

# ANIKA THERAPEUTICS, INC.

First Quarter 2016

Earnings Call Presentation

April 28, 2016



# SAFE HARBOR STATEMENT

*The statements made in this presentation that are not statements of historical fact 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 involve known and unknown risks, uncertainties, and other factors. The words “potential,” “develop,” “promising,” “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, 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 including the results of its research and development efforts and the timing of regulatory approvals.*

# PILLARS OF GROWTH FOR ANIKA

**Expanding  
Globally**

**Advancing  
Pipeline**

**Strengthening  
Infrastructure**

**Strategic  
M&A**

# ADVANCING GROWTH STRATEGY

## Expanding Globally

- Received CE Mark approval for CINGAL; Commercial launches in coming months
- CINGAL commercial launch in Canada targeted for May 2016
- Engaged new commercial partner in China to market CINGAL and MONOVISC
- MONOVISC product registrations underway in India, Australia and New Zealand

## Advancing Pipeline

- CINGAL: Continued discussions with FDA for NDA filing in U.S.
- HYALOFAST: Continued patient enrollment in FastTRACK Phase III trial
- MONOVISC: Commercial partner commenced patient enrollment in hip OA Phase III trial

# ADVANCING GROWTH STRATEGY

## Strengthening Infrastructure

- Integration of manufacturing operations is on track; Equipment transfer complete
- Commenced construction on new European headquarters in Padua, Italy
- Appointed new Chief Medical Officer and Chief Operations Officer

## Strategic M&A

- Pursuing opportunities to augment technology, pipeline or commercial capabilities
- Targeting companies for size, easy cultural and operational integration

# STRONG FINANCIAL FOUNDATION

	Q1 2015	Q1 2016	FY 2014	FY 2015
<b>Total Revenue</b>	\$15.5	\$22.3	\$105.6	\$93.0
<b>Net Income</b>	\$3.5	\$6.9	\$38.3	\$30.8
<b>Diluted EPS</b>	\$0.23	\$0.45	\$2.51	\$2.01

*Dollars in millions, except per-share amounts*

- **Total revenue increased 44% year-over-year in Q1 2016**
- **Orthobiologics revenue grew 64% year-over-year in Q1 2016**
- **Net income increased \$3.4M year-over-year in Q1 2016**
- **Cash and investments of \$116M as of March 31, 2016**

# Q&A

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