



HARROW

HEALTH | INC.

Corporate Presentation | May 2022

Safe Harbor

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Harrow Health, Inc. (NASDAQ: HROW)

- *U.S. ophthalmic-focused pharmaceutical company, providing both branded FDA-approved products (BPPs) and cGMP compounded products (CPPs) to more than 10,000 doctors, hospitals and ASCs.*
- **43% year-over-year revenue growth rate (Q1 2022 vs. Q1 2021).**
- **16% year-over-year Adjusted EBITDA growth (Q1 2022 vs. Q1 2021).**
- **Last offering of common stock to raise capital was in 2017 – over 5 years ago.**
- With proceeds from an \$85 million non-dilutive financing (during 2021), Harrow recently acquired:
 - U.S. and Canada rights to AMP-100, an anesthetic drug candidate for intraoperative ocular pain;
 - U.S. and Canada rights to MAQ-100, a drug candidate for visualization of the vitreous during vitrectomy;
 - U.S. rights to four branded eye drops – IOPIDINE® 1% and 0.5%, MAXITROL® suspension, and MOXEZA®; and
 - U.S. sales and marketing for DEXYCU®; expanded commercial alliance with EyePoint Pharmaceuticals.
- Growth strategy:
 - Significantly grow BPP revenue to exceed CPP revenue within 24 months of AMP-100 approval.
 - Continue to drive CPP revenue and profits growth; leverage customer relationships to “land and expand.”

Harrow's Ophthalmic Pharmaceuticals Business

- A vertically integrated pharmaceutical and pharmacy platform, consisting of national sales and customer service teams, automated cGMP drug compounding facilities, and an efficient, scalable, and tech-enabled national distribution platform for prescription products, including a 50-state mail order pharmacy.
- ~40 SKUs serve large and growing surgical and chronic eyecare markets:
 - 5.5 million annual ocular surgeries;¹
 - 8+ million intravitreal injections;²
 - 16+ million U.S. dry eye disease patients;³ and
 - 3+ million U.S. glaucoma patients.⁴
- Product lines supported by 60+ patents and peer-reviewed literature.
- Service 4,000+ monthly accounts of over 10,000 prescribers and institutions.
- Net Promoter Score ranked consistently in 80s and 90s throughout 2020 and 2021.

¹ According to a 2019 report by *Market Scope*, a third-party provider of market data.

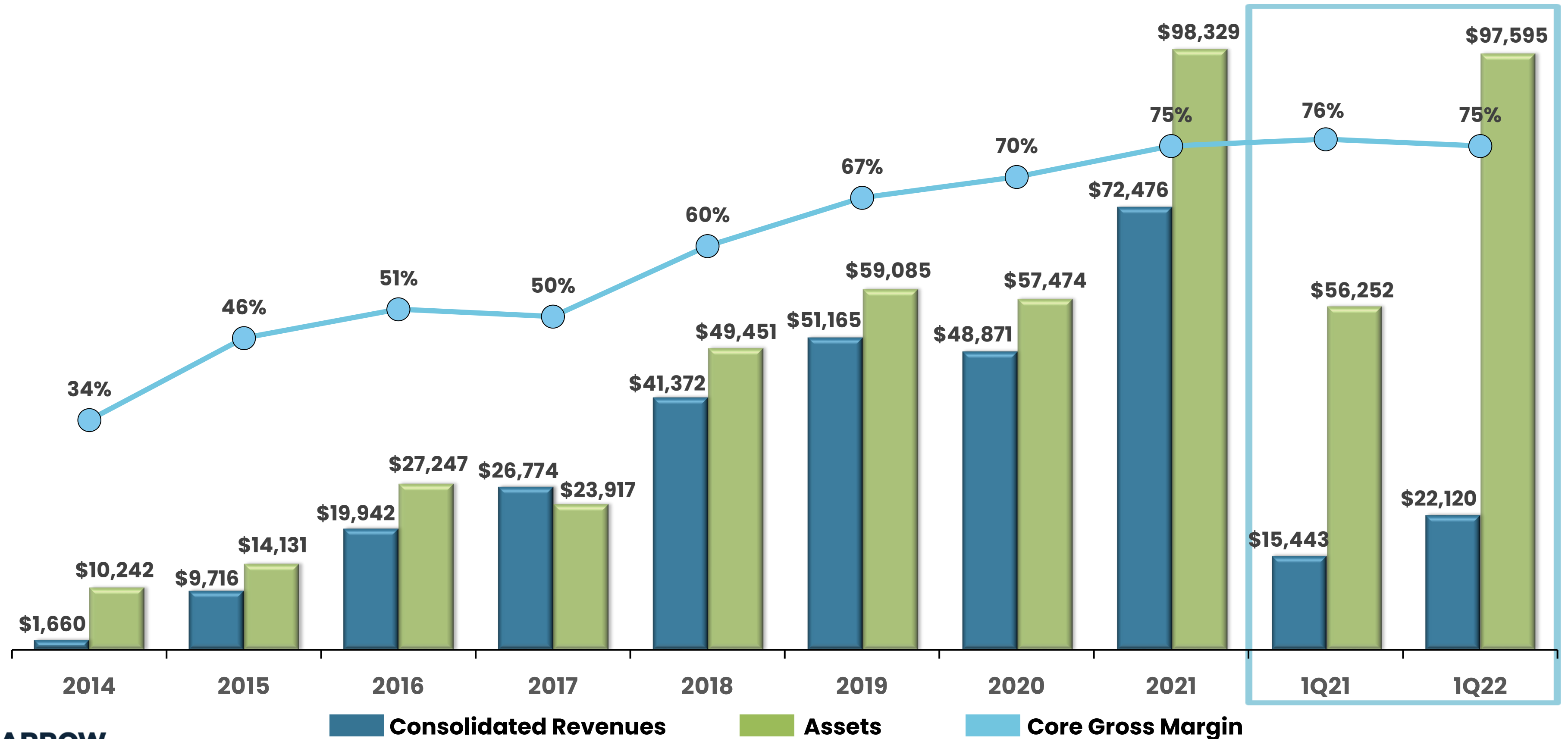
² According to a September 2021 report by *Market Scope*.

