## ESPERION CORPORATE OVERVIEW

**November 2020** 



#### **SAFE HARBOR**

#### FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements that are made pursuant to the safe harbor provisions of the federal securities laws, including statements regarding the 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 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 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 press release 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 commercialization plans, or approval of expanded indications, that existing cash resources may be used more quickly than anticipated, that Otsuka and DSE are able to successfully commercialize its products, the impact of COVID-19 on our business, clinical activities and commercial development plans, and the risks detailed in ESPERION's filings with the Securities and Exchange Commission. Any forward-looking statements contained in this press release 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 press release, other than to the extent required by law.





Everybody knows someone struggling with their cholesterol ...

We believe changing the world requires focus: to discover, develop, and commercialize oral, once daily, non-statin medicines for battling bad cholesterol. And people should be able to afford and access their medicines...

ESPERION has a proven 20 year-history of delivering innovation toward this singular mission and we are the only publicly held company with a singular focus on fighting bad cholesterol.

### ESPERION LEADERSHIP TEAM

#### **ALL WITH STRONG CONNECTIONS TO OUR PURPOSE**



## Tim Mayleben, President and Chief Executive Officer

Tim's father passed away at 48 from a heart attack and his wife currently takes NEXLETOL after years of statin intolerance and battling uncontrolled familial high cholesterol



#### Rick Bartram, Chief Financial Officer

Rick's father had CVD and T2D, and high cholesterol uncontrolled by statins alone, which resulted in several MIs and stroke prior to his death at age 58



#### Mark Glickman, Chief Commercial Officer

Motivated by family experience, today, his drive is being able to help the millions of patients struggling to achieve cv health goals



#### Ashley Hall, Chief Development Officer

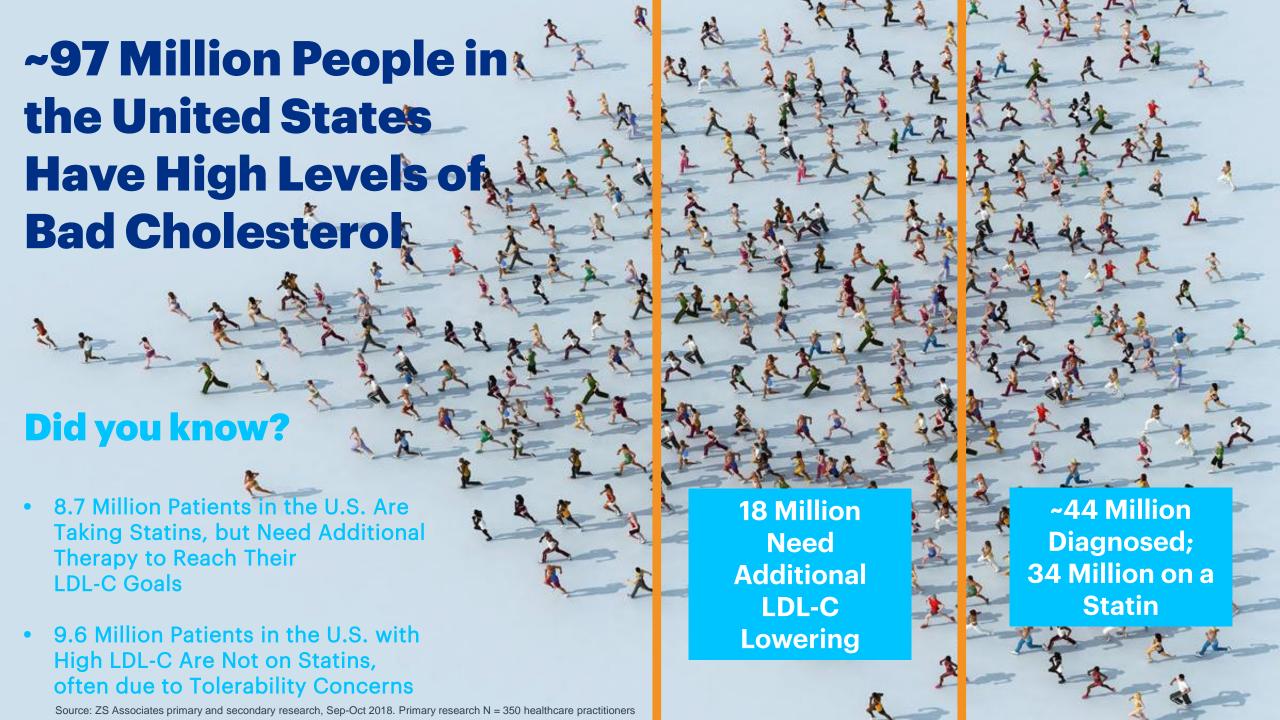
Despite being a lifelong professional and all around athlete, Ashley's father had his first heart attack when he was in his 50's and a second one in his 70's due to uncontrolled familial high cholesterol



