



Jazz Pharmaceuticals®

# THIRD QUARTER 2021 FINANCIAL RESULTS

NOVEMBER 9, 2021

**Casey**

Xywav - Idiopathic Hypersomnia  
Trial Participant



# Life-Changing Medicines. Redefining Possibilities.

## Caution Concerning Forward-Looking Statements

This presentation contains forward-looking statements, including, but not limited to, statements related to: expected upcoming value drivers for and goals of Jazz Pharmaceuticals (the Company), including with respect to revenue diversification; the near-term blockbuster potential of Epidiolex®; the Company's pipeline and targeted investments providing for sustainable growth; the commercial and growth potential of the Company's products and product candidates; the Company's plans to submit additional data for Rylaze™; expected initiations of Epidiolex, nabiximols, JZP385, JZP150 and Zepzelca™ clinical trials and 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 the Company's oxybate products and other key marketed products; effectively launching and commercializing the Company's other products and 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, including the risk that 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 being experienced, and expected to continue to be experienced, by the Company as a result of the effects of the COVID-19 pandemic; the Company's failure to realize the expected benefits of its acquisition of GW Pharmaceuticals plc, including the risk that the legacy GW Pharmaceuticals business will not be integrated successfully or that such integration may be more difficult, time-consuming or costly than expected; 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; regulatory initiatives and changes in tax laws; market volatility; 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; identifying and acquiring, in-licensing or developing additional products or product candidates, 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 to fund its debt service obligations; the Company's ability to achieve expected future financial performance and results and the uncertainty of future tax, accounting and other provisions and estimates; the possibility that, if the Company does not achieve the perceived benefits of the acquisition of GW Pharmaceuticals as rapidly or to the extent anticipated by financial analysts or investors, the market price of the Company's ordinary shares could decline; 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' Securities and Exchange Commission filings and reports, including the Company's Quarterly Report on Form 10-Q for the quarter ended June 30, 2021, and future filings and reports by the Company, including the Company's Quarterly Report on Form 10-Q for the quarter ended September 30, 2021. 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 communication 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.

# Life-Changing Medicines. Redefining Possibilities.

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## Non-GAAP Financial Measures

To supplement Jazz Pharmaceuticals' financial results and guidance presented in accordance with U.S. generally accepted accounting principles (GAAP), the Company also uses a pro forma non-GAAP net leverage ratio, which is calculated using net debt and pro forma adjusted earnings before interest, tax, depreciation and amortization (Adjusted EBITDA), which are non-GAAP financial measures. Pro forma non-GAAP net leverage ratio is used by management to measure the Company's ability to repay outstanding debt obligations and the Company believes it is a meaningful metric to investors and analysts in evaluating the Company's financial leverage. Pro forma non-GAAP net leverage ratio is calculated by the Company as net debt (defined as total debt, net of cash and cash equivalents) divided by pro forma Adjusted EBITDA. EBITDA is defined as net income (loss) before income taxes, interest expense, depreciation and amortization. Pro forma Adjusted EBITDA is defined as EBITDA further adjusted to exclude certain other charges and adjustments as detailed in the reconciliation tables that follow and is calculated in accordance with the definition of Consolidated Adjusted EBITDA as set out in the Company's credit agreement entered into in May 2021 (the Credit Agreement). The Company believes that this non-GAAP financial measures provides useful supplementary information to, and facilitates additional analysis by, investors and analysts.

## Additional Cautionary Language

Certain information in this presentation is based upon management forecasts and reflects prevailing conditions and management's views as of this date, all of which are subject to change. In preparing this presentation, we have relied upon and assumed, without independent verification, the accuracy and completeness of all information available from public sources or which was provided to us by third parties or which was otherwise reviewed by us. The information contained herein is subject to change, completion or amendment and we are not under any obligation to keep you advised of such changes.





# INTRODUCTION AND OVERVIEW

BRUCE COZADD  
CHAIRMAN AND CHIEF EXECUTIVE OFFICER

# Focused Execution Drives Long-Term Value

Launch of Xywav in IH Completes Our Stated Goal of 5 Key Launches Through 2020 and 2021

## Significant Execution

**Exceptional** launches of Xywav in narcolepsy and Zepzelca

**Successfully completed 5 key launches** with Rylaze in 3Q21 and Xywav for IH November 1, 2021

**xywav**<sup>®</sup>

**ZEPZELCA**<sup>®</sup>  
(lurbinectedin) for injection 4 mg

**RYLAZE**<sup>™</sup>

**Epidiolex**<sup>®</sup>

**Nabiximols**

**JZP385**

**JZP150**

## Upcoming Value Drivers

- **Narcolepsy:** Market-leading adoption drives continued growth
- **Idiopathic Hypersomnia:** Significant value driver, launched November 1, 2021

- **Top-tier** launch driving significant market share; opportunity to **continue to grow** share in 2L SCLC
- **Opportunity in 1L setting:** Collaborative Phase 3 trial with Roche – Zepzelca + Tecentriq<sup>®</sup> in 1L SCLC

- **Early 2022:** expected **sBLA submission** for M/W/F IM dosing under RTOR
- **2022:** Expect regulatory **filings in Europe; 2023:** Anticipated **approval**
- **Japan:** Working with partner to advance the program for potential **filing, approval and launch**

