

# 23<sup>RD</sup> ANNUAL NEEDHAM HEALTHCARE CONFERENCE ANIKA THERAPEUTICS OVERVIEW

APRIL 8, 2024



(NASDAQ: ANIK)

Anika. Restore Active Living.™

# SAFE HARBOR STATEMENTS

## Cautionary Note on Forward-looking Statements

The statements made in, and during the course of, this presentation that are not statements of historical fact, including those related to the Company's commercial capabilities, initiatives and production, its product pipeline and associated timelines, its upcoming corporate milestones, and its growth strategy and projections, are forward looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements in "believe," "will," "would," "expect," "anticipate," "intend," "estimate," "plan," "likely," and other expressions, which are predictions of, or indicate future events and trends, and which do not constitute historical matters, identify forward-looking statements, including, without limitation, relating to the impact of macroeconomic volatility, including global pandemics and the related effects of those on our ongoing business operations, clinical studies and future expectations with respect to our annual and multi-year business objectives and financial performance, those statements related to the Company's product pipeline and the launch and anticipated adoption and growth of new products, the regulatory status, including plans for expanded indications, of the Company's current and future products, the market potential of the Company's products, and management's discussion of the Company's growth and strategic plans. The Company's actual results could differ materially from any anticipated future results, performance or achievements described in the forward-looking statements as a result of a number of factors (some of which may be outside of the Company's control), both known and unknown, including, without limitation, future strategic decisions made by the Company, the results of its research and development efforts and the timing of regulatory approvals. Additional factors and risks are described in the Company's periodic reports filed with the Securities and Exchange Commission, and they are available on the SEC's website at [www.sec.gov](http://www.sec.gov). Forward-looking statements are made based on information available to the Company on the date of this presentation, and the Company assumes no obligation to update the information contained herein or otherwise presented.

## Cautionary Note on Non-GAAP Financial Measures

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# ANIKA: A WELL-POSITIONED COMPANY WITH A COMPELLING FUTURE

Strong base business with resilient cash flow funding new product launches in large, growing markets

## STRONG HYALURONIC ACID (HA) FRANCHISE



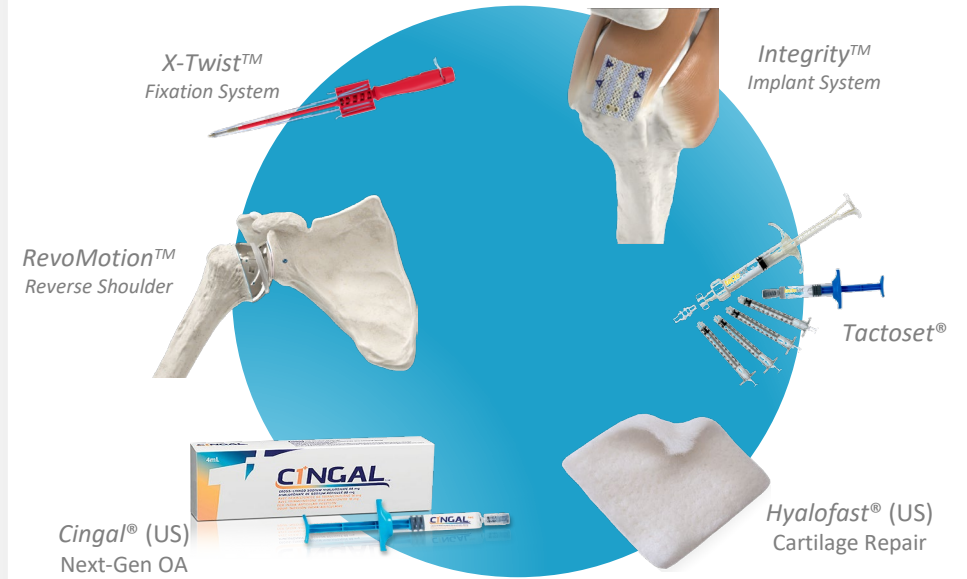
Leading osteoarthritis (OA) pain management franchise with Monovisc® and Orthovisc® and Cingal® OUS



