



# Corporate Presentation

April 2022



*Enhancing the standard of care for retinal disorders by working to achieve the first FDA approval for bevacizumab in ophthalmology*

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# Leadership Team: Global Ophthalmic Development and Commercial Launch Excellence



**C. RUSSELL TRENARY III**  
President, CEO and Director



**LAWRENCE KENYON**  
Chief Financial Officer and Director



**JEFF EVANSON**  
Chief Commercial Officer



**TERRY DAGNON**  
Chief Operating Officer



**RANDY THURMAN**  
Executive Chairman of the Board

**MARK HUMAYUN, MD, PhD**  
Medical Advisor



# Investment Highlights

## Submitted U.S. FDA BLA of ONS-5010 (bevacizumab-vikg)<sup>1</sup> an Investigational Therapy for the Treatment of Wet AMD

## Targeting \$13.1 Billion Global Ophthalmic Anti-VEGF Market<sup>2</sup>

### Differentiated Drug Product

- Designed to meet stringent standards required for FDA ophthalmic approval
- Potential to eliminate risks associated with off-label repackaged bevacizumab, including potential impurities and particulates from legacy re-packaging processes
- Delivery through a convenient pre-filled syringe

### Potential for 1<sup>st</sup> FDA Approved Bevacizumab

- ✓ Compelling pivotal data support U.S. FDA BLA submission;  
[filed March 2022](#)
- Launch anticipated Q1 2023
- Provide an economically elegant anti-VEGF solution for patients, payers and doctors

### Attractive Market Opportunity

- Over 50% of the U.S. market available for conversion to ONS-5010 representing billions in yearly sales
- 12-years US regulatory exclusivity expected
- Label expansion opportunity into DME and BRVO

# Wet AMD Landscape

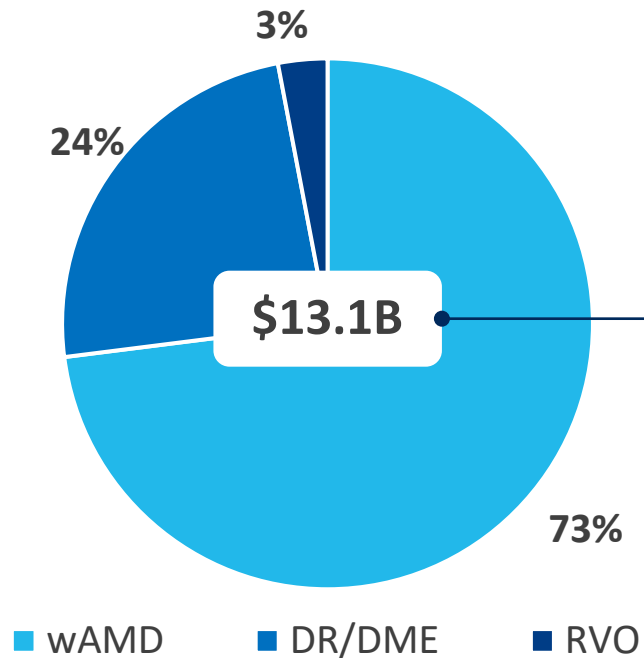
## *Current and Future*



# Targeting Large and Growing Ophthalmic Markets

**ONS-5010, If Approved, Will Be a Significant Therapy In the Retinal Anti-VEGF Market, Currently Estimated To Be In Excess of \$13.1 Billion Worldwide**

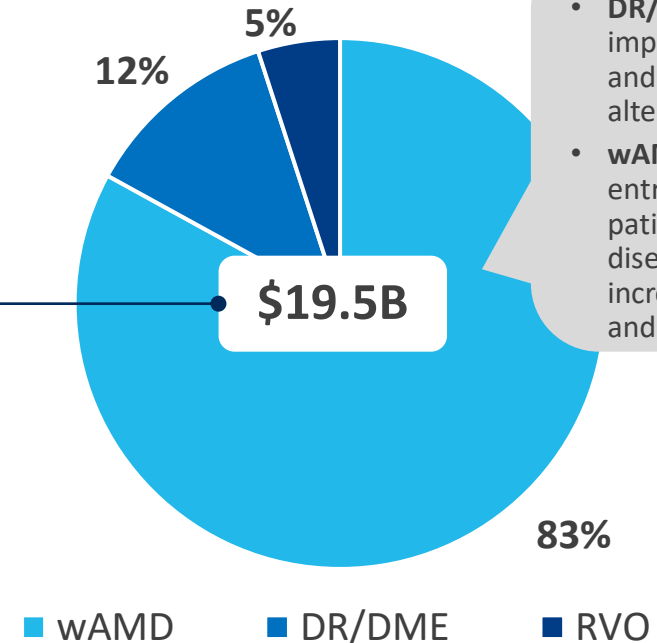
2020 9MM Anti-VEGF Revenue Share (USD)



CAGR

4.1%

2030 9MM Anti-VEGF Revenue Share (USD)

