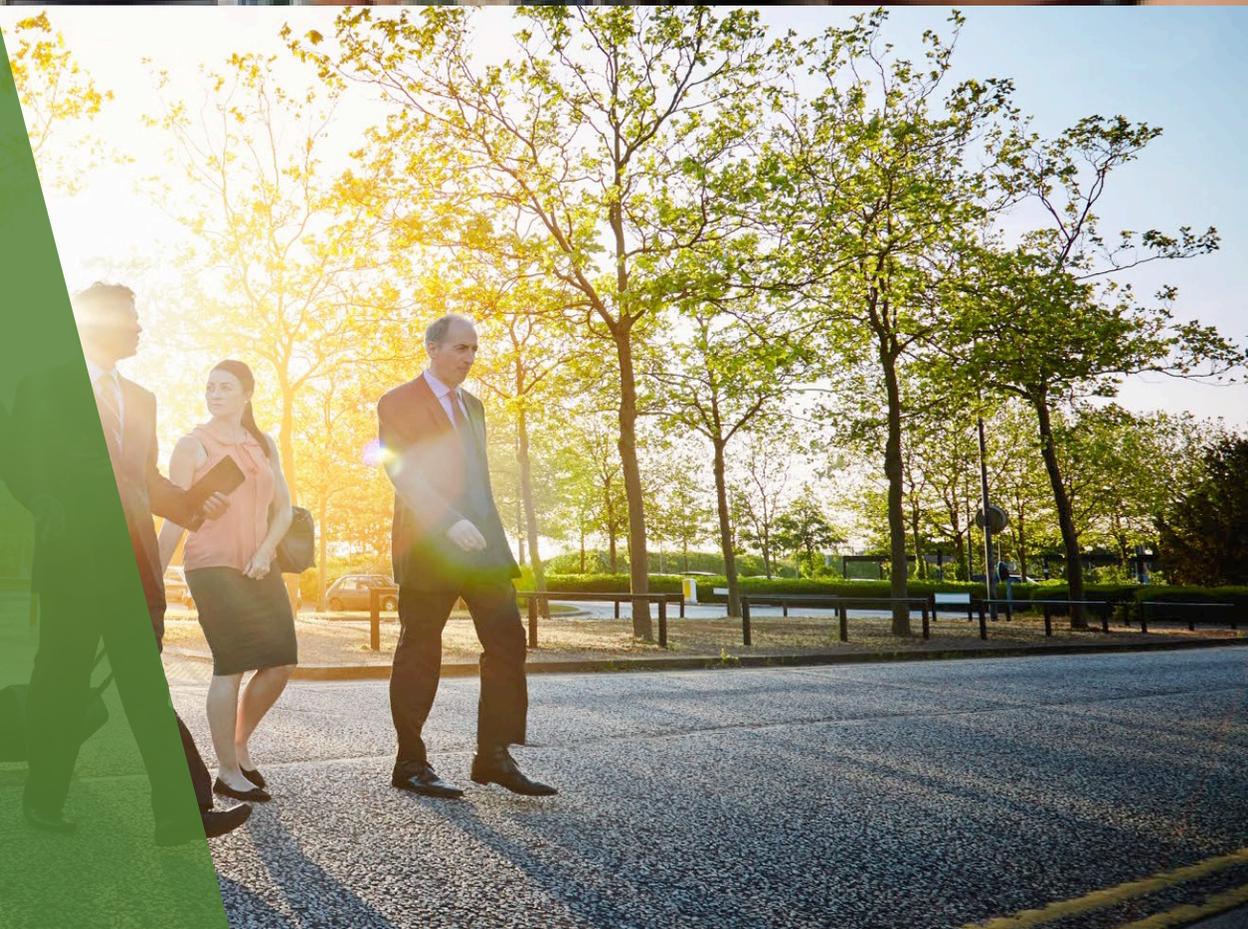




# Harmony Biosciences Q2 2021 Financial and Business Update

August 10, 2021

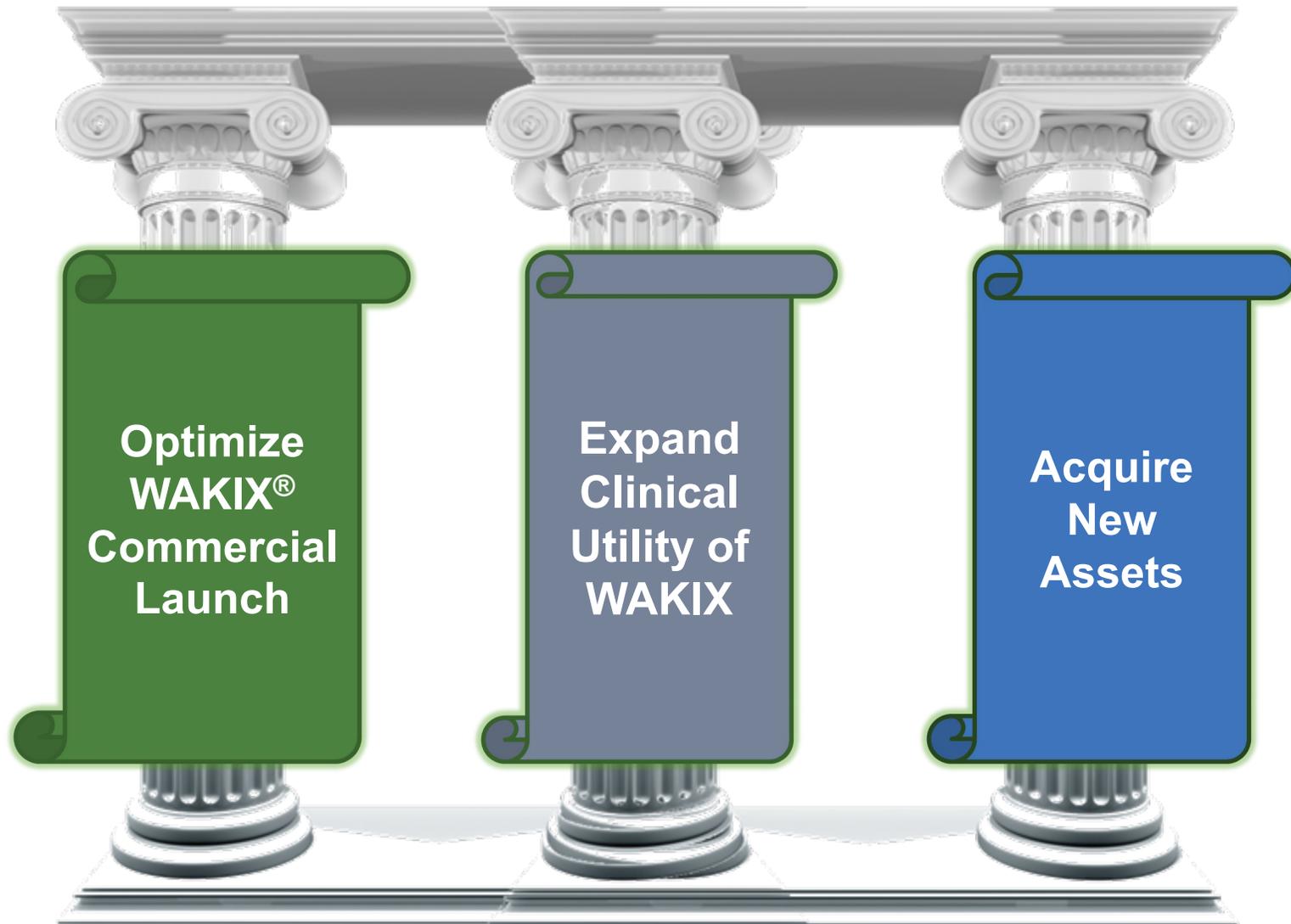


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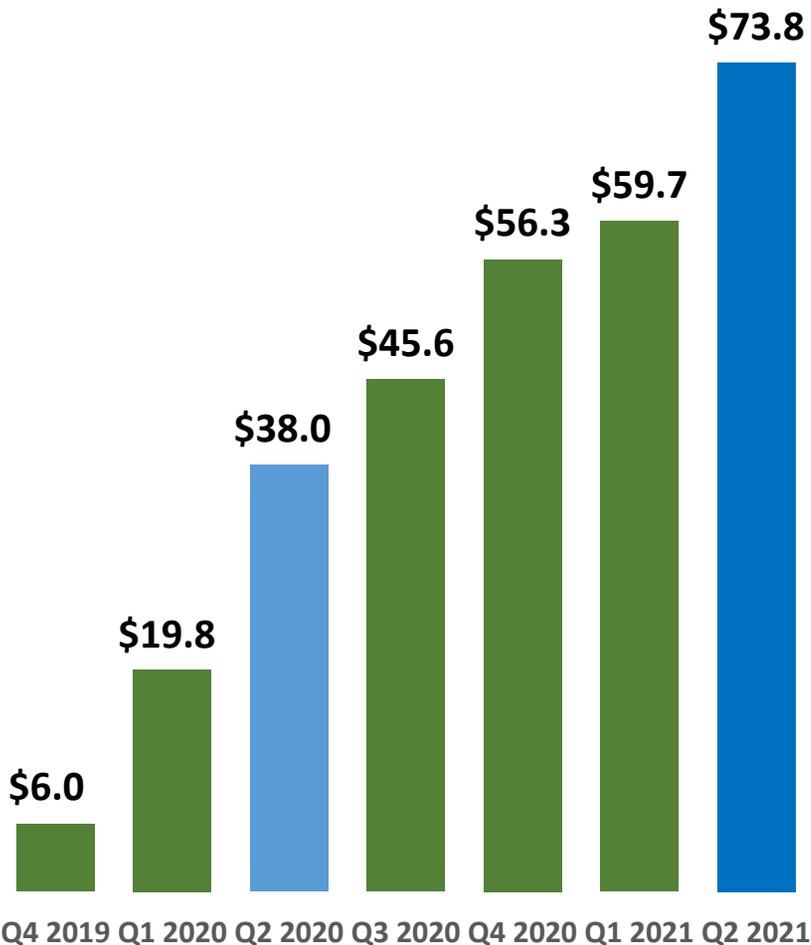
This presentation includes information related to market opportunity as well as cost and other estimates obtained from internal analyses and external sources. The internal analyses are based upon management's understanding of market and industry conditions and have not been verified by independent sources. Similarly, the externally sourced information has been obtained from sources the Company believes to be reliable, but the accuracy and completeness of such information cannot be assured. Neither the company, nor any of its respective officers, directors, managers, employees, agents, or representatives, (i) make any representations or warranties, express or implied, with respect to any of the information contained herein, including the accuracy or completeness of this presentation or any other written or oral information made available to any interested party or its advisor (and any liability therefore is expressly disclaimed), (ii) have any liability from the use of the information, including with respect to any forward-looking statements, or (iii) undertake to update any of the information contained herein or provide additional information as a result of new information or future events or developments.

# Harmony's Strategy for Growth



# Q2 2021 WAKIX Revenue Performance

Continued Growth with Q2 Revenue of \$73.8M



WAKIX Net Revenue (\$m)

2Q20	1Q21	2Q21	2Q21 vs. 1Q21	2Q21 vs. 2Q20
\$38.0	\$59.7	\$73.8	23.6%	94%

**Strong Revenue Growth in Q2 2021**

- 23.6% growth Q2 2021 vs. Q1 2021
- Over 90% growth Q2 2021 vs. Q2 2020
- Continued sequential quarter over quarter growth from launch

