



# Corporate Presentation

May 2022



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

# Disclaimer

This presentation contains forward-looking statements about Outlook Therapeutics, Inc. (“Outlook Therapeutics” or the “Company”) based on management’s current expectations, which are subject to known and unknown uncertainties and risks. Words such as “anticipated,” “initiate,” “expect,” “intend,” “plan,” “believe,” “seek,” “estimate,” “may,” “will,” and variations of these words or similar expressions are intended to identify forward-looking statements. These forward-looking statements include, among others, statements about ONS-5010’s potential as the first FDA-approved ophthalmic formulation of bevacizumab-vikg, our expectations for ONS-5010 market exclusivity, the timing of BLA submission and commercial launch of ONS-5010, ONS-5010’s ability to replace and address issues with off-label use of Avastin, other drug candidates in development, commercial drivers for ONS-5010 and its potential, the success of ongoing ONS-5010 trials for wet AMD and planned trials for ONS-5010 for DME and BRVO. Our actual results could differ materially from those discussed due to a number of factors, including, but not limited to, the risks inherent in developing pharmaceutical product candidates, conducting successful clinical trials, and obtaining regulatory approvals, as well as our ability to raise additional equity and debt financing on favorable terms, among other risk factors. These risks are described in more detail under the caption “Risk Factors” in our Annual Report on Form 10-K and other filings with the Securities and Exchange Commission (“SEC”). Moreover, Outlook Therapeutics operates in a very competitive and rapidly changing environment. New risks emerge from time to time. It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statement. Moreover, any such risks may be heightened as a result of the ongoing COVID-19 pandemic. In light of these risks, uncertainties and assumptions, the forward-looking statements discussed in this presentation may not occur and actual results could differ materially and adversely from those anticipated or implied.

Except as required by law, neither Outlook Therapeutics nor any other person assumes responsibility for the accuracy and completeness of the forward-looking statements. We are providing this information as of the date of this presentation and do not undertake any obligation to update any forward-looking statements contained in this presentation as a result of new information, future events or otherwise. This presentation contains trademarks, registered marks and trade names of Outlook Therapeutics and of other companies. All such trademarks, registered marks and trade names are the property of their respective holders.

