



Leading a New Paradigm in Cardiovascular Health Management

Investor Presentation Cowen and Company 39th Annual Health Care Conference NASDAQ: AMRN





#### Forward-looking statements

This presentation contains forward-looking statements, such as those relating to the commercial potential of Vascepa<sup>®</sup>, 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. For example, as with any study result, further REDUCE-IT data assessment and data release by Amarin and FDA could yield additional useful information to inform greater understanding of the trial outcome. Investors should not place undue reliance on primary data or 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 Form 10-K filed with the SEC and cautionary statements outlined in recent press releases for more complete descriptions of risks in 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.

## Amarin Addressing Large Unmet Medical Needs

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# Problem: cardiovascular (CV) disease is an enormous and worsening public health burden

Unmet Need: urgent need to help more patients with CV disease; lowering cholesterol alone is not enough





Solution: Landmark positive CV outcomes trial results of Amarin's Vascepa<sup>®</sup> shows it can effectively and safely lessen this enormous CV health burden

- Landmark global outcomes study positions Vascepa to become first drug to costeffectively help address residual CV risk beyond cholesterol management
  - Unprecedented results presented at AHA and published in NEJM in Nov'18
- Amarin pursuing expanded label and promotion for Vascepa based on recent outcomes study results from REDUCE-IT<sup>™</sup> trial

Advantage of Being First but Not New: potential cost-effective high share of voice coupled with existing broad formulary coverage positions Vascepa well for growth in billion dollar market

## Large Need for CV Risk Reduction Beyond Controlled LDL-C

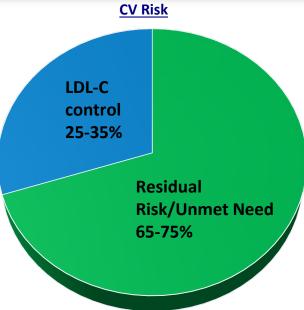
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#### ~65%-75% residual CV risk beyond current standard of care<sup>1</sup>

- Controlled LDL-C does not eliminate CV risk
- Remaining residual CV risk high even with controlled LDL-C

#### Cardiovascular Disease: #1 cause of death in the U.S.

- >800,000 deaths each year attributable to CV disease; more than all cancers combined<sup>2</sup>
- Annual treatment cost \$555 billion; expected to double within twenty years<sup>3, 4</sup>
- One death every 38 seconds



#### No FDA approved therapy exists for treating CV risk in dyslipidemia patients beyond LDL-C

- ~38M patients in U.S. are on statin therapy
- >25% of adults in U.S. have CV risk factors beyond LDL-C (e.g. ~50M to 70M adults in U.S. have elevated triglycerides levels >150 mg/dL)
  - ~12M of these patients are already on statin therapy

1) Ganda OP, Bhatt DL, Mason RP, Miller M, Boden WE. Unmet need for adjunctive dyslipidemia therapy in hypertriglyderidemia management. J Am Coll Cardiol. 2018. 2) AHA: Heart Disease and Stroke Statistics 2018 At-a-Glance 3) http://www.heart.org/idc/groups/heart-public/@wcm/@adv/documents/downloadable/ucm\_491543.pdf 4) Centers for Disease Control and Prevention, https://www.cdc.gov/nchs/fastats/leadingcauses-of-death AHA: Cardiovascular Disease: A Costly Burden for America — Projections through 2035.htm, January, 20, 2017,

## Unprecedented CV Outcomes Position Amarin for Growth



#### Positive results reported in late'18 from REDUCE-IT cardiovascular outcomes study

- Evaluated Vascepa effects on statin treated patients with residual elevated TG and other CV risks
- New England Journal of Medicine and the American College of Cardiology recognized REDUCE-IT™ results as top cardiovascular news for 2018
- Study conducted under a Special Protocol Assessment (SPA) agreement with FDA

#### sNDA submission on-track for Q1'19 (before end of March'19)

- sNDA to seek expanded label for cardiovascular risk reduction
- Vascepa positioned to be first approved therapy to address above described CV risk

