



Melinta Therapeutics

The Antibiotics Company

Q1 2018 Earnings Conference Call

May 8, 2018

Cautionary Note Regarding Forward-looking Statements

- 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.
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- 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.

Q1 2018 Earnings Conference Call - Agenda

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

Q1 and YTD Business Highlights

Revenue Growth

- \$14.8 million of net revenue* in Q1
 - \$11.8 million of net product sales in Q1

Operational Strength

- Sales force cross training complete – new incentive plan in place
- Cost synergies to be achieved earlier than anticipated
- Evaluating BD opportunities to monetize valued portfolio ex-US
- Strong support from existing shareholders to support growth of the company

R&D Progress

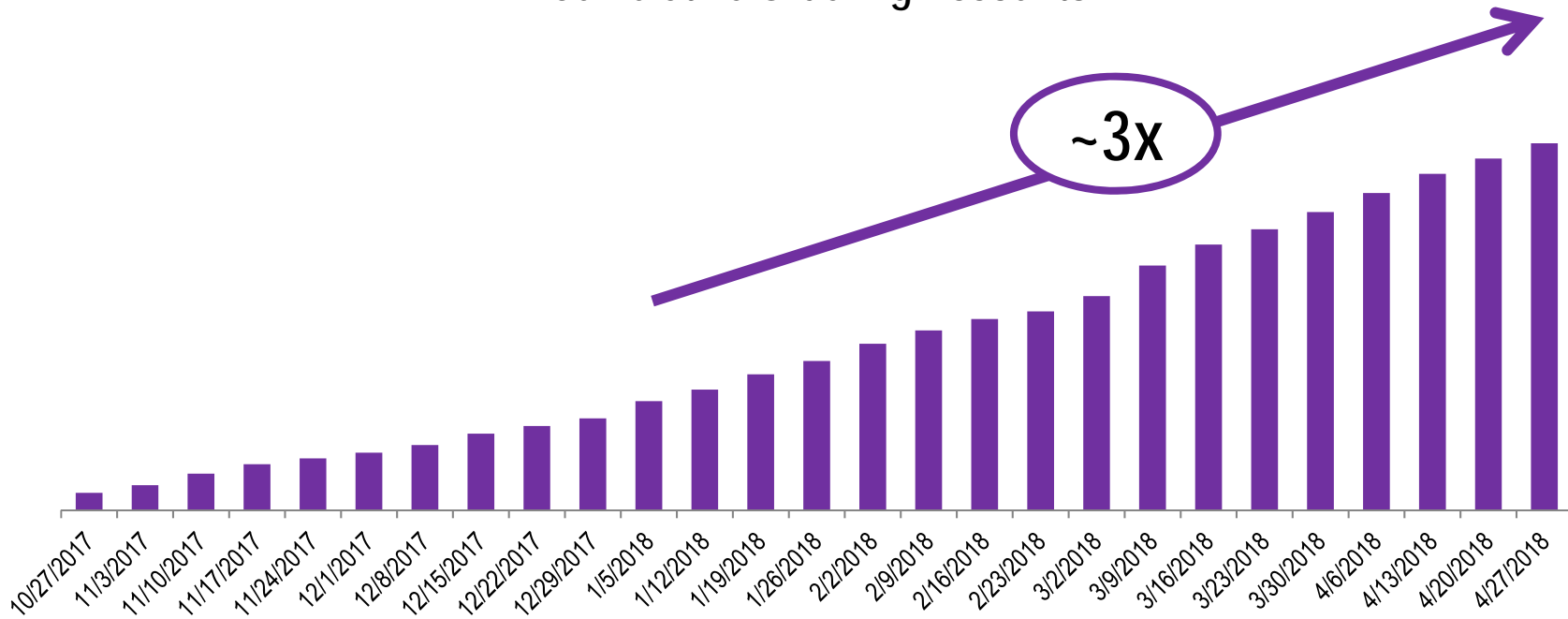
- Baxdela CABP trial enrollment ahead of schedule
- Vabomere EU application on target
- CARB-X funding received to support advancement of new antibiotic class
- Strong ECCMID presence with 12 posters & presentations
- Submissions of delafloxacin ongoing in Europe and Latin America