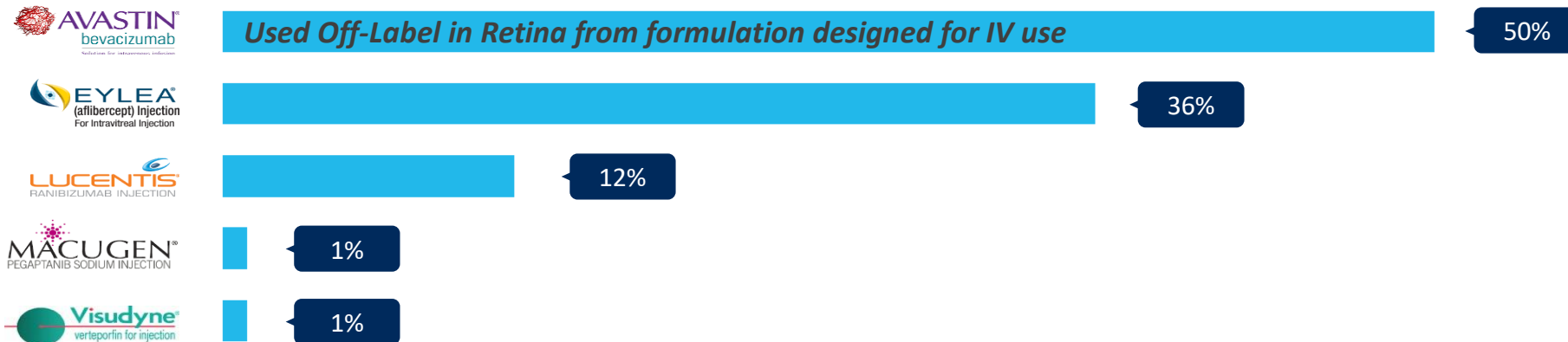


**MARKET DRIVERS:**

- DR/DME is more directly impacted by biosimilars and lower cost alternatives (-2.2% CAGR)
- wAMD is buoyed by new entrants targeting patients earlier in the disease cascade, increasing awareness, and earlier diagnosis

# Unapproved Bevacizumab Represents 50% of U.S. Wet AMD Market Injections

## Anti-VEGF U.S. Market Share in Wet AMD<sup>1</sup>



Expected Drivers to Compete Across All Ophthalmic Anti-VEGF Therapeutics, if Approved by FDA

- 1 Provide cost-effective FDA approved ophthalmic bevacizumab
- 2 Become first-line “step-edit” drug of choice
- 3 12 years market exclusivity
- 4 Penetrate EU and developing markets



# Public Health Concern Due To Repackaged and Off-Label Use of Bevacizumab Designed for Other Specialties and Delivery Systems

## Variability in Potency<sup>1</sup>

JAMA Ophthalmology

- 81% of samples had lower protein concentrations than required
- Samples had statistically significant variations in protein concentration among samples

## Safety and Sterility Adverse Events<sup>2</sup>

Warning Letter 

- Unvalidated hold times in syringes
- Patients have lost eyesight due to infections
- Multiple unapproved repackaged IV bevacizumab recalls due to unsterile compounding practices

## Syringe Adverse Events<sup>3</sup>

 **ASRS** American Society of Retina Specialists

- Variability in repackaging can lower quality of syringe products, resulting in adverse events
- Silicone oil droplets may be released from the syringe into the eye

## Not Held to FDA Ophthalmic Quality Standards When Repackaged



400 mg/16 mL, single-use vial;  
100 mg/4 mL, single-use vial



# U.S. Law and FDA Regulations for Compounding and Repackaging

- The Food Drug and Cosmetic Act (FD&CA) and Drug Quality and Security Act of 2013 define what is legal for 503A and 503B Compounding Pharmacies.<sup>1</sup>
  - **Once a drug or biologic is FDA approved and commercially available compounding is no longer authorized.**<sup>2,3,4,5</sup>
    - 503A Compounding pharmacies are regulated by federal regulations and state laws and can only compound or repackage for individual prescriptions in limited quantities and cannot distribute across state lines for > 5% of business.
    - 503B Compounding pharmacies / outsourcing facilities must comply with CGMP regulations, are inspected by FDA and must adhere to reporting requirements.
    - Neither 503A nor 503B pharmacies can compound or repackage commercially available drugs unless they appear on the official FDA drug shortage list.
- **“Compounded drug products are not FDA-approved, which means they have not undergone FDA premarket review for safety, effectiveness, and quality.” – FDA<sup>6</sup>**
- “The restrictions on making drugs that are essentially copies ensure that pharmacists and physicians do not compound drug products under the exemptions for patients who could use a commercially available drug product.” – FDA<sup>6</sup>
- “Such a practice would create significant public health risks because patients would be unnecessarily exposed to drug products that have not been shown to be safe and effective and that may have been prepared under substandard manufacturing conditions.” – FDA<sup>6</sup>
- **“Under the statutory scheme, only very rarely should a compounded drug product that is essentially a copy of a commercially available drug product be offered to a patient.” – FDA<sup>6</sup>**

# ONS-5010

Submitted U.S. FDA BLA for the  
treatment of wet AMD March 2022

# ONS-5010 Ophthalmic Bevacizumab Target Product Profile

## ONS-5010 (bevacizumab-vikg) Investigational Therapy

### Patient Population

- Patients diagnosed with **wet AMD, DME, or BRVO**

### Description

- Anti-VEGF **bevacizumab designed for ophthalmic indications** wet AMD, DME, and BRVO
- Known high affinity to bind to all isoforms of VEGF A

### Dosing and Administration

- Supplied either as **pre-filled ophthalmic syringe for intravitreal 1.25 mg injection** administered once monthly, **or in a glass vial**

