

# ESPERION THERAPEUTICS

October 18, 2021



# FORWARD-LOOKING STATEMENTS & DISCLAIMERS

This presentation contains forward-looking statements that are made pursuant to the safe harbor provisions of the federal securities laws, including statements regarding the global clinical development and commercialization plans for bempedoic acid tablet and the bempedoic acid / ezetimibe fixed dose combination tablet, including ESPERION's timing, designs, plans for announcement of results regarding its CLEAR Outcomes study and other ongoing clinical studies for bempedoic acid tablet and the bempedoic acid / ezetimibe combination fixed dose tablet, timing for the review and approval of expanded indications for their effect on cardiovascular events, ESPERION's expectations for the market for medicines to lower LDL-C, including the prospects for success of the commercial launch and market adoption of bempedoic acid tablet and the bempedoic acid / ezetimibe fixed dose combination tablet in the United States and European Union and the Company's overall growth, the development of ESPERION's in-licensed pre-clinical oral PCSK9 inhibitor program, and ESPERION's financial outlook, including expectations for future revenues from its product sales, partnership collaborations and other sources. Any express or implied statements contained in this presentation that are not statements of historical fact may be deemed to be forward-looking statements. Forward-looking statements involve risks and uncertainties that could cause ESPERION's actual results to differ significantly from those projected, including, without limitation, delays or failures in ESPERION's clinical development and the commercialization plans of both ESPERION and Daiichi Sankyo

group, failure to obtain the approval of bempedoic acid or the bempedoic acid / ezetimibe combination tablet or expanded indications in countries outside of the U.S., or approval of expanded indications, that existing cash resources may be used more quickly than anticipated, that Otsuka and Daiichi Sankyo are able to successfully commercialize its products, the impact of the ongoing COVID-19 pandemic on our business, clinical activities, supply chain, commercial development and launch plans, and the risks detailed in ESPERION's filings with the Securities and Exchange Commission. Any forward-looking statements contained in this presentation speak only as of the date hereof, and ESPERION disclaims any obligation or undertaking to update or revise any forward-looking statements contained in this presentation, other than to the extent required by law.

# WE HAVE A PLAN FOR TRANSFORMATIVE LONG-TERM GROWTH

1

Optimize organizational structure and operational processes to enable growth ahead of an inflection post the read-out of the CLEAR Outcomes trial

2

Reduce overall workforce by 40 percent and further shift marketing strategy towards a greater proportion of digital and virtual outreach

3

Significantly reduce operational expense in FY 2021 & FY 2022 to generate an estimated annualized cash savings of at least \$80 million

# ENGAGEMENT PROCESS GOING FORWARD

## **In-Person Medical Communications and Sales Promotion to:**

- Targeted Cardiologists, Endocrinologists and PCPs

## **Peer to Peer Exchange**

## **Leverage Peer-to-Peer Networks to Increase Awareness and Appropriate Place in Treatment Paradigm:**

- Specialists to Peer Specialists
- Specialists to Network PCPs

## **Personal Promotion**

## **Digital Promotion**

## **Innovative Digital Promotion to Drive Broad Awareness with:**

- Existing Rxers
- High Potential Specialists and PCPs
- Payers
- Pharmacy
- Integrated Delivery Networks (IDNs)

# RECENTLY ADJUSTED COST STRUCTURE

## POSITIONING COMPANY FOR LONG-TERM GROWTH & CURRENT HEALTHCARE ENVIRONMENT

Align operational and expense structure to enable future growth with continued investment behind CLEAR Outcomes Trial and IND-enabling activities of early-stage pipeline

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40% workforce reduction implemented immediately

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The Company is orienting the business with the realities of the current market environment

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Optimized blend of focused outreach including a streamlined sales force, and a suite of digital initiatives designed to increase awareness and utilization of our medicines in appropriate patients.

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Growth of NEXLETOL and NEXLIZET should dramatically inflect after **expected Outcomes Trial top-line results in Q1 2023**

