



Jazz Pharmaceuticals®

---

## INNOVATING TO TRANSFORM THE LIVES OF PATIENTS

BRUCE COZADD, CHAIRMAN AND CEO

JANUARY 11, 2021

39TH ANNUAL J.P. MORGAN HEALTHCARE CONFERENCE

Sara

JZP-258 Trial Participant

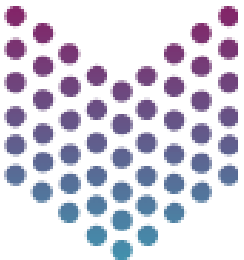
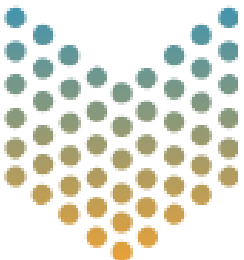


# Life-Changing Medicines. Redefining Possibilities.

## 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 operating results and financial condition, including 2020 financial guidance; expectations regarding the company's future revenues, cash flow, growth and revenue diversification; the company's growth strategy, including pipeline expansion plans and corporate development efforts; ongoing, planned and potential product launches and expected or potential product sales; ongoing, planned and potential clinical trials and other product development and regulatory activities; 2021 and future goals and objectives; 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 the company's oxybate products and other key marketed 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 process and the uncertainty of clinical success, including risks related to failure or delays in successfully initiating or completing clinical trials and assessing patients; 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 those transactions and successfully integrating acquired product candidates, products and businesses; the company's ability to realize the anticipated benefits of its collaborations and license agreements with third parties; the company's 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 September 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.

**INNOVATE**   
**EXECUTE**   
**TRANSFORM**

# 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**

# Strong Foundation and Momentum

Well Positioned For Sustainable Growth as We Enter 2021



## STRONG COMMERCIAL FRANCHISES

#1

### Treatment for Narcolepsy

Xyrem and 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 and Commercial Launches

Since 2015



## INVESTING TO LEVERAGE GLOBAL PLATFORM

10

### Licensing/M&A Deals

Since 2015  
Including Zepzelca

>90

### Markets Supplied Globally

Operate in or partner to make medicines available

>\$713M

### Operating Cash Flow YTD<sup>1</sup>

<sup>1</sup> YTD = January 1, 2020 to September 30, 2020.

# 2020 Execution Drives Long-Term Value

## Key Achievements



### PIPELINE

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

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

**JZP-258 for IH**  
Compelling topline data  
\*Announcing Today\*  
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**

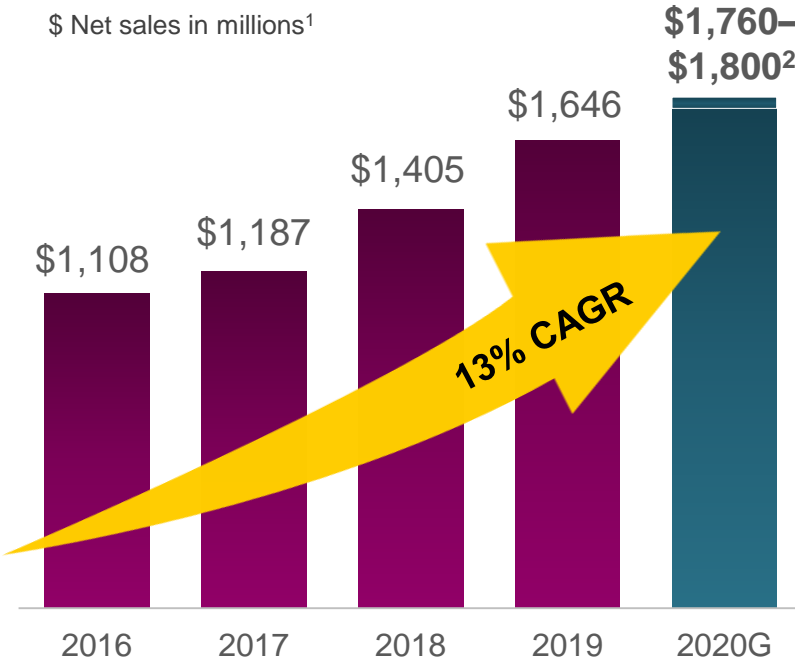
**Launched in 2020**  
Xywav (EDS and cataplexy in  
narcolepsy)  
Zepzelca (2L SCLC)  
Sunosi (EDS in OSA and narcolepsy;  
EU rolling launch)

