**ESPERION**<sup>®</sup> REACHING GOALS

# Q2 2024 Earnings Presentation August 12, 2024

### **Forward-looking Statements & Disclosures**

This press release contains forward-looking statements that are made pursuant to the safe harbor provisions of the federal securities laws, including statements regarding marketing strategy and commercialization plans, current and planned operational expenses, future operations, commercial products, clinical development, including the timing, designs and plans for the CLEAR Outcomes study and its results, plans for potential future product candidates, financial condition and outlook, including expected cash runway, and other statements containing the words "anticipate," "believe," "estimate," "expect," "intend," "may," "plan," "predict," "project," "suggest," "target," "potential," "will," "would," "could," "should," "continue," and similar expressions. 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, the net sales, profitability, and growth of Esperion's commercial products, clinical activities and results, supply chain, commercial development and launch plans, the outcomes and anticipated benefits of legal proceedings and settlements, 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.



### Business Update Sheldon Koenig, President and CEO

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### **Continued Growth Across Key Areas**

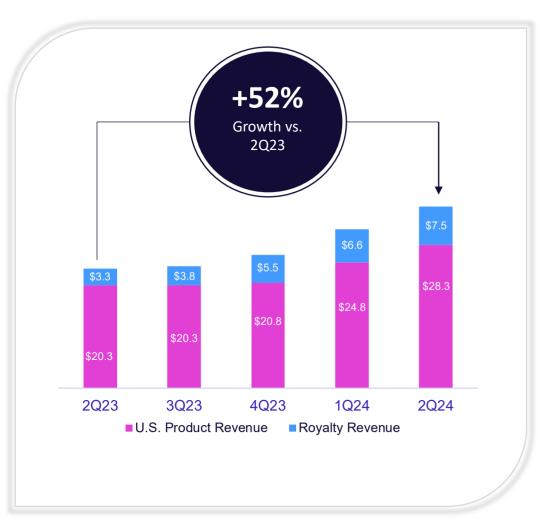
**Disciplined execution of strategic plan is building momentum** 



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## **Successful Execution Driving Strong Results**



#### **Double Digit Growth**

- U.S. net product revenue was \$28.3M (+39% YoY)
- Collaboration revenue was \$45.4M (+727% YoY)

#### **Monetized European Royalties**

- Completed transformational transaction by monetizing European royalties on bempedoic acid sales to OMERS Life Sciences for \$304.7 Million
- Allocated proceeds for early, discounted payoff and termination of Oberland Capital revenue interest facility

#### Secured Updated UM Criteria

- Partnered with major payers to improve the quantity and quality of coverage for NEXLETOL<sup>®</sup> and NEXLIZET<sup>®</sup>
- By mid-July, over 80% of payers aligned UM criteria with new label updates
- ~11% TRPE increase during the final four weeks of June

#### **Significant International Progress**

- Received European Commission label update approval for NILEMDO<sup>®</sup> and NUSTENDI <sup>®</sup>
- Bempedoic acid achieved primary endpoint in a Phase 3 trial in Japan, with Otsuka anticipating NDA filing in 2H 2024
- New Drug Applications for product approvals in Canada, Australia and Israel are on track for submission by the end of this year



### **New Labels Dramatically Increase Addressable Market**

New Label Total Addressable Market Opportunity

Patients not at LDL-C goal, in millions

**70M** 

+40M

## Untreated High-Risk Primary Prevention & ASCVD Patients

Primary prevention and not on a statin<sup>1,2,5,6</sup>



## Under-Treated High-Risk Primary Prevention & ASCVD Patients

15M high-risk primary prevention on a statin<sup>2,3,4</sup>
5M high-risk primary prevention and ASCVD, statin intolerant<sup>5</sup>

**10M** Original Label Feb. 2020

#### **Under-Treated ASCVD Patients1**

Secondary prevention population *and* on a maximally tolerated statin, not at LDL-C goal



Only LDL-C lowering non-statins to be indicated for primary prevention



Removes **statin use** qualifier from indication

#### **Original Label**

- HeFH or ASCVD
- On max tolerated statin
- Not at LDL-C goal

1. Allen JM, et al. Circulation. 2019;140:A12904. 2. Shen M, Nargesi AA, et al. J Am Heart Assoc. 2022;11:e026075. 3. Yang Y, et al. Circulation. 2021;144:A10434. 4. Wong ND, et al. J Clin Lipidology. 2016;10:1109-1118. 5. Bytyci I, et al. Eur Heart J. 2022;00:1-16. 6. Total U.S. Resident Population by Age, Sex, and Series: April 1, 2020 [table]; US Census Bureau: 2020.

