



## CREATING AN INNOVATIVE, HIGH-GROWTH, GLOBAL BIOPHARMA LEADER

### JAZZ TO ACQUIRE GW PHARMACEUTICALS

February 3, 2021



# Life-Changing Medicines. Redefining Possibilities.

## Forward-Looking Statements

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

This communication contains forward-looking statements regarding Jazz Pharmaceuticals and GW Pharmaceuticals, including, but not limited to, statements related to the proposed acquisition of GW Pharmaceuticals and the anticipated timing, results and benefits thereof, including the potential for Jazz Pharmaceuticals to accelerate its growth and neuroscience leadership, and for the acquisition to provide long-term growth opportunities to create shareholder value; Jazz Pharmaceuticals’ expected financing for the transaction; and other statements that are not historical facts. You can generally identify forward-looking statements by the use of forward-looking terminology such as “anticipate,” “believe,” “continue,” “could,” “estimate,” “expect,” “explore,” “evaluate,” “intend,” “may,” “might,” “plan,” “potential,” “predict,” “project,” “seek,” “should,” or “will,” or the negative thereof or other variations thereon or comparable terminology. These forward-looking statements are based on each of the companies’ current plans, objectives, estimates, expectations and intentions and inherently involve significant risks and uncertainties, many of which are beyond Jazz Pharmaceuticals’ or GW Pharmaceuticals’ control. 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: Jazz Pharmaceuticals’ and GW Pharmaceuticals’ ability to complete the acquisition on the proposed terms or on the anticipated timeline, or at all, including risks and uncertainties related to securing the necessary regulatory and shareholder approvals, the sanction of the High Court of Justice of England and Wales and satisfaction of other closing conditions to consummate the acquisition; the occurrence of any event, change or other circumstance that could give rise to the termination of the definitive transaction agreement relating to the proposed transaction; risks related to diverting the attention of GW Pharmaceuticals and Jazz Pharmaceuticals management from ongoing business operations; failure to realize the expected benefits of the acquisition; significant transaction costs and/or unknown or inestimable liabilities; the risk of shareholder litigation in connection with the proposed transaction, including resulting expense or delay; the risk that GW Pharmaceuticals’ business will not be integrated successfully or that such integration may be more difficult, time-consuming or costly than expected; Jazz Pharmaceuticals’ ability to obtain the expected financing to consummate the acquisition; risks related to future opportunities and plans for the combined company, including the uncertainty of expected future regulatory filings, financial performance and results of the combined company following completion of the acquisition; GW Pharmaceuticals’ dependence on the successful commercialization of Epidiolex/Epidyolex and the uncertain market potential of Epidiolex; pharmaceutical product development and the uncertainty of clinical success; the regulatory approval process, including the risks that GW Pharmaceuticals may be unable to submit anticipated regulatory filings on the timeframe anticipated, or at all, or that GW Pharmaceuticals may be unable to obtain regulatory approvals of any of its product candidates, including nabiximols and Epidiolex for additional indications, in a timely manner or at all; disruption from the proposed acquisition, making it more difficult to conduct business as usual or maintain relationships with customers, employees or suppliers; effects relating to the announcement of the acquisition or any further announcements or the consummation of the acquisition on the market price of Jazz Pharmaceuticals’ ordinary shares or GW Pharmaceuticals’ American depositary shares or ordinary shares; the possibility that, if Jazz Pharmaceuticals does not achieve the perceived benefits of the acquisition as rapidly or to the extent anticipated by financial analysts or investors, the market price of Jazz Pharmaceuticals’ ordinary shares could decline; potential litigation associated with the possible acquisition; regulatory initiatives and changes in tax laws; market volatility; and other risks and uncertainties affecting Jazz Pharmaceuticals and GW Pharmaceuticals, including those described from time to time under the caption “Risk Factors” and elsewhere in Jazz Pharmaceuticals’ and GW Pharmaceuticals’ Securities and Exchange Commission (SEC) filings and reports, including Jazz Pharmaceuticals’ Annual Report on Form 10-K for the year ended December 31, 2019 and Quarterly Report on Form 10-Q for the quarter ended September 30, 2020, GW Pharmaceuticals’ Annual Report on Form 10-K for the year ended December 31, 2019 and Quarterly Report on Form 10-Q for the quarter ended September 30, 2020, and future filings and reports by either company. In addition, while Jazz Pharmaceuticals and GW Pharmaceuticals expect the COVID-19 pandemic to continue to adversely affect their respective business operations and financial results, the extent of the impact on the combined 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. Moreover, other risks and uncertainties of which Jazz Pharmaceuticals or GW Pharmaceuticals are not currently aware may also affect each of the companies’ forward-looking statements and may cause actual results and the timing of events to differ materially from those anticipated. Investors are cautioned that forward-looking statements are not guarantees of future performance. The forward-looking statements made in this communication are made only as of the date hereof or as of the dates indicated in the forward-looking statements and reflect the views stated therein with respect to future events as at such dates, even if they are subsequently made available by Jazz Pharmaceuticals or GW Pharmaceuticals on their respective websites or otherwise. Neither Jazz Pharmaceuticals nor GW Pharmaceuticals undertakes any 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.



