



### **Company Update**

November 2017



### Forward-Looking Statements

This presentation contains "forward-looking statements" as defined by the Private Securities Litigation Reform Act of 1995. We caution investors that forward-looking statements are based on management's expectations and assumptions as of the date of this presentation, and involve substantial risks and uncertainties that could cause our clinical development programs, future results, performance or achievements to differ significantly from those expressed or implied by the forward-looking statements. These risks and uncertainties include, but are not limited to, those associated with: the potential market opportunity and net sales for SUSTOL® and CINVANTI<sup>TM</sup>; the timing of completion and results of the Phase 2 and Phase 3 trials for HTX-011; the timing of the NDA filing for HTX-011; the projected sufficiency of our capital position for future periods; the progress in the research and development of HTX-011 and our other programs, including the timing of clinical and manufacturing activities, and safety and efficacy results from our studies; and other risks and uncertainties identified in the Company's filings with the Securities and Exchange Commission. Forward-looking statements reflect our analysis only on their stated date, and we take no obligation to update or revise these statements except as may be required by law.



### **Status of Product Portfolio**



**SUSTOL®** 

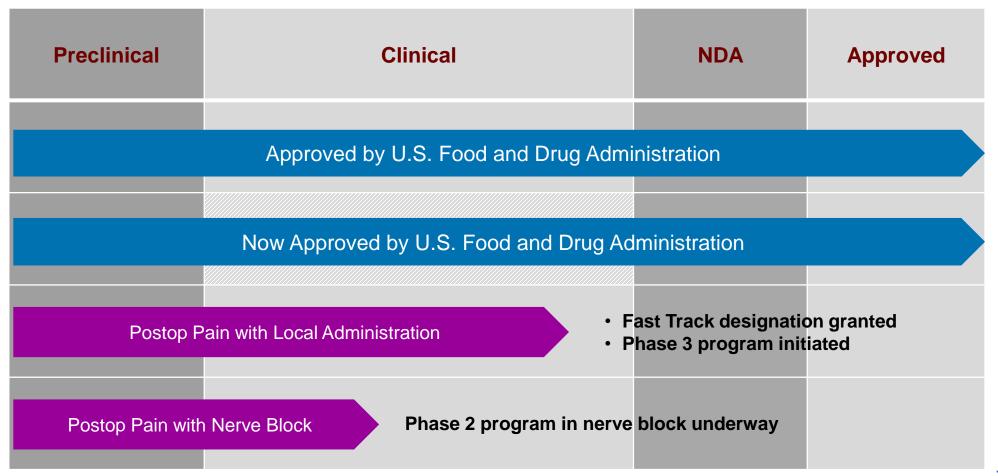
(granisetron) extendedrelease injection

#### **CINVANTI**<sup>TM</sup>

(aprepitant) injectable emulsion

HTX-011 bupivacaine + meloxicam ER
Local Administration

HTX-011 bupivacaine + meloxicam ER
Nerve Block











### **CINV**



### **CINVANTI™ Now Approved**

 CINVANTI™ is the first and only polysorbate 80-free IV NK<sub>1</sub> receptor antagonist approved for the prevention of <u>both</u> acute and delayed CINV

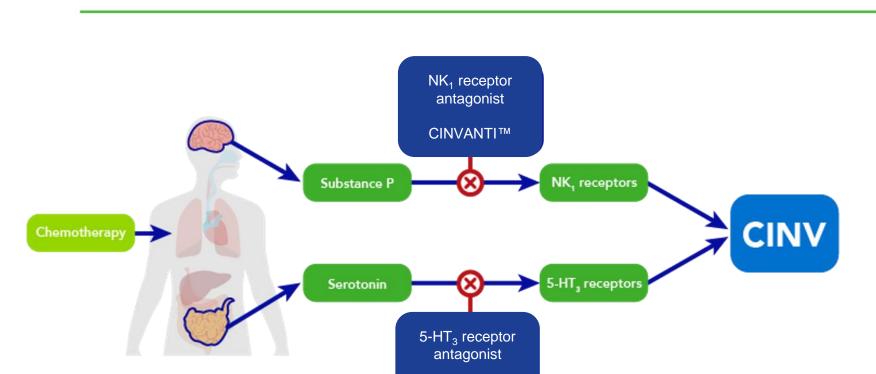


CINVANTI™ is indicated in adults, in combination with other antiemetic agents, for the prevention of acute and delayed nausea and vomiting associated with initial and repeat courses of highly emetogenic cancer chemotherapy (HEC) including high-dose cisplatin and nausea and vomiting associated with initial and repeat courses of moderately emetogenic cancer chemotherapy (MEC).

Please see Full Prescribing Information on www.CINVANTI.com



# CINV Prophylaxis Requires Two Complimentary Mechanisms of Action



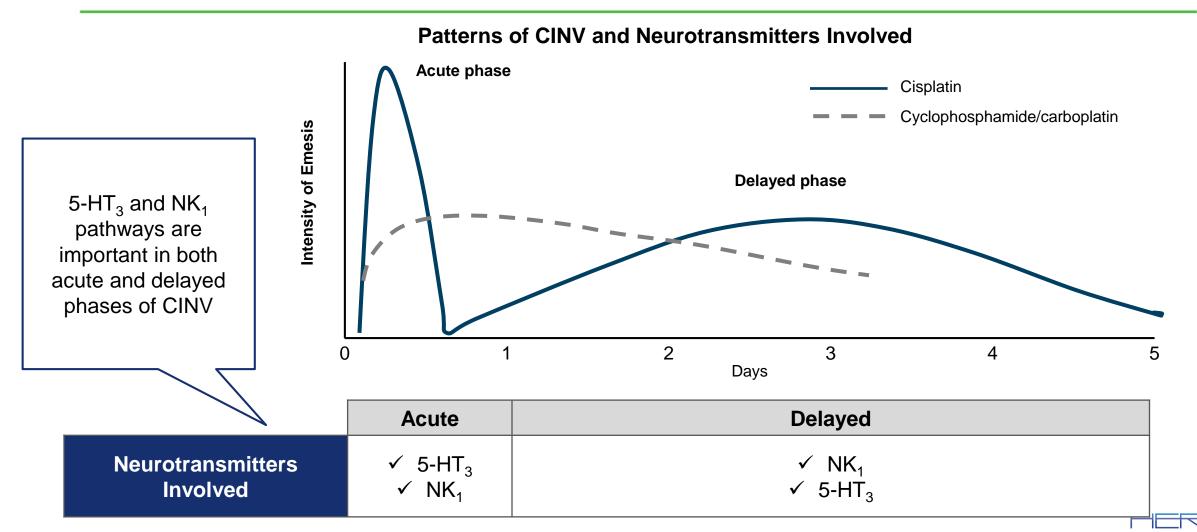
SUSTOL®

#### **NK**<sub>1</sub> receptor antagonists

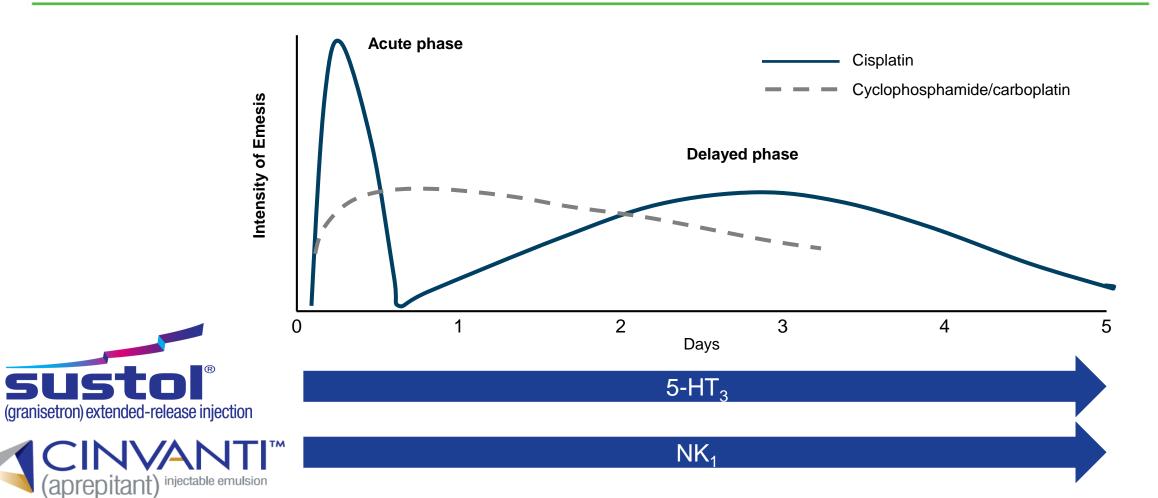
- EMEND® IV (fosaprepitant) has 90% share of the US NK<sub>1</sub> market
- Infusion site reactions (predominately infusion site pain) observed with EMEND® IV are believed to be caused by the surfactant polysorbate 80 in the product



# The Goal of Antiemetic Therapy is to Prevent CINV Across Both Acute and Delayed Phases



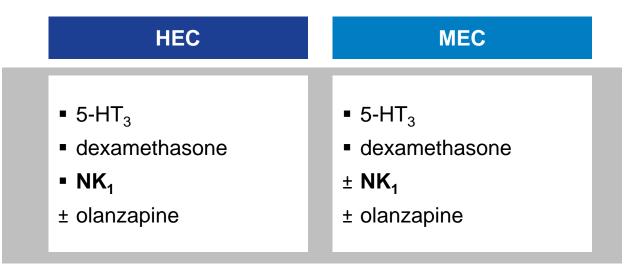
## Heron Therapeutics Is the Only Company with Two Single-Agent Products Approved for Prevention of Acute and Delayed CINV



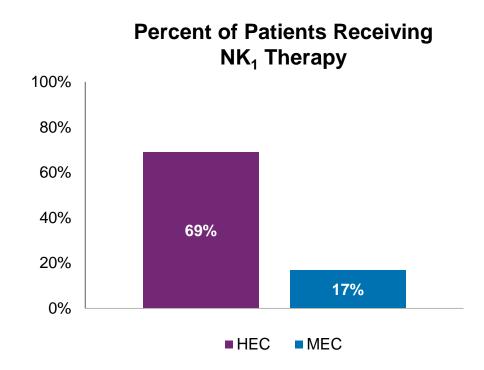


### Despite an NCCN Category 1 Recommendation, NK<sub>1</sub>'s are Underutilized





NCCN 2017



IPSOS "US Tandem Oncology Monitor Anti-Emetics Report" is based on chart audit data of 68,437 patient records between 2015 and 2016



### **Aprepitant Has Provided Unsurpassed Efficacy for CINV Prevention for Nearly 15 Years**



#### **Overview of Aprepitant**

FDA approved	2003
NCCN Category 1 recommendation	Yes
Phase 3/4 clinical trials*	22
Patients studied in clinical trials*	7100+

#### **Aprepitant is the only single-agent** NK₁ that:

- Is FDA-approved for prevention of CINV in both acute and delayed phases
- Can be administered to patients receiving chemotherapy regardless of cycle length

No other NK<sub>1</sub> has been proven more effective than aprepitant

~1.4 million administrations per year\*^

~90% of which is IV fosaprepitant



# Polysorbate 80 Is a Synthetic Surfactant Associated with Adverse Events

- Polysorbate 80 (PS-80) is a synthetic surfactant used to solubilize injectable chemotherapy and supportive care drugs
- PS-80 is a pharmacologically active compound and has been linked to adverse events in oncology patients

