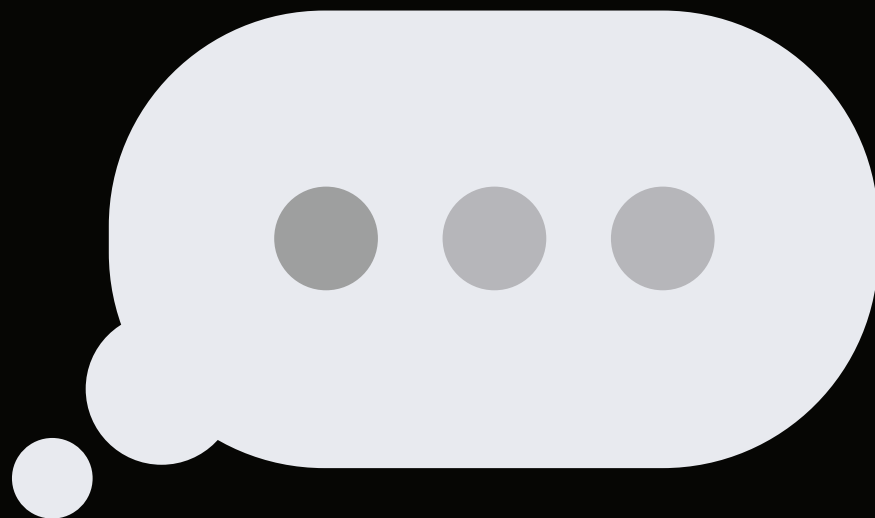
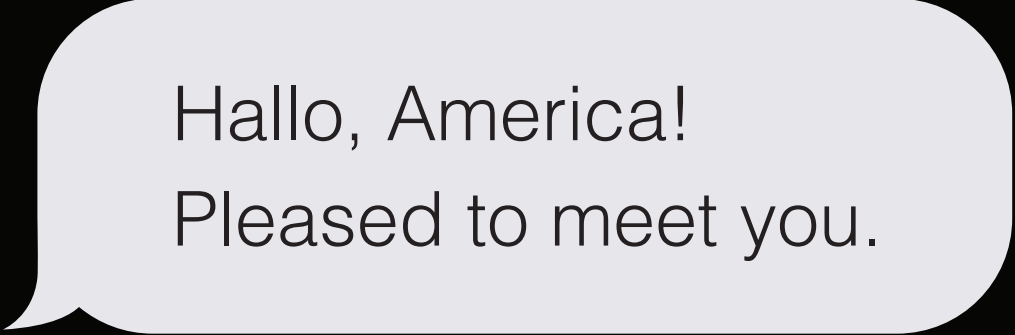






Hallo, America!

Pleased to meet you.

