



# Building a Global Netarsudil Franchise

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OIS Glaucoma Innovation Summit – October 21, 2021

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Netarsudil Franchise Growth in the U.S.

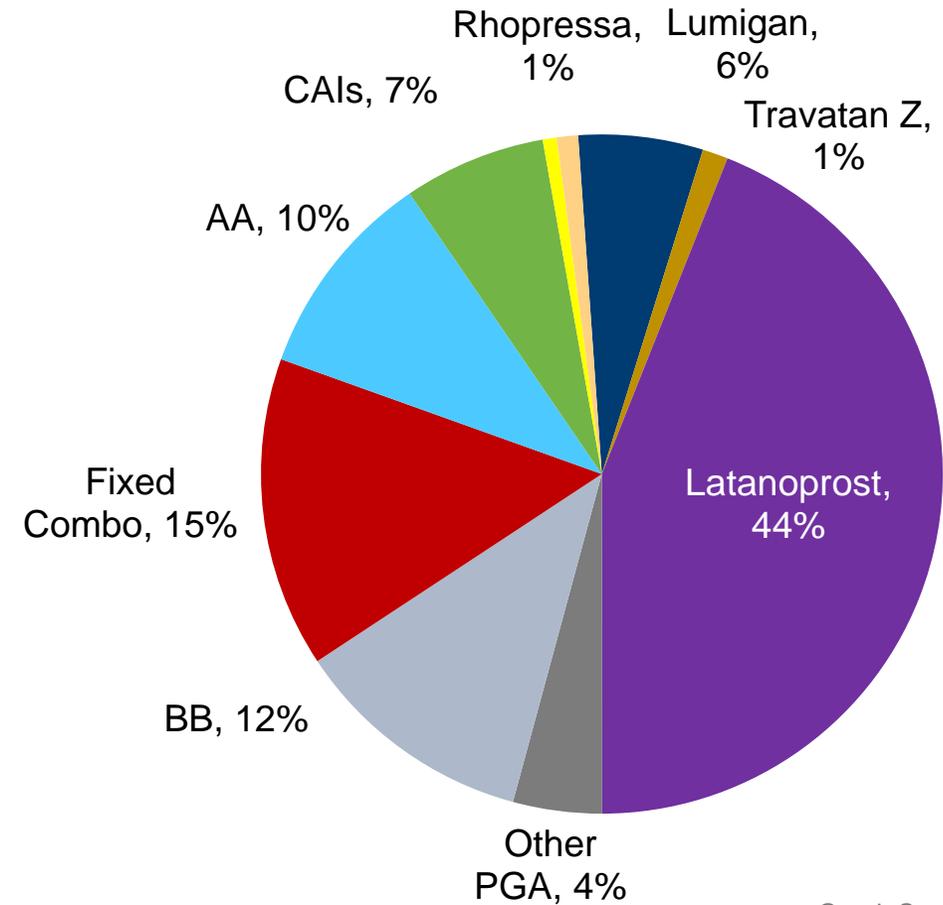


## 2020 U.S. Glaucoma Market

- ~\$3B Market, 34M TRx, 55M bottles

*Rhopressa<sup>®</sup> launched 2018*

*Rocklatan<sup>®</sup> launched 2019*



Graph Source: IQVIA 2020  
CAI: Carbonic Anhydrase Inhibitor  
AA: Alpha Agonist  
BB: Beta Blocker

