Xywav^m

(calcium, magnesium, potassium, and sodium oxybates) oral solution (

XYWAV INVESTOR UPDATE

October 26, 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' growth strategy and opportunities and expectations for growth; the company's expectations regarding Xywav launch strategy, including regarding payer coverage, patient access and strong adoption of Xywav; future product sales, revenue and volume; the company's expectations regarding future competition for its products; capital deployment and other investment activities; statements about the sNDA submission, approval and launch of Xywav for idiopathic hypersomnia; 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 Xyway and 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 timeconsuming 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; 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 guarter 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 forwardlooking 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 forwardlooking 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.

Agenda

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Kathee Littrell VP, Investor Relations, Jazz Pharmaceuticals	Welcome/Opening comments
Bruce Cozadd Chairman and Chief Executive Officer, Jazz Pharmaceuticals	Introduction
William B. White, M.D. Professor of Medicine University of Connecticut School of Medicine, Farmington Cardiovascular Safety Consultant	Sodium, Blood Pressure and Cardiovascular Health
Robert lannone, M.D., M.S.C.E EVP, Research & Development, Jazz Pharmaceuticals	Xywav & Narcolepsy Overview
Kim Sablich EVP, General Manager of North America, Jazz Pharmaceuticals	Narcolepsy Launch & Commercial Landscape
Richard Bogan, M.D., FCCP, FAASM President of Bogan Sleep Consultants, LLC Associate Clinical Professor, University of South Carolina School of Medicine	Idiopathic Hypersomnia Disease Overview
Robert lannone, M.D., M.S.C.E EVP, Research & Development, Jazz Pharmaceuticals	Xywav Phase 3 Top-Line Results in IH*
Dan Swisher President and Chief Operating Officer, Jazz Pharmaceuticals	IH Commercial Overview
AII	Q&A

INTRODUCTION Bruce Cozadd Chairman and CEO



Jazz Pharmaceuticals

Significant Momentum Sleep Franchise: Poised for Continued Growth and Diversification



Strong Commercial Execution



Sleep disorder medicine by sales since 2014 (Xyrem)

>50%

of oxybate patients on Xywav by 2023

\$1.7-1.8B

2020 Neuroscience net sales guidance¹

Approved products

3

SUNOSI (solriamfetol) (V 75, 150 mg tablets

KUWOV^{TA} (calcium, magnesium, potassium, and sodium oxybates) oral solution @

(sodium oxybate) oral solution



¹ 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. ² Not currently approved for use in IH



A Decade Focused on Improving The Health of Patients With Sleep Disorders Xywav: From Concept to Launch



Xywav: The First and Only Lower-Sodium Oxybate 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 increased prevalence of cardiovascular / cardiometabolic comorbidities¹



EXPECT STRONG ADOPTION OF XYWAV

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

- No warning to monitor patients sensitive to sodium intake
- Administration instructions in the label for patients transitioning from Xyrem to Xywav
- Twice-nightly with ability to take unequal first and second doses

✓ POTENTIAL FURTHER INDICATION FOR IH

- Positive Phase 3 top-line results announced in IH
- Planned sNDA submission 1Q21 and targeting U.S. launch of Xywav for IH 4Q21
- Significant unmet need with diagnosed prevalence of ~37,000 patients²

¹ Black, J, et al. SleepMed. 2017; 33: 13-18. ² SHA Claims data

Please see the full prescribing information at <u>www.xywav.com</u>, including BOXED Warning and Medication Guide

Jazz Pharmaceuticals

7 26 October 2020

SODIUM, BLOOD PRESSURE, AND CARDIOVASCULAR HEALTH

William B. White, MD, Professor of Medicine University of Connecticut School of Medicine, Farmington Cardiovascular Safety Consultant williambwhitemd@gmail.com

Presentation Outline

- Salt consumption in the USA
- Projected impact of salt reduction on cardiovascular disease
- Sodium intake and reduction in heart disease
- Sodium intake guidelines
- Sodium in medications

Nearly Half of Sodium Intake in the US Comes from 10 Food Categories

Ten Food Categories Account for 44% of Consumed Sodium

Breads and rolls (7.4%)

Cold cuts and cured meats (5.1%)

Pizza (4.9%)

Fresh and processed poultry (4.5%)

Soups (4.3%)

Sandwiches (4.0%)

Cheese (3.8%)

Pasta mixed dishes (3.3%)

Meat dishes (eg, meat loaf with tomato sauce, 3.2%),

Snacks (eg, chips and pretzels, 3.1%)

Data derived from Centers for Disease Control and Prevention.⁵¹

AHA Call to Action: Sodium Reduction to Prevent CV Disease, Including Stroke

- Elevated blood pressure is a leading, preventable cause of mortality and morbidity in the United States and throughout the world
- The relation of blood pressure and adverse health outcomes is direct, progressive, consistent, continuous, independent, and etiologically relevant starting at a level of 115/75 mm Hg
- A diverse body of evidence has implicated excess sodium intake in the pathogenesis of elevated blood pressure
- Independent of its effects on blood pressure, excess sodium intake adversely affects the heart, kidneys, and blood vessels
- Current intake of sodium greatly exceeds 1500 mg/day in the U.S., the upper level of intake recommended by the American Heart Association and the 2010 Dietary Guidelines Scientific Advisory Committee
- The potential public health benefits of sodium reduction are enormous

Excess Sodium Intake Shown to Have a Causal Relationship With...

