may determine to modify the nature of its adjustments to arrive at its non-GAAP financial measures. Because of the non-standardized definitions of non-GAAP financial measures, the non-GAAP financial measures as used by Jazz Pharmaceuticals in this press release and the accompanying tables have limits in their usefulness to investors and may be calculated differently from, and therefore may not be directly comparable to, similarly titled measures used by other companies.

# Reconciliation of GAAP Reported to Non-GAAP Adjusted Net Income

In millions, except per share amounts (unaudited)	2016	2017	2018	2019	2020 Guidance <sup>3</sup>
GAAP net income <sup>1</sup>	\$ 396.8	\$ 487.8	\$ 447.1	\$ 523.4	\$190 - \$270 <sup>3</sup>
Intangible asset amortization	102.0	152.1	201.5	354.8	250 – 270 <sup>3</sup>
Share-based compensation expense	98.8	106.9	102.4	110.6	120 – 135
Loss contingency	--	--	57.0	--	--
Impairment charges and disposal costs	--	--	44.0	--	136
Acquired IPR&D asset acquisition	--	--	--	48.3	--
Transaction and integration related costs	13.6	--	--	--	--
Expenses related to certain legal proceedings and restructuring	6.1	6.0	--	--	--
Non-cash interest expense	22.1	30.0	44.0	46.4	50 – 60
Loss on extinguishment and modification of debt	0.6	--	--	--	4
Income tax effect of above adjustments	(34.8)	(46.1)	(59.5)	(85.9)	(105) - (115)
Income tax benefit related to intra-entity intellectual property asset transfer	--	--	--	(112.3)	--
U.S. Tax Act impact	--	(148.8)	(7.5)	--	--
Non-GAAP adjusted net income <sup>2</sup>	\$ 605.3	\$ 587.9	\$ 829.0	\$ 885.2	\$670 - \$730
GAAP net income per diluted share <sup>1</sup>	\$ 6.41	\$ 7.96	\$ 7.30	\$ 9.09	\$3.40 - \$4.85
Non-GAAP adjusted net income per diluted share <sup>2</sup>	\$ 9.78	\$ 9.59	\$ 13.54	\$ 15.38	\$11.90 - \$13.00
Weighted-average ordinary shares used in diluted per share calculation	61.9	61.3	61.2	57.6	56

Note: Amounts may not total due to rounding.

<sup>1</sup> 2016 to 2019 audited. <sup>2</sup> Beginning in 2020, the company no longer excludes upfront and milestone payments from the company's non-GAAP adjusted net income, its line item components and non-GAAP adjusted EPS. For purposes of comparability, non-GAAP adjusted financial measures for 2016 to 2019 have been updated to reflect this change. <sup>3</sup> Guidance provided by Jazz Pharmaceuticals plc on and as of August 4, 2020. Jazz Pharmaceuticals plc is not confirming or updating that guidance and actual results may differ.