#### Ken Fiorelli, Chief Technical Operations Officer

Several of Ken's family members have struggled with high cholesterol and T2D. Treatment with statins did not bring their cholesterol levels to target







## #1 cause of death globally is cardiovascular disease

- Significantly less innovation versus other therapy areas <sup>1</sup>
- Causes More Annual Deaths Than All Forms of Cancers Combined<sup>2</sup>
- Accounts for ~1 in 3 Deaths in the U.S. and Europe<sup>2</sup>

## CDC estimates heart disease deaths will increase 25% by 2030



## Elevated cholesterol is an established risk factor for cardiovascular (CV) disease

## We compete Against pain points



Most innovation in our therapy area is delivered by injection

## Which one would You choose?

4 out of 5 patients prefer a pill\*



Patients have been waiting for years for oral, once daily non-statin medicines



<sup>\*</sup> https://www.ncbi.nlm.nih.gov/pmc/articles/PMC3003606/

# WHAT DO PATIENTS WANT AND NEED IN NEW LDL-C LOWERING MEDICINES? FAMILIARITY

#### **Positive Impact**

Reduce their already high bad cholesterol in a significant way in a form they know

#### **Convenience**

Daily pills that are easy to take and refill, completely avoiding clinics and pharmacies if desired

#### **Safe and Tolerable**

With less muscle pain

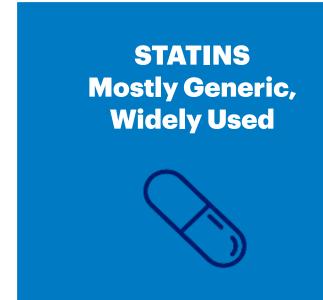
#### **Works well with other medications**

Many patients have multiple treatment needs due to diabetes or inflammation



#### **ESPERION FILLS THE GAP IN TREATMENT OPTIONS**

#### **Total Bad Cholesterol Lowering Paradigm**







**Total LDL-C Non-Statin Market (Adjunct)** 



### WE SEEK TO FILL GLOBAL UNMET NEEDS

We are evolving into a Leading Global, Research Driven, Commercially Thriving Virtual Company

#### 2018

- No Approved Products
- No Commercial Team
- 2 clinical programs in progress
- No Alliances

#### **2023 Aspirations**

- Several Approved Products with multiple indications
- Multiple Programs and Indications in Development
- Multiple Development and Commercial Alliances with Leading Global Companies

## Partnering for Global Commercial Success Companies with Proven Cardiovascular Excellence

#### **Daiichi Sankyo Europe**

(Product branded as NILEMDO™ & NUSTENDI™)



#### **European Collaboration Overview:**

- Largest EU agreement in history
- \$900M in milestones plus royalties
  - \$300M received to date
  - 15-25% royalty on all net sales
  - \$300M milestone linked to CLEAR CVOT results
- Marketing Authorization Transfer to DSE complete
- Launched both medicines in Nov. 2020
- 1,000+ Cardiology-focused commercial team

#### **Otsuka Pharmaceutical Co.**



#### **Japan Collaboration Overview:**

- Largest Japanese agreement in history
- +\$600M in milestones and development costs plus royalties
  - \$60M received to date
  - 15-30% royalty rate on all net sales
  - \$50M milestone linked to CLEAR CVOT results
- Otsuka responsible for development, regulatory approvals, and commercialization in Japan





## EXPANDING THE FRANCHISE



- Fixed Combination Drug Products with bempedoic acid, enhancing to make more efficacious
- Potential In-licensed Programs



## A HISTORY OF DELIVERING ON OUR COMMITMENTS



### THE FUTURE LOOKS BRIGHT

EU Approval of NILEMDO® (bempedoic acid) Tablets and NUSTENDI™ (bempedoic acid and ezetimibe) Tablets (4/2020)