# 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



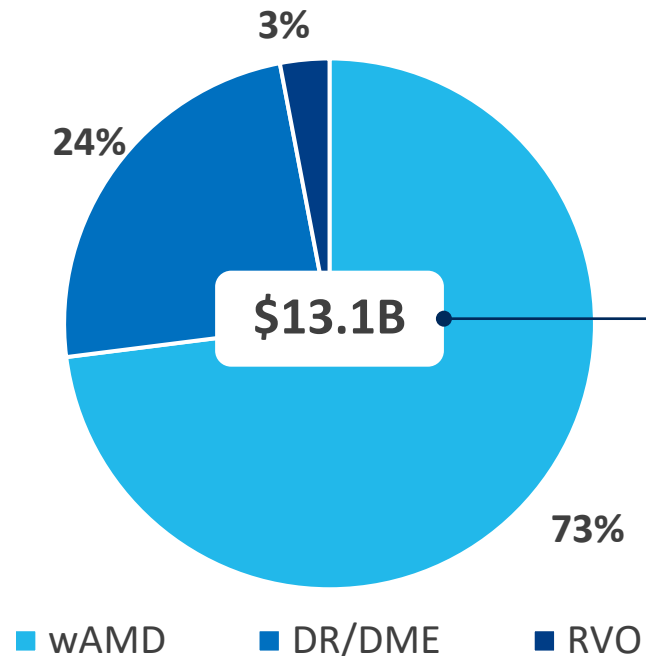
# Wet AMD Landscape

## *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**

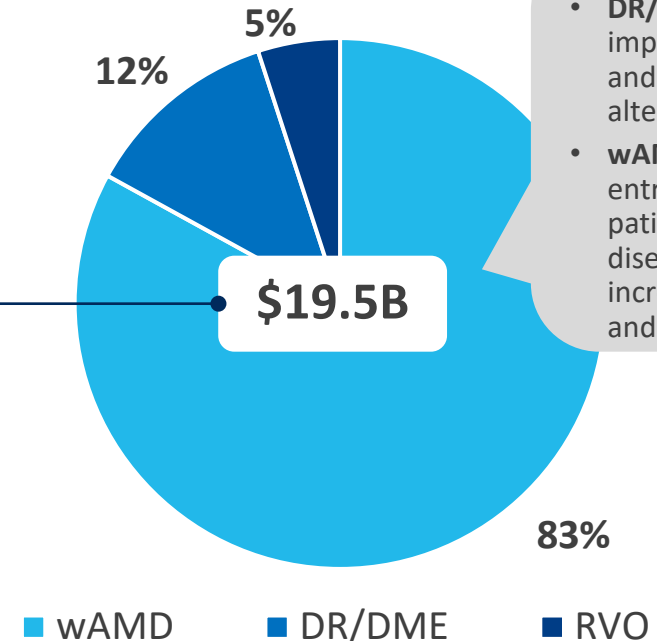
2020 9MM Anti-VEGF Revenue Share (USD)



CAGR

4.1%

2030 9MM Anti-VEGF Revenue Share (USD)

