



**NASDAQ: THTX**  
**TSX: TH**

# Theratechnologies Corporate Presentation

April 2024

# Forward-Looking Information

The following presentation contains statements that are considered forward-looking information within the meaning of securities regulation.

The Forward-Looking Information (“FLI”) in this presentation relates to future events or our future performance. The FLI are based on a number of assumptions and are associated with a number of risks, uncertainties and other unknown factors that may cause our actual results, levels of activity, performance or achievements to be materially different from those implied by the FLI. Readers are cautioned that using FLI contained herein for purposes other than for which it is disclosed herein may be inappropriate.

Such FLI reflects our current views with respect to future events and is given as at April 16, 2024. We undertake no obligation and do not intend to update or revise the FLI contained in this presentation, except as required by law. **All amounts in this document are in United States Dollars (USD), unless otherwise stated.**

Certain assumptions made in preparing the FLI include, but are not limited to, the following:

- 1) we will meet our 2024 revenue and “Adjusted EBITDA”<sup>1</sup> guidance;
- 2) we will refile the F8 formulation of tesamorelin with the FDA and the FDA will approve same to successfully commercialize it;
- 3) we will control expenses as planned and no unforeseen events will occur which would have the effect of increasing our expenses in 2024 and beyond;
- 4) we will not be in default under the terms and conditions of our credit agreement with affiliates of Marathon Asset Management;
- 5) we will be successful in advancing discussions for a partnership for the conduct of a Phase 2b/3 clinical trial in NASH using tesamorelin and with respect to our oncology program in the 2024 fiscal year;
- 6) we will be successful in enrolling patients to complete our Phase 1 clinical trial using sudocetaxel zendusortide and the results of such Phase 1 clinical trial will show signs of efficacy with no material safety concerns;
- 7) we will be successful in identifying and entering into transactions to add one or more commercial assets in the 2024 financial year; and
- 8) no event will occur that would prevent us from executing the business plan set forth in this presentation.

The FLI in our presentation may not materialize; accordingly, investors should not place undue reliance on it. We refer you to the “Risk Factors” section of Form 20-F dated February 21, 2024, for a description of certain of the risks and uncertainties that could cause FLI to differ potentially in a material way. This document is available on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca), and on EDGAR at [www.sec.gov](http://www.sec.gov), and contain a description of the risks related to the conduct of our business.

# Theratechnologies (NASDAQ:THTX; TSX:TH)

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## Corporate Profile

### Founded

In 1993 in Montreal, Quebec, Canada

### Headquarters

In Montreal, with subsidiary locations in the United States and Ireland.

### # of Employees

Approximately ~100 employees across Canada and the United States

### Dual-listed

On the Nasdaq Stock Exchange under ticker (NASDAQ:THTX) since 2019, and the Toronto Stock Exchange under ticker (TSX:TH) since 1993.

Theratechnologies is a biopharmaceutical company focused on the development and commercialization of innovative therapies addressing unmet medical needs.

# 2024 Priorities and Milestones

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<b>Top Line Growth</b>	Generate top line growth in 2024 through in-line products and new acquisitions/in-licensing
<b>Adjusted EBITDA* Growth</b>	Build on recently achieved positive Adjusted EBITDA and generate solid margins
<b>Approve tesamorelin F8</b>	Refile the F8 formulation of tesamorelin, and successfully prepare launch in the United States
<b>Trogarzo® IVP</b>	Leverage IVP formulation to solidify our share of the MDR segment
<b>Sudocetaxel Zendusortide (TH1902)</b>	Complete the amended Phase 1 trial in ovarian cancer patients
<b>Oncology and NASH Partnerships</b>	Advance discussions with potential partners to secure partnerships in Oncology and NASH

## **HIV THERAPIES**

*EGRIFTA SV<sup>®</sup>* (tesamorelin for injection)

*TROGARZO<sup>®</sup>* (ibalizumab-uiyk)

# Theratechnologies US Commercial Operations

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In 2022, we onboarded our field force from external Contract Sales Organization.

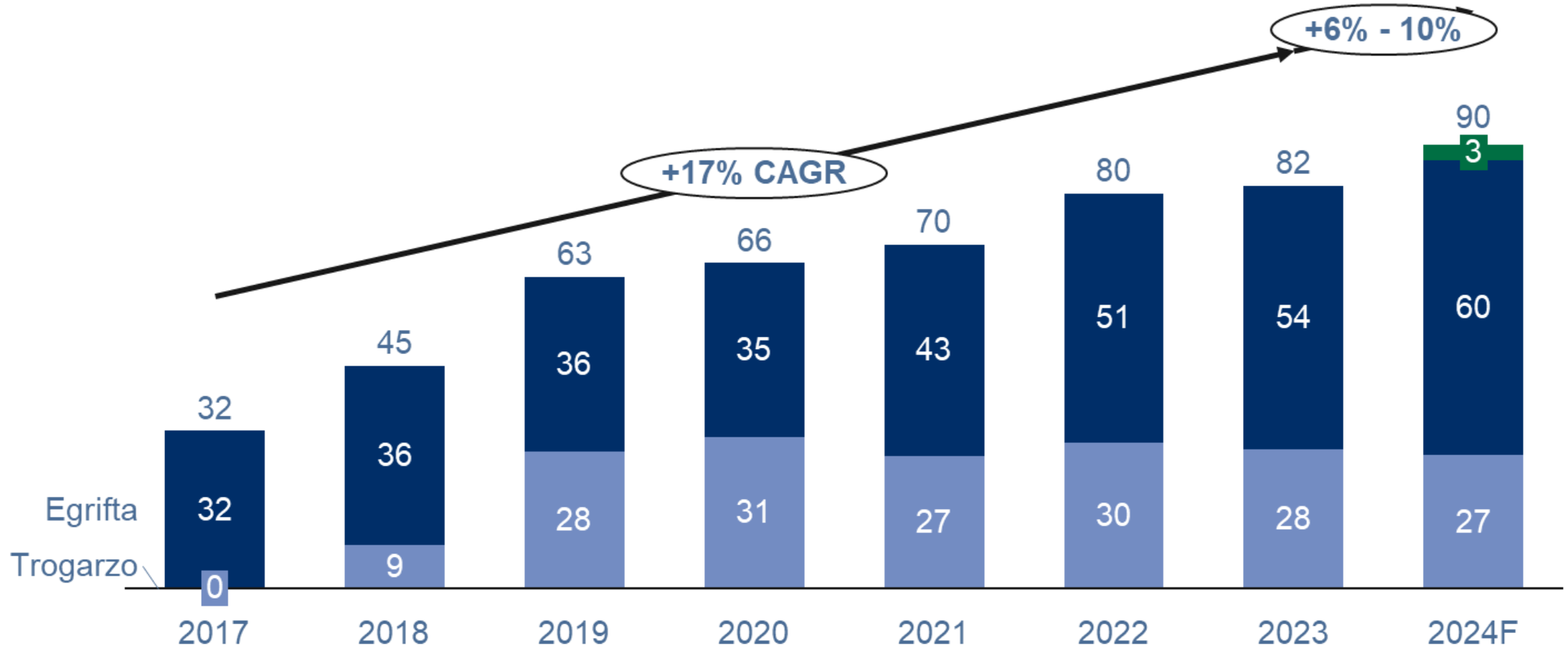
Result of the on-boarding was the establishment of a dedicated, high-performing field force, more aligned with Theratechnologies' commercial goals.

