

PEOPLE COME FIRST AT FERRING

Partnering with Ferring in  
**Global Drug Discovery  
& External Innovation**

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To advance medicines that change lives



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**Section 1** Ferring at a glance

# Ferring Mission

We strive to best address the needs of patients, stakeholders and customers.



# Partner with us

Building families and helping people live better lives

“As a leader in reproductive medicine and maternal health, and pioneer in the fields of gastroenterology and uro-oncology, Ferring is actively seeking external collaboration opportunities. Our partnerships extend from scientific research and treatment development, to health and care solutions that go ‘beyond the pill’.”

**Per Falk**  
President

As a research-driven, specialty biopharmaceutical company, Ferring is structured to enable strong, long-lasting relationships with collaborators, ensuring the focus remains on innovation. Our areas of interest are wide-ranging but always with an emphasis on addressing unmet medical needs by approaching health issues differently. Ferring is proud to be driving innovation in key therapy areas, including reproductive medicine and maternal health, gastroenterology, microbiome and uro-oncology.

Our goal is to create long-term, mutually-beneficial partnerships, where our collective capabilities are working toward the same vision, enabling us to bring groundbreaking science and new medicines to the people who need them most.

We believe the strengths of biotech companies and excellence in the academic community can complement our internal innovation. By partnering with others in the global innovation ecosystem, we can advance exciting ideas for novel therapies and healthcare solutions that help people build families and live better lives.

Our founders, Dr. Frederik Paulsen and Eva Frandsen shaped Ferring from the start and were determined that we should access the best science internally and externally to develop the most innovative treatments for patients.

Today, we are determined to build upon our internal excellence in drug discovery and development, and to reenergize our efforts in seeking out the very best external scientific opportunities.



# Ferring at a glance



## Full spectrum

Ferring has a full spectrum of products from conception to birth.



## Privately owned

Privately owned, research-driven, specialty biopharmaceutical group committed to building families worldwide and helping people live better lives.



## 6,000 employees

operating in more than 50 countries and distribution in 110 countries.

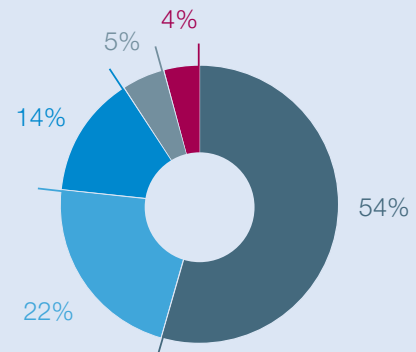


## Focus on

Reproductive medicine & maternal health, gastroenterology, uro-oncology and microbiome.

## 2021 – € 2.2 billion company sales

- Reproductive medicine and maternal health
- Gastroenterology
- Uro-oncology
- Orthopedics
- Endocrinology



# Our Mission – at a glance

Helping people live better lives



Ferring will be the world-leading, most trusted healthcare company in reproductive medicine and maternal health.



Ferring will be a leader in specialty areas within gastroenterology and uro-oncology.



We deliver personalised healthcare solutions for patients and doctors.



Ferring will grow revenue at a rate that is 50% faster than the industry average.