- Focused on realizing **blockbuster potential**
- 4 of 5 key European launches underway, favorable pricing and reimbursement

- **1H22:** Expect data from the first MS-related spasticity trial
- **Late 2022/early 2023:** Expect data from two other ongoing MS-related spasticity trials
- **Potential for regulatory submission** in the U.S. in the next 18-24 months

- **1H24:** Expect **top-line data** readout
- Initially focused on essential tremor, most common pathological tremor disorder; limited treatment options and high unmet need

- Initially focused on PTSD
- U.S. target population: ~2M with limited treatment options



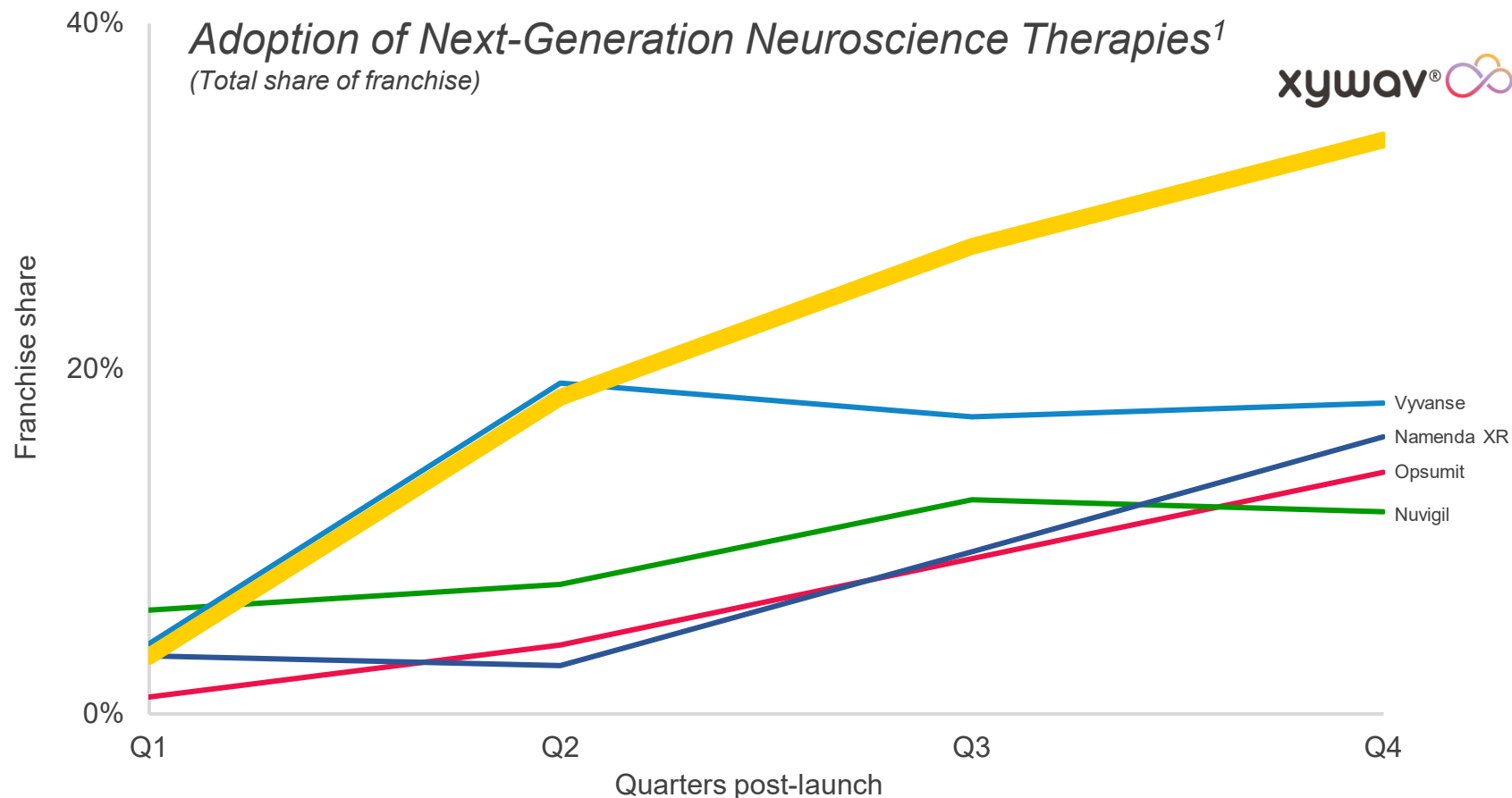


# COMMERCIAL PERFORMANCE

DAN SWISHER  
PRESIDENT

# Xywav: Exceptional Adoption in Narcolepsy

Driven by Strong Understanding of the Importance of Lowering Sodium Intake



## Xywav in Narcolepsy

- Achieved market-leading adoption with continued strong growth through 3Q21
- Benefits of lower-sodium oxybate are resonating with physicians and patients

