# = INDIVIOR | Capital Markets Day 2022



# Capital Markets Day

**December 7, 2022** 



Mark Crossley
CHIEF EXECUTIVE OFFICER

Mark was appointed Chief Executive Officer in June 2020.

Mark was appointed to the Board and as Chief Financial Operations in February 2017. In July 2019, Mark took on additional responsibilities and was appointed Chief Financial and Operations Officer in July 2019, with oversight of the finance, information technology, manufacturing, supply, quality and procurement functions.

He joined the Company in 2012 as the Global Finance Director with responsibilities for Finance, Information Systems and Procurement. He was appointed Chief Strategy Officer in October 2014.

Prior to joining Indivior, Mark spent 13 years at Procter & Gamble in various finance leadership roles including Corporate Portfolio, Strategic and Business Planning (Female Beauty), as well as multiple roles in Corporate Treasury and its Baby Care division. He also enjoyed an eight-year career with various operational and staff assignments in the United States Coast Guard.

Mark graduated from the United States Coast Guard Academy with a BS in Management and Economics, and from Boston College with an MBA.



Richard Simkin
CHIEF COMMERCIAL
& STRATEGY OFFICER

Richard has over 20 years' global commercial business experience. He began his career with Reckitt & Colman in 1987 and has held various roles in operations, sales and marketing with increasing responsibility. In addition to his Commercial responsibilities, he took over responsibility for the Global Strategy function in 2017.

Prior to his role with RBP, Richard held the position of Global Category Director for one of the core categories within the RB Group where he was responsible for driving strategy and new product development. In addition, he has extensive experience in the healthcare markets ranging from over the counter to prescription products in multiple categories and countries. Richard has also held a number of general manager positions within the RB Group, most recently as General Manager, Portugal in 2008.

In 2012 Richard was appointed President, North America of RBP and moved to the US where he currently leads the Commercial organizations in North America, Europe Middle East Africa, Greater China and AustralAsia in successfully navigating the introduction of market competition along with the preparation of pre-launch activities related to the product pipeline.

Richard holds an MBA from the University of Lincoln (formerly known as the University of Lincolnshire and Humberside).





**Dr. Terry Horton**VP, PATIENT INSIGHTS

Terry is responsible for developing a deep understanding of patients' needs and translating them into an actionable strategy to ensure that all patients have access to evidence-based treatment. Terry brings over three decades of experience in substance use disorder care.

Prior to joining Indivior in 2022, Terry was the Chief of Christiana Care's Division of Addiction Medicine, Medical Director for Project Engage, and Associate Physician Lead for the Behavior Health Service Line. He joined Christiana Care, one of the largest Delaware's health systems, in 2007 and the following year launched Project Engage, a program that embeds peer engagement specialists into the hospital and emergency room to reach substance use disorder patients when they most need help and provide a clear pathway to treatment.

Previously, Terry worked for 15 years as Medical Director and Vice President of Phoenix House Foundation.

Terry is a graduate of Brown University and earned his medical degree from Jefferson Medical College. He was a resident in internal medicine at Beth Israel Hospital in New York.



Dr. Christian Heidbreder
CHIEF SCIENTIFIC OFFICER

Christian combines 30 years leadership experience in the neurosciences spanning the academic, governmental, and industrial sectors across Europe and the US. During his career, Christian has published over 350 peer-reviewed scientific publications, reviews, book chapters, and published conference proceedings.

Christian began his career as a researcher at the University of Louvain in Belgium, at the National Institute on Drug Abuse in Baltimore, at Princeton University, and at the Swiss Federal Institute of Technology in Zürich. Christian subsequently held positions of increasing responsibility at SmithKline-Beecham's Neuroscience Department in Harlow (UK), GSK's R&D Centre of Excellence for Drug Discovery in Psychiatry in Verona (Italy), and Altria Client Services' Health Sciences Department in Richmond, Virginia.

Christian was appointed Global R&D Director at RBP in 2009 with a remit to lead global strategies (including Strategic Portfolio Management, Preclinical and Clinical Development, Chemistry, Manufacturing & Controls, and Regulatory Affairs) to drive the development of new pharmacotherapies in the area of addiction and related comorbidities.

Christian holds BA, MA, and PhD degrees from the University of Louvain and a Certificate in Strategic Innovation from the Wharton Business School. He is an Affiliate Professor in the Department of Pharmacology & Toxicology of the Virginia Commonwealth University School of Medicine since 2010. He is also a Governance Fellow of the National Association of Corporate Directors (NACD) since 2014. In 2018, Christian was appointed by Alex M. Azar II, Secretary of Health and Human Services (HHS), to serve as a member of the National Advisory Council on Drug Abuse (NACDA). The same year Christian was also appointed by Dr. Francis Collins, Director of the National Institutes of Health (NIH), to the Helping to End Addiction Long-term (HEAL) Multi-Disciplinary Working Group (MDWG) focused on a federal effort to speed scientific solutions to stem the opioid crisis.





