

# Impel NeuroPharma, Inc.

## Q2 2021 Earnings

August 16, 2021

# Forward-Looking Statements

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This presentation and the accompanying oral commentary contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 that are based on our management’s beliefs and assumptions and on information currently available to our management. Forward-looking statements include all statements other than statements of historical fact contained in this presentation, including information concerning our future financial performance, business plans and objectives, timing and success of our planned development activities, our ability to obtain regulatory approval, the potential therapeutic benefits and economic value of our product candidates, potential growth opportunities, competitive position, industry environment and potential market opportunities.

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# Q2 Earnings Call – Today's Agenda

- **Impel Business Overview**
- **TRUDHESA™ Commercial Opportunity and Plans**
- **INP105 – Outline Development Plan and Opportunity**
- **Q2 and YTD Financials**
- **Recent and Upcoming Milestones**
- **Q&A**

# Impel – The Investment Opportunity

-  **TRUDHESA™ - A Near-Term Commercial Opportunity**
  - Sept. 6<sup>th</sup> PDUFA; potential launch in Oct 2021
-  **Highly Targeted Go-to-Market Strategy**
  - Initial 60-person salesforce; targeting 8K physicians (35% of Market Rxs)
-  **INP105: Poised to Fill a Major Unmet Need**
  - Targeted for acute treatment of agitation and aggression in autism
-  **POD® Technology: Clinically Validated and Broad Utility**
  - Unique approach targeting upper nasal cavity; broad disease are applicability
-  **Proven and Experienced Leadership**

# Our Pipeline

Product Candidate	Indication	Stage of Development					Key Anticipated Milestone(s)
		Preclinical	Phase 1	Phase 2	Phase 3	NDA Submission	
TRUDHESA™ (DHE)	Acute Treatment of Migraine						<ul style="list-style-type: none"> <li>Sept. 6, 2021: PDUFA target action date</li> </ul>
INP105 (olanzapine)	Acute Treatment of Agitation and Aggression in Patients with Autism Spectrum Disorder						<ul style="list-style-type: none"> <li>By YE:2021: Initiate Phase 2 proof-of-concept clinical trial</li> <li>2H:2022: Announce Phase 2 topline results</li> </ul>
INP107 (carbidopa / levodopa)	Morning OFF Episodes in Parkinson's						<ul style="list-style-type: none"> <li>2022: Initiate PK study for dose selection</li> </ul>

# TRUDHESA – Targeted to Address Unmet Needs

AN 'IDEAL'  
MIGRAINE  
MEDICINE:

**FAST  
ACTING**

**LONG  
LASTING  
RELIEF**

**CAN BE TAKEN  
AT ANY TIME  
during  
migraine**

**SUSTAINED  
RESPONSE  
and  
FEW OR NO  
SIDE EFFECTS**

**EASY  
to  
incorporate  
into  
everyday life**



**TRUDHESA**

**38%**

First Migraine  
treated pain free  
at 2 hours  
(354 pts.)

**95%**

Migraine free  
at 48 hours  
(for those pain free at  
2 hours, weeks 21-24)

