



*Tara*

Living with narcolepsy  
Taking WAKIX since 2020

# Q2 2024 Financial Results

August 6, 2024



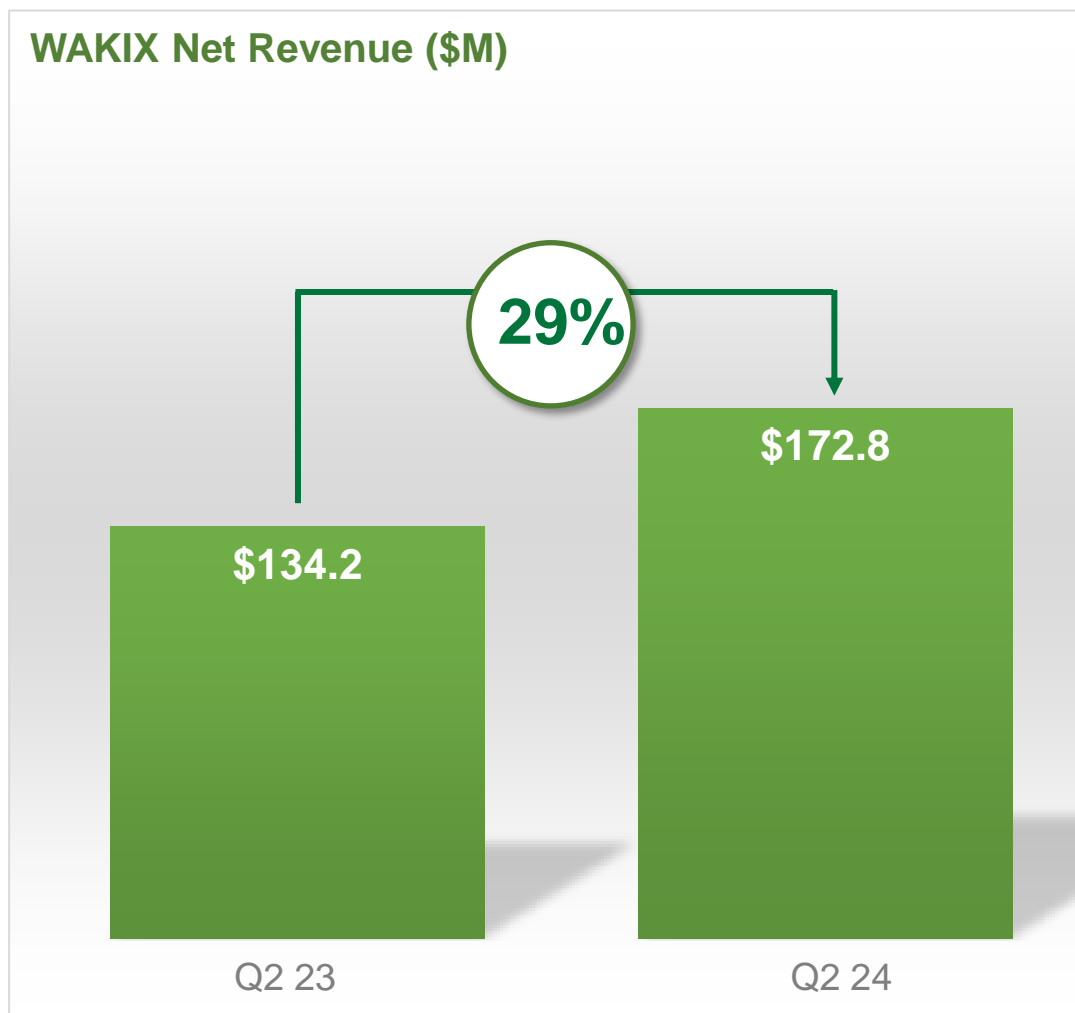
# Forward-Looking Statements



This presentation includes forward-looking statements within the meaning of the Private Securities Reform Act of 1995. All statements other than statements of historical facts contained in these materials or elsewhere, including statements regarding Harmony Biosciences Holdings, Inc.'s (the "Company") future financial position, business strategy and plans and objectives of management for future operations, should be considered forward-looking statements. Forward-looking statements use words like "believes," "plans," "expects," "intends," "will," "would," "anticipates," "estimates," and similar words or expressions in discussions of the Company's future operations, financial performance or the Company's strategies. These statements are based on current expectations or objectives that are inherently uncertain, especially in light of the Company's limited operating history. These and other important factors discussed under the caption "Risk Factors" in the Company's Annual Report on Form 10-K filed with the U.S. Securities and Exchange Commission (the "SEC") on February 22, 2024 and its other filings with the SEC could cause actual results to differ materially and adversely from those indicated by the forward-looking statements made in this presentation. While the Company may elect to update such forward-looking statements at some point in the future, it disclaims any obligation to do so, even if subsequent events cause its views to change.

