



# Melinta Therapeutics

*The Antibiotics Company*

Q2 2018 Earnings Conference Call

August 7, 2018

# Cautionary Note Regarding Forward-looking Statements

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- This presentation contains forward-looking statements that involve a number of risks and uncertainties. All statements other than statements of historical facts contained in this presentation, including statements regarding our strategy, future operations, future financial position, future cash flows, future revenue, projected costs, prospects, plans, objectives of management and expected market growth, are forward-looking statements. These statements involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements.
- You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date on which they are made. We are under no obligation (and expressly disclaim any such obligation) to update or revise any forward-looking statement that may be made from time to time, whether as a result of new information, future developments or otherwise.
- Risks and uncertainties for Melinta Therapeutics, Inc. (the “Company”) are more fully described in the Company’s recent filings with the SEC, including but not limited to its Annual Report on Form 10-K for the year ended December 31, 2017.

# Q2 2018 Earnings Conference Call - Agenda

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## 1. Business Update

Dan Wechsler, President and CEO

## 2. Financial Results and Outlook

Paul Estrem, CFO

## 3. Conclusion and 2018 Catalysts

Dan Wechsler, President and CEO

## Q2 and YTD Business Highlights

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### Revenue Growth

- \$12.0 million of net revenue\* in Q2
  - \$9.2 million of net product sales
  - Includes \$2.7 million negative impact for one-time change in distribution to direct to wholesaler - primarily impacting Orbactiv

### Operational Strength

- Strengthened balance sheet following May offering
- Strong sales force presence of 170 representatives as of August
  - 2-3x share of voice
  - Realignment, hiring and training complete
- Continuing to identify opportunities for cost savings