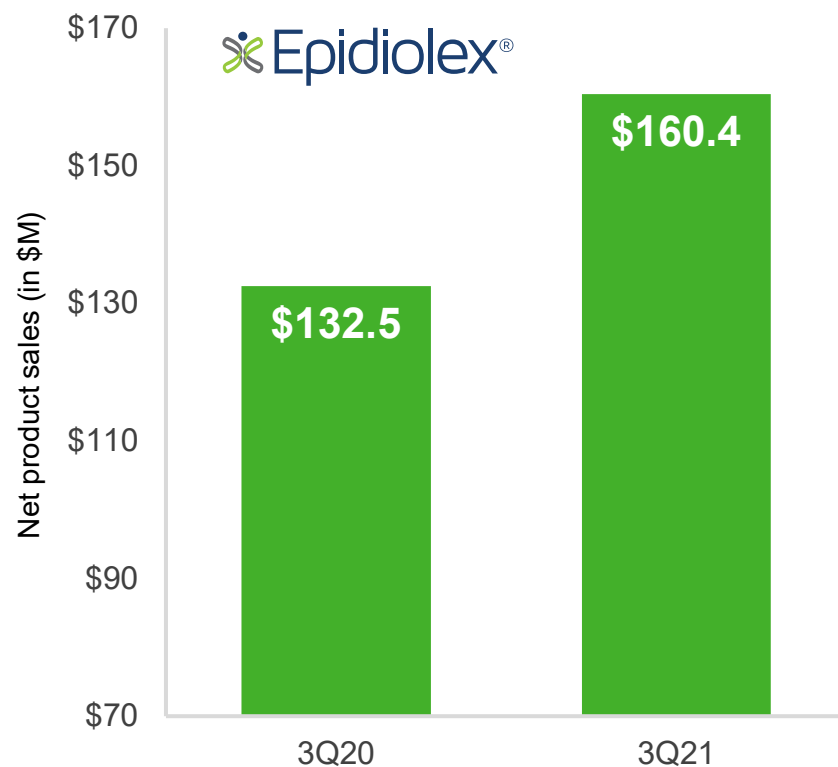
## Significant Growth Driver: Xywav for IH for adults

- Launched November 1, 2021
- ~37,000<sup>2</sup> patients diagnosed and actively seeking healthcare
- Focused HCP prescriber group; high overlap with existing sleep call universe

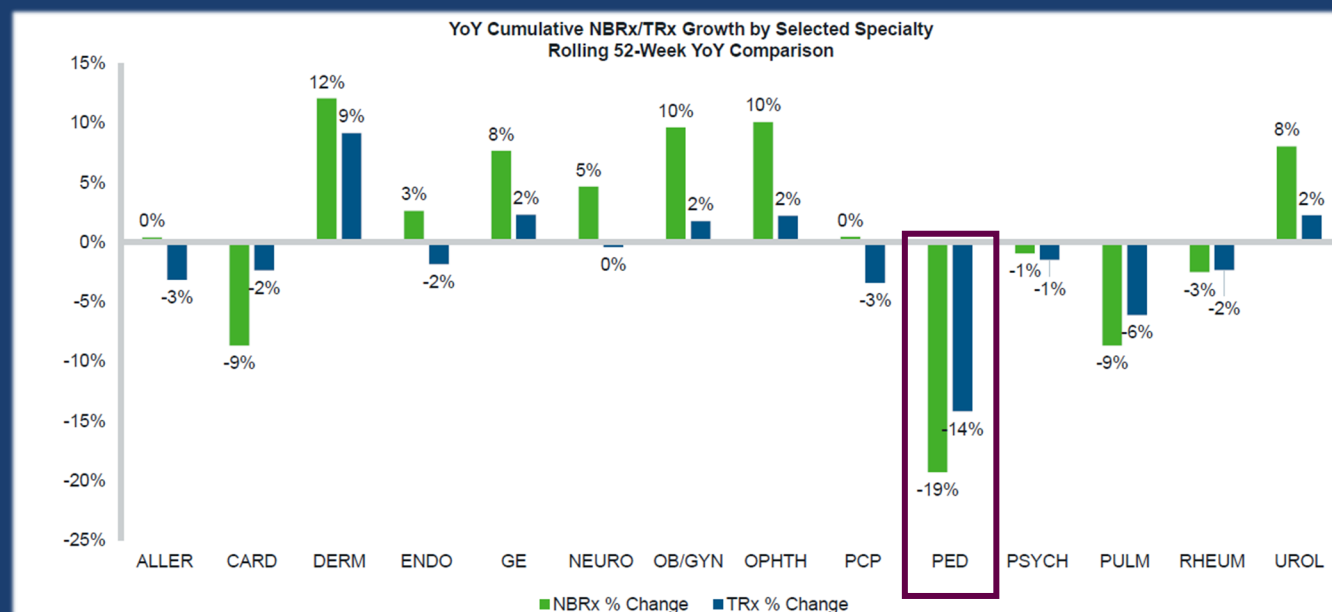
# Continued Epidiolex Revenue Growth

Year-Over-Year Growth Despite Short-Term COVID-19 Pressure

**21% revenue growth in 3Q21<sup>1</sup>**



**U.S. pediatric new prescriptions continue to be disproportionately impacted by COVID-19**



Source: IQVIA: National Prescription Audit (NPA), National Prescription Audit: New to Brand (NPA NTB); Time aligned weeks W/E10/2/20–9/24/21



# Epidiolex: Important Factors Supporting Future Growth



- Improved pandemic conditions and vaccination of younger children expected to:
  - Increase patients visiting HCPs to discuss new treatments
  - Improve ability to provide in-person education to physicians



- Recent market research indicates 40% of prescribers moving Epidiolex up in their treatment algorithm
- Prescriber base continues to grow quarter-over-quarter