³ Farrand KF, Fridman M, Stillman IO, Schaumberg DA. Prevalence of Diagnosed Dry Eye Disease in the United States Among Adults Aged 18 Years and Older. *Am J Ophthalmol* 2017;182:90-8.

⁴ According to Glaucoma Research Foundation: <https://www.glaucoma.org/about/fast-facts-glaucoma-research-foundation.php>.

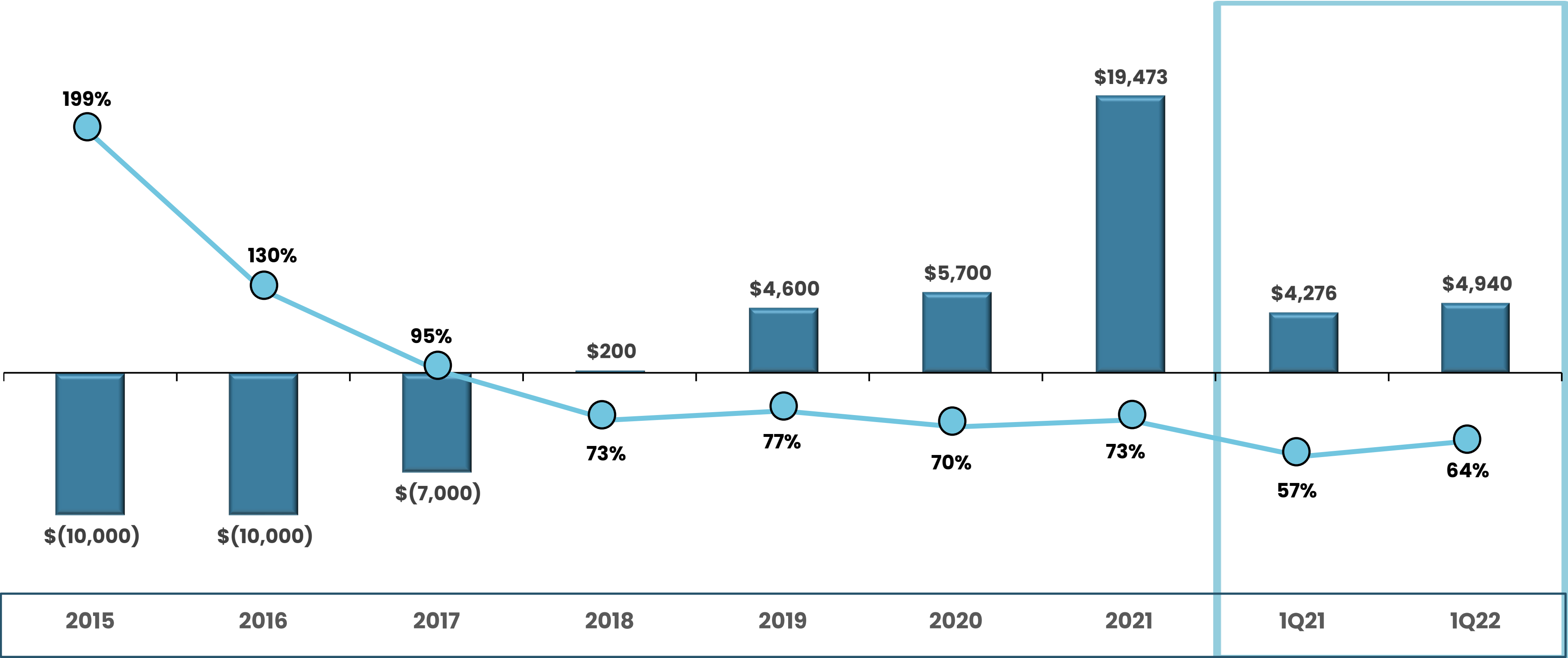
Revenues, Core Gross Margin and Assets

(Revenues and Assets in Thousands)



Adjusted E(L)BITDA Growth and Expense Control

(Dollars in Thousands)



Adjusted E(L)BITDA Operating Expense as a % of Revenue

Growth: High-Value FDA-Approved Products

- In 2021, we raised \$85 million (sale of \$10 million in Eton stock and \$75 million in unsecured senior notes):
 - **AMP-100** in the U.S. and Canada; PDUFA target date of October 16, 2022
 - If approved, commercial focus will be ophthalmic procedures requiring the eye to be anesthetized.
 - 4.5 million annualized volume run rate for U.S. cataract surgeries.¹
 - 8 million annualized volume of intravitreal injections.¹
 - Received PDUFA Target Action Date of October 16, 2022, from FDA.
 - **MAQ-100** in the U.S. and Canada; sold in Japan since 2010 under the name of MaQaid®)
 - 1H22 FDA meeting expected; finalize development plan (visualization of vitreous during vitrectomy).
 - 400,000 annualized procedure run rate.¹
 - Expanded commercial alliance with EyePoint for U.S. sales and marketing activities for **DEXYCU**®.
 - Purchased U.S. rights to four “work-horse” ophthalmic branded products, which we intend to revitalize:
 - **IOPIDINE**® 1% and 0.5% (apraclonidine hydrochloride);
 - **MAXITROL**® (neomycin and polymyxin B sulfate and dexamethasone) 3.5mg/10,000 units/0.1%; and
