

Tarsus Pharmaceuticals

Second Quarter 2024
Financial Results Conference Call

August 8, 2024



Today's Speakers



**Bobak Azamian,
M.D., Ph.D.**

Chief Executive
Officer and Chairman



Aziz Mottiwala

Chief Commercial
Officer



Jeff Farrow

Chief Financial Officer
and Chief Strategy
Officer

Forward-Looking Statements

This presentation contains forward-looking statements that involve risks and uncertainties. Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based on our current expectations about future events that we believe may affect our financial condition, results of operations, business strategy, and financial needs. These statements include statements regarding the potential commercial success and growth of XDEMVY in Demodex blepharitis, including market size, acceptance, demand, prescription fill rate and adoption rate for XDEMVY; our ability to successfully implement our sales force expansion and new planned direct-to-consumer campaign; our ability to achieve distribution and patient access for XDEMVY and timing and breadth of payer coverage; our ability to continue to educate the market about Demodex blepharitis, anticipated regulatory and development milestones, our ability to continue investing in our business, and the quotations of Tarsus' management. The words, without limitation, "believe," "contemplate," "continue," "could," "estimate," "expect," "intend," "may," "might," "plan," "potential," "predict," "project," "should," "target," "will," 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. Important factors that could cause actual results to differ materially from those in the forward-looking statements include: Tarsus is heavily dependent on the successful commercialization of its lead product, XDEMVY for the treatment of Demodex blepharitis and the development and regulatory approval and commercialization of its current and future product candidates; Tarsus' ability to obtain and maintain regulatory approval for and successfully commercialize its products, including XDEMVY for the treatment of Demodex blepharitis, and its product candidates to meet existing and future regulatory standards; Tarsus has incurred significant losses and negative cash flows from operations since inception and anticipates that it will continue to incur significant expenses and losses for the foreseeable future; Tarsus' capital requirements are difficult to predict and may change; Tarsus may need to obtain additional funding to achieve its goals and a failure to obtain this necessary capital when needed on acceptable terms, or at all, could force Tarsus to delay, reduce, or eliminate its product development programs, commercialization efforts or other operations; Tarsus may not be successful in educating healthcare professionals and the market about the need for treatments specifically for Demodex blepharitis and other diseases targeted by XDEMVY or our product candidates; the development and commercialization of Tarsus products is dependent on intellectual property it licenses from Elanco Tiergesundheit AG; Tarsus expects to expand its development, regulatory, operational and sales and marketing capabilities and Tarsus may encounter difficulties in managing its growth, which could disrupt its operations; the sizes of the market opportunity for XDEMVY and Tarsus' product candidates, particularly TP-03 for the treatment of MGD, TP-04 for the treatment of Rosacea, as well as TP-05 for the prevention of Lyme disease, have not been established with precision and may be smaller than estimated; the results of Tarsus' earlier studies and trials may not be predictive of future results; any termination or suspension of, or delays in the commencement or completion of, Tarsus' planned clinical trials could result in increased costs, delay or limit its ability to generate revenue and adversely affect its commercial prospects; if Tarsus is unable to obtain and maintain sufficient intellectual property protection for its product candidates, or if the scope of the intellectual property protection is not sufficiently broad, Tarsus' competitors could develop and commercialize products similar or identical to Tarsus' products; and if Tarsus is unable to access capital (including but not limited to cash, cash equivalents, and credit facilities) and/or loses capital, as a result of potential failure of any financial institutions that Tarsus does business with directly or indirectly. 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 ended December 31, 2023 filed on February 27, 2024 and the most recent Form 10-Q quarterly filing filed with the SEC, which Tarsus incorporates by reference into this press release, copies of which are 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 earnings release 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.