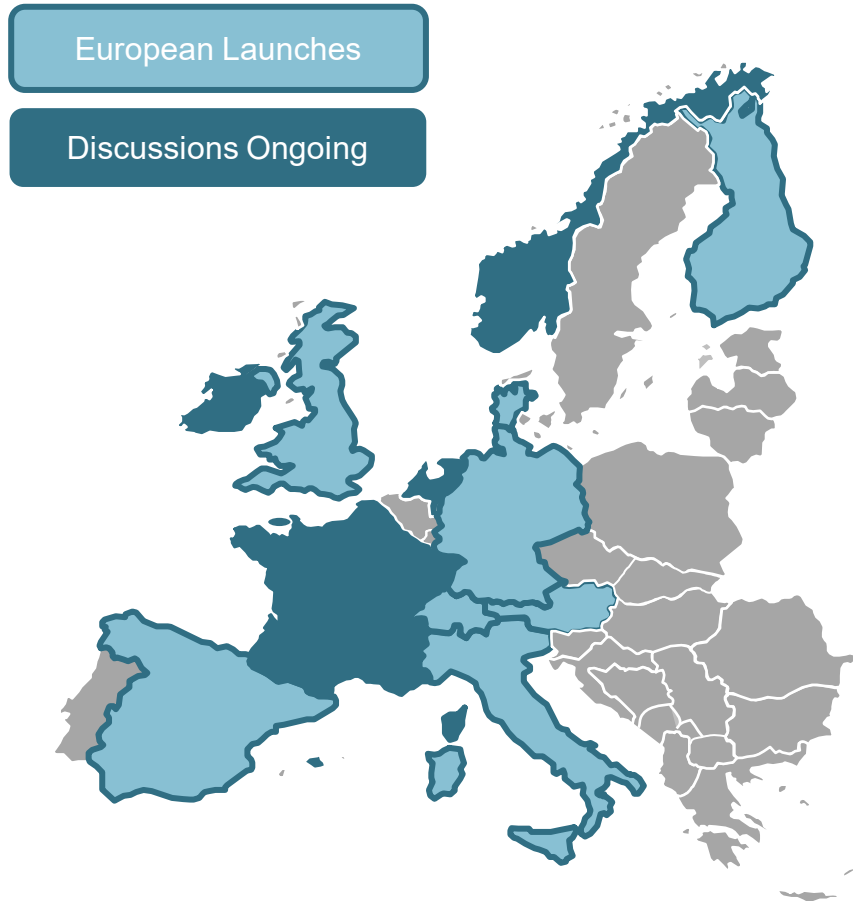


- Strong adoption in larger healthcare centers
  - Increasing outreach to smaller centers and general neurology practices



