

FOURTH QUARTER & FULL YEAR 2019 EARNINGS CALL PRESENTATION

February 20, 2020

SAFE HARBOR STATEMENTS

Cautionary Note on Forward-looking Statements

The statements made in, and during the course of, this presentation that are not statements of historical fact, including those related to the Company's commercial capabilities, initiatives and production, its product pipeline and associated timelines, its upcoming corporate milestones, and its growth strategy and projections, are forward looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements in believe," "will," "would," "expect," "anticipate," "intend," "estimate," "plan," "likely," and other expressions, which are predictions of, or indicate future events and trends, and which do not constitute historical matters, identify forward-looking statements, including, without limitation, those statements related to the Company's product pipeline, the regulatory status, including plans for expanded indications, of the Company's products, the market potential of the Company's products, and management's discussion of the Company's growth and strategic plans. The Company's actual results could differ materially from any anticipated future results, performance or achievements described in the forward-looking statements as a result of a number of factors, both known and unknown, including, without limitation, future strategic decisions made by the Company, the results of its research and development efforts and the timing of regulatory approvals.

Cautionary Note on Non-GAAP Financial Measures

This presentation refers to certain non-GAAP financial measures. These non-GAAP financial measures should not be considered replacements for, and should be read together with, the most comparable GAAP financial measures. A reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures, calculated and presented in accordance with GAAP, is available in the Investor Relations section of the Company's website at www.anikatherapeutics.com.

A NEW DAY FOR ANIKA: A GLOBAL SPORTS & REGENERATIVE MEDICINE COMPANY

YESTERDAY

TODAY & TOMORROW



⁽¹⁾ Based on market research data from IQVIA

BUILDING OUR TALENT BASE FOR INNOVATION & PERFORMANCE



- **Business Development**
Appointed an EVP of Business Development and Strategic Planning
- **Research and Development**
Appointed a VP of R&D
- **U.S. Commercial**
Appointed a VP of U.S. Sales; added 4 Regional Sales Directors
- **Regulatory, Quality, Clinical**
Appointed a VP of Regulatory Affairs, Quality, and Clinical Affairs

Accelerating growth: Leveraging combined commercial capabilities to strategically invest in opportunities for inorganic growth while seeking to accelerate regulatory approval of organic growth

PARCUS MEDICAL & ARTHROSURFACE: BUILDING COMMERCIAL CAPABILITIES



- **Enhancing commercial talent and capabilities**
 - Added ~40 sales reps, 150+ U.S. distributors, 70+ international distributors
- **Focused on achieving commercial scale quickly and efficiently**
- **New capabilities provide direct line of sight into the market and more favorable economic results**

TACTOSET AND ROTATOR CUFF REPAIR THERAPY



TACTOSET BONE REPAIR THERAPY

- Commenced full-scale launch at OSET in December 2019
- Onboarded 17 distributor agents to date
- 2020 revenue expected to be approximately \$3 million

ROTATOR CUFF REPAIR THERAPY

- Development progressing according to plan
- Expect to submit 510(k) application to the FDA in early 2021
- Highly synergistic with Parcus Medical and Arthrosurface portfolios



CINGAL: NEXT GENERATION NOVEL OSTEOARTHRITIS THERAPY



CINGAL

- 2019 revenue growth close to 30%
- On track to initiate pilot study in 1H 2020
- Preparing for U.S. site initiation and patient enrollment
- Expect the pilot study to take ~1 year to complete
- U.S. market opportunity: Over \$1B annually

