



Improving Lives Together

Preliminary results for the year ending

**31 December 2020**

Tim Watts, CEO

Hans-Peter Rudolf, CFO

April 2021

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# ***2020 operational highlights (including post-period end)***

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## **During 2020**

- Feraccru® licensed to ASK Pharm in China
- AEGIS-H2H re-analysis confirms Feraccru®/Accrufer® is a credible alternative to IV therapy for iron deficiency anaemia
- Teva withdraw all oppositions to Shield's European patents
- 2020 sales of Feraccru® packs increase by 70% in Germany and UK compared with 2019
- First stage of paediatric study conducted successfully

## **Post period end**

- £29 million gross proceeds raised by means of placing, subscription and open offer
- Decision made for Shield to launch Accrufer® in US



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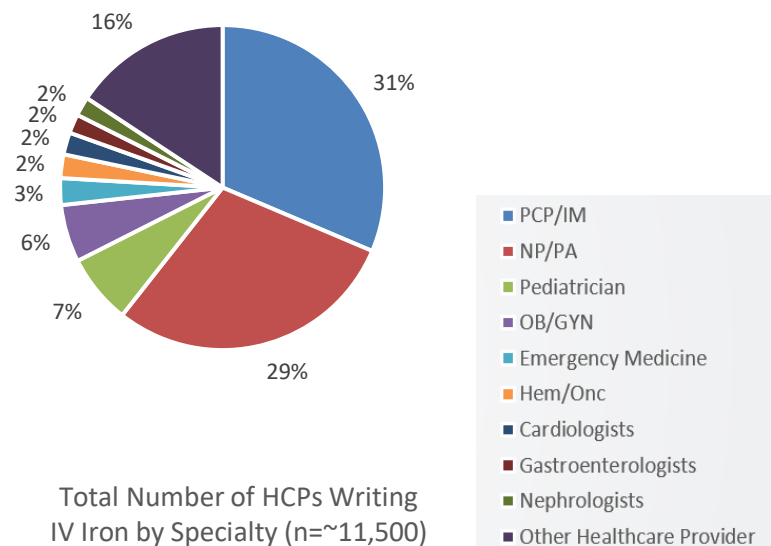
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**US opportunity**

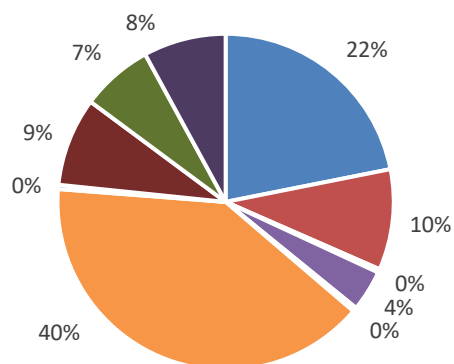
- **Iron deficiency is a large, diverse and undertreated market**
  - ~10 million ID patients in US: ~5 million patients treated annually for IDA
  - Existing 1<sup>st</sup> line therapies are poorly tolerated iron salts: ~10-11 million TRx annually
  - 2<sup>nd</sup> line therapy is intravenous (IV) iron which is inconvenient for patients with expensive administration costs
    - ~ 2.3 million doses yearly
    - Annual IV iron sales ~\$1.2 billion
- **Prescriber market research highlights the need for an effective, well-tolerated oral iron option**
- **Payer market research indicates that Accrufer® should have few restrictions at WAC (gross price) of ~\$500/pack (1 month's supply containing 60 capsules)**
- **COVID-19 is changing healthcare delivery and recommendations for the care of at-risk patients**
  - Increased use of telemedicine
  - Recommendations to consider home treatments and/or switching patients from IV to oral therapies to minimise exposure

# Large Number of Healthcare Professionals ('HCPs') Writing for Oral Iron but a Much Smaller Number Writing for IV Iron

Total Number of HCPs Writing Oral Iron by Specialty (n=~460,000)



Total Number of HCPs Writing IV Iron by Specialty (n=~11,500)



