

#### Investor Presentation | November 2024

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## **Investment Highlights**

Recent Product Launches and Re-Launches are Fueling Profitable and Sustainable Growth

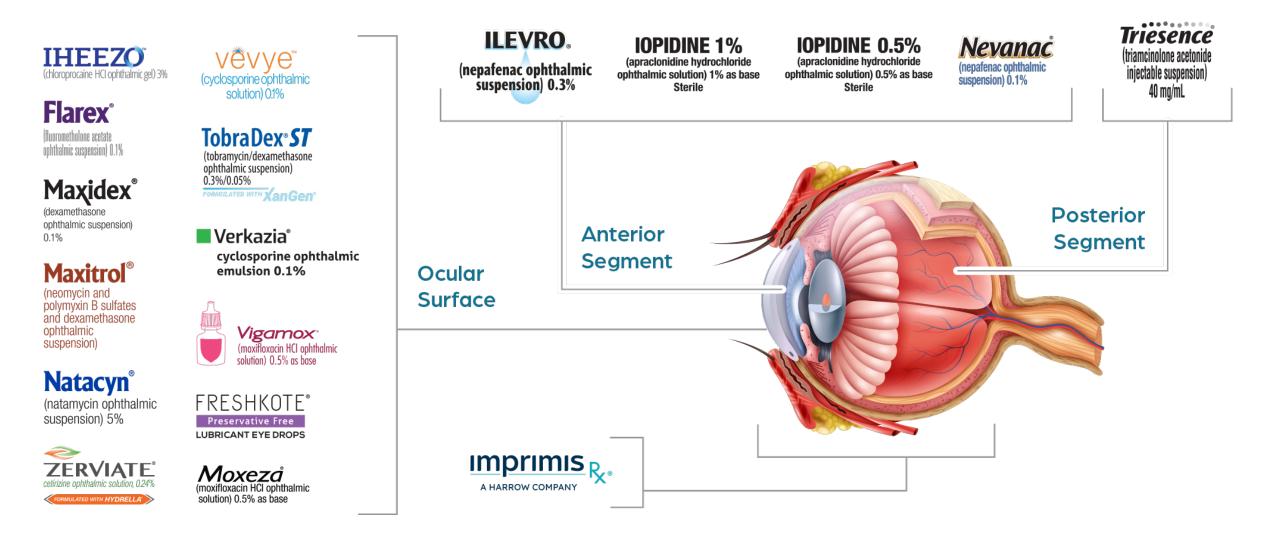
#### Aggregate annual revenue potential of \$500M<sup>+</sup> by 2027:

IHEEZO – launched May of 2023; growth continuing in 2024 and beyond
VEVYE – launched January 2024; large market category-leading potential
TRIESENCE – re-launched in October 2024; strong customer affinity product
Anterior Segment – high margin and stable portfolio re-launched in Q4 '23
ImprimisRx – stable cash producer; expecting >10% revenue growth in '25

Throughout 2024, aggregate core gross margins will continue to float up into the 80% range, with meaningful growth in Adjusted EBITDA

