



# Melinta Therapeutics

*The Antibiotics Company*

Q1 2018 Earnings Conference Call

May 8, 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.

# Q1 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

# Q1 and YTD Business Highlights

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## 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

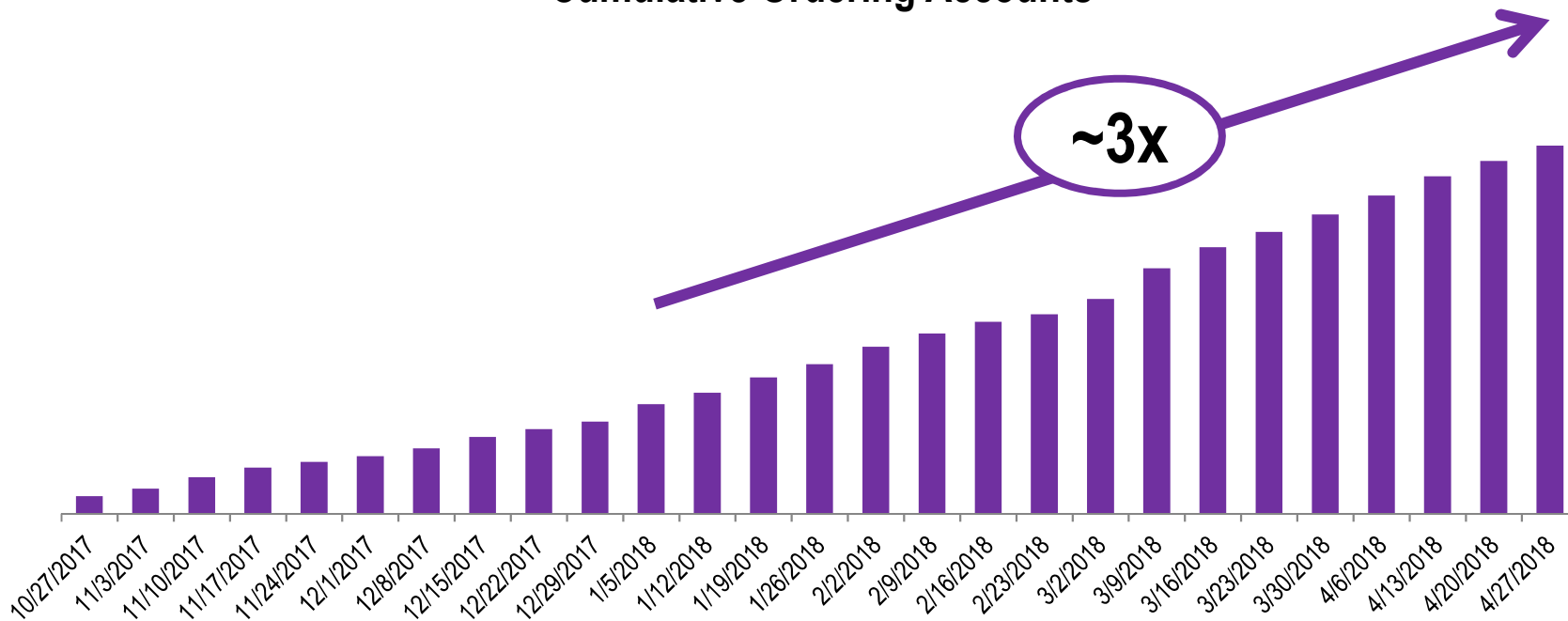
- Baxdela CABP trial enrollment ahead of schedule
- Vabomere EU application on target
- CARB-X funding received to support advancement of new antibiotic class
- Strong ECCMID presence with 12 posters & presentations
- Submissions of delafloxacin ongoing in Europe and Latin America