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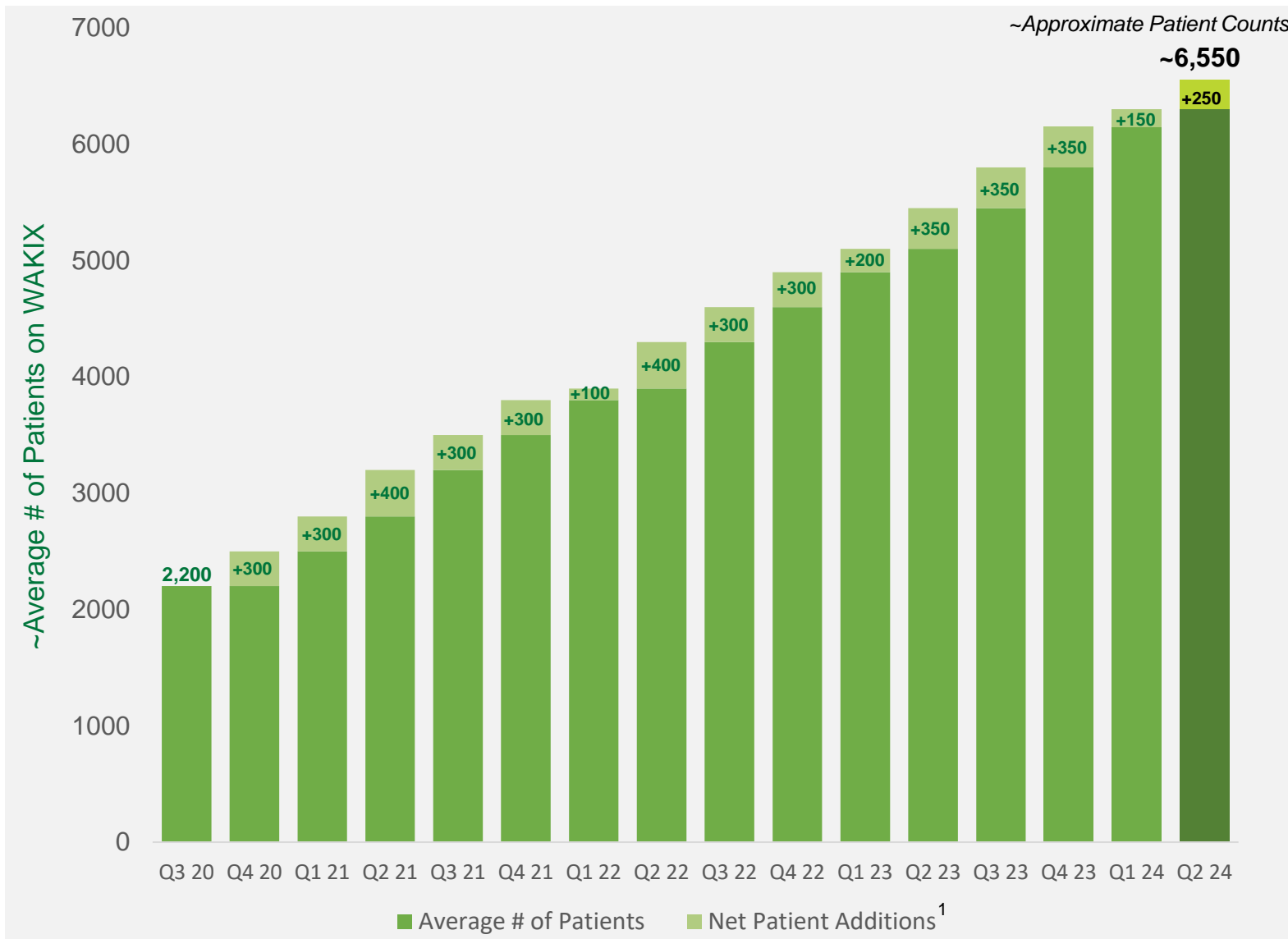
CONFIDENT IN WAKIX BEING A POTENTIAL \$1B+ OPPORTUNITY IN NARCOLEPSY ALONE



