

# RDUS 2019

**BUSINESS UPDATE**

NOVEMBER 20, 2019

**JESPER HOEILAND**  
CHIEF EXECUTIVE OFFICER

The Radius logo features the word "Radius" in a serif font, with a green arc above the letter "i".

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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.



# STRATEGY

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# RADIUS STRATEGY

## Continued Success with TYMLOS®

- Strong commercial infrastructure
- Male Osteoporosis
- Geographic Expansion

## Abaloparatide Lifecycle Management & Endocrine Diseases

- Abaloparatide-patch
- In-licensing / partner for new opportunities

## Operational and Financial Excellence

- Leverage TYMLOS profitability for growth
- Remain operationally lean

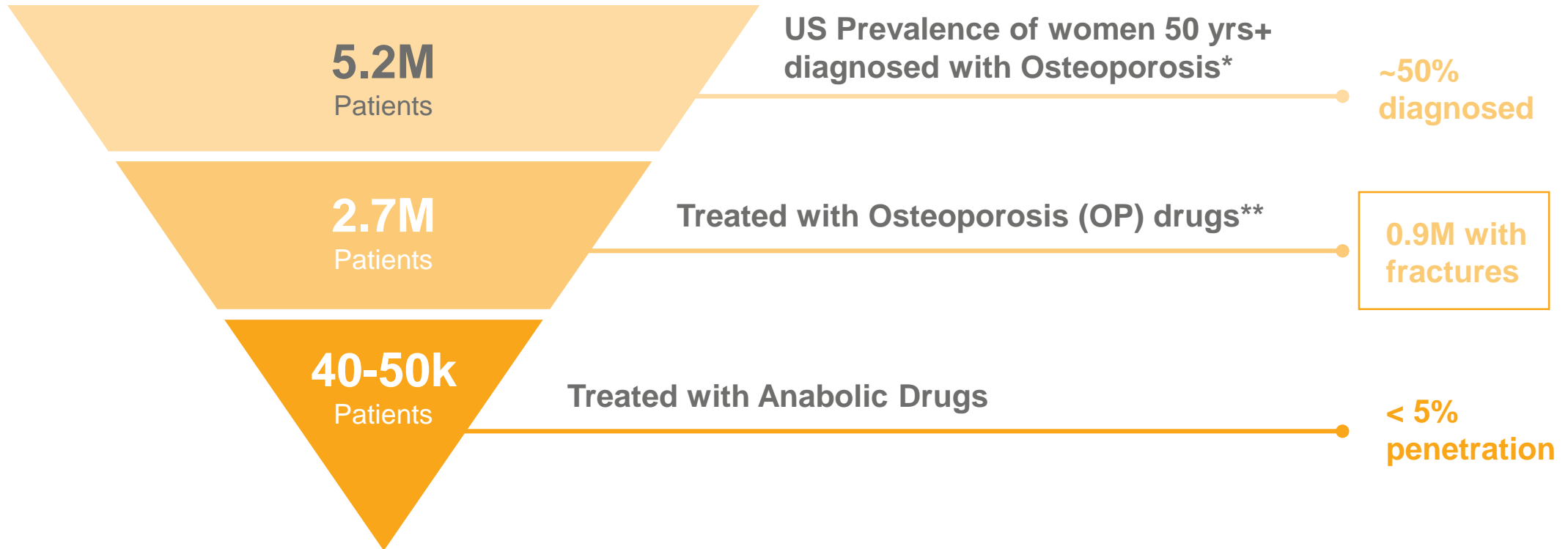


# TYMLOS COMMERCIAL

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# OSTEOPOROSIS IS A LARGE AND UNDERSERVED MARKET

Under treatment of high-risk osteoporosis patients with bone building (anabolic) therapies