### Efficacy, Safety, and AEs

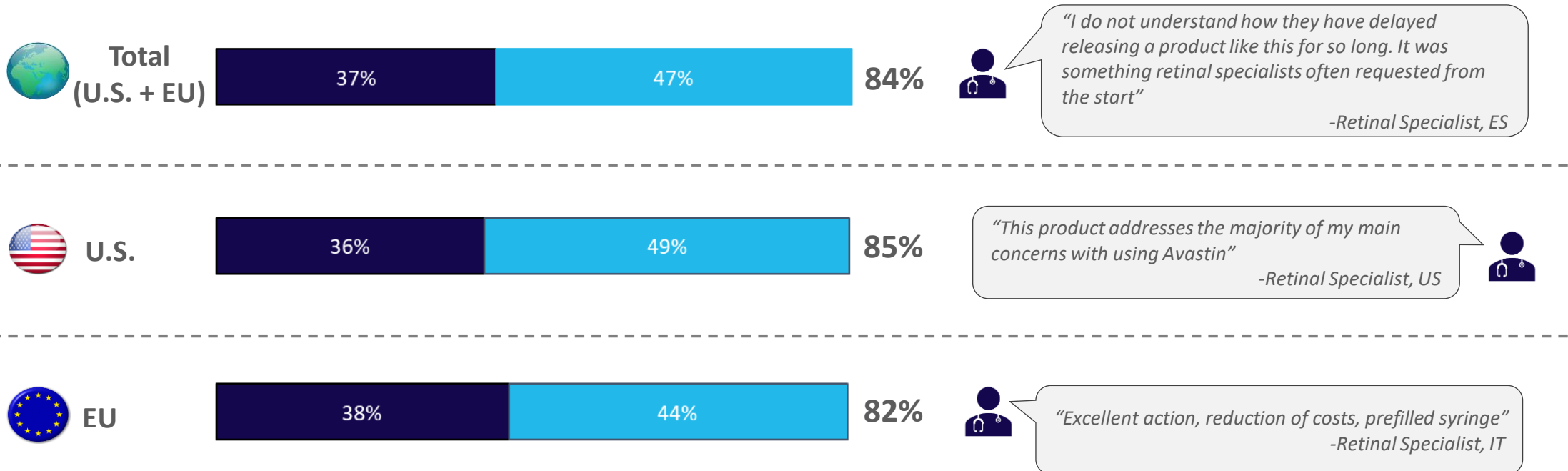
- NORSE TWO demonstrated significant efficacy and safety, and when combined with NORSE ONE and NORSE THREE provides the necessary registration database. These ONS-5010 data when taken as a whole continue to be consistent with previously published results for bevacizumab.

# Compounded Bevacizumab Compared to FDA Approved

Ophthalmic Solution Requirement	Off-Label Compounded Repackaged IV Solution	FDA Approved Ophthalmic Solution for Intravitreal Injection
Sterile USP <71> <sup>1</sup>	?	Yes
FDA approved ophthalmic package consistent with USP <771> <sup>1</sup>	No	Yes
FDA reviewed stability data supporting shelf life <sup>2,3</sup>	No	Yes
Particulates per USP <789> for ophthalmic solutions <sup>1</sup>	?	Yes
pH FDA approved and consistent with USP <771> <sup>1,2,3</sup>	No	Yes
Potency FDA approved specifications for shelf life <sup>2,3</sup>	No	Yes
Osmolarity specification for ophthalmic solution <sup>2,3</sup>	No	Yes
Bacterial endotoxins USP <85> <sup>1</sup>	?	Yes
GMP <sup>2,3</sup>	?	Yes

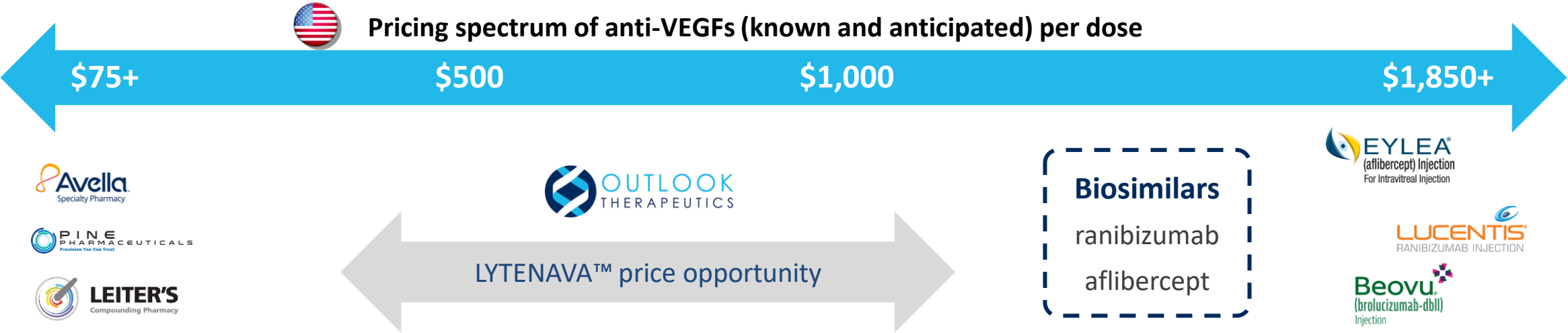
# Do Physicians Want an Ophthalmic Approved Bevacizumab?

