



Vivian, an XDEMY patient.



**Tarsus**

# Building the Future of Eye Care

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Q2 2026 Financial Results

Advancing Our Next Phase of Growth

August 2026

# World-Class Leadership Team With Proven Track Record of Success:

## *Today's Speakers*



**Bobby Azamian, MD, PhD**  
CEO & Chairman



**Neera Clase**  
Interim Chief Commercial Officer



**Seshu Neervannan, PhD**  
Chief Operating Officer



**Jeff Farrow**  
Chief Financial & Strategy Officer



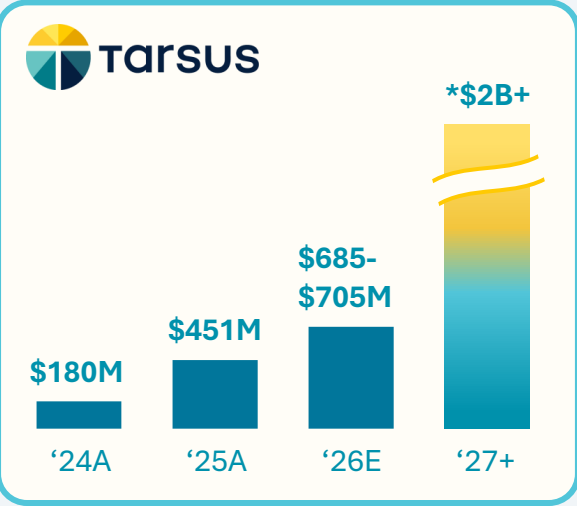
**Elizabeth Yeu, MD**  
Chief Medical Officer

# Forward-looking Statements

This presentation contains forward-looking statements that involve risks and uncertainties. These statements include statements regarding the potential commercial success and growth of XDEMVY in *Demodex* blepharitis, including 2026 financial guidance, market size, acceptance, demand, adoption rate, and peak sales potential for XDEMVY; our ability to maintain distribution and patient access to XDEMVY and timing and breadth of payer coverage; our ability to expand the clinical applications of XDEMVY in eye care; our ability to successfully maintain our sales force execution and the impact of our direct-to-consumer campaign including network television and planned initiation of additional creative campaigns; our ability to continue to educate the market about *Demodex* blepharitis, the timing, objectives, and results of the clinical trials including the Phase 2 Calliope trial for the potential prevention of Lyme disease and the Phase 2 KORE trial for the potential treatment of Ocular Rosacea and the Phase 3 COMFORT Study of IRX-101, the potential market size, opportunity, and ECP education for Ocular Rosacea and our other pipeline indications, the anticipated strategic and financial benefits of our pending acquisition of Alkeus Pharmaceuticals, including development, regulatory approval, and commercial potential of ALK-001 for the treatment of Stargardt disease, the timing and results of the Phase 3 trial, and the potential milestone and royalty payments associated with the acquisition transaction; the anticipated strategic and financial benefits of our acquisition of iRenix Medical and the development, regulatory approval, and commercial potential of IRX-101, including the timing of Phase 3 initiation and anticipated results; our ability to achieve the potential number of FDA approved products across our pipeline within the timeframes discussed in this presentation; anticipated regulatory and development milestones including the clarity of the regulatory path forward for TP-04 and TP-05 in the US, and potential Europe, Japan regulatory pathways and approval for TP-03, the ability of our out-license partner to commercialize TP-03 in China, and our ability to continue investing in our business, add new programs, create value, and become an eye care leader. The words, without limitation, “believe,” “contemplate,” “continue,” “could,” “estimate,” “expect,” “intend,” “may,” “might,” “plan,” “potential,” “predict,” “project,” “should,” “target,” “will,” “on track,” or “would,” or the negative of these terms or other similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these or similar identifying words. Actual results may differ materially from those indicated by such forward-looking statements as a result of various important factors. Further, there are other risks and uncertainties that could cause actual results to differ from those set forth in the forward-looking statements and they are detailed from time to time in the reports Tarsus files with the Securities and Exchange Commission, including Tarsus’ Form 10-K for the year December 31, 2025 filed on February 23, 2026, Tarsus’ Form 10-Q for the quarter ended March 31, 2026 filed on May 6, 2026, and Tarsus’ Form 10-Q for the quarter ended June 30, 2026 filed on August 6, 2026, copies of which are or will be posted on its website and are available from Tarsus without charge. However, new risk factors and uncertainties may emerge from time to time, and it is not possible to predict all risk factors and uncertainties. Accordingly, readers are cautioned not to place undue reliance on these forward-looking statements. Any forward-looking statements contained in this presentation are based on the current expectations of Tarsus’ management team and speak only as of the date hereof, and Tarsus specifically disclaims any obligation to update any forward-looking statement, whether as a result of new information, future events or otherwise, except as required by law.