# Additional Information and Where to Find It

In connection with the proposed transaction, GW Pharmaceuticals intends to file a proxy statement with the SEC. Each of Jazz Pharmaceuticals and GW Pharmaceuticals may also file other relevant documents with the SEC regarding the proposed transaction. The definitive proxy statement (if and when available) will be mailed to shareholders of GW Pharmaceuticals. INVESTORS AND SECURITY HOLDERS ARE URGED TO READ THE PROXY STATEMENT (WHICH WILL INCLUDE AN EXPLANATORY STATEMENT IN RESPECT OF THE SCHEME OF ARRANGEMENT OF GW PHARMACEUTICALS, IN ACCORDANCE WITH THE REQUIREMENTS OF THE U.K. COMPANIES ACT 2006) AND ANY OTHER RELEVANT DOCUMENTS THAT MAY BE FILED WITH THE SEC, AS WELL AS ANY AMENDMENTS OR SUPPLEMENTS TO THESE DOCUMENTS, CAREFULLY AND IN THEIR ENTIRETY IF AND WHEN THEY BECOME AVAILABLE BECAUSE THEY CONTAIN OR WILL CONTAIN IMPORTANT INFORMATION ABOUT THE PROPOSED TRANSACTION.

Investors and security holders will be able to obtain free copies of the proxy statement (if and when available) and other documents containing important information about Jazz Pharmaceuticals, GW Pharmaceuticals and the proposed transaction, once such documents are filed with the SEC through the website maintained by the SEC at <http://www.sec.gov>. Copies of the documents filed with the SEC by Jazz Pharmaceuticals will be available free of charge on Jazz Pharmaceuticals' website at <https://www.jazzpharma.com>. Copies of the documents filed with the SEC by GW Pharmaceuticals will be available free of charge on GW Pharmaceuticals' website at <https://www.gwpharm.com>.

## Participants in the Solicitation

Jazz Pharmaceuticals, GW Pharmaceuticals, their respective directors and certain of their executive officers and other employees may be deemed to be participants in the solicitation of proxies from GW Pharmaceuticals' security holders in connection with the proposed transaction. Information about GW Pharmaceuticals' directors and executive officers is set forth in GW Pharmaceuticals' proxy statement on Schedule 14A for its 2020 Annual General Meeting, which was filed with the SEC on April 7, 2020, and its Current Report on Form 8-K filed with the SEC on September 10, 2020 and subsequent statements of beneficial ownership on file with the SEC. Information about Jazz Pharmaceuticals' directors and executive officers is set forth in Jazz Pharmaceuticals' proxy statement on Schedule 14A for its 2020 Annual General Meeting, which was filed with the SEC on June 12, 2020 and subsequent statements of beneficial ownership on file with the SEC. Additional information regarding the persons who may, under the rules of the SEC, be deemed participants in the solicitation of GW Pharmaceuticals security holders in connection with the proposed transaction, including a description of their direct or indirect interests, by security holdings or otherwise, will be set forth in the proxy statement when it is filed with the SEC.

## No Offer Or Solicitation

This communication is not intended to and shall not constitute an offer to buy or sell or the solicitation of an offer to buy or sell any securities, or a solicitation of any vote or approval, nor shall there be any offer, solicitation or sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. No offer of securities shall be made in the United States absent registration under the U.S. Securities Act of 1933, as amended (Securities Act), or pursuant to an exemption from, or in a transaction not subject to, such registration requirements. The Jazz Pharmaceuticals securities issued in the proposed transaction are anticipated to be issued in reliance upon an available exemption from such registration requirements pursuant to Section 3(a)(10) of the Securities Act.

