



BTG, Wales Site

Gethin Phillips, Site Director

Imagine where we can go.

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Overview



- **Global specialist healthcare company**
 - Focus on Interventional Medicine and Specialty Pharmaceuticals
- **Growing business with diversified, sustainable revenue streams**
 - Sales of Interventional Oncology, Interventional Pulmonology, Interventional Vascular and Acute Care products
 - Royalties from out-licensed products
- **Vision to deliver sustained double-digit product sales growth**





Our Mission

- To build a leading international specialist healthcare business that brings to market products that deliver benefits to patients and gives superior returns to shareholders

Our Vision

- To be a company that makes a real difference to the lives of all our stakeholders by building a collection of customer-focused, commercial teams, dedicated to areas of the market where we can lead, supported by fit-for-purpose functions

Our strategy

To be a world leader in Interventional Medicine therapies by:

- Targeting specialist medical areas where we can build strong franchises
- Demonstrating value to our customers, their patients and payers
- Reinvesting the strong cash flow in order to maximise our portfolio potential
- Expanding our portfolio/pipeline and exploring new possibilities in Interventional Medicine



We have over 1,500 employees in Europe, North America, Asia and Australia engaged in commercial, R&D and manufacturing activities

North America

1. Seattle, WA
2. Santa Clara, CA
3. Salt Lake City, UT
4. Arden Hills, MN
5. Ottawa, ON
6. Philadelphia, PA

Europe

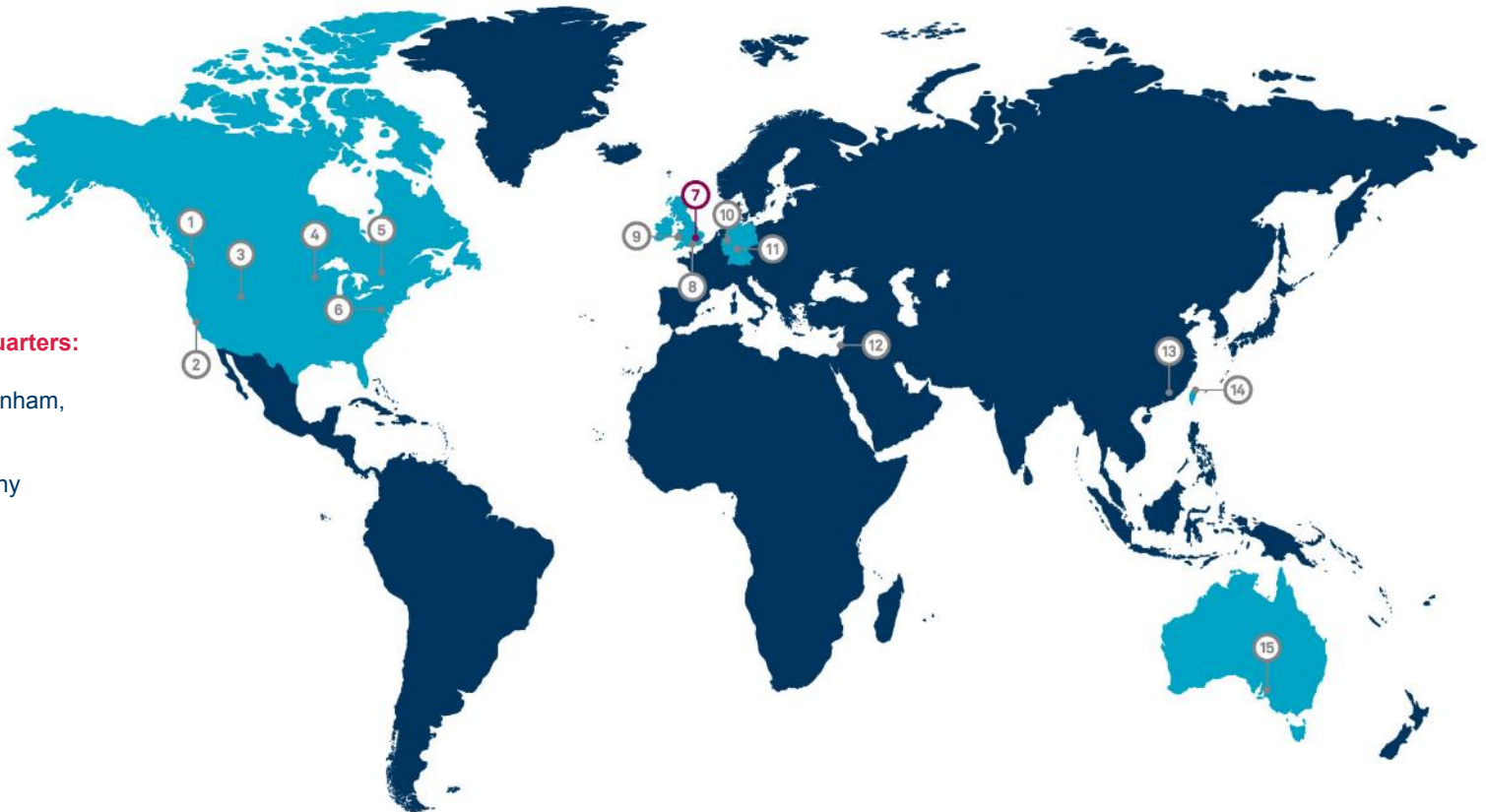
7. **Worldwide Headquarters:**
London, England
8. Camberley and Farnham, England
9. Llandysul, Wales
10. Düsseldorf, Germany
11. Alzenau, Germany