Hypertension and Subsequent Risk of Cardiovascular Disease



* The renin-angiotensin-aldosterone system (RAAS) has been highlighted as a potential mediator of high BP

1. Strazzullo P, et al. In: Berbari A, Mancia G, eds. Special Issues in Hypertension. 2012:147-56.

Effect of High Sodium Intake on Cardiovascular Outcomes

Independent of Vascular Risk Factors

- The Northern Manhattan Study demonstrated—sodium intake increases risk for cardiovascular outcomes, particularly stroke, independent of vascular risk factors¹
- Research suggests that the effect of sodium on cardiovascular disease persists even after adjustment for BP and may indicate additional pathways for the impacts of sodium or other dietary factors²

Cardiovascular Risks From the Northern Manhattan Study¹

	Hazard Ratio (95% CI) ^a		
Sodium Intake	Stroke	Stroke, MI, or Vascular Death	
500-mg/day increase	1.17 (1.07–1.27)	1.05 (0.99–1.11)	
≤1500 mg/day (reference)	1.0	1.0	
1501–2300 mg/day	1.38 (0.84–2.27)	1.35 (1.00–1.82)	
2301–3999 mg/day	1.32 (0.78–2.23)	1.21 (0.87–1.67)	
4000–10,000 mg/day	2.59 (1.27–5.28)	1.68 (1.06–2.67)	

^aModel adjusted for demographics, behavioral risk factors, and vascular risk factors (diabetes, hypercholesterolemia, hypertension [BP ≥140/90 mm Hg, antihypertensive medication use, or the participant's self-report of hypertension], previous cardiac disease, body mass index).

The Northern Manhattan Study is a multi-ethnic urban prospective cohort study that included stroke-free individuals >40 years of age to determine stroke incidence, risk factors, and prognosis. Sodium consumption was estimated at baseline based on patient responses to a questionnaire, cardiovascular risk factors were assessed at baseline and annually thereafter, and cardiovascular events were assessed annually.

1. Gardener H, et al. *Stroke*. 2012;43(5):1200-5; 2. Committee on the Consequences of Sodium Reduction in Populations, Food and Nutrition Board, Board on Population Health and Public Health Practice, Institute of Medicine; Strom BL, et al. Washington (DC): National Academies Press (US); 2013.

Cardiovascular Effects of Reducing Sodium Intake

ORIGINAL ARTICLE

Projected Effect of Dietary Salt Reductions on Future Cardiovascular Disease

Kirsten Bibbins-Domingo, Ph.D., M.D., Glenn M. Chertow, M.D., M.P.H., Pamela G. Coxson, Ph.D., Andrew Moran, M.D., James M. Lightwood, Ph.D., Mark J. Pletcher, M.D., M.P.H., and Lee Goldman, M.D., M.P.H.

Coronary Heart Disease (CHD) Policy Model*

- Computer-simulation, state-transition (Markov cohort) model of CHD prevalence in US residents
 <u>></u> 35 years of age or older
- Risk of CHD was categorized according to age, sex, SBP, antihypertensive drug use, smoking status, HDL and LDL cholesterol, diabetes status
- Disease history sub-model predicts the rate of subsequent CHD events and death from CHD stratified according to age, sex, and event history

*Authors created race specific versions of the model and extended the model to stroke using coefficients derived from the Framingham Study

Bibbins-Domingo K et al N Engl J Med 2010; 362: 590-9.

Estimated Effects of Reductions in Dietary Salt on Systolic Blood Pressure

Group	Salt Reduction, 1 g/day		Salt Reduction, 3 g/day		Reference No.
	Low Estimate of SBP Decrease	High Estimate of SBP Decrease	Low Estimate of SBP Decrease	High Estimate of SBP Decrease	
	mm Hg				
Entire U.S. population					
Persons with hypertension	1.20	1.87	3.60	5.61	3, 15
Persons ≥65 yr old	1.20	1.87	3.60	5.61	17, 19–22
All others	0.60	1.17	1.80	3.51	3, 15
Black subpopulation					
Persons with hypertension†	1.80	3.03	5.40	9.10	3, 17, 19–22
Persons ≥65 yr old	1.20	1.87	3.60	5.61	17, 19–22
All others	1.20	1.87	3.60	5.61	17, 19–22

* SBP denotes systolic blood pressure.

 Hypertension was defined as a systolic blood pressure of 140 mm Hg or higher, a diastolic blood pressure of 90 mm Hg or higher, or use of an antihypertensive medication.

Bibbins-Domingo K et al N Engl J Med 2010; 362: 590-9.

Projected Annual Reductions in CV Events Given a 3 g Daily Reduction in Salt by Age, Gender and Race



Projected Annual Reductions in CV Events Given a 3 g Daily Reduction in Salt by Age, Gender and Race



Projected Effects of Reduced Sodium Intake on Risk for Cardiovascular Events and Death

Estimated benefits of population-wide reductions in dietary sodium from the Coronary Heart Disease (CHD) Policy Model^{1,a}

Salt Reduction	Sodium Reduction	Change in Incidence of CHD	Change in Total MI	Change in Incidence of Stroke	Change in All-Cause Death
1 g/day	400 mg/day	-37,000 (-3.3%)	-32,000 (-4.2%)	-20,000 (-2.7%)	-28,000 (-1.4%)
2 g/day	800 mg/day	-71,500 (-6.4%)	-62,500 (-8.1%)	-40,000 (-5.3%)	-55,000 (-2.8%)
3 g/day	1200 mg/day	-110,000 (-9.6%)	-92,000 (-12.0%)	-59,000 (-7.8%)	-81,000 (-4.1%)

^a Reduction in absolute number of events (means from Monte Carlo simulations) and percent change from expected.

