

ESPERION®

REACHING GOALS

# Q2 2023 Earnings Presentation

August 1, 2023



# 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 impact of the ongoing COVID-19 pandemic on our business, revenues, results of operations and financial condition, the net sales, profitability, and growth of Esperion’s commercial products, clinical activities and results, supply chain, commercial development and launch plans, the outcomes of legal proceedings, 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

# Strong Q2 2023 Growth

Solid quarter driven by focused execution of strategic plan

**\$26M**

Total Revenue  
+37% Y/Y

**\$20M**

US Product Sales, Net  
+49% Y/Y

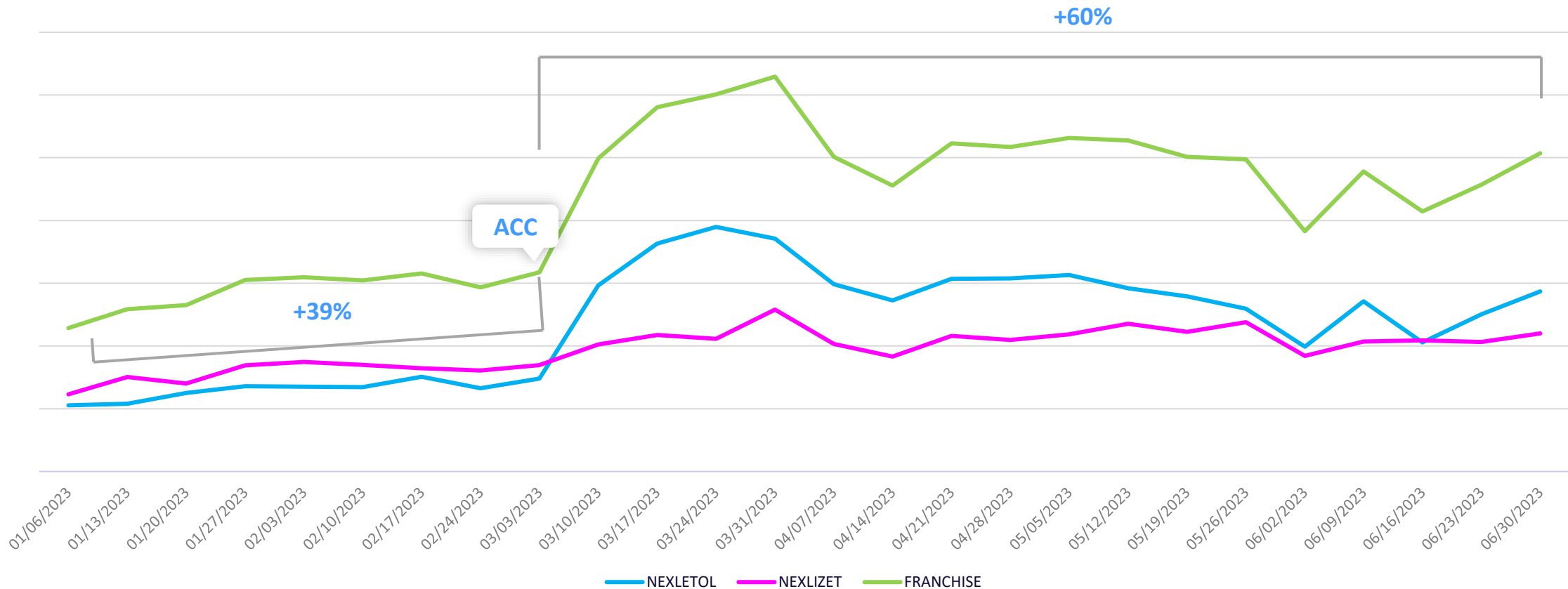
**+26%**

Retail Prescription  
Equivalents Y/Y

# Robust Data Drive Continued NBRX Growth

Outcomes data at ACC set the stage to drive continued growth (+28% Q/Q)