# Driving Growth Through Our Launch For WAKIX

## Q2 2021 Performance



Increased Access to HCPs



Patient Outreach Programs & Support

**~3,200**

Average # of WAKIX Patients



Healthcare Professional Educational Initiatives

**>37%**

Of 8,000 unique HCPs have prescribed WAKIX since launch

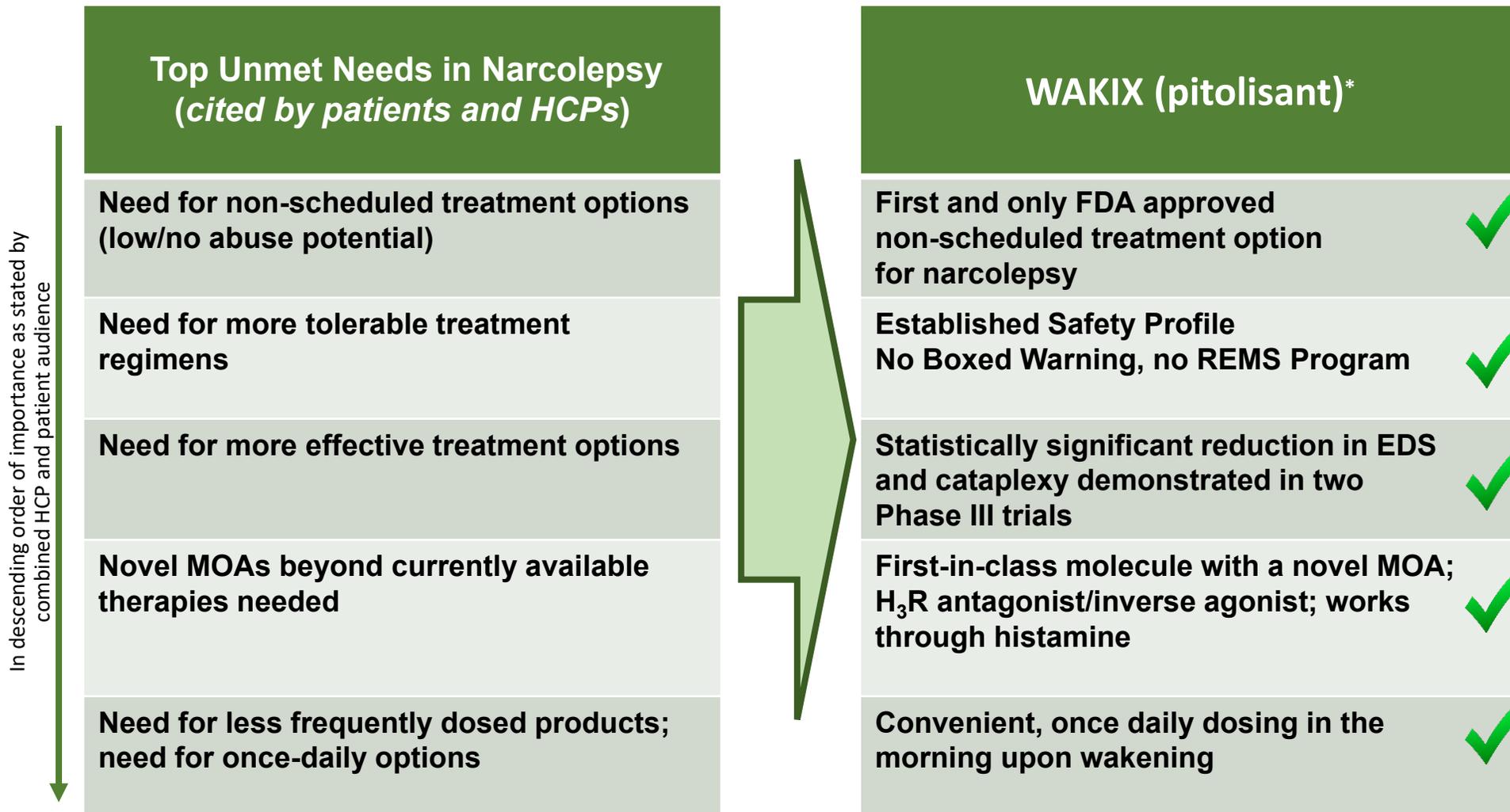


Managed Care Education & Outreach

**~80%**

U.S. Covered Lives With Formulary Access

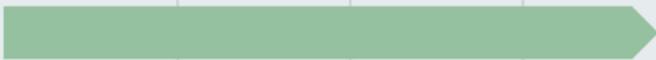
# Core Attributes of WAKIX Product Profile Align with Existing Unmet Needs in Narcolepsy



\* Based on FDA approved product labeling

Source: Harmony ATU, July 2018 (n=286); Versta Research, Know Narcolepsy Survey ("Know Narcolepsy"), October 2018

