



Q2 2022 BUSINESS UPDATE & FINANCIAL RESULTS

August 3, 2022

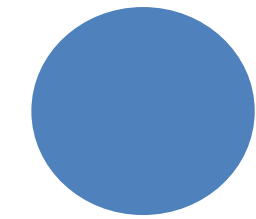
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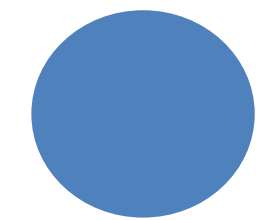
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Q2 Financial Results and Business Update - Agenda



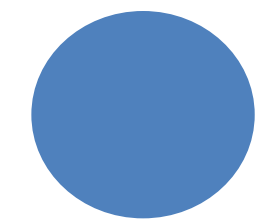
Business Update

Ted Schroeder, Chief Executive Officer



Financial Review

Dan Dolan, Chief Financial Officer



Closing Remarks and Q&A

Ted Schroeder, Chief Executive Officer and Team



BUSINESS UPDATE

Ted Schroeder, Chief Executive Officer

Q2 2022 Business Update

Revenue Growing, SG&A Declining, BD & Pipeline Advancing Forward

Top Line Growth

- Double Digit Revenue & Net Sales Growth driven by SIVEXTRO
- SIVEXTRO 28% prescription demand growth driving top line

Operating Leverage

- SG&A expenses declined 14% versus Q2 2021
- Significant improvement in operating cash burn versus Q2 2021

BD / Pipeline

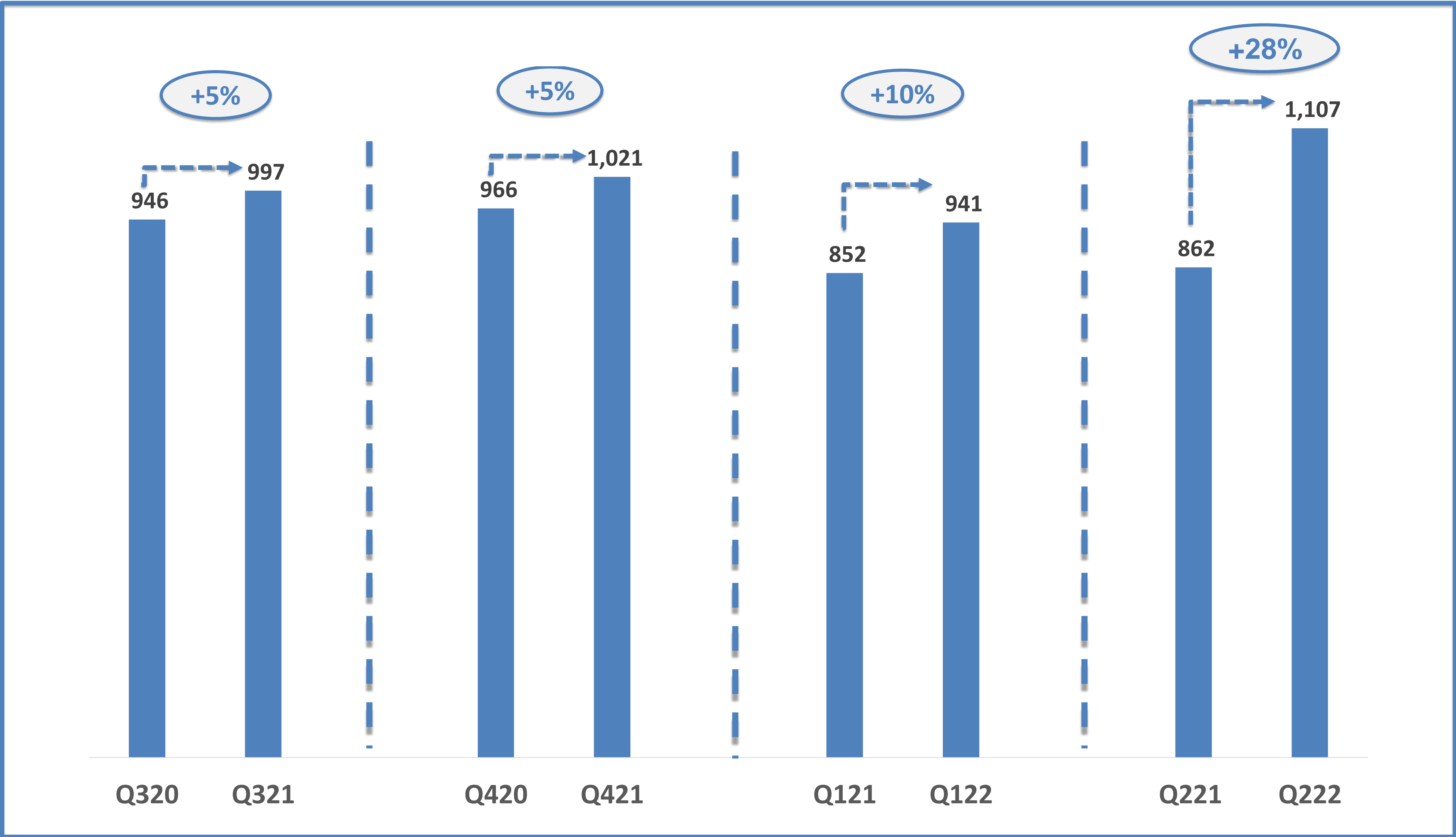
- XENLETA geographic expansion continued
- Phase I cystic fibrosis trial enrollment continuing to progress