**SIGNIFICANT  
& ONGOING  
CASH FLOW  
GENERATION**

## KEY AND FUTURE PRODUCT LAUNCHES

in High Opportunity Spaces



# PIVOTING TO PROFITABILITY

## Highly-Differentiated Portfolio

- > #1 U.S. market share in OA Pain with **Monovisc®** and **Orthovisc®**
- > **Integrity™ Implant System** on-track for full launch following >100 successfully completed cases
- > Newly launched **X-Twist™ Biocomposite** addresses full >\$600M U.S. rotator cuff market<sup>1</sup>
- > **RevoMotion™** receiving positive surgeon feedback following full market launch
- > **Cingal®** awaiting FDA feedback on non-clinical next steps for approval
- > Fully enrolled **Hyalofast®** Phase III trial with 2026 launch planned

## 2024 Expectations

Adjusted EBITDA<sup>2</sup>

**\$25-30M**

Adjusted EBITDA<sup>2</sup> Margin

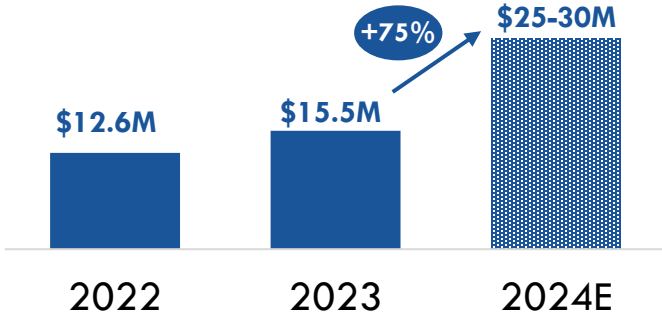
**+15%**

Revenue

**\$168-173M**

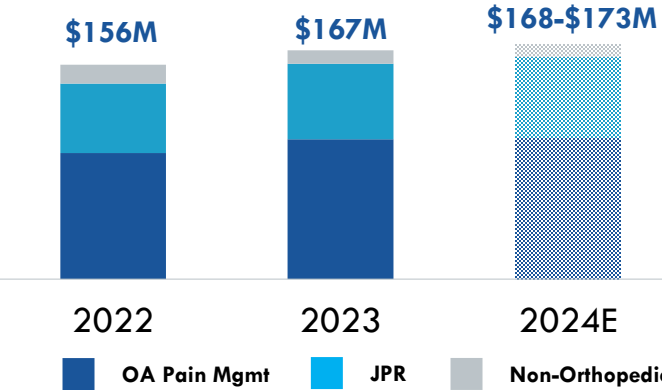
**Cost reductions underway providing ~ \$10 million annualized savings<sup>3</sup>**