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### **Focused on Sales Execution**

#### **Managed Care Efforts**

- Partnered with major pavers to improve the quantity and quality of coverage
- Collaborated to updated UM criteria to include the recent label updates



#### Sales & Marketing Efforts

- Expanded U.S. sales force targeting specific subsets of primary care physicians and cardiologists with in-person detailing
- Increased digital campaign tactics to include a full-scale approach across eight channels to reach physicians
- Implemented a digital consumer outreach campaign to drive patients to talk to their HCP about CV risk

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Continuous

quarters of TRPEs

growth

### >21,000

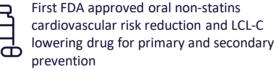
Healthcare practitioners writing scripts

>90%

Targeted healthcare providers reached with digital campaign tactics

**Growth Drivers** 







with a significant unmet



Robust payer access alignment and coverage

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## **Great Strides Expanding International Reach**

**Expected to be a Meaningful Revenue Driver Over Time** 

#### **Esperion**

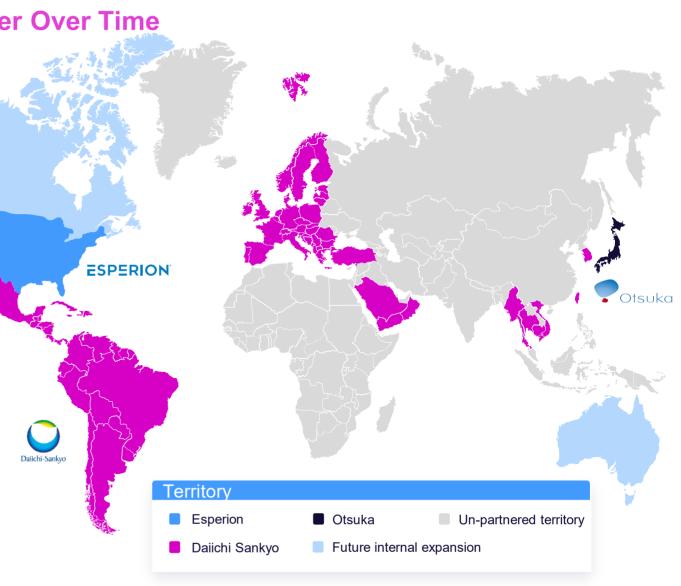
 New Drug Applications in Canada, Australia and Israel are on track for submission by the end of this year

#### Daiichi Sankyo

- Received label expansion approval from the EC as treatments to reduce cardiovascular risk by lowering LCL-C levels in Q2 2024
- Launched in Germany, UK, Austria, Belgium, Switzerland, Italy, Spain, Netherlands, Slovakia, Czech Republic, and Hong Kong to date
- · Tiered royalties and additional sales milestones

#### Otsuka

- Phase III study completed in Japan in Q2 2024
- NDA filing anticipated in second half of 2024
- Expected approval and National Health Insurance pricing in 2025
- Tiered royalties, regulatory, and sales milestones



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### **Financial Update** Ben Halladay, Chief Financial Officer

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### **Transformational Transaction Improves Financial Foundation**

#### **OMERS Life Sciences**

- Purchased Esperion's European royalty on bempedoic acid products for \$304.7 million
- EU royalties revert to Esperion once OMERS receives 1.7 times its investment
- Esperion retains rights to receive all potential future milestones of up to \$300 million based on commercial performance by DSE

#### **Oberland Capital**

 Funds received from this transaction have been used for the early, discounted payoff and termination of the Oberland Capital revenue interest facility

#### The Benefits

- Agreement provides increased operational and financial flexibility
- Strategically leverages an asset to unencumber balance sheet from senior secured liens
- Removes all covenants associated with the agreement
- Avoids significant headwind of payment step ups in 2025
- Dramatically improves the liquidity outlook of the company