Thrombophlebitis

Pruritus

# Reactions related to PS-80 SYSTEMIC ADVERSE EVENTS Hypersensitivity Anaphylaxis INFUSION SITE ADVERSE EVENTS Pain Swelling Erythema

Injectable drugs containing PS-80			
Chemotherapy	Supportive Care		
<ul><li>Cabazitaxel</li><li>Docetaxel</li><li>Etoposide</li></ul>	<ul><li>Darbepoetin alfa (Aranesp)</li><li>Filgrastim (Neupogen)</li><li>Fosaprepitant</li></ul>		

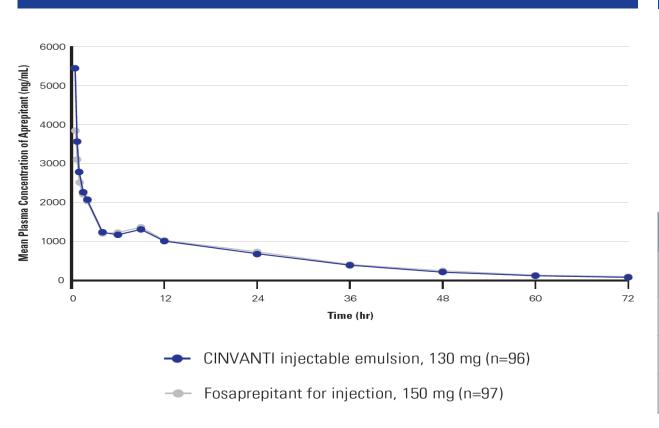
Heron's goal was to develop a new IV formulation of aprepitant that has the same efficacy as IV fosaprepitant without the potential risk of polysorbate 80-related AEs



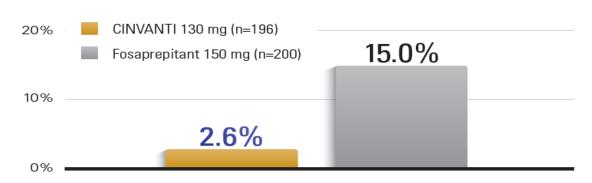
# CINVANTI™ Demonstrated Bioequivalence to Fosaprepitant and Fewer Treatment-Emergent Adverse Events Within 30 Minutes of Infusion



#### Demonstrated Bioequivalence to Fosaprepitant



#### Fewer TEAEs Within 30 Minutes of Infusion



Adverse events with ≥2% of subjects within 30 min. of infusion				
Adverse Event	CINVANTI 130 mg (n=196)	Fosaprepitant 150 mg (n=200)		
Infusion site pain	0%	7%		
Dyspnea	0.5%	3%		
Nausea	0.5%	2%		





## CINVANTI™ Is the First and Only Polysorbate 80-Free IV NK<sub>1</sub> Approved for the Prevention of Both Acute and Delayed CINV

	CINVANTI™ IV	EMEND® IV	Varubi® IV
	aprepitant emulsion	fosaprepitant	rolapitant
Indicated for prevention of both acute and delayed CINV	Yes	Yes	No
Can be administered regardless of chemo cycle length	Yes	Yes	No
Polysorbate 80-free formulation	Yes	No	Yes
Emulsion formulation requires no reconstitution	Yes	No	Yes
Can be stored at room temperature for 60 days	Yes	No	Yes

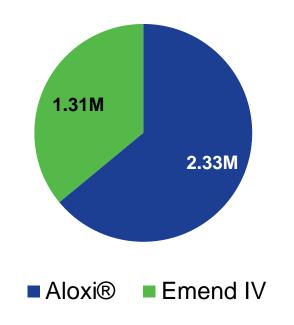


# With CINVANTI™, Heron Adds a Second Best-In-Class Therapy to Compete in a Branded CINV Market with ~3.6M Annual Units



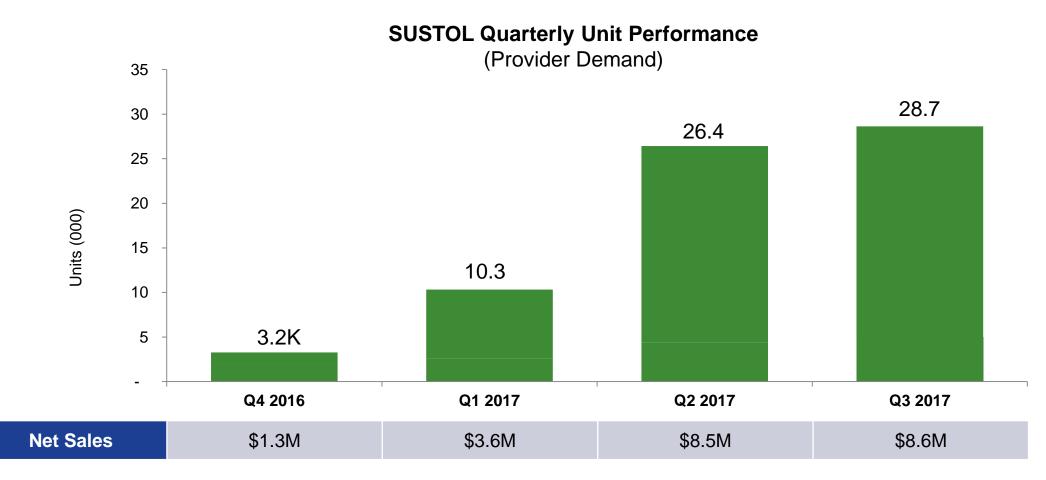


#### **Leading Branded CINV Products** (Annual Units)



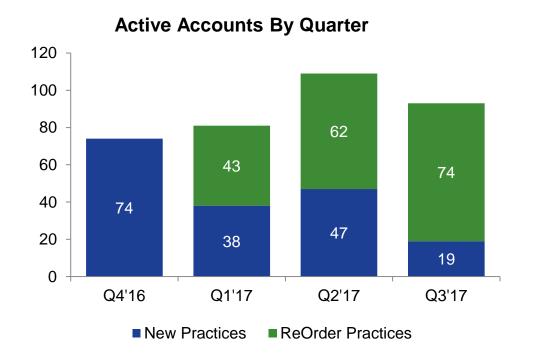


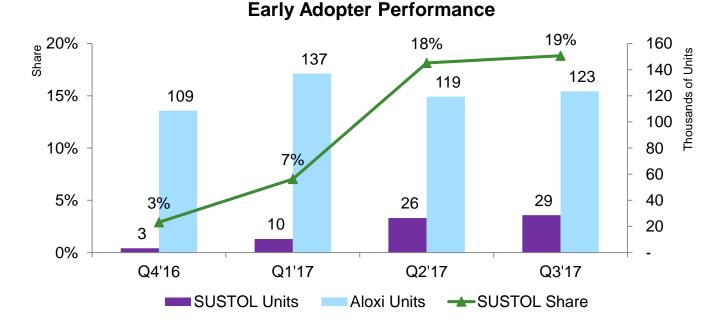
# SUSTOL® Delivered 28.7K Units in Q3 (8% Growth Vs. Q2)











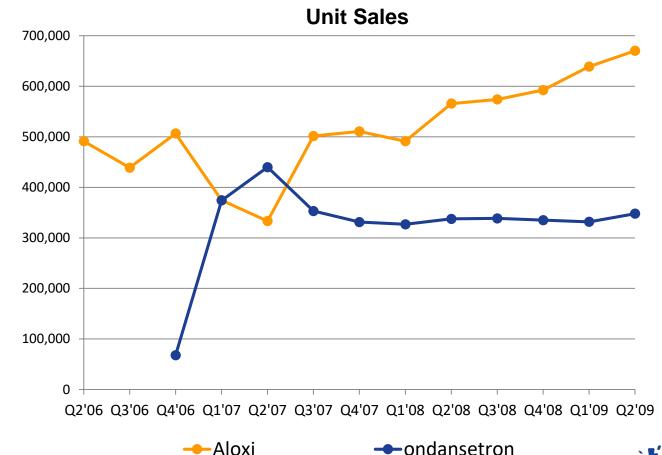




### Market Insights Suggest SUSTOL® May Decline Modestly Through the Arbitrage and Grow Thereafter – Consistent with Aloxi® Analogue

#### **Recent Market Insights**

- Practices that are converting to SUSTOL are likely to maintain use<sup>1</sup>
- ~67% of current "dabblers" likely to stop or reduce use of SUSTOL during arbitrage<sup>2</sup>
- ~20% of SUSTOL non-users would consider initiating SUSTOL during arbitrage<sup>2</sup>
  - "If generic Aloxi is available, it's going to allow me to start using SUSTOL without having to worry about maintaining my Aloxi contract"
     PM
- ~55% of HCPs said they would be interested in using SUSTOL post-arbitrage (equating to an addressable market of ~650K units)<sup>2</sup>
  - "When ASP [erodes], we would switch all patients from generic Aloxi to SUSTOL." – PM
  - "SUSTOL usage would increase. There's no reason to keep people on generic Aloxi." – PM



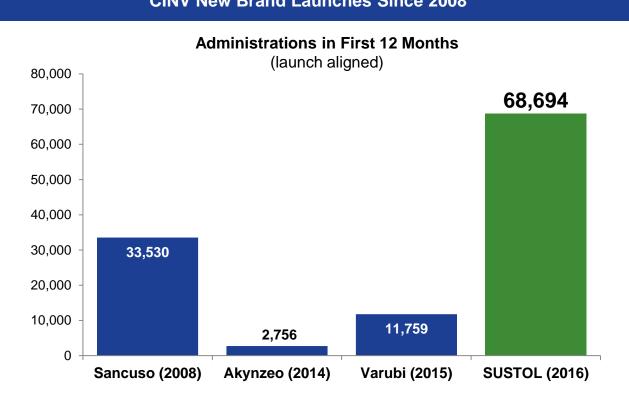


<sup>1</sup> Customer discussions

<sup>2</sup> Putnam Associates Qual Research Findings, June 2017

# Despite Expectations of Generic Aloxi<sup>®</sup>, SUSTOL<sup>®</sup> Continues to Outperform Recent CINV New Brand Launches





Sources: IMS DDD; Heron actuals (distributor 867 reports); due to data availability, Sancuso data includes actuals for launch months 3-12 and estimates for months 1-2



### **2017 CINV Franchise Outlook**



**SUSTOL®**: We continue to expect core SUSTOL business to hold firm and with possibility of modest decline during arbitrage and growth thereafter

- Maintain guidance of \$25M-\$30M in SUSTOL net sales in 2017
- Permanent J-code granted by CMS; effective January 1, 2018

### **CINVANTI™** Now Approved

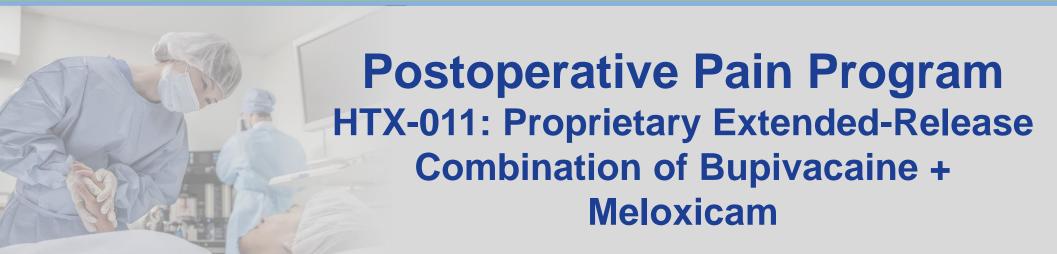


- First and only polysorbate 80-free IV NK<sub>1</sub> approved for the prevention of <u>both</u> acute and delayed CINV
- Product, pricing, and contracting available Jan 3, 2018
- Offers strong strategic and operational fit with existing commercial organization
- Heron will build on the success of SUSTOL to win in a branded CINV market with ~3.6M annual units





