

# ESPERION 1Q20 CONFERENCE CALL

May 6, 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, and 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. 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 brand commercialization plans, or approval of expanded indications, that existing cash resources may be used more quickly than anticipated, the impact of COVID-19 on our business, clinical and commercial supply 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 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.

# ESPERION | Opening Reflections



**We salute all healthcare workers for their incredible commitment**



**Our overall health and long-term conditions are more in focus than ever before**



**We have Successfully Adapted**  
**We Proudly Deliver Day after Day**

A silhouette of a person running is shown against a vibrant sunset sky with scattered clouds. The sun is low on the horizon, creating a warm orange glow. The runner is in mid-stride, with one leg forward and arms pumping. The overall scene conveys a sense of motion and energy.

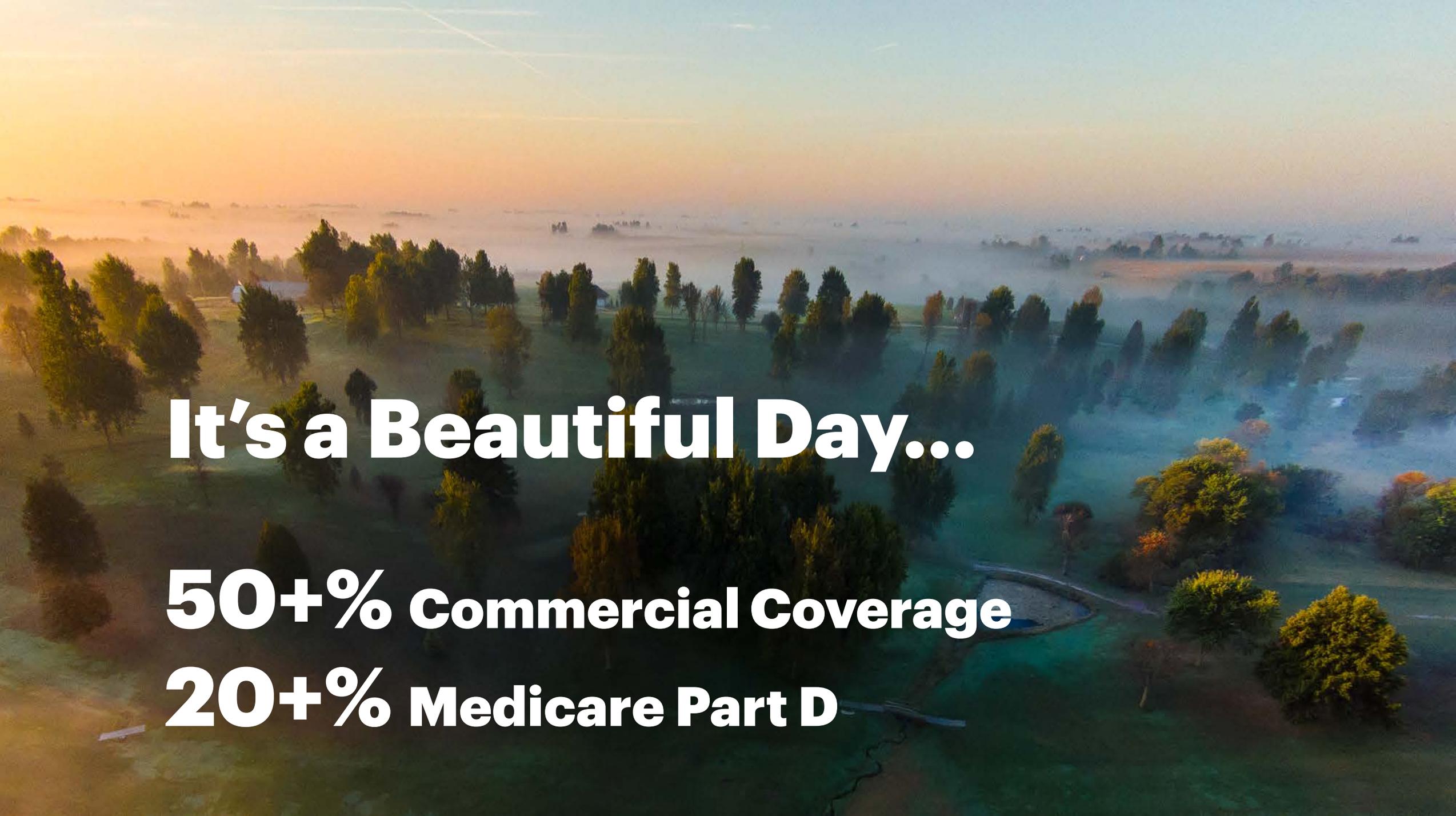
**We're  
Running**

**NEXLETOL™**  
**(bempedoic acid)**  
**Tablets**

**U.S. Availability March 30, 2020**  
Initiated HCP contact on April 20

**NEXLIZET™**  
**(bempedoic acid and ezetimibe)**  
**Tablets**

**U.S. Availability June 4, 2020**  
1+ Month ahead of schedule!

An aerial photograph of a golf course at sunrise. The scene is filled with mist and soft, golden light from the low sun. Numerous trees of various sizes and colors (greens, yellows, oranges) are scattered across the landscape. A winding path or stream is visible in the lower right quadrant. The overall atmosphere is serene and beautiful.

