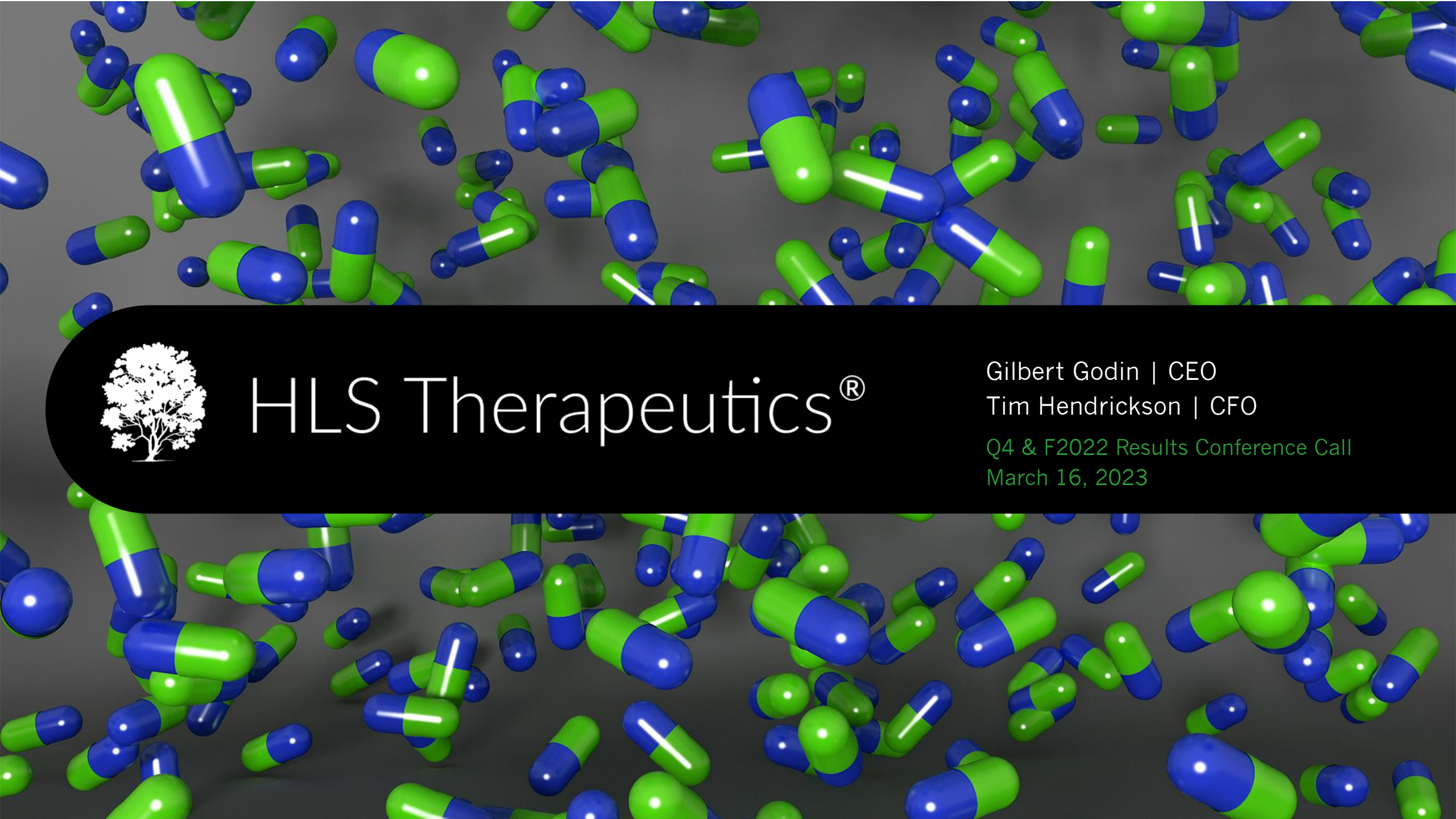


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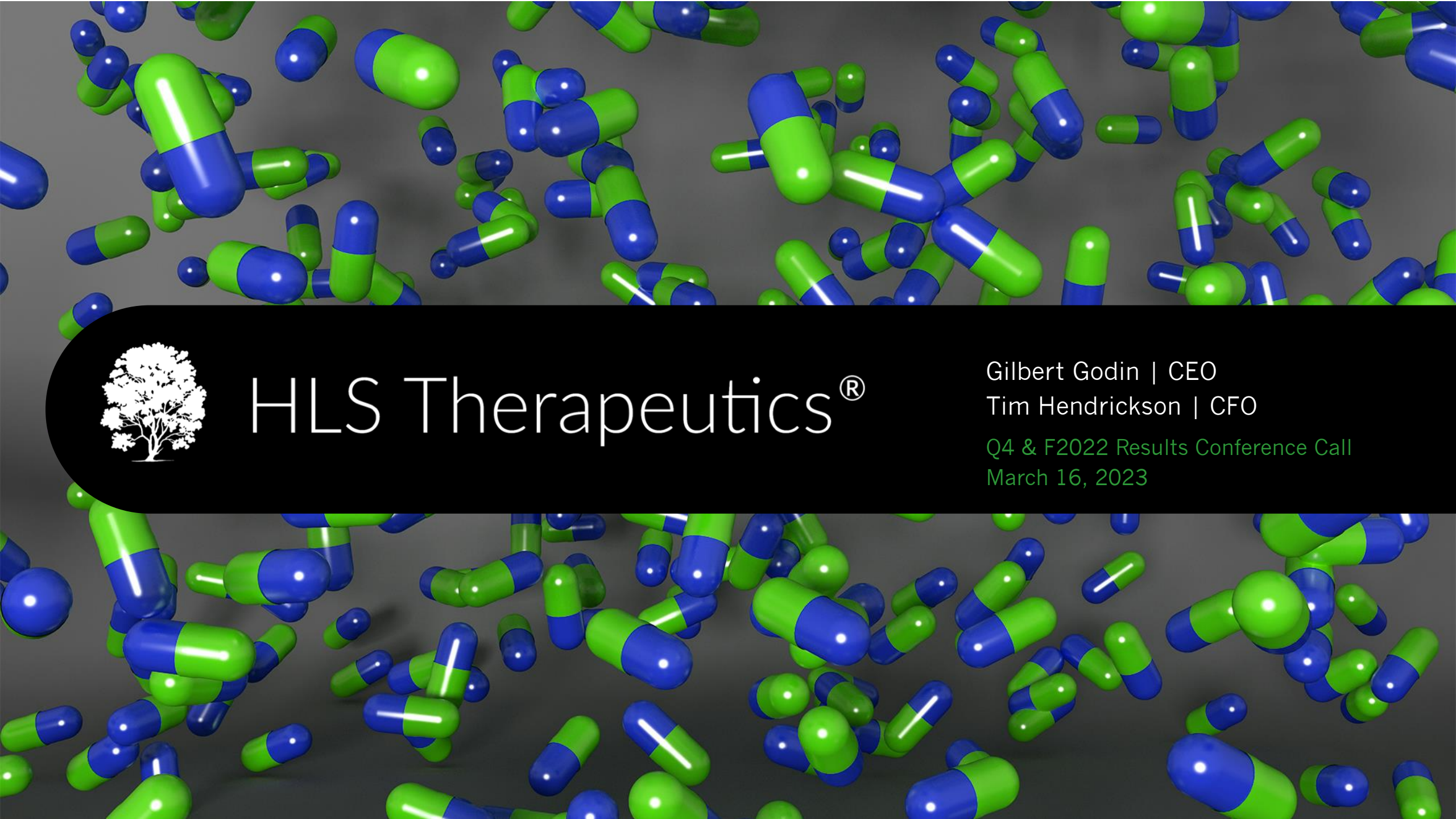
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Q4 & F2022 Results Conference Call
March 16, 2023

# Forward-looking statements

Certain statements in this presentation are “forward-looking statements”. Any statements that express or involve discussions with respect to predictions, expectations, beliefs, plans, projections, objectives, assumptions or future events or performance (often, but not always using words or phrases such as “project”, “forecast”, “target”, “expect”, “seek”, “endeavour”, “anticipate”, “plan”, “estimate”, “believe”, “intend”, or stating that certain actions, events or results may, could, should, would, might or will occur or be taken, or achieved) are not statements of historical fact and may be “forward-looking statements”. Forward-looking statements are based on expectations, estimates and projections at the time the statements are made that involve a number of known and unknown risks and uncertainties which would cause actual results or events to differ materially from those presently anticipated. A number of factors could cause actual results, performance or achievements to be materially different from any future results, performance or achievements that may be expressed or implied by such forward-looking statements. Should one or more of these risks or uncertainties materialize, or should assumptions underlying the forward-looking statements prove incorrect, actual results, performance or achievements could vary materially from those expressed or implied by the forward-looking statements contained in this presentation. These factors should be considered carefully and prospective investors should not place undue reliance on these forward-looking statements. Although the forward-looking statements contained in this presentation are based upon what HLS currently believes to be reasonable assumptions, HLS cannot assure prospective investors that actual results, performance or achievements will be consistent with these forward-looking statements. Except as required by law, HLS does not have any obligation to advise any person if it becomes aware of any inaccuracy in or omission from any forward-looking statement, nor does it intend, or assume any obligation, to update or revise these forward-looking statements to reflect new events or circumstances.