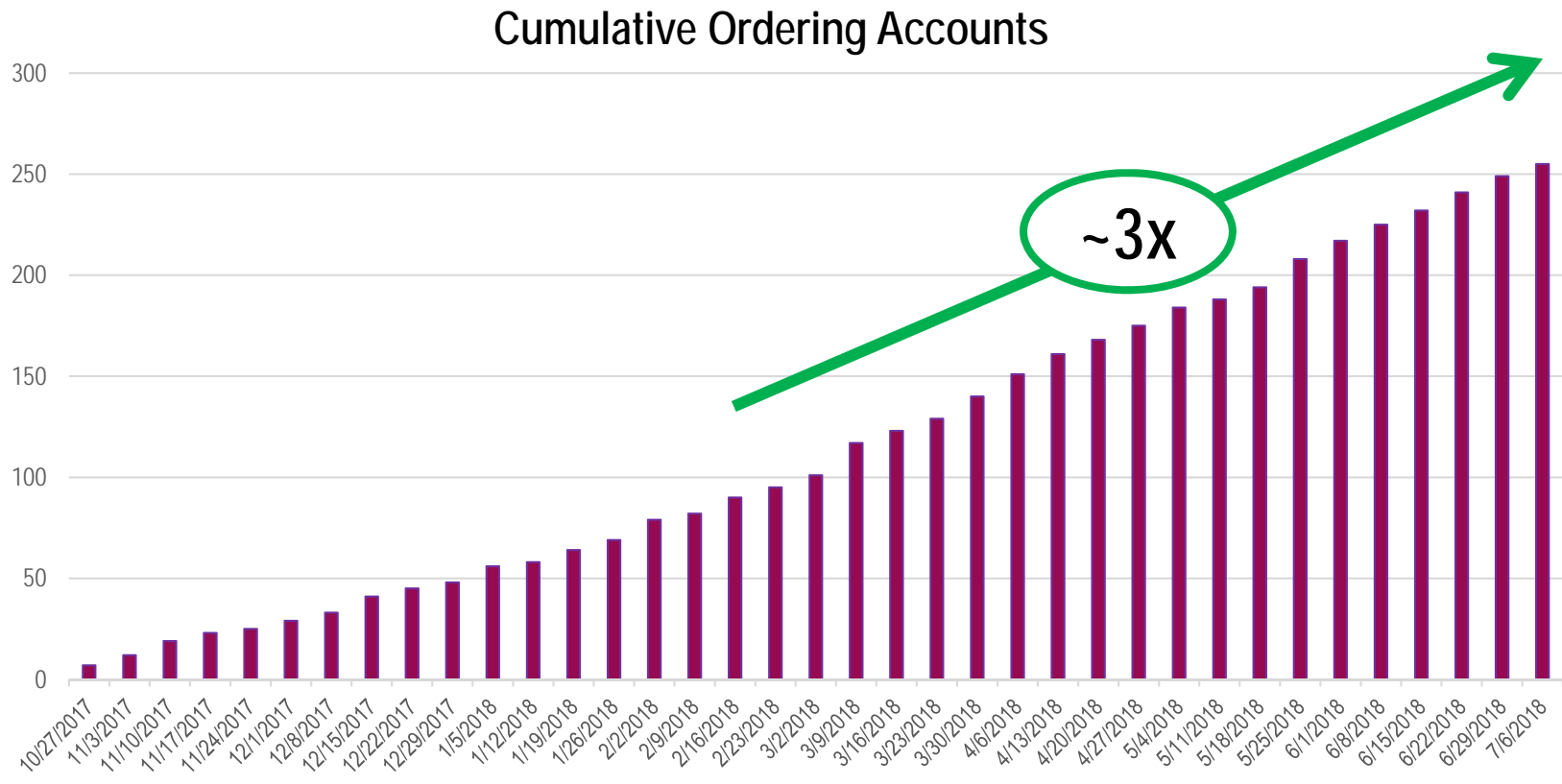
### Clinical and Regulatory Progress

- Vabomere granted NTAP status by CMS, effective Oct. 1, 2018
- Vabomere EU marketing application review on target
- Baxdela CABP trial enrollment complete; focused on database lock and initiating process for sNDA filing
- Submissions of delafloxacin ongoing in Europe and Latin America

# Vabomere™: Launch Momentum Continues



- Over 200 formulary approvals to-date
- > 98 % formulary acceptance rate
- 81% growth from Q1 to Q2
- 59% of accounts reordering
- Medicare NTAP status effective Oct. 1, 2018



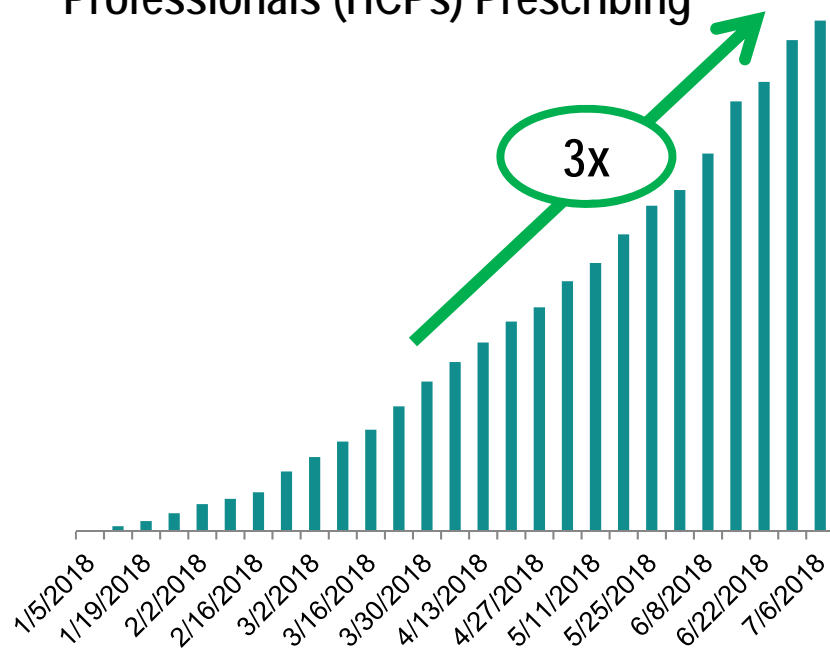
**Cumulative Ordering Accounts Tripled Since February 2018**

