



Second Quarter 2017 Financial and Operational Results Slides to Accompany Investor Conference Call

August 2, 2017 NASDAQ: AMRN



MARIN

#### Forward-looking statements

This presentation contains forward-looking statements, such as those relating to the commercial potential of Vascepa<sup>®</sup>, Amarin's product development, clinical and regulatory efforts and timelines, potential FDA approvals, intellectual property, cash flow, and other statements that are predictive in nature and that depend upon or refer to future events or conditions, including financial guidance and milestones. These statements involve known and unknown risks, uncertainties and other factors that can cause actual results to differ materially. Investors should not place undue reliance on forward-looking statements, which speak only as of the presentation date of this presentation. Please refer to the "Risk Factors" section in Amarin's most recent Annual Report on Form 10-X and Quarterly Report on Form 10-Q filed with the SEC for a more complete description of risks of an investment in Amarin.

#### Presentation is for investors (not drug promotion)

This presentation is intended for communication with investors only.

Nothing in this presentation should be construed as promoting the use of Amarin's product or product candidates.



## Q2 2017 U.S. Commercial Results

- Record net product revenue of \$44.9 million, a 37% increase compared to Q2 2016
- Prescriptions increased by ~50% from Q2 2016
- Gross margin percentage increased to 75% vs. 73% for Q2 2016
- Increased guidance estimate to \$165.0 to \$175.0 million from \$155 to \$165 million for total 2017 net product revenue based on year-to-date results and anticipated trends

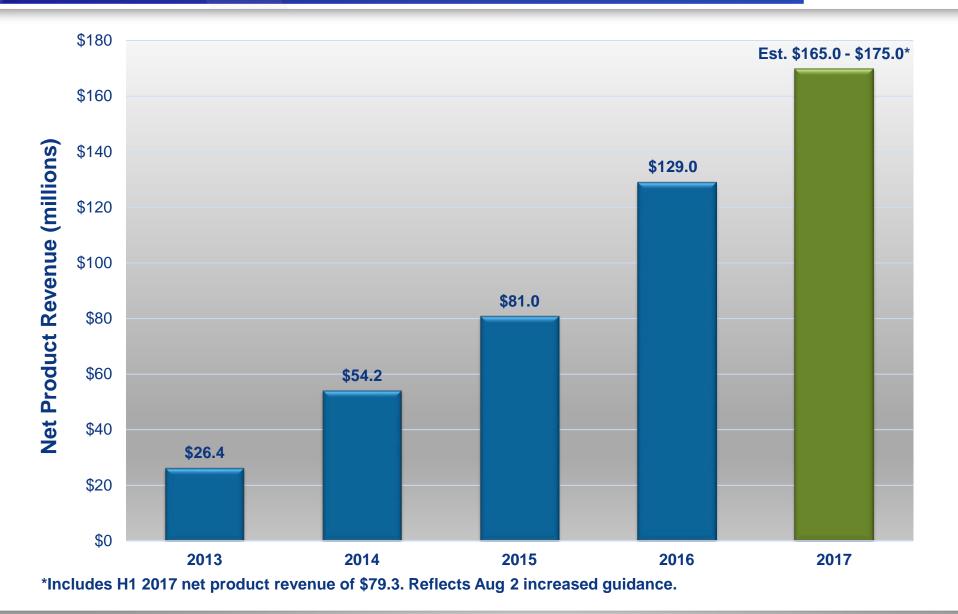
# R&D

- REDUCE-IT cardiovascular outcomes study approximately a year from reported results
  - Results, assuming trial runs to completion, expected in Q2 or Q3 2018
  - Onset of 100% of target primary events expected in early 2018
  - Interim analysis by independent DMC anticipated in Q3 2017; study not expected to stop early
- >30,000 patient years of study since REDUCE-IT enrollment started in Dec 2011