**Preparing for 2021 U.S. Launches<sup>1</sup>**  
JZP-458 (ALL)  
JZP-258 (IH)

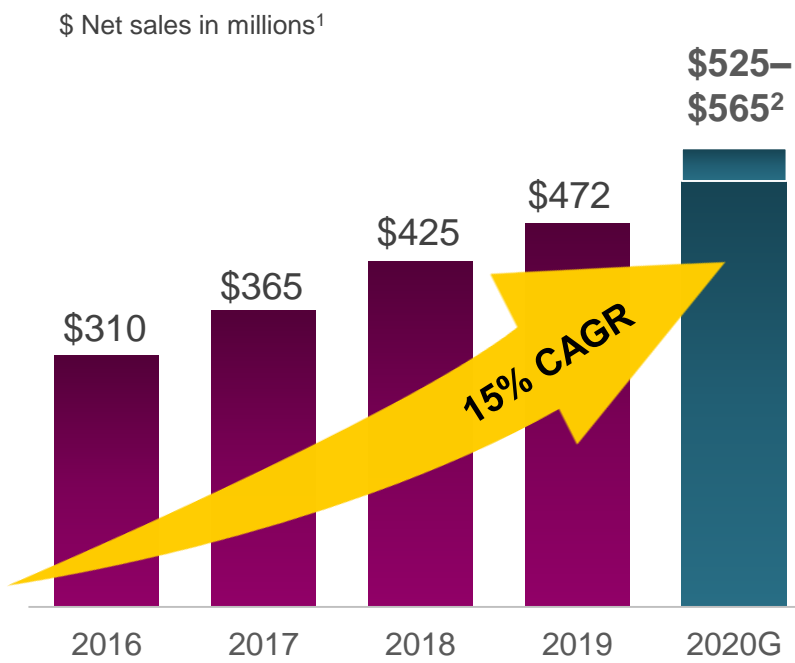
# Robust Financial Performance

Investing in Growth Drivers and Delivering Value

## BUILDING A SUSTAINABLE NEUROSCIENCE FRANCHISE



## RAPIDLY SCALING OUR ONCOLOGY BUSINESS

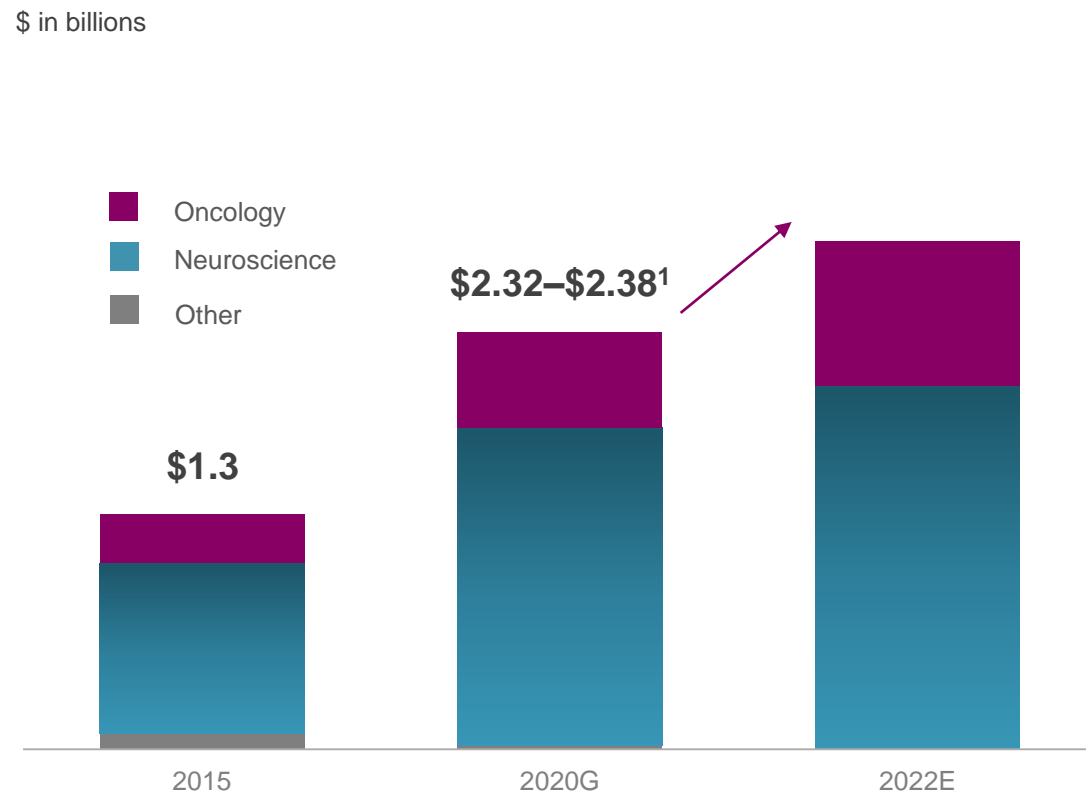


<sup>1</sup> 2016 to 2019 audited; <sup>2</sup> G=Guidance. Guidance provided by Jazz Pharmaceuticals plc on and as of November 2, 2020. The company expects that, for the year ended December 31, 2020, reported net revenues will meet the guidance range provided on November 2, 2020. Jazz Pharmaceuticals has not finalized its financial results for the year ended December 31, 2020 and actual results may differ.