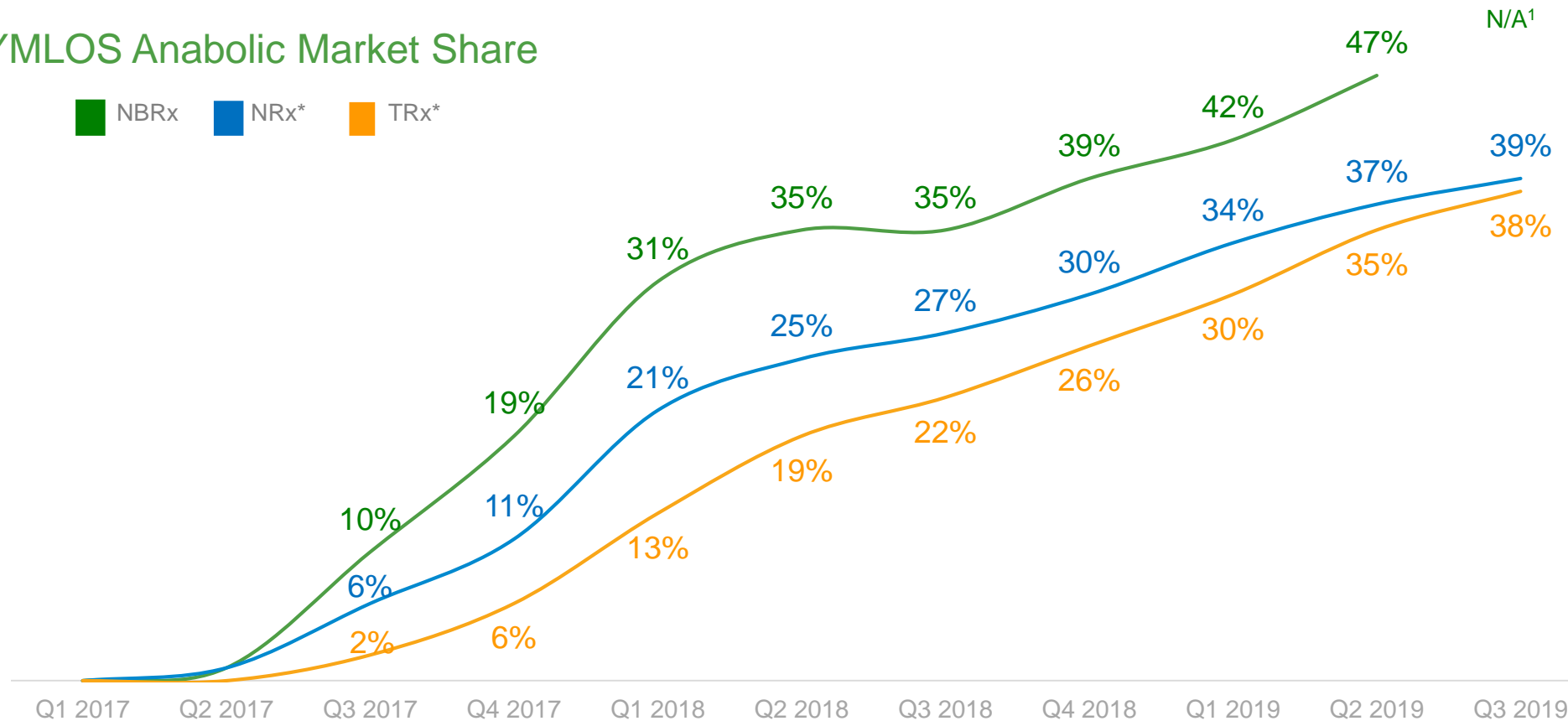


\* ~85% of OP cases postmenopausal; \*\* Confirmed DXA diagnosis 50% cases

# CAPTURING HALF OF NEW TO ANABOLIC PATIENTS

## TYMLOS Anabolic Market Share

■ NBRx ■ NRx\* ■ TRx\*



Oct 2019\*\*\*

50%

42%

40%

<sup>1</sup> - IQVIA data integrity issues affecting shares in Q3 2019; Source: IQVIA NPA Monthly and New to Brand Monthly, through Sep 2019. Data displayed as averages.