FDA Approval of NEXLETOL® (bempedoic acid) Tablets and NEXLIZET® (bempedoic acid and ezetimibe) Tablets (2/2020)

\$150M Milestone Payment from Daiichi Sankyo Europe (6/2020)

Otsuka Japan Alliance with \$60M Upfront Payment (4/2020)

**NEXLIZET® Commercial** Launch in the U.S. (7/2020)

Anticipated CVOT Trial Results (Fall 2022)

Anticipated Rest of World Deal Q4/2020

NILEMDO and NUSTENDI EU Commercial Launch in Germany (11/2020)

**NEXLETOL® Commercial** Launch in the U.S. (3/2020)

### WE ARE JUST LEAVING THE RUNWAY

Differentiated
Pricing,
Positioning
& Messaging

Broad, High Quality Managed Care Coverage

Health Care
Provider
Engagement &
Education

## OUR FIRST-IN-CLASS MEDICINES FDA-APPROVED IN FEBRUARY 2020

NEXLETOL® (bempedoic acid) Tablets are the first oral, once-daily, non-statin LDL-C lowering medicine approved since 2002 for indicated patients

Available in U.S. Since March 2020



NEXLETOL® and NEXLIZET® available by prescription only. Known as NILEMDO ™ (bempedoic acid) & NUSTENDI ™ (bempedoic acid and ezetimibe) in Europe NEXLIZET®
(bempedoic acid and ezetimibe)
Tablets
are the first oral non-statin, LDL-C
lowering combination medicine



**Available in U.S. since July 2020** 

ever approved

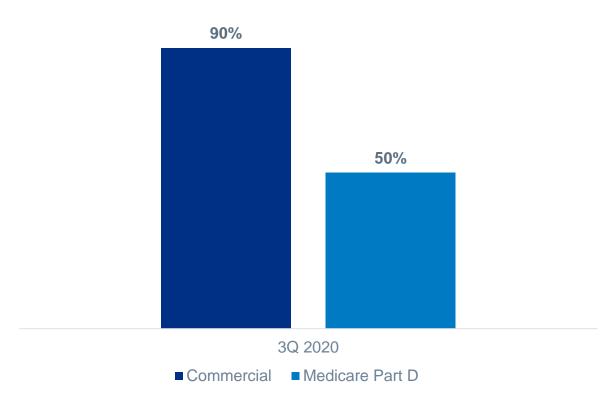
NEXLETOL® and NEXLIZET® are each indicated as an adjunct to diet and maximally tolerated statin therapy for the treatment of adults with heterozygous familial hypercholesterolemia (HeFH) or established atherosclerotic cardiovascular disease (ASCVD) who require additional lowering of LDL-C.

Limitations of Use: The effect of NEXLETOL® and NEXLIZET® on cardiovascular morbidity and mortality has not been determined.

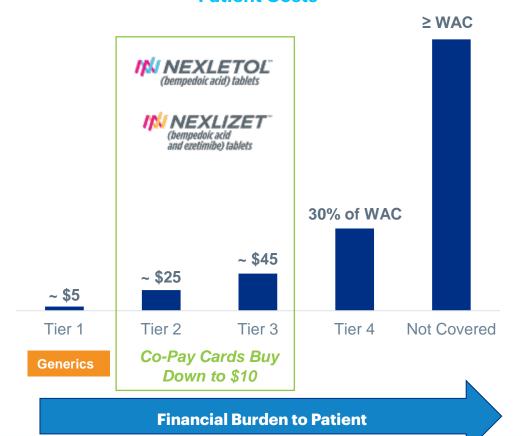
Important Safety Information can be found on slides 33/34. Please see full prescribing information at: https://pi.esperion.com/nexletol/nexletol-pi.pdf and https://pi.esperion.com/nexlizet/nexlizet-pi.pdf

## BROAD AND HIGH-QUALITY PAYOR COVERAGE AHEAD OF EXPECTATIONS AND OTHER LAUNCHES

#### **Payor Coverage Exceeding Expectations**



### Coverage is in Preferred Tiers with Lower Patient Costs



## PROGRESS, DESPITE PANDEMIC

5,000+

**Doctors writing at least one prescription** 

2,000+

patients taking our medicines every week

270,000+

Seven-day starter packs
Physicians have requested
and received to begin patients
on our medicines easily