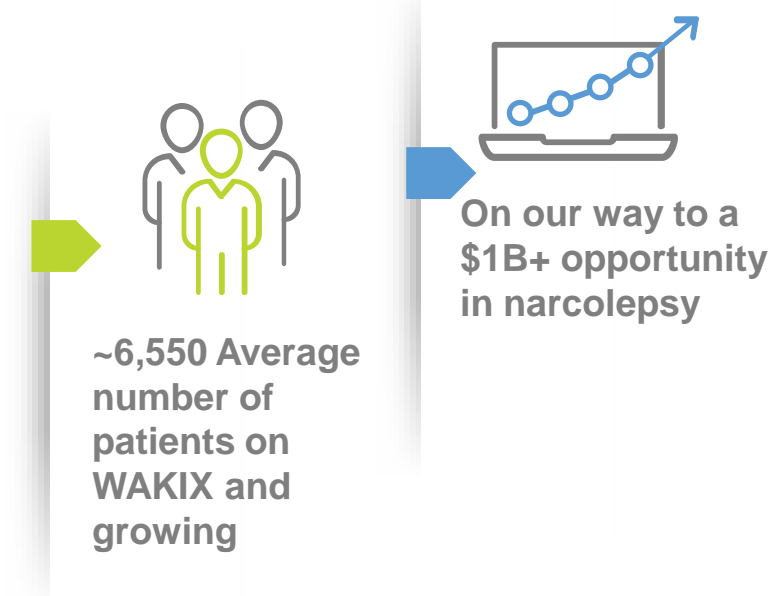
## HIGHLIGHTS

- Durable sales growth into year five on the market with 29% growth year-over-year
- Underlying demand drove continued revenue growth
  - Strong patient interest
  - Broad clinical utility
  - Continue to add new prescribers and grow WAKIX prescriber base

# Solid Business Fundamentals Driving Growth



## Q2 24 Highlights

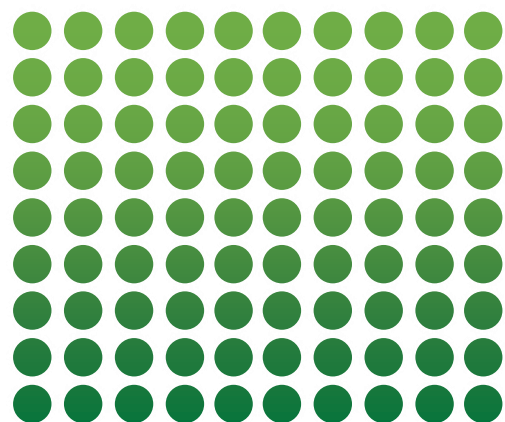


**More unique prescribers of WAKIX<sup>®</sup> than sodium oxybate**

**Strong market access coverage (>80%) – even with the availability of generic and new oxybate options**

1. Net Patient Additions based on previously disclosed quarterly average number of patients on WAKIX

# Prescriber Dynamics Support Continued WAKIX® Growth in Narcolepsy: Broad Clinical Utility



**~9,000**  
Narcolepsy  
Treating HCPs

Harmony Field Sales  
Team covers narcolepsy  
treating HCP universe

**Access to ~100%**  
of diagnosed patient  
opportunity



HCPs enrolled in  
oxybate REMS



**Depth of prescribing**  
in oxybate REMS  
enrolled HCPs

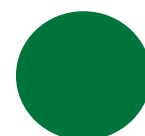


HCPs not  
enrolled in  
oxybates REMS

**WAKIX  
growth**



**Breadth of prescribing**  
in HCPs not enrolled  
in oxybate REMS



**98%** of HCPs surveyed with WAKIX experience stated they would write the **same/increase Rx in next 6 months.**<sup>1</sup>



**50%** of HCPs surveyed who had not prescribed WAKIX to date indicated intent to **Rx in next 6 months.**<sup>1</sup>



Unique feature as **non-scheduled treatment** is the **highest performing driver and differentiator for WAKIX.**<sup>1</sup>

1. Harmony Market Research, May 2024





# Strengthening Our Leadership Position in Sleep/Wake: Pitolisant LCM

## Addressing Unmet Medical Needs With Meaningfully Differentiated Product Profiles



<b>Pitolisant-HD</b> PDUFA 2028	EDS & Cataplexy	Well tolerated; safety profile	Non-scheduled	Gastro-Resistant coating	No titration	Higher Dose, Enhanced Efficacy	Fatigue Indication
<b>Pitolisant-GR</b> PDUFA 2026	EDS & Cataplexy	Well tolerated; safety profile	Non-scheduled	Gastro-Resistant coating	No titration		
<b>WAKIX</b> FDA Approval 2019	EDS & Cataplexy	Well tolerated; safety profile	Non-scheduled				