- This study used the CHD Policy Model, a computer simulation of heart disease in US adults aged 35–84 years, and an extension
 of the model that is used to assess stroke, to estimate the benefits of population-wide reductions in dietary salt intake¹
- Population-wide reductions in sodium intake (up to 1200 mg/day) may reduce the rates of annual cardiovascular events and death in the U.S.¹

Sodium Intake Guidelines

Guidelines for Reductions in Sodium Intake and Projected Effects on Blood Pressure

AHA/ACC Clinical Practice Guidelines¹

 Lowering sodium intake by at least 1000 mg/day is expected to reduce SBP in most normotensive and hypertensive individuals by 2/3 mm Hg and 5/6 mm Hg, respectively¹

National Academies of Science, Engineering, and Medicine Dietary Reference Intakes for Sodium and Potassium²

- For a sodium intake range of 2300–4100 mg/day, a 1000-mg/day reduction in intake is expected to reduce chronic disease risk, as indicated by risk reduction for cardiovascular disease and hypertension, and lowering of SBP and DBP²
- 2300 mg/day was established as the sodium CDRR, or intake at which sodium reduction is expected to reduce chronic disease risk within an apparently healthy population²

Recommended Sodium Intake in Adults

Upper Limit Ranges from 2000-2400 mg/day

Authority	Year	Target (mg/day)	Upper Limit (mg/day)
WHO ¹	2012	—	2000
Institute of Medicine ²	2013	_	2300
DHHS/USDA ³	2015	—	2300
Dietary Guidelines Advisory Committee ⁴	2015	_	2300
FDA/USDA (Draft) ⁵	2016	2300	_
AHA/ACC ^{6,7}	2018	1500	2400

 In 2019, the National Academy of Sciences, Engineering, and Medicine established 2300 mg/day as the Chronic Disease Risk Reduction intake at which sodium reduction is expected to reduce chronic disease risk within an apparently healthy population⁸

^{1.} WHO. Guideline: Sodium intake for adults and children. Geneva: World Health Organization (WHO). 2012. 2. Committee on the Consequences of Sodium Reduction in Populations, Food and Nutrition Board, Board on Population Health and Public Health Practice, Institute of Medicine; Strom BL, et al. Washington, DC: National Academies Press (US); 2013; 3. US Department of Health and Human Services. Food and Drug Administration Center for Food Safety and Applied Nutrition. 2016; 4. Dietary Guidelines Advisory Committee. 2015; 5. US Department of Health and Human Services and the US Department of Agriculture. 2015; 6. Eckel RH, et al. *Circulation*. 2014;129(25 suppl 2):S76-99; 7. Whelton PK, et al. *Hypertension*. 2018;71(6):e13-e115; 8. National Academies of Sciences, Engineering, and Medicine 2019. *Dietary Reference Intakes for Sodium and Potassium*. Washington, DC: The National Academies Press. https://doi.org/10.17226/25353.

Dietary Sodium Intake Levels in the US

Adolescent and Adult Population



Recommended Versus Mean Dietary Sodium Intake (by Age)

Distribution of estimated usual intake of sodium (mg/day) among US adults, by hypertension status: National Health and Nutrition Examination Survey, 2009–2012³



The vertical line indicates the 2015–2020 Dietary Guidelines for Americans recommendation for sodium intake (2300 mg per day for adults).

• Overall, 86% of hypertensive adults, 90% of normotensive adults, and 91% of prehypertensive adults exceeded 2300 mg per day sodium intake.

1. National Academies of Sciences, Engineering, and Medicine 2019. *Dietary Reference Intakes for Sodium and Potassium*. Washington, DC: The National Academies Press. https://doi.org/10.17226/25353; 2. Whelton PK, et al. *Hypertension*. 2018;71(6):e13-e115; 3. Jackson SL, et al. *MMWR Morb Mortal Wkly Rep*. 2016;64(52):1393-97.

High Sodium–Containing Medications

High Sodium–Containing Medications May Contribute to Elevations in Blood Pressure



- In a randomized, controlled, open, crossover study in adults with hypertension and chronic osteoarthritis, effervescent paracetamol (545 mg sodium per dose) was associated with a significant increase in overall and daytime SBP, compared with-non-effervescent paracetamol (sodium-free)¹
- In the ITT population (n=46), 24-h SBP:
 - increased by a mean of 3.59 mm Hg (95% CI, 1.39 to 5.79; *P*=0.003) with effervescent paracetamol
 - decreased by a mean of −0.33 mm Hg (95% Cl, −1.78 to +1.13; *P*=0.886) with non-effervescent paracetamol
- Treatment periods were 3 weeks and separated by a washout period of 3–15 days; 1 g paracetamol was administered every 8 h

Small Reductions in Systolic BP Results in Fewer CV Events



Adapted from Arch Intern Med, with additional data from Stamler R. Hypertension. 1991;17(SupplI):16-I20.

