# Viatris Investor Day

March 1, 2021



# Welcome & Opening Remarks



Melissa Trombetta, Head of Global Investor Relations



## **Forward Looking Statements**

This presentation contains "forward-looking statements." These statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements may include, without limitation, statements with respect to 2021 financial guidance and key metrics utilized for 2021 guidance, diversity of and investment in and launches of portfolio and pipeline, strength and sustainability of cash flow, power of operating platform and commercial capabilities, enhancing efficiencies, executing on global restructuring program, achievement of synergies, synergies and restructuring roadmap, 2021 being a trough year in terms of revenue, adjusted EBITDA and free cash flow, COVID impacts, expectations for Global Healthcare Gateway® including that it will fuel our future growth, serving patients through multiple channels, business model resiliency, maintaining a strong balance sheet, segment reporting, profitability and performance, enhanced commercial footprint, maximizing base business, optimizing spend, efficient selling and marketing, lifecycle management, moving up value chain, future development in biosimilars, manufacturing and supply network strategy, supply continuity, delivering on customer needs, future growth and potential future opportunities, key factors impacting 2021 performance in reportable segments, guality performance and compliance, R&D platform and strategy, biosimilar strategy, continuous improvement of commercial products, centers of excellence, leveraging and managing strategic partnerships and collaborations, execution on organic opportunities, CSR program and expansion thereof, tailwinds and headwinds, exiting TSAs and MSAs with Pfizer, transparency and granularity, initiating a dividend and expected dividend amounts, rapid deleveraging and debt repayments, long-term leverage ratio target and ranges, growth of free cash flows, capital allocation, maximizing shareholder value, cash costs to achieve synergies and other one-time cash costs, potential for share repurchases based upon achievement of leverage target, strategic or material business development, and other statements about the transaction pursuant to which Mylan N.V. ("Mylan") combined with Pfizer Inc.'s Upjohn business (the "Upjohn Business") in a Reverse Morris Trust transaction (the "Combination") and Upjohn Inc. ("Upjohn") became the parent entity of the combined Upjohn Business and Mylan business and was renamed Viatris Inc. ("Viatris" or the "Company") effective as of the closing date, the benefits and synergies of the Combination or our global restructuring program, future opportunities for the Company and its products and any other statements regarding the Company's future operations, financial or operating results, capital allocation, dividend policy, debt ratio, anticipated business levels, future earnings, planned activities, anticipated growth, market opportunities, strategies, competitions, and other expectations and targets for future periods. Forward-looking statements may often be identified by the use of words such as "will", "may", "could", "bould", "project", "believe", "anticipate", "expect", "plan", "estimate", "forecast", "potential", "pipeline", "intend", "continue", "target", "seek" and variations of these words or comparable words. Because forward-looking statements inherently involve risks and uncertainties, actual future results may differ materially from those expressed or implied by such forward-looking statements. Factors that could cause or contribute to such differences include, but are not limited to: the integration of Mylan and the Upjohn Business or the implementation of the Company's global restructuring program being more difficult, time consuming or costly than expected; the possibility that the Company may be unable to achieve expected benefits, synergies and operating efficiencies in connection with the Combination or its global restructuring program within the expected timeframe or at all or to successfully integrate Mylan and the Upjohn Business or implement its global restructuring program; operational or financial difficulties or losses associated with the Company's reliance on agreements with Pfizer in connection with the Combination, including with respect to transition services; the possibility that the Company may be unable to achieve all intended benefits of its strategic initiatives; the potential impact of public health outbreaks, epidemics and pandemics, including the ongoing challenges and uncertainties posed by the COVID-19 pandemic; the Company's failure to achieve expected or targeted future financial and operating performance and results; actions and decisions of healthcare and pharmaceutical regulators; changes in relevant laws and regulations, including but not limited to changes in tax, healthcare and pharmaceutical laws and regulations globally; the ability to attract and retain key personnel; the Company's liquidity, capital resources and ability to obtain financing; any regulatory, legal or other impediments to the Company's ability to bring new products to market, including but not limited to "at-risk launches"; success of clinical trials and the Company's or its partners' ability to execute on new product opportunities and develop, manufacture and commercialize products; any changes in or difficulties with the Company's manufacturing facilities, including with respect to inspections, remediation and restructuring activities, supply chain or inventory or the ability to meet anticipated demand; the scope, timing and outcome of any ongoing legal proceedings, including government inquiries or investigations, and the impact of any such proceedings on the Company; any significant breach of data security or data privacy or disruptions to our information technology systems; risks associated with having significant operations globally; the ability to protect intellectual property and preserve intellectual property rights; changes in third-party relationships; the effect of any changes in the Company's or its partners' customer and supplier relationships and customer purchasing patterns, including customer loss and business disruption being greater than expected following the Combination; the impacts of competition, including decreases in sales or revenues as a result of the loss of market exclusivity for certain products; changes in the economic and financial conditions of the Company or its partners; uncertainties regarding future demand, pricing and reimbursement for the Company's products; uncertainties and matters beyond the control of management, including but not limited to general political and economic conditions and global exchange rates; and inherent uncertainties involved in the estimates and judgments used in the preparation of financial statements, and the providing of estimates of financial measures, in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP") and related standards or on an adjusted basis. For more detailed information on the risks and uncertainties associated with Viatris, see the risks described in the final information statement, dated August 6, 2020, which is attached as Exhibit 99.1 to Upjohn's Current Report on Form 8-K filed on August 6, 2020, and those described in Viatris' Form 10-K for the year ended December 31, 2020 expected to be filed on March 1, 2020. You can access these filings and all Viatris' filings with the SEC through the SEC website at www.sec.gov or through our website and Viatris strongly encourages you to do so. Viatris routinely posts information that may be important to investors on our website at investor.viatris.com, and we use this website address as a means of disclosing material information to the public in a broad, non-exclusionary manner for purposes of the SEC's Regulation Fair Disclosure (Reg FD). The contents of our website are not incorporated into this presentation. Viatris undertakes no obligation to update any statements herein for revisions or changes after the date of this presentation other than as required by law.



## Key References and U.S. GAAP Measures

The measures described herein are calculated as indicated, are reflected as approximations and/or with rounding, and do not reflect final actual results or pro forma results in accordance with ASC 805 or Article 11 of Regulation S-X. Such measures also do not reflect the effect of any purchase accounting adjustments, including but not limited to the elimination of intercompany sales and the fair value of assets and liabilities.

Viatris has not yet finalized or published its financial results for the year ended December 31, 2020. Estimated results are subject to change and actual results may differ materially from the preliminary estimates provided in this presentation. See also slide 3, "Forward Looking Statements". In addition, adjusted EBITDA is a non-GAAP measure, see slide 6.

"2020 Combined Preliminary Estimate": With respect to revenue, refers to the sum of Viatris' preliminary estimates for 2020 Viatris revenue plus Upjohn Business revenue for the period from January 1, 2020 through November 15, 2020 (i.e., the 2020 period prior to the closing of the Combination). With respect to adjusted EBITDA, refers to the sum of Viatris' preliminary estimates for (1) Viatris GAAP net earnings (loss) adjusted for depreciation and amortization, restructuring, acquisition related and other special items and interest, tax, litigation, stock-based compensation and other expenses and (2) the Upjohn Business adjusted EBITDA for the period from January 1, 2020 through November 15, 2020 (i.e., the 2020 period prior to the closing of the Combination).

"2020 Combined Preliminary Adjusted Estimate": Refers to the 2020 Viatris + Pre-Combination Upjohn Combined Preliminary Estimate adjusted for certain items including required product divestitures in connection with the Combination, sales to Pfizer for pharmaceutical products provided under its U.S. healthcare plan and the unwinding of the Mylan/Pfizer Japan collaboration.



# Key References and U.S. GAAP Measures (continued)

As a result of the Combination and the integration of our portfolio across our regions, the Company expects to change its reportable segments from the historical Mylan segment presentation. (Mylan was the accounting acquiror in the Combination with the Upjohn Business and therefore the historical financial statements of Mylan for periods prior to the Combination are considered to be the historical financial statements of Viatris.) Viatris expects to provide financial information for reportable segments on a geographic basis, which is expected to include Developed Markets, Greater China, JANZ and Emerging Markets. Any segment-related information included in this presentation is based upon the company's preliminary expected determination, which will be finalized upon the filing of the company's Form 10-K for the year ended 12/31/2020.

"2021E" refers to current Viatris 2021 budget.

#### Certain U.S. GAAP Measures:

- 2020 Preliminary Estimated U.S. GAAP (loss) for Viatris of \$(650) million\*;
- 2021 U.S. GAAP Guidance
  - Net Loss \$(100): \$(300) million
  - Net Cash provided by Operating Activities: \$2,650 \$2,800 million
- 2021 U.S. GAAP Key Metrics Utilized for 2021 Guidance
  - Gross margin as a % of revenue: 31.0 33.0%
  - SG&A expenses as a % of revenue: 24.0 26.0%
  - R&D expenses as a % of revenue: 3.8 4.0%
  - Effective tax rate: 12.0 16.0%

\*Includes the impact of purchase accounting and significant transaction related costs related to closing the Combination in the 4th quarter 2020 and includes other preliminary estimated amounts, e.g., tax, that may differ materially from actual results.



### **Non-GAAP Financial Measures**

See slide 5 for certain U.S. GAAP measures.

This presentation includes certain financial information that differs from what is reported under U.S. GAAP. These non-GAAP financial measures, including, but not limited to, adjusted EBITDA, leverage target, free cash flow, adjusted gross margin %, adjusted R&D % of total revenue, adjusted SG&A % of total revenue and adjusted effective tax rate are presented in order to supplement investors' and other readers' understanding and assessment of the financial performance of Viatris. References to free cash flow are U.S. GAAP net cash provided by operating activities less capital expenditures. The stated forward-looking non-GAAP financial measure of Viatris < 2.5x sustained leverage target, with a range of 2.2x to 2.8x, is based on the ratio of (i) targeted long-term average debt and (ii) targeted long-term Credit Agreement Adjusted EBITDA. However, the Company has not guantified future amounts to develop this target but has stated its goal to manage long-term average debt and adjusted earnings and adjusted EBITDA over time in order to generally maintain or reach the target. This target does not reflect Company guidance. For the guarter ended September 30, 2020, Mylan's Credit Agreement Adjusted EBITDA was based on the sum of (i) Mylan's adjusted EBITDA for the guarters ended December 31, 2019, March 31, 2020, June 30, 2020 and September 30, 2020 and (ii) certain adjustments permitted to be included in Credit Agreement Adjusted EBITDA as of September 30, 2020 pursuant to the revolving credit facility dated as of July 27, 2018 (as amended, supplemented or otherwise modified from time to time), among Mylan Inc., as borrower, the Company, as guarantor, certain affiliates and subsidiaries of the Company from time to time party thereto as guarantors, each lender from time to time party thereto and Bank of America, N.A., as administrative agent (the "Credit Agreement"). Viatris is party to a credit agreement, dated June 16, 2020, by and among Viatris, certain lenders and issuing banks from time-to-time party thereto and Bank of America, N.A., as administrative agent, that going forward will permit similar adjustments as the Credit Agreement to be included in Credit Agreement Adjusted EBITDA for Viatris. For the quarter ended September 30, 2020, Mylan calculated adjusted EBITDA as U.S. GAAP net earnings (loss) adjusted for clean energy investments pre-tax loss, income tax (benefit) provision, interest expense and depreciation and amortization (to get to EBITDA) and further adjusted for share-based compensation expense, litigation settlements and other contingencies, net and restructuring, acquisition related and other special items to get to adjusted EBITDA. Mylan was the accounting acquiror in the Combination and therefore the historical financial statements of Mylan for periods prior to the Combination are considered to be the historical financial statements of Viatris. However, future non-GAAP financial measures used by Viatris may not be directly comparable to the historical Mylan non-GAAP financial measures set forth above. Investors and other readers are encouraged to review the related U.S. GAAP financial measures and the reconciliations of the non-GAAP financial measures, if applicable, to their most directly comparable U.S. GAAP financial measures set forth in this presentation and the Appendix, and investors and other reasons should consider non-GAAP measures only as supplements to, not as substitutes for or as superior measures to, the measures of financial performance prepared in accordance with U.S. GAAP. See https://investor.viatris.com/financialinformation/non-gaap-reconciliations for more information about non-GAAP financial measures.



# Building a New Kind of Healthcare Company

Michael Goettler, CEO



# Agenda

8:30 am	Welcome & Opening Remarks Melissa Trombetta Head of Global Investor Relations	10:15 am	10 Minute Break
	Building a New Kind of Healthcare Company Michael Goettler CEO		Leveraging Our High-Quality Operational Platform Sanjeev Sethi COO
	Focused Business Execution and Preparing for Future Growth Rajiv Malik President		Utilizing Key Technical Capabilities to Grow Our R&D Pipeline Walt Owens Head of Global Research & Development
	Developed Markets Overview Tony Mauro President, Developed Markets		Focused Business Execution and Preparing for Future Growth Key Takeaways Rajiv Malik President
	JANZ Overview Drew Cuneo President, JANZ		Fundamental to Our Mission: Our Commitment to Sustainability Lara Ramsburg Head of Corporate Affairs
	Emerging Markets Overview Menassie Taddese President, Emerging Markets		<b>Delivering on Our Financial Commitments</b> Sanjeev Narula CFO
	<b>Greater China Overview</b> Sean Ni President, Greater China	11:30 am	<b>Q&amp;A Session</b> Moderated by Bill Szablewski Head of Capital Markets



### Our Mission

At Viatris, we see healthcare not as it is but as it should be. We act courageously and are uniquely positioned to be a source of stability in a world of evolving healthcare needs.

Viatris empowers people worldwide to live healthier at every stage of life.

### We do so via:

### Access

Providing high quality trusted medicines regardless of geography or circumstance

### Leadership

Advancing sustainable operations and innovative solutions to improve patient health

### Partnership

Leveraging our collective expertise to connect people to products and services



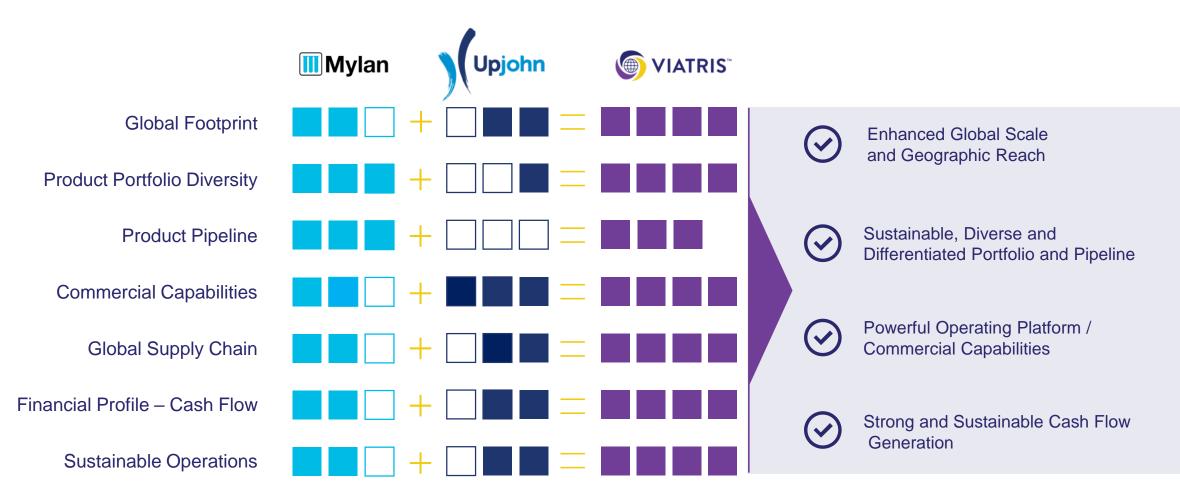
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Business Strategy



# Building on the Foundation of Our Legacy Entities

Making Viatris an Even Stronger Platform







### CEO Observations – 90 Days In

### **Proven Strengths**

Passion	Our mission motivates a strong work ethic	Enhancing the Right Internal Conditions	Common definition of success with Transparency & Granularity of data and Alignment of incentives
Talent	Entrepreneurial, experienced, deep industry knowledge, transparent and authentic – at all levels	Maximizing our Commercial Impact	Leveraging our enhanced commercial footprint to achieve enhanced value of our current portfolio while also maximizing our new launch opportunities
Robust Foundation	Global Scale & Diversity Unique global platform Global Healthcare Gateway <sup>®</sup>	Investment in Portfolio and Pipeline	Enhancing investments through internal R&D, while leveraging our Global Healthcare Gateway®
Financial Strength	Ability to generate strong and robust cash flows	Enhance Efficiencies	Overlapping commercial infrastructure Optimizing functions and shared services Optimizing COGS and procurement Leveraging centers of excellence

**Opportunities that Play to Our Strengths** 



## Clear Execution Roadmap on our Horizon Strategy Optimize Total Shareholder Return (TSR)

#### Horizon 1: Present - 2023 De-lever & Rebalance

#### **Expected Performance**

- 2021 Trough Year
- Realize \$1B+ Cost Synergies within 3 years
- Strong and Growing Free Cash Flow

#### **Capital Deployment**

- **Dividend:** Expect to initiate dividend in Q2 2021 and anticipate growing the dividend amount annually
- **Debt Paydown:** Debt repayment of ~\$6.5B through year end 2023

### **Expected Performance**

Modest and durable revenue growth and operating leverage

Horizon 2: 2024+

Durable Growth

• **Financial flexibility** enabled by enhanced free cash flow generation

#### **Capital Deployment**

- Expect to grow dividend amount
- Further reducing leverage: Towards long-term leverage target of ≤2.5x
- New Pipeline Investment: Enhancing and increasing investment in internal R&D and the Global Healthcare Gateway<sup>®</sup>
- M&A: Opportunistic business development
- Potential share repurchases after target long-term leverage ratio of ≤2.5x is achieved

### Execution

#### Transparency

### Accountability

For non-GAAP measures, see slide 6.