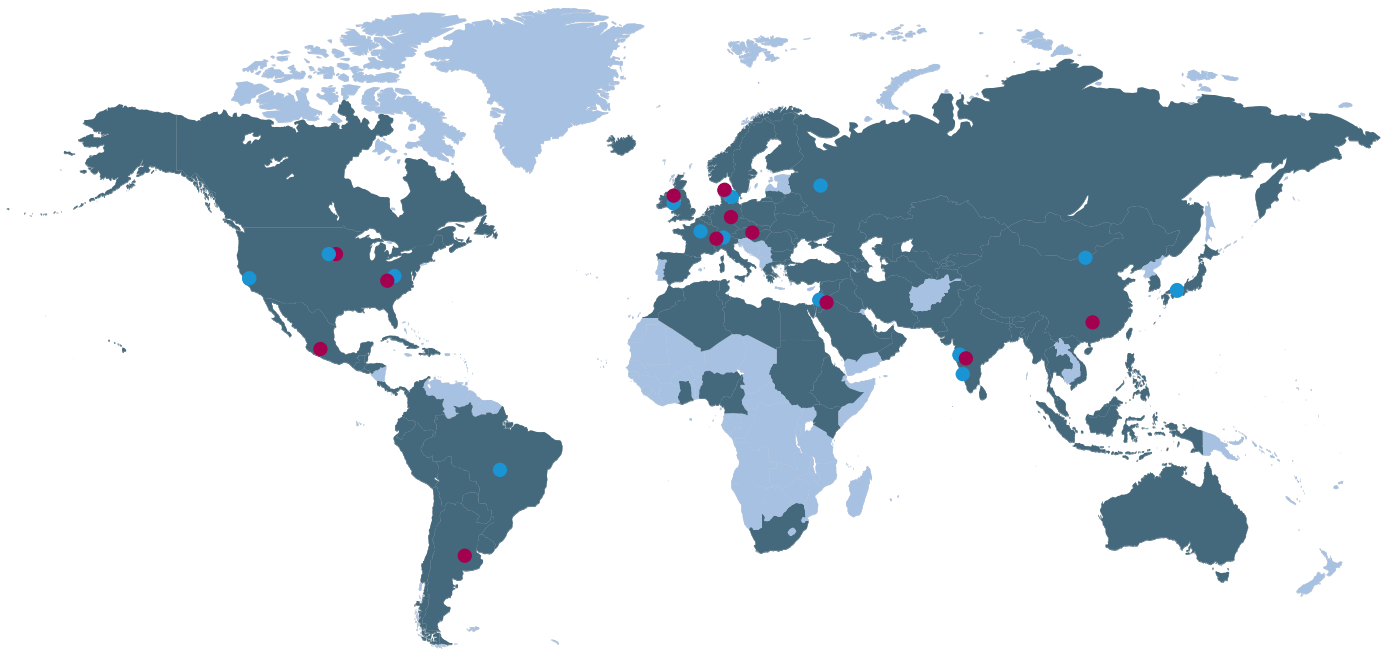


We collaborate across functions, experiment, share our practices and continuously learn.



We are guided by our philosophy, "People come first at Ferring".

# Global presence in 110 countries



- Marketing and sales
- Manufacturing sites
- R&D centres



Marketing and sales in **51 countries**



**13** Manufacturing sites



**12** R&D centres

# Global Drug Discovery & External Innovation

Discover transformational medicines with passion, creativity and science-based innovation.

# Global Drug Discovery & External Innovation

Our Global Drug Discovery & External Innovation organization execute all early drug development activities across our key therapeutic areas: from idea generation to clinical proof of concept. As a global organization across two major research hubs, and with an external innovation team spread globally, our scientists work daily to discover transformational medicines that will benefit patients.

Our focus is on discovering differentiated therapies that address unmet needs in our key therapeutic areas through deep understanding of disease biology and the application of enabling novel technologies.

Pioneering the best science internally and externally has a long tradition within Ferring. From the start, our founders Dr. Frederik Paulsen and Eva Frandsen were determined that we should access the best science and develop the most innovative treatments for patients.

We are determined to build upon our internal excellence in drug discovery and development, and to reenergize our efforts in seeking out the very best external scientific opportunities. Our external innovation team is a team of dedicated scientists that assess each opportunity no matter the source.