- Initiated virtual educational initiatives for HCPs and patients

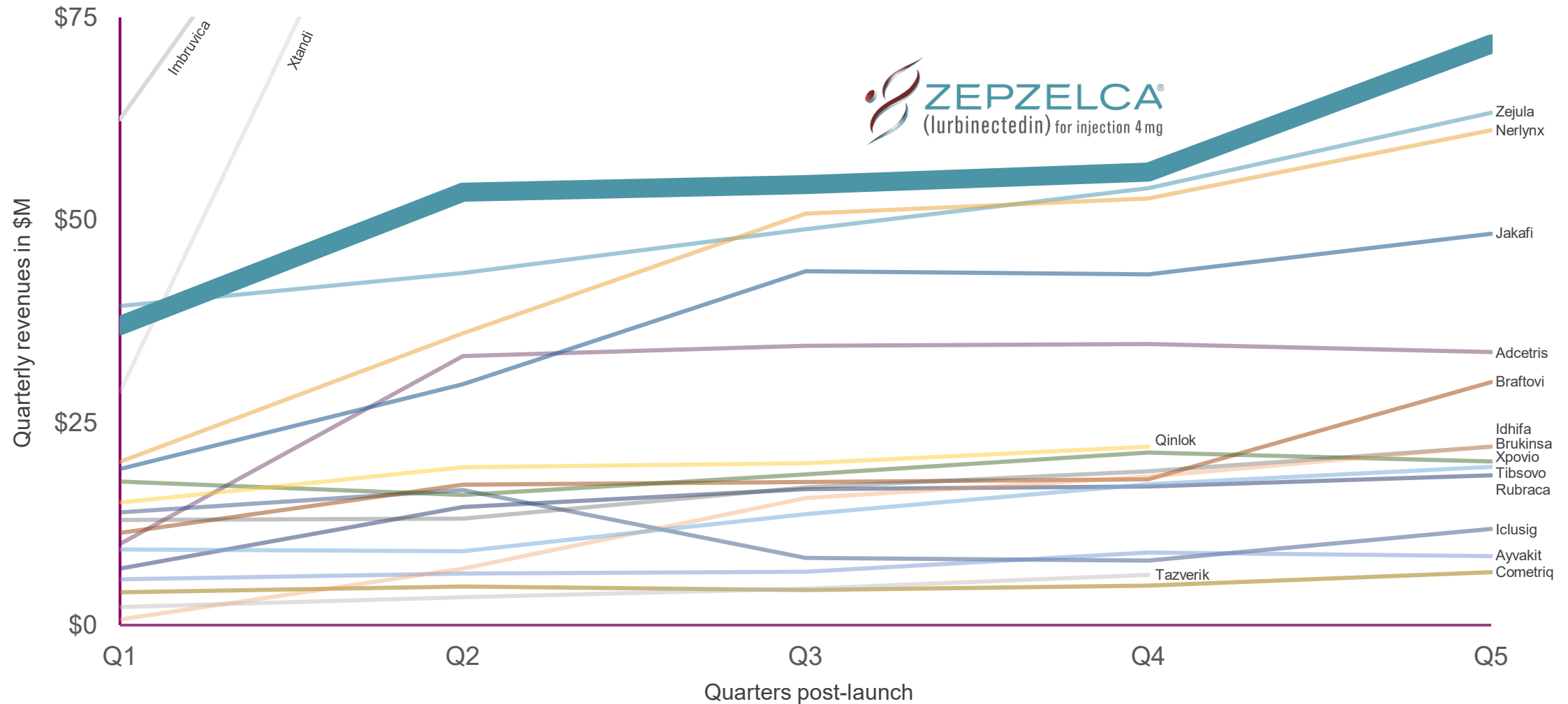
# Epidyolex – Global Growth Opportunity



- **Launched** in Spain, Italy and Switzerland **during 3Q21**
- **Now launched in 4 of the 5 largest markets** in Europe: Germany, Italy, Spain and United Kingdom
- Anticipate **launch in France** in 2022
- In the four major European markets, pricing is greater than 70% of the U.S. WAC
- Outside of the U.S. Epidyolex is approved in 34 countries and launched in 11 markets

# Zepzelca: Top-Tier Launch

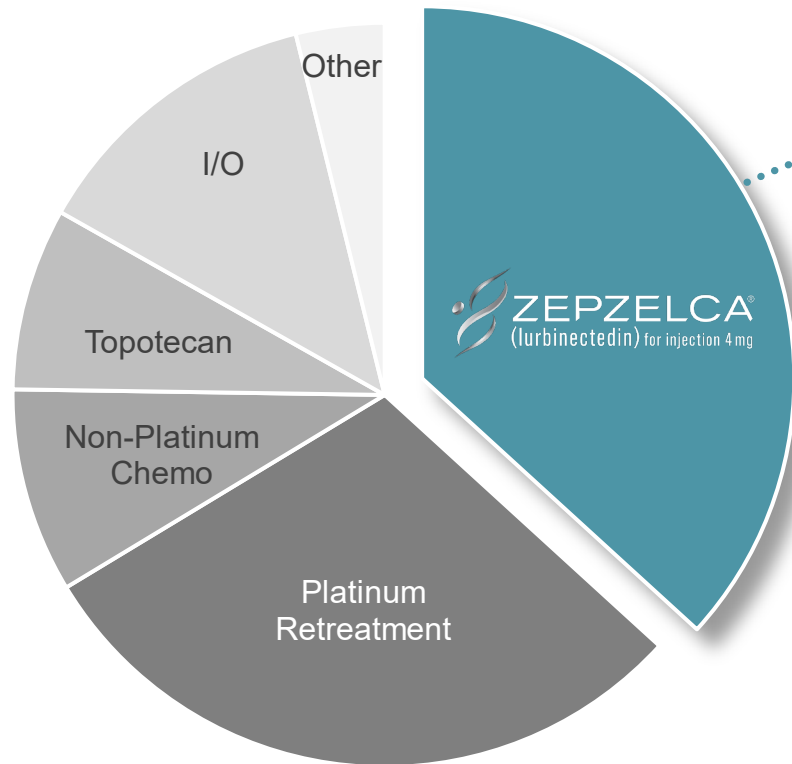
Strong Commercial Execution Delivering Robust Revenues and Growth





# Zepzelca is Already the Treatment of Choice in 2L SCLC

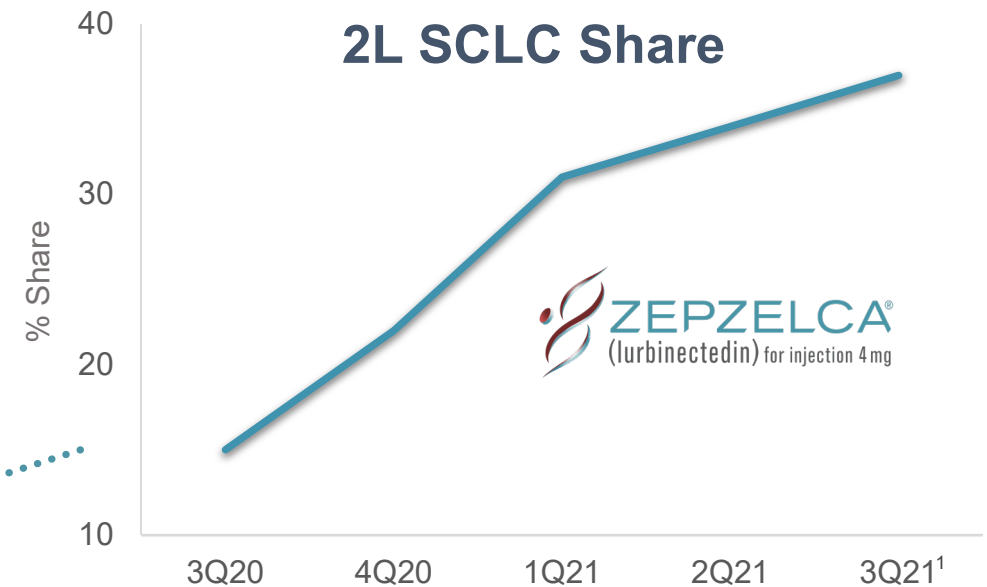
Significant Room to Grow



## Top-Tier Launch Execution

Zepzelca has already achieved 37% market share in 2L SCLC

**Near-Term Growth Driver**  
Continued growth in 2L SCLC share



# Rely on Rylaze

Delivering for Patients and Driving Confidence in Completing Asparaginase Therapy