## Adj. EBITDA<sup>2</sup> Trend



**Expect to achieve multiyear Adj. EBITDA target of 20% in 2025**

## Revenue Trend



# TAKING DECISIVE ACTION TO REFOCUS OUR STRATEGY FOR ORDERLY VALUE MAXIMIZATION

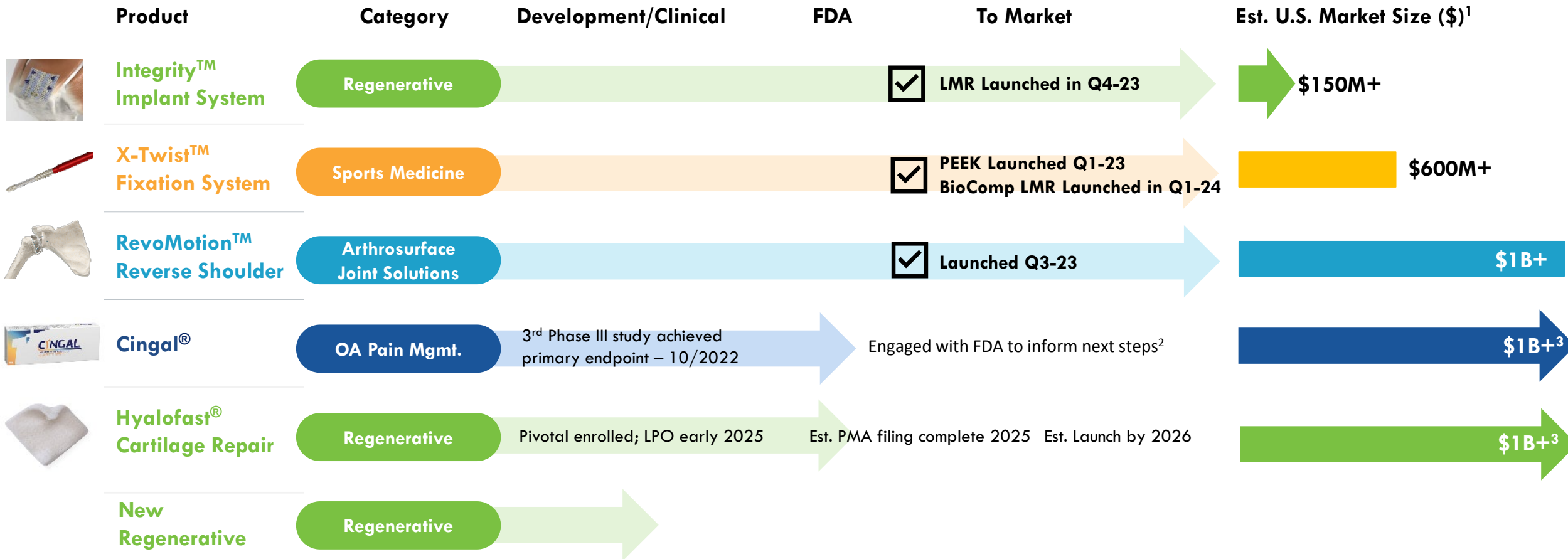


1. 2023 SmartTRAK data; 2. Non-GAAP measure; see reconciliation schedule at the end of this presentation and in Q4 2023 earnings press release  
 3. Excludes impact of one-time costs.



# HIGHLY DIFFERENTIATED MEDTECH PRODUCT PIPELINE IN EARLY INTERVENTION ORTHOPEDICS

## \$3B+ MARKET OPPORTUNITY OPENED BY SUCCESSIVE PRODUCT LAUNCH CADENCE



Note: Last Patient Out (LPO)

<sup>1</sup> SmartTRAK 2023 and internal estimates for current market size

<sup>2</sup> Overall timing is unknown, largely dependent upon nonclinical testing plan and FDA's feedback on scientific bridging study proposal

<sup>3</sup> SmartTRAK 2023 and internal estimates for market size by 2027

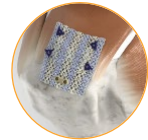
# INTEGRITY™ REGENERATIVE ROTATOR CUFF IMPLANT SYSTEM

## OVER 100 SUCCESSFUL SURGERIES COMPLETED DURING LMR

Arthroscopic, HA-based, efficient system; increased regenerative capacity compared to collagen patches

Leveraged our expertise in hyaluronic acid (HA) and sports medicine to design a superior patch and an improved, easier-to-use delivery system

Integrity is generating substantial surgeon interest leading up to market launch, attracted to the inherent patch strength, regenerative capacity, and the ability to confidentially manipulate and affix the patch



### Strong

Hybrid\*, HYAFF®/PET structure provides superior implant handling strength vs. collagen-based products



### Versatile

Differentiated lateral-to-medial fixation and technique via tacks and darts provides confidence across the continuum of tears