#### **NOTHING BEATS FACE-TO-FACE**

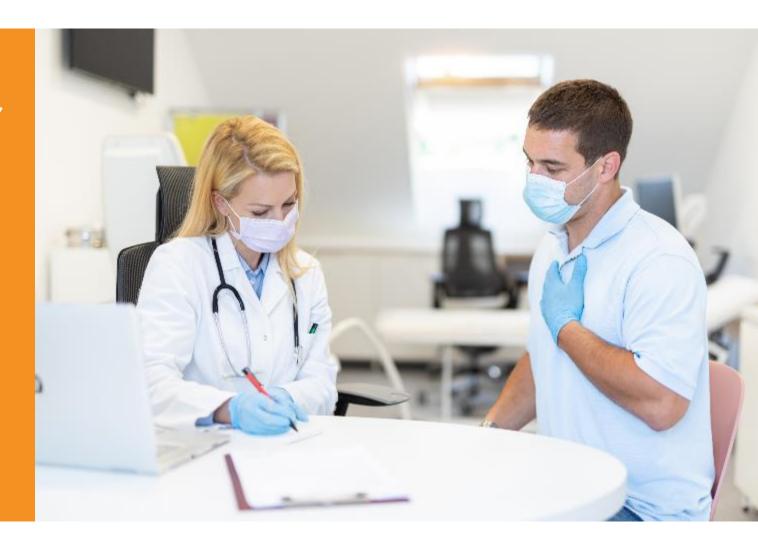
Our team is committed to reaching HCPs on their terms, in their time in accordance with CDC protocols

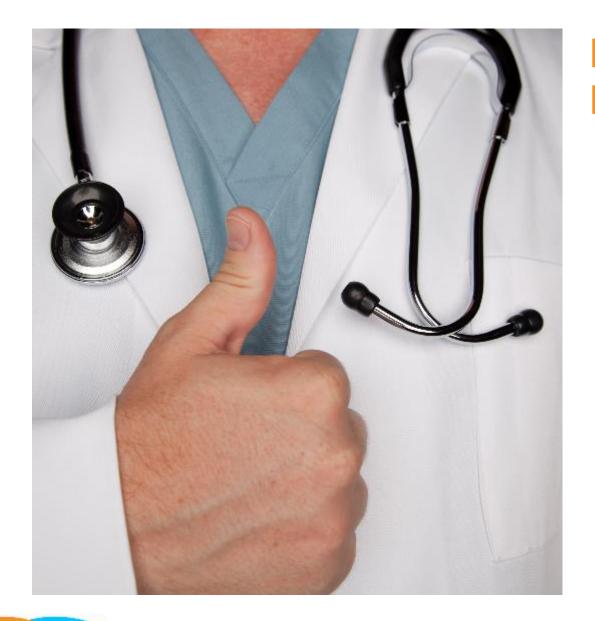
## At 70% in person visits, we are leading the way

Total biopharma details reached 85% vs. baseline of which remote details account for approximately 54% of all prescriber details

Specialty in-person details remain at approximately 48% of baseline with Oncology and Primary care at 22% and 42% respectively

Source: IQVIA





## POSITIVE REACTIONS FROM HEALTH CARE PROVIDERS

"A lot of patients are interested in this when I present it to them because it is an oral formulation"