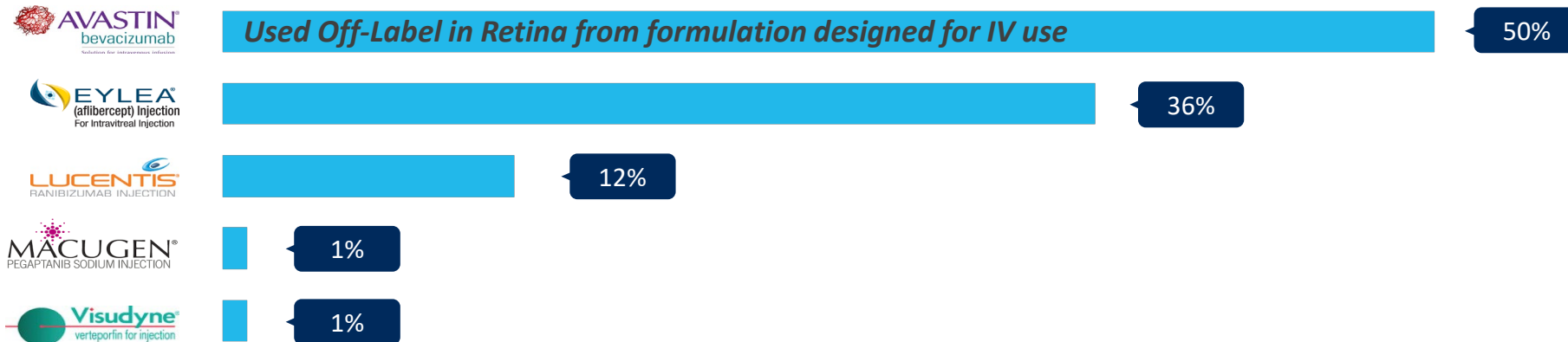


**MARKET DRIVERS:**

- **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

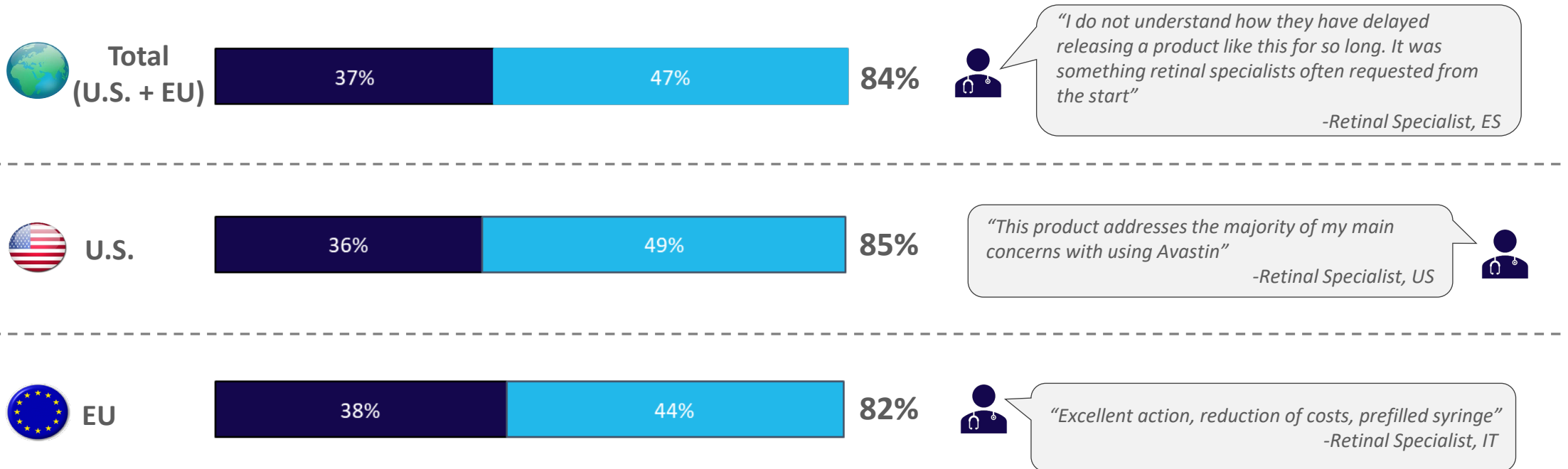
- Supplied either as **pre-filled ophthalmic syringe for intravitreal 