**NO**

Treatment  
window  
limitations

**74%**

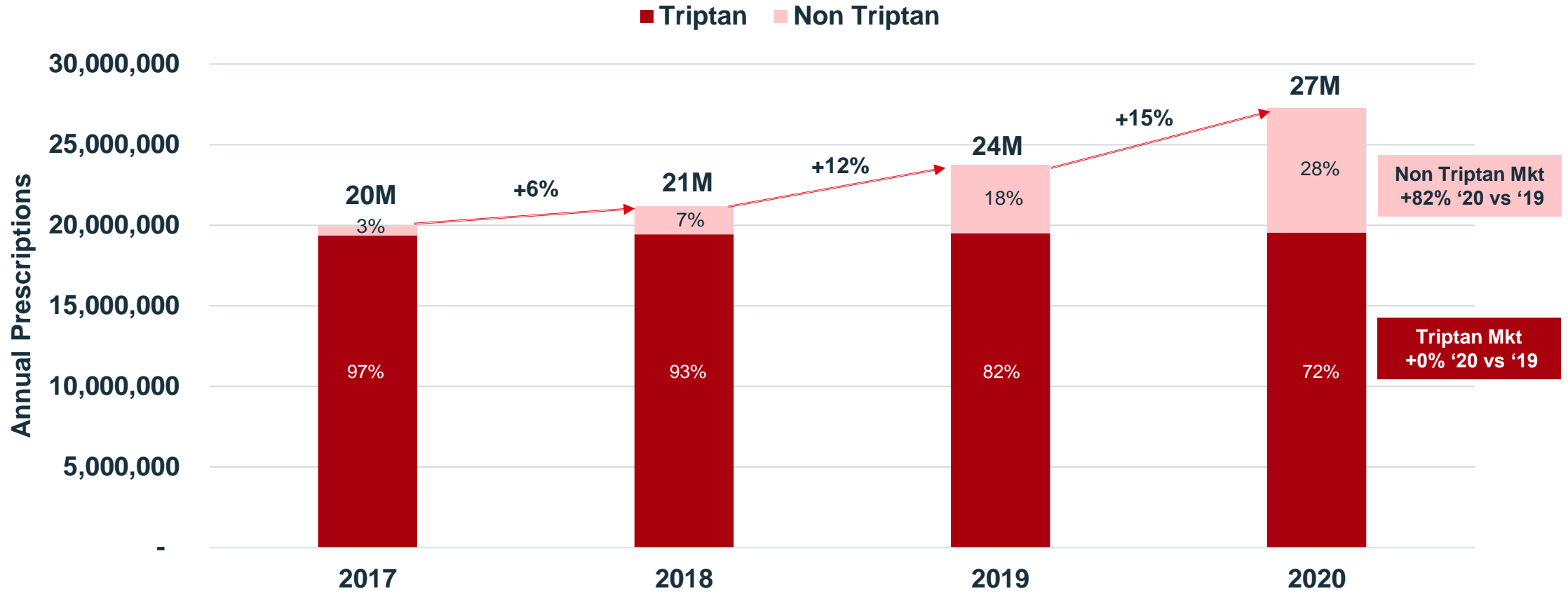
Completed 24 week  
treatment period;  
**90%** continued  
to 52 weeks

**84%**

Agreed  
TRUDHESA  
"easy to use"



# Migraine - Large Growing Market; Significant Unmet Needs



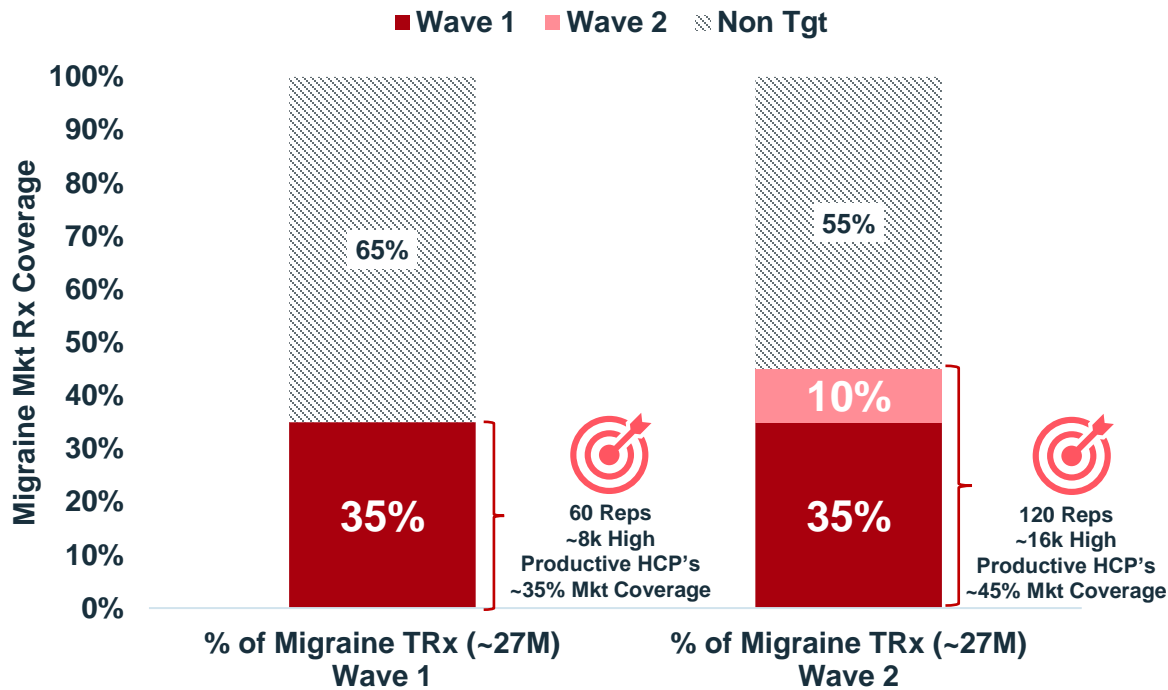
Source: Symphony Health

# Disciplined Go-To-Market Approach

## Concentrated Prescriber Base Allows for High Market Coverage at Launch

Wave 2 Increases the Number of Reps to 120 and Expands Coverage to 16k HCPs Covering 45% of Market