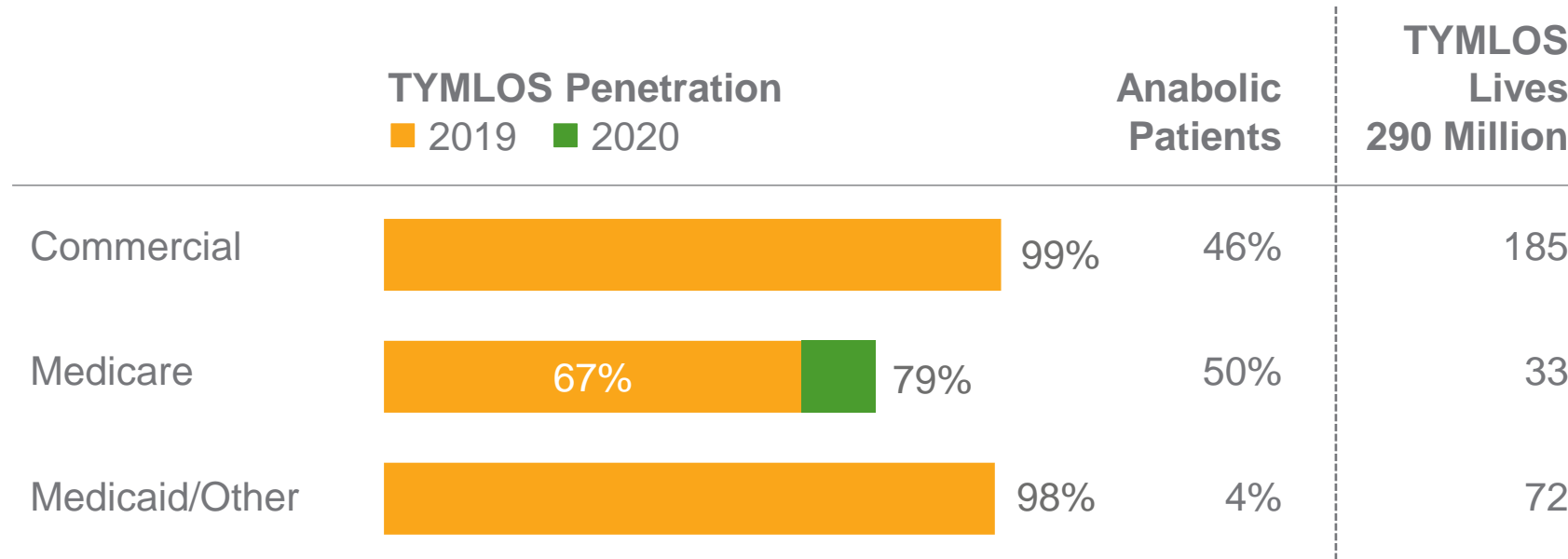
NBRx: New Patients To Brand Drug

\*Measured in Patients Month On Therapy (PMOT). Tymlos PMOT (also number of pens) = (IQVIA Extended Units TRx / 1.56ml) \* (30 daily doses / 30 days); Forteo PMOT = (IQVIA Extended Units TRx / 2.4ml) \* (28 daily doses / 30 days)

\*\* Standalone monthly market share measured for Sept 2019 (IQVIA NPA Monthly)

\*\*\* Most recent 5-week average from IQVIA New To Brand Weekly, week ending 9/13/2019 to week ending 10/11/2019

# INCREASING TYMLOS MARKET ACCESS



- Effective 1/1/2020, TYMLOS will be added to the Aetna and CIGNA MPD formularies.
- Anticipated Medicare Part D coverage will increase from 67% of MPD lives to 79% of MPD lives
- Expected Net Price in FY 2020 to stay flat as compared to FY 2019

Covered Lives Source: MMIT as of October 11, 2019; Internal Files  
 Payor Mix Source: IQVIA Xponent Data as of September 20, 2019



# TYMLOS IS DIFFERENTIATED FOR PRESCRIBERS VS TERIPARATIDE\*

## Differentiated Attributes\* *TYMLOS vs. teriparatide*

Early Increase in BMD

Easy Medication for Patients to Store

Shorter Duration of Therapy

## Verbatim Observations TYMLOS

*"...reduces fracture risk..."*

*"...better on vertebral and nonvertebral prevention..."*

*"...the effects on bone seem to occur faster"*

*"...starts to work as early as 3-6 months.."*

*"That the med may be stored without refrigeration that it is easy to inject"*

*"Stimulates bone formation"*

*"Patients welcome the idea of shorter duration of a daily self injected therapy"*






\* Market Research on file: HCP Awareness Trial and Usage Tracker, Q1 2019; n=159; Statistically differentiated at a 85% confidence interval



# CLINICAL PIPELINE

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# CLINICAL PIPELINE

	PRECLINICAL	PHASE 1	PHASE 2	PHASE 3	MARKET
<b>Abaloparatide-SC</b> Osteoporosis Anabolic Subcutaneous Injection					<b>TYMLOS<sup>®</sup></b> (abaloparatide) injection
<b>Abaloparatide-SC</b> Osteoporosis Anabolic Subcutaneous Injection					
<b>Abaloparatide-Patch</b> Osteoporosis Anabolic Transdermal Patch					
<b>Elacestrant</b> ER+ Breast Cancer Oral SERD					
<b>RAD140</b> HR+ Breast Cancer Oral SARM					