# Netarsudil Franchise Snapshot – U.S.



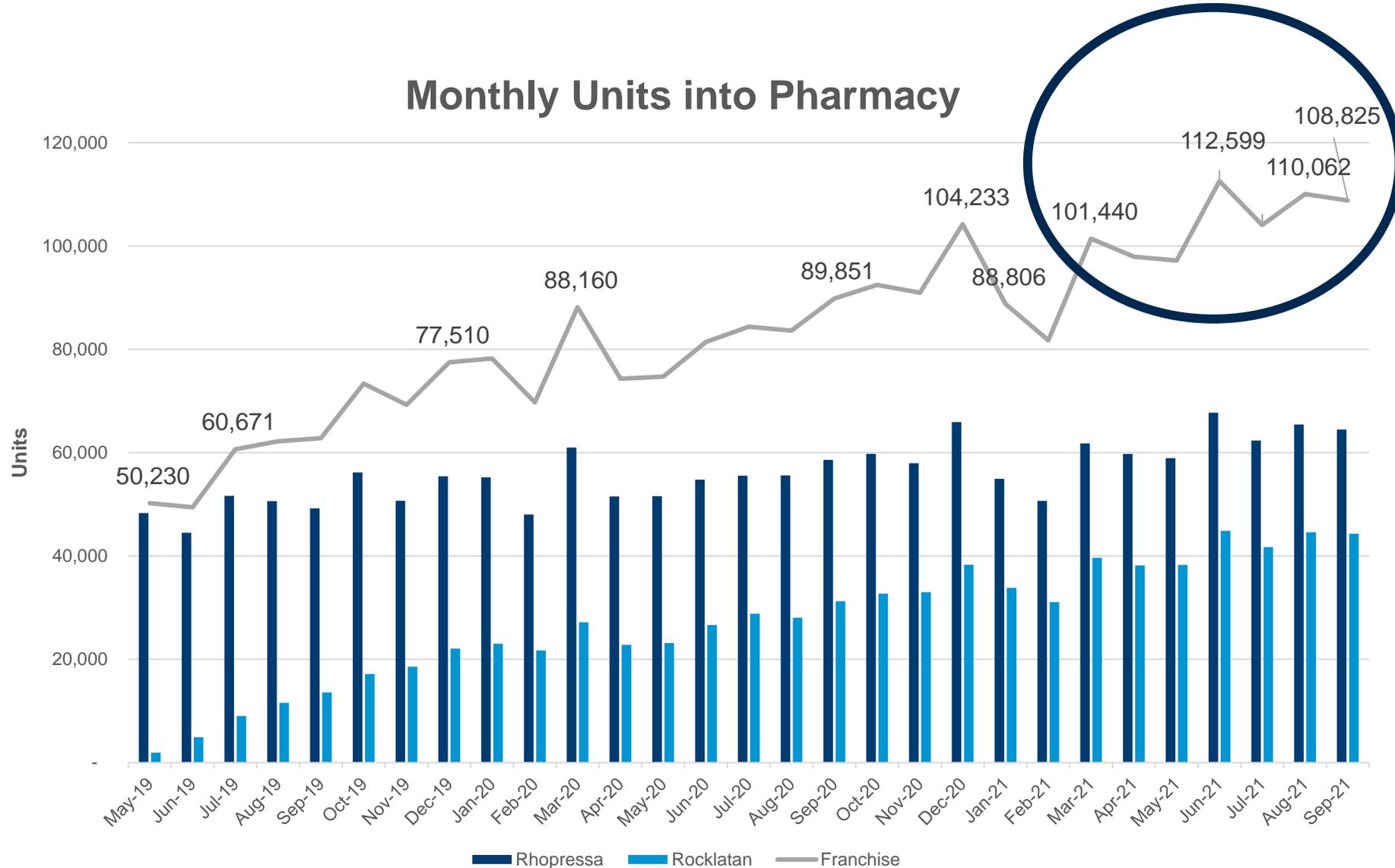
- Monthly prescribers = **~10,000**
- Weekly prescribers = **~5,000**
- Rhopressa<sup>®</sup> and Rocklatan<sup>®</sup> are covered for **8 out of 10** insured patients (Commercial and Med D)

**>215,000 PAs  
submitted for  
Rhopressa<sup>®</sup>  
and Rocklatan<sup>®</sup>**

# Monthly Franchise Units Out Now Exceed 100K



## Monthly Units into Pharmacy



# Aerie Franchise TRx Performance



Aerie Franchise prescriptions **grew** by **119,000**  
Glaucoma Market prescriptions **declined** by **911,000**