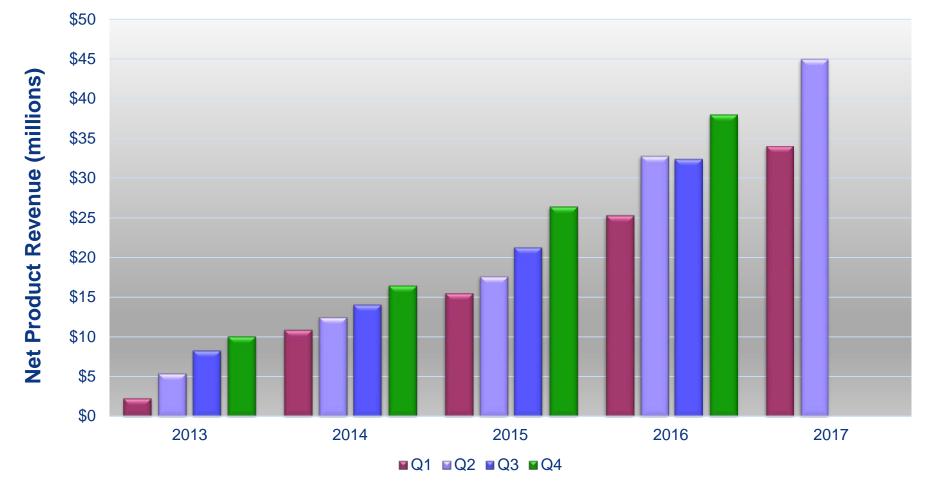
### Cash and Cash Flow

- Ended June 2017 with \$85.5 million
- Net cash flow from operations during Q2 2017 and H1 2017 was modestly positive excluding Q1 debt restructuring and net payments for R&D, interest and royalties