## Target the Highest Rx Writers and Most Productive Specialties\* for Oral Iron (D8-D10)

- ~11,000 Rx writers account for 30% of TRx (D8-D10)
  - Represent only ~3% of total target writers
  - Average 252 TRx per year per writer
    - D1-D7 writers average only 15 TRx
  - Almost 100 “super writers”
    - 1,000+ TRx annually
- **Therefore, ~ 60 sales reps can cover 80%+ of the target list**

\* Target HCP Specialties Defined as: Gastroenterologists, Hematologists/Oncologists, OB/GYNs, Nurse Practitioners & Physician Assistants and PCPs (including FPs, GPs, PCPs and IMs)

# Market Research<sup>1</sup> & Competitor Data<sup>2</sup> Confirm the Unmet Need

## *Physicians believe there is an unmet need in the market.....*

- Iron replacement therapy is generally considered an area of unmet need
- Key needs are effectiveness and GI tolerability

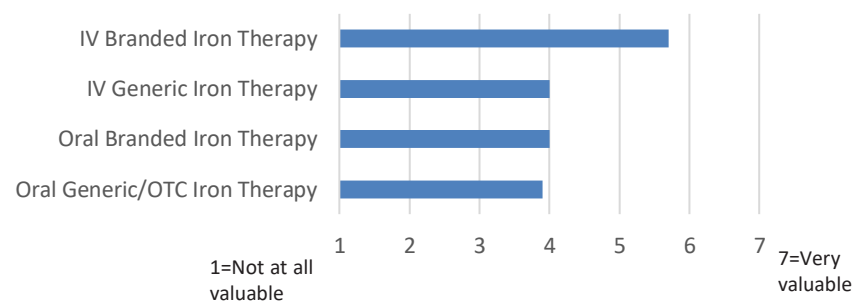
## *....and see Accrufer® as delivering a high level of clinical improvement over existing therapies*

- Accrufer® was viewed favorably as a clinically meaningful improvement
  - Good **tolerability** profile and **efficacy** data are key benefits
  - Potential first line use if allowed by insurance plans

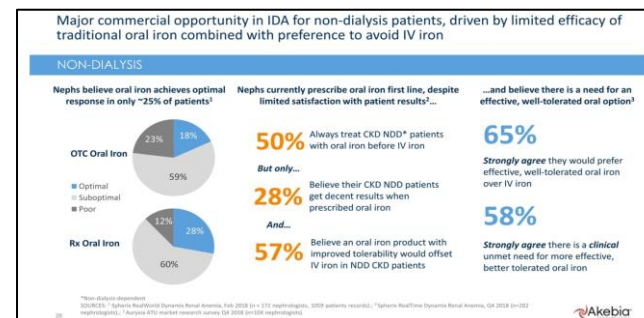
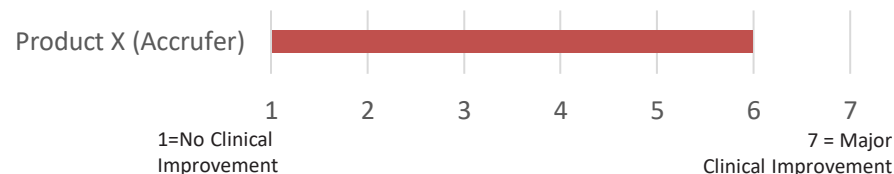
## *Competitors have also outlined the need for an effective, well tolerated oral option*

- Auryxia® (Akebia) tablets, completed market research for IDA in non-dialysis CKD patients, demonstrated a clear unmet need for a better oral iron

Existing Therapy Avg. Value Ratings



Level of Clinical Improvement Rating



1. MME: Accrufer PRMA Opportunity for United States. June 2020. 8 physicians (3 Nephrologists, 3 Gastroenterologists, 2 OB/GYN and 2 Hematology/Oncology)
2. Akebia Therapeutics 2019 Current Report 8-K dated January 7, 2019

## Accrufer® US sales potential

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Sales estimates generated by management consultants/3<sup>rd</sup> parties support the potential for Accrufer® sales to exceed \$100m from the third year following launch and to reach \$300m-\$400m by years 5-6