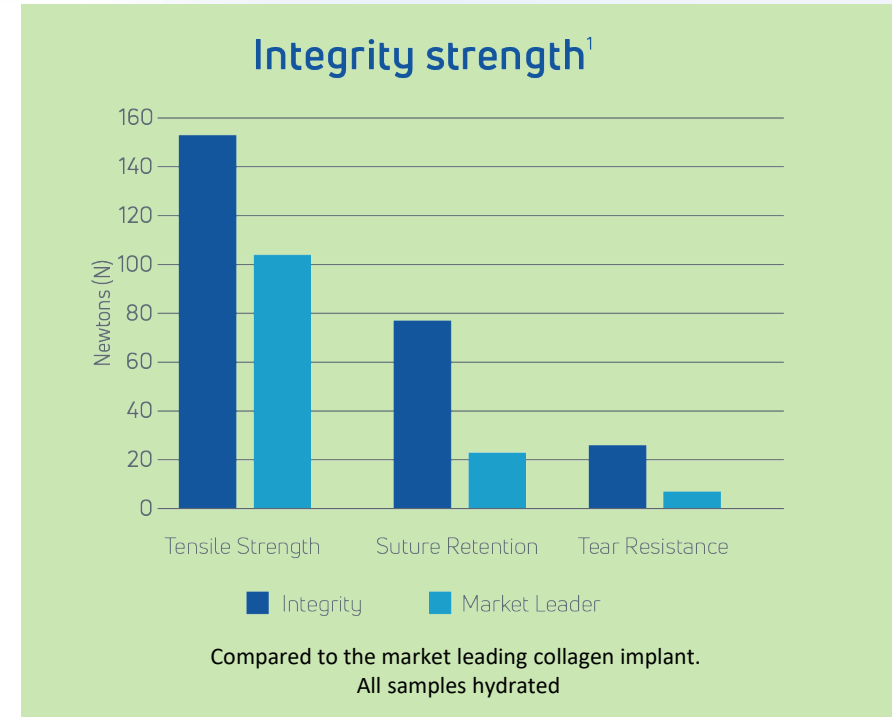
### Regenerative

Higher regenerative capacity vs. first generation collagen patches.<sup>1</sup>  
Composed of proven HYAFF® material with 15 years of safe clinical use<sup>2</sup>



### Easy to Use

Pliable, soft matrix supports arthroscopic insertion



# X-TWIST™ FIXATION SYSTEM ADDRESSING >\$600M U.S. ROTATOR CUFF MARKET

X-Twist Fixation System is a feature-rich suture anchor platform for soft tissue repairs in the shoulder and other extremities

**X-Twist Biocomposite Launched Q1-2024**



**Easy-to-use and highly effective competitor to the market leading offerings**

**Growth to be amplified in 2024 with recently launched biocomposite to accompany the PEEK version introduced in 2023**

**Versatile Suture Eyelet**

**Strong Fixation**

**Open Design Supports Healing**

**Fast and Easy to Insert (X-Spline™)**



*The X-Twist is a new addition to the Anika sports medicine portfolio that brings their anchor options to the highest standard in orthopedics in the market. The instrumentation is easy to use and intuitive, and fixation is robust. The X-Twist can easily be used for nearly any soft tissue repair within the shoulder and throughout the body.”*

Dr. Christopher E. Baker, M.D.  
Florida Orthopedics Institute, Tampa, FL

# REVOMOTION™ REVERSE SHOULDER ARTHROPLASTY SYSTEM LAUNCHED IN SEPT-2023; AIM™ PLANNING SOFTWARE LAUNCHED NOV-2023

Positive surgeon feedback during market launch

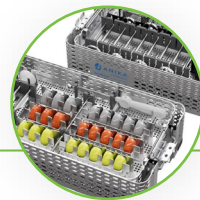
Accelerated full market release in September 2023 at OSET annual meeting



**Bone Preserving Design** Smallest Diameter Threaded Baseplate



**Personalized Options** Anatomic Mid-Lay Humeral



**Enhanced Facility Efficiency** Two Instrument Tray Design



AIM (Anika Implant Management) 3D planning software provides surgeons with pre-operative planning for RevMotion and OVOMotion arthroplasty products



# ADVANCING HYALOFAST® AND CINGAL® TOWARDS FDA APPROVAL

## Hyalofast: Expecting final PMA module filing with FDA in 2025 for US Launch in 2026

- Single-stage, off-the-shelf, resorbable, HA cartilage repair product
- Provides entry into >\$1 billion U.S. knee cartilage repair market
- Completed enrollment of pivotal phase III study in U.S. in early 2023
- Designated as breakthrough device by FDA allowing prioritized interaction and review
- Already selling in more than 30 countries OUS