# Reconciliation of GAAP R&D to Non-GAAP Adjusted R&D Expense

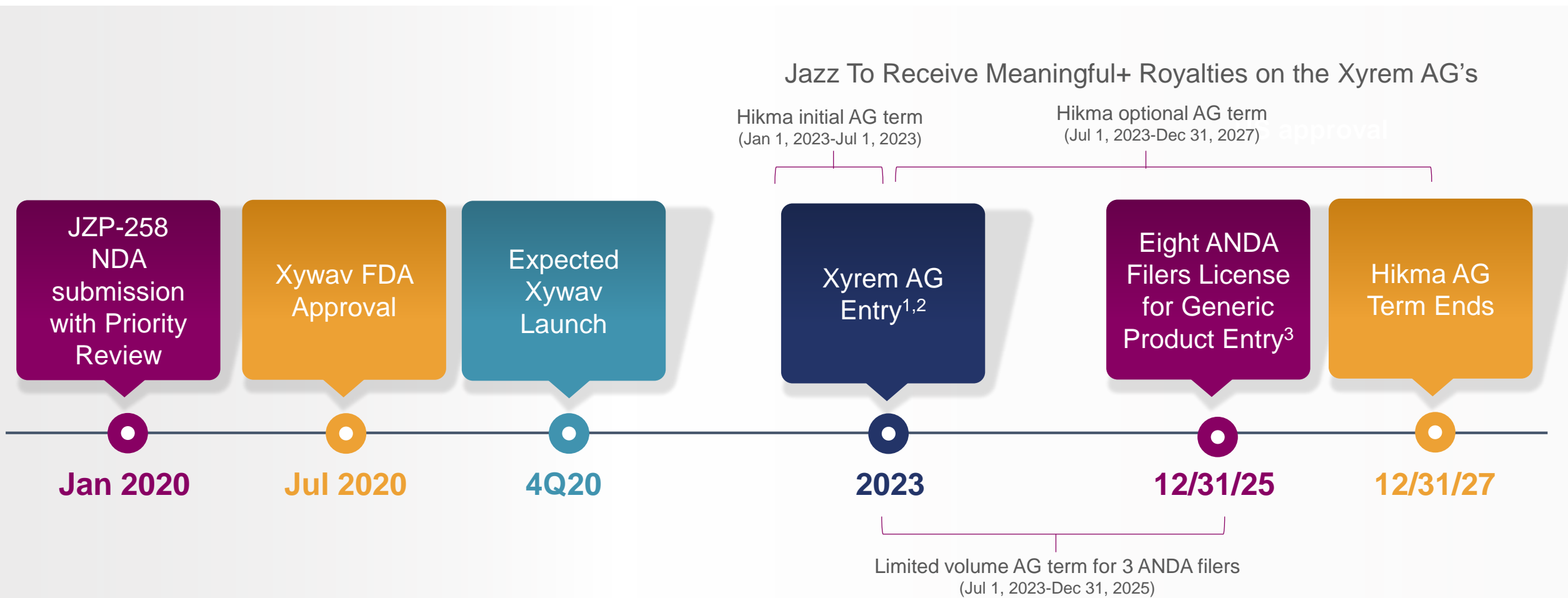
In millions (unaudited)	2016	2017	2018	2019	2020G <sup>3</sup>
GAAP R&D expense <sup>1</sup>	\$162.3	\$198.4	\$226.6	\$299.7	\$302 - \$338
Share-based compensation expense	(15.3)	(17.9)	(19.0)	(25.2)	(27-33)
Transaction and integration related costs	(0.5)	--	--	--	--
Non-GAAP adjusted R&D expense <sup>2</sup>	\$146.5	\$180.6	\$207.6	\$274.5	\$275 - \$305

Note: Amounts may not total due to rounding.

<sup>1</sup> 2016 to 2019 audited. <sup>2</sup> Beginning in 2020, the company no longer excludes upfront and milestone payments from the company's non-GAAP adjusted net income, its line item components and non-GAAP adjusted EPS. For purposes of comparability, non-GAAP adjusted financial measures for 2016 to 2019 have been updated to reflect this change. <sup>3</sup> G=Guidance; Guidance provided by Jazz Pharmaceuticals plc on and as of August 4, 2020. Jazz Pharmaceuticals plc is not confirming or updating that guidance and actual results may differ.

# Oxybate Landscape

Oxybate net sales and AG royalties expected to contribute meaningfully to total revenues



<sup>1</sup> Hikma AG entry on January 1, 2023 with initial 6-month AG term and optional AG terms from July 1, 2023 to December 31, 2027; Amneal, Lupin and Par AG entry with low single-digit volume restrictions on July 1, 2023; Launch dates provided in settlement agreements with ANDA filers could be accelerated under certain circumstances. <sup>2</sup> Hikma has a license to launch its generic product as of July 1, 2023, but it will no longer have the right to sell an AG product through the Xyrem REMS if it elects to do so. <sup>3</sup> Subject to obtaining or maintaining ANDA approval.

# Glossary of Terms

1L = First-Line  
2L = Second-Line  
AG = Authorized Generic  
aGvHD = Acute Graft vs Host Disease  
ALL = Acute Lymphoblastic Leukemia  
AML = Acute Myeloid Leukemia  
AMLSG = AML Study Group  
ANDA = Abbreviated New Drug Application  
ANI = Adjusted Net Income  
ASCO = American Society of Clinical Oncology  
ATLANTIS = Phase 3 Clinical Study of lurbinectedin in SCLC  
BLA = Biologics License Application  
CAGR = Compound Annual Growth Rate  
CAR-T = Chimeric Antigen Receptor T-cell Therapy  
CAV = Cyclophosphamide, Doxorubicin and Vincristine  
CI = Confidence Interval  
COG = Children's Oncology Group  
COVID-19 = Coronavirus Disease of 2019  
CNS = Central Nervous System  
CTFI = Chemotherapy Free Interval  
DBRWP = Double Blind Randomized Withdrawal Period  
DNRI = Dopamine and Norepinephrine Reuptake Inhibitor  
DoR = Duration of Response  
E = Estimated  
ECOG = Eastern Cooperative Oncology Group  
EDS = Excessive Daytime Sleepiness  
EMA = European Medicines Agency  
EMSCO = European Myelodysplastic Syndromes Cooperative Group

