



**Milestone**  
PHARMACEUTICALS

**Joseph Oliveto**  
**Chief Executive Officer**

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# Milestone - Corporate Highlights



- Phase 3 Cardiovascular Company with data read out in 1H, 2020
- PSVT is a robust market represented by ~2M patients in US
- Paradigm-changing approach enabling patient self-management
- Potentially first new drug therapy in PSVT in > 25 years
- New Chemical Entity with proprietary IP protection until 2036
- Pipeline opportunities beyond the lead indication
- Initial Public Offering, May 13, 2019 – approx. \$88M net proceeds

PSVT = Paroxysmal Supraventricular Tachycardia

# Management Team



**Joseph Oliveto**  
Chief Executive Officer



CHELSEA  
THERAPEUTICS

Lundbeck



**Francis Plat, MD**  
Chief Medical Officer



MERCK



Daiichi-Sankyo



NOVARTIS



Bristol-Myers Squibb

**Lorenz Muller**  
Chief Commercial Officer



exact  
sciences



CVT | CV Therapeutics



Daiichi-Sankyo



MERCK

**Philippe Douville, PhD**  
Chief Scientific Officer / Founder



GENIZON  
BioSciences

**Algene  
Biotechnologies**



**Timothy Maness, CPA, CGMA**  
Vice President, Finance

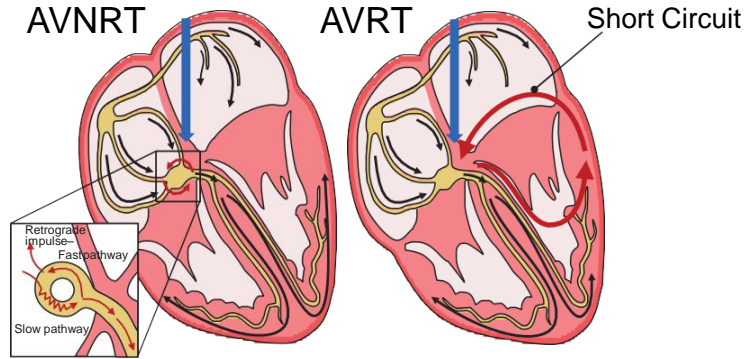


MannKind Corporation



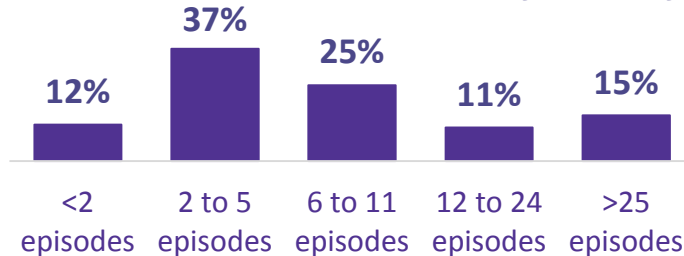
CHELSEA  
THERAPEUTICS

# Paroxysmal Supraventricular Tachycardia (PSVT)



- PSVT is a rapid heart rate condition that starts and stops without warning
- Heart rates >200 bpm are not uncommon
- Symptoms include
  - ✓ palpitations
  - ✓ sweating
  - ✓ chest pressure or pain, shortness of breath
  - ✓ sudden onset of fatigue
  - ✓ lightheadedness or dizziness
  - ✓ fainting or anxiety

## PSVT episode frequency (per yr.)



AVNRT = Atrioventricular Nodal Re-entrant Tachycardia AVRT = Atrioventricular Re-entrant Tachycardia bpm = beats per minute

Sources: Internal estimates based on market research

# Current Standard of Care for PSVT



**Current acute treatment options are invasive, inconvenient, anxiety-provoking and/or costly**

Chronic / preventive



- Chronic oral medication with modest efficacy and unpleasant side effects
- 4-7 episodes/year despite preventive medications



