# 43<sup>rd</sup> Annual J.P. Morgan Healthcare Conference

Innovating to Transform the Lives of Patients and Their Families





# Transforming Lives. Redefining Possibilities.

#### **Caution Concerning Forward-Looking Statements**

This presentation contains forward-looking statements and financial targets, including, but not limited to, statements related to: the Company's growth prospects and future financial and operating results, including the ability of the Company's portfolio to drive long-term shareholder value; expectations with respect to indication expansion opportunities; 2024 total, neuroscience and oncology revenue guidance and the Company's expectations related thereto; the Company's ability to drive significant cash flow generation; the Company's commercial expectations, including with respect to revenue diversification and its expectations for significant growth; the Company's expectations with respect to the commercial potential of its products and product candidates, including the blockbuster potential for Epidiolex, the peak potential of zanidatamab, growth opportunities for Rylaze, Epidiolex/Epidyolex, Xywav and Ziihera and Zepzelca's potential approval as a first line therapy, and the potential regulatory paths related thereto; the value and growth potential of its products; the Company's net product sales and goals for net product sales from new and acquired products; the Company's views and expectations relating to its patent portfolio, including with respect to expected patent protection; planned or anticipated clinical trial events, including with respect to initiations, enrollment and data read-outs, and the anticipated timing thereof, and planned or anticipated regulatory submissions and filings and other regulatory matters, including potential approvals, including the timing thereof; 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: maintaining or increasing sales of and revenue from Xywav, Rylaze, Zepzelca, Epidiolex / Epidyolex, Ziihera and other key marketed products; effectively launching and commercializing the Company's other products and product candidates; the successful completion of development and regulatory activities with respect to the Company's product candidates; obtaining and maintaining adequate coverage and reimbursement for the Company's products; the time-consuming and uncertain regulatory approval process, including the risk that the Company's current and/or planned regulatory submissions may not be submitted, accepted or approved by applicable regulatory authorities in a timely manner or at all; the costly and time-consuming pharmaceutical product development and the uncertainty of clinical success, including risks related to failure or delays in successfully initiating or completing clinical trials and assessing patients such as those experienced, and expected to be experienced, by the Company; regulatory initiatives and changes in tax laws; market volatility; protecting and enhancing the Company's intellectual property rights and the Company's commercial success being dependent upon its obtaining, maintaining and defending intellectual property protection for its products and product candidates; 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, including those governing the research, development, manufacturing and distribution of controlled substances; government investigations, legal proceedings and other actions; identifying and consummating corporate development transactions, financing these 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 sufficiency of the Company's cash flows and capital resources; the Company's ability to achieve targeted or expected future financial performance and the uncertainty of future tax, accounting and other provisions and estimates; the Company's ability to meet its projected long-term goals and objectives, in the time periods that the Company anticipates, or at all, and the inherent uncertainty and significant judgments and assumptions underlying the Company's long-term goals and objectives; the completion of financial closing procedures, final audit adjustments and other developments that may arise the Company's expectations with respect to the Company's 2024 revenue guidance to differ, perhaps materially, from the financial results that will be reflected in the Company's audited consolidated financial statements for the fiscal year ended December 31, 2024; and other risks and uncertainties affecting the Company, including those described from time to time under the caption "Risk Factors" and elsewhere in the Company's Securities and Exchange Commission filings and reports, including the Company's Annual Report on Form 10-K for the year ended December 31, 2023 as supplemented by the Company's Quarterly Report on Form 10-Q for the quarter ended September 30, 2024, and its future filings and reports. Other risks and uncertainties of which the Company is not currently aware may also affect its 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 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.



# Jazz Pharmaceuticals.



Xywav patient living with IH

# Our Purpose

is to innovate to transform the lives of patients and their families.

# Who We Are

We are focused on developing life-changing medicines for people with serious diseases, often with limited or no therapeutic options, so they can live their lives more fully.