### **Strengthened Capital Position Enables Future Inflection**

**Disciplined investment and expense allocation supports execution of commercial launch** 

**\$189M** Q2 2024 Cash & Cash Equivalents

Potential Milestones for Japanese Submissions & Regulatory Events

Q2 2024 U.S. Net Product Revenue +39% Growth Y/Y

\$140M

\$28M

Key Financial Data	
FY 2024 R&D Guidance	\$45 - 55 Million
FY 2024 SG&A Guidance	\$180 - 190 Million
FY 2024 OpEx Guidance <sup>1</sup>	\$225 - 245 Million
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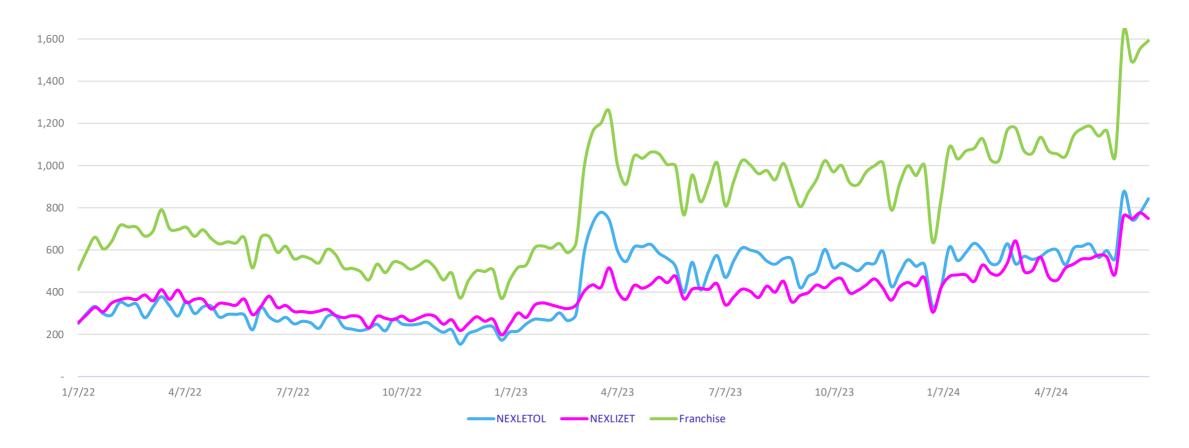
1. Includes ~\$20 million of non-cash stock-based compensation expense



### **Robust Outcomes Data Sustains NBRX Momentum**

**Outcomes data enabled continued growth for a full year post-ACC in March 2023** 

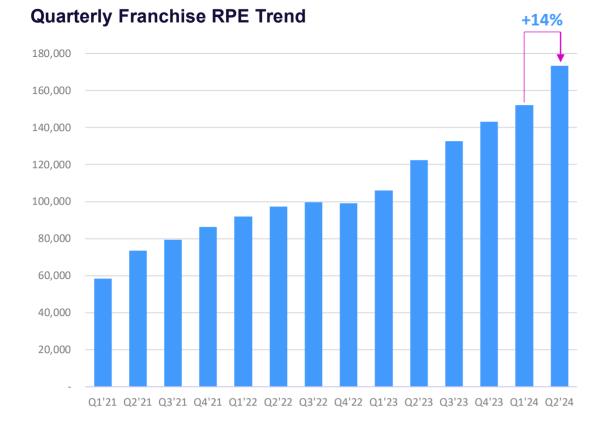
#### Franchise New to Brand Rx Trends

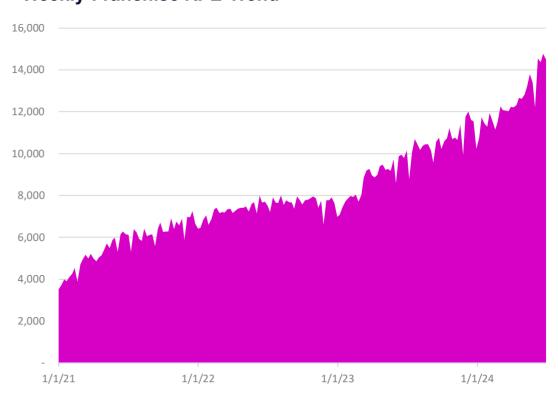




### **Disciplined Execution Enables Continued U.S. Growth**

Steady growth continues through Q2 2024; inflection anticipated with newly approved and significantly expanded labels