### PATIENT AND HCP UNMET NEEDS

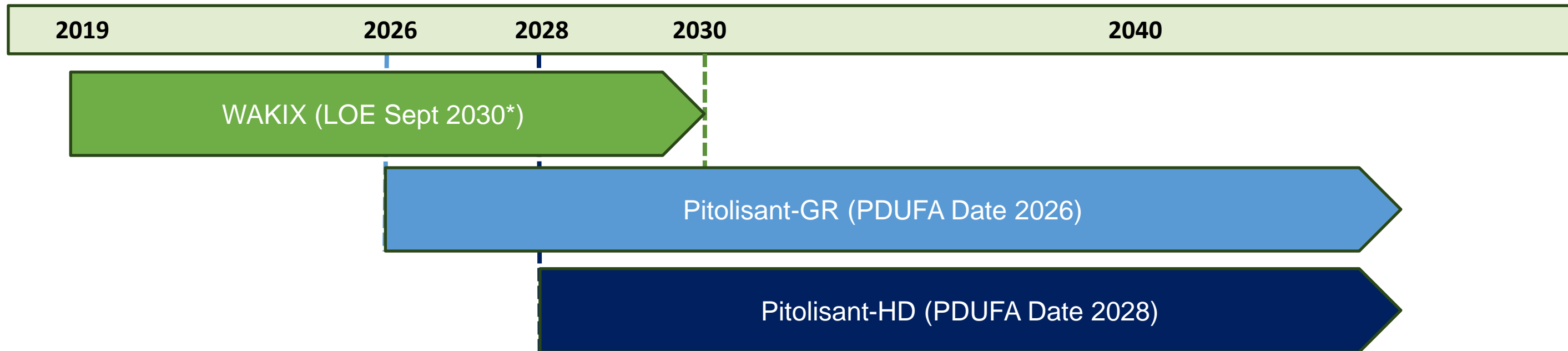
- 56%** Patients frustrated with side effects<sup>1</sup>
- 1** One other treatment indicated for EDS & cataplexy
- 100%** Treatments scheduled as controlled substances (CII – CIV)

- 100%** Treatments Require titration
- 33%** Patients Don't achieve clinical benefit
- 88%** Patient report GI disturbances<sup>2,3</sup>
- 1 in 5** Cite nausea as a side effect<sup>4</sup>

- 75%** Patients reported residual symptoms on medications<sup>5</sup>
- 60%** Patients report fatigue as a symptom and a lower general QoL.<sup>6</sup>

Source: 1. Versta Research, Know Narcolepsy Survey (“Know Narcolepsy”), October 2018 2. Barateau et al., Dauvilliers, 2019 3. Wang et al., 2023 4. Postmarketing study 5. McCullough et al. Novel treatments options in narcolepsy, Chicago Rush Memorial Center - SLEEP 2019 Abstract 6. Droogleever et al. (2012). Severe fatigue in narcolepsy with cataplexy. Sleep, 21(2), 163-169

# Strengthening Our Leadership Position in Sleep/Wake: Extending The Pitolisant Franchise To the Mid 2040s



- Two meaningfully differentiated product profiles building off WAKIX with PDUFAs prior to LOE
  - **Pitolisant GR** – PDUFA date in 2026; supports expanding pitolisant patient base
  - **Pitolisant HD** - PDUFA date in 2028; designed to deliver meaningful differentiation, clinically superior product profile
    - Provides an opportunity to introduce a differentiated product 18-24 months prior to WAKIX LOE
    - Harmony Commercial Model uniquely suited to maximize this opportunity
- Provisional patents filed out to 2044 to extend durable patient and net revenue growth for the pitolisant franchise to the mid 2040's

\*Based on pediatric exclusivity



# Pitolisant High-Dose (HD) Formulation: Differentiated Product Profile

Attributes	Development Plan	Potential differentiated features	
<b>Higher dose</b>	Up to 2x compared to current highest WAKIX labeled dose	Better efficacy in EDS/cataplexy; Higher POS for fatigue in narcolepsy	<input checked="" type="checkbox"/>
<b>Optimized PK profile</b>	Pilot PK study	Higher relative bioavailability for the same dose compared to WAKIX; decreased variability	<input checked="" type="checkbox"/>
<b>Gastro-resistant coating</b>	Confirmed with dissolution assays	Designed to address GI issues in patients with narcolepsy; start at the therapeutic dose range	<input checked="" type="checkbox"/>
<b>Differentiated Indications</b>	Fatigue in Narcolepsy Sleep inertia in IH EDS and Fatigue in Myotonic Dystrophy	First product indication for these symptoms; Differentiated label compared to WAKIX	<input checked="" type="checkbox"/>
<b>IP</b>	Provisional patent filed	Potential IP until 2044	<input checked="" type="checkbox"/>