- Catheter ablation
- ~80K ablations/year
- Only ~10% of patients opt for ablation

Acute



- IV adenosine or DC cardioversion in the ED
- >150K ED visits/hospital admissions per year
- Many patients endure episodes when they occur

PSVT = Paroxysmal Supraventricular Tachycardia DC = Direct Current ED = Emergency Department

Sources: Internal estimates based on market research and longitudinal analysis of Truven/Marketscan and Medicare claims data; Page RL et al, 2015 ACC/AHA/HRS guideline for the management of adult patients with supraventricular tachycardia: executive summary: a report of the ACC/AHA Task Force on Clinical Practice Guidelines and the Heart Rhythm Society. Circulation. 2016;133:e471–e505

# A Paradigm-Changing Approach



**Opportunity to develop the first approved treatment to be used by patients whenever and wherever an episode of PSVT occurs**

Non-invasive

Convenient

Empowering

- Avoidance of ED visits/ hospital admissions
- Less need for chronic medications
- Alternative or bridge to ablation procedure



PSVT = Paroxysmal Supraventricular Tachycardia

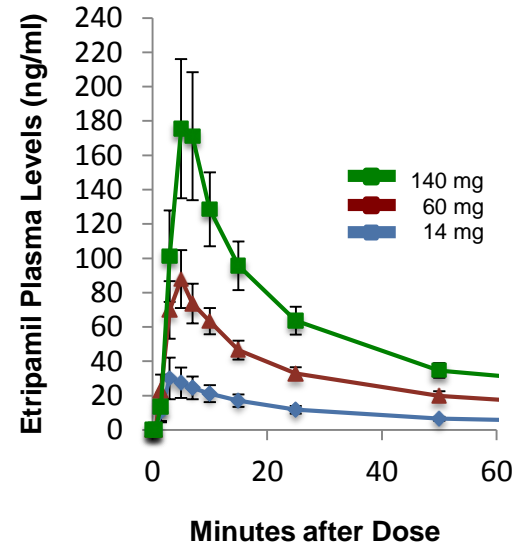


## A paradigm-changing approach for treating PSVT

Etripamil	
Class	Novel CCB
Potency (IC <sub>50</sub> )	11 nM
Metabolism	Rapid: Esterase-mediated

- **Clinically-validated mechanism**
  - Etripamil, Calcium Channel Blockers (CCBs), terminate PSVT through AV node modulation
- **Rapid onset of action**
- **Convenient patient self-administered nasal spray**
- **Short half-life**