XDEMZY: Creating One of the Largest Categories in Eye Care



xdemzy[®]
(lotilaner ophthalmic
solution) 0.25%

**The *first and only*
FDA-approved therapy
for *Demodex* blepharitis**

Durable, robust patient outcomes¹

- Millions of patients actively seeking solutions

Exceptional, high-value payer coverage

- \$40.8M in XDEMZY net product sales with a net price >\$1,000 per bottle

High speed of ECP adoption

- ~11,000 ECPs started patients on XDEMZY; >60% repeat prescribers²

Investing for growth

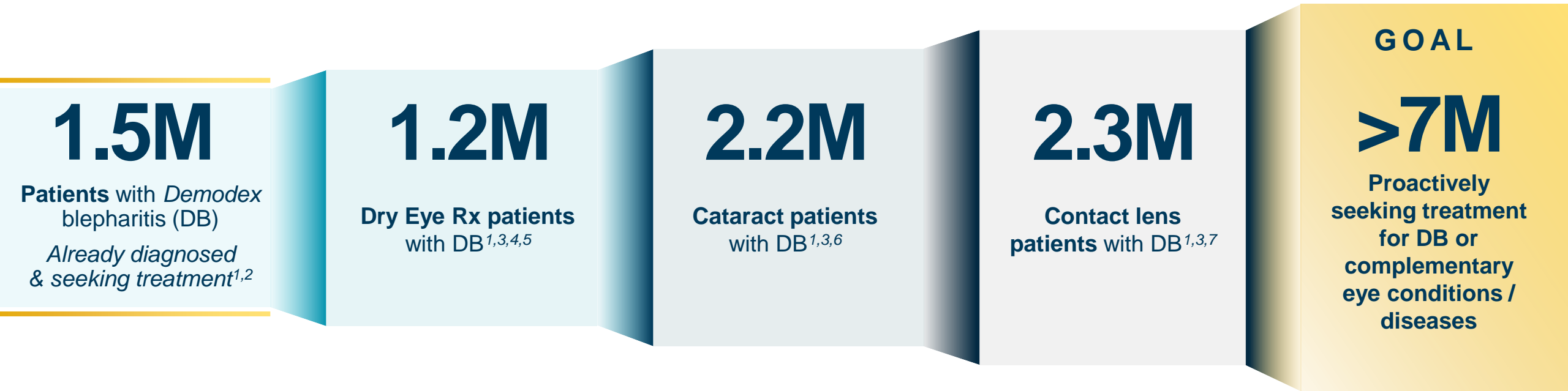
- Expanded sales force to increase depth of prescribing
- Planned DTC campaign to encourage more patients to visit their ECP



TARSUS

1. Individual patient outcomes may vary. 2. Launch-to-date as of August 7, 2024.

Demodex Blepharitis is a Potential \$1B+ Opportunity



\$1B+ peak net sales potential
in initial addressable segment alone

XDEMZY®: An Eye Care Launch Unlike Any Other

\$40.8 million in Q2 net product sales

~25 Million^{1,2}

Americans impacted by
Demodex blepharitis



Driving strong demand

- Delivered more than 37,000 bottles to patients
- Accelerated ECP adoption: ~11,000 prescribing with >60% prescribing to multiple patients



High-value proposition

- Durable and robust patient outcomes³
- Substantially improved GTN discount of ~44% netting a price >\$1,000 per bottle



Investing for growth

- Expanded sales force
- Planned direct-to-consumer TV campaign



1. Trattler W, Karpecki P, Rapoport Y, et al. The prevalence of Demodex blepharitis in US eye care clinic patients as determined by collarettes: a pathognomonic sign. Clin Ophthalmol. 2022;16:1153-1164. 2. O'Dell L, Dierker DS, Devries DK, et al. Psychosocial impact of Demodex blepharitis. Clin Ophthalmol. 2022;16:2979-2987. 3. Individual patient outcomes may vary.

Targeted Sales Force Increasing ECP Adoption

UTILIZATION ACROSS SEGMENTS

Early Adopters

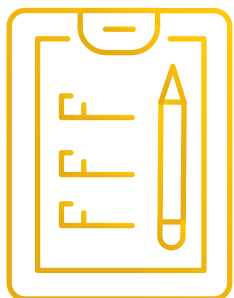
(Diagnosing and treating patients on Day 1)

Eager Treaters

(Ready for an FDA-approved solution; ramping TRx alongside patient successes)

New to DB

(Beginning to diagnose, recognizing prevalence and acting)