**>80% of Retinal Specialists Express Interest/High Interest In an FDA-Approved Ophthalmic Bevacizumab to Treat Wet AMD, DME and BRVO**



# LYTENA<sup>TM</sup> Pricing Opportunity

*If Approved Optimize Uptake: Compounding product prescribers while creating separation from biosimilars and other branded price points*



Compounded Avastin (off-label)	LYTENA <sup>TM</sup>	Biosimilars to ranibizumab and/or aflibercept	Branded Premium Priced
<p>Cost of compounded Avastin is increasing due to quality issues including syringe failures.</p> <p>Cost per dose could increase to <b>\$100/dose+</b></p>	<p>Pricing Strategy: Price low enough to move off-label users to branded LYTENA<sup>TM</sup>, while still creating significant margin and value compared to any biosimilar and significantly less than the premium branded products.</p>	<p>Biosimilars, if approved, are likely to price at a 10-30% discount to the branded WAC.</p> <p>Mylan, Coherus and Biogen have thus far discounted ~20-30% from WAC in other biologic areas where they have launched biosimilars.</p>	<p>WAC (list) price for Lucentis is <b>\$1,950/dose</b>, both Beovu and Eylea are priced at <b>\$1,850/dose</b>.</p> <p>Practice rebates based on volume expected to continue.</p>



# The Outlook Therapeutics Opportunity for Patients, Physicians, and Payers



Mission is to enhance the standard of care



Plan is to be the first FDA approved bevacizumab in ophthalmology – **BLA submitted March 2022**



Market opportunity is billions in yearly sales with potential for significant momentum upon approval



Data are compelling and statistically significant



Aim is to launch directly in the U.S. and consider OUS licensing

# Charting a Path To a Successful Launch

## Building The Commercial Foundation

### Commercial Expansion

Establish commercial team  
Finalize distribution partners/network

### Stakeholder Engagement

Engage physicians, payers, and patients to deliver meaningful value  
Support key stakeholders including society & payer groups to enable Tx choice

### Enabling Access

Craft a payer value story including data/tools to support the value prop  
Ensure new J-code development & pathway  
Develop value dossier with robust data to enable access

### Patient Focus

Enable patient access to therapy via a safe, FDA approved, cost-effective treatment option for wet AMD  
Create patient education and service offerings (HUB)

### Enhance the Standard of Care

Expand physician choice for the treatment of wet AMD  
Build LCM roadmap including a pre-filled syringe offering  
Explore smart adjacencies which leverage commercial capabilities

**Focus on Shaping the Market by Creating Awareness and Educating Physicians**

# Pathway Towards Potential FDA Approval in Wet AMD

## ✓ U.S. FDA BLA Submitted March 2022

### ✓ Positive Signals



Clinical Experience Trial  
1<sup>st</sup> Registration Trial

### ✓ Positive Top-Line Data



Pivotal Trial  
2<sup>nd</sup> Registration Trial

### ✓ Completed



Open-Label Safety Study  
Supports BLA Requirements

# NORSE ONE and NORSE THREE Results



## Completed Clinical Experience Trial

Demonstrated anticipated safety and efficacy signals consistent with previously published results for ophthalmic use of bevacizumab

### Trial Highlights:

- Desired proportion of 3-line visual acuity gainers achieved
- Desired mean gain in visual acuity achieved
- Zero ocular inflammation observed
- Safety was comparable to published bevacizumab studies, such as CATT



## Open-Label Safety Study

Positive safety profile reinforces previously reported safety data for ONS-5010 (bevacizumab-vikg)

### Trial Highlights:

- Provided adequate number of patient exposure required for BLA submission
- No unexpected safety trends
- Zero cases of ocular inflammation



## Pivotal Trial

2<sup>nd</sup> Registration Trial

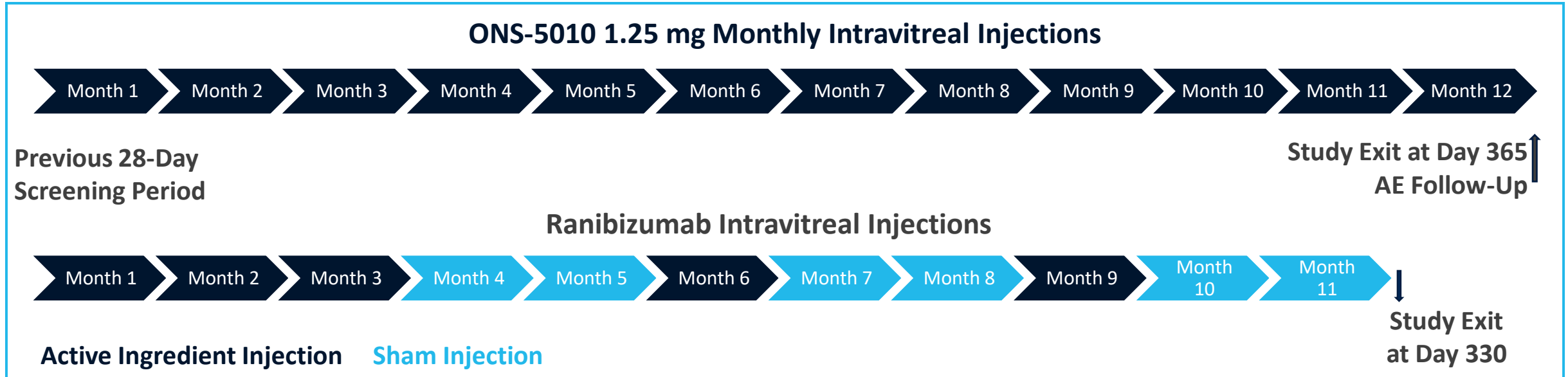


### Trial Highlights:

- Randomized masked controlled trial
- ONS-5010 (bevacizumab-vikg) vs LUCENTIS® (ranibizumab)
- 228 patients enrolled
- Trial conducted in the United States
- Trial arms included >95% treatment-naïve patients