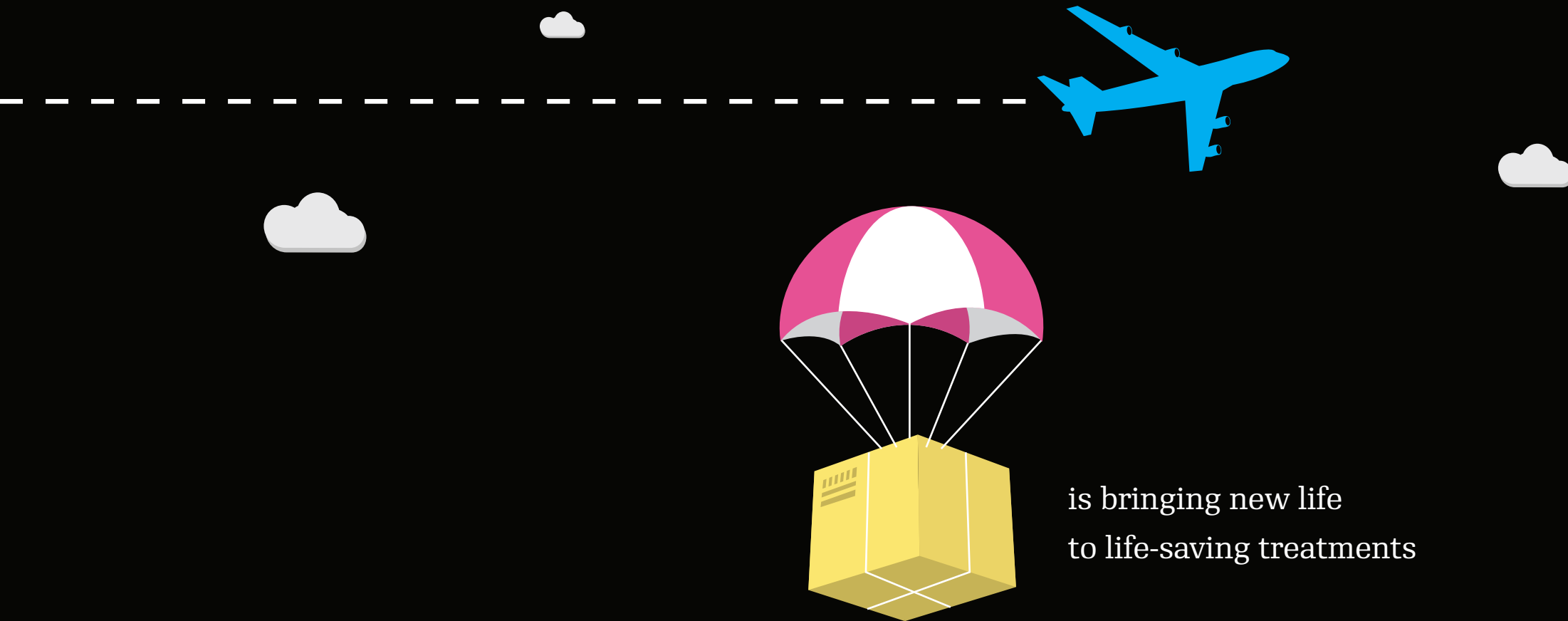




Xellia Headquarters
Copenhagen, Denmark

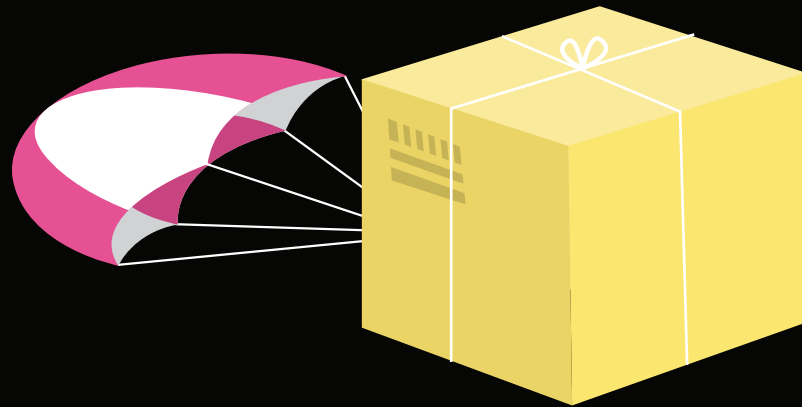


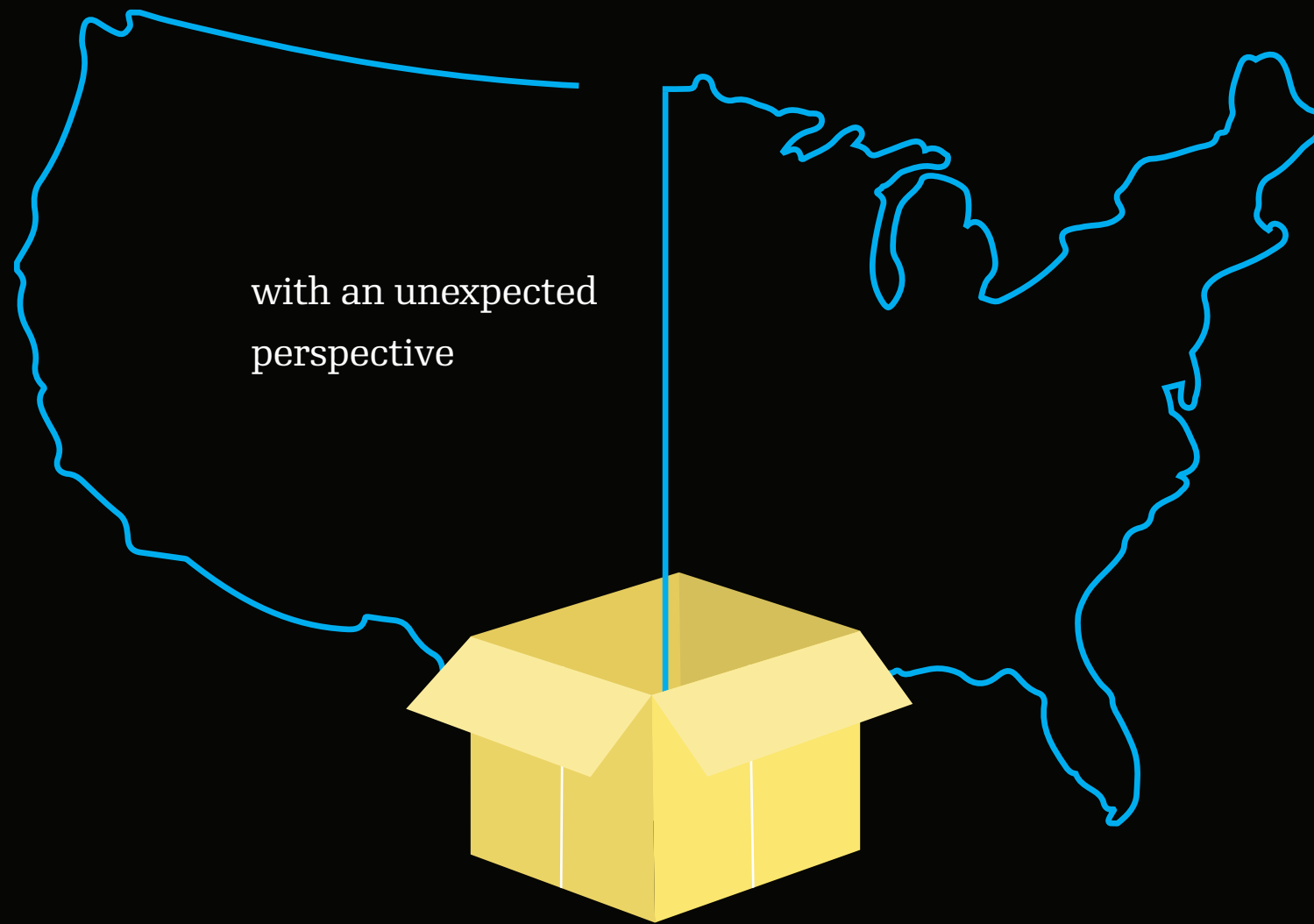
Xellia, the world's leading innovator
in anti-infectives and beyond