This presentation also includes estimates and other statistical data made by independent parties and us relating to data and analysis about our industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates. In addition, projections, assumptions and estimates of our future performance and the future performance of the markets in which we operate are necessarily subject to a high degree of uncertainty and risk.

# Delivering Continued Value Creation And Patient Impact In Eye Care



Proven track record, standout \$173.9mm Q2 2026 and potential for continued growth

**xdemvy™**  
(lotilaner ophthalmic solution) 0.25%

XDEMZY is powering innovation at Tarsus

**Tarsus**  
Agrees to acquire  
**Alkeus**  
PHARMACEUTICALS

Phase 3 Foundational Medicine

Potential to preserve vision in >36,000 patients suffering from Stargardt disease



5 Potential FDA Approved Drugs by 2031

*Pending acquisition of Alkeus expected to build upon commercial success of XDEMZY and establish a potential blockbuster opportunity in retinal disease*

# XDEM VY®

## Building Toward \$2B+ U.S. Annual Peak Sales Potential



### Breakthrough Medicine

*XDEM VY has fundamentally changed eye care and is one the best-selling prescription eye drops*



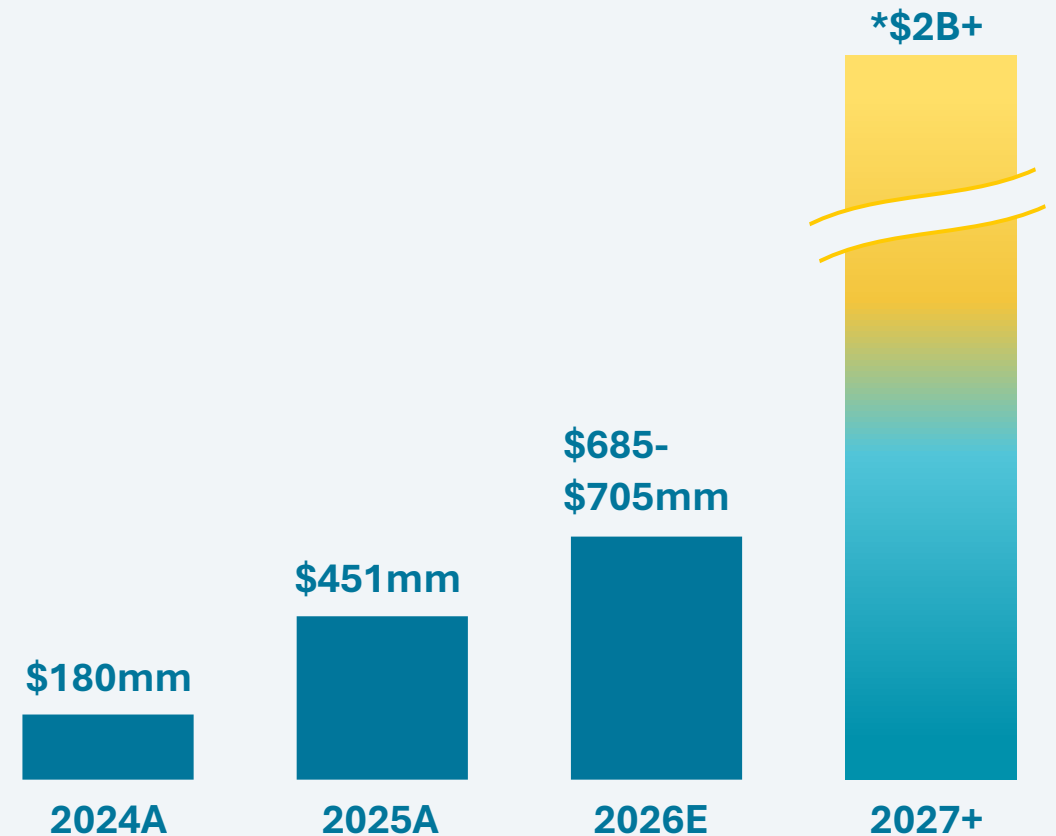
### Demonstrated Eye Care Playbook

*Unique ability to identify untapped opportunities driven by patient need and the potential to transform the standard of care*