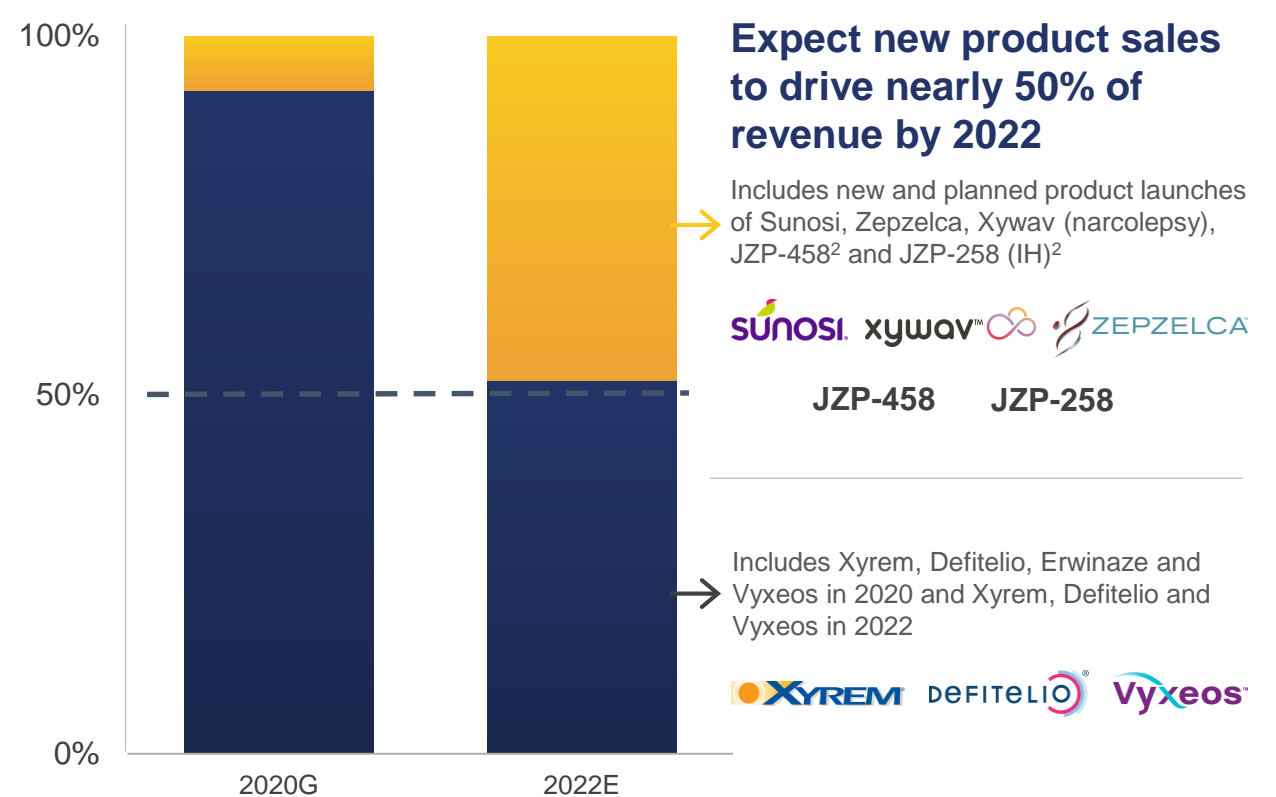
# Commercial Portfolio of High Value Products