1.25 mg injection** administered once monthly, **or in a glass vial**

### 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.

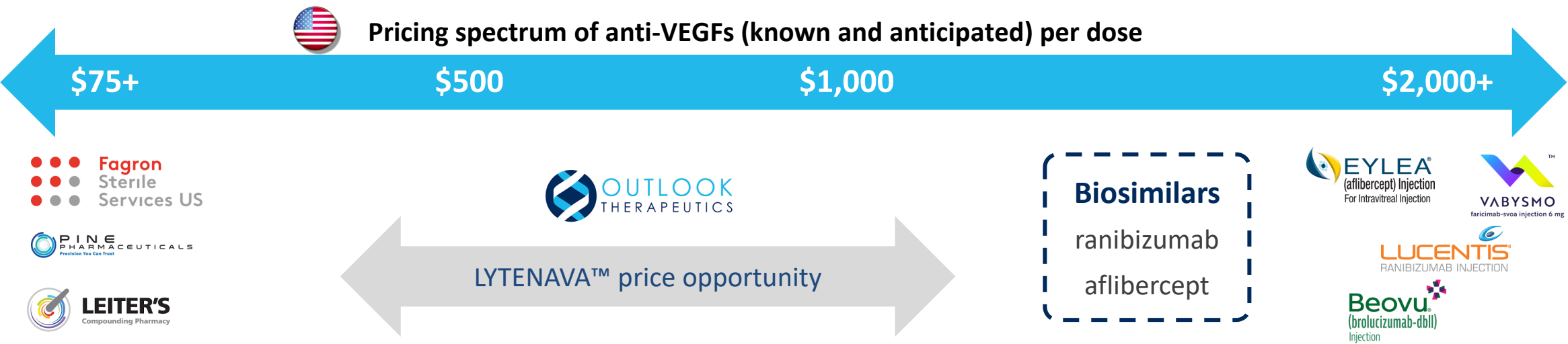
# Do Physicians Want an Ophthalmic Approved Bevacizumab?