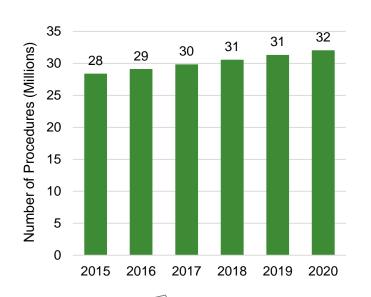






# Market Is Large and Local Anesthetic Use Is Common, but Long-Acting Anesthetics Have Not Fulfilled the Promise

### Procedures Requiring Postoperative Pain Relief, 2015-2020<sup>1</sup>

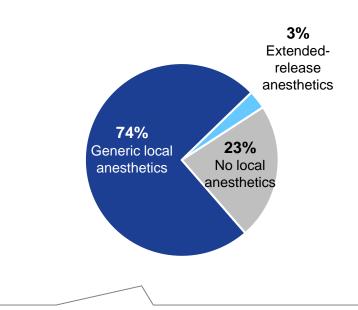


~100M surgeries are performed each year in the US with an estimated ~28M (in 2015) required postoperative pain management with non-OTC pain medications

#### Sources:

- <sup>1</sup> DRG claims analysis (2015), DRG Postoperative Pain Pharmacor
- <sup>2</sup> DRG physician and P&T member interviews (2016; n=106)
- \*Based on analysis of current postoperative pain management across 40 target procedures (~28M procedures)

#### Local Anesthetic Usage Across Key Surgeries, 2015<sup>1\*</sup>



Local anaesthetics (LAs) are used to manage postoperative pain in ~21M procedures in 2015; bupivacaine is the most commonly used LA for local administration with **11M** procedures/year for postop pain

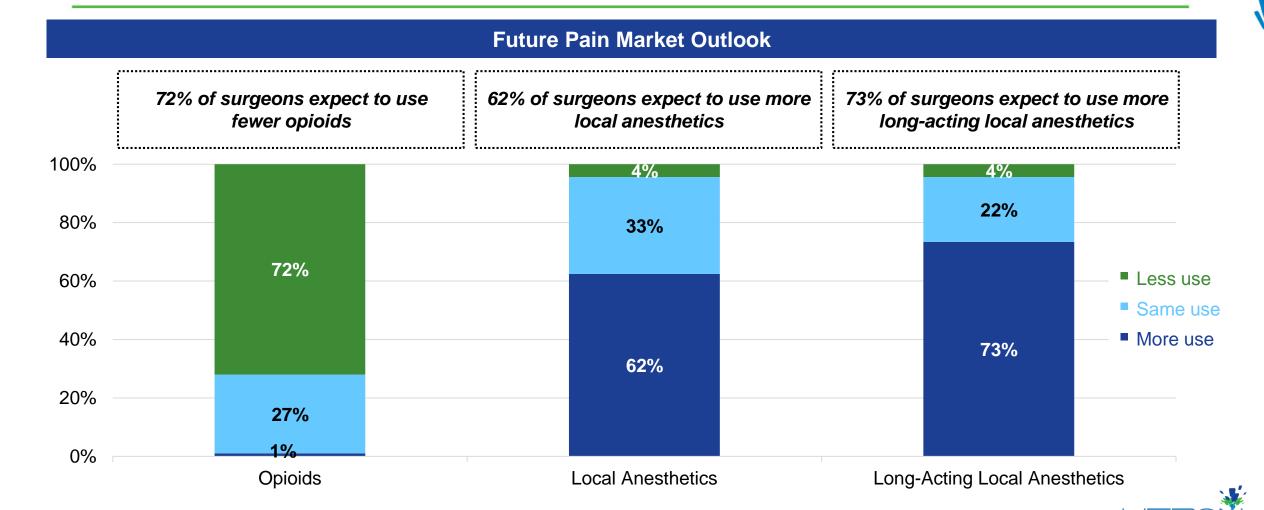
### **Key Limiters of Liposomal Bupivacaine Market Penetration**

- Perceived inability to achieve marketed duration of efficacy<sup>2</sup>
- No large scale studies have reproducibly shown superiority versus bupivacaine solution
- HCPs not persuaded that incremental efficacy is worth the cost
- Because of the above, there are significant formulary access restrictions<sup>2</sup>
  - Restricted by Specialty
  - Restricted by Procedure
  - Not on Formulary
  - Very low penetration in ASC and outpatient settings<sup>1</sup>

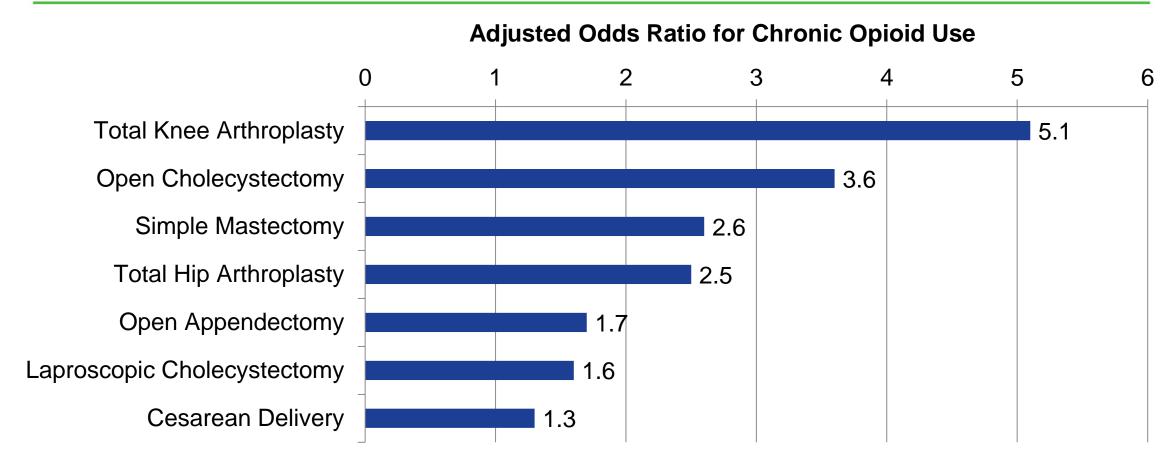


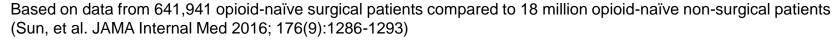
# Surgeons Expect to Use More Long-Acting Local Anesthetics as Better Options Become Available





### Risk of Chronic Opioid Use After Selected Surgeries







# In Addition to Potential Addiction, Opioids Increase Healthcare Costs Due to a High Rate of Side Effects

Cost of Opioid-Related Adverse Drug Events<sup>1,2</sup>

Moderate to Severe Opioid- Induced ADE	Cost per ADE Events in 2013 \$
lleus	\$6,141
Pruritus	\$502
Urinary Retention	\$1,867
Respiratory Depression	\$1,504
PONV	\$1,225
Mental Status Change	\$2,263

<sup>\*</sup>All ADE costs derived from Oderda 2003 with exception of ileus which is from Simons et al.

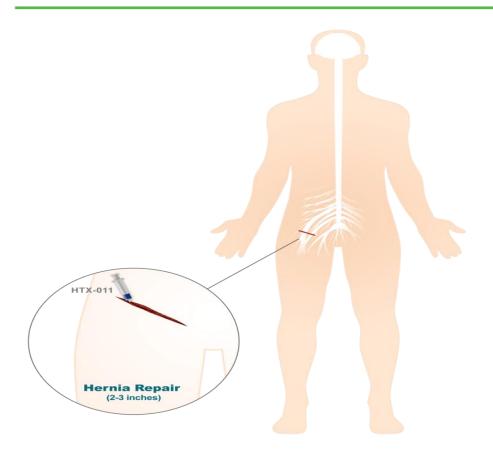


<sup>1.</sup> Oderda GM, Evans RS, Lloyd J, et al. Cost of opioid-related adverse drug events in surgical patients. *J Pain Symptom Manage*. 2003;25:276-283.

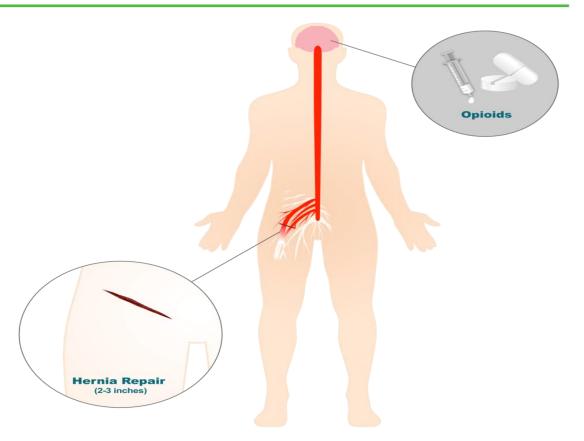
<sup>†</sup>Calculated from the half-year (January-June) data of the "Inpatient Hospital Services" component of the medical consumer price index in 1999-2013. Source: US Bureau of Labor Statistics.

<sup>2.</sup> Simons R, Kim M, Chow W. Retrospective analyses of adverse events and economic costs [abstract taken from Reg Anesth Pain Med. 2009;PS3:17].

# Reducing Pain at the Source Can Eliminate the Need for Opioids and May Decrease the Development of Chronic Pain



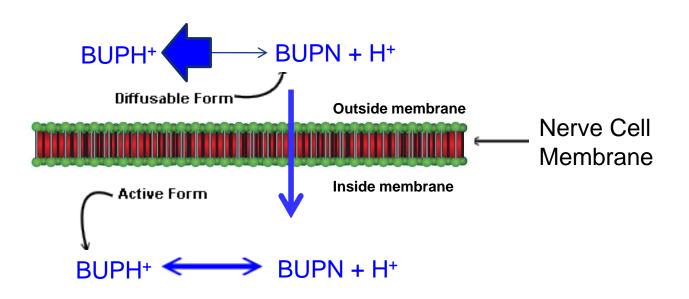
**HTX-011** directly blocks transmission of the pain signal, potentially reducing the chance of chronic pain.



Acting on opiate receptors in the brain, opioids can reduce the sensation of pain, but do not block transmission of the pain signals. Occasionally, the affected nerves become hyper-stimulated resulting in chronic pain.