# Creating an Innovative, High-Growth, Global Biopharma Leader



Jazz Pharmaceuticals®



Leadership in  
Sleep Disorders

NEUROSCIENCE

Rapidly-Growing  
Oncology Business

ONCOLOGY

Leadership in  
Epilepsies

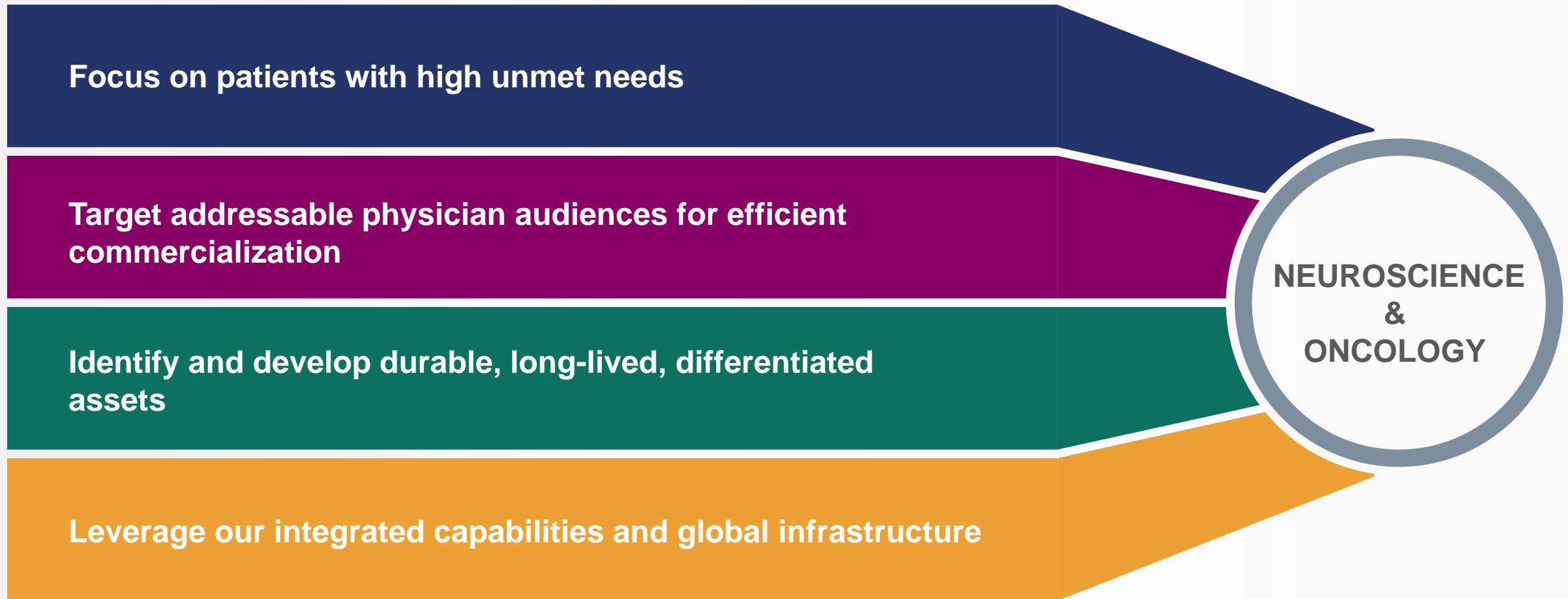
NEUROSCIENCE

**Three**  
High-Growth  
Commercial  
Franchises

**One**  
Patient-Centric  
Mission

# Patient-Centric Innovation Drives our High-Growth Strategy

Targeting two therapeutic areas with significant opportunities



# 2020 Execution Drives Long-Term Value

## Key Achievements



### PIPELINE

**Xywav for EDS or Cataplexy  
in Narcolepsy**  
FDA approval

**JZP-458 for ALL / LBL**  
Initiated BLA submission  
Real-Time Oncology Review

**JZP-258 for IH**  
Compelling topline data  
Initiated rolling sNDA submission



### TRANSACTIONS

**PharmaMar**  
U.S. and Canadian rights  
to Zepzelca (lurbinectedin)

**SpringWorks**  
Acquired FAAH inhibitor (JZP-150)

**Redx Pharma**  
Collaboration on two cancer targets  
Ras/Raf/MAP kinase pathway



### COMMERCIAL

**Execute up to five key product  
launches through 2020 and 2021**

#### **Launched in 2020**

Xywav (EDS or cataplexy in  
narcolepsy)

Zepzelca (2L SCLC)

Sunosi (EDS in OSA or narcolepsy;  
EU rolling launch)

#### **Preparing for 2021 U.S. Launches<sup>1</sup>**

JZP-458 (ALL / LBL)

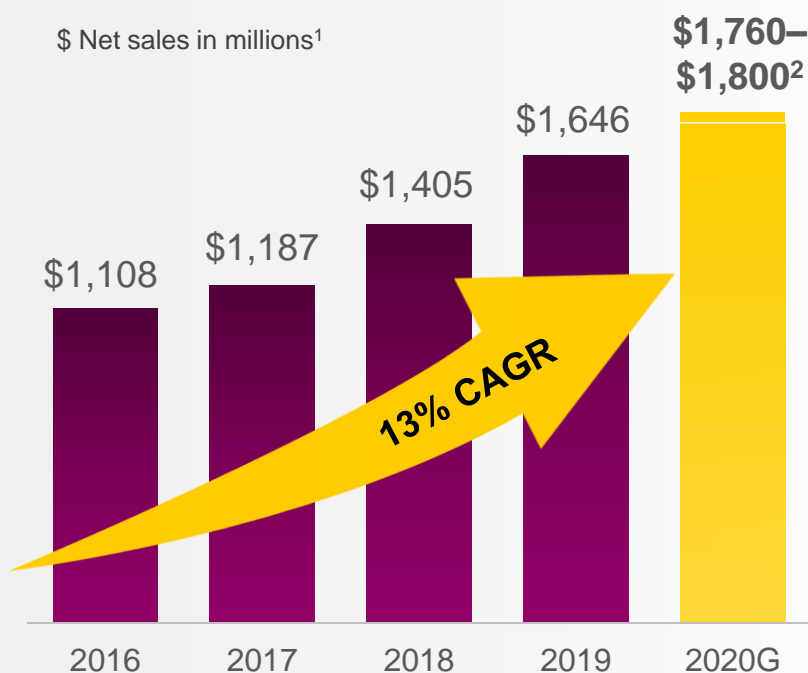
JZP-258 (IH)

