



Q3, 2021 Earnings

November 8, 2021

Radius®

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Agenda

- Opening Comments – Kelly Martin
- Q3, 2021 & YTD 2021 Financial Results – Steve Helwig
- Elacestrant – Chhaya Shah
- Abaloparatide Development – Chhaya Shah
- TYMLOS® Commercial – Bob Valentine
- Q&A

Highlights

- Abaloparatide: ATOM (Male) pivotal trial delivered positive results
- Abaloparatide: Re-submission to Europe
- Abaloparatide: TD (transdermal system) remains on time Q4, 2021
- Elacestrant: pivotal trial delivered positive results
- RAD011: Prader-Willi Syndrome (PWS) on time Q4, 2021/Q1, 2022
- RAD011: Life Cycle Plan complete and roll out within next four weeks

Near Term Focus

- TYMLOS Commercial: continued growth/productivity and segment focus
- Abaloparatide: Preparation for potential male indication
- Abaloparatide: TD preparation – data drives pricing/reimbursement/segment
- Abaloparatide: Expand global footprint
- Elacestrant: U.S. + Europe regulatory and Menarini Group interface on all topics
- RAD011: initiate PWS pivotal trial
- RAD011: announce and initiate two additional orphan neurological pivotal trials

Leadership Approach and Philosophy

- A) Build company CULTURE around an exceptional team – oriented people and talent
- B) Execute vs. plan in a high - QUALITY manner
- C) MANAGE to short term progress within an intermediate term road map
- D) Strive to be a tremendous STEWARD of capital
- E) Generate value with the PORTFOLIO: increase upside, decrease downside, or both
- F) Be an ACTIVE participant within the Company's capital structure

Financial Results

Q3 Income Statement

USD million

Summary Financial Statement	US GAAP		Non-US GAAP		Difference
	Q3 2021	Q3 2020	Q3 2021	Q3 2020	Non-US GAAP
Product revenue, net	56.8	50.4	56.8	50.4	6.4
License revenue	0.0	27.4	0.0	27.4	(27.4)
Cost of Goods Sold	(5.1)	(4.0)	(4.9)	(3.8)	(1.0)
Gross profit / (loss)	51.7	73.8	51.9	74.0	(22.1)
<i>Product Gross Margin %</i>	91%	92%	91%	92%	N/A
Research and Development	(34.7)	(39.5)	(33.5)	(37.5)	4.0
Selling, General and Administrative	(34.3)	(33.7)	(29.4)	(27.2)	(2.3)
Total Operating Expenses	(69.0)	(73.1)	(62.9)	(64.6)	1.8
Operating Income (Loss)	(17.3)	0.6	(10.9)	9.3	(20.3)
Other Income / (Expenses)	(4.8)	(6.9)	(4.4)	(2.3)	(2.0)
Net Income (Loss)	(22.0)	(6.3)	(15.3)	7.0	(22.3)
Basic and diluted EPS	(0.47)	(0.14)	(0.32)	0.15	(0.47)
Weighted Avg. Shares	47.3	46.5	47.3	46.5	0.9