## LAUNCH UPDATE

### Strong Demand

- 3Q21 net product sales of **\$21M**
- Rylaze orders increased from September as limited<sup>1</sup> Erwinase inventory was depleted by end of August

### Positive Feedback

- Ease of ordering
- Ease of dose preparation
- Jazz support services

### Drive Awareness and Establish Confidence

- Rylaze is a **high-quality product** with reliable supply: **Rely on Rylaze**
- **Completing asparaginase therapy** and continued asparagine depletion is critical to optimal patient outcomes

## VALUE DRIVERS

### Global Expansion

- **2022:** Expected regulatory filings in Europe; anticipated approval in **2023**
- **Japan:** Working with partner to advance the program for potential **filing, approval and launch**

### Continued Rapid Development Progress

- Granted RTOR status for M/W/F IM dosing
- sBLA submission expected **early 2022**





# RESEARCH & DEVELOPMENT

ROBERT IANNONE, M.D., M.S.C.E.  
EXECUTIVE VICE PRESIDENT, RESEARCH & DEVELOPMENT AND  
CHIEF MEDICAL OFFICER



# Delivering Value From Our Pipeline

## Key R&D Updates

		PRECLIN	PHASE 1	PHASE 2	PHASE 3	REG	NEAR-TERM CATALYSTS
NEUROSCIENCE	<b>Epidiolex</b> EMAS	4 <sup>th</sup> Target indication					<ul style="list-style-type: none"> <li>1H22: Expect Phase 3 Initiation</li> </ul>
	<b>Nabiximols</b> MS Spasticity	3 Active trials					<ul style="list-style-type: none"> <li>1H22: Expect data from first trial</li> <li>Late 2022 and early 2023: Expect data from additional 2 trials</li> <li>Potential submission within <b>18 to 24 months</b></li> </ul>
	<b>JZP385</b> Essential Tremor	Phase 2b trial initiated					<ul style="list-style-type: none"> <li>1H24: Expect top-line data</li> </ul>
	<b>JZP150</b> PTSD	Phase 2 trial					<ul style="list-style-type: none"> <li>On track to initiate in <b>2021</b></li> </ul>
ONCOLOGY	<b>Zepzelca</b> 1L SCLC & refractory solid tumors	Phase 2 basket trial		1L SCLC PD-L1 combo			<ul style="list-style-type: none"> <li>Late 2021: Anticipate first patient enrolled in 1L SCLC Phase 3 trial in combination with atezolizumab (Tecentriq)</li> </ul>
	<b>Rylaze</b> ALL/LBL	Phase 3 trial IV administration			M/W/F dosing EMA Filing		<ul style="list-style-type: none"> <li>Early 2022: Expect to complete RTOR sBLA Submission of M/W/F IM dosing to FDA</li> <li>Mid-2022: Expect EMA submission; anticipate approval 2023</li> </ul>