Vishal Kali
US Commercial Access

Vishal Kalia is an internationally recognized senior executive with 20+ years global experience, delivered award-winning campaigns, launched multi-million-dollar brands, worked across the globe. He has been in Indivior since 2016, and is Senior Vice President, US Treatment Access, Organized Health Systems, Patient Support Programs and Business Insights. During his time in Indivior, he successfully led the development & deployment of SUBLOCADE launch strategy for the US, and along with his team guided Indivior's evolution from retail to specialty organization. Vishal led the strategy and deployment of Organized Health Systems, Criminal Justice System and the ecosystem design.

Prior to his current role, Vishal was at Reckitt Benckiser for over 10 years. During his time in RB, he has worked on global category roles and on senior leadership local markets in Europe, North America and Asia. Throughout his career in RB, Vishal has launched several new products in various markets, developed long term plans for different categories including pipeline development and launched award winning consumer campaigns. Prior to joining Reckitt Benckiser, Vishal worked at Nestle.

Vishal graduated from DAW University in India with a Bachelors of Commerce and Accountancy and a Masters of International Marketing Management from Leeds University in the UK.



**Glenn Tyson**SVP, SALES & MARKETING

Glenn Tyson has extensive pharmaceutical industry experience in sales, marketing, pre-commercialization, and new product development. Glenn has launched many specialty products across multiple therapeutic areas.

Glenn joined Indivior in 2015 as Senior Vice President (SVP) of Strategy and New Product Development responsible for all of the precommercialization activities for both SUBLOCADE and PERSERIS. In 2018, Glenn led the Behavioral Health commercial division and in 2019, he was named SVP of sales and marketing for the overall U.S. business.

Prior to Indivior, Glenn was at GlaxoSmithKline for nearly 15 years in various sales and marketing leadership roles. He also spent 8 years as a counselor and administrator in psychiatric facilities for adolescents and adults with mental health and addiction disorders.

Glenn graduated from the University of Pittsburgh with a Bachelor of Arts and a Master of Arts from St. Bonaventure University.



Ryan Preblick
CHIEF FINANCIAL OFFICER

Ryan was appointed Chief Financial Officer and Executive Director in November 2020, having served as Interim Financial Officer since June 2020. Ryan has been in a financial leadership capacity since joining Indivior in 2012 and prior to his appointment as Interim Chief Financial Officer in June 2020, Ryan was Senior Vice President, Global Finance and Commercial Operations. This included overseeing all key financial management, analysis and reporting elements of the Group's global business.

Prior to that, Ryan was Vice President, US Finance with responsibility overseeing all financial aspects of the US business, the Group's largest business, including management, planning, analysis and reporting, government pricing and managed care contracting operations. Ryan joined Indivior as US Commercial Controller.

Ryan started his career in corporate finance at Honeywell International and then spent twelve years at Altria Company (including Phillip Morris USA) in finance leadership roles of increasing responsibility working with Treasury, Financial Planning & Analysis, Market Analytics, Supply Chain and Brand Decision Support.

Ryan holds a BS in Finance from Penn State University and an MBA from the University of Richmond.



Nina DeLorenzo
CHIEF GLOBAL IMPACT OFFICER

Nina was appointed Chief Global Impact Officer in May 2022. She is responsible for creating and advancing the overall global impact and corporate affairs strategy with particular focus on public affairs, government affairs, communications, policy, advocacy, and stakeholder engagement. In addition, Nina will help to develop and lead the company's environmental, social, and governance strategy.

Nina brings over 25 years of extensive public affairs, communications, policy, and government affairs experience to Indivior. Immediately prior to joining the company, Nina was senior vice president of global communications and public affairs for Emergent BioSolutions where she led all aspects of corporate communications including branding, advertising, reputation, crisis, media relations, content and storytelling, and employee communications. She was also responsible for citizenship, philanthropy, and third-party alliance building. Her previous experience also includes overseeing operations and engagement for a global organization of 450 external affairs professionals at Sanofi in Paris and leading international government affairs and other public policy functions at AbbVie. She also held various senior government and public affairs roles at Pfizer Inc., Schering-Plough Corp. (now Merck), and the Pharmaceutical Research and Manufacturers of America (PhRMA).

Prior to her career in the pharmaceutical industry, Nina served in the administration of President George W. Bush, working in the White House Coalition Information Center at the outset of the war on terror. She also served in the Bureau of International Information Programs at the U.S. Department of State, and worked in the United States Senate and on political campaigns.

Nina obtained her bachelor's degree in government and international relations from the University of Notre Dame and went on to obtain her master's degree in international relations from the University of Chicago.

