



# Corporate Presentation

November 2024

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**Changing the Treatment  
Paradigm for Patients with Iron  
Deficiency Anemia**



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# Shield Therapeutics

Fast Growing, Mission Driven, Speciality Pharmaceutical Company

ACCRUFer®/FeRACCRU® (ferric maltol), is the only FDA approved oral iron broadly indicated for use in adults suffering from iron deficiency, with or without anaemia. Also approved by EMA and Health Canada.

Vast market opportunity in iron deficiency replacement therapy market. Traditional oral irons often lead to discontinuation due to intolerable GI side effects or insufficient efficacy<sup>1</sup>

Experienced Executive Team with extensive US commercialization expertise

Viartis co-commercialisation agreement has catalysed commercial expansion, resources and growth for ACCRUFer®

Peak revenue potential of ACCRUFer® of ~\$450M<sup>2</sup>

Strong IP through 2035



1. Stallmach A, Büning C. Ferric maltol (ST10): a novel oral iron supplement for the treatment of iron deficiency anemia in inflammatory bowel disease. Expert Opin Pharmacother. 2015;16(18):2859-2867. doi:10.1517/14656566.2015.1096929

2. Shield management estimate

# Management team



**Anders Lundstrom**  
CEO\*



**Santosh Shanbhag**  
CFO



**Lucy Huntington-Bailey**  
General Counsel



**Andy Hurley**  
Chief Commercial Officer



**David Childs**  
VP, Manufacturing and  
Strategic Alliance



**Dr. Jackie Mitchell**  
VP, Quality, Clinical and  
Regulatory Affairs



\*Board Member and Interim CEO

# Iron Deficiency without & with Anaemia (ID/IDA)

A highly prevalent and serious condition




Significant impact on **quality of life**

Symptoms include **extreme fatigue, headache, vertigo, numbness in extremities, cognitive impairment**

Prevalence is **highest in women of childbearing age and patients with inflammatory conditions.**<sup>1</sup>

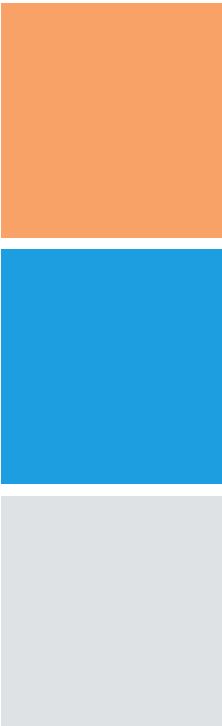
Caused by **malnutrition, malabsorption, or bleeding**



	<b>Women's Health</b> <ul style="list-style-type: none"><li>• Menorrhagia</li><li>• Pregnancy</li><li>• Uterine Fibroids</li></ul>		<b>Inflammatory bowel disease</b> <ul style="list-style-type: none"><li>• Crohn's disease</li><li>• Ulcerative colitis</li></ul>		<b>Chronic kidney disease</b>
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1. Cappellini MD, Musallam KM, Taher AT. Iron deficiency anemia revisited. J Intern Med. 2020;287(2):153-170. doi:10.1111/joim.13004

# Universal problem: HCP's are struggling to treat IDA because patients can't tolerate the GI side effects of oral iron salts



**Oral ferrous salts dissociate in the stomach.** Unabsorbed iron (Fe<sup>+</sup>) generates reactive oxidative species (**ROS**), causing irritation and damage to the intestinal lining **and gastrointestinal (GI) side effects**

**Up to 70%** of patients can experience GI related side effects<sup>1,2</sup> including bloating, dark stool, nausea distention

Patients comment: "Side effects of oral iron worse than the symptoms of IDA"

**Up to 60%** of patients will discontinue treatment with ferrous (iron) salts primarily due to GI adverse events and lack of effectiveness<sup>3</sup>