*** All figures in USD unless otherwise noted.**



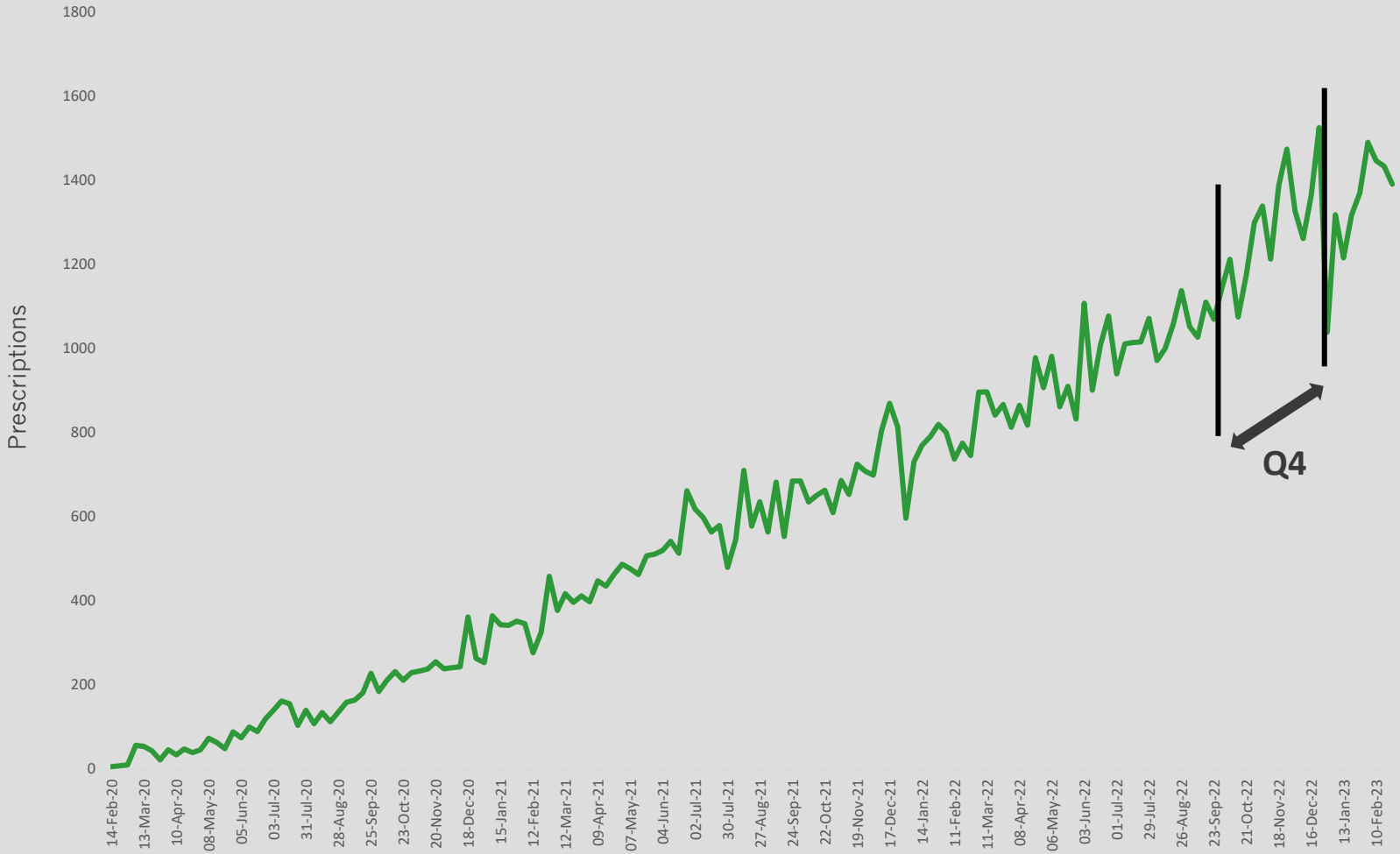
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# **Vascepa**: Prescription momentum growing

## Weekly script data since launch




Quebec New Rx:
**124% increase***

Ontario New Rx:
**67% increase***

*(*Q4 2022 compared to Q4 2021)*

3,300 physicians have prescribed Vascepa
**92% increase***

*(*as at Dec 31, 2022 compared to Dec 31, 2021)*

