

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the
Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): November 12, 2024



OPTINOSE, INC.

(Exact Name of Registrant as Specified in its Charter)

Delaware
(State or Other Jurisdiction of Incorporation or Organization)

001-38241
(Commission File No.)

42-1771610
(I.R.S. Employer Identification No.)

777 Township Line Road, Suite 300
Yardley, Pennsylvania 19067
(Address of principal executive offices and zip code)

(267) 364-3500
(Registrant's telephone number, including area code)
(Former name or former address, if changed from last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

- Emerging growth company
- If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading symbol(s)	Name of each exchange on which registered
Common stock, par value \$0.001 per share	OPTN	Nasdaq Global Select Market

Item 2.02 Results of Operations and Financial Condition.

On November 12, 2024, OptiNose, Inc. (the "Company") issued a press release announcing its financial results for the quarter ended September 30, 2024. A copy of the press release is attached as Exhibit 99.1 to this report and is incorporated herein by reference.

* * *

The information included in Item 2.02 (including Exhibit 99.1) of this Form 8-K, shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or otherwise subject to the liabilities of that section, nor shall it be deemed to be incorporated by reference in any Company filing under the Securities Act or the Exchange Act, except as expressly set forth by specific reference in such a filing.

Item 8.01 Other Events.

On November 12, 2024, the Company will present an updated Corporate Presentation during its financial results and corporate updates call. A copy of the presentation is attached as Exhibit 99.2 to this report and is incorporated herein by reference.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

<u>Exhibit No.</u>	<u>Description</u>
99.1	Press Release issued by OptiNose, Inc., dated November 12, 2024
99.2	OptiNose, Inc. Corporate Presentation, dated November 12, 2024
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, hereunto duly authorized.

OptiNose, Inc.

By: /s/ Anthony J. Krick

Anthony J. Krick

Chief Accounting Officer

Date: November 12, 2024



Optinose Reports Third Quarter 2024 Financial Results and Recent Operational Highlights

Company reports Q3 2024 XHANCE net revenue of \$20.4 million, an increase of 3% compared to Q3 2023

Company reports positive inflection in new prescriptions of XHANCE starting in September

Company decreases full year 2024 XHANCE net revenue guidance to be between \$75.0 to \$79.0 million and increases expected average net revenue per prescription guidance to be approximately \$270

Company decreases full year 2024 operating expenses guidance to be between \$90.0 to \$93.0 million

Conference call and webcast to be held today at 8:00 a.m. Eastern Time

YARDLEY, Pa., Nov. 12, 2024 [Optinose](#) (NASDAQ:OPTN), a pharmaceutical company focused on patients treated by ear, nose and throat (ENT) and allergy specialists, today reported financial results for the quarter ended September 30, 2024, and provided recent operational highlights.

"While our revenue in third quarter was not in line with our expectations, we believe that we are now observing a clear inflection in new prescription demand," stated CEO Ramy Mahmoud, MD, MPH. "We believe the recent accelerating trend in new prescription demand reinforces the magnitude of the longer-term opportunity. In addition, we believe that our experience in the initial phases of the launch has improved our understanding of the key drivers of adoption and that this experience will help support achievement of our peak year objective."

Third Quarter 2024 and Recent Highlights

New Prescriptions (NRx)

The four-week moving average of weekly NRx ranged between approximately 1,760 to 1,960 for the weeks ended June 28, 2024 through September 6, 2024. With the inflection first observed in September, the moving average increased to approximately 2,300 to 2,500 NRx per week in October (through the week ended October 25) an increase of approximately 20% to 40% percent compared to the prior range. In addition, NRx for the most recent six weeks ending the week of October 25th include the top five ranked weeks for NRx in 2024.

Third Quarter 2024 Financial Results

Total revenues

The Company reported \$20.4 million in net revenue from sales of XHANCE during the three-month period ended September 30, 2024, an increase of 3% compared to \$19.8 million during the three-month period ended September 30, 2023. For the nine-month period ended September 30, 2024, the Company reported \$55.8 million in net revenue from sales of XHANCE, an increase of 9% compared to the nine-month period ended September 30, 2023.