Continuing to Deliver Strong Revenue Growth and Diversification

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



## ...AND ENHANCED DIVERSIFICATION BY 2022

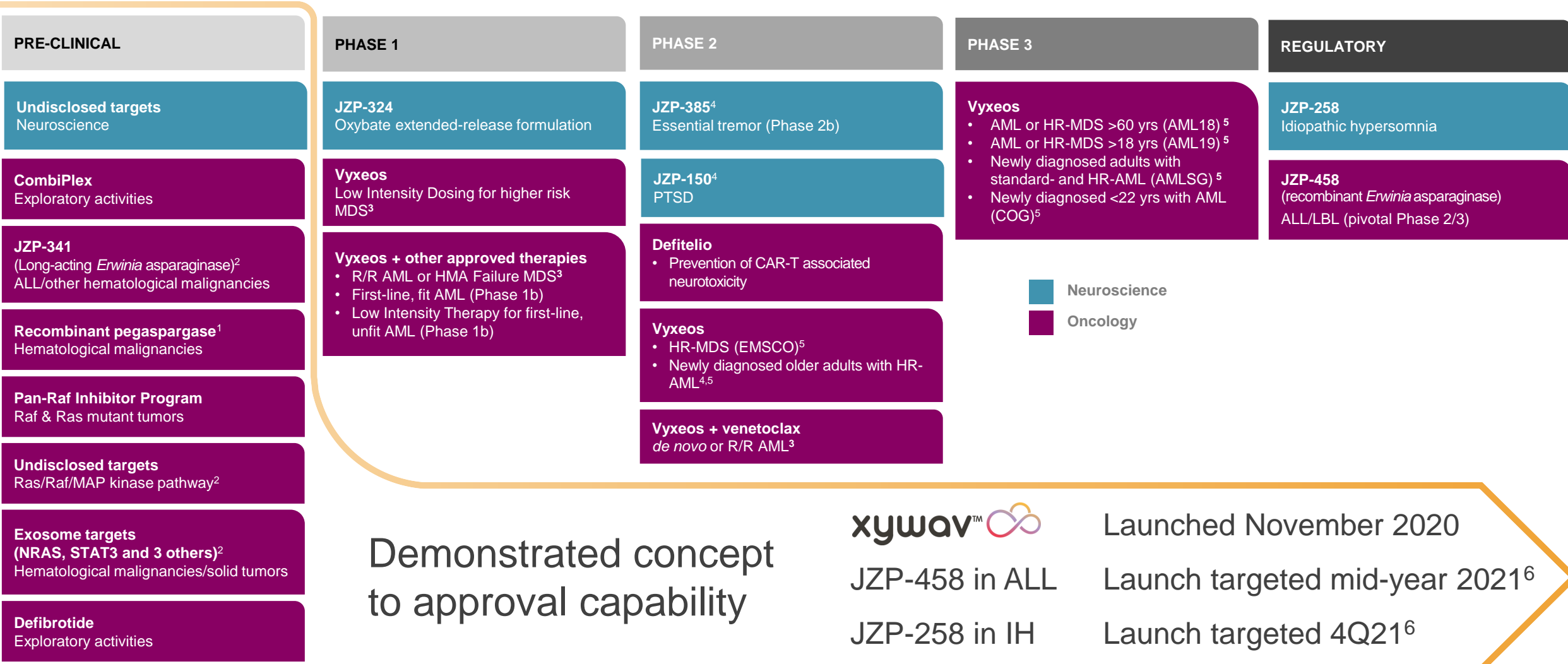


<sup>1</sup> E=Estimated, G=Guidance. Guidance provided by Jazz Pharmaceuticals plc on and as of November 2, 2020. The company expects that, for the year ended December 31, 2020, reported total revenues will meet the guidance range provided on November 2, 2020. Jazz Pharmaceuticals has not finalized its financial results for the year ended December 31, 2020 and actual results may differ; <sup>2</sup> Subject to FDA approval.



# Robust and Productive Pipeline for Sustainable Growth

Targeted Investments Designed to Fuel Growth Through 2025 and Beyond



Demonstrated concept to approval capability



JZP-458 in ALL

JZP-258 in IH

Launched November 2020

Launch targeted mid-year 2021<sup>6</sup>

Launch targeted 4Q21<sup>6</sup>

# Diverse and Experienced Management Team

Expanded Capabilities and Leadership to Drive Next Phase of Growth

2003



**Bruce Cozadd**  
Chairman and CEO

2018



**Daniel N. Swisher, Jr.**  
President and COO



**Heidi Manna**  
SVP and Chief Human Resources Officer

2019



**Robert Iannone, MD, MSCE**  
EVP, R&D



**Neena M. Patil**  
SVP and General Counsel



**Finbar Larkin, Ph.D.**  
SVP, Technical Operations

2020



**Samantha Pearce**  
SVP, Europe and International



**Renée Galá**  
EVP and CFO



**John Miller**  
SVP, Global Product Strategy



**Kim Sablich**  
EVP and General Manager, North America



**George Eliades**  
SVP, Corporate Development and Chief Transformation Officer

# Delivering Significant Value Through 2025 and Beyond

Disciplined Allocation of Capital in Alignment With Our Strategic Priorities



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



---

# NEUROSCIENCE

# Delivering Growth, Value and Durability

Neuroscience



**Strong  
Commercial  
Execution**

**#1**

Sleep disorder  
medicine by sales  
since 2014 (Xyrem)

**>50%**

of oxybate  
patients on  
Xywav by 2023

**\$1.76-1.8B**

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

**3**

On-market  
products

xywav™ 

 sunosi.