Vabomere™: Launch Momentum Continues



- 97 formulary approvals to-date
- 0 formulary rejections to-date
- >35% month-over-month ordering growth YTD
- 50% of accounts reordering

Cumulative Ordering Accounts



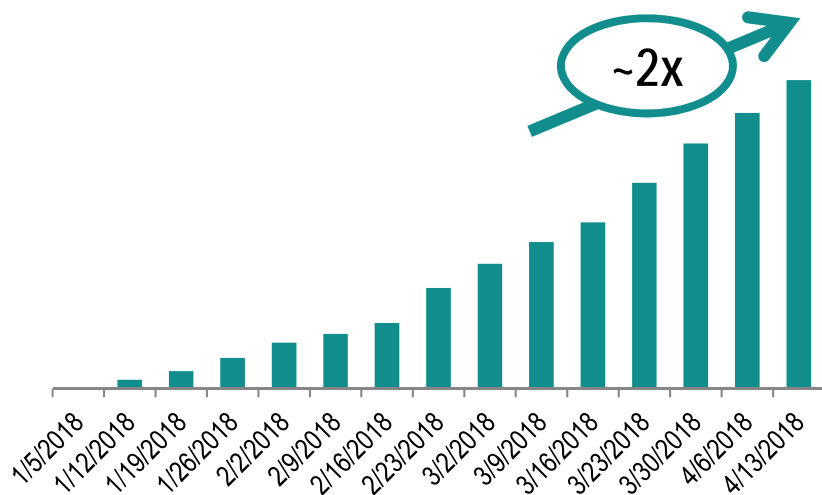
Cumulative Ordering Accounts Tripled Year to Date

Baxdela™: Off to a Terrific Start

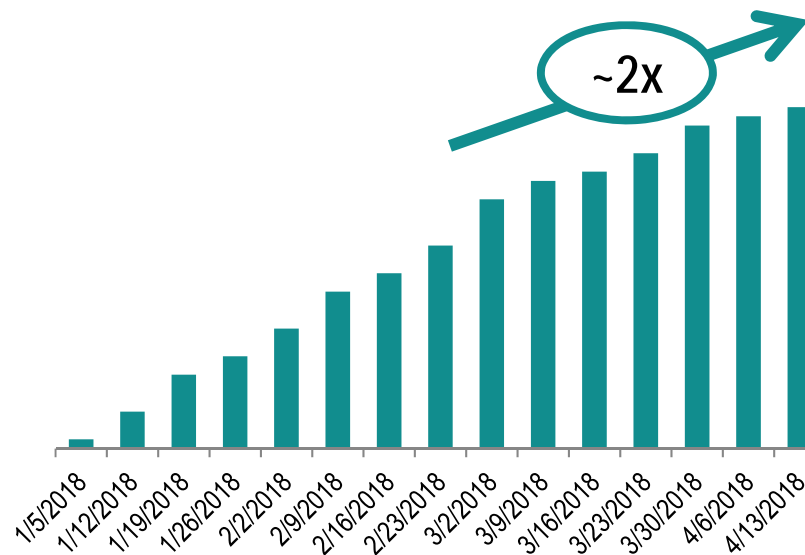


- 115 million patient lives have access
- 90 formulary approvals to-date
- 11 different specialties prescribing for ABSSSI
- >30 additional formulary meetings scheduled