## Cingal: Awaiting feedback from FDA regarding non-clinical next steps

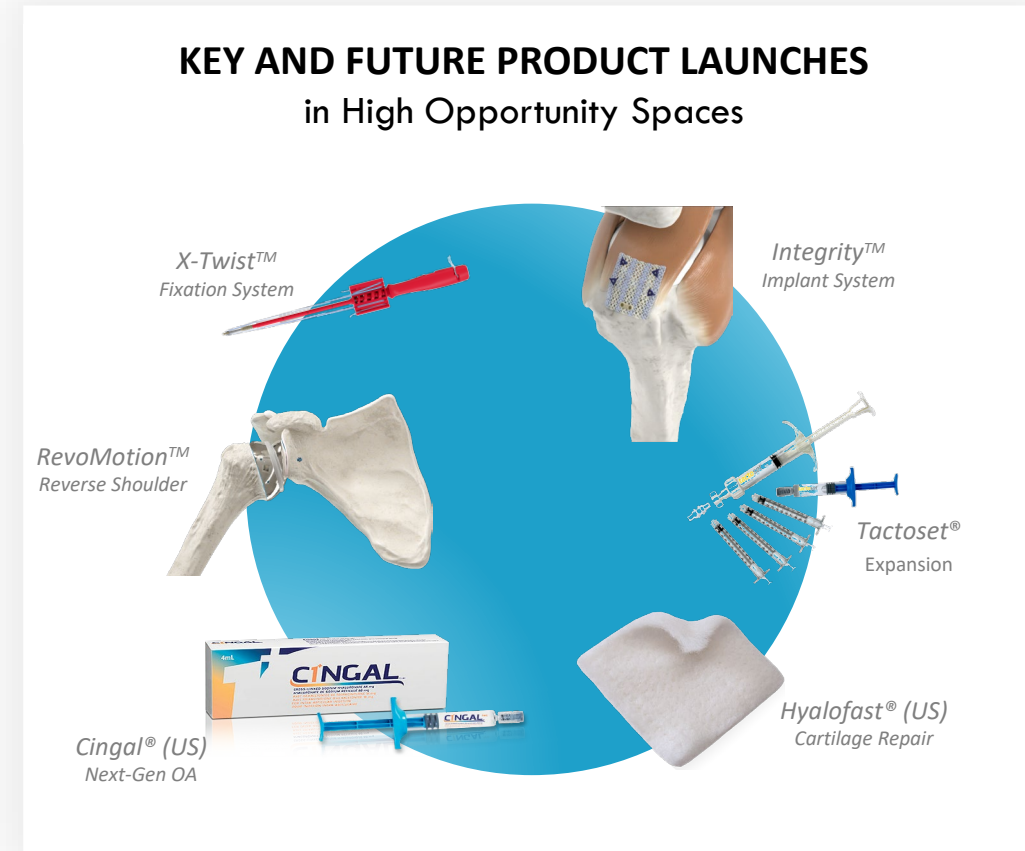
- Cingal is poised to be a game-changing, non-opioid OA pain product in the U.S., as demonstrated by its consistent double-digit international growth with a >\$1 billion U.S. market opportunity
- Highly differentiated next generation OA pain product with significant clinical and real-world advantages vs. existing therapies as demonstrated by continued growth in over 35 countries OUS
- Evaluating significant interest from potential partners in Asia, as well as the US
- Continuing engagement with FDA for next steps toward potential approval



<sup>1</sup> Clinical data on file

# ANIKA IS POSITIONED FOR SIGNIFICANT VALUE CREATION

- **Strong FY 2023 performance, with record revenue in OA Pain Management**
- **Significant progress with new Regenerative portfolio**
- **Strong clinical feedback on new product launches**
- **Focusing strategy to optimize performance**
- **Accelerating profitability in 2024 and beyond**



**RESTORING ACTIVE LIVING FOR PEOPLE AROUND THE WORLD**

# NON-GAAP RECONCILIATION

# RECONCILIATION TABLES – GAAP NET INCOME TO ADJUSTED EBITDA

**Anika Therapeutics, Inc. and Subsidiaries**  
**Reconciliation of GAAP Net Income to Adjusted EBITDA**  
(in thousands)  
(unaudited)

	<b>For the Three Months Ended December 31,</b>		<b>For the Twelve Months Ended December 31,</b>	
	<b>2023</b>	<b>2022</b>	<b>2023</b>	<b>2022</b>
Net loss	\$ (63,000)	\$ (4,908)	\$ (82,667)	\$ (14,859)
Interest and other (income) expense, net	(577)	(276)	(2,312)	(654)
Benefit from income taxes	(204)	(1,483)	(2,660)	(3,887)
Depreciation and amortization	1,787	1,880	7,069	7,340
Stock-based compensation	3,815	3,813	15,243	14,315
Product rationalization	-	563	748	3,199
Arbitration settlement	-	-	3,250	-
Acquisition related intangible asset amortization	1,787	1,786	7,148	7,147
Impairment of intangible assets	62,190	-	62,190	-
Discontinuation of software development project	-	-	4,473	-
Costs of shareholder activism	-	-	3,033	-
Adjusted EBITDA	<u>\$ 5,798</u>	<u>\$ 1,375</u>	<u>\$ 15,515</u>	<u>\$ 12,601</u>