- **Rapid onset ( $T_{max} < 5 \text{ min}$ )**
- **Transient plasma levels**



Error bars indicate standard error of the mean

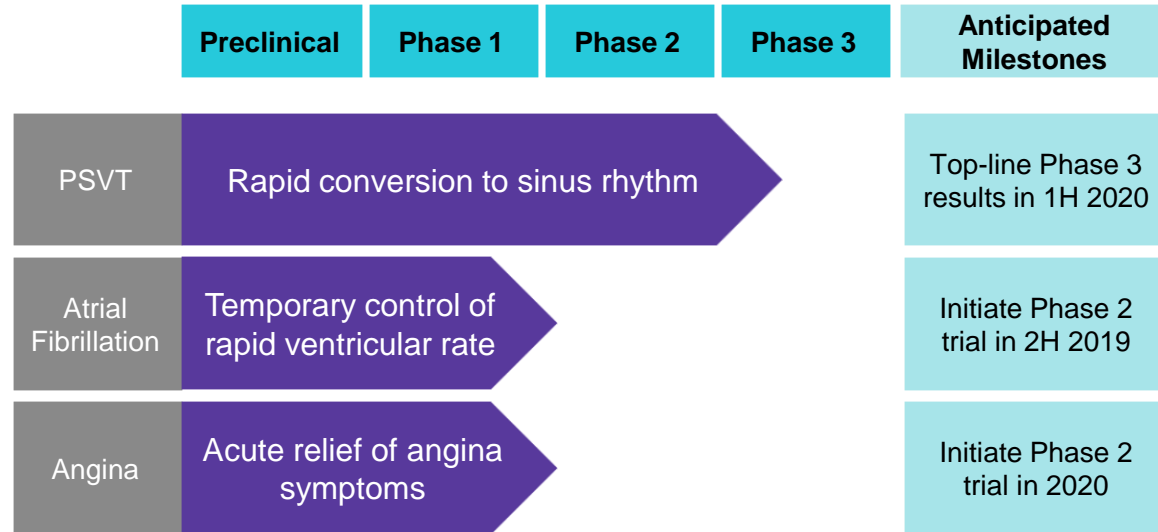
AV = Atrio-ventricular



# Etripamil Clinical Pipeline



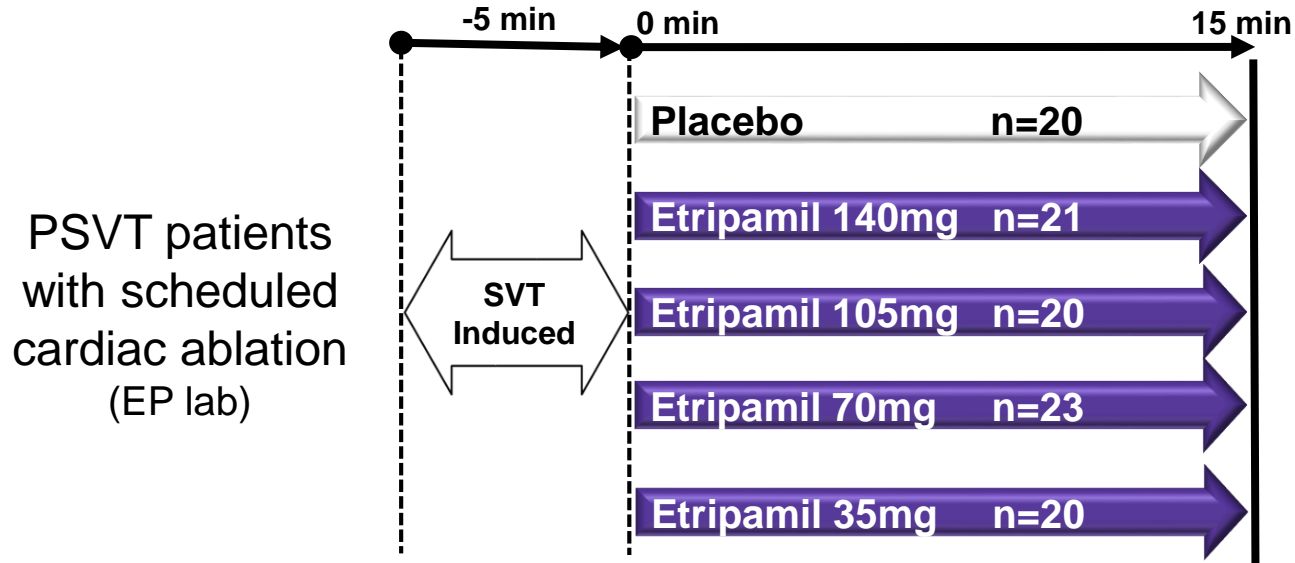
**Pharmacology of L-type calcium channel blockers drives broad clinical utility**