# Baxdela™: Increasing Momentum in Q2

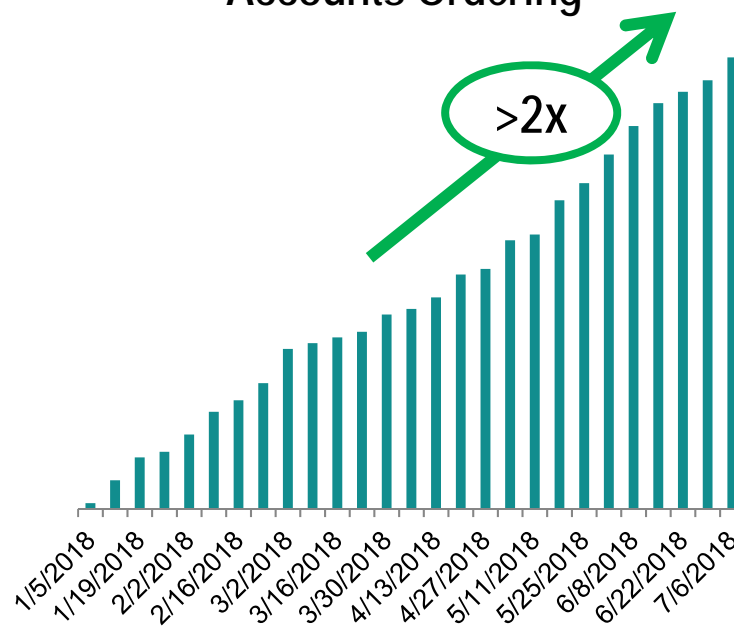


- 200 million lives have access
- Accessible or on formulary at 138 hospitals
- 11 different specialties prescribing for ABSSSI
- Retail prescriptions more than double since Q1