Rylaze patient diagnosed with ALL / LBL

# Positioned to Drive Long-term Shareholder Value

## **PIPELINE**

Zanidatamab and Zepzelca indication expansion opportunities; additional pipeline programs under development

# CORPORATE **DEVELOPMENT**

Financial strength to transact and well-positioned to be partner of choice

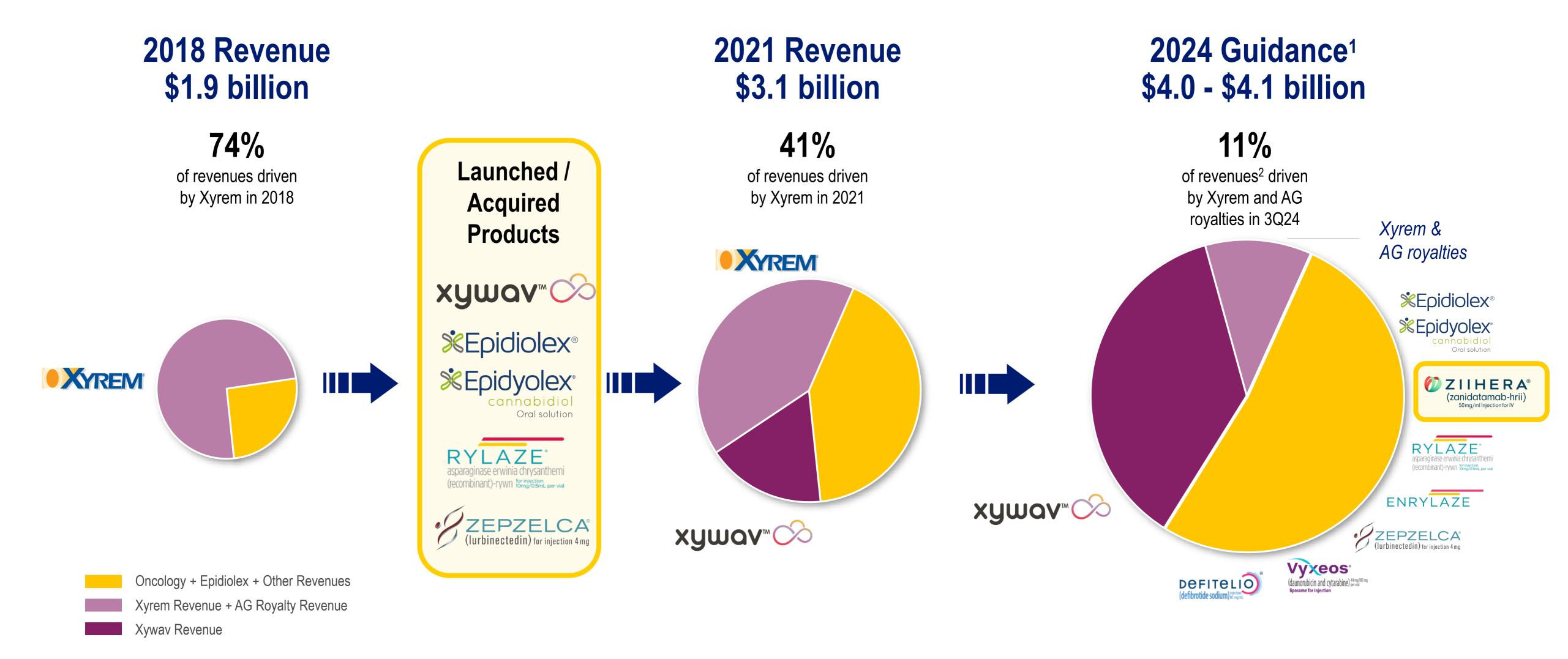


# COMMERCIAL

Growth and diversified revenues expected to generate significant cash flow



# Growing and Diversified Commercial Portfolio





# Strategic Transactions Driving Growth and Expanding Capabilities

#### ZEPZELCA

Rapidly Accretive Transaction

#### **GW ACQUISITION**

Transformational Transaction

#### **ZANIDATAMAB**

Broad Oncology

Development Transaction

- Rapidly established as treatment of choice in 2L SCLC
- >\$1.1B<sup>1</sup> in revenue since launch in mid-2020
- Positive Phase 3 results from IMforte trial; Plan to submit sNDA for 1L ES-SCLC in 1H25