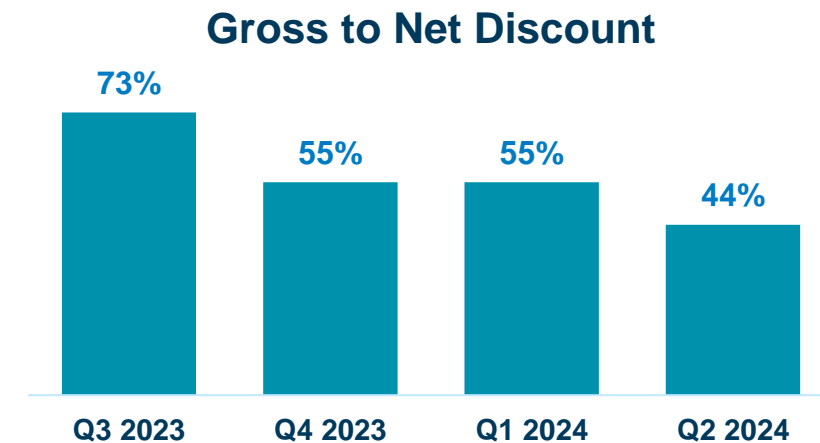
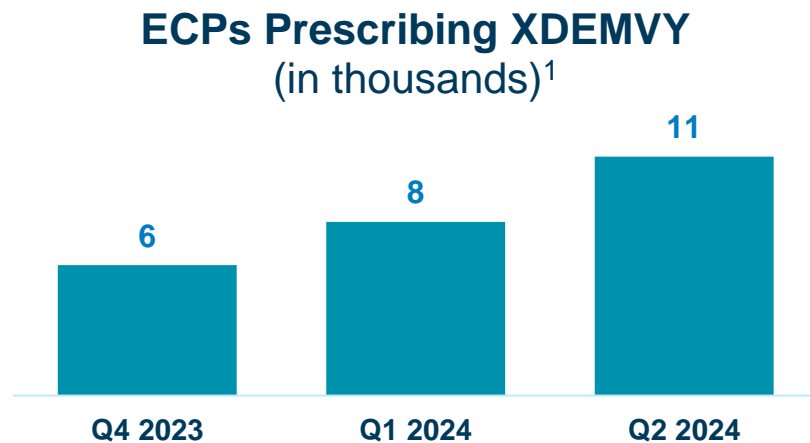
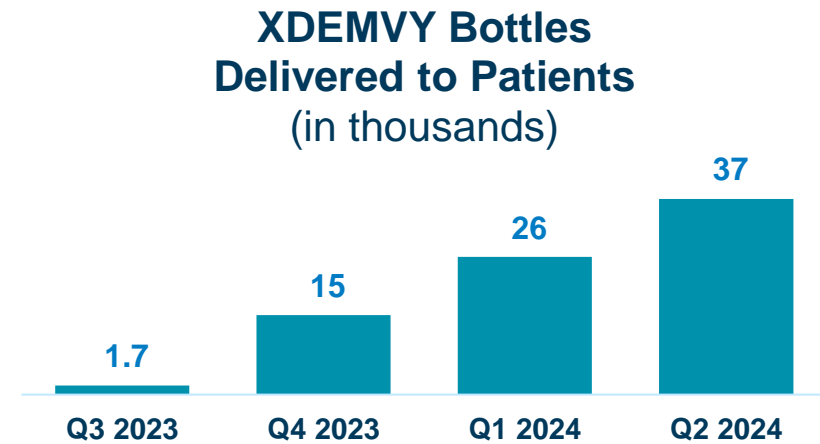
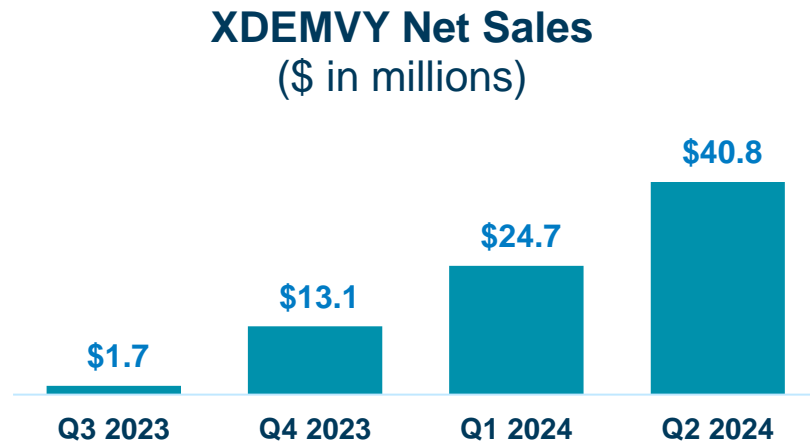
~11,000¹
XDEMY Prescribers



Expanded sales force expected to increase script growth beginning in Q4

Second Quarter 2024 Financial Results

XDEMVY: On-track to potentially be one of the best launches in eye care



1. ECPs prescribing in each listed quarter are cumulative launch-to-date numbers announced at the respective quarterly earnings dates, and as of February 23, 2024 (Q4 2023); as of May 3, 2024 (Q1 2024); and as of August 7, 2024 (Q2 2024)

Q&A



**Bobak Azamian,
M.D., Ph.D.**

Chief Executive
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Jeff Farrow

Chief Financial Officer
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**Sesa Neervannan,
Ph.D.**

Chief Operating Officer

Closing Remarks and Q&A