## Our Operating Model | The Power of Viatris





### Deep Market Expertise to Customize Our Offering to the Unique Needs of Each Market

#### **Developed Markets**

- High generic utilization
- Mature economies leading innovation
- Both public and private healthcare systems
- Both substitution and tender markets
- Complex Regulatory Environment



- Mature & stable healthcare systems
- Government sponsored healthcare
- Encouraged generic utilization
- Promotionally sensitive prescribers
- Retail driven



#### **Greater China**

Population ~1.5B people with ~400M middle class<sup>1</sup> •

Business Strategy

- High unmet need •
- Public & private pay healthcare system •
- Emerging trend towards retail and self-pay
- Government tender/price controls in hospital • channel
- Many local generic players •

#### **Emerging Markets**

- Encouraging demographics and trends
- Highly fragmented markets
- Promotionally sensitive
- National healthcare systems increasingly focused on quality and affordability
- Opportunity for branded products

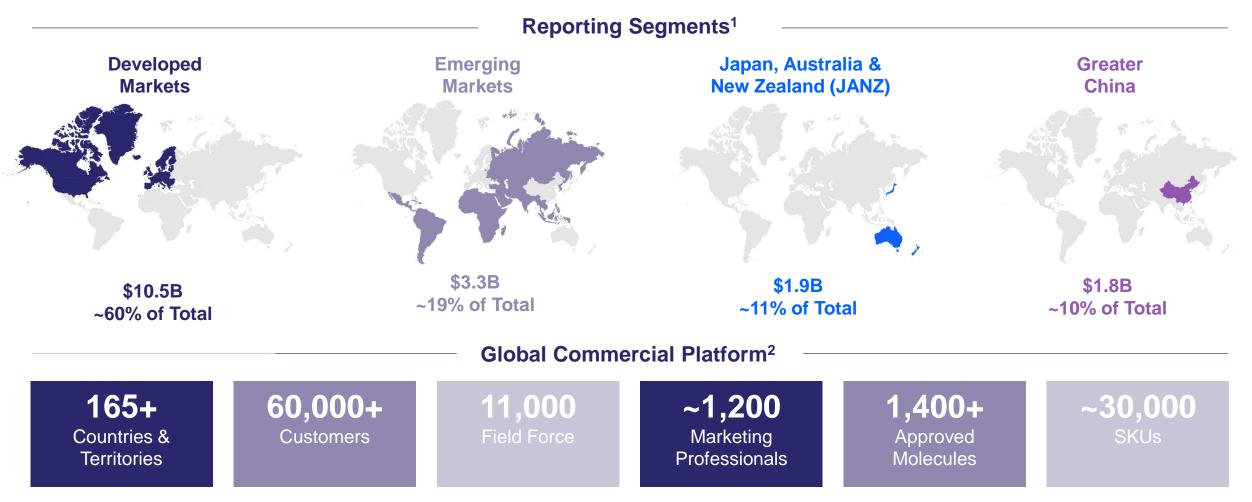
### PARTNERSHIP

<sup>1</sup>https://www.worldometers.info/world-population/china-population/



### **Unparalleled Global Reach**

Our Strong, Global Commercial Infrastructure Enables Us to Serve Patients through Multiple Channels



<sup>1</sup>Segments are preliminary, see slide 5. Segment Revenue based upon indicated estimated percentage of Viatris 2021 Revenue guidance, at midpoint - see slide 151. <sup>2</sup>Data as of December 2020 and does not include impact of previously announced global restructuring initiative





# Purpose-fit Capabilities to Meet Each Market's Demands

#### **Product Portfolio**

- Broad: 1,400 molecules / 30,000 SKUs
- TA agnostic
- Brands + Generics + Complex Gx & Biosimilars

#### **Infrastructure & Expertise**

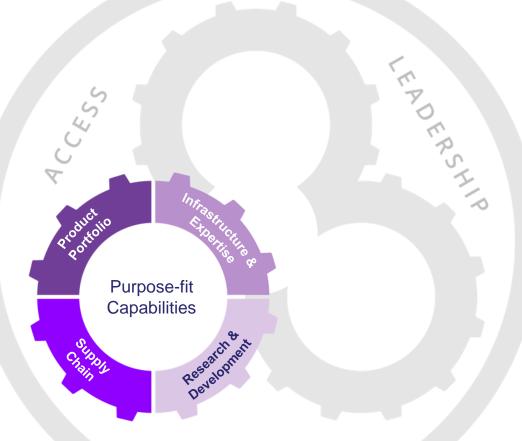
- Legal
- Regulatory
- Medical
- Centers of Excellence

#### **Research & Development**

- High Volume
- High probability of technical & regulatory success (PTRS)
- High Speed
- Broad technical capabilities

#### Supply Chain

- Local proximity
- Flexible
- High Quality
- Cost efficient / Vertically integrated

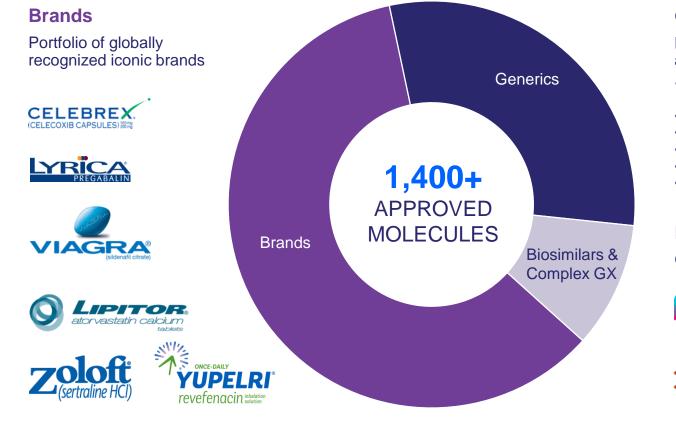


### PARTNERSHIP





## Highly Diverse and Differentiated Portfolio



#### Generics

Broad range of medicines, spanning both non-communicable and infectious diseases

#### **10 Therapeutic Areas:**

- Cardiovascular
- Infectious Diseases
- Oncology
- Immunology
- CNS & Anesthesia
- Women's Healthcare
- Diabetes & Metabolism
- Gastroenterology
- Respiratory & Allergy
- Dermatology

#### **Biosimilars & Complex GX**

Global franchise with 7 biosimilar molecules already on the market

\* Fulphila\* (pegfilgrastim-jmdb) injection

-Iulio"

Wixela<sup>®</sup> Inhub

and salmeterol inhalation powder, USP)





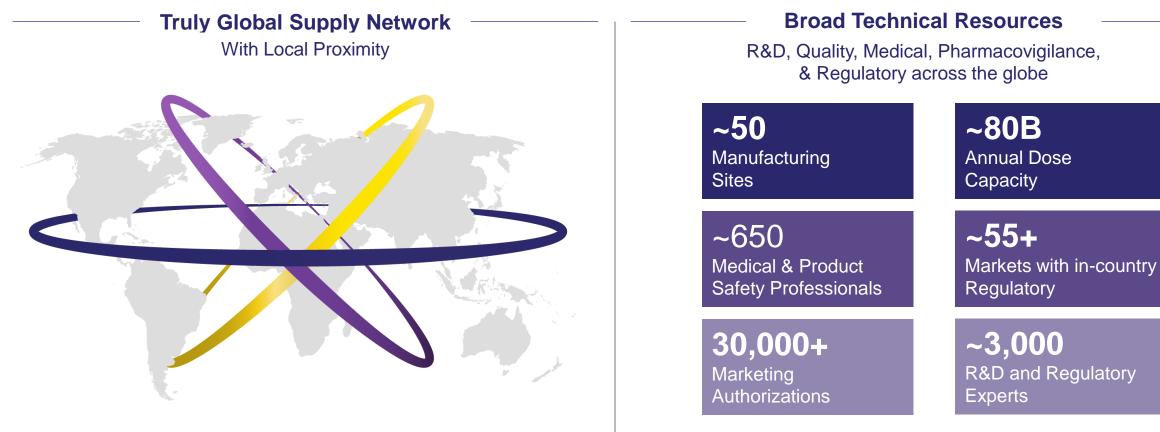






## **Delivered Through a Unique Global Platform**

Flexibility to Meet Customer Needs Driven by Ability to Supply Markets of Varying Sizes



Data as of December 2020 and does not include all impact of previously announced global restructuring initiative.



# Driven by Our Discipline, Culture and Sustainability

#### **Right Culture**

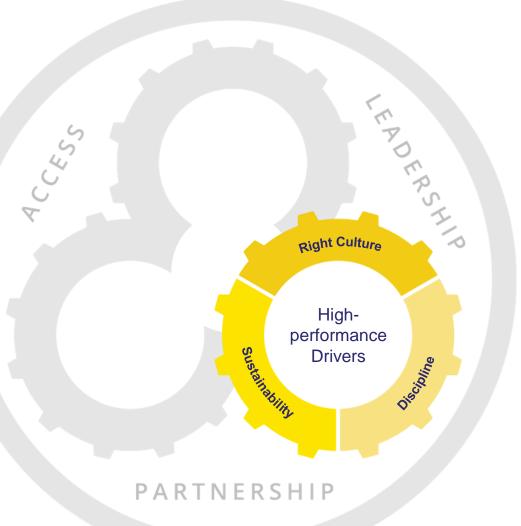
- Engaging
- Performance-driven
- Highly Inclusive

#### Discipline

- Financial
- Capital deployment
- Execution at the granular level
- Governance
- Quality & Compliance

#### **Sustainability**

- Business model resiliency
- CSR leadership





## Our Operating Model | The Power of Viatris





### The Global Healthcare Gateway<sup>®</sup> | The Heart of Viatris

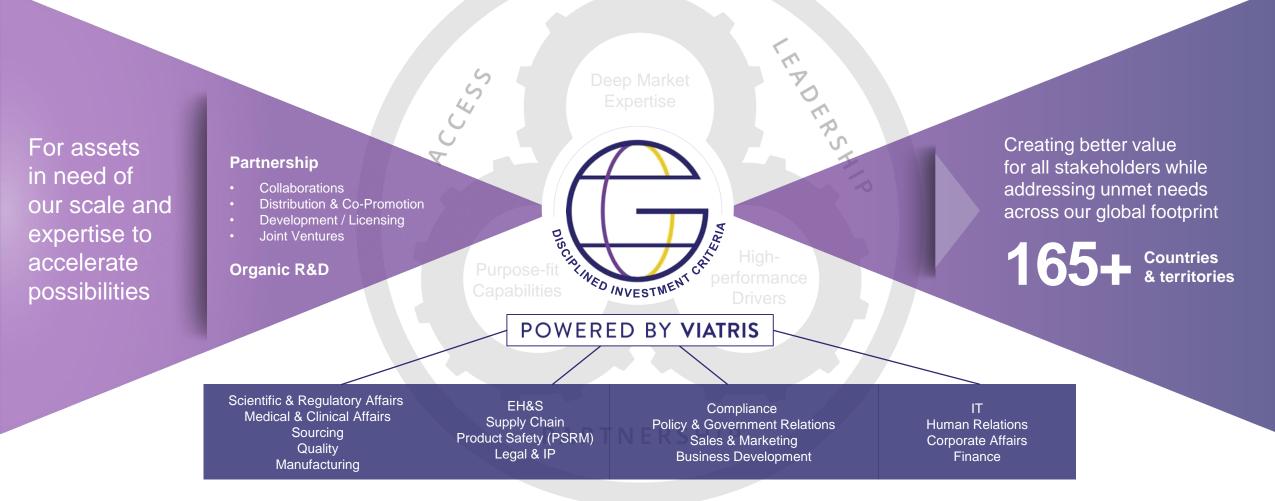






# The Global Healthcare Gateway® | Fueling Our Future Growth

By Connecting Patients to More Products and Services









As the world's healthcare needs evolve, our unique GLOBAL HEALTHCARE GATEWAY<sup>®</sup> offers partners ready access to more markets and patients worldwide through the company's unmatched global infrastructure and expertise, making Viatris a true PARTNER OF CHOICE<sup>™</sup>.



# Opportunistic, but with Strict Capital Investment Discipline

### Strategic Criteria

### Financial Criteria



Focus on complex and innovative/ differentiated products

Leverage our commercial and technical strengths e.g., early emphasis on China



Complement our current therapeutic footprint and/or enhance technical capabilities



Value creation; strong and stable returns on investment at least above our cost of capital



Consistent with committed debt repayment priorities

Robust performance measurement with shared risks, cost and commercial success



## Clear Execution Roadmap on Our Horizon Strategy Optimize Total Shareholder Return (TSR)

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### Execution

#### Transparency

### Accountability

For non-GAAP measures, see slide 6.

VIATRIS

# Viatris – An Exciting Opportunity

Building on a strong, combined foundation, we're on a multi-year **journey to transform** our company within the healthcare industry

We're uniquely positioned to achieve our goals by leveraging our unique operating model, strengths and capabilities, as we are relentless in our commitment to continuous improvement

Our obsession to create value in everything we do will serve as our North Star.

With talented and committed colleagues, an engaged culture and a clear strategy, we are confident to deliver enhanced shareholder value as we execute





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# Focused Business Execution and Preparing for Future Growth

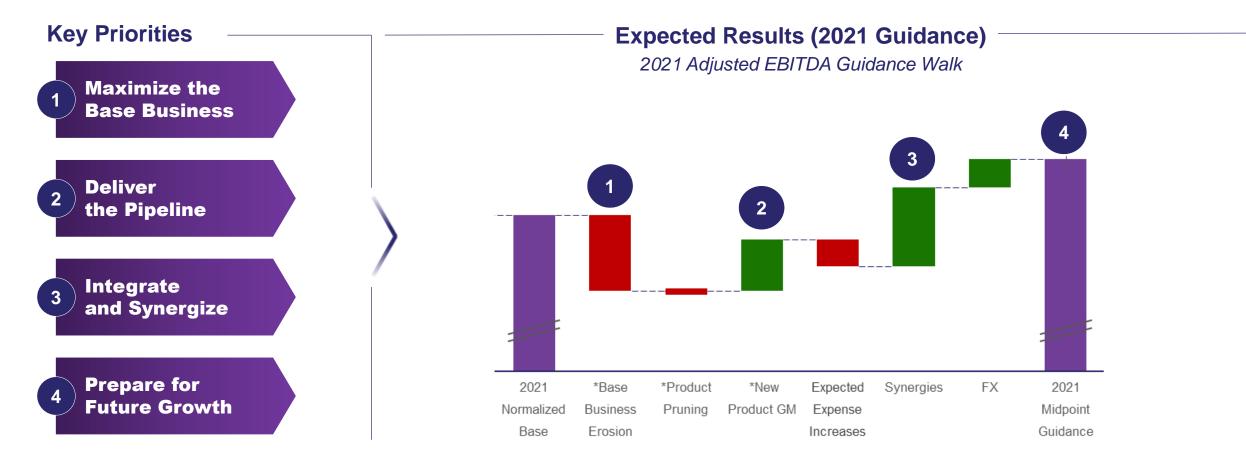


Rajiv Malik President



### Business Execution

## Focused Business Execution and Preparing for Future Growth



Note: New products defined as any new product launches in 2021, carryover impact of first 12-months of 2020 launches, and any newly acquired BD (e.g., Aspen); Estimated results are preliminary and subject to change and actual results may differ materially from the preliminary estimates provided - see slides 4 – 5; for non-GAAP measures, see slide 6; 'Represents the YoY Gross Margin Impact.

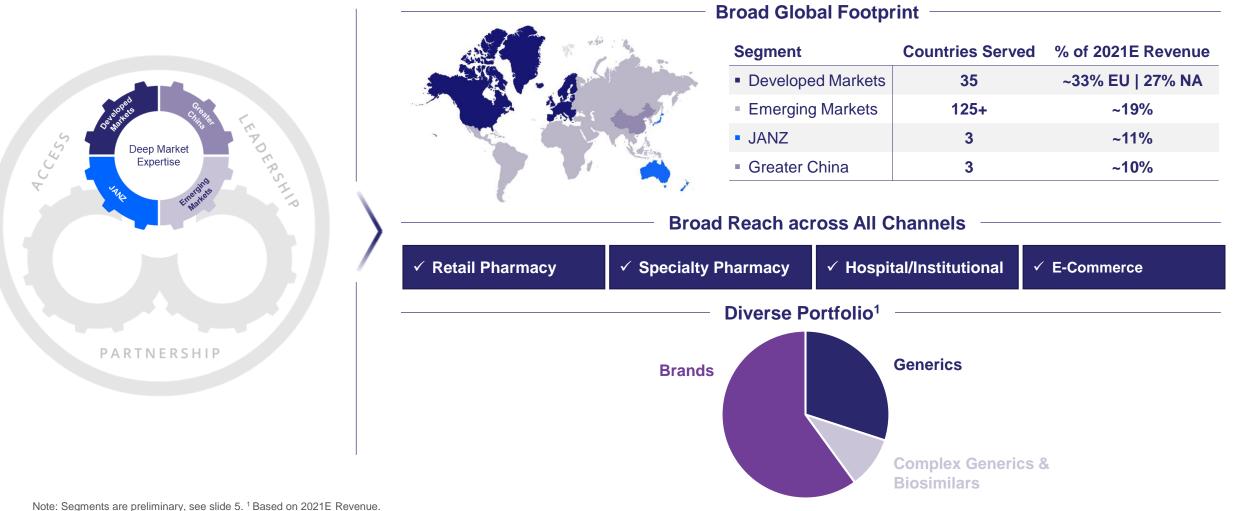


# Maximize the Base Business





### **Our Diverse and Resilient Commercial Platform**



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### A Selection of Our Expansive Brand Portfolio



Product and therapeutic area list is not exhaustive



### Understanding the Diverse Characteristics of Our Brands

revefenacin inhalation solution

	BRANDS		
	EXCLUSIVE	ESTABLISHED	LOE
-		Key Characteristics	
Intellectual Property	Patent protected with exclusivity	Select/no patent protection, but difficult to genericize and/or significant brand equity remains	No patent protection and may be heavily genericized
Growth Potential	Significant	Moderate	Potential erosion
Promotional Sensitivity	High	Moderate	Varies by market
Examples		(pancrelipase)	O LIPITOR atorvastatin calcura

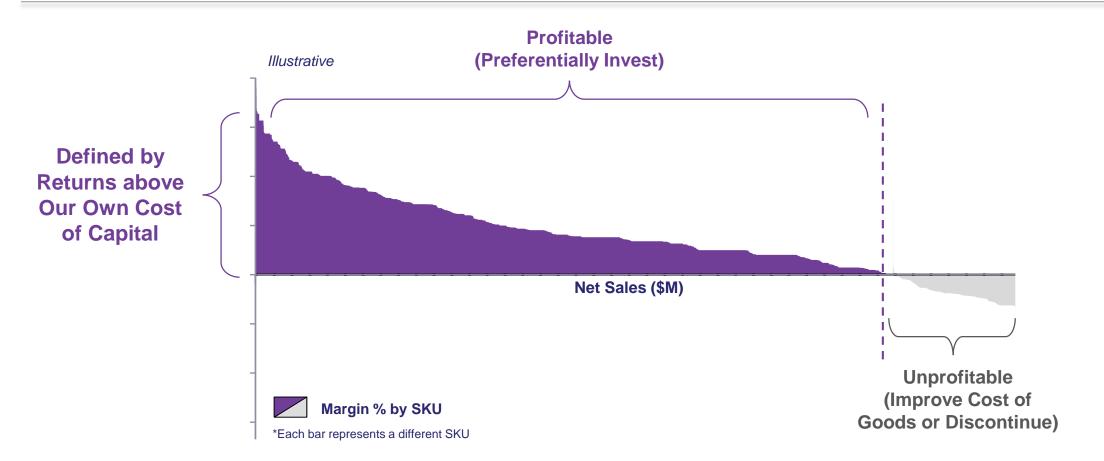


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Delayed-Release Capsules

# Using Granular Analytics to Manage the Portfolio at SKU level

Granular analytics reveal the profitability of our portfolio giving us the ability to direct investments to the right products while taking into account customer and patient needs in various healthcare markets across the globe



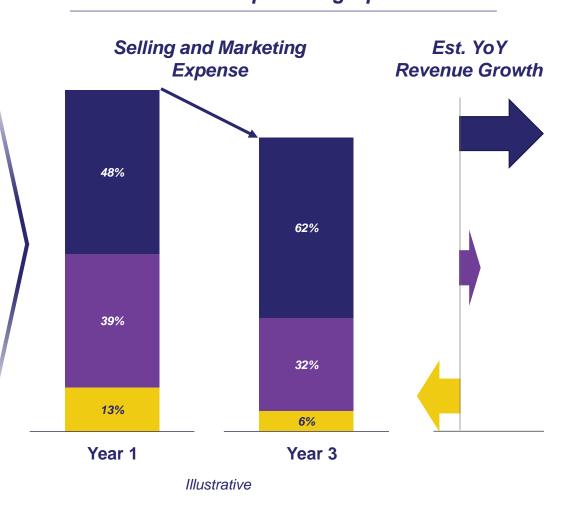


# Using Granular Analytics to Drive Future Portfolio and Resource Decisions

"ІМТ" Туре	Product Characteristics	Investment Focus	
Investment "I"	Highly responsive	Invest for growth	
investment i	High growth potential	Invest for growth	
	Moderately responsive	— Maintain base	
Maintenance "M"	Stable revenue base		
	Minimally responsive	Stom dealing	
Tail "T"	Declining revenue	Stem decline	

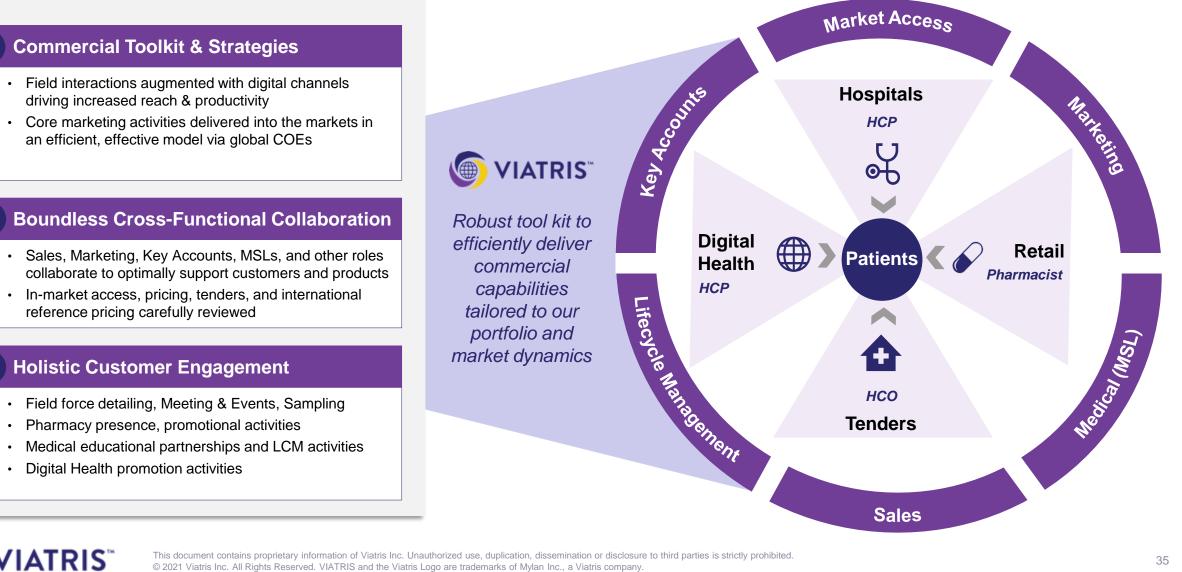
### Focused Investment Based on Actionable Characteristics...