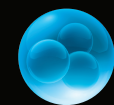


is bringing new life
to life-saving treatments

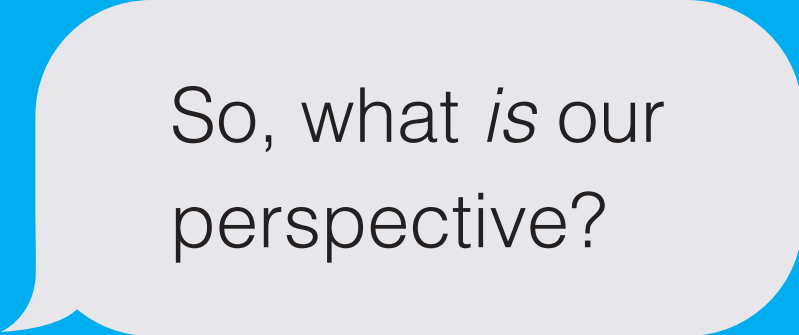
and looking to transform the way America thinks about medicine







xellia
PHARMACEUTICALS



So, what *is* our
perspective?

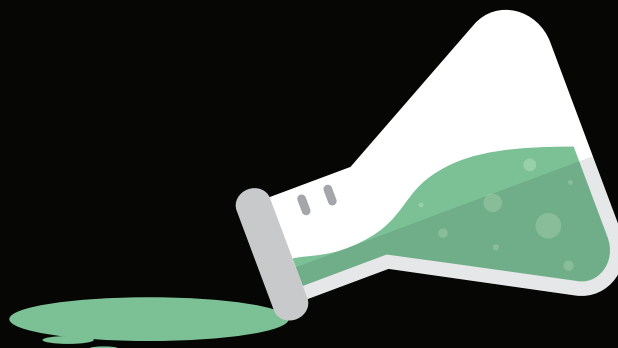
Doing more with less

Doing more with less

Doing more with less

is driving innovation.

Product Wastage



Product Wastage





Longer Shelf-life



Using more ready-to-use products
has been shown to produce less waste.

Shrinking Budgets



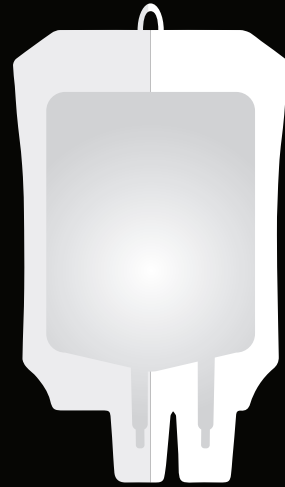


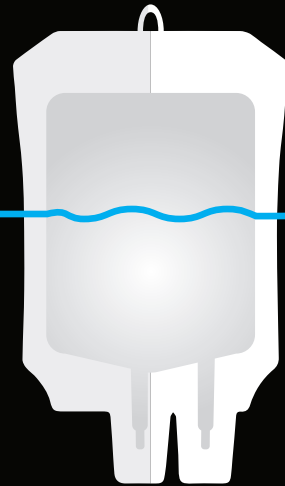
Better Products

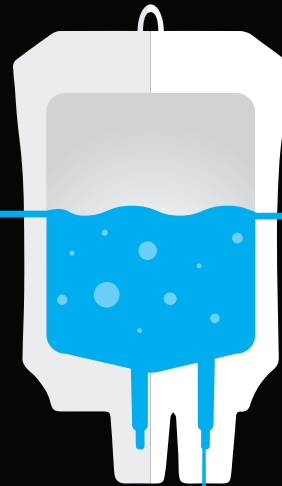


Studies have shown a 60% reduction in overall healthcare costs with higher quality medicines , such as those that are ready-to-use (RTU).