Costs and expenses and net loss

For the three-month and nine-month periods ended September 30, 2024, research and development expenses were \$0.9 million and \$3.1 million, respectively. Selling, general and administrative expenses were \$19.5 million and \$64.1 million, respectively, for the three-month and nine-month periods ended September 30, 2024.

The net income for the three-month period ended September 30, 2024 was \$0.5 million, or \$0.00 per share (diluted). The net loss for the nine-month period ended September 30, 2024 was \$21.2 million, or \$0.20 per share (diluted).

Balance Sheet

The Company had cash and cash equivalents of \$82.5 million as of September 30, 2024.

Financial Guidance**XHANCE Net Revenue**

The Company expects XHANCE net revenues for the full year of 2024 to be between \$75.0 to \$79.0 million. Previously the Company expected XHANCE net revenues for the full year of 2024 to be between \$85.0 to \$90.0 million.

XHANCE Average Net Revenue per Prescription

The Company expects full year 2024 XHANCE average net revenue per prescription to be approximately \$270. Previously the Company expected full year 2024 XHANCE average net revenue per prescription to exceed \$250.

Operating Expenses

The Company expects total GAAP operating expenses (selling, general & administrative expenses and research & development expenses) for 2024 to be between \$90.0 to \$93.0 million, of which the Company expects stock-based compensation to be approximately \$6.0 million. Previously the Company expected total GAAP operating expenses for 2024 to be between \$95.0 to \$101.0 million, of which the Company expected stock-based compensation to be approximately \$6.0 million.

Company to Host Conference Call

Members of the Company's leadership team will host a conference call and presentation to discuss financial results and corporate updates beginning at 8:00 a.m. Eastern Time today.

Participants may access the conference call live via webcast by visiting the Investors section of Optinose's website at <http://ir.optinose.com/presentations>. To participate via telephone, please register in advance at [this link](#). Upon registration, all telephone participants will receive a confirmation email detailing how to join the conference call, including the dial-in number and a personal PIN that can be used to access the call. In addition, a replay of the webcast will be available on the Company website for 60 days following the event.

OptiNose, Inc.
Condensed Consolidated Statement of Operations
(In thousands, except share and per share data)
(Unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2024	2023	2024	2023
Revenues:				
Net product revenues	\$ 20,437	\$ 19,823	\$ 55,807	\$ 51,122
Total revenues	<u>20,437</u>	<u>19,823</u>	<u>55,807</u>	<u>51,122</u>
Costs and expenses:				
Cost of product sales	\$ 2,065	\$ 2,225	\$ 5,277	\$ 6,502
Research and development	949	1,281	3,083	4,017
Selling, general and administrative	19,475	18,011	64,121	60,839
Total costs and expenses	<u>22,489</u>	<u>21,517</u>	<u>72,481</u>	<u>71,358</u>
Loss from operations	<u>(2,052)</u>	<u>(1,694)</u>	<u>(16,674)</u>	<u>(20,236)</u>
Other (income) expense	(2,519)	7,600	4,507	5,280
Net income (loss)	<u>\$ 467</u>	<u>\$ (9,294)</u>	<u>\$ (21,181)</u>	<u>\$ (25,516)</u>
Less: undistributed earnings to participating shareholders	(74)	—	—	—
Net income (loss) - basic	<u>\$ 393</u>	<u>\$ (9,294)</u>	<u>\$ (21,181)</u>	<u>\$ (25,516)</u>
Net income (loss) per share of common stock - basic	<u>\$ —</u>	<u>\$ (0.08)</u>	<u>\$ (0.15)</u>	<u>\$ (0.23)</u>
Weighted average common shares outstanding - basic	<u>174,328,570</u>	<u>112,230,155</u>	<u>144,900,726</u>	<u>111,996,456</u>
Net income (loss) - basic	\$ 393	\$ (9,294)	\$ (21,181)	\$ (25,516)
Add: Unrealized gain on the fair value of warrants	—	—	(8,700)	—
Net income (loss) - diluted	<u>\$ 393</u>	<u>\$ (9,294)</u>	<u>\$ (29,881)</u>	<u>\$ (25,516)</u>
Net income (loss) per share of common stock - diluted	<u>\$ —</u>	<u>\$ (0.08)</u>	<u>\$ (0.20)</u>	<u>\$ (0.23)</u>
Weighted average common shares outstanding - diluted	<u>174,369,875</u>	<u>112,230,155</u>	<u>149,634,133</u>	<u>111,996,456</u>