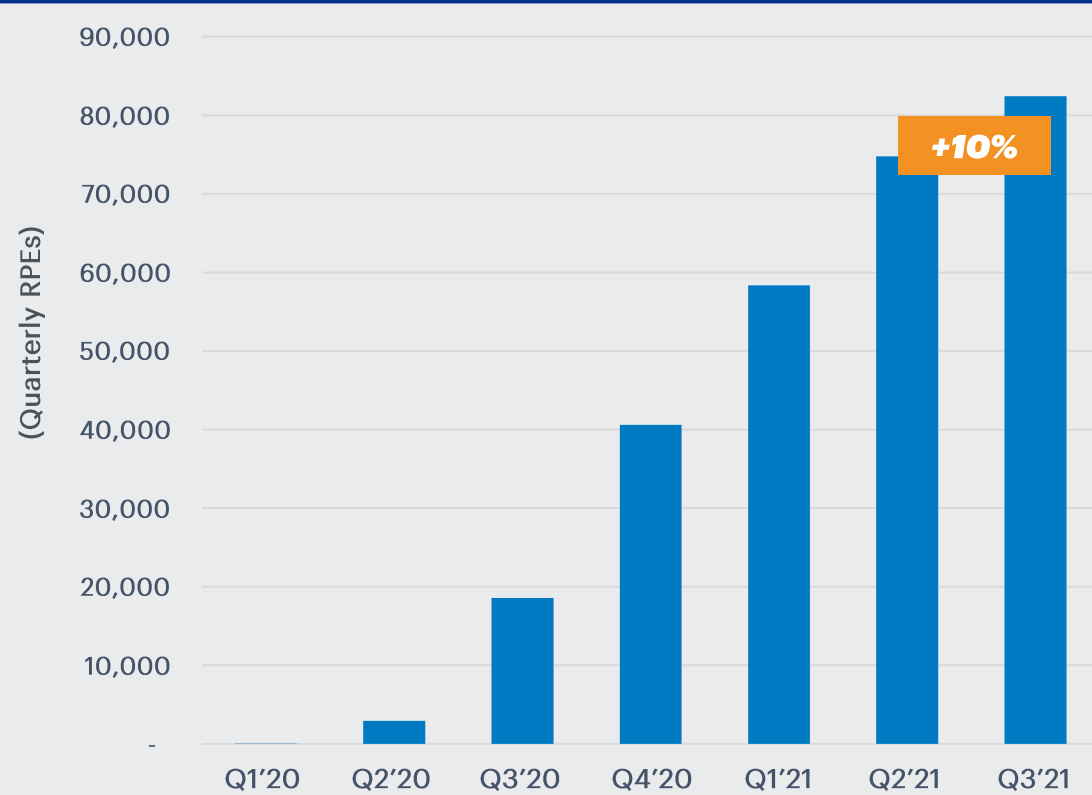
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Key Financial Data	
FY 2021 R&D Guidance	\$110 - \$115 Million
FY 2021 SG&A Guidance	\$195 - \$200 Million
FY 2021 Op Ex Guidance <sup>(1)</sup>	\$305 - \$315 Million
Q3 2021 Common Shares Outstanding <sup>(2)</sup>	26.8 Million
FY 2022 Op Ex Guidance <sup>(1)</sup>	\$220-\$240 Million