# Phase 2a/b Study Design



**Objectives: Demonstrate superiority of etripamil over placebo in terminating SVT and dose ranging trend analysis**

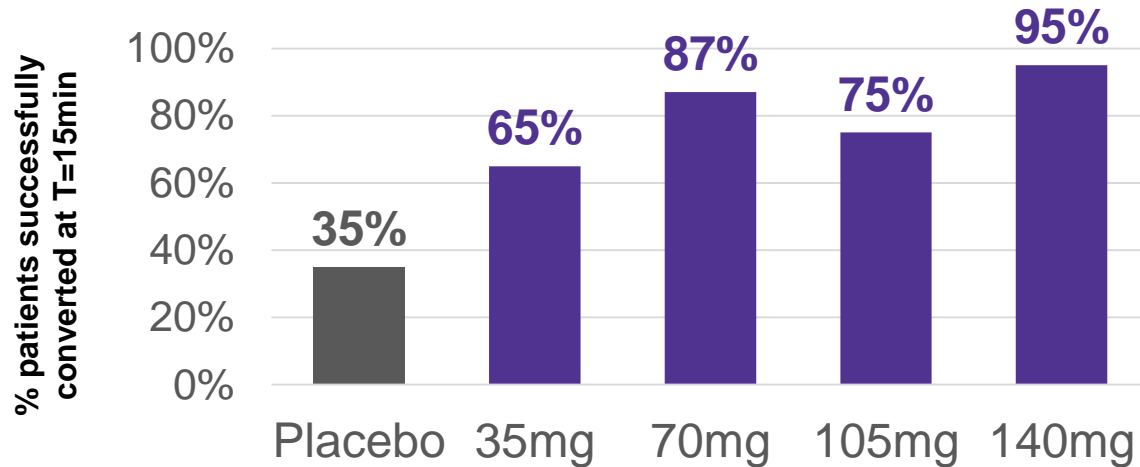


**Endpoint: conversion to sinus rhythm within 15 minutes**  
**>80% power to show a 50% absolute difference vs. placebo**

# Phase 2 Primary Endpoint



**Etripamil three highest doses demonstrated 75-95% conversion rates which are statistically significant compared to placebo**



# patients converted at 15 min	7/20	13/20	20/23	15/20	20/21
p-value		0.1128	0.0006	0.0248	<.0001

Source: Stambler, B.S. et al.; Etripamil Nasal Spray for Rapid Conversion of Supraventricular Tachycardia to Sinus Rhythm; J Am Coll Cardiol. 2018;72(5):489-97