OptiNose, Inc.
Condensed Consolidated Balance Sheet Data
(In thousands)

	September 30, 2024 (unaudited)	December 31, 2023
Cash and cash equivalents	\$ 82,497	\$ 73,684
Other assets	48,523	34,045
Total assets	<u>\$ 131,020</u>	<u>\$ 107,729</u>
Total current liabilities ⁽¹⁾	\$ 162,430	\$ 176,524
Other liabilities	9,687	17,811
Total stockholders' equity	(41,097)	(86,606)
Total liabilities and stockholders' equity	<u>\$ 131,020</u>	<u>\$ 107,729</u>

(1) – All outstanding principal and fees payable upon maturity have been classified as a current liability in accordance with Generally Accepted Accounting Principles ("GAAP") because, as of the date hereof, the Company believes that it is probable that it will not maintain compliance with certain financial covenants contained in its Amended and Restated Note Purchase Agreement for at least the next 12-months. As a result, the Company's unaudited financial statements for the three and nine months ended September 30, 2024 ("3Q2024 Financial Statements") will state that there is substantial doubt about the Company's ability to continue as a going concern (i.e., a "going concern" paragraph). Please refer to the Company's Quarterly Report on Form 10-Q for the quarter ended September 30, 2024 (including the 3Q2024 Financial Statements) which will be filed after the issuance of this press release for additional information.

About Optinose

Optinose is a specialty pharmaceutical company focused on serving the needs of patients cared for by ear, nose and throat (ENT) and allergy specialists. To learn more, please visit www.optinose.com or follow us on [Twitter](#) and [LinkedIn](#).

About XHANCE

XHANCE is a drug-device combination product that uses the Exhalation Delivery System™ (also referred to as the EDS®) designed to deliver a topical steroid to the high and deep regions of the nasal cavity where sinuses ventilate and drain. XHANCE is approved by the U.S. Food and Drug Administration for both the treatment of chronic rhinosinusitis without nasal polyps (also called chronic sinusitis) and chronic rhinosinusitis with nasal polyps (also called nasal polyps) in patients 18 years of age or older.

IMPORTANT SAFETY INFORMATION

CONTRAINDICATIONS: Hypersensitivity to any ingredient in XHANCE.

WARNINGS AND PRECAUTIONS:

- Local nasal adverse reactions, including epistaxis, erosion, ulceration, septal perforation, Candida albicans infection, and impaired wound healing, can occur. Monitor patients periodically for signs of possible changes on the nasal mucosa. Avoid use in patients with recent nasal ulcerations, nasal surgery, or nasal trauma until healing has occurred.
- Glaucoma and cataracts may occur with long-term use. Consider referral to an ophthalmologist in patients who develop ocular symptoms or use XHANCE long-term.
- Hypersensitivity reactions (e.g., anaphylaxis, angioedema, urticaria, contact dermatitis, rash, hypotension, and bronchospasm) have been reported after administration of fluticasone propionate. Discontinue XHANCE if such reactions occur.

- Immunosuppression and infections can occur, including potential increased susceptibility to or worsening of infections (e.g., existing tuberculosis; fungal, bacterial, viral, or parasitic infection; ocular herpes simplex). Use with caution in patients with these infections. More serious or even fatal course of chickenpox or measles can occur in susceptible patients.
- Hypercorticism and adrenal suppression may occur with very high dosages or at the regular dosage in susceptible individuals. If such changes occur, discontinue XHANCE slowly.
- Assess for decrease in bone mineral density initially and periodically thereafter.

ADVERSE REACTIONS:

- Chronic rhinosinusitis without nasal polyps: The most common adverse reactions (incidence $\geq 3\%$) are epistaxis, headache, and nasopharyngitis.
- Chronic rhinosinusitis with nasal polyps: The most common adverse reactions (incidence $\geq 3\%$) are epistaxis, nasal septal ulceration, nasopharyngitis, nasal mucosal erythema, nasal mucosal ulcerations, nasal congestion, acute sinusitis, nasal septal erythema, headache, and pharyngitis.