# Raising Full Year 2017 Net Product Revenue Guidance

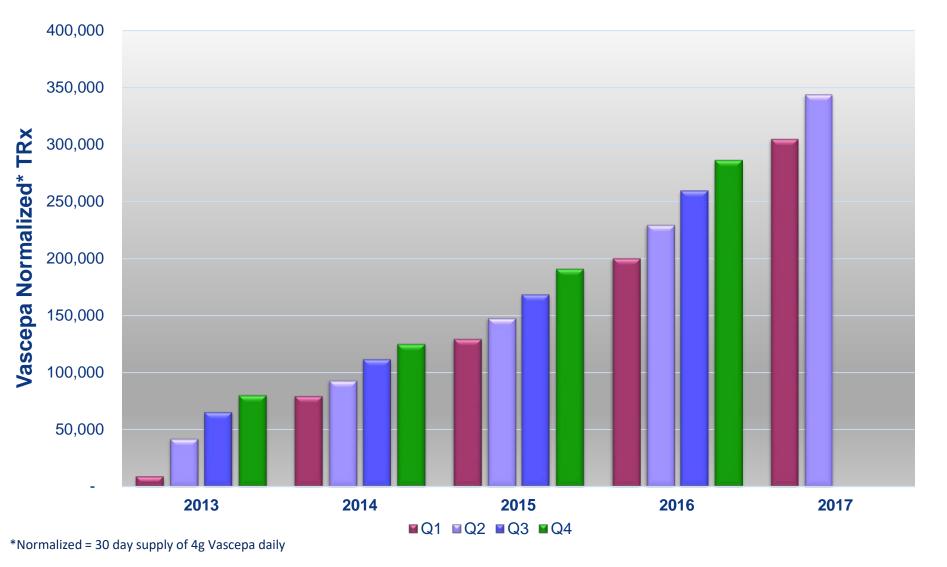


# Vascepa Quarterly Net Product Revenue History

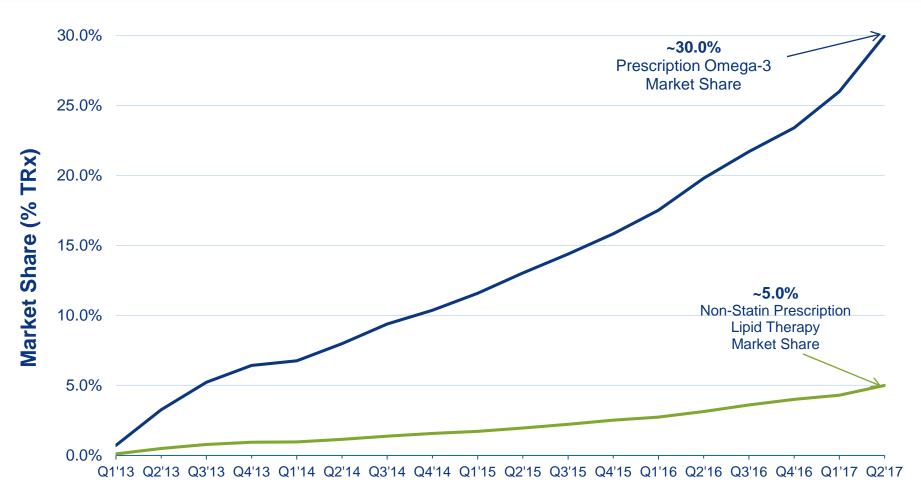


- Normalized prescription growth driving overall net product revenue increase, however, quarterly variability reflects various factors including changes in inventory levels maintained by independent wholesalers
- Q1 of each year typically slow due to seasonal factors; year over year comparisons may be most representative

# Vascepa Quarterly TRx History



Source: Symphony Health Solutions, PHAST



- Considerable growth opportunity remains
- Market share is higher in called upon targets than overall market share illustrated above



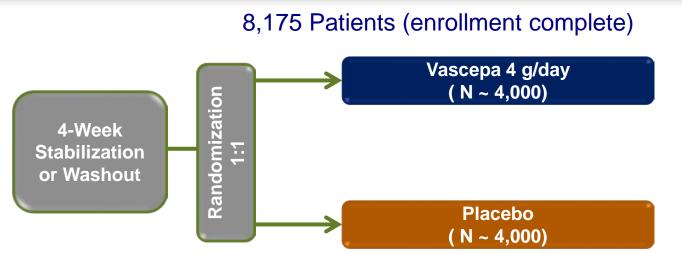
Cash	\$85.5	
Debt Obligations <sup>1</sup>		
EXCHANGEABLE SENIOR NOTES <sup>2</sup>	\$30.0	First put date Jan. 2022
ROYALTY-BEARING INSTRUMENT	\$118.3	10% of revenues until fully paid; no maturity date
<b>Common Stock and Equivalent Shares</b>		
COMMON/PREFERRED SHARES <sup>3</sup>	303.6	Preferred shares mirror common but non-voting
OPTIONS AND RESTRICTED STOCK	35.8	
TOTAL IF ALL EXERCISED	339.4	

<sup>1</sup> Represents face value of debt balance remaining to be paid in cash; a lower carrying value is reported for accounting purposes in accordance with U.S. GAAP

<sup>2</sup> \$30 million of 3.5% exchangeable senior notes due 2047; exchange price \$3.89/sh., adjusted under certain circumstances

<sup>3</sup> Includes 32.8 million common share equivalents issuable upon conversion of preferred shares

# REDUCE-IT: Blinded Events Based Outcomes Assessment of CV Risk Reduction vs. Placebo



#### Primary endpoint - time to first occurrence of composite MACE

- MACE (major adverse cardiovascular events): CV death; non-fatal MI; non-fatal stroke; coronary revascularization; and hospitalization for unstable angina (caused by myocardial ischemia, determined by invasive or non-invasive testing)
- All events adjudicated by independent, blinded, Clinical Endpoint Committee
- >30 pre-specified secondary and tertiary endpoints

#### Designed under Special Protocol Assessment (SPA) agreement

#### Study designed for 90% power to detect 15% relative risk reduction

- Assumes 1,612 primary endpoint events across a 4-5 year median patient follow-up period
- As with other long-term outcomes trials, actual study power may be higher or lower driven by typical factors such as the relative risk reduction observed between the treatment groups, the number of events observed at study completion and the aggregate time over which patients are studied

(In addition to positive Phase 3 trials of Vascepa)



#### Lower TG levels correlated with lower CHD risk when LDL-C is well controlled

PROVE-IT (Lipitor/Pravachol): Analysis of all patients well controlled for LDL (<70 mg/dL) in which patients with TG</li>
200 mg/dL were associated with 40% lower risk of recurrent CHD events vs. TG> 200 mg/dL

#### Multiple recent large genetic studies suggest TG and LDL-C levels are similar predictors of CHD

Do et.al.: genes regulating TG and LDL-C levels correlated strongly with coronary heart disease (0.40 and 0.39, respectively; P<0.0001) vs. HDL-C having weak correlation (0.04; p=0.32)</li>