# ABALOPARATIDE-PATCH: DE-RISK CLINICAL AND REGULATORY

- ✓ Abaloparatide-Patch patient assessment study demonstrated high patient acceptability and self-administration accuracy over a 29-day period
- ✓ De-risking the clinical and regulatory pathway:
  - P1NP levels, a biomarker that indicates bone formation, from patient assessment study show consistent results with those seen in ACTIVE study of TYMLOS (abaloparatide-SC) after 1 month
  - SPA agreement with FDA includes a non-inferiority margin of 2% for the difference in % change in lumbar spine BMD at 12 months (i.e. preserves ~77% of the historical effect of TYMLOS)
- ✓ Abaloparatide-Patch Phase 3 'WearABLE' Study initiated with a first patient randomized in August 2019 and is active at over 60 sites in the US.



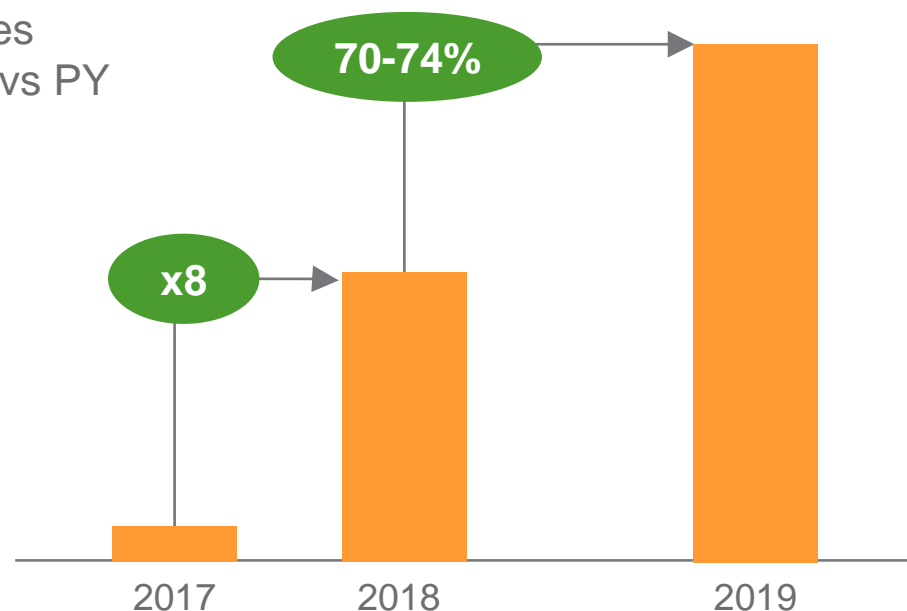
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# OPERATIONS AND FINANCE

# UPDATED 2019 GUIDANCE AND EXPECTED DYNAMICS IN 2H 2019

USD million	2017	2018	2019 Initial	2019 Update
Cash*	430	237	100+	130+
Net Sales	12	99	155–175	168–172