1. DeLoughery TG. Safety of oral and intravenous iron. Acta Haematol. 2019;142(1):8-12. doi:10.1159/000496966.
2. Tolkien Z, Stecher L, Mander AP, Pereira DIA, Powell JJ. Ferrous sulfate supplementation causes significant gastrointestinal side-effects in adults: a systematic review and meta-analysis. PLoS One.
3. Cancelo-Hidalgo MJ, et al. Curr Med Res Opin. 2013;29(4):291-303

# ACCRUFer® designed for efficacy and tolerability

Unique MOA (mechanism of action) Shields and Delivers Elemental Iron to the Small Intestine <sup>1, 2</sup>

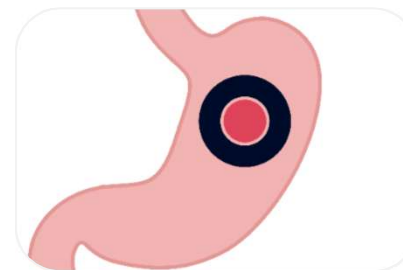
## Proprietary Formulation

ACCRUFer® is formulated in a maltol complex vs. traditional oral irons, provided in ferrous-based formulations

## Low iron dose

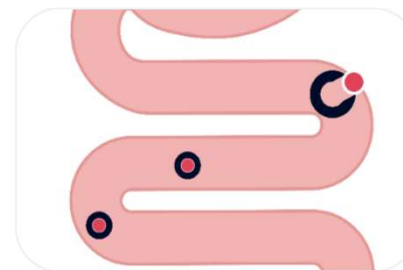
60 mg of elemental iron is delivered by ACCRUFer® daily

### ACCRUFer® remains tightly bound in the stomach



The maltol shield protects iron from the stomach, remaining tightly bound as it passes through

### Dissociates upon uptake in the duodenum



Iron remains bioavailable, chelated, and ready to replenish iron stores.

Excess iron is excreted in the stool

1. ACCRUFer™ is dosed at 30mg BID, MOA = mechanism of action
2. ACCRUFer® (ferric maltol) [Prescribing Information]. Austin, TX: Shield Therapeutics, 2019. Revised 02/22.
3. Shield graphic for illustrative purposes only

