



# Fourth Quarter 2017 Earnings Call Presentation

**February 22, 2018**

NASDAQ: ANIK

# Safe Harbor Statement

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 expanded commercial capabilities, product pipeline and associated timelines, upcoming corporate milestones, and 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 involve known and unknown risks, uncertainties, and other factors. The words "potential," "develop," "promising," "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, those statements related to the Company's product pipeline, the regulatory status, including plans for expanded indications, of the Company's 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, 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.

# CINGAL: Commercial and Clinical Trial Update

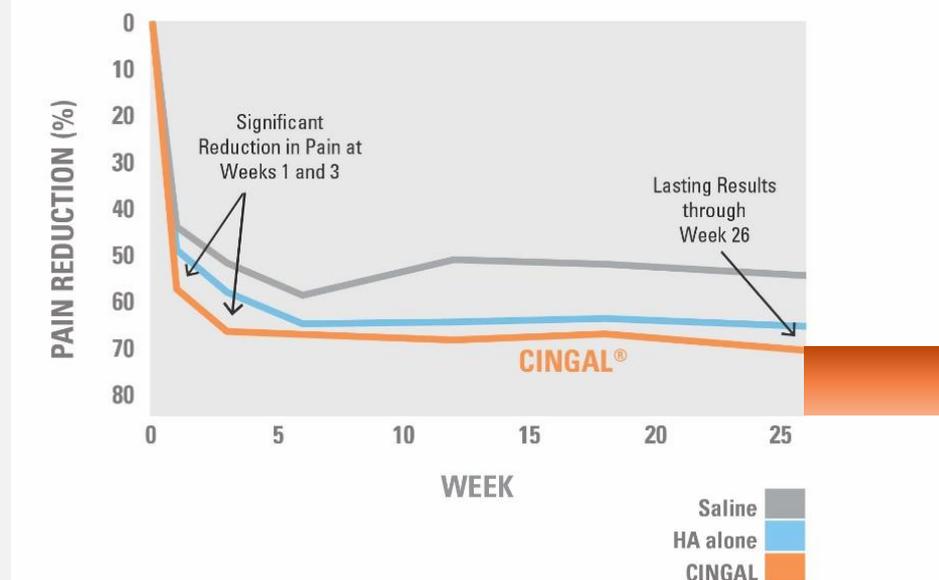
- **First-in-class single-injection treatment combining FDA-approved HA and steroid for pain associated with Osteoarthritis (OA)**
- **Rapid and long-lasting pain relief through 6-months, with a strong safety profile; Potential for 9-month efficacy claim**
- **Strong CINGAL commercial growth in key international markets outpacing MONOVISC during the same period following its launch**
- **Completed enrollment of all 576 patients in October 2017, ahead of year-end target completion**
- **Trial completion expected prior to mid-2018; FDA approval expected near the end of the 1H of 2019**



# CINGAL: Progress Enrolling 3-Month Extension Study

CINGAL 13-01, a randomized, double-blind, placebo-controlled, active comparator Phase III study

CINGAL® WAS SUPERIOR TO SALINE AT 26 WEEKS IN WOMAC PAIN SCORE DELIVERING A 72% (-42.4mm) IMPROVEMENT RELATIVE TO BASELINE



- Continued progress enrolling patients in the 3-month extension study for CINGAL to collect 9-month efficacy data
- First Phase III study met all primary and secondary endpoints relative to saline in ITT analysis
- Potential game changer with positive effects on reimbursement and adoption rates
- No impact on NDA filing timeline

# Regenerative Medicine Pipeline Update

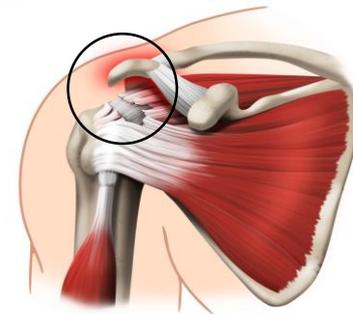
## FastTRACK HYALOFAST Phase III Clinical Trial

- **Only HA-Based Scaffold Material**
- **Provides a single-step and cost effective solution to repair cartilage tissue in ankle and knee lesions**
- **Remain on track to complete patient enrollment by the end of 2018**



## Product Candidate for Rotator Cuff Repair

- **New product candidate leveraging Anika's proprietary HYAFF technology**
- **Product prototype expected by year-end 2018**
- **Other regenerative applications to follow**



# Strategic R&D Collaborations

## University of Massachusetts Amherst

- Collaboration focused on localized injection therapy for the treatment of Rheumatoid Arthritis (RA)
- Expansion of original collaboration that began in Q2 2015



## University of Liverpool

- Collaboration focused on developing an injectable mesenchymal stem cell (MSC) therapy designed to treat the joint damage caused by Osteoarthritis (OA)



# 2017 Business Milestone Achievements



Expanded the international presence of CINGAL and MONOVISC, with MONOVISC product approvals and related commercial launches in India, Australia, and Taiwan



Completed patient enrollment in the CINGAL Phase III clinical study, and continued progress enrolling patients in the FastTRACK Phase III HYALOFAST study



Completed all planned activities related to the transfer of solid HA manufacturing operations to Bedford, MA in Q4



Completed implementation of a global ERP system in Q4



Strengthened our leadership team with the additions of Joseph Darling as President; Steven Chartier as VP of Regulatory & Clinical Affairs; and Thomas Finnerty as Chief Human Resources Officer

# 2018 Strategic Initiatives to Drive Sustained Growth and Create Shareholder Value

Executing all activities leading to the FDA approval of CINGAL



Global commercial expansion driven by growth of CINGAL and MONOVISC



2018

Advancing our orthobiologics & regenerative medicine product candidates



Building the direct commercialization infrastructure for CINGAL in the U.S.



# Q4 & FY 2017 Financial Highlights

Q4 2017 TOTAL REVENUE

**\$29.4M**

MONOVISC REVENUE

**↑ 21%**  
YEAR-OVER-YEAR  
IN Q4 2017

INTERNATIONAL  
ORTHOBIOLIGICS

Full  
Year  
2017 **22%**  
REVENUE GROWTH

**\$157M**

CASH & INVESTMENTS AS  
OF DECEMBER 31, 2017;  
NO DEBT

**10%**  
Total Revenue  
Growth  
year-over-year

**75%**  
Product  
Gross Margin  
FY 2017

**\$31.8M**  
Net Income  
FY 2017

**\$2.11**  
Diluted EPS  
FY 2017



**Q&A**

**Fourth Quarter 2017  
Earnings Call Presentation**

**February 22, 2018**

NASDAQ: ANIK