**It's a Beautiful Day...**

**50+% Commercial Coverage**

**20+% Medicare Part D**

# Our Medicines are Now Approved in Europe

**NILEMDO™**

(bempedoic acid) Tablet

**Lowered LDL-C Up to 28%\***

**NUSTENDI™**

(bempedoic acid and ezetimibe) Tablet

**Lowered LDL-C by a Mean of 38%**

*\*Compared to Placebo, in  
4 Pivotal Trials Including Over 3600 Patients*



**Refer to our Last Public Call for U.S. NEXLETOL™ & NEXLIZET™ Information**

**ESPERION®**



# \$1.5 Billion +

## Collaboration Agreements Around the World with Expert Cardiovascular Companies



Daiichi-Sankyo

### \$900M+

Milestones Plus  
Royalties

**Largest EU Agreement in  
Last Decade**



Otsuka

### \$600M+

Milestones and  
Development Costs Plus  
Royalties

**Largest Japan Agreement**

# COMMERCIAL OVERVIEW

Mark Glickman CCO



**Experienced  
Team Delivering  
Access &  
Affordability**

**Payor Coverage**

**50+% Commercial Coverage  
20+% Medicare Part D Coverage  
+ Additional in 2020**

**Preferred brand medicines  
Tier 2 and Tier 3**

**Healthcare providers**

**Simplified Prior Authorizations  
Minimized Process**

**Patients**

**~\$10/Rx Commercial Co-Pay  
\$45/Rx Medicare Part D Co-Pay**

# Conscientious, Virtual, Customized Launch

**Accelerated Digital Asset Development**

**Territory Managers Completed Virtual Training  
Week of April 13<sup>th</sup>**

**Full Deploy of Digital Assets and Virtual Sales Team  
Week of April 20<sup>th</sup>**

**Adapted 7-day Blister Pack Sample Program to Allow  
for One-Touch On-Line Ordering and Direct  