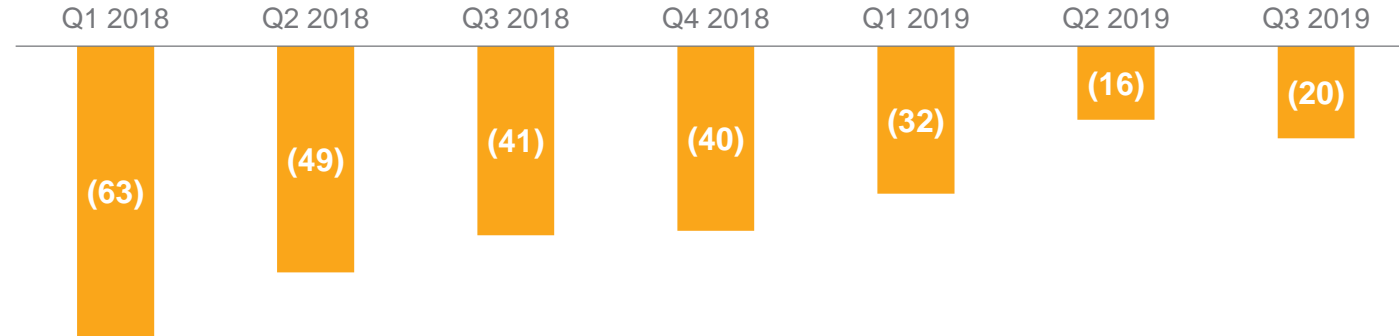
Net Sales Growth vs PY



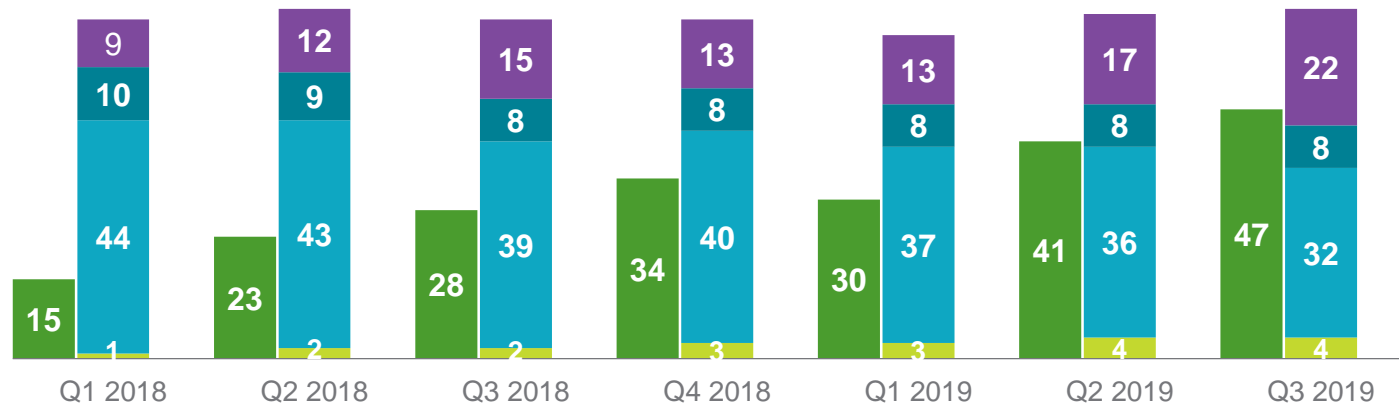
\* Includes cash, restricted cash, marketable securities and investments

# TYMLOS COVERING SG&A AND PARTIALLY FUNDING CLINICAL PIPELINE

All numbers in USD million, non-US GAAP



Q3 2019  
Cash Balance:  
**\$169M**



■ Product Revenue, Net ■ COGS ■ SG&A ■ Internal R&D ■ Clinical Pipeline



# Closing Remarks

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# 2019 MILESTONES

- **Updated:** Grow Full-Year TYMLOS U.S. Net Sales to between \$168M to \$172M
- **Initiated:** Abalo-patch Phase 3 Study in August 2019
- **Advance Recruitment** in Elacestrant Monotherapy Phase 3 Trial
- **Revised<sup>1</sup>:** Exploring Strategic Options for Oncology Assets
- **Increased:** Deliver a Strong Balance Sheet with >\$130M Cash<sup>2</sup> Balance at Year-End

<sup>1</sup> Revised milestones: “Co-Development / Co-Commercialization Partnership for Elacestrant” and “Initiate a Combination Trial for Elacestrant in Conjunction with a Strategic Partner”

<sup>2</sup> Cash, cash equivalents and marketable securities;



**Q&A**



# Appendix



# QTD RECONCILIATION BETWEEN GAAP AND NON-GAAP

## Reconciliation Non-GAAP to US GAAP

(\$M)	Q3 2019	Q3 2018
<b>GAAP Net Loss</b>	<b>(30.0)</b>	<b>(49.8)</b>
Stock-based compensation: Research and Development	1.6	2.4
Stock-based compensation: Selling, General and Administrative	3.4	4.3
Intangible asset amortization	0.2	0.2
Restructuring charges: Research and Development	-	0.6
Non-cash interest	4.0	3.5
Depreciation: Research and Development	0.2	0.3
Depreciation: Selling, General and Administrative	0.2	0.2
<b>Non-GAAP Net Loss</b>	<b>(20.4)</b>	<b>(38.3)</b>