octapharma

Annual Report 2024

Advancing Human Life. Together.

At Octapharma, we are reimagining global health by expanding access to life-saving therapies and advancing human life. With more than 11,000 dedicated employees and our products, we meet patient needs, drive sustainability, and create a healthier future for all.

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Chairman and CEO's introduction

"To navigate an increasingly complex economic and competitive landscape, we sharpened our focus in 2024 to further enhance Octapharma's resilience and to preserve the vitality of our business."

Wolfgang Marguerre
Chairman and CEO, Octapharma Group

Built on strength and resilience

Number of employees

11,141

(2023: 11,908)

Sales

€3.47bn

(2023: €3.27bn)

Operating income

€532m

(2023: €436m)

To navigate an increasingly complex economic and competitive landscape, we sharpened our focus in 2024 to further enhance Octapharma's resilience and to preserve the vitality of our business. Building on our proven business model and strengths, we launched our strategy to spur innovation and efficiency - providing us with a strong foundation for profitable growth. Our strategy's aims are clear: securing our competitive position and long-term growth while fully leveraging the potential of our product portfolio and organisation.

In 2024, our continued focus on operational excellence, patient care, and responsible value creation has once again delivered strong and consistent growth in sales and profitability. Sales rose by 6.1% in the year to €3.466 billion, while operating income was €532 million. We are confident that we will further increase net sales and operating income in 2025.

As you will see in this year's report, we have advanced initiatives that both reinforce our position as a global leader in plasma proteins, and also help us meet the growing global demand for our products. These initiatives range from AI projects aimed at driving operational excellence, advancements in R&D and a strengthened and broadened approach to sustainability, through the appointment as the sole fractionator for the UK's plasma for medicines programme. Additionally, Magda from Croatia and Chen from Taiwan share their inspiring stories of overcoming life-changing conditions. These stories remind us of the human impact of the health solutions we work tirelessly to provide for patients all around the world.

During 2024, regulatory inspections by the US Food and Drug Administration (FDA) were successfully concluded at our Springe and Dessau sites in Germany. This - alongside the positive outcomes of national inspections in Stockholm and Vienna in the previous year - demonstrate that our manufacturing plants continue to meet the highest quality standards.

Our dedication to accessibility - a core component of our strategy - remains stronger than ever. In 2024, we continued to advance efforts to make our therapies more accessible to those in need. One example is the approval of Nuwiq® in China - which brings another important treatment option to haemophilia A patients.

Our growth plans in the US gained added momentum with key FDA approvals in our critical care portfolio. We received a label extension for fibryga® to treat acquired fibrinogen deficiencies (AFD) and an Emergency Use Authorization (EUA) for octaplasLG® powder for military use. The successful completion of the LEX-211 (FARES-II) study, has established octaplex®, our four-factor prothrombin complex concentrate (PCC) marketed as Balfaxar™ in the US, as a first-line alternative to fresh frozen plasma (FFP) to manage bleeding in patients undergoing cardiac surgery.

We have stepped up our efficiency programmes across the organisation - including at our manufacturing sites. Alongside our various immunoglobulin (IgG) yield initiatives, these efficiency programmes form an important element in our strategic roadmap. At the same time, our Octapharma Plasma team has introduced a new streamlined operating model throughout our fleet of more than 180 plasma donation centres in the USA.

The past year has shown the strength of our company, and confirmed that we are well-placed for sustainable long-term growth. None of this would have been possible without the hard work and commitment of our 11,141 employees, and the trust that healthcare professionals around the world place in us. We would like to thank our teams and all of you who have made our success possible. Looking ahead, we will build on this momentum and remain dedicated to innovation and excellence while creating responsible value for patients, society, and our employees - guided all along by our vision to advance human life.

Wolfgang Marguerre
Chairman and CEO, Octapharma Group

Tobias Marguerre
Deputy Chairman, Octapharma Group

Shaping the future of Octapharma together

Our aspirations

Continue to ensure the safe and optimal use of human proteins and expand our portfolio to deliver innovative health solutions advancing human life.

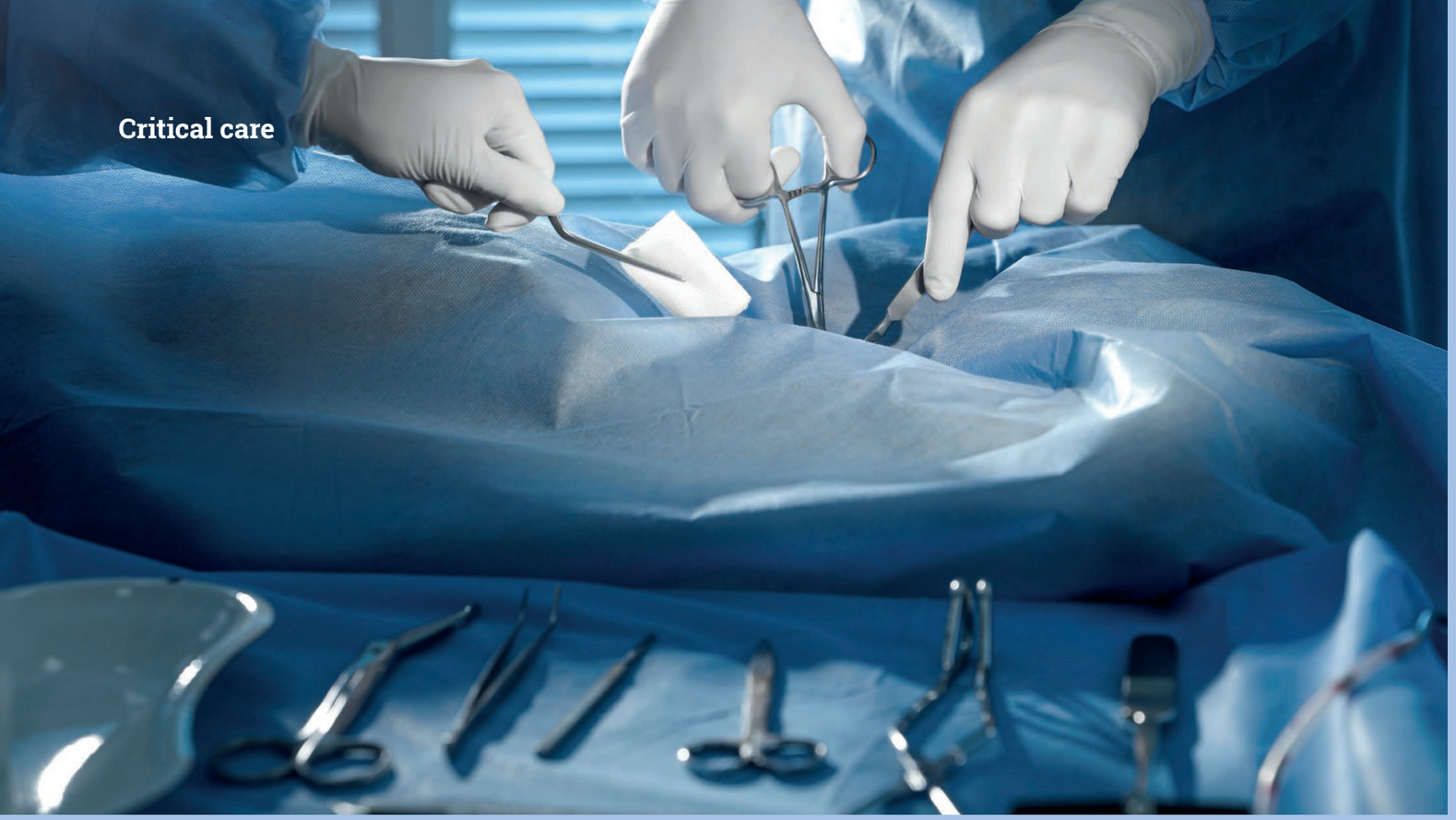
3
therapeutic areas:
Haematology, Immunotherapy, and Critical care.

Serving patients in
120
countries

11,141
employees

"As a family-owned company, Octapharma always maintains a long-term perspective on everything we do. The decisions we make today lay the foundation for our long-term success."

Tobias Marguerre
Deputy Chairman, Octapharma Group



2005[1]

The term “Patient Blood Management” was coined by an Australian haematologist Professor James Isbister in 2005. He realised that the focus of transfusion medicine should be changed from blood products to the patients themselves.

Multi-disciplinary[2]

As well as transfusion medicine specialists, PBM involves anaesthesia and intensive care unit professionals, surgeons involved in planned operations, and any other specialists who have a role in diagnostic and therapeutic care.

What is Patient Blood Management?

Patient Blood Management (PBM) is an interdisciplinary patient-centred strategy that aims to optimise the utilisation of blood components and consequently improve clinical outcomes. Evidence demonstrates that PBM significantly improves outcomes and safety while reducing cost.

Goal

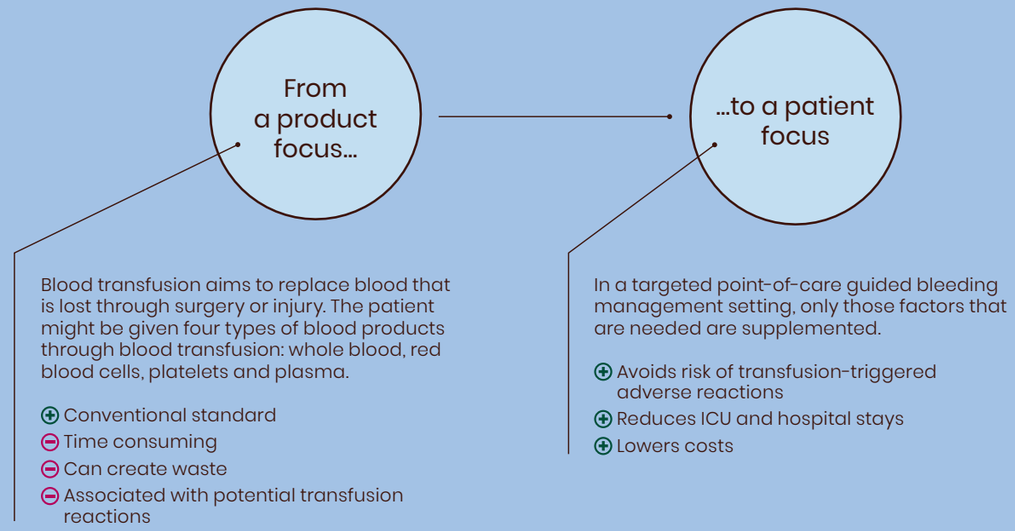
The goal of PBM is to reduce the amount of transfused blood products by lowering the intra-operative blood loss.

Three pillars of PBM[3]

A multi-disciplinary team determines the best approach to:

- optimise the patient’s own blood volume
- minimise blood loss
- optimise the patient’s physiological tolerance of anaemia

Each pillar involves various practices which can be initiated in the pre, intra, or post-operative stages of surgery.



1. Franchini, Massimo, et al. (2019), Patient Blood Management: a revolutionary approach to transfusion medicine. Blood Transfusion, 17(3): 191–195
2. Franchini, Massimo and Manuel Muñoz (2017). Towards the implementation of patient blood management across Europe. Blood Transfusion, 15(4): 292–293
3. National Blood Authority. Accessed January 17, 2025. https://www.blood.gov.au/patient-blood-management-pbm#whatispbm

Setting new standards in patient bleeding management

"Fibryga® offers a purified, virus-inactivated fibrinogen concentrate that can be administered quickly and precisely. This is vital in emergency situations where time and accuracy are of the essence."

Dr Adam Gerber
Director of Scientific and Medical Affairs, Critical Care

Octapharma has received US Food and Drug Administration (FDA) approval of fibryga® for the treatment of acquired fibrinogen deficiency (AFD) – a condition that compromises blood clot formation and heightens the risk of severe haemorrhage. Fibryga® is the first drug to gain FDA approval for this therapeutic class.

In major bleeding and especially in traumatic injury, the "golden hour" – the first hour after injury – is particularly critical. Survival rates increase significantly when treatment is provided within this window. Fibrinogen is a critical protein in coagulation, and the first constituent of the coagulation cascade to drop to dangerously low levels during major bleeding episodes. Rapid replenishment is essential for achieving haemostasis in emergency and surgical settings.

For patients experiencing major bleeding, studies indicate that administering coagulation therapy within the first 30 minutes can reduce complications and improve recovery rates in 70% of cases.[1]

A safer alternative

The traditional standard blood product for replacing fibrinogen has for decades been cryoprecipitate. However, this allogeneic transfusion product has serious limitations such as lengthy preparation times, variable fibrinogen levels and risks associated with viral transmission. By comparison, the purified and pathogen-inactivated fibrinogen concentrate fibryga® offers a precise, consistent, and quickly-reconstitutable solution. As a lyophilised powder, it can be stored at room temperature or refrigerated, ensuring it's ready when every second counts.