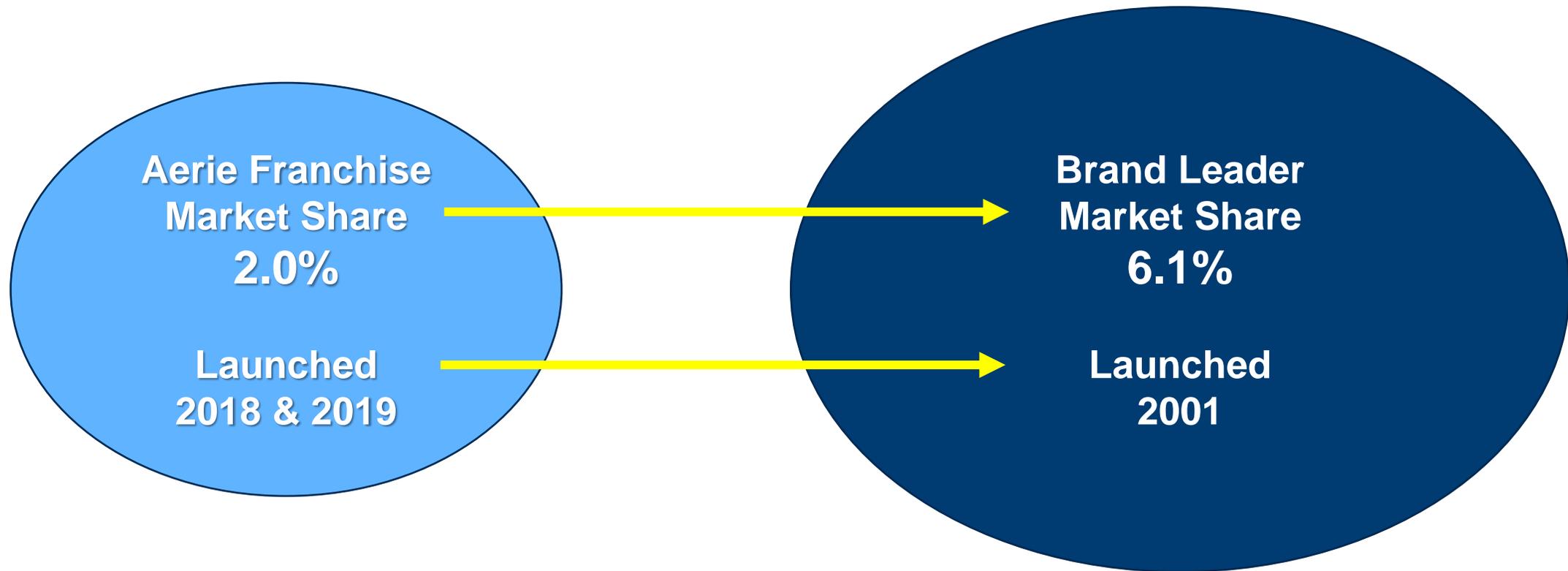
	MATTY 6/2020	MATTY 6/2021	% Chg
Rhopressa <sup>®</sup>	373,502	396,309	6%
Rocklatan <sup>®</sup>	136,485	232,538	70%
<b>Franchise</b>	<b>509,987</b>	<b>628,847</b>	<b>23%</b>
Market	34,768,837	33,857,582	-3%

Data source: IQVIA NPA

# Competitive Market Share



After just 3 years, the Aerie Franchise is 1/3 of the way to overtaking the brand market leader



