

# Q3 2020 earnings call

November 5, 2020

***AceIRx***  
*Pharmaceuticals, Inc.*



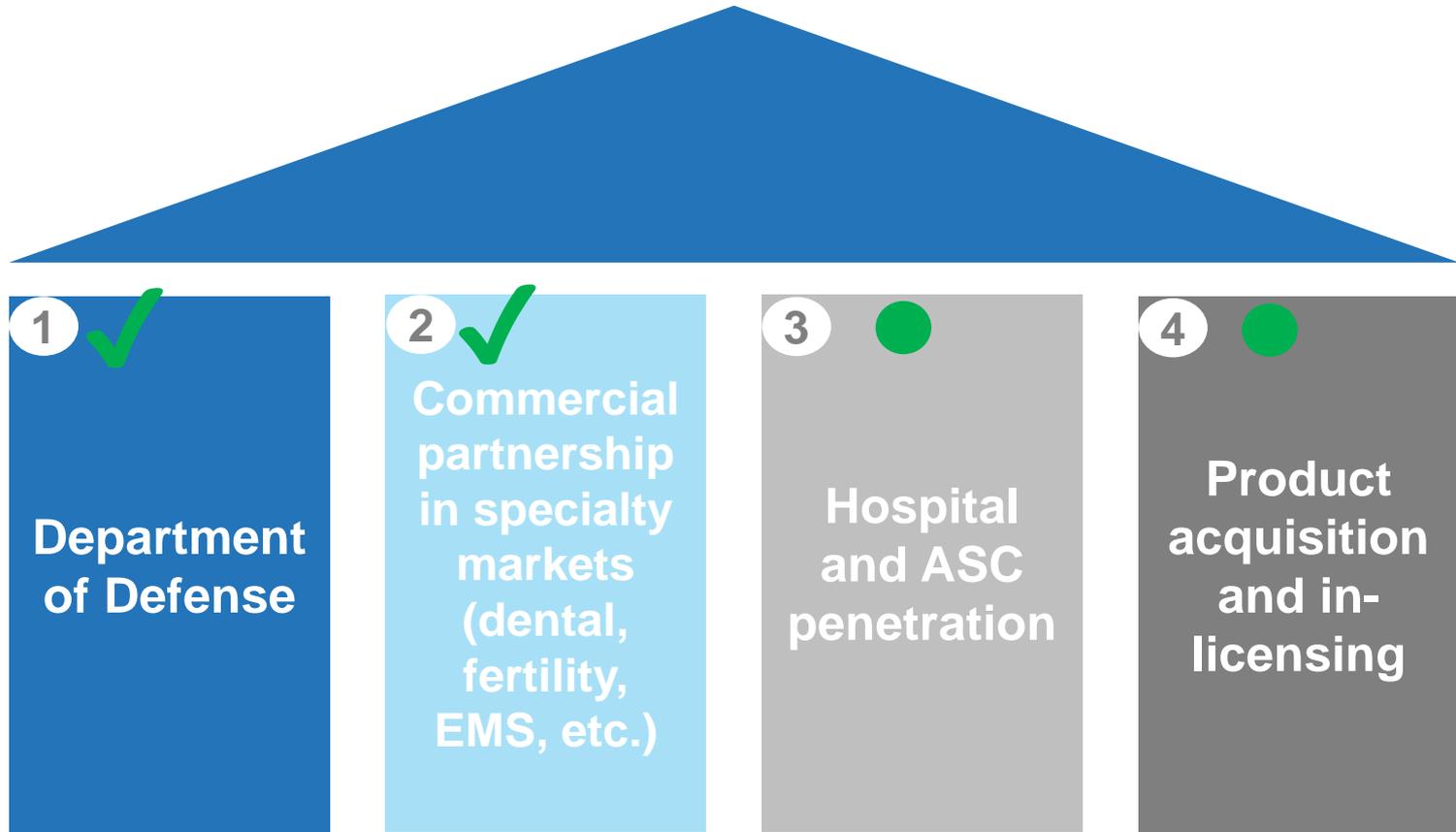
## Forward-Looking Statements

Some of the information in this presentation is not historical in nature and may constitute forward-looking statements, which are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These statements may be identified by the use of forward-looking terminology such as “believes,” “expects,” “anticipates,” “may,” “will,” “should,” “seeks,” “approximately,” “intends,” “plans,” “estimates,” or the negative of these words or other comparable terminology. The discussion of financial trends, strategy, plans or intentions may also include forward-looking statements. These forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those projected, anticipated or implied by such statements. Although it is not possible to predict or identify all such risks and uncertainties, they may include, but are not limited to, those described in the Company’s annual, quarterly and current reports (*i.e.*, Form 10-K, Form 10-Q and Form 8-K) as filed or furnished with the Securities and Exchange Commission (SEC). You are cautioned not to place undue reliance on any such forward-looking statements, which speak only as of the date such statements were first made. To the degree financial information is included in this presentation, it is in summary form only and must be considered in the context of the full details provided in the Company’s most recent annual, quarterly or current report as filed or furnished with the SEC. The Company’s SEC reports are available at [www.aceirx.com](http://www.aceirx.com) under the “Investors” tab. Except to the extent required by law, the Company undertakes no obligation to publicly release the result of any revisions to these forward-looking statements to reflect events or circumstances after the date hereof, or to reflect the occurrence of unanticipated events.