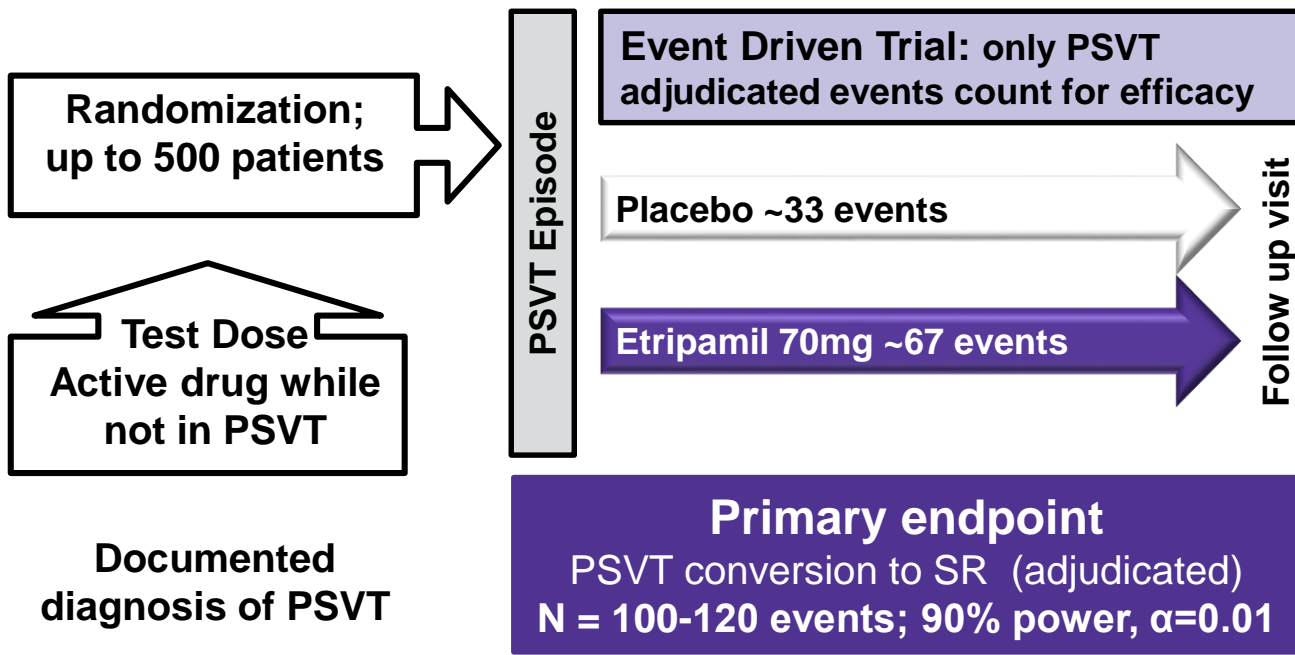
# Phase 2a/b Clinical Conclusions



- Etripamil at 70, 105 and 140 mg is significantly better than placebo in terminating PSVT
- Median time to conversion <3 min with etripamil 70mg
- 70 mg dose showed no mean blood pressure (BP) drop
- Most frequent side effect was nasal irritation or nasal congestion; however these were transient
- Etripamil 70 mg demonstrated the best efficacy/safety profile to take into Phase 3



**Objective: Superiority of etripamil over placebo in terminating PSVT events in the outpatient setting**



SR = Sinus Rhythm; PSVT = Paroxysmal Supraventricular Tachycardia; Study randomization scheme 2:1 etripamil : placebo

# FDA Guidance – End of Phase 2 Meeting



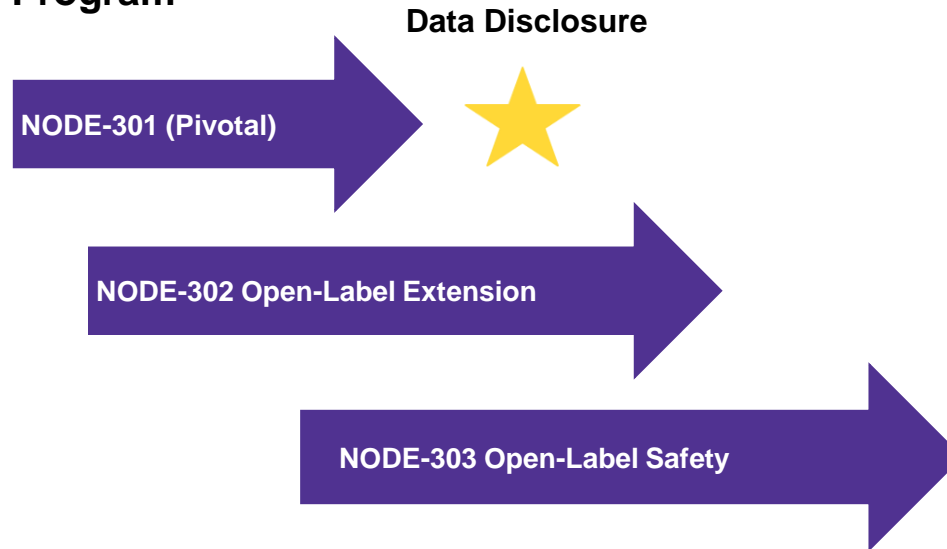
## FDA provided a clear regulatory path for etripamil in PSVT

- NODE-301 protocol acceptable including design, dose, endpoint, statistical analysis, and sample size
- Inclusion of broad patient population
  - Including elderly and those on concomitant medications
- Single efficacy study acceptable for approval
- Total NDA safety data set of  $\leq 1,500$  unique patient events