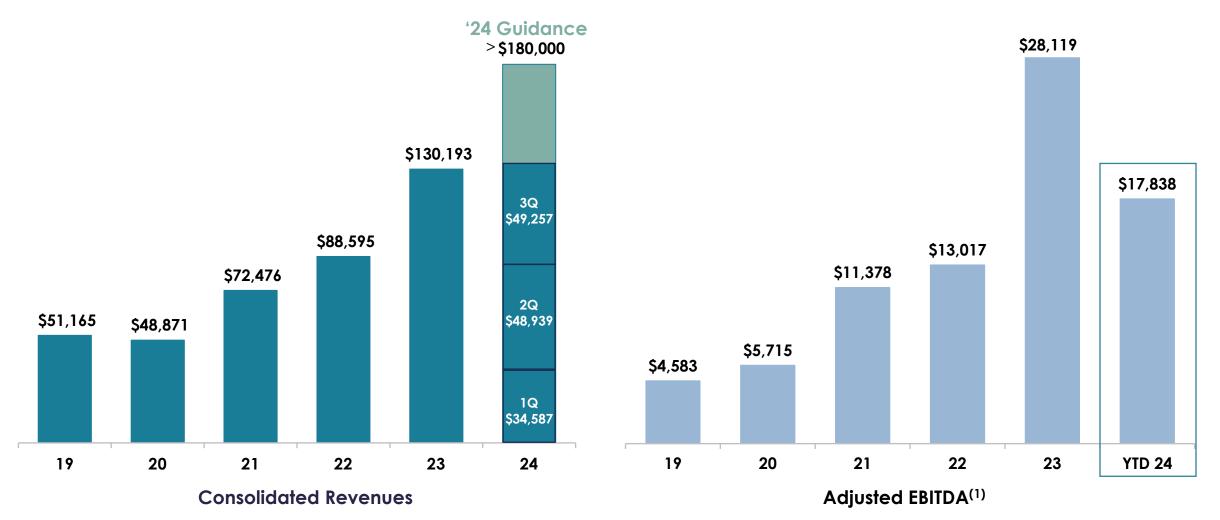
MELT-300 Phase 3 results in Q4 of 2024; potential launch in 1H 2026

# Harrow's Ophthalmic Pharmaceutical Brands



**HARROW**<sup>°</sup>

### Financial Metrics (in thousands)



<sup>(1)</sup> Adjusted EBITDA is defined as net loss, excluding the effects of stock-based compensation and expenses, interest, taxes, depreciation, amortization, investment (income) loss, net, and, if any and when specified, other non-recurring income or expense items. Management believes that the most directly comparable GAAP financial measure to Adjusted EBITDA is net loss. Adjusted EBITDA has limitations and should not be considered as an alternative to gross profit or net loss as a measure of operating performance or to net cash provided by (used in) operating, investing, or financing activities as a measure of ability to meet cash needs.

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## **Covered Lives\* for Select Products**

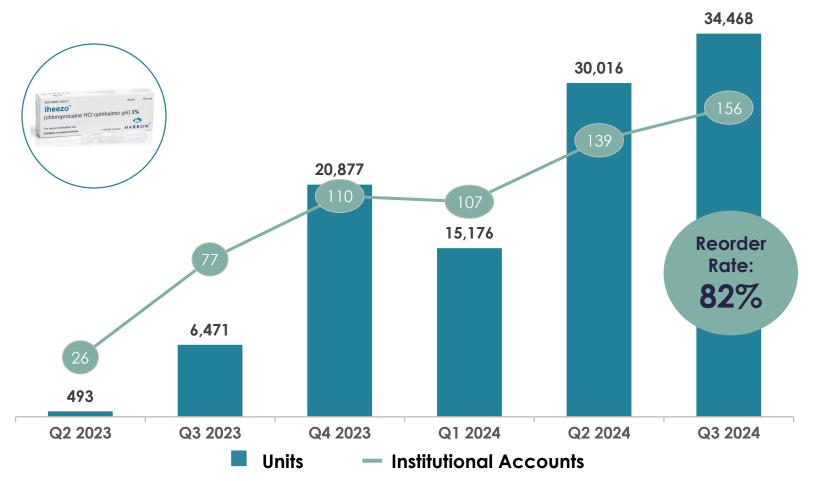
<b>Natacyn</b> <sup>™</sup>	272 million	87%
<b>ILEVRO</b> <sub>®</sub>	235 million	75%
<b>Flarex</b> <sup>®</sup>	213 million	68%
<b>IOPIDINE</b> <sup>®</sup>	203 million	65%
TobraDex <sup>®</sup> ST	195 million	62%
vēvye™	185 million	58%
Maxitrol®	180 million	57%
Maxidex <sup>®</sup>	176 million	56%
Nevanač	173 million	55%
Verkazia™	151 million	48%

\*Of the estimated 314 million Americans with a pharmacy benefit.



