



A company
committed
to patients' lives

HIGHLIGHTS



Sales Growth of 27% in 2021

LFB's sales in 2021 amounted to €458.8 million, up by 27%. Sales of medicinal products in France increased by 13%, and international sales more than doubled in 2021.

The Arras plant: launch of qualification stages

The new industrial site in Arras is progressing: infrastructure is set and equipment has become operational. The site has already started production of water for injections which is an essential prerequisite for the qualification phase scheduled to begin in 2022.

After the registration of recombinant factor VIIa in the United States, authorisation is expected in Europe in mid-2022

In March 2021, the European Medicines Agency (EMA) validated the marketing authorisation application for LFB's recombinant coagulation factor VIIa. The European dossier follows SEVENFACT® approval in 2020 by the US Food and Drug Administration (FDA) for the treatment of patients with certain forms of haemophilia.



Laboratoire français du Fractionnement et des Biotechnologies. A public limited company with capital of 780,000,000 euros. Nanterre Register of Commerce no. 180 036 147. Tour W – 102, Terrasse Boieldieu 19^e étage 92800 Puteaux – France. www.groupe-lfb.com. Photography credits: Patrick Allard, iStock images, Mikael Lafontan, Medical Productions, Photononstop/ Uwe Umstätter-ImageBroker, LFB photo library, DR. Designed and created by: HAVAS PARIS. Printed in France in May 2022. May 2022 – D-22-0063.

MAJOR PROJECTS IN THE PIPELINE

Coagulation factors

Recombinant activated factor VII in haemophilia A & B with inhibitors:

- > Application in progress for approval in Europe,
- > Clinical development program in the United States seeking label extensions,
- > Regulatory applications in Mexico, Colombia, Algeria and Saudi-Arabia.

Fibrinogen

- > Ongoing clinical development activities seeking label extension in Europe,
- > Ongoing activities seeking regulatory submission in the United States.

Immunoglobulins

- > Development of a new dosage and route of administration,
- > Development activities seeking approval in the United States.



LFB IS A BIOPHARMACEUTICAL GROUP THAT DEVELOPS, MANUFACTURES AND MARKETS **PLASMA-DERIVED MEDICINAL PRODUCTS AND RECOMBINANT PROTEINS** FOR THE TREATMENT OF PATIENTS WITH **SERIOUS AND OFTEN RARE DISEASES.**

CREATED IN FRANCE IN 1994, LFB TODAY IS A LEADING EUROPEAN COMPANY PROVIDING PLASMA-DERIVED AND RECOMBINANT MEDICINAL PRODUCTS TO HEALTHCARE PROFESSIONALS. ITS MISSION IS TO OFFER PATIENTS NEW TREATMENT OPTIONS FOR UNMET NEEDS **IN THREE MAJOR THERAPEUTIC AREAS: IMMUNOLOGY, HAEMOSTASIS AND INTENSIVE CARE.**

LFB'S CURRENT MARKET PORTFOLIO INCLUDES **15 BIOMEDICINAL PRODUCTS** SOLD IN ABOUT 30 COUNTRIES.

4

bioproduction sites worldwide, 3 of which are in France*



€458.8 million in sales*



2,515

employees worldwide, including 2,047 in France*

* 2021 data.



INTERVIEW

Denis DELVAL,
Chairman and CEO
of LFB

Discover the video
interview of Denis Delval



Denis Delval, Chairman and CEO of LFB, explains how, by strengthening its industrial facilities and building on its portfolio, the company is on the path to growth in France and internationally. And, LFB did this all while maintaining, despite the pandemic, a close link with donor and patient associations, which nourishes the commitment of its teams.

How do you view the year 2021?