<sup>1</sup> Subject to FDA approval

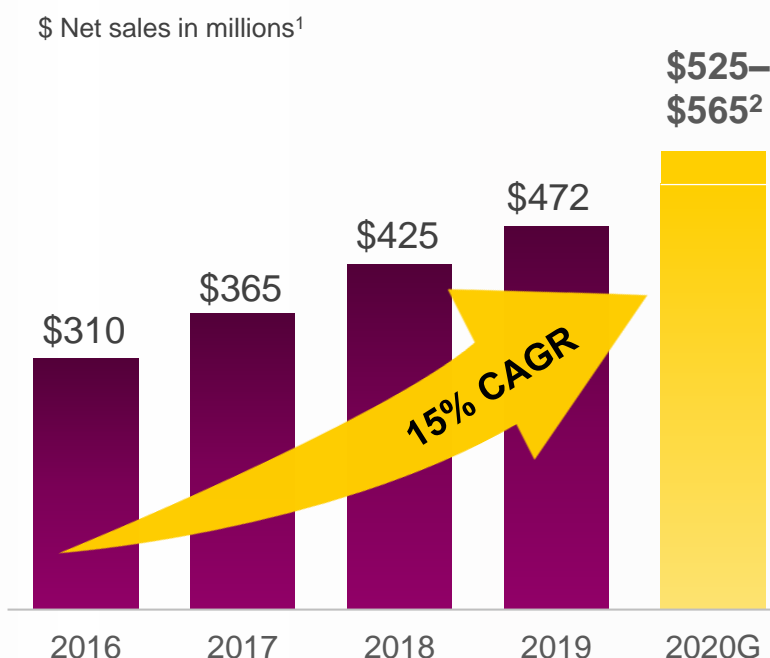
# Robust Operational and Financial Performance

Jazz's track record of building successful commercial franchises

## BUILDING SUSTAINABILITY IN NEUROSCIENCE



## RAPIDLY SCALING IN ONCOLOGY



## STRONG FINANCIAL POSITION

**Record Revenue in 2020<sup>2</sup>** **\$2.32–\$2.38B**

**Operating Cash Flow (1Q20 – 3Q20)** **>\$700M**

**Cash Balance YE 2020<sup>3</sup>** **\$2.1B**

# GW Acquisition Expected to Drive Substantial Shareholder Value

**Creates an innovative, global, high-growth biopharma leader with a robust pipeline and one patient-centric mission**

**Epidiolex has near-term blockbuster potential**

Combined Neuroscience business has global commercial and operational footprint to maximize value of Xywav, Epidiolex and other Neuroscience products

**Accelerates revenue growth and diversification**

Adding a third high-growth commercial franchise for critical unmet patient needs within:

1) sleep disorders 2) oncology 3) epilepsies

**Robust pro forma pipeline in Neuroscience and Oncology to drive sustainable growth:**

19 clinical development programs

GW's industry **leading cannabinoid platform and scientific expertise** significantly expands Jazz's neuroscience pipeline

**Anticipated to be EPS accretive in first full year of combined operations and substantially accretive thereafter**

**Strong cash flow generation**

Commitment to rapid deleveraging; targeting net leverage of  $<3.5\times^1$  by the end of 2022



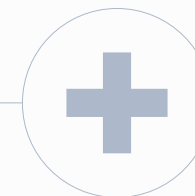
# Combination Creates Global Neuroscience Leader



Global leaders  
in complementary areas

**#1 Sleep Disorders  
Franchise**

**Unparalleled Leader in  
Cannabinoid Science**



Addition of third  
high-growth commercial franchise  
with blockbuster potential

SLEEP  
DISORDERS



ONCOLOGY



EPILEPSIES  **Epidiolex**  
(cannabidiol)



Highly complementary  
commercial and R&D capabilities

- Global commercial and operational footprint to commercialize, scale and maximize value
- Track record of successfully building neuroscience franchises

**Leveraging  
Combined  
Global Platform**

- Augments Jazz's growing EU neuroscience footprint
- At the forefront of cannabinoid science and manufacturing expertise with robust clinical pipeline

# Epidiolex: A Transformative Treatment in Childhood-Onset Epilepsy

 **Epidiolex**<sup>®</sup>  
(cannabidiol)



## Pioneering Cannabinoid Therapeutics

- First and only FDA-approved prescription plant-derived cannabinoid
- Approved in U.S., EU and Australia

## Serves Treatment-Resistant Populations with High Unmet Need

- Approved to treat seizures associated with LGS, Dravet Syndrome or TSC in patients 1 years of age or older<sup>1</sup>

## Highly Successful Global Launch Underway

- ~\$510M WW sales in 2020, the second full year of launch – 72% YoY Sales Growth<sup>2</sup>
- >97% of U.S. lives have coverage<sup>3</sup>
- Launched in U.S., UK, Germany; Additional EU launches expected in 2021

## Proprietary Manufacturing and IP

- 14 Orange Book listed patents; 13 with expiry dates in 2035
- Highly specialized, wholly owned manufacturing and supply operation

<sup>1</sup> TSC not yet approved by EMA; EMA approval for use in patients 2 years of age or older