Cumulative Health Care Professionals (HCPs) Prescribing



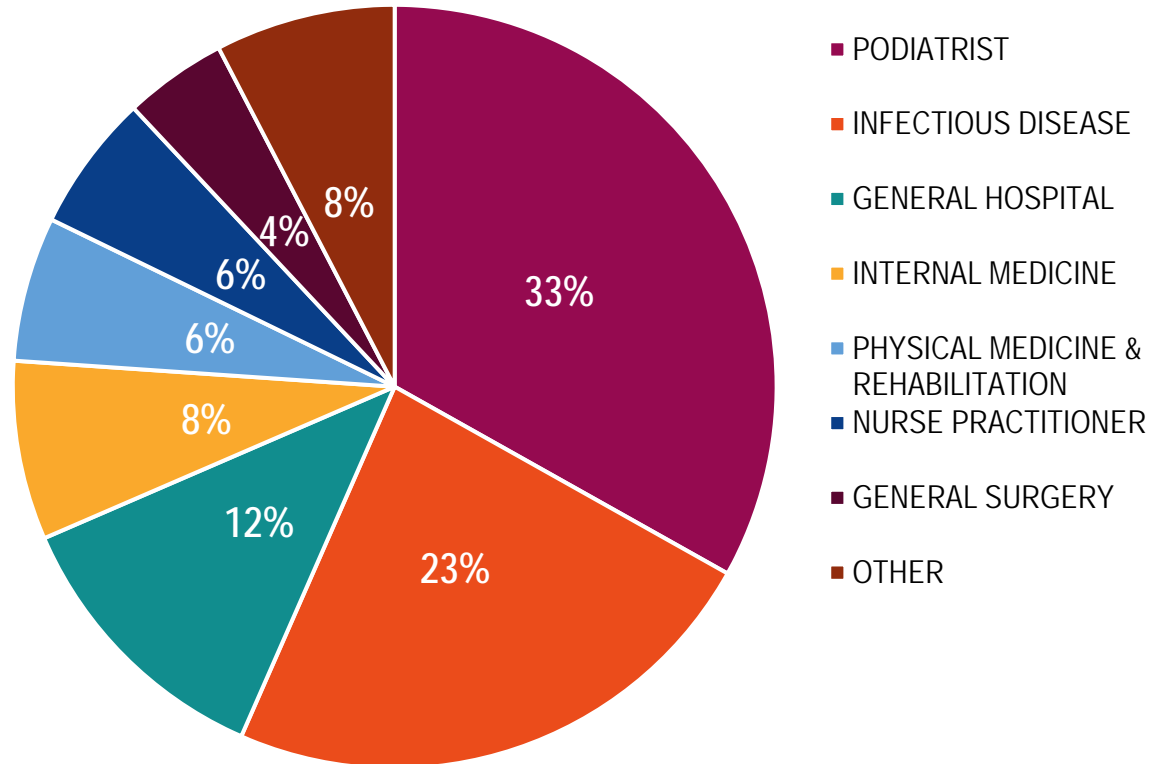
Cumulative Hospital Accounts Ordering



*Week-over-week Prescribing Has More than Doubled Over Q1*  
*(Last 4 weeks Q1 vs. Last 4 weeks Q2)*

# Baxdela Prescriptions Continue to Expand Breadth and Depth of Specialties

Percent of Prescriptions by Specialty

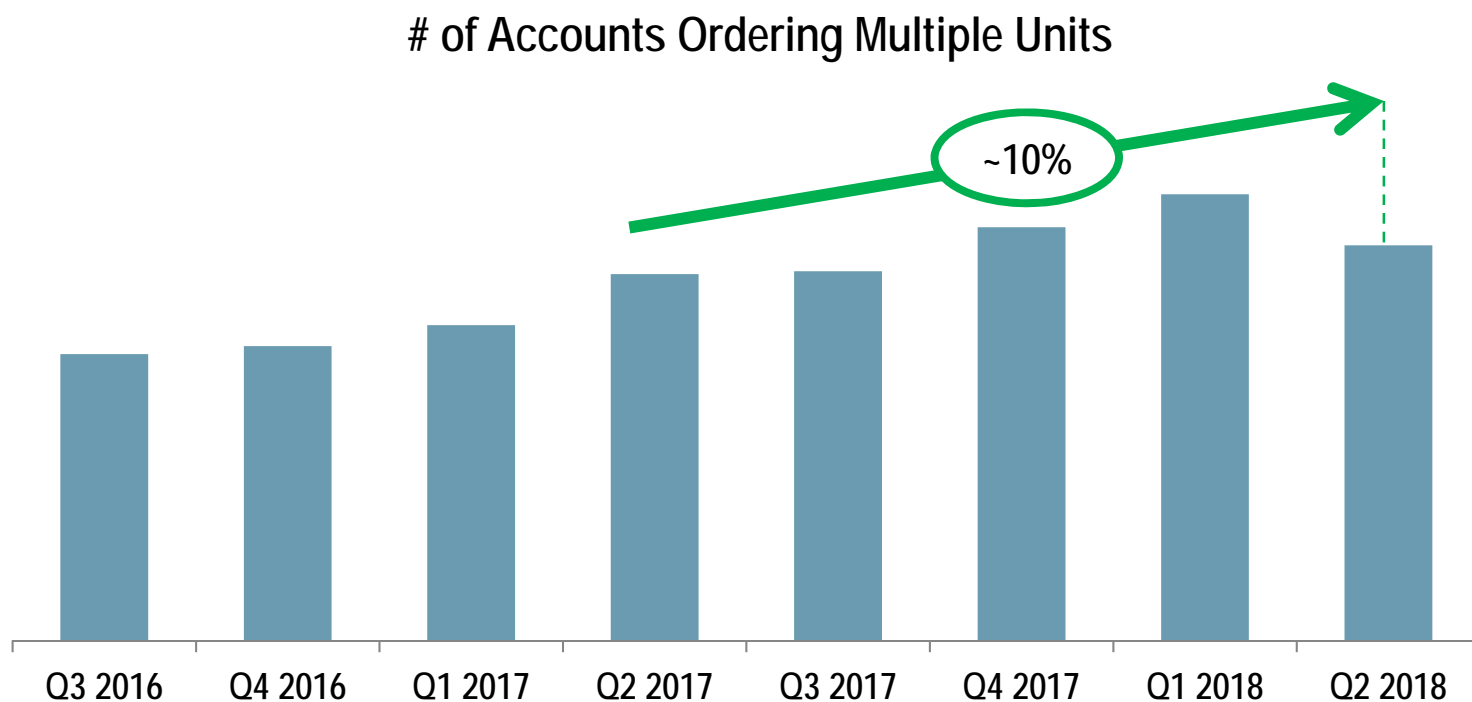


- Early signs show that Podiatry and ID are leading the way
- Hospital avoidance strategy is a key focus