### Blockbuster Growth Engine

*XDEM VY is just scratching the surface of large, untapped addressable market opportunity*



# XDEMVIY® Growth Engine Driving \$2B+ Annual Peak Sales Potential



## Deepening Utilization

The number of ECPs  
prescribing XDEMVIY at least  
daily has doubled YoY



## Growing Retreatment

Retreatment trending in  
high-teens %<sup>1</sup>



## High-Impact DTC Campaign

Driving increasing returns,  
with impactful new initiatives  
set to launch



## Evidence Generation

New data broadening how  
ECPs look for and treat DB

# Compelling New Evidence Gives ECPs More Reasons to Screen, Diagnose and Treat *Demodex* Blepharitis

## Estimating the Prevalence of *Demodex* Blepharitis in US Patients with Chalazia

Presenting author: **Dagny Zhu, MD<sup>1</sup>**

Co-authors: Kellie Satterfield, MD;<sup>2</sup> Patrick Vollmer, OD;<sup>3</sup> James Mun, PhD;<sup>4</sup> Elizabeth Yeu, MD;<sup>4</sup> Wendy Lee, MD<sup>5</sup>

<sup>1</sup>NVISION Eye Centers, Rowland Heights, CA; <sup>2</sup>San Diego Eye & Face, San Diego, CA; <sup>3</sup>Vita Eye Clinic, Shelby, NC; <sup>4</sup>Tarsus Pharmaceuticals, Inc., Irvine, CA; <sup>5</sup>Bascom Palmer Eye Institute, Miller School of Medicine, University of Miami, Miami, FL

ASCRS  
ANNUAL MEETING  
APRIL 10-13, 2026 | WASHINGTON, D.C.

Presented at ASCRS Annual Meeting, April 10-13, 2026, Washington, DC

## 71% Showed Signs of Underlying DB

Emphasizing the importance of screening every patient for DB

## Systematic Literature Review and Meta-Analysis of Lotilaner Ophthalmic Solution 0.25% and Tea Tree Oil as Treatments for *Demodex* Blepharitis

Presenting Author: **H. Burkhard Dick, MD, PhD<sup>1</sup>**

Co-authors: Tim Page, MD<sup>2</sup>; James Mun, PhD<sup>3</sup>; Elizabeth Yeu, MD<sup>3</sup>; Noemi F. Brennan, MSc, MPH<sup>4</sup>; Mayank A. Nanavaty, DO, PhD<sup>5</sup>

<sup>1</sup>University Eye Hospital, Ruhr University, Bochum, Germany; <sup>2</sup>Oakland Ophthalmic Surgery, Birmingham, MI, USA; <sup>3</sup>Tarsus Pharmaceuticals, Inc., Irvine, CA, USA; <sup>4</sup>Curtis, Inc., Seattle, WA, USA; <sup>5</sup>Sussex Eye Hospital, University Hospitals Sussex NHS Foundation Trust, Brighton, UK

Presented at ASCRS 2026 | April 10 - 13 | Washington DC

## Reinforces XDEM<sup>®</sup> VY as the Standard of Care

The only treatment with proven, statistically significant efficacy against *Demodex* mites

## Systematic Literature Review of Co-infestation of *Demodex* Blepharitis and (Culturable) Bacteria in Patients with *Demodex* Blepharitis

Presenting Author: **Eric Rosenberg, DO<sup>1</sup>**

Coauthors: Nicole Fram, MD<sup>2</sup>; James Mun, PhD<sup>3</sup>; Elizabeth Yeu, MD<sup>3</sup>; Takako Kiener, PharmD, MS, MPM<sup>3</sup>; Alanna Nattis, DO<sup>4</sup>

<sup>1</sup>SightMD, Plainville, NY; <sup>2</sup>Advanced Vision Care, Los Angeles, CA; <sup>3</sup>Tarsus Pharmaceuticals, Inc., Irvine, CA; <sup>4</sup>SightMD, Babylon, NY