# Phase 3 Pivotal Study Design – Registration Strategy

## 12-Month Study of Safety and Efficacy of ONS-5010 in Subjects with Wet AMD Study Design and Statistical Analysis Plan Agreed to by U.S. FDA



### Study Eye Characteristics

- Active, primary CNV due to wet AMD
- Treatment-naïve
- BCVA: 20/50 – 20/320

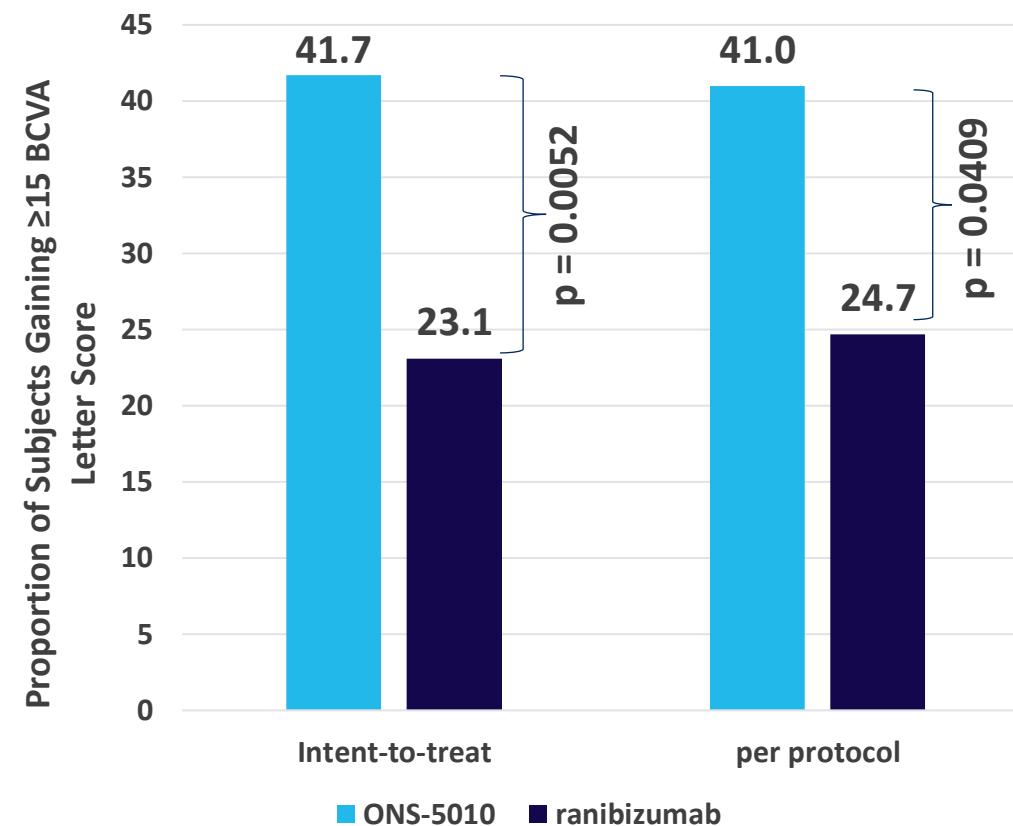
### Key Study Outcomes

- Proportion of subjects who gain  $\geq 15$  letters in BCVA
- Mean change in BCVA from baseline to Month 11
- Frequency and incidence of AEs

# Primary Endpoint Met with Statistically Significant, Clinically Relevant Results<sup>1</sup>

Characteristic	Statistic	ONS-5010 (n=113)	Ranibizumab (n=115)
Intent-to-Treat Pop.			
Number of Subjects	n/N (%)	45/108 (41.7)	24/104 (23.1)
Risk Difference		0.1859	
95% CI		(0.0442,0.3086)	
p-value		0.0052	
Per Protocol Pop.			
Number of Subjects	n/N (%)	34/83 (41.0)	18/73 (24.7)
Risk Difference		0.1631	
95% CI		(0.0120, 0.3083)	
p-value		0.0409	

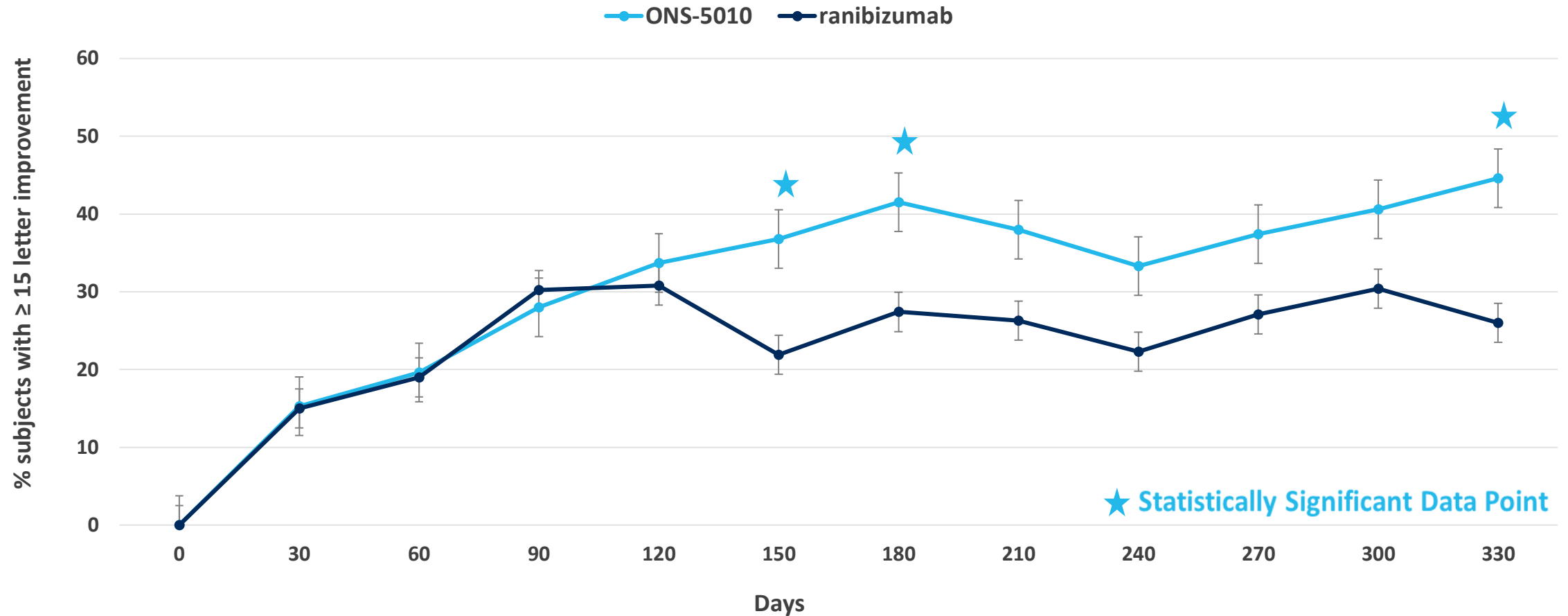
**Difference in % Subjects Gaining 3 Lines Vision**