Consequences of ∆SBP (lower) = 3 mm Hg from Randomized Clinical Trials

- HOPE: \triangle BP of 3/2 mm Hg:
 - 22% reduction in CV death, MI, or stroke (P < 0.0001)
 - Significant reduction in all components of 1° endpoint
- ALLHAT doxazosin v. chlorthalidone: \triangle SBP ~3 mm Hg
 - -19% reduction in stroke (P = 0.004)
 - 25% reduction in combined CV disease (P < 0.001)
- ALLHAT lisinopril v. chlorthalidone: \triangle SBP ~2 mm Hg
 - -15% reduction in stroke (P = 0.02)
 - 10% reduction in combined CV disease (P < 0.001)

High Sodium–Containing Medications May Contribute to Adverse Cardiovascular Outcomes

Cardiovascular outcomes for sodium-containing formulations vs standard formulations from an analysis of the UK Clinical Practice Research Datalink

	Odds Ratio (95% Cl)	
Outcome	Unadjusted	Adjusted ^b
Composite cardiovascular outcome ^a	1.13 (1.09–1.18)	1.16 (1.12–1.21)
Individual outcomes		
Incident nonfatal myocardial infarction	0.90 (0.85–0.96)	0.94 (0.88–1.00)
Incident nonfatal stroke	1.21 (1.15–1.28)	1.22 (1.16–1.29)
Vascular death	0.62 (0.31–1.24)	0.70 (0.31–1.59)
Hypertension	6.80 (6.41–7.21)	7.18 (6.74–7.65)
Heart failure	0.95 (0.91–1.00)	0.98 (0.93–1.04)
All-cause mortality	1.30 (1.25–1.35)	1.28 (1.23–1.33)

- In a nested case-control study, patients were prescribed at least 2 sodium-containing formulations or matched standard formulations of the same medication between January 1987 and December 2010 (mean follow-up was 7.23 years)¹
- Exposure to sodium-containing medications was associated with significantly increased odds of adverse cardiovascular events vs standard formulations of the same medication¹
- Of 1,292,337 patients, 61,072 experienced an incident cardiovascular event¹

^aIncident nonfatal myocardial infarction, incident nonfatal stroke, and vascular death.

^bCovariates included age, sex, body mass index, smoking status, hypertension, peripheral vascular disease, angina, chronic obstructive pulmonary disease, diabetes mellitus, chronic kidney disease, microine, heart failure, exercise and exercise diverties.

migraine, heart failure, esophageal disease, and prescriptions of potassium-sparing diuretics.

1. George J, et al. BMJ. 2013;347:f6954.

Conclusions

- Overall, sodium intake is excessive in the US and of particular concern in those with underlying medical conditions.
- There is evidence for CV risk and untoward CV outcomes when individuals are exposed to high salt diets and high sodium containing medications
- The totality of evidence for the beneficial impact of sodium reduction on cardiovascular health is substantial
- The potential benefits of reductions in dietary sodium are greater in older persons, African-Americans and patients with heart, kidney and vascular disease.

XYWAVTM & NARCOLEPSY OVERVIEW Robert lannone, M.D., M.S.C.E

EVP, Research & Development

Narcolepsy Overview

- Narcolepsy is a chronic neurologic sleep disorder¹
 - Characterized by 5 predominant symptoms: excessive daytime sleepiness, cataplexy, disrupted nighttime sleep, sleep-related hallucinations, and sleep paralysis²
- No cure has been identified¹
- Onset of symptoms typically occurs in childhood or adolescence^{3,4}
- Symptoms typically warrant long-term treatment¹
- Cardiovascular (CV) and cardio-metabolic diseases/disorders also are more common in patients with narcolepsy vs controls without narcolepsy
 - Stroke, MI, cardiac arrest and heart failure are more common in narcolepsy vs. controls⁵
 - Obesity, hypertension, diabetes, and dyslipidemia are comorbidities associated with narcolepsy⁵⁻⁹
 - Increased rate of CV diagnoses and excess mortality have also been reported^{5,9}

1. Barateau L, et al. *CNS Drugs*. 2016;30(5):369-79; 2. American Academy of Sleep Medicine. *International Classification of Sleep Disorders*. 3rd ed. Darien, IL: American Academy of Sleep Medicine; 2014; 3. Thorpy, MJ, et al. *Sleep Med*. 2014;15(5):502-7; 4. Dauvilliers Y, et al. *Neurology*. 2001;57(11):2029-33; ⁵ Black J, et al. Sleep Med. 2017;33:13-8. ⁶ Cohen A, et al. Sleep Med. 2018;43:14-8; ⁷ Jennum P, et al. Sleep. 2013;36(6):835-40; ⁸ Ohayon MM. Sleep Med. 2013;14(6):488-92; ⁹ Ohayon MM, et al. Sleep. 2014;37(3):439-44.



Pathophysiology of Narcolepsy



- Narcolepsy type 1 is believed to result from autoimmune destruction of hypocretin neurons¹⁻³
- Although the pathophysiology of type 2 narcolepsy is less well understood, evidence suggests hypocretin dysfunction plays a role in the etiology of type 2 narcolepsy as well³
- In addition to stabilizing sleep-wake states,⁴ hypocretin has widespread effects throughout the body and may mediate several physiologic functions, including appetite, insulin secretion, and BP⁵⁻⁸

^aPreprohypocretin mRNA in situ hybridization in the hypothalamus of controls and subjects with narcolepsy. Bar indicates 1 cm. 1. Nishino S. *Sleep Med.* 2007;8(4):373-99; 2. Barateau L, et al. *CNS Drugs.* 2016;30:369-79; 3. American Academy of Sleep Medicine. The International Classification of Sleep Disorders. 3rd ed. 2014; 4. Schwartz J, et al. *Curr Neuropharmacol.* 2008;6(4):367-78; 5. Espana R, et al. *Sleep.* 2011;34(7):845-56; 6. Herzig K, et al. *Acta Physiol (Oxf).* 2010;198(3):199-200; 7. Li J, et al. *Br. J Pharmacol.* 2014;171(2):332-50; 8. Xu T, et al. *Cell Signal.* 2013;24(12):2413-23.