# Orbactiv®: Continuing Growth



- 49 new accounts in June
- 70% of volume purchased by the hospital
- Continue year over year growth in units and number of accounts ordering



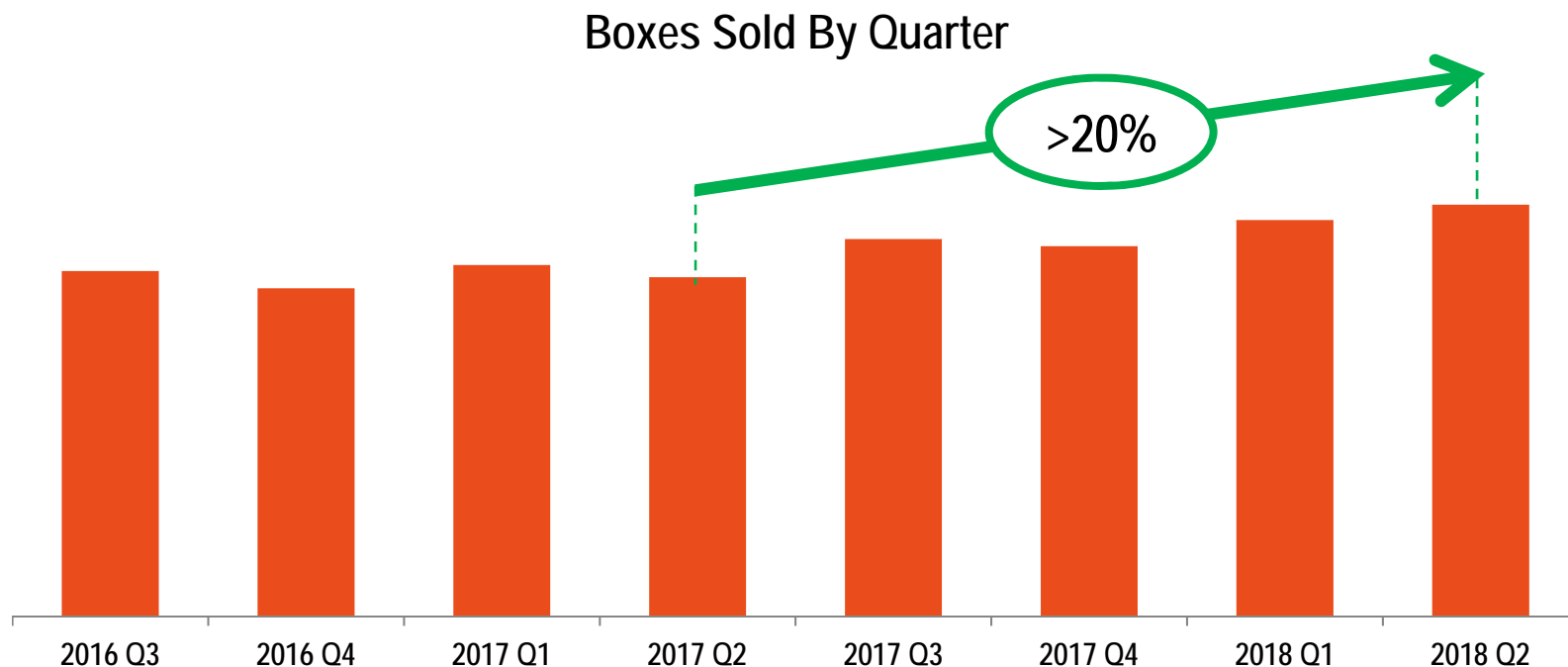
*~10% Year-on-year Growth in Accounts ordering multiple units*