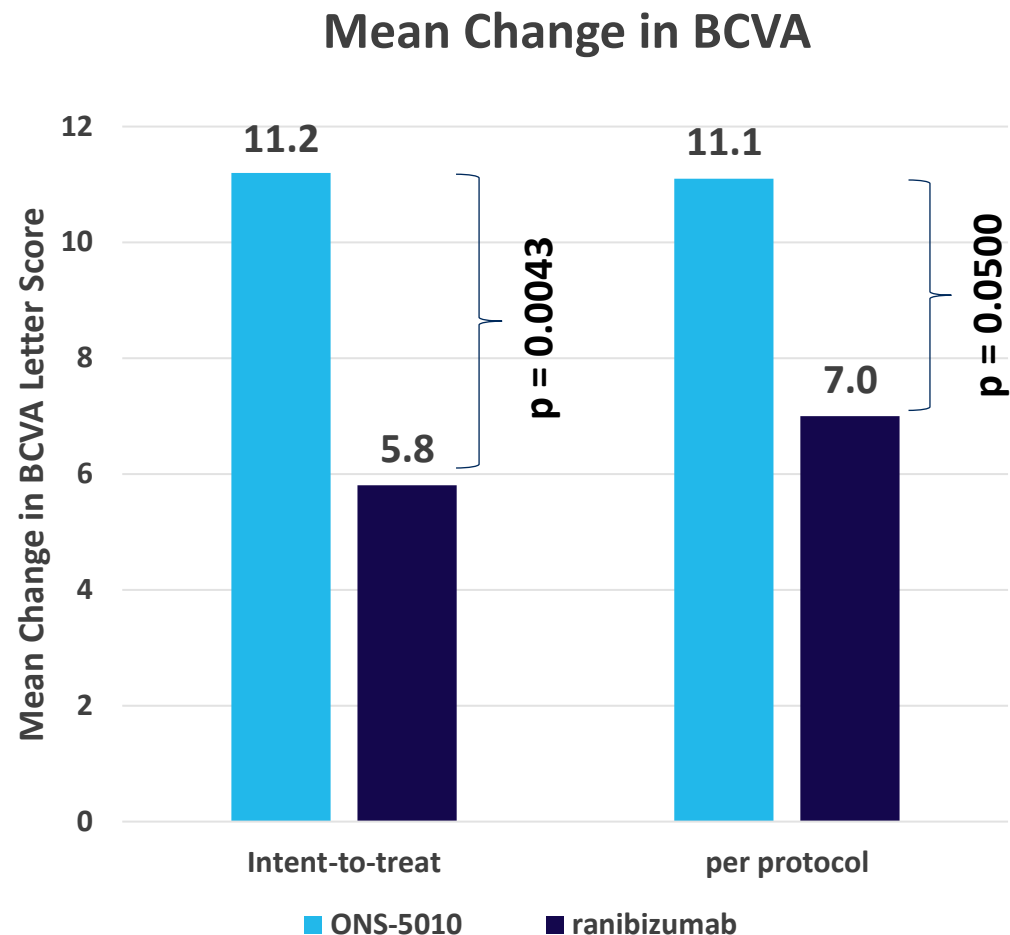
# ONS-5010 Rapid Onset of Action with Sustained Significance Over Time