...While Optimizing Spend





# Deploying Enhanced Global Commercial Capabilities Across Products & Channels



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2

3

Maximize the **Base Business** 

# Leveraging Digital Tools for Effective and Efficient Selling and Marketing

### Full suite of promotional capabilities...

...shifting from traditional to digital



and in-person meetings even after the pandemic ends<sup>2</sup>

<sup>1</sup>Internal Estimate <sup>2</sup>Accenture HCP Survey May 2020



#### Maximize the Base Business

## Aligning Medical Affairs to Support Our Global Products, Patients, and HCPs



#### Maximizing Impact of Scientific Investments & Enhancing Reputation with Patient Centric Approach



## Examples of Supporting Unmet Needs Through Our Lifecycle Management

Leveraging Our Science, Clinical, Regulatory, and Commercial Capabilities to Identify Unmet Needs and Deliver

Fill gaps in healthcare by targeting unmet medical needs



Ease use of products for patients and caregivers



Enhance use of existing products through new delivery options



Return existing products to growth and/or reverse course on erosion

OTC Switch	(sildenafil citrate) where Leveraged our regulatory and commercial strength to launch OTC versions of Rx brands that have extended asset lifespan		
Line Extensions			
Dosage Form Expansion	CREEON:       New strengths <sup>1</sup> (20,000 and 35,000 lipase units) developed to complete existing dosage range; approved in 34 countries         Contracted and the indication of the i		
Device Design			
New Indications	<b>ELIDEL</b>	Expanded indication to include infants aged 3 months to 2 years in selected markets	

<sup>1</sup>Co-development with Abbott



## Our Successful Evolution to Moving Up the Value Chain

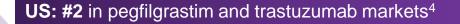
	Complex G	milars		
Examples	Glatiramer Acetate Injection Wixela (fluticasone propionate and salmeterol inhalation powder, USP) 100/so mcg 250/so mcg		(trastuzumab-dkst) Injection 420mg   150mg	
	Characteristics & Requirements			Geographical Dynamics
Market Dynamics	High barriers to entry provide a durable revenue curv and extended lifecycle of the product	/e	Geography United States	<ul><li>Commentary</li><li>Long revenue tails</li></ul>
Resource Allocation	Commercial investments tailored by market and brand needs			<ul><li>Highly competitive</li><li>Large value of future Biologics LOE</li></ul>
Additional Management Capabilities	<ul> <li>✓ Demonstrated ability to be first to market</li> <li>✓ Strong technical scientific and regulatory capabilitie</li> <li>✓ Medical affairs and legal expertise</li> <li>✓ Proven partnerships</li> </ul>	es	Ex-US Markets	<ul> <li>Long revenue tail</li> <li>Highly competitive</li> <li>High-cost barrier to bring complex generics to market</li> </ul>





## A Deeper Dive into Our Global Biosimilars Platform

#### **Viatris in the Markets**



**CAN: Market leader** in trastuzumab and first wave of adalimumab launch<sup>5</sup>

**EU: Growth** in retail markets with adalimumab and recent introductions of etanercept

AUS: Market leader in trastuzumab<sup>5</sup>

#### JPN: First launch of adalimumab

### About the Biosimilars Market

Projected to **Outpace** Global Pharma Market Growth

**3-6% YoY CAGR<sup>1</sup>** Global Pharmaceuticals Market Growth ~12% YoY CAGR<sup>2</sup> Global Biologics Market Growth

#### Forecasted to Grow **+130%** in 7 Years

2020 Global Biologics Market<sup>3</sup>



Global Biosimilar Sales were \$17B+<sup>3</sup> Represents 5.8% of Total Global Biologic & Insulins Sales

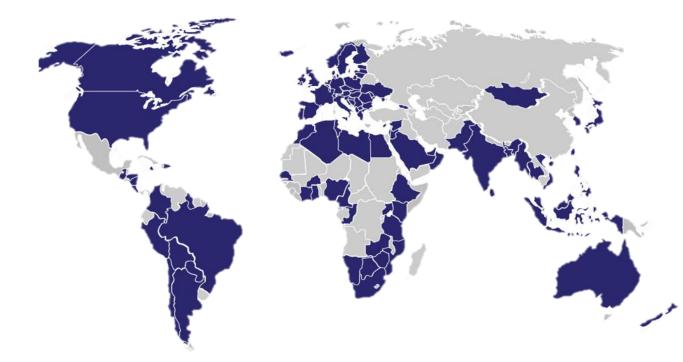
<sup>1</sup>https://www.iqvia.com/-/media/iqvia/pdfs/institute-reports/the-global-use-of-medicine-in-2019-and-outlook-to-2023.pdf <sup>2</sup>https://www.reportsanddata.com/report-detail/biologics-market <sup>3</sup>Global IQVIA MIDAS as Q3 2020 <sup>4</sup>IQVIA Sales Weekly (WSP) Week Ending Feb 12, 2021 <sup>5</sup>IQVIA Global MIDAS Ending December 20





## **Demonstrated Scientific and Regulatory Expertise**





Molecule	# of Countries with Secured Marketing Authorizations (MAs) <sup>1</sup>
Trastuzumab	97
Insulin Glargine	52
Bevacizumab	10
Pegfilgrastim	56
Etanercept	33
Adalimumab	38
Insulin Aspart	27
Total	313

<sup>1</sup>As of February 2021



## Incorporating the Learnings from Our Initial Experience in Biosimilars

#### **Our Key Learnings**

#### Established a diversified group of R&D partners

- Rapidly developed a global commercial presence in biosimilars/biologics
- Successfully entered tender markets

#### Late entry after biosimilar market formation impacted key markets

- Missed key European tenders
- Innovator LCM strategies and tactics slowed uptake
- Challenges competing against Innovators with long term customer relationships

#### **Resulting in Enhanced Focus & Priorities**

## Enhance focus on introducing the right biosimilar to the right market at the right time at competitive COGS

- ✓ **Product:** Complements portfolio, leverages platform
- ✓ Market: Meet unmet need for access
- ✓ **Time:** Commercialize at market formation

#### Focus on First to Market

Enhance and ramp up unique / product specific commercial infrastructure

#### Leverage expanded commercial footprint



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## Focus on Biosimilars with First to Market Emphasis



### Well Positioned for Future Development in Biosimilars Yielding an Industry Leading Portfolio

All data from Global MIDAS IQVIA Sales Data, 12 Months Ending Sept 2020; Aranesp sales reference Japan only; Eylea & Botox sales reference CY 2019 sales as reported by the originator companies



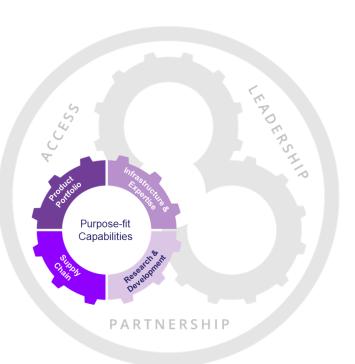
## Our Strong Legacy in Generics

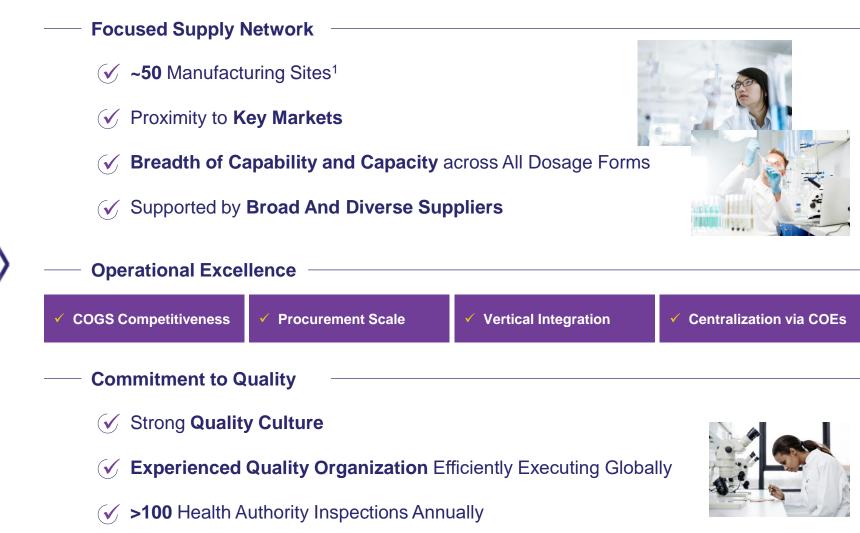
		Generics		
	Estradiol Cream Abiraterone Aceta	te Dimethyl Fu	ımarate Heparin	
Examples	Remdesivir	Vancomycin	Daptomycin	
	——————————————————————————————————————		Geographical Dynamics	
Characteristics	Natural price erosion First to market opportunities	Geography	Commentary	
	Stable cash flow	United States	First to market opportunities	
Resource Allocation	Minimal commercial investment		<ul><li>High competition/volatility</li><li>Large cash flow base</li></ul>	
Additional Management Capabilities	<ul> <li>Diligent portfolio selection with focus on first to market / niche opportunities</li> <li>Strong legal IP skills</li> <li>Cost competitiveness</li> <li>Ensuring supply continuity</li> <li>Continued portfolio screening and rationalization while taking into account patient and customer network</li> </ul>	Ex-US Markets	<ul> <li>Lower volatility</li> <li>Stable and durable cash flows</li> </ul>	





## **Diverse and Resilient Operations Platform**





<sup>1</sup>Data as of December 2020 and does not include impact of previously announced global restructuring program.





## Manufacturing and Supply Network Strategy



Diversified Global Infrastructure and Expertise to Manage Complexity, Respond Quickly and Ensure Supply Continuity

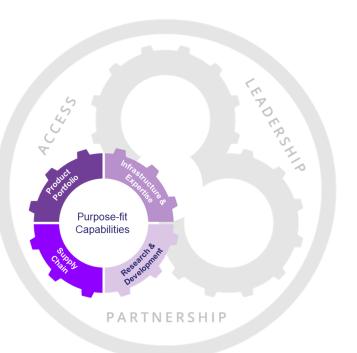


# Delivering the Pipeline





## Execute Pipeline Supported by a Diverse and Resilient Scientific Platform



- Deep Scientific Capabilities
  - 12 R&D Centers Worldwide | 24 x 7 Global R&D<sup>1</sup>
  - ✓ ~3,000 R&D and Regulatory Resources<sup>1</sup>
  - **Deep R&D Expertise** across Multiple Dosage Forms
  - Strategic Development Partnerships
- Robust Pipeline
  - **\$224B**<sup>2</sup>
- ~75% of Pipeline Value Composed of Complex Generics and Biosimilars
- Proven Track Record for Moving Up Value Chain Aligned to Commercial Strategies<sup>3</sup>





<sup>1</sup>Data as of December 2020 and does not include impact of previously announced global restructuring program.<sup>2</sup>IQVIA MIDAS and Regulatory Insights MAT ending 9/20. <sup>3</sup>Examples; not an exhaustive list.





## Proven Ability to Execute and Deep Global Pipeline<sup>1</sup>



# Integrate and Synergize



## Integration and Restructuring Underway to Accelerate \$1B Cost Synergies

✓ Launched Viatris on November 16, 2020 with no business disruption

### ✓ Announced Significant Global Restructuring Program

- Up to 20% workforce reduction
- Announced 5 manufacturing sites to be closed/divested
- Identified additional 8 manufacturing sites to be closed/divested

## **Executing Synergies Focused on:**

- Overlapping commercial infrastructure
- Support functions infrastructure
- COGS and procurement
- Standing up and leveraging centers of excellence

✓ Focused on Exiting TSAs and MSAs with Pfizer, via Multi-year Program



## Accelerated Synergies Target from 4 to 3 Years with ~\$500M in 2021



## Integrate/Synergize

## Restructuring Manufacturing Network Strategy



Approved 5 and identified an additional 8 of our 50 manufacturing sites to close, downsize or divest

✓ **Optimize** across geographies and technologies

**V Reduce** surplus capacity

**Adapt** to market dynamics

Shift towards more complex products

**Enhance** operating cost structure

**Commitment** to supply continuity



## Synergies and Restructuring Roadmap

	2021	2022	2023
0000	Close / Divest Manufacturing Sites		
COGS	Execute Procurement & COGS Op		
	Optimize / Reduce Overlapping Co	mmercial & Functional Infrastructure	
SG&A	Establish / Implement Centers of E		
TSA / MSA	Exit T		
Expected Annual Savings	~\$450 - 550M	~\$225 - 275M	~\$275 - 325M
Expected Cumulative Savings	~\$500M	~\$750M	~\$1,000M +

### Potential to Exceed \$1B Cost Synergies



## Prepare for Future Growth



#### Prepare for Future Growth

## Cross Pollination of Businesses – in Korea (\$14B<sup>1</sup> Market)

	III Mylaı		<b>∭</b> VIATRIS <sup>™</sup>
Products Marketed	$\checkmark$	$\checkmark$	$\checkmark$
Pipeline	$\checkmark$	-	$\checkmark$
Field Reps	– 3 <sup>rd</sup> party only	✓ Internal FTEs	$\checkmark$
Local Marketers	– Global marketing only	In-country FTEs	$\checkmark$
Digital	– Limited capabilities	Mature capabilities	✓

#### **Potential Future Opportunities**

- Launch Mylan approved and pipeline assets using the combined commercial scale
- Continue shift to digital through legacy Upjohn digital tools and experience, combined with strong traditional tactics
- Enter into new therapeutic areas and channels to capture new opportunities
- Drive efficient commercial operations
   through global COEs and platforms

<sup>1</sup>IQVIA MIDAS and Regulatory Insights MAT from 10/19 to 9/20





## Global Healthcare Gateway<sup>®</sup> | Building upon a Tradition of Partnerships<sup>1</sup>

Connecting Patients to More Products and Services as a true Partner of Choice™





## Developed Markets Overview



Tony Mauro President, Developed Markets



## Key Messages | Developed Markets

Sustainable Stability Revenue stabilization based on historical price erosion offset by new product launches and volume growth

Focused Growth Strategically focused growth opportunities across Europe and North America

Effective & Efficient Infrastructure Effective and efficient infrastructure with commercial focus on established relationships building product and brand equity



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## **Developed Markets at a Glance**

#### **About Viatris**

>3,400 TOTAL FIELD FORCE <sup>1</sup>	>2,10035+TOTALTOTALPRODUCTSMARKET		AL
		North America	Europe
~\$10.5B	Products	~700	1,400+
<b>2021E<sup>2</sup> Revenue</b> (~60% of VTRS)	Total Field Force <sup>1</sup>	~400	>3,000
	2021 Expected New Launch Count	~30	>200

#### North America Europe

<sup>1</sup>Data as of December 2020 and does not include impact of previously announced global restructuring program. <sup>2</sup>Segment Revenue based upon indicated estimated percentage of Viatris 2021 Revenue guidance, at midpoint - see slide 151. <sup>3</sup>IQVIA MIDAS MAT ending 9/2020; <sup>4</sup>Biosimilar conversion of the total biologic market.



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#### **About the Market**

- Large, stable markets with a large population and significant pharmaceutical spend that is still growing
  - 7 of the world's top 10 prescription markets are in Developed Markets, including the largest pharma market in the world<sup>3</sup>
- US has high generic penetration and values innovation and differentiation
- Europe has a higher brand usage and different dynamics across each of its 30+ individual markets

	N. America	Europe
Total Rx Market Value <sup>3</sup>	\$548B	\$237B
YoY Industry Growth <sup>3</sup>	+4.5%	+5.3%
Gx Conversion <sup>3</sup>	89%	56%
Biosimilar Conversion <sup>3,4</sup>	13%	35%



## Products and Footprint in Developed Markets

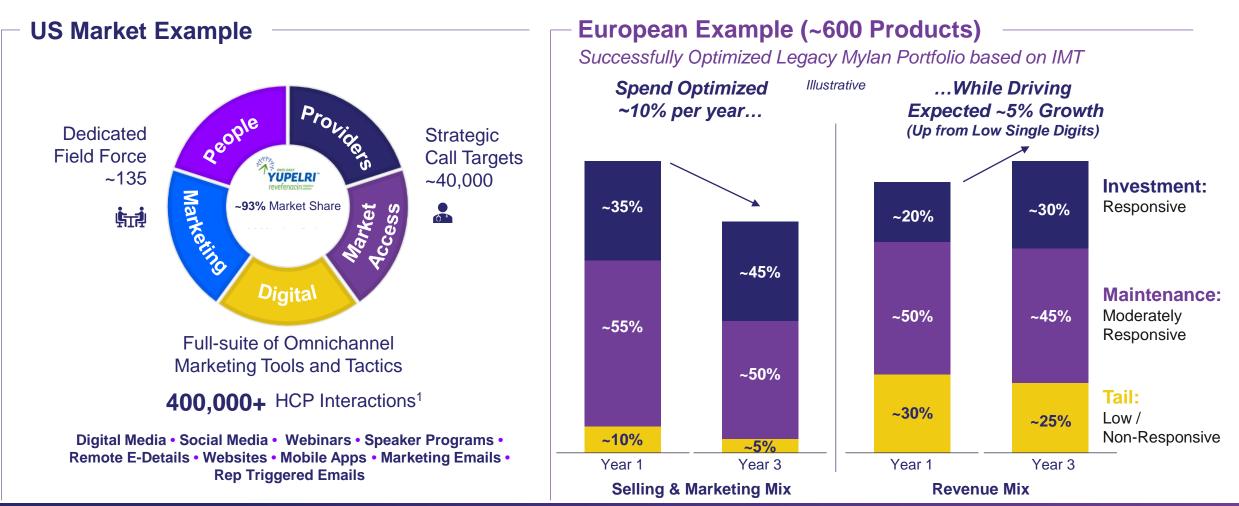
Portfolio Breadth and Diversity	Sustainable and Stable Foundation	Stability and Growth in Global Key Brands	Broad Reach Across Channels	
2,100 Products in Our Diversified Portfolio across Brands, Complex Gx, Gx and Multiple		Market Leadership	Strong Commercial Presence	
Technologies and Forms % of 2021E Sales	Strong Rankings in Markets		with <b>Dedicated Sales Teams</b> across Channels (Retail, Hospital, Tender, etc.)	
Branded     Gx	#1 Retail Pharma Market Value <sup>2</sup> Italy & Portugal	Key Brands DYMISTA® BRUFEN® Creon	FF Footprint <sup>5</sup> N. America Europe	
Complex Gx / Biosimilars	<b>#2</b> Retail Pharma Market Value <sup>2</sup> <b>France &amp; UK</b>	Portfolio Breadth	Physician <b>350 2,200</b>	
<b>Complex Gx: #1 in US</b> in Terms of Volume, Value and TRx <sup>1</sup>	<b>#2</b> Gx Value <sup>3</sup> United States	in Biosimilars and Complex Gx	Pharmacy         20         750           Hospital         25         150	
Wixela: Index of the second se	<b>#1 / #2</b> ~ 50% Gx Products Ranked <sup>1</sup> United States	insulin glARGine		

### A Partner of Choice<sup>™</sup> to Our Customers

<sup>1</sup>IQVIA Regulatory Insights Jan 2020 – Dec 2020. <sup>2</sup>IQVIA Midas for Jan – Nov 2020. <sup>3</sup>IQVIA MIDAS and Regulatory Insights MAT ending 9/20 – refers to generic market <sup>4</sup>Yupelri Combined Feed (IMS + SolutionsRx + DirectRx) Dec 2020. <sup>5</sup>Data as of December 2020 and does not include impact of previously announced global restructuring program.

🕑 VIATRIS"

## Commercial Toolkit and Granular Management Approach for Diverse Markets



Diligent about Portfolio Selection • Strength Across Channels • Understanding of Business at a Granular Level • Targeted Marketing Efforts Accordingly

12020 HCP Interactions



## Focused Future Growth in Developed Markets: Global Healthcare Gateway®

#### Local Scientific, Operational, and Commercial Excellence

- Strong commercial presence with dedicated sales teams across channels and 35 markets
- Strong R&D and manufacturing capabilities

IAIRIS

• **Dedicated in-country** regulatory, legal, and policy experts understand the local landscape



Global Healthcare Gateway® POWERED BY VIATRIS

## ... To Ensure Patient Access throughout Developed Markets

- Large, stable markets with a large population and significant pharmaceutical spend that is still growing
- Strong track record of partnerships leveraging complementary strengths to successfully launch products in North America and Europe.

Recent Case Study: Thrombosis Business in Europe

## "[Viatris] represents the ideal partner given the company's strength in Europe, commitment to the injectables and biosimilars space and comparable employee-first culture and values."

- Aspen Group Chief Executive Stephan Saad

Partner	Partnership Capability		Outcome
	Continued manufacturing and supply of products	expertise in Europe. Complement to commercial	Establishes Viatris as one of the largest European suppliers of thrombosis products and strengthens commercial presence in the hospital channel.