At the industrial level, activities were good. Despite the pandemic, we were able to produce more than in 2020 and this is very satisfying. The construction of our new site in Arras, the largest industrial project in the pharmaceutical sector in France today, has progressed well. The building is finished. Commissioning of the utilities is complete and the equipment has been delivered. Remember that Arras will enable us to triple our overall production capacity for plasma-derived medicinal products that are increasingly in demand in France and around the world. On the sales front, on the heels of the registration and launch in the United States of SEVENFACT®, a recombinant activated factor VII for the management of certain forms of haemophilia, we have now filed a Marketing Authorisation dossier with the European authorities. We had set ourselves a target of 25% growth of our sales for 2021. We exceeded that goal, with 27%, a performance that was driven by very strong international momentum.

Finally, as part of the "Plan de relance", we have invested in and expanded our bioproduction site in Alès to be able to manufacture potential treatments to fight Covid-19 on behalf of three companies.

What are your goals for 2022 and beyond?

We will continue to develop our existing industrial activities, and, of course, the Arras project will enter a new phase with installation of the equipment. We are aiming for a 17% increase in sales this year, which is a realistic goal. In 2021, we had a lot of room for improvement because we started from the basis of slightly depressed industrial activity. In 2022, the margin for progress will be smaller. By 2028, our objective is to grow our sales to more than 1 billion euros, of which 40% will be generated in France and 60% internationally. Today, three quarters of our sales are made in France. To successfully achieve international growth, we are registering our existing products with health authorities outside France, including in Europe and the United States. These registrations are already in progress. Our new industrial site in Arras will meet both European and United States regulatory standards.

What are the major challenges awaiting you?

We are currently faced with recruitment issues. We employed 140 people at the new Arras site in 2021 and we plan to recruit nearly 80 more in 2022. This ambitious project has a lot of assets to attract talented people. It's a real human adventure that pulls everyone on deck at the same time, working towards the construction of what is currently the largest pharmaceutical



By 2028, our objective is to grow our sales to more than 1 billion euros, of which 40% will be generated in France and 60% internationally.

industrial site in France! The other challenge for us is the supply of plasma, which Covid has made more difficult. We need to increase the quantities collected and we are working on this in France with our partner, EFS (Etablissement Français du Sang). Finally, we must continue our current efforts to manufacture and supply the plasma-derived medicinal products that patients need. In this context, in 2022 we will implement the industrial cooperation agreement signed in 2021 with the Italian company Kedrion. Thanks to this partnership, LFB will be able to offer additional quantities of immunoglobulins to meet the growing demand from patients in France.

How have you been mobilising your teams to meet these challenges?

Despite the Covid crisis, we got a great deal done in 2021 on the managerial side, by setting up a Leadership Forum which brought together 70 "top managers" of LFB to analyse our strengths and define what we need to work on collectively. In March 2020, from the start of the Covid-19 crisis, we were in touch with employees every day, and this level of contact remained constant in 2021. Keeping contact with employees and maintaining this level of commitment are essential. Finally, this crisis has only strengthened the values that we share and has highlighted the unfailing commitment of the teams to fulfil our mission.

How have you maintained the link with patient and blood donor associations and healthcare professionals?

Here again, the pandemic forced us to innovate. Since face-to-face meetings were out of the question, we held videoconferences with groups of pharmacists or doctors. These direct conversations were greatly appreciated. As far as patient associations are concerned, several virtual forums gave our employees a n opportunity to have interactive discussions with these associations, which was new and rewarding for them. Finally, our Committee including blood donor and patient associations continued to discuss the challenges faced by the French plasma sector.

THE EXECUTIVE COMMITTEE



Members of the Executive Committee, from left to right:

Bruno DE MIRIBEL
Executive Vice President
Financial Affairs

Virginie SCANU
Executive Vice President
Human Resources

Dominique SOULARD
Executive Vice President
Quality and Pharmaceutical Affairs

Didier VÉRON
Executive Vice President
Corporate Affairs

Carole RESMAN
Executive Vice President
Production

Capucine ASSÉO
Executive Vice President
Legal and Compliance

Patrick DELAVAUULT
Executive Vice President
Scientific, Medical
and Regulatory Affairs

Denis DELVAL
Chairman and CEO

José MORENO
CEO of LFB USA

Hanna LEPERS
Executive Vice President
France Operations

Anne-Laurence SABATINI
Executive Vice President
International Operations

4 BIOPRODUCTION SITES

LFB is a major industrial healthcare player in France. Its plasma-derived medicinal products are produced in two complementary bioproduction sites, in Les Ulis and Lille. A new plant under construction in Arras will triple LFB's production capacity and thus accelerate its development globally. Two other sites specialise in the production of recombinant medicinal products, in Alès, France and in Massachusetts, United States.



