

# Acorda Therapeutics 2021 Q3 Earnings Call

November 9, 2021



**LIFE.  
SCIENCE.**  
ACORDA  
THERAPEUTICS

# Forward Looking Statement

This presentation includes forward-looking statements. All statements, other than statements of historical facts, regarding management's expectations, beliefs, goals, plans or prospects should be considered forward-looking. These statements are subject to risks and uncertainties that could cause actual results to differ materially, including: we may not be able to successfully market AMPYRA, INBRIJA or any other products under development; the COVID-19 pandemic, including related restrictions on in-person interactions and travel, and the potential for illness, quarantines and vaccine mandates to affect our management, employees or consultants or those that work for other companies we rely upon, could have a material adverse effect on our business operations or product sales; our ability to attract and retain key management and other personnel, or maintain access to expert advisors; our ability to raise additional funds to finance our operations, repay outstanding indebtedness or satisfy other obligations, and our ability to control our costs or reduce planned expenditures; risks associated with the trading of our common stock and our reverse stock split; risks related to our corporate restructurings, including our ability to outsource certain operations, realize expected cost savings and maintain the workforce needed for continued operations; risks associated with complex, regulated manufacturing processes for pharmaceuticals, which could affect whether we have sufficient commercial supply of INBRIJA to meet market demand; our reliance on third-party manufacturers for the production of commercial supplies of AMPYRA and INBRIJA; third-party payers (including governmental agencies) may not reimburse for the use of INBRIJA at acceptable rates or at all and may impose restrictive prior authorization requirements that limit or block prescriptions; reliance on collaborators and distributors to commercialize INBRIJA and AMPYRA outside the U.S.; competition for INBRIJA and AMPYRA, including increasing competition and accompanying loss of revenues in the U.S. from generic versions of AMPYRA (dalfampridine) following our loss of patent exclusivity; the ability to realize the benefits anticipated from acquisitions, among other reasons because acquired development programs are generally subject to all the risks inherent in the drug development process and our knowledge of the risks specifically relevant to acquired programs generally improves over time; the risk of unfavorable results from future studies of INBRIJA (levodopa inhalation powder) or from other research and development programs, or any other acquired or in-licensed programs; the occurrence of adverse safety events with our products; the outcome (by judgment or settlement) and costs of legal, administrative or regulatory proceedings, investigations or inspections, including, without limitation, collective, representative or class-action litigation; failure to protect our intellectual property, to defend against the intellectual property claims of others or to obtain third-party intellectual property licenses needed for the commercialization of our products; and failure to comply with regulatory requirements could result in adverse action by regulatory agencies.

These and other risks are described in greater detail in our filings with the Securities and Exchange Commission. We may not actually achieve the goals or plans described in our forward-looking statements, and investors should not place undue reliance on these statements. Forward-looking statements made in this press release are made only as of the date hereof, and we disclaim any intent or obligation to update any forward-looking statements as a result of developments occurring after the date of this presentation.

# INBRIJA Ex-US

- Agreement with Esteve to commercialize in Germany
  - €5 million upfront payment
  - Double-digit % of selling price for supply
  - Additional sales-based milestones
  - Launch expected mid-2022
- Additional discussions underway

# INBRIJA Net Sales – Q3 2021



**Inbrija**®  
(levodopa inhalation powder)

**\$7.8M** Q3 2021 net revenue

**34% ↑** over Q3 2020

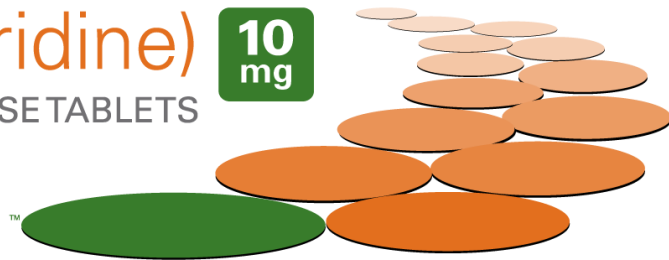
# AMPYRA Net Sales – Q3 2021

ampyra<sup>®</sup>

(dalfampridine)

EXTENDED RELEASE TABLETS

10  
mg



**\$20.0M** Q3 2021 net revenue

Revenue consistent with internal projections



# Leadership Team Additions and Changes

- Michael Gesser, MBA, joins as CFO
- Neil Belloff, JD, joins as General Counsel
- Burkhard Blank, MD, CMO to leave position at year end
  - Will serve as a consultant to Acorda