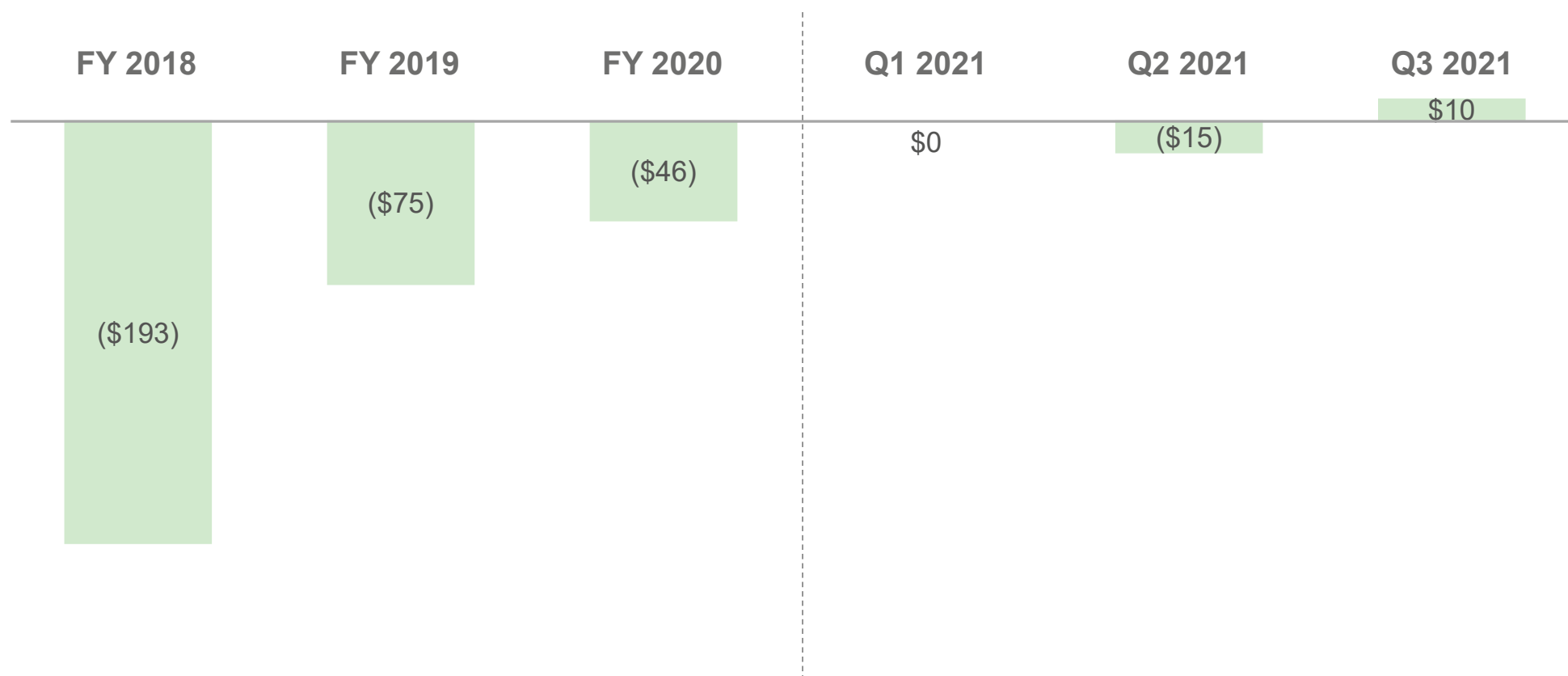
Q3 Year-to-Date Income Statement

USD million

Summary Financial Statement	US GAAP		Non-US GAAP		Difference
	Q3 2021 YTD	Q3 2020 YTD	Q3 2021 YTD	Q3 2020 YTD	Non-US GAAP
Product revenue, net	153.9	148.4	153.9	148.4	5.5
License revenue	11.0	27.4	11.0	27.4	(16.4)
Cost of Goods Sold	(13.8)	(12.4)	(13.2)	(11.8)	(1.4)
Gross profit / (loss)	151.1	163.5	151.7	164.1	(12.4)
<i>Product Gross Margin %</i>	91%	92%	91%	92%	N/A
Research and Development	(93.1)	(123.3)	(88.6)	(117.6)	29.0
Selling, General and Administrative	(100.5)	(108.4)	(84.6)	(91.8)	7.2
Total Operating Expenses	(193.6)	(231.7)	(173.1)	(209.3)	36.2
Operating Income (Loss)	(42.5)	(68.2)	(21.4)	(45.2)	(23.8)
Other Income / (Expenses)	(12.0)	(19.6)	(12.8)	(6.3)	(6.5)
Net Income (Loss)	(54.6)	(87.8)	(34.3)	(51.6)	17.3
Basic and diluted EPS	(1.16)	(1.89)	(0.73)	(1.11)	0.39
Weighted Avg. Shares	47.2	46.4	47.2	46.4	0.8

Cash Flow: FY 2018 through Q3 2021

USD million, non-US GAAP



Elacestrant Framework – Financials

- Up to \$20 million in development and regulatory milestone payments
- Up to \$300 million in sales milestones
- A tiered net royalty up to 9%
- Royalties and sales milestones are based on global net sales in monotherapy, combination therapy, and any/all other potential therapeutic applications