## ≥ 15 Letter Gainers (± SE) Over Time



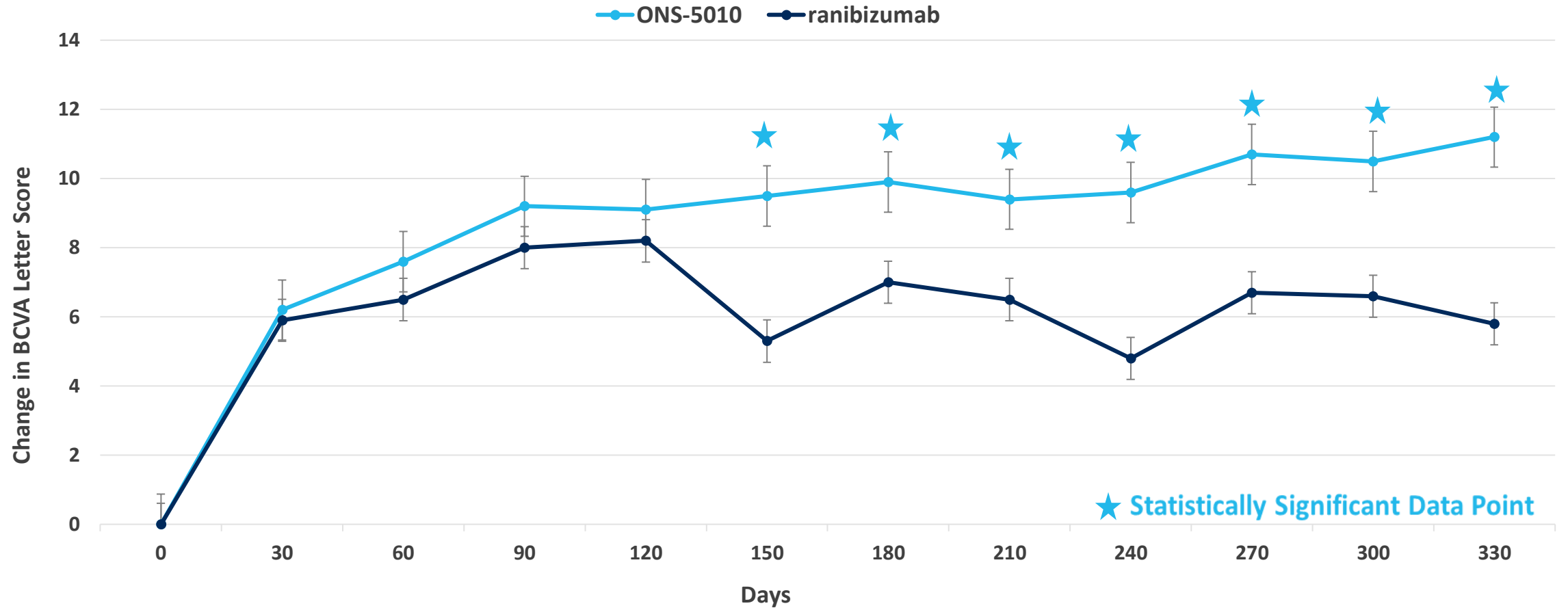
# Key Secondary Endpoints Met with Highly Statistically Significant, Clinically Relevant Results

Characteristic	Statistic	ONS-5010 (n=113)	Ranibizumab (n=115)
BCVA Score Change from Baseline to Month 11 (ITT)	n	104	96
	Mean (SD)	<b>11.2 (12.19)</b>	5.8 (14.80)
p-value		<b>0.0043</b>	
BCVA Score Change from Baseline to Month 11 (PP)	n	80	68
	Mean (SD)	11.1 (12.77)	7.0 (14.56)
p-value		<b>0.0500</b>	



