

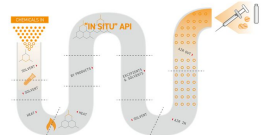
# Expanding continuous pharmaceutical manufacturing into the American market

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## Continuous Manufacturing Overview

### Continuous Manufacturing is Lean

- Fast - lead time of days
- Simple - API formulation and drug product manufactured in one process
- Higher quality - streamlined requirements



### Traditional Manufacturing is Rigid

- Slow - lead time of months
- Complex - API formulation and manufacturing across geographies
- Lower quality - recall and regulatory risks



## Retail and Generics Supply Chain

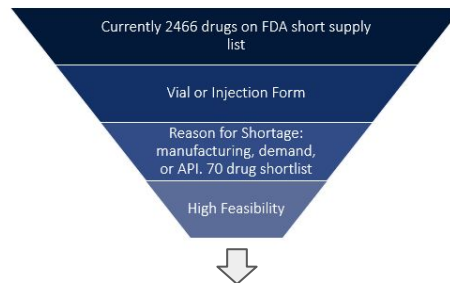
### Retail Supply Chain

- Complex supply chain with many stakeholders
- Few players dominate with strong negotiation power
- Opaque contracts and high regulatory barriers

### Generic Supply Chain

- \$85B sales, \$104B by 2024
- 89% of all US prescriptions
- Transparent but lower price points and margins in market
- Race to lowest cost results in poor quality, outsourced production, supply chain disruption, drug shortages

## Short Supply Drug Market Entry



### Anesthetics

- Lidocaine - \$USD 661M
- Ropivacaine - \$USD 150M
- Bupivacaine - \$USD 721M
- Ketamine - \$USD 132M

- Very attractive
- Larger market size
- Medium publicity impact
- Willing customers – significant enablement and complement to revenue-center for hospitals

### Opioids

- Fentanyl - \$USD 2.2B
- Hydromorphone - \$USD 1.2B

- Not attractive
- Medium market size
- Highly controversial and negative publicity
- Risk of further regulation
- Negative events could lead to business risk

### Cardiac & Blood Pressure

- Digoxin - \$USD 60M

- Slightly attractive
- Smaller market size
- Good publicity
- Widely used

## Peptides Market Entry

### Peptides Overview

- Peptides are sequences of amino acids that do not require folding for function
- 45% of FDA-approved peptides are synthesized by liquid phase synthesis – technique which should integrate well with CP capabilities
- 80% of peptides are finished in vial or injectable form and are administered through parenteral injection
- Multiple startups and companies in the Boston area are exploring *in-silico* peptide drug development and Continuous is well positioned to be their CDMO partner
- Small batch sizes and iterative process for drug design play to CP's strengths

### Generics Peptides Market Attractiveness

- USD 16.7 Billion overall peptides market Size (2022)
- 5.7% Market Growth (CAGR 2022-2030)
- Metabolic disorders represent 35% of revenue, including diabetics, liver disease, NASH, etc.
- Generics have 40% revenue share of overall market
- A number of peptides are on the FDA short supply list, and either soon-to-be off-patent or already off-patent without a generic
- Large and growing market size
- Rise in chronic diseases fueling overall market growth, particularly in the US
- Loss of patents for many branded drugs key driver for generics growth
- Represents a strategic opportunity for new market entry

### Generics Peptides Candidates

Peptide Generic Name	Brand Name	Primary indication	US Patent Expiry	Generics on market?	Short Supply?	Est. 2022 US sales (USD Million)
Enfuvirtide	Fuzeson	HIV infection	yes	no	no	4
Ziconotide	Prialt	Pain	2024	no	no	21
Exenatide	Byetta	Type 2 Diabetes	yes	pending	no	54
Dulaglutide	Trulicity	Type 2 Diabetes, Stroke	2027	no	yes	5,800
Eptifibatid	Integrilin	Myocardial Infarction	yes	yes	yes	N/A
Octreotide Acetate	Octreolin	Hormonal Disorders	yes	yes	yes	22
Semaglutide	Ozempic	Type 2 Diabetes	2031	no	yes	6,500
Tirzepatide	Mounjaro	Type 2 Diabetes, NASH	2036	no	yes	N/A