# Financial Highlights

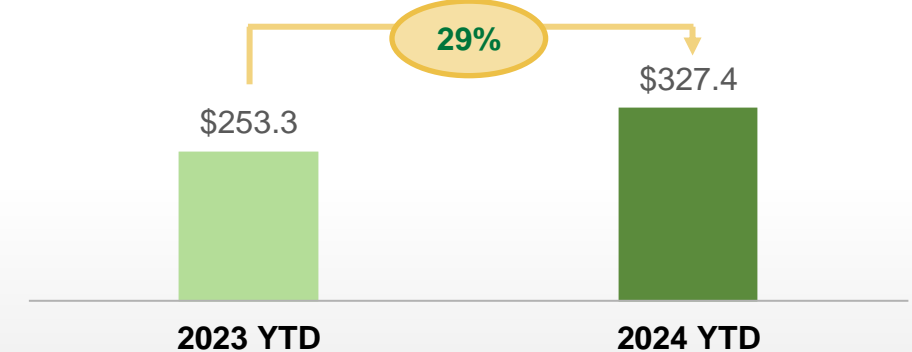
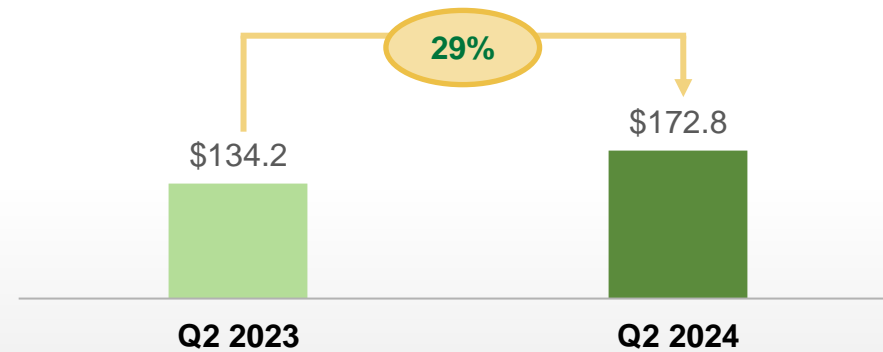


(In millions, USD)

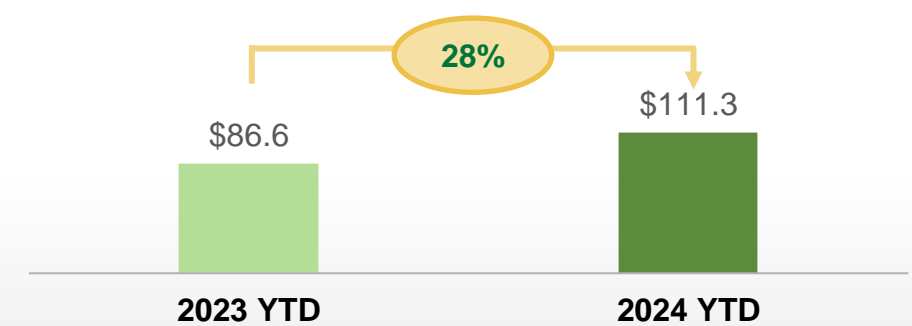
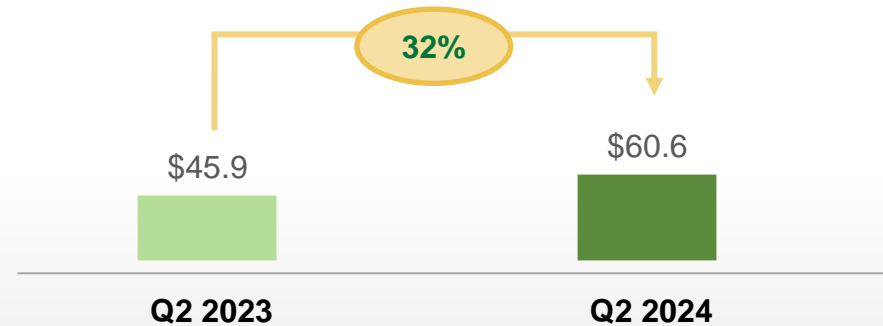
Three Months Ended  
June 30, 2024

