

RADIUS®

Q4 and FY 2021 Results

PRESENTED BY:

Radius Health, Inc.

February 24, 2022

Safe Harbor

Any statements made in this presentation relating to future financial or business performance, guidance, conditions, plans, prospects, trends or strategies and other financial or business matters are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including those regarding the continued commercialization of TYMLOS® (abaloparatide) injection and abaloparatide-SC ex-U.S., and the expected timing of our regulatory submissions, clinical trials and announcements. In addition, when used in this presentation, the words “may,” “could,” “should,” “anticipate,” “believe,” “estimate,” “expect,” “intend,” “plan,” “predicts,” “targets” and similar expressions and their variants, as they relate to Radius Health, Inc. (“Radius”) or its management, may identify forward-looking statements. Radius cautions that these forward-looking statements are subject to numerous assumptions, risks and uncertainties, which change over time. Important factors that may cause actual results to differ materially from the results discussed in the forward-looking statements or historical experience include risks and uncertainties, including the failure by Radius to secure and maintain relationships with collaborators; risks relating to clinical trials; risks relating to the commercialization of TYMLOS in the U.S., or potential commercialization of any of Radius’ or Menarini Group’s proposed product candidates if approved, (such as marketing, regulatory, patent, product liability, supply, competition and other risks); the impacts of the ongoing COVID-19 pandemic on our business, results of operations, and financial condition; dependence on the efforts of third parties, including Menarini Group in the development and commercialization of elacestrant; dependence on and challenges to our intellectual property rights; and risks that we may lack the financial resources and access to capital to fund our operations. Further information on the factors and risks that could affect Radius’ business, financial conditions and results of operations and could cause actual results to differ materially from those indicated by the forward-looking statements made in this presentation are contained under the caption “risk factors” in Radius’ Annual Report on Form 10-K for the period ended December 31, 2021, along with Radius’ other reports filed with the Securities and Exchange Commission. The forward-looking statements in this presentation represent Radius’ estimate as of the date of this presentation only, and Radius specifically disclaims any duty or obligation to update forward-looking statements.

Within this presentation, in order to provide greater transparency regarding our performance, we refer to certain non-GAAP financial measures that involve adjustments to GAAP measures. Any non-GAAP financial measures presented should not be considered an alternative to measures required by GAAP and are unlikely to be comparable to non-GAAP information provided by other companies. A reconciliation between our non-GAAP financial measures and GAAP financial measures is included at the end of this presentation.

The Company defines adjusted EBITDA as net income before interest, taxes, depreciation and amortization, adjusted for the impact of certain additional non-cash and other items that management does not consider in its evaluation of ongoing performance of the Company’s core operations. These items include stock-based compensation expense and other one-time expenses.

Agenda

SECTION 01	Opening – Kelly Martin	4
SECTION 02	Finance – Steve Helwig	6
SECTION 03	TYMLOS® Commercial Business – Bob Valentine	11
SECTION 04	Abaloparatide Development – Chhaya Shah	13
SECTION 05	Elacestrant – Chhaya Shah	14
SECTION 06	Neuroscience – Cole Ikkala	17
SECTION 07	Analyst Q&A	21

A Pivot Year – Philosophy and Approach

- **Return of capital** – 100% of net elacestrant proceeds to creditors and shareholders
- **Be a cash generating company**
- **Crystalize value of \$1.7 billion in net operating losses (NOLs)**
- **Grow TYMLOS U.S. Business** – net revenue, productivity and total active patients
- **Advance RAD011** on a gated basis – goal to capture value ascribed to orphan epilepsy
- **Manage assets as a portfolio** – balance risk/reward and timelines
- **Talent and Culture** – absolute key to success

2022 Objectives

Financial

- \$232 million TYMLOS Net Revenue
 - ~42% in 1H and ~58% in 2H 2022
- (\$5) to \$5 million Net Loss
- \$35 to \$45 million Company Adj. EBITDA
- Increase productivity
- Grow cash flow & expand margins

Assets

- File abaloparatide male sNDA in Q1 2022
- File elacestrant NDA in Q2 2022
- Meet with FDA on abalo-TDS
- ‘Gated’ RAD011 pivotal trial initiations:
 - Prader-Willi syndrome (PWS)
 - Angelman syndrome (AS)
 - Infantile Spasms (IS)