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



# LYTENAVA™ Pricing Opportunity

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



| Compounded Avastin (off-label)  | LYTENAVA™  | 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 LYTENAVA™, 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 Vabysmo is <b>\$2,200/dose</b>, Lucentis is <b>\$1,950/dose</b>, and both Beovu and Eylea are priced at <b>\$1,850/dose</b></p> <p>Practice rebates based on volume expected to continue.</p> |

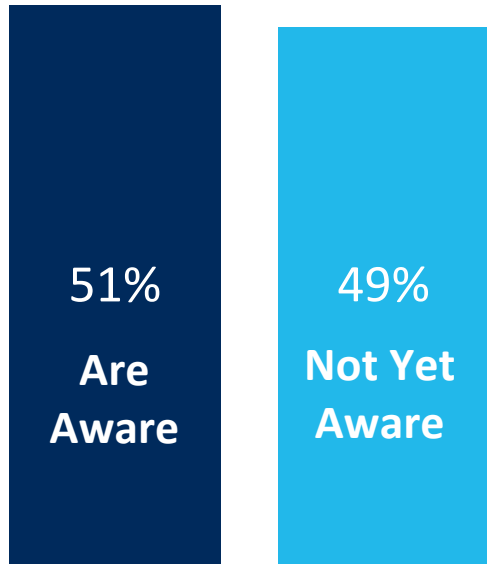


# Compounded Bevacizumab Compared to FDA Approved

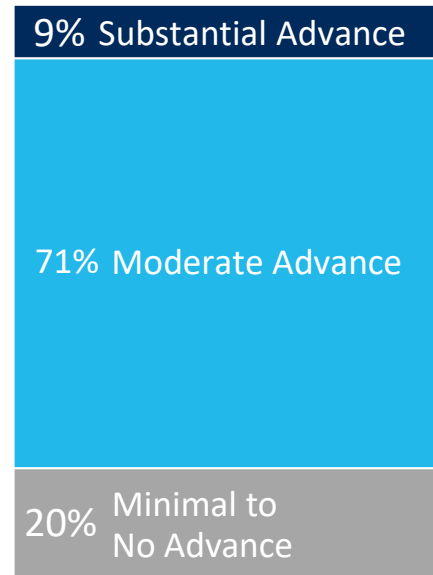
| Ophthalmic Solution Requirement  | Off-Label Compounded Repackaged IV Solution | FDA Approved Ophthalmic Solution for Intravitreal Injection |
|--|---|---|
| Sterile USP <71> <sup>1</sup>  | ?   | Yes   |
| FDA approved ophthalmic package consistent with USP <771> <sup>1</sup> | No  | Yes   |
| FDA 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   |

# Investigational Therapy ONS-5010 Ophthalmologists Survey

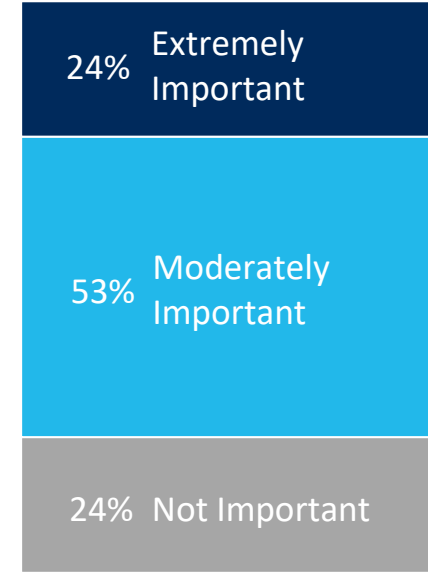
**Half of Surveyed Are  
Aware of Upcoming BLA  
Filing of ONS-5010**



