



A company
committed
to patients' lives

HIGHLIGHTS



14% growth in turnover in 2022

LFB's turnover in 2022 rose to € 523.8 million, up by 14%. For the second consecutive year, LFB recorded double-digit growth in France and internationally. Medicines sales are once again on the rise this year.

The Arras plant

LFB's new plant in Arras is preparing to start production activities by the end of 2024. Final cleaning and sterilisation of the production facilities have started, and the commissioning of equipment in the production units is now underway. The first performance qualifications have started on the filling lines. The control laboratories and waste valorisation unit are fully built.

Recombinant Activated Factor VII Approved in the European Union on 15 July 2022

This is the first recombinant coagulation factor approved in two decades in the European Union for the treatment of patients with certain forms of haemophilia. Marketing authorisation in the European Union comes on the heels of the approvals from the US FDA (Food and Drug Administration), in Mexico, and in the United Kingdom. Distribution of LFB's recombinant activated Factor VII is already underway in several European countries.



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 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 June 2023. June 2023 – D-23-0062.



MAJOR PROJECTS IN THE PIPELINE

Coagulation factors

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

- > Clinical development in progress in the United States seeking a label extension.
- > Regulatory application in progress in Saudi Arabia, planned in Colombia and Algeria.

Fibrinogen

- > Ongoing clinical development activities seeking label extension in Europe.
- > Ongoing activities seeking regulatory submission in the United States.
- > Development of a new dosage.

Immunoglobulins

- > Ongoing project seeking a regulatory submission in the United States.
- > Development of a new route of administration.



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 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.

5

bioproduction sites worldwide, 4 of which are in France



€ 523.8*
million in sales



2,650

employees worldwide, including 2,000 in France*

*2022 data.



INTERVIEW

Jacques BROM,
CEO of LFB

Discover the video
interview with Jacques Brom



Jacques Brom took over as CEO of LFB in September 2022. Here, he looks back on a year of human and industrial development and lays out the challenges to be tackled in the coming years, which he views with confidence. The construction of the future production site in Arras continues according to the plan.

What's your take on 2022?

For LFB, 2022 has been a year of growth in several respects. We increased our turnover by 14% which is exceptional. We continued to invest in our industrial equipment and systems, to the tune of nearly 195 million euros, which is substantial for a company with sales totalling around 524 million euros. We added 570 new employees to our workforce in 2022 out of which 100 were new positions, and we recruited a large number of young people through internships and work-study contracts. This momentum will continue, with approximately 650 recruitments planned

for 2023, including 130 job creations and 175 internships and work-study opportunities offered. 2022 was also marked by the granting of European Marketing Authorisation (MA) for our medicinal product CEVENFACTA®, thus allowing us to launch the product in Europe. Finally, the commissioning of our future plant in Arras accelerated in 2022: this site will ultimately allow us to triple our manufacturing capacity for plasma-derived medicinal products. We have planned to start operations in two phases, the first starting next year and the second at the end of 2026. Our progress has kept step with our objectives: some workshops are already being tested and hiring continues at a fast pace. At the end of 2022, the site had recruited 150 employees on permanent contracts. During my last visit to the site, this number had already doubled to reach close to 300 employees.

What is the ambition for the new site in Arras?

To produce our biomedicinal products, we currently fractionate 1.2 million litres of plasma per year. Thanks to our new plant in Arras, we will be able to achieve a fractionation capacity of 3.3 million litres of plasma each year, meaning an almost three-fold increase compared with the current situation. This will help us to meet the growing demand for our products. Furthermore, thanks to the approval of the US FDA, we will be able to expand our presence on the US market. Finally, this state-of-the-art site will allow us to make a real technological leap forward.



France is extraordinarily fortunate to have EFS and LFB, which together form a sector to be defended and developed. This is a real asset for the security and sovereignty of public health."

LFB is working with a variety of stakeholders. Is this essential to serve better patient needs?

Yes, we maintain close and constant contacts with blood donor and patient associations. And this has taken on increased importance as the EFS (Établissement Français du Sang) has faced collection difficulties since the Covid-19 pandemic. To meet the growing demand from patients, and with the upcoming start of our Arras plant, we need to think collectively about how to best promote plasma donations. France is extraordinarily fortunate to have the EFS and LFB, which together form a unique sector. This is a real asset for our country, in terms of health security and sovereignty. However, the issue of plasma donation also plays a role internationally and this is why we have developed our own dedicated subsidiaries, like Europlasma for Europe and American Plasma for the US market.

You have worked for "Big Pharma" for many years. How do you appreciate LFB's corporate culture?