## Key Factors Impacting 2021 Performance in Developed Markets

## Special Items

- US Perforomist LOE
- US Rebate Adjustment

Headwinds

COVID-19

 Normalized Base Business Erosion of 3 - 4% **Tailwinds** 

- US Yupelri Growth
- New Product Launches
- EU Aspen Thrombosis
- Biosimilars
- EU Key Brands Growth



## Building Blocks to Drive Growth in Developed Markets

#### **Near-term**

#### **Stabilize for Sustainability**

Prudent Management of Portfolio

- **One of the Industry's Broadest Pipelines**<sup>1</sup>
  - North America: 146 Products Pending Approval | 110 Products in Development
  - Europe: 110 Products Pending Approval | 88 Products in Development

#### **Focused Growth**

3

Focus on Highly Profitable, Highly Complex Products

>2/3 of Product Launches Expected in the Coming Years will be Either Complex Generics or Biosimilars

#### **Effective and Efficient Infrastructure**

Drive Synergies; Create an Omnichannel Promotional Platform to Drive Cost Savings while Enhancing Viatris' Share of Voice

Medium- to Long-term

2



# JANZ Overview

Drew Cuneo President, JANZ



## Key Messages | JANZ

Market Leader

Effective & Efficient Infrastructure Leadership positions across channels (Rx, Gx, OTC) in large markets, supported by a proven and nimble commercial infrastructure and operational excellence that provides durability and competitive advantages

Proactively restructuring and refocusing business to ensure sustainability, profitability and long-term growth

Focused Investment

Versatile Management Playbook Continued strategic investments in key growing products (Amitiza, Effexor, Creon, Ferrograd, Dymista and biosimilars such as Adalimumab) will support organic growth

Proven track record of managing portfolios through product lifecycles, leveraging existing platform and local market expertise, and successfully partnering with pharma / biotech



## JANZ at a Glance

### **About Viatris**



<sup>1</sup>IQVIA MIDAS MAT ending 9/2020; <sup>2</sup>Data as of December 2020 and does not include impact of previously announced global restructuring program; <sup>3</sup>World Development Indicators Database; <sup>4</sup>Pharmaceutical Market Size for Japan based on IQVIA, <sup>5</sup>Segment Revenue based upon indicated estimated percentage of Viatris 2021 Revenue guidance, at midpoint - see slide 151.

#### **About the Market**

 Combined population: ~157M<sup>3</sup>; combined total prescription market size: ~\$90B<sup>1</sup>; combined GDP: \$6.7T<sup>3</sup>

JAN7

~2%	#3	~8%
World Population	Global Pharma Market <sup>4</sup>	World's GDP

## Stable, Developed Markets with Favorable Demographic and Economic Trends

- Growing 65+ age population: 28% of Japan and 16% of ANZ<sup>3</sup>
- High Gx utilization across the three markets, but with opportunity for brands to retain significant value post-LoE in JP and AUS
- Reimbursement similarities (government-reimbursed and funded healthcare systems)
- Promotionally-sensitive prescriber and retail-driven markets
- Government-driven price pressures across pharma sector with annual price decreases in AUS and JP that need to be offset by our growth products and R&D/BD investments
- Advanced markets willing to reward investment in innovation through price and share





## Sustainable Competitive Advantages Support Leadership Positions

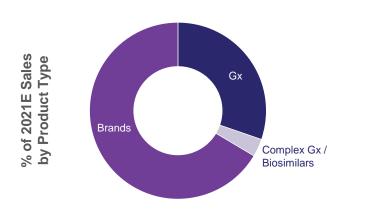
Broad Portfolio Across Channels & TAs	Operational Excellence	Unique Commercial Infrastructure	Established Digital Platform
<ul> <li>~800 products / ~3,000 SKUs across Rx brands, generics, complex generics / biosimilars, and OTC brands</li> <li>Premium offerings and value products</li> </ul>	<ul> <li>Responsive local manufacturing and distribution capabilities</li> <li>Reliable supplier with agility to quickly respond to emerging needs of customers and governments</li> </ul>	<ul> <li>Integrated sales presence and support in:</li> <li>Physician offices</li> <li>Pharmacies</li> <li>Front-of-store OTC</li> <li>Tender excellence</li> </ul>	<ul> <li>Transitioning to hybrid promotional approach</li> <li>Key to maintaining market position during COVID-19 pandemic</li> <li>Broader and more efficient reach to customer base</li> </ul>
Diverse Therapeutic Area Coverage and Expertise	Last Mile Distribution         Capabilities         Providing Value to	Ability to Efficiently Promote Products	いたい では、 「「」で、 「」で、 「」で、 こののの 「」で、 こののの 「」で、 こののの 「」で、 して、 こののの して、 こののの して、 こののの して、 このののの して、 こののののの して、 して、 して、 して、 して、 して、 して、 して、
	Customers and Governments	Effectively Managing the Product Lifecycle	ьу M3

### A Partner of Choice<sup>™</sup> for Local Markets



## Diversified Portfolio and Key Growth Products Provide Long-term Durability

Breadth Across Product Types and Lack of Product Concentration Provide Durability



- No product disproportionately contributes to revenue going forward
- No single product currently contributes more than 11% of 2021E Segment revenue



<sup>1</sup> Authorized Generics.



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JANZ

## JANZ

## Ability to Effectively Manage Business Complexities and Product Lifecycle

Granular Management Discipline & Approach



#### **Strength Across Channels**

- ~1,000 reps calling on GPs and specialists<sup>1</sup>
- ~100 reps calling on pharmacies<sup>1</sup>
- Leader in hospital and gov't tender business in ANZ

#### **Disciplined Investment Philosophy**

- Focus investments in sales and marketing on growing brands and complex Gx
- · Leveraging digital platforms to gain efficiency

#### **Efficient Approach to Gx**

 Broad Gx line marketed as a basket to major wholesalers and pharmacy chains

#### Focus on Optimizing Long-term Value

 LCM and launching AGx to maximize product lifetime value (e.g., Amitiza 12 mcg, Creon 20k & 35k, Dymista and Relpax OTC switch, and Lyrica & Celecox AGx)

#### Manage LoEs with Targeted Efforts

 Dedicated pharmacy sales force in JP and AUS enable rapid shift as dispensing decision maker changes post-LoE and Key Account Managers drive wholesaler / pharmacy chain support

#### **Profit Focus**

Cost discipline, product-level economic optimization, operational-level efficiencies

## **Future Growth**

#### **Pipeline Investment**

#### Product BD / Partnering

#### **Customer Alignment / Partnership**

<sup>1</sup>Data as of December 2020 and does not include impact of previously announced global restructuring program





## Focused Future Growth in JANZ: Global Healthcare Gateway<sup>®</sup>

#### Local Scientific, Operational, and **Commercial Excellence**

- Strong commercial infrastructure to serve physicians, pharmacies, and tenders
- In-country marketing, regulatory, R&D, medical, legal, and policy experts to understand local landscape
- Responsive operations with local manufacturing and "last-mile" distribution capabilities



#### **Global Healthcare Gateway® POWERED BY VIATRIS**

#### ... Ensure JANZ Patients Have Access to High Quality Medicines

Established leaders in JANZ

- Proven experience managing product lifecycles
- Track record of success partnering to deliver value
  - Mallinckrodt (Amitiza) CKD (Darbepoetin)
  - o Biocon (Ogivri, Fulphila, Semglee)
- MSD, Novartis & GSK (various)

**Recent Case Study: Hulio® in Japan** 

"We are delighted to partner with Viatris, whose significant experience and expertise in regulatory commercialization supports our commitment to contribute to increasing the treatment options for the patients..."

- Atsushi Matsumoto, FKB President and CEO

Partner	Partnership Capability -	Viatris Capability	Outcome
FUJ¦ <del>F</del> ILM kyowa kirin	Strong scientific & development expertise and product knowledge	Strong commercial, operational and functional expertise	Furthers Viatris' commitment to biosimilars by leveraging global expertise and strong commercial footprint. Growing number of approvals in multiple markets, with launches in Europe and Japan.



Key Factors Impacting 2021 Performance in JANZ



## **Growth of Focus Brands**

•



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## **Proactively Adapting to Business Realities**

2021 Will be a Restructuring Year for JANZ to Position for Future Growth



#### Optimizing Cost Base, Portfolio and Structure to Focus on Long-term Profitability and Sustainability

<sup>1</sup>Segment Revenue based upon indicated estimated 11% of Viatris 2021 Revenue guidance, at midpoint - see slide 151. <sup>2</sup>Based on estimated amounts within 2020 Combined Preliminary Estimate.



## Building Blocks to Drive Growth in JANZ



#### **Near-term**

#### Medium- to Long-term

#### **Restructure, Stabilize and Synergize Post-LOEs**

- Establish market approach and refine targeting using newly optimized commercial infrastructure
- · Build culture and talent under One Viatris
- · Leverage and continue to hone our competitive advantages including capability building, digital and resource optimization
- · Lay groundwork for long term path to growth

#### **Grow Focus Products and Build Pipeline**

- Focused investment into S&M and lifecycle management of our key investment brands (e.g., Amitiza, Effexor, Creon, Ferrograd, etc.)
- · Leverage digital capabilities and best-in-class team to win share of voice, smartly partner with customers and maximize financial results
- Collaborate with R&D, Medical Affairs and Portfolio teams to build pipeline that will enable future growth and market expansion
- · Begin to identify and execute on partnerships to build pipeline in areas of opportunity and unmet need

#### **Position for Growth; Partner to Leverage Strong Local Commercial Presence**

- 3
- Establish presence as partner of choice in these markets by building on past partnering successes and emphasizing local expertise and strength of commercial platform
- · Add complementary product assets via inorganic means (i.e., partnering, acquisitions, licensing, etc.)
- · Leverage pipeline and development efforts to launch products and drive new growth



# Emerging Markets Overview

Menassie Taddese President, Emerging Markets

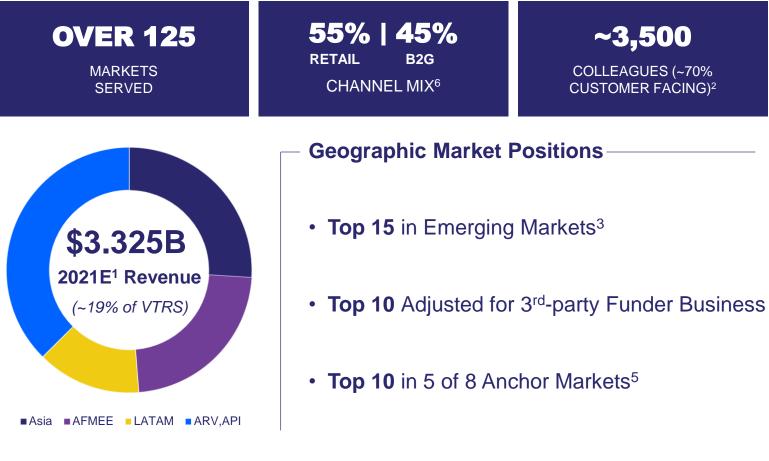




## **Emerging Markets at a Glance**

Well-Positioned to Unlock Potential in Large, Complex & Diverse Markets

#### **About Viatris**



#### About the Market

- Pharma market size: ~\$150B total<sup>3</sup>, ~\$100B of which are concentrated in top 10 markets
- Grew 2X global market 2019 2020 CAGR, estimated to grow 2.2x 2020 - 2024<sup>3</sup>

~2/34	~25%4
World Population	World's GDP

#### Key Overview and Trends

- Twin demographic divide
- Growing middle class underpinned by wealth creation and urbanization
- Dual burden of Communicable and Non-Communicable Diseases
- National HC agendas increasingly focused on quality and affordability
- Markets where brands matter

<sup>1</sup>Segment Revenue based upon indicated estimated percentage of Viatris 2021 Revenue guidance, at midpoint - see slide 151 <sup>2</sup>Data as of December 2020 and does not include impact of previously announced global restructuring program <sup>3</sup>IQVIA MIDAS MAT Q3 2020 sales <sup>4</sup>The World Bank 2019 estimate <sup>5</sup>IQVIA MIDAS MAT Q3 2020 + internal ARV data (Anchor markets: Thailand, South Africa, Mexico, Brazil, Malaysia, Turkey, Russia, Korea). <sup>6</sup>Data as of 2021E.

🏐 VIATRIS

## Our 3 Keys to Unlock Growth in Emerging Markets

Scale

We have the scale and knowledge to both leverage market similarities and tailor solutions for local dynamics

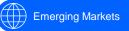
**Emerging Markets** 

Portfolio & Solutions

The breadth and depth of our portfolio and pipeline, and our strong brand equity provide many paths to growth across markets

Capabilities & Efficiency We have an efficient infrastructure with end-to-end capabilities combined with solid commercial execution

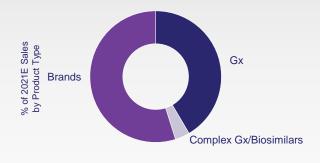




## **Our Sustainable Competitive Advantages**

## Breadth and Depth of Portfolio

- Focus on chronic and infectious diseases across 11 TAs including NCD5
- Industry leadership in ARVs



#### Scale and Operational Excellence

- Value chain from lab to clinic
- Strong commercial footprint, especially in anchor markets
- Evolving digital ecosystem: transformation and innovation



 Manufacturing footprint & supply reliability

#### Expertise and Leadership

 Scientific thought leadership: meaningful partnerships

> International Alliance of Patients' Organizations

جامعـة نيويورك ابوظـي NYU ABU DHABI

**Beyond the pill solutions:** holistic and integrated solutions along patient journey



• Expanded access: key differentiator

#### Strong Brand Equity and Reputation

- Ranked 15<sup>th</sup> in emerging markets<sup>1</sup> with unique profile and offering
- Driven by the legacy companies, iconic brands, NCD leadership, ARV access, manufacturing footprint, supply reliability and much more
- Exceptional stakeholder management across the whole healthcare chain

#### **Creating Value through Know-How, Execution Excellence & Differentiation**

<sup>1</sup>IQVIA MIDAS MAT Q3 2020 sales





## **Our Competitive Advantages in Action**

Ability to Effectively Manage Business Complexities – Country Examples

	Thailand – Channel Mix	Korea – Digital	South Africa - Access	Gulf – Stakeholder Mgt
Background	<ul> <li>70% of business flows through hospitals; growth is anticipated across hospital and retail channels, driven by Thai government priorities</li> <li>universal health coverage and promoting/enabling medical tourism (Asean Industry 4.0 plan)</li> </ul>	<ul> <li>Single public payer system (NHIS), with high HCP influence in treatment options; HCPs increasingly receptive to digital information (96% of HCP weekly, 55% daily use search engine for professional information)<sup>2</sup></li> </ul>	<ul> <li>Sophisticated payer landscape with increasing focus on access to quality and affordable products; improving per capita spending on healthcare and increasing dual disease burden</li> </ul>	<ul> <li>Tender driven markets with increasing privatization, smaller patient populations with high per capita HC spend; regulatory efficiency, new product acceleration, rapidly changing regulations</li> </ul>
	√ Тор 5	<ul> <li>Lipitor ranked #1 Rx product</li> </ul>	🗸 Тор 5	√ Тор 5
Viatris <sup>1</sup>	✓ Leader in CV, Pain, ARVs and Hepatology	<ul> <li>Strong digital and multi-channel capabilities</li> </ul>	<ul> <li>✓ Leader in ARVs within both Retail &amp; Hospital</li> </ul>	✓ Leader in CV and Pain
	Broad FF Geographical Coverage, Comprehensive Portfolio and Channel Mix Management (Hospital and Retail) & Differentiation	Digital Ecosystem with Ability to Deliver and Accelerate Transformation	End-to-End Capabilities to Provide Broad Access through Differentiation, Funding and Partnerships	Robust Stakeholder Management Capabilities to Shape Operating Environment, Mitigate Risks & Drive Opportunities
	<sup>1</sup> All ranking data based upon IQVIA MIDAS MAT Q3 20	) 20 sales <sup>2</sup> DRG Taking The Pulse® 2019 South Korea assessn	nent	



## Focused Future Growth in Emerging Markets: Global Healthcare Gateway®

#### Local Scientific, Operational, and Commercial Excellence

- Scale and local knowledge of country dynamics to leverage market similarities
- Commercial excellence with comprehensive portfolio and channel mix management across hospital, retail, and digital
- Dedicated in-country regulatory experts to understand the regulatory landscape



Global Healthcare Gateway® POWERED BY VIATRIS

## ...To Ensure Patient Access throughout Emerging Markets

- Enhanced experience with patients to build a holistic and integrated journey
- Product focus on chronic and infectious diseases with market leadership in ARVs
- Develop partnerships to ensure patients have access to new medicines and ability to supply to difficult to reach areas

**Recent Case Study: ARVs in Emerging Markets** 

"I am delighted with our collaboration with [Viatris] ... and look forward to us making a substantial contribution ... helping the world reach the target of elimination of this transmission."

- Elton John, Founder, Elton John AIDS Foundation

Partners*	Partnership Capability	Viatris Capability	Outcome
BILL& MELINDA GATES foundation	the public health threat of	Ability to managing cost and risk mitigation of supplies with end-to- end supply chain for ARV's that leverages the global footprint	Commitment to ARV franchise and with access in 100+ countries with 40% of the 23+ million people on treatment for HIV using a Viatris product.





Key Factors Impacting 2021 Performance in Emerging Markets

## Special Items

- Remdesivir
- Other

## Headwinds

 Pricing and cost containment

### Competition

Tailwinds

Launches

- Healthcare Agenda
- Growing Middle Class
- Unmet Medical Needs





## The Building Blocks to Drive Growth

#### **Base Business with Organic Growth**

- **Modify go-to-market strategy** to drive growth focusing on anchor markets
- Identify options to compete more efficiently and effectively including capability building, digital and resource optimization

#### **Growth + Via Cross Pollination**

2

- Launching global portfolio products not yet launched in key countries
- Expand into growing urban epicenters reaching the middle class via current platform or new GTM models
- Enhance product differentiation via lifecycle management

#### **Focused Growth in Core TAs**

3

- Launch differentiated assets, especially in core TAs like CV, Pain, Respiratory, Oncology and CNS
- **Highly differentiated**, hard-to-make formulations in hepatology and Anti-infective
- Incremental innovation bringing new formulations / FDCs
  - Leverage Global Healthcare Gateway<sup>®</sup>

#### **Near-term**

#### Medium to Long-term





## **Emerging Markets | Key Takeaways**

A Solid Foundation Strong and Differentiated Position in Evolving Markets

Scale, Leadership and Know-how, Clear Near-term Roadmap to Ensure Business Continuity

Efficient Infrastructure

Focused Growth Medium to Longer Term Opportunity to Address Significant Unmet Medical Needs



# Greater China Overview

Sean Ni President, Greater China



## Key Messages | Greater China

Sustainable Foundation A fully integrated Viatris organization adapted to the new market conditions – shift of business focus to retail and digital channels while fully leveraging strong roots in the hospitals Greater China

Attractive Market **Significant market opportunity in China** – strong economic fundamentals, and rise of healthcare consumerism with stronger growth in private funding and increasingly diverse channels

Competitive Portfolio **Strong portfolio that fits with China's market opportunity** – a broad "retail-oriented" portfolio which captures the healthcare consumerism opportunity

Organized for Growth Viatris has a "fit-for-future" business model to win – a patient centric omnichannel model with synergistic activities in hospital, retail, and fast-growing digital channel



## Greater China at a Glance

#### **About Viatris<sup>1</sup>**



## <sup>1</sup>Data as of 2021 post integration and restructuring. <sup>2</sup>Segment Revenue based upon indicated estimated percentage of Viatris 2021 Revenue guidance, at midpoint - see slide 151. <sup>3</sup>RDPAC data. <sup>4</sup>IQVIA data. <sup>5</sup>Source: IMF; Bloomberg market consensus; CEIC; Morgan Stanley Research; Global Burden of Disease Database 2016, Institute for Health Metrics and Evaluation; McKinsey Global Institute - Prioritizing Health: A Prescription for Prosperity; National Bureau of Statistics in China; China healthcare yearbook; McKinsey analysis

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#### About the Market<sup>5</sup>

#### Second Largest Economy

- 1/5 of Global GDP
- 7.5% to 8.5% GDP growth expected in 2021

#### **Robust Consumption Power**

• \$12.7T private consumption by 2030, matching the current scale of US

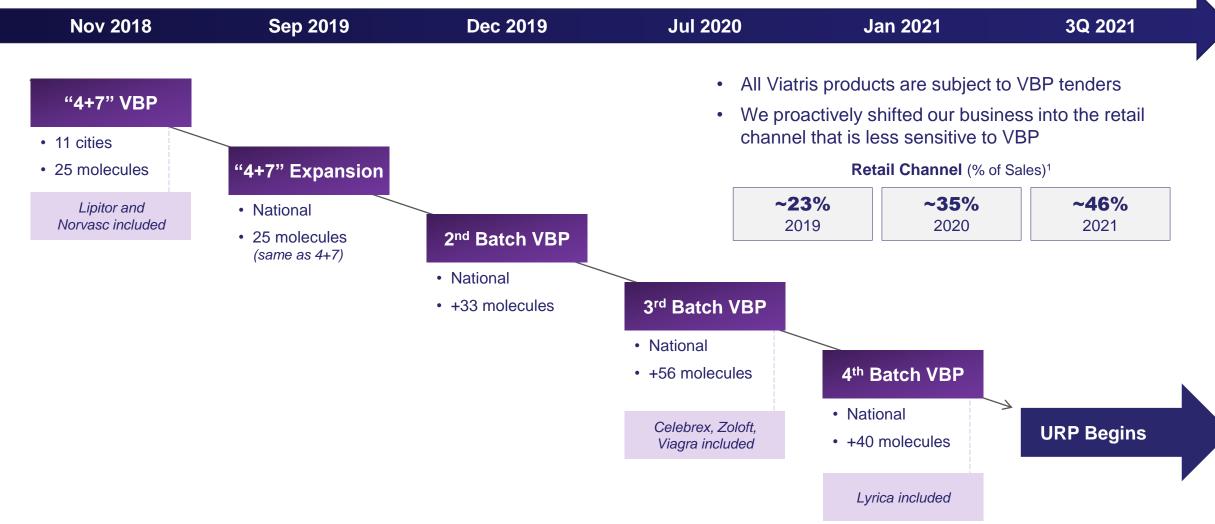
#### Strong Demand in Healthcare

- 6% of GDP spent on healthcare (vs. 18% for US), growing in-line with GDP growth
- Public funding focus on basic medical needs. Growth is slowing and shifting from LoE brands to innovative Rx
- Private funding growing rapidly driven by rising disposable income and government's mandate to build "a multi-tier medical security system to address diverse healthcare needs"
- Cardiovascular representing the greatest disease burden in the next 10 years (20% of China's total vs. 14% globally)