Cumulative Health Care Professionals (HCPs) Prescribing



Cumulative Hospital Accounts Ordering



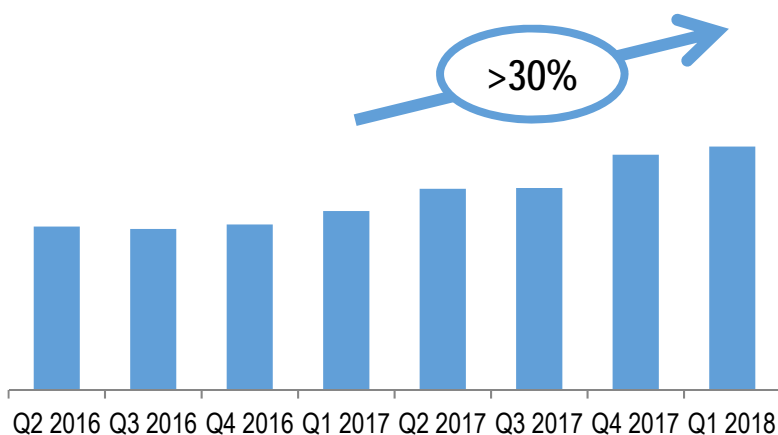
Week-over-week Prescribing Doubled Over Last 8 Weeks

Orbactiv®: Accelerating Growth Quarter-on-quarter

Orbactiv®
(oritavancin)
for injection

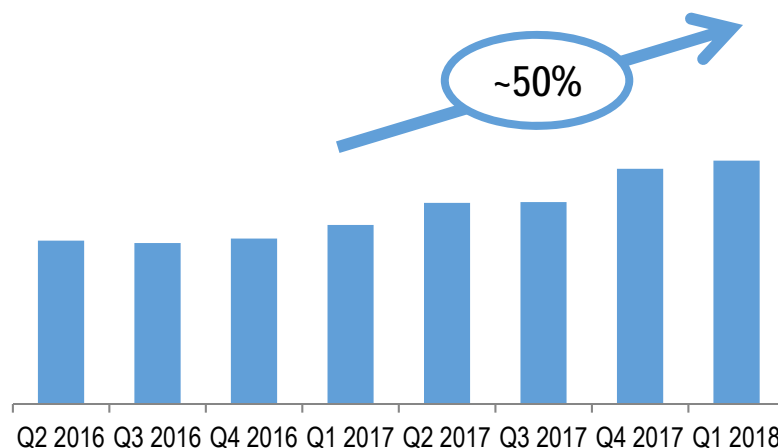
- 54 new accounts in March
- 70% of volume purchased by the hospital
- >50% demand over Q1 2017

of Hospital Accounts Ordering



>30% Quarter-on-quarter Growth

of New Accounts Ordering 2 or More Boxes/Quarter



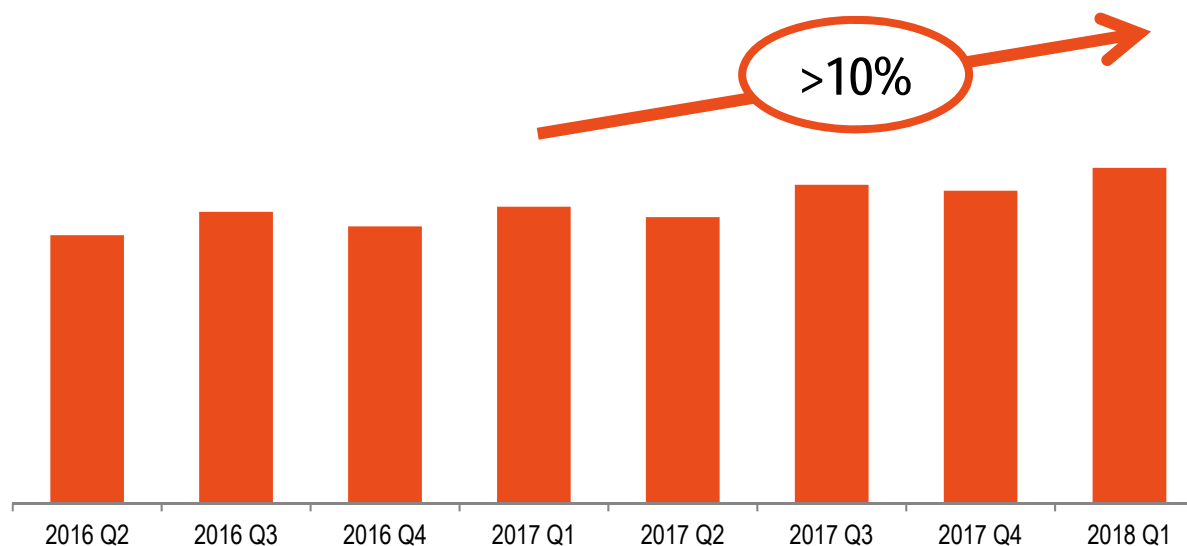
~50% Quarter-on-quarter Growth

Minocin®: Sales Reinvigorated with Vabomere

Minocin®
(minocycline)
for injection

- Double-digit growth vs. Q1 2017 on a pro forma basis
- Increased level of product growth YTD correlation with launch of Vabomere