DRUG INTERACTIONS: Strong cytochrome P450 3A4 inhibitors (e.g., ritonavir, ketoconazole): Use not recommended. May increase risk of systemic corticosteroid effects.

USE IN SPECIFIC POPULATIONS: Hepatic impairment. Monitor patients for signs of increased drug exposure.

Please see [full Prescribing Information](#), including Instructions for Use

Cautionary Note on Forward-Looking Statements

This press release contains forward-looking statements within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. All statements that are not historical facts are hereby identified as forward-looking statements for this purpose and include, among others, statements relating to the potential benefits of XHANCE as the first FDA-approved drug treatment for chronic rhinosinusitis without nasal polyps (also referred to as chronic sinusitis) and expanded market opportunities relating thereto; the potential benefits of the Exhalation Delivery System; the Company's expectations for XHANCE net revenue and average net revenue per prescription for full year 2024; the Company's expectations for GAAP operating expenses (selling, general and administrative expenses and research & development expenses) and stock-based compensation for 2024; key drivers that generate promotional response for XHANCE; the Company's belief that the inflection in new prescription demand which started in September reinforces the magnitude of the longer-term opportunity for XHANCE; the Company's belief that its experience in the initial phases of the launch has improved its understanding of the key drivers of adoption and that this experience will help support achievement of its peak year objective for XHANCE; the Company's belief that it is probable that it will not maintain compliance with certain financial covenants contained in its Amended and Restated Note Purchase Agreement for at least the next 12-months and the consequences thereof; and other statements regarding the Company's future operations, financial performance, financial position, prospects, objectives, strategies and other future events. Forward-looking statements are based upon management's current expectations and assumptions and are subject to a number of risks, uncertainties and other factors that could cause actual results and events to differ materially and adversely from those indicated by such forward-looking statements including, among others: physician and patient acceptance of XHANCE for its new indication; the Company's ability to maintain adequate third-party reimbursement for XHANCE (including its new indication); the prevalence of chronic sinusitis and market opportunities for XHANCE may be smaller than expected; the Company's ability to efficiently generate XHANCE prescriptions and net revenues; unanticipated costs and expenses; the Company's ability to achieve its financial guidance; the risk that the positive inflection in new XHANCE prescriptions starting in September does not continue and grow; the Company's ability to comply with the covenants and other terms of its Amended and Restated Note Purchase Agreement; the Company's ability to continue as a going concern; risks and uncertainties relating to intellectual property and competitive products; and the risks, uncertainties and other factors discussed under the caption "Item 1A. Risk Factors" and elsewhere in the Company's most recent Form 10-K and Form 10-Q filings with the Securities and Exchange Commission - which are available at www.sec.gov. As a result, you are cautioned not to place undue reliance on any forward-looking statements. Any forward-looking statements made in this press release speak only as of the date of this press release, and the Company undertakes no obligation to update such forward-looking statements, whether as a result of new information, future developments or otherwise.

Optinose Investor Contact

Jonathan Neely
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267.521.0531

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Building a Leading ENT / Allergy Specialty Company