**Inbrija**  <sup>TM</sup>  
(levodopa inhalation powder)  
42 mg capsules

# INBRIJA Growth Q3 2020 – Q3 2021

2020



**\$5.8M**  
net sales



**3,070**  
TRx



**8,514**  
cartons



2021

**\$7.8M**  
net sales

**↑ 34%**

**3,546**  
TRx

**↑ 16%**

**10,135**  
cartons

**↑ 19%**  
(Organic growth)





Think **MS**  
Think **Walking**  
Think **AMPYRA**

**ampyra**  
(dalfampridine)   
EXTENDED RELEASE TABLETS

**Selected Important Safety Information**  
AMPYRA is contraindicated in patients with history of seizures, moderate or severe renal impairment (CrCl  $\leq 50$  mL/min), or history of hypersensitivity to AMPYRA or 4-aminocoumarin.

AS 11/2/2010 2:40 PM ETU D 1 5011 101 4011 101 201  
2:30 PM 101 2:40 PM 5011 101 4011 101 201



**Real Patients. Real Results.**  
See examples of Timed 25-Foot Walk videos now playing in the interactive panels of this booth.

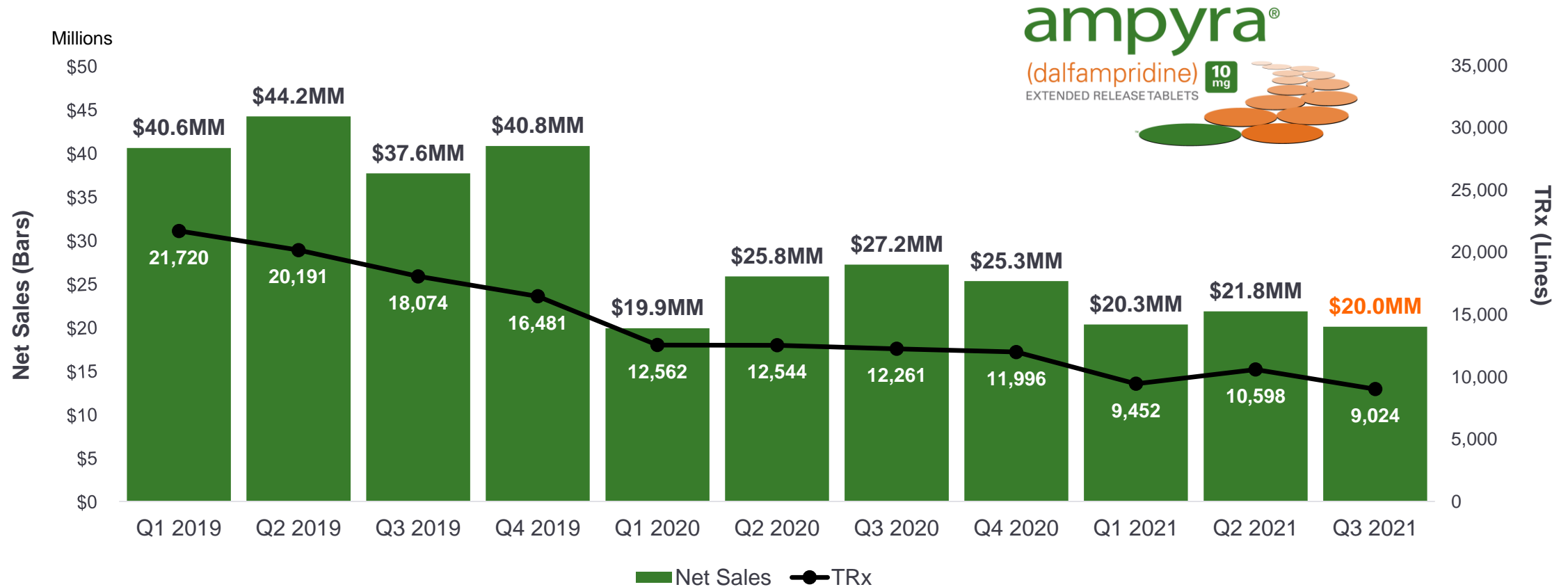
**Selected Important Safety Information:**  
AMPYRA is contraindicated in patients with history of seizures or with epileptiform activity on an EEG, as these patients could be at increased risk of seizures. Patients with epileptiform activity on an EEG is unknown.

See additional Important Safety Information and Full Prescribing Information.

See additional Important Safety Information and Full Prescribing Information at this booth.

