

## ALTUVIIIO ABM MESSAGING & CALL FLOW CERTIFICATION RUBRIC (1 OF 2)

		2	3	4				
		Improving	Meets Expectations	Exceeds	Expectations			
1. ABM opened the discussion in a thoughtful, engaging manner and set clear expectations for the call.					2	3	4	
2. ABM made effective use of probing questions to elicit customer sentiment and advance the discussion.					2	3	4	
3.	3. ABM was able to proficiently articulate the following applicable aspects of messaging for ALTUVIIIO:					3	4	
	Home:					3	4	
	• The first in class, hig VIII activity levels	gh sustained hemophilia	A treatment that delivers more	days near	norme	al fact	or	
	Factor VIII Levels:			1	2	3	4	
	<ul><li>Factor VIII activity</li><li>Is it time for a high</li></ul>							
	PK/MOE:			1	2	3	4	
		rmal FVIII activity levels ained mean factor VIII le	were also seen in the phase 3 2 evels (>40%) for most of the w			ng the		
	Study Design:			1	2	3	4	
	• First-in-class ALTUV	IIIO: XTEND-1 and XTEN	ND-Kids clinical trials					
	Efficacy:			1	2	3	4	
	<ul> <li>Patients who switch</li> <li>Proven joint bleed p</li> <li>Most patients expe</li> <li>Effective on-deman</li> <li>Pain and physical h</li> </ul>	protection and improved	laxis experienced significant re l joint health en treated with prophylaxis ith only 1 infusion it-reported outcomes	ductions in	ABR		-	





## ALTUVIIIO ABM MESSAGING & CALL FLOW CERTIFICATION RUBRIC (2 OF 2)

1 Below Expectations	2 Improving	3 Meets Expectations	4 Exceeds Expectations				
Safety:						3	4
<ul> <li>ALTUVIIIO has an established safety profile</li> </ul>							
Dosing:					2	3	4
Simplicity in dosing							
Patient Support:					2	3	4
<ul><li>ALTUVIIIO patient support services</li><li>ALTUVIIIO financial assistance</li></ul>							
Important Safety Information (ISI)					2	3	4
Summary:					2	3	4
<ul> <li>Delivering more days near normal (&gt;40%) with once-weekly ALTUVIIIO</li> </ul>							