# Etripamil PSVT Development Plan



## Phase 3 Program

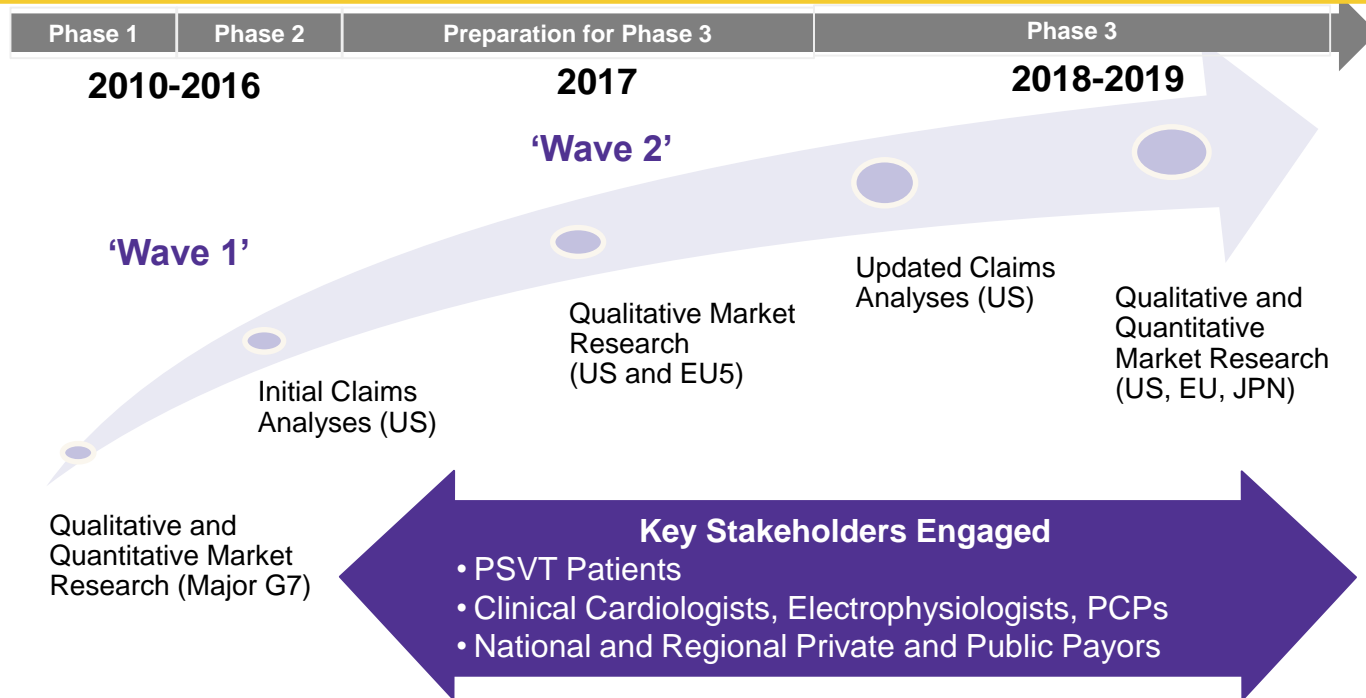


PSVT = Paroxysmal Supraventricular Tachycardia

# Milestone Knowledge Base for PSVT



**Market research with extensive stakeholder interviews supplemented with multiple claims database analyses**





# PSVT Patient Characteristics



- Age: teens to elderly
- Gender: majority are female
- Episode frequency and duration varies widely
  - Median 4-7 per year despite chronic medications
  - Almost 40% of patients have at least 2 episodes/year >10 min\*
- Cardiovascular comorbidities in about half of patients
- 40% of patients have  $\geq 1$  ED visit per year\*



## Unmet Need

- Strongly negative experience associated with **adenosine in ED**
- Significant anxiety/fear of **ablation**
- Patients indicate **“significant impact”** on QOL

\*Estimates are for patients in year after initial diagnosis; rates drop by 13-29% in years following their initial diagnosis