What strikes me, at all levels of this human-scale company, is the commitment of the teams. I visited all LFB plants, met hundreds of people from different functions in France and worldwide during my first weeks and they all talked to me about commitment: their commitment to patients. Why? Because we work to honour our mission to serve patients, by producing medicines that treat serious and often rare diseases. We recently launched CEVENFACTA®, for the management of rare forms of haemophilia with inhibitors. Few patients are affected by this coagulation disorder, for which there are few therapeutic options. No doubts our activities are useful! Another striking element is the highly specialised expertise of our teams. For example, our employees at the LFB plant in Alès, in the southern Gard region of France, have rare skills that are also showcased through subcontracting for pharmaceutical companies and French start-ups. LFB's number one asset is its talent!

What are your priorities?

Our medium- and long-term strategic goals remain unchanged: we will be working to consolidate our leadership in France and continue internationally to focus selectively on a few key countries. In the shorter term, we have several priority projects on our plate: continued construction of the plant in Arras, of course, but also the launch of our ERP programme that will give LFB an effective management tool. Finally, this year I also would like to finalise the work around the "purpose" of LFB and have it reflected into the articles of association.

THE EXECUTIVE COMMITTEE chaired by Jacques BROM, in alphabetical order:

Jacques BROM
CEO

Bruno DE MIRIBEL
Executive Vice President
Financial Affairs

Patrick DELAVAUULT
Executive Vice President
Scientific, Medical
and Regulatory Affairs

Fabrice DUBOIS
Executive Vice President
Legal Affairs and Compliance

Hanna LEPERS
Executive Vice President
France Operations

Vincent LORET
Executive Vice President
Industrial Affairs

José MORENO
CEO of LFB USA

Philippe NOQUÉRO
Executive Vice President
Operational Excellence

Anne-Laurence SABATINI
Executive Vice President
International Operations

Virginie SCANU
Executive Vice President
Human Resources

Dominique SOULARD
Executive Vice President
Quality and Pharmaceutical Affairs

Didier VÉRON
Executive Vice President
Corporate Affairs

5 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 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 Group also has its own plasma collection centers in Austria and the Czech Republic (Europlasma) and in the United States (LFB American Plasma).

FRANCE LES ULIS



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



550
employees in production and quality out of a workforce of **1,008** employees in Les Ulis

FRANCE LILLE AND CARVIN

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).



746
employees in production and quality out of a workforce of **800** employees in Lille and Carvin

FRANCE ARRAS



Nearly
300
employees by June 2023

x3
Increase in the production capacity for LFB's medicinal products

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

FRANCE ALÈS

The Alès site is one of the key units of the global bioproduction activities within the LFB. A recombinant protein developed by LFB, as well as clinical and commercial batches of monoclonal antibodies and recombinant proteins for customers, are manufactured in this plant. This site is a CDMO (Contract Development & Manufacturing Organisation), offering bioproduction services to third parties, with a top-ranking expertise in biopharmaceuticals.



71
employees in Alès

UNITED STATES CHARLTON, MA



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. Quality Control, Molecular Biology, and Process and Analytical Development (PAD) laboratories are located in Framingham.

46
employees in Charlton, **67** 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



LFB continues to be at the forefront of industrial innovation, boasting top-notch expertise, particularly in the field of monoclonal antibodies and recombinant proteins produced by cell culture. Its industrial site located in Alès offers services for third parties ranging from the development of cell lines to the manufacture of recombinant medicinal products that meet the highest regulatory standards. On the other side of the Atlantic, in the heart of Massachusetts, the rPRO™ technology is used to develop and produce medicinal products by genetic recombination.

“ The “*Fédération Française pour le Don de Sang Bénévole*” (FFDSB) brings together the 700,000 members of blood donor associations in France.



It federates this ecosystem at the service of patients, promotes voluntary blood donation and takes initiatives throughout France to help recruit new blood and plasma donors. Donors are key players in the French plasma sector. They share a common objective with all stakeholders in the sector: to guarantee the access of all patients to life-saving medicinal products. Collecting plasma in France and manufacturing medicinal products derived from it in our country are fundamental to solidifying France's health sovereignty, the prime importance of which was underscored by the Covid-19 pandemic. Plasma collection will need to increase significantly in the coming years and all of our members are ready to take up this challenge in the service of patients.”



Jacques ALLEGRA,
President of Fédération Française pour le Don de Sang Bénévole (FFDSB)



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.

Professor Shahram Attarian practices in the Neurology department of the reference centre for neuromuscular diseases and Lou Gehrig's disease (amyotrophic lateral sclerosis – ALS), at Timone hospital in Marseille. In this interview, he reflects on his involvement in various events aimed at strengthening communication between the various medical actors.