"In the surgical theatre, time and confidence matter," says Flemming Nielsen, President, Octapharma USA, Inc. "This expanded FDA approval of fibryga® represents a significant step forward in our commitment to redefining the standard of care for patients experiencing major bleeding. It provides an important option to hospitals, anaesthesiologists, surgeons and obstetricians / gynecologists across the United States who must act urgently and set a new standard of care for patients."

Pivotal to this achievement was the FIBRES trial - a multi-centre, randomised clinical study comparing fibryga® to cryoprecipitate in bleeding patients undergoing cardiac surgery. The trial demonstrated that fibryga® is effective in rapidly restoring fibrinogen levels, which is crucial in managing acute bleeding events.

"Fibryga® offers a purified, virus-inactivated fibrinogen concentrate that can be administered quickly and precisely. This is vital in emergency situations where time and accuracy are of the essence," explains Dr Adam Gerber, Director of Scientific and Medical Affairs, Critical Care.

Left: Jason Brown, Marketing Director, Critical Care,
Right: Dr Trupti Mehta Shah, Director of Scientific and Medical Affairs, Critical Care

1. ASH Publications. Assessment and management of massive bleeding: coagulation assessment, pharmacologic strategies, and transfusion management. Accessed January 17, 2025. https://ashpublications.org/hematology/article/2012/1/522/83841/Assessment-and-management-of-massive-bleeding

The importance of collaboration in securing FDA approval for fibryga® is highlighted by Dr Trupti Mehta Shah, Director of Scientific and Medical Affairs, Critical Care. She acknowledges that achieving this milestone required countless hours of hard work from the entire team, saying: "FDA approvals don't happen overnight, but through numerous discussions with the regulators, along with dedication and teamwork, we made it happen." With its expanded indication, fibryga® now provides clinicians with a reliable tool for managing AFD, ultimately improving patient outcomes.

Investing in innovation

Octapharma remains dedicated to continuous improvement and innovation - as highlighted by Flemming Nielsen, who emphasises the company's strategic ambition to further expand the accessibility of its therapies to more patients around the world. A key part of this strategy is also anticipating future healthcare challenges and delivering solutions that align with Octapharma's vision of advancing human life.

The FDA approvals in 2024 reflect this commitment, with fibryga® joining other milestones, such as the approval of Balfaxar™ and the Emergency Use Authorization (EUA) for octaplasLG® powder for military use.

The EUA for octaplasLG® powder demonstrates Octapharma's dedication to providing effective treatments in challenging environments, with Jason Brown - Marketing Director for Critical Care - emphasising: "Supporting our military personnel with the best care is a responsibility we take seriously."

With a broad portfolio of critical care solutions, Octapharma ensures timely access to the right treatments, focused on improving patient outcomes. As James Galloway, Senior Director Marketing for Acquired Bleeding, puts it, the aim is always to enhance patient health. This is a vision shared by Dr Mehta Shah, who adds, "The journey doesn't end here. We're motivated by the impact our work has on patient lives, and we're driven to push boundaries even further."

"We're motivated by the impact our work has on patient lives, and we're driven to push boundaries even further."

Dr Trupti Mehta Shah
Director of Scientific and Medical Affairs, Critical Care

FDA authorises octaplasLG® powder for the US military

On August 8, 2024, the FDA granted Emergency Use Authorization (EUA) for octaplasLG® powder, a freeze-dried, room-temperature-stable S/D treated plasma for transfusion. This authorisation enables US Department of Defense medical teams to use octaplasLG® powder as a rapid-response haemorrhage treatment in military emergencies.

Each year, thousands of severe injuries occur during US armed forces operations – with combat and non-combat related injuries recently estimated at up to 15,000 annually. According to Octapharma's Senior Vice President and Head of IBU Critical Care, Oliver Hegener, "Severe bleeding is one of the leading preventable causes of death in both combat and training environments." In recent conflicts, haemorrhage has accounted for up to 50% of combat fatalities.

In most cases, fatalities occurred before medical facilities could be reached and could have been prevented with timely plasma transfusions. Recognising this critical need, the US military and civilian emergency organisations have long prioritised developing a freeze-dried plasma for transfusions.

OctaplasLG® powder was approved in Europe in early 2023, and quickly garnered interest from key US agencies – including Biomedical Advanced Research and Development Authority (BARDA) and US Army Medical Materiel Development Activity (USAMMDA). Octapharma's collaboration with these agencies and the FDA culminated in the EUA, marking a milestone that not only supports military use, but also advances a path to full US registration for civilian applications.

"Partnering with the US military has further helped us to unleash the value of octaplasLG® powder in high-stakes emergency settings. The product will be a life-saving addition to US healthcare for both military and civilian applications in the future," said Oliver.

Haematology

"To bridge these care gaps, alongside our local partner Akso Healthcare Co., Ltd we are working to increase physician awareness and broaden access to advanced therapies such as human cell-line recombinant FVIII products which provide patients like Chen more effective and convenient treatment options."

Javier Marchena
General Manager for East and Southeast Asia

With a population of

23.5m

Taiwan has around

1,200

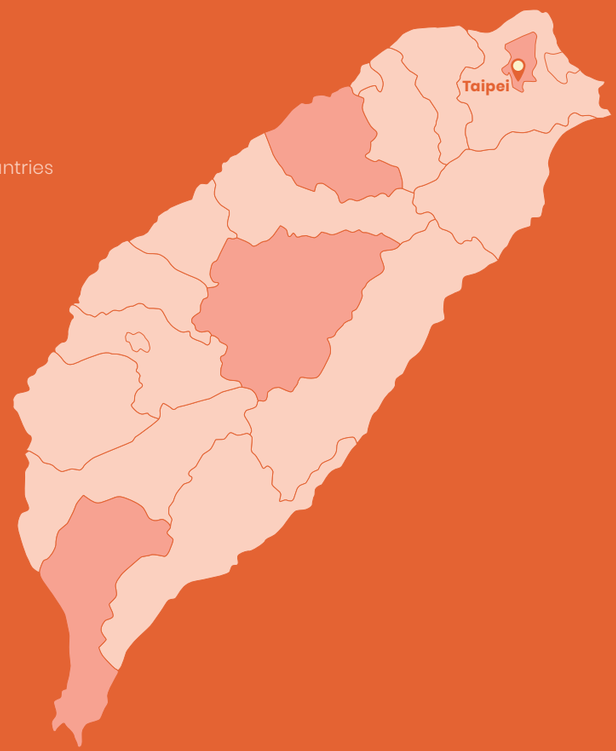
diagnosed cases of haemophilia. This includes both haemophilia A and B patients.[1]

For those born with haemophilia, the chances of living a life of normal duration and quality will be reduced by: [2]

64%
in upper-middle income countries

77%
in middle income countries

93%
in low income countries



1. Journals Plos One. Accessed January 17, 2025. https://journals.plos.org/plosone/article?id=10.1371/journal.pone.0164009
2. British Society for Haematology. Accessed January 17, 2025. https://b-s-h.org.uk/

A journey of patience and resilience

"People admire my optimism despite my health challenges. Being around other patients has taught me to put navigating haemophilia into perspective, recognising that others are also facing their own battles."

Chen
Taiwan

Chen's life has taken him on quite a journey. Diagnosed with haemophilia A as a young boy in Taiwan, Chen's early years were marked by constant bruises, painful sleepless nights and regular hospital visits for injections – sometimes two or three times a week. Yet from these moments of vulnerability, he has crafted a world filled with calm optimism and profound insight.

"People admire my optimism despite my health challenges. Being around other patients has taught me to put navigating haemophilia into perspective, recognising that others are also facing their own battles," says Chen.

From limited access to full coverage

Over the past 35 years, haemophilia care in Taiwan has been transformed from no specialised services to comprehensive, multidisciplinary systems at major medical centres nationwide. Under Taiwan's National Health Insurance - which supports and fully covers treatment of haemophilia - patients now receive essential therapies that improve outcomes and enhance their quality of life.[1]

With a population of 23.5 million, Taiwan has around 1,200 diagnosed cases of haemophilia.[2] However, despite Taiwan's impressive economic growth and modernisation over recent decades - which have fostered a robust healthcare system and leadership in advanced therapies - undiagnosed cases of haemophilia are still likely to remain.

"To bridge these care gaps, alongside our local partner Akso Healthcare Co., Ltd we are working to increase physician awareness and broaden access to advanced therapies such as human cell-line recombinant FVIII products which provide patients like Chen more effective and convenient treatment options," says Javier Marchena, General Manager for East and Southeast Asia at Octapharma. "Thanks to advances in early diagnosis and treatment options, most people with haemophilia can now lead active and better lives."

A family's early fears

Now aged 39, Chen vividly recalls his mother's early fears regarding haemophilia – especially given her memories of Chen's uncle's difficult experience with the bleeding disorder. "She told me she was very worried when she became pregnant, but back then there were no prenatal tests or clear diagnostic tools, and doctors didn't fully understand haemophilia or how it was transmitted," he says.

Despite usually being inherited - as in Chen's case - up to 30% of patients diagnosed with haemophilia have no family history of the disorder.[3]

In fact, Chen wasn't diagnosed with haemophilia until he was around four, after he had suffered from frequent bruising and swelling. "Of course, I didn't fully grasp what it meant at the time, but my family were already familiar with it through my uncle and were only too aware of the implications for my life."

"Of course, I didn't fully grasp what it meant at the time."

1. Yeu-Chin Chen et. al. Evolution of congenital haemophilia care in Taiwan. NIH. Accessed January 17, 2025. Evolution of congenital haemophilia care in Taiwan - PubMed
2. Journals Plos One. Accessed January 17, 2025. https://journals.plos.org/plosone/article?id=10.1371/journal.pone.0164009
3. Street A. M. et. al. Management of carriers and babies with haemophilia. NIH. Accessed January 17, 2025. Management of carriers and babies with haemophilia - PubMed

Growing up, he often endured painful bruises and joint swelling. “Being at school was often challenging,” he admits.

Chen’s health struggles went beyond haemophilia. Before kindergarten, a fall caused severe swelling in his left knee. With no effective medications available at the time, his dislocated kneecap was only discovered after the swelling subsided. This injury kept him on crutches for years, and he couldn’t walk unaided until he was 25 and after multiple surgeries. “My knee problems led to muscle loss in my left leg. I was often the kid left sitting it out while others played,” he shares.

Strength in every step

Haemophilia is a bleeding disorder in which the blood-clotting process does not work properly. As a result, people can bleed for longer than normal and can also bleed into joints, muscles, and other parts of the body. Left untreated, the disease can lead to infection, arthritis, and even to the destruction of joints.

Recurrent bleeding into joints is one of the most severe consequences of haemophilia, as it reduces movement and causes both chronic pain and stiffness.

Until just five years ago, Chen’s life was punctuated by frequent, unpredictable bleeding. But in 2019, his doctors introduced him to Nuwiq® - a treatment that has transformed his life. Regular injections reduced his bleeding episodes to almost zero - allowing him to start rehabilitation and gradually increase his mobility. Today, he can travel and enjoy activities he once avoided. “Nuwiq® is so reliable, and has been life-changing for me,” he says.

Everyday moments

Despite their busy careers, Chen’s parents prioritised his health and respected his choices which created a deep bond between them. “My dad treats me more like a friend than a son,” says Chen. “If I wanted to try something unconventional, he’d encourage me - saying ‘Go ahead, let’s see where this takes you.’”

Chen also drew inspiration from his grandmother, who faced cancer with dignity. “Her journey taught me that life is short,” he reflects. “We always think there’s more time, but watching her I realised we need to make life meaningful while we can.”

Spending much of his time at home due to mobility challenges, Chen found comfort in hobbies such as reading and computing. These quiet spaces became his world of exploration where he built lasting friendships online.

As Chen reflects on life, he now treasures simple moments, particularly those shared during Taiwan’s lively festivals. “There’s magic in sharing good food and conversation; it’s ordinary but real,” he says. For him, life’s lessons are easy to learn: “Everyone has something to teach us - if we’re willing to listen.”

Octapharma's commitment to SID patients

Octapharma is dedicated to improving the lives of patients with secondary immunodeficiency (SID). As part of this commitment, Octapharma has initiated the PRO-SID study – an international clinical trial evaluating the efficacy of intravenous immunoglobulin (IVIg) for primary infection prophylaxis in patients with chronic lymphocytic leukaemia (CLL) and SID. This study aims to provide valuable insights into the management of SID in CLL patients, potentially leading to better treatment protocols and improved patient outcomes.