Sources: Internal estimates based on market research and longitudinal analysis of Truven/Marketscan and Medicare claims data

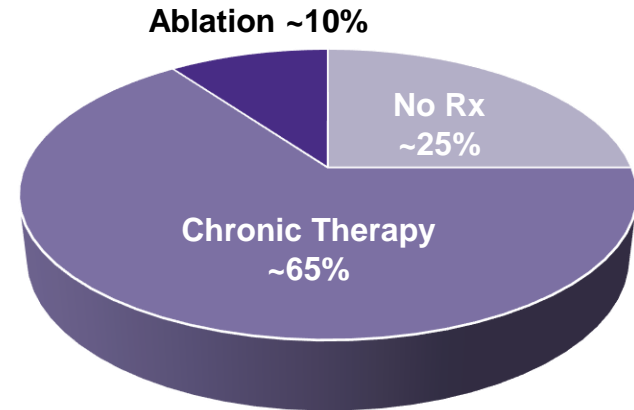
# Current US PSVT Market



Total annual US healthcare expenditures of ~\$3B

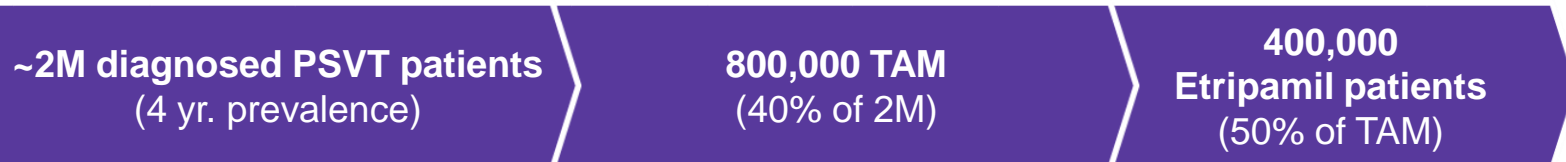
- Prevalence ~2M diagnosed PSVT patients
- ~300K newly diagnosed per year
- ~600K patients treated per year
- >150K ED/hospital visits per year
- ~80K ablations per year

## Current Management



Source: Sacks, N.C. et al; Prevalence of Paroxysmal Supraventricular Tachycardia (PSVT) in the US in Patients Under 65 Years of Age; Abstract and Oral Presentation at the International Academy of Cardiology Annual Scientific Sessions 2018, 23rd World Congress on Heart Disease; Precision Xtract, Boston, MA, USA; and data-on-file from Truven Health MarketScan Commercial research database and Medicare Limited Dataset, with demographic, enrollment and claims data for commercially insured (Truven) and Medicare covered patients using PSVT code 427.0 or I47.1 for up to a 9-year interval between 2008 and 2016 inclusive.

# Potential Commercial Opportunity for Etripamil in PSVT



<b>Number of annual PSVT ablations</b>	<b>80,000</b>
Ratio of etripamil-treated patients : ablation	x <u>3.5</u>
Total expected etripamil patients/year	280,000
Etripamil expected doses/patient/year	x <u>3</u>
Etripamil doses/year	840,000