### Inflammation Plays a Key Role in Pain Management

(Current local anesthetics do not address this)



- Inflammation produces an acidic environment
- Shifts the balance to ionized form, which is unable to penetrate nerve cell membrane
- Acidic environment associated with inflammation results in far less drug penetrating the nerve membrane and reduced anesthetic effects<sup>1,2</sup>
- Bupivacaine is very sensitive to reduced pH
- Addition of meloxicam is designed to help reduce local inflammation and allow bupivacaine to work better in the first several days after surgery

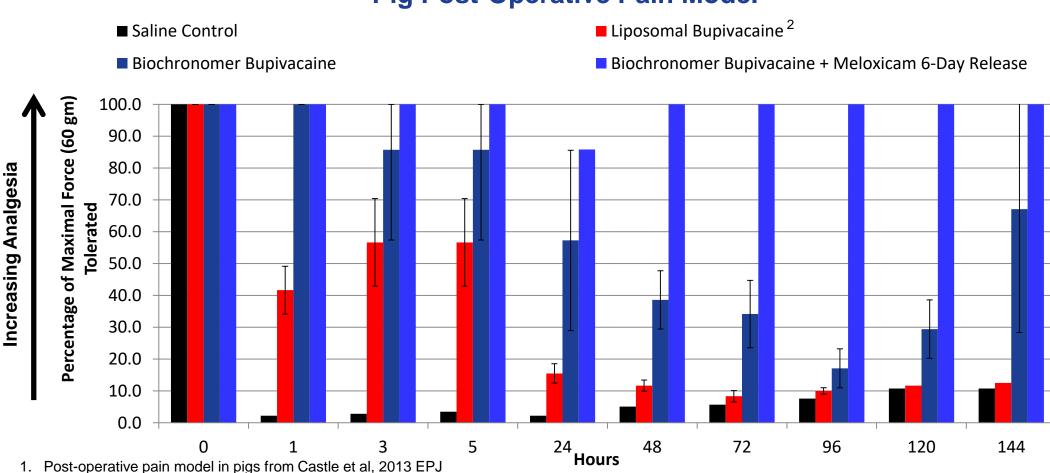


<sup>1.</sup> Ueno, et al. J of Inflammation Research 1:41-48 2008.

<sup>2.</sup> Local anesthetic nerve penetration model adapted from Becker and Reed, Anesth Prog 53:98–109 2006

### **Unique Fixed-Dose Combination of Bupivacaine & Meloxicam** Delivered Into the Incision Produced Complete Analgesia<sup>1</sup>

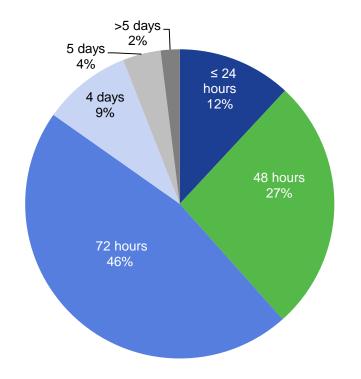
#### Pig Post-Operative Pain Model<sup>1</sup>



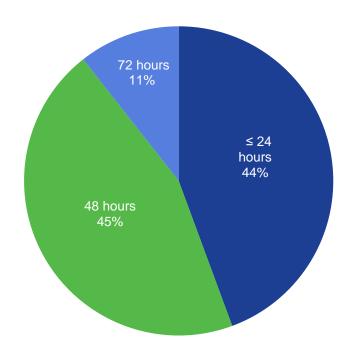
Human dose of bupivacaine liposome with 40% smaller incision

### ≥72 Hour Duration of Action Seen as "Ideal"

Ideal Duration of Efficacy for Long-**Acting Local Anesthetic** 

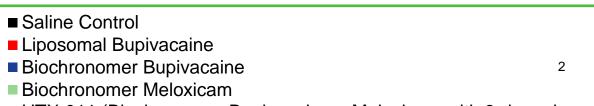


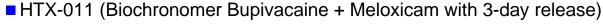
#### Minimally Acceptable Duration of **Efficacy for Long-Acting Local** Anesthetic

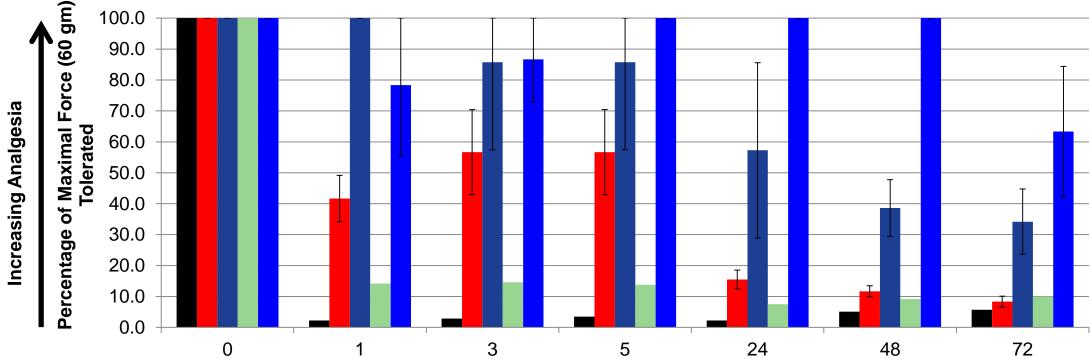




# HTX-011 Designed to Produce Marked Analgesia Through the First 72 Hours After Surgery<sup>1</sup>







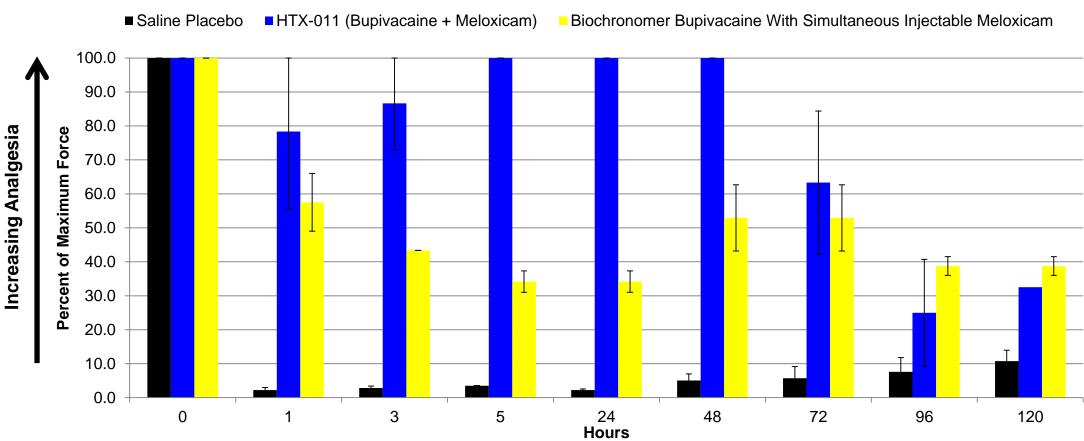
<sup>&</sup>lt;sup>1</sup> Postoperative pain model in pigs from Castle et al, 2013 EPJ



<sup>&</sup>lt;sup>2</sup> Human dose of liposomal bupivacaine with 40% smaller incision (n=4 pigs in each arm)

# Activity of HTX-011 Cannot Be Replicated By Systemic Administration of Meloxicam Along With ER Bupivacaine

#### **Pig Post-Operative Pain Model**



<sup>\*</sup>Supratherapeutic dose of meloxicam administered SQ Post-operative pain model in pigs from Castle et al, 2013 EPJ



# HTX-011 Clinical Experience Shows It Has the Potential to Transform Postoperative Pain Control



#### Phase 2 data has demonstrated:

- ✓ Statistically significant reductions in both pain and opioid use lasting up to 72 hours after surgery
- ✓ Utility in a broad selection of surgical procedures, including small procedures (bunion), medium size procedures (hernia), and one of the largest incisions (abdominoplasty)
- ✓ Synergy between meloxicam and bupivacaine in HTX-011 results in significantly greater analgesia compared to bupivacaine alone



### Product attributes of HTX-011 optimized in Phase 2 for Phase 3 efficacy studies:

- ✓ Formulation, where the product has shown the versatility to be used in a wide variety of surgical procedures
- ✓ Dose, where the lowest highly effective dose has been chosen for Phase 3
- ✓ Route of administration, where instillation, a faster, easier and potentially safer route of administration was demonstrated to be equally effective to standard injections



### **End-of-Phase 2 Meeting Agreements with FDA**

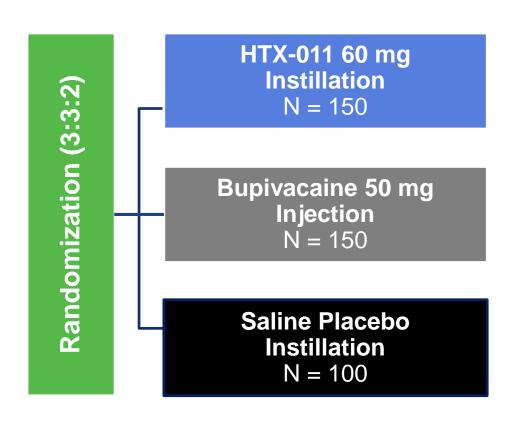
- Two Phase 3 adequate and well-controlled efficacy studies and a Phase 3 safety study of approximately 200 subjects in multiple surgical models are adequate to support an NDA for a broad indication for reduction in postoperative pain for 72 hours
  - Primary and key secondary endpoints for Phase 3 studies are acceptable
  - Adjustment of pain intensity data for opioid use by the wWOCF methodology is acceptable
- Phase 3 efficacy studies with bupivacaine as an active control meets FDA Combination Rule
  - One ingredient is intended to enhance effectiveness of principal active component
  - Factorial design study <u>not</u> required
- Size of proposed safety database adequate
- No renal or hepatic impairment studies or drug-drug interaction studies required for NDA



# PHASE 3 PROGRAM HAS BEEN INITIATED



# Study 301: Phase 3 Bunionectomy Study Design



### **Study 301 Endpoints**

Primary: Pain Intensity AUC<sub>0-72</sub> vs. placebo

1<sup>st</sup> Key Secondary: Pain Intensity AUC<sub>0-72</sub> vs.

bupivacaine

2<sup>nd</sup> Key Secondary: Opioid use vs. placebo

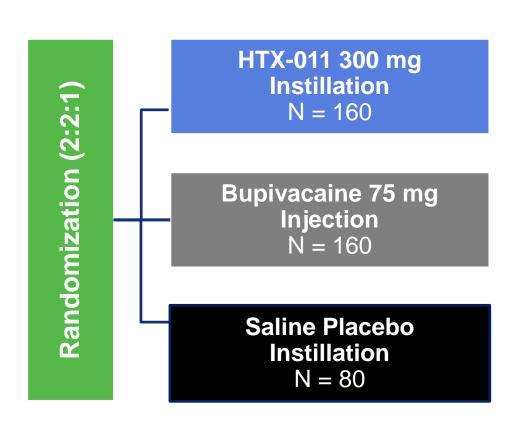
3<sup>rd</sup> Key Secondary: Opioid-free vs. bupivacaine

4<sup>th</sup> Key Secondary: Opioid use vs. bupivacaine

The trial design provides at least 90% power to detect a statistically significant difference between HTX-011 and each of the control groups for primary and all key secondary endpoints



# Study 302: Phase 3 Herniorrhaphy Study Design



#### Study 302 Endpoints

Primary: Pain Intensity AUC<sub>0-72</sub> vs. placebo

1<sup>st</sup> Key Secondary: Pain Intensity AUC<sub>0-72</sub> vs.

bupivacaine

2<sup>nd</sup> Key Secondary: Opioid use vs. placebo

3<sup>rd</sup> Key Secondary: Opioid-free vs. bupivacaine

4<sup>th</sup> Key Secondary: Opioid use vs. bupivacaine

The trial design provides at least 90% power to detect a statistically significant difference between HTX-011 and each of the control groups for primary and all key secondary endpoints