## Internal Field Team

- Seasoned team of representatives, specialty roles and operational support
- Experience in primary care and specialty therapeutics
- Established expertise and relationships in HIV category

# Strong Revenues From HIV Franchise

2024 Revenue Guidance (\$87-\$90 million)



# EGRIFTA SV<sup>®</sup>

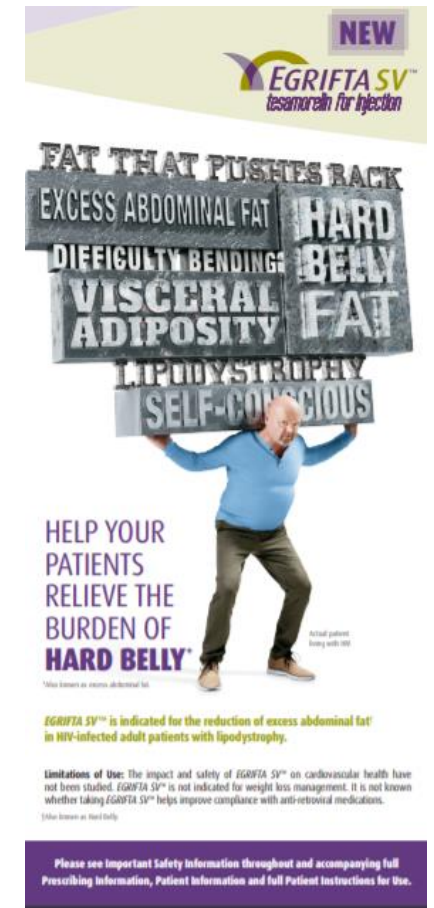
Evolving market dynamics and brand lifecycle management present opportunities for growth

## Key Attributes Provide Competitive Differentiation

1. **Only FDA approved treatment available** for adults with HIV and lipodystrophy that reduces excess abdominal fat.
2. **Unique mechanism of action** that regulates growth hormone (GH) secretion
3. **Well-established safety profile** as evidenced by 10+ years of commercial availability with a high degree of tolerability

## Incremental Growth Opportunities

- Overall, **~40% of HCPs expect to see an increase in patients** with central adiposity over the next 1-2 years<sup>1</sup>
- F8 formulation, if and when approved, is expected to **improve patient experience and adherence.**
- Tesamorelin's ability to increase endogenous GH secretion is the **foundation for development in NASH.**



**NEW**  
EGRIFTA SV<sup>™</sup>  
tesamorelin for injection

FAT THAT PUSHES BACK  
EXCESS ABDOMINAL FAT  
HARD BELLY  
DIFFICULTY BENDING  
VISCERAL ADIPOSITY  
LIPODYSTROPHY  
SELF-CONSCIOUS

HELP YOUR PATIENTS RELIEVE THE BURDEN OF **HARD BELLY**<sup>1</sup>

Actual patient being with 100 lbs

EGRIFTA SV<sup>™</sup> is indicated for the reduction of excess abdominal fat in HIV-infected adult patients with lipodystrophy.

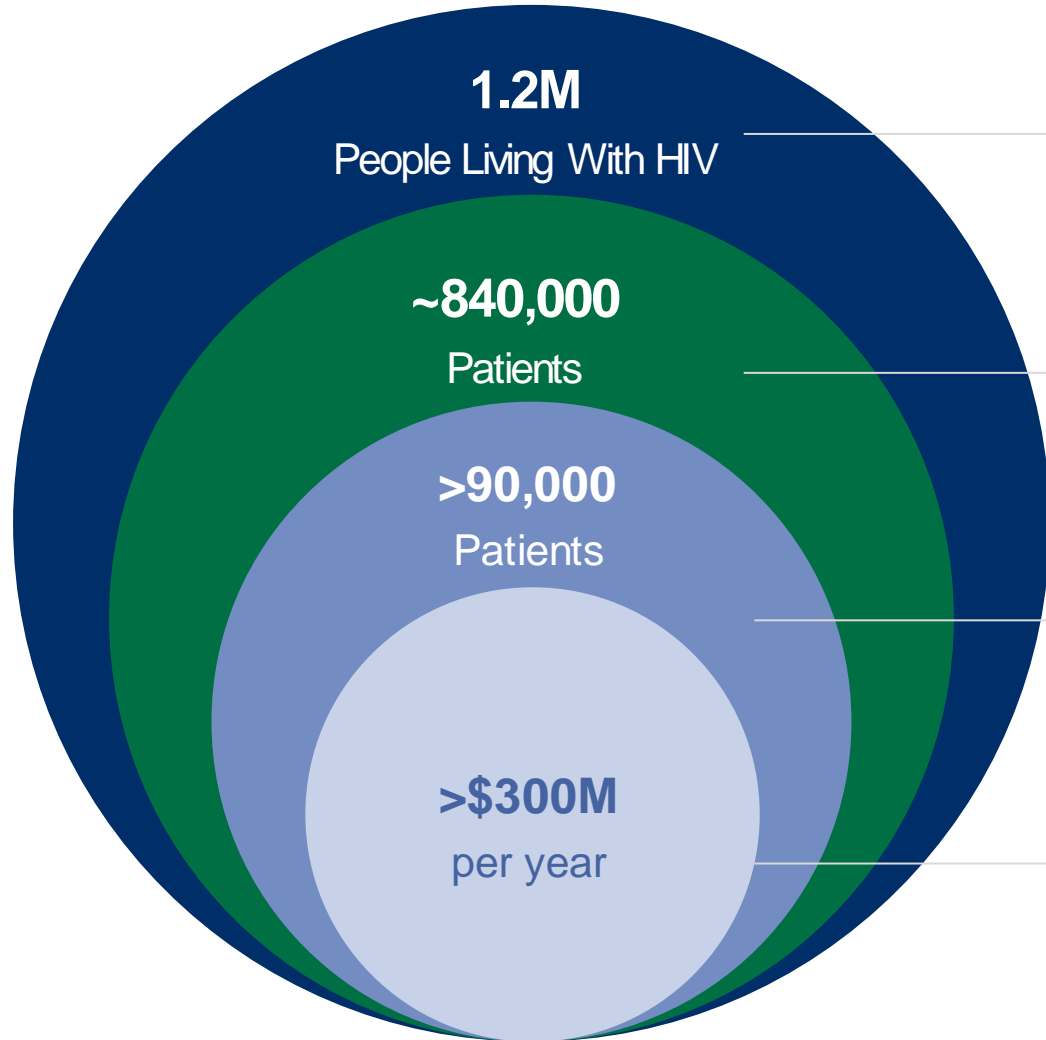
Limitations of Use: The impact and safety of EGRIFTA SV<sup>™</sup> on cardiovascular health have not been studied. EGRIFTA SV<sup>™</sup> is not indicated for weight loss management. It is not known whether taking EGRIFTA SV<sup>™</sup> helps improve compliance with anti-retroviral medications.

(Data known as Hard Belly)

Please see important Safety Information throughout and accompanying full Prescribing Information, Patient Information and full Patient Instructions for Use.



# EGRIFTA SV® Patient Flow\*



**HIV Total Prevalent Cases in U.S**

**Diagnosed and Drug-treated Prevalent Cases  
~70%**

**% Fitting the Description of Excess Visceral  
Abdominal Fat >11%**

**Addressable Market (currently screened)**  
Low screening rates represent an opportunity to expand  
the addressable market

# TROGARZO® (ibalizumab-uiyk) injection

Patient demand toward long acting and improved formulation fuels growth

## Key Attributes

*For heavily treatment-experienced HIV patients facing multi-drug resistance who fail their current antiretroviral regimen*

1. **Potency:** novel mechanism of action that is fully active with no expected cross-resistance
2. **Durability:** powerful and durable virologic response
3. **Simplicity:** no drug-drug interactions with ibalizumab, well-established safety profile
4. **New 30-second IV Push** simplifies administration for HCPs and Patients

## Incremental Growth Opportunities

- Increasing patient demand and HCP adoption of long-acting modalities
- Ability to attain a pill-free complete regimen in heavily treatment experienced patients with ibalizumab in combination with other agents<sup>1</sup>