FY 2021 Financial Snapshot

\$219M

TYMLOS Revenue +5% vs. FY 2020

\$112M

Total **cash** on balance sheet

47%

Increase in Commercial team **productivity**
per employee in FY 2021 vs. FY 2020

56%

Reduction in **Adjusted EBITDA** loss in FY
2021 vs. FY 2020

Q4 Income Statement – Key Metrics

USD million

Income Statement	US GAAP		US GAAP
	Q4 2021	Q4 2020	Difference
Product revenue, net	65.1	59.9	5.2
Research and Development	(41.5)	(36.4)	(5.1)
Selling, General and Administrative	(30.0)	(35.8)	5.8
Net Income (Loss)	(15.6)	(21.4)	5.8

Full Year Income Statement – Key Metrics

USD million

Income Statement	US GAAP		US GAAP
	FY 2021	FY 2020	Difference
Product revenue, net	219.0	208.4	10.6
Research and Development	(134.6)	(159.7)	25.1
Selling, General and Administrative	(130.5)	(144.2)	13.6
Net Income (Loss)	(70.2)	(109.2)	39.0

Capital Structure

	YE 2021	
Cash & Cash Equivalents	112	
Term loan, net	148	<i>Can refinance at par beginning in March 2022</i>
Convertible notes payable	190	
Net Debt	\$226	

Commercial Productivity

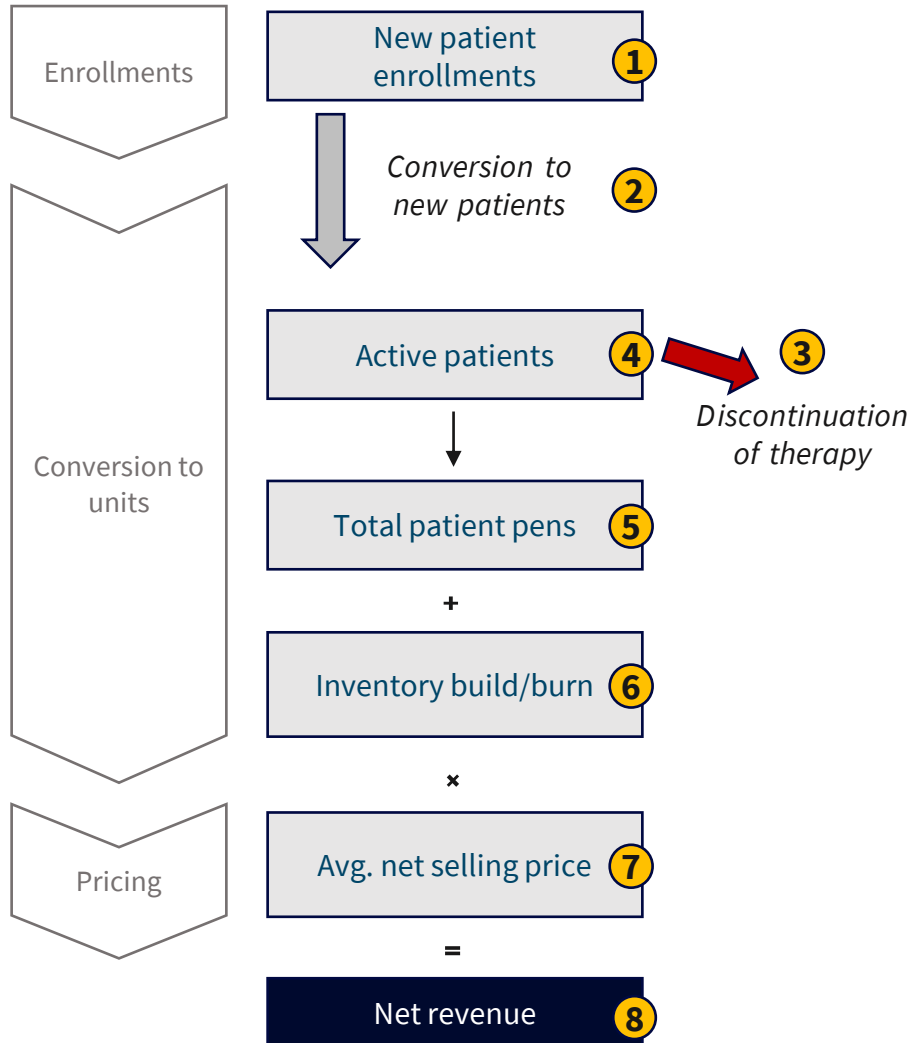
	FY 2018	FY 2019	FY 2020	FY 2021
R&D	97	98	89	88
Commercial	242	212	192	137
Corporate	70	70	61	62
Total	409	380	342	287
Tymlos Sales (millions)	\$99	\$173	\$208	\$219
Sales per Commercial Employee	\$409k	\$815k	\$1.1m	\$1.6m
Sales per Overall Employees	\$242k	\$455k	\$609k	\$764k