2019

- Durable and long-lived asset in Epidiolex
- >\$2.7 billion<sup>2</sup> in revenue since acquisition mid-2021
- Epidiolex poised to reach blockbuster status in 2025
- Expanded operational footprint and in-house R&D capabilities

- Significant regulatory progress with extensive development program ongoing
- Path to approval in 1L GEA with anticipated sBLA submission in 2025
- \$2B+ peak sales potential

# WELL-POSITIONED FOR CORPORATE DEVELOPMENT

#### **FINANCIAL STRENGTH**

- \$2.6B in cash, cash equivalents and investments<sup>3</sup>
- ~\$1.0B cash from operations<sup>4</sup>
- \$885M undrawn revolving credit facility<sup>5</sup>

#### PARTNER OF CHOICE

- Demonstrated global commercial footprint and capabilities
- A leader in neuroscience
- Rapidly growing oncology business
- In-house development expertise
- Track record of maximizing asset potential

2021 2022



# Track Record of Successfully Growing and Diversifying Commercial Portfolio

Expect to meet 2024 total, neuroscience and oncology revenue guidance<sup>1</sup>

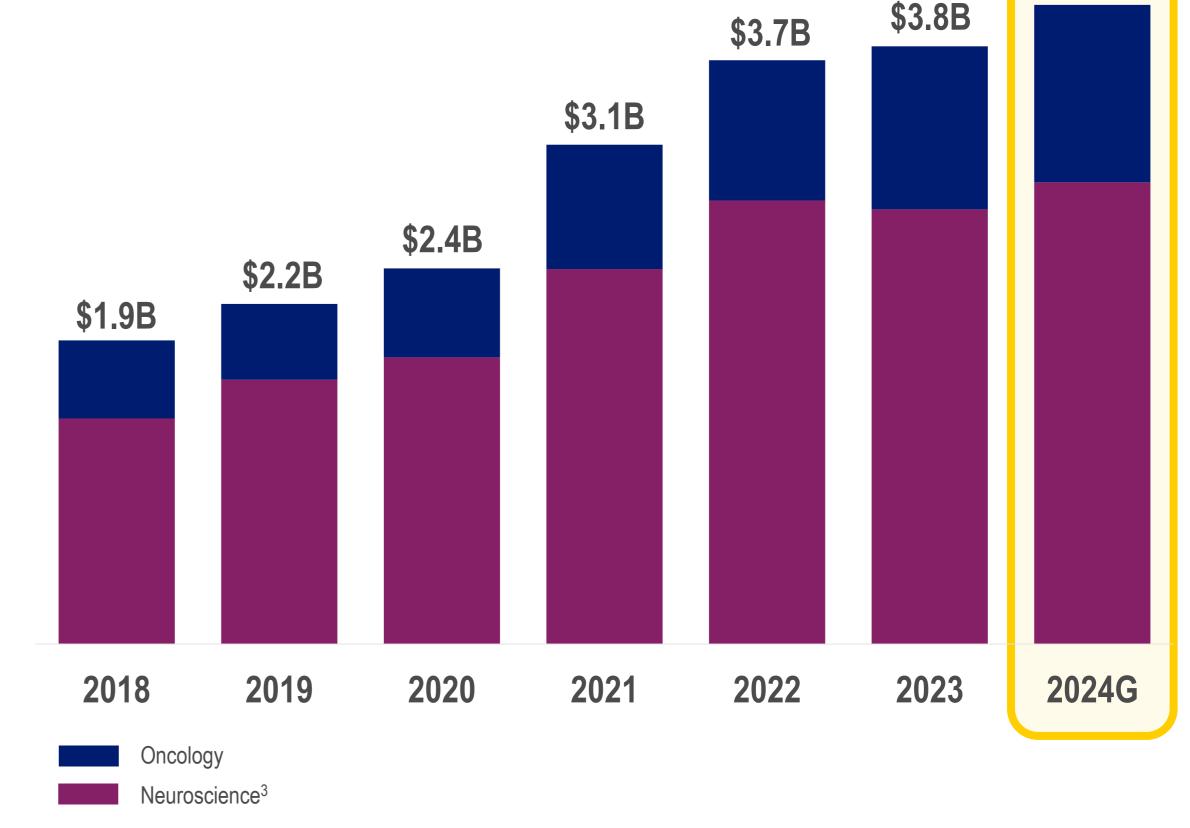