Make undetectable possible

**Take Action**  
With TROGARZO®

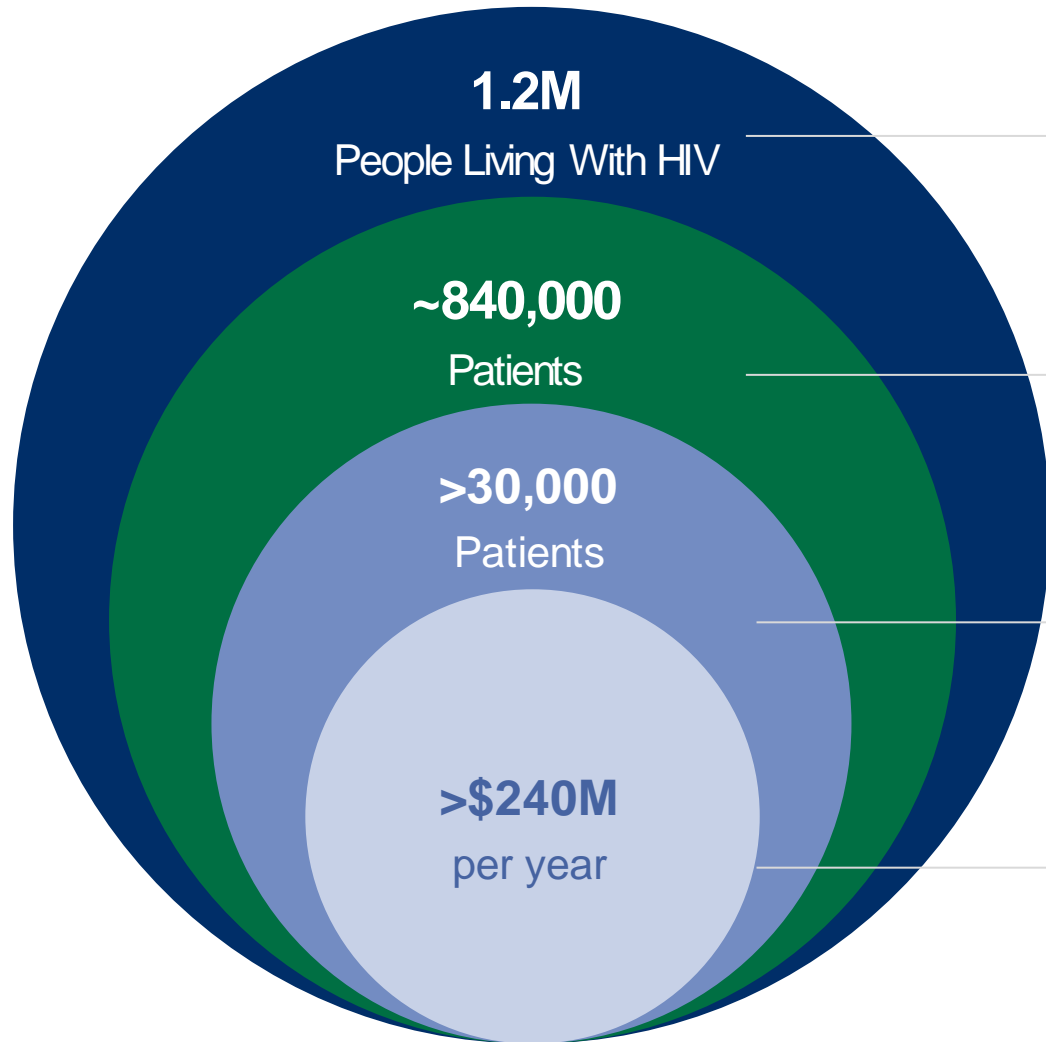
TROGARZO®  
(ibalizumab-uiyk):  
For heavily  
treatment-experienced  
HIV patients with  
virologic failure who  
need additional support  
to achieve long-term  
suppression

**NEW CONVENIENT 30-SECOND  
IV PUSH ADMINISTRATION<sup>1</sup>**

IMPORTANT SAFETY INFORMATION  
Contraindications  
TROGARZO® is contraindicated in patients with a prior  
hypersensitivity reaction to TROGARZO® or any components  
of the product.

**Trogarzo®**  
(ibalizumab-uiyk)  
Injection  
200mg/1.33mL (150 mg/mL)

# TROGARZO<sup>®</sup> Patient Flow\*



HIV Total prevalent Cases in U.S

Diagnosed and Drug-treated Prevalent Cases  
~70%

% HTE: >3.6%

Addressable Market (failing current regimen)



# ONCOLOGY

SORT1+ Technology™

# SORT1+ Technology™

## First-in-Class Peptide Drug Conjugate (PDC) Platform Targeting Sortilin (SORT1) Receptors for Cancer



### Targets SORT1

a novel receptor that is highly expressed in many types of cancer and is associated with poor prognosis and decreased survival.<sup>1</sup>



### Rapid internalization leading to high cytotoxic concentration

specifically inside the cancer cells for improved anti-tumour activity, tolerability, and durable response in pre-clinical studies.<sup>2</sup>



**Overcomes three key resistance mechanisms:** bypasses the MDR1 efflux pump<sup>3</sup>, inhibits vasculogenic mimicry (VM) formation<sup>4</sup>, as well as replication of cancer stem cells<sup>5</sup>, in pre-clinical studies.



**Induces immune cell infiltration** and potentiates the anti-tumoral activity of anti-programmed death ligand-1 (PD-L1) therapy in a melanoma mouse model<sup>6</sup>



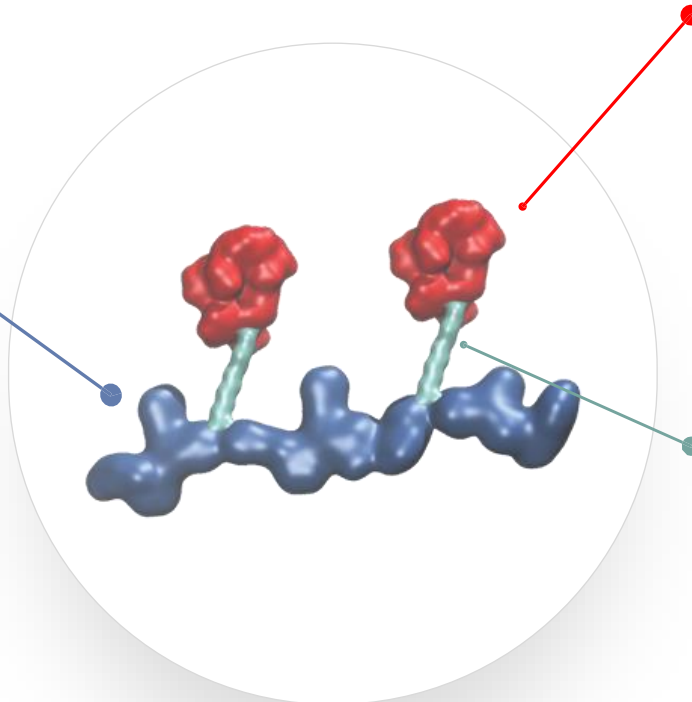
**Sudocetaxel zendusortide** (TH1902) is the lead PDC. FDA has granted fast track designation for sudocetaxel zendusortide to be developed as a single agent for treatment of patients with SORT1+ recurrent advanced solid tumors that are refractory to standard therapy.