Emerging Science Suggests Relationship Between...

Hypocretin, Disrupted Nighttime Sleep, and Development of Atherosclerosis¹⁻⁴

Model of the role of sleep in regulating hypocretin production, hematopoiesis, and atherosclerosis¹



- Evidence from animal models suggests that hypocretin protects against the development of atherosclerosis due to sleep deprivation¹
- Recent clinical research has demonstrated an association between CSF hypocretin level and severity of disrupted nighttime sleep in adult and pediatric patients with narcolepsy²
- Additional clinical research has demonstrated an association between disrupted nighttime sleep and blunted nocturnal BP dipping in patients with narcolepsy^{3,4}

Nocturnal Blood Pressure Dipping

Non-dipping Phenotype Associated with Excess CV Risk/Mortality and is More Prevalent in Narcolepsy^{5,6}



Nocturnal BP is a stronger predictor of cardiovascular outcomes than clinical or daytime BP²⁻⁴

azz Pharmaceuticals

- 24-hour ambulatory BP study in drug-free patients with narcolepsy with cataplexy and healthy controls demonstrated increased prevalence of blunted nocturnal dipping in patients with narcolepsy, irrespective of hypertension⁴
- Non-dipping diastolic BP was associated with REM sleep dysregulation and objective daytime sleepiness⁴

Cardiovascular and Cardiometabolic Comorbidities

Associated With Narcolepsy¹⁻⁵

Comorbidities	Odds Ratio (95% CI)	P Value
Obesity		
Cohen et al ¹	2.07 (1.15–3.7)	0.015
Black et al ²	2.3 (2.2–2.5)	<0.0001
Jennum et al ³	13.4 (3.1–57.6)	<0.001
Hypertension		
Ohayon ⁴	1.32 (1.02–1.70)	<0.05
Diabetes		
Black et al ²	1.8 (1.7–1.8)	<0.0001
Jennum et al ³	2.4 (1.2–4.7)	<0.01
Dyslipidemia		
Ohayon⁴	1.51 (1.04–2.19)	<0.05



P value for patients with narcolepsy vs matched controls. There was no adjustment for body mass or obesity. 1. Cohen A, et al. *Sleep Med.* 2018;43:14-8; 2. Black J, et al. *Sleep Med.* 2017;33:13-8; 3. Jennum P, et al. *Sleep.* 2013;36(6):835-40; 4. Ohayon MM. *Sleep Med.* 2013;14(6):488-92; 5. Ohayon MM, et al. *Sleep.* 2014;37(3):439-44.
Cardiovascular Risk in Narcolepsy is...

Increased vs. Matched Patient Controls



The BOND study used U.S. insurance claims data to analyze comorbidities in patients with narcolepsy (N=9,312) versus controls (N=46,559) matched for age, sex, geographic region, and type of insurance¹

FDA Approval July 21, 2020 Xywav U.S. Prescribing Information

Indication	Xywav is a central nervous system depressant indicated for the treatment of cataplexy or excessive daytime sleepiness (EDS) in patients 7 years of age and older with narcolepsy
Dosage/ Administration	 Adult Patients Initiate dosage at 4.5 g per night orally, divided into two doses Titrate to effect in increments of up to 1.5 g per night per week Recommended dosage range: 6 g to 9 g per night orally Some patients may achieve better responses with unequal doses at bedtime and 2.5 to 4 hours later Pediatric Patients The recommended starting dosage, titration regimen, and maximum total nightly dosage are based on body weight For Patients Transitioning from Xyrem to Xywav Initiate at the same dose and regimen as Xyrem (gram for gram). Titrate as needed based on efficacy and tolerability

Please see the full prescribing information at <u>www.xywav.com</u>, including BOXED Warning and Medication Guide



NARCOLEPSY LAUNCH & COMMERCIAL LANDSCAPE

Kim Sablich EVP & General Manager of North America

Unlocking the Potential of Xywav in Narcolepsy

Critical Success Factors Underpinning our Launch Strategy

Xywav U.S. Launch on November 2

Awareness

- Patients and HCPs understand the lifelong burden of high sodium intake
- Unbranded HCP & patient campaigns on lifelong disease and prevalence of certain comorbidities

Access

- Obtain strong payer coverage
- Patient assistance programs to help facilitate patient access at launch
- Seamless One-REMS
 implementation
- Expanded account level reimbursement resource

Adoption

- Strong HCP & patient branded campaigns, including media and digita presence
- Industry leading patient
 support
- Salesforce and account level reimbursement team readiness
- Patient and HCP branded educational programs

Experience

- Enhancing patient experience and improving persistence
- New and improved patient welcome kit
- myWAV app to enhance patient journey and ease of use + omni-channel refill
- Dedicated patient team and nurse case managers to help facilitate a positive patient journey¹

Awareness & Adoption Patient Choice, Patient Voice

Narcolepsy is a Lifelong Condition Often Requiring Long-term Therapy Patients with Narcolepsy Are at Increased Comorbid Risk

Excess Sodium Intake is Detrimental to Health



- DTC Virtual Patient Programs with KOL led patient education
- We are proudly supporting the American Heart Association's sleep disorders educational content.
- Strong engagement and collaboration with patient groups
- More Than Tired campaign driving the need to be aware of a patient's total health