#### Expanding commercialization of Vascepa

- Amarin sales force at start of 2019 increased to 400 sales reps from 150 sales reps
  - Qualified promotion of outcomes study results commenced
- Further commercial expansion anticipated, including consumer promotion, after new label

#### Increasing Vascepa revenues before and after REDUCE-IT results

- \$229 million in 2018 net total revenue
  - \$48.1 million growth over 2017 driven primarily by TRx growth (limited impact from REDUCE-IT on '18 revenue levels as REDUCE-IT results were presented and published late in 2018)
- \$350 million in 2019 net total revenue projected
  - Projection assumes no benefit in 2019 from expanded label

## Primary Endpoint Achieved in Vascepa Outcomes Study Largest CV Risk Reduction of Any Drug on Top of Statin Therapy

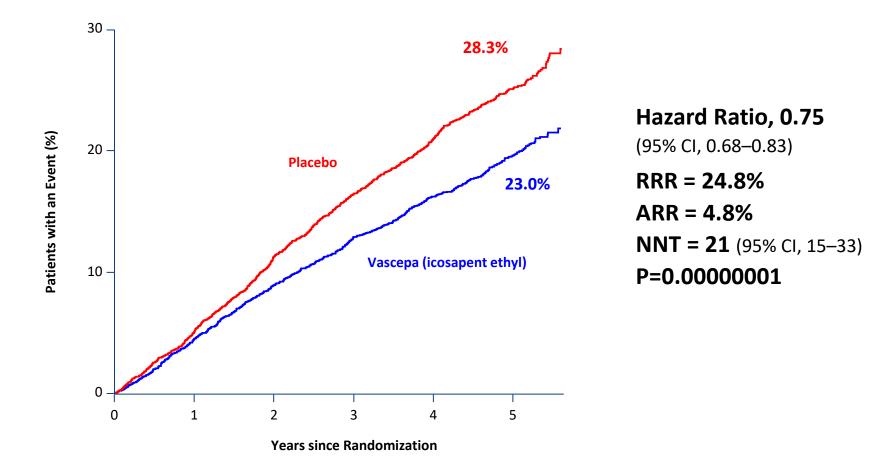


Endpoint	Relative Risk Reduction (RRR) on top of statin therapy	P-value	
Primary Endpoint (5-point MACE)	↓ 25%	0.0000001	
Key Secondary Endpoint (3-point "H	lard" MACE) <b>↓ 26%</b>	0.000006	
CV Death	↓ 20%	0.03	
Heart Attack (Fatal or Nonfatal)	<b>↓ 31%</b>	0.000005	
Stroke (Fatal or Nonfatal)	↓ 28%	0.01	

#### "This may be the biggest development in cardiovascular prevention since statins."

- Deepak L. Bhatt, MD, MPH
  - **Professor of Medicine at Harvard Medical School**
  - Executive Director of Interventional Cardiovascular Programs at Brigham and Women's Hospital Heart and Vascular Center Global Principal Investigator and Steering Committee Chair for REDUCE-IT
  - Brigham and Women's REDUCE-IT results press release November 10, 2018

CV Event Curve for Primary Endpoint Separated at ~1 Year and Remained Separated Throughout Follow-up Period

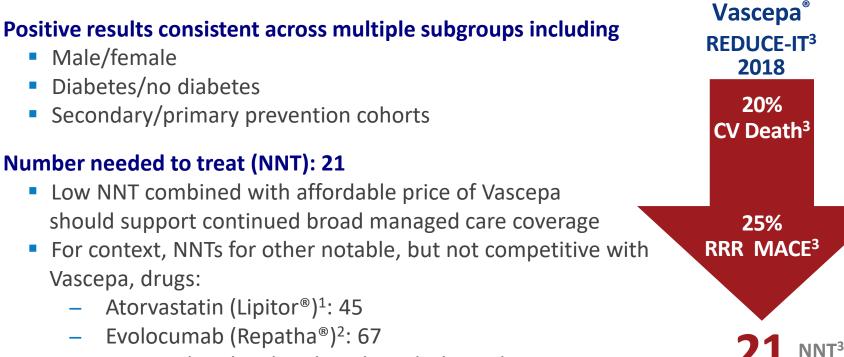


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CV event curve for key secondary endpoint (3-point MACE), not shown here, separated prior to 2 years and remained separated throughout follow-up period