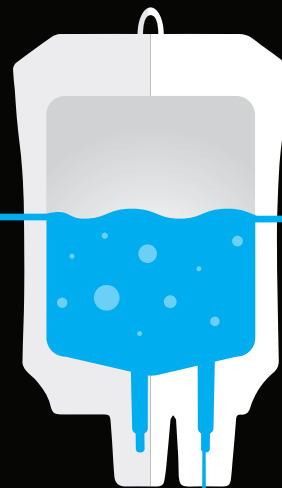
Drug Shortages





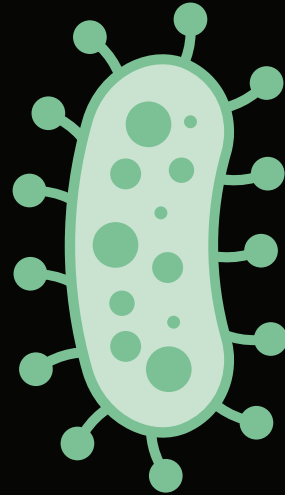


Reliable Supplies

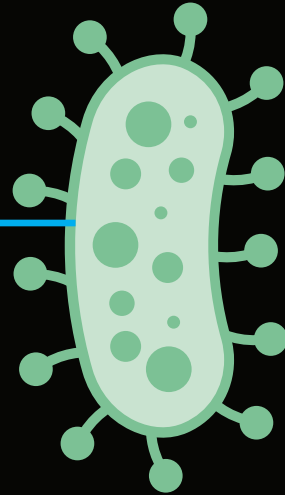


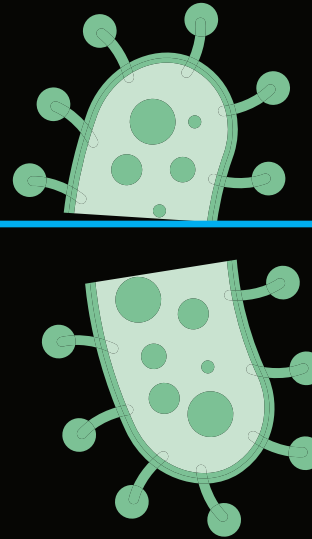
Drug shortages cost hospitals \$200m/year.
Labor to manage shortages costs \$216m/yr.

Antibiotic Resistance

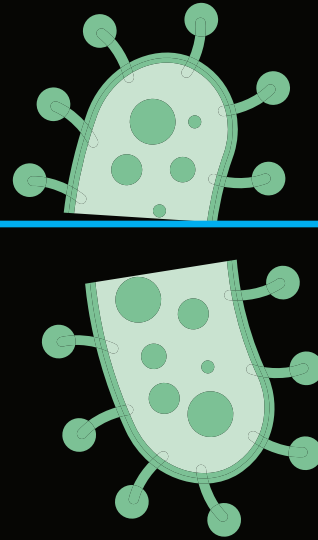


Antibiotic Resistance



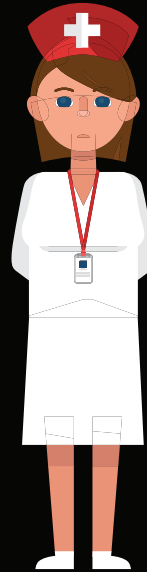


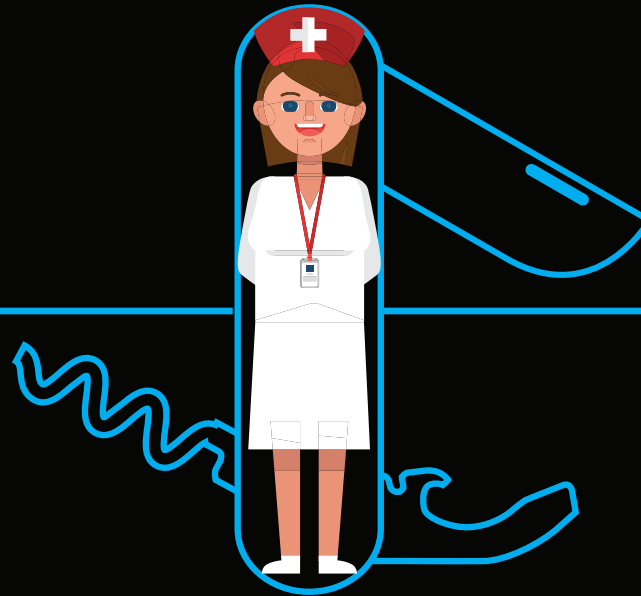
New Agents



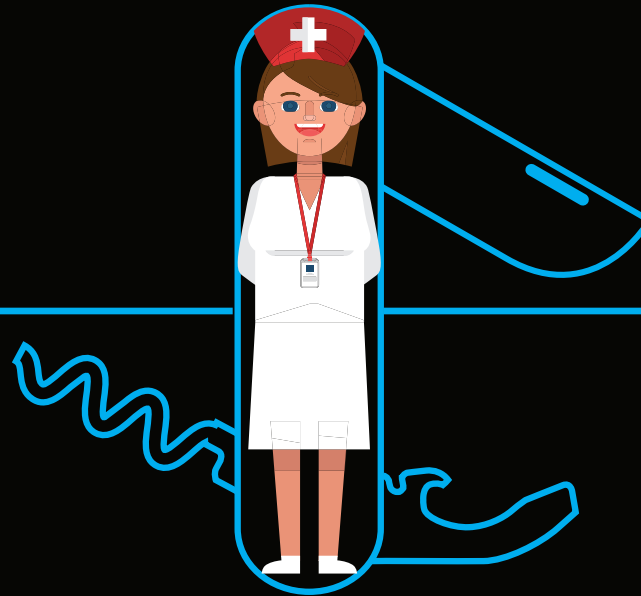
The development of more new antibiotic solutions is needed to keep up with antibiotic resistance in bacterial pathogens.

Overburdened Staff



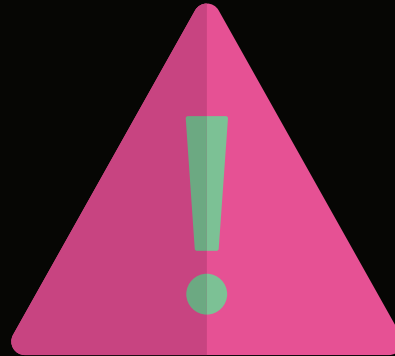


Operational Efficiencies

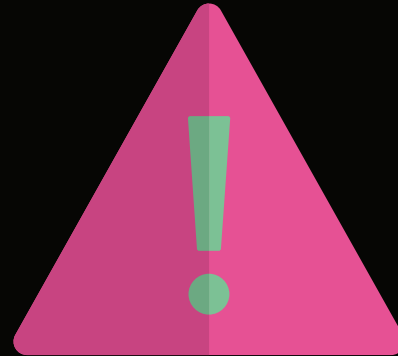


Ready-to-use products have been shown to reduce nursing time by 32%.