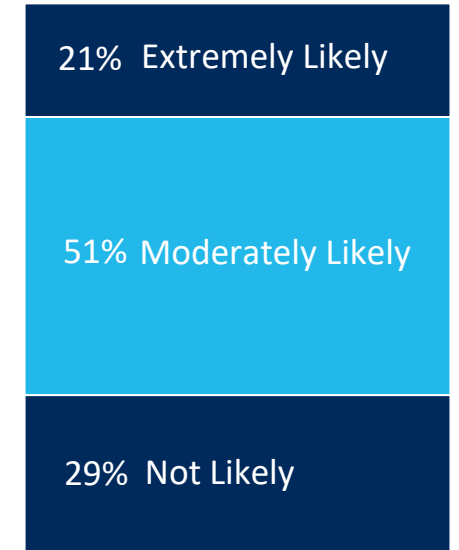
**80% of Surveyed Perceive  
ONS-5010 as an Advancement**



**77% of Surveyed Believe an  
FDA Approved Bevacizumab  
for Wet AMD is Important**

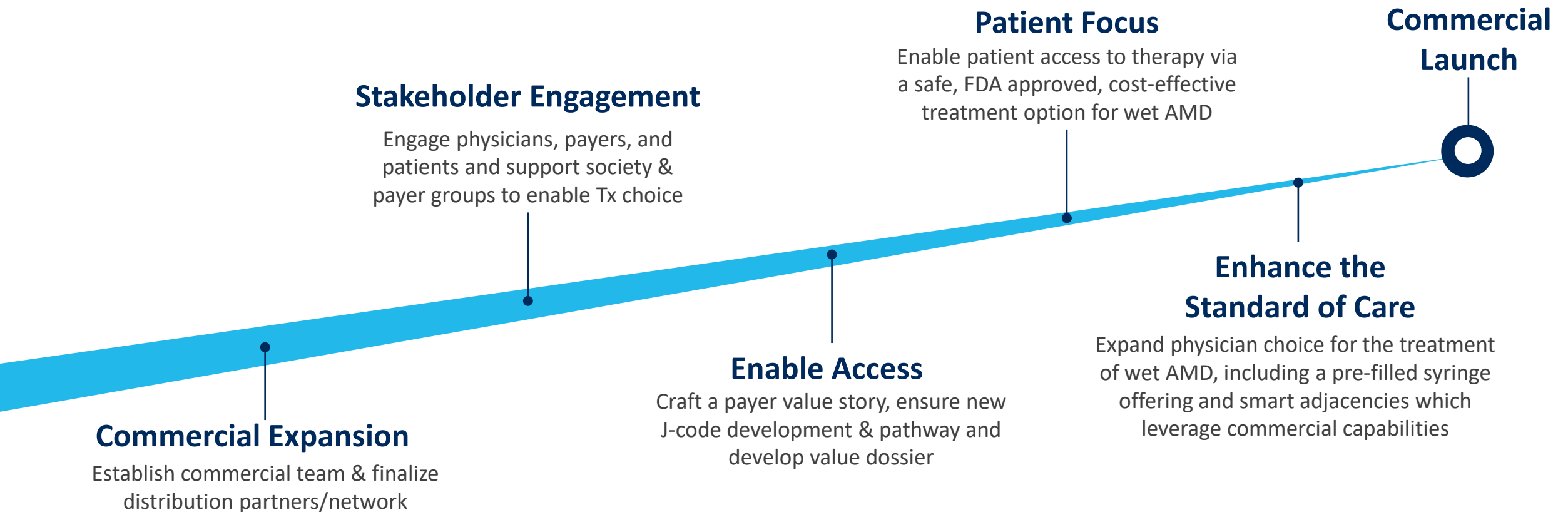


**71% of Surveyed Are Likely  
to Prescribe ONS-5010  
If Approved**



# Charting a Path To a Successful Launch

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



## 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



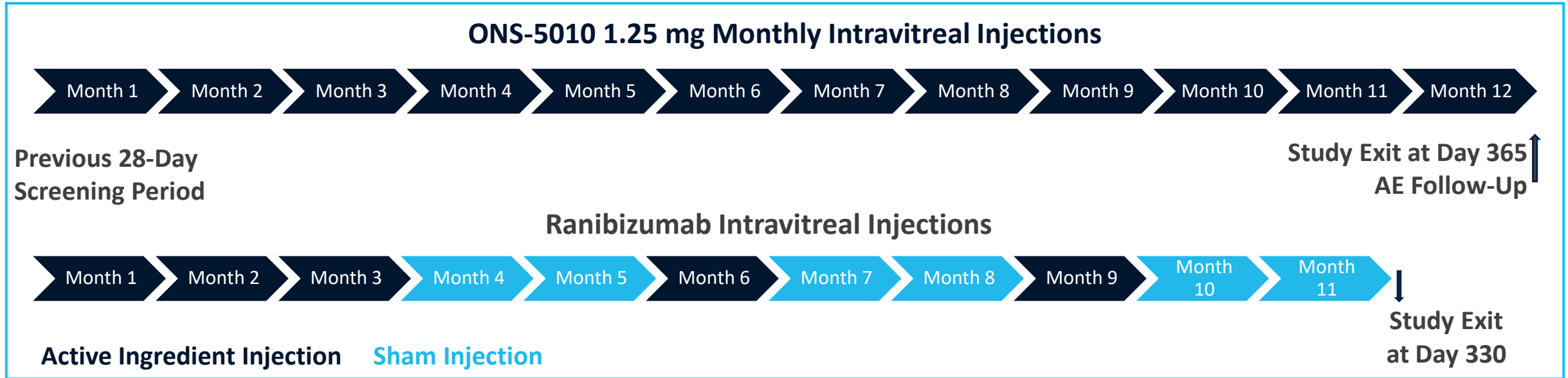
### Trial Highlights:

- 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

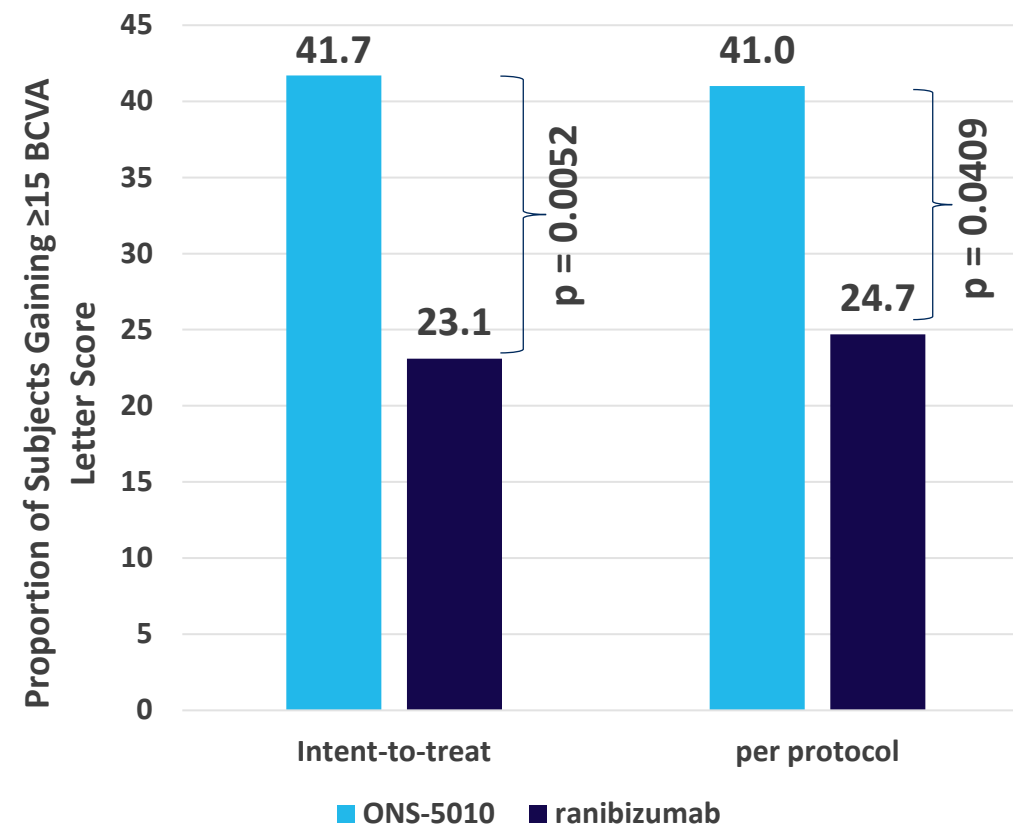
### Key Study Outcomes

- 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>

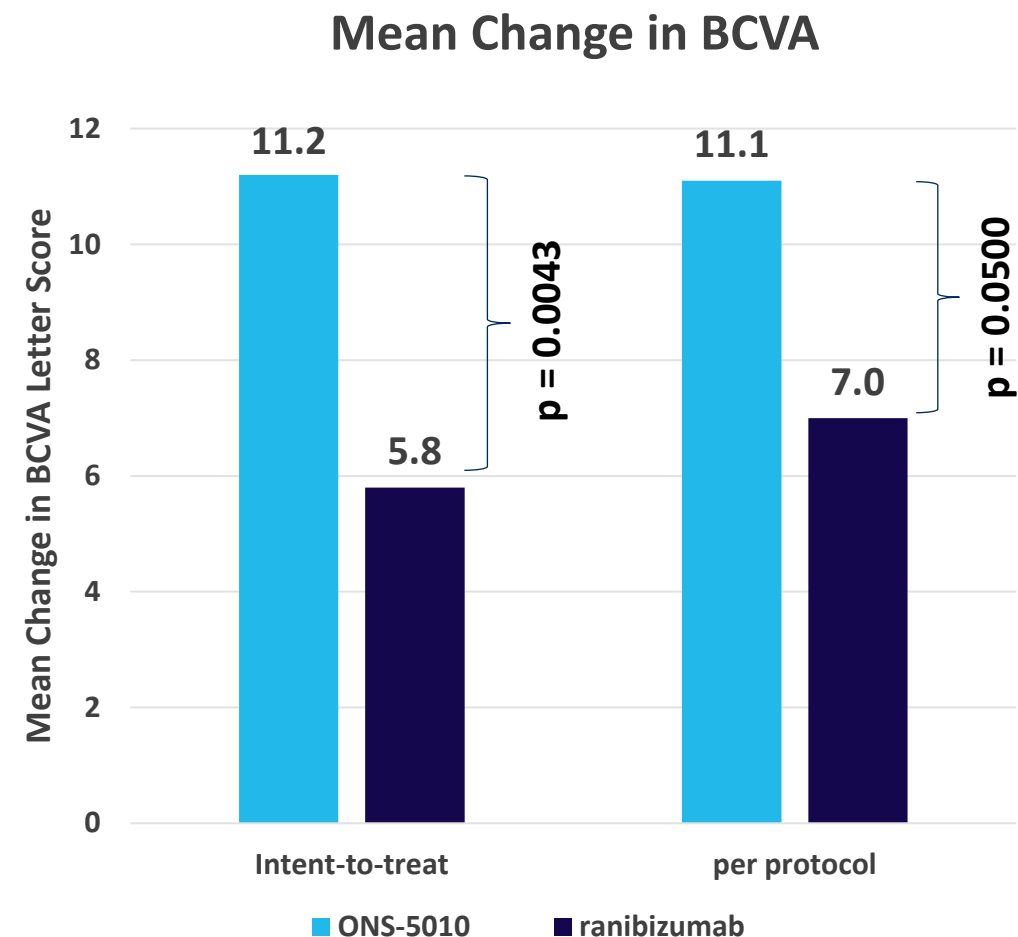
| Characteristic       | Statistic | ONS-5010<br>(n=113) | Ranibizumab<br>(n=115) |
|----------------------|-----------|---------------------|------------------------|
| Intent-to-Treat Pop. |           |                     |                        |
| Number of Subjects   | n/N (%)   | 45/108 (41.7)       | 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**