Greater China

We Have Rebalanced Our Business to Adapt to the Market Impact of Volume-based Procurement and Universal Reimbursement Pricing Policies



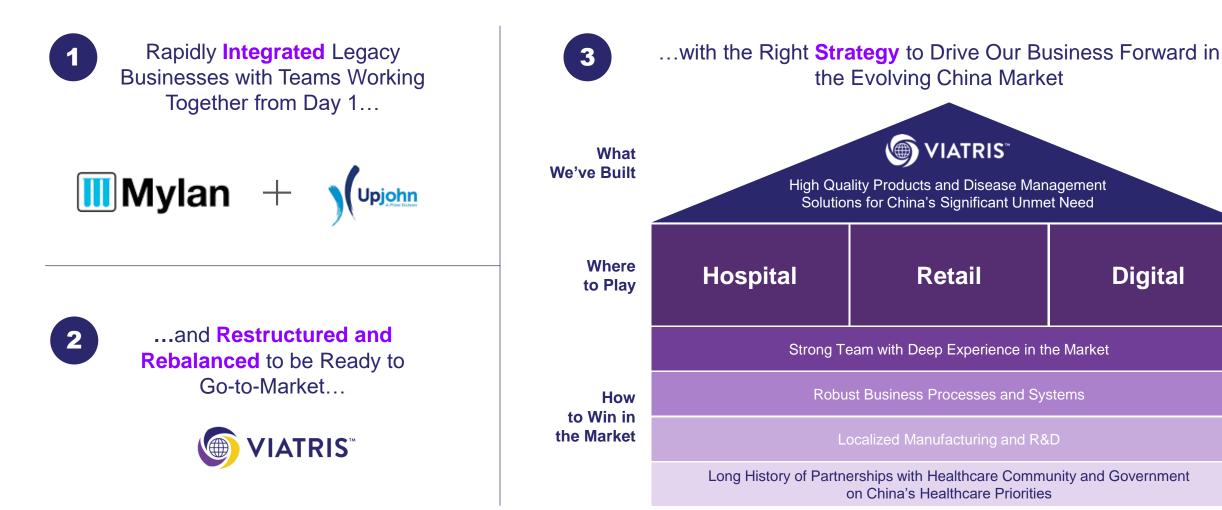


12019 data based on legacy Upjohn; 2020 data based on estimated amounts within 2020 combined preliminary estimates. 2021E data based on Viatris.



Greater China

# We Have a Fully Integrated Business Well Positioned for the Changing Landscape In China Market





Well-positioned Portfolio to Benefit from Therapeutic Opportunities and Drive Value in Retail through High Loyalty Products, New Launches, and Cross-pollination

	Inline Products	Therapeutic Area				
Cardiovascular Products to	<b>② 立誓妥</b> Rickeming Lipitor	Cardiovascular	<b>Current portfolio</b> meets needs of the population			
elp address China's greatest lisease burden			<b>Pipeline</b> to expand is established for next 3-5 years			
		Erectile Dysfunction (ED)				
Retail-oriented" Products to	西乐律 CELEBREX	Orthopedics / Pain	Path to launch products and			
Capture Growth of Healthcare	Lyrica	Neuralgia	cross-pollinate with existing			
Consumerism	<b>维固カ<sup>°</sup>Viartril<sup>≗</sup>S</b> 硫酸氨基葡萄糖胶囊	Orthopedics	brands in place			
	<b>利加隆◎</b> 水 飞 蓟 素 胶 囊	Liver Health				

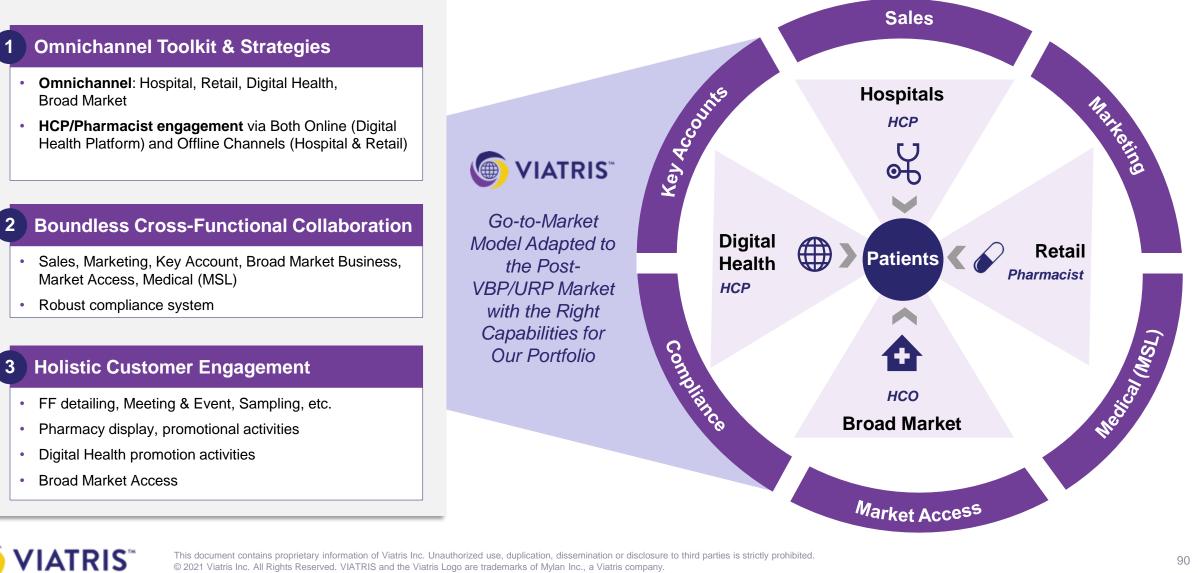




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**Greater China** 

## Differentiated Capabilities to Drive Success Across Our Products & Channels





## Focused Future Growth in Greater China: Global Healthcare Gateway®

#### Leverage Unique Global and Local Positioning and Capabilities...

- Deep roots in China and strong partnerships with healthcare community
- Proven commercial capabilities in China and cost-efficient operating platform
- Strong capabilities in incremental innovation and global supply chain management



Global Healthcare Gateway® POWERED BY VIATRIS

## ... To Ensure Patient Access throughout Greater China



Cultivate external partnerships and be the Partner of Choice™



Bring additional products to China in our focused areas, through partnership





## Key Factors Impacting 2021 Performance in Greater China

## Special Items

- Volume Based Procurement (VBP) Expansion
- Universal Reimbursement Pricing policy initiation (URP)

### Headwinds

 Normalized Erosion in Hospital Channel ~Flat Excluding the impact of VBP and URP

## Tailwinds

- High Unmet Need Volume
   Expansion
- Growing Healthcare Consumerism
- Growth in Retail Channel
- Revenue and Cost Synergies



## Building Blocks to Drive Growth in Greater China

**Near-term** 

#### Medium- to Long-term

#### Integrated and Restructured to Capitalize on Market Shift, as well as Capture Synergies

- · Prospectively adjusted our go-to-market model in response to VBP and to capitalize on growth in retail sector
- Complete integration and operating effectively as one Company to realize the planned synergies

#### **Transform Business Model to Drive Growth in Existing Portfolio**

- Integrated team with deep experience of legacy businesses and a robust toolkit of capabilities will be leveraged to drive the new business model and channel focus
- · Omnichannel business model leveraged to maximize the current portfolio

#### **Rapidly Introduce Legacy Mylan Portfolio and Incremental Innovations**

- Re-launch legacy Mylan products to maximize channel & customer synergy
- Rapid launch of new R&D programs to bring more products into China
  - Line extensions to leverage strong brand equities in cardiovascular and erectile disfunction
  - Build consumer health portfolio

3



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# Break



# Leveraging Our High-Quality Operations Platform



Sanjeev Sethi Chief Operating Officer



A Powerful Platform Well Positioned to Deliver on Viatris' Strategy

### Providing ACCESS to High Quality Trusted Medicines Regardless of Geography or Circumstance

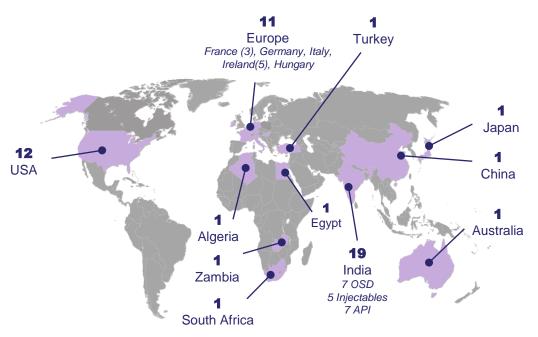


Diversified Global Infrastructure and Expertise to Manage Complexity, Respond Quickly and Ensure Supply Continuity



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## **Customer Oriented Flexible Network:** Flexibility and Proximity to Customer



#### **Global Scale, Local Prescence**

Global Manufacturing Network with ~50 Sites<sup>1</sup>

#### **Proximity to Market**

Global sites qualified to supply globally and locally

**Regional** manufacturing and packaging sites enabling benefits of centralization, while allowing rapid regional supply

**Local** manufacturing in markets that have unique in-country requirements (e.g., China, Africa, etc.)

"Last mile" distribution presence in 60+ countries with over 190 DCs

#### - Flexibility to Meet Customer Needs

- Ability to supply markets with varying sizes large developed markets (e.g., US) to smaller emerging markets
- Flexibility in volume of units, dosage size and packaging to meet country specific patient needs

#### Enhanced Agility and Capability to Capitalize on Local Market Opportunities

<sup>1</sup>Data as of December 31, 2020 and does not include impact of previously announced global restructuring program



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Operations

## Best-in-class Manufacturing Capabilities to Deliver on Customer Needs

#### Breadth of capability and capacity across all dosage forms

Immediate Release & Complex Oral Solids	<ul> <li>Immediate &amp; Modified Release Tablets and Capsules</li> <li>Multi-layer and Orally Dissolving Tablets</li> <li>Wurster Coating</li> <li>Spheronization</li> <li>Hot-melt Extrusion</li> <li>OROS / Laser-drill Technology</li> </ul>		Respiratory	<ul><li>Nasals</li><li>Dry Powder Inhalers</li><li>Metered Dose Inhalers</li></ul>
Topicals and Transdermal patches	<ul> <li>Transdermal Systems</li> <li>Oral Thin Films</li> <li>Liquid Bottles</li> <li>Nasals</li> <li>Aerosols and Foams</li> <li>Topicals, e.g., Creams, Gels, Ointments</li> </ul>		Biosimilars & Insulin Analogs	<ul> <li>Monoclonal Antibodies / Fusion Proteins</li> <li>Microbial Cell Proteins</li> <li>Insulin Analogs</li> <li>Sterile Product Fill and Finish</li> <li>Device Assembly and Packaging</li> </ul>
Sterile Injectables	<ul> <li>Small &amp; Large Parenteral Vials</li> <li>Lyophilized Vials</li> <li>Liposomal Dispersion</li> <li>Polymeric Microsphere</li> <li>Ampoules</li> <li>Bags</li> <li>Long Acting Injectables</li> </ul>	ador	ΑΡΙ	<ul> <li>Dedicated Peptides Facility</li> <li>Dedicated Iron Complexes Facility</li> <li>Dedicated Facility for High Potent Active Ingredients</li> <li>Equipped with Solvent Recovery System and comply to Zero Liquid Discharge</li> </ul>

#### ~80B Dose Capacity Offers Unparalleled Manufacturing Scale to Service Patients Across the World

Data as of December 31, 2020 and does not include impact of previously announced global restructuring program



## Ensure Supply Continuity: Servicing Our Key Markets<sup>1</sup>

		USA	France	Italy	Japan	★: China	Emerging Mkts
	In-country Manufacturing	12 sites	2 sites	1 site	1 site	1 site	5 sites
	In-country Packaging	Integrated + Dedicated Unit Dose	Integrated + Dedicated	Integrated Pkg	Integrated Pkg	Integrated Pkg	Integrated Pkg
	In-country Distribution	~	$\checkmark$	~	~	~	~
$\bigcirc$	<b>In-country Resources</b> Supply Chain, Regulatory, Quality, Medical, Sourcing, PSRM	~	$\checkmark$	~	~	~	~
	Additional Supply Sources	14 Internal Sites ~90 3P Sites	17 Internal Sites ~200 3P Sites	18 Internal Sites ~160 3P Sites	2 Internal Sites ~65 3P Sites	~10 3P Sites	22 Internal Sites ~170 3P Sites

#### All Major Markets are Well Supported with Local and Global Resources to Ensure Reliable Supply

<sup>1</sup>Data as of December 31, 2020 and does not include impact of previously announced global restructuring program



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## **Ensure Supply Continuity:** Resilient, De-risked Supply Chain Delivering Reliable Customer Service

#### ~95% Customer Service

Delivery in full and on time

Countries supply top 100 products from 80 different locations

Many products registered at multiple sites, offering risk mitigation and flexibility to meet demand

## ~50%

of top 100 products dualsourced for API and/or finished product

## ~40%

of top 50 revenue products supplied by key strategic partners Pfizer, Abbott, TRC, Biocon

Operations

60k Customers

## 20M+

Deliveries to Customers in 2020<sup>1</sup>

#### **Daily Deliveries:**

- Pharmacies
- Hospitals
- Wholesalers

## ~600

Third parties augment internal capacity and capabilities 18

Countries supply API for top 100 products

<sup>1</sup>Represents Viatris 2020 performance. Data as of December 31, 2020 and does not include impact of previously announced global restructuring program



## **COGS Competitiveness**



Network Rationalization (~15 Sites)

- Optimize surplus capacity
- Respond to changing market dynamics
- Consolidating our manufacturing network for commodity products



Procurement Scale

- Ensure supply continuity
- Drive spend
   efficiency



Vertical Integration

- Enable end-to-end control on supply
- Drive continuous process improvement
- Protect margins



Centralization through COEs

Leverage efficiencies in transactional work

Reduce
 redundancies



Efficiency Enhancements

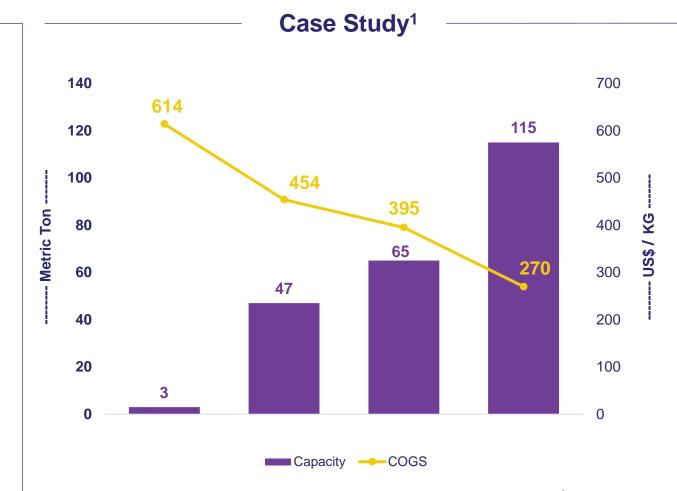
- Automate manufacturing and QC lab processes
- Optimize scale of equipment



## **COGS Competitiveness:** Vertical integration of ARVs

#### Managing Costs and Risk Mitigating Supplies through:

- Continuous improvement in process and chemistry
- Negotiations / qualification of alternate sources for key starting materials
- ✓ Full control over end-to-end supply chain



Capacity in kg (x1,000)/year and Costs in \$/kg

<sup>1</sup>Based on internal company data.



## **Manage Strategic Partnerships to Complement Internal Capability**



Complement and enhance network capability and capacity

Leverage partner strengths to broaden portfolio and technical capabilities

Operate in close collaboration and direct engagement to ensure effective decision making

Share in risks, cost and commercial success





## **Continued Focus on Quality and Compliance**

### **QUALITY:**

#### In everything we do

The first ingredient in every one of our products

Embedded throughout our Company

The fundamental point of decision-making for every product

### **CONTINUOUS IMPROVEMENT:**

Leverage one integrated Quality System

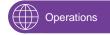
Continue to drive a Culture of Excellence across the organization

Continuous investment in automation and technology to enhance key Quality systems and processes

Drive visibility to Quality performance through leading metrics and analytics



Operations



## **Continued Focus on Quality and Compliance** Broad Global Regulatory Experience and Expertise

>100 Health Authority Inspections Annually Across Our Facilities and Affiliates



#### Experienced Quality Organization Efficiently Executing Globally



## Safe, Environmentally Responsible and Sustainable Operations





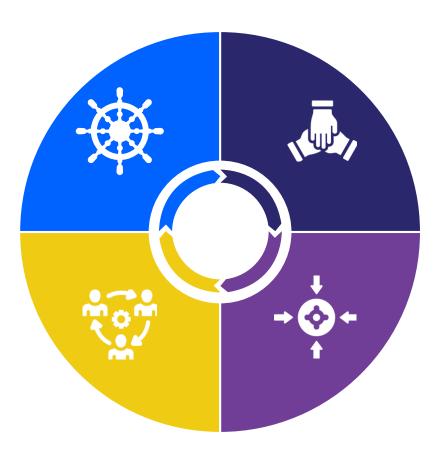
## **Experienced Leadership Team** Highly Engaged and Inclusive, Performance-Driven Culture

#### Experienced Leadership

Average of ~25 years of pharmaceutical industry experience

#### Business Alignment

Optimally balance manufacturing excellence, commercial demands and R&D objectives



#### **End to End Ownership**

Manufacturing and supporting resources organized by technology, enabling focused execution and expertise

#### Centralized Functions

Leverage best practices and processes across the network

#### Focused on Execution, Operational Excellence and Financial Discipline



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Operations



## Purposeful Investments to Enhance Our Platform

#### History of Purposeful Investments in Capacity and Capabilities to Enable Efficiencies

#### **Recent major projects**

- Capacity expansion in low-cost geographies
- High speed packaging lines
- Upgraded equipment and suites across injectables facilities
- Dedicated capacity for biologics

# Strategic investments planned over the next 2 years in key initiatives including:

- Complex Injectables
- Automation at our facilities
- Continuous manufacturing processes
- Capacity expansion for key products and technologies







## Key Takeaways



Customer Oriented Diversified and Flexible Operations Platform

Resilient and De-risked Supply Network to Manage Complexity, Respond Quickly and Ensure Supply Continuity



Experienced Leadership Team with Focus on Quality, Sustainability of Operations and Continuous Improvement

Well-Positioned to Deliver Access and Growth with Best-in-Class Capabilities and Strong Strategic Partnerships



2



# Utilizing Key Capabilities to Grow Our R&D Pipeline



Walt Owens

Head of Global Research & Development





# R&D Strategy to Support the Viatris and the Global Healthcare Gateway<sup>®</sup> Business Model

Experienced Team, Strong Partnerships, and Robust Infrastructure in Place to Deliver Our Growth Strategy



- Focus on Complex and Novel Products, Targeting Gaps in Care
- Focus on Biosimilars with First-to-Market Emphasis
- Diligently Pursue Generics Opportunities
- Support Markets and Expand Access through New Submissions, including China and Japan
- Enhance Existing Products and Add Long-term Value through Lifecycle Management
- Ongoing Maintenance and Compliance of Existing Portfolio



# R&D Platform Provides a Diverse, Stable and Resilient Growth Engine for Viatris

## 12 R&D Centers Worldwide 24 x 7 Global R&D<sup>1</sup>



# \$224B

#### **Brand Value of Pipeline<sup>2</sup>**

~75% of pipeline value composed of Complex Generic Products and Biosimilars

# ~55

#### Markets with In-country Regulatory

Expertise across all development stages and product types including prescription, OTC, and cosmetics

# ~3,000

#### **R&D and Regulatory Workforce<sup>1</sup>**

R&D

Robust in-house skillset including science & engineering, regulatory, clinical and manufacturing