Corporate Presentation
November 12, 2024

Forward-Looking Statements

This presentation and our accompanying remarks contain “forward-looking statements” within the meaning of the U.S. Private Securities Litigation Reform Act of 1995. All statements that are not historical facts are hereby identified as forward-looking statements for this purpose and include, among others, statements relating to: the potential benefits of the recent FDA approval of XHANCE for the treatment of chronic rhinosinusitis without nasal polyps (also referred to as chronic sinusitis) and expanded market and growth opportunities related thereto; the benefit of XHANCE for treatment of chronic sinusitis; our commercial plans and expectations for the launch of XHANCE for its new indication; projected GAAP operating expenses (selling, general and administrative expenses and research and development expenses) and stock-based compensation for 2024; projected XHANCE net revenues for 2024; projected XHANCE average net revenue per prescription for 2024; expectation that current sales footprint of 75 territories and phased modest incremental commercial investment can grow XHANCE peak year net revenues to more than \$300 million; incremental opportunities and objectives with respect to the primary care market; impact of changes to XHANCE co-pay assistance program; the potential benefits of, and impact of transitioning XHANCE business to, a Hub model; our belief that the inflection in new prescription demand which started in September reinforces the magnitude of the longer-term opportunity for XHANCE; our belief that our experience in the initial phases of the launch has improved our understanding of the key drivers of adoption and that this experience will help support achievement of our peak year objective for XHANCE; our potential non-compliance with certain covenants of the A&R Note Purchase Agreement, the consequences of non-compliance and plans to seek to mitigate such risks; our belief that our existing cash and cash equivalents will be sufficient to fund our operations and debt service obligations for at least the next 12 months if we are able to maintain compliance with or obtain a waiver or modification of certain covenants under A&R Note Purchase Agreement; objectives relating to sales force execution, Hub services and pharmacy network, improving insurance coverage and other commercial initiatives; drivers that generate promotional response for XHANCE; XHANCE prescription, net revenue, prescriber and other business trends; and other statements regarding to our future operations, financial performance, prospects, intentions, strategies, objectives and other future events.

Forward-looking statements are based upon management’s current expectations and assumptions and are subject to a number of risks, uncertainties and other factors that could cause actual results and events to differ materially and adversely from those indicated by such forward-looking statements including, among others: impact of, and the uncertainties caused by, physician and patient acceptance of XHANCE (including its new indication); our ability to maintain adequate third party reimbursement for XHANCE (including for its new indication); our ability to efficiently generate XHANCE prescriptions and net revenues; the prevalence of chronic sinusitis and market opportunities for XHANCE may be smaller than expected; unexpected costs and expenses; our ability to achieve our financial guidance; the risk that the positive inflection in new XHANCE prescriptions starting in September does not continue and grow; the Company’s ability to comply with the covenants and other terms of its Amended and Restated Note Purchase Agreement and consequences thereof; the Company’s ability to continue as a going concern; risks and uncertainties relating to intellectual property and competitive products; and the risks, uncertainties and other factors discussed in the “Risk Factors” section and elsewhere in our most recent Form 10-K and Form 10-Q filings with the Securities and Exchange Commission (SEC) (including our Form 10-Q to be filed with the SEC on November 12, 2024) – which are available at <http://www.sec.gov>. As a result, you are cautioned not to place undue reliance on any forward-looking statements. Any forward-looking statements made in this presentation speak only as of the date of this presentation, and we undertake no obligation to update such forward-looking statements, whether as a result of new information, future developments or otherwise.

Market, Industry and Other Data

This presentation and our accompanying remarks contain estimates, projections, market research and other information concerning markets for XHANCE and the size of those markets, the prevalence of certain medical conditions, XHANCE market access, and other physician, patient, payor and prescription data. Unless otherwise expressly stated, we obtain this information from reports, research surveys, studies and similar data prepared by market research firms and other third parties, industry, medical and general publications, government data and similar sources, as well as from our own internal estimates and research.



Today's Agenda

Introduction and Key Takeaways

Ramy Mahmoud, MD, MPH

CS Launch Update

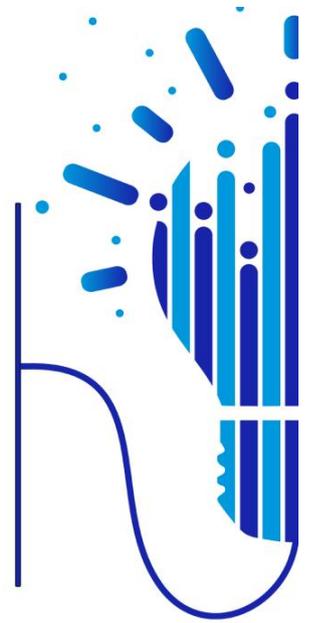
Paul Spence

Q3 2024 Performance and Updated FY 2024 Financial Guidance

Terry Kohler

Closing Remarks

Ramy Mahmoud, MD, MPH



Key Takeaways



XHANCE[®] Chronic Sinusitis Launch

- New indication creates a significant near-term growth opportunity with up to a 10x multiple on the TAM based on patients who are currently treated by a physician
- Current sales footprint of 75 territories and phased modest incremental commercial investment, expected to be sufficient to achieve peak net revenue of at least \$300M
- Focus on growing profitable prescriptions and building a broader base of prescribers who are new to XHANCE has shaped 2024 performance