## Additional Important Results from REDUCE-IT

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- No head-to-head study with these drugs
- Study periods and study populations differ

1) LaRosa JC, Grundy SM, Waters DD, et al. Intensive lipid lowering with atorvastatin in patients with stable coronary disease. N Engl J Med 2005; 352: 1425–35. 2) Sabatine MS, Giugliano RP, Keech AC, et al. Evolocumab and clinical outcomes in patients with cardiovascular disease. N Engl J Med. 2017;376:1713. 3) Bhatt DL, Steg PG, Miller M, et al. N Engl J Med. 2018.



#### Reduction of CV events was similar for patients with TG levels above and below 150 mg/dL

- ~10% of patients enrolled had TG levels <150 mg/dL</p>
- At 1 year ~36% of patients on Vascepa had TG levels <150 mg/dL</p>
  - Primary endpoint RRR in such patients were 29% and 30% for TG  $\geq$ 150 mg/dL and <150 mg/dL

#### **REDUCE-IT** was a clinical outcomes study not a TG lowering trial

- Median change in TG from baseline to year 1 for Vascepa vs. placebo was -19.7%
  - Similar to JELIS study, RRR exceeded TG reduction
- Median change in LDL-C from baseline to year 1 for Vascepa vs. placebo was -6.6%
  - RRR, as expected, was not likely significantly due to LDL-C modification

#### Clinical affect of Vascepa cannot be generalized to any other product

 Vascepa has multiple effects that extend beyond lipid-level modification including antithrombotic effects, antiplatelet or anticoagulant effects, membrane-stabilizing effects, effects on stabilization and/or regression of coronary plaque and inflammation reduction

## Vascepa Well Tolerated with Safety Profile (not efficacy profile) Consistent with Omega-3 Fatty Acids and Current FDA Labelling



# Overall adverse event rates in REDUCE-IT were similar across the statin plus Vascepa and the statin plus placebo treatment groups

- Overall patient population had numerous events reflecting their at-risk condition and need for medical care
- No significant differences between treatments in the overall rate of treatment-emergent adverse events or serious adverse events leading to withdrawal of study drug

#### No Serious Adverse Event (SAE) >2% frequency and greater in Vascepa-arm

#### Adverse Events (AE) greater in the Vascepa-arm, included:

- Peripheral edema (6.5% Vascepa-arm; 5.0% placebo-arm), atrial fibrillation (5.3% Vascepaarm; 3.9% placebo arm) and serious bleeding (2.7% Vascepa-arm; 2.1% placebo-arm)
- These events did not appear associated with increased MACE or other major issues
  - Peripheral edema increased without increase in heart failure
  - AFib increased but heart attack, cardiac arrest and sudden death each decreased >30%
  - Bleeding rates were characterized as low; no fatal bleeding assessed by investigators as related to Vascepa; no significant increases in hemorrhagic stroke, CNS bleeding or GI bleeding

## 25% RRR on Top of Controlled LDL-C is Landmark Result



Class	СVОТ	Relative Risk Reduction (RRR)	Positive CVOT	Peak Net Sales in U.S.			
STATIN THERAPY							
Statins	Various	25-35%	V	>\$20B - 2016			
OTHER LDL-CHOLESTEROL LOWERING DRUGS ON TOP OF STATIN THERAPY							
Cholesterol Absorption Inhibitors	IMPROVE-IT	6%	V	\$1.8B - 2007			
PCSK9 Inhibitors	FOURIER ODYSSEY	15% 15%	V	Recently Launched			
OTHER DRUGS <u>ON TOP</u> OF STATIN THERAPY							
Anti-Inflammatory	CANTOS	15%	V	N/A			
Omega-3 Mixture (Lovaza 1g/d)	ASCEND/VITAL	Not Significant	X	\$1.0B - 2013			
EPA (Epadel)	JELIS	19%	V	N/A (in Japan only)			
EPA (Vascepa)	<b>REDUCE-IT</b>	25%	V	TBD			