Six Month Ended  
June 30, 2024

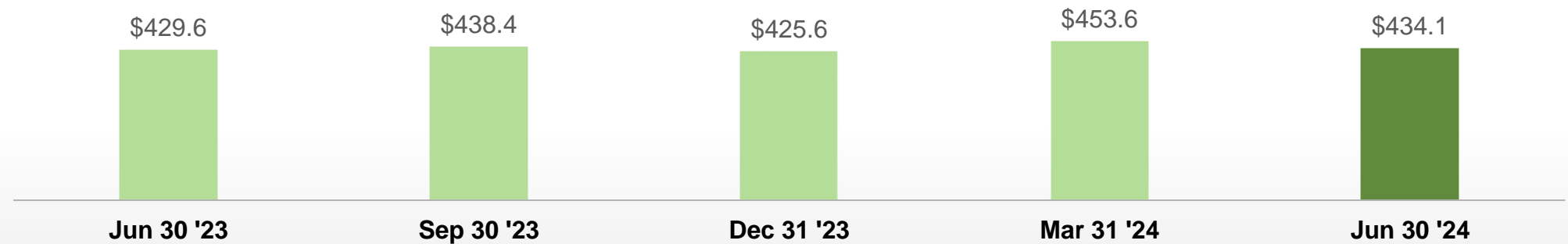
## Net Product Revenue



## Non-GAAP Adjusted Net Income<sup>(1)</sup>



## Cash, Cash Equivalents & Investments



(1) Non-GAAP Adjusted Net Income= GAAP Net Income excluding non-cash interest expense, depreciation, amortization, stock-based compensation, other non-operating items and tax effect of these items

# Financial Summary



<i>(In millions, USD)</i>	Three Months Ended June 30,		% Change	Six Months Ended June 30,		% Change
	2024	2023		2024	2023	
Totals may not foot due to rounding						
<b>Net Product Revenue</b>	<b>\$172.8</b>	<b>\$134.2</b>	<b>29%</b>	<b>\$327.4</b>	<b>\$253.3</b>	<b>29%</b>
Cost of Product Sold	32.1	25.0	28%	59.6	45.8	30%
<b>Total Operating Expenses</b>	<b>\$119.3</b>	<b>\$62.3</b>	<b>92%</b>	<b>\$194.4</b>	<b>\$120.2</b>	<b>62%</b>
R&D Expense <sup>(1)</sup>	63.6	15.0	NM	85.8	28.3	NM
S&M Expense	28.5	24.5	16%	55.7	47.1	18%
G&A Expense	27.2	22.8	19%	52.9	44.9	18%
<b>Net Income</b>	<b>\$11.6</b>	<b>\$34.3</b>	<b>(66%)</b>	<b>\$49.9</b>	<b>\$63.8</b>	<b>(22%)</b>
<b>Cash, cash equivalents &amp; investments</b>	<b>\$434.1</b>					

NM denotes not meaningful % change

(1) Includes upfront licensing fee of \$25.5M related to the 2024 Bioprojet Sublicense Agreement and IPR&D charge of \$17.1M related to the acquisition of Epygenix for the three months and six month ended June 30, 2024

# GAAP vs NON-GAAP Reconciliation



<i>(In millions, USD)</i>	Three Months Ended June 30,		Six Months Ended June 30,	
	2024	2023	2024	2023
Totals may not foot due to rounding				
<b>GAAP net income</b>	<b>\$11.6</b>	<b>\$34.3</b>	<b>\$49.9</b>	<b>\$63.8</b>
Non-cash interest expense <sup>(1)</sup>	0.2	0.4	0.4	0.8
Depreciation	0.1	0.1	0.3	0.2
Amortization <sup>(2)</sup>	6.0	6.0	11.9	11.9
Stock-based compensation expense	11.0	7.8	21.4	14.4
Licensing fee and milestone payments <sup>(3)</sup>	25.5	-	25.5	0.8
Transaction related costs <sup>(4)</sup>	17.1	-	17.1	-
Income tax effect related to Non-GAAP adjustments <sup>(5)</sup>	(10.8)	(2.7)	(15.1)	(5.3)
<b>Non-GAAP adjusted net income</b>	<b>\$60.6</b>	<b>\$45.9</b>	<b>\$111.3</b>	<b>\$86.6</b>
<b>GAAP net income per diluted share</b>	<b>\$0.20</b>	<b>\$0.56</b>	<b>\$0.87</b>	<b>\$1.05</b>
<b>Non-GAAP adjusted net income per diluted share</b>	<b>\$1.05</b>	<b>\$0.76</b>	<b>\$1.93</b>	<b>\$1.42</b>
Weighted average number of shares of common stock used in non-GAAP diluted per share	57,541,696	60,743,953	57,571,570	60,997,410

(1) Includes amortization of deferred finance charges.