TYMLOS Business Mechanics

		2020	2021	% Change
Enrollments	New patient enrollments 1			
	↓ Conversion to new patients 2			
Conversion to units	Active patients 4			
	↓ Discontinuation of therapy 3			
	Total patient pens 5			
Pricing	+ Inventory build/burn 6			
	× Avg. net selling price 7			
	= Net revenue 8			
1	New Patient Enrollments	27,738	31,660	14%
	Net Patients	(443)	1,418	N/A
2	New Patients	16,826	18,603	11%
3	Net Discontinued Patients	(17,269)	(17,185)	(0.5%)
4	Average Active Patients	14,201	14,781	4%
5	Total Patient Pens			
6	Inventory Build/Burn			
	Ex-Factory Pens			
7	Average Net Selling Price			
8	Net Revenue (\$ in millions)	\$208	\$219	5%

Proprietary

2022 Outlook



	2021	2022	% Change
1 New Patient Enrollments	31,660	36,185	14%
Net Patients	1,418	3,589	153%
2 New Patients	18,603	21,116	14%
3 Net Discontinued Patients	(17,185)	(17,527)	2%
4 Average Active Patients	14,781	15,878	7%
5 Total Patient Pens			
6 Inventory Build/Burn			
Ex-Factory Pens			
7 Average Net Selling Price			
8 Net Revenue (\$ in millions)	\$219	\$232	6%

Proprietary

Abaloparatide Development & Regulatory

TYMLOS in male population

- October 18, 2021: positive topline data in ATOM study evaluating TYMLOS in males with osteoporosis
- sNDA submission on track for Q1 2022 and will be a 10-month review
- Oral presentation to take place at AACE Annual Meeting from May 12-14, 2022

Abaloparatide transdermal system (abalo-TDS)

- December 8, 2021: abalo-TDS did not demonstrate non-inferiority to TYMLOS in the wearABLE study
- Spine BMD vs. baseline for abalo-TDS was +7.1% vs. TYMLOS +10.9% (both results considered clinically meaningful)
- Requested meeting with FDA following our detailed review of the wearABLE study data

TYMLOS Label

- Effective Sep 20, 2021: mechanism of action (MOA) section updated based on evidence TYMLOS helps build new bone
- Effective Dec 22, 2021: FDA approved the removal of the boxed warning referring to the potential risk of osteosarcoma

Elacestrant

Financial Asset for Radius

- 100% of cash received to go directly to Radius creditors and shareholders
- Mechanisms for capital return: debt paydown, share buy backs, and/or dividends

Regulatory

- US NDA submission – monotherapy – on target for Q2 2022 (Radius responsibility)
- EU submission – monotherapy – on target for Q2 2022 (Menarini responsibility)

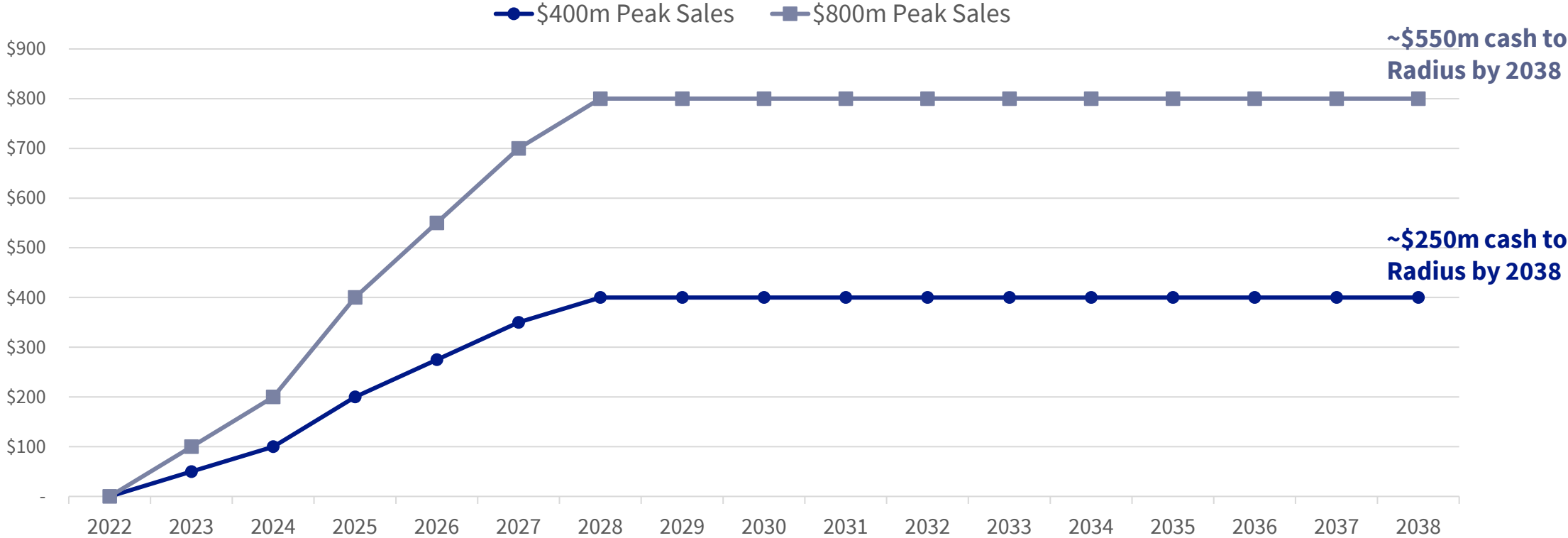
Life Cycle (Menarini responsibility and cost)