# Sudocetaxel Zendusortide (TH1902)

Lead Investigational PDC Using Theratechnologies' Exclusive SORT1+ Technology™

## Peptide<sup>1,2</sup>

- Targets **SORT1** receptor, expressed in multiple cancers
- Can be conjugated to variety of anti-cancer agents with consistent number of payload molecules
- Provides **rapid internalization** and delivery of payload inside the cell, limiting degradation in the circulation and off target toxicity



## Cytotoxic payload<sup>2-4</sup>

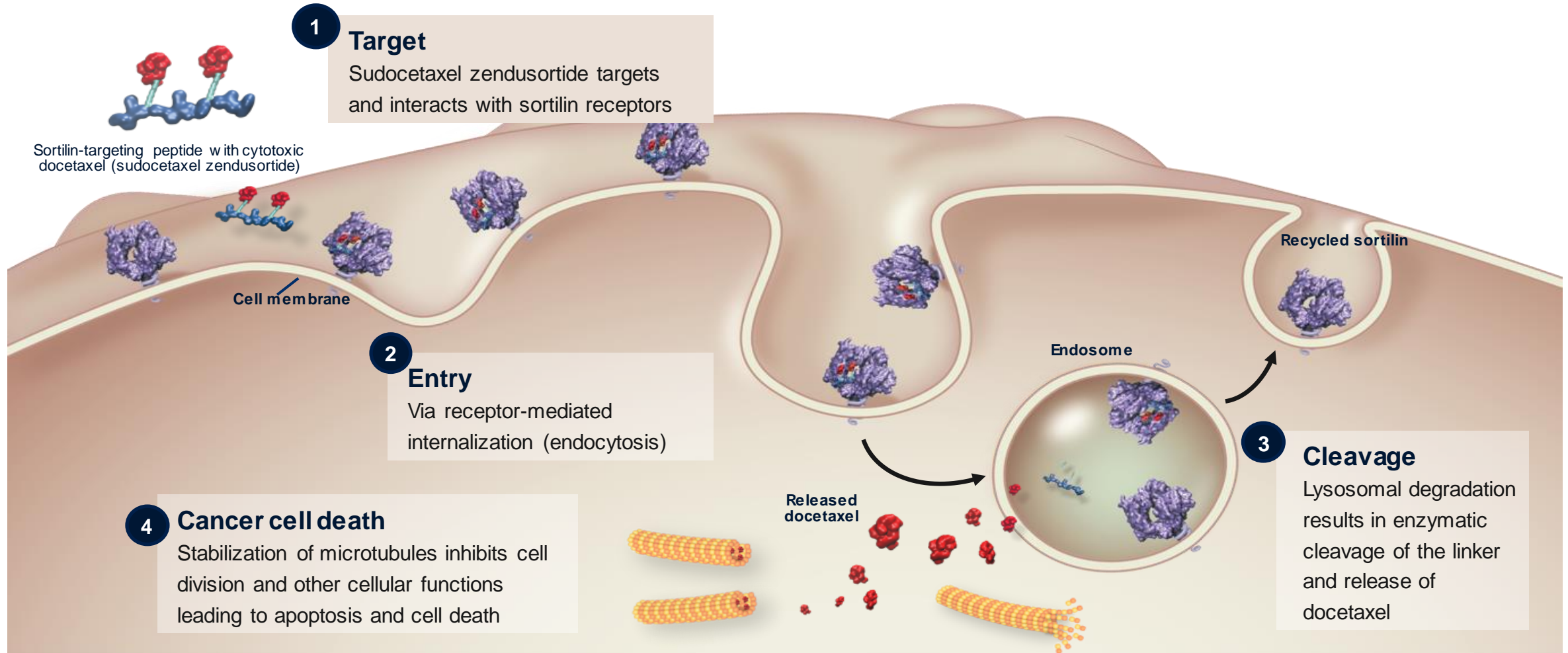
- For sudocetaxel zendusortide is **docetaxel (2:1 ratio)**, a well-established agent for a variety of cancers with known safety profile
- **Increases therapeutic window of docetaxel**
  - Use smaller dose to get greater efficacy and less toxicity (neutropenia)

## Cleavable linker<sup>2,3</sup>

- Links the SORT1-targeting peptide to the cytotoxic docetaxel
- Increased stability in plasma with improved distribution into targeted cancer cells
- Enables rapid release of docetaxel inside the cancer cell

# Sudocetaxel Zendusortide (TH1902)

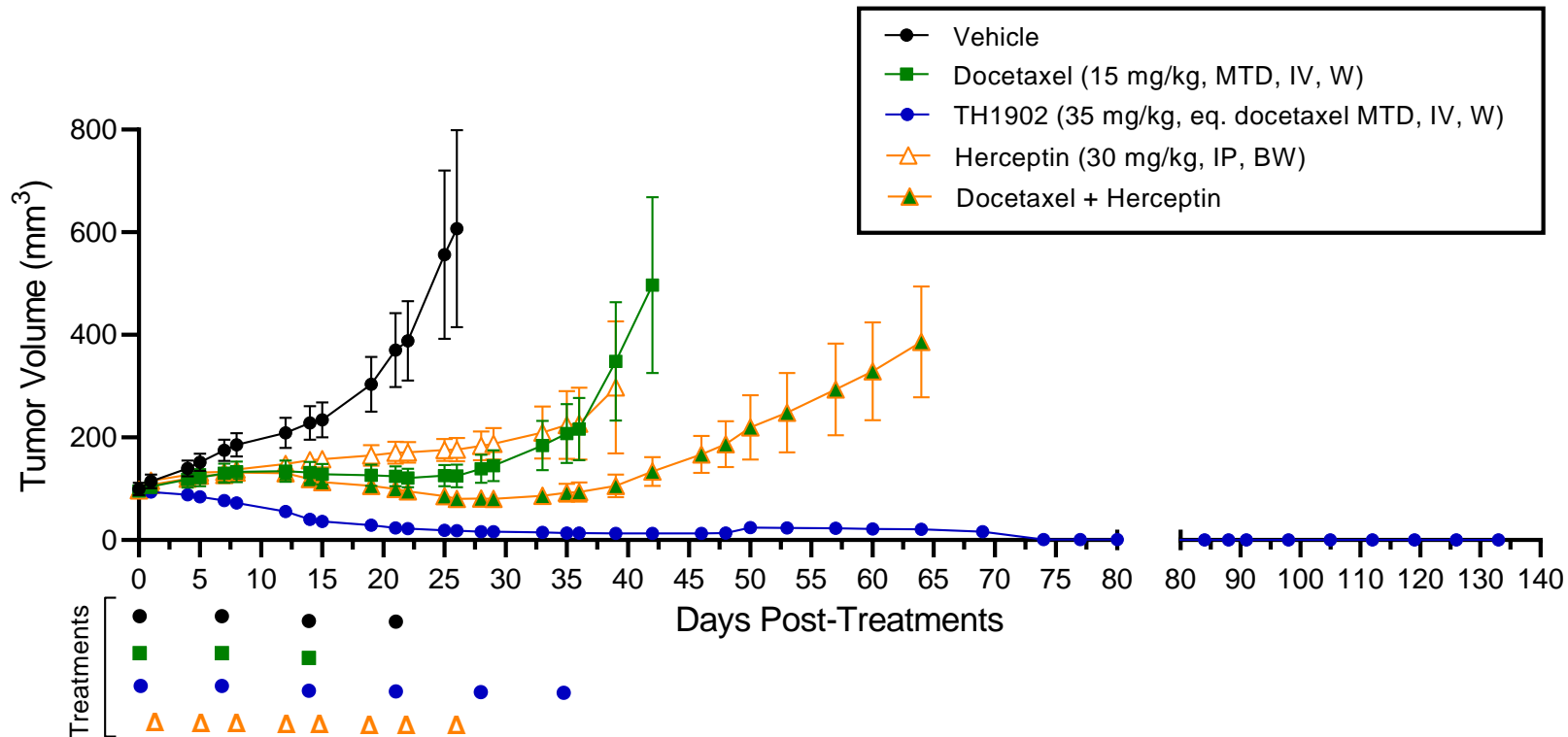
## Delivering Cancer-Killing Docetaxel Directly Into Cancer Cells



# Sudocetaxel Zendusortide (TH1902)

## New Pre-clinical Data in HER2-Positive Breast Cancer (AACR 2023)

### HCC1954 (HER2-positive breast cancer model)



- HCC1954 cancer cells are HER2-positive and are reported to be less sensitive to *HERCEPTIN*<sup>®</sup> (higher dosage for *HERCEPTIN*<sup>®</sup> is required)
- In contrast to other groups, only TH1902-treated mice showed complete and sustained tumor regressions (~100 days after end of treatment)<sup>1</sup>
- First results showing that TH1902 alone is better than *HERCEPTIN*<sup>®</sup> or *HERCEPTIN*<sup>®</sup> + docetaxel combination

Notes: AACR: American Association for Cancer Research;

Source: Charfi, C *et al.*, AACR 2023, Poster #4493.