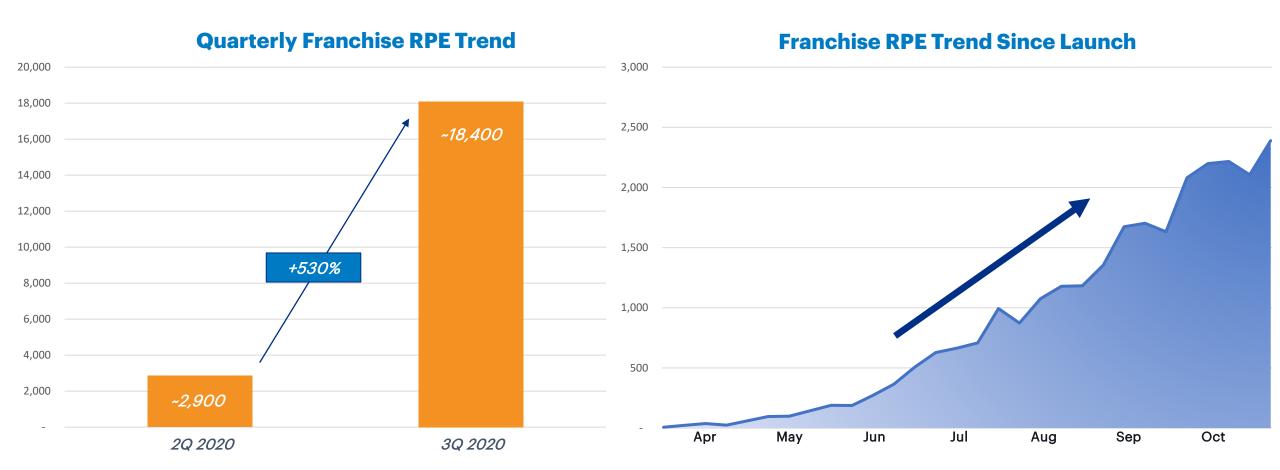
Cardiologist

"One nice thing about these medicines is that they are just one dose. It really clears up the confusion when prescribing"

**Primary Care Physician** 

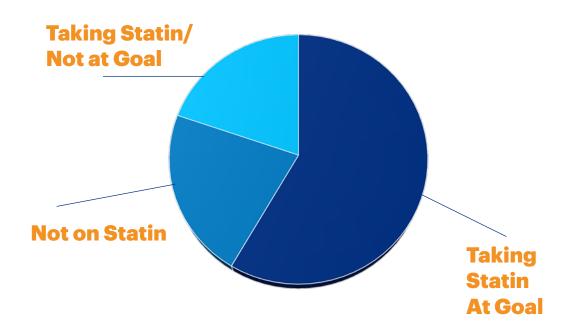
### SCRIPTS (RPE) GREW OVER 500% FROM 2Q 2020