**20** Consecutive Years

**YoY Revenue Growth** 

2005 - 2024G

13.5% Total Revenue CAGR

2018 – 2024G midpoint<sup>2</sup>





\$4.0B-

\$4.1B

# Pipeline

Focused Investments in Promising R&D Portfolio

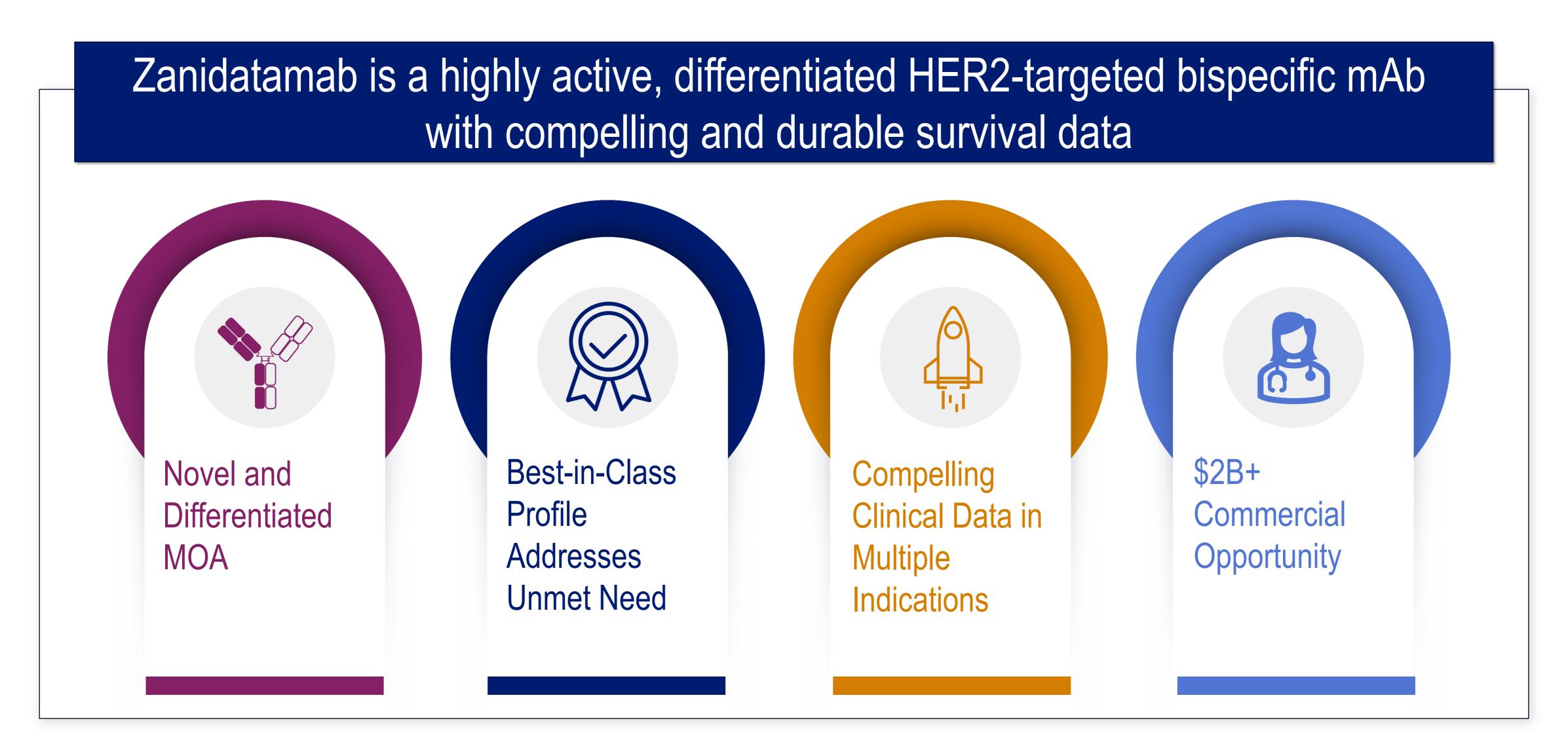


# Key Pipeline Programs

<b>Key Clinical Programs</b>	PHASE 1	PHASE 2	PHASE 3	PHASE 4 / REGULATORY	NEAR-TERM CATALYSTS
Zanidatamab				2L BTC (pivotal)	Ziihera® approved in 2L BTC in 4Q24
		Phase	3 1L GEA (pivotal)		Phase 3 top-line PFS readout estimated 2Q25
			Phase 3 1L BTC		Phase 3 confirmatory trial in 1L BTC ongoing
	Phase 3 BC in patients who have	progressed on previo	us T-DXd treatment		Phase 3 EmpowHER-BC-303 trial now enrolling
	I-SPY2 Trial: neoadjuvant treatment of locally ad	vanced BC			
	Phase 2 pan-tumor trial in HER2+ so	olid tumors			Phase 2 DiscovHER-Pan-206 trial initiated
Zepzelca		1L ES-SCLC co	mbo with Tecentriq		Positive OS and PFS data: expect sNDA filing in 1H25
	Phase 4 2L SCLC observational trial				
		Phase 3 2L SCL	C confirmatory trial		
JZP815	RAF & RAS mutant tumors				
JZP898	Solid tumors				
Epidyolex		Ja	pan (LGS/TSC/DS)		