Medical Errors



Rea

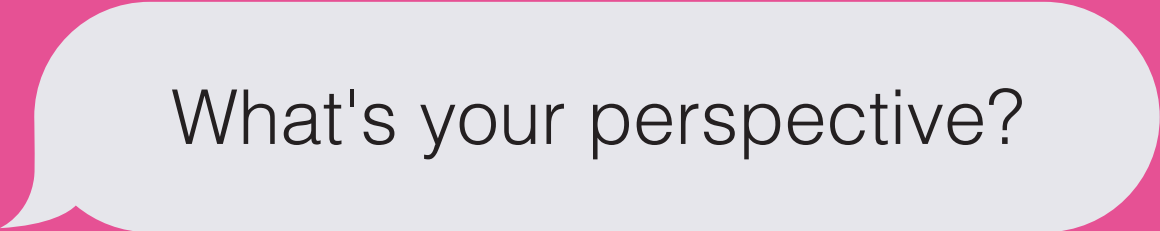


Ready!

Ready-to-Use Packaging

Ready!

Studies have shown IV compounding leads to error in 9% of doses, vs <1% with RTU medicines.



What's your perspective?

My single biggest challenge is .

In my institution, is playing a bigger role than ever.

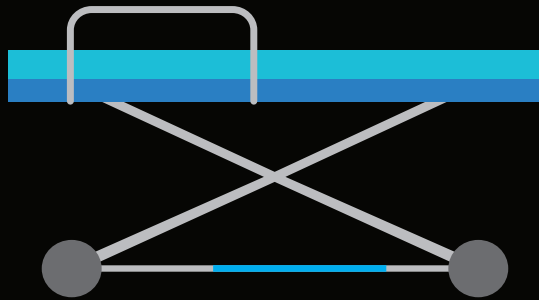
Having would have a huge impact on how my institution operates.

My single biggest challenge is_____.

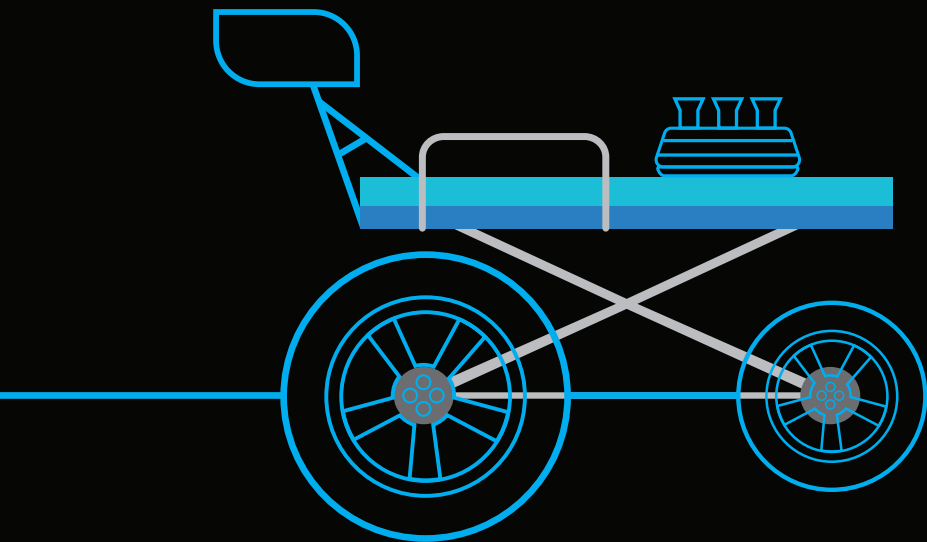
In my institution, _____ is playing a bigger role than ever.

Having _____ would have a huge impact on how my institution operates.

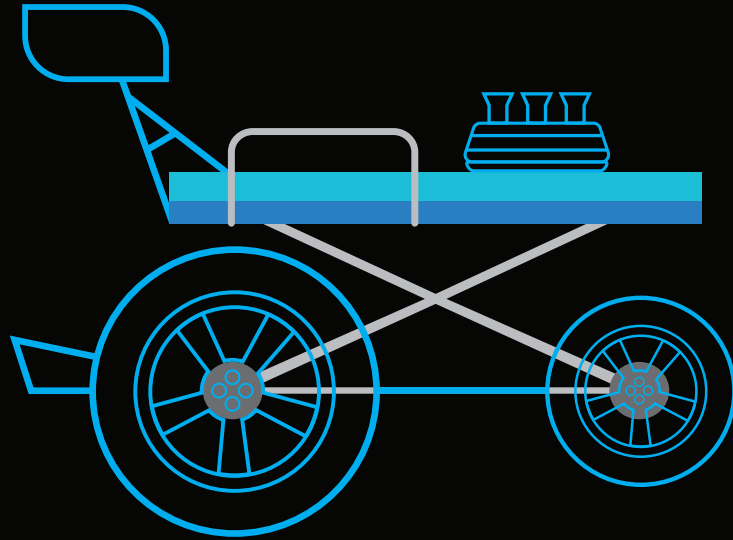
Xellia is a specialty pharmaceutical company focused on anti-infective treatments. We are headquartered in Copenhagen, Denmark.