# Subset of patients in clinical outcomes studies evaluating therapies that lower TG levels have shown benefit in subset populations of patients with baseline elevated TG, despite failed trials

- ACCORD (fenofibrate): Subgroup TG ≥ 204 mg/dL and HDL-C ≤ 34 mg/dL; MACE relative risk reduction 31%
- AIM-HIGH (Niacin ER); Subgroup TG>200 mg/dL and HDL-C <32 mg/dL; MACE relative risk reduction 36%

#### Same active ingredient (EPA) that was effective in JELIS, large Japanese outcomes study

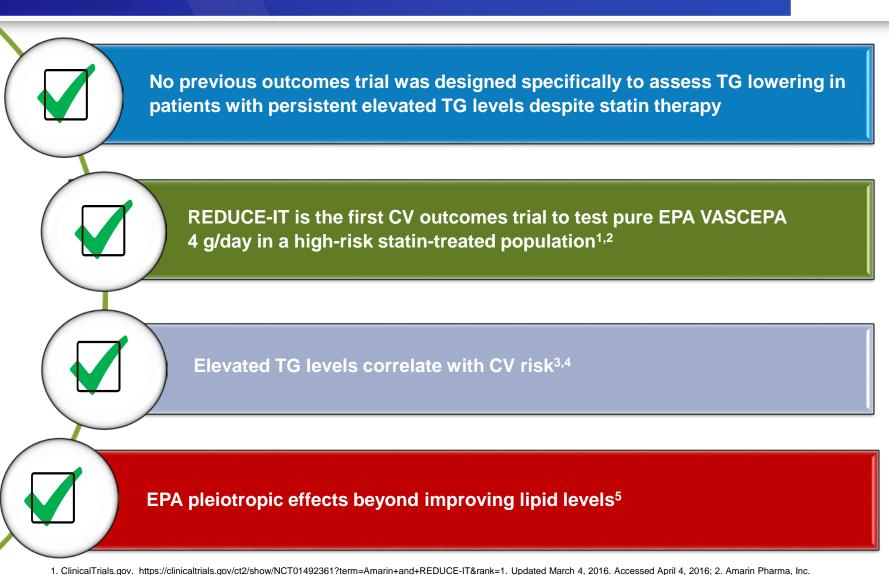
- 19% reduction (p =0.011) in CV events in overall population (which didn't have high TGs)
- 53% reduction (p =0.043) in CV events in subgroup with TG <150 mg/dL and HDL-C <40 mg/dL</p>

#### Supportive evidence of EPA's cardio-protective mechanisms beyond TG lowering

- CHERRY study: EPA + high dose statin  $\rightarrow$  2x plaque regressing vs. high dose statin therapy alone
- Nosaka et. al.: Early EPA + statin post PCI  $\rightarrow$  11% reduction in CV events vs. statin alone; CV death reduced 3.4%<sup>1</sup>
- Mechanistic effects of EPA have broad favorable effect on<sup>2</sup>:
  - Endothelial function
  - Oxidative stress
  - Foam cell formation
  - Inflammation/cytokines
  - Plaque formation/progression
  - Platelet aggregation
  - Thrombus formation
  - Plaque rupture

<sup>1</sup>Absolute risk reduction at 1 year (9.2% vs 20.2%); absolute reduction in CV related deaths was 3.4%. Nosaka K et al. Int'l Journal Cardiology. 2017;228:173-179 <sup>2</sup>Borow KM et al. Atherosclerosis. 2015;242(1):357-366

# **REDUCE-IT: Recap of Positioning**



1. Clinical rials.gov. https://clinicaltrials.gov/ct2/show/NC101492361/term=Amarin+and+REDUCE-11&rank=1. Updated March 4, 2016. Accessed April 4, 2016; 2. Amarin Pharma, inc. http://www.amarincorp.com/products.html. Updated March 7, 2016. Accessed April 4, 2016. 3. Sarwar N et al. *Circulation*. 2007;115(4):450-458; 4. Miller M et al. *J Am Coll Cardiol*. 2008;51(7):724-730; 5. Borow KM et al. *Atherosclerosis*. 2015;242(1):357-366