The Les Ulis plant (Essonne) specialises in the upstream processing of plasma-derived medicinal products, from plasma reception to intermediate product.



552

employees in production and quality out of a workforce of **1,002** employees in Les Ulis



The Lille plant (Nord) specialises in the downstream processing of plasma-derived medicinal products, from intermediates to aseptic filling. Packaging for LFB's liquid products is carried out at Carvin (Pas-de-Calais).



760

employees in production and quality out of a workforce of **817** employees in Lille and Carvin



The Arras site is a new generation plant that will house all of the production steps for immunoglobulins, fibrinogen and albumin.

Fractionation capacity of

2,3 million litres of plasma

x3

Increase in the production capacity for LFB's medicinal products



LFB develops cell lines and industrial-scale processes, and manufactures clinical and commercial batches of recombinant proteins, including monoclonal antibodies, via its EMABling® technological platform. The Alès plant's status as a CDMO (Contract Development & Manufacturing Organisation) means that it can offer production services to third parties.



79

employees in Alès



Located in Massachusetts, United States, the Charlton plant specialises in the production of recombinant proteins using LFB's rPRO™ technological platform. This technology consists of expressing the desired protein of interest in mammalian milk by genetic recombination. The research laboratories are located in Framingham.

66

employees in Charlton, **87** in the United States

OUR KNOW-HOW

Medicinal products derived from living organisms

As a biopharmaceutical company, LFB was a pioneer in industrial innovation with its implementation of nanofiltration in 1995. Since then, it has continued to demonstrate a capacity for innovation. How? By developing new medicinal products and new indications and by optimising the industrial processes for them. This has allowed hospital practitioners to save the lives of patients with serious or rare conditions for which there are few available treatment options. A majority of these cases are chronic and require lifelong care.

15
biomedical products

A KEY PLAYER IN PLASMA-DERIVED MEDICINAL PRODUCTS

Since 1994, LFB has been a recognised player in the field of plasma-derived medicinal products. Its treatments rely on specialised knowledge of fractionation: isolating and purifying proteins found in human plasma, which contains over 300 proteins. The 15 medicines produced by LFB at its French plasma fractionation sites in Les Ulis and Lille, require mastery of advanced bioproduction techniques.

PRODUCT SAFETY, A TOP PRIORITY

Plasma-derived medicinal products and recombinant proteins are manufactured within a strict pharmaceutical framework defined by regulatory authorities. The production process includes various purification, virus removal/inactivation and filtration steps that ensure the safety of the medicinal products.

SECURE PLASMA SUPPLIES

In France, EFS (Établissement Français du Sang) supplies LFB with plasma for the manufacture of its plasma-derived medicinal products, which are made available principally to French patients. The Europlasma subsidiary of LFB has plasma collection centres in Austria and the Czech Republic. These centres, along with others located in Europe and North America, are used for the production of medicinal products destined for countries outside France.



AN INNOVATIVE PLAYER IN RECOMBINANT MEDICINAL PRODUCTS

Always at the forefront of industrial innovation, LFB owns two technological platforms dedicated to the production of recombinant medicinal products. The EMABling® platform, located in Alès, is used to develop and produce recombinant monoclonal antibodies by cell culture. On the other side of the Atlantic, in the heart of Massachusetts, the rPRO™ technology serves to develop and produce medicinal products by genetic recombination.

“Patients with haemophilia may develop anti-drug antibodies termed inhibitors which results in the need for the use of therapies that can bypass the need for FVIII or FIX in the coagulation system.”



For the past decades, such patients only had 2 options for bleed management, and the licensure of another agent on April 2020, in the United States, offers prescribers and patients with inhibitors a third option.”