# **80+**

Complex Clinical Studies (Phase 1-4) over the past 5 years

~800 Standard Bioequivalence Studies



# History of Success: Well-Positioned to Continue to Deliver Complex and Novel Products

<b>XX</b>	Basic Science and Engineering	<ul> <li>End-to-end R&amp;D Capability</li> <li>Design around Complex Intellectual Property</li> <li>Design Novel Devices with Patient Usability in Mind</li> <li>Execution of Complex Analytical Characterization Programs</li> </ul>	Comp ✓ Gla ✓ Pali
	Regulatory, Legal and IP	<ul> <li>Global and In-country Presence</li> <li>Expertise in Prescription Brand, Generic, Drug-Device, OTC</li> <li>Policy Engagement</li> <li>Guidance Development</li> </ul>	Novel ✓ Yup ✓ Syn Drug a ✓ Wix
	Preclinical and Clinical Research & Development Across Therapeutic Areas	<ul> <li>Execution of Local and Systemic Equivalence Studies</li> <li>In-Vitro Disease Model and Animal Study Execution</li> <li>Execution of Multinational Clinical Programs Across All Therapeutic Categories</li> </ul>	<ul> <li>✓ Insu</li> <li>Passi</li> <li>✓ Estr</li> <li>Min</li> <li>Peptic</li> </ul>
	Broad & Scalable Manufacturing Capability	<ul> <li>Design Robust Complex Manufacturing Processes</li> <li>Development of Control Strategies Based on Deep Materials Understanding</li> </ul>	✓ Lira Inhala ✓ Buc (Sy



#### **Complex Injectables**

✓ Glatiramer Acetate Injection (Copaxone)

R&D

✓ Paliperidone PFS 3M (Invega Trinza)

#### **Novel Products**

- Yupelri (Revefenacin)
- ✓ Symfi (Fixed Dose ARV)

#### Drug and Device

- Wixela Inhub (Advair)
- ✓ Insulin Glargine (Lantus)

#### **Passive Transdermal Patches**

✓ Estradiol TDS (Vivelle Dot and Minivelle)

#### Peptides and Proteins

Liraglutide (Victoza)

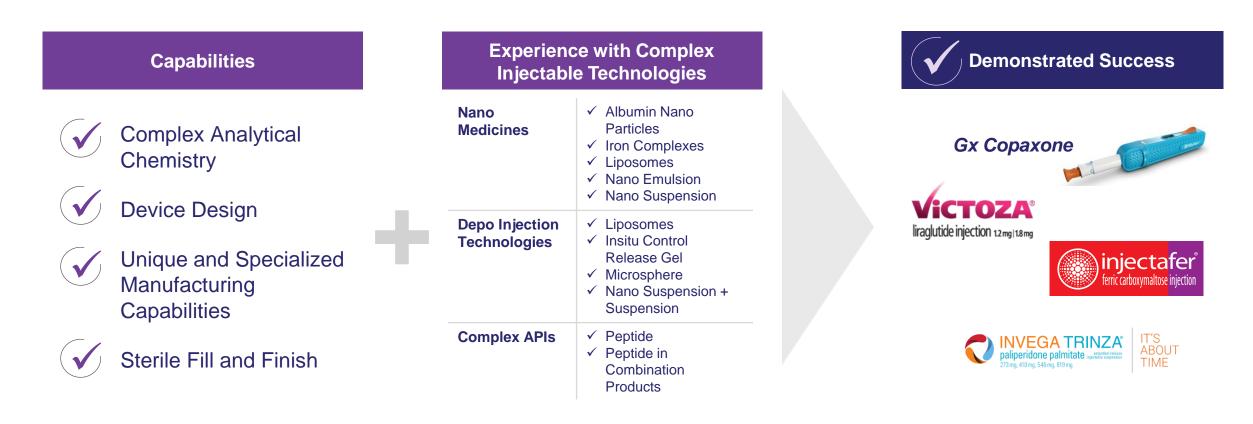
#### **Inhalation Products**

- Budesonide/Formoterol pMDI (Symbicort)
- ✓ Sridupla pMDI (Fluticasone/Salmeterol)

\*Select examples of approvals/submissions shown – not comprehensive



# Focus on Complex Products: Proven Capabilities and Demonstrated Success in Complex Injectables



#### Successful Development of Products, such as Gx Copaxone, Provide a Set of Scientific Tools that have Been Deployed to Develop Additional Complex Injectable Products



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# Focus on Complex Products: Rich Pipeline in Complex Injectables (Status of Development Candidates)

Product	Therapeutic Area	Early Phase Development	Q1 / Q2 Confirmed	Formulation / Development	Registration / Exhibit / Clinical Batches	Clinical	Submission
<b>Risperidone</b> (Risperdal Consta)	CNS & Anesthesia						
Octreotide Acetate (Sandostatin LAR)	CNS & Anesthesia				•		
Paliperidone Palmitate (Invega & Invega Trinza)	CNS & Anesthesia						•
<b>Liraglutide</b> (Victoza)	Diabetes						
<b>Iron Sucrose</b> (Venofer)	Hematology						•
Ferric Carboxymaltose (Injectafer)	Hematology						•
MR-121	CNS & Anesthesia						
MR-120	CNS & Anesthesia			•			
MR-118	Oncology				•		
MR-117	Infectious Disease						
MR-116	Oncology					•	
MR-125	Hematology					•	



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# Focus on Complex Products: Proven Capabilities and Demonstrated Success in Novel Products

Capabilities



Strong Preclinical and Clinical Research



Regulatory Science



Broad Formulation Development and Manufacturing Expertise



End-to-end Material and Process Knowledge

#### Expertise

- Translation of Patient Need to Product Characteristics
- Clinical Programs to Support Desired Product Profile
- ✓ Stable Formulation Design
- ✓ Regulatory Strategy to Guide Overall Development Program
- Multinational Clinical Study Execution
- Manufacturing API and Final Dosage Form



**Demonstrated Success** 



(formoterol fumarate) Inhalation Solution 20 mcg/2 mL vial

R&D

Pretomanid Tablets

#### Drug Development Expertise Leveraging our Regulatory and Science Platform to Deliver a Broad Portfolio of Novel Drug Products



# Focus on Complex Products: Select Novel Product Programs Underway and Reaching Key Milestones

Product	Therapeutic Area	Formulation / Development	Pre-Clinical	PK/PD Phase 1 and Phase 2	Confirmatory Clinical (Phase 3)	Submission	Approval
Meloxicam	CNS & Anesthesia			•			
Glatiramer Once Monthly	CNS						
Delamanid Tablets	Infectious Disease						
Pretomanid Tablets	Infectious Disease						
MR-106	Dermatology						
MR-100	Women's Healthcare				•		
MR-108	Metabolism						



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## Focus on Biosimilars with First to Market Emphasis: Operating Model

#### **Biosimilars Science** Strong Internal Expertise in All Critical **R&D** and Operations Areas



- **Chemistry Manufacturing Controls**
- **Clinical Development**
- **Advanced Analytics**

# Regulatory



#### **Partnerships**

- Key partnerships for majority of portfolio
- Share risks and costs
- Leverage strengths of partners
- Niche BD opportunity to fill portfolio gaps

#### **Therapeutic Areas**

- Oncology
- Immunology
- Diabetes & Metabolism
- Respiratory & Allergy Dermatology
- · Women's Health Care
  - Central Nervous
- Cardiovascular
- System & Anesthesia Ophthalmology

### Technology

- Monoclonal Antibodies / Fusion Proteins
- Microbial
- Insulin Analogs

#### Geographies

- Partner for key regulated markets
- Early entry into emerging markets
- BD opportunities to accelerate access in individual markets (i.e., Japan, Brazil)



# Focus on Biosimilars with First to Market Emphasis: **Demonstrated Scientific and Regulatory Expertise**



#### **Our Biosimilar Products are Currently Marketed in 76 Countries**



<sup>1</sup> As of 2/18/2021



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R&D

**# of Countries with Secured** 

97

52

10

56

33

38

27

313

# Focus on Biosimilars with First to Market Emphasis: Continuing Execution of Biosimilar Programs

Product	Therapeutic Area	Cell line	Process Development	Preclinical	PK/PD* (Phase 1)	Confirmatory Clinical (Phase 3)	BLA/MAA**	Approval  → RWE (Ph IV)
Pertuzumab (Perjeta®)	Oncology		•					
Insulin glargine 300 U/mL (Toujeo®)	Diabetes & Metabolism			•				
Onabotulinumtoxin A (BOTOX <sup>®</sup> )	CNS & Anesthesia			•				
Afibercept (Eylea®)	Ophthalmology							
Bevacizumab (Avastin®)	Oncology						-•	
Insulin aspart (NovoLog/NovoRapid®)	Diabetes & Metabolism						•	
Etanercept (Enbrel®)	Immunology							
Adalimumab (Humira®)	Immunology							•
MR-126	Immunology							
MR-127	Immunology	•						
M615	Oncology		•					12



# Focus on Biosimilars with First to Market Emphasis



## Well Positioned for Future Development in Biosimilars Yielding an Industry Leading Portfolio

<sup>1</sup> Reference: Global MIDAS IQVIA Sales Data, 12 Months Ending Sept 2020; Aranesp sales reference Japan only; Eylea & Botox sales reference CY 2019 sales as reported by the originator companies



## **Diligently Pursue Generic Opportunities**



## **Realized Unique Generic Products**

- ✓ Abiraterone Acetate Tablets
- ✓ Remdesivir Injection
- ✓ Heparin Injection
- Dimethyl Fumarate Capsules
- ✓ Tadalifil Tablets
- ✓ Daptomycin Injection
- ✓ Vancomycin Injection
- Erlotinib Tablets
- ✓ Mesalamine Suppository

### Strategically Select and Develop Products that Represent First-to-Market or Niche Opportunities



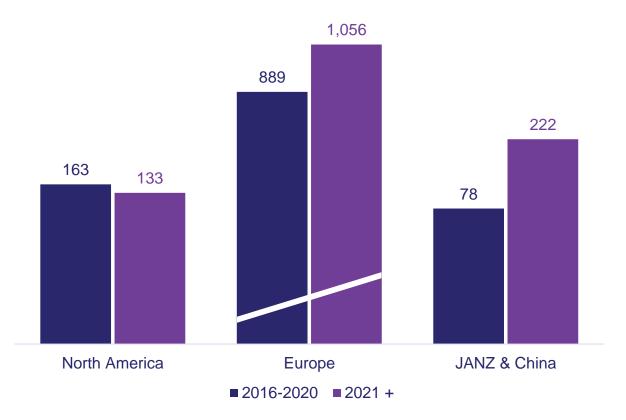
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# Supporting Our Largest Markets Through New Submissions

1,130 Submissions in 2016 - 2020

1,411 Projected Submissions 2021+

>250% Expected Increase in JANZ over the next 5 years vs the previous 5 years



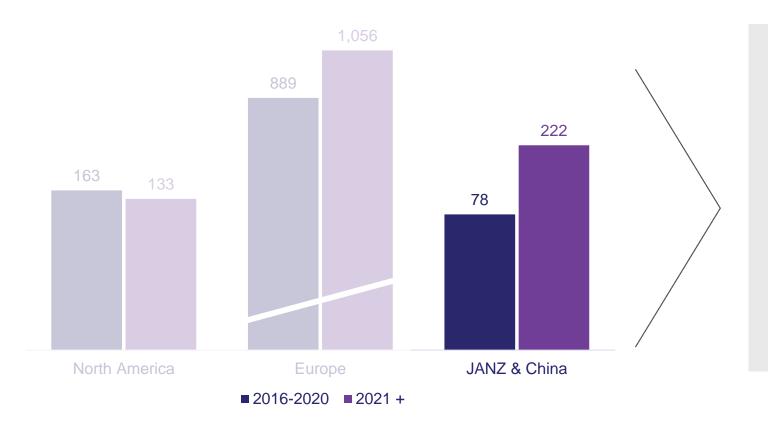
### Increasing the Overall Flow of Submissions to Support Growth in Our Largest Markets

Data Based on legacy Mylan product pipeline



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# Supporting Our Largest Markets Through New Submissions Japan and China



### **Specific Considerations for Japan & China**

- Products can be unique and differ from the globally developed product
  - Strengths
  - Packaging
- These markets may require their own specific BE or Clinical studies in the respective populations to gain approval
- Control Strategies can differ significantly compared to other Health Authorities

### Dedicated R&D and Regulatory Resources with Specialized Focus to Support Japan and China Markets

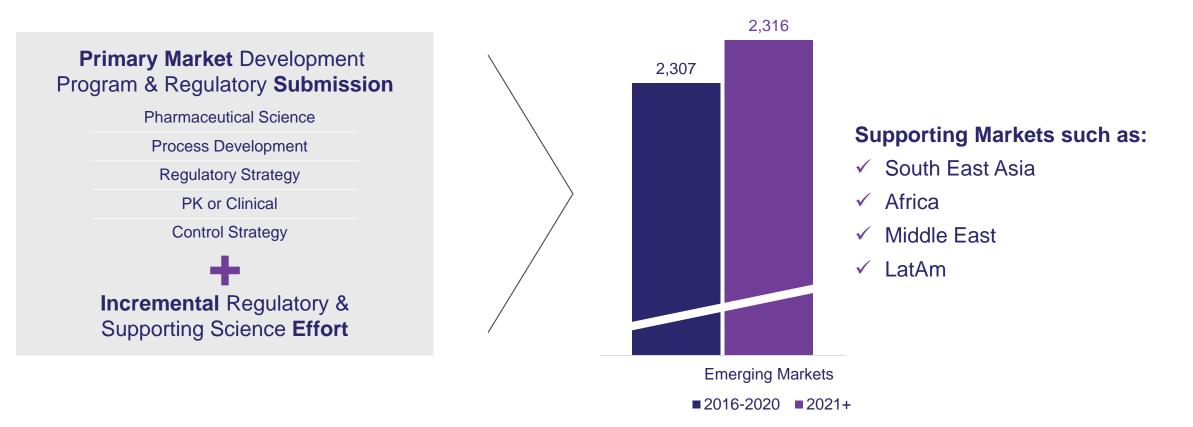
Data Based on legacy Mylan product pipeline



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# Expanding Access of New Submissions to Emerging Markets through Cross-Pollination

Ability to Leverage Science and Investment from Key Market Submissions to Cost Effectively Geographically Expand Products into Emerging Markets



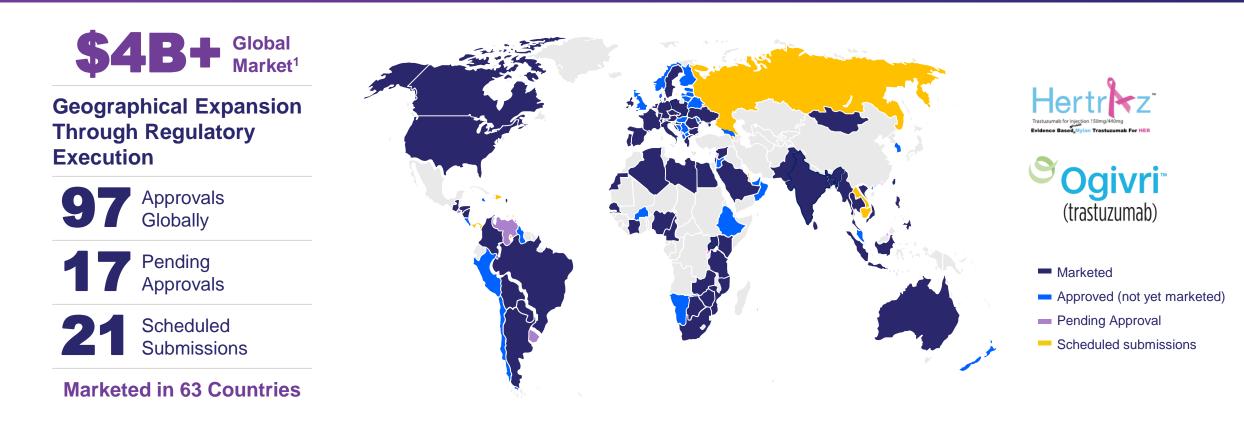
Data Based on legacy Mylan product pipeline



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# Increasing Access for Trastuzumab Globally

## Viatris' Trastuzumab is the First U.S. Biosimilar to Herceptin Approved by FDA



<sup>1</sup>Based on IQVIA Brand Sales Y/E 9/20



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# Long-Term Value of Our Existing Brands through Lifecycle Management

### Leveraging Our Science, Clinical and Regulatory Expertise to Deliver:



Lifecycle Enhancements of Existing Products



- Ease of Use for Patients and Caregivers
- Filling Gaps in Healthcare by Targeting Unmet Medical Needs



Returning Existing Products to Growth and Reversing Course on Erosion

OTC Switches	Extracting additional value from established brands by adding over the counter products.
New Indications	Adding new indications to existing products expands the target customer population
Line Extensions	New strengths, additional drug product delivery options, etc.
Dosage Form Expansion	Novel and expanded dosage forms of existing drugs
Device Design	Development of new and unique device designs for existing and new products

#### SELECT LIFECYCLE MANAGEMENT EXAMPLES





















Maintain Our Commitments to Regulators and Continuous Improvement of Commercial Products

> Maintenance of Existing Products is an Important Aspect of Our Business to Maintain Competitive Advantages, as Well as a Regulatory Requirement



Centers of Excellence for Pharmacovigilance, Technical Services, Medical Affairs, and Regulatory Operations Manage Maintenance Activities for the 30,000+ Viatris Marketing Authorizations



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# Identify and Manage Strategic Partnerships to Complement Internal Capability



Complement and enhance organic capability and capacity



Leverage partner strengths to broaden portfolio and technical capabilities

Operate in close collaboration and direct engagement to ensure effective decision making and strategy execution

 $\checkmark$ 

Share in risks, cost, and commercial success



### **Viatris is a Development Partner of Choice**



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## Depth and Breadth of Expertise Make Viatris a Development Partner of Choice<sup>™</sup>

**Regulatory Expertise** Globally & in Key Local Markets

Scientific Expertise

**Clinical R&D** Expertise Across Multiple Therapeutic Areas

**Broad & Scalable** Manufacturing Capability



Successful Collaboration Case Study: Ogivri with Biocon



**Fundamental Process Science** Drug Substance Manufacture **Drug Product Manufacture** 

**Clinical Development Regulatory Execution Commercial Execution** 

Joint Steering Teams for Strategy, Decision Making, Escalations and Execution

SBiocon

R&D

**Preclinical Development Complex Analytics** Health Authority Engagement



# Well Positioned with a Robust and Diversified Product Pipeline

<b>\$224B</b>	\$88B	\$32B	\$2B	\$97B	\$5B	<b>\$100M -</b>
Brand Value <sup>1</sup>	OSD	Sterile Products	Topical / TDS	Biosimilar and Insulins	Respiratory	\$500M
Product Pipeline	275	106	31	25	6	Peak Sales per Product
Pending Approval	964	337	25	284	40	

~75% of Brand Value of the Pipeline is Composed of **Complex Generic Products and Biosimilars** 

IQVIA MIDAS and Regulatory Insights MAT ending 9/20



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R&D

## Key Takeaways





Focus on Complex and Novel Products, Targeting Gaps in Care

Focus on Biosimilars with First to Market Emphasis





**Diligently Pursue Generics Opportunities** 

Support Markets and Expand Access through New Submissions, including China and Japan





Enhance Existing Product and Add Long-Term Value through Lifecycle Management

Ongoing Maintenance and Compliance of Existing Portfolio





# Focused Business Execution and Preparing for Future Growth Key Takeaways



Rajiv Malik President



## Diverse Platform Supported by Strong Capabilities, and Disciplined Management

Diversity of Geographies	<ul> <li>12 markets with revenue greater than \$250M<sup>1</sup>, of which</li> <li>7 markets with revenue greater than \$500M<sup>1</sup>, of which</li> <li>5 markets with revenue greater than \$1B<sup>1</sup></li> </ul>	
Diversity of Portfolio	<ul> <li>No major LOEs or special events not already assumed</li> <li>Only 1 product making up more than 5% of total revenues<sup>1</sup></li> </ul>	
Diversity of New Product Revenue	<ul> <li>Expect more than 460 new launch &amp; carryover products in 2021</li> <li>No product comprises over ~11% of total new product revenue<sup>1</sup></li> </ul>	
Diversity of Supply Network	<ul> <li>20 countries supply top 100 products from 80 different locations</li> <li>18 countries supply API for top 100 products</li> <li>~40% of APIs for portfolio from suppliers outside China &amp; India</li> <li>~50 internal manufacturing sites with &gt;600 3P suppliers<sup>2</sup></li> <li>~40% of top 50 product revenue sourced from strategic partners (Pfizer, Abbott, Biocon, TRC)</li> </ul>	

#### ....Supported By Strong Capabilities ....

- Commercial and digital platform
- Scientific, regulatory and medical expertise
- Supply reliability and customer service
- Quality and compliance

#### ... And Disciplined Management...

- Granular understanding of profit & analytics
- Disciplined resource allocation
- Product portfolio pruning
- Efficient operating model
- Strong performance management

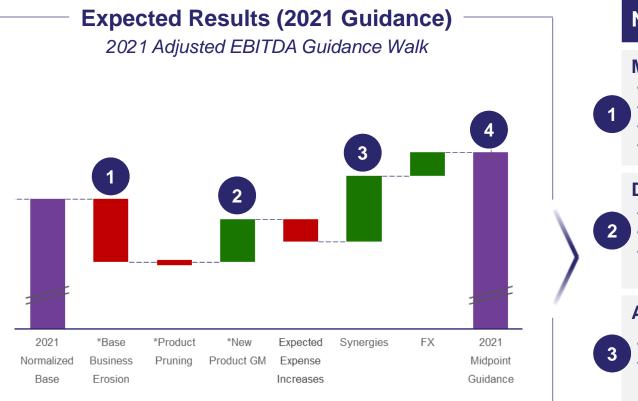
# ...And Executed by Our Talented Global Workforce

<sup>1</sup>Based on 2021E Revenue. <sup>2</sup>Data as of December 31, 2020 and does not include impact of previously announced global restructuring program



#### Business Ops Key Takeaways

## Focused Business Execution and Preparing for Future Growth



Note: New products defined as any new product launches in 2021, carryover impact of first 12-months of 2020 launches, and any newly acquired BD (e.g., Aspen); Estimated results are preliminary and subject to change and actual results may differ materially from the preliminary estimates provided - see slides 4 – 5; for non-GAAP measures, see slide 6; 'Represents the YoY Gross Margin Impact.