Market share in prescriptions  
IQVIA data

# Netarsudil Franchise Expansion to the EU



# Aerie in the EU Glaucoma Market



## EU “Big Five” 2020

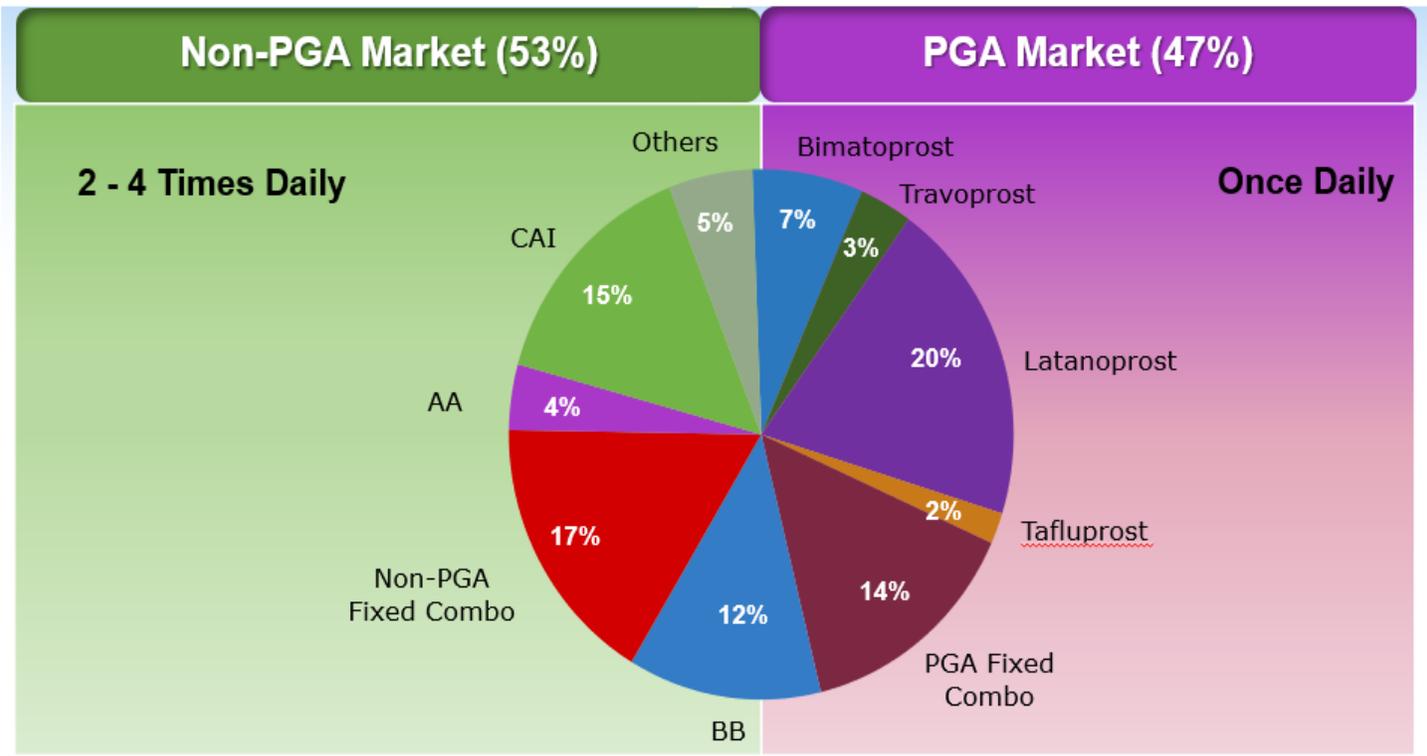
~\$950MM, 98MM Units

*Rhopressa® (Rhokiinsa®) approved 2019*

*Rocklatan® (Roclanda®) approved 2021*

Rocklatan superior to latanoprost at all time points (M1, M2 – U.S. studies)

Rocklatan non-inferior to Ganfort® (M3 – EU study)



## Discussions on commercial partnership underway

Sources: IQVIA Midas data at ex-manufacturer price level and Unit-April 2021. \*TRx calculated from IQVIA unit data (1 month = 1 TRx)