25% RRR with Vascepa <u>is largest of any therapy on top of statins</u> Many other therapies failed trying to lower CV risk (e.g. CETP inhibitors, fibrates, niacin) Lipitor (atorvastatin) lowers CV risk ~25%; REDUCE-IT effect is incremental to statins

## Science of Lipid Management and Clinical Effects of Omega-3 Fatty Acids Are Complex

Vascepa is unique proven prescription therapy developed over 10 years at cost of >\$500M

#### Single active ingredient EPA (eicosapentaenoic acid)

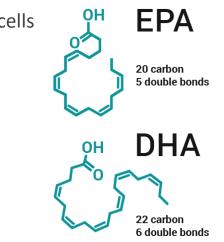
- Unique omega-3 molecule<sup>1</sup> derived from nature
  - New chemical entity designation by FDA for Vascepa as pure EPA
  - Purity achieved while overcoming the fragility and stability issues associated with omega-3s
- Excludes saturated fats, omega-6s and other components in fish oil
- No known drug-drug interactions<sup>1</sup>

#### EPA is smaller than DHA in length and number of double bonds that influence activities

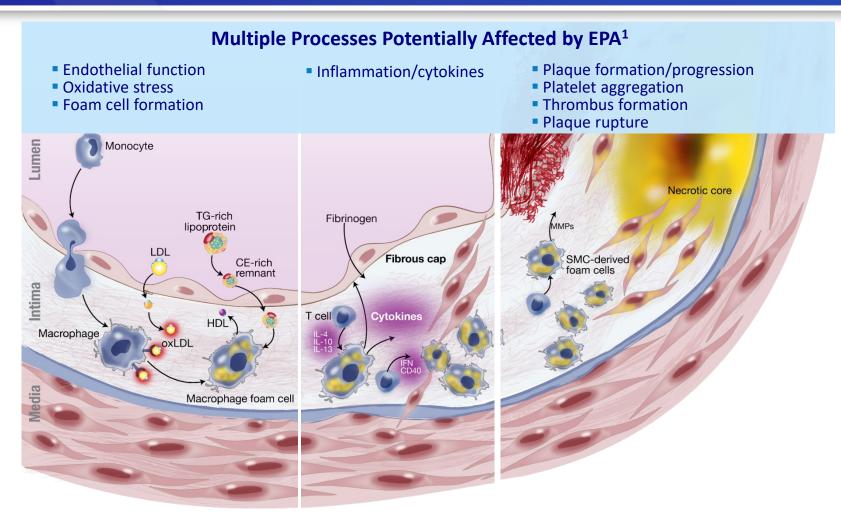
- Small molecule capable of entering and improving function of endothelial cells
- Doesn't inhibit clearance of LDL-C like DHA (docosahexaenoic acid)

#### **Omega-3s are easily oxidized or otherwise damaged**

- Vascepa is expertly manufactured and encapsulated
- Demonstrated multi-year stability with consistent reproducibility



## Mechanistic Effects of Vascepa's Active Ingredient on Multiple Atherosclerotic Processes Beyond Lipid Modification



The extent to which these or other pleiotropic effects of EPA may have contributed to the success of Vascepa in the REDUCE-IT study relative to other effects of EPA (e.g. lipid lowering) is under evaluation

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### Commercial Expansion Aligns with Improved Patient Care

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#### Priority focus on large U.S. market opportunity

#### Transforming from niche to large outcomes-based opportunity

#### Market experience provides foundation for growth

- Managed care coverage already broad
- >5M Rx for Vascepa since launched for niche market in 2013