Strategic Shift in SIVEXTRO Promotion Efforts & Resulting Impact

Strategy	Impact
Extended agreement with Merck through at least 2026	Provides foundation for revenue growth drivers
Sales Force Re-alignment	Added +3,000 additional targets for a total of ~7,800
District Managers brought in-house as Nabriva employees	Direct oversight by Nabriva leadership
Extended ISR pilot program	<ul style="list-style-type: none"> • Whitespace coverage • Collaborate with field team to target top ABSSSI writers • Drive TRxs
Focused efforts on targeted physicians	<ul style="list-style-type: none"> • Increased Face to Face/HCP calls • New SIVEXTRO prescribers

SIVEXTRO Q222 TRx Demand Highest Since NBRV Promotion

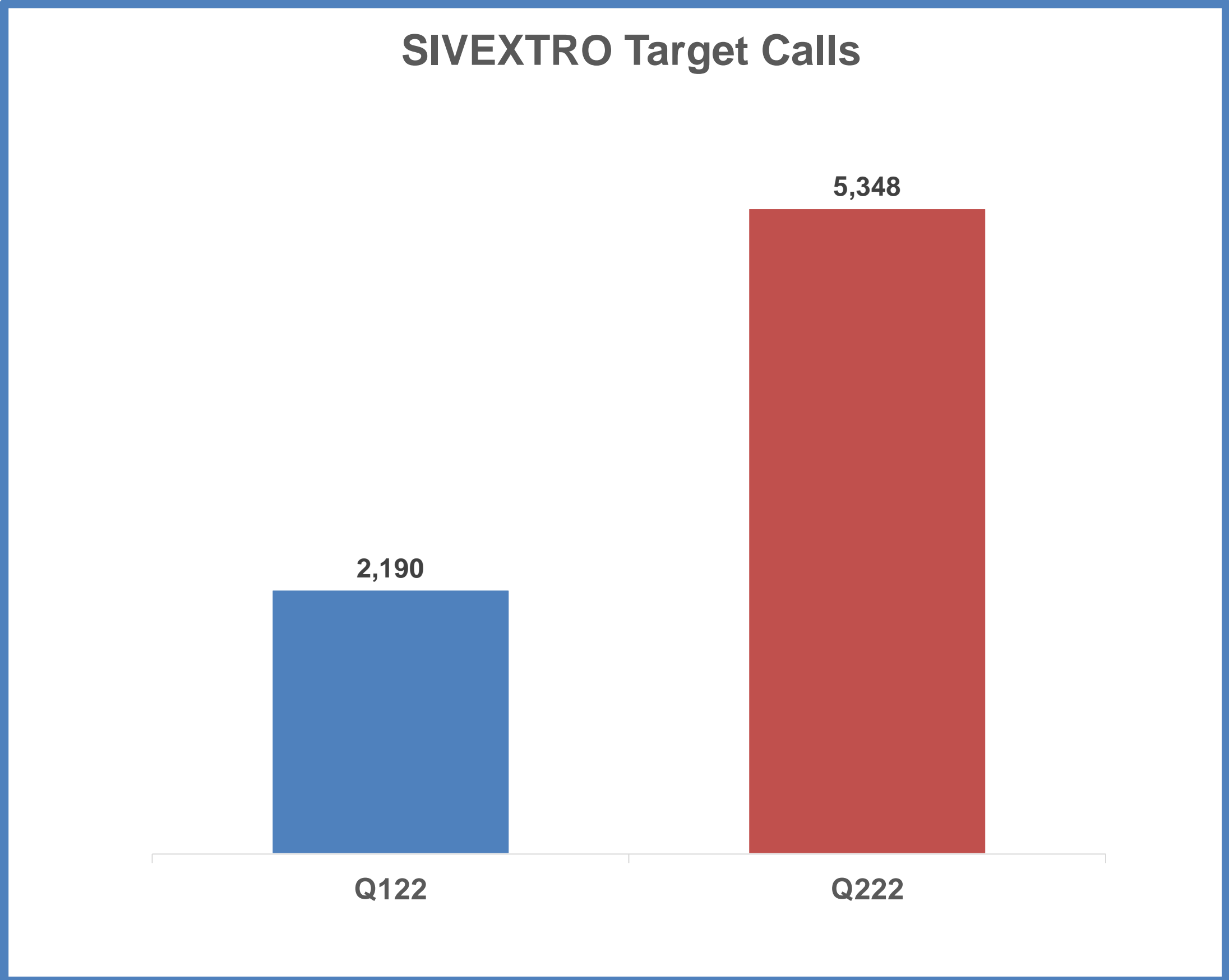
28% TRx Demand Growth versus Q221, 18% Sequential TRx Demand Growth versus Q122