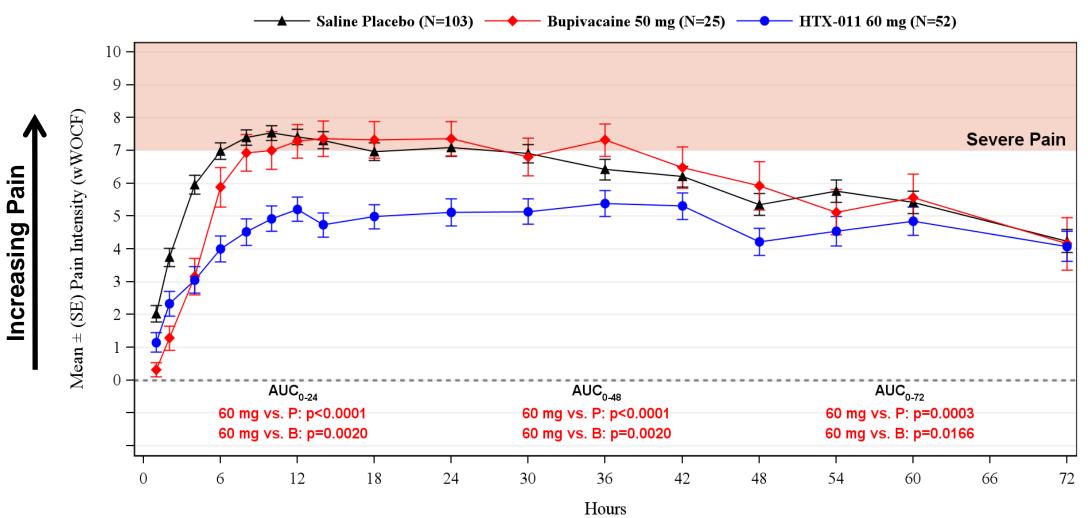
### HTX-011 STUDY 208:

**Phase 2 Bunionectomy** 

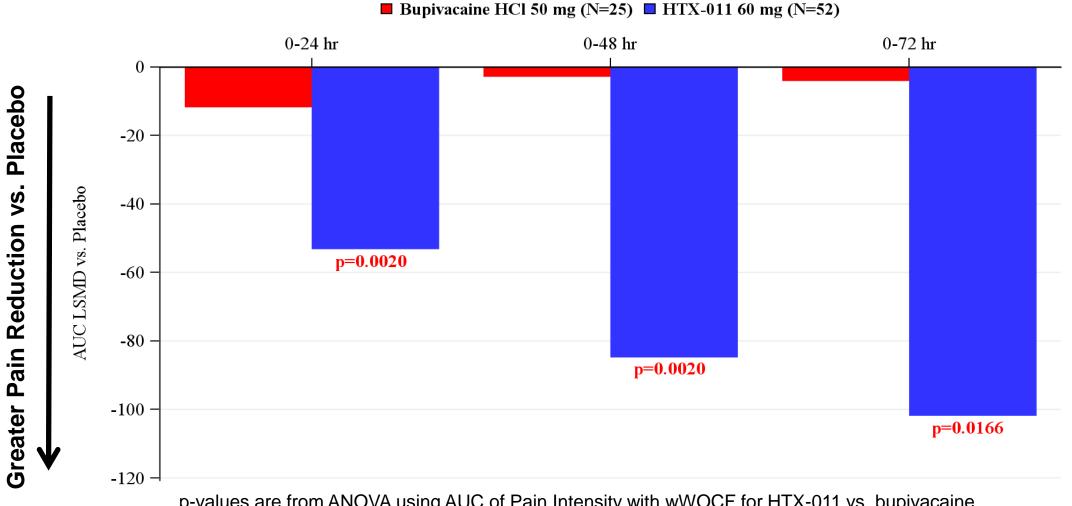
Updated Results With the Phase 3 Dose Analyzed by the FDA Requested Methodology (wWOCF) (5 Clinical Sites Enrolled Subjects)



## HTX-011 Reduces Pain Significantly Better Than Placebo or Bupivacaine (Standard-of-Care) After Bunionectomy

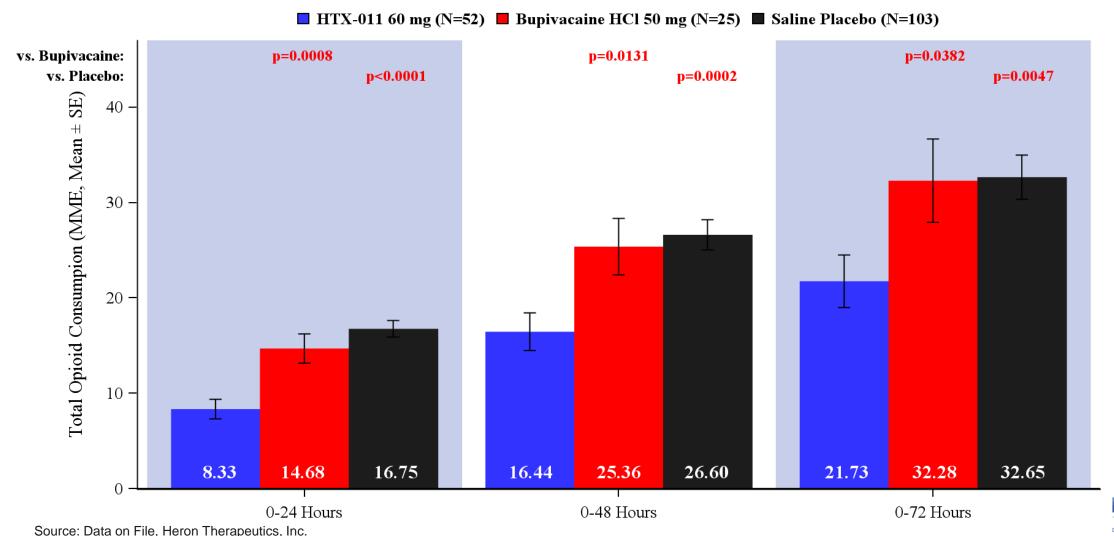


# HTX-011 60 mg Produces 24-Fold Greater Reduction in Pain Compared to Bupivacaine 50 mg Through 72 Hours in Bunionectomy

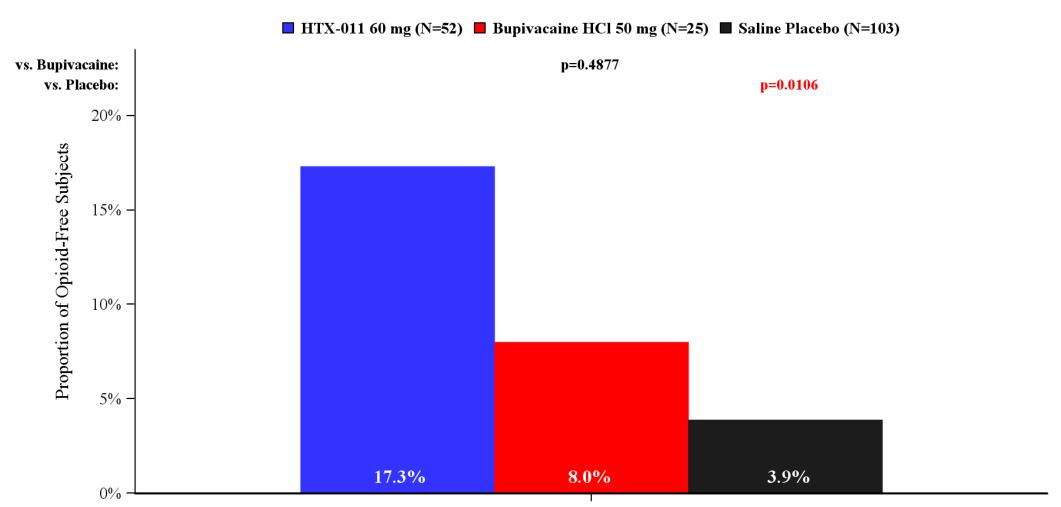




## **Bunionectomy Study: HTX-011 Significantly Reduces Total Opioid Use vs Bupivacaine and Placebo**

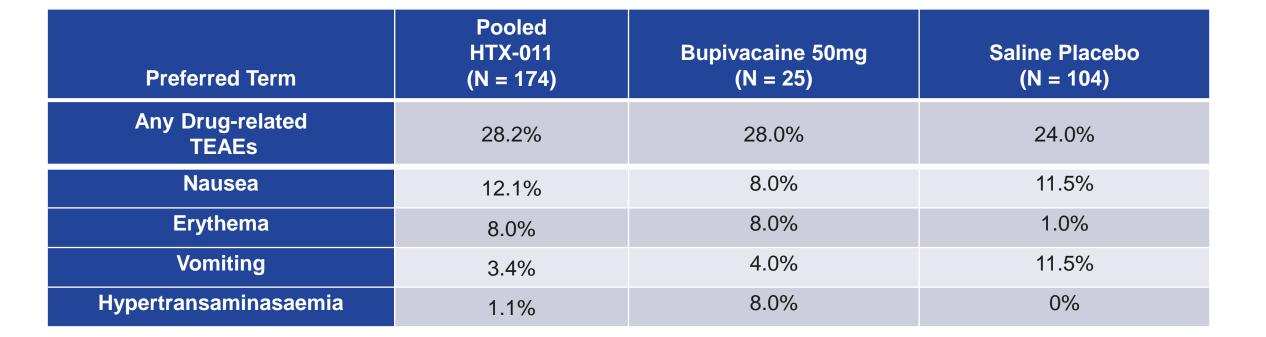


## **Bunionectomy Study: HTX-011 Significantly Increases the Proportion of Opioid-Free Subjects vs Placebo**





## **Bunionectomy Study: Drug-Related Treatment-Emergent Adverse Events**\*

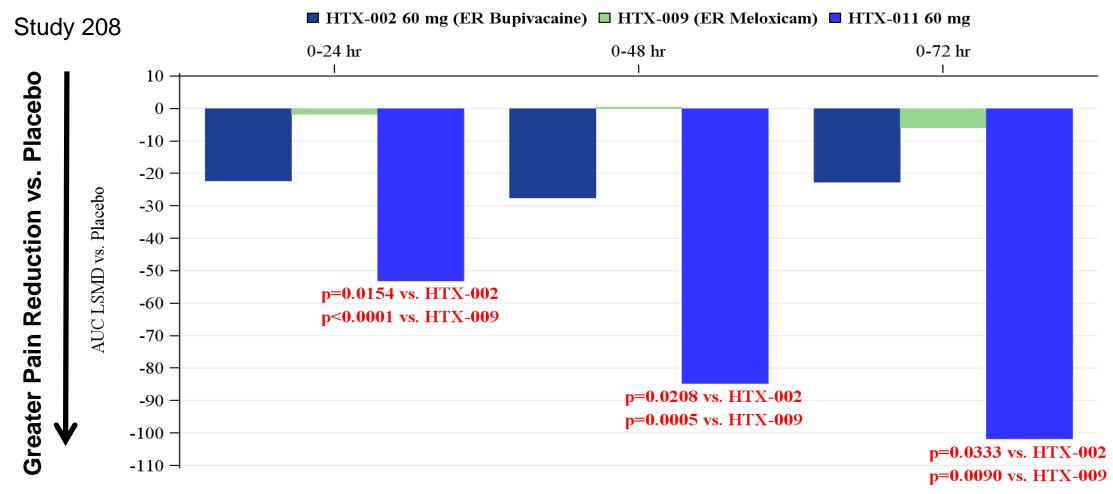


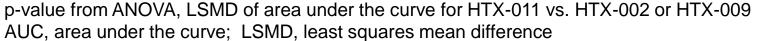


<sup>\*</sup>Adverse events considered at least possibly related with an incidence of >5%