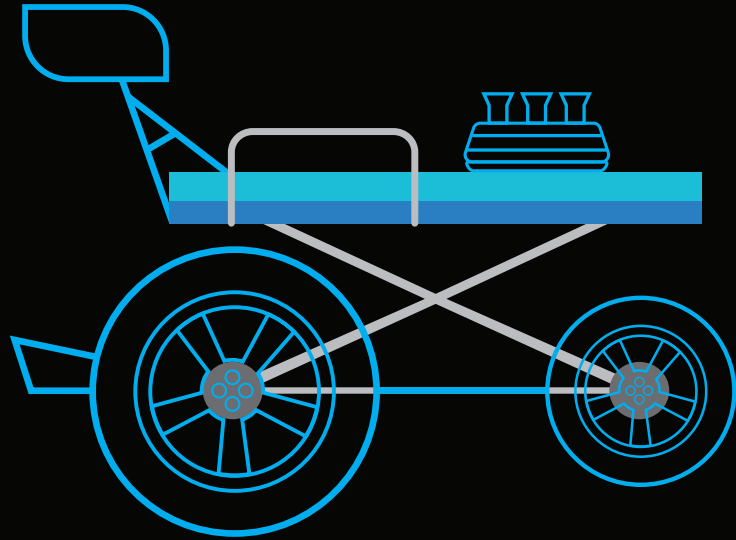
Adding value



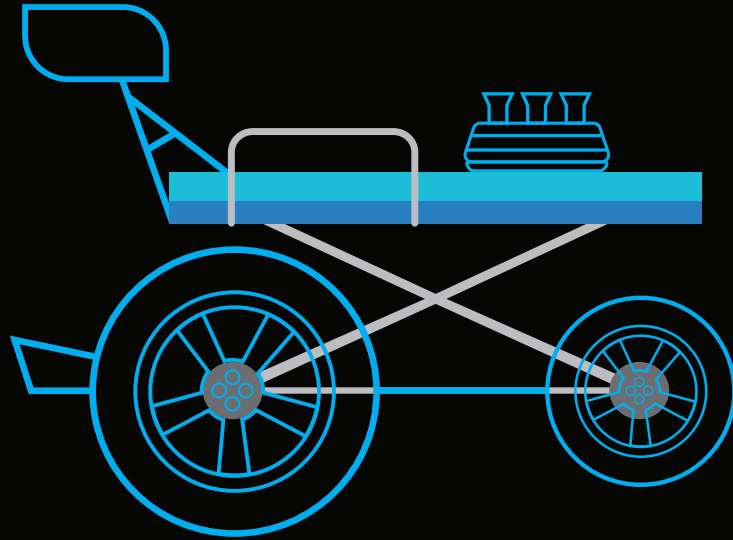
Adding value
**means doing more
than what's expected**



Most products in healthcare, especially in the anti-infective space, do their job; that's what we expect of them. Otherwise, they wouldn't be there.