# Zanidatamab Has the Potential to Transform HER2-Targeted Therapies



# Rapidly Advancing Zanidatamab Development Program

# 2024 BTC ✓ Ziihera approved in 2L BTC in 4Q24

- ✓ Initiated 1L confirmatory trial
- ✓ 2L BTC MAA validated by EMA

#### **GEA**

✓ Enrollment on track for Phase 3 HERIZON-GEA-01 trial

#### BC

✓ Phase 3 EmpowHER-BC-303 trial initiated

#### Pan Tumor

✓ Phase 2 DiscovHER-Pan-206 trial initiated

## 2025

#### BTC

Potential **EU approval** as early as 2Q25

#### **GEA**

- HERIZON-GEA-01 top-line results estimated 2Q25
- Expect to **submit sBLA** in 1L
- Potential further development in neoadjuvant / adjuvant GEA population

# 2026 and Beyond

#### BTC

Expect to **complete** 1L confirmatory trial

#### **GEA**

- Potential 1L approval and launch
- Expanded market strategy

#### BC

**Ongoing execution** of EmpowHER-BC-303 trial

#### Pan Tumor

Ongoing execution of DiscovHER-Pan-206 trial

# Goal: become the HER2-targeted therapy of choice



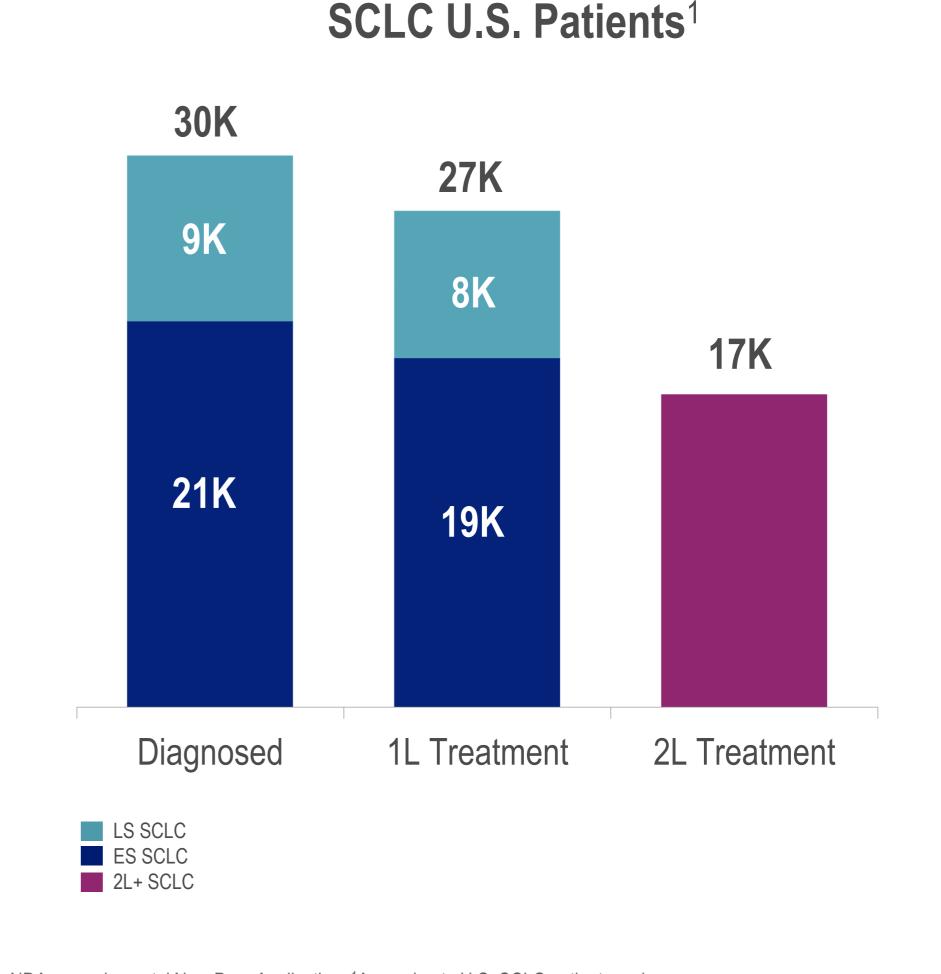
# Zepzelca: Positive Top-Line Results from 1L ES-SCLC Phase 3 Trial