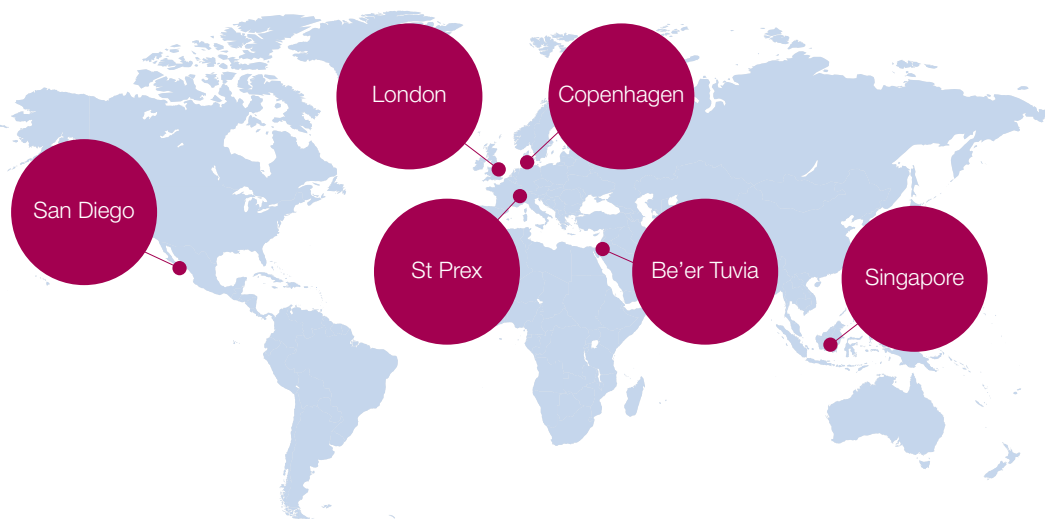
## **Araz Raof**

Senior Vice-President  
President of Ferring Research Institute  
& Senior Vice-President Global Drug Discovery  
& External Innovation



# Our partnering approach – A great idea can come from anywhere!

Global presence



One global team of dedicated scientists, with a broad range of expertise & backgrounds



# Partnering with Ferring in Global Drug Discovery

At Ferring, we have a clear mission to develop and discover medicines that will improve patient's lives. We are determined that we should access the best science internally and externally to create the most innovative treatments for patients.

Partnering with Ferring is possible through different forms of collaboration. The External Innovation team, embedded in Global Drug Discovery, have a mission to discover transformational medicines and we do so with passion, creativity and science-based innovation. Their focus is on accessing innovation from all sources, identifying early stage external opportunities for licensing and collaboration (from discovery up to clinical phase 2), and cutting-edge enabling technologies.

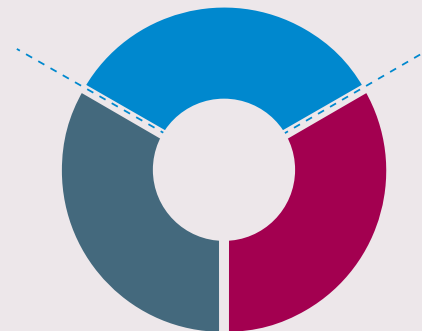
Beyond this you can contact our colleagues in late-stage Business Development and the Digital Health Innovation Lab for partnering opportunities.

**Read more about our partnering opportunities on [www.ferring-research.com](http://www.ferring-research.com)**

External innovation in drug discovery up to Phase 2 clinical programs, target identification and drug discovery enabling technologies etc, typically with academic and biotech partners.

## Drug discovery & clinical development

### External Innovation & Scientific Licensing



## Digital Health Innovation Lab

A dedicated team within Ferring that aims at improving health access, experience and outcomes for the patients we serve using digital technologies.

## Late-stage Business Development

Differentiated late-stage RMMH projects to enhance our pipeline, and marketed products to leverage our commercial infrastructure.

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### Section 3 Key Therapeutic Areas

At Ferring we believe in the power of research and we are committed to providing innovative solutions to help people live better lives.



# Our areas of Interest

We are looking for exciting external ideas within these spaces.

Ferring's R&D activities are focused on the discovery and development of transformational medicines in our key therapeutics areas regardless of their source.



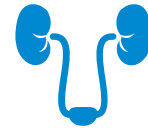
## Reproductive medicine & maternal health

- Infertility (Female and Male)
- Maternal health conditions
- Women's health conditions which impact fertility



## Gastroenterology

- Inflammatory bowel disorders and adjacent disorders
- Emerging targets in intestinal fibrosis



## Uro-Oncology

- Prostate cancer
- Urothelial cancer (Bladder cancer & UTUC)
- Immunooncology and gene therapy