Presented at ASCRS 2026 | April 10 - 13 | Washington D

## *Demodex* Blepharitis Could Increase Infection Risk

Strengthening the case for pre-surgical screening

# John Cena Bringing DB Into the Spotlight in New PR Campaign



- John Cena's broad appeal and authenticity as a real DB patient give the campaign credibility and the potential to reach beyond traditional DTC efforts
- Normalizes the disease and is expected to accelerate the path from awareness to diagnosis to treatment

# DTC Driving Patients Into ECP Offices and ROI Exceeding Initial Expectations



^  
**30%+**

QoQ increase in website visits  
on XDEM.VY.com<sup>1</sup>

^  
**19%**

QoQ increase in high-value  
actions on XDEM.VY.com<sup>1</sup>



**Positive and  
growing ROI on  
DTC campaign**

# Gildeuretinol (ALK-001): A Very Compelling Strategic Acquisition



## Severe and Rare Disease

*Stargardt is widely known as a disease leading to irreversible blindness with >36k diagnosed U.S. patients*



## Novel and Targeted Approach

*Vitamin-A preserving therapy designed to protect the retina and maintain healthy vision by addressing the underlying biology of Stargardt disease*



## Clear Path to Approval

*Phase 3 program supported by encouraging efficacy, and safety data from >400 patients; FDA Breakthrough Therapy Designation*



## Advances Retina Strategy

*Multi-billion dollar potential blockbuster opportunity with efficient call point leveraging Tarsus' commercial expertise*

***Expansion into rare inherited retinal disease, coupled with strategic use of capital to potentially create meaningful long-term value***

# Stargardt Disease Represents A Potential Multi-Billion Dollar Market Opportunity with Efficient Call Point



No FDA-approved currently available treatments



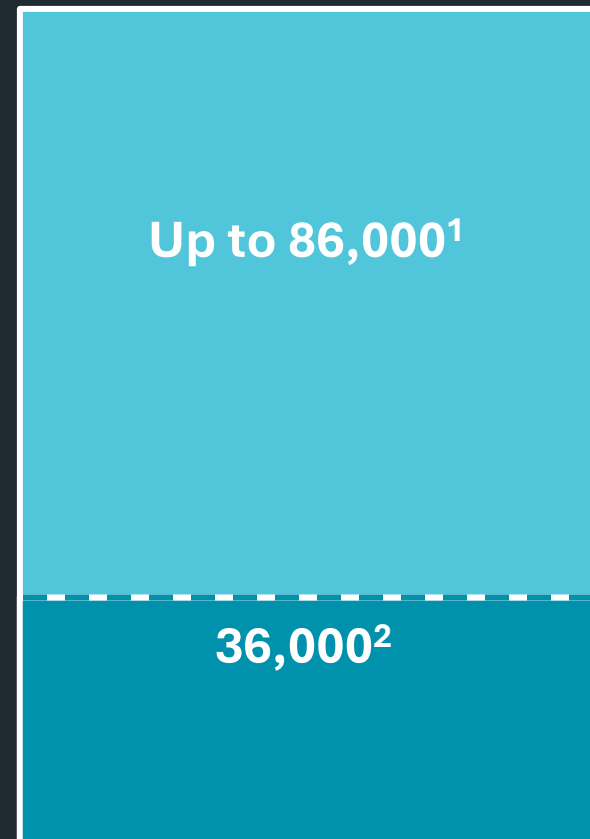
Progressively leads to severe, irreversible vision loss



50% of younger Stargardt patients **expected to become legally blind** within 7 years<sup>3</sup>