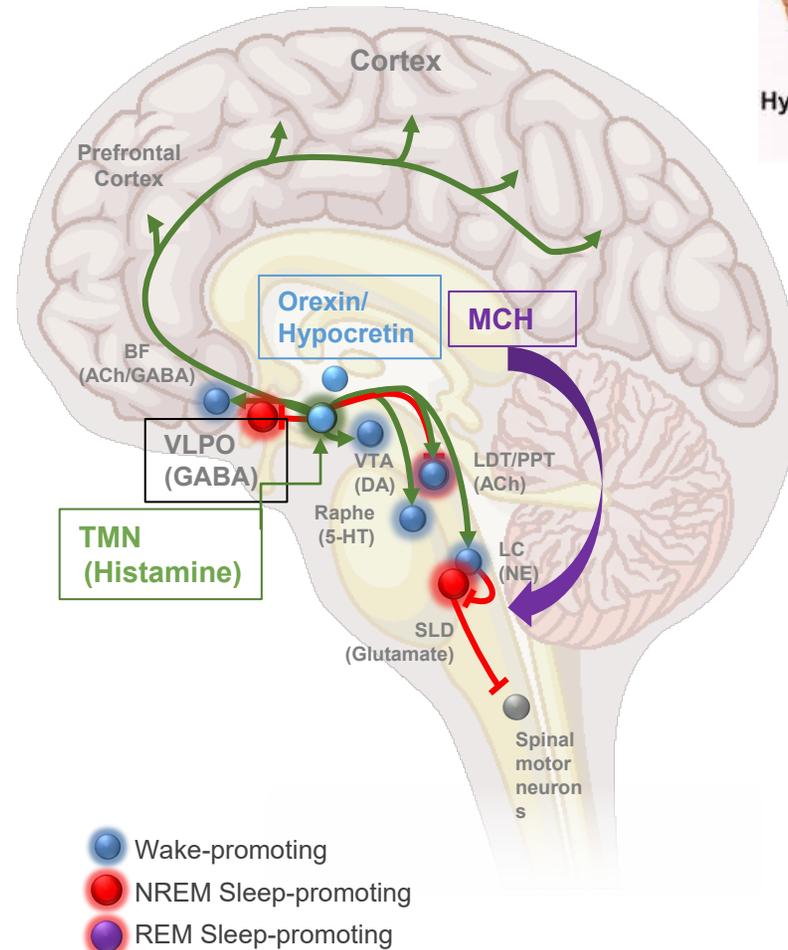
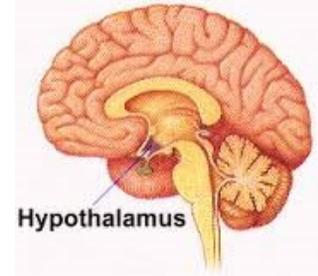
# Harmony Development Pipeline

Product / Indication	Pre-IND	Phase 1	Phase 2	Phase 3	Regulatory Filing <sup>1</sup>	Marketed Product	Upcoming Milestones
<b>WAKIX®</b>							
Narcolepsy with EDS (Adults)							
Narcolepsy with Cataplexy (Adults)							
<b>Pitolisant</b>							
Narcolepsy (Pediatrics) <sup>2</sup>							
Prader-Willi Syndrome (PWS)							Top line data 1H2022
Myotonic Dystrophy (DM)							Top line data 2H2022
<b>HBS-102</b>							
Narcolepsy <sup>3</sup>							

1. Includes New Drug Applications and supplemental New Drug Applications.
2. Current trial being conducted by Bioprojet.
3. Phase 1 PK data available from studies conducted in the UK.

# Control Centers for Sleep-Wake Centered in the Hypothalamus (HT)

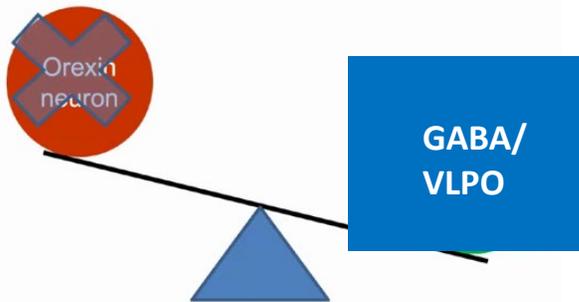
- Main mediators of wakefulness and sleep/wake state stability:
  - orexin/hypocretin (produced in the lateral HT)
  - histamine (produced in the TMN, also located in the HT)
- Main driver of NREM sleep:
  - GABA (produced in the VLPO in the HT)
- Main generator of REM sleep:
  - Melanin concentration hormone (MCH) (produced in a diffuse network of neurons in the lateral HT interspersed amongst the orexin neurons)