 **XYREM**  
(sodium oxybate) oral solution 

**Poised For  
Sustainable  
Growth**

- Sleep franchise — enhanced durability with first and only FDA approved lower-sodium oxybate, Xywav<sup>2</sup>
- 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 and post-traumatic stress disorder (PTSD)
- Investing in pipeline with early in-licensed innovative assets with new MOAs

<sup>1</sup> The company expects that, for the year ended December 31, 2020, reported Neuroscience net 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>2</sup> Xyrem and Xywav warnings: Central nervous system depression and abuse and misuse. For full details see U.S. prescribing information, summary in appendix

# Executing a Successful Xywav Launch



Launched November 2020 for the treatment of cataplexy or excessive daytime sleepiness (EDS) in narcolepsy



## SODIUM MATTERS

- Xywav is the only lower-sodium oxybate approved for the treatment of cataplexy or excessive daytime sleepiness (EDS) in narcolepsy
- Unlocking the potential in narcolepsy; educating physicians and patients on the lifelong burden of narcolepsy and high sodium intake
- Goal that the majority of oxybate patients are benefiting from Xywav therapy by 2023

## LAUNCH HIGHLIGHTS

- Launch progressing well
- Large majority of Xywav prescriptions are to patients who have previously taken Xyrem
- Majority of oxybate naïve patients being prescribed Xywav
- On track to obtaining broad payer coverage
  - Covered on the Express Scripts National Preferred Formulary for commercial lives on first day of launch

# JZP-258 Breaking New Ground in Idiopathic Hypersomnia

Initiated Rolling sNDA Submission in Adults in December 2020 — Target Launch 4Q21<sup>1</sup>

## MARKET DYNAMICS<sup>2</sup>

~37,000 diagnosed IH patients in the U.S.  
High likelihood of under- and mis-diagnosis

~800 physicians account for ~70% of IH diagnoses<sup>1</sup>

~90% overlap with our current call universe

No FDA Approved Therapies

## IMPACTS

- Difficulty maintaining job
- Financial stress
- Difficulty focusing mid-conversation leads to poor communication
- Lack of energy to socialize resulting in strained relationships
- Limited time and energy for hobbies
- Driving — potential to fall asleep