# Netarsudil Franchise Expansion to Japan



# Approaching the Glaucoma Market in Japan

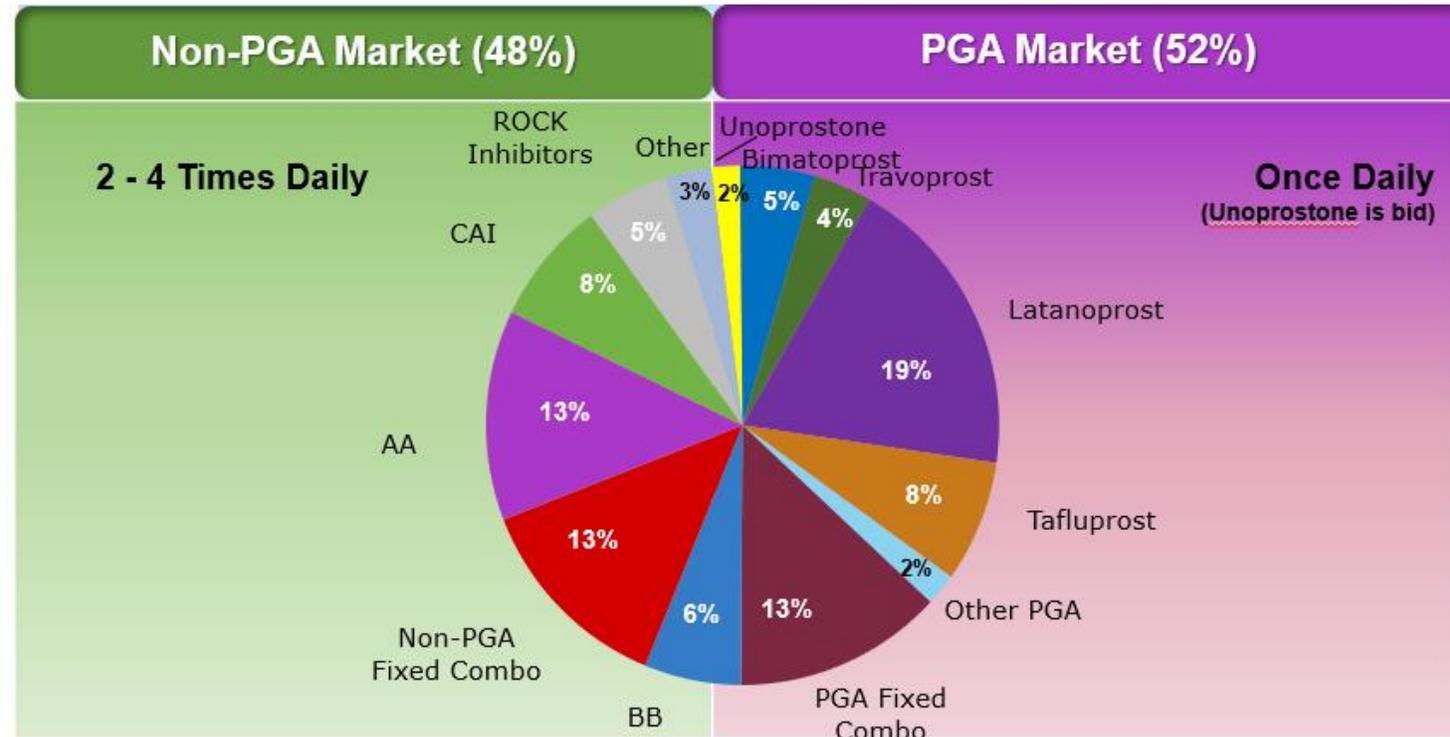


## Japan Glaucoma Market - 2020

~\$0.8 B, 60MM TRx

**Successful** Phase 2 topline results for Rhopressa - Nov. 2019

**Successful** Phase 3 topline