# Orexin and MCH: Opposing Roles in the Hypothalamus Related to Sleep-Wake Function

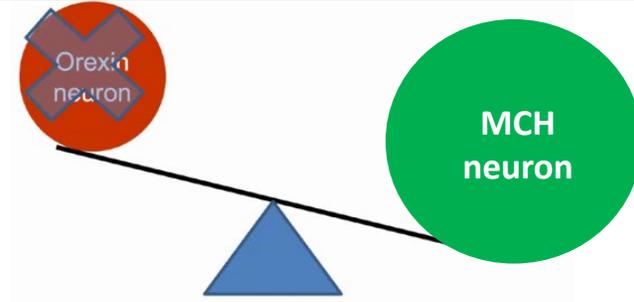
## Original model of narcolepsy:

- imbalance between orexin and GABA, the NREM sleep generator
- GABA goes unchecked resulting in sleep intruding into wakefulness (EDS)



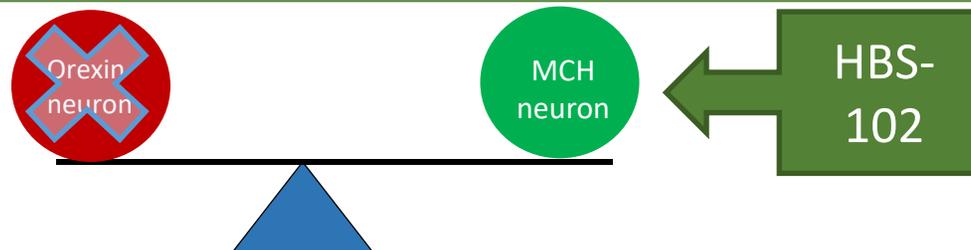
## In NT1 with orexin deficiency:

- imbalance between orexin and MCH, the REM generator
- MCH goes unchecked causing REM intrusion into wakefulness (cataplexy, hallucinations, sleep paralysis)



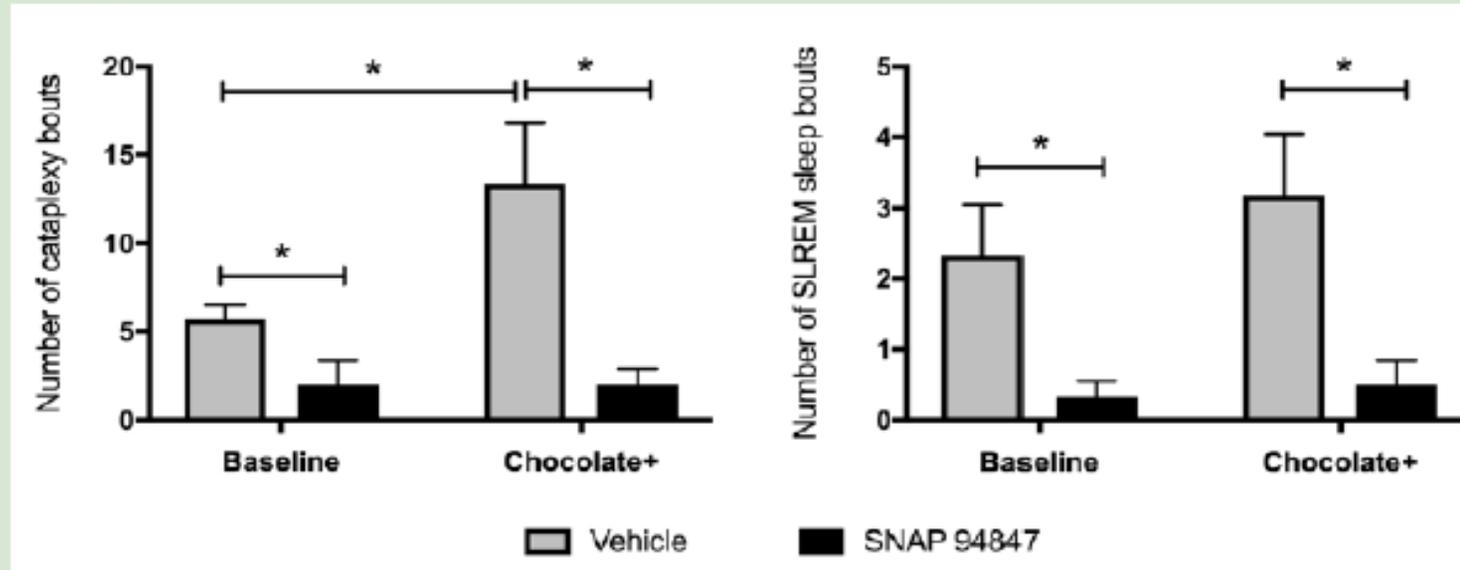
## HBS-102 therapeutic hypothesis:

- MCH activity goes unchecked in the setting of orexin deficiency (NT1)
- HBS-102, an MCHR1 antagonist, will potentially:
  - restore balance between MCH and orexin signaling
  - decrease REM overdrive → decrease REM intrusions into wakefulness → decrease the symptoms of cataplexy, hallucinations and sleep paralysis



## Preclinical Evidences

- MCHR-1 antagonist, SNAP 94847, almost completely eliminated cataplexy & SLREM in orexin KO mice<sup>1</sup>, a translational cataplexy model.



- MCH neuron activity positively correlated with the number of cataplexy bouts in orexin KO mice<sup>2</sup>

SLREM: short latency transitions into REM sleep (a feature of NT1)

# HBS-102: Next Steps

- Demonstrate preclinical POC with HBS-102 in orexin knockout mouse model
- Prepare IND then submit to FDA
- Initiate Phase 2a proof of concept study once IND opens

Become a leading rare neurological disease company with an innovative product portfolio

Committed to advancing breakthrough science and addressing unmet medical needs

\$330M of financing and growth capital from Blackstone enables Harmony to expand portfolio of assets in rare, neurological diseases

**\$200M**

Debt to payoff existing debt facility

**\$100M**

Cash available for drawdown within 12 months

**\$30M**

Equity investment in common stock

## Benefits to Harmony

- Strengthens balance sheet
- Access to additional capital to acquire complementary assets to build our product pipeline
- Lower interest cost - reduces annual interest expense by ~\$10M
- Equity investment from premier, global investment firm with leading life sciences capabilities

# Q2 2021 Financial Summary *(in millions, USD)*

	Three Months Ended June 30,	
	2021	2020
<b>Net Product Revenues</b>	<b>\$ 73.8</b>	<b>\$ 38.0</b>
Cost of Product Sold	12.7	6.4
<b>Total Operating Expenses</b>	<b>\$ 37.8</b>	<b>\$ 24.2</b>
R&D Expense	6.5	4.2
S&M Expense	17.0	12.4
G&A Expense	14.3	7.6
<b>Net Income available to common stockholders (Loss)</b>	<b>\$ 14.1</b>	<b>\$ (10.5)</b>
<b>Cash &amp; cash equivalents</b>	<b>\$ 159.7</b>	

Totals may not foot due to rounding

# GAAP vs Non-GAAP Reconciliation *(in millions, USD)*

	Three Months Ended June 30,	
	2021	2020
<b>GAAP reported net income (loss)</b>	<b>\$ 14.1</b>	<b>\$ (0)</b>
Interest expense / income	7.2	6.9
Taxes	2.0	
Depreciation	0.1	0.1
Amortization	4.6	1.9
EBITDA	28.0	8.9
Stock-based compensation expense	3.8	0.6
Loss on debt extinguishment		
Warrant expense		0.4
Non-GAAP adjusted net income (loss)	31.9	9.9
Accumulation of yield on preferred stock		(10.4)
Non-GAAP adjusted net income (loss) available to common stockholders	\$ 31.9	\$ (0.5)
<b>GAAP reported net loss per diluted share</b>	<b>\$ 0.24</b>	<b>\$ (1.34)</b>
Non-GAAP adjusted net income (loss) per diluted share	\$ 0.54	\$ (0.07)
Weighted average number of shares of common stock used in non-GAAP diluted per share	58,592,876	7,805,848

Totals may not foot due to rounding



Thank You

August 10, 2021