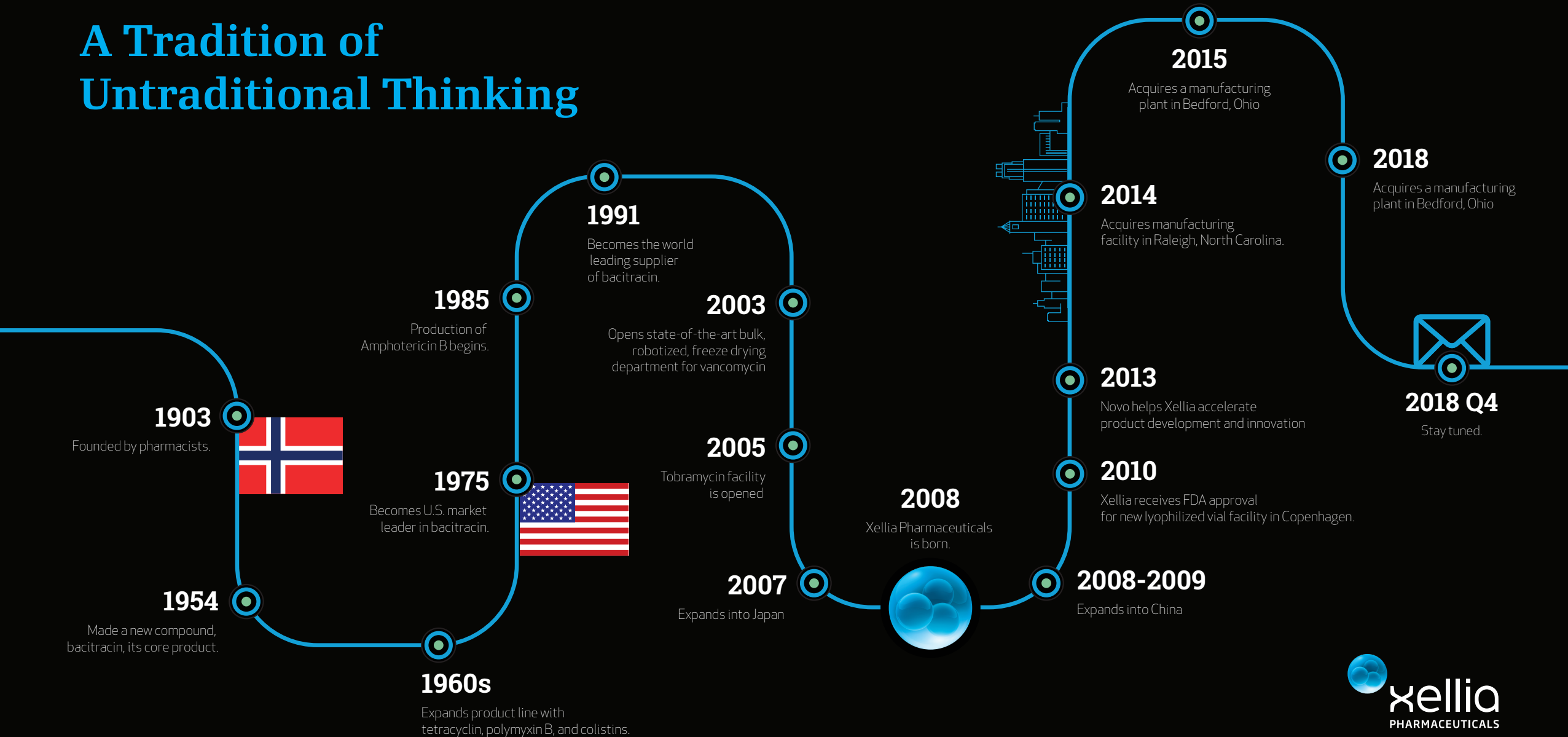


But what if a product could do more?
What if the product improved the
experience of the patient, the
provider, and the system as a whole?



Value-added medicine is taking products we normally think of as commodities and transforming them, based on deep insights, into game-changing assets that improve care delivery at every level.

A Tradition of Untraditional Thinking

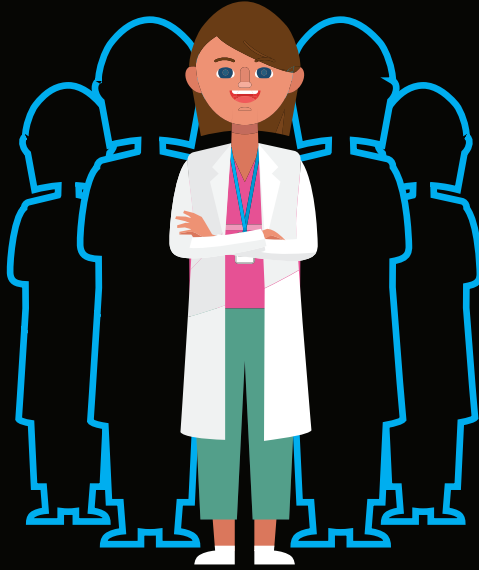




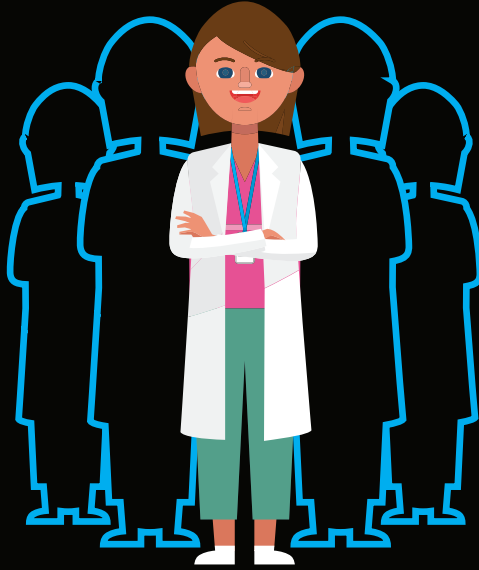
Quality happens



Quality happens
one employee at a time



Most pharmaceutical companies approach quality from an inspector's perspective. At Xellia, our standards are met from within through a Quality Mindset that is embedded in every employee and process.



TAKE INITIATIVE to continuously improve

STRIVE to do it right the first time

BE accountable and ambitious

FIND solutions

SPEAK AND ACT in a reliable, consistent manner

ADAPT easily to new learnings

UNDERSTAND our customers

To be nimble,



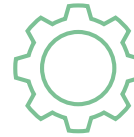


To be nimble,
you have to be big



Sanctity of supply

With 5 plants around the world, we have the manufacturing redundancy to prevent drug shortages.



Single chain of custody

From manufacture through distribution, we have total control over safety and compliance at every stage of the supply chain.

