



Balancing Innovation & Healthcare Sustainability:

The Age of Multimillion Dollar Therapies are Upon Us

HEALTHKEY SUMMIT, March 13, 2024



About AscellaHealth

An industry trailblazer working to unite all stakeholders and advance innovation – for improved clinical outcomes and an enhanced patient journey.

Our Mission

A premier, tech-enabled Specialty Pharmacy and Healthcare Services organization serving Patients, Life Sciences Manufacturers, Payers and Providers with innovative, cutting-edge programs and services to improve health outcomes and enhance the patient journey.



Global Footprint

AscellaHealth is headquartered in Berwyn, PA.

- Our Specialty Pharmacy, Optime Care is located in St. Louis, MO.
- AscellaHealth Technical/IT services reside in Texas.
- AscellaHealth Europe is comprised of locations in Dublin, Ireland and Manchester, England.



AscellaHealth CEO: Dea Belazi, PharmD, MPH



THE AMERICAS'
FASTEST GROWING
COMPANIES 2023

500™

Technology **Fast 500**
2023 NORTH AMERICA
Deloitte.



The leading Specialty Pharmacy & Healthcare Services provider with a technology-driven platform for ground-breaking pharmaceutical financial services and customized clinical programs, servicing all key stakeholders within the industry for optimal health outcomes.

- Led growth of AscellaHealth with co-founder Bill Oldham from \$1 million to over \$400 million in revenue and nearly 300 employees worldwide, a 10-year span

What's So Special about Specialty Pharmacy?

- Specialty pharmacy focuses on high-cost, high-touch medication therapy for patients with complex, chronic disease states.
- Medications in specialty pharmacy range from oral to cutting edge injectable and biologic products.



Specialty & Rare Diseases

Specialty & Rare Disease States

- Ankylosing spondylitis
- Niemann-Pick Disease Type C
- Fields Condition
- Cancer
- Crohn's disease
- Cystic fibrosis
- Severe Combined Immune Deficiency (SCID)
- Hemophilia
- Hepatitis B and C
- Pompe Disease
- Kuru Disease
- Duchenne Muscular Dystrophy
- Juvenile idiopathic arthritis
- Multiple sclerosis
- Alkaptonuria
- Von Willebrand Disease
- Harlequin-Type Ichthyosis
- Psoriatic arthritis
- Propionic Acidemia
- Hutchinson-Gilford Progeria
- Ulcerative colitis
- Phenylketonuria (PKU)
- Eosinophilic esophagitis
- Hepatic encephalopathy – Xifaxan
- Hidradenitis Suppurativa
- HIV-PrEP
- Hyperlipidemia
- IBS – Sandostatin
- RPI Deficiency
- Systemic lupus erythematosus / lupus nephritis

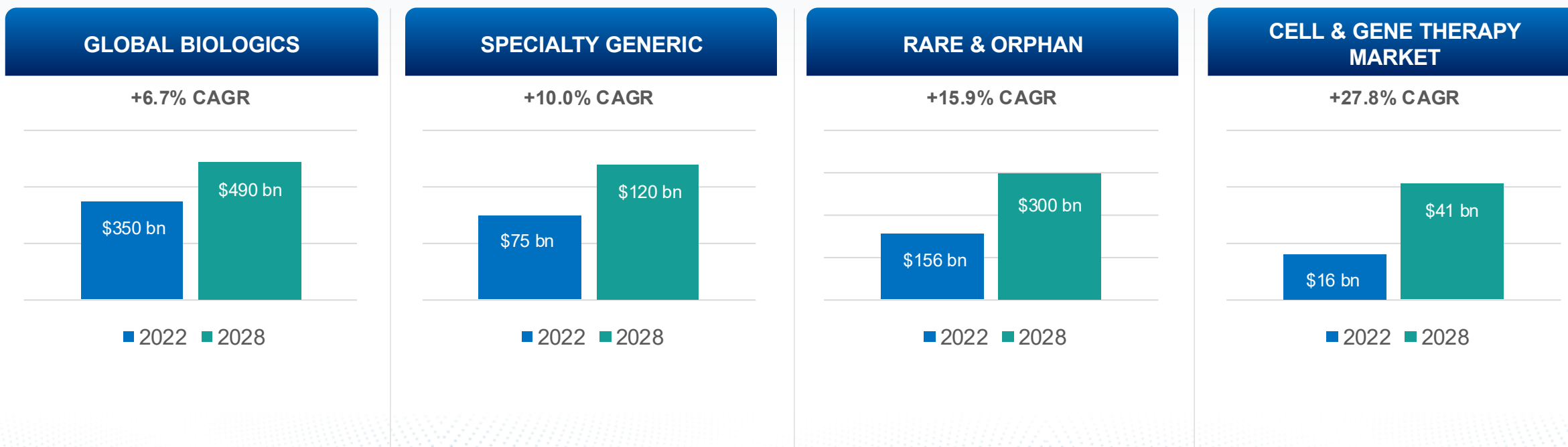
Other specialty diseases may be added as needed



Specialty Pharmaceutical Growth Outlook

Global Specialty Pharmaceutical Market Forecast

Long-term growth expected to continue across all specialty market sectors, fed by a robust biosimilar pipeline, vast technological and cell and gene therapy advancements.