# Global partnerships continue to progress

Deals include upfronts, milestones & double-digit royalties



United States

Co-Commercial Agreement, Dec. 2022

100-person combined sales team in place

**\$30m in available sales milestones**



EU+<sup>1</sup>

Currently commercialized across Europe

**Royalties and milestone payment upon approval for Pediatrics in EU**



Canada

Approved by Health Canada in August 2024

**Revenue-based milestone payments and Double-digit royalties on net sales**



Republic of Korea

Filed for approval; Pending successful review, approval anticipated in 2025

**Mid-teens royalties on net sales**



China +<sup>2</sup>

Phase 3 Study ongoing  
Approval expected in H2 2026

**Approval Milestone Double-digit royalties on net sales**

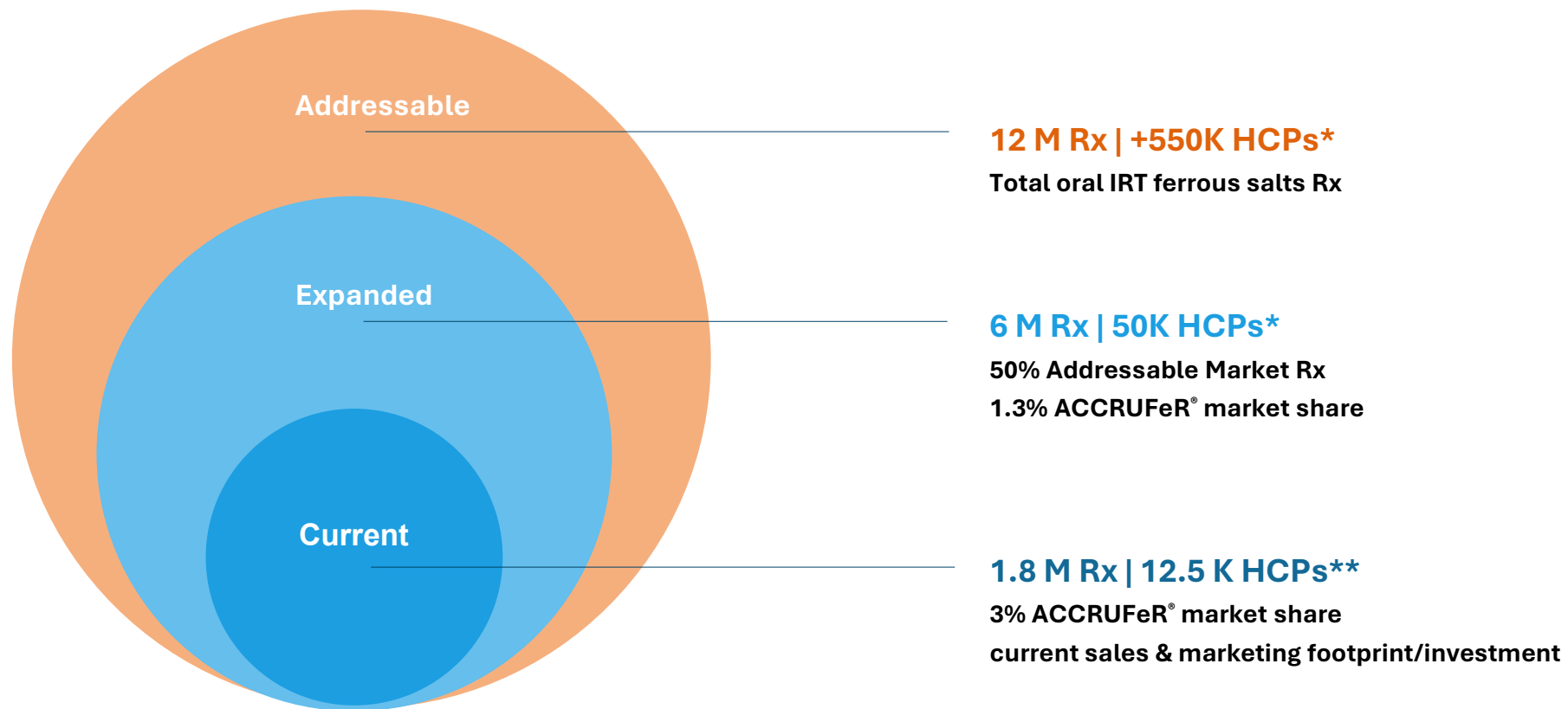
Shield will continue to evaluate further partnerships in selected geographies

<sup>1</sup> Norgine: European Union, UK, Norway, Australia, New Zealand, other non-EU Countries

<sup>2</sup> ASK Pharma: China, Hong Kong, Macau, Taiwan



# Total prescription oral iron replacement therapy (IRT) market



\*2023 Rx Data IQVIA Xponent PlanTrak + consignment

\*\*Q3 2024 ACCRUFeR® targets FY 2023 Rx; Market share based on ACCRUFeR®, ferrous sulfate, integra, ferralet, proferrin, ironspan, slow Fe+, iron combo product, and other ferrous elemental irons

# The ID/IDA market is ideal for big upside potential for ACCRUFer®

ID/IDA Market Dynamics as Viewed by Shield and Viatrix



- **Large Unmet Need**
- **Concentrated Prescriber Base**
- **Uniquely positioned to address unmet need**
- **Promotionally Sensitive**
- **Minimal Branded Competition**
- **Highly Engageable Audience – HCP and Patients**

## 2024 business priorities

**Growth in  
ACCRUFer®  
Revenues, TRx &  
Gross to Net  
Q3 2024**

\$7.2M ACCRUFer® Net Revenues

c. 43,500 TRx  
20% growth vs. Q2 2024

\$167 Net price / Rx  
\$192 excluding July '24  
vs. \$171 in Q2 2024

**Increased balance  
sheet and  
operational flexibility  
Q3 2024**

\$7.7M cash and cash equivalents  
8.1M in Q2 2024

~10% cost reduction in operating base

Expanding Sallyport AR financing to \$15M

Non-binding term sheet with AOP Health for  
the potential of \$10M of new equity.\*