- Assess elacestrant in earlier treatment lines, including the adjuvant setting
- Advance one or more combination trials
- Progress a Phase 2 combination trial: elacestrant with abemaciclib for patients with ER-positive/HER2-negative metastatic breast cancer that has metastasized into the brain

Monotherapy – Illustrative Net Revenue Scenarios

Key Assumptions

- Years to peak: 5
- Loss of exclusivity: 2038
- Illustrative peak sales: within range of sell side estimates
- Cash to Radius includes net royalties and milestones



Other Relevant Facts

Intellectual Property

- 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

Milestones and Royalties

- Up to \$20 million in development and regulatory milestones
- Up to \$300 million in sales milestones
- A tiered net royalty up to 9%
- Milestones and royalties include ALL indications, geographies, and for the life of the product

Disciplined and Opportunistic: RAD011 Acquisition

- January 2021: announced acquisition from Benuvia Therapeutics
 - Benuvia: had acquired all assets out bankruptcy of Insys Therapeutics, Inc.
 - Modest terms: \$12.5M upfront + milestones and royalties
- Identified and sourced RAD011 (synthetic cannabidiol oral solution) asset
- Completed extensive clinical, IP, science and clinical translation due diligence over 4 months
- Opportunistic: unique circumstances surrounding the asset
 - Pivotal-trial ready in orphan diseases with high unmet need
 - With data – extendable into other orphan and/or pediatric diseases
 - Existing proof of concept in seizures established with botanical CBD
 - ‘Synthetic’ vs. botanical: more ‘pharmaceutical like’, no THC, less impurities, no alcohol
- Significant work to enhance underlying asset quality since the acquisition

Strengthening the Asset

Clinical

- Protocols completed or in process for pivotal clinical trials:
 - Prader-Willi syndrome (PWS), Angelman syndrome (AS), infantile spasms (IS)
- Established relationships: global advocacy groups and leading KOL's

Regulatory

- FDA:
 - Protocol feedback: PWS, AS¹
 - 505(b)(2) regulatory pathway guidance
 - Orphan Drug Designation granted for AS in Feb 2022²
- EMA:
 - Seeking orphan designation for PWS, AS and IS, and are engaged for scientific advice
- DEA:
 - Received guidance on controlled status of RAD011; not scheduled

Operational

- Built exceptional team with late-stage clinical, orphan, neurological and cannabinoid expertise
- Expanding and prosecuting a multitude of RAD011 global patent rights
- Establishing global supply chain infrastructure
- Opportunities for therapeutic and geographic expansion

Jan 2021

Today

Market Value Data Points

Late-stage rare epilepsy assets can possess significant value

Case Studies



March 2021: Takeda acquires remaining stake (50%) of soticlestat for up to **\$900M**

Lead Indications

<u>Indication</u>	<u>P1</u>	<u>P2</u>	<u>P3</u>	<u>Reg.</u>	<u>App.</u>
Dravet Syn.	▶				
Lennox-Gastaut Syn.	▶				