#### **IMforte Phase 3 Trial:**

- Demonstrated statistically significant and clinically meaningful improvement in OS and PFS primary endpoints for 1L ES-SCLC
- Potential to delay disease progression and extend survival for patients
- Plan to submit sNDA for 1L ES-SCLC indication in 1H25

## Significant unmet need:

- Expected median OS for 1L ES-SCLC patients is ~13 months<sup>2</sup>
- In the U.S., there are ~30,000 1L SCLC patients, with ~27,000 currently treated in 1L and ~17,000 treated in 2L<sup>1</sup>
- ~70% of 1L patients have extensive stage SCLC¹





# Key Commercial Products

Highly Differentiated Therapies Poised for Growth



# Highly Differentiated Medicines for Patients with Serious Diseases

Top-line growth driven by diversified businesses spanning Sleep, Epilepsy and Oncology, each annualizing >\$1B<sup>1</sup>

# Oncology





Standard of care in pediatric ALL/LBL patients with asparaginase HSR reaction

# Neuroscience





#1 branded treatment for epilepsy

#1 branded treatment for narcolepsy and only approved IH therapy

Potential to be the therapy of choice in multiple HER2+ tumors

ZIIHERA®

(zanidatamab-hrii)

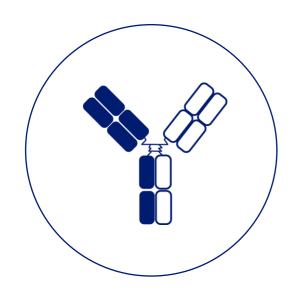
#1 treatment
in 2L ES-SCLC;
expansion opportunity
in 1L ES-SCLC

# Diverse product mix + strong cash flow generation



# Ziihera: Unique MOA Drives Compelling Clinical Profile and Patient Outcomes





Unique dual-targeting
HER2 bispecific
antibody provides
differentiated treatment



Compelling and durable responses help drive improved patient outcomes in HER2+ patients



Favorable
tolerability profile
contributes to
improved patient
quality of life

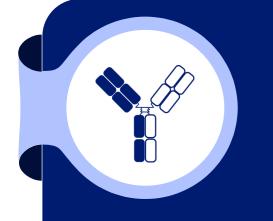


Combination data supports ability to combine with other agents in multiple HER2+ indications