# Minocin®: Sales Reinvigorated with Vabomere

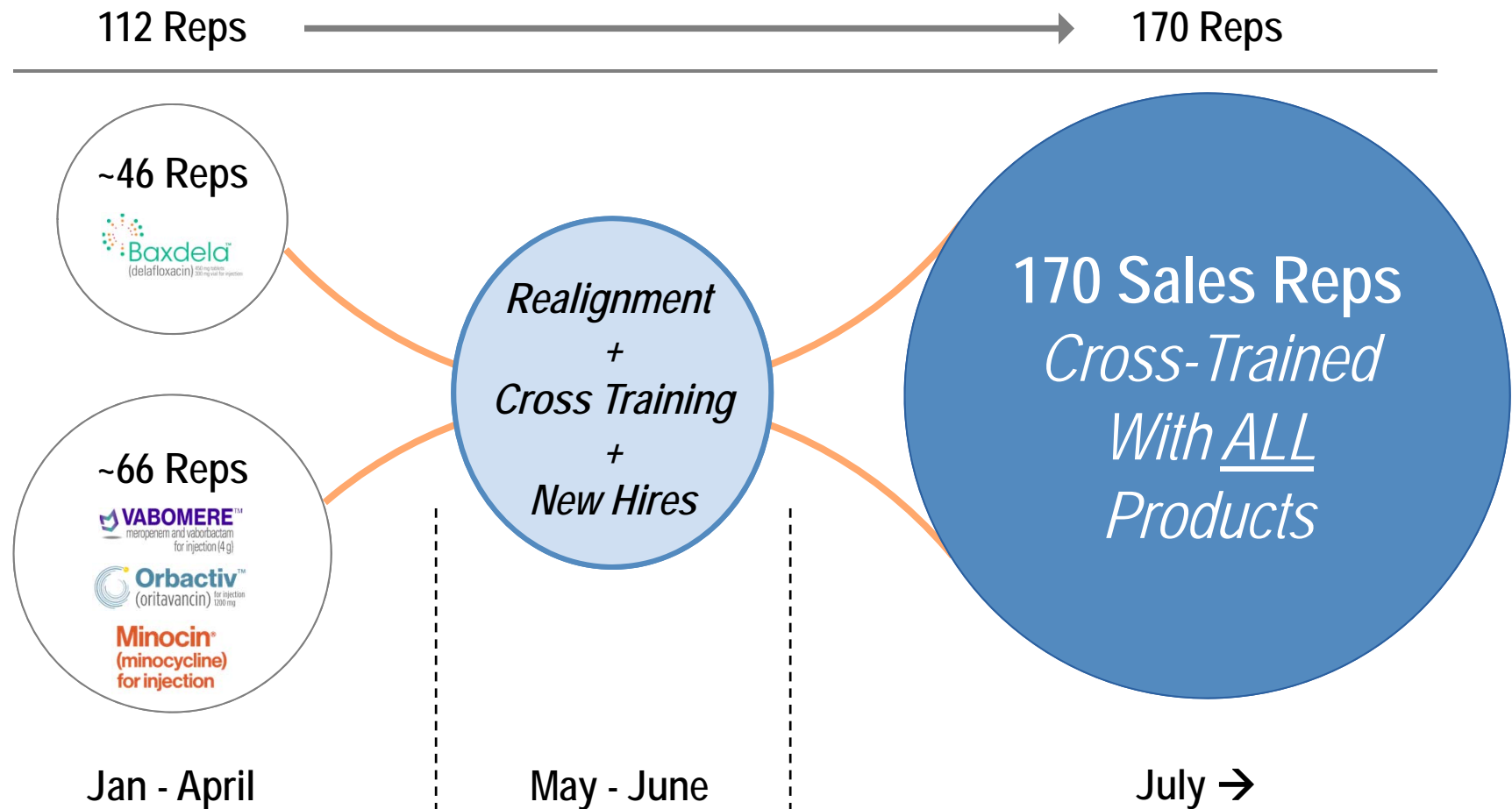
Minocin®  
(minocycline)  
for injection