Elacestrant Framework – Intellectual Property

- Three U.S. issued patents for elacestrant:
 - Composition of matter (August 2026, subject to patent term extension up to August 2030)
 - Method of treatment (October 2034)
 - Polymorph/Crystalline (January 2038)
 - Additional patents are pending
- As a new chemical entity, elacestrant has the potential to receive regulatory exclusivity of:
 - 5 years in the U.S.
 - 10 years in Europe
 - 8 years in Japan, assuming no generic competitor entrant to the market
 - All the above are subject to regulatory approval(s)

Elacestrant Update

EMERALD Trial: Positive Topline Results

- First oral SERD: positive topline in pivotal breast cancer study as a monotherapy
- Met both primary endpoints: overall population and ESR1 mutation subgroup
- Safety profile similar to that of the previous clinical trial
- Regulatory submissions: plans for both the U.S. and Europe in 2022
- Full data to be presented at the SABCS in December, 2021
- Menarini plans to further develop the asset in combination therapy trials
- Menarini plans to globalize the asset

Abaloparatide Development Update

ATOM Trial: Positive Topline Results

- Primary endpoint was met with a p-value of less than 0.0001:
 - Change in lumbar spine (LS) bone mineral density (BMD) at 12 months
- Secondary endpoints were met:
 - Bone mineral density changes in lumbar spine at 6 months
 - Bone mineral density changes in hip and femoral neck at 12 months
- Safety profile was consistent with results in previously reported trials
- Plan to submit sNDA in Q1, 2022

Additional Development Updates

- TYMLOS label updated in September: bone building MOA language incorporated
- TYMLOS boxed warning: expect decision from FDA in Q4, 2021
- wearABLE trial for abaloparatide-TD on track for Q4, 2021 topline readout

Globalization:

- Re-submitted abaloparatide-SC dossier to EMA on November 4, 2021
- In Canada, Paladin Labs Inc. expecting Health Canada submission in Q4, 2021
- Other discussions: different regions/countries/partners are ongoing

TYMLOS Commercial

Focus on Fracture Patients and Depth in Key Accounts

- TYMLOS Q3 year-over-year new patient growth of 10%; Q3 YTD up 16% year-over-year
- New patient contribution from the top 500 prescribers remained at ~50% in Q3, 2021
- New patient growth within the top 50 prescribers in Q3, 2021 grew 15%+ vs. Q2, 2021
- New patient growth among the top 50 prescribers accelerated faster in the ortho/spine segments than outside that segment

Continuing to Position TYMLOS for Growth

- Increase depth vs. breadth in fracture patient segments
- Properly utilize data – with larger institutions – for patient identification and tracking
- Prepare for the possibility of adding male indication to the label
- Plan for abaloparatide-TD following pivotal data readout expected in Q4, 2021

Q&A

Q3 GAAP to Non-GAAP Reconciliation

USD million

Reconciliation US GAAP to Non-GAAP		
(USD Million)	Q3 2021	Q3 2020
GAAP Net Loss	(22.0)	(6.3)
Stock-based compensation - Research and Development	1.3	1.8
Stock-based compensation - Selling, General and Administrative	4.8	4.7
Intangibles amortization	0.2	0.2
Non-cash interest	0.4	4.6
Depreciation - Research and Development	0.0	0.2
Depreciation - Selling, General and Administrative	0.0	0.3
Operating Lease Impairment	0.0	1.5
Non-GAAP Net Loss	(15.3)	7.0

Q3 Year-to-Date GAAP to Non-GAAP Reconciliation

USD million

Reconciliation US GAAP to Non-GAAP		
(USD Million)	Q3 2021 YTD	Q3 2020 YTD
GAAP Net Loss	(54.6)	(87.8)
Stock-based compensation - Research and Development	4.5	5.2
Stock-based compensation - Selling, General and Administrative	12.7	14.6
Intangibles amortization	0.6	0.6
Non-cash interest	1.2	13.3
Depreciation - Research and Development	0.1	0.5
Depreciation - Selling, General and Administrative	0.0	0.5
Gain on extinguishment of debt	(1.9)	0.0
Debt refinancing charges - Selling, General and Administrative	3.1	0.0
Operating Lease Impairment	0.0	1.5
Non-GAAP Net Loss	(34.3)	(51.6)