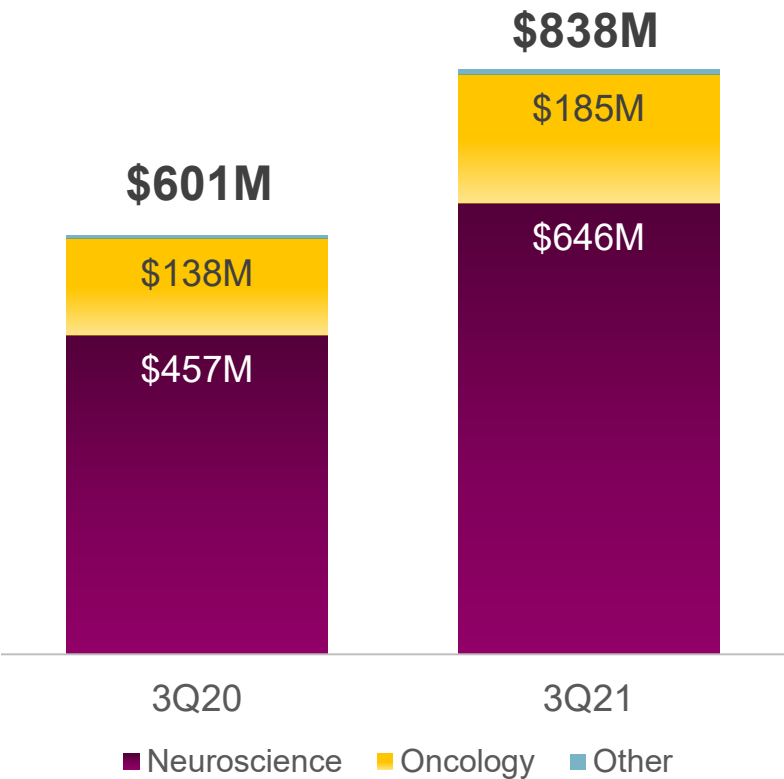
# FINANCIAL UPDATE

RENÉE GALÁ  
EXECUTIVE VICE PRESIDENT AND CHIEF FINANCIAL OFFICER

# Financial Performance

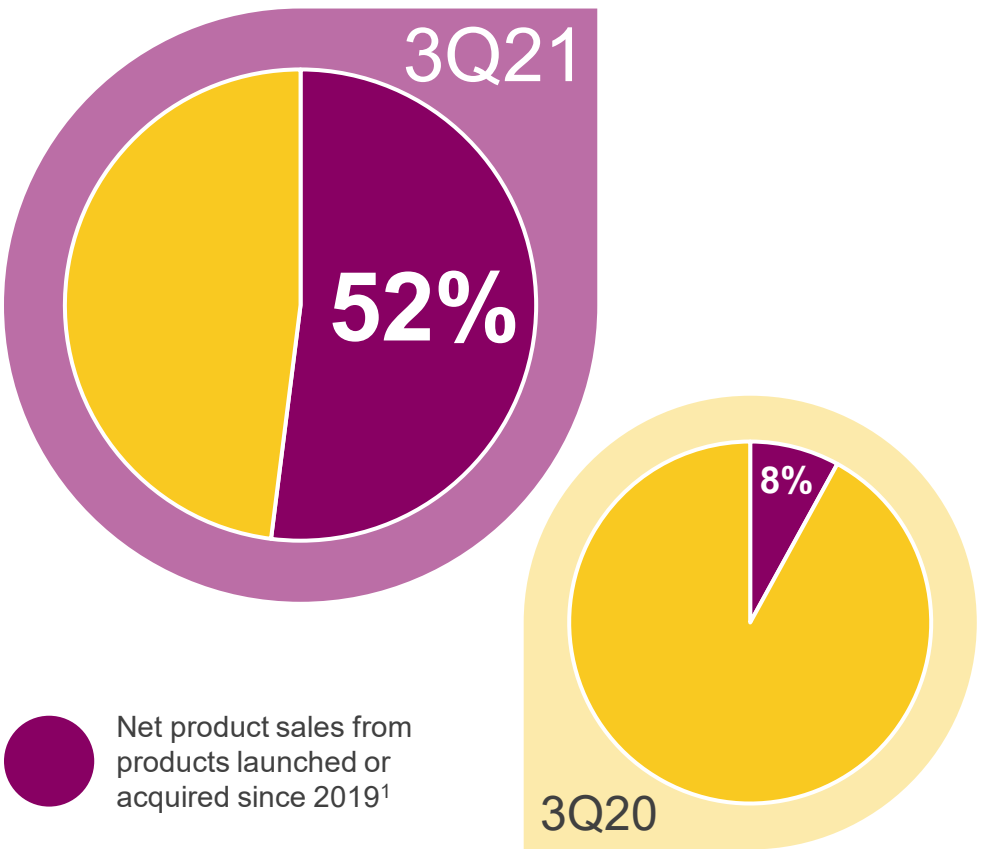
Successfully Executing on our Growth and Diversification Strategy

## TOTAL REVENUES Increased 39% vs 3Q20



- Addition of Epidiolex contributed to strong year-over-year revenue growth
- Significant adoption of Xywav, driving durable and growing revenues
- Growth in oncology revenues driven by continued top-tier Zepzelca performance

## Significant Revenue Diversification

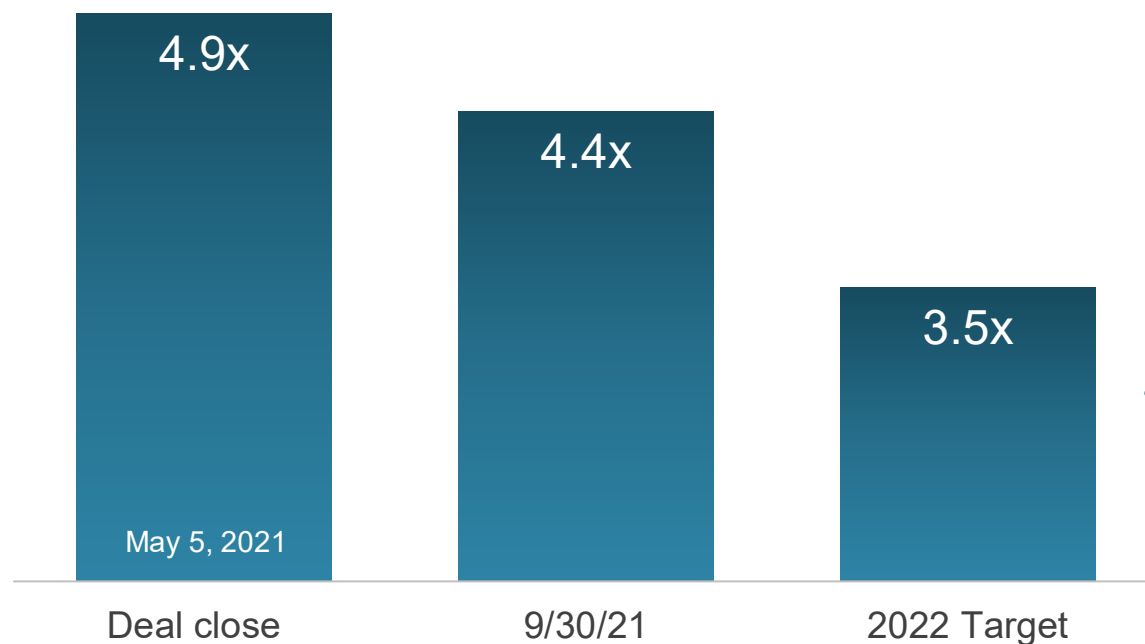




# Strategic Capital Allocation

Delivering on Deleveraging; Investing for Sustainable Growth and Shareholder Value