#### While New-to-Brand in overall LDC-C market was down ~30%



<sup>\*</sup>Based on Symphony data

#### SIGNIFICANT OPPORTUNITY IN A UNIQUELY SIZED MARKET

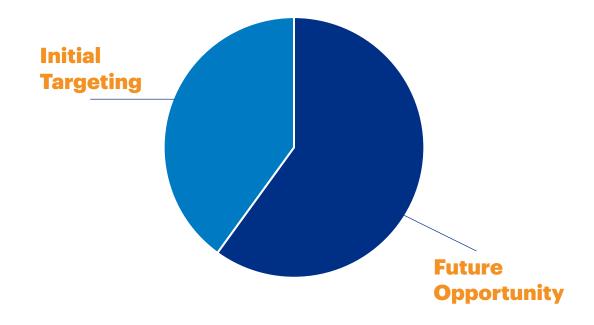


#### **Market Opportunity: Patients**

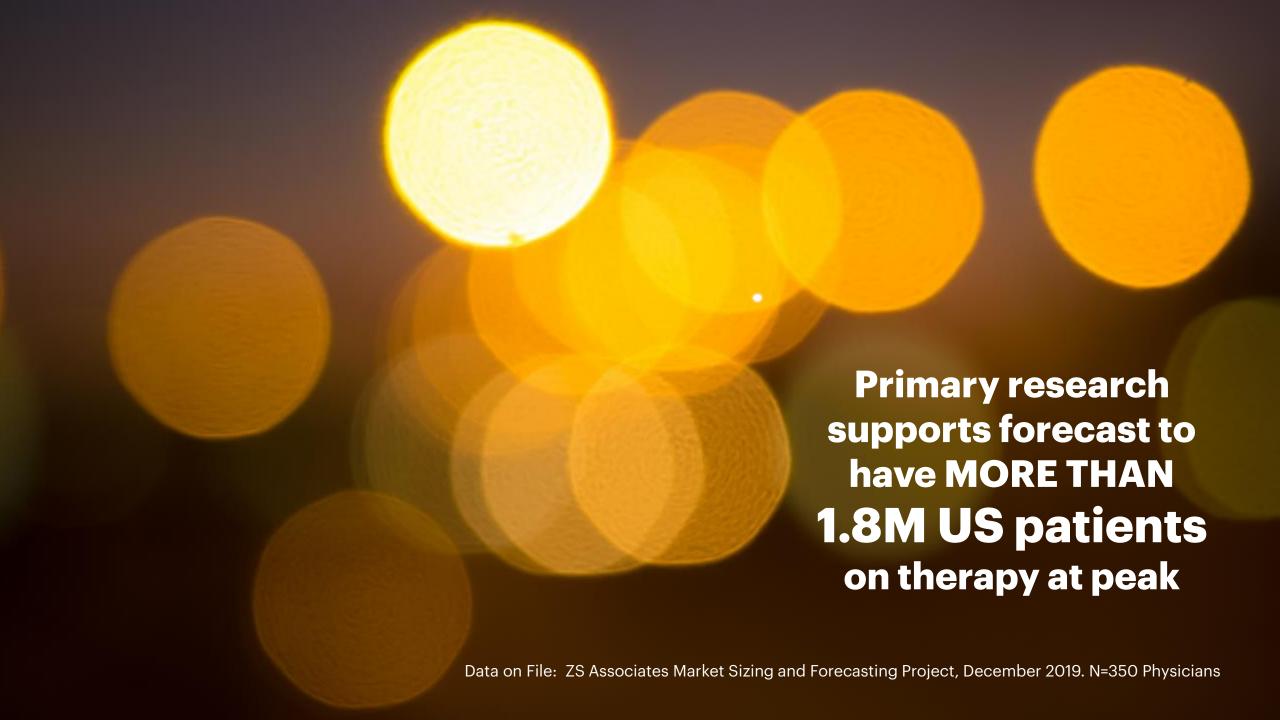
- 44M hypercholesterolemia diagnosed patients in the US
- 8.7M are on statins but not at LDL-C goal
- 9.6M are currently not on statin therapy to address high LDL cholesterol<sup>2</sup>

#### **Market Opportunity: Prescriptions**

- 245 million LDL-C prescriptions written annually in the US by ~720,000 prescribers
- ~38,000 highest-volume prescribers make up 40% of the entire LDL-C market, or an average of 2,600 Rx per year







### **TO RAISE AWARENESS AND** INSPIRE ACTION, **WE'VE RECENTLY LAUNCHED OUR DIRECT-TO-CONSUMER CAMPAIGN**













First-of-its-kind cardiovascular outcomes trial, following more than 14,000 patients with documented statin intolerance

There are approximately 10 million statin intolerant patients in the US.

We've reached over 50% of primary MACE endpoints to date

Fully enrolled in August 2019 and on-track to read-out in 2H 2022

## FINANCIAL OVERVIEW



### DIVERSIFIED REVENUE STREAMS ON TOP OF STRONG CASH POSITION

**U.S. Net Product Sales increased** 

**5X** 

quarter over quarter Q2 \$0.6M Q3 \$3.3M

Ex-U.S.
Collaboration
Milestones

**\$213M YTD** 

Royalty
Expected
Q4 2020

Ex-U.S.
Royalty
Revenues

Cash Balance \$216M at end of Q3

### **Multiple Funding Resources for Financial Flexibility**

**Strengthening the Balance Sheet Opportunistically** 

U.S. Revenues and EU Royalties 2020 Future Milestone Payments: \$1,000M Oberland Agreement: \$50M Exp. Mid-2020 ROW Partnership Upfront **Payment** Exp. 4Q 2020 Convertible Debt Transaction: \$280M Completed Mid-November Q3 2020 Cash Balance:

Key Financial Data	
FY Revenue	No Guidance Before 2022
FY 2020 R&D Guidance	\$135 - \$145
FY 2020 SG&A Guidance	\$200 - \$210 4Q20 inclusive of DTC campaign launch
FY 2020 Op Ex Guidance <sup>(1)</sup>	\$335 - \$355M
Common Shares Outstanding	Basic 27.9M; Fully Diluted 32.8M

*\$215M* 



## 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 ≥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 <a href="https://pi.esperion.com/nexletol/nexletol-pi.pdf">https://pi.esperion.com/nexletol/nexletol-pi.pdf</a>



#### **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 <a href="https://pi.esperion.com/nexlizet/nexlizet-pi.pdf">https://pi.esperion.com/nexlizet/nexlizet-pi.pdf</a>