"There remains a significant need to reduce the burden of disease in managing patients with haematological malignancies and secondary immunodeficiency. The PRO-SID study represents a key milestone in our efforts to improve the care of patients with SID."

Dr Olaf Walter
Board Member at Octapharma

Croatia has a population of almost

3.9m

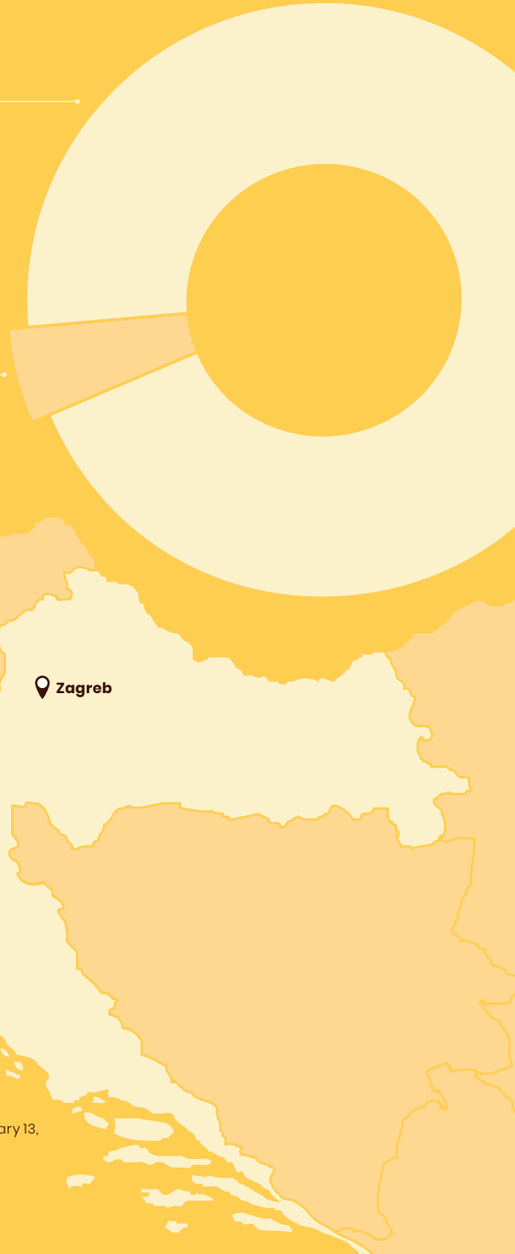
Since gaining independence from the former Yugoslavia in 1991, Croatia's healthcare system has shifted from a centralised model to a more accessible, decentralised one aligned with European Union (EU) standards.

101

childhood cancer cases are reported annually in Croatia.[1]

5%

of the overall cancer incidence in Croatia is attributed to leukaemias and lymphomas.[2]



13%

higher than the EU average, paediatric cancer (among children aged 0-14 years) in Croatia has an estimated age-standardised rate of 17.5 new cases per 100,000 population, making it the fourth highest rate in the EU.[1]

1. Country Cancer Profile 2023. European Cancer Inequalities Registry. Accessed January 13, 2025. Accessible at: 372db8b8-en.pdf
2. Novak I, et al., Incidence and mortality trends of leukemia and lymphoma in Croatia, 1988-2009. Croat Med J. 2012. Accessed January 13, 2025

I’m proud of who I’ve become

“I’m proud of how far I’ve come. Not just because of what I’ve been through, but because of who I’ve become. Life has thrown challenges at me, but I’ve learned that I’m capable of handling them – and what’s more: I’m happy.”

Magda
Croatia

Just before her 12th birthday, Magda's life took an unexpected turn. What began as a simple fever quickly led to a diagnosis of non-Hodgkin Burkitt lymphoma, an aggressive cancer affecting Magda's lymphatic system.

Growing up in Split, Croatia - by the Adriatic Sea and near Diocletian's Palace - Magda's childhood was marked by the simple joys of small-town life. Summers spent on the beach and in a close-knit community gave her a sense of belonging that has stayed with her through difficult times. However, her carefree world was abruptly replaced by the harsh realities of cancer as her childhood shifted into a new routine of hospital stays, treatments, and anxious discussions with doctors.

Words like "lymphoma" and "chemotherapy" became part of her world, and although she doesn't remember the exact moment that she learned she had cancer, she vividly recalls her parents' unwavering support. "They made sure I was never alone," she says softly.

Elevating care

Since gaining independence from the former Yugoslavia in 1991, Croatia's healthcare system has shifted from a centralised model to a more accessible, decentralised one aligned with European Union (EU) standards. Reforms have improved public health, infrastructure and patient care quality, with investments having modernised hospitals and enhanced efficiency. The Croatian Health Insurance Fund (HZZO) has expanded coverage and preventative care, but challenges remain, including managing costs, workforce shortages and rural access.

In Croatia, childhood cancer rates are approximately 101 cases per year,[1] with lymphoma making up a significant portion of them. Of these, non-Hodgkin Burkitt lymphoma is one of the fastest-growing cancers world-wide, especially common among children. However, with modern treatments the survival rate can be as high as 90%[2] when detected early.

The onset of secondary immunodeficiency (SID)

Magda's immune system was already compromised by non-Hodgkin Burkitt lymphoma, making her more vulnerable to recurring infections. Over time, she developed secondary immunodeficiency (SID), a condition in which the immune system struggles to function properly following illness or treatment.

Our immune system is the body's first line of defence, working tirelessly to protect against infections. However, when it becomes compromised, severe, or frequent infections can follow. This is the case with SIDs which - unlike genetic primary immunodeficiencies (PIDs) - are caused by external factors such as illness or medical treatments.

For Magda, her SID led to frequent infections - especially respiratory issues - which required immunoglobulin therapy to strengthen her immune system. Fortunately, recent advancements in SID management in Croatia have made treatments such as immunoglobulin replacement more accessible, significantly improving quality of life for people like her.

"We are committed to raising awareness about immunodeficiencies and working closely with physicians, supporting them with the education and resources necessary to provide crucial support to patients and their families," says Igor Ilic, Regional Product Manager at Octapharma. "By offering practical assistance in applying our therapies, we help improve quality of life, giving patients with conditions such as SID greater independence and a smoother treatment experience."

1. Country Cancer Profile 2023. European Cancer Inequalities Registry. Accessed January 17, 2025. Accessible at: 372db8b8-en.pdf
2. Brittney S. et. al. Burkitt Lymphoma. NIH. Accessed January 17, 2025. Burkitt Lymphoma - StatPearls - NCBI Bookshelf

Taking control of her health
Magda first learned about Octapharma's subcutaneous immunoglobulin (SCIg) therapy when her doctors recommended switching from monthly hospital IVIg infusions to home treatment. This option was significantly more convenient - especially as she was nearing 18 and preparing to leave Split for the first time.

Moving to Zagreb to study at university offered a fresh start but also brought new challenges. "I was scared. A new city, new doctors, new everything. I had to grow up really fast."

Octapharma has a long history in subcutaneous immunoglobulin therapy, offering a 16.5% immunoglobulin solution that enhances treatment flexibility for patients. This therapy has allowed Magda to independently take control of her health from home, reducing hospital visits and giving her the freedom to focus on her studies and enjoy life.

"I was often sick, with severe colds that affected my sinuses and led to ear and eye infections. Now, with SCIg therapy, that rarely happens," she says.

A story of hope
Today, as Magda approaches the final year of her master's degree in sociology, her life is filled with joy and purpose. The friendships, intellectual growth and personal relationships she has nurtured provide her with a deep sense of fulfilment. Though her health challenges remain a part of her story, they no longer define it.

Reflecting on her journey, Magda is filled with gratitude. Her parents' unwavering love, her sister's support, and her partner's presence have been her anchor through the darkest times. Now, she looks ahead to a future full of possibilities.

Her story is no longer just about surviving illness - it's about building a life of hope, love and purpose.

"I'm proud of how far I've come," Magda reflects. "Not just because of what I've been through, but because of who I've become. Life has thrown challenges at me, but I've learned that I'm capable of handling them – and what's more: I'm happy."

Non-Hodgkin lymphoma

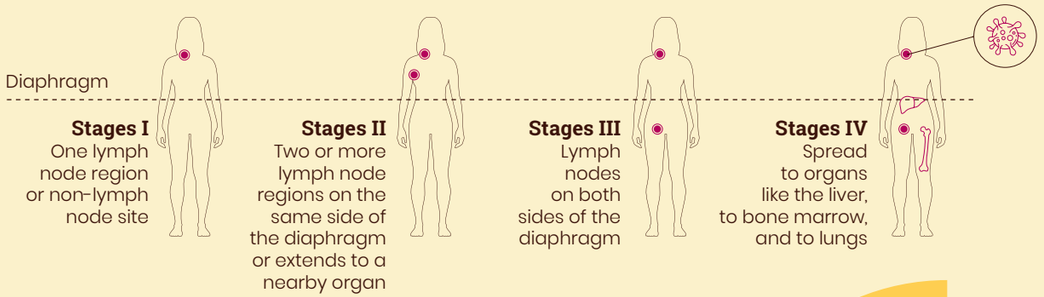
Lymphoma is a type of blood cancer that develops when white blood cells called lymphocytes grow out of control. Lymphocytes are part of our immune system – travelling around our body in our lymphatic system, helping us fight infections. There are two types of lymphocyte: T lymphocytes (T cells) and B lymphocytes (B cells).[1]

Burkitt lymphoma is type of non-Hodgkin lymphoma that develops from B cells. Burkitt lymphoma is a fast-growing, high-grade lymphoma typically affecting children. It causes sudden, worsening symptoms and is treated with intensive chemotherapy, often leading to long-term remission.[2]

85–90%
of NHL cases start in the B cells.[3]

How are lymphomas staged and classified?

Lymphomas are staged using the Ann Arbor staging system. This system classifies the disease into four stages based on the location and extent of the cancer.[3]

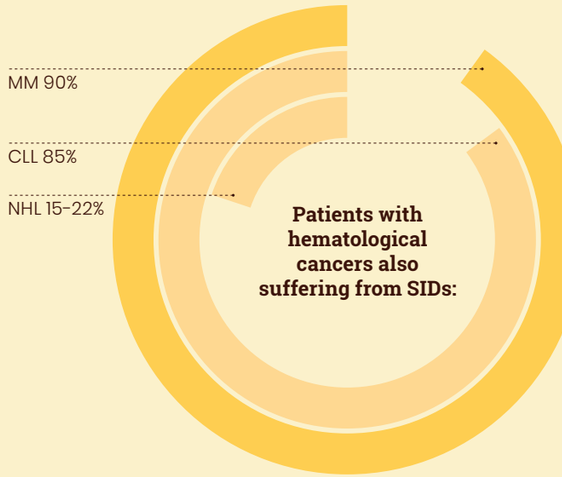


Secondary immune deficiency (SID)

Secondary antibody deficiency – a form of SID – often arises from multiple factors linked to both the underlying disease and its treatment, including a growing number of therapies targeting B cells. Among the various types of secondary antibody deficiency, disease-related cases are the most prevalent – typically associated with hematologic cancers such as chronic lymphocytic leukaemia (CLL), lymphoma, and multiple myeloma (MM)[4], making them more vulnerable to infections due to weakened immune systems.[5]

SIDs are typically associated with up to 85% of chronic lymphocytic leukaemia (CLL) cases, up to 90% of Multiple Myeloma (MM) cases, and 15-22% of Non-Hodgkin lymphoma (NHL) cases.[6]

A study of infections in Non-Hodgkin lymphoma (NHL) found respiratory infections most common. T-cell lymphoma had the fewest infections, while marginal zone lymphoma – a type of indolent B-cell lymphoma – was associated with the most frequent infections, particularly: sinusitis, bronchitis, and pneumonia.[6]



1. Lymphoma action. Accessed January 13,2025. https://lymphoma-action.org.uk/types-lymphoma
2. Cleveland Clinic. Accessed January 13, 2025. https://my.clevelandclinic.org/pediatrics/services/burkitt-lymphoma-treatment.
3. Leukemia & Lymphoma society. Accessed January 13, 2025. https://www.lls.org/lymphoma/hodgkin-lymphoma/diagnosis.
4. Patel SY. et al., The Expanding Field of Secondary Antibody Deficiency: Causes, Diagnosis, and Management. Front Immunol. 2019.
5. Allegra A. et al., Secondary Immunodeficiency in Hematological Malignancies: Focus on Multiple Myeloma and Chronic Lymphocytic Leukemia. Front Immunol. 2021.
6. Jolles et al., Secondary antibody deficiency in chronic lymphocytic leukemia and non-Hodgkin lymphoma: Recommendations from an international expert panel, Blood Reviews, Volume 58, 2023.