# BTC Launch: Building Momentum for Multiple Indications





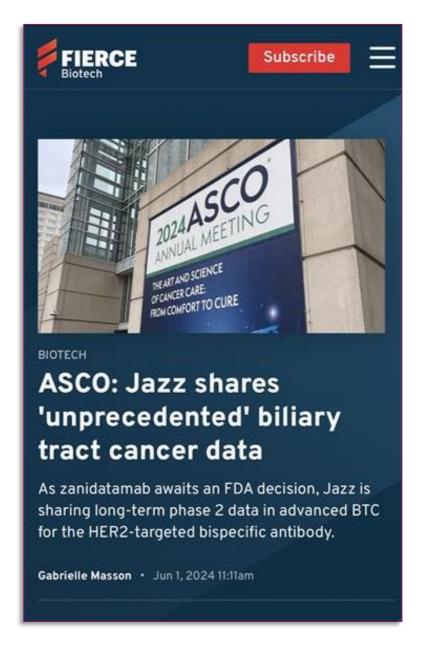
**Ziihera Clinical Data** 

51.6% Overall Response Rate<sup>1</sup> 14.9m

Median Duration of Response<sup>1</sup>

2.5%

Discontinuation Rate<sup>1</sup>









Build momentum for Ziihera's potential as a transformative next-generation HER2-targeting agent



# BTC Launch Driven by Proven Jazz Oncology Team and Infrastructure



- Proven team with deep oncology experience, including extensive expertise in the HER2 therapy space will help drive additional adoption and uptake
- Infrastructure in place for a successful Ziihera launch



- Significant overlap in existing call universe covering key customers and accounts
- Leverage Jazz's established presence across sales, marketing, medical and access



Access, distribution, reimbursement, and patient support services ensure customers can readily order Ziihera, help patients navigate reimbursement approvals, and provide patient support through dedicated Jazz Resources and the JazzCares suite of services



# Zanidatamab: De-Risked Near-Term Opportunity with \$2B+ Peak Potential

### Significant regulatory progress:

• Ziihera **now approved** in the U.S. for the treatment of adults with previously treated, unresectable or metastatic HER2+ (IHC3+) BTC

• EMA validated MAA; potential approval as early as 2Q25

## **Biliary Tract Cancer**

**Initiated U.S. launch activities** in 2L BTC

1L BTC confirmatory trial ongoing

HERIZON-BTC-01: Updated data at ASCO

~12,000

BTC cases annually<sup>2</sup> in U.S., Europe<sup>3</sup> and Japan

# Gastroesophageal Adenocarcinoma

Path to approval in 1L GEA with sBLA submission

HER2+/PD-L1 negative: opportunity to address unmet need and replace trastuzumab<sup>1</sup>

HER2+/PD-L1 positive: opportunity to replace trastuzumab as HER2-targeted therapy of choice<sup>1</sup>

Opportunity to **explore potential in neoadjuvant** populations<sup>1</sup>

~63,000

GEA cases annually<sup>2</sup> in U.S., Europe<sup>3</sup> and Japan

#### **Breast Cancer**

#### **Expanded opportunity across lines of therapy**<sup>1</sup>:

- Post T-DXd (Ph3 EmpowHER trial)
- Early lines of therapy (neoadjuvant)
- Novel combinations

#### **Initiated Ph3 EmpowHER trial 2H24:**

 Zanidatamab + chemo vs. tras + chemo in patients with HER2+ BC whose disease has progressed on previous T-DXd treatment

Potential for **novel chemo-free regimen** for **HER2+/HR+** patients<sup>1</sup>

#### **Ongoing trials in early breast cancer:**

- I-SPY2 Trial<sup>4</sup>
- MD Anderson collaboration

~150,000

BC cases annually<sup>5</sup> in U.S., Europe<sup>3</sup> and Japan

# Other HER2-Expressing Cancers

**Broad potential** beyond BTC, GEA, and BC in multiple HER2-expressing indications **based on compelling clinical activity from early trials**<sup>6</sup>:

- Colorectal
- NSCLC
- Ovarian
- Endometrial
- Pancreatic
- Bladder
- Salivary Gland
- Ampullary
- Other HER2-expressing solid tumors

#### **Initiated Phase 2 DiscovHER-Pan-206**

 Zanidatamab monotherapy in previously-treated patients with no available treatment options