Our Focus: Targeting Highest Productive Writers



	# Reps	Mkt Coverage	Physicians Targeted	Neuro Avg Yearly TRx / HCP	PCP Avg Yearly TRx / HCP
Wave 1	60	~35%	~8k (4k Neuro + 4k PCP) 95% of Neuro Mkt 9% of PCP Mkt	1,352	705
Wave 2	+60	~45%	~16k (5k Neuro + 11k PCP) 96% of Neuro Mkt 25% of PCP Mkt	1,184	411

Wave 1 = ~\$1.4B\* in Estimated Net Sales

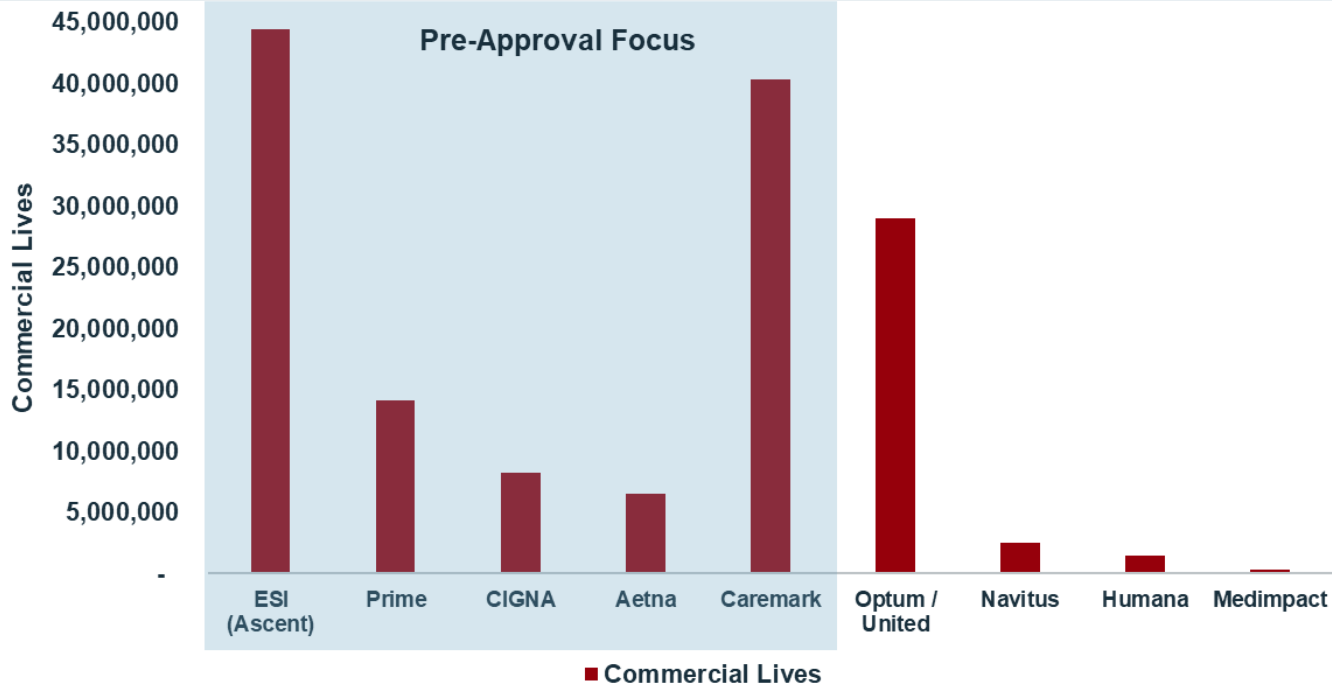
Source: Symphony Health

\* Wave 1: 35% of 27M Mkt TRx = 9.2M TRx (43% Branded at ~\$300/Rx and 57% Generic at ~\$30/Rx)