Small antibodies with big implications

“The discovery of what we now know as ‘VHH antibodies’ (which are often referred to as ‘nanobodies®’*) is a remarkable example of serendipity in science.”

Thomas Güttler
Head of Recombinant Research & Development

* NANOBODY® is a registered trademark of Ablynx N.V.

Tiny molecules derived from the blood of camels and llamas hold the potential to transform the treatment of patients across multiple therapeutic fields and indications. These small, highly specific antibodies can target disease-related proteins, potentially redefining treatment strategies. Given its potential, Octapharma is pioneering in the field and investing in this promising and rapidly expanding area of research.

"The discovery of what we now know as 'VHH antibodies' (which are often referred to as 'nanobodies®'*) is a remarkable example of serendipity in science," says Thomas Güttler, who leads the Octapharma Recombinant R&D team in Heidelberg, Germany. With VHH antibody technology at the heart of his department's focus, the team is pioneering innovative biologics across critical care, haematology, immunotherapy, and beyond – addressing unmet medical needs with breakthrough solutions.

Serendipity in action

When biology students at the Free University of Brussels stumbled upon a strange antibody pattern in dromedaries during a routine teaching course in the late 1980s, they unknowingly set the stage for one of the most exciting discoveries in antibody science. At the time, their task was simple: isolate antibodies from serum, and classify them into known types.

Concerned about the emerging HIV epidemic, they opted to work with dromedary serum rather than human plasma. What they found was very unexpected – a class of smaller antibodies that defied the understanding of immunologists at the time.

This discovery led to further investigations spearheaded by Cécile Casterman and Raymond Hamers who confirmed that animals in the Camelidae family (which includes camels, llamas, dromedaries and alpacas) naturally produce these unique antibodies which are not just smaller but also simpler than their human counterparts. The molecular portion that makes these "miniature" antibodies bind to their "targets" can be produced independently from the rest of the antibody and is now known as a VHH antibody.

These smaller but potent versions of antibodies, later also found in sharks, bind their targets with remarkable strength and specificity and are highly stable – properties that the immune systems of camelids and sharks naturally develop during an immune response when challenged by pathogens or toxins.

Ethical and potent antibody alternatives

The process of obtaining therapeutic VHH antibodies begins by exposing a camelid to a desired target, such as a plasma protein. This prompts its immune system to produce antibodies directed against that target. "We then isolate the antibody-producing immune cells from a small volume of the animal's blood and obtain the DNA blueprint for virtually its entire VHH antibody repertoire. Next - in a process dubbed 'lead discovery' - we identify promising candidates for further refinement," explains Antra Zeltina, who leads the R&D Molecular Design Group at Octapharma.

"Animals are only needed in the very early lead discovery stage, and they are not harmed in the process. It's merely like getting a vaccination and bloodwork at your doctor's office," Antra adds. "Moreover, advanced animal-free, computationally-designed VHH antibody repertoires are increasingly being used in our drug discovery workflows."

Throughout lead discovery, VHH antibodies are made in microorganisms such as bacteria or yeast, unlike conventional antibodies which always call for more elaborate mammalian cell cultures. This simplicity gives VHH antibodies decisive advantages in production: they can be manufactured to scale at a fraction of the costs of conventional antibodies. Even when generated in mammalian cells, yields are notably higher with VHH antibody-based molecules.

However, despite their advantages, the diminutive size of VHH antibodies presents a challenge. As Thomas points out, their small format means they quickly clear from the bloodstream and thus have a short half-life of only a couple of hours at most.

Versatility tailored for function

To overcome this limitation, innovations such as protein fusions are used to extend the VHH antibodies' half-life, making them a scalable and practical solution to the growing demands of healthcare. This highlights how these tiny antibodies can be "mixed and matched" like Lego bricks to achieve desired therapeutic outcomes.

Laboratory and computational techniques, which include cutting-edge machine learning approaches, are used to further enhance VHH antibodies - improving their selectivity, functionality and immunogenicity in the so-called "lead optimisation" process. This careful refinement ensures that VHH antibodies are safe and precisely tailored to their intended therapeutic use in humans.

"Getting the chance to transform discovery research into groundbreaking therapeutics is a unique privilege."

Thomas Güttler
Head of Recombinant Research & Development

* NANOBODY® is a registered trademark of Ablynx N.V.

A leap toward transformative therapeutics
Octapharma's R&D team has made significant strides in both lead discovery and optimisation, demonstrating the transformative potential of VHH antibodies. These achievements highlight the department's commitment to pushing the boundaries of this innovative technology and positioning VHH antibodies as a key development in therapeutic research.

"Getting the chance to transform discovery research into groundbreaking therapeutics is a unique privilege," says Thomas. "VHH antibodies hold immense potential, and we are on the verge of fully unlocking their capabilities. As we continue to strengthen the scientific expertise within our department, these innovations will drive significant progress and create exciting new opportunities for future use inpatient treatments."

"Next – in a process dubbed 'lead discovery' – we identify promising candidates for further refinement."

Antra Zeltina
Group Manager for Molecular Design,
Recombinant Research & Development

R&D's focus on yields and new products reaps dividends

A strategic focus on research into new plasma-derived products and on increasing immunoglobulin (IgG) yields has opened the door for a range of new opportunities in 2024.

"Plasma is a precious commodity, so we owe it to our patients and donors to ensure that we make the best possible use of it," says Liane Hoefferer, Senior Vice President, R&D Plasma. "One of the ways we do that is to ensure that we extract as much of the IgG as possible out of every litre of plasma collected, for use in products like octagam® and panzyga®. Our goal is to consistently rank among the best performing plasma fractionators in the world."

In the short term, Octapharma is focused on data collection and analytics for every step at all IgG manufacturing facilities. This data provides granular insights into IgG losses occurring during the IgG purification process. The database produced is the foundation for yield improvement projects at R&D.

In the medium term, these insights will be used to improve individual process steps to prevent excessive IgG losses during manufacturing. In 2024 this approach has already been very successful - with improvements to one process step delivering significant yield gains on the octagam® and panzyga® process lines. Validation batches are scheduled to be manufactured in 2025. In addition, the team has identified further projects which are expected to deliver results in the coming years.

Long-term measures, initiated by the Vienna and Heidelberg R&D teams, focus on completely new processes for IgG and albumin which will require clinical studies.

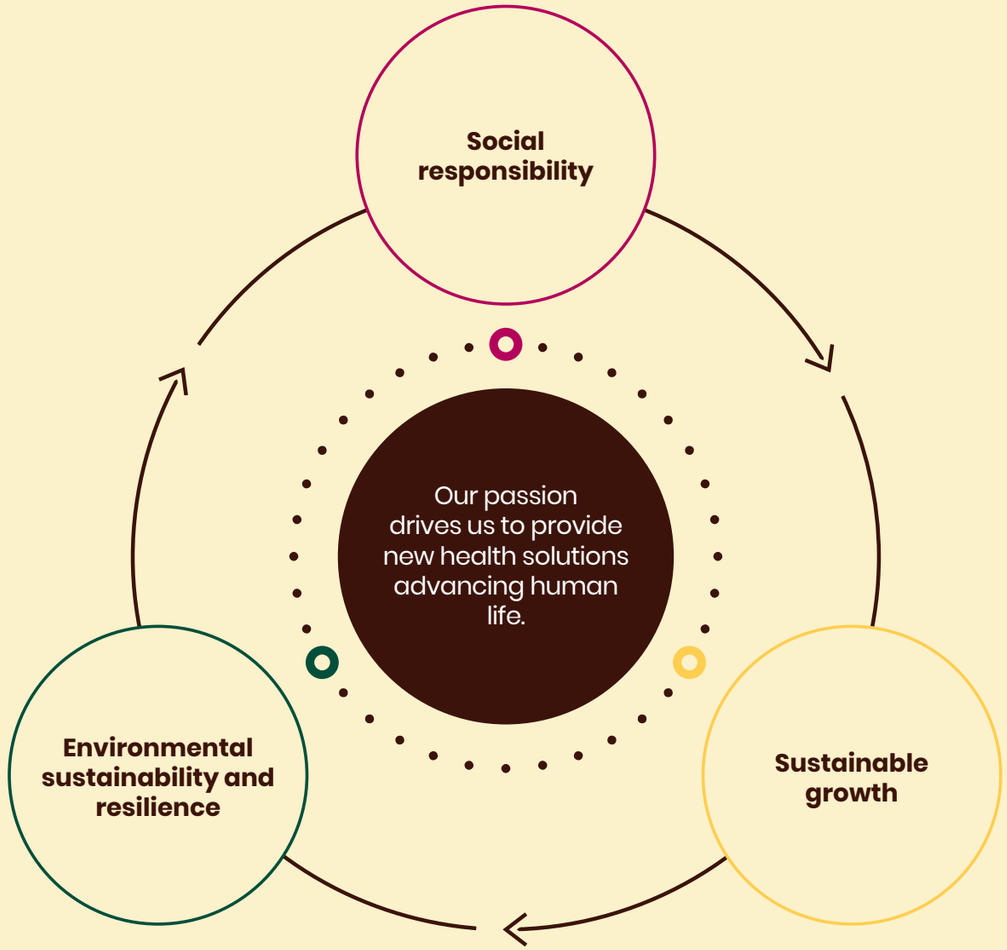
"In terms of yield improvement, it has also been rewarding to investigate the manufacturing processes of our other successful products," said Gerhard Gruber, Head of Product & Process Science, Plasma & Lyo Products. "One such example is the fibrinogen yield improvement project, which has not only been an excellent collaboration with the Pilot Plant and Operations teams but is also already promising to deliver significant improvements in the years ahead."

Our approach to sustainability

At Octapharma, we care for people and the planet

At Octapharma, sustainability is a core value and an integral part of our strategy. As a family-owned, purpose-driven company, we are dedicated to operating in a socially responsible and environmentally sustainable way, always acting ethically and with integrity.

Guided by our long-term vision to provide health solutions that advance human life, with financial discipline and core values at our foundation, we strive to support more patients in need worldwide while safeguarding our planet for future generations. Together, we are truly making a difference to people's lives.



Social

56%

of our employees are women

Growth

6.1%

annual growth in total net revenue in 2024

Environment

26.14MWh

per tonne of plasma is the emission rate in 2024

- **Social responsibility**
  We prioritise social responsibility by caring for our employees, patients, plasma donors, and the local communities in which we operate.
- **Sustainable growth**
  We invest in sustainable value creation by continuously pushing boundaries with our innovative treatments and by expanding the therapeutic use of our existing products.
- **Environmental sustainability and resilience**
  We strive to minimise our environmental impact by safeguarding natural resources and by reducing our greenhouse gas emissions, water consumption and use of chemicals, all while increasing our resilience to climate change.

A strategic approach to environmental sustainability

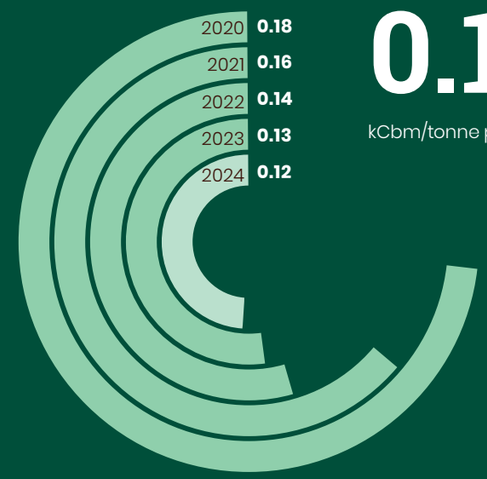
Sustainability is an integral part of our strategy and one of our five core values. In 2024, we made significant progress towards becoming an even more sustainable and resource-efficient company.

This is reflected through our sustained investments in numerous environmental sustainability initiatives, including:

- Replacement of traditional fluorinated refrigerants with alternative natural refrigerants that have a lower global warming potential.
- Improving energy efficiency through system and equipment upgrades and heat recovery initiatives.
- Purchase of renewable energy and installation of photovoltaic (PV) systems to reduce our dependence on fossil fuels.
- Recycling ethanol at our Stockholm site, with up to 80% of waste ethanol being returned to the site - aligning with circular economy principles.
- Conserving water by optimising cleaning processes to reduce municipal water usage and eliminating its use for cooling purposes.
- Reducing CO2 emissions by passing flue gas from gas burning processes through waste water to neutralise its PH value.
- Substituting and minimising the use of chemicals that have the potential to harm people or the environment.