 - **MOXEZA**® 0.5% (moxifloxacin hydrochloride).

¹ According to a September 2021 report by *Market Scope*.

Other Value: Equity Holdings and Royalty Pipeline

- Surface Ophthalmics and Melt Pharmaceuticals were founded as Harrow Health subsidiaries.
- Surface was carved out in May 2018 and Melt was carved out in February 2019.
- Harrow owns:
 - Equity in Surface and Melt (20% and 46%, respectively);
 - \$13.5M senior secured note and ROFR on 3rd party commercialization rights of Melts products; and
 - Royalty rights on Surface’s SURF-100, 200, 201 and Melt’s MELT-300 drug candidates.

	Pre-Clinical	Phase 1	Phase 2	Phase 3	NDA Filed
SURF-201 Prevention of post-cataract surgery inflammation	▶				
SURF-200 Treatment of acute dry eye disease	▶				
SURF-100 Treatment of chronic dry eye disease	▶				
MELT-300 Procedural sedation and analgesia	▶				

Summary of Harrow Health (NASDAQ: HROW)

- *2022 expectations: Growing revenues, stable gross margins and OpEx/revenue ratio.*
- Completed seven accretive/consequential deals during last 18 months; others in various stages of progress.
- Revenues expected to more than double within a few years of product launch, with an improving gross margin profile, when newly acquired/licensed products are approved.
- Strengthened cash position is expected to sufficiently fund expected growth.
- Additional accretive business development and acquisition activities are underway.
- Balance sheet bolstered by large equity positions and royalties connected to Surface and Melt.
- Management is aligned with shareholders with market-based vesting stock grants.
- *Positioned to be both a high growth and profitable U.S.-focused public company.*



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