Franchise New to Brand Rx Trends



# Q2 2023 Highlights

- **Retail prescription equivalents** grew **26% Y/Y**
- Timely **label expansion submissions** in U.S. and EU; expect regulatory approvals in **1H 2024**
- **Educated** market to maximize **commercial opportunity** upon label expansion
  - Presentation of **primary prevention data** at ADA with simultaneous publication in JAMA, expanding **addressable market to 70M patients at risk** for a cardiovascular event in U.S. alone
  - First LDL-lowering therapy since statins to demonstrate **reduction in all-cause mortality** (highly differentiating)
  - Presentation of on treatment, **CTT analysis**, demonstrating **improved outcomes** and consistency of benefit
  - Acceptance of **two late-breaker** presentations at **European Society of Cardiology** 2023 in August
- Partnership with **Currax** and additional ~20 in-house **territory managers** went live July 5
- **Positive payer engagement** continues for both **additional coverage** and improved UM criteria

# Data Drive Meaningful Label Expansion Potential

Driving future commercial growth opportunity

## Current Label

### INDICATION:

- Adjunct to diet and maximally tolerated statin therapy
- For the treatment of adults with heterozygous familial hypercholesterolemia or established atherosclerotic cardiovascular disease who require additional lowering of LDL-C

### LIMITATIONS:

- Cardiovascular morbidity and mortality effect has not been determined

Positive  
CVOT

## Anticipated Label

- Indications added:
  - REDUCE THE RISK OF CARDIOVASCULAR EVENTS
  - Expands to *primary* prevention (in addition to secondary)
- Limitations removed:
  - Removes maximally tolerated statin therapy



### H1 2023

FDA Submitted June 1  
EMA Submitted June 28

### H2 2023

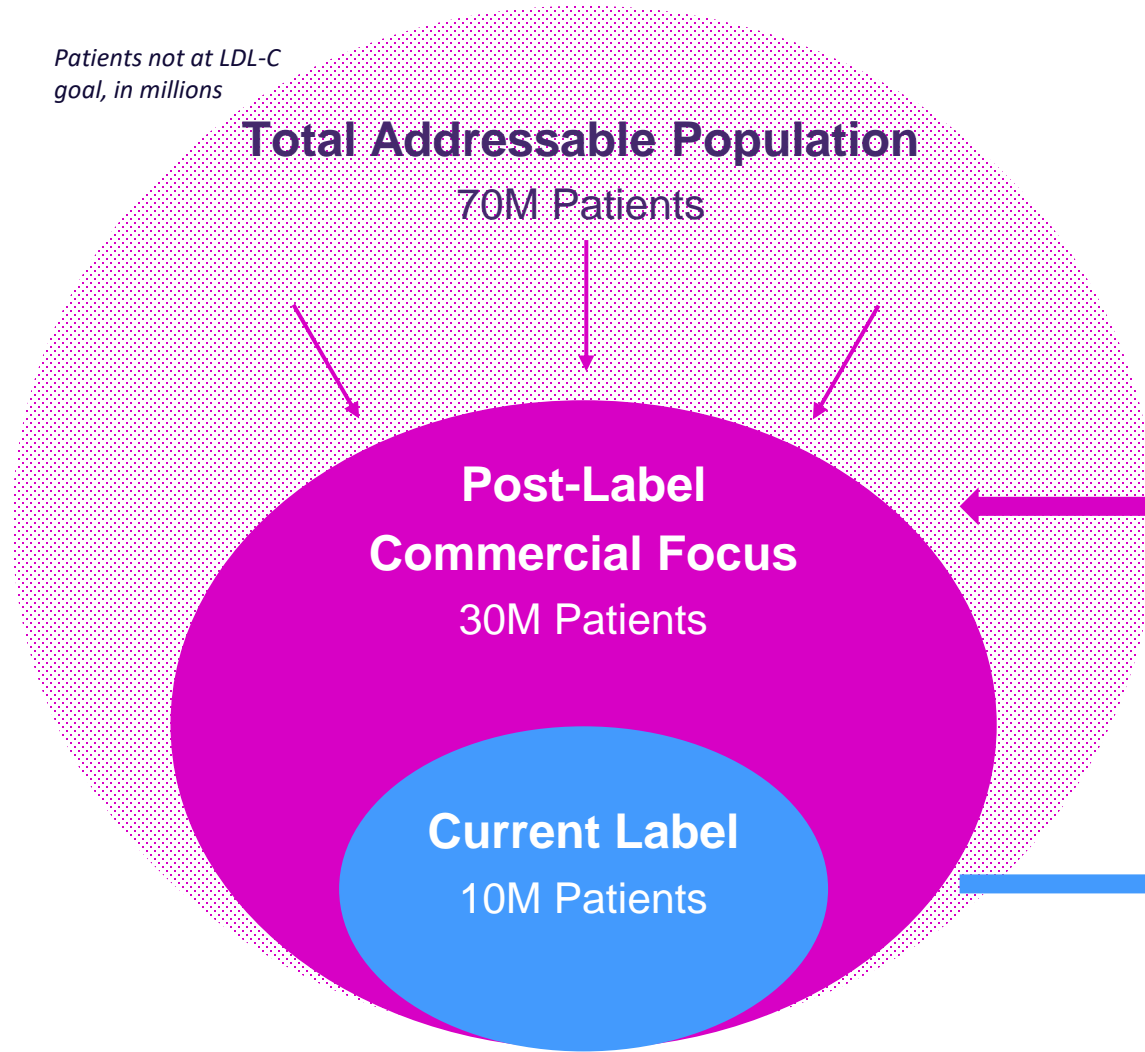
Additional Scientific & Medical  
Meeting Presentations