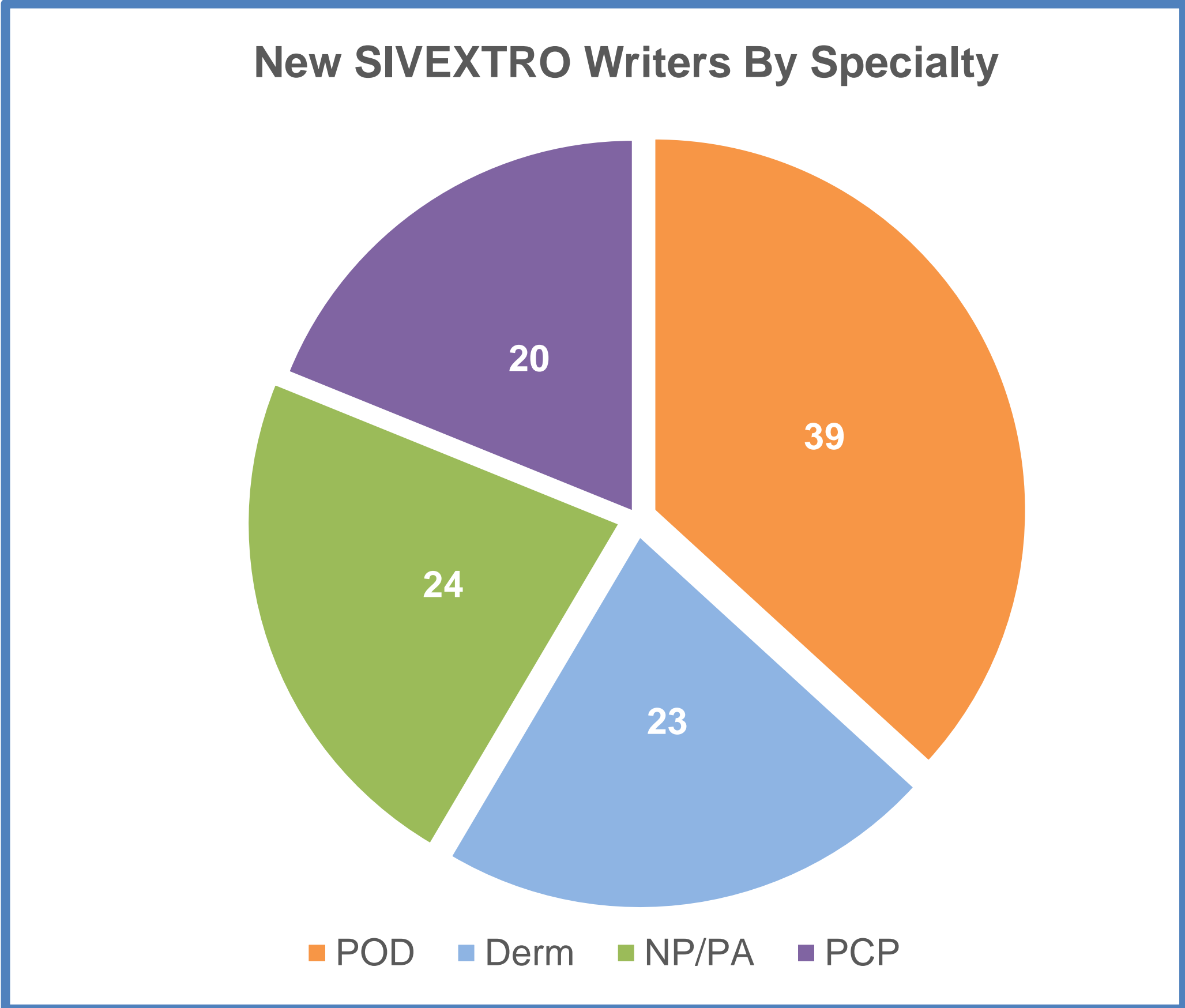
TRx data above does not reflect non-retail business