# 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



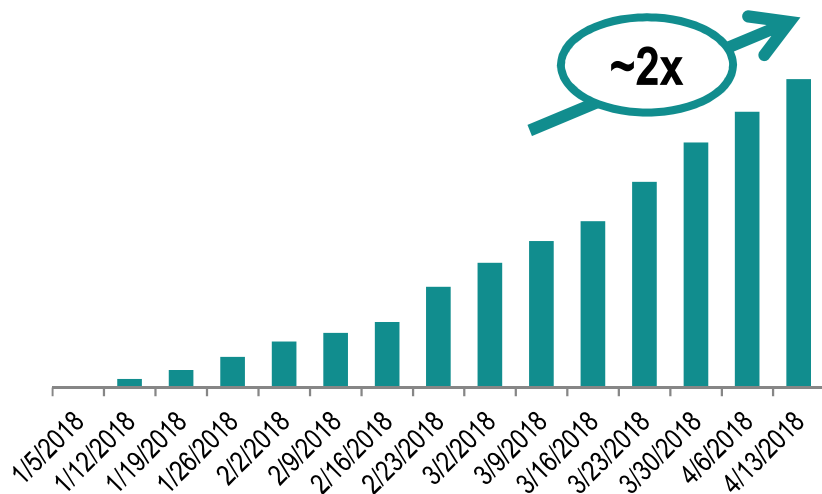
**Cumulative Ordering Accounts Tripled Year to Date**

# Baxdela™: Off to a Terrific Start

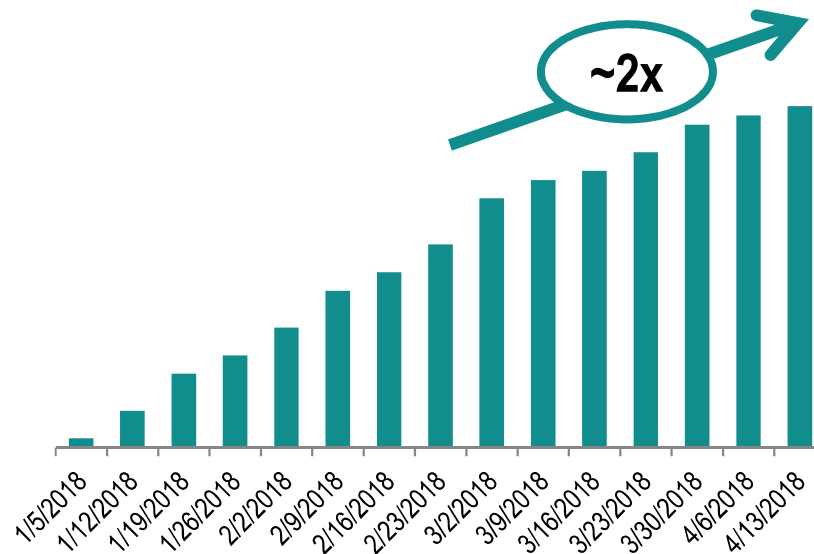


- 115 million patient lives have access
- 90 formulary approvals to-date
- 11 different specialties prescribing for ABSSSI
- >30 additional formulary meetings scheduled

### Cumulative Health Care Professionals (HCPs) Prescribing



### Cumulative Hospital Accounts Ordering



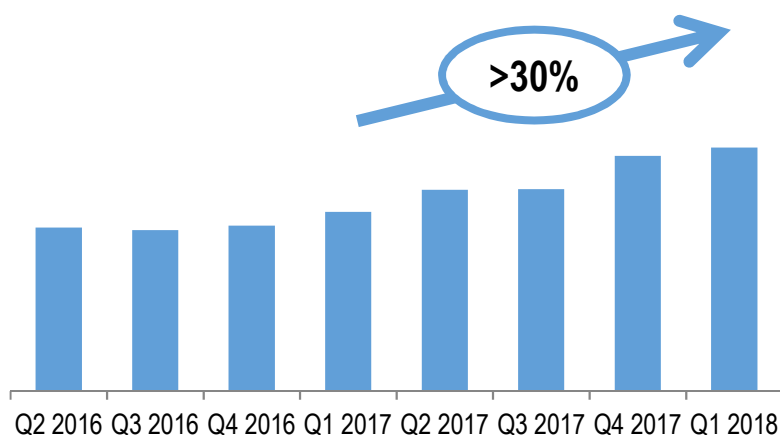
**Week-over-week Prescribing Doubled Over Last 8 Weeks**