#### **IHEEZO Quarterly Customer Unit Demand\***

(beginning with May 2023 launch)



\*Customer Unit Demand reflects the number of units purchased by surgery centers, clinic/group practices, and physicians from Harrow's distributors. This metric began in May 2023, and It is not representative of net sales or revenues on a GAAP basis.

Ocular anesthetic gel with broad indication for all ocular anesthetic use cases

Product-specific J-code (J-2403)

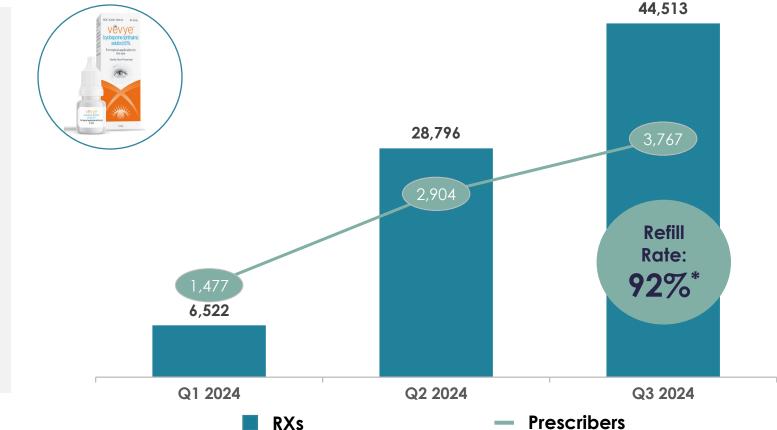
Separately reimbursable for unilateral and bilateral same-day procedures

Orange Book-listed patent; claims expiring in 2039

VEVYE

#### **VEVYE Quarterly Prescriptions**

(beginning with January 2024 launch) (Based on data from IQVIA)



The first and only water-free cyclosporine (0.1%) to treat the signs and symptoms of dry eye disease

In a pre-clinical ex-vivo corneal penetration study, VEVYE's vehicle delivered ~22x more cyclosporine into the cornea than Restasis

Orange book-listed patents with expiry in 2039

185 million covered lives;100% of Medicaid beneficiaries;60% commercial; recently signed first major Medicare Part D agreement for 2025

\*Refill rate is based on data from our pharmacy partner, PhilRx.

# TRIESENCE

#### **Relaunched in October 2024**

(available through Besse Medical/Cencora, McKesson Medical-Surgical, and Cardinal Health)



Preservative-free triamcinolone acetonide suspension

Key on-label indications<sup>(1)</sup>

Visualization During Vitrectomy (420,000 procedures per year) Posterior Uveitis (100,000 diagnoses per year)

Five-year history of being on FDA's Drug Shortage List

Harrow intends to relaunch TRIESENCE as early as 2024

Product-specific J-Code (J-3300)

Orange book-listed patent, expiring in 2029

<sup>(1)</sup> Data on visualization of vitrectomy obtained from Definitive Health 2023; data on posterior uveitis obtained from MedScape.

## **Anterior Segment Products**

#### Portfolio includes:

- Steroids, NSAIDs, and Anti-inflammatories
- An OTC preservative-free lubricant
- An Antihistamine, and Antibiotics
- The only FDA-approved Antifungal
- Medication to treat vernal keratoconjunctivitis, a rare disease
- Anti-glaucoma medications

"Workhorse" products in U.S. optometry and ophthalmology offices

Flarex<sup>®</sup> (fluorometholone acetate ophthalmic suspension) 0.1%

FRESHKOTE® Preservative Free LUBRICANT EYE DROPS ILEVRO (nepafenac ophthalmic suspension) 0.3%



ophthalmic suspension)

0.1%

Verkazia<sup>®</sup> cyclosporine ophthalmic emulsion 0.1% **Maxitrol**<sup>(\*)</sup> (neomycin and polymyxin B sulfates and dexamethasone ophthalmic suspension)

Natacyn<sup>®</sup> (natamycin ophthalmic suspension) 5% Nevanac (nepafenac ophthalmic suspension) 0.1%