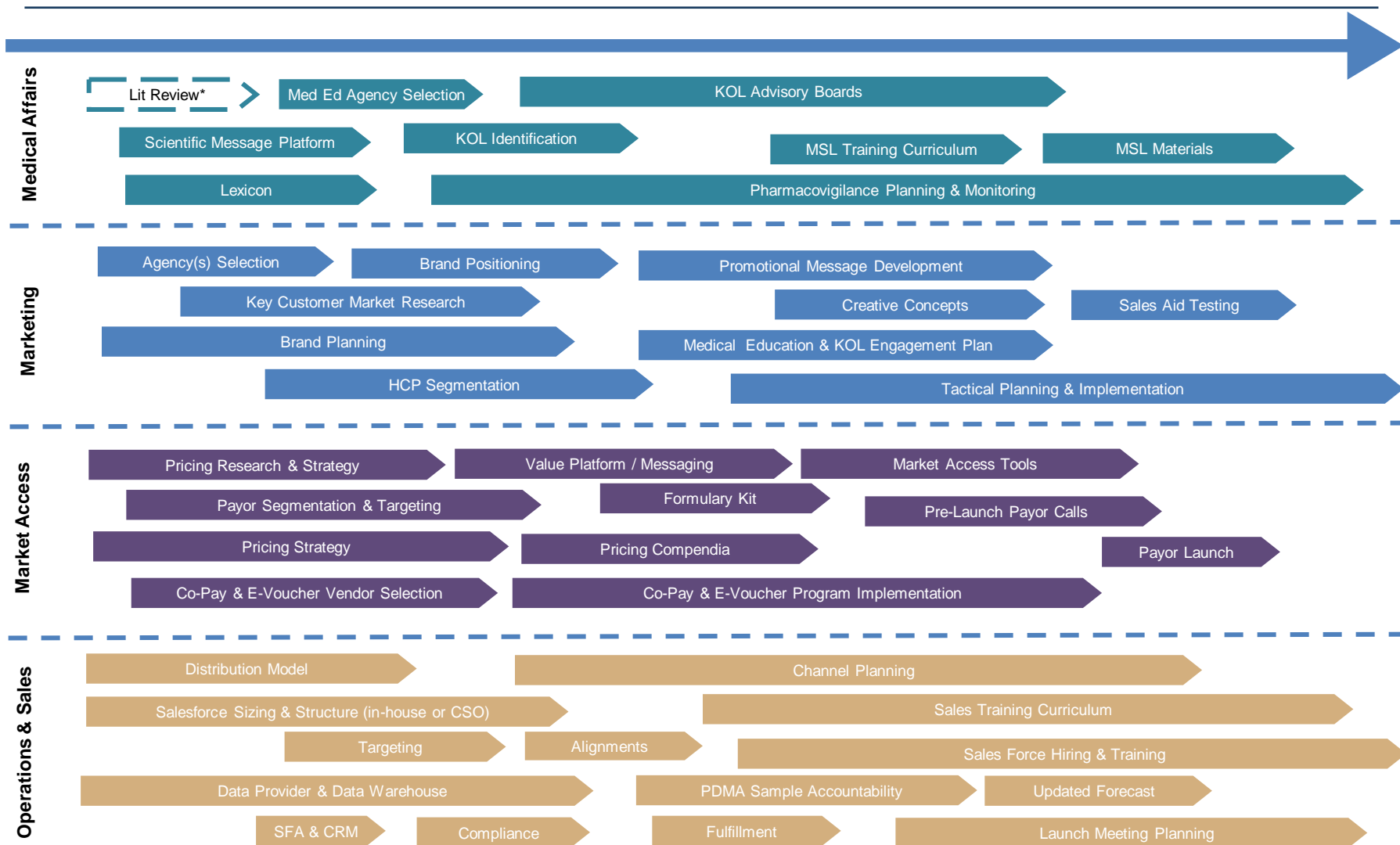
- At approximately \$1,000 per patient per year (assuming 4 packs per year, \$250 net price per pack<sup>1</sup>)...
- ...net sales of \$100m pa equate to 100,000 patients treated or 400,000 prescriptions
  - only 2% of 5 million US IDA patients treated annually