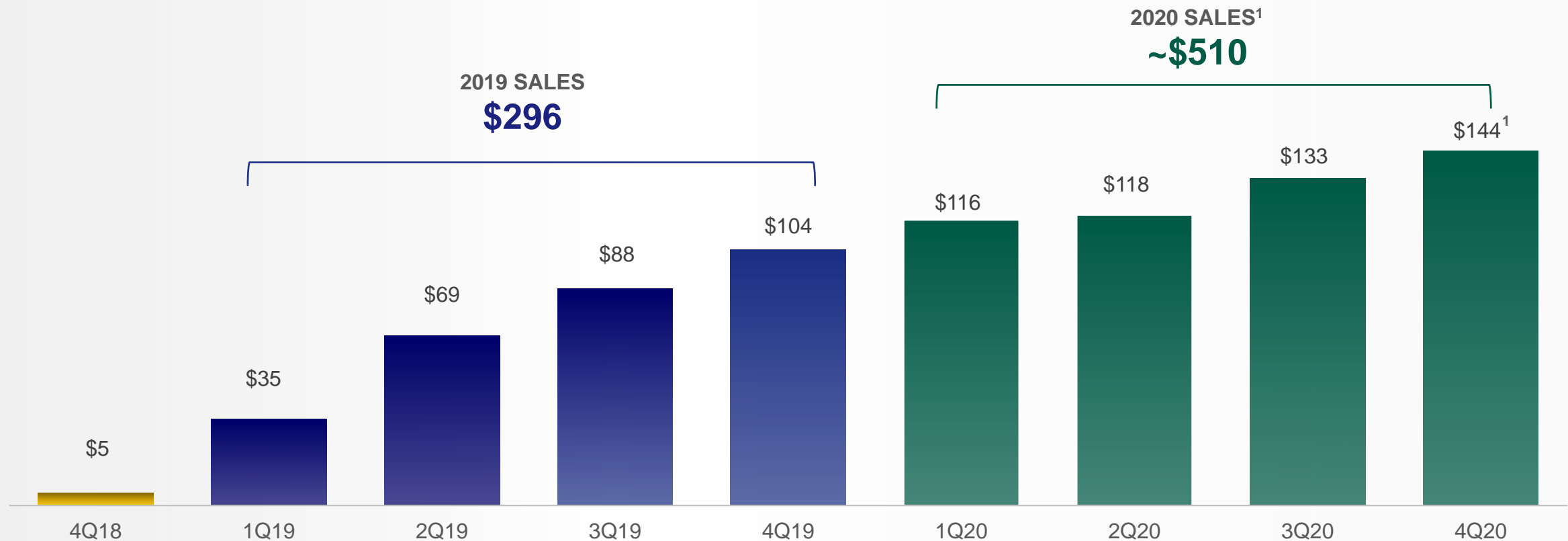
<sup>2</sup> Based on preliminary unaudited financial information

<sup>3</sup> As of 12 January 2021; Via <https://www.mmitnetwork.com> and <https://www.policyreporter.com>.

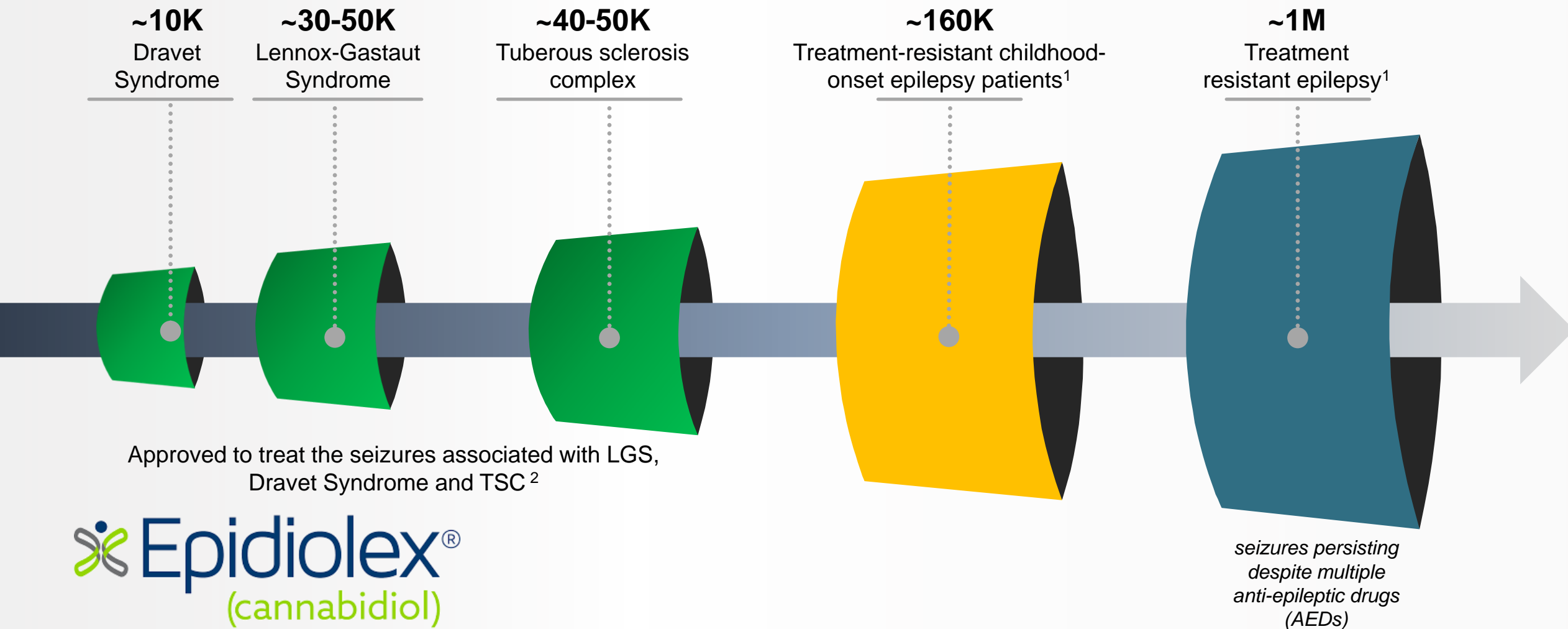
# Epidiolex: Near-Term Blockbuster Potential

Highly Successful Launch Marked by Rapid Adoption in Multiple Major Geographies

## EPIDIOLEX WW SALES (\$M)



# Opportunity to Address Further Significant Unmet Needs



<sup>1</sup> Not yet approved in the U.S.