results for Rhopressa - Oct. 2021



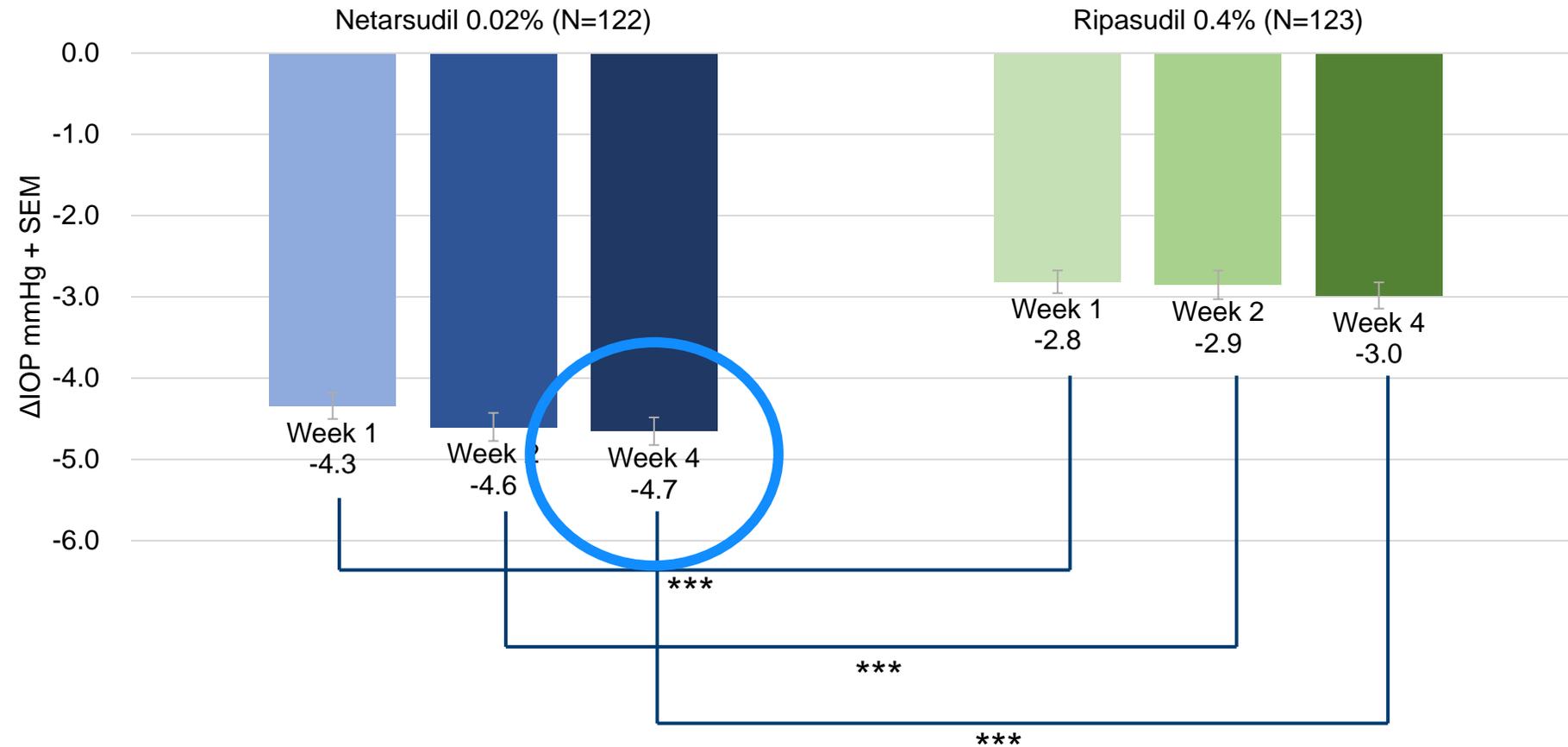
Licensing agreement with Santen for Japan and several other Asian countries

Sources: IQVIA Midas data at ex-manufacturer price level and Unit-April 2021. \*TRx calculated from IQVIA unit data (1 month = 1 TRx)