Boxes Sold By Quarter



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

Commercial Efficiency and Optimization Underway

Expands Share of Voice for All Products by 2-3x

Step 1: Launch



Incentive Plan 1



Incentive Plan 2



Orbactiv® (oritavancin) for injection
Minocin® (minocycline) for injection



Step 2: Optimize



New Incentive Plan



Orbactiv® (oritavancin) for injection

Minocin® (minocycline) for injection



Focused on Accelerating Growth and Cash Flows Through Business Development

1

Ex-US out-licensing

- Support existing partnerships
- OUS rights for Vabomere, Orbactiv, Minocin
- Japan rights for Baxdela

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

Melinta is Now Powered by CARB-X



- Agreement supporting development of new antibiotic class called the pyrrolocytosine to treat ESKAPE pathogens
- Melinta will receive initial grant of up to \$2.3 million with potential to receive additional \$3.9 million to support existing discovery efforts
- Initial goal of selecting lead candidate & completing IND-enabling program

Pipeline and Publications Update

Baxdela	<ul style="list-style-type: none">• Pediatric formulation work underway• EMA centralized review in process; LATAM NDA submissions underway• Phase 3 CABP enrollment completion: Expected by Q4 2018
Vabomere	<ul style="list-style-type: none">• Pediatric study ongoing• EMA regulatory approval: Expected Q4 2018• TANGO-1 published; TANGO-2 additional data and potentially publication
Orbactiv	<ul style="list-style-type: none">• Pediatric study ongoing• Pre-clinical studies to support IV reformulation - under discussion
Minocin	<ul style="list-style-type: none">• Ongoing discussions with EMA related to regulatory approval pathways
Radezolid (partnered)	<ul style="list-style-type: none">• Phase 2 topical acne vulgaris trial ongoing• Formulation development initiated for bacterial vaginosis, received QIDP
ESKAPE	<ul style="list-style-type: none">• Announced CARB-X funding
Fusidic Acid *	<ul style="list-style-type: none">• First ABSSSI Phase 3 met primary endpoint
Solithromycin *	<ul style="list-style-type: none">• Japan partner Toyama completed enrollment in four studies• US pediatric trial winding down after evaluation and discussions with BARDA



Q1 Financial Results & Guidance

Paul Estrem, Chief Financial Officer

Q1 2018 Financial Highlights – Strong Start to 2018

Metrics (in millions)	GAAP	Adjustment	Non-GAAP	Comments
Total Net Revenue	\$14.8		\$14.8	Excludes BARDA grant funding
- Product	11.8		11.8	
- Contract	3.0		3.0	
COGS	7.7	(4.7)	3.0	Deal-related amortization
Total Operating Expenses	\$50.8	(4.6)	\$46.1	
- R&D	16.1	(0.3)	15.8	Stock comp
- SG&A	34.6	(4.3)	30.3	Stock comp, M&A-related
Cash & Cash Equivalents	\$91.5		\$91.5	
Long-term Debt	\$147.8		\$147.8	
Common Shares Outstanding	31.4		31.4	
Options, RSUs and Warrants Outstanding	6.1		6.1	