<sup>2</sup> U.S. only

Camfield CS, et al. Epilepsia. 1996;37(1):19-23; US Department of Commerce. <https://www.census.gov/prod/3/98pubs/p23-194.pdf>. 1997. Accessed May 29, 2018.; Camfield P, Camfield C. Epilepsia. 2007;48(6):1128-1132.; Berg AT, et al. Epilepsia. 2000;41(10):1269-1275.; Wu YW, et al. Pediatrics. 2015;136(5):e1310-e1315.; Centers for Disease Control. <https://www.cdc.gov/mmwr/volumes/66/wr/mm6631a1.htm>. 2017. Accessed April 19, 2018.; Kwan P, Brodie MJ. N Engl J Med. 2000;342:314-319; Sander JW, Epilepsia. 1993;34(6):1007; Picot et al, 2008 ; Kwan P, Brodie MJ. N Engl J Med. 2000;342:314-319; Kwan P, Brodie MJ, CNS Spectr. 2004;9(2):110; Epilepsy Foundation, <https://pediatrics.aappublications.org/content/136/5/e1310>.



# Nabiximols: Next U.S. Commercial Opportunity



- Derived from the whole cannabis plant containing a clinically proven, balanced dose of THC and CBD along with other cannabinoid and non-cannabinoid plant components
- **Approved in >25 countries** outside the U.S. as Sativex® for the treatment of spasticity due to multiple sclerosis (MS); sold via marketing partners
- **Near-term opportunity** in MS Spasticity
  - Positive efficacy, safety and abuse/diversion data
  - US pivotal clinical program now recruiting
- **Broad potential** in spasticity beyond MS
- Complex botanical formula strengthens exclusivity
- **In Phase 3 development in the US** and aiming to submit a NDA to the FDA in the next 1-2 years

# GW's Unparalleled Cannabinoid Leadership and Expertise Drives Robust, Innovative Pipeline and Proprietary Growth Engine

## EPIDIOLEX



Highly-purified botanicals

## NABIXIMOLS



Complex botanicals



Next-generation molecules

**As a leader in cannabinoid science, GW has the deep scientific expertise and understanding of pharmacological effects, unique formulation and drug delivery requirements and related exclusivity of cannabinoids**

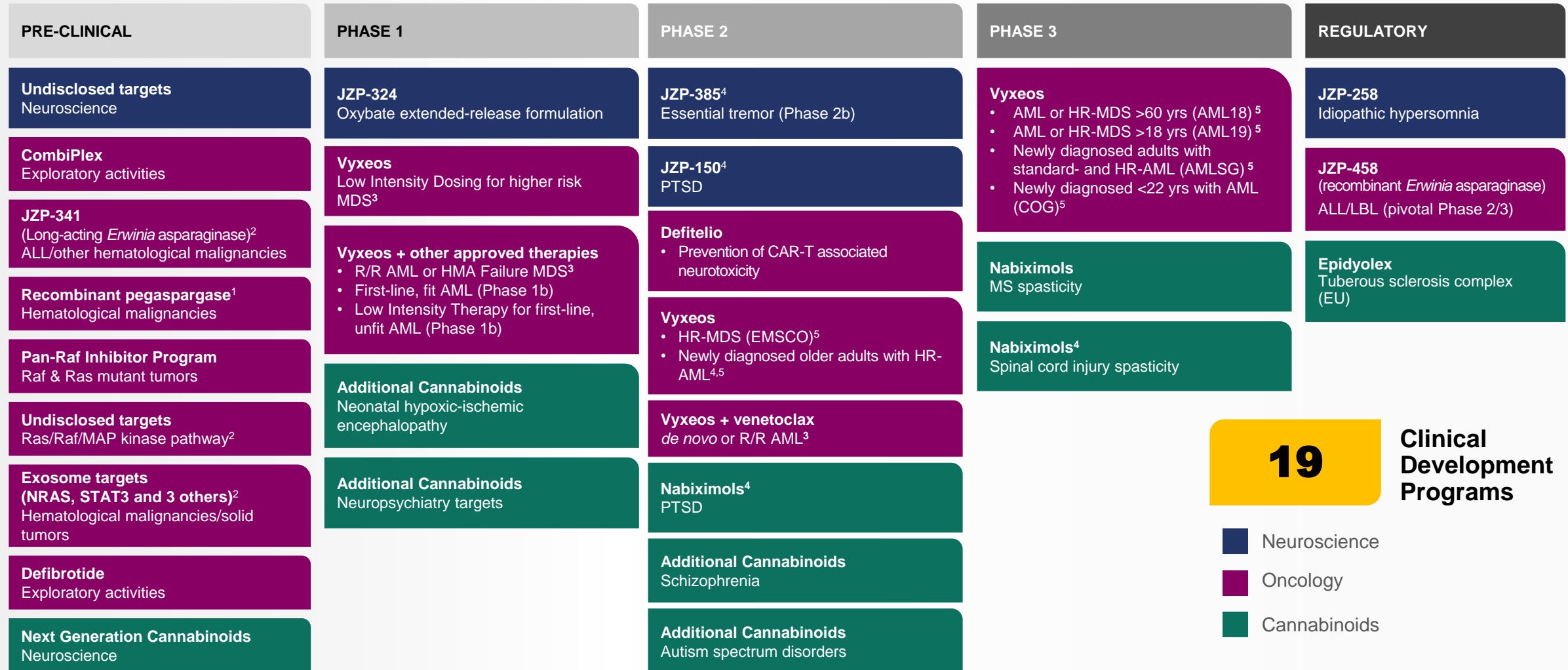
Enhanced pharmaceutical properties

Increased potency

Growing IP portfolio

Preserving cannabinoid efficacy and safety characteristics

# Robust, Innovative Pro Forma Research and Development Pipeline



# Transaction Expected to Deliver Substantial and Sustainable Value

Disciplined Allocation of Capital in Alignment With Our Strategic Priorities

## TRANSACTION ALIGNED TO CAPITAL ALLOCATION STRATEGY



Accelerates revenue growth and diversification



Leading cannabinoid platform significantly expands Jazz's neuroscience pipeline



Focused on operational excellence to maximize Total Shareholder Return (TSR)

