



## **Rodman & Renshaw 20<sup>th</sup> Annual Global Investment Conference**

Dan Wechsler  
President & CEO  
Sept. 5, 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 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 filings with the SEC, including in its most recently filed Annual Report on Form 10-K, its Quarterly Reports on Form 10-Q and its Current Reports on Form 8-K.

# Tremendous Cost and Consequence Associated With Bacterial Resistance

In the U.S. today<sup>1</sup> ...

>2M

people infected with  
antibiotic-resistant organisms

\$20B

in excess direct healthcare  
costs

23,000

people die annually

"What we're seeing really for the first time is an increasing number of people and organisms that are now *resistant to every single antibiotic that we have.*"

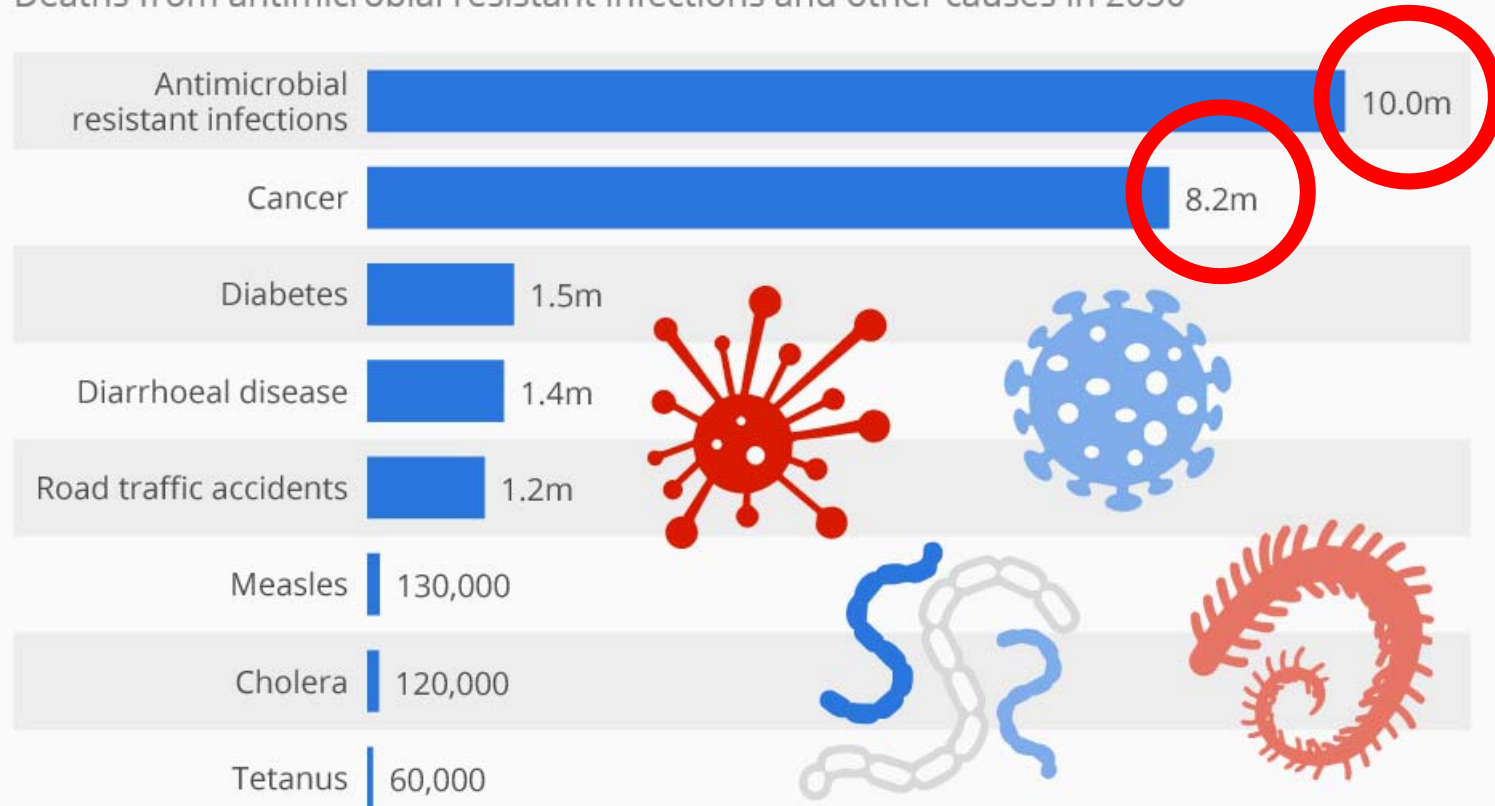
*Thomas Frieden, MD, MPH  
CDC Director (March 2015)*

<sup>1</sup> World Health Organization  
Centers for Disease Control and Prevention. Antibiotic resistance threats in the United States, 2013 Atlanta, GA: CDC;2013.

# Globally, Deaths From Bacterial Infections Predicted to Outpace Cancer by 2050

## Deaths From Drug-Resistant Infections Set To Skyrocket

Deaths from antimicrobial resistant infections and other causes in 2050

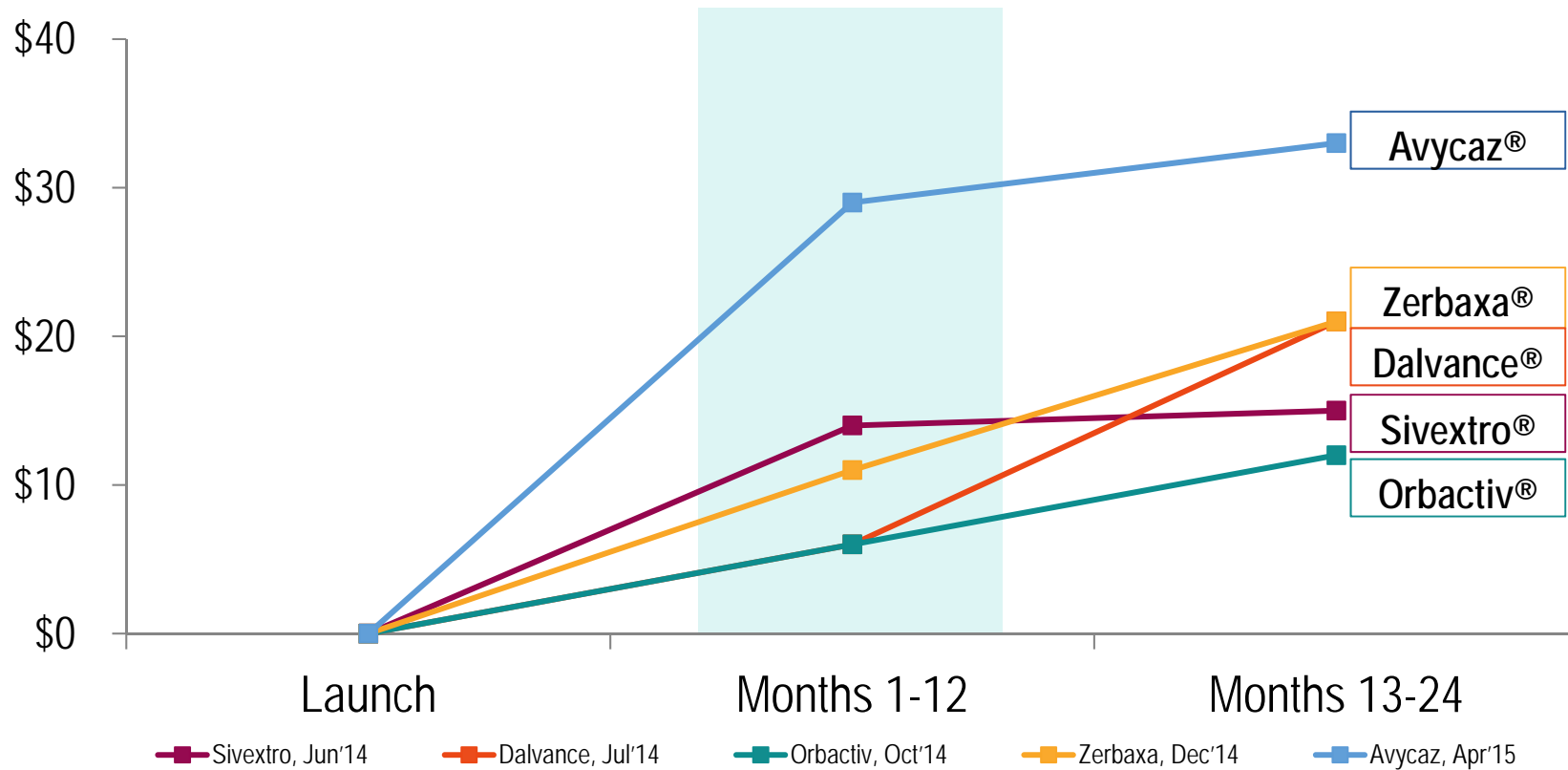


@StatistaCharts

Source: Review on Antimicrobial Resistance

statista

# Lack of Scale, Stewardship and Vertical Integration Have Slowed Antibiotic Launches



*Slow, steady launches; <\$20M in Year 1*

Source: IMS public data on file, company estimates









# Melinta Today Has All The Tools To Succeed

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- Largest branded antibiotics-focused company, listed on Nasdaq (MLNT)
- Diverse portfolio of four US FDA approved antibiotics on the market
- Fully-established & highly leverageable operating infrastructure
- Well-experienced, ID-focused leadership team
- Strong market exclusivity period afforded by GAIN Act and IP

*Flexible Structure Designed to React to Opportunities*

# Antibiotics Competitive Landscape

				 <i>Currently For Sale</i>				
Key Approved Brands	Vabomere™	Zyvox®	Sivextro®	Teflaro®	Zemdri™	Xerava™		
	Baxdela™	Tygacil®	Cubicin®	Dalvance®				
	Orbactiv®	Zavicefta (ous)	Zerbaxa®	Avycaz®				
	Minocin®	Zinoforo (ous) Merrem (ous)	Dificid					
Phase 3			imipenem/ relebactam			eravacycline	lefamulin	omadacycline
Salesforce	~170	>100	~435	~180	~60 (In process)	~50 (In process)	-	~85 (In process)

*Melinta is the only stand alone player fully staffed for execution over the short- and long-term*

Source: Melinta estimates

# Industry Leading Diverse Portfolio of Branded Antibiotics Assets

## Antibiotics for Serious Infections

### Gram-positive



Well established quinolone drug class

Only approved fluoroquinolone for treatment of ABSSSI that covers MRSA

Broad spectrum, IV/ oral, fixed dose Rx

IP/Exclusivity into 2027



Single dose treatment of ABSSSI, incl. those caused by MRSA

Allows for treatment in lower cost settings

Single dose regimen ensures patient adherence

IP/Exclusivity into 2024

### Gram-negative



Developed to address KPC-mediated resistance

Combines meropenem with novel BLI vaborbactam for treatment of cUTI

CRE-specific clinical data (TANGO-2)

Largest study population of patients with CRE

IP/Exclusivity into 2031



One of a limited number of options for *Acinetobacter* infections

Established drug-class and well-understood utilization patterns

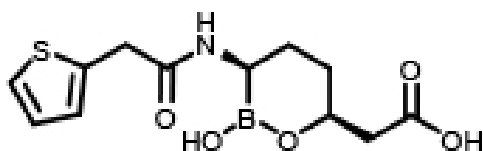
IP/Exclusivity into 2031



# Vabomere™ – IV Fixed-Dose Combination of Meropenem and Vaborbactam To Combat CRE

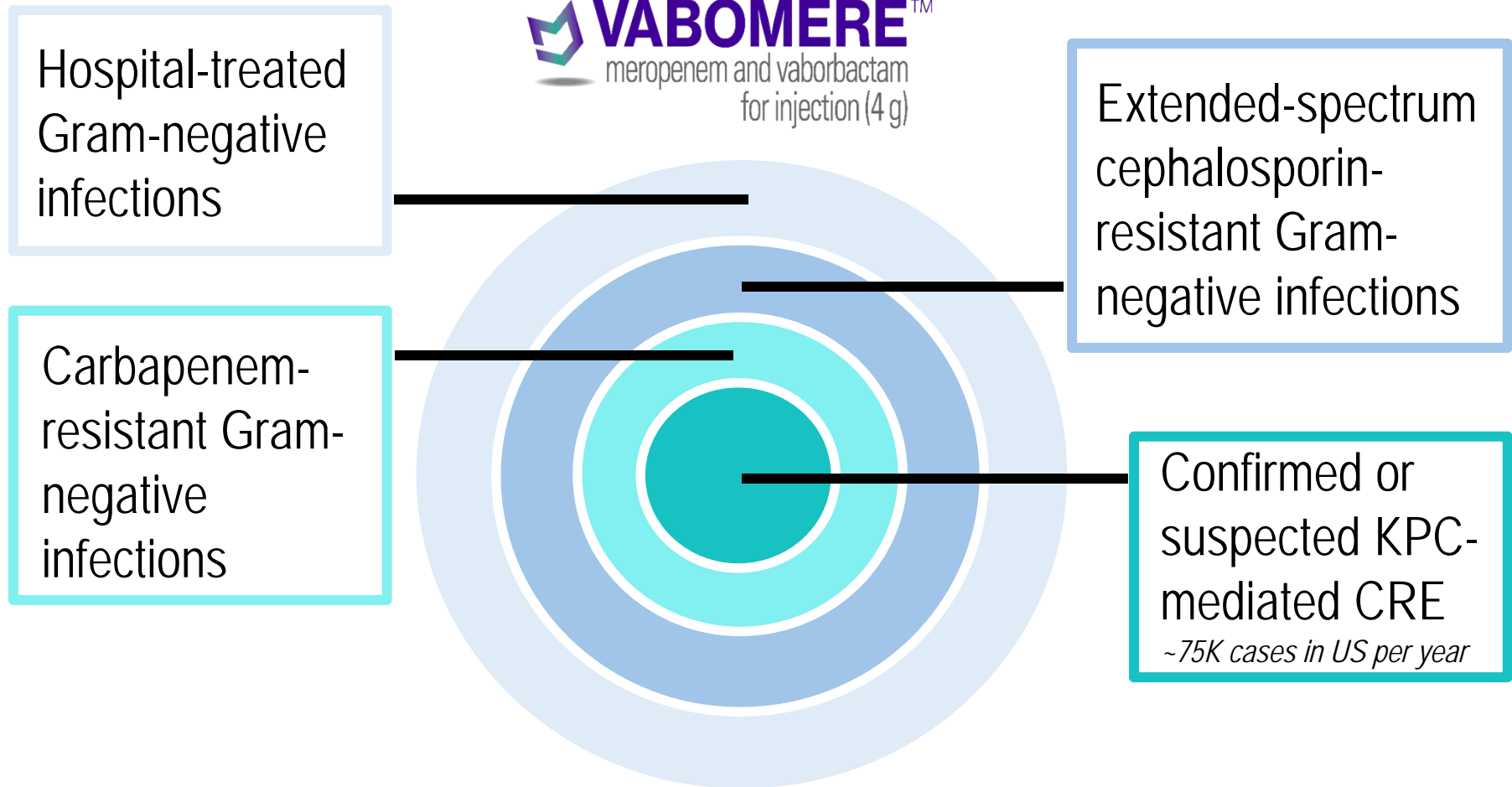


- FDA approved in August 2017 for complicated urinary tract infections (cUTI)
- Day 180 responses submitted to EMA in August 2018; EMA approval expected in fourth quarter
- Efficacy and safety data in the only monotherapy trial to date compared to Best Available Therapy in patients with infections caused by CRE



Vabomere Addresses the Unmet Need for CRE

# Vabomere Offers A Comprehensive Gram-Negative Asset



# Vabomere Differentiated Across Key Parameters

Key Attributes	VABOMERE	Avycaz	Zemdri
Clinical Trial Targeting CRE Patients	✓	✗	✓
No Published Resistance Reports*	✓	✗	✓
No Therapeutic Drug Monitoring Required	✓	✓	✗
Reserved for Patients with Limited or No Treatment Options	No	No	Yes
Parent Antibiotic Class	Carbapenem	Cephalosporin	Aminoglycoside

# New Technology Add-On Payment (NTAP) Granted to Vabomere by CMS



- Supplemental payment to DRG reimbursement, for a maximum payment for case involving Vabomere of \$5,544
- Over 80% of Vabomere's current and projected utilization among all patients is in the hospital inpatient setting
- Will help expand inpatient Medicare patients' access to important treatment option

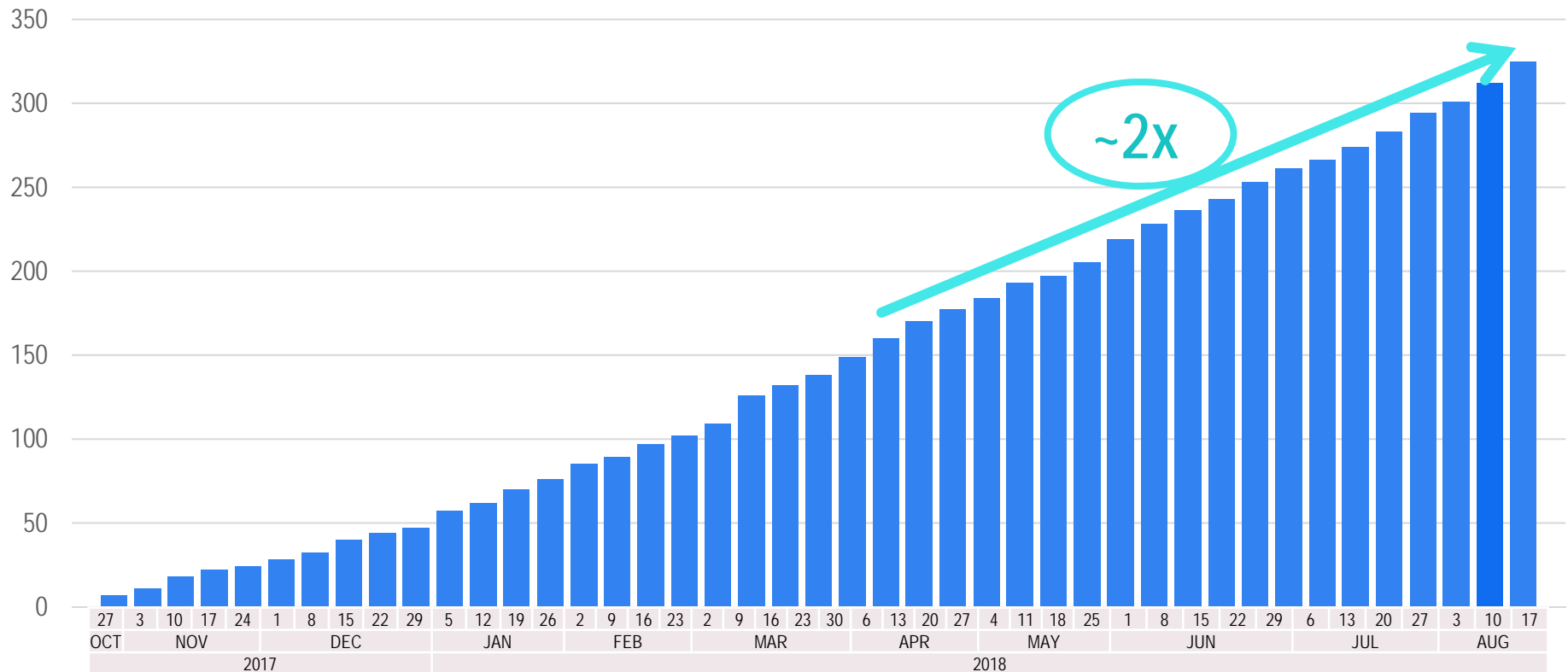


## Final Rule of the Hospital Inpatient Prospective Payment Systems and Fiscal Year 2019

"Results from the TANGO II study demonstrate better outcomes regarding 28-day all-cause mortality taking into account prior antibiotic failures (Vabomere patients (5.3 percent) versus best-available therapy (BAT) patients (33.3 percent),  $p = 0.03$ ), as well as decreased nephrotoxicity (Vabomere 11.1 percent versus BAT 24.0 percent). Therefore, based on the above, *we believe that Vabomere represents a substantial clinical improvement.*"

# Vabomere: Continues steady growth since launch

- Over 200 formulary approvals to-date
- > 98 % formulary acceptance rate
- 41% increase in ordering accounts from Q2-Q3 YTD
- 60% of accounts reordering
- Medicare NTAP status effective Oct. 1, 2018



Cumulative ordering accounts *Doubled* since April 2018

# Baxdela™: Fixed Dose, IV/Oral Monotherapy Targeting Serious Mixed Pathogen Infections

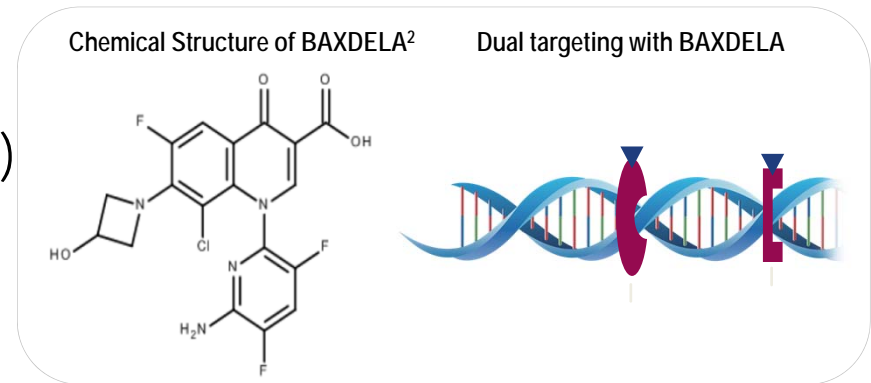


## Indications:

- Approved: ABSSSI (FDA approved June 2017)
- Pending: CABP (single Phase 3, enrollment complete)

## Attributes/Differentiation:

- Gram-positive, Gram-negative, MRSA (only approved FQ with coverage)
- Interchangeable IV and Oral administration
- Fixed dose, no food effect, no drug interactions (other than antacids) and no QT Prolongation
- <1% discontinuation due to treatment-related AEs in ABSSSI Phase 3s
- Large database of co-morbid patients studied, including Diabetics



- \$135/day WAC
- 450mg tablet
- BID dosing
- Fixed dose



- \$265/day WAC
- 300mg vial
- BID dosing
- Fixed dose

# Presentation of ABSSSI by Location

More than 14 million ABSSSI cases per year in the US<sup>1,2</sup>



80%

Present in the Community Setting<sup>1-5</sup>

- Podiatry
- Primary care
- Stand-alone ED
- Wound and burn care
- Office-based ID
- Urgent care
- Ambulatory surgical unit



20%

Present in the Hospital Setting<sup>1-5</sup>

- Hospital inpatient
- ED

## References:

1. Miller LG, et al. *BMC Infect Dis.* 2015;15:362. 2. United States Census Bureau. Quick Facts United States. <https://www.census.gov/quickfacts/fact/table/US/IPE120216>. Accessed August 7, 2018. 3. American College of Emergency Physicians. Corporate Council Presentation. Dallas, TX. July 18, 2017. 4. Pharmacor market Forest Assumptions. Decision Resources, Inc. 2018. 5. ABSSSI Demand Research. Kantar Health. June 7, 2016.

# Differentiated Attributes Drive Baxdela Uptake in ABSSSI



	Baxdela	Leading Brands			Leading Generics		
		Teflaro	Sivextro	Cubicin	Linazolid	Vanco	Quinolones
Broad Spectrum incl. MRSA	✓	✓	✗	✗	✗	✗	✗
IV and Oral	✓	✗	✓	✗	✓	✗	✓
Fixed Dose	✓	✓	✓	✗	✓	✗	✓
Limited Drug Interactions	✓	✓	✗	✗	✗	✗	✗

Source: Company Estimates

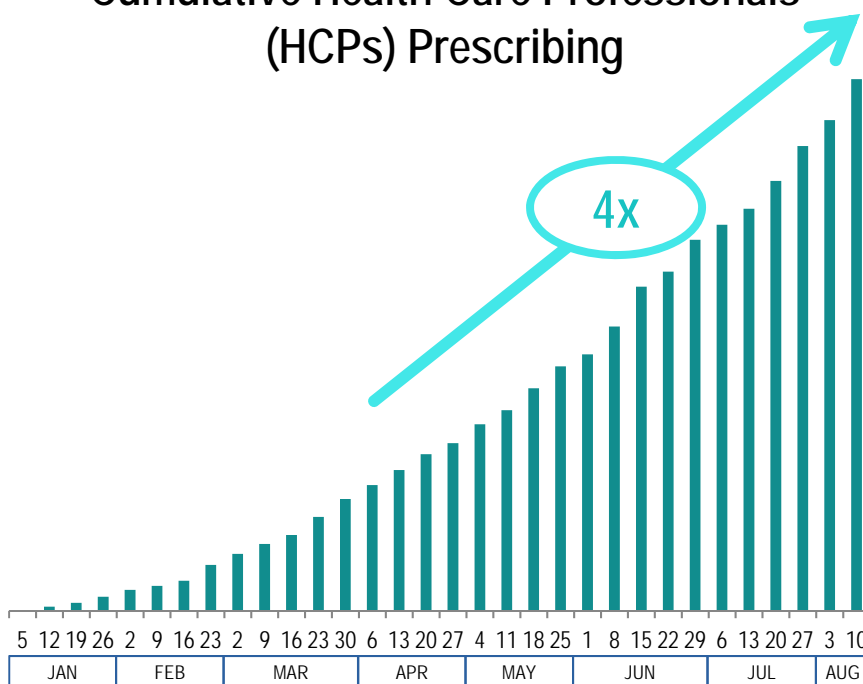


# Baxdela: Increasing Momentum in Q3

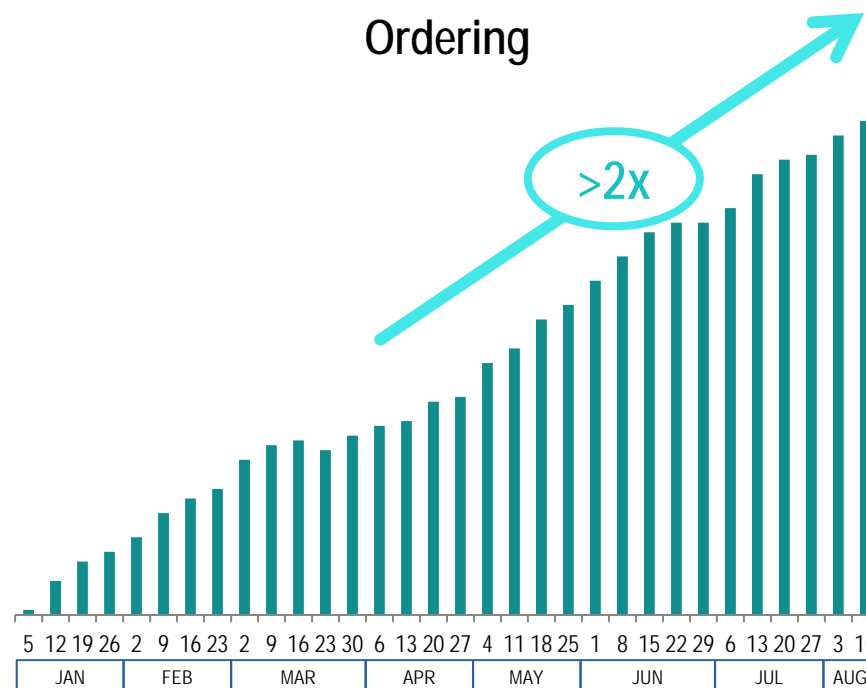


- 200 million lives have access
- Accessible or on formulary at 138 hospitals
- 17 different specialties prescribing for ABSSSI
- Retail prescriptions have doubled since Q2

Cumulative Health Care Professionals (HCPs) Prescribing





Cumulative Accounts Ordering



*Week-over-week prescribing has **doubled** over Q2  
(First 6 weeks Q2 vs. First 6 weeks Q3)*

# Orbactiv® and Minocin® For Injection Established and Growing

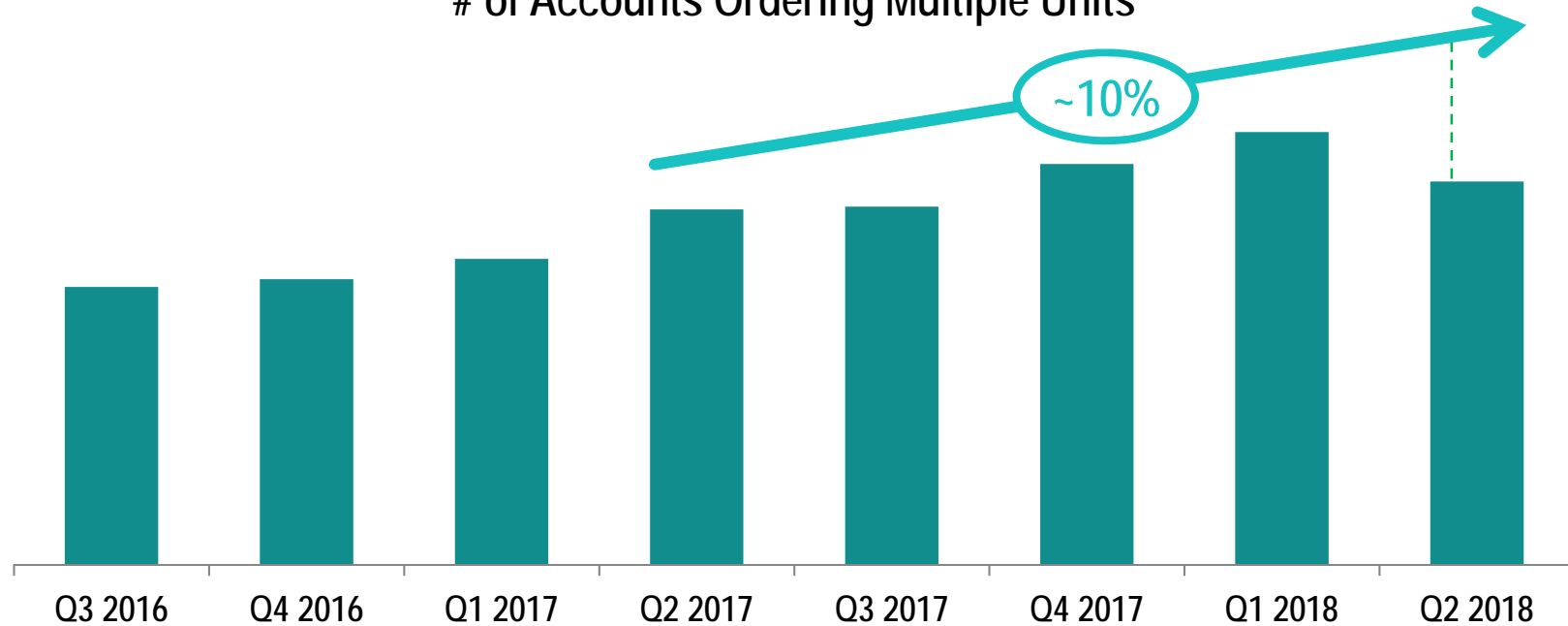
	Indication/Target	CDC Threat Level	Clinical/Economic Advantages
<p><b>ORBACTIV®</b></p> 	<p>ABSSSI caused by gram-positive bacteria, including MRSA</p>	<p> Serious</p>	<ul style="list-style-type: none"> <li>• Single-dose therapy vs. 7–10 days of vancomycin</li> <li>• No need for drug levels, dose adjustment</li> <li>• Dosing regimen supports 100% adherence, mitigates risk of readmission or long-term hospitalization</li> <li>• Potential \$2,000–\$6,500 savings per course of treatment versus admitting an ABSSSI patient</li> <li>• Recent published Real World Clinical and Economic data</li> </ul>
<p><b>MINOCIN®</b></p> 	<p>MDR <i>Acinetobacter</i>-associated infections</p>	<p> Serious</p>	<ul style="list-style-type: none"> <li>• Most active agent invitro against MDR <i>Acinetobacter</i> on market</li> <li>• Established safety record</li> <li>• Similar channels and call points as MV</li> </ul>

# 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

# of Accounts Ordering Multiple Units



*~10% year-on-year growth in accounts ordering multiple units*

Source: Company data

# Minocin IV: Efficacious Treatment For *Acinetobacter*

Minocin®  
(minocycline)  
for injection

## Description

### MINOCIN® IV



- IV antibiotic of the tetracycline class with broad-spectrum activity against multiple gram-negative and gram positive pathogens
- New formulation launched in 2015, which improves tolerability (more physiologic pH) and convenience (smaller infusion volume)

## Indication & pathogens targeted

- One of few FDA-approved treatment for *Acinetobacter spp.*
- *Acinetobacter* associated infections generally seen in the ICU/CCU in patients with ventilator-associated pneumonia and for patients when existing antibiotic choices are limited

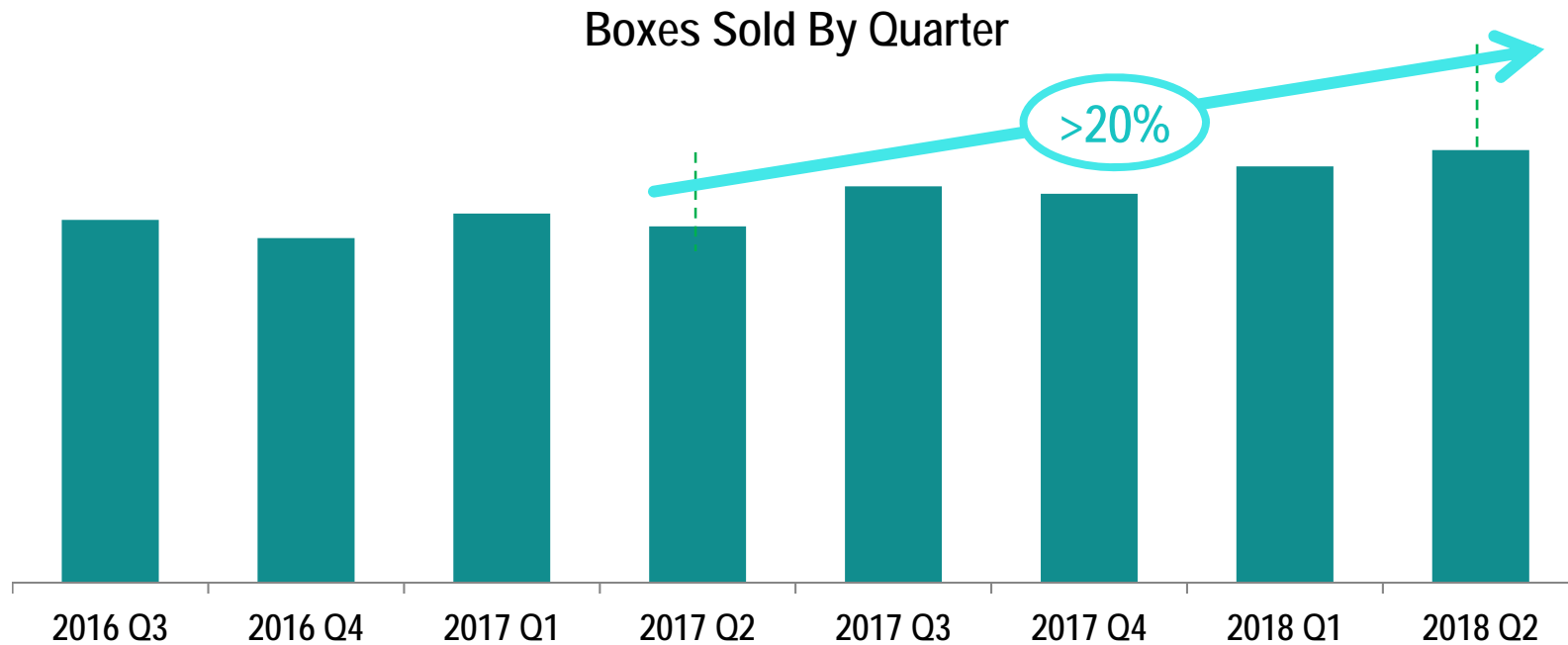
## Pharmacology

- Inhibition of protein synthesis, and is bactericidal in vitro and in vivo vs. *Acinetobacter spp.*
- Better PK-PD compared to tigecycline

# Minocin: Sales Reinvigorated with Vabomere

Minocin<sup>®</sup>  
(minocycline)  
for injection

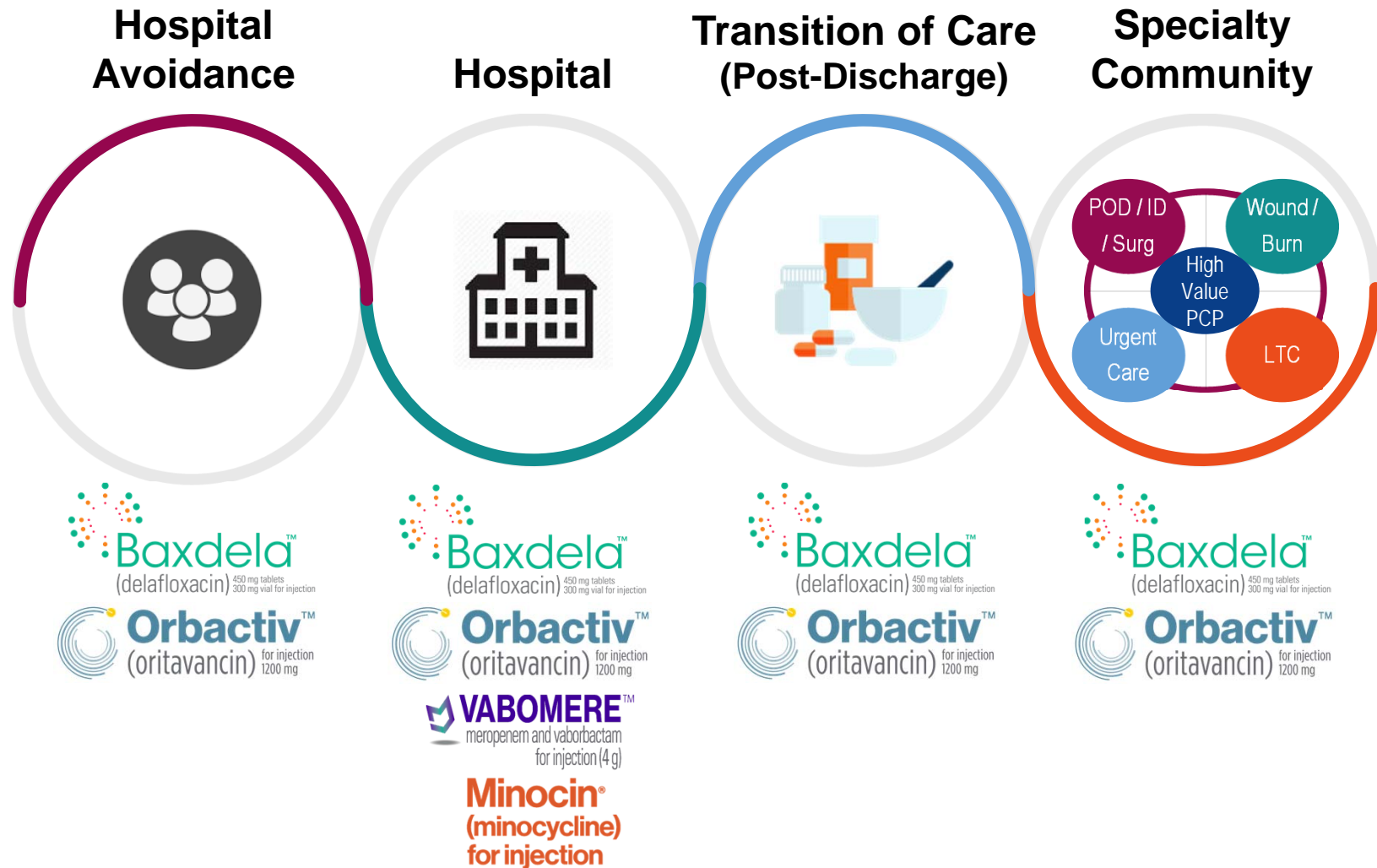
- Double-digit growth vs. Q2 2017 on a pro forma basis
- Increased level of product growth YTD correlation with launch of Vabomere



*Consistent quarter-over-quarter gains;  
Continued synergies reported alongside Vabomere*

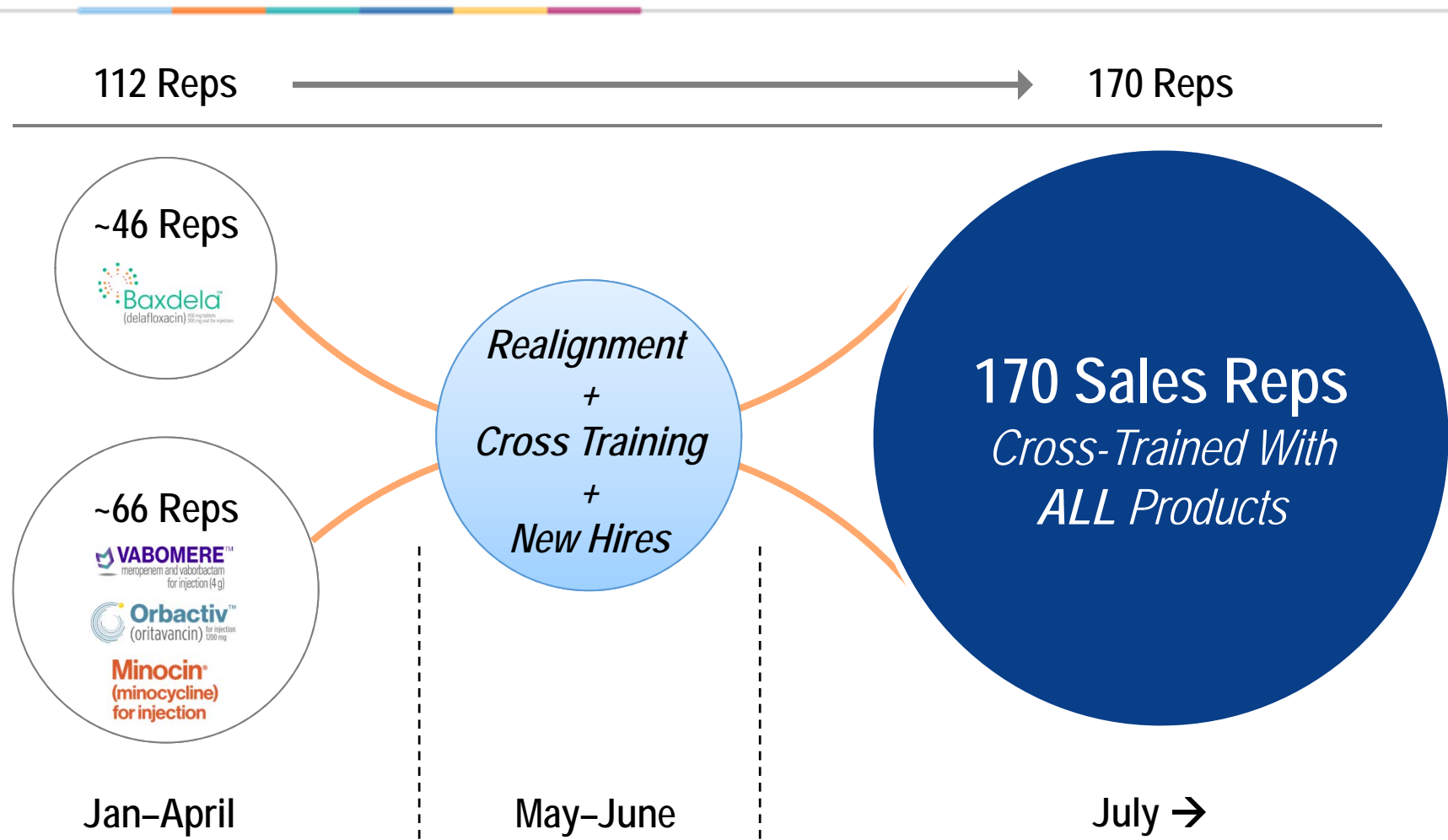
Source: Company data

# Attractive Product Portfolio for Multiple Sites of Care



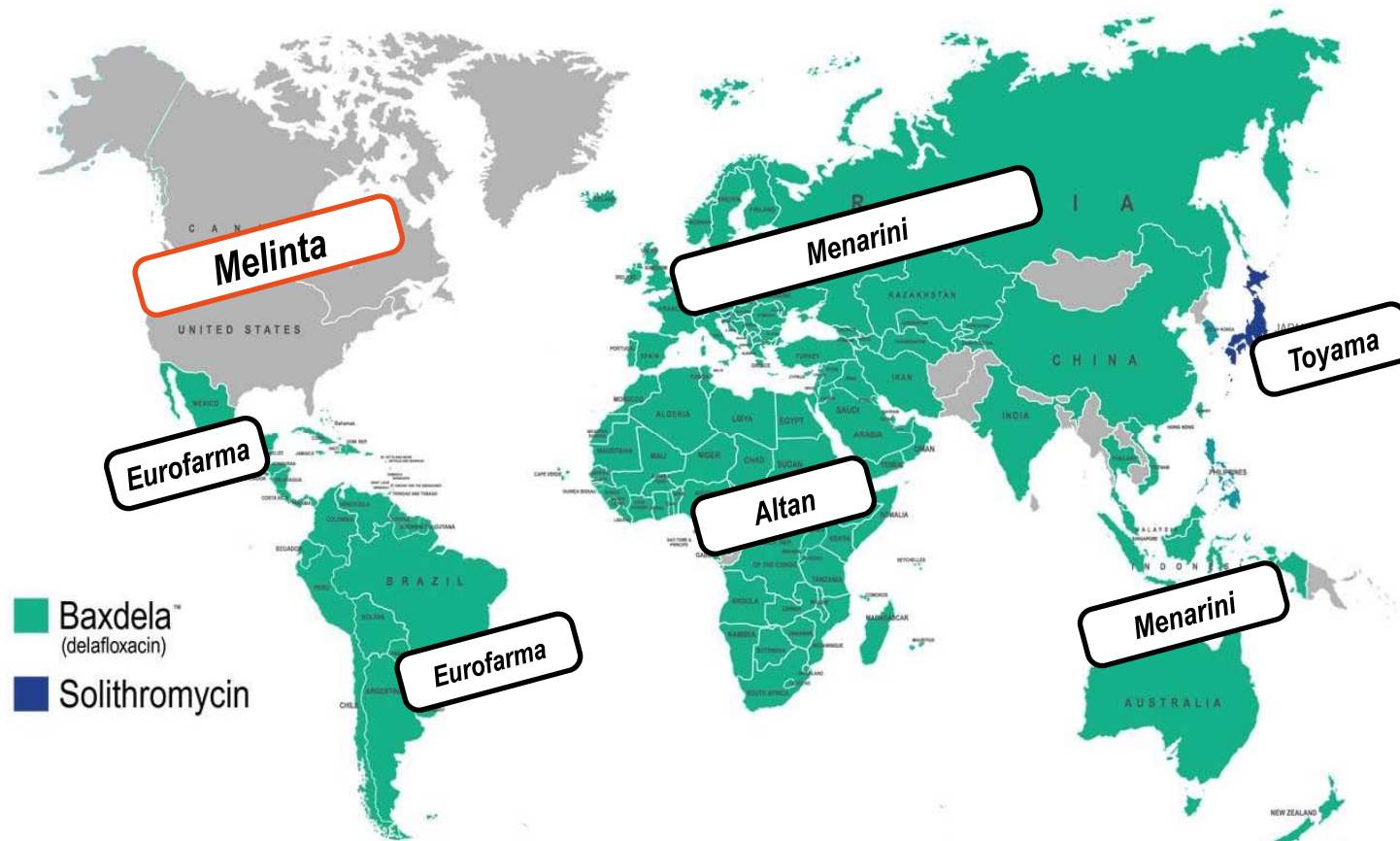
*We Are Where Patients and Caregivers Are*

# All Products Receiving Full Sales Force Support



*Tremendous Flexibility to Respond to Opportunities*

# Current Global Footprint With Potential to Expand Partnerships Across Full Portfolio of Assets



*Global rights to products acquired from The Medicines Company present strong future partnership opportunities*



# Significant Progress Made on Business Development Efforts

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1

## Ex-US out-licensing

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

2

## Strategic acquisitions/ partnerships

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

3

## Non-core portfolio optimization

- Paths to derive value from non-core assets
- Reduce Costs

4

## Government/ non-dilutive partnerships

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

# 2018 Corporate Objectives for Melinta

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1

Maximizing Product Portfolio

2

Financial & Operational Strength

3

Advancing New Drug Portfolio

# YTD Business Highlights

## Revenue Growth

- \$26.8 million of net revenue\* YTD Q2 (six months ended June 30, 2018)
  - \$21 million of net product sales
  - Q2 sales included \$2.7 million negative impact for one-time change in distribution to direct to wholesaler - primarily 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
- Process underway 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

\* Excludes \$4.8 million BARDA grant funding included in Other Income

# Financial Snapshot

- \$150.1 million in cash, cash equivalents and marketable securities at 6/30/18
- Funding partnerships
  - CARB-X non-dilutive funding: up to \$6.2 million (novel pyrrolocytosine)
- Additional \$50 million available under loan agreement with Deerfield
- Business development
  - Active discussions to out-license products ex-US

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

# Many 2018 Catalysts Exist for Melinta

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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

- Launch updates
- Top line CABP data anticipated in 2018
- EMA Centralized Review progress for ABSSSI
- Potential country approvals in South and Central America

## Vabomere

- Medicare NTAP status effective October 1, 2018
- Launch updates
- EMA regulatory approval, including TANGO-2 data