Source: Life Sciences Coverage –September 2023

Global Specialty Pharmaceuticals Market

Specialty Pharmaceutical Market Projected to Exceed USD 965.54 Billion by 2030

- Rising Popularity of Advanced Therapeutics and Personalized Medicine



Ref: Research and Markets <https://www.researchandmarkets.com/reports/5553406/pharmaceuticals-global-market-report-2022-by>

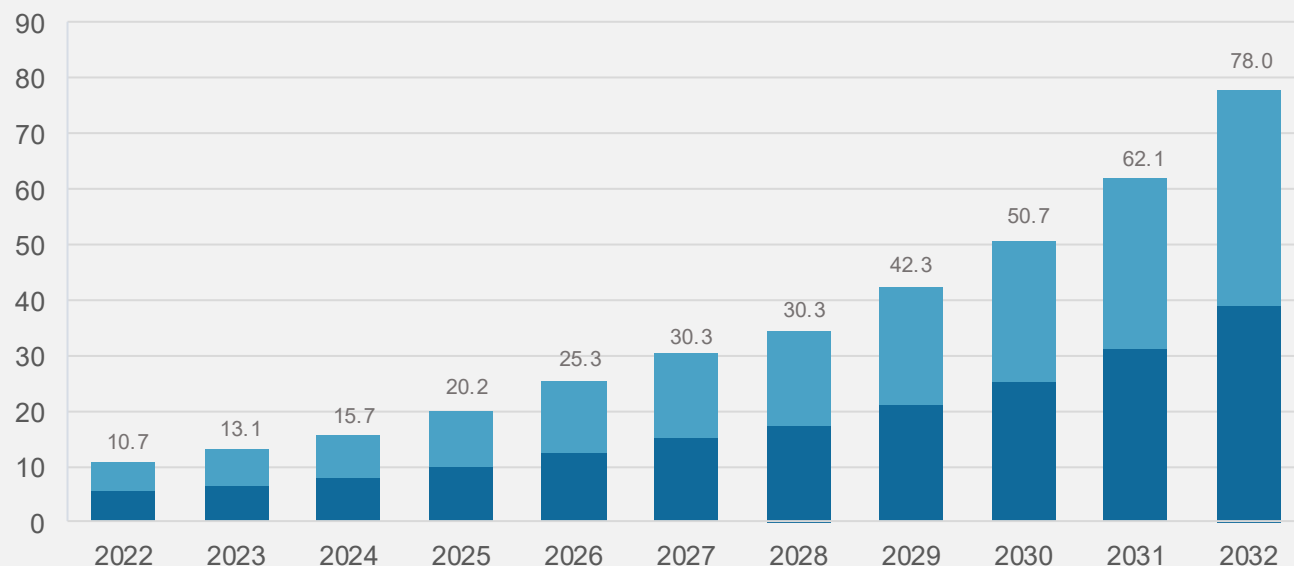
Cell & Gene Therapy (CGT) Market

The CGT Market Size is Projected to Reach USD \$78 Billion by 2032

Global Cell and Gene Therapy Market

Size, by Product, 2022-2032 (USD Billion)