**Broad Potential** 

Beyond BTC, GEA, and BC



# Zepzelca: Opportunity to Redefine 1L SCLC Treatment Paradigm



Donna Former Zepzelca patient living with SCLC



#### Well-established as 2L SCLC treatment of choice

• >\$1.1 billion<sup>1</sup> in revenue since launch in mid-2020

#### Plan to submit sNDA for 1L ES-SCLC in 1H25

- Reported statistically significant and clinically meaningful OS and PFS results from the Phase 3 trial in combination with Tecentriq® (atezolizumab), conducted in collaboration with Roche<sup>2</sup>
- Significant unmet need: expected median OS for ES 1L SCLC patients is ~13 months<sup>3</sup>
- Potential to increase duration of response with earlier line patients
- In the U.S., there are ~30,000 1L SCLC patients, with ~27,000 currently treated in 1L and ~17,000 treated in 2L<sup>4</sup>



# Rely on Rylaze: Critical Component of U.S. ALL/LBL Treatment Protocols



**Willow** *Rylaze patient diagnosed with ALL* 



ENRYLAZE

# Sustained asparaginase activity over the course of therapy essential to treatment success of ALL/LBL patients<sup>1</sup>

- ~\$1.1 billion<sup>2</sup> in revenue since launch in mid-2021
- Only therapy available to patients in the U.S. who have a hypersensitivity reaction to *E. coli*-derived asparaginase

## Continued strong demand driven by:

- Increased use in adolescent/young adult setting
- Switching to Rylaze at first sign of hypersensitivity reaction and due to treatment-related issues

# Epidiolex: Durable Growth; High Unmet Need in Pediatric Onset Epilepsy



**Corey** *Epidiolex patient living with LGS* 



## Broad spectrum efficacy through novel mechanism of action

- Poised to reach blockbuster status in 2025
- Continued education on synergies from treatment in combination with clobazam
- Further data generation, including beyond-seizure benefits from the EpiCom<sup>1</sup> study in TSC and nurse-reported responses to the BECOME<sup>2,3</sup> survey in long-term care facilities presented at AES 2024
- Launched Nurse Navigator program to help patients and families address medication-related topics
- Additional opportunity to drive growth in adult patient setting

Oral solution

# Xywav: Differentiated by Low Sodium; IH Provides Growth Opportunity





- Annualizing over \$1.5 billion<sup>1</sup> as of 3Q24
- Xywav remains #1 branded treatment for narcolepsy
- Xywav is the only approved oxybate therapy that doesn't carry a warning and precaution related to high sodium intake
- FDA published its summary of clinical superiority findings stating Xywav is clinically superior to Xyrem by means of greater safety
- Positive impact from Field Nurse Educator program supporting both narcolepsy and IH
- See most opportunity for growth in IH as the only approved therapy to treat IH and no near-term competition

# Well-Positioned to Deliver Long-Term Value

Operational Excellence and Commercial Execution



# Delivering Significant Value Through Strategic Capital Allocation







~\$1.0B

Cash from operations<sup>1</sup>

\$2.6B

Cash, cash equivalents and investments<sup>2</sup>

\$885M

Undrawn revolving credit facility<sup>3</sup>

**COMMERCIAL GROWTH** 

New indications Geographic expansion



Diversified and growing revenue base

PIPELINE EXPANSION

Advancing internal assets Licensing new assets



Differentiated pipeline to support future growth

OPERATIONAL EXCELLENCE

Disciplined and strategic capital allocation Maximize value



Corporate development contributes to growth and diversification



# Well-Positioned to Deliver Meaningful Shareholder Value

#### **COMMERCIAL EXECUTION**



**Executing launch** in 2L BTC



Reaching blockbuster status



Meaningful growth opportunity in IH



Treatment of choice in 2L SCLC



**Near universal adoption** in U.S. pediatric protocols



#### PIPELINE CATALYSTS

#### Zanidatamab

Phase 3 1L GEA top-line data: estimated 2Q25

Potential EU 2L BTC approval as early as 2Q25

Phase 3 EmpowHER late-line BC trial is enrolling

# Zepzelca

Expect to **submit sNDA** for 1L ES-SCLC in 1H25

#### CORPORATE DEVELOPMENT

Continued focus on diversifying transactions to drive long-term growth and value



# Q&A



# Thank You