 **Dr. Guy YOUNG, MD,**
Children's Hospital Los Angeles, United States

“Patients with polyneuropathies, such as Chronic Inflammatory Demyelinating Polyradiculoneuropathy (CIDP) and Multifocal Motor Neuropathy (MMN), require careful diagnostics to develop an adequate treatment strategy.”



Many questions regarding the understanding of these diseases and the individual therapeutic response are still open. Therefore, I highly appreciate LFB's study activities to gain new insights on how to improve the treatment for our patients.”

 **Prof. Dr. med. Claudia SOMMER,**
Department of Neurology, University Hospital Würzburg, Germany

OUR THERAPEUTIC AREAS

Essential live-saving treatments

LFB fulfills a public health mission: to provide healthcare professionals and patients with live-saving and often unique medicinal products. To meet demand for these products, LFB has committed to increase its production by building a new plant. LFB's biomedical products are mainly prescribed to patients with serious and often rare diseases. A range of 15 biomedical products developed in three major therapeutic areas: immunology, haemostasis and intensive care. LFB also helps train hospital doctors in the management of emergency situations.



RESTORING A BALANCED IMMUNE SYSTEM

In the field of immunology, LFB offers therapeutic solutions for treating patients with primary and secondary immunodeficiencies and certain autoimmune diseases. LFB offers specific immunoglobulins for the prevention of certain infections.

2/3

of LFB's biomedical products are intended for the treatment of patients with rare diseases

TREATING RARE COAGULATION DISORDERS



In the field of haemostasis, LFB provides therapeutic solutions for blood coagulation disorders caused by congenital coagulation factor deficiencies. Some patients are born with a quantitative or qualitative coagulation factor deficiency. These are rare diseases that require life-long treatment. The most common diseases in this area are haemophilia A (factor VIII deficiency), haemophilia B (factor IX deficiency), and Von Willebrand disease (Von Willebrand factor deficiency).

RESPONDING TO CRITICAL SITUATIONS WITH EMERGENCY MEDICINES



In the field of intensive care, LFB supplies medicinal products to treat patients, often in critical situations, with serious deficiencies of essential proteins. These situations are mainly hypovolaemia, severe bleeding or thrombosis. In these emergency circumstances, healthcare professionals can use LFB's medicinal products to provide patients with the protein or proteins they need.

“For the past ten years, LFB has helped us to refresh and maintain the knowledge of our teams.”



More than a classic partnership, this is a true cooperation. LFB has developed interactive training software to train us in the management of certain emergency situations. HemoSims® Trauma serious game is a cutting-edge educational tool for healthcare professionals that is presented and guided by “ambassador” healthcare professionals for their healthcare professional colleagues.

In two hours, this interactive software provides training in good care practices for a severe trauma patient. The simulation is divided into two stages: a pre-hospital stage, during which the players take on the role of doctor, nurse, stretcher bearer. . . , followed by an in-hospital stage, in the crash room. After the simulation, we review the positive points and difficulties encountered together, with the help of debriefing slides, presented by “ambassador”, that address all the major themes in the care of severe trauma patients. HemoSims® Trauma allowed us to spark a real dialogue among the teams of our trauma care network in the Rhône-Alpes region. It's also a practical tool: all that's needed is a computer to quickly train a large number of people.

There is also a HemoSims® for the management of postpartum haemorrhage, in cardiac surgery and for the management of the chronic disease in neurology, Chronic Inflammatory Demyelinating Polyradiculoneuropathy (CIDP).

I think that virtual simulation tools are very important in both the initial and continuing training of caregivers.

We can see that they are increasingly used in the field of health!”



Dr. Guillaume MARCOTTE,
Chief of Anaesthesia and Intensive Care, St Joseph - St Luc Hospitals,
Lyon, France.



OUR COMMITMENTS

Reciprocal trust

LFB maintains a relationship of trust with its employees, healthcare professionals, patient and blood donor associations, and in particular with the FFDSB (Fédération Française pour le Don de Sang Bénévole). LFB works with all of its partners in an ethical and responsible business model to bring essential biological medicinal products to patients.