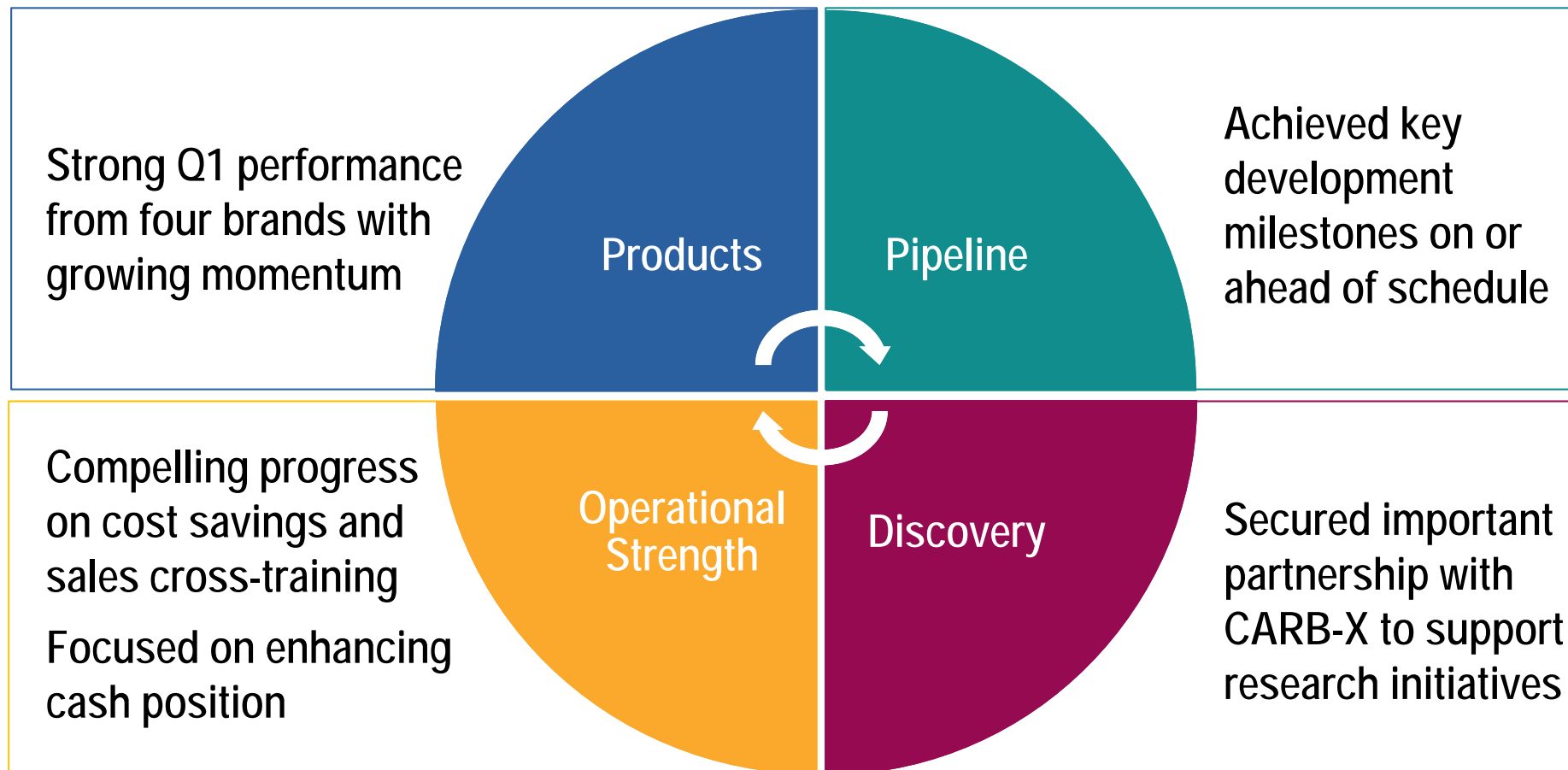
Anticipate Orbactiv and Minocin to Achieve Net Sales of \$36-40 Million for FY 2018



Closing and Catalysts

Dan Wechsler, President & Chief Executive Officer

Melinta Therapeutics, The Antibiotics Company



2018 Future Catalysts

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
- Complete enrollment for Phase 3 CABP study
- Receive country approvals in South & Central America

Vabomere

- Provide launch updates
- EMA regulatory approval, including TANGO-2 data
- TANGO-2 data potential publications

Discovery

- Progress ESKAPE Program in partnership with CARB-X