# HTX-011 Has Demonstrated Significantly Greater Pain Reduction Than Extended-Release Versions of Bupivacaine or Meloxicam Using the Same Formulation









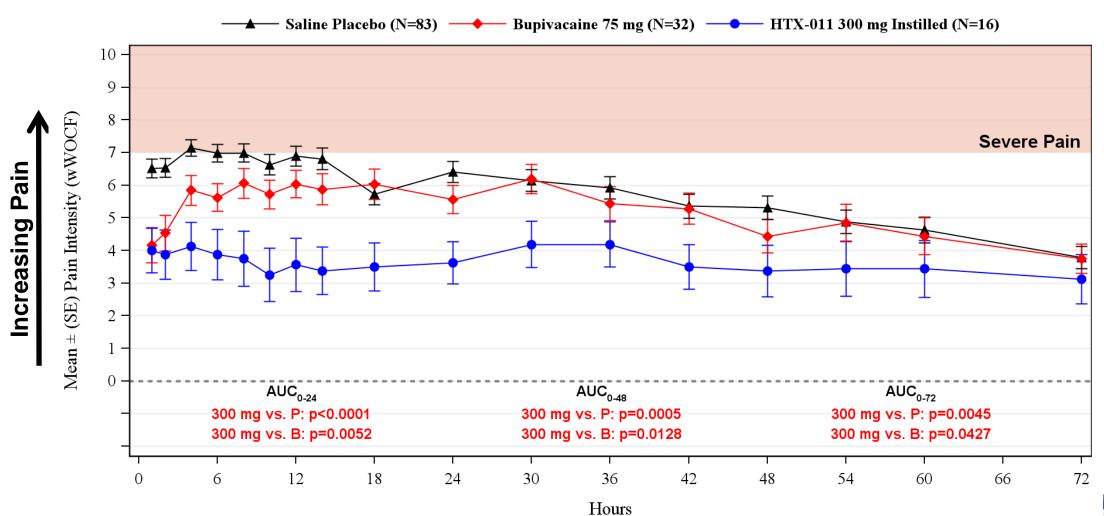
### HTX-011 STUDY 202:

**Phase 2 Hernia Repair** 

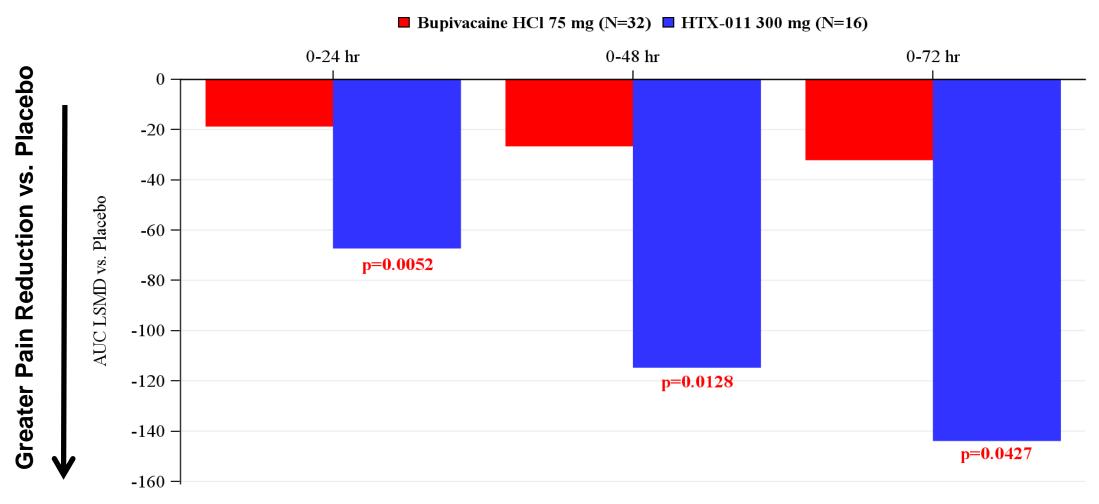
Updated Results With the Phase 3 Dose Analyzed by the FDA Requested Methodology (wWOCF) (3 Clinical Sites Enrolled Subjects)



## HTX-011 Reduces Pain Significantly Better Than Placebo or Bupivacaine (Standard-of-Care) After Herniorrhaphy

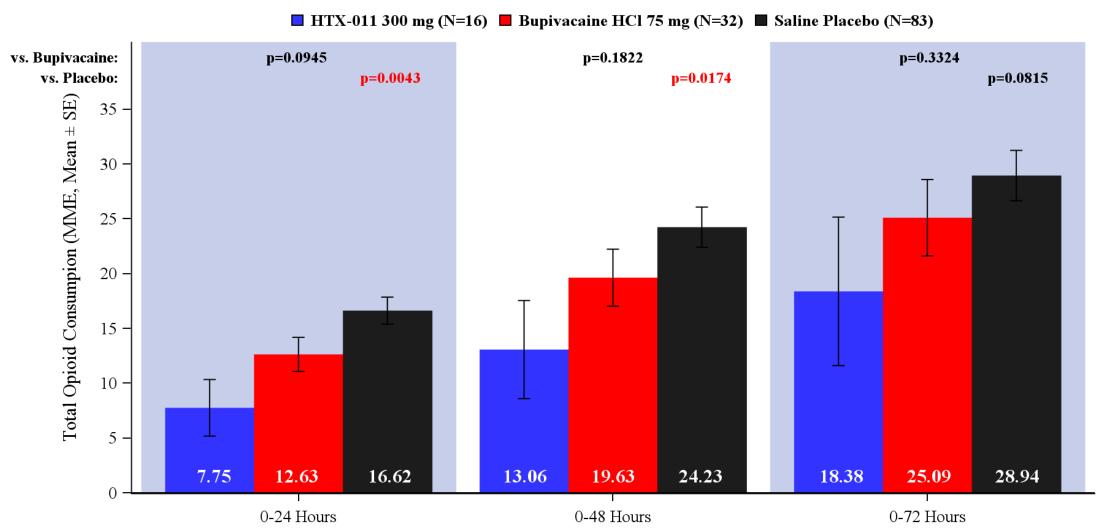


# HTX-011 300 mg Produces 4-Fold Greater Reduction in Pain Compared to Bupivacaine 75 mg Through 72 Hours in Hernia Repair

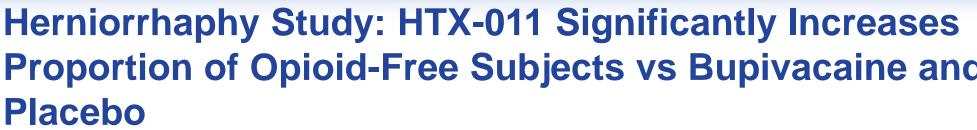


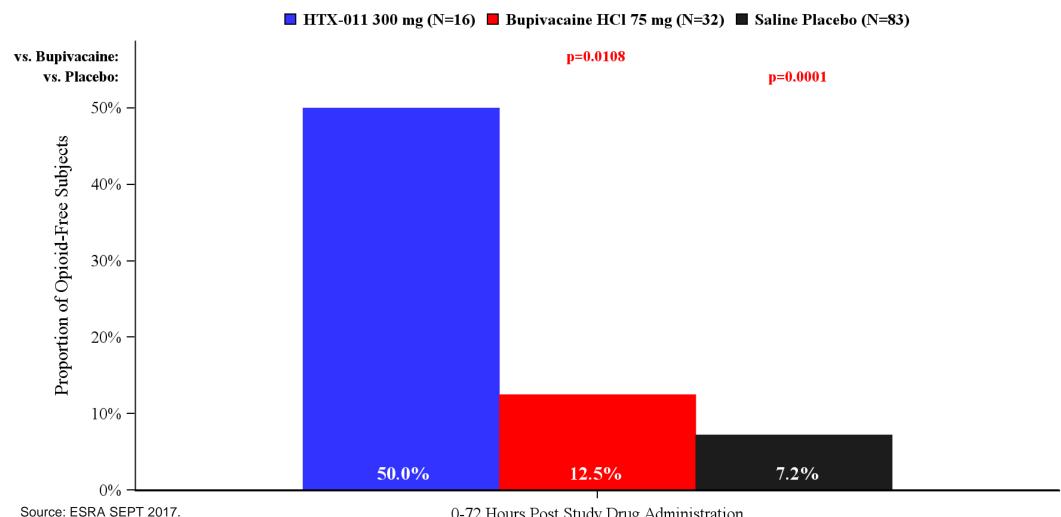


## Herniorrhaphy Study: HTX-011 Significantly Reduces Total Opioid Use vs Placebo



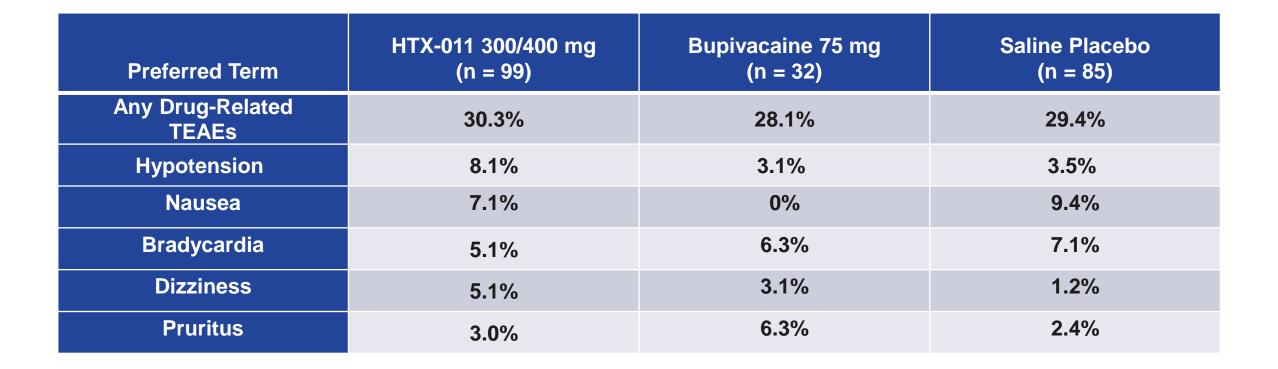
## Proportion of Opioid-Free Subjects vs Bupivacaine and







## Herniorrhaphy Study: Drug-Related Treatment-Emergent Adverse Events\*





<sup>\*</sup>Adverse events considered at least possibly related with an incidence of >5% Source: Data on File, Heron Therapeutics, Inc.