What is the objective of the Immunotherapy Day organised by LFB and what role do you play in it?

Pr S. Attarian: "The Immunotherapy Day organised by LFB is a valuable moment for the exchange of ideas: it is an opportunity for many health professionals to share their knowledge on current topics concerning dysimmune neuropathies. These are inflammatory, chronic or acute neuropathies that are rare autoimmune diseases affecting the peripheral nervous system. As a member of the scientific committee, I help design the scientific programme for this event."

You also take part in Interactive Neuromuscular Clinical Observations or INCOs. What are these?

Pr S. Attarian: "INCOs are a training tool offered specifically to neurologists by the Hospital Sales Representatives. I am also a member of the scientific committee for these sessions and help develop the clinical cases examined. These cases are presented in the regions by doctor specialists. The presentation of each case is followed by a question-and-answer session. These face-to-face meetings aim to promote medical communication between peers, to accelerate the development of medical knowledge on pathologies in neurology and to work to streamline the patient care pathway."



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



Well-being at work and professional development are key to LFB's performance. The quality of life at work, inclusion, appropriation of the Group's values and even LFB's social responsibility are all topics covered in the context of HR projects serving society and LFB employees alike.

In light of the company's strong growth in recent years, skills development is more than ever a key priority. Our challenge is to promote the transmission, maintenance and development of know-how that meets the highest of standards, throughout the career of our employees within the LFB.

Internal mobility, which was redefined in 2022, is also essential. Employees are put at the heart of this system and are the main players in the process, alongside their managers and the HR teams. Everyone works together to best reconcile every person's mobility wishes with LFB's skills needs.

Finally, the company continues to pursue its active policy to promote internships and work-study contracts, the number of which offered in 2023 increased by 40%. At the same time, LFB has been strengthening its partnerships with those schools providing training in our professions which are located close to our sites.

The new LFB Employer Branding:

Much more than just a company, **a committed team on a mission** to improve patients' lives.

LFB's 5 common values

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

A SUSTAINABLE DEVELOPMENT CHALLENGE



In 2022, LFB continued to work on reducing its environmental impact, by better controlling water and energy consumption, reducing greenhouse gas emissions and optimising waste management. 75.2% of non-hazardous waste was recycled in 2022. The Alès site does its part to improve the energy mix in France by consuming electrical energy that is 100% certified to be of renewable French origin.

Several audits and assessments have applauded LFB's CSR performance: the CSR audit performed by the CAHPP[®] ranked LFB as "Exemplary" for its compliance with the green index. The "A++ label" was renewed for the 7th consecutive year. LFB was also awarded the silver medal by EcoVadis for the 3rd consecutive year, thus placing it among the leading companies evaluated in 2022 in the same sector of activity. The non-financial performance statement addresses the low-carbon strategy and its objectives. These results provide LFB with the impetus to actively work to meet its social responsibility goals. As an example, LFB published its 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 that promote blood and plasma donation in partnership with institutional bodies, and help recruit donors, encourage repeat donations and train volunteers. LFB also supports the activities of patient associations, which play an essential role in healthcare: ADAAT (French association for patients with alpha-1 antitrypsin deficiency), AF3M (French association for patients with multiple myeloma), AFH (French association of haemophiliacs), EHC (European Haemophilia Consortium), WFH (World Federation of Haemophilia), AFNP (French association for peripheral neuropathies), IRIS (French association of patients with primary immunodeficiencies) and IPOPI (International patient organisation for primary immunodeficiencies). LFB also supports Le Rire Médecin, which works to integrate personalised entertainment by professional clowns into the care community, to brighten the day of hospitalised children and those around them.

“ EPODIN is a non-profit association that brings together patient organisations from all over Europe.



It aims to give voice to and empower people living with rare immune-mediated peripheral neuropathies. EPODIN is thus devoted to helping all European citizens suffering from these pathologies to reduce the burden of their disease and the resulting inequalities.

The EPODIN organisation defends the interests of these patients at the European level and works to ensure that they benefit from the best possible conditions of access to an accurate diagnosis and appropriate treatment.

EPODIN fights against diagnostic delays which impose unbearable waiting periods on patients and their families from the first symptoms until a diagnosis is found.

In the same way, for patients who are treated with immunoglobulin infusions, EPODIN is advocating for French health sovereignty. At the European scale, reducing our dependence on plasma collected in the United States will be key to securing our supplies of medicinal products of major therapeutic interest.”



Jean-Philippe PLANÇON,
Chairman of EPODIN
(European Patient Organisation for Dysimmune and Inflammatory Neuropathies)