## LEVERAGING FINANCIAL STRENGTH

**\$2.1B**

Cash<sup>1</sup>

**\$Billions**

Expected cash flow through 2025

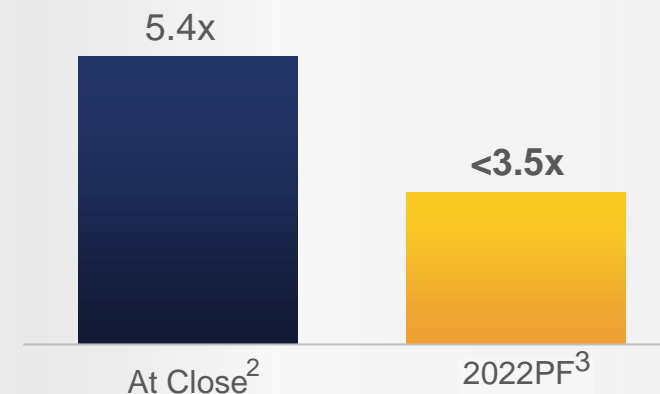
**Optimized**

Significant leverage capacity

## DISCIPLINED USE OF CAPITAL

**Expect to be EPS accretive in first full year**

Commitment to de-lever; targeting <3.5x net leverage by end of 2022

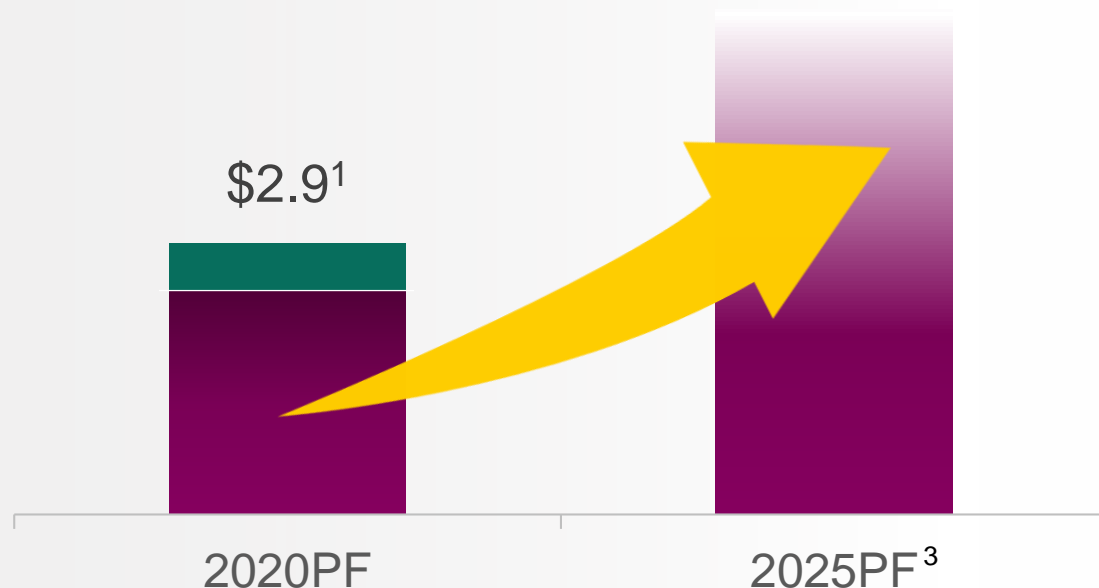




# Accelerates Growth and Enhances Diversification

## INCREASED SCALE

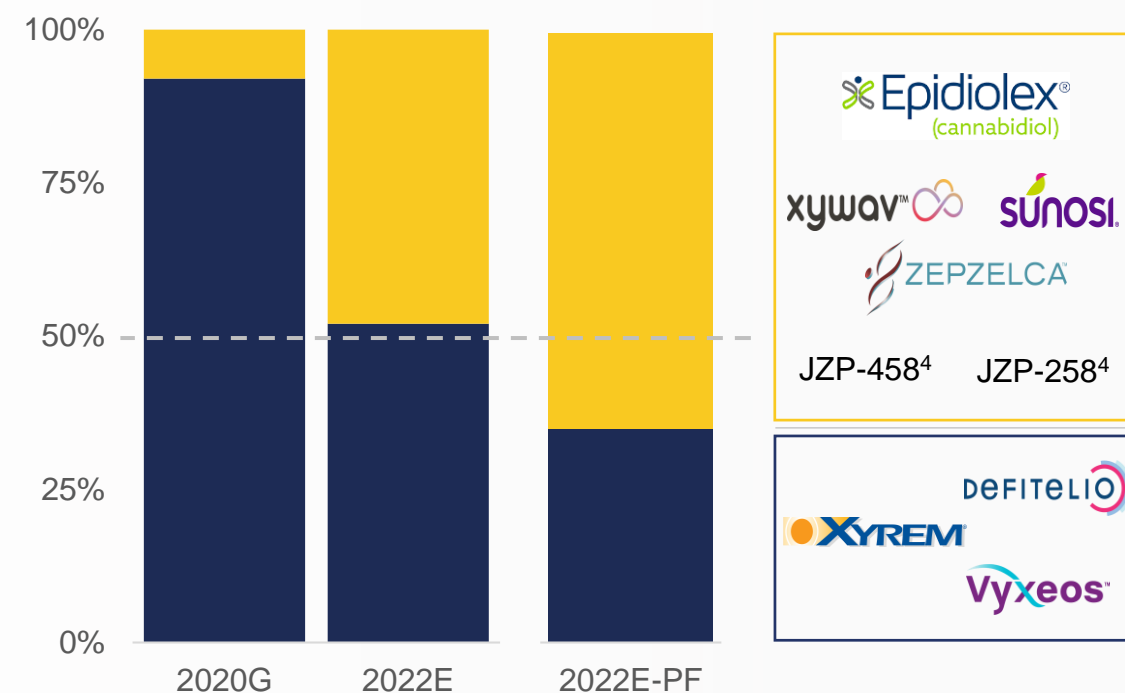
Total revenue (\$B)



**Accelerated, Double-Digit Top Line Revenue Growth**

## IMMEDIATE, ENHANCED DIVERSIFICATION

Revenue contribution



**Products Acquired or Launched Since 2019  
Contribute >65% of Revenue in 2022**

<sup>1</sup> Represents mid-point of Jazz 2020 Guidance + GW 2020 revenue. GW revenue based on preliminary unaudited financial information.

<sup>2</sup> G=Guidance. Guidance provided by Jazz Pharmaceuticals plc on and as of November 2, 2020. The company expects that, for the year ended December 31, 2020, reported net revenues and total revenues will meet the guidance range provided on November 2, 2020. Jazz Pharmaceuticals has not finalized its financial results for the year ended December 31, 2020 and actual results may differ. <sup>3</sup> For illustrative purposes only. <sup>4</sup> Subject to FDA approval

# Transaction Overview

## Purchase Price

- Holders of GW ADSs, which each represent 12 GW ordinary shares, will be entitled to receive \$220 for each GW ADS
  - Representing \$200 in cash and \$20 in shares of Jazz stock, subject to a 10% collar centered on Jazz's closing share price on February 1, 2021
- Total transaction enterprise value of \$6.7B, net of GW cash

## Financial Impact

- Accelerated, double-digit top-line revenue growth
- Anticipated to be EPS accretive in first full year of combined operations and substantially accretive thereafter
- Enhanced revenue diversification; combined new product sales contribute >65% of revenue in 2022

## Funding & Capital Impact

- Total consideration of \$7.2B
  - \$6.5B in cash, financed by cash on hand and new debt, while maintaining ample liquidity for operations
  - \$0.7B in Jazz shares
- Targeting less than 3.5x net leverage by the end of 2022

## Approvals & Timing

- Transaction has been unanimously approved by both Jazz and GW Boards of Directors