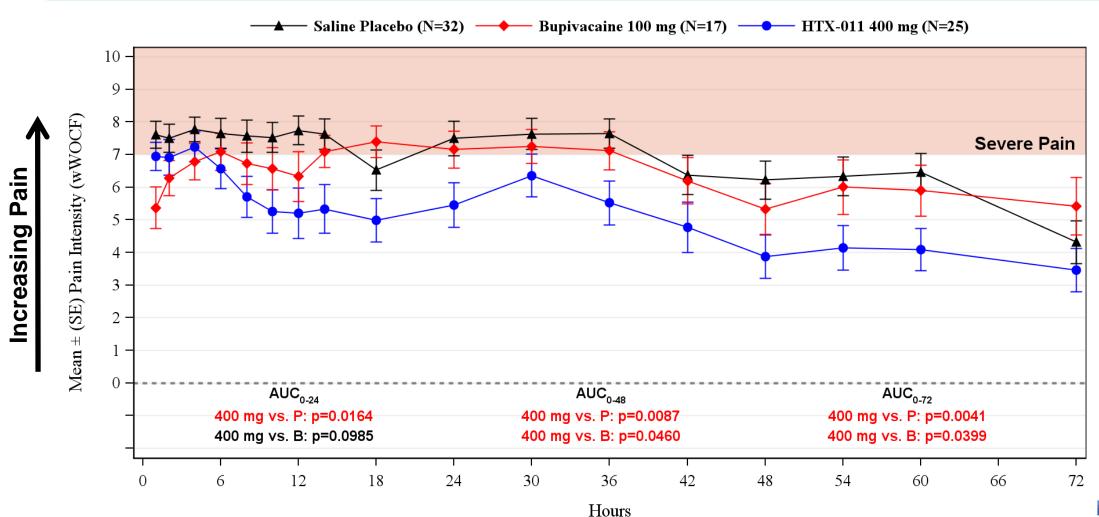
### HTX-011 STUDY 203:

**Phase 2 Abdominoplasty** 

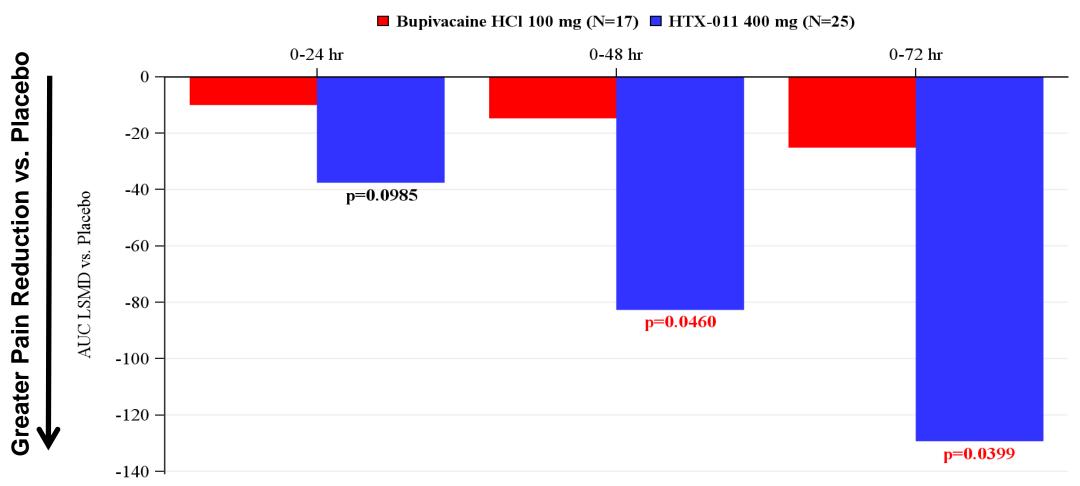
**Updated Results Using wWOCF**(8 Clinical Sites Enrolled Subjects)



## HTX-011 Reduces Pain Significantly Better Than Placebo or Bupivacaine (Standard-of-Care) After Abdominoplasty

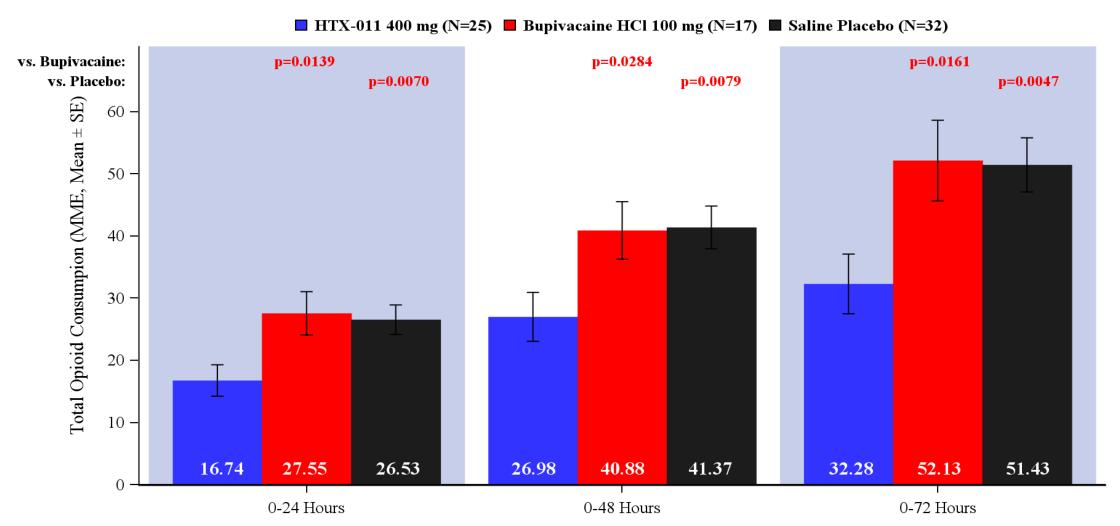


# HTX-011 400 mg Produces 5-Fold Greater Reduction in Pain Compared to Bupivacaine 100 mg Through 72 Hours in Abdominoplasty

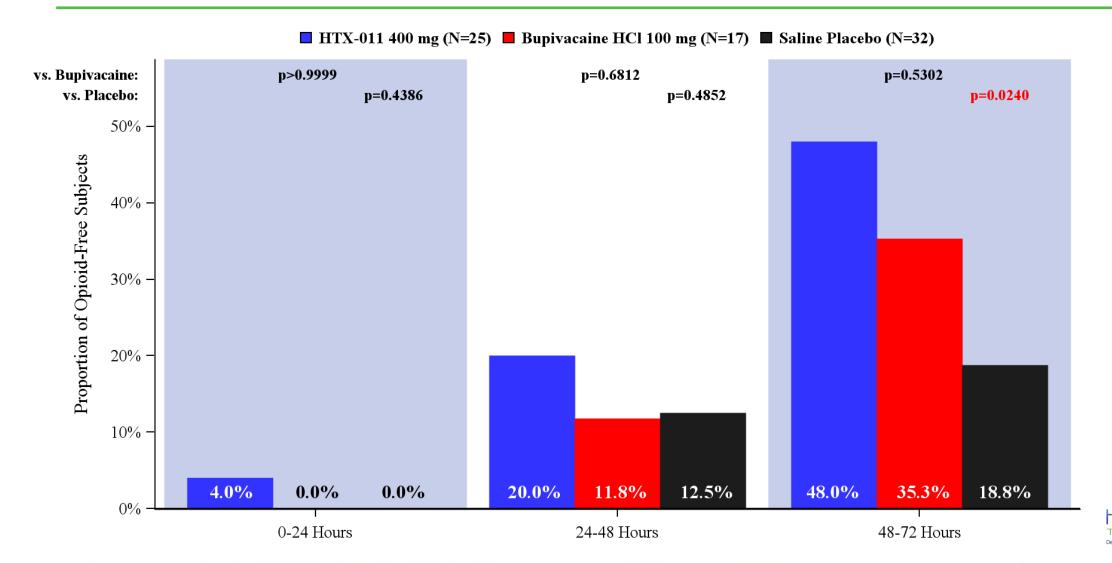




## Abdominoplasty Study: HTX-011 Significantly Reduces Total Opioid Use vs Bupivacaine and Placebo



## Although Almost All Patients Took Opioids on Day 1, More HTX-011 Patients Were Opioid-Free by Day 3





## **Abdominoplasty Study: Drug-Related Treatment-Emergent Adverse Events\***

Preferred Term	HTX-011 400 mg (n = 25)	Bupivacaine 100 mg (n = 17)	Saline Placebo (n = 32)
Any Drug-Related TEAEs	44.0%	41.2%	31.3%
Nausea	20.0%	29.4%	15.6%
Headache	12.0%	5.9%	6.3%
Vomiting	8.0%	5.9%	6.3%
Constipation	4.0%	11.8%	3.1%
Pruritus	0%	5.9%	9.4%



<sup>\*</sup>Adverse events considered at least possibly related with an incidence of >1 subject in any group Source: Data on File, Heron Therapeutics, Inc.

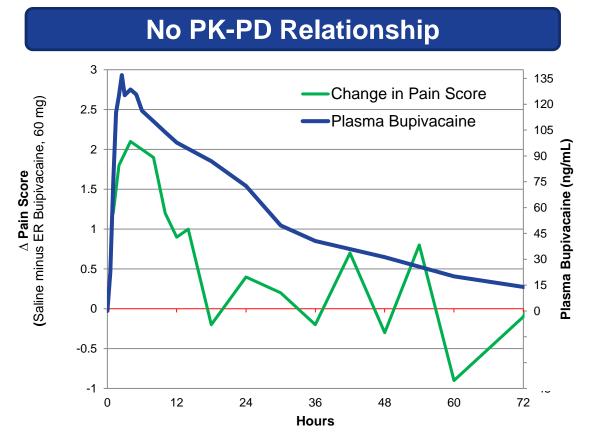


# HTX-011 SIGNIFICANTLY BETTER THAN EXTENDED-RELEASE BUPIVACAINE (002) AND SHOWS A UNIQUE PK-PD RELATIONSHIP

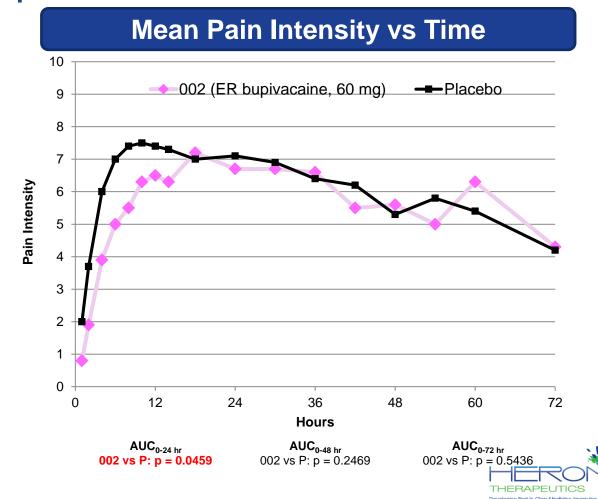


## Pharmacokinetic-Pharmacodynamic (PK-PD) Assessment Bunionectomy Study: 002 ER Bupivacaine 60 mg Was Significantly Better Than Placebo Through 24 hr, but Does Not Demonstrate a PK-PD Relationship

#### 002 ER Bupivacaine





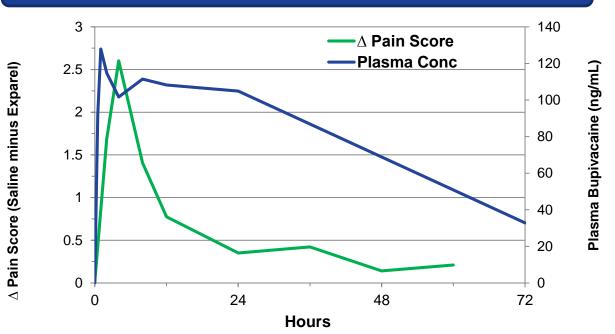


### PK-PD: Exparel® Bunionectomy Study **Exparel Significantly Better Than Placebo Through 24 hr,** but Does Not Demonstrate a PK-PD Relationship