Substantial cash generation potential

- 90% gross margin, after manufacturing costs and Vitra<sup>2</sup> 5% royalty
- Year 3 US SG&A costs forecast to be ~\$40m-\$45m
- Implied cash generation
  - \$100m net sales => ~\$45m free cash
  - \$300m net sales => ~\$225m free cash
- Expect to take 15-18 months from launch to breakeven on monthly basis

# Planning for a Successful US Launch of Accrufer®:

## Major Work Streams in Process



*\*Representative of major work streams for overall launch. It is not meant to provide an exact timing of project initiation or completion.*



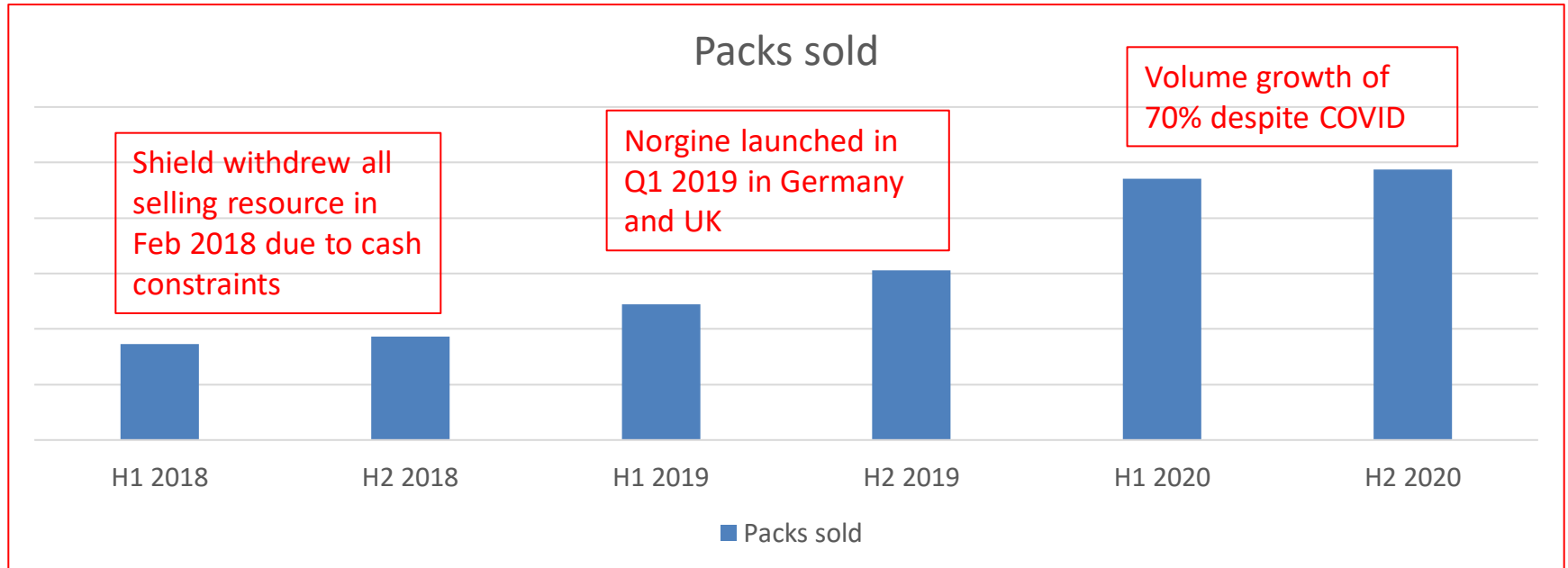
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**Feraccru<sup>®</sup> outside USA**

## Europe

- Feraccru® is now marketed by Norgine in Germany, UK, Scandinavia (since Q4 2020, previously AOP) and Belgium (since January 2021)



- Norgine and Shield are working together to evaluate the optimal way to use the AEGIS-H2H study data to support pricing and reimbursement applications in France, Italy and Spain

# Australia, China and other markets

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## Australia

- Norgine also have commercialisation rights in Australia and New Zealand
- In March 2021 Feraccru® became listed in the Australia Register of Therapeutic Goods. Pricing negotiations will take place during 2021