Awareness & Adoption HCPs: Understanding The Impact of High Sodium Intake

Narcolepsy is a Lifelong Condition Often Requiring Long-term Therapy Patients with Narcolepsy Are at Increased Comorbid Risk

Excess Sodium Intake is Detrimental to Health

Narcolepsy|Link*



- NarcolepsyLink.com broad educational offering including live and on-demand educational content
- Xywav pre-launch site currently active; launch site available November 2
- Field-based education and promotion
- Significant pre-launch Medical Affairs activities focused on:
 - Cardio-metabolic risk in narcolepsy
 - Label & clinical data reviews
- Extensive medical congress & publication activity



Awareness & Adoption Focusing our Efforts on Top Prescribers

- Existing neuroscience salesforce of 143
- Xywav launch promotion focused on top ~1,600 HCPs covering 80%¹ of current oxybate prescriptions
- Oxybate promotion focused on Xywav
- Incentive compensation aligned to Xywav launch



- 165,000 narcolepsy patients² (estimated based on 1:2000 prevalence)
- ~75,000 drug treated
- ~15,000 average active patients on Xyrem therapy
- Meaningful number of patients not prescribed Xyrem due to sodium content concerns²



¹ SHA claims data from Q2'16-Q1'19 & PMR HCP segmentation Q4 2019; ² Baumann, Basetti, Scammel, eds. Narcolepsy: Pathophysiology, Diagnosis and Treatment. Springer: NY 2011; Ohayon MM. From wakefulness to excessive sleepiness: What we know and still need to know. Sleep Medicine Reviews (2008) 12, 129-141. Based on U.S. Census Bureau population 2019 estimates of 329 million; ² up to ~20% of existing Xyrem treated patient numbers

Adoption & Experience Industry Leading Patient Experience and Support

First-class support and patient experience to maximize the success of, and adherence to, Xywav initiation

- Enhanced Nurse Case Management, • supporting patients through their first year on Xywav¹
- Field nurse educator pilot aimed at • prescribers and patients
- **Omni-channel ordering & refill** experience to empower Xywav patients¹
- myWAV patient experience app in 2021¹
- New patient welcome pack with all first time fills¹







Sign le

Adoption & Access Every Step of the Journey to Xywav is Optimized

Our account reimbursement specialists will work across service providers, HCPs and patients to ensure smooth adoption of Xywav



Key Metrics Focus on the Strong Adoption of Xywav

We expect to provide metrics reflecting access and patient uptake

Commercial Lives Covered Adoption of Xywav Among Existing Oxybate Patients

Xywav & Xyrem Average Active Patients



IH DISEASE OVERVIEW

Richard K. Bogan, MD, FCCP, FAASM President of Bogan Sleep Consultants, LLC Associate Clinical Professor, University of South Carolina School of Medicine

Idiopathic Hypersomnia

- Central disorder of hypersomnolence characterized primarily by excessive daytime sleepiness (EDS)¹
- EDS is frequently accompanied by symptoms of prolonged, unrefreshing sleep, and severe sleep inertia upon awakening¹⁻⁸
 - Sleep inertia is defined as residual profound sleepiness upon attempts to waken
- Underlying pathophysiology not known^{1,9}
- Prevalence of idiopathic hypersomnia remains unknown¹
 - Recent claims analysis suggests a prevalence estimate of 11.3 per 100,000 persons¹⁰
- Incidence and prevalence are higher in females^{1,9}

¹ American Academy of Sleep Medicine (AASM). International Classification of Sleep Disorders-3rd Edition (ICSD-3); Darien, IL: American Academy of Sleep Medicine. 2014;

² Vernet et al. J Sleep Res. 2010;19:525-34; ³ Roth et al. Arch Gen Psychiatry. 1972;26:456-62; ⁴ Trotti et al. Sleep Med Clin. 2017;12:331-44; ⁵ Leu-Semenescu et al. Sleep Med. 2016;17:38-44; ⁶ Kretzschmar et al. J Sleep Res. 2016;25:307-13; ⁷ Billiard et al. Sleep Med Rev. 2016;29:23-33; ⁸ Vernet et al. Sleep. 2009;32:753-9. ⁹ Leu-Semenescu et al. Rev Neurol (Paris). 2017;173:32-7. ¹⁰ Acquavella et al. J Clin Sleep Med. 2020;16:1255-63.

Onset and Disease Course

- Onset of disease is typically before 30 years of age, and symptoms may have been present since childhood^{1,2}
- Diagnostic challenges³ may delay idiopathic hypersomnia diagnosis²
- Idiopathic hypersomnia is chronic in most patients, with spontaneous remission estimated to occur in 20% of patients, often after many years of symptoms³

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		\times	×
Difficulty staying asleep during the night		Sometimes	Sometimes
Refreshing (restorative) night-time sleep and naps		Sometimes	Occasionally
Sleep inertia (residual profound sleepiness upon attempts to waken)	Occasionally	Sometimes	
Long nocturnal sleep times	X	X	

Diagnosis of Idiopathic Hypersomnia

IH Diagnosis: ICSD-3 Criteria

- A. Daily periods of irrepressible need to sleep or daytime lapses into sleep, present for at least 3 months
- B. Cataplexy is absent
- C. Fewer than two SOREMPs on MSLT (no SOREMP on MSLT if REM latency ≤ 15 min on nocturnal PSG)
- D. At least one of the following:
 - 1. Mean sleep latency (MSL) $\leq 8 \text{ min on MSLT}$
 - Total 24-h sleep time ≥660 min (11 hours) on 24-h PSG or by wrist actigraphy and sleep log (averaged over ≥ 7 days unrestricted sleep)
- E. Insufficient sleep syndrome is ruled out
- F. Hypersomnolence and/or MSLT findings not better explained by another condition