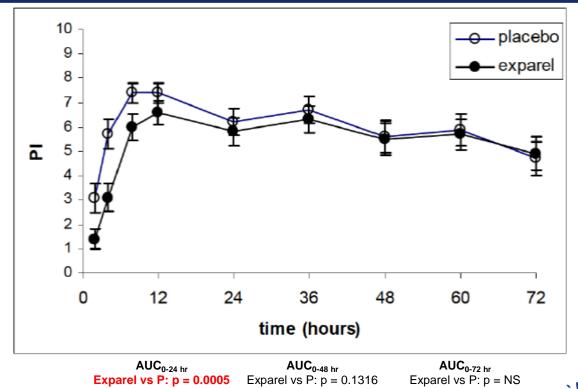


Exparel® (liposomal bupivacaine)

### No PK-PD Relationship



### **Mean Pain Intensity vs Time**



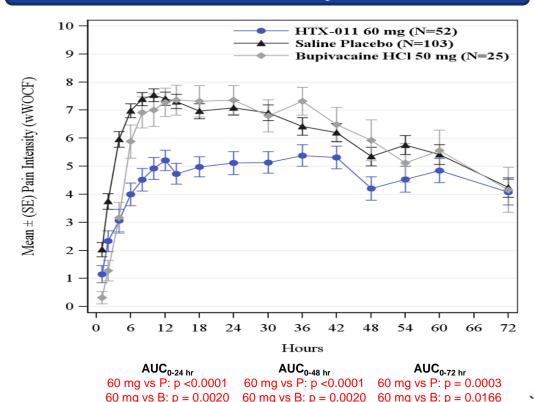


### PK-PD: Bunionectomy Study HTX-011 Significantly Better Than Placebo Through 72 hr With an Excellent PK-PD Relationship



### **PK-PD Relationship** Pain Score ——Plasma PK 3.5 ΔPain Score (Saline-HTX-011) 2.5 2 1.5 0.5 24 48 72 Time (hour)

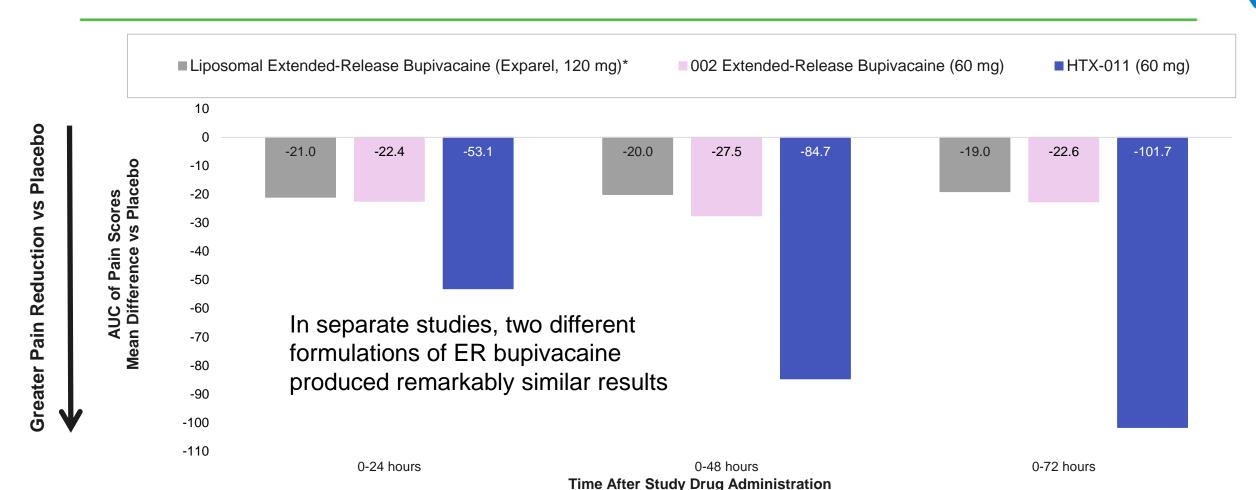
### **Mean Pain Intensity vs Time**



Source: Data on File, Heron Therapeutics, Inc.

<sup>\*</sup>LOCF method used to account for missing data, with wWOCF adjustment for use of rescue medications

## In a Cross-Study Comparison of a Standardized Bunionectomy Model, HTX-011 Demonstrated Superior Pain Reduction vs Two Forms of Extended-Release Bupivacaine



Sources: Data on File, Heron Therapeutics, Inc., and

\*Onel E, Daniels S, Golf M, Patou G. A phase 3, randomized, placebo-controlled trial of Exparel, an extended release bupivacaine local analgesic, in bunionectomy. Presented at the 2011 AAOS Annual Meeting in San Diego, CA.



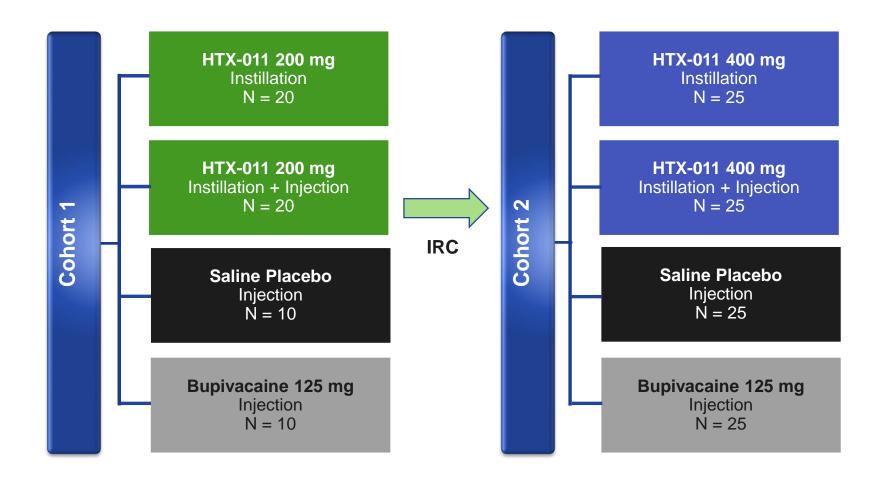




### **On-Going Phase 2b Studies**

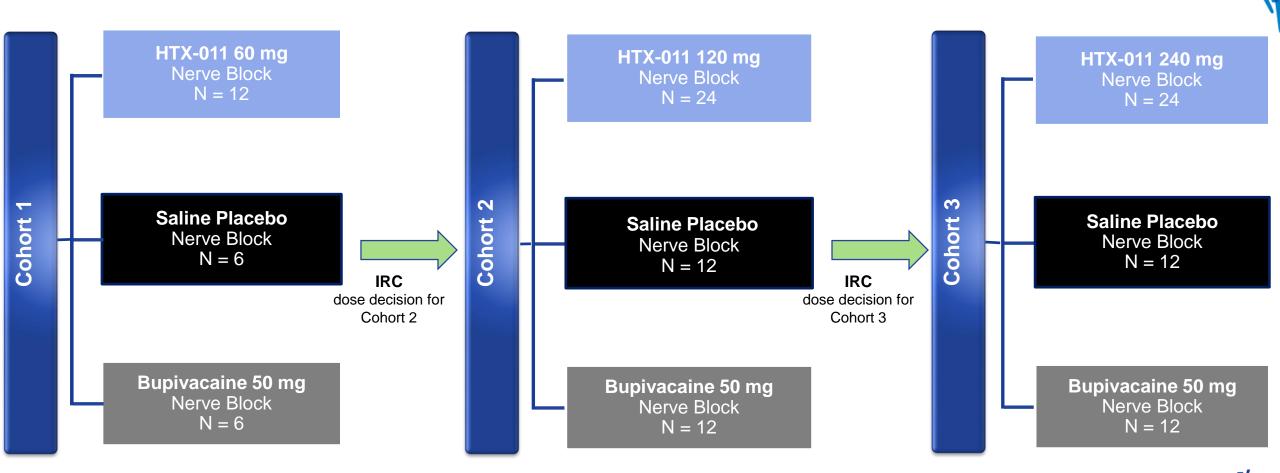


## Phase 2b Total Knee Arthroplasty Study Design





### Phase 2b Nerve Block: Breast Augmentation Study Design



Protocol includes additional optional cohorts to evaluate other doses and administration techniques.



## Summary: HTX-011 Is Poised to Fulfill the Promise of a Long-Acting Extended-Release Local Anesthetic

Large, growing market opportunity	✓
Differentiated, synergistic mechanism addresses inflammation – a key inhibitor of both generic and long-acting local anesthetics	✓
Demonstrated superiority vs. generic bupivacaine solution in 3 diverse surgical models	✓
Consistent 72-hour efficacy - Pain reduction - Opioid reduction	✓
Applicable in large and small procedures without admixture with bupivacaine solution – reducing chance of dosing errors and systemic toxicity	✓
Flexible administration with potential safety advantages	✓
Potential to address most pressing unmet needs cited by key stakeholders – patients, surgeons, anesthesiologists & formulary decision makers	✓
Phase 2 data reduced risk for Phase 3 development program and extensive patent protection anticipated through 2035	✓

### **Financial Summary**

Cash, cash equivalents and short-term investments were \$74.0 million as of September 30, 2017. Heron also had accounts receivable of \$28.9 million, the majority of which it expects to collect in the fourth quarter of 2017 and the first quarter of 2018.

Summary Statement of Operations and Net Cash Used in Operations (In thousands, except per share data)	Three Months Ended September 30, 2017	Nine Months Ended September 30, 2017
Net product sales	\$ 8,572	\$ 20,714
Operating expenses <sup>1</sup>	49,886	153,382
Other expenses, net	(552)	(2,326)
Net loss <sup>1</sup>	\$ (41,866)	\$ (134,994)
Net loss per share <sup>2</sup>	\$ (0.77)	\$ (2.55)
Net cash used in operations	\$ (40,540)	\$ (123,151)

Condensed Balance Sheet Data (In thousands)	September 30, 2017
Cash, cash equivalents and short-term investments	\$ 74,016
Accounts receivable, net	\$ 28,851
Total assets	\$ 118,196
Promissory note payable	\$ 25,000
Total stockholders' equity	\$ 40,053

<sup>&</sup>lt;sup>1</sup> Includes \$7.5 million and \$23.6 million of non-cash, stock-based compensation expense for the three and nine months ended September 30, 2017, respectively.



<sup>&</sup>lt;sup>2</sup> Based on 54.2 million and 52.8 million weighted-average common shares outstanding for the three and nine months ended September 30, 2017, respectively.

### **Key Catalysts in Pain & CINV Franchises**

HTX-011 for Postoperative Pain	CINVANTI™ for CIN\	
✓ Top-line results abdominoplasty	✓ NDA submission	
✓ Phase 2 program in nerve block initiated	✓ FDA approval	
<ul> <li>✓ Initiated TKA study (local administration)</li> </ul>		
✓ End-of-Phase 2 meeting		
✓ Phase 3 program initiated		
Top-line Pivotal Phase 3 results 1H 2018		
NDA filing 2018		



SUSTOL® for CINV

2017 net sales guidance:

\$25M - \$30M