Shipment to HCPs**



# Commercial Team Considerations



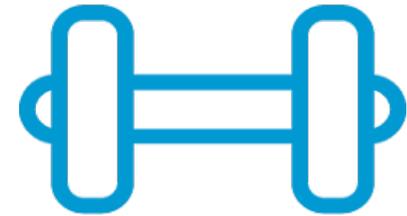
## **New “Normal”**

**Measured approach based on geography and health care provider specialty and circumstances**



## **It’s Early**

**Just beginning to scratch the surface in terms of reaching target healthcare providers**



## **Strong Position**

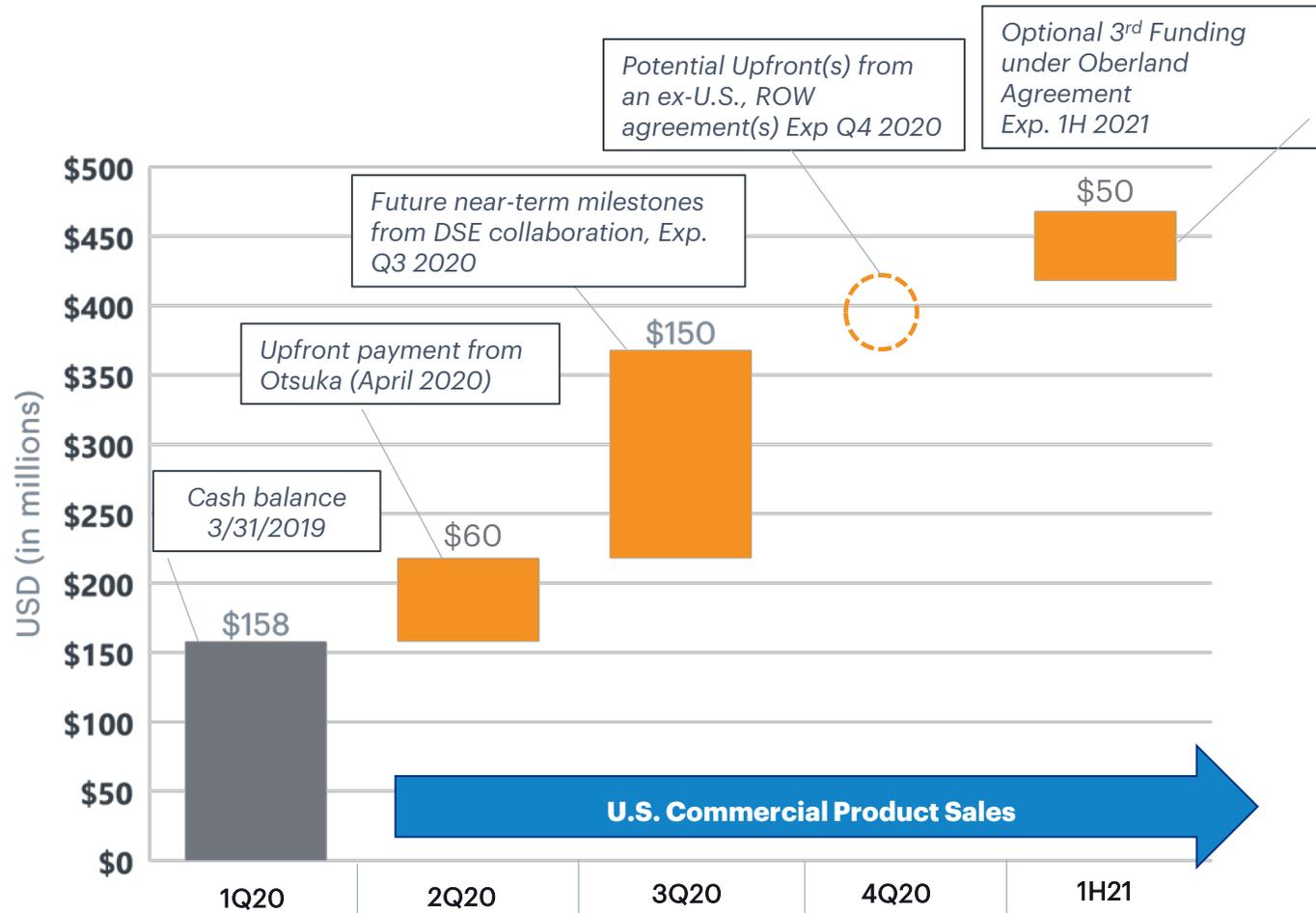
**Prepared to assist healthcare providers and their patients in every appropriate way possible**

# FINANCIAL OVERVIEW

Rick Bartram CFO

# FINANCIAL INFORMATION: FULLY FUNDED THROUGH PROFITABILITY

## Near-Term Capital Proceeds from Collaboration Agreements



| Key Financial Data                        |  |
|---|--|
| FY 2019 Revenue                           | \$148.4M   |
| FY 2020 Revenue                           | No Guidance Provided   |
| FY 2020 Milestone Cash Proceeds           | > \$235M<br><ul style="list-style-type: none"> <li>Future capital available upon the completion of an ex-US ROW collaboration (4Q 2020)</li> </ul> |
| FY Op Ex Guidance*                        | \$335 - \$355M   |
| Anticipated Cash Balance at Dec. 31, 2020 | > \$100M   |
| Common Shares Outstanding                 | Basic 27.5M; Fully Diluted 32.4M   |

\*Excludes \$30M of non-cash stock based compensation expense



**Our Shared Future Looks Bright.**

# Thank You Questions?



**Tim Mayleben**  
**CEO & President**



**Mark Glickman**  
**CCO**



**Rick Bartram**  
**CFO**