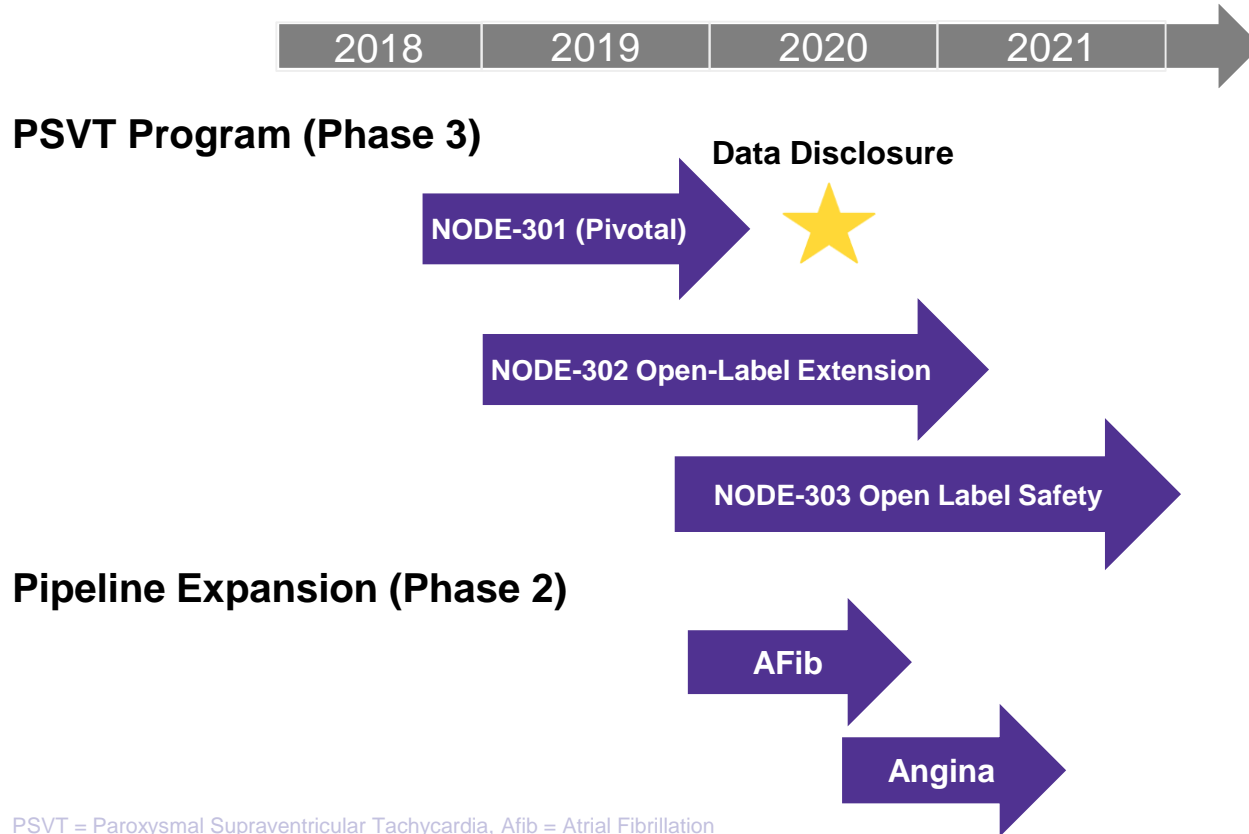
TAM – Target Addressable Market

Sources: Internal estimates based on market research and longitudinal analysis of Truven/Marketscan and Medicare claims data



- Cash and equivalents of \$71.2M (2019 Q1, unaudited)
- IPO (May 2019) net proceeds of \$88M
- Runway into Q3, 2021 (existing cash + net IPO proceeds)
  - Phase 3 pivotal efficacy trial (Study 301) top line data
  - Initiation and significant progression of Phase 3 safety study (Study 303)
  - Continued PSVT market development via publications, patient education and Medical Affairs initiatives
  - Phase 2 endpoint in atrial fibrillation

# Etripamil Development Plan



PSVT = Paroxysmal Supraventricular Tachycardia, Afib = Atrial Fibrillation

# Milestone (Nasdaq: MIST) - Corporate Highlights



- Phase 3 Cardiovascular Company with pivotal efficacy data in 1H 2020
- PSVT is a robust market represented by ~2M patients in US
- Potentially first new drug therapy in PSVT in > 25 years
- Paradigm-changing approach enabling patient self-management & potential cost savings to the medical system
- Pipeline opportunities beyond the lead indication
- \$95M IPO in May 2019 provides cash runway into 3Q, 2021, well beyond the Phase 3 efficacy results



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**Thank you**