Goal to be cash flow positive by end of 2025

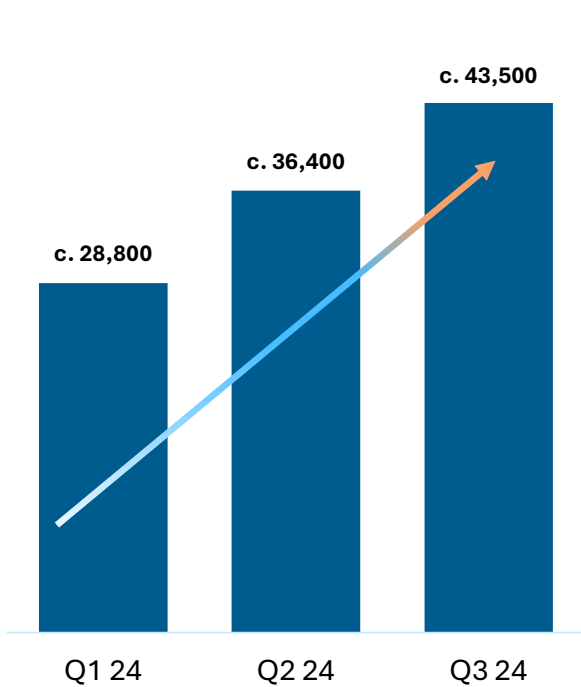
**Expand global  
patient access of  
ferric maltol  
Q3 2024**

Paediatric pivotal trial shows highly  
clinically relevant effectiveness with  
no AE related patient discontinuation

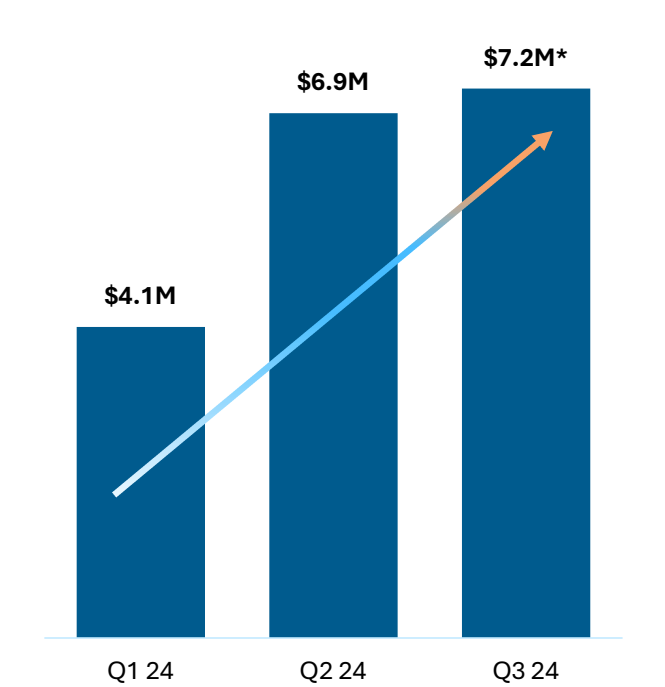
FDA and EMA filing indication in H1 2025;  
€1 million in total development  
milestones expected from Norgine BV