1-The X-axis is separated into two sections: the one on the left is longer and the one on the right is shorter with longer intervals between the 'ticks' (10 vs. 5).

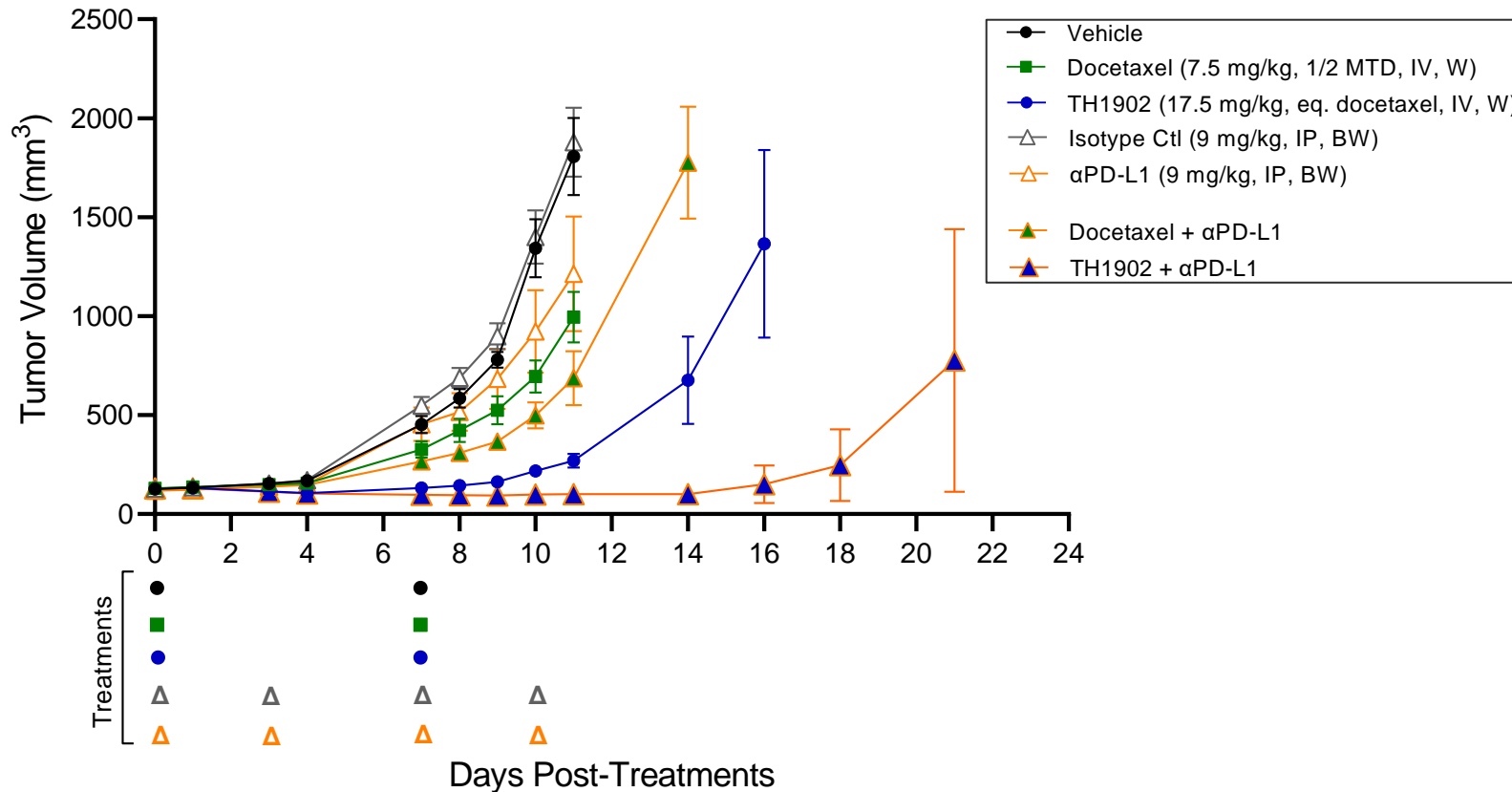
This is presented as such to emphasize the most notable results of the study (i.e. between day 0 and 80).



# Sudocetaxel Zendusortide (TH1902)

New Pre-clinical Data in Melanoma in Combination with Anti-PD-L1 Checkpoint Inhibitor (AACR 2023)

## B16-F10 (melanoma model)



- B16-F10 is a syngeneic melanoma model considered as a 'cold tumor' which is insensitive to immunotherapies such as checkpoint inhibitors (CPI)
- Combination of TH1902 with the CPI anti-PD-L1 significantly increased tumor inhibitions
- TH1902, as a single agent, has been shown to induce tumor-infiltrating immune cells

# Sudocetaxel Zendusortide (TH1902): Phase 1 Clinical Trial Update

**On December 1, 2022**, Theratechnologies announced the decision to voluntarily pause the enrollment of patients in its Phase 1 clinical trial of Sudocetaxel Zendusortide (TH1902), the Company's lead investigational peptide drug conjugate for the treatment of sortilin-expressing cancers.

Following the voluntary pause, the **Company formed a Scientific Advisory Committee (SAC) to help determine the best developmental path forward for TH1902**. A meeting was held on March 22, with several medical oncologists from across the United States, who are leading experts in the end-to-end lifecycle of oncology drug development.

In June 2023, we announced **FDA acceptance of our amended Phase 1 trial protocol**

- Weekly Dosing** (Days 1, 8, 15 of a 28-day cycle) instead of once every three weeks

- Enrolment to focus on **ovarian cancer** patients

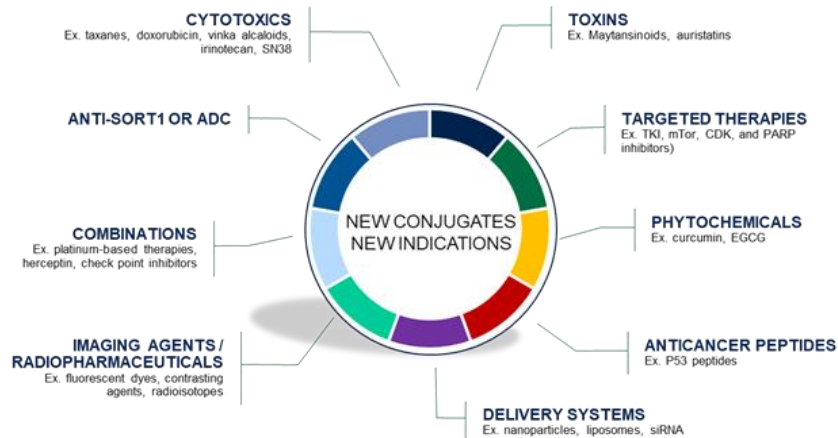
- Less heavily pretreated patients with no more than **one taxane failure**

- Enrollment progressing well in second and final dose level (**2 of 6 patients enrolled**)

**Consistent with the Company's 2024 objective of generating a positive Adjusted EBITDA**, any new investments in Sudocetaxel Zendusortide (TH1902) will be stage-gated. Theratechnologies is currently evaluating potential partnerships for the further development of Sudocetaxel Zendusortide (TH1902).