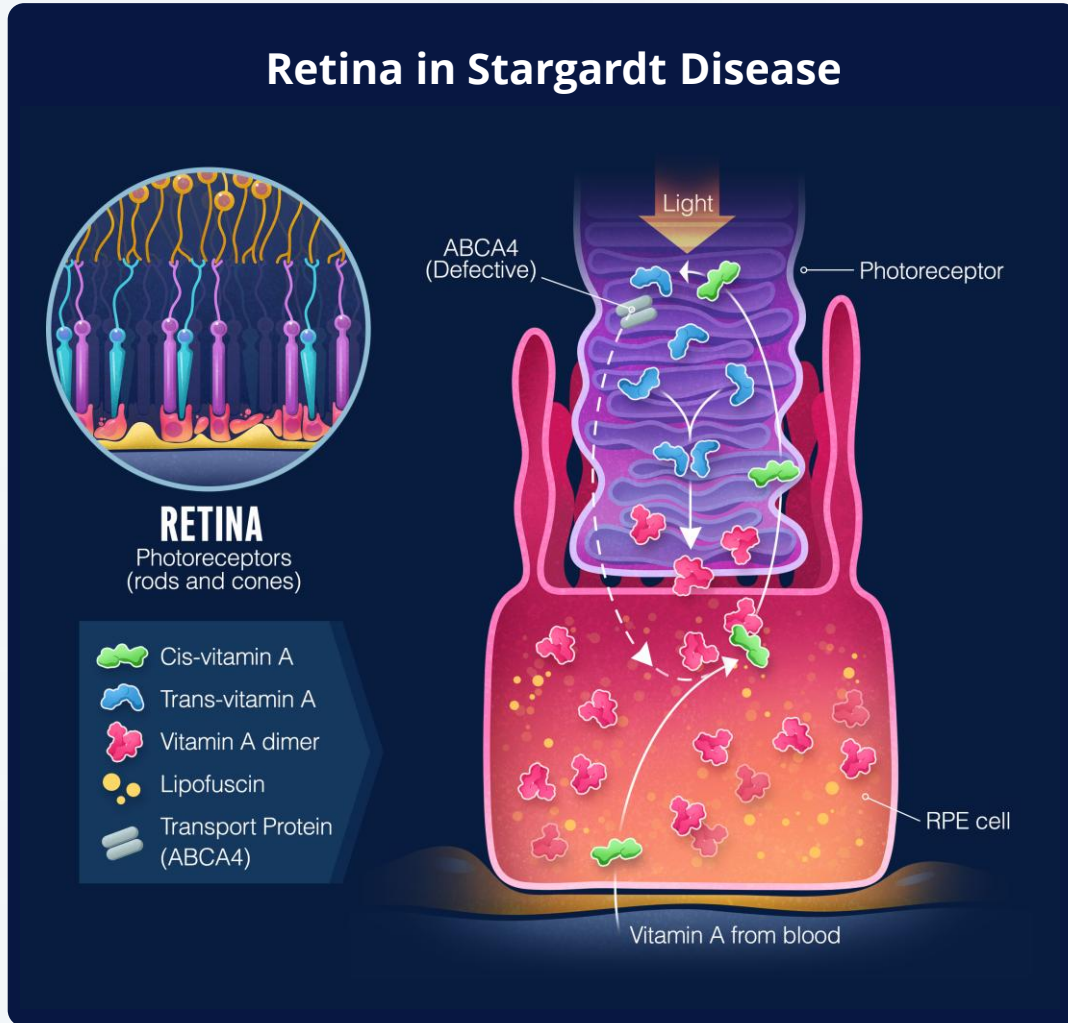
80% of diagnosed patients are concentrated in 2,000 retina practices<sup>4</sup>



Total estimated prevalent Stargardt patients in U.S.

Total diagnosed Stargardt patients under ECP care

# Stargardt is a Rare Disease with a Significant Unmet Medical Need that Progressively Leads to Severe and Irreversible Vision Loss



*Vitamin A is required for normal vision, and its recycling in the retina is important for maintaining healthy visual function<sup>1</sup>*

*Genetic mutations lead to disease-causing toxic dimers of vitamin A*

## How Vision is Affected

Normal Vision



Vision with Stargardt Disease



*Central vision becomes blurry or dark, making it difficult to read, recognize faces and perform daily tasks*

# ALK-001: A Potentially Transformational Medicine to Prevent the Progression of Stargardt Disease

*The TEASE studies showed ALK-001's potential to preserve the visual cycle and acuity, slow retinal atrophy, and favorable tolerability profile*



## TEASE-1

### *Advanced Disease*

29.5% slower growth rate of atrophic lesions ( $p < 0.001$ )

Randomized  
Placebo-controlled  
N = 50



## TEASE-2

### *Moderate Disease*

Patients treated with ALK-001 were 87% less likely to experience significant LLVA loss (a 2 line decrease) compared with placebo ( $p = 0.0227$ )<sup>1</sup>

Randomized  
Placebo-controlled  
N = 79



## TEASE-3

### *Early Disease*

Stabilized BCVA with minimal to no disease progression in high-risk early patients (Ongoing)