Commercial Update

- Increasing the frequency of on-target sales calls that focus on efficacy was a priority in Q3
- HUB services support profitable growth in the current insurance environment for XHANCE; and optimizing the performance of the network is an ongoing area of focus
- Improving insurance coverage supports profitable growth, including outside the HUB
- Recent data suggest evidence of an inflection in new prescription growth



Financial Guidance Update

- Slower than anticipated return to demand growth changes our near-term financial guidance
- Decreasing FY 2024 XHANCE net revenue to \$75 to \$79 million, previously expected to be \$85 to \$90 million
- Increasing FY 2024 net revenue per prescription expectation to be approximately \$270 (previously expected to be at least \$250)



CS Launch Updates

Commercial Update

Sales force focused on productive calls

- Delivery of on-target, efficacy-focused discussions, at sufficient frequency, is critical to driving product adoption. We re-engineered sales practices to better focus on productive discussions that generate promotional response.

HUB services and pharmacy network increasing in efficiency

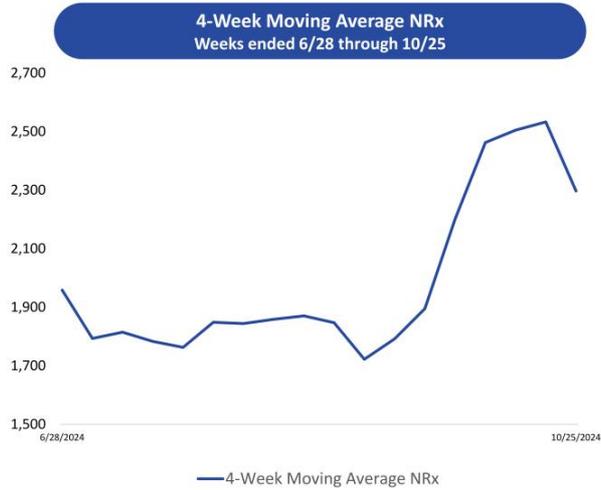
- Optimizing fulfillment services and improving HUB efficiency on both new and refill prescription processes was an expected part of implementation and we are focused on continuous improvement.

Insurance coverage improving

- While approximately 70% of lives are in an insurance plan that covers XHANCE there are frequently utilization management criteria, including PAs, that create challenges for efficient prescription fills. At the start of Q3, XHANCE was added to ESI national formularies with more than 24 million lives. We are actively pursuing additional coverage improvements to reduce administrative burden

New Prescriptions (NRx)

Sales force execution, increased HUB efficiency, and better insurance coverage drove a recent growth inflection



- The four-week moving average of weekly XHANCE NRx inflected positively in mid- to late-September
- The most recent 6 weeks of XHANCE NRx include the top 5 weeks of NRx in 2024
- Q3 changes in commercial efforts include:
 - Enhanced sales force execution, including targeting, messaging, and call plan attainment
 - Sales effort specific to top ESI targets
 - Improving script fulfillment services through Hub channel

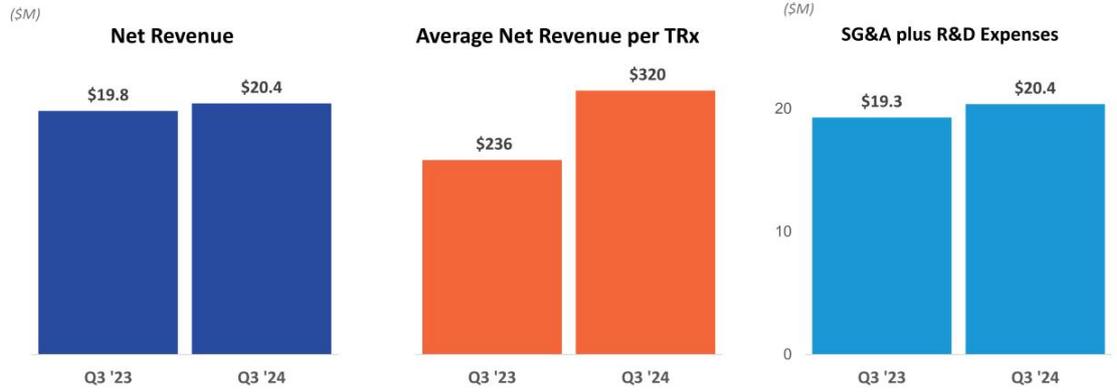


Q3 2024 Performance

Financial Review – Third Quarter 2024

Average net revenue per prescription increased 36% YoY in context of our focus on growing profitable prescriptions

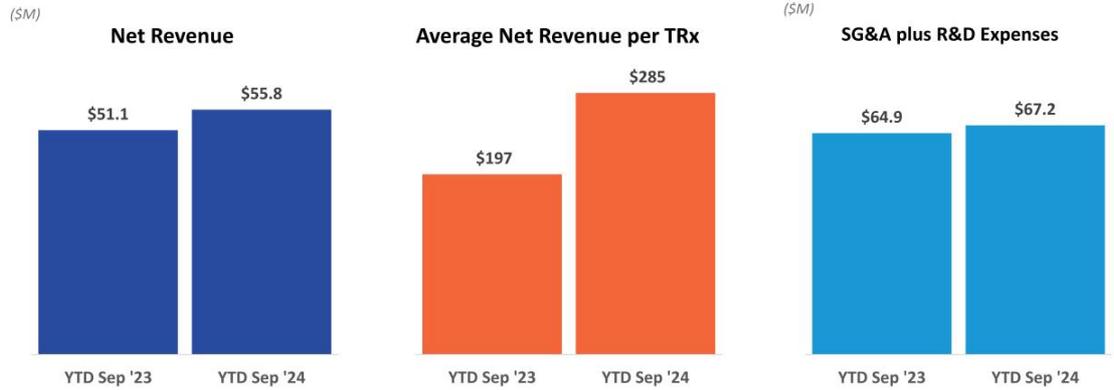
XHANCE Net Revenues of \$20.4 million increased 3% compared to Q3 2023
Operating Expenses increased ~\$1M to support the CS launch



Financial Review – YTD September 2024

Average net revenue per prescription increased 45% YoY in context of our focus on growing profitable prescriptions

XHANCE Net Revenues of \$55.8 million increased 9% compared to YTD September 2023
Operating Expenses increased ~\$2M to support the CS launch





2024 Outlook

Full Year 2024 Financial Guidance



XHANCE Net Revenue

FY 2024 expected to be between \$75 to \$79 million (Previously expected to be between \$85 to \$90 million)



XHANCE Average Net Revenue per Prescription

FY 2024 expected to be approximately \$270, an increase of ~29% compared to full year 2023 (Previously expected to be at least \$250)



GAAP Operating Expenses (SG&A and R&D Expenses)

Expected to be between \$90 to \$93 million; approximately \$6 million of which represents stock-based compensation (Previously expected to be between \$95 to \$101 million)



Closing Remarks

Key Takeaways



XHANCE[®] Chronic Sinusitis Launch

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- Increasing FY 2024 net revenue per prescription expectation to be approximately \$270 (previously expected to be at least \$250)

Investor Relations – NASDAQ: OPTN

Analyst Coverage ¹

Jefferies: Glen Santangelo

Lake Street: Thomas Flaten

Piper Sandler: David Amsellem

H. C. Wainwright: Matthew Caufield

As of September 30, 2024:

\$82.5 million in cash

Debt: \$130 million

150.8 million common shares o/s

38.5 million warrants, options & RSUs o/s

Optinose Investor Contact

Jonathan Neely,

VP, Investor Relations and Business Development

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 www.optinose.com

 [@optinose](https://twitter.com/optinose)

¹ - Optinose is followed by the analysts listed above. Please note that any opinions, estimates or forecasts regarding the Company's performance made by these analysts are theirs alone and do not represent opinions, forecasts or predictions of Optinose or its management. Optinose does not by its reference above or distribution imply its endorsement of or concurrence with such information, conclusions or recommendations.



Building a Leading ENT / Allergy Specialty Company

Corporate Presentation
November 12, 2024