### H1 2024

Anticipated CV Risk Reduction  
Label Inclusion – U.S. and Europe

# Label Expansion Meaningfully Increases Addressable Market

Patients not at LDL-C goal, in millions



**+40M Untreated High-Risk Primary Prevention & ASCVD Patients**

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

**+ 20M 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 ASCVD Patients<sup>1</sup>**

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

## Anticipated Label

- To reduce the risk of cardiovascular events
- Primary and secondary prevention
- With or without statin therapy
- Primary hyperlipidemia

## Current 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. Bytci 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.





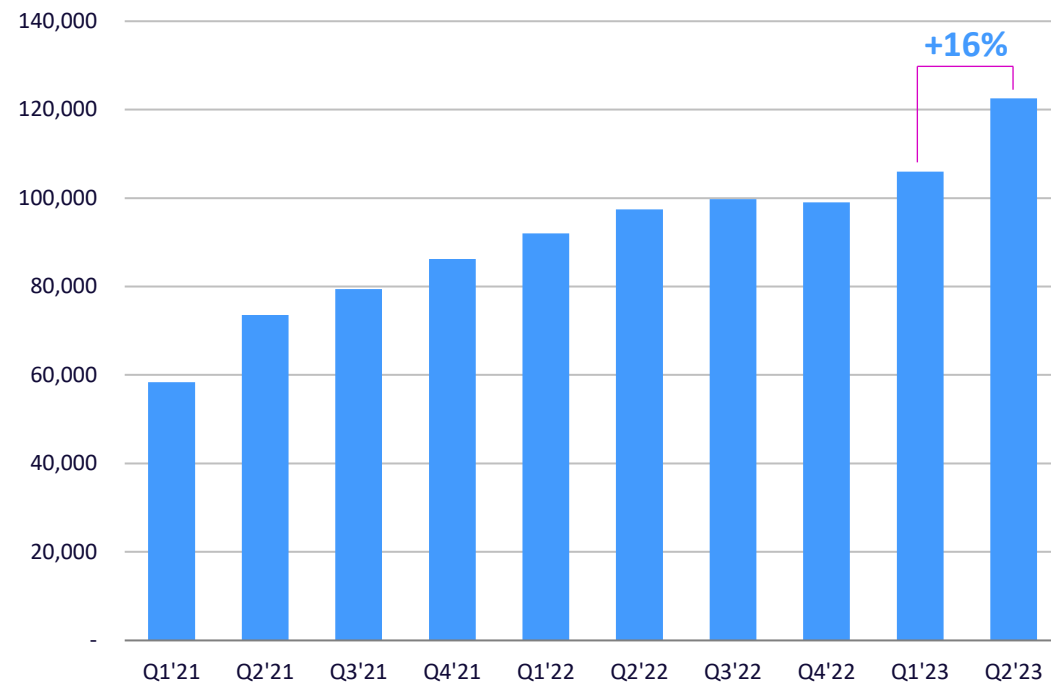
# Financial Update

Ben Halladay, Chief Financial Officer

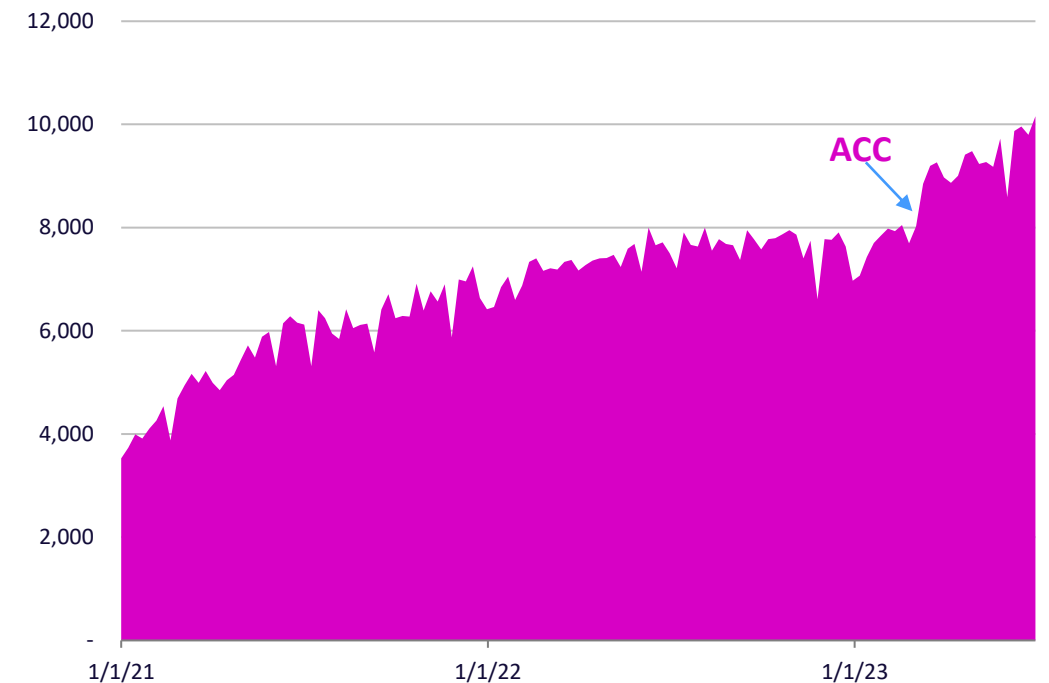
# Sustained U.S. Momentum Post-CLEAR Outcomes