Open-label  
N ≈ 20



## TEASE-4

### *LT Extension*

Efficacy and long-term tolerability up to 7 yrs (Ongoing)

Open-label  
Roll-over and naïve  
N ≈ 215

# ALK-001: Potential Foundational Therapy for Stargardt Disease



## Novel Method of Action

Designed to maintain healthy vision by reducing accumulation of toxic Vitamin A dimers without disrupting the visual cycle

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## Differentiated Oral Therapy Profile

Once daily capsule, supports continuous, long-term treatment

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## Favorable Tolerability Profile

Generally well-tolerated in >400 patients, long-term data 7+ years

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## Robust Potential Regulatory and Exclusivity Landscape

Breakthrough Therapy Designation, Orphan Drug Designation, Rare Pediatric Disease Designation; 7.5 years of exclusivity upon approval; potential Priority Review Voucher eligibility

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# ALK-001: Anticipated to Have One of the Most Robust Clinical Packages in Stargardt Disease



## Ongoing NORTHSTAR Phase 3 Trial

- Initiated in June 2026
- Anticipated to enroll ~230 patients
- Topline data expected in 2029

### FDA-Endorsed Endpoints

Primary: Annual rate of growth of retinal atrophic lesions

Secondary: Change in LLVA

### Mechanistic Confidence in Potential Success

Demonstrated ability to slow disease progression while preserving visual cycle function<sup>1</sup>

### Potential Second Phase 3 Trial to Support Approval

Pending FDA alignment, anticipated to enroll ~150 with a focus on younger and faster-progressing patients and include additional exploratory endpoints

# Strong Growth in Q2 2026

## \$173.9mm

XDEMVY Net Sales<sup>1</sup>

## +69%

YoY Net Sales Growth<sup>2</sup>



## \$449.7mm

Cash & Cash Equivalents<sup>3</sup>  
Q2 2026

## XDEMVY

Fueling Investment in  
Innovation

Note: U.S. dollars in millions unless otherwise noted.

1. Net sales for the three months ending June 30, 2026.

2. Net sales growth reflects the second quarter 2026 net sales of \$173.9 million compared to the second quarter 2025 net sales of \$102.7 million.

3. Inclusive of marketable securities.

# Increased 2026 Financial Guidance

## XDEM<sup>VY</sup> Net Sales

**\$685-  
\$705mm**

*\$670-\$700mm previous*

## Gross Margin

**~93%**

*reiterate*

## SG&A Expense

**\$545 -  
\$565mm**

*reiterate*

## R&D Expense

**\$190 -  
\$210mm<sup>1</sup>**

*\$115-\$135mm previous*

# Tarsus Extends Leadership in Eye Care With Pending Acquisition of Alkeus

## Upfront Consideration

**\$450mm**  
**60% cash  
40% stock<sup>1</sup>**

## Approval & First Sale Milestones

**Up to  
\$350mm**

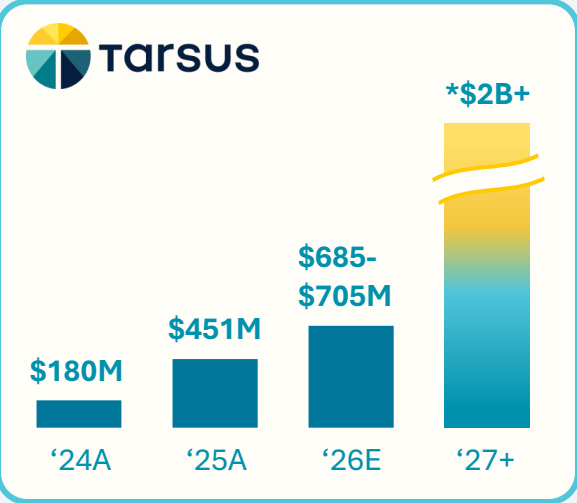
## Tiered Royalties

**Low-single-digit %**

Note: U.S. dollars in millions unless otherwise noted. Transaction economics all related to the merger agreement with Alkeus.

1. Upfront stock consideration number of shares issued calculated using TARS stock price of \$61.38 per share, based on 60-day VWAP from May 1<sup>st</sup> to July 28<sup>th</sup>.

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\*Peak sales potential estimated beyond 2027





# Thank You!

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