# PDC Pipeline

- THERA's SORT1+ Technology...
- ...is a highly versatile PDC-based approach to cancer that lends itself well to a very targeted delivery, internalization and release of a variety of therapeutic agents



## Current & anticipated pipeline

Class	Discovery	Preclinical	Phase I	Phase II
Docetaxel PDC (TH1902)	→			
Camptothecin	PDC1	→		} <i>Progressing in house</i>
	PDC2	→		
Cytotoxic (other)	PDC3	→		
	PDC4	→		
siRNA/RNAi	▶			} <i>To progress under collaborations</i>
Imaging agents	▶			
Radioisotopes	▶			

Several promising PDCs to follow as TH1902 advances in the clinic

# **PARTNERSHIP AND R&D OPPORTUNITIES TESAMORELIN**

# Tesamorelin For NASH

A Growth Hormone Releasing Hormone (GHRH)<sup>1</sup> Targeting the Underlying Mechanisms of NASH<sup>2,3</sup>

## Direct effect:

Tesamorelin stimulates endogenous production of GH<sup>1</sup>

- Reduces visceral fat<sup>1</sup>
- Decreases lipogenesis<sup>4</sup>
- Decreases triglyceride accumulation<sup>5</sup>
- Decreases oxidative stress and inflammation<sup>6</sup>
- Improves mitochondrial function<sup>6</sup>