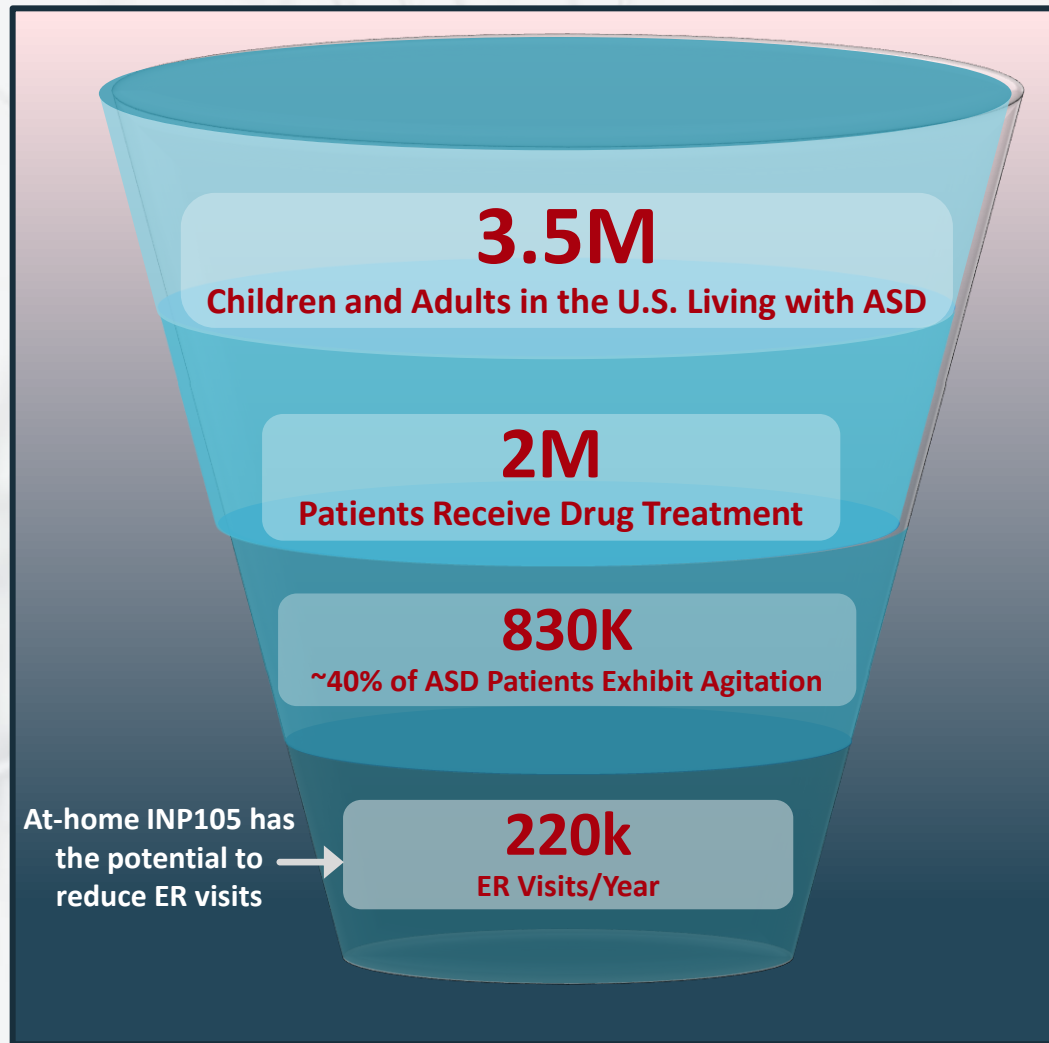
# Focused on Key MC Payers Prior to Approval

The “Essential 5 Payers at Launch” represent ~115M (~70%) of Commercial Lives



- Clinical presentations ongoing
- Anticipate contract negotiations through Q3 and Q4
- Actual formulary approval timing of “Essential 5” will vary during first six months of approval
- Projected peak commercial access of around 70% within 3 quarters of launch
- Patient-centric approach to reduce barriers in RX journey
  - Invest in “quick-start” programs to help patients experience TRUDHESA at launch prior to widespread coverage
  - Overcome high abandonment with traditional retail pharmacy with alternative patient channel options (digital pharmacy and telemedicine)

# INP105 – Potential to Provide Rapid and Non-Traumatic Acute Treatment of Agitation and Aggression in Autism



## Market Opportunity

- Rapidly growing incidences of ASD and growing unmet needs in treatment are likely to increase the demand for effective treatments
- Individuals with ASD have a high incidence of secondary problems with mood lability, tantrums, self-injurious behavior and aggressiveness toward others

## Current Treatment Options

- Antipsychotics including olanzapine offer safe and effective option
  - Risperidone and aripiprazole are FDA approved drugs for irritability associated with ASD but not considered long term solutions by KOLs

## Unmet Need

- Despite two approved therapies, 68% of ASD patients demonstrated aggression to a caregiver and 49% to a non-caregiver<sup>2</sup>
- Current options require daily dosing, tend to produce weight gain and diabetes risk; require close monitoring