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

| Characteristic                                    | Statistic | ONS-5010<br>(n=113) | Ranibizumab<br>(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   |           | 0.0500              |                        |

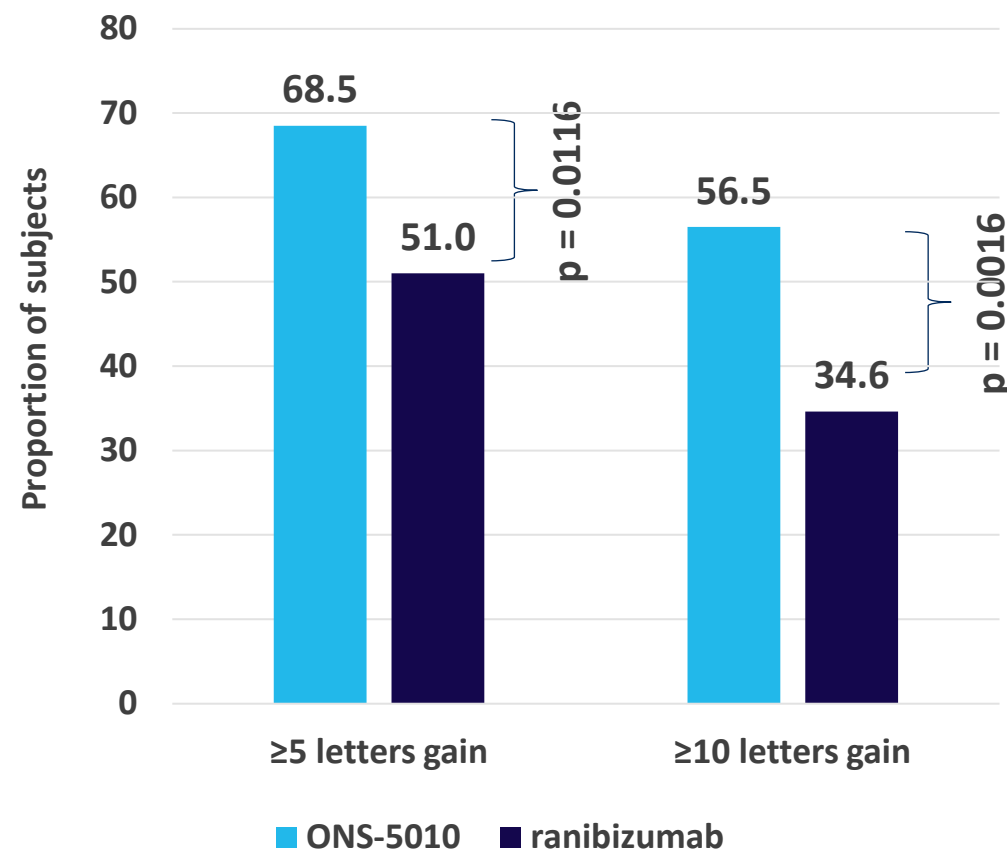


# Statistically Significant, Clinically Relevant Secondary Endpoints

| Characteristic               | Statistic | ONS-5010<br>(n=113) | Ranibizumab<br>(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<br>(n=113) | Ranibizumab<br>(n=115) | Overall<br>(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)          |

# 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 Outlook Therapeutics investigational pre-filled syringe
  - Vial arm (n= has been fully enrolled and is now complete)
- Enrolling ~120 subjects with visual impairment due to retinal disorders
  - Wet AMD
  - BRVO
  - DME
- Data expected to support sBLA submission in 2023



# Financial Highlights

NASDAQ: OTLK

**Sufficient capital to support pre-launch activities for ONS-5010  
into Q1 of calendar 2023 and a pathway to support the launch if approved<sup>1</sup>**

**\$58.4M**

Cash Balance<sup>2</sup>

**~\$362M**

Market Cap<sup>4</sup>

**~226M**

Shares Outstanding<sup>3</sup>

**~1.3M**

Average Volume<sup>4</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**