## Significant Progress on Deleveraging



## Raised Full Year Earnings Guidance

*Disciplined allocation of capital driving deleveraging and improved financial metrics*

- Strong cash-flows drove 0.5x reduction in net leverage in just 5 months following GW acquisition
- \$478M of debt paid down in 3Q21
- On track to achieve target of 3.5x by end of 2022

# Executing on Our Goals is Driving Value and Growth

Aligned to Patient-Centric Strategy and Key Objectives

## SUCCESSFUL EXECUTION



- **5 key launches** through 2020 and 2021
  - Rylaze launched on July 15, 2021
  - Xywav for IH launched November 1, 2021
- **Rapid U.S. adoption** and broad access for **Xywav** in narcolepsy
- **Growth** and **diversification of revenues** through acquisitions, collaborations and internal initiatives
- **GW cannabinoid platform** expands R&D opportunities
- **Value-driving trial initiations:**
  - Initiated Phase 2b trial of JZP385 in essential tremor
  - Initiated Phase 3 trial of Zepzelca in combo with Tecentriq in 1L SCLC
  - Phase 2 trial of JZP150 in PTSD on track to initiate 2021

## SIGNIFICANT VALUE DRIVERS



- Continued revenue growth and diversification:
  - Xywav **Launch for IH**, November 2021; continuing to deliver on **exceptional adoption** in narcolepsy
  - Deliver on **blockbuster potential** of **Epidiolex**
  - **Gaining share** in 2L SCLC through **exceptional commercial execution** for Zepzelca
  - Driving awareness and establishing confidence in Rylaze
- **Near-term catalysts:**
  - 1H22: First Nabiximols trial top-line data
  - Late 2022 / Early 2023: Additional Nabiximols readouts
  - 1H24: JZP385 top-line data
- **Raised full year earnings guidance** and delivering on **deleveraging** commitments



# APPENDIX



# RECONCILIATION OF PRO FORMA GAAP NET INCOME/(LOSS) TO PRO FORMA NON-GAAP ADJUSTED EBITDA AND CALCULATION OF PRO FORMA NON-GAAP NET LEVERAGE RATIO

In millions (unaudited)	LTM Ended 09/30/21	LTM Ended 03/31/21
<b>Pro forma GAAP net income (loss)<sup>1</sup></b>	<b>\$(379)</b>	<b>\$448</b>
Interest expense, net	218	109
Income tax expense	241	102
Depreciation and amortization	468	298
Pro forma non-GAAP EBITDA	549	957
Transaction and integration related expenses	379	25
Share-based compensation expense	192	192
Acquisition accounting inventory fair value step-up	149	-
Expected cost synergies <sup>2</sup>	45	45
Upfront and milestone payments	42	50
Other	7	26
<b>Pro forma non-GAAP Adjusted EBITDA<sup>3</sup></b>	<b>\$1,362</b>	<b>\$1,296</b>

In millions, except ratio (unaudited)	At 09/30/21	At Deal Close
<b>Calculation of Net Debt:</b>		
Total Debt <sup>4</sup>	\$6,669	\$7,147
Cash and cash equivalents	(672)	(799) <sup>5</sup>
<b>Net Debt</b>	<b>\$5,997</b>	<b>\$6,348</b>
<b>Calculation of Pro Forma non-GAAP Net Leverage Ratio:</b>		
Pro forma non-GAAP Adjusted EBITDA <sup>3</sup>	\$1,362	\$1,296
Net Debt	\$5,997	\$6,348
<b>Pro Forma non-GAAP Net Leverage Ratio</b>	<b>4.4</b>	<b>4.9</b>

<sup>1</sup>Pro forma net income (loss) is derived from the GAAP financial statements of the Company and GW Pharmaceuticals plc for the LTM ended September 30, 2021 and March 31, 2021; <sup>2</sup>The Company expects to implement initiatives to achieve at least \$45 million in annual run-rate cost synergies following the GW Acquisition; <sup>3</sup>Pro forma non-GAAP Adjusted EBITDA is calculated in accordance with the definition of Consolidated Adjusted EBITDA as set out in the Company's Credit Agreement; <sup>4</sup>The debt principal balance, reflects the impact of the Company's current hedging arrangements on the Euro term Loan B, in accordance with the Credit Agreement; <sup>5</sup>Cash and cash equivalents is derived from historical Jazz Pharmaceuticals plc and GW Pharmaceuticals plc and is pro forma for the close of the GW Acquisition on May 5, 2021 after giving effect to the settlement of the cash consideration, fees and expenses of the transaction and repayment of the outstanding balance on the term loan A which was terminated on close.

LTM = Last Twelve Months; EBITDA = Earnings Before Interest, Income Tax, Depreciation and Amortization

Note: Table may not foot due to rounding