Optimizing SIVEXTRO Opportunity

Q222 Target Calls >2X versus Q122, 100+ New SIVEXTRO Writers in Q222



Calls against SIVEXTRO targets increased by 144% in Q2



106 New SIVEXTRO Writers during Q222

Expanding Role of Inside Sales Representatives

Initial Program Successes Led to Expansion of Program

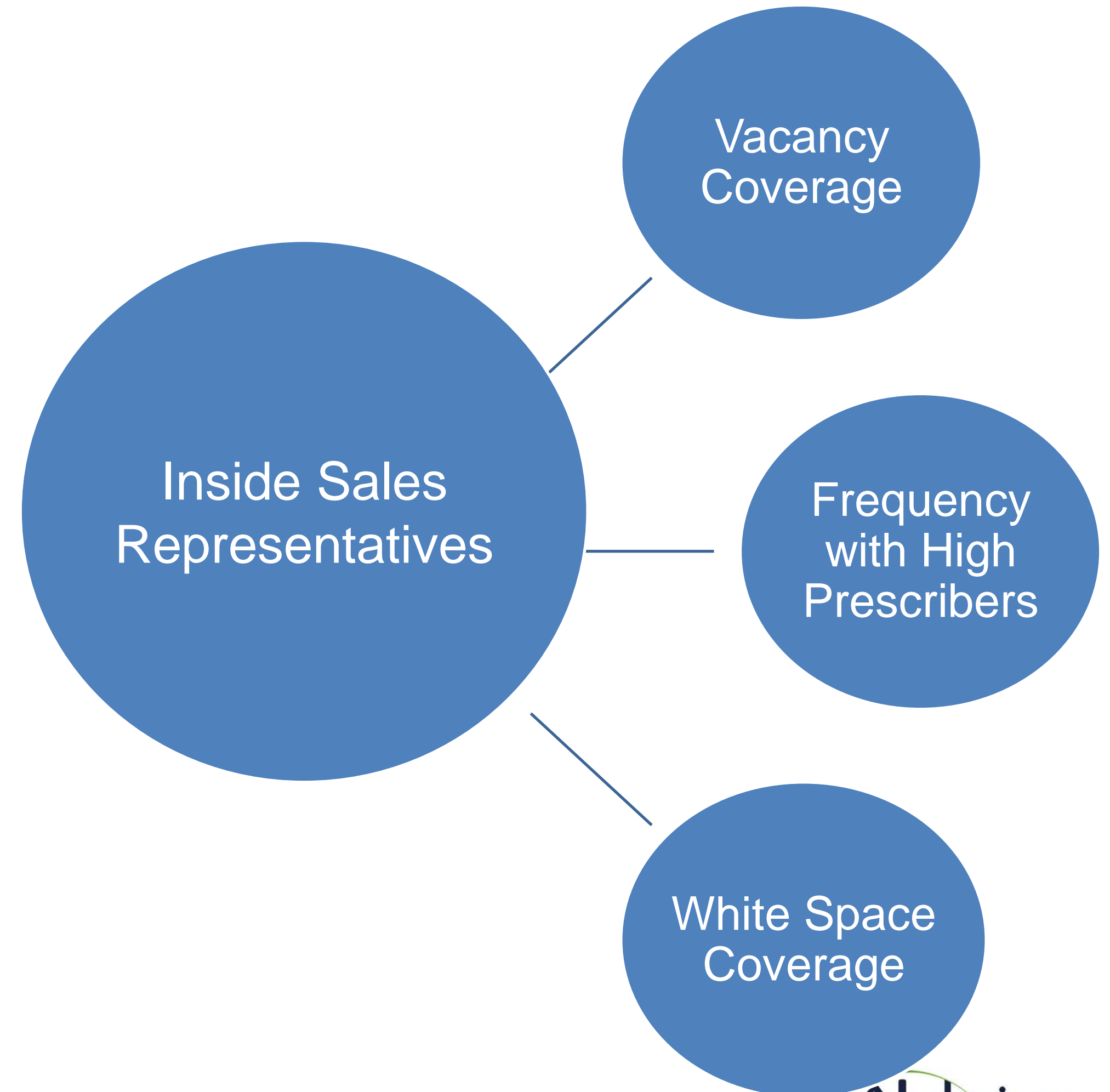
Pilot: Q321

IQVIA analysis indicated ~8,000 potential call targets residing in white space geographies

- Inside sales representative pilot program
 - Reach the top ~25% of the prescribers in white space geographies
 - Goal is ~40 outbound calls per day per rep
 - Opportunity to efficiently expand reach and raise awareness
 - Pull through on marketing non-personal promotion tactics



Today



Expanding XENLETA Presence with Er-Kim Agreement

Distribution Agreement Brings XENLETA to Eastern/Southeastern EU

Key Deal Parameters

Structure

- Distribution and commercialization rights

Territory (including Named Patient Usage)

- Albania, Bulgaria, Croatia, Czechia, Greece, Hungary, Kosovo, Northern Macedonia, Poland, Romania, Serbia, Slovakia, Slovenia, Turkey

Economics

- Nabriva receives double-digit royalty on sales

Term

- Ten years

Current Er-Kim Partners



Wholly owned affiliates in CEE (Albania, Bosnia, Bulgaria, Croatia, Czechia, Hungary, Kosovo, Moldova, Montenegro, North Macedonia, Romania, Poland, Serbia, Slovakia and Slovenia), Mediterranean (Cyprus, Greece, Malta) and Turkey (along with Azerbaijan)