ACC, ADA and additional data releases driving continued Rx growth

### Quarterly Franchise RPE Trend



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

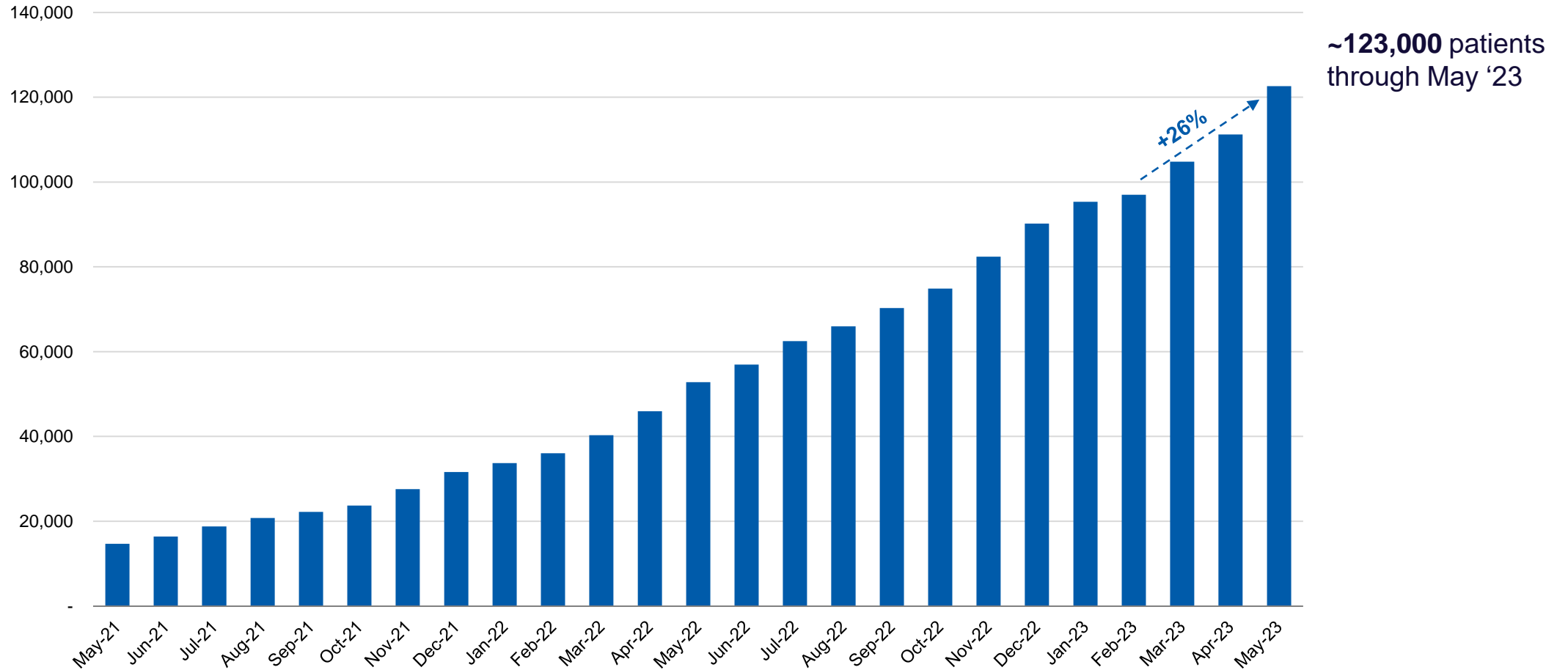


1. Through June 30, 2023.

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.

# Accelerated Patient Trends in Europe

Cardiovascular risk reduction data plus new market launches driving increased adoption



Note: Numbers are approximate and based on an internal calculation methodology and includes Germany, UK, Austria, Belgium, and Switzerland.

# Solid Capital Position Enables Continued Execution

Focus on strategic execution and prudent expense management

**\$138M**

Q2 2023 Cash, Cash Equivalents & Investment Securities Available-for-Sale

**\$300M**

Milestone for European Label Expansion

**\$140M**

Milestone for Japanese Submissions & Regulatory Events

**\$20M**

Q2 2023 U.S. Net Product Revenue  
+49% Growth Y/Y

## Key Financial Data

FY 2023 R&D Guidance \$100 - 110 Million

FY 2023 SG&A Guidance \$125 - 135 Million

FY 2023 Op Ex Guidance<sup>1</sup> \$225 - 245 Million

Q2 2023 Common Shares Outstanding <sup>2</sup> 100.9 Million

1. Includes \$25M of non-cash stock-based compensation expense

2. After accounting for 2.0 million treasury shares to be purchased in the \$50M prepaid forward transaction as part of the November 2020 convertible debt financing



# Corporate Update

Sheldon Koenig, President & CEO

# Corporate Update

- Patent term extension through mid-2031\* for composition of matter expected later this year
- April 2024 trial date scheduled for complaint against European partner, as requested