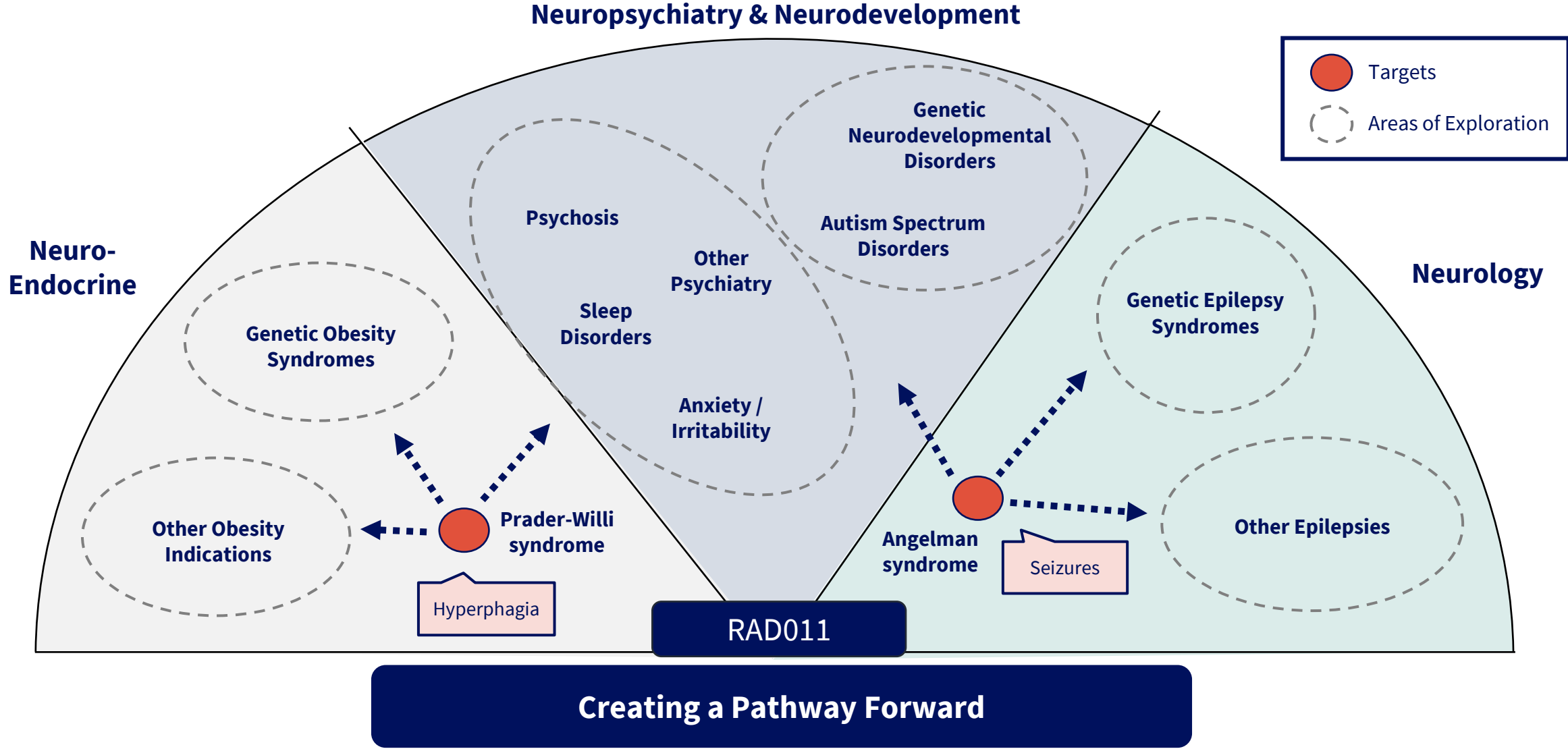
ZOGENIX

January 2022: UCB announces acquisition of Zogenix for **\$1.9B**

Lead Indications

<u>Indication</u>	<u>P1</u>	<u>P2</u>	<u>P3</u>	<u>Reg.</u>	<u>App.</u>
Dravet Syn.	▶				
Lennox-Gastaut Syn.	▶				
CDKL5 Syn.	▶				

RAD011: Clinical Framework



Analyst Q&A

Appendix: Adjusted EBITDA Reconciliation

USD million

Income Statement	GAAP to Non-GAAP Reconciliation	
	FY 2020	FY 2021
GAAP Net Loss	(109.2)	(70.2)
Intangible amortization	0.8	0.8
Stock-based compensation expense	24.7	22.8
Restructuring charges	-	3.6
Depreciation expense	0.9	0.2
Interest expense, net	26.6	18.2
Gain on extinguishment of debt	-	(2.0)
Debt refinancing charges	-	3.1
Operating lease impairment	2.4	-
Ipsen payment	-	-
Other	0.2	(0.4)
Adjusted EBITDA	(53.6)	(23.9)