"In 2024, we carefully assessed our greenhouse gas emissions and pinpointed hotspots, to gain a clearer picture of how our operations and value chain contribute to climate change," says Manuela Huck-Wettstein, Group Director Sustainability at Octapharma.

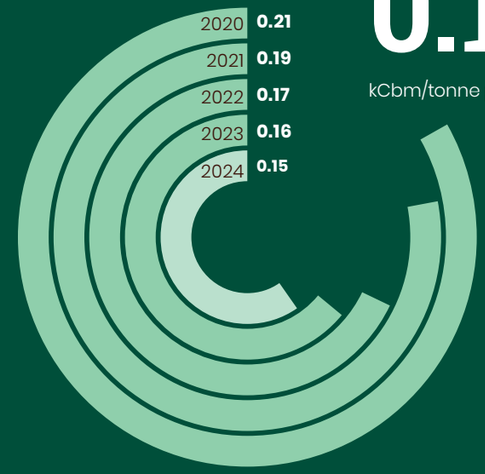
"The bulk of these greenhouse gas emissions come from our value chain, - with key sources including purchased goods and services, capital goods and logistics. Emissions from electricity consumption, refrigeration, and natural gas combustion are also critical areas of focus. This deeper understanding of our climate impact is now being translated into a robust roadmap to decarbonise our business, with significant initiatives expected to be launched over the coming year - building on the progress already made and the work currently underway."



Waste water in 2024

0.12

kCbm/tonne plasma



Municipal water use in 2024

0.15

kCbm/tonne plasma

Emissions in 2024

1.16

tonne CO_2e/tonne plasma

"In 2024, we carefully assessed our greenhouse gas emissions and pinpointed hotspots."

Manuela Huck-Wettstein
Group Director Sustainability

Together, we are all part of a vital chain

"Trust is important. It's an essential value."

Dominique Ulrich
Quality Representative II
Octapharma Lingolsheim, France

“Working at Octapharma is like cheering for a winning team.”

Pär Sandqvist
Department Manager, Pharmaceutical Production
Octapharma Stockholm, Sweden

In 2024, Octapharma continued to build on the successes of its strategic ambition to remain an employer of choice in the highly-competitive pharmaceutical industry.

Reflecting on the company’s progress, Fany Chauvel, Group Vice President of Human Resources at Octapharma, remarked: “Our employees are our greatest strength, and we have embarked on a continuous journey to empower them further. In 2024, we doubled down on our efforts to ensure Octapharma remained a place where people can thrive, innovate and build fulfilling careers.”

On-board prior to day one

One of the standout achievements of 2024 was the refinement of Octapharma’s career mapping and lifelong learning programmes, which provide employees with clear pathways for growth. These programmes enable individuals to continually skill up and advance within the company, and are crucial to align roles and responsibilities. “By investing in our people’s long-term professional development, we not only manage to retain top talent but also ensure that our teams remain agile and equipped to meet the demands of our evolving industry,” explains Fany.

2024 also saw the global rollout of new digital HR tools that have streamlined recruitment, aligned onboarding, and improved employee feedback processes. This digital transformation has helped Octapharma maintain a cohesive global workforce while promoting transparency and efficiency across all levels of the organisation. “As our company grows, it is crucial to refine our onboarding procedures to ensure that new hires and leaders integrate seamlessly,” says Fany.

A well-executed pre- and onboarding process not only introduces new employees to the company culture but also lays the foundation for a supportive work environment. Fany highlights the importance of consistency in these processes: “By aligning our onboarding practices and introducing a pre-boarding approach across all locations, we ensure that new employees feel supported and part of the team, regardless of where they join us. This strengthens our culture and sets the foundation for long-term success.”

Studies show that a strong onboarding process can improve new hire retention by 82% and increase productivity by over 70%. Such effective onboarding helps employees connect with the company’s vision and values from day one, reduces the learning curve, and enables new hires to reach full productivity 50% faster. Furthermore, companies that enhance their onboarding experience report a 50% increase in employee engagement.

Development as part of the DNA

With the global pharmaceutical industry projected to grow by 5% annually over the next five years, competition for skilled professionals is expected to intensify. To address this, in 2024 Octapharma has introduced programmes, such as the International Early Career Program (IECP), aimed at nurturing talent and fostering long-term career growth.

Linda Weiler – Coordinator, Microbiological Quality Control at Octopharma Springe, Germany

The IECP offers longer-term contracts and targeted development opportunities. As Wolfgang Hofmann, Group Director of Learning & Development, notes, "We are committed to shaping future leaders at Octapharma by building a diverse pipeline of professionals, ensuring the company's sustained success."

He further emphasises: "Fostering career development is a crucial link that connects individuals to our organisation's broader mission." Indeed, learning and development (L&D) programmes have significantly enhanced employee growth and motivation across various sites.

At Octapharma Springe in Germany, the L&D portfolio offers a wide and diverse range of opportunities, spanning leadership training and individual coaching to specialised initiatives such as the Female Leadership Academy, which supports women's leadership development and promotes diverse representation at all levels.

Another standout initiative is the "Train the Trainer" programme in Octapharma Stockholm, which equips instructors to effectively share knowledge with new colleagues. Likewise, Octapharma Vienna offers various learning and development activities, including leadership training, self-management programmes, and tailored training for specific roles.

Value through diversity

"Everybody has strengths and weaknesses," says Mads Anderson – Group Director of HR Transformation – who moved to the HR team from a Project Management position. "Some of these differences are visible, and some are not, but accepting and appreciating different abilities helps us build teams that are much stronger - which is enriching and positive for everyone."

Octapharma views diversity, equity, inclusion and belonging as crucial elements of its organisational culture. As Mads explains: "They strengthen our culture, drive innovation, and enhance outcomes for patients globally." By embracing diverse perspectives, our company fosters fresh ideas and challenges traditional thinking. Research supports this approach: companies with more diverse management teams tend to see higher revenues from innovation.

"Ultimately, Octapharma is dedicated to creating a future where every employee feels seen, heard and valued. By prioritising diversity, equity, inclusion and belonging in our culture, we invest in our people's success, happiness and fulfillment, fostering a workplace where everyone can thrive," states Fany Chauvel.

As part of its commitment to fostering an inclusive culture, Octapharma Stockholm recognises Pride Month every year. "We embrace diversity and inclusion, recognising the importance of supporting the LGBTQ+ community," says Charlotte Jernbom, Head of Human Resources, Octapharma Stockholm.

Fany Chauvel underlines that, at Octapharma "we're more than just a team; we support each other in our vision to provide new health solutions advancing human lives."

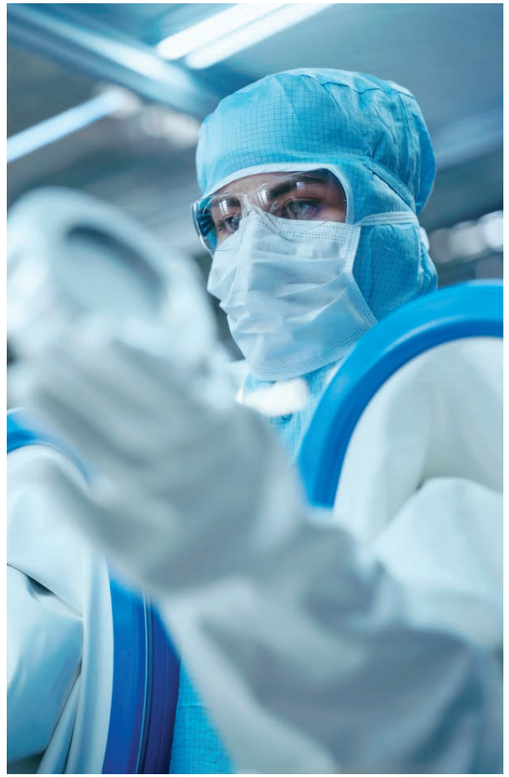
Stefanie Frey, Deputy Head VI&P Operations & Responsible Person VI&P at Octopharma Vienna, Austria

Elisei Roman, Shift Technician, Maintenance
Octapharma Springe, Germany

This family-owned company blends an intimate atmosphere with the resources of a large organisation, leveraging diverse abilities to foster a culture of togetherness. Everyone at Octapharma understands the significant impact that their work can have on millions of patients and their families around the world. As Fany Chauvel says: "We believe in the power of hope as we pursue our important vision. We are all part of a vital chain."

"I'm proud to support my team in doing their work to the best of their ability."

Isabella Geretschläger
Head of Sterility Assurance
Octapharma Vienna, Austria



“Following the visit, our customers now see the full range of value we provide – from education to state-of-the-art manufacturing and safe product delivery.”

Kym Ching
Sales & Marketing Manager, Octapharma SEA

By empowering healthcare professionals globally through education and training, Octapharma ensures that patient-centred care is always a priority.

Behind the scenes: Empowering healthcare professionals

Octapharma’s commitment is rooted in its deep focus on patient needs. By empowering healthcare professionals globally through education and training, Octapharma does its part to always make patient-centred care a priority.

In 2024, a group of Indonesian doctors visited Octapharma’s production site in Springe, Germany for an in-depth look at the intricate processes behind medical product manufacturing. Such visits are common, as Octapharma regularly welcomes healthcare professionals to its facilities to witness first-hand the uncompromising standards behind its products - from handling raw materials to the precise filling of our medicinal products.

Sales & Marketing Manager at Octapharma SEA Kym Ching noted: “Following the visit, our customers now see the full range of value we provide – from education to state-of-the-art manufacturing and safe product delivery.”

Such tours help to emphasise Octapharma’s role in advancing human life and global healthcare through collaboration and knowledge sharing— always with patient well-being at the core.

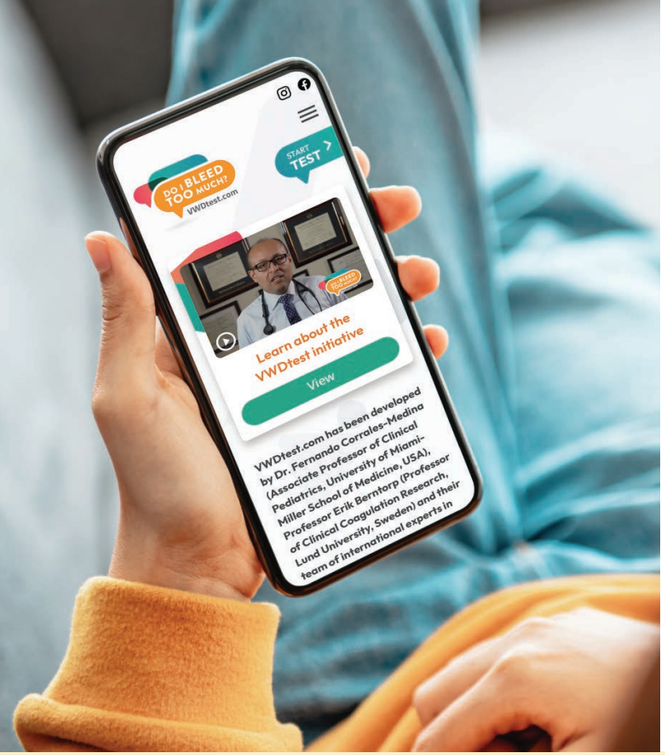
Simplifying IgG therapy with flexIG!

As healthcare around the world goes increasingly digital, mobile health apps are elevating patient care through real-time treatment monitoring and personalised support. With more patients and healthcare providers adopting these tools, mobile health apps are transforming how individuals stay engaged with their health, adhere to treatment plans, and communicate with their care teams.

flexIG – Octapharma’s digital therapy diary – empowers patients to actively manage their subcutaneous immunoglobulin (SCIg) treatments. Anne-Lise Roger, Global Brand Manager at Octapharma’s Immunotherapy Business Unit, is convinced that flexIG is a significant milestone providing patients with a cutting-edge way to oversee and track their therapy at their fingertips. Ultimately, it is also strengthening adherence and enhancing communication with the healthcare provider.

The flexIG app was launched in Germany and Italy in October 2024, with many other countries – including those beyond the EU – set to follow suit.

Scan the QR code to learn more and view the app.