Financial Review

Dan Dolan, Chief Financial Officer

Q2 2022 Financial Highlights

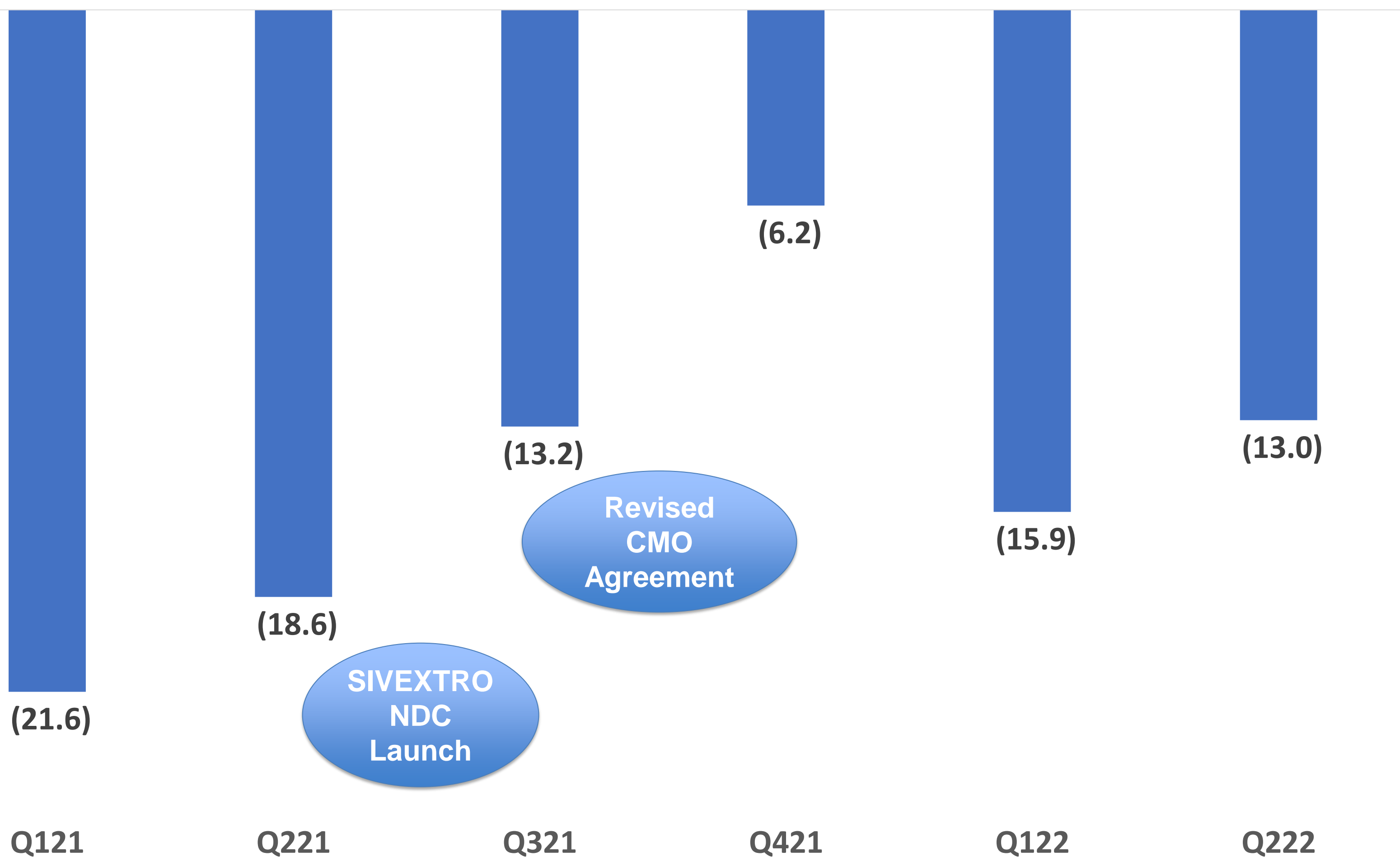
Continued Trend of Improved Operating Leverage/Slower Cash Burn

(\$000s), except per share amounts	3 Months Ended 30-June-22	3 Months Ended 30-June-21
Total Net Product Sales	\$ 8,680	\$ 6,940
Other Revenue	\$ 511	\$ 1,303
Total Revenue	\$ 9,191	\$ 8,243
Gross Profit	\$ 4,736	\$ 4,622
R&D Expenses	\$ 4,088	\$ 3,150
SG&A Expenses	\$ 11,047	\$ 12,854
Total Operating Expenses	\$ 15,135	\$ 16,004
Net Income (Loss)	\$ (11,074)	\$ (11,754)
Net Income (Loss) Per Share	\$ (0.18)	\$ (0.29)
Net Cash Provided By (Used For) Operating Activities	\$ (13,039)	\$ (18,574)
Cash & Cash Equivalents	\$ 20,163	\$ 47,834
Debt	\$ 7,136	\$ 8,030

Included % of SIVEXTRO Sales as Collaboration Revenue in Q221, fully recorded as Net Sales in Q222

Quarterly Operating Cash Burn Continues to Improve

SIVEXTRO Revenue Growth + Focused Resource Allocation



Highlights on Quarterly Cash Burn

- 30% Decline in Operating Burn vs. Q221
- 28% Decline in Operating Burn YTD 2022 vs YTD 2021
- 18% Decline in Operating Burn vs Q122

USD Millions



Closing Remarks and Q&A

Ted Schroeder, Chief Executive Officer

2022 Priorities

Accelerate Commercial Growth, Advance Pipeline/LCM Opportunities



- Strategic shift in strategy to drive SIVEXTRO near-term revenue growth
- Broaden sales force effort to additional dermatologists and podiatrists
- SIVEXTRO U.S. rights extended at least through 2026



- Executed agreement with Er-Kim to expand XENLETA to Eastern/Southeastern EU
- Success commercializing SIVEXTRO demonstrates ability to unlock value with other assets
- EU/ROW XENLETA partnerships progressing