# Orbactiv®: Accelerating Growth Quarter-on-quarter

Orbactiv®  
(oritavancin)  
for injection

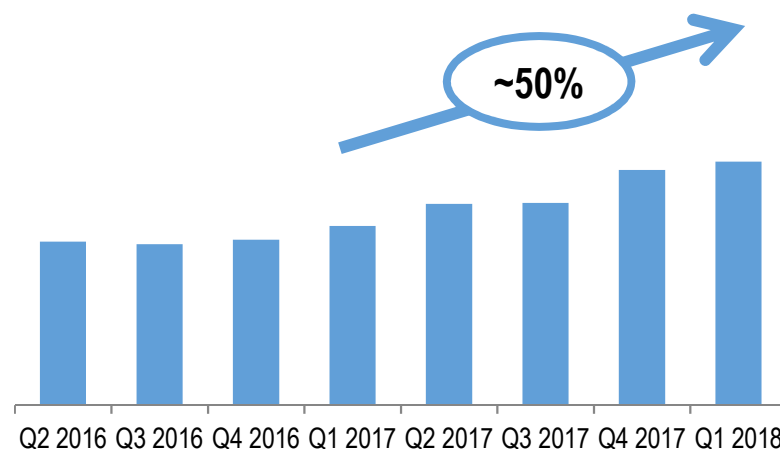
- 54 new accounts in March
- 70% of volume purchased by the hospital
- >50% demand over Q1 2017

### # of Hospital Accounts Ordering



**>30% Quarter-on-quarter Growth**

### # of New Accounts Ordering 5 or More Boxes/Quarter



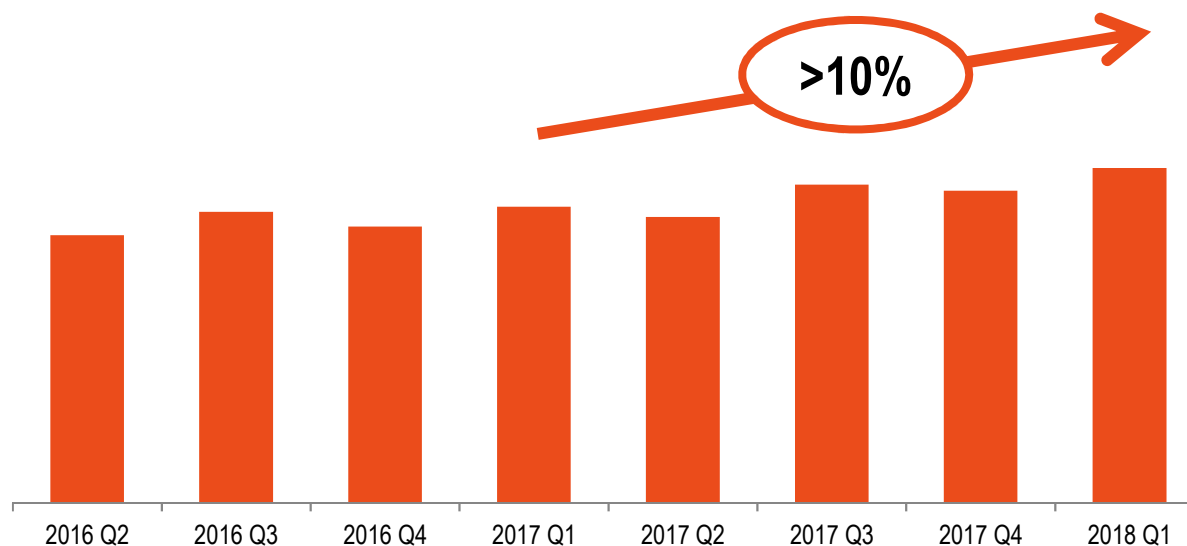
**~50% Quarter-on-quarter Growth**

# 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



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



Incentive Plan 2



## Step 2: Optimize

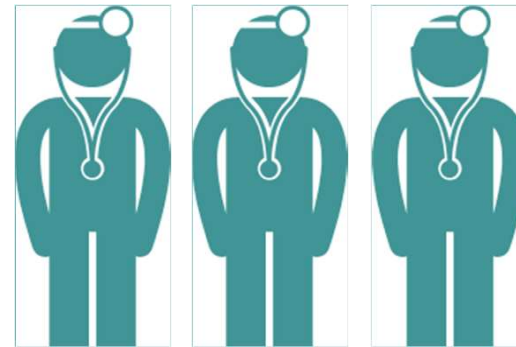


New Incentive Plan



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

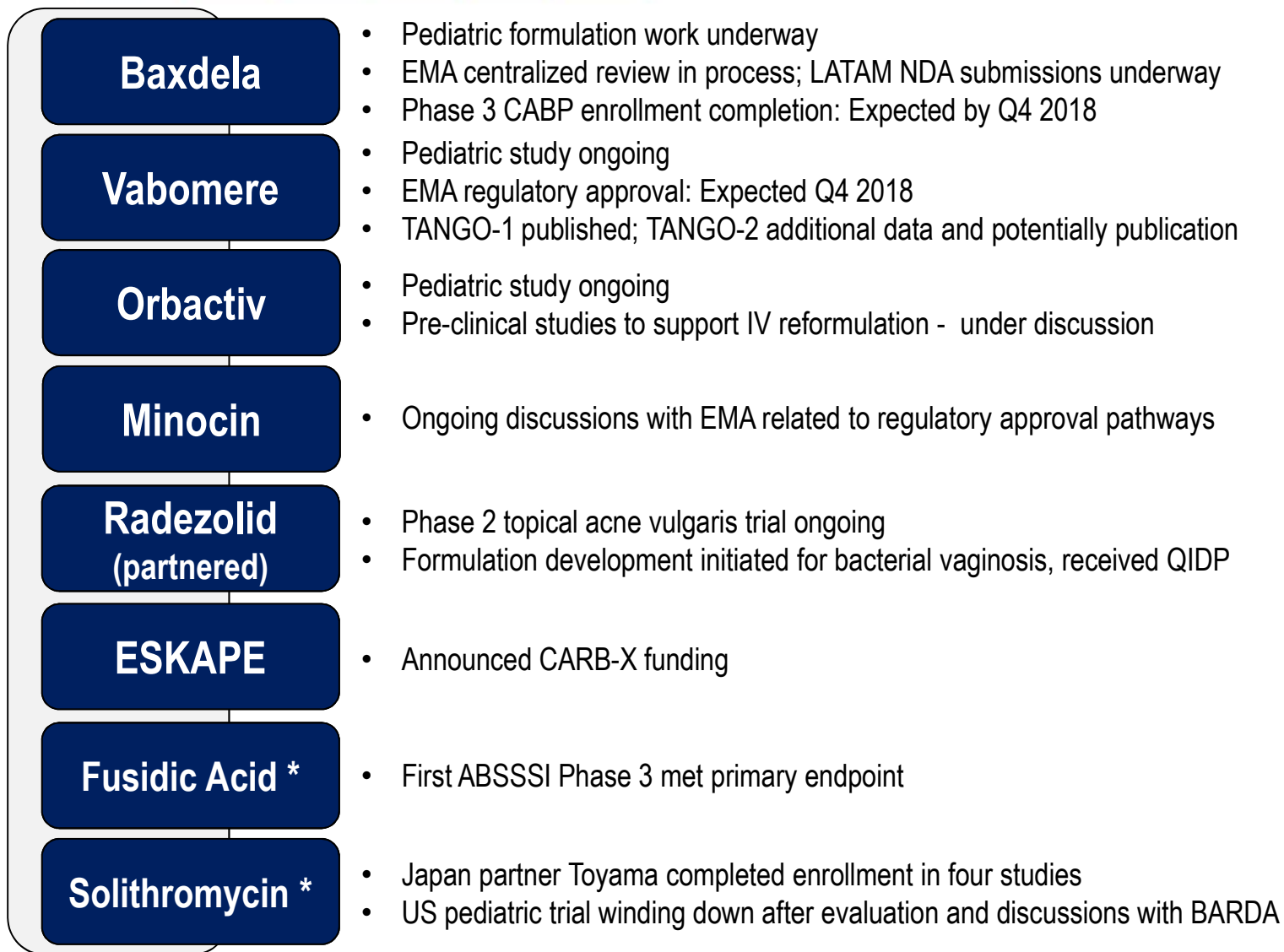
# Melinta is Now Powered by CARB-X

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- 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





# 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	

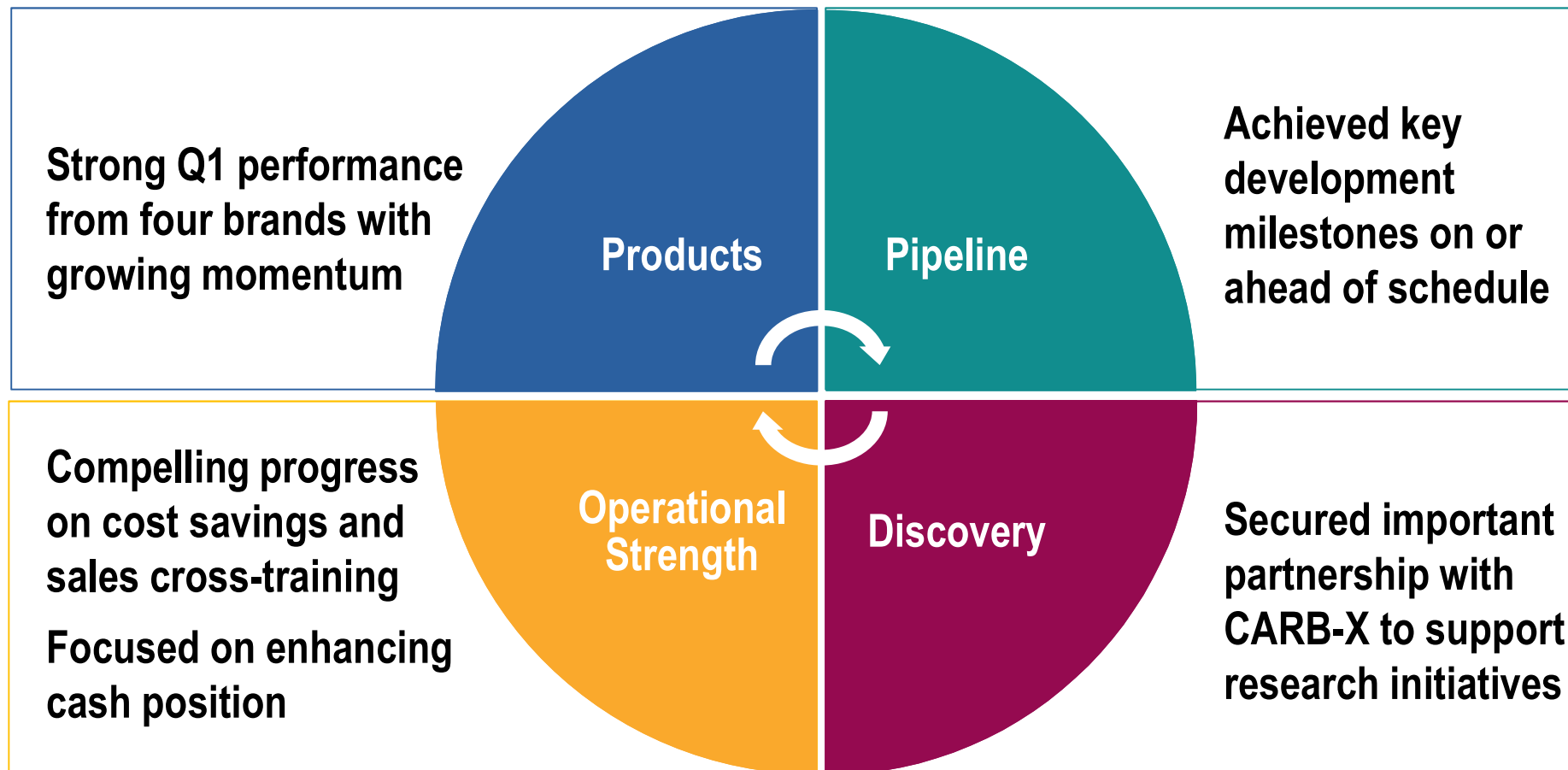
**Anticipate Orbactiv and Minocin to Achieve Net Sales of \$36-40 Million for FY 2018**



# Closing and Catalysts

Dan Wechsler, President & Chief Executive Officer

# Melinta Therapeutics, The Antibiotics Company





# 2018 Future Catalysts

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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
- 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