■ Cell Therapy ■ Gene Therapy



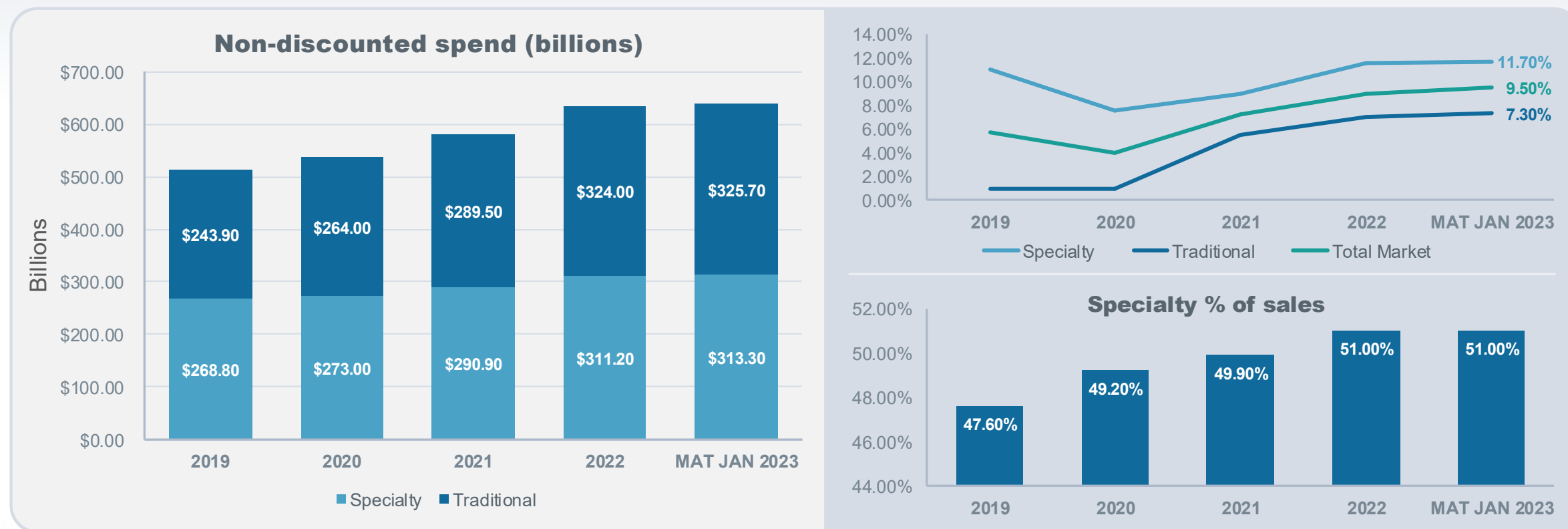
The Market will Grow At the CAGR of: **22.6%** The forecasted market size for 2032 in USD: **\$78.0B** market.us

- Market Growth: CAGR of 22.6% expected, reaching USD 78.0 billion by 2032 from USD 10.7 billion in 2022.
- Cell vs. Gene Therapy: Cell therapy (54.3% market share) and gene therapy both transform medicine.
- Prominent Segment: Oncological disorders lead with 32% market share in 2022.
- Emerging Segment: Genetic disorders anticipate the fastest growth due to rising cases.
- The approval pipeline for CGT continues to grow. CGT made up 10% of all U.S. FDA novel approvals in 2023, up from 7% and 6% in 2022 and 2021, respectively. Approximately two-thirds of the approvals in 2023 were for DNA and RNA therapeutics or gene therapies, with the remainder attributed to genome editing and cell therapies.

Ref: Market.us Market.us (Powered By Prudour Pvt. Ltd.) <https://market.us/report/cell-and-gene-therapy-market/>

Specialty Spend Outpaces Traditional Drugs

Although making up only 2% of overall prescription volume, specialty drugs account for 53% of total annual pharmacy spending up from 27% in 2010.¹



1 - Optum.com 2024

2- IQVIA <https://www.iqvia.com/locations/united-states/blogs/2023/07/insights-into-the-2023-us-pharmaceutical-market#:~:text=Specialty%20drug%20growth%20outpaces%20traditional%20drugs&text=In%20the%20moving%20annual%20total,up%20from%2028%25%20in%202011>

Specialty Ecosystem Challenges

Exorbitant costs of specialty medications and a burgeoning pipeline present sustainability challenges to the SP Ecosystem. It's imperative that all stakeholders join together so novel therapies can hit the market and be made affordable to the patients who need them.



Increasing Drug Costs

- Rising drug costs present funding challenges and a difficult pathway to commercialization
- Long approvals process and gap between development and commercialization results in hindered ROI for pharma/biotech
- Questionable payer coverage and reimbursement of exorbitantly expensive therapies



Complex Delivery Mechanisms/ Routes of Administration

- Intricate product characteristics and routes of administration present challenges across the supply chain and care continuum
 - Special storage and delivery requirements (cold/ warm chain)
 - Niche capabilities required to ensure product integrity and optimal compliance rates



Inefficient and Complex Market Architecture

- Complex and fragmented market results in multiple vendors across drug launch and care continuum milestones, posing additional challenges:
 - Incomplete and inactionable data
 - Confusion throughout the patient journey and lackluster compliance rates

Enhancing Ecosystem Value through Stakeholder Collaboration

AscellaHealth provides tailored solutions and programs to all industry stakeholders, with the end goal of advancing pharmaceutical innovation and enhancing the affordability of high-cost, specialty therapies.

PHARMA/ BIOTECH



ADVANCING INNOVATION

- End-to-end solutions from pre-commercialization to launch, fulfillment and patient care/ HUB Services

PAYERS



CONTAINING COSTS

- Specialty pharmacy and medical benefit management and cost savings

PATIENTS



IMPROVING ACCESS

- Patient-centric approach for optimal medication access and affordability of high-cost therapies

PROVIDERS



ENHANCING OUTCOMES

- Custom clinical programs and concierge-level patient care

A New Approach to Industry Unification

End-to-End Solutions for Optimal Outcomes & Cost Savings

A platform cutting across the entire SP value chain, from patient to payer to pharma/biotech, optimizing outcomes and cost savings to manage the immense growth of emerging therapies and next generation technologies.



Enhancing the Specialty Value Chain