14

languages make VWDtest.com globally accessible

>32,600

people have taken the online test

VWDtest.com: Bridging the diagnostic gap for von Willebrand Disease

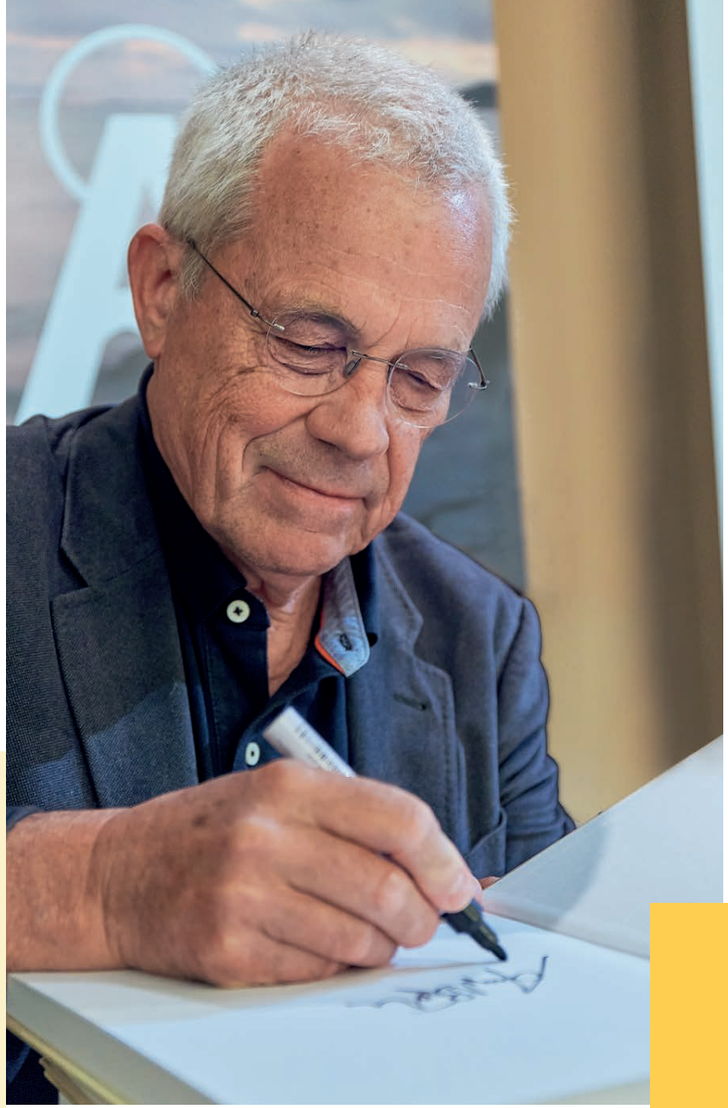
VWDtest.com is a groundbreaking global online platform dedicated to raising awareness and improving the diagnosis of people with von Willebrand Disease (VWD). This initiative – led by an international group of experts and supported by Octapharma – aims to make a profound impact on the lives of those affected by VWD.

Primarily targeting patients, healthcare professionals (HCPs), and caregivers, VWDtest.com offers a wealth of expert-validated multilingual educational content and heartfelt patient stories. These resources are designed to resonate deeply with those navigating the challenges of VWD – providing both knowledge and support throughout the VWD diagnostic journey.

Two of the standout features of VWDtest.com are the 5-minute bleeding self-assessment tool and the pictorial blood assessment chart. Both empower patients to gauge their likelihood of having an underlying bleeding disorder. The results of the self-assessment test can easily be shared with HCPs – paving the way for further evaluation and timely intervention.

Octapharma's Global Brand Manager Haematology Lina Aires highlights the significant hurdles numerous patients face in obtaining a proper VWD diagnosis: "Many patients struggle due to limited support, education, or lab resources," she explains. "The VWDtest.com website is a unique awareness platform providing international expertise with links to local support groups - aimed at increasing the diagnosis of people with VWD. At Octapharma, our goal is to improve the quality of life for patients with VWD, and we are dedicated to making a meaningful difference in regions where VWD management remains a significant unmet need," Lina adds.

Scan the QR code and join us on Instagram and Facebook!



Celebrating a century of progress on VWD

Last year's 7th Åland Island meeting on von Willebrand Disease (VWD) marked 100 years since Dr Erik von Willebrand identified this rare bleeding disorder.

Held in the picturesque Åland archipelago since 1998, the event brings together a significant number of leading clinicians and researchers to discuss the latest advancements in diagnosing and managing VWD – the most common bleeding disorder worldwide.

Organised by Erik Berntorp (Emeritus Professor at Lund University, Sweden) and Riitta Lassila (Professor of Coagulation Medicine at the University of Helsinki, Finland), and sponsored by Octapharma, the three-day event featured 22 presentations covering genetics, clinical manifestations, diagnostics, and treatments, with the focus on women's health and surgery.

A unique feature of the 2024 meeting was the launch of a revised VWD textbook and a visit to Föglö.

"Despite significant advances in VWD diagnosis and treatment, many challenges remain," says Larisa Belyanskaya, SVP IBU Haematology at Octapharma. "Public and medical awareness remains limited, diagnostic methods need further improvement, and disparities in access to care persist, especially in low-income countries. The Åland Island meeting highlighted these issues and inspired ongoing efforts to address them."

> "Despite significant advances in VWD diagnosis and treatment, many challenges remain."
>
> **Larisa Belyanskaya**
> SVP IBU Haematology

Read more: QR code to Octapharma website with full article.

Towards self-sufficiency in the UK

Octapharma appointed sole fractionator for UK's plasma for medicines programme

In 2021, a long-standing ban on the use of UK plasma for the manufacture of immunoglobulins was removed after a review by the Commission on Human Medicines (CHM), an independent body that advises the UK government, deemed that UK plasma is safe to use. The ban was introduced in 1998 due to concerns over the transmission of Creutzfeldt-Jakob Disease (vCJD).

Following the lifting of the ban, the UK government appointed National Health Service (NHS) England to lead a procurement process to select a manufacturer to provide fractionation and product manufacturing services using UK plasma.

Following a highly competitive tendering process, Octapharma was selected in July 2023 to be the sole fractionator for the UK's plasma for medicines programme.

"The Octapharma team responded to this exciting opportunity with a comprehensive and competitive bid and we are proud to have been appointed the sole fractionator for this highly strategic and important project," says Clare Worden, General Manager UK and Ireland. "We look forward to working closely with the NHS in the coming years to provide patients with the plasma medicines they need."

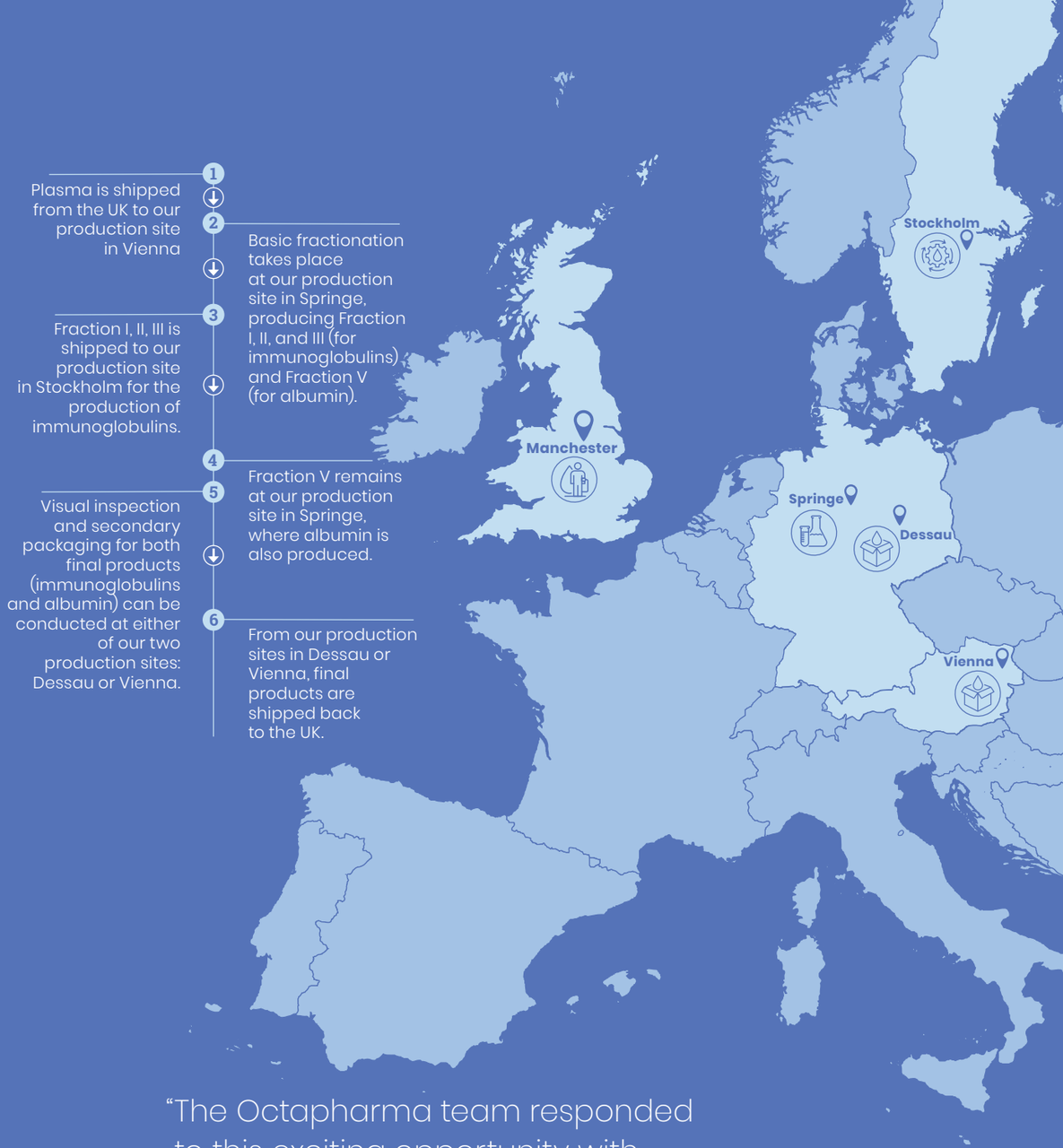
The NHS annual collection target of approximately 300,000 litres of plasma will provide approximately 80% self-sufficiency of albumin and around 30% for immunoglobulin, building resilience with these products in the UK.

Initiated on behalf of the Department of Health and Social Care the plasma for medicines programme is a crucial element in the UK's effort to reduce sole reliance on external plasma sources and to ensure a stable, safe, and affordable supply of these essential therapies for patients nationwide.

Throughout the multi-year programme and starting in 2024, an annual volume of approximately 300,000 litres of UK plasma will be shipped to Octapharma, with production taking place in our European manufacturing sites in Springe and Stockholm. The first domestically sourced immunoglobulin and albumin products are expected to be available to NHS patients in the UK by early 2025.

About the Programme
National Health Service Blood and Transplant (NHSBT) has established dedicated plasma donor centres in selected UK towns (Reading, Twickenham, and Birmingham), with plans for further expansion. These centres collect plasma through plasmapheresis, and additional plasma is recovered from whole blood donations. The collected plasma is stored and will be processed into medicines by Octapharma, one of the world's largest plasma fractionators. Octapharma was selected in July 2023 to provide these services through a procurement process led by NHS England.

Background
In 1998, the UK imposed a ban on using domestic plasma for manufacturing PDMPs due to concerns about variant Creutzfeldt-Jakob Disease (vCJD). Consequently, the UK depended on imported plasma, primarily from the United States, to meet its PDMP needs. In 2021, following a comprehensive safety review, the Medicines and Healthcare products Regulatory Agency (MHRA) lifted the ban, deeming UK-sourced plasma safe for producing these treatments.



"The Octapharma team responded to this exciting opportunity with a comprehensive and competitive bid and we are proud to have been appointed the sole fractionator for this highly strategic and important project."

Clare Worden
General Manager UK and Ireland

From survivor to advocate

"I'm very precise and I believe there's a method to determine how to solve most problems, and if you follow that method, you get exact answers."

Rob Marchand
Team manager at Octapharma Plasma, Inc.

As a mathematician and team manager at Octapharma Plasma, Inc., Rob Marchand is great with numbers. "I'm very precise and I believe there's a method to determine how to solve most problems, and if you follow that method, you get exact answers," he explains.

Since joining the company in 2022, Rob and his team - based in Charlotte, North Carolina - have been tasked with solving complex issues that are critical to the business. But shortly after his arrival, Rob faced one of the biggest physical and mental challenges of his life - one that didn't immediately seem to have any precise method to help him solve it, but which ultimately gave him a new lease on life and a desire to help other patients in a unique way.

Life-threatening defiance

Rob caught a mild case of COVID-19 around Thanksgiving in 2022. It lasted about 10 days. When he experienced similar symptoms a few weeks later, he wasn't really alarmed. And when he tested negative for COVID-19 that second time around, he assumed he just had a bad cold. He didn't realise his body was already battling something much more severe.