Profoundly Impacts Quality of Life

## SYMPTOMS

Consumed by sleep

Sleep inertia — difficulty waking

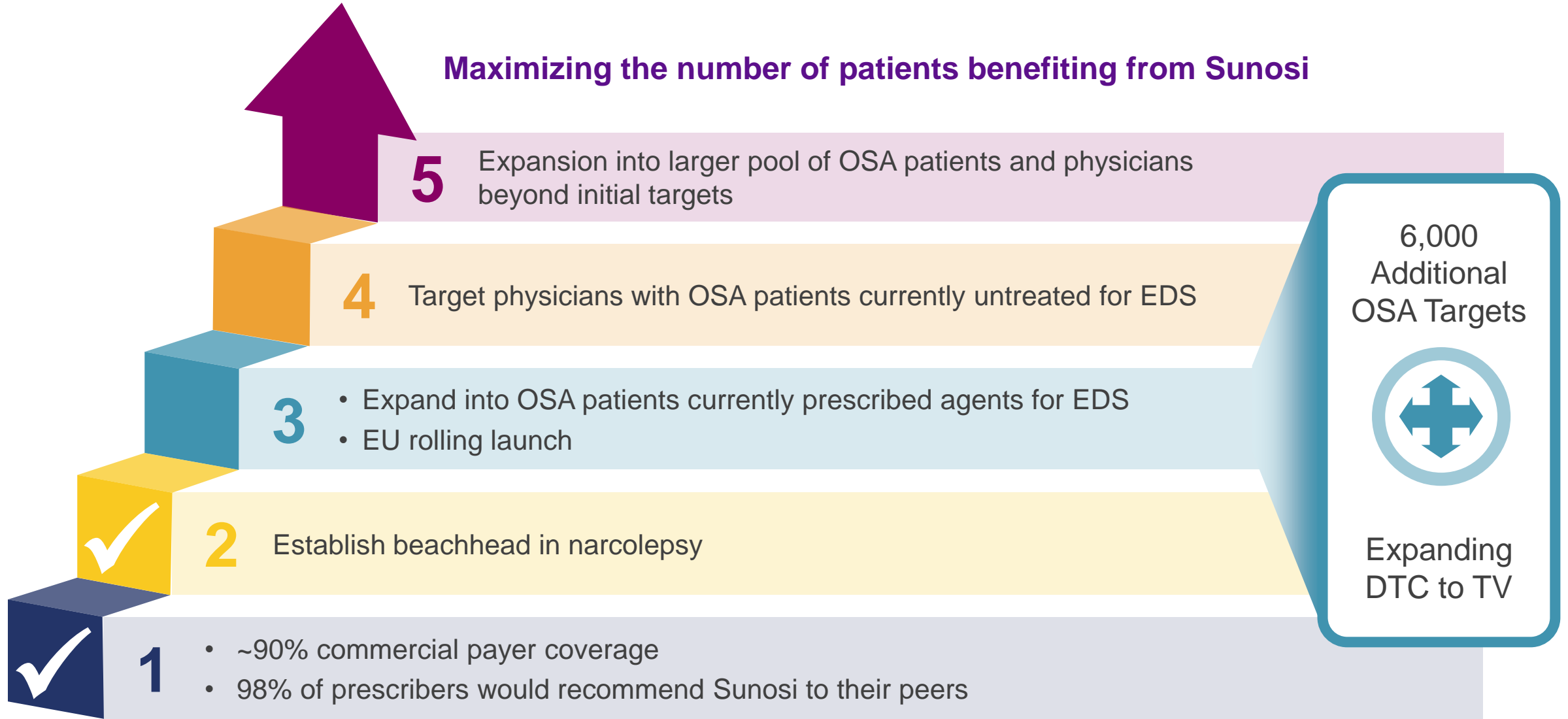
Brain fog

Memory loss

Chronic fatigue

Microsleep

### Maximizing the number of patients benefiting from Sunosi

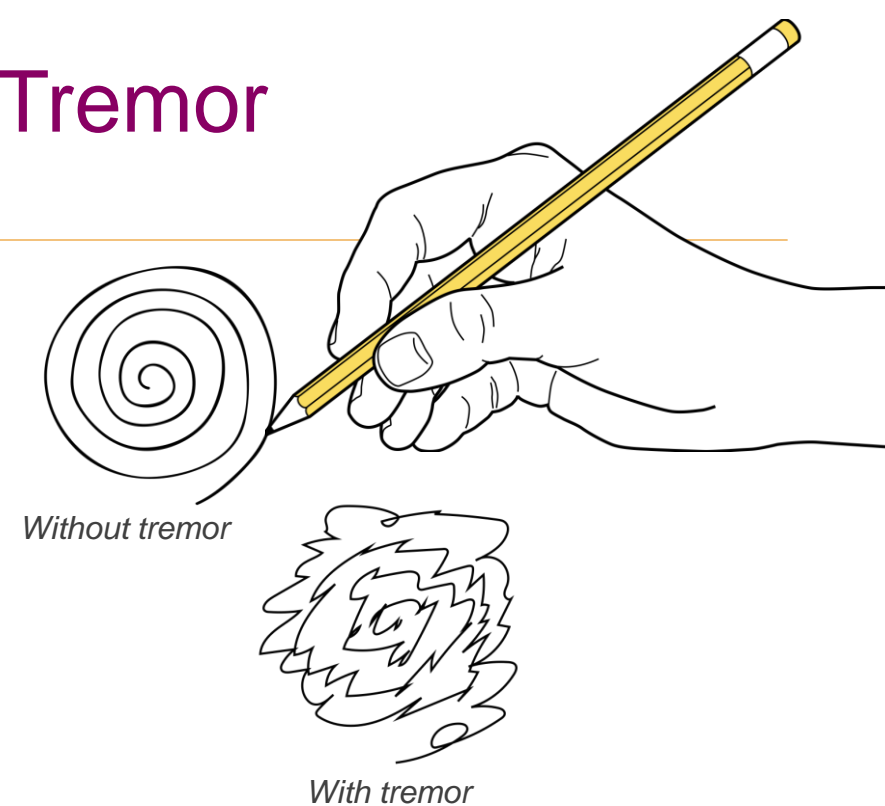




# JZP-385 — Initially Focused on Essential Tremor

Phase 2b Study Initiation Planned 1H21

- Most common pathological tremor disorder
- Progressive, irreversible and chronic debilitating disorder
- Profound impact on patients' lives and their activities of daily living
- Patients express feelings of “embarrassment,” “shame,” and “misery”
- No newly approved pharmacotherapy in over 50 years