#### **Expanding Vascepa promotion in 2019**

- Expanded U.S. physician targets from ~20k to >50k
- Initial feedback from healthcare professionals regarding REDUCE-IT results broadly positive
- Targeted promotion under Amarin's First Amendment decision and related FDA agreement reached in 2016 regarding communication of truthful and non-misleading information to healthcare professionals
  - Expand promotion further following label expansion



## Amarin Preparing for Growth Leveraging REDUCE-IT Results

#### **Strengthening relationships**

- Building relationships with KOLs and industry groups
  - >40 scientific publications/posters supported in 2018

#### Supply capacity expanding

- Multiple proven suppliers for Vascepa
  - Capacity expanding to be able to support >\$1B in potential net Vascepa revenue in 2019 while actively evaluating options for further expansion

#### Sustainable business

- Vascepa patents listed in the FDA's Orange Book expire in 2030
  - Teva, by agreement, may launch generic in August 2029
- NCE protection

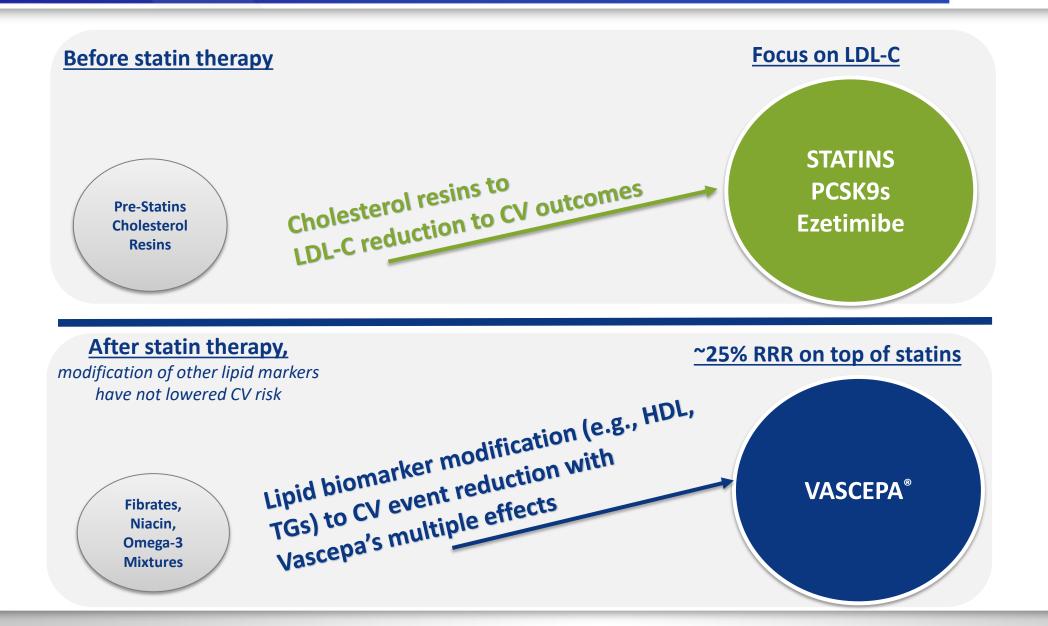
#### **International expansion**

- Commercial partners pursuing regulatory approvals for Vascepa in Canada, China and Middle East
- Vascepa recently approved for sale in Lebanon and in United Arab Emirates
- Partners in other geographies outside the United States to be pursued
- Aiming in 2019 to submit application seeking approval for Vascepa in Europe



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# Capitalization Summary (Millions)



Cash and Cash Equivalents	\$249	
Debt Obligations		
NOTES	\$ -	None
ROYALTY-BEARING INSTRUMENT <sup>1</sup>	\$89	10% of revenues until fully paid; no maturity date
Common Stock and Equivalent Shares		
COMMON/PREFERRED SHARES <sup>2</sup>	355	Preferred shares mirror common but non-voting
OPTIONS AND RESTRICTED STOCK	29	
TOTAL IF ALL EXERCISED	384	
Tax Jurisdiction (primary)	Ireland	Loss carryforwards of ~\$800

<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> Includes 29 million common share equivalents issuable upon conversion of preferred shares





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