## Non-GAAP Financial Measures

To supplement AcelRx’s financial results and guidance presented in accordance with U.S. generally accepted accounting principles (GAAP), the company uses certain non-GAAP financial measures in this presentation, in particular, excluding stock-based compensation expense from its operating expenses. The company believes that this non-GAAP financial measure provides useful supplementary information to, and facilitates additional analysis by, investors and analysts.

# AcelRx four pillars building a foundation for revenue growth



Multiple opportunities for revenue growth outside hospital

# Pillar 1: Milestone C Approval achieved in April 2020



- Milestone C review completed April 2020 concluding that DSUVIA was approved for ALL Army sets, kits and outfits for deployed troops moving forward (forecasted \$30M in initial stocking orders over three years, expected to begin in Q4 2020)
- \$3.6 million, four-year contract awarded in September 2020 for a DSUVIA comparative study
- Joint Deployment Formulary approval received in September 2020
- Seven US based Military Treatment Facilities (MTFs) already formulary approved
- Supply chain US sourced with production capacity
- Additional Federal/State government opportunities (e.g. Strategic National Stockpile)



## Pillar 2: Exclusive distribution and promotion agreement for DSUVIA for dental and oral surgery agreed in July 2020



# ZIMMER BIOMET

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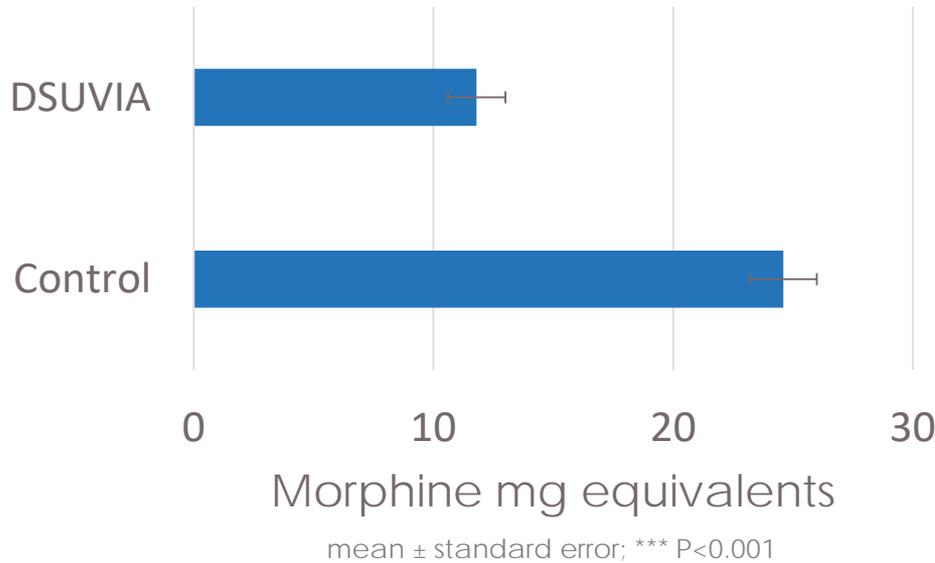