#### **Global Healthcare Gateway®**

# Fundamental to Our Mission: Our Commitment to Sustainability



Lara Ramsburg Head of Corporate Affairs



# Fundamental to Our Mission: Our Commitment to Sustainability





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# Emphasis on Sustainability is Embedded within Our Organization

# Access

Providing high quality, trusted medicines, regardless of geography or circumstance.



A powerful global platform to create sustainable access to medicine and *empower people worldwide to live healthier at every stage of life.* 

# **165+** countries and territories

Portfolio that treats 9 of 10 WHO leading causes of death<sup>2</sup>

# 80+ billion doses

annual production capacity<sup>1</sup>

# 200+

medicines on WHO Essential Medicines List<sup>2</sup>

Countries where we market biosimilars

>70

1,400+

NCD Leadership

across access and education initiatives

World's largest supplier of antiretrovirals by volume

Reach **5x's** 

as many HIV patients as originators combined<sup>3</sup>

approved molecules across broad range of therapeutic categories

<sup>1</sup>Internal management data as of November 2020 and does not include impact of previously announced global restructuring program <sup>2</sup>According to the World Health Organization. For additional information, please visit: https://extranet.who.int/prequal/ <sup>3</sup>IQVIA data as of February 2021. All other data as of November 2020





# Emphasis on Sustainability is Embedded within Our Organization

# Leadership



Dedicated to **quality in everything we do**, including how we manage

resources to mitigate climate change, minimize waste and protect water. Advancing sustainable operations and innovative solutions to improve patient health.

100%

of facilities with GMP, GCP & GPP compliance management systems<sup>1</sup> ~16% decreased Scope 1 & 2

Greenhouse Gas (GHG) emissions intensity ratio

15% intensity ratio

**0** zero liquid discharge facilities

**↓21%** 

total recordable incident rate (2020)

700

GMP Audits by Global Quality at own facilities and suppliers (2020)

+260%

increased renewable energy use in India and Ireland



water supply

<sup>1</sup>Viatris Data. Unless otherwise indicated, data presented from \*2015-2019 and represents Mylan legacy achievements.



# Emphasis on Sustainability is Embedded within Our Organization

# **Partnership**



Partner with more than 60 organizations around the world to **advance and amplify our impact** through a focus on access to medicine, disease awareness and screening, healthcare provider education and support as well as responsible operations.

# Leveraging our collective expertise to connect people to products and services.





# Leveraging Our Strong Foundation to Fulfill Our Mission

## **Board and Management Oversight**

- Board oversight of management's CSR efforts via the Risk Oversight Committee; holistic enterprise-wide approach to risk management
- Active Leadership Team engagement; cross-functional internal Advisory Committee to ensure global coordination and focus
- Policies and procedures supporting responsible business practices (i.e., Codes of Business Conduct and Ethics, Supplier Diversity Program, Supplier Code of Conduct, etc.)
- We support the UN Global Compact and are committed to the UNGC corporate responsibility initiative and its principles in the areas of human rights, labor, the environment and anticorruption
- We support the Global Sustainable Development Goals for 2030

\*Created by the global index provider FTSE Russell, the FTSE4Good Index Series is designed to measure the performance of companies demonstrating strong Environmental, Social and Governance (ESG) practices

\*\* Mylan was included in Euronext Vigeo World 120 and Euronext Vigeo US 50 until the combination with Upjohn to form Viatris. Viatris has not yet been assessed. \*\*\*As of 2020, Mylan received an MSCI ESG Rating of BB. Viatris has not yet been assessed.

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WE SUPPOR



# Leveraging Our Strong Foundation to Fulfill Our Mission

### Employees

The **Viatris Way** is how we are building a performancedriven, highly inclusive and engaging organization through all aspects of the employee experience





Performance Process



Internal Opportunities



& Inclusion



Mobile-Remote Work



Learning & Development

⊇⊆ Engagement & Recognition



Wellness

We Value Our Workforce and Strive to Enable Each Employee to Reach Their Full Potential



## Sustainability

## Expanding Our Impact Across Priority Areas – Current Spotlights



- Founding sponsor of the NCD
   Academy, in partnership with the
   American College of Cardiology, the
   World Heart Federation and the NCD
   Alliance to provide educational
   resources to frontline health workers,
   especially in rural areas
- ✓ Launched new oncology trainings on World Cancer Day





- Tentative FDA approval under PEPFAR for pediatric formulation of Dolutegravir
- Partnership with Unitaid and Clinton Health Access Initiative announced on World AIDS Day to expand access



Global partnership with Sesame
 Workshop to help children and care takers dealing with socioemotional

impact of COVID-19



Strong Commitment to Our Patients, Employees and Communities Amidst Continued COVID-19 Pandemic



# Clear Path and Commitment to CSR Program Expansion



#### Continue to Expand Our Actions and Commitments

Including sustainability-focused memberships, board and company policies (i.e., Diversity & Inclusion, etc.)

# Sustainability

**Establishment of Relevant Data Baselines and Long-Term Goals** *Following completion of restructuring assessment* 

## TODAY

2021



### ✓ Priorities Assessment Process Underway

Intended to solidify Viatris' goal priority areas and initiatives





Publication of Inaugural Viatris Sustainability Report Increasing transparency

### Initiate Tracking of Long-term Goals

Initial Focus areas likely to include Climate, Water & Waste, Diversity & Inclusion and Access



## Key Takeaways



Strong Foundation to Deliver on Our Sustainability Strategy and Realize Our Mission

High Level of Management and Board Commitment





Defined Plan to Drive and Demonstrate Additional Measurable Progress

Dedicated to Achieving Consistent Meaningful Impact on Key Stakeholders



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Empowering People Worldwide to Live Healthier at Every Stage of Life

Sustainability

# Delivering on Our Financial Commitments



Sanjeev Narula CFO



Delivering on Financial Commitments and Opportunity for Shareholder Value Creation

Engaged Enhancing Infrastructure and Systems to Focused Workforce Solidify Foundation and Advance Our Planning Execution Capabilities for the Future **Enhanced Tools &** 8 **Capabilities** Strong and **Rigor in Investment Decisions and Resource** Disciplined Financial Allocation VIATRIS Management ¢ Strong **Analytics** Transparent Disclosures with a Balanced View of **Transparency Business** Ġгį and Granularity **Risks and Opportunities** Partnering × **Centralization & Balanced** Standardization Strategy Focused on Maximizing Shareholder Value Capital through Rapid Deleveraging and Dividend Growth Allocation



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## 2021 Financial Guidance

	Estimated Ranges	Midpoint
Revenue	\$17.2B - \$17.8B	\$17.5B
Adjusted EBITDA	\$6.0B - \$6.4B	\$6.2B
Free Cash Flow	\$2.0B - \$2.3B	<b>\$2.15B</b> <sup>1</sup>
Key Metrics Utilized for 2021 Guidance		
Adjusted Gross Margin		58.0 - 59.0%
Adjusted SG&A % of Total Revenue		20.5 - 21.5%
Adjusted R&D % of Total Revenue		3.7 - 3.9%
Net Cash Provided by Operating Activities		\$2.65B - \$2.80B
Capital Expenditures		\$0.50B - \$0.65B
Adjusted Effective Tax Rate		18.0 - 19.0%
Shares Outstanding		1.209B – 1.213B

Note: For non-GAAP measures, see slide 6. <sup>1</sup> Includes ~\$1.5B Cash Costs to Achieve Synergies and Other One-Time Cash Costs.



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### **Key Assumptions**

 COVID Continues to be a Headwind, Assumes Gradual Recovery Beginning in 2H 2021

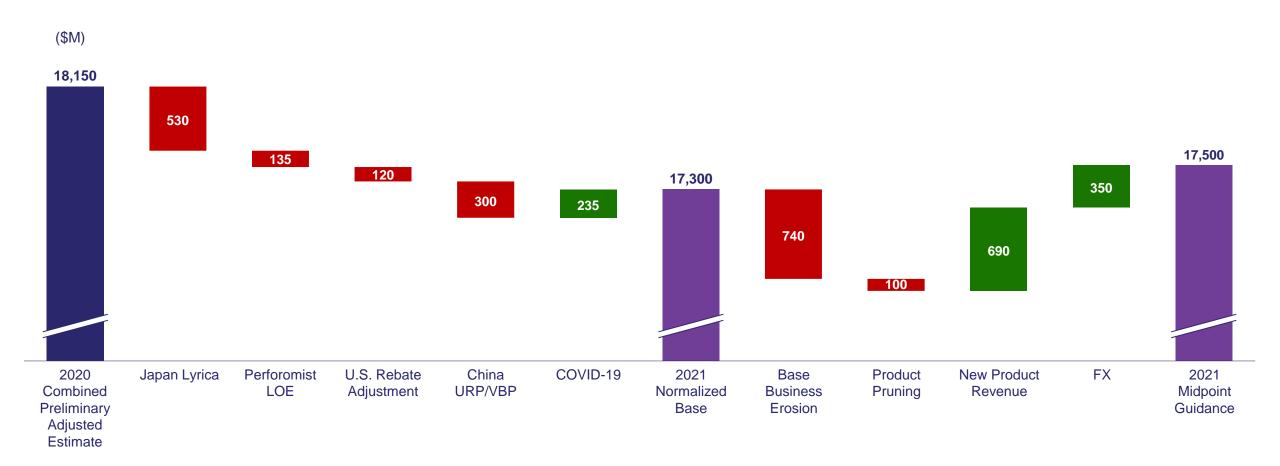
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Financials

- 3-4% Global Normalized Base Business Erosion
- China Universal Reimbursement Pricing (URP) Begins Q3 2021
- Accelerated Generic Competition for Lyrica Japan
- FX Based on Early January 2021 Rates
- ~\$500M Synergy Realization
- No New Business Development Assumed
- ~\$1.5B Cash Costs to Achieve Synergies and Other One-Time Cash Costs



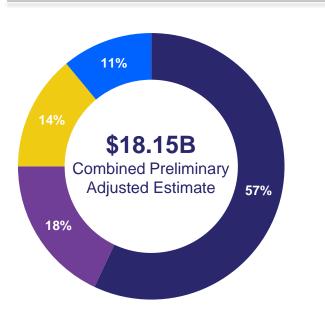
## 2021 Revenue Guidance Walk



Note: New products defined as any new product launches in 2021, carryover impact of first 12-months of 2020 launches, and any newly acquired BD (e.g., Aspen); Estimated results are preliminary and subject to change and actual results may differ materially from the preliminary estimates provided - see slides 4 – 5.



## 2021 Revenue Segment Expectations



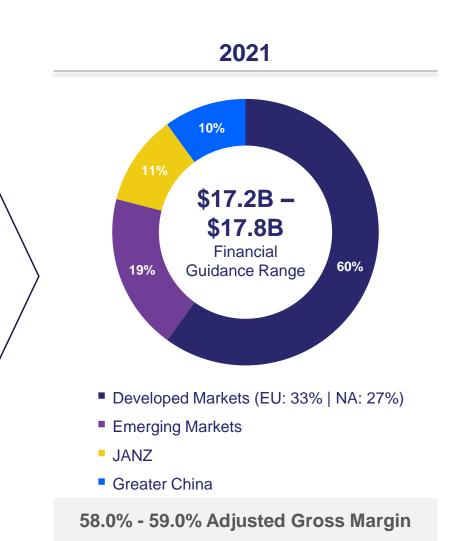
- Developed Markets (EU: 29% | NA: 28%)
- Emerging Markets
- JANZ
- Greater China

### 2020

- **2021 Special Items** (120) bps Adjusted Gross Margin Impact
- Japan Lyrica
- Perforomist LOE
- U.S. Rebate Adjustment
- China URP/VBP
- COVID-19 Recovery

### **Normalized Business**

- New Product Revenue
- Product Pruning
- 3-4% Base Business Erosion

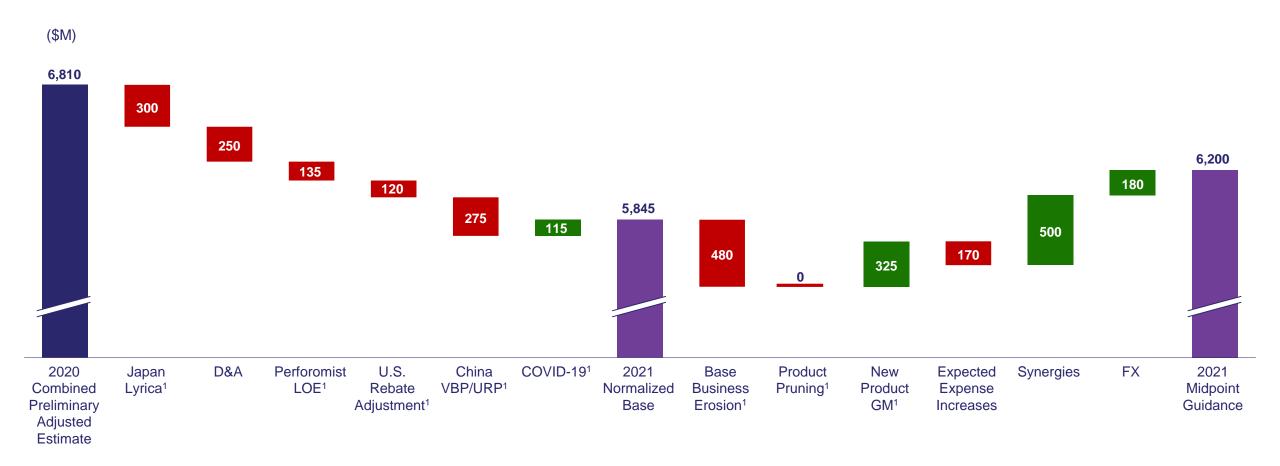


Note: Estimated results are preliminary and subject to change and actual results may differ materially from the preliminary estimates provided - see slides 4 – 5. Segments are preliminary, see slide 5. Percentages are provided on an estimated constant currency basis.





## 2021 Adjusted EBITDA Guidance Walk



Note: New products defined as any new product launches in 2021, carryover impact of first 12-months of 2020 launches, and any newly acquired BD (e.g., Aspen); Estimated results are preliminary and subject to change and actual results may differ materially from the preliminary estimates provided - see slides 4 – 5; for non-GAAP measures, see slide 6; <sup>1</sup> Represents the YoY Gross Margin Impact.





## 2021 Free Cash Flow Guidance

(\$M)	2021
2021 Adjusted EBITDA	\$6,000 - \$6,400
Interest Expense	~\$700
Тах	~\$875
Cash Costs to Achieve Synergies & Other One-time Cash Costs	~\$1,500
Net Working Capital	~\$400
Capital Expenditures	~\$575
2021 Free Cash Flow	\$2,000 - \$2,300

### -- \$1.5B Cash Costs to Achieve Synergies & Other One-time Cash Costs

- ~\$450M Restructuring-related Items & Other
- ~\$400M Cash Costs to Achieve Synergies
- **~\$350M** Integration-related Costs
- ~\$300M Litigation & Settlements

2021 Cash Costs Declining Significantly in 2022 & 2023

Note: For non-GAAP measures, see slide 6.





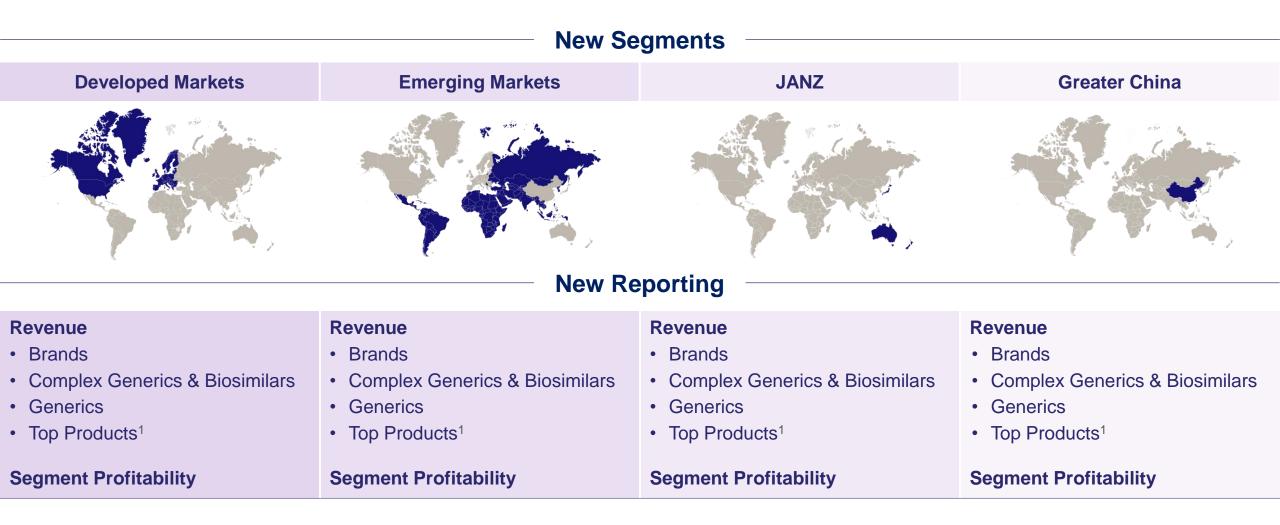
## **Financial Policy Commitments**

Capital Allocation Priorities	Additional Detail
Debt Reduction	<ul> <li>Paydown \$6.5B of debt by year end 2023</li> <li>\$1.1B short-term borrowings at year end 2020</li> <li>\$2.25B notes due June 2021</li> <li>\$1.9B notes due June 2022</li> <li>\$1.25B notes due January and November 2023</li> </ul>
Leverage	Post 2023, long-term leverage target of ≤2.5x (with a range of 2.2x to 2.8x)
Dividend	<ul> <li>2021 annualized dividend of 25% of free cash flow (Three dividend payments in 2021)</li> <li>Expect dividend growth in terms of absolute dollars off of 2021 annualized baseline</li> </ul>
Business Development	No strategic or material business development that impacts commitment to debt reduction
Share Repurchase	No share repurchase programs until the target long-term leverage ratio is at least ≤2.5x

Note: For non-GAAP measures, see slide 6.



## **Commitment to Transparent Disclosures**



Note: Segments are preliminary, see slide 6. <sup>1</sup> Exception – the Company does not intend to disclose any products considered competitively sensitive.





## Finance and Business Services Architecture

Support strategic decision making, in all operations, with a balanced focus on flexibility, efficiency and granularity.



## Key Takeaways

Focused Execution Enhancing Infrastructure and Systems to Solidify Foundation and Advance Our Planning Capabilities for the Future

Rigor in Investment Decisions and Resource Allocation

Strong and Disciplined Financial Management

Transparency and Granularity

Transparent Disclosures with a Balanced View of Risks and Opportunities

Strategy Focused on Maximizing Shareholder Value through Rapid Deleveraging and Dividend Growth Balanced Capital Allocation



# Q&A



Bill Szablewski Head of Capital Markets



# GAAP/Non-GAAP Measures and Metrics & Reconciliations



Management uses adjusted EBITDA, leverage target, free cash flow, adjusted gross margin %, adjusted R&D % of total revenue, adjusted SG&A % of total revenue and adjusted effective tax rate internally for forecasting, budgeting, measuring its operating performance, and/or incentive-based awards. Primarily due to acquisitions and other significant events which may impact comparability of our periodic operating results, Viatris believes that an evaluation of its ongoing operations (and comparisons of its current operations with historical and future operations) would be difficult if the disclosure of its financial results was limited to financial measures prepared only in accordance with U.S. GAAP. We believe that non-GAAP financial measures are useful supplemental information for our investors and when considered together with our U.S. GAAP financial measures and the reconciliation to the most directly comparable U.S. GAAP financial measure, provide a more complete understanding of the factors and trends affecting our operations. The financial performance of the Company is measured by senior management, in part, using adjusted metrics included herein, along with other performance metrics. In addition, the Company believes that including adjusted EBITDA is appropriate to provide additional information to investors to demonstrate the Company's ability to comply with financial debt covenants and assess the Company's ability to incur additional indebtedness. The Company also believes that adjusted EBITDA better focuses management on the Company's underlying operational results and true business performance and is used, in part, for management's incentive compensation. Also, set forth below, Viatris has provided reconciliations of certain non-GAAP financial measures to the most directly comparable U.S. GAAP financial measures. Investors and other readers are encouraged to review the related U.S. GAAP financial measures and the reconciliations of the non-GAAP measures to their most directly comparable U.S. GAAP measures set forth below, and investors and other readers should consider non-GAAP measures only as supplements to, not as substitutes for or as superior measures to, the measures of financial performance prepared in accordance with U.S. GAAP.