(2) Includes amortization of intangible asset related to WAKIX.

(3) Amount represents upfront licensing fee incurred upon closing the 2024 Bioprojet Sublicense Agreement and milestone payment related to HBS102 in March 2023.

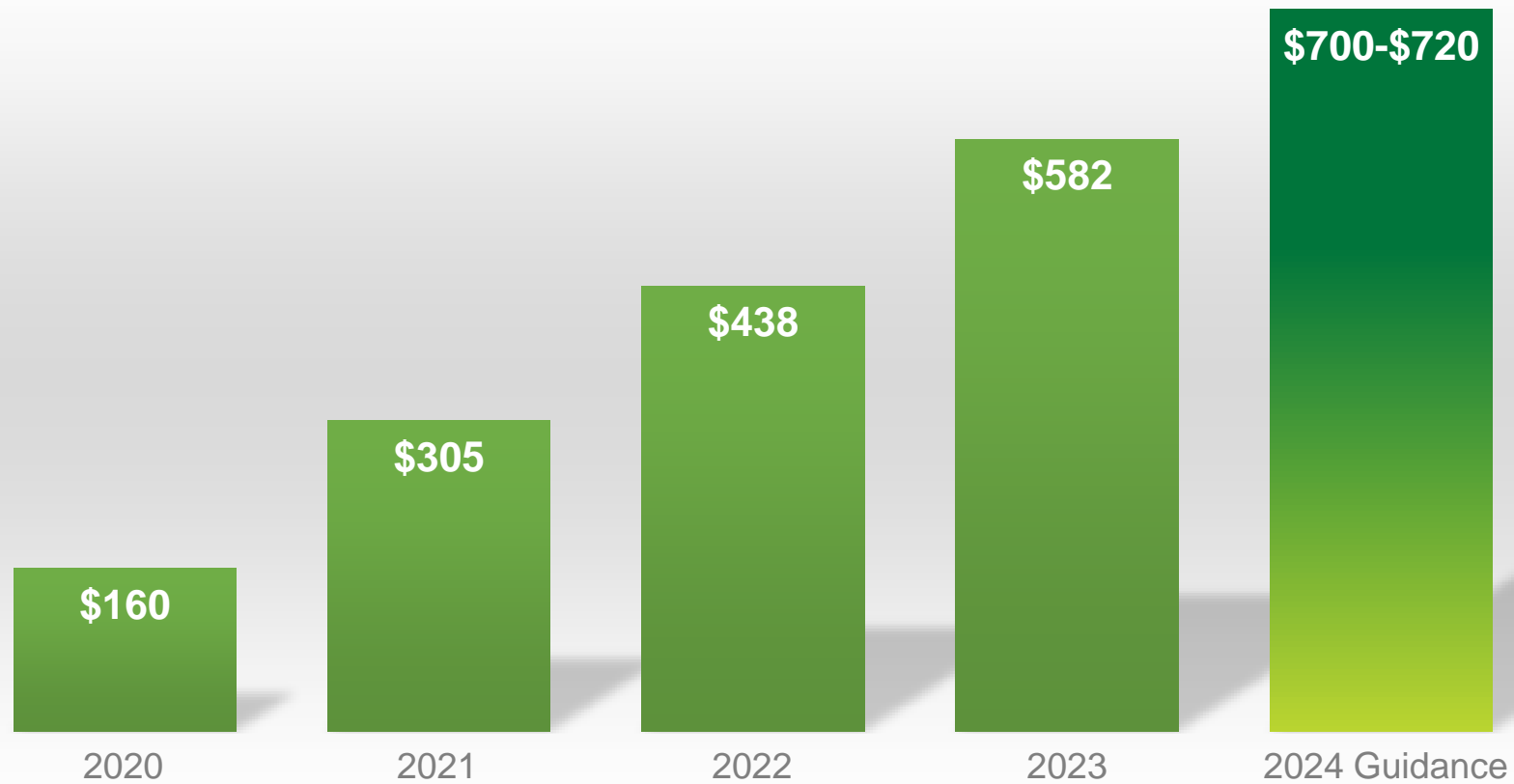
(4) Includes IPR&D charge related to the acquisition of Epygenix.