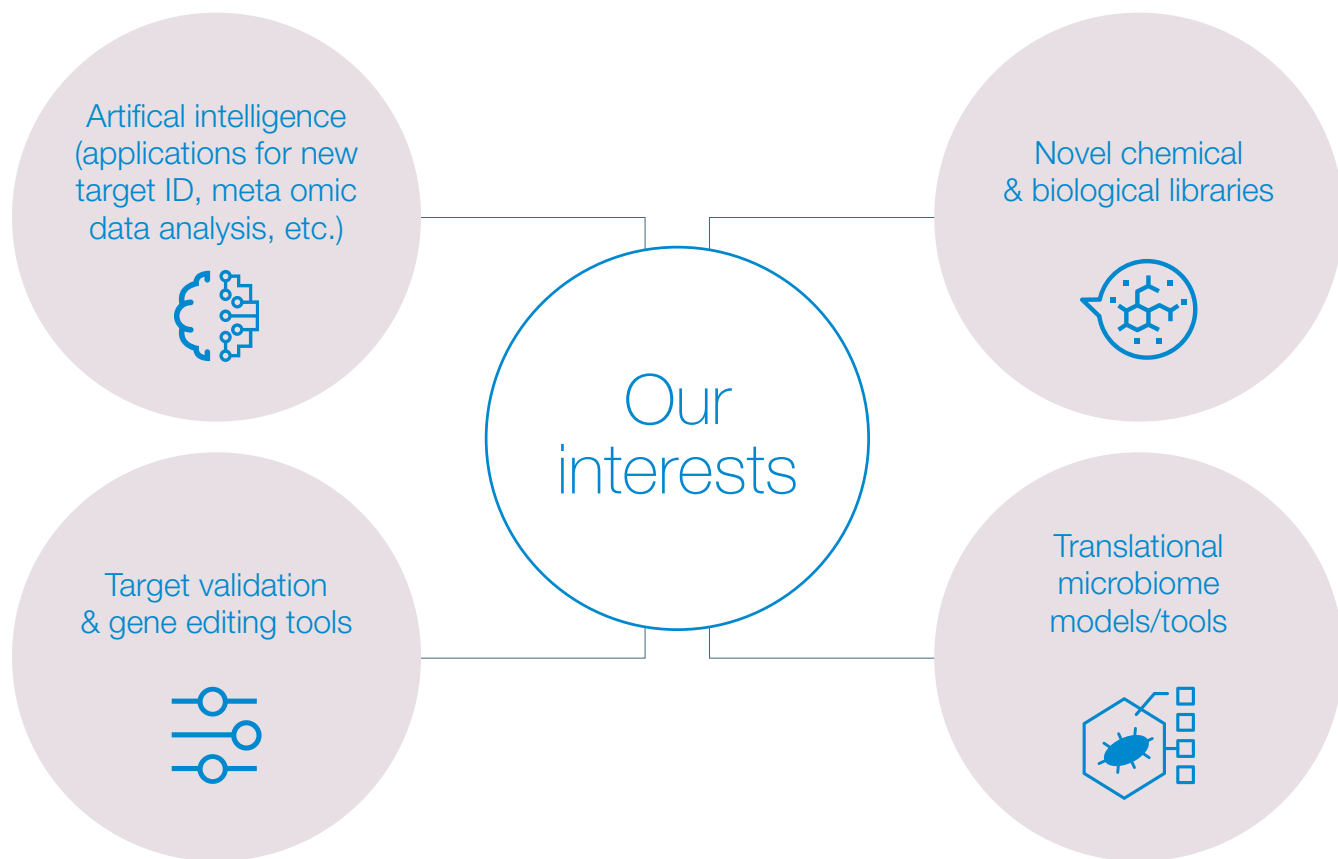
MICROBIOME BASED TREATMENTS AND APPROACHES

IMMUNOLOGY

ENABLING TECHNOLOGIES FOR DRUG DISCOVERY

# Key Interests

## – Drug discovery technologies



# Reproductive medicine and maternal health

At Ferring, we are committed to helping people become parents, and to keeping mothers and babies healthy from conception to birth.

Ferring is the world leader in Assisted Reproductive Technology (ART) for fertility treatment. Ferring's on-going research efforts in this area strive to meet the growing needs of couples seeking help to conceive. Ferring invests significantly in all three areas of reproductive medicine & maternal health (Fertility, Obstetrics, Gynecology).

## Areas of Interest for collaboration

- Novel fertility treatments, technologies and support services
- High quality treatments to support early stage of the reproductive cycle
- Innovative treatments and solutions to meet unmet needs of women and babies in pregnancy and childbirth
- Novel treatments and solutions to help women suffering from poorly managed gynecological solutions

## Our key products

### Rekoverelle®

Is a human recombinant follicle stimulating hormone (rFSH) with an approved dosing algorithm designed for predictable ovarian response. It is the first rFSH derived from other existing rFSH gonadotrophins.