**FOCUSED ON EXECUTION**  
**true sales inflection remains following label change (anticipated in 1H 2024)**

\* If pediatric exclusivity extension is granted

# Unlocking Blockbuster Potential for NEXLETOL and NEXLIZET

Executing strategic plan, supported by robustness of data and differentiated label

## Data

Robustness of CLEAR Outcomes data has driven global awareness of the significant cardiovascular risk reduction benefits of NEXLETOL and NEXLIZET.

Powerful sub-group analyses presented at medical conferences and simultaneous publications in top tier journals, including *NEJM* and *JAMA*, serve to educate market ahead of label expansion and maximize the commercial opportunity of our franchise.

## Label

CVOT clinical data and demonstrated outcomes benefit support a highly differentiated label.

Filed for broad cardiovascular risk reduction labels in U.S. and Europe, seeking to meaningfully increase addressable patient population.

Regulatory approvals for expanded labels in both jurisdictions anticipated in the first half of 2024.

## Execution

Label change and full-scale promotion expected to unlock blockbuster commercial potential for NEXLETOL and NEXLIZET in U.S., with commensurate growth also expected in Europe.

Continued execution of strategic plan to educate healthcare providers and payers ahead of label expansion.

# Delivering on our Commitments

Executing on a strategic plan to achieve blockbuster status

**Phase 3** Exponential growth post label expansion

**Phase 2** Accelerating growth post data release

**Phase 1** Consistent growth post company reorganization

**ESPERION<sup>®</sup>**



# Q & A

# THANK YOU



# Important Safety Information

# NEXLETOL<sup>®</sup> 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>