Middle-East & Asia

12. Yokneam, Israel
13. Hong Kong
14. Taipei, Taiwan

Australia

15. Adelaide, SA



Our values



- Our culture and core values underpin everything we do and are reflected in the way we do business.



Integrity



Delivery



Teamwork

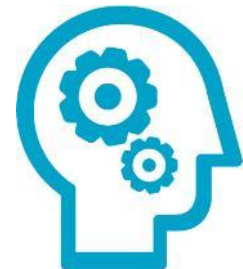


Accountability



Openness

Continuous
Learning



BTG is a growing, international specialist healthcare company



Interventional Medicine

Interventional Oncology, Interventional Pulmonology, and Interventional Vascular devices and drug-device combinations



Specialty Pharmaceuticals

Acute care antidotes to treat snake envenomation and toxicity used in the hospital setting



Licensing

Partnered products and programmes for which we receive royalties on sales

Wales Facility – Manufacture Spec Pharma Products



Specialty Pharmaceuticals

Antidotes used in the hospital setting and emergency rooms



Acute Care

CROFab[®]
crotalidae polyvalent immune fab (ovine)

DIGIFab[®]
digoxin immune fab (ovine)

Oncology

VISTOGARD[®]
(uridine triacetate) oral granules

VORAXAZE[®]
(glucarpidase)
1000 units/vial for intravenous injection

Our four products address conditions for which there are limited or no existing treatment options.

CroFab[®] (crotalidae polyvalent immune fab (ovine))

Intravenously administered polyclonal antibody fragment (fab)



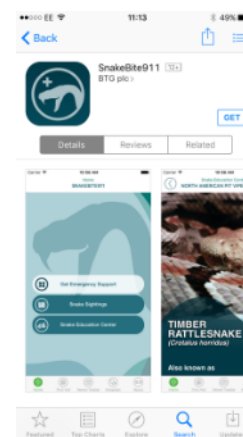
- Approved in the US for the treatment of North American Crotalid snakebites
- BTG estimates around 5,500 snakebite envenomations are treated each year in the US¹
- Untreated, the snake venom may cause severe pain and tissue damage that may result in the loss of a limb or even death
- Building value within the medical community
 - Launched SnakeBite911[™] app
 - Successful Copperhead study

CroFab[®]
crotalidae polyvalent immune fab (ovine)



"The results are clear...the patients who received antivenom got back to doing the activities they enjoy more quickly."