# ONS-5010 Rapid Onset of Action with Sustained Significance Over Time

## Mean ( $\pm$ SE) Change in BCVA Over Time

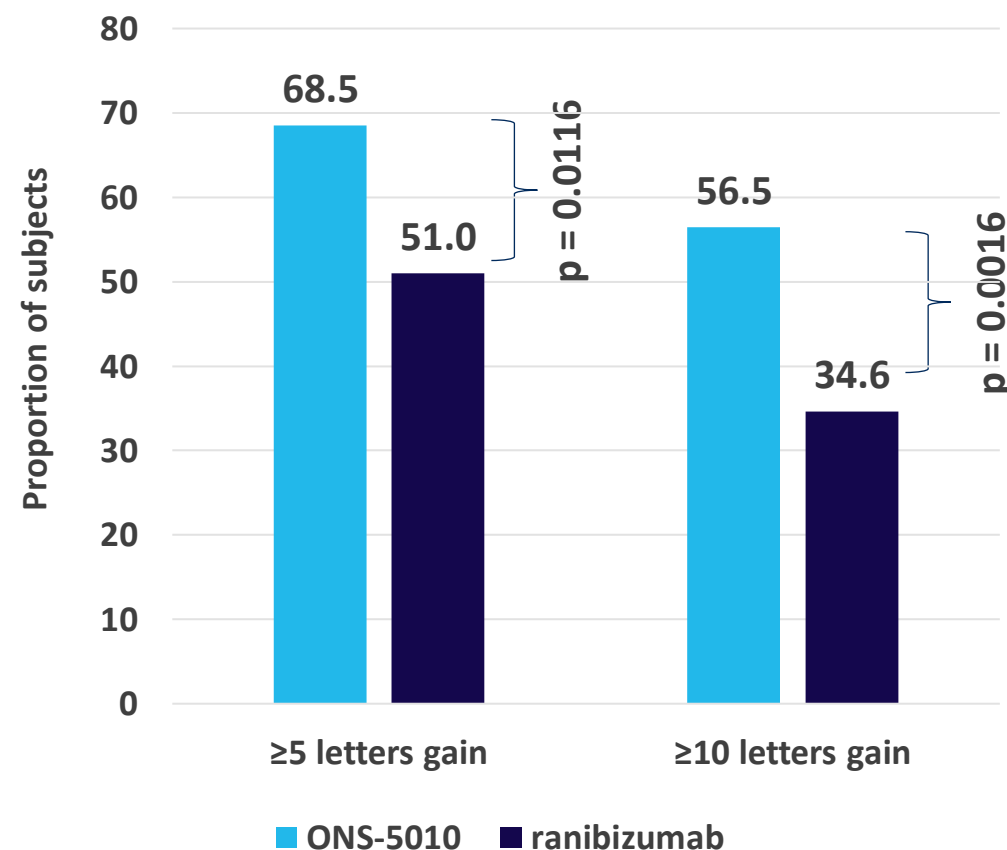


# Statistically Significant, Clinically Relevant Secondary Endpoints

Characteristic	Statistic	ONS-5010 (n=113)	Ranibizumab (n=115)
Subjects Gaining ≥5 letters			
Number of Subjects	n/N (%)	74/108 (68.5)	53/104 (51.0)
Risk Difference		0.1756	
95% CI		(0.0315,0.3052)	
p-value		0.0116	
Subjects Gaining ≥10 letters			
Number of Subjects	n/N (%)	61/108 (56.5)	36/104 (34.6)
Risk Difference		0.2187	
95% CI		(0.0726,0.3487)	
p-value		0.0016	

68.5% (p = 0.0116) ONS-5010 subjects gained ≥ 5 letters of vision  
 56.5% (p = 0.0016) ONS-5010 subjects gained ≥ 10 letters of vision  
 41.7% (p = 0.0052) ONS-5010 subjects gained ≥ **15 letters of vision**

## Responder Analysis



# Safety Results: Consistent with Previously Reported Results from NORSE ONE and NORSE THREE

## Only One ONS-5010 Ocular Inflammation AE Reported in NORSE TWO (Iritis)

Characteristic	Statistic	ONS-5010 (n=113)	Ranibizumab (n=115)	Overall (n=228)
<b>≥ 1 Adverse Event</b>	<b>n (%)</b>	<b>85 (75.2)</b>	<b>85 (73.9)</b>	<b>170 (74.6)</b>
≥ 1 ocular Adverse Event	n (%)	59 (52.2)	61 (53.0)	120 (52.6)
≥ 1 non-ocular Adverse Event	n (%)	56 (49.6)	52 (45.2)	108 (47.4)
<b>≥ 1 Serious Adverse Event</b>	<b>n (%)</b>	<b>14 (12.4)</b>	<b>16 (13.9)</b>	<b>30 (13.2)</b>
≥ 1 ocular Serious Adverse Event	n (%)	1 (0.9)	0	1 (0.4)
≥ 1 non-ocular Serious Adverse Event	n (%)	13 (11.5)	16 (13.9)	29 (12.7)

# Safety Results: Frequency and Incidence of Ocular AEs $\geq 3\%$

## Low Incidence of Ocular AEs, Despite More Injections in ONS-5010 Arm

Characteristic	Statistic	ONS-5010 (n=113)	Ranibizumab (n=115)	Overall (n=228)
<b><math>\geq 1</math> Ocular TEAE in Study Eye</b>	<b>n (%)</b>	<b>51 (45.1)</b>	<b>48 (41.7)</b>	<b>99 (43.4)</b>
Cataract	n (%)	6 ( 5.3)	3 ( 2.6)	9 ( 3.9)
Conjunctival hemorrhage	n (%)	10 (8.8)	3 ( 2.6)	13 (5.7)
Corneal abrasion	n (%)	4 ( 3.5)	1 ( 0.9)	5 ( 2.2)
Dry eye	n (%)	2 ( 1.8)	5 ( 4.3)	7 ( 3.1)
Intraocular pressure increased	n (%)	7 (6.2)	1 ( 0.9)	8 (3.5)
Neovascular AMD	n (%)	0	4 (3.5)	4 ( 1.8)
Retinal hemorrhage	n (%)	4 (3.5)	6 (5.2)	10 (4.4)
Subretinal fluid	n (%)	3 (2.7)	4 (3.5)	7 (3.1)
Visual acuity reduced	n (%)	4 (3.5)	14 (12.2)	18 (7.9)
Vitreous detachment	n (%)	4 (3.5)	2 (1.7)	6 (2.6)
Vitreous floaters	n (%)	4 (3.5)	1 (0.9)	5 (2.2)

**Only One ONS-5010 Ocular Inflammation AE Reported in All Three ONS-5010 Studies**

# NORSE SEVEN

## Pre-Filled Syringe

Vials Versus  
Pre-Filled Syringe



### Trial Highlights:

- 3-month study to compare the safety of ONS-5010 in vials versus pre-filled syringe
- Enrolling ~120 subjects with visual impairment due to retinal disorders
  - Wet AMD
  - BRVO
  - DME



# Financial Highlights

NASDAQ: OTLK

**Sufficient capital through the anticipated approval of the ONS-5010 BLA  
expected in the first calendar quarter of 2023<sup>1</sup>**

**\$70.2M**

Cash Balance<sup>2</sup>

**~\$412M**

Market Cap<sup>3</sup>

**~224M**

Shares Outstanding<sup>2</sup>

**~1.5M**

Average Volume<sup>3</sup>



## Company Summary

- **Targeting \$13.1 billion global ophthalmic anti-VEGF market<sup>1</sup>**
  - *Initial U.S. target segment worth potentially billions in yearly revenue are served by compounding pharmacies which by law should be converted to Outlook Therapeutics' LYTENAVA, if FDA approved*
- **Potential for first FDA approved ophthalmic formulation of bevacizumab**
- **U.S. FDA BLA submitted March 2022 with anticipated approval to follow 9-12 months later**
- **Sufficient capital through the anticipated approval of the ONS-5010 BLA**
- **Management team with proven ophthalmic commercial launch expertise**