# Continued growth in ACCRUFer® in the US in Q3 2024

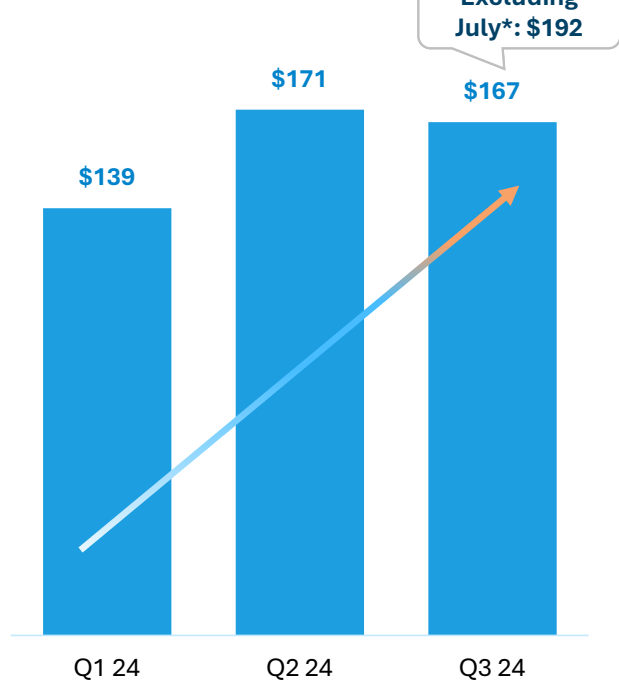
**ACCRUFer® TRx**  
2024 Quarterly



**ACCRUFer® Net Revenues**  
2024 Quarterly



**ACCRUFer® Net Price Per Script**  
2024 Quarterly



\*impact of the summer buying pattern of wholesalers buying ahead of the July 4th weekend during the last week of June

# Goal to be cash flow positive by end of 2025: ACCRUFer<sup>®</sup> revenues, strengthening balance sheet and ~10% reduction in operating base



## \$20M Term Loan

- Sept. 2028 maturity
- Interest rate SOFR + 9.25%
- Nine quarters interest only periods
- 6.5% final payment fee
- Secured by all assets
- Minimum liquidity and minimum revenue targets covenants<sup>1</sup>



## \$15M AR Factoring

- Expanding from \$10M to \$15M
- Advance rate on eligible ACCRUFer<sup>®</sup> receivables
- Interest rate: WSJ Prime + 3.0%
- Secured by AR and Inventory
- \$1.0M in restricted cash



## \$5.7M Milestone Monetization

- Monetization of \$11.4M milestone upon ACCRUFer<sup>®</sup> approval in China
- ACCRUFer<sup>®</sup> approval in China expected by YE 2026
- Secured by the ASK Milestone<sup>2</sup>

## Potential \$10M Equity Raise

- Non-binding term sheet
- Minimum of \$10M (gross) equity investment<sup>3</sup>
- Subscription Price : 4.0 pence per ordinary share
- AOP Health will hold >50% of the issued STX share capital
- Broader equity offering may be available should the Subscription proceed

<sup>1</sup> The minimum revenue targets are \$16.5m, \$22.5m, \$31.5m, \$38.9m, and \$45.7m in Q2 2024, Q3 2024, Q4 2024, Q1 2025, and Q2 2025+. AR = Accounts Receivable

<sup>2</sup> If the Approval Milestone has not been triggered by 31 December 2026, the Advance (\$5.7m) plus interest at the rate of SOFR+9.25% and an exit fee of 6.5% of the Advance will be payable by Shield to AOP

<sup>3</sup> Conditional upon (i) Rule 9 of takeover code waiver by Takeover Panel (ii) shareholder approval of the waiver (excluding AOP and its concert parties) (iii) shareholder approval of the issue of the securities

# Shield Therapeutics

Fast Growing, Mission Driven, Speciality Pharmaceutical Company



- **Vast market opportunity with significant revenue potential**
- **ACCRUFer<sup>®</sup>/FeRACCRU<sup>®</sup> (ferric maltol) approved by the FDA, EMA, and Health Canada**
- **Shield-Viatris partnership driving growth in ACCRUFer<sup>®</sup> prescriptions, net revenue and net selling price in the US**
- **Global partnerships continue to progress at a steady pace with anticipated milestones and double-digit royalties**
- **Increased balance sheet and operational flexibility**
- **Goal to be cash flow positive by end of 2025**



# Thank You!

**Anders Lundstrom –Chief Executive Officer\***  
**Santosh Shanbhag – Chief Financial Officer**

**[www.shieldtherapeutics.com](http://www.shieldtherapeutics.com)**