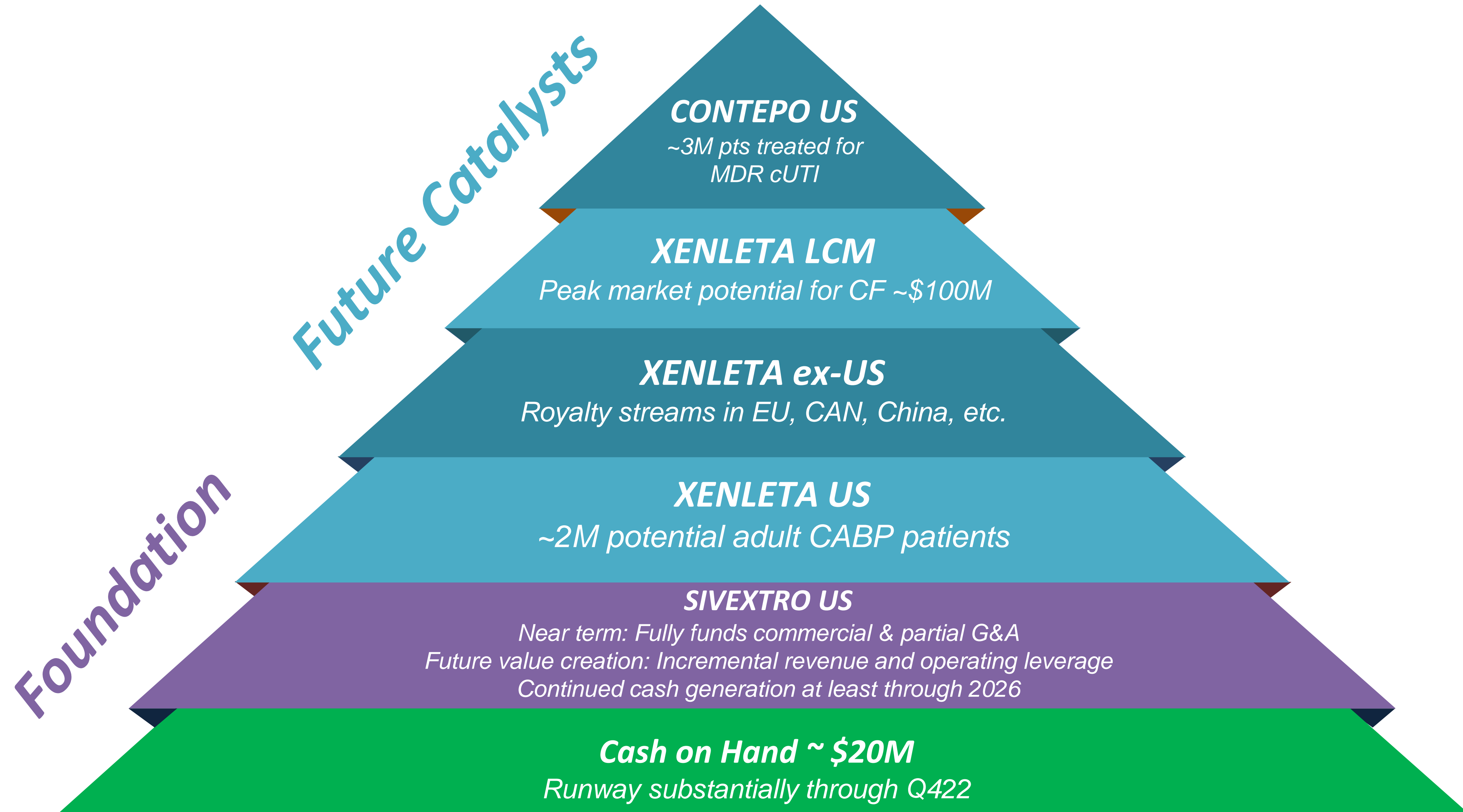
- Actively enrolling Cystic Fibrosis trial
- Focused commercial efforts on pulmonologists to drive XENLETA awareness



- NDA ready for resubmission once FDA inspection(s) completed
- Brand has established reputation outside the U.S.

Focus on Enhancing Shareholder Value

Solid Foundation with Potential Near-Term Catalysts





Q&A