EPS = Earnings Per Share  
ET = Essential Tremor  
FDA = U.S. Food and Drug Administration  
GAAP = Generally Accepted Accounting Principles  
G-CSF = Granulocyte Colony-Stimulating Factor  
GHB = Gamma Hydroxybutyrate  
GI = Gastrointestinal  
GvHD = Graft vs Host Disease  
HCP = Health Care Professional  
HMA = Hypomethylating Agent  
HR-AML = High-Risk AML  
HR-MDS = High-Risk MDS  
HSCT = Hematopoietic Stem Cell Transplant  
IH = Idiopathic Hypersomnia  
IMGN = ImmunoGen, Inc.  
IND = Investigational New Drug Application  
I/O = Immuno-Oncology  
IPR&D = In-Process Research and Development  
IRC = Independent Review Committee  
LBL = Lymphoblastic Lymphoma  
LPI = Last Patient In  
LTM = Last 12 Months  
M&A = Mergers and Acquisitions  
MOA = Mechanism of Action  
MDS = Myelodysplastic Syndrome  
NCCN = National Comprehensive Cancer Network  
NDA = New Drug Application  
ODD = Orphan Drug Designation

OLE = Open Label Extension  
ORR = Overall Response Rate  
OS = Overall Survival  
OSA = Obstructive Sleep Apnea  
PD = Disease Progression  
Pfenex = Pfenex, Inc.  
PFS = Progression Free Survival  
PharmaMar = Pharma Mar, S.A.  
PS = Performance Status  
R&D = Research & Development  
RECIST = Response Evaluation Criteria in Solid Tumors  
REMS = Risk Evaluation Mitigation Strategy  
R/R = Relapsed/Refractory  
SCLC = Small Cell Lung Cancer  
SG&A = Selling, General & Administrative Expense  
sNDA = Supplemental New Drug Application  
TSR = Total Shareholder Return  
VOD = Hepatic Veno-Occlusive Disease  
YE = Year-End



## **WARNING: CENTRAL NERVOUS SYSTEM DEPRESSION and ABUSE AND MISUSE**

### **Central Nervous System Depression**

Xyrem (sodium oxybate) is a CNS depressant. In clinical trials at recommended doses, obtundation and clinically significant respiratory depression occurred in adult patients treated with Xyrem. Many patients who received Xyrem during clinical trials in narcolepsy were receiving central nervous system stimulants.

### **Abuse and Misuse**

Xyrem® (sodium oxybate) is the sodium salt of gamma-hydroxybutyrate (GHB). Abuse or misuse of illicit GHB, either alone or in combination with other CNS depressants, is associated with CNS adverse reactions, including seizure, respiratory depression, decreases in the level of consciousness, coma, and death.

Because of the risks of CNS depression and abuse and misuse, Xyrem is available only through a restricted program under a Risk Evaluation and Mitigation Strategy (REMS) called the XYWAV and XYREM REMS [see *Warnings and Precautions* (5.3)].

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# Vyxeos<sup>®</sup> (daunorubicin and cytarabine) liposome for injection

**WARNING:**  
**DO NOT INTERCHANGE WITH OTHER DAUNORUBICIN- AND/OR**  
**CYTARABINE-CONTAINING PRODUCTS**

VYXEOS has different dosage recommendations than daunorubicin hydrochloride injection, cytarabine injection, daunorubicin citrate liposome injection, and cytarabine liposome injection. Verify drug name and dose prior to preparation and administration to avoid dosing errors (5.1).

Vyxeos prescribing information

**WARNING:**  
**CENTRAL NERVOUS SYSTEM DEPRESSION and ABUSE AND MISUSE**

**Central Nervous System Depression**

XYWAV is a CNS depressant. Clinically significant respiratory depression and obtundation may occur in patients treated with XYWAV at recommended doses [see *Warnings and Precautions* (5.1, 5.4)]. Many patients who received XYWAV during clinical trials in narcolepsy were receiving central nervous system stimulants [see *Clinical Trials* (14.1)].

**Abuse and Misuse**

The active moiety of XYWAV is oxybate or gamma-hydroxybutyrate (GHB). Abuse or misuse of illicit GHB, either alone or in combination with other CNS depressants, is associated with CNS adverse reactions, including seizure, respiratory depression, decreases in the level of consciousness, coma, and death [see *Warnings and Precautions* (5.2)].

Because of the risks of CNS depression and abuse and misuse, XYWAV is available only through a restricted program under a Risk Evaluation and Mitigation Strategy (REMS) called the XYWAV and XYREM REMS [see *Warnings and Precautions* (5.3)].