(5) Calculated using the reported effective tax rate for the periods presented less impact of discrete items.

# Reiterates 2024 Net Revenue Guidance

CONFIDENT IN WAKIX BEING A POTENTIAL \$1B+ OPPORTUNITY IN NARCOLEPSY ALONE

WAKIX ANNUAL NET REVENUE (\$M)

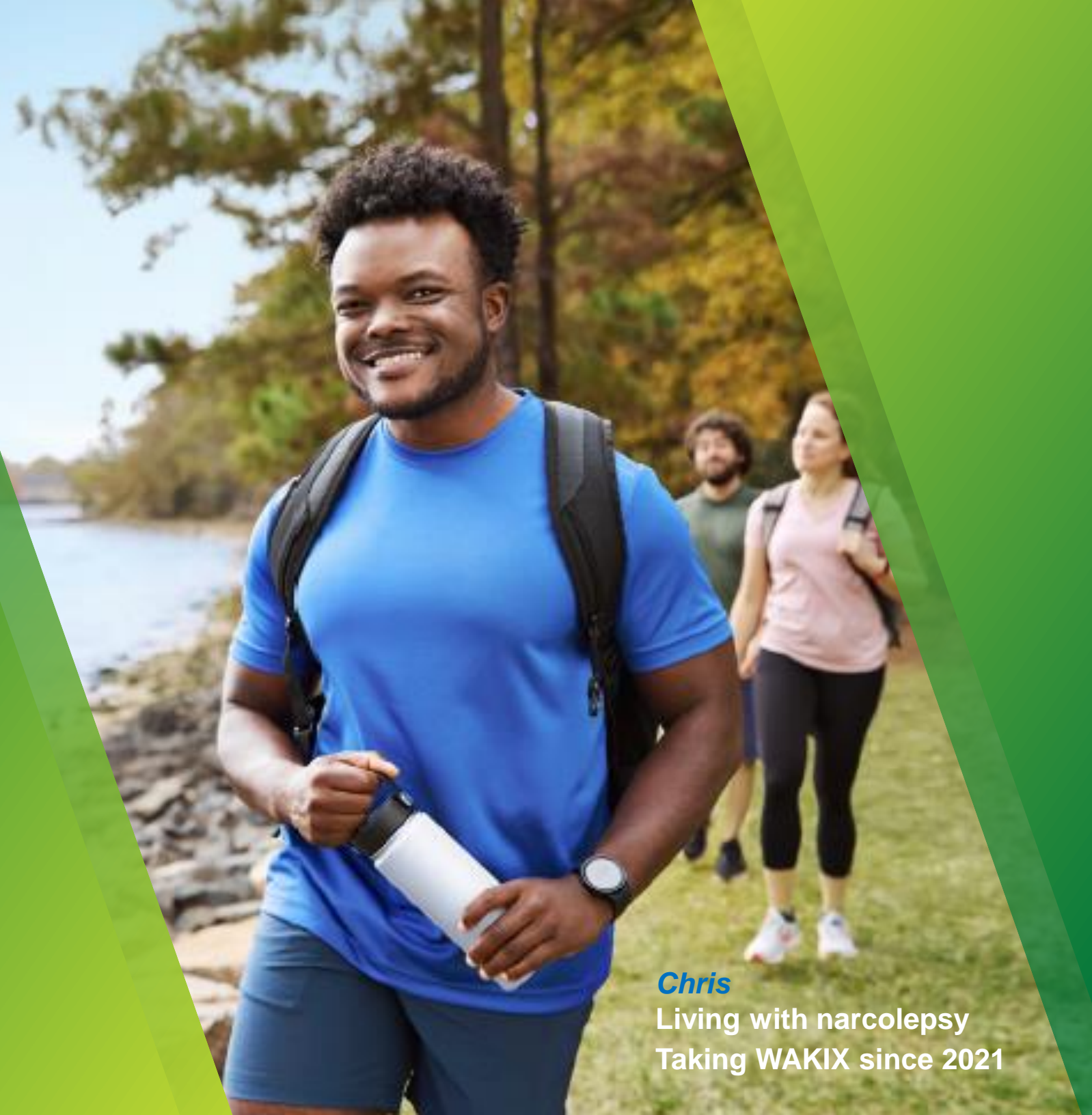


Reiterates  
2024 Guidance

**\$700-\$720M**



Thank  
You!



**Chris**  
Living with narcolepsy  
Taking WAKIX since 2021