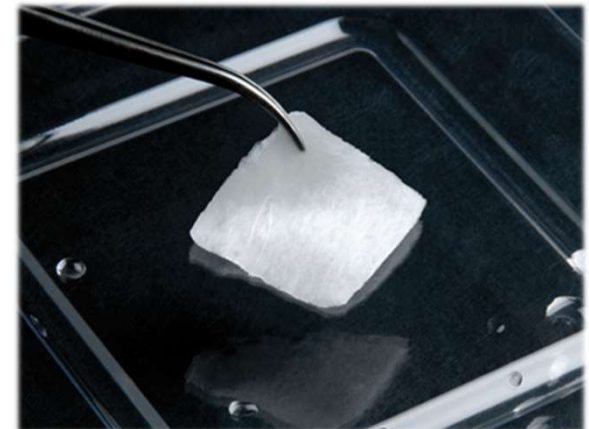


HYALOFAST: CARTILAGE REPAIR THERAPY



HYALOFAST

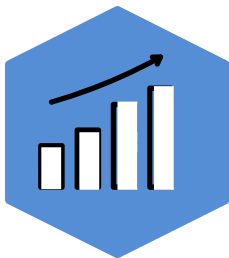
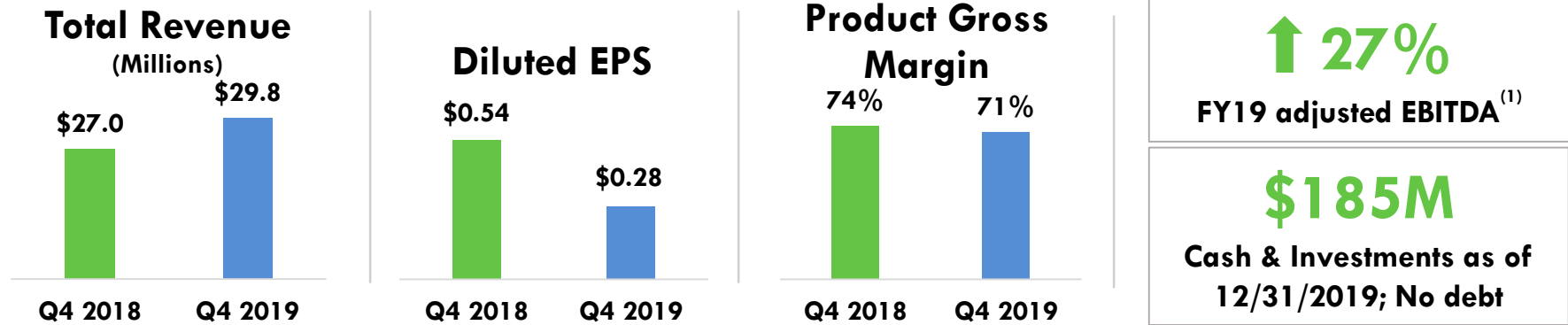
- Continuing patient recruitment and adding new international sites
- Patient enrollment close to 70% complete
- Expect to initiate 10 new trial sites in 1H 2020
- Expect to complete patient enrollment by the end of 2020



PARCUS MEDICAL AND ARTHROSURFACE INTEGRATIONS

- **Integration adds:**
 - Parcus Medical's sports medicine implant and instrumentation solutions
 - Arthrosurface's less invasive partial joint replacement solutions
- **Growth story focused on adding capabilities**
- **Key integration targets:**
 - Deliver double digit revenue growth
 - Contribute to achieving a vitality index above 25%
 - Accretive on a non-GAAP basis by the end of 2021

Q4 & FY 2019 FINANCIAL HIGHLIGHTS



- Global Viscosupplement revenue increased 11% for Q4
- International Viscosupplement revenue increased 24% for Q4
- Q4 adjusted Net Income⁽¹⁾ of \$6.3M and adjusted EBITDA⁽¹⁾ of \$11.1M, based on Net Income of \$4.1M
- For the 12 months ended 12/31/2019, generated ~\$37M in cash from operating activities; ~\$22M in cash from employee stock options exercised

2020 GUIDANCE & KEY INITIATIVES

| Guidance ⁽¹⁾ | FY 2020 | 2020 is focused on: |
|--|--|---|
| Total Revenue | \$160 – \$165 million range | Total Revenue: ↑ >40% vs. 2019 <ul style="list-style-type: none"> • Parcus Medical and Arthrosurface integrations |
| Operating Expenses | \$150 – \$155 million range | |
| Net Income | \$5 – \$12 million range | Additional key initiatives: <ul style="list-style-type: none"> • Global commercial expansion • Commencing CINGAL pilot study • Advancing regenerative medicine pipeline |
| Adjusted Net Income⁽²⁾ | Mid-\$20 million to low-\$30 million range | |
| Adjusted EBITDA⁽²⁾ | High-\$40 million to high-\$50 million range | |
| Capital Expenditures | Between \$5 million and \$7 million | |

⁽¹⁾ Guidance is based on best estimates available as of the date given and actual results could differ materially due to a number of factors including purchase accounting for recently completed acquisitions.

⁽²⁾ Non-GAAP measure; see reconciliation schedule in the investors section of the [company's website](#)