#### Weekly Franchise RPE Trend<sup>1</sup>

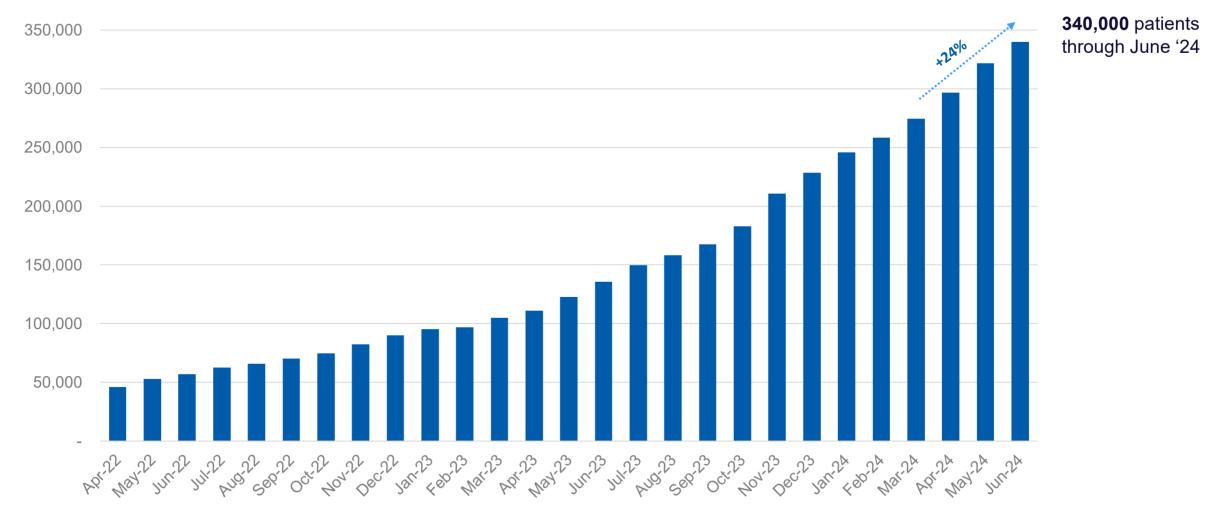
#### 1. Through June 31, 2024.

Based on Symphony Data. RPE = Retail Prescription Equivalent; derived by normalizing the extended Rx units (number of tablets) to determine the 30-day supply equivalent.



### **International Growth Continues at Strong Pace**

Cardiovascular risk reduction data and new market launches drive accelerating adoption



Note: Numbers are approximate and based on an internal calculation methodology and includes Germany, UK, Austria, Belgium, Switzerland, Italy, Spain, the Netherlands, and Hong Kong.

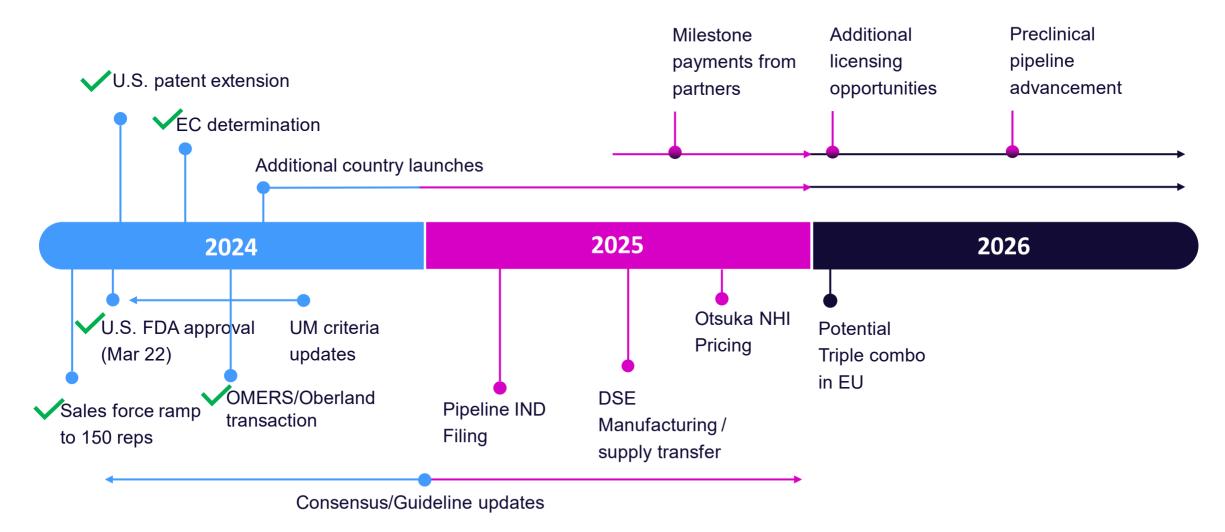


# Closing and Q & A



### **Roadmap for Long-Term Value Growth**

### Steady stream of meaningful catalysts drive sustained, long-term value



Note: Items listed subject to change.