- Double-digit growth vs. Q2 2017 on a pro forma basis
- Increased level of product growth YTD correlation with launch of Vabomere



*Consistent Quarter-over-quarter Gains;  
Continued Synergies Reported Alongside Vabomere*

# All Products Receiving Full Sales Force Support



*Beginning to see impact in third quarter. Full impact anticipated fourth quarter.*

# Significant Progress Made on Business Development Efforts

1

## Ex-US out-licensing

- OUS rights for Vabomere, Orbactiv, Minocin
  - Late stage discussions ongoing

2

## Strategic acquisitions / partnerships

- Accretive, differentiated anti-infective products
- Leveragable within established commercial infrastructure

3

## Non-core portfolio optimization

- Paths to derive value from non-core assets

4

## Government / non-dilutive partnerships

- Government contracts, grants, other non-dilutive arrangements
  - CARB-X Announced

# Pipeline and Publications Update

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## Baxdela

- Phase 3 CABP enrollment completed ahead of schedule; Data estimated end 2018
  - Pediatric formulation work underway
  - EMA centralized review in process; LATAM NDA submissions underway
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## Vabomere

- Pediatric study ongoing
  - EMA regulatory approval: Expected Q4 2018
  - TANGO-1 published; TANGO-2 data in the public domain ongoing
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## Orbactiv

- Pediatric study ongoing
  - Initial work to support updated formulation in US has begun
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## Radezolid (partnered)

- Phase 2 topical acne vulgaris trial ongoing
  - Formulation development initiated for bacterial vaginosis, received QIDP
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## Discovery

- Announced CARB-X funding for ESKAPE program



# Q2 Financial Results & Guidance

Paul Estrem, Chief Financial Officer

## Q2 2018 Financial Highlights

Metrics (in millions)	GAAP	Adjustment	Non-GAAP	Comments
Total Net Revenue	\$12.0		\$12.0	Excludes BARDA grant funding
- <i>Product</i>	9.2		9.2	
- <i>Contract</i>	2.8		2.8	
COGS	11.0	(9.0)	2.0	Deal-related amortization and inventory dating charges
Total Operating Expenses	\$50.7	(2.4)	\$48.3	
- <i>R&amp;D</i>	15.8	(0.2)	15.6	<i>Stock comp and depreciation</i>
- <i>SG&amp;A</i>	34.9	(2.2)	32.7	<i>Stock comp, M&amp;A-related</i>
Cash & Cash Equivalents	\$150.1		\$150.1	
Gross Long-term Debt	\$147.8		\$147.8	
Common Shares Outstanding	40.3		40.3	
Options, RSUs and Warrants Outstanding	8.6		8.6	

**Anticipate Orbactiv and Minocin to Achieve Net Sales of \$36-\$40 Million for FY 2018**

# Key Financial Information

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Key Metrics (unaudited)	As of 6/30/18
Total Cash, Cash Equivalents and Marketable Securities	\$150.1 million
Gross Long-term Debt Obligation	\$147.8 million
Basic Shares Outstanding*	56,010,254
Stock Options, Restricted Stock Units and Warrants Outstanding	8,596,744