Looking back, Rob now recalls starting to feel somehow disconnected from reality. His mind became cloudy and he experienced memory loss. He couldn't eat or drink, and he was soon confined to a chair. He remembers being defiant and not wanting to see a doctor. Finally, on New Year's Eve 2022, his partner Beth convinced him to go to hospital.

"She saved my life," he says now. "Without her, I wouldn't be here. I didn't know how bad I was. Apparently if I'd waited one more day, I wouldn't be here at all."

Rob was airlifted to another hospital for care. Doctors diagnosed him with Thrombotic Thrombocytopenic Purpura (TTP), a life-threatening blood disorder in which blood clots form in veins throughout the body. TTP impacted Rob's brain, heart, and kidneys. He underwent six rounds of plasma exchange treatment to keep him alive.

Finding a community

During his two-week hospital stay, Rob spent time learning as much as he could about his condition. His recovery would be a challenge, and he felt alone as he read just how rare TTP was.

"My goal is to increase awareness to make someone else's journey quicker and easier."

"I was tired, lightheaded, and couldn't focus. I still struggled to recall even the most basic things. I had to learn how to depend on others - especially as a parent. It was isolating. I didn't know anyone who had TTP. No one really understood what I was going through."

Rob eventually discovered the Ree Wynn Foundation (RWF) - a non-profit organisation set up in memory of Reeshemah Wynn who died just hours after receiving her own TTP diagnosis in 2012. The RWF educates and promotes TTP awareness with the aim of reducing the mortality rate and enhancing the quality of life of those living with this rare blood disorder. For the first time since his diagnosis, Rob felt like he had found his community.

Hearing stories from other TTP patients during the RWF's monthly virtual support group meetings was inspiring and encouraging. And knowing his employer helps develop products for patients with this condition gave Rob a new sense of purpose and tied him even more closely to his work.

Raising awareness

During one of the RWF's support sessions, Rob learned they periodically participate in blood drives. At this point, he hadn't shared what he did professionally with the group. He spoke to his managers, and they were receptive to finding ways to work with the Foundation.

This is how – during International Plasma Awareness Week in October 2024 – and in collaboration with the RWF - Rob helped coordinate Octapharma Plasma's first plasma drive at two donation centres in New Jersey. Many people were made aware of the life-saving difference plasma donations can make, while more than two dozen people came out to support and donate.

"My goal is to increase awareness to make someone else's journey quicker and easier," says Rob. "TTP has a high mortality rate if not diagnosed and treated soon enough. It's what motivates the Ree Wynn Foundation, and why I'm glad Octapharma was able to partner with them."

Rob continues to support TTP awareness by attending in-person events and participating in speaking opportunities. In fact, he finds these activities therapeutic for him. "It's been huge to meet others who've had TTP," he says. "I remember walking up to the first person at a support meeting. I couldn't hold my emotions back. It's been really hard, and so many people think you'll just go back to being the person you were before." Rob takes a deep breath. "But what I've learned is that you're never going back to being that person. You're a new version of yourself, and that's okay. It's tough to accept, but I think I'm finally there."

From left: Phillip Meagher, Ops Data Analytics Manager with Logan Schick, Pricing Analyst

Be a hero time and time again

“How my centre treats donors is phenomenal. I'll be here for another year and they’re going to be seeing me every week.”

Charles
Donor

“Most people at the donation centre just call me by my last name because that’s the name they see on my uniform,” Charles jokes, adding: “It feels like I’m amongst friends here.”

Charles - a United States Army Staff Sergeant - has served his country for nearly 20 years, and is currently based in Virginia. He's also been a dedicated Octapharma Plasma, Inc., donor since he first arrived for duty in Virginia in 2021 and intends to continue to remain one.

A single donation can save lives in many different ways

The plasma in our bodies is essential to protect us from infections and blood disorders, and it also plays a critical role in coagulation. Plasma-derived therapies - which depend entirely on plasma donations - are used in numerous critical medical treatments. They help millions of people worldwide with life-threatening conditions such as primary immunodeficiency, bleeding disorders, and in critical care and emergency situations.

Given the life-saving nature of these treatments, we at Octapharma value our plasma donors just as much as we value our patients.

Giving his all to save lives

As a soldier, Charles knows all about sacrifice and selflessness in order to save the lives of others. When he donates twice a week, it's no different. Even with his wife and children back home in Colorado, Charles will remain in Virginia throughout the rest of 2025.

“The atmosphere at my Octapharma Plasma donation centre is always friendly and welcoming, which makes the process enjoyable, comfortable and trustworthy,” Charles emphasises. “One of the things I appreciate most about Octapharma Plasma is its focus on donor care.”

Charles briefly donated in 2006, but he didn't really understand the power of plasma until he learned about a colleague’s wife who needed plasma treatments every month.

> “The atmosphere at my Octapharma Plasma donation centre is always friendly and welcoming, which makes the process enjoyable, comfortable and trustworthy.”

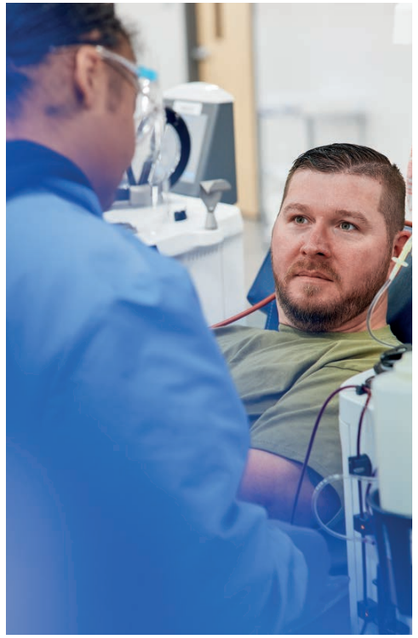
Dedicated donor

Today, Charles is well known and liked at his centre. The staff enjoy seeing him regularly and he’s got a few employees he’s grown fond of who typically look after him during his donations.

Charles’s centre was one of the first Octapharma Plasma locations in the US to open. In 2024, the centre relocated across the street to a new facility with an updated design and upgraded technology. As part of the re-opening ceremony, Charles spoke on behalf of donors, and he shared his experiences with representatives from the community, officials and the local Octapharma Plasma team.

After his current stationing, Charles is retiring and heading home to be with his family. But until then, life-saving plasma donations are going to remain a part of his routine.

“How my centre treats donors is phenomenal,” he says. “I'll be here for another year and they’re going to be seeing me every week.”



> “One of the things I appreciate most about Octapharma Plasma is its focus on donor care.”

How Big Data is changing the game at Octapharma

"As with so many other new advances, the successful application of AI requires curiosity, persistence and a willingness to embrace continuous learning, together with a pragmatic mindset."

Volker Weimar
Head of MSAT

Over the past two years, Octapharma has made significant strides in becoming a data-driven, digitally powered company. A key initiative at its production sites is the deployment of Advanced Analytics, utilising artificial intelligence (AI) to drive operational excellence, optimise production flows and parameters, as well as to improve yields across production lines.

"The implementation of Advanced Analytics has already delivered notable early successes - with measurable yield enhancements observed for panzyga® at our Lingolsheim production site and for octagam® at our Stockholm site," says Olivier Clairotte, Chief Production Officer at Octapharma. "Our ongoing objective is to systematically expand this advanced methodology across all our sites. As mapped out in Octapharma's strategy, this allows us to capture significant efficiency gains and further elevate our operational performance."

Better understanding our production process

A strong believer in the transformative power of data, Director of Manufacturing Intelligence at Octapharma Luuk Seelen is convinced digital technologies will change the trajectory of pharmaceutical production. However, he also emphasises that human curiosity will remain essential for harnessing the full potential of these technologies.

Luuk and his team are laying the groundwork for a robust data platform in collaboration with Octapharma IT to support this digital initiative. "By relying on data instead of gut feelings, we aim to make more informed decisions, improve production efficiency by eliminating unnecessary variations, and gain a deeper understanding of our processes," he says. "However, there's a hype surrounding data, and digital and AI-based technology that we need to be mindful of."

Olivier Clairotte, Chief Production Officer

AI and human expertise

"The ability of AI to outperform humans in certain tasks has led to misconceptions about its capabilities," says Samuel Hultqvist, Corporate Production Data Engineer at Octapharma. "Many people assume you can simply run a smart program through big data and find solutions immediately."

The reality, however, is more complex. Beyond cleaning vast amounts of siloed and unstructured data and creating powerful algorithms to analyse it, production teams must also ask the right questions. Otherwise, as Samuel explains, the results can be as unhelpful as the famous answer ("42") from The Hitchhiker's Guide to the Galaxy.

High hopes

When the right questions are posed, data and digital tools can be transformational, and the MSAT team is already seeing this potential. "To thrive in this data-driven era, we need to adopt a mindset that embraces these tools and learns to work with them pragmatically," says Lukas Rachbauer, Corporate Production Data Scientist at Octapharma. "Group wide, diverse teams are collaborating to make sense of AI data and implement practical improvements. This blend of technology and expertise ensures optimisation and enhanced production outcomes."

As an example, Advanced Analytics is already predicting outcomes at the Lingolsheim, Vienna and Stockholm production sites by analysing thousands of parameters, such as temperature, pressure, and pH levels. "To determine protein content, Advanced Analytics identifies which factors are crucial and whether they're set optimally. This data-driven approach allows us to make precise adjustments to improve product quality," Lukas explains.

Another example is Advanced Analytics ability to detect subtle temperature shifts in solutions that human operators might overlook, or to uncover inconsistencies between equipment that should theoretically perform identically. "These insights are essential for refining our processes and ensuring greater efficiency and consistency in production," Head of MSAT Volker Weimar adds.

Moreover, Advanced Analytics is dedicated to improving production efficiency by eliminating unnecessary variations. By streamlining operations and reducing inconsistencies, Advanced Analytics not only enhances product quality but also minimises waste - leading to increased productivity and profitability.

This approach helps identify patterns and potential bottlenecks, supporting more informed decision-making and improved process management. "We're already gaining insights about aspects we hadn't considered before, and in the long run, we may even fully optimise our production, based on data," Luuk adds.

According to Corporate Production Data Translator and a key member of the MSAT team Felix Kaineder, "By pinpointing

Timeline of AI Development

1950

Alan Turing introduces the Turing Test, a criterion for determining a machine's ability to exhibit intelligent behaviour equivalent to – or indistinguishable from – that of a human.

1956

John McCarthy coins the term "Artificial Intelligence" during the Dartmouth Conference, marking the birth of AI as a field of study.

1964

Joseph Weizenbaum develops ELIZA, the first chatbot, at MIT. ELIZA demonstrates the potential for human–computer interaction.

1997

IBM's Deep Blue defeats world chess champion Garry Kasparov, marking a significant milestone in AI's ability to handle strategic games.

2006

Researchers believe that AI is still far from passing the Turing Test or beating humans in highly complex games like Go.

2014

The chatbot 'Eugene Goostman' is said to have passed the Turing Test.

2016

Google's AlphaGo defeats highest ranked professional Go player Lee Sedol.

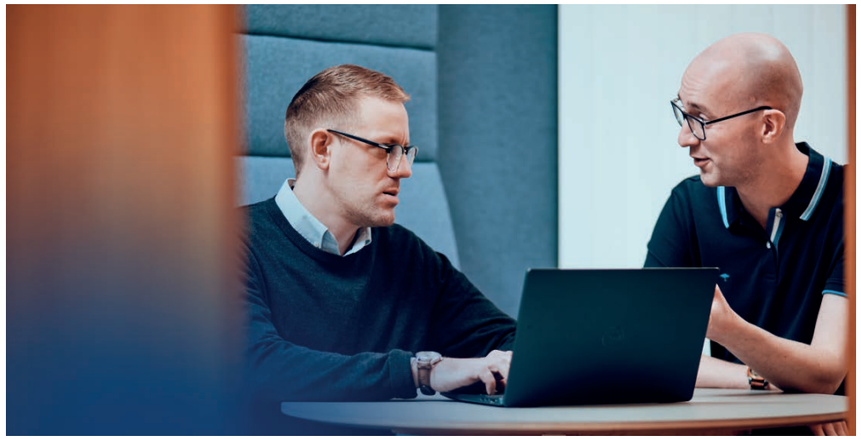
2024

Two Nobel Prizes are awarded for AI research, including one for AI's ability to predict the spatial structure of proteins, highlighting the profound impact of AI on advances in science and medicine.

the most influential variables and factors, we can focus our efforts where they matter most." He emphasises that the goal is not to revolutionise operations overnight, but to continuously optimise and reduce variability. "This approach allows us to detect and address minor changes before they escalate," he adds.