# Important Safety Information



### **NEXLETOL®** Important Safety Information

- NEXLETOL is contraindicated in patients with a prior serious hypersensitivity reaction to bempedoic acid or any of the excipients. Serious hypersensitivity reactions, such as angioedema, have occurred.
- Hyperuricemia: NEXLETOL may increase blood uric acid levels, which may lead to gout. Hyperuricemia may occur early in treatment and persist throughout
  treatment, returning to baseline following discontinuation of treatment. Assess uric acid levels periodically as clinically indicated. Monitor for signs and symptoms
  of hyperuricemia, and initiate treatment with urate-lowering drugs as appropriate.
- Tendon Rupture: NEXLETOL is associated with an increased risk of tendon rupture or injury. Tendon rupture may occur more frequently in patients over 60 years of age, in those taking corticosteroid or fluoroquinolone drugs, in patients with renal failure, and in patients with previous tendon disorders. Discontinue NEXLETOL at the first sign of tendon rupture. Consider alternative therapy in patients who have a history of tendon disorders or tendon rupture.
- The most common adverse reactions in the primary hyperlipidemia trials of NEXLETOL in ≥2% of patients and greater than placebo were upper respiratory tract infection, muscle spasms, hyperuricemia, back pain, abdominal pain or discomfort, bronchitis, pain in extremity, anemia, and elevated liver enzymes.
- The most common adverse reactions in the cardiovascular outcomes trial for NEXLETOL at an incidence of ≥2% and 0.5% greater than placebo were hyperuricemia, renal impairment, anemia, elevated liver enzymes, muscle spasms, gout, and cholelithiasis.
- Discontinue NEXLETOL when pregnancy is recognized unless the benefits of therapy outweigh the potential risks to the fetus. Because of the potential for serious adverse reactions in a breast-fed infant, breastfeeding is not recommended during treatment with NEXLETOL.

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• Report pregnancies to Esperion Therapeutics, Inc. Adverse Event reporting line at 1-833-377-7633.

See full prescribing information here.



### **NEXLIZET®** Important Safety Information

- NEXLIZET is contraindicated in patients with a prior hypersensitivity to ezetimibe or bempedoic acid or any of the excipients. Serious hypersensitivity reactions, such as anaphylaxis, angioedema, rash, and urticaria have been reported with ezetimibe or bempedoic acid.
- Hyperuricemia: Bempedoic acid, a component of NEXLIZET, may increase blood uric acid levels, which may lead to gout. Hyperuricemia may occur early in
  treatment and persist throughout treatment, returning to baseline following discontinuation of treatment. Assess uric acid levels periodically as clinically indicated.
  Monitor for signs and symptoms of hyperuricemia, and initiate treatment with urate-lowering drugs as appropriate.
- Tendon Rupture: Bempedoic acid, a component of NEXLIZET, is associated with an increased risk of tendon rupture or injury. Tendon rupture may occur more
  frequently in patients over 60 years of age, in those taking corticosteroid or fluoroquinolone drugs, in patients with renal failure, and in patients with previous
  tendon disorders. Discontinue NEXLIZET at the first sign of tendon rupture. Consider alternative therapy in patients who have a history of tendon disorders or
  tendon rupture.
- The most common adverse reactions in the primary hyperlipidemia trials of bempedoic acid (a component of NEXLIZET) in ≥2% of patients and greater than
  placebo were upper respiratory tract infection, muscle spasms, hyperuricemia, back pain, abdominal pain or discomfort, bronchitis, pain in extremity, anemia, and
  elevated liver enzymes.
- Adverse reactions reported in ≥2% of patients treated with ezetimibe (a component of NEXLIZET) and at an incidence greater than placebo in clinical trials were upper respiratory tract infection, diarrhea, arthralgia, sinusitis, pain in extremity, fatigue, and influenza.
- In the primary hyperlipidemia trials of NEXLIZET, the most commonly reported adverse reactions (incidence ≥3% and greater than placebo) observed with NEXLIZET, but not observed in clinical trials of bempedoic acid or ezetimibe, were urinary tract infection, nasopharyngitis, and constipation.
- The most common adverse reactions in the cardiovascular outcomes trial of bempedoic acid (a component of NEXLIZET) at an incidence of ≥2% and 0.5% greater than placebo were hyperuricemia, renal impairment, anemia, elevated liver enzymes, muscle spasms, gout, and cholelithiasis.
- Discontinue NEXLIZET when pregnancy is recognized unless the benefits of therapy outweigh the potential risks to the fetus. Because of the potential for serious adverse reactions in a breast-fed infant, breastfeeding is not recommended during treatment with NEXLIZET.
- Report pregnancies to Esperion Therapeutics, Inc. Adverse Event reporting line at 1-833-377-7633.

#### See full prescribing information here.