- Nationwide sales representatives focused on dental and oral surgery
- Estimated addressable market of over **7 million** surgeries
- Distribution to begin after satisfaction of applicable licensing requirements; promotion expected to begin earlier

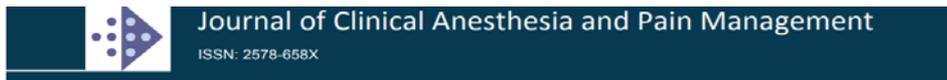
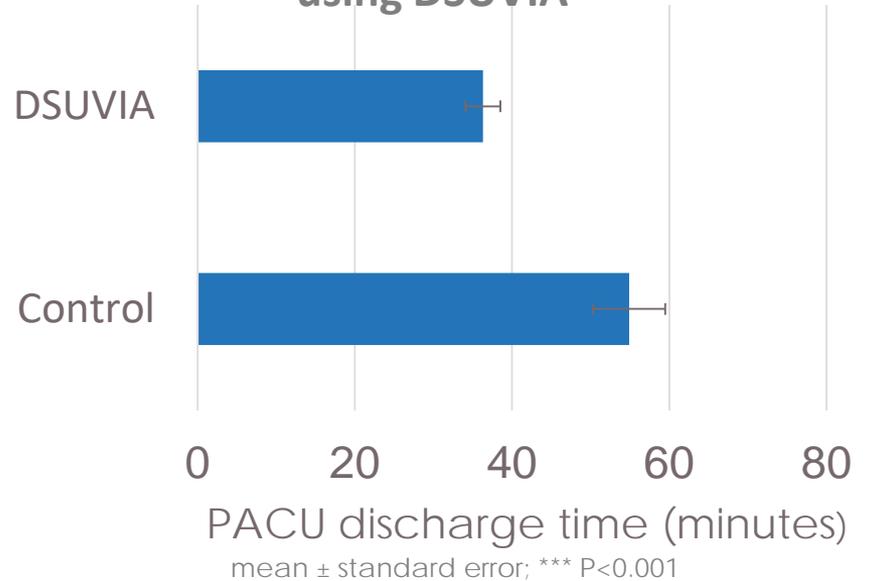
# Pillar 3: August 2020 publication demonstrated reduced opioid use and time in the PACU when administering DSUVIA



50%+ Reduction in opioids administered  
(includes intra- and post-operative opioids)



34% reduction in phase 1 PACU time when  
using DSUVIA



Research Article

DOI: 10.36959/377/341

## Reduced Opioid Use and Reduced Time in the Postanesthesia Care Unit Following Preoperative Administration of Sublingual Sufentanil in an Ambulatory Surgery Setting

Christian D Tvetenstrand, MD<sup>1,2\*</sup> and Michael E Wolff, MD<sup>2</sup>



## Pillar 4: Business development remains a key priority



- Partner **DSUVIA** in large market, non-core specialty areas outside the hospital and ambulatory surgery centers (oral surgery, plastic surgery, fertility clinics, EMS, etc.) to leverage commercial scale of a larger or specialty partner



- Identify, evaluate and execute transactions to bring in **additional products** for healthcare institutions to leverage our commercial infrastructure



- **Outlicense** DSUVIA/DZUVEO in other geographies with potential partners; active discussions for Europe



# Q3 financial information



**\$1.4M**

Q3 '20 revenues\*

**\$8.6M**

Q3 '20 operating  
expense\*\*

**\$43.0M**

September 30, 2020  
Cash/ST investments

*\* Includes \$1.3M product sales*

*\*\* Combined R&D and SG&A including \$1.3M non-cash stock-based comp and depreciation expense*

For more information, visit:  
**[www.aceIrx.com](http://www.aceIrx.com)**

For Important Safety Information including full prescribing information, visit: [www.DSUVIA.com](http://www.DSUVIA.com).

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