- Anticipated closing in the second quarter of 2021
- Transaction subject to customary regulatory approvals and approval of GW shareholders<sup>1</sup>
- Until closing, both companies will continue to operate independently

# Shared Commitment to Innovating to Transform Patient Lives

Life-Changing Medicines. Redefining Possibilities.



The only low-sodium oxybate for cataplexy or EDS in narcolepsy



First approval in second-line SCLC treatment in over 20 years



Novel treatment for childhood-onset epilepsy and pioneering cannabinoid therapeutic



**Sara**  
Narcolepsy Patient<sup>1</sup>



**Making “small wins”  
big again**



**Piper**  
Dravet Patient

Shared Culture  
and Exceptional  
Talent Will  
Advance our  
Mission to  
Transform the  
Lives of Patients

# Creating an Innovative, High-Growth, Global Biopharma Leader

## Adds a Third High-Growth Commercial Franchise to Jazz Portfolio

- Expands growing Neuroscience business with Epidiolex, a global, high-growth childhood-onset epilepsy franchise with near-term blockbuster potential
- Enhances product diversification through the addition of a third high-growth commercial franchise for critical unmet patient needs within: 1) sleep disorders 2) oncology 3) epilepsies
- Combined Neuroscience business has global commercial and operational footprint to maximize value of Xywav, Epidiolex and other Neuroscience products
- Collective team brings highly complementary expertise across sleep, epilepsies, movement disorders and psychiatry
- Companies share aligned cultures and commitment to innovate to transform the lives of patients

## Robust Pro Forma Pipeline in Neuroscience and Oncology to Drive Sustainable Growth

- GW, a global leader in cannabinoid science, brings novel cannabinoid platform which enhances and complements Jazz's growing neuroscience pipeline
- Combined Neuroscience and Oncology pipeline to include 19 highly differentiated clinical development programs

## Expected to Deliver Substantial Shareholder Value

- Provides accelerated revenue diversification with double-digit revenue growth
- Anticipated to be EPS accretive in the first full year of combined operations and substantially accretive thereafter
- Strong cash flow profile supports rapid deleveraging; targeting less than 3.5x<sup>1</sup> net leverage by the end of 2022





# Q&A