

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	
	Factor VIII activityIs it time for a high							
	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	
	 Patients who switch Proven joint bleed p Most patients expe Effective on-deman Pain and physical h 	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
 ALTUVIIIO has an established safety profile 							
Dosing:					2	3	4
Simplicity in dosing							
Patient Support:					2	3	4
ALTUVIIIO patient support servicesALTUVIIIO financial assistance							
Important Safety Information (ISI)					2	3	4
Summary:					2	3	4
 Delivering more days near normal (>40%) with once-weekly ALTUVIIIO 							