Eric Lavonas, MD
Rocky Mountain Poison and Drug Center



The Process



Venom is extracted from snakes in Utah, freeze dried and shipped to Wales



Bulk Immunogen filter and dilute the venom so that it is a safe and healthy dosage for immunisation. From here it is again freeze dried and sent to Australia



Flocks of sheep begin the immunisation process



Antibodies are collected from the sheep in Australia



It's then time for it to be frozen and returned to BTG Wales!

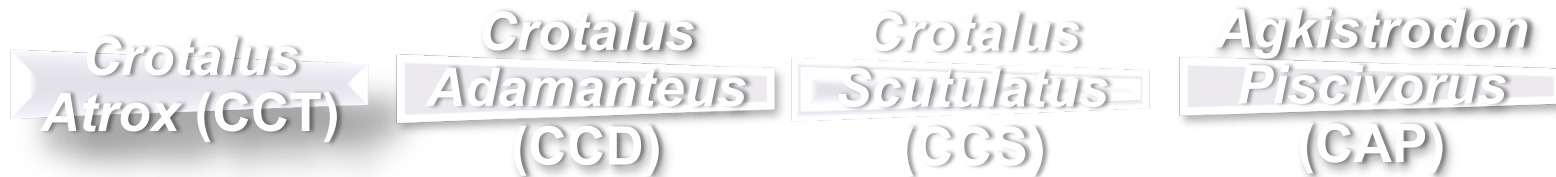


The Process at Wales



Back in Wales, it will go through 20 stages of processing before it can be shipped to the USA to treat patients

Below are the four types of Antisera that come from the sheep in Australia:



The Antisera will then go through multiple purification steps to target the specific antibody, which include some of the following:

- Centrifugation
 - Chromatography steps, IEX and Affinity using bespoke columns
 - Viral Filtration
 - Sterile filtration – in a Sterile area
- Once filtered the product is shipped to our Freeze Drying contractor to the US for the final sterile filtration and fill.

DigiFab® (digoxin immune fab (ovine))

Intravenously administered polyclonal antibody fragment (fab)



- Approved in the US, Canada, UK, Switzerland and Australia to treat patients with life-threatening, or potentially life-threatening, digoxin toxicity or overdose
- Digoxin (digitalis) is used to treat heart failure and to slow heart rate in some cardiac disturbances
- 16 million digoxin prescriptions written annually¹ and 1% to 4% of patients may experience toxicity

DIGIFab®
digoxin immune fab (ovine)



Apprenticeships and Recruitment

Departments Onsite



What have we done to date?



- BTG over the last few years are trying to recruit potential talent into the organisation by offering apprenticeship schemes
- BTG's focus is to bring people into the organisation that we can develop, grow and create a pipeline of future talent
- Over the last couple of years our Wales facility have had difficulty in finding the recruits
- Last year we recruited an Associate Scientist and in this financial year have recruited a Laboratory Technician and an Engineering Technician
- What have we tried to date:
 - ☐ Attending various college career fairs
 - ☐ Holding open days onsite
 - ☐ Advertising



Aled

Apprentice Associate Scientist

Applied Biology HNC at Bridgend College

What has been the most challenging thing so far?

“I thought that it would be hard to juggle working and college but I seem to be striking the right balance so far. To complete my Applied Biology HNC, I attend college from 9am to 7pm one day a week until next year.”

What do you like about the BTG Apprenticeship Programme so far?

“I’m enjoying being part of the apprentice scheme. Before performing a task, I am trained by someone who already has the knowhow and can take me through the steps before I do it independently.”

How would you describe the culture at BTG?

“Everybody I’ve encountered has been welcoming and nice. You can tell that hard work is acknowledged and there’s also a good social element where I work in the Wales, with plenty of charitable and fun activities to get involved in.”

Challenges



- Attendance at the Open Days previously held
- Levels of applicants for apprenticeship roles
 - Rural area in West Wales
 - We have been communicating more with schools in the area and attending various career fairs in Wales
 - Some applicants may have not been eligible due to qualifications held
 - Students seem to be opting for University courses rather the apprenticeships?



Thoughts