IH is Under- and Mis-Diagnosed

- Heterogeneity of disorder
- Shifting nosology
- Absence of biomarkers^{1,2}
- Diagnostic testing limitations
 - MSLT test-retest reliability³
 - Assessing prolonged nocturnal sleep duration
 - Extended duration PSG recordings
 - Actigraphy

IH Disease Heterogeneity

- Two prominent phenotypes (with and without long sleep time)
- In clinical practice, different and variably severe phenotypic constellations may be encountered in individual patients

IH without long sleep time

- Sleep attacks during the day
- Normal nocturnal sleep duration
- Differs from NT2 only by 1 SOREMP, which is an unstable biomarker



IH Diagnosis Considerations

Shifting Nosology

- Initial "classical" descriptions of IH focused predominantly on increased need for sleep and prolonged nocturnal sleep
- Over time, increasing focus on daytime sleepiness or difficulty staying awake in the diagnostic schema
 - ICSD: MSLT MSL < 10 min (narcolepsy < 5 min)
 - ICSD-2: MSLT MSL ≤ 8 min (same as narcolepsy)
 - Two phenotypes (with and without long sleep time; 10-hour cut point)
 - ICSD-3: MSLT criteria unchanged; prolonged nocturnal sleep duration included as an alternative objective measure (≥ 11 hours)

ICSD-2: International Classification of Sleep Disorders: Diagnostic and Coding Manual 2. Westchester, IL: American Academy of Sleep Medicine; 2005:98-103, ICSD-3: American Academy of Sleep Medicine (AASM). International Classification of Sleep Disorders-3rd Edition (ICSD-3); Darien, IL: American Academy of Sleep Medicine. 2014.

Absence of Biomarkers

Differences from Type 1 Narcolepsy

- CSF hypocretin levels are normal
- Similar HLA DQB1*06:02 prevalence as general population
- No REM sleep instability
- Prior nosological emphasis on increased sleep efficiency not supported by meta-analysis¹

Additional hypotheses under active investigation:

- GABA-related hypersomnolence
- Dysfunction in energy metabolic pathways
- Others all up for debate and active area of research in the field

¹ Plante DT. *Sleep Med.* 2018;45:17-24

Diagnostic Testing Limitations

MSLT

- Multiple studies have demonstrated poor testretest reliability in both IH and NT2^{1,2,3}
- Pragmatic limitations medications (e.g., antidepressants) may confound diagnosis⁴
- Many people with complaints of sleepiness may have MSL ≤8 minutes
 - General population⁵
 - Psychiatric disorders⁶

¹ Trotti LM et al. *J Clin Sleep Med.* 2013;9(8):789-95, ² Lopez R et al. *Sleep.* 2017;40(12), ³ Ruoff C et al. *J Clin Sleep Med.* 2018;14(1):65-74, ⁴ Cairns A et al. *Sleep Med.* 2019;55:115-123, ⁵ Arand D. *Sleep.* 2005;28(1):123-44, ⁶ Plante DT. *Sleep Med Rev.* 2017;31:48-57.

PSG

Measuring Prolonged Nocturnal Sleep Duration With PSG

- No universally accepted standard protocol
- Few labs in the U.S. perform extended duration recordings of any type
- Lack of consensus regarding optimal standard protocol (32 hour protocol recently proposed)

Evangelista E et al. Ann Neurol. 2018;83(2):235-247.

Actigraphy

- Accelerometry-based methods
 only estimate sleep and wake
- Device setting parameters can have dramatic impacts on output estimates
- No established guidelines to estimate sleep time via actigraphy in IH
- Documentation of adequate sleep opportunity for ≥ 7 days is required

Cook JD et al. J Clin Sleep Med. 2019;15(4):597-602.

IH Treatment Paradigm

- There are no FDA approved pharmacologic agents to treat any of the symptoms of idiopathic hypersomnia (IH)^{1,2}
- Stimulant medications used to treat narcolepsy are commonly used "offlabel" to address excessive daytime sleepiness in patients with IH^{1,2}
- Published guidelines for the assessment and treatment of IH^{1,2}
 - Only grade B and C evidence-based recommendations are provided due to rarity of studies, inclusion of so few participants, and insufficient levels of evidence^{1,2}
 - Recommended agents include wake promoting agents, sodium oxybate, and stimulants

Idiopathic Hypersomnia Severity Scale (IHSS)

Idiopathic Hypersomnia Severity Scale (IHSS)¹

- Developed to assess IH symptoms, their severity, and functional consequences, in order to characterize IH burden at the time of the initial diagnostic evaluation and to monitor changes in symptom severity and functional impairment in response to treatment
- Validated clinical tool for the quantification of IH symptoms
- 14-item self-administered questionnaire that assesses:
 - Nighttime sleep symptoms and the related sleep inertia (5 items)
 - Daytime sleep symptoms and the related sleep inertia (4 items), and
 - Impaired daytime functioning due to hypersomnolence (5 items)
- Symptom frequency, intensity, and consequences are rated using a 3- or 4-point Likert scale, providing a total score that ranges from 0 to 50.
- Higher scores indicate more severe and frequent symptoms

IHSS Validation¹

- IHSS assesses all IH clinical symptoms
- Its psychometric properties and its responsiveness to treatment indicate that IHSS is a reliable tool for assessing IH symptom severity and their consequences and to detect clinically significant changes upon medication.
- IHSS can differentiate patients with IH from controls and from patients with NT1
 - IHSS can discriminate patients with IH from controls with a cutoff value of 22/50 with excellent specificity and sensitivity, and
 - From patients with NT1 with a cutoff value of 29/50 with correct sensitivity but lower specificity.
- The scores were higher in patients with IH than in controls and patients with NT1 after adjustment for age, sex, BMI, and ESS.
- IHSS can also quantify the symptom severity and related impairment after IH diagnosis, and showed good sensitivity for detecting changes in symptoms following treatment.