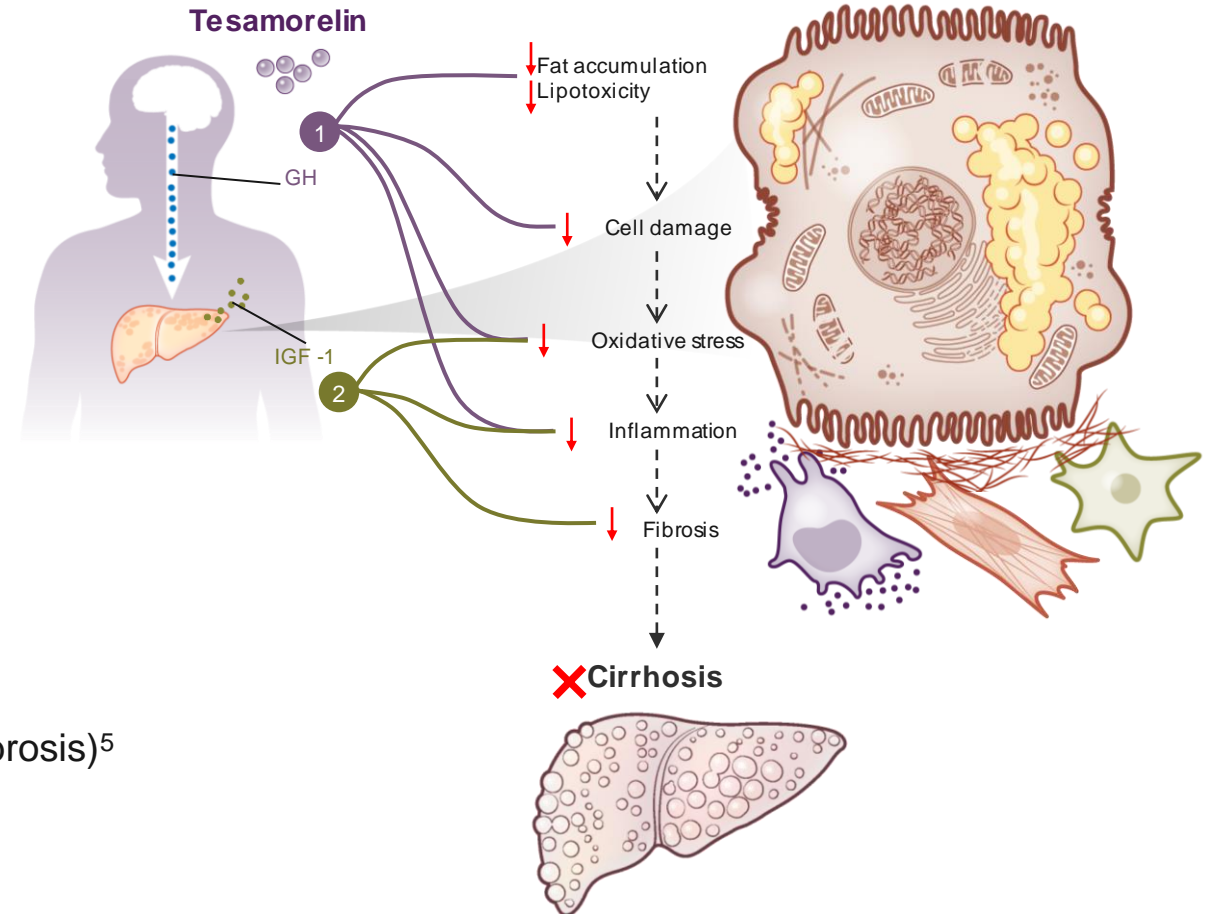
▼ Decreases fat toxicity

## Indirect effect:

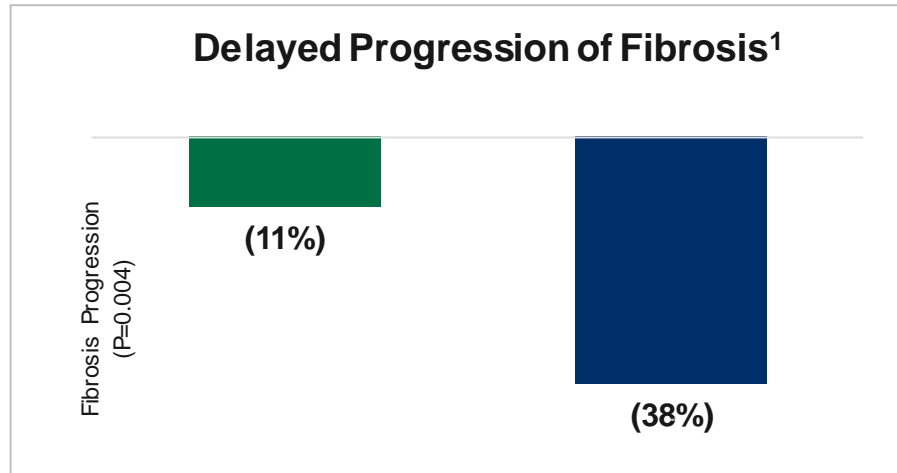
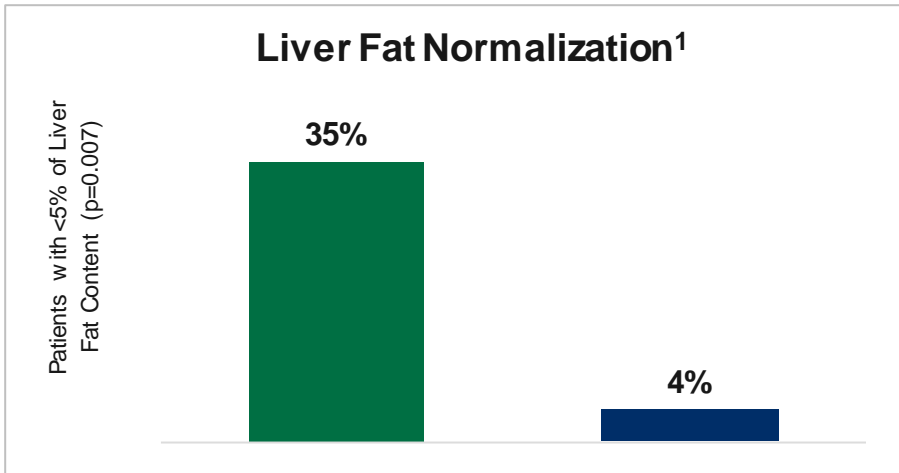
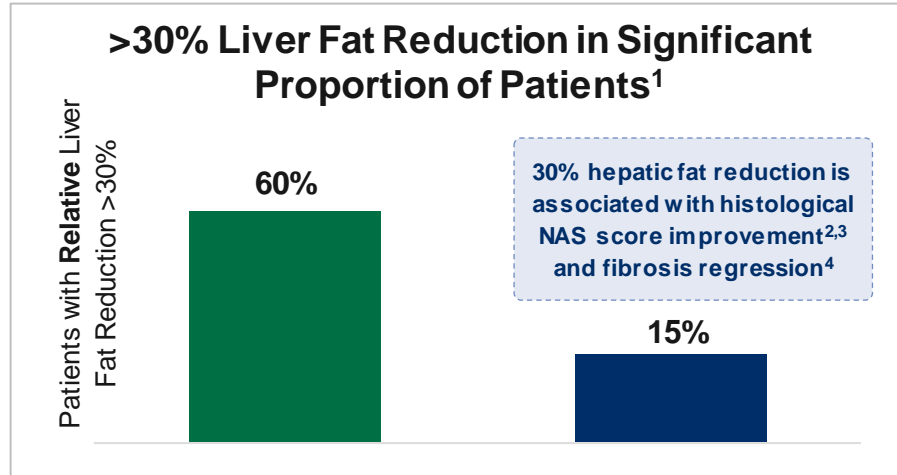
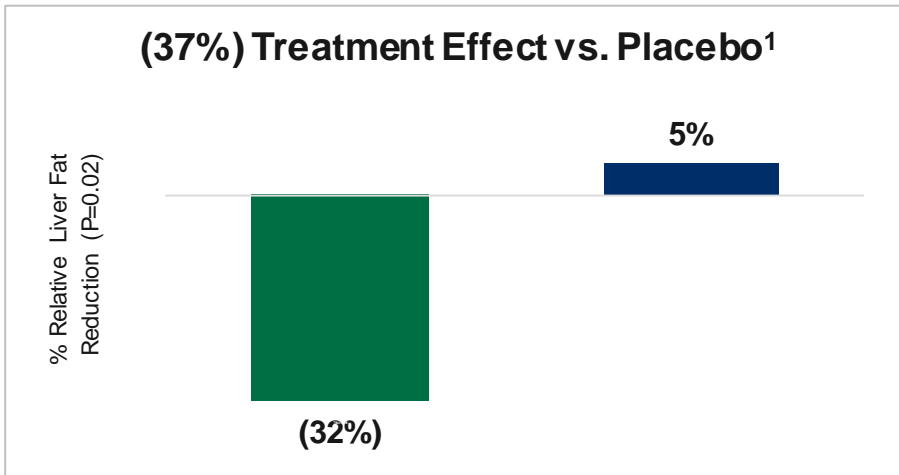
GH stimulates endogenous production of IGF-1 in the liver<sup>7</sup>

- Decreases insulin resistance<sup>5</sup>
- Decreases oxidative stress and inflammation<sup>5</sup>
- Deactivates hepatic stellate cells (liver cells that contribute to fibrosis)<sup>5</sup>

▼ Decreases hepatocyte injury and fibrosis



# Effects of Tesamorelin in HIV NAFLD/NASH Patients

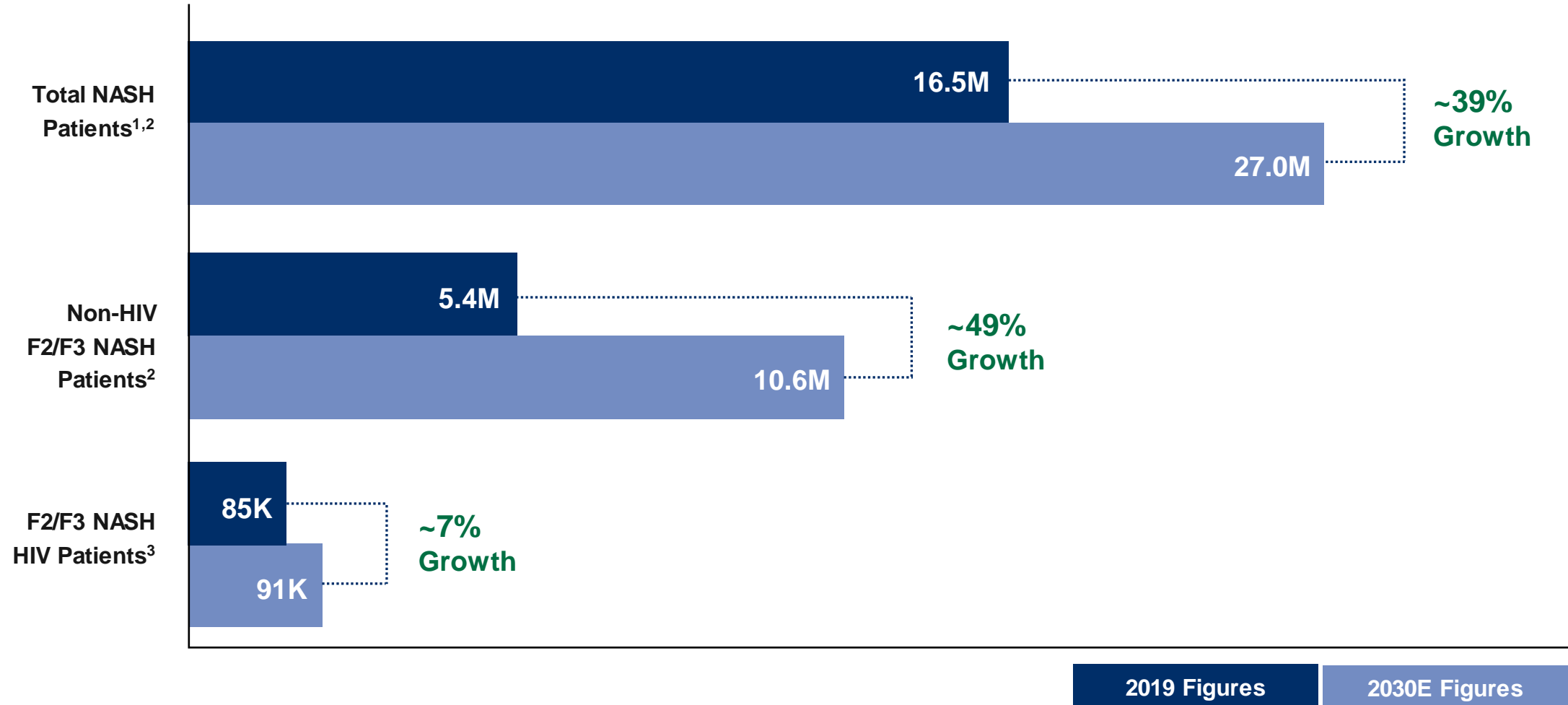


■ Tesamorelin ■ Placebo

## Baseline Characteristics<sup>1</sup>

- 61 men and women with HIV infection
- Hepatic fat levels of 13.8%
- 43% of patients had fibrosis
- 33% of patients had NASH (score 2.7)
- Study discontinuation: 14 patients
  - Without biopsies
  - 3 patients at baseline
  - 18 patients at year 1

# U.S. Market Represents a Significant and Growing Opportunity in NASH



# Update on Tesamorelin Development Pathway in NASH

## Unique Proposition

- Phase 2b/3 seamless study design submitted to FDA. Molecule with a 10+ year known safety profile.
- This design would allow for the first 350 patients' data to be analyzed by a data monitoring committee to inform a go/no-go decision to complete the study with 1094 patients.
  - Approach will generate end-point data on a subset of patients thereby de-risking the program.
  - Actively pursuing discussions with companies that have interest, capabilities and resources.
  - Trial to be conducted with a new F8 formulation that allows weekly reconstitution.
  - Multi-dose pen injector is being evaluated for added convenience and competitive value.