### MENOPUR® (menotropin)

Is a highly purified human menopausal gonadotrophin containing a 1:1 ratio of FSH (follicle stimulating hormone) and LH (luteinizing hormone) bioactivity.

### CHORAGON® (u-hCG)

Is a glycopeptide hormone administered by intramuscular injection and used to control the timing of ovulation.

### GONAPEPTYL® (triptorelin acetat)

Is a pre-filled syringe for injection of triptorelin acetate and is indicated for the down regulation of the pituitary before and during controlled ovarian hyper stimulation in assisted reproduction techniques.



## Our key products

### MINRIN® (desmopressin)

Is indicated for the treatment of bedwetting in children and nocturia in adults. Both conditions are usually caused by an overproduction of urine at night. MINRIN acts on the kidneys to reduce this.

### FIRMAGON® (degarelix)

Is a treatment for men with advanced hormone-dependent prostate cancer. It has a novel mechanism of action that is different from traditional LHRH agonist therapy commonly used. It is approved in 74 countries.

### NOCDURNA® (desmopressin)

Is indicated for the symptomatic treatment of nocturia due to idiopathic nocturnal polyuria in adults. Nocturia, the need to awaken at night to pass urine, is a complex condition with various contributing factors.

### TESTIM® (testosterone)

Is a testosterone replacement treatment with men with low levels of testosterone. TESTIM is a clear gel that delivers testosterone into the body through the skin. Once TESTIM is absorbed, it enters the bloodstream and raises testosterone levels.

# Uro-oncology

We aim to pioneer a new era in Uro-Oncology with breakthrough therapy and sustained commitment to specialty innovation. Ferring is committed to the development of medicines to treat urological disorders such as prostate cancer and urothelial cancer (Bladder cancer & UTUC).

Ferring aims to respond to unmet medical needs. We are currently conducting clinical studies to further demonstrate the benefits of therapy using a (GnRH) receptor antagonist in the treatment of advanced prostate cancer.

We currently have a broad marketed urology portfolio, with a future focus on exploring treatments for high unmet needs conditions, for example, Voiding Disorders: Mono-symptomatic Nocturnal Enuresis

## Areas of Interest for collaboration

- Treatments and technologies targeting urological cancers such as bladder and prostate
- Topical treatments for bladder cancer of special interest, either stand alone or combination with Nadofaragene Firadenovec
- Biomarker research to identify lack of response to BCG, resistance to Interferon alfa treatment

# Gastroenterology

As a company we're very active in the treatment of IBD. A key part of our external strategy is to support our internal discovery and development efforts by seeking novel drug discovery targets and in-licensing opportunities.

In 2020, Ferring announced the launch of ORTIKOS™ (budesonide) in the United States, which is approved as the only once-daily treatment of mild to moderate active Crohn's disease involving the ileum and/or ascending colon, in patients 8 years of age and older, and maintenance of clinical remission in adults involving the ileum and/or the ascending colon for up to three months.

In 2013 Ferring, together with Cosmo Pharmaceuticals SpA, launched Budesonide, which is indicated for use in ulcerative colitis.

## Areas of Interest for collaboration

- Next generation therapies in IBD
- Exploration of novel immune-mediated mechanisms of inflammation
- Exploration of novel mechanisms of intestinal fibrosis
- Characterization of gut dysbiosis and host-microbiome interactions that alter barrier function
- Personalized approaches to treatment including analysis of IBD patient samples

## Our key products

### CORTIMENT®MMX® (budesonide)

Is indicated in adults for induction of remission in patients with active mild-to-moderate active ulcerative colitis where 5-ASA (aminosalicylate) treatment is not sufficient.

### PENTASA® (mesalazine)

A product used for the treatment and long-term management of inflammatory bowel diseases (IBD). It is prescribed to treat the mild to moderate symptoms of active IBD as well as being widely used as maintenance therapy to reduce the risk of recurrent attacks.

### GLYPRESSIN® (terlipressin)

Is indicated for the treatment of bleeding oesophageal varices and in some countries for the treatment of hepatorenal syndrome type 1. GLYPRESSIN is administered to patients by the healthcare professional giving an injection directly in the vein.