## China

- ASK Pharm will complete development and commercialise in China, Taiwan, Hong Kong and Macau
- \$11.4m upfront received on signing (Jan 2020)
- ASK have submitted NDA to CDE (Chinese regulatory authority)
  - Ongoing discussions with CDE suggest that one Phase III study will be required in ~120 IBD patients
  - Potential marketing approval by end-2023
  - \$11.4m development milestone due to Shield on approval
- Clinical study supplies of Feraccru® have been shipped to China
- Chinese patent office have allowed our composition of matter patent providing protection until 2035

## Other markets

- Currently in active discussions with potential licence partners in three separate countries
- One potential transaction is at licence documentation stage, the other two are at earlier stages



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**R&D**

# AEGIS H2H study results

Although the H2H study did not demonstrate non-inferiority of Feraccru® /Accrufer® to IV iron at the 12 week visit, the mean increase in Hb of 2.45g/dL is clinically meaningful. And from weeks 12-52, Feraccru®/Accrufer® maintained Hb levels effectively and conveniently

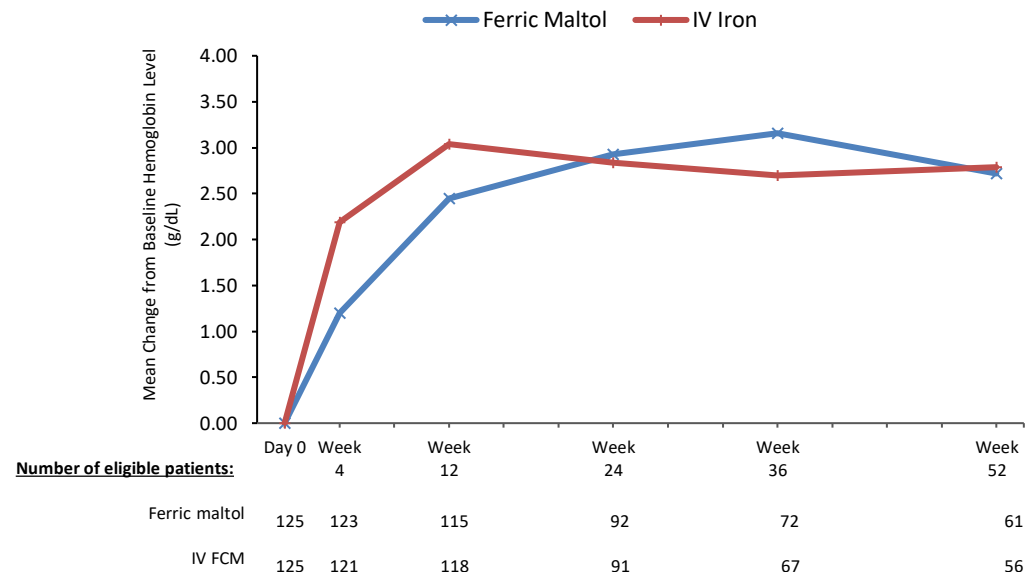
## By week 12 (first phase):

- Accrufer demonstrated a clinically meaningful increase in Hb levels:
  - Mean increase in Hb levels:
    - Accrufer: 2.45 g/dL & Injectafer: 3.04 g/dL
- Percent of patients who had responded to treatment (as previously defined) by week 12:
  - Accrufer: 67% & Injectafer: 84%
- 82% of IV patients received more than one infusion during the first 12-weeks of the study

## Long term phase (using the ITT results):

- At weeks 24, 36 and 52, the mean increases in Hb levels in those patients still being monitored :
  - Accrufer: 2.93 g/dL, 3.16 g/dL and 2.72 g/dL
  - Injectafer: 2.84 g/dL, 2.70 g/dL and 2.79 g/dL
- 58% of the Injectafer patients who were monitored from the week 12 visit required at least one further IV infusion

Mean Change from Baseline Hb Concentration rise seen in the ITT population



*“Total per patient drug costs were approximately 1.6 times higher for treatment with IV than ferric maltol”* – quote from paper published in Journal of Crohn’s and Colitis based on treatment in German healthcare setting