A cultural change for success

Recognising that AI can often appear complex and enigmatic, Volker and his team at MSAT are eager to demystify the technology. "As with so many other new advances, the successful application of AI requires curiosity, persistence and a willingness to embrace continuous learning, together with a pragmatic mindset," explains Volker. "By breaking down initial barriers and providing clear guidance, we hope to turn initial challenges into stepping-stones for success, encouraging the wider effective application of these tools."



"This cultural and technological transition is essential, as it will ultimately help us fulfill our vision to advance human life and expand access to our therapies. I am confident that we will seize the opportunities ahead and leverage data and digital tools to drive medical innovation," Volker adds.

"To thrive in this data-driven era, we need to adopt a mindset that embraces these tools and learns to work with them pragmatically."

Lukas Rachbauer
Corporate Production Data Scientist

The AA team in action during one of their dynamic meetings.

Board of Directors

Shaping the future to ensure we are here to serve even more patients

Wolfgang Marguerre
Chairman and CEO,
Octapharma Group

Tobias Marguerre
Deputy Chairman,
Octapharma Group

Roger Mächler
Chief Financial Officer

Wolfgang Frenzel
Research and Development

Flemming Nielsen
President Octapharma USA Inc.

Norbert Müller
Board Member

Matt Riordan
Board Member

Olaf Walter
Board Member

Josef Weinberger
Corporate Quality and
Compliance Officer

Olivier Clairotte
Chief Production Officer

"We remain strongly profitable, well-capitalised, and well-positioned for the future – with a focus on executing our long-term strategy while attracting and retaining talent by ensuring that Octapharma remains an employer of choice in the industry, by expanding into new markets, and through continuing operational improvements."

Roger Mächler
Chief Financial Officer

“Together, we are on track to continue growing our company and helping even more patients in need around the world.”

The Octapharma Group continued to grow strongly in 2024, driven by increased demand across the portfolio - particularly in Critical Care, and operational improvements that continue to enhance efficiency and deliver economies of scale.

Sales rose 6.1% over the previous year to a new record high of €3.466 billion. Operating income was also a record €532 million – up 21.9% compared to 2023. Despite the increase in sales and production volumes, the cost of sales remained unchanged at €2.333 billion due to continuous improvements in the plasma collection and plasma production operations.

As a result, gross profit for the year was €1.133 billion - significantly higher than in 2023 - and gross margin jumped to 32.7% from 28.6%. Pre-tax income was a record €534 million compared with €429 million in 2023, while net income stood at €441 million. Net cash from operating activities was €542 million, up from €260 million in 2023.

Operating expenses for the year rose to €601 million - up from €497 million in 2023. This reflects our continued investment in research and development of €108 million. Alongside the €294 million in capital expenditures, we invested over €400 million in initiatives which will maximise the potential of our portfolio, pipeline, and organisation in order to drive future growth.

Our investments are delivering efficiency gains across our organisation and that - combined with robust inventories of raw plasma - gives us confidence that we will deliver another strong set of results in 2025.

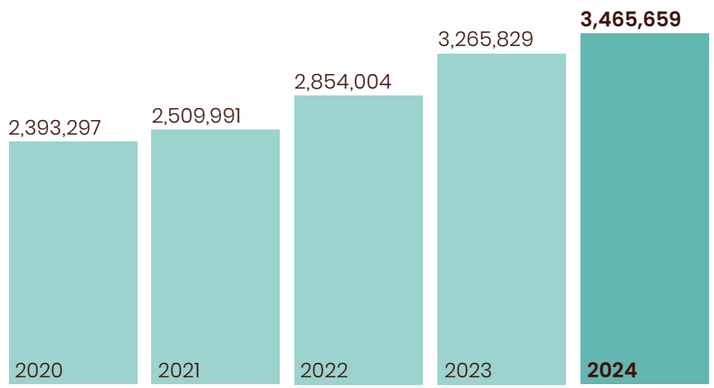
We remain strongly profitable, well-capitalised, and well-positioned for the future - with a focus on executing our long-term strategy while attracting and retaining talent by ensuring that Octapharma remains an employer of choice in the industry, by expanding into new markets, and through continuing operational improvements.

As always, none of this incredible success would have been possible without the commitment and support of our teams around the world. Together, we are on track to continue growing our company and helping even more patients in need around the world.

Roger Mächler
Chief Financial Officer

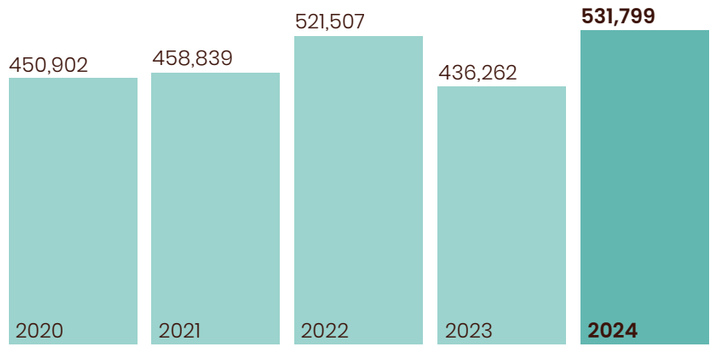
Sales in 1,000 EUR

€3.47bn



Operating income in 1,000 EUR

€532m



Key figures of the Octapharma Group

(Monetary figures are in 1,000 EUR)	2024	2023	2022	2021	2020
Operating income	**531,799**	436,262	521,507	458,839	450,902
Operating income margin*	**15.3%**	13.4%	18.3%	18.3%	18.8%
Net income	**440,689**	354,240	448,026	438,333	375,693
Year-end headcount	**11,141**	11,908	11,573	9,977	9,067
Return on investment*	**9.2%**	8.1%	10.9%	11.8%	11.1%
Income from operations per employee*	**46**	37	48	49	49
Cash ratio	**152%**	122%	174%	188%	193%
Return on capital employed (ROCE)*	**11.8%**	10.5%	13.4%	13.1%	14.4%
Days of sales in receivables*	**112**	117	114	133	117
Days of inventory range*	**273**	241	228	204	225
Cash flow from operations	**542,239**	259,758	323,738	480,859	600,496
Expenditures to ensure future prosperity	**401,400**	320,904	280,926	266,973	306,310
Research and development	**107,765**	92,552	75,339	77,915	79,471
Capital expenditures and investments in activities	**293,635**	228,352	205,587	189,058	226,839

* Key figures are determined as follows:
Operating income margin: Operating income/sales
Return on investment: (Net income + interest expense)/average total assets
Income from operations per employee: Operating income/average headcount
ROCE: Operating income/(average total assets – average total current liabilities)
Days of sales in receivables: Trade receivables/sales * 365
Days of inventory range: Average inventories/(material - and production cost) [part of cost of sales] * 365

Financial statements of the Octapharma Group*

Consolidated income statement of the Octapharma Group

(All figures in 1,000 EUR)	2024	2023
Sales	**3,465,659**	3,265,829
Cost of sales	**-2,333,117**	-2,332,139
Gross profit	**1,132,542**	933,690
Research and development	**-107,765**	-92,552
Selling and marketing	**-354,699**	-293,533
Regulatory affairs	**-36,005**	-31,640
General and administration	**-104,204**	-87,930
Other income	**4,504**	10,453
Other expenses	**-2,574**	-2,226
Total operating expenses	**-600,743**	-497,428
Operating income	**531,799**	436,262
Non-operating income and expenses	**2,026**	-6,838
Income before tax	**533,825**	429,424
Income tax	**-93,136**	-75,184
Net income	**440,689**	354,240

* The following summary financial statements are derived from the consolidated financial statements of Octapharma Nordic AB, Stockholm and comprise the summary income statement for the period from January 1 to December 31, 2024, the summary balance sheet and the summary cash flow statement for the year then ended, aggregating non-material financial statement captions.

Consolidated statement of financial position of the Octapharma Group

(All figures in 1,000 EUR)	2024	2023
Assets		
Cash and cash equivalents	**798,963**	565,197
Trade receivables	**1,061,078**	1,049,517
Other receivables and current assets	**165,340**	111,589
Loans granted	**52,691**	27,135
Derivative financial instruments	**1,021**	4,421
Inventories	**1,683,686**	1,485,107
Total current assets	**3,762,779**	3,242,966
Financial investments	**1,379**	1,312
Deferred tax assets	**161,028**	170,313
Derivative financial instruments	**84**	497
Loans granted	**589**	62,286
Property, plant and equipment	**1,327,388**	1,249,051
Total non-current assets	**1,490,468**	1,483,459
Total assets	**5,253,247**	4,726,425

(All figures in 1,000 EUR)	2024	2023
Liabilities and equity		
Trade payables and other payables	**167,863**	173,765
Derivative financial instruments	**5,651**	681
Income tax payables	**72,386**	24,722
Short-term lease liabilities	**17,973**	17,044
Accruals	**195,786**	182,431
Current provisions	**65,035**	65,008
Total current liabilities	**524,694**	463,651
Non-current provisions	**106,490**	91,599
Derivative financial instruments	**1,028**	0
Long-term lease liabilities	**318,996**	295,524
Deferred tax liabilities	**83,328**	87,435
Other non-current liabilities	**1,488**	1,520
Total non-current liabilities	**511,330**	476,078
Total liabilities	**1,036,024**	939,729
Share capital	**120**	120
Retained earnings	**4,171,948**	3,781,480
Currency translation adjustments	**45,155**	5,096
Total equity	**4,217,223**	3,786,696
Total liabilities and equity	**5,253,247**	4,726,425

Consolidated statement of cash flows of the Octapharma Group

(All figures in 1,000 EUR)	2024	2023
Net income	**440,689**	354,240
Depreciation of property, plant and equipment	**256,671**	247,243
Change in fair value of non-current assets	**8,133**	987
(Gain) loss on disposal of property, plant and equipment	**1,274**	624
Changes in long-term liabilities and provisions	**32,530**	23,414
Finance cost	**20,215**	19,170
Tax expense	**93,136**	75,184
Unrealised foreign currency (gain) loss	**-2,383**	-998
Cash flow before changes in working capital	**850,265**	719,864
(Increase) decrease of working capital	**-308,026**	-460,106
Net cash from operating activities	**542,239**	259,758
Acquisition of property, plant and equipment	**-293,635**	-228,352
Change of financial investments and loans	**36,359**	-54,058
Proceeds from sales of property, plant, and equipment	**532**	32
Interest received	**25,641**	18,151
Net cash used in investing activities	**-231,103**	-264,227
Financing activities	**-43,819**	-140,511
Payments of lease liabilities	**-38,524**	-35,819
Net cash used in financing activities	**-82,343**	-176,330
Net change in cash and cash equivalents	**228,793**	-180,799
Cash and cash equivalents beginning of period	**565,197**	749,795
Effect of exchange rate fluctuation on cash held	**4,973**	-3,799
Cash and cash equivalents end of period	**798,963**	565,197

Report of the Independent Auditor on the summary financial statements

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REPORT OF THE INDEPENDENT AUDITOR ON THE SUMMARY FINANCIAL STATEMENTS

Octapharma Nordic AB, Stockholm

Opinion

The accompanying summary financial statements on pages 77 to 80, which comprise the summary balance sheet as at December 31, 2024, the summary income statement and summary cash flow statement for the year then ended, and related notes, are derived from the audited financial statements of Octapharma Nordic AB, Stockholm, for the year ended December 31, 2024.

In our opinion, the accompanying summary financial statements are a fair summary of the audited financial statements, on the basis described on page 77 of the annual report 2024.

Summary Financial Statements

The summary financial statements do not contain all the disclosures required by International Financial Reporting Standards (IFRS). Reading the summary financial statements and the auditor`s report thereon, therefore, is not a substitute for reading the audited financial statements and the auditor`s report thereon.

The Audited Financial Statements and Our Report Thereon

We expressed an unmodified audit opinion on the audited financial statements in our report dated February 17, 2025.

Management`s Responsibility for the Summary Financial Statements

Management is responsible for the preparation of the summary financial statements on the basis described on page 77 of the annual report 2024.

Auditor's Responsibility

Our responsibility is to express an opinion on whether the summary financial statements are a fair summary of the audited financial statements based on our procedures, which were conducted in accordance with International Standard on Auditing (ISA) 810 (Revised), *Engagements to Report on Summary Financial Statements*.

KPMG AG

Toni Wattenhofer Raphael Gähwiler

Zurich, 17 February 2025

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