## KEY HIGHLIGHTS

### JZP-385

Phase 2  
Essential Tremor

- Broadens neuroscience pipeline into movement disorders
- Differentiated MOA — selective T-type calcium ( $Ca_v3$ ) channel modulator
- Targeted specifically at tremor oscillation centers

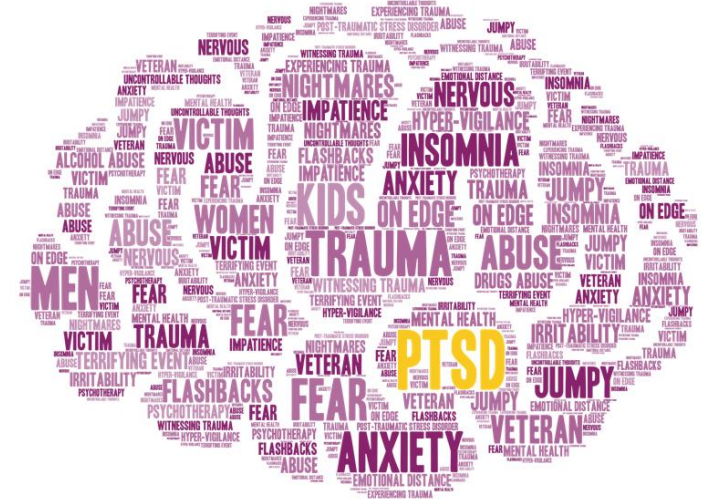
## GROWTH OPPORTUNITIES

- Limited treatment options
- High unmet need for a safe, effective and durable treatment option
- Development opportunities beyond Essential Tremor

# JZP-150 — Initially Focused on PTSD

Phase 2 Study Initiation Targeted in Late 2021

- PTSD results from exposure to actual or threatened death, serious injury or sexual violence
- PTSD represents a global public health problem that is associated with significant morbidity and mortality
- PTSD affects up to 8% of adults during their lifetime<sup>1</sup>
- No newly approved pharmacotherapy in almost two decades
- Medications with a novel mechanism of action that can address the pathophysiology of PTSD are needed



## KEY HIGHLIGHTS

- Differentiated MOA (irreversible binding)
- Potential to impact pathophysiology and symptoms of PTSD (fear extinction learning, anxiety / depression and sleep architecture)
- Demonstrated benefit on fear extinction and stress responses in health volunteers<sup>2</sup>

**FAAHi**  
Phase 2 ready  
PTSD

## GROWTH OPPORTUNITIES

- U.S. target population ~2M
- Limited treatment options
- High unmet need for a safe, effective and durable treatment option
- Development opportunities beyond PTSD



ONCOLOGY

# Rapidly Growing Our Oncology Business

Strong Commercial and Development Capabilities



**Revenue  
Diversification  
Driver**

**~\$2B**

Oncology sales  
2015-2019

**3**

Products contributed  
\$100M+ each in  
2019

**\$525-565M**

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

**5**

Key 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> The company expects that, for the year ended December 31, 2020, reported Oncology net 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.

# Strong Start to Zepzelca Launch

Demonstrating Launch Execution Excellence



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

## LAUNCH HIGHLIGHTS

- Strong initial launch with 3Q revenues of \$37M and growth in 4Q
- Similar share of use across platinum resistant and platinum sensitive 2L SCLC patients<sup>1</sup>
- Included in NCCN<sup>®</sup> Guidelines from launch
- Positive feedback from physicians and increased awareness through education and promotion<sup>2</sup>

## STRATEGIC FIT

- 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
- SCLC opportunity: Currently ~17,000 patients per year treated; ~8,000 patients do not receive 2L treatment
- Joint development plan with PharmaMar includes:
  - Evaluation of other tumor types
  - 1L SCLC in combination with I/O and other agents