# Paediatric study

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- A post-approval requirement of both EMA and FDA is to evaluate safety and tolerability (primary end points) of Feraccru®/Accrufer® in infants, children and adolescents
  - Secondary endpoints include change in Hb concentration and achieving Hb concentration within normal range by Week 12
- An age-appropriate suspension formulation has been developed and been successfully tested in healthy adult volunteers for equivalence with the capsule (Stage 1)
- The main study (Stage 2) is expected to start recruiting 110 subjects in Summer 2021
- Stage 2 forecast to cost around £4.5m and take 2- 2½ years
- Successful outcome expected to lead to label expansion to include children

## PT20 – a treatment for hyperphosphatemia

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- Elevated phosphate levels in the blood is a ubiquitous complication of moderately and severely reduced kidney function
- Standard of care for phosphate control remains the prescription of phosphate binders. Older phosphate binders suffer from side effects, poor tolerance and lack of effectiveness.
- Latest generation products are iron-based
  - Velphoro ~\$480m global 2020 in-market sales
  - Auryxia ~\$129m US 2020 salesbut older polymer-based products Renvela and Renagel still sold ~\$282m globally in 2020
- PT20 is a novel formulation iron-based phosphate binder which enhances phosphate binding and reduces side effects compared with Velphoro and Auryxia
- PT20 has completed one Phase II pivotal study and now requires one further Phase III pivotal study to allow a NDA to be filed
- CRO identified to develop a commercially-suitable formulation of PT20 which will be used in the Phase III study – anticipated cost ~£500k over 12-18 months



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## Financial Highlights

# 2020 financial highlights

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- Revenues of £10.4 million (2019: £0.7 million)
  - £9.7m from ASK Pharm
    - \$11.4m (£8.7m) licence upfront received grossed up by £1m re withholding tax borne by ASK Pharm (added to tax charge so no net impact)
  - £0.7m from Norgine re European sales
- Loss for the year of £2.6 million (2019: £8.8 million)
- Net cash of £2.9 million (2019: £4.1 million)

## March 2021

- £29.2 million gross proceeds (£27.8 million net of expenses) raised by means of placing, subscription and open offer



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## Outlook & Newsflow

# Outlook & Newsflow

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## Commercial

- US launch of Accrufer<sup>®</sup> planned for June 2021
- Further country launches of Feraccru<sup>®</sup> in Europe towards end 2021/early 2022
- Potential further commercialisation out-license transactions during 2021

## Development

- Start of paediatric Stage 2 in summer 2021
- Start of PT20 formulation work during 2021

## Financial

- US sales to start growing during H2 2021
- Significant US cost ramp-up during 2021
- R&D costs in 2021 of £2.5m-£3m as paediatric study and PT20 formulation work get underway
- Steady growth in Europe royalties



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## Appendix

## Results: P&L

£'000	2020	2019
Revenue	10,387	719
Gross Profit	9,033	234
Selling, General & Admin*	(8,608)	(6,773)
Research and development	(2,579)	(2,496)
Operating loss	(2,154)	(9,035)
Financial income/(expense)	268	(31)
Loss before tax	(1,886)	(9,066)
Taxation	(744)	266
<b>Loss for the year</b>	<b>(2,630)</b>	<b>(8,800)</b>

\* includes £2,705k depreciation and amortisation (2019: £2,621k)

## Results: Balance sheet

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£'000	31 Dec 2020	31 Dec 2019
Intangible assets & PPE	27,298	29,924
Inventory & receivables	2,290	2,254
Cash	2,940	4,141
<b>Total assets</b>	<b>32,528</b>	<b>36,319</b>
Current liabilities	(2,252)	(4,174)
<b>Net Assets</b>	<b>30,276</b>	<b>32,145</b>

## Results: Cashflow

£'000	2020	2019
Cashflow from operating activities	(1,400)	(4,066)
Cashflow from investing activities	(20)	(1,366)*
Cashflow from financing activities	(47)	(203)
Net decrease in cash	(1,467)	(5,635)
Cash at start of period	4,141	9,776
Currency gains	266	-
Cash at period end	2,940	4,141

\* mainly capitalised R&D