# **Reconciliation of Preliminary Estimated U.S. GAAP (loss) for Viatris to 2020 Combined Preliminary Estimate Adjusted EBITDA** (Unaudited; in millions)

Below is a reconciliation of the preliminary estimated U.S. GAAP (loss) for Viatris to 2020 Combined Preliminary Estimate Adjusted EBITDA for the year ended December 31, 2020:

2020 F	Preliminary Estimated U.S. GAAP (loss) for Viatris (1)	\$ (650)
Plus:	Preliminary estimated Adjusted EBITDA for the Upjohn Business before acquisition (2)	3,300
	Preliminary estimated depreciation and amortization (3)	2,215
	Preliminary estimated restructuring, acquisition related and other special items	1,440
	Preliminary estimated interest, tax, litigation, stock-based compensation and other expenses	 660
2020 (	Combined Preliminary Estimate Adjusted EBITDA	\$ 6,965

(1) Includes the impact of purchase accounting and significant transaction related costs related to closing the Combination in the 4<sup>th</sup> quarter 2020 and includes other preliminary estimated amounts, e.g. tax that may differ materially from actual results.

(2) Represents preliminary estimated Upjohn Business adjusted EBITDA for the period from January 1, 2020 through November 15, 2020

(i.e., the 2020 period prior to the closing of the Combination).

(3) Includes preliminary estimated purchase accounting related amortization



#### Full Year 2021 Guidance Items

(Unaudited; in millions)

_	GAAP	Non-GAAP
Revenues	\$17,200 - \$17,800	N/A
Net Loss	\$(100) - \$(300)	N/A
Adjusted EBITDA	N/A	\$6,000 - \$6,400
Net Cash provided by Operating Activities	\$2,650 - \$2,800	N/A
Free Cash Flow	N/A	\$2,000 - \$2,300



#### Reconciliation of Estimated 2021 GAAP Net Loss to Non-GAAP Adjusted EBITDA

(Unaudited; in millions)

A reconciliation of the estimated 2021 GAAP Net Loss to Non-GAAP Adjusted EBITDA and the items excluded from Adjusted EBITDA is presented below.

Estimated GAAP Net Loss Adjusted EBITDA	\$(100) - (300) \$6,000 - 6,400
Difference (at mid-point)	\$ 6,400
Estimated Reconciling Items:	
Depreciation and Amortization Amortization of the Inventory Fair Value Adjustment from the	3,100
Combination	1,200
Restructuring and Acquisition Related Costs	1,000
Interest Expense	700
Other Items including tax expense, net	 400
Total	\$ 6,400

## Reconciliation of Estimated 2021 GAAP Net Cash Provided by Operating Activities to Free Cash Flow (Unaudited; in millions)

A reconciliation of the estimated 2021 GAAP Net Cash provided by Operating Activities to Free Cash Flow is presented below.

Estimated GAAP Net Cash provided by Operating Activities	\$2,650 - 2,800
Less: Capital Expenditures	\$(500) - \$(650)
Free Cash Flow	\$2,000 - 2,300



#### Key metrics Utilized for 2021 Guidance

(Unaudited; in millions, except percentages)

	GAAP	Non-GAAP
Gross margin as a % of revenue	31.0 - 33.0%	58.0 - 59.0%
SG&A expenses as a % of revenue	24.0 - 26.0%	20.5 - 21.5%
R&D expenses as a % of revenue	3.8 - 4.0%	3.7 - 3.9%
Net Cash provided by Operating Activities	\$2,650 - \$2,800	N/A
Capital Expenditures	\$500 - \$650	N/A
Effective Tax Rate	12.0 - 16.0%	18.0 - 19.0%
Shares Outstanding	1,209 - 1,213	N/A
	Jsed for 2021 Guidance	
Australian Dollar (\$ / AUD)	1.37	
British Pound (\$ / GBP)	0.76	
Canadian Dollar (\$ / CAD)	1.31	
China Renminbi (\$ / CNY)	6.69	
Euro (\$ / EUR)	0.84	
Indian Rupee (\$ / INR)	73.76	
Japanese Yen (\$ / JPY)	104.77	
South Korean Won (\$ / KRW)	1,138.64	

#### 2021 Non-GAAP Financial Metrics

The Non-GAAP financial metric Adjusted Gross Margin as a percentage of Revenues excludes the impact of Depreciation and Amortization, the Amortization of the Inventory Fair Value Adjustment from the Combination and certain Restructuring and Acquisition Related Costs when compared to the GAAP Gross Margin as a percentage of Revenues.

The Non-GAAP financial metric Adjusted R&D as a percentage of Revenues excludes the impact of certain Restructuring and Acquisition Related Costs and other items when compared to the GAAP R&D as a percentage of Revenues.

The Non-GAAP financial metric Adjusted SG&A as a percentage of Revenues excludes the impact of certain Restructuring and Acquisition Related Costs and other items when compared to the GAAP SG&A as a percentage of Revenues.

The Non-GAAP financial metric Adjusted Effective Tax Rate percentage the impact of non-GAAP adjustments and other tax related items when compared to the GAAP Effective Tax Rate percentage.



# Leadership Bios





Michael Goettler is the CEO of Viatris, with responsibility for the execution of the company's strategy and a focus on leveraging Viatris' enhanced commercial capabilities in China and other key markets. He also serves on the board of directors.

Before joining Viatris, Goettler was the group president of Pfizer's Upjohn division, the company's off-patent and generics business, and a member of Pfizer's executive leadership team. Goettler has extensive commercial leadership experience and has lived and worked in multiple markets in both Asia/Pacific and Europe. Before becoming Upjohn's group president in 2018, he served as the global president of Pfizer Inflammation & Immunology, overseeing a portfolio of inline medicines as well as late-stage, early development and research strategy, and programs spanning rheumatology, dermatology and gastroenterology.

Goettler held several other previous roles at Pfizer, including global president, Rare Disease Business, where he initiated the company's commercial move into gene therapy. He also served as senior vice president, global commercial officer and president Europe, Specialty Care. Goettler joined Pfizer in 2009 as part of the Wyeth acquisition and held a number of senior leadership roles at both Wyeth and Pfizer.

Prior to Wyeth, Goettler held a variety of senior positions at Sanofi Aventis in the U.S. and Japan, where he focused on business development, eBusiness and global marketing. Goettler began his career at Hoechst in Germany and became executive vice president and chief executive officer of Hoechst Marion Roussel Korea.

Goettler, a native of Germany, earned an M.B.A. at the University of Texas at Austin after graduating from the Koblenz School of Corporate Management in Germany.

Goettler is a member of the board of directors of PSI (Population Services International), a global health organization dedicated to improving the health of people in the developing world by focusing on serious challenges like a lack of family planning, HIV and AIDS, barriers to maternal health, and the greatest threats to children under five, including malaria, diarrhea, pneumonia and malnutrition.





Rajiv Malik is President of Viatris and a member of the company's board of directors. He has more than 36 years of experience in the pharmaceutical industry. He is responsible for the day-to-day operations of Viatris, overseeing the company's commercial business units, the Commercial Development, Medical, IT and Quality functions, as well as R&D and Operations.

Malik's unique leadership profile combines scientific, operational and commercial expertise, strong financial acumen and a global perspective on healthcare challenges.

Previously Malik served as president of Mylan, where he led the company's global commercial, scientific, operational as well as information technology and business development activities in more than 165 countries and territories. He oversaw operations that managed a portfolio of more than 7,500 products, a pipeline of approximately 1,200 products and more than 40 manufacturing facilities around the world. He also served on the Mylan Board of Directors.

Building on this experience and expertise, Malik's strategic vision and leadership played a key role in integrating Mylan and Upjohn, formerly a division of Pfizer, to form Viatris and he will play an integral role in driving the company to move up the value chain with more focus on complex science.

Throughout his time at Mylan, Malik held additional various senior roles, including executive vice president and chief operating officer from July 2009 to December 2012, and head of Global Technical Operations from January 2007 to July 2009. Malik was integral in helping to develop the strategies for the company's acquisitions over more than the past 10 years and, importantly, in the execution and integration of acquisitions. During the company's growth period, he maintained a keen focus on the innovative segments of the industry's value chain, including inhaled respiratory products, complex injectables and complex generics like glatiramer acetate. He also focused on building an industry-leading biosimilars portfolio and the development of new chemical entities (NCEs), all while ensuring a core commitment to improving patient access to medicines around the world.

Malik joined Mylan in January 2007, when Mylan acquired a controlling stake in Matrix Laboratories Limited (now Mylan Laboratories Limited), where Malik served as chief executive officer from July 2005 to June 2008.

Prior to joining Matrix, he served as head of Global Development and Registrations for Sandoz GmbH and head of Global Regulatory Affairs and head of Pharma Research for Ranbaxy. Malik earned his master's degree in pharmaceutical technology from Punjab University, India, and has more than 60 process patents to his credit.





Sanjeev Narula is CFO for Viatris. He oversees finance for all functions of the business as it pursues its mission to increase access to affordable, high quality medicines that empower people to live healthier at every stage of life.

Narula previously served as chief financial officer at Upjohn, where he oversaw finance for all functions of the business, including commercial, R&D, Pfizer Global Supply and other clientfacing business operations functions. At Upjohn, he developed a deep understanding of financial and commercial dynamics across key geographies, including emerging markets, particularly China. He also has broad knowledge of the generic and branded pharmaceutical business, having previously served as Vice President, Finance, for Pfizer's Essential Health Business.

Narula held several other financial leadership positions during his 16 years at Pfizer and Upjohn. He also served as the finance lead for the Primary Care Business Unit, the largest commercial division at the time, and led the creation and expansion of a centralized business services unit. The unit provided services to business operations, established significant business process outsourcing operations and added new sites in Dublin, Ireland, and Dalian, China, under his leadership.

Prior to joining Pfizer, Narula held financial and operational leadership roles at American Express and Xerox. His career path has provided diversified experiences in controllership, external reporting, financial planning and analysis, business development and audit functions.

Narula holds a bachelor's degree in accounting and economics from the University of Delhi and a Chartered Accountant degree from the Institute of Chartered Accountants of India.





Tony Mauro is President, Developed Markets for Viatris. In this role, he is responsible for the P&L of a \$10.5b total revenue business and collaboration with a commercial team of more than 5500 people. He oversees the commercial functions within the 35+ countries in North America and Europe with a focus on executing dynamic, market-penetrating sales & marketing strategies to maintain and grow market leadership positions within these regions. He has a passion for building a high performing operating team, driving excellence, expanding access and being a Partner of Choice to customers.

Prior to Viatris, Mauro dedicated more than 25 years to Mylan, most recently serving as Mylan's Chief Commercial Officer from 2016 to 2020, overseeing the commercial business around the world. In this role, he was responsible for leveraging Mylan's diverse portfolio, pipeline and expansive commercial infrastructure to drive business growth across the markets and channels around the globe.

In his more than 2 decades of committed service to Mylan, he held roles in several capacities of increasing responsibility. He successfully led the company's largest commercial business, as President of North America. Prior to that role, Mauro served as President of Mylan Pharmaceuticals Inc., the company's flagship generics division in the U.S.; Chief Operating Officer of Mylan Pharmaceuticals ULC in Canada; Vice President of North America Strategic Development; and Vice President of North America Sales.

In addition to this, in 2012 and 2013, Mauro served as chairman of the board of directors for the U.S. Generic Pharmaceutical Association (GPhA), which represents the world's leading generic drug manufacturers and suppliers. Prior to that he served two consecutive terms as vice chairman of the board for GPhA, now known as the Association for Accessible Medicines.

Mauro also was a member of the visiting committee at West Virginia University's Graduate School of Business and Economics, for several years where he also earned a bachelor's degree in business administration, with a specialization in finance, and a master's degree in business administration.





Andrew Cuneo is the President of Viatris' JANZ Segment, with responsibility for the commercial business in Japan, Australia and New Zealand. In this role "Drew" is responsible for delivering on all goals of the commercial segment, including achieving financial objectives, leading the segment's talented commercial team to deliver healthcare solutions to our customers and government stakeholders, and establishing and executing on the company's strategy in the region.

Before joining Viatris, Drew was the President of Mylan's Rest of World Segment, leading the company's business in all markets outside of North America and most EU countries. In this role Drew was responsible for executing on commercial objectives and delivering healthcare solutions to Mylan's business in more than 120 countries, including Japan, China, India, Australia, Russia, Brazil and across many other developed and emerging markets.

Before becoming Mylan's Rest of World Segment President, Drew served as the Head of Global Business Development at Mylan where he was responsible for leading the Global Business Development Team and was personally involved in leading the identification and execution of Mylan's key company acquisitions, partnerships and product licensing deals around the globe and across innovative brands, complex generics, biosimilars and in the OTC space. These transactions were an important component of Mylan's global expansion of its capabilities and commercial footprint from 2009 - 2016.

Prior to joining Mylan, Drew was an investment banker in the Global Healthcare Group at Merrill Lynch. In this capacity he led the identification and execution of transactions across the banking spectrum, including strategic advisory, M&A,, IPOs, and debt and equity financing for companies in pharmaceuticals, biotech, and other life sciences companies. While at Merrill Lynch Drew got to know Mylan and helped to execute on their acquisitions of Merck KgA's Generics business and Matrix Laboratories.

Drew attended Vanderbilt University where he received and Bachelor of Arts in Economics and Psychology. In addition, Drew attended the Wharton School's investment banking institute executive training program.





## **Menassie Taddese** President, Emerging Markets

Menassie M. Taddese is a seasoned veteran of the biopharmaceutical industry with longstanding experience in business transformation, partnership creation and overall leadership. His success is attributable to his ability to identify, create and unlock value to boost performance across all levels.

Menassie is currently President of Emerging Markets at Viatris, a new kind of a healthcare company created by the merger of Mylan and Upjohn, a legacy division of Pfizer. In this role he oversees 125 markets, over 200 brands and leads a team of 3,500 people.

Prior to this role he was the Regional President of Emerging Markers for Pfizer Upjohn. Over his 23 years of experience, he has amassed a wealth of pharmaceutical industry experience covering general management, finance, treasury and commercial leadership in multiple geographies across all continents. The breadth and depth of his experience includes country, regional and global roles in global headquarters and managing multibillion-dollar businesses (both innovative and off-patent).

Menassie is a committed and inspiring leader, and a mentor to many promising professionals. He has served several terms as the Global Chair for Pfizer's Global Blacks Council and as a member of Pfizer's Diversity Worldwide Leadership Committee.

Menassie holds a bachelor's degree in Economics and Accounting from Virginia Tech and a Finance MBA from Penn State's Smeal College of Business, where he graduated with distinction.





Sean Ni is President of Greater China for Viatris. He oversees the development and execution of the company's strategy in Greater China, with a particular focus on mainland China, a key strategic market for Viatris. He is responsible for all day-to-day operations of Viatris in the region, leading the 5000+ organization to drive business growth and deliver financial results

Ni is a Chinese native with over 22 years of experience in the pharma industry in both China and global markets. His diverse experience in multiple disciplines including sales and marketing, strategic planning, general management, M&A transactions and private equity investment gave him a unique global perspective and deep insight in China's healthcare industry.

Prior to Viatris, Ni served as Senior Vice President of Global Strategy, BD, and Commercial Development at Upjohn, where he was responsible for corporate strategy, business development, global marketing, pricing and channel management, commercial operations, and commercial excellence. He joined Upjohn from AstraZeneca in 2019, where he was leading the global established brands portfolio based in the US. Before that, he was the Vice president of Alliances and Business Development for AstraZeneca China and led several landmark transactions in the China pharma industry. Before AstraZeneca, Ni worked for Novartis and earlier in GSK with increasing responsibilities over the years.

Ni holds a Bachelor's Degree in Genetics and Bio-engineering from Fudan University in China, a Ph.D. in Genetics from University of Georgia, and an MBA from Emory University Goizueta Business School





Sanjeev Sethi is the Chief Operating Officer for Viatris and is part of Viatris' Executive Leadership Team. He oversees various functions within Viatris including Manufacturing & Technical operations, Supply Chain, Global launch management and Sourcing. He is also responsible for leading scientific affairs functions like Research & Development, Regulatory Affairs and Product Safety & Risk Management (PRSM).

A scientist at heart, Sanjeev has more than three decades of experience. He has demonstrated his scientific acumen and operational proficiency through several key leadership positions that he has held over the years.

Prior to Viatris, Sanjeev served as COO of Mylan from Mar 2019 to Nov 2020. In this role, he was responsible for global operations of Mylan covering all scientific, manufacturing and technical operations activities. With his technical expertise and hands on leadership skills Sanjeev played an integral role in executing business strategies during the company's growth period. At Mylan, he held positions of increasing responsibility, including Global Head of R&D and Scientific Affairs Jan 2007 to Jun 2013, Global head of Injectable operations from Jun 2013 to Oct 2016 and Chief Scientific Officer from Oct 2016 to Mar 2019.

Before joining Mylan, Sanjeev served as the head of Formulations Development & International Regulatory Affairs at Ranbaxy, Dy. Head of Development and Registrations for Sandoz GmbH and Head of Technical operations, Finished Dosage Forms for Matrix Laboratories.

Sanjeev holds a master's degree in Pharmaceutical Sciences from Punjab University and holds 40 international patents to his credit.





Walt Owens is Head of Global Research & Development for Viatris. He oversees Viatris' Research and Development operations for all Active Pharmaceutical Ingredient and Finished Dosage forms including oral solids, semi-solids and transdermals, injectables, respiratory products, biosimilars and device design. These activities include Viatris' fully organic Research and Development as well as Viatris' partnered development programs.

Owens has served in various leadership rolls within the legacy Mylan organization and Viatris since 1994, including Research and Development, Quality, Regulatory and Operations. Owens has previously served as the Global Head of Complex Product Operations and Science as well as the Global Head of Quality. He has been involved in the development of generic and novel brand products over the course of his tenure in the pharmaceutical industry for nearly all global markets.

Prior to joining Mylan, Owens was a faculty member in the Department of Chemistry at Rice University, Houston, Texas, where he was responsible for lecturing at both the graduate and undergraduate level as well as conducting his own research in the fields of Organic Chemistry and Physical Chemistry. He has leveraged his academic background and remained active as a peer reviewer for both chemical and pharmaceutical journals and was an Adjunct Faculty member at Duquesne University's School of Pharmacy in Pittsburgh, Pennsylvania.

Owens holds a Bachelors Degree in Chemistry from Purdue University and a Ph.D. Degree in Physical Organic Chemistry from West Virginia University.





Lara Ramsburg is Head of Corporate Affairs for Viatris, with responsibility for protecting and advancing the company's reputation across stakeholder groups through strategic communications and outreach strategies aligned with the company's mission to empower people worldwide to live healthier at every stage of life.

As an industry veteran with nearly 30 years of experience helping organizations to fulfill their business objectives through purpose-driven messaging as well as internal and external stakeholder collaboration. Ramsburg is a member of Viatris' senior leadership team as her role oversees the company's Global Communications and Corporate Brand, Government Relations and Policy, and Corporate Social Responsibility functions both globally and within every region. She also chairs the company's cross-functional Corporate Affairs Council.

Previously, Ramsburg spent more than a decade at Mylan in various business leadership as well as reputation management roles of increasing responsibility, reporting directly to the CEO and the Office of the President during her tenure. This includes building the company's Global Sustainability program, where she led the release of Mylan's first UN Global Compact progress report and achieved positive increases in major external ESG rankings. Ramsburg also served as head of Mylan's Integration Governance and Execution team overseeing as many as four concurrent acquisitions representing \$16 billion in assets and accounting for over \$700 million in synergies, and prior to that led all U.S. Government Relations (state and federal) while helping to build the company's first Global Policy function. During this time, Ramsburg made significant contributions to the passage of the first change to FDA drug inspection law since 1938 and to the negotiation and congressional approval of the first-ever Generic Drug User Fee Amendments (GDUFA). In addition, during Ramsburg's time at Mylan, she also leveraged her experience and skills while serving as vice president and chief of staff within the Office of the CEO.

Prior to joining Mylan, Ramsburg was director of Communications and subsequently director of Policy for the West Virginia Governor's Office. She also worked for Rowan & Blewitt, an issue and crisis management consulting firm, and CNN News, among other professional experiences. Ramsburg has served as a member of the Sustainable Accounting Standards Board Advisory Group as well as company-liaison to the World Economic Forum. She has a Bachelor of Science in Communication from Ohio University and a Master of Science in Corporate and Professional Communication from Radford University, and has also received a certificate of continuing education in finance from the Wharton School of Business.