# JZP-458: Driven by Patient Need

Demonstrating R&D and Partnering Excellence

## INNOVATE

Significant need for reliable, consistent, high quality supply



## EXECUTE

Optimal usage;  
Global expansion; R&D



## TRANSFORM

Optimize treatment;  
Save lives

## RAPID PROGRESSION FROM PHASE 1 TO TARGETED LAUNCH IN < 2 YEARS<sup>1</sup>

Initial discussions with  
FDA on concept of a  
recombinant product

2016

Phase 1  
completed

2019

Real-Time Oncology Review  
BLA submission initiated  
December 2020

2020

OBJECTIVE:  
launch mid-2021<sup>1</sup>

2021

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



# EXECUTING FOR VALUE CREATION



**Meaghan**  
Narcolepsy Patient



# 2021 Goals

Aligned to Patient-Centric Strategy and Key Objectives



## PATIENT-CENTRIC INNOVATION DRIVES OUR STRATEGY

### Innovate to transform the lives of patients

- Expand our pipeline and diversify revenues through acquisitions, collaborations, and internal initiatives
- Build a high value portfolio of assets through disciplined portfolio management and capital allocation



## CONTINUED COMMERCIAL EXECUTION EXCELLENCE

### Targeted launches:

- JZP-458: mid-year 2021<sup>1</sup>
- JZP-258 IH: 4Q21<sup>1</sup>

### Continue to focus on:

- Rapid U.S. adoption and broad access for Xywav
- Sunosi growth globally
- Driving Zepzelca as the treatment of choice for 2L SCLC patients



## ROBUST AND PRODUCTIVE PIPELINE

### Key Pipeline Milestones:

- Initiate phase 2b study for JZP-385 in ET in 1H21
- Initiate phase 2 study for JZP-150 in PTSD in late 2021
- Initiate phase 3 study for Zepzelca in combination with I/O in 1L SCLC



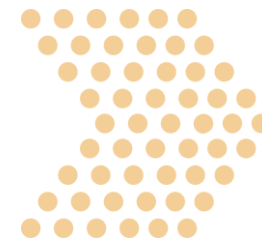
## 2021

5 key launches through 2020 and 2021



## 2022

Nearly half of revenues from products launched since 2019



## 2023

Majority of oxybate patients on Xywav



# 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



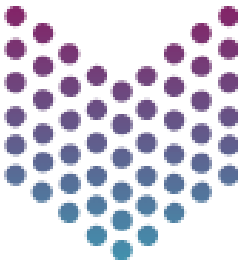
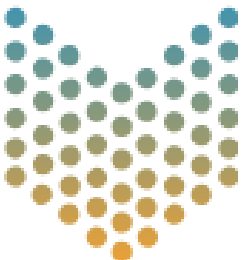
Robust and Productive  
Development Pipeline  
Designed for Sustainable  
Growth



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



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

**INNOVATE**   
**EXECUTE**   
**TRANSFORM**



# APPENDIX

# Glossary of Terms

---

1L / 2L / 3L = First / Second / Third Line  
ALL = Acute Lymphoblastic Leukemia  
AML = Acute Myeloid Leukemia  
AMLSG = AML Study Group  
BLA = Biologics License Application  
CAGR = Compound Annual Growth Rate  
CAR-T = Chimeric Antigen Receptor T-cell Therapy  
COG = Children's Oncology Group  
DTC = Direct-to-Consumer  
EDS = Excessive Daytime Sleepiness  
EMSCO = European Myelodysplastic Syndromes Cooperative Group  
ET = Essential Tremor  
FAAH (i) = Fatty Acid Amide Hydrolase (Irreversible)  
FDA = U.S. Food and Drug Administration  
HMA = Hypomethylating Agent  
HR-AML = High-Risk AML  
HR-MDS = High-Risk MDS  
IH = Idiopathic Hypersomnia

IND = Investigational New Drug Application  
LBL = Lymphoblastic Lymphoma  
M&A = Mergers & Acquisitions  
MAP = Mitogen-activated Protein  
MDACC = MD Anderson Cancer Center  
MDS = Myelodysplastic Syndrome  
MOA = Mechanism of Action  
NCCN = National Comprehensive Cancer Network  
OSA = Obstructive Sleep Apnea  
PharmaMar = Pharma Mar, S.A.  
PTSD = Post-Traumatic Stress Disorder  
R&D = Research & Development  
R/R = Relapsed / Refractory  
SCLC = Small Cell Lung Cancer  
SHA = Symphony Health  
sNDA = Supplemental New Drug Application  
SpringWorks = SpringWorks Therapeutics, Inc.  
TSR = Total Shareholder Returns  
TTCC = T-Type Calcium Channel

# Warnings

---

## **XYREM**

**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 [see Warnings and Precautions (5.1)]. Many patients who received Xyrem during clinical trials in narcolepsy were receiving central nervous system stimulants [see Clinical Trials (14)].

### **• 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 [see Warnings and Precautions (5.2)].

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)].

## **VYXEOS**

**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 [see Warnings and Precautions (5.1)].

## **XYWAV**

**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)].