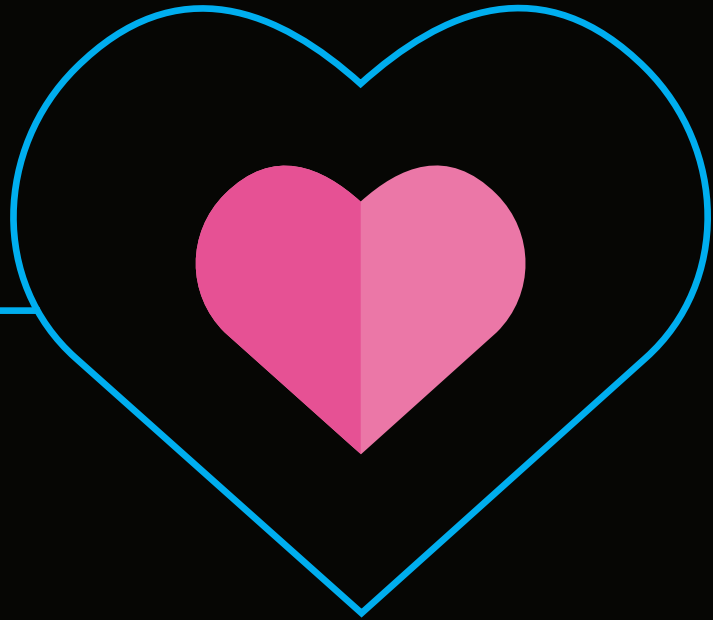


Customer service commitment

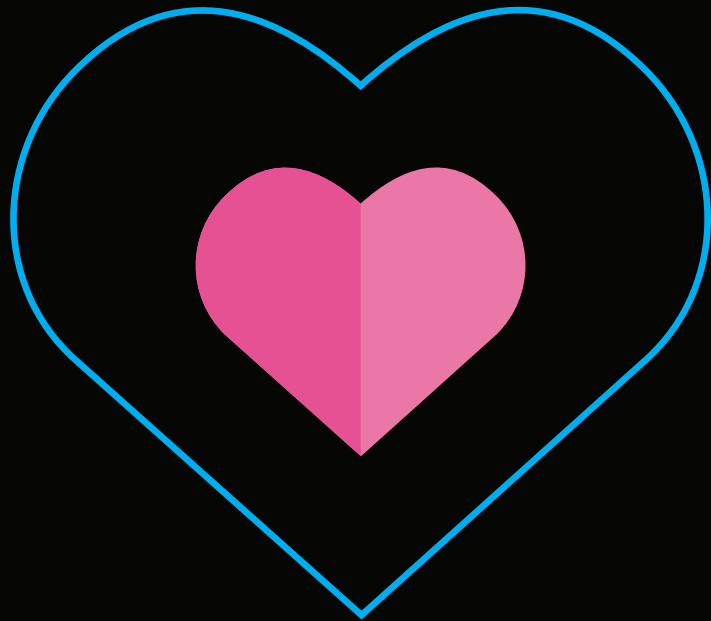
From order intake, to tracking of production, to final product delivery, our customer service focus never wavers.



Compassion grows stronger

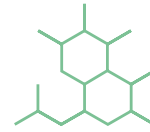


Compassion grows stronger
when you listen



We listen to patients

Our focus is not only on saving lives, but on improving the quality of life.



We listen to our neighbors

We're committed to minimizing our impact on the environment through policy, standards, and operations. We use chemicals and natural resources responsibly and seek to reduce our carbon footprint from manufacturing.



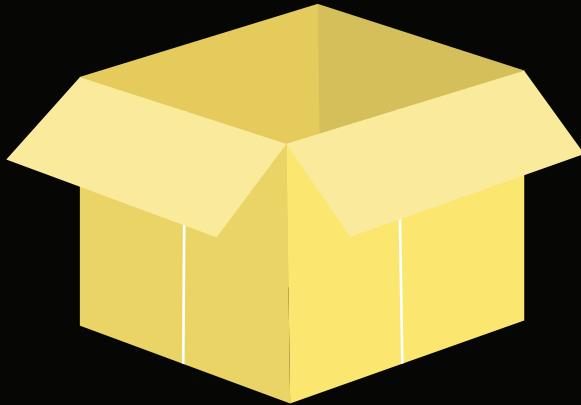
We listen to our partners

For more than a decade, we have been supporting SOS Children's Villages, an independent social development organization.

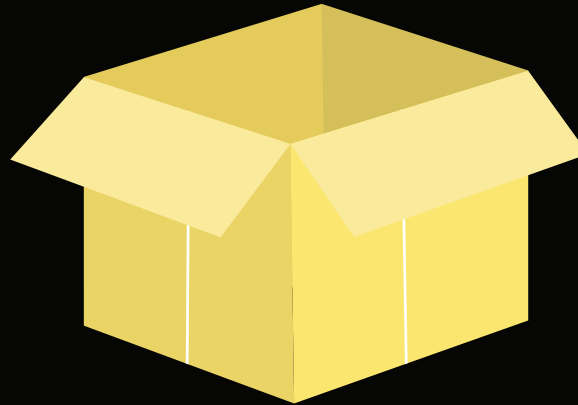
We're just getting started.

Xellia is investing in the following key areas:

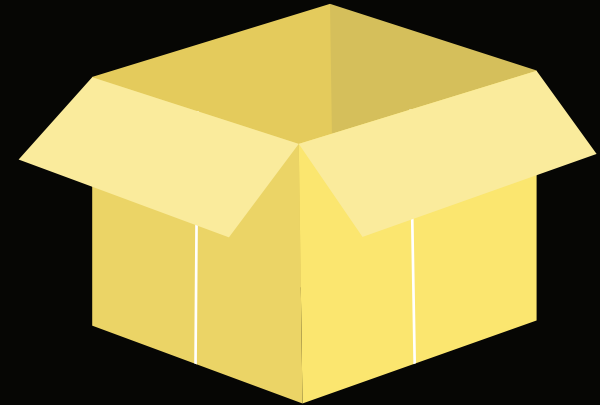
RTU
medications



New
antibacterial agents



ADI
inhalers



The Beginning