\*Full year projected weighted average share count expected to be 45,905,589

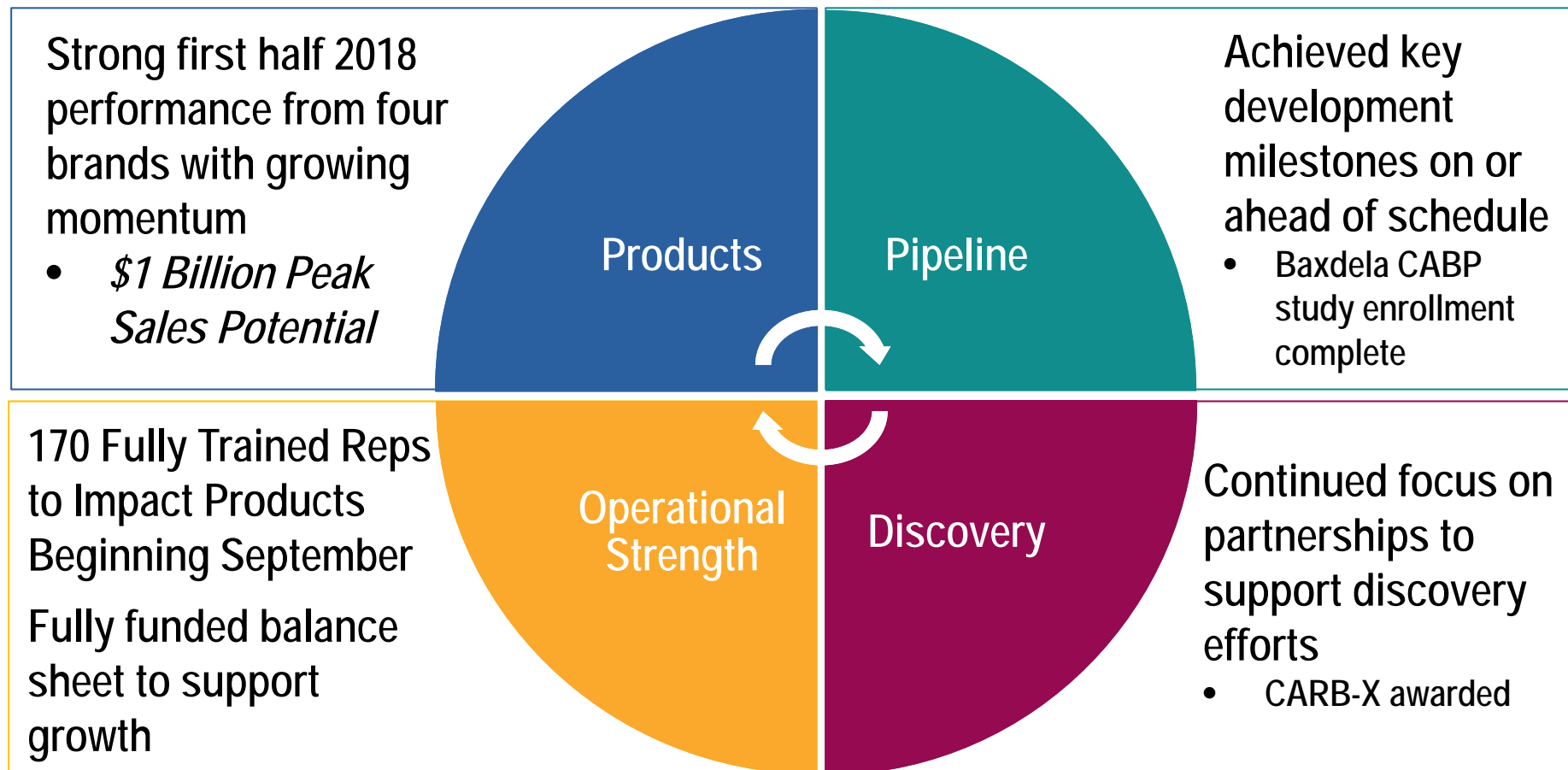


# Closing and Catalysts

Dan Wechsler, President & Chief Executive Officer



# Melinta Therapeutics, The Antibiotics Company



# 2018 Future Catalysts

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## Corporate/ BD

- Execute ex-US partnerships for balance of portfolio
- Execute accretive business development opportunities
- Drive focused publication strategy with 30+ planned
- Continue to drive revenue and cost synergies in 2018 and beyond

## Baxdela

- Provide launch updates
- Top line CABP data anticipated in 2018
- EMA Centralized Review progress for ABSSSI
- Receive country approvals in South & Central America

## Vabomere

- Medicare NTAP status effective Oct. 1, 2018
- Provide launch updates
- EMA regulatory approval, including TANGO-2 data

## Discovery

- Progress ESKAPE Program in partnership with CARB-X