### PICOPREP® (sodium picosulphate, magnesium oxide, citric acid)

Is indicated to clean the bowel prior to X-ray examination or endoscopy, to clean the bowel prior to surgery when judged clinically necessary. PICOPREP® has approved closing for children as of 1 year old and adults.

## Rebiotix®

A late-stage clinical microbiome company focused on harnessing the power of the human microbiome to revolutionize the treatment of challenging diseases.

Rebiotix possesses a clinical pipeline targeting several other diseases states with drug products built on its pioneering Microbiota Restoration Therapy (MRT) platform.

Rebiotix looks to deliver on the promise of restoring the gut microbiota via a standardized and stabilized drug, that has been developed and tested under the auspices of a regulatory authority.

## Areas of Interest for collaboration

- Explore the microbiome in our therapeutic areas
- Develop novel therapies in the areas of reproductive medicine and maternal health, uro-oncology and gastroenterology

# Microbiome

Ferring has a strong focus on targeting the Microbiome to find treatment solutions across our key therapeutic areas. Further, we aim to find solutions to antimicrobial resistance and identify novel technologies applicable to the field of microbiome research.

Ferring has been doing research in the Bacteriophages field since 2008. Currently three projects are ongoing. The first project is designed to treat inflammatory bowel diseases (IBD). This project is testing the feasibility and efficacy of the bacteriophages in human clinical trials. We are collaborating with Intralytix, Institute Pasteur, University of Lille and the Eliava Foundation among others.

Since 2016, Ferring has been in a collaboration with the Karolinska Institutet in Stockholm and created the Centre for Translational Microbiome Research (CTMR). The center builds on a deep understanding of translational microbiome research and has established a broad technical, biological, clinical and epidemiological platform for studying complex microbiological communities in well-defined human materials.



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## Section 4 Partnering with Ferring

At Ferring, we partner to deliver innovative medicines that change lives.

# Investing in growth

Ferring is passionate about making a difference to people's health and quality of life through our work in reproductive medicine and maternal health, uro-oncology and gastroenterology. Through continuously investing in growth, we continuously strive to make a difference, some examples of our recent investments include:

→ **March, 2021:** Ferring teams up with CytoReason to identify novel targets in inflammatory bowel disease (IBD). In recent years, CytoReason has emerged as a trusted AI drug development partner. The collaboration will combine CytoReason's groundbreaking AI technology with Ferring's longstanding Gastroenterology, Immunology and Translational Medicine expertise to explore novel therapeutic options for IBD patients.

→ **January, 2021:** Ferring signs a partnership agreement with BioInnovation Institute. Ferring will assist BII in identifying the most promising projects and early start-ups within reproductive medicine and maternal health to foster innovation.

→ **March 2020:** The Igenomix-Ferring collaboration was formed to identify, prioritize and functionally characterize novel targets and disease mechanisms relevant to infertility and preeclampsia.

→ **June 2019:** Ferring entered a new collaboration with Intralylix and the Eliava Foundation Tbilisi (Georgia). This collaboration will focus on the long term bacteriophages research in the field of Reproductive medicine and maternal health.

→ **October 2018:** Ferring and Evotec form a strategic research alliance in reproductive medicine and maternal health.

→ **October 2018:** Ferring joins the Milner Therapeutics Consortium to build stronger collaborations with the leading academic scientists at the University of Cambridge.

→ **March 2018:** Ferring acquires the microbiome pioneer Rebiotix. Rebiotix's proprietary Microbiota Restoration Therapy (MRT) drug platform delivers healthy, live, human-derived microbes into the gastrointestinal tract.



# Contact our External Innovation & Scientific Licensing team

Connect to our global external innovation sourcing and scientific licensing team to hear more about our partnering opportunities

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Please visit [www.ferring-research.com](http://www.ferring-research.com) for contact details for late-stage collaboration opportunities.

Connect via [in](#) [f](#) [Twitter](#) [Instagram](#) [YouTube](#)

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Ferring Pharmaceuticals is a research-driven, speciality biopharmaceutical group committed to helping people around the world build families and live better lives. Ferring is a leader in Reproductive Medicine and Maternal Health, and in speciality areas within Gastroenterology and Uro-oncology. Ferring has been developing treatments for mothers and babies for over 70 years.

**FERRING**  
PHARMACEUTICALS