# **Consolidated Balance Sheet**



	June	30,2017	December 31, 2016		
		(in thousands)			
ASSETS					
Current Assets:					
Cash and cash equivalents	\$	85,464	\$	98,251	
Restricted cash		600		600	
Accounts receivable, net		37,475		19,985	
Inventory		24,814		20,507	
Prepaid and other current assets		2,076		6,983	
Total current assets		150,429		146,326	
Property, plant and equipment, net		52		78	
Deferred tax as sets		11,082		11,082	
Other long-term assets		173		741	
Intangible asset, net		8,449		8,772	
TOTAL ASSETS	\$	170,185	\$	166,999	
LIABILITIES AND STOCKHOLDERS' DEFICIT Current Liabilities:					
	\$	16 455	\$	6.062	
Accounts payable	Э	16,455	\$	6,062	
Accrued expenses and other current liabilities		49,102		37,720	
Current portion of exchangeable senior notes, net of discount		455		15,351	
Current portion of long-term debt from royalty-bearing instrument		18,833		15,944	
Deferred revenue, current		1,447		1,172	
Total current liabilities		86,292		76,249	
Long-Term Liabilities:					
Exchangeable senior notes, net of discount		28,884		_	
Long-term debt from royalty-bearing instrument		79,283		85,155	
Deferred revenue, long-term		13,332		13,943	
Other long-term liabilities		1,158		710	
Total liabilities		208,949		176,057	
Stockholders' Deficit:					
Preferred stock		24,364		24,364	
Common stock		208,556		207,166	
Additional paid-in capital		970,797		964,914	
Treasury stock		(3,902)		(1,498)	
Accumulated deficit		(1,238,579)		(1,204,004)	
Total stockholders' deficit		(38,764)		(9,058)	
TOTAL LIABILITIES AND STOCKHOLDERS' DEFICIT	¢	170 185	¢	166 000	
TO TAL LIADILITIES AND STOCKHOLDEKS' DEFICIT	\$	170,185	\$	166,999	

# **Consolidated Statements of Operations**



	Three months ended June 30, (in thousands, except per share amounts)				Six months ended June 30, (in thous ands, except per share amounts)			
		2017		2016		2017		2016
Product revenue, net	\$	44,948	\$	32,815	\$	79,292	\$	58,122
Licensing revenue		293		296		586		532
Total revenue, net		45,241		33,111		79,878	. <u> </u>	58,654
Less: Cost of goods sold		11,401		8,861		19,599		15,757
Gross margin		33,840		24,250		60,279		42,897
Operating expenses:								
Selling, general and administrative (1)		31,545		26,066		65,716		54,086
Research and development (1)		13,694		12,578		24,517		26,308
Total operating expenses		45,239		38,644		90,233		80,394
Operating loss		(11,399)		(14,394)		(29,954)		(37,497)
Gain on change in fair value of derivative liabilities (2)		_		5,810		_		4,560
Interest expense, net		(2,315)		(5,616)		(4,696)		(11,202)
Other income (expense), net		80		(182)		75		(303)
Loss from operations before taxes		(13,634)		(14,382)		(34,575)		(44,442)
Benefit from income taxes				1,028				1,317
Net loss	\$	(13,634)	\$	(13,354)	\$	(34,575)	\$	(43,125)
Loss per share:								
Basic	\$	(0.05)	\$	(0.07)	\$	(0.13)	\$	(0.23)
Diluted	\$	(0.05)	\$	(0.07)	\$	(0.13)	\$	(0.23)
Weighted average shares:								
Basic		270,725		184,471		270,445		184,262
Diluted		270,725		184,471		270,445		184,262

- Excluding non-cash stock-based compensation, selling, general and administrative expenses were \$28,478 and \$23,173 for the three months ended June 30, 2017 and 2016, respectively, and research and development expenses were \$13,136 and \$12,106, respectively, for the same periods. Excluding non-cash stock-based compensation as well as co-promotion fees paid to our U.S. co-promotion partner, selling, general and administrative expenses were \$23,909 and \$18,622 for the three months ended June 30, 2017 and 2016, respectively.
- (2) Non-cash gains and losses result from changes in the fair value of long-term debt derivative liabilities.