TobraDex® ST (tobramycin/dexamethasone ophthalmic suspension) 0.3%/0.05%



**IOPIDINE®** (apraclonidine hydrochloride ophthalmic solution) 1% as base



Leading U.S. ophthalmic-focused compounding business

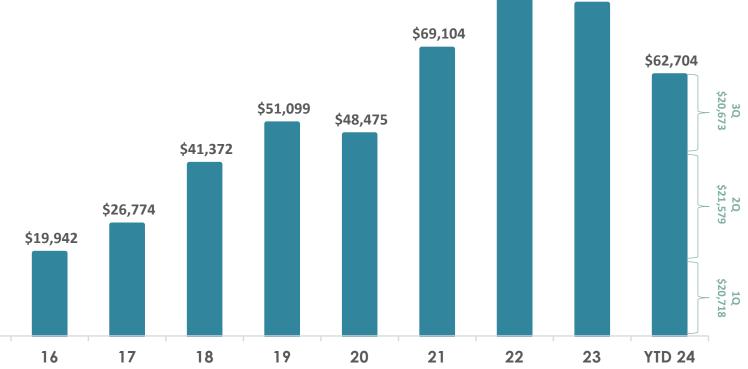
More than 15,000 U.S. customers

50-state dispensing capabilities

Broad therapeutic product portfolio

>10% revenue growth expected in 2025





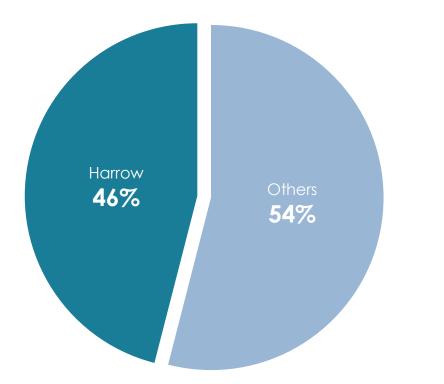
\*Excludes revenue From DEXYCU® in all years; 2023 revenues reflect sale of Company's non-ophthalmic business. NOTE: ImprimisRx revenue data is for compounded products, which are not FDA approved; they are cash pay and a custom Rx is needed.

\$9,716

15

\$79,935

# Equity Ownership – Melt Pharmaceuticals



For more details on Melt Pharmaceuticals and its MELT-300 product, go to <u>meltpharma.com</u>.

Melt Pharmaceuticals, a former subsidiary of Harrow

MELT-300 is a non-IV and non-opioid sublingual sedation drug candidate for short-duration medical procedures

MELT-300 is patented in the U.S. and key global markets

Potential impact in >100 million short-duration procedures

Robust Phase 2 data for MELT-300 reported in December 2022

Topline Phase 3 clinical data for MELT-300 expected in 4Q 2024

MELT-300, when FDA-approved, would replace the MKO Melt, a compounded product sold by Harrow's ImprimisRx subsidiary

Harrow also owns a 5% royalty interest and a right-of-first-refusal on the commercialization of MELT-300

#### HARROW<sup>®</sup>

# **Commitment to Supporting Mission Trips**

Benevolent Missions Intl (Belize) June 2023 Vision Outreach Intl (Amazon) October 2023 See Intl (Honduras) April 2024 Eye Doctors of Lancaster (Africa) October 2024









During 2023, Harrow's donations served nearly 12,000 patients in over 26 countries.

To date, in 2024, Harrow has committed donations to help over 17,000 patients in over 36 countries.

We are proud to have never turned down an opportunity to provide Harrow products to ophthalmologists and optometrists helping to give the gift of sight to our fellow brothers and sisters in the U.S. and across the globe.

Mark L. Baum, Chief Executive Officer and Founder

# **HARROW**<sup>®</sup>

1 A Burton Hills Blvd., Suite 200 Nashville, Tennessee 37215 www.Harrow.com

Jamie Webb **Director of Communications** and Investor Relations jwebb@harrowinc.com Direct: 615-733-4737



#### Your patients. Our purpose.