# INP105 – Acute Treatment of Agitation and Aggression in Autism

INP105 - SIMILAR PK TO OLANZAPINE INJECTION, BUT FASTER TO PEAK BLOOD LEVELS

## Target Product Profile

### RAPID ONSET

Faster to peak blood level than IM

### WELL-TOLERATED

Minimal syncope

### POD DELIVERY

Non-invasive delivery administered by self or caregiver

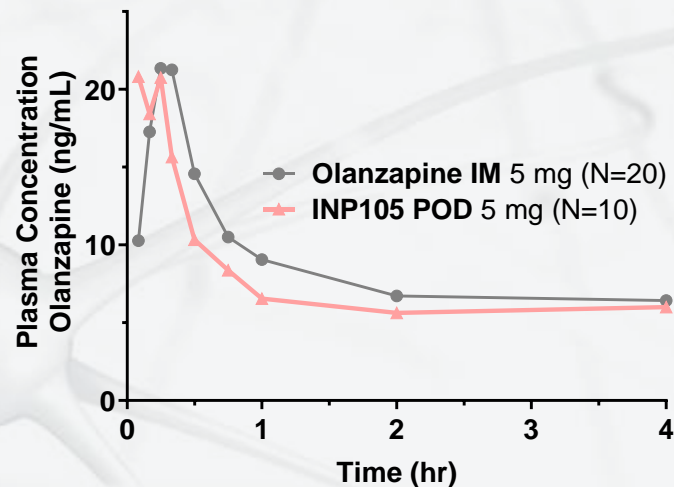
### TARGETS UNMET NEED

Currently no approved therapies for acute agitation in autism

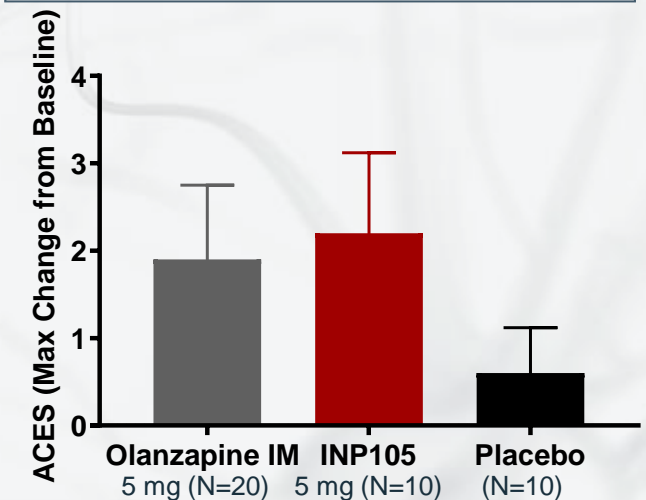


## Clinical Development to Date – Phase 1B

Rapid  $T_{max}$ ,  $C_{max}$  and AUC of INP105 matches 5mg olanzapine



INP105 ACES (agitation scale) change matches IM



INP105 Has Potential To Significantly Reduce Emergency Room Visits for Patients with Autism Spectrum Disorder

# Financial Results for Q2 2021

- **Research and Development (R&D) expenses**
  - \$6.1M for 2<sup>nd</sup> quarter 2021 vs. \$6.8M for the same period in 2020
  - Decrease primarily due to decrease in TRUDHESA clinical expenses as the Phase 3 study was closed
- **General and Administrative (G&A) expenses**
  - \$8.9M for 2<sup>nd</sup> quarter 2021 vs. \$6.1M for the same period in 2020
  - Increase primarily due to the ramp up in expenses for the commercial and marketing activity preparing for the TRUDHESA launch

# Financial Results for Q2 2021 (cont'd)

- **Net Loss**

- \$15.5M for 2<sup>nd</sup> quarter 2021 or (\$1.10) per common share vs. \$13.1M or (\$35.88) per common share for same period in 2020

- **Cash Runway**

- As of June 30, 2021 the Company had \$60.9M in cash, cash equivalents
- On July 2<sup>nd</sup>, the Company subsequently completed a \$50M debt financing; \$20M funded at closing
- The Company believes it has sufficient financial resources to fund operations through the end of 2022



# Impel – Recent and Upcoming Milestones

- **INP104 NDA Acceptance for Review**      **January 2021**
- **Successful \$80M IPO**      **April 2021**
- **Successful \$50M Debt Financing**      **July 2021**
- **INP104 PDUFA Date**      **September 6, 2021**
- **Planned TRUDHESA Launch**      **October 2021**
- **Initiation of INP105 PoC Study**      **Qtr4 2021**



**Focused Execution Towards Transformation**



# Q&A