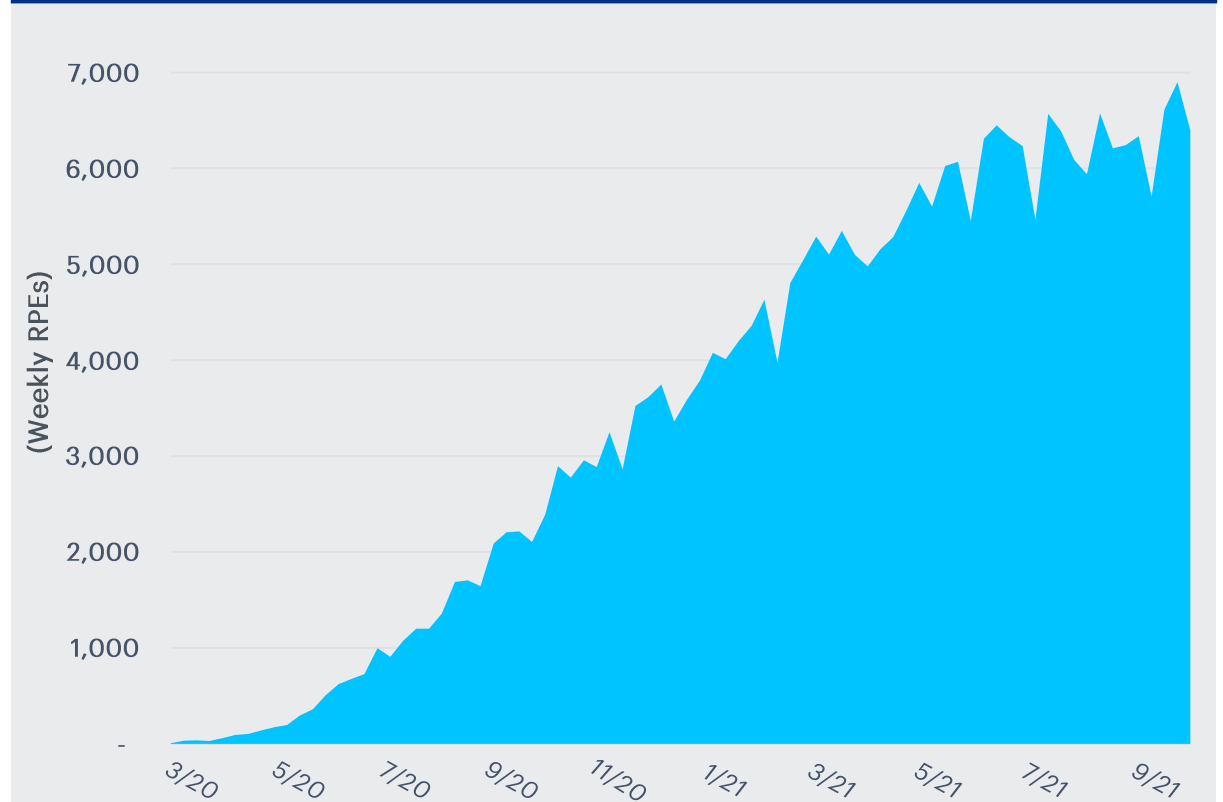
# PRE-ANNOUNCING PRELIMINARY/UNAUDITED Q3 SALES OF \$10.5-11.0 MILLION

>59,200 PATIENTS HAVE NOW TAKEN NEXLETOL OR NEXLIZET

## QUARTERLY FRANCHISE RPE TREND



## WEEKLY FRANCHISE RPE TREND SINCE LAUNCH



\*Based on Symphony data  
RPE = Retail Prescription Equivalence; derived by normalizing the extended units Rx (no. of tablets) to determine the 30-day supply equivalent

# SUCCESSFUL CLEAR OUTCOMES CREATES SIGNIFICANT GROWTH OPPORTUNITY FOR NEXLETOL/NEXLIZET

	Now	Post Clear Outcomes Study & Expanded Approvals
Indicated Population Size (# pts)	~8MM	~19MM (including CV risk reduction)
Market Access	Prior Authorizations often requiring documentation aligned with indicated population	Significant reduction in burden of prior authorizations (i.e. electronic look back vs. documentation)
Guidelines Placement	Broad option as add on therapy: AACE, ESC	New: NLA, ACC, AHA Enhanced: AACE, ESC
Quality of Evidence	LDL-C reduction	Hard Outcome Benefit

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# THANK YOU

# IMPORTANT SAFETY INFORMATION

# NEXLETOL® SAFETY PROFILE

- Contraindications: None
- Warnings and Precautions:
  - Hyperuricemia: NEXLETOL may increase blood uric acid levels, and may lead to the development of gout, especially in patients with a history of gout.
  - Tendon Rupture: NEXLETOL is associated with an increased risk of tendon rupture.
- Avoid concomitant use with simvastatin (>20 mg/day) or pravastatin (>40 mg/day) due to increased risk of adverse events.
- Most common adverse reactions in  $\geq 2\%$  of patients taking NEXLETOL and more frequently than placebo:
  - Upper respiratory tract infection, muscle spasms, hyperuricemia, back pain, abdominal pain or discomfort, bronchitis, pain in extremity, anemia, and elevated liver enzymes
- Adverse events reported less frequently but still more often than in placebo included benign prostatic hyperplasia and atrial fibrillation

This summary does not reflect the full safety profile – please see <https://pi.esperion.com/nexletol/nexletol-pi.pdf>

# NEXLIZET® SAFETY PROFILE

- Contraindication: Known hypersensitivity to ezetimibe tablets
- Warnings and Precautions:
  - Hyperuricemia: Bempedoic acid may increase blood uric acid levels, and may lead to the development of gout, especially in patients with a history of gout.
  - Tendon Rupture: Bempedoic acid is associated with an increased risk of tendon rupture.
- Avoid concomitant use with simvastatin (>20 mg/day) or pravastatin (>40 mg/day). Monitor cyclosporine concentrations with cyclosporine. If cholelithiasis is suspected in a patient receiving fenofibrate, consider alternative lipid-lowering therapy.
- Most common adverse reactions in >2% of patients taking NEXLIZET and more frequently than placebo:
  - Upper respiratory tract infection, muscle spasms, hyperuricemia, back pain, abdominal pain or discomfort, bronchitis, pain in extremity, anemia, elevated liver enzymes, diarrhea, fatigue, influenza, sinusitis, and arthralgia
- Adverse events reported less frequently but still more often than in placebo included benign prostatic hyperplasia and atrial fibrillation

This summary does not reflect the full safety profile - see <https://pi.esperion.com/nexlizet/nexlizet-pi.pdf>