# Japan Phase 3 Efficacy Study – Netarsudil Demonstrates Superiority to Ripasudil



Change in Mean Diurnal IOP (MCMC)

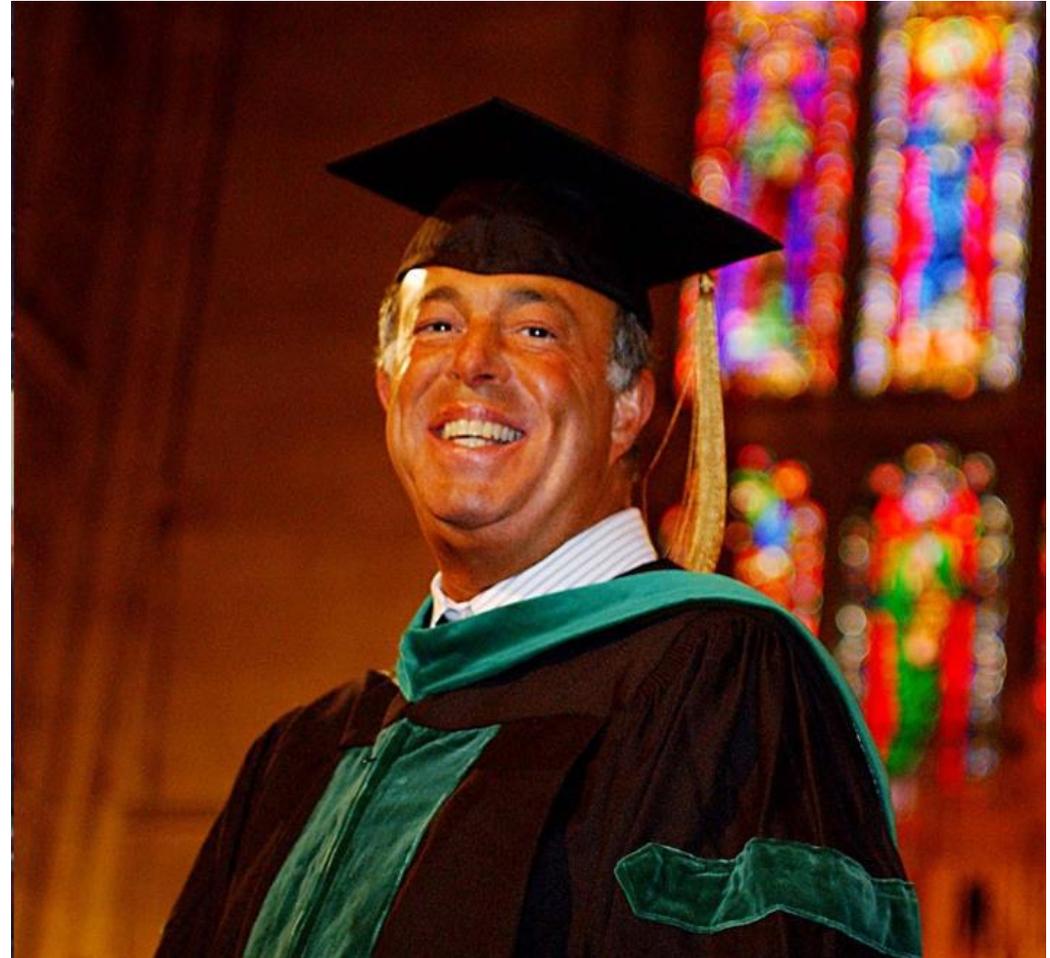


\* p-value < 0.05 , \*\*p-value < 0.01, \*\*\*p-value < 0.001

- Netarsudil 0.02% was well tolerated
- Principal ocular adverse event was hyperemia (netarsudil = 54.9%; ripasudil 62.6%)
- Majority of hyperemia was mild

“The ideal therapeutic goal is the reversal of the basic defect....”

David L. Epstein, M.D.  
(1943-2014)



Thank You!