A RESPONSIBILITY TOWARDS ITS EMPLOYEES



The well-being of employees at work and their professional success are essential factors in the company's performance.

In this context, 11 company agreements were signed in 2021, almost all unanimously. These included agreements to extend remote working, on the right to disconnect, a three-year profit-sharing agreement, recognition of tutoring and internal mobility.

Skills development remains an important component of the company's development strategy. The highly technical skill sets deployed by LFB require specific guidance, and this led to the creation of partnerships with schools to train the many young employees who join the group each year. Investing in continuous training throughout an employee's career within the group is a corporate priority, particularly with regard to regulatory aspects, safety and pharmaceutical quality.

LFB is also very devoted to developing innovative training tools. This involves the implementation of new learning methods such as the use of virtual reality and the digitalisation of many training materials.

LFB's 5 common values

- Integrity
- Exemplary practice
- Team spirit
- Culture of excellence
- Initiative

A SUSTAINABLE DEVELOPMENT CHALLENGE



In 2021, LFB continued to work on reducing its environmental impact, by better controlling water and energy consumption, reducing greenhouse gas emissions and optimising waste management. Since August 2021, the electricity consumed at all of LFB's French industrial sites has been 100% renewable energy of French origin. Several audits and evaluations have praised LFB's Corporate Social Responsibility (CSR) performance: the CSR audit by the CAHPP* awarded LFB the "Exemplary" Green Index level for its compliance. And it again received the "A++ label" for the 6th consecutive year. Lastly, LFB was awarded the silver medal by Ecovadis for the 2nd consecutive year, thus placing it among the leading companies in the same sector of activity evaluated in 2021. The non-financial performance statement addresses the low-carbon strategy and its objectives.

These results encourage LFB to pursue its approach of social, societal and environmental responsibility. In this context, LFB has published its new CSR Charter which highlights the 10 commitments of its CSR policy.

* Central purchasing centre for public and private hospitals

A COMMITMENT TO SUPPORT PATIENT AND BLOOD DONOR ASSOCIATIONS



LFB provides support to blood donor organisations in France.

These associations promote voluntary blood donation in partnership with institutional organisations.

LFB actively supports patient associations, which have an essential role to play in healthcare. This commitment has been evidenced by LFB's support for the concrete activities in particular of the ADAAT (French association for alpha-1 antitrypsin deficient patients), AF3M (French association for multiple myeloma patients), AFH (French association for haemophiliacs), WFH (World federation of haemophilia), EHC (European haemophilia consortium), AFNP (French association for peripheral neuropathies), IRIS (French association for patients with primary immunodeficiencies) and IPOPI (International patient organisation for primary immunodeficiencies). LFB also supports Le Rire Médecin, which organises visits of clowns to paediatric departments and to homes of young patients in France.

“Patients are part of a community of players, including doctors and nursing staff, researchers, manufacturers, health authorities, etc.”



In this environment, everyone has a role to play. We are interdependent and cooperation is key. Manufacturers, such as LFB, manufacture our medicinal products today and work to develop those of tomorrow, and conduct clinical trials. As an international patient association, our vision is to ensure access to early diagnosis and appropriate treatment for every patient, in every country. Our expertise as patients is unique! For manufacturers, this is essential insight they can rely on to develop solutions adapted to our needs. In the field of rare diseases, the national scale is not sufficient. No company today can alone meet the needs of all patients in one country. Countries need a variety of medicinal products as an assurance of continuity that only a plurality of players can provide. This is especially true since supply disruptions can lead to tragedies. From the point of view of patient needs, LFB's internationalisation therefore makes perfect sense. Lastly, I would like to warmly thank all of the LFB employees who have worked to ensure the continuity of our treatments since the very beginning of the Covid-19 crisis, as well as the blood and plasma donors who supported their efforts: to all of you, well done and thank you!”



Martine PERGENT,

President of the IPOPI association
IPOPI is a grouping of 69 national member associations representing 450 rare immune system diseases.