XYWAV PHASE 3 CLINICAL TRIAL IN IDIOPATHIC HYPERSOMNIA*

Robert lannone, M.D., M.S.C.E EVP, Research & Development

*This is an investigational use not approved by FDA

Phase 3 Study Design Xywav for Idiopathic Hypersonnia*

154 adult patients were enrolled, with 115 randomized 1:1 to receive either Xywav or placebo





Phase 3 Top-Line Results Xywav for Idiopathic Hypersonnia*

Clinically Meaningful and Highly Statistically Significant Results for Primary and Key Secondary Endpoints

Open-label Treatment Titration and Optimization Period

- Patients entering the study had EDS typical of the IH population
- All patients were treated with Xywav during this period and clinically meaningful improvements in the Epworth Sleepiness Scale (ESS) score were observed

Double-Blind Randomized Withdrawal Period

- Patients administered Xywav showed clinically meaningful maintenance of efficacy for the primary endpoint of ESS score and the key secondary endpoints of the change in Patient Global Impression of Change (PGIc) scores and Idiopathic Hypersomnia Severity Scale (IHSS)
- There was a significant worsening in patients administered placebo compared with Xywav for ESS (p-value <0.0001), PGIc (p-value <0.0001) and IHSS (p-value <0.0001)

Safety Profile

 Consistent with the known safety profile of Xywav with no new safety signals observed in this patient population.



Key Events and Next Steps Xywav for Idiopathic Hypersonnia*



*This is an investigational use not approved by FD/
 + Post REMS implementation

IH MARKET OVERVIEW DAN SWISHER PRESIDENT & CHIEF OPERATING OFFICER

IH Profoundly Impacts Quality of Life

Activities of Daily Living Severely Affected



Market Characteristics

Significant and Underserved Patient Population





Xywav A Major Advance in Oxybate Therapy

Xywav is a major advance for narcolepsy patients	92% less sodium than Xyrem	Individualized dosing	Targeting majority of oxybate patients on Xywav by 2023
Strong adoption	Existing oxybate patients transition at Xyrem dose, gram-for-gram		Patients unable to take Xyrem due to sodium concerns
Seamless access to Xywav	Parity pricing	Strong payer coverage	Patient assistance programs
Idiopathic Hypersomnia Treatment	Positive top-line data October	Planned sNDA submission 1Q21	Targeting Launch 4Q21



Sara JZP-258 Trial Participant

APPENDIX

Boxed Warning Xywav[™] (calcium, magnesium, potassium, and sodium oxybates) oral solution

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)].



Boxed Warning Xyrem[®] (sodium oxybate)

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)].

Xyrem (sodium oxybate) prescribing information


ABPM = 24-hour Ambulatory Blood Pressure Monitoring ACC = American College of Cardiology AHA = American Heart Association BOND = Burden of Narcolepsy Disease BP = Blood Pressure CDC = Centers for Disease Control and Prevention CDRR = (Chronic Disease Risk Reduction) thresholds CI = Confidence Interval CHD = Coronary Heart Disease CNS = Central Nervous System CSF = Cerebrospinal Fluid CSF1= Colony-Stimulating Factor-1 CV = Cardiovascular DBP = Diastolic Blood Pressure DHHS = U.S. Department of Health and Human Services DTC = Direct-to-Consumer EDS = Excessive Daytime Sleepiness EMA = European Medicines Agency ESS = Epworth Sleepiness Scale FAASM = Fellow of the American Academy of Sleep Medicine FCCP = Fellow of the American College of Chest Physicians FDA = U.S. Food and Drug Administration

GABA = Gamma-aminobutyric acid GHB = Gamma Hydroxybutyrate HCP = Health Care Provider HCRT-1 = Hypocretin-1 HDL = High-Density Lipoproteins HLADQB1 = Gene from Human leukocyte antigen (HLA) complex ICSD = International Classification of Sleep Disorders IH = Idiopathic Hypersomnia IHSS = Idiopathic Hypersomnia Severity Scale ITT = Intent-To-Treat KOL = Key Opinion Leader LDL = Low-Density Lipoproteins LSK = Lineage (Lin)-Kit+Sca1+ Hematopoietic Progenitors MD = Doctor of Medicine MI = Myocardial Infarction MSL = Mean Sleep Latency MSLT = Multiple Sleep Latency Test NAS = National Academies of Sciences, Engineering, and Medicine NDA = New Drug Application NT1 = Narcolepsy Type 1

NT2 = Narcolepsy Type 2 PGIc = Patient Global Impression of Change PK = Pharmacokinetics PSG = Polysomnogram RAAS = Renin-Angiotensin-Aldosterone System REM = Rapid Eye Movement REMS = Risk Evaluation Mitigation Strategy sNDA = Supplemental New Drug Application SBP = Systolic Blood Pressure SOREMP = Sleep-Onset REM (rapid eye movement) Period USDA = U.S. Department of Agriculture WHO = World Health Organization