## IP Status

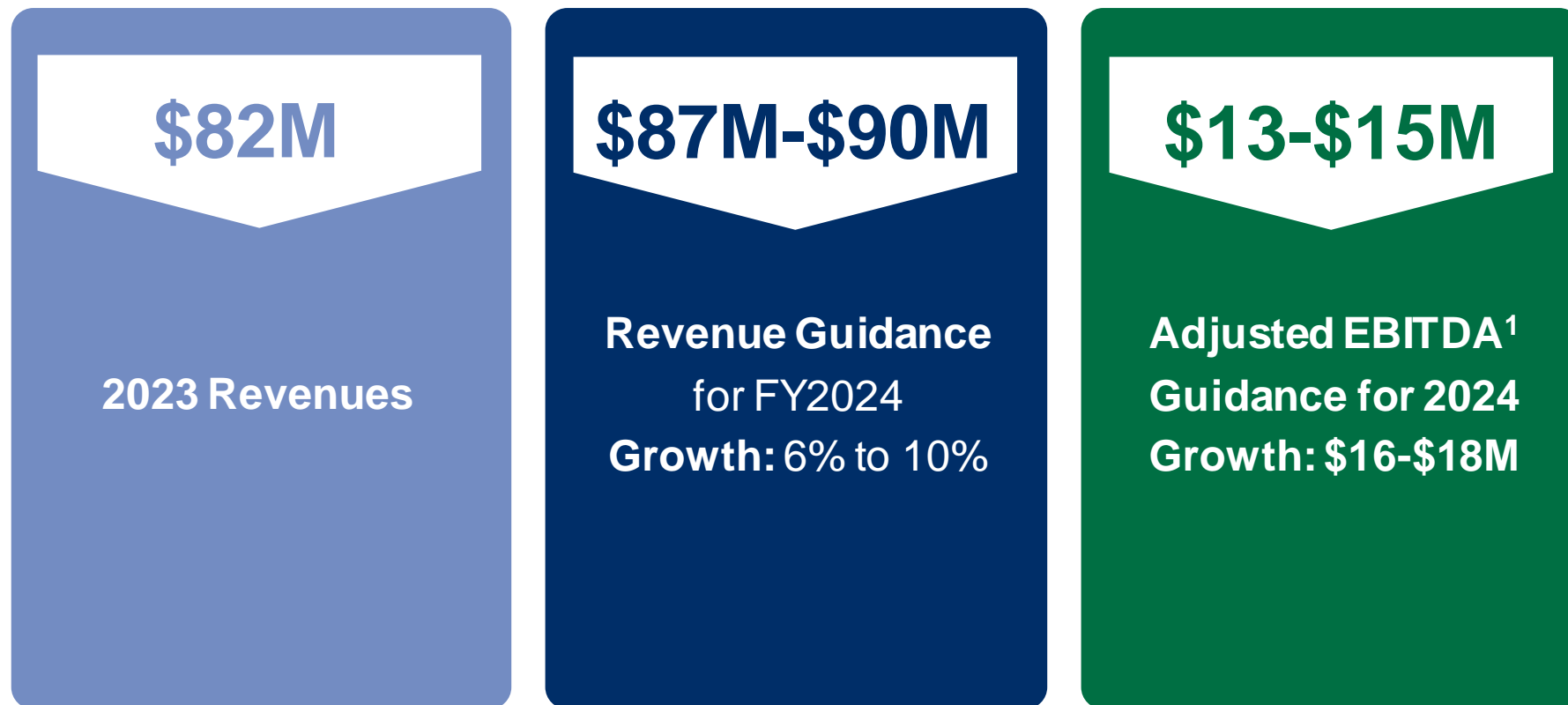
- Eligible for a 10-year marketing exclusivity in Europe, upon approval.
- F8 formulation patent expiring in 2033, in the United States, and 2034 in Europe.
- Three U.S. patents covering the use of tesamorelin to NAFLD and NASH expiring in 2040.



# **BUSINESS REVIEW**

# Financial Information

## Revenue and Adjusted EBITDA<sup>1</sup>



# Financial Information

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## Capital Structure

### As at Feb. 29, 2024 (Q1 2024)

# Non-IFRS and Non-US GAAP Measure

The information contained in this presentation includes a measure that is not determined in accordance with International Financial Reporting Standards (“IFRS”) or U.S. generally accepted accounting principles (“U.S. GAAP”), including the financial measure “Adjusted EBITDA” that is used by the Corporation as an indicator of financial performance. “Adjusted EBITDA” is obtained by adding to net profit or loss, finance income and costs, depreciation and amortization, income taxes, share-based compensation from stock options, and certain restructuring costs and certain write-downs (or related reversals) of inventories. “Adjusted EBITDA” excludes the effects of items that primarily reflects the impact of long-term investment and financing decisions rather than the results of day-to-day operations. The Corporation believes that this measure can be a useful indicator of its operational performance and financial condition from one period to another. The Corporation uses this non-IFRS measure to make financial, strategic and operating decisions. Adjusted EBITDA is not a standardized financial measure under the financial reporting framework used to prepare the financial statements of the Corporation to which the measure relates to and might not be comparable to similar financial measures disclosed by other issuers. A quantitative reconciliation of Adjusted EBITDA is presented in the accompanying table.

The information herein is described in our Management’s Discussion & Analysis dated April 8, 2024 (“MD&A”) under the heading “Reconciliation of Adjusted EBITDA”. The MD&A is available on SEDAR+ at [www.sedarplus.ca](http://www.sedarplus.ca) and on EGDAR at [www.sec.gov](http://www.sec.gov).

## Reconciliation of Adjusted EBITDA (In thousands of U.S. dollars)

	<u>Three-month periods ended</u>		<u>Years ended November 30</u>	
	<u>February</u>			
	<u>29, 2024</u>	<u>28, 2023</u>	<u>2023</u>	<u>2022</u>
-				
-				
<b><u>Net loss</u></b>	<b><u>(4,481)</u></b>	<b><u>(10,443)</u></b>	<b><u>(23,957)</u></b>	<b><u>(47,237)</u></b>
<b><u>Add :</u></b>				
<b><u>Depreciation and amortization<sup>1</sup></u></b>	<b><u>517</u></b>	<b><u>939</u></b>	<b><u>3,315</u></b>	<b><u>12,471</u></b>
<b><u>Net Finance costs<sup>2</sup></u></b>	<b><u>2,125</u></b>	<b><u>4,940</u></b>	<b><u>12,909</u></b>	<b><u>6,886</u></b>
<b><u>Income taxes</u></b>	<b><u>110</u></b>	<b><u>96</u></b>	<b><u>421</u></b>	<b><u>443</u></b>
<b><u>Restructuring costs</u></b>	<b><u>18</u></b>	<b><u>-</u></b>	<b><u>2,215</u></b>	<b><u>3,872</u></b>
<b><u>Inventory provision</u></b>	<b><u>837</u></b>	<b><u>-</u></b>	<b><u>220</u></b>	<b><u>1,477</u></b>
<b><u>Share-based compensation</u></b>	<b><u>627</u></b>	<b><u>576</u></b>	<b><u>1,963</u></b>	<b><u>-</u></b>
<b><u>Adjusted EBITDA</u></b>	<b><u>(247)</u></b>	<b><u>(3,892)</u></b>	<b><u>(2,914)</u></b>	<b><u>(22,088)</u></b>

<sup>1</sup> Includes depreciation of property and equipment, amortization of intangible, other assets and right-of-use assets.  
<sup>2</sup> Includes all finance income and finance costs consisting of: Foreign exchange, interest income, accretion expense and amortization of deferred financing costs, interest expense, bank charges, gain or loss on financial instruments carried at fair value and loss on debt modification and gain on lease termination.



**THANK YOU**