**Ampyra®**

# AMPYRA Durability







# Financials

# Aligning Cost Structure to Revenue

- Restructuring in September 2021
  - 15% reduction in headcount
  - >\$20 million in expected annualized cost savings from headcount and budget reductions

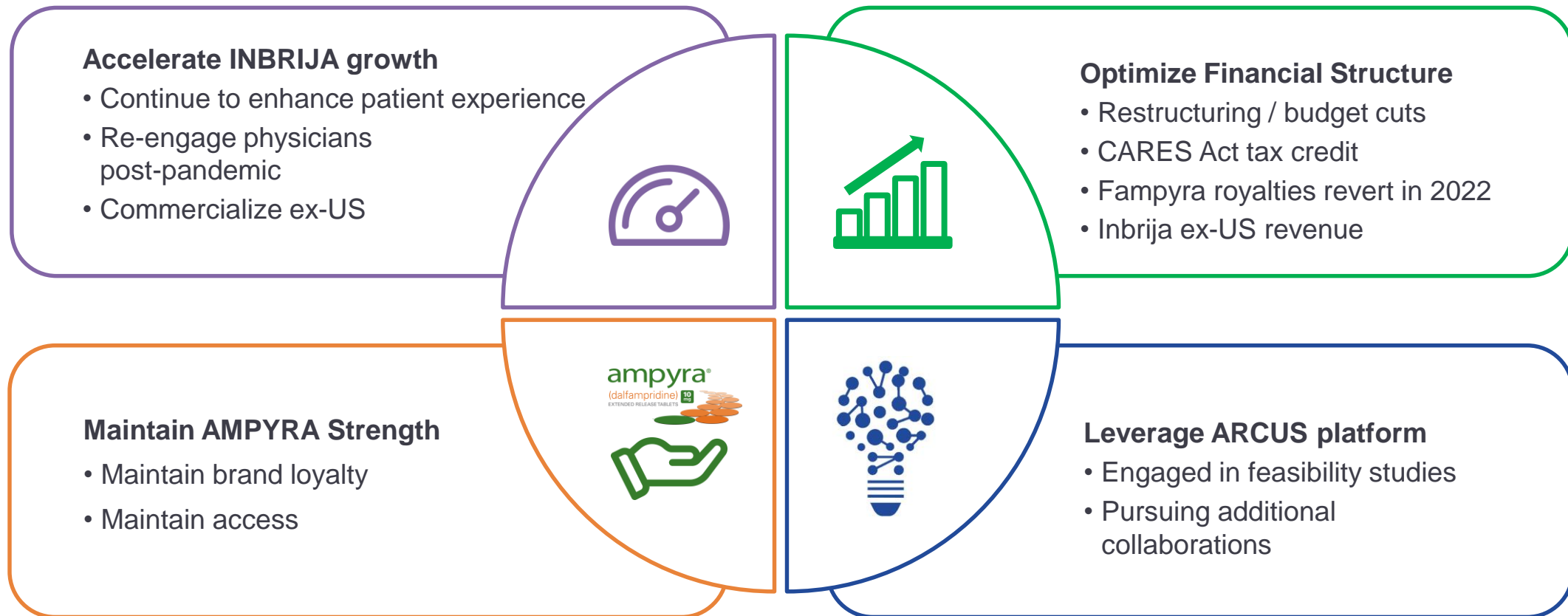
# Q3 2021 Financial Summary

(\$ in millions)	3Q'21	3Q'20	Δ Q/Q	YTD 2021	YTD 2020	Δ YTD/YTD
Net Inbrija Revenue	7.8	5.8	34.5%	19.2	14.9	28.9%
Net Ampyra Revenue	20.0	27.3	(26.7%)	62.1	73.5	(15.5%)
R&D	1.9	5.7	(66.7%)	9.1	18.7	(51.3%)
SG&A	29.6	39.9	(25.8%)	96.0	119.7	(19.8%)
GAAP Net (Loss)	(27.1)	7.3	(471.2%)	(83.4)	(16.5)	405.5%
Non-GAAP Net (Loss)	(15.9)	(10.9)	45.9%	(58.0)	(51.8)	12.0%
Cash, Cash Equivalents and Restricted Cash	61.9	101.3	(38.9%)	61.9	101.3	(38.9%)

This slide contains GAAP and non-GAAP financial measures. Non-GAAP net (loss) excludes certain items. Information regarding our use of non-GAAP measures, a description of excluded items, and a reconciliation of those measures to GAAP is available in our financial results press release dated November 9, 2021, which is available in the investor relations section of our website at [www.acorda.com](http://www.acorda.com).



# Building Long Term Value



# Acorda Therapeutics 2021 Q3 Earnings Call

November 9, 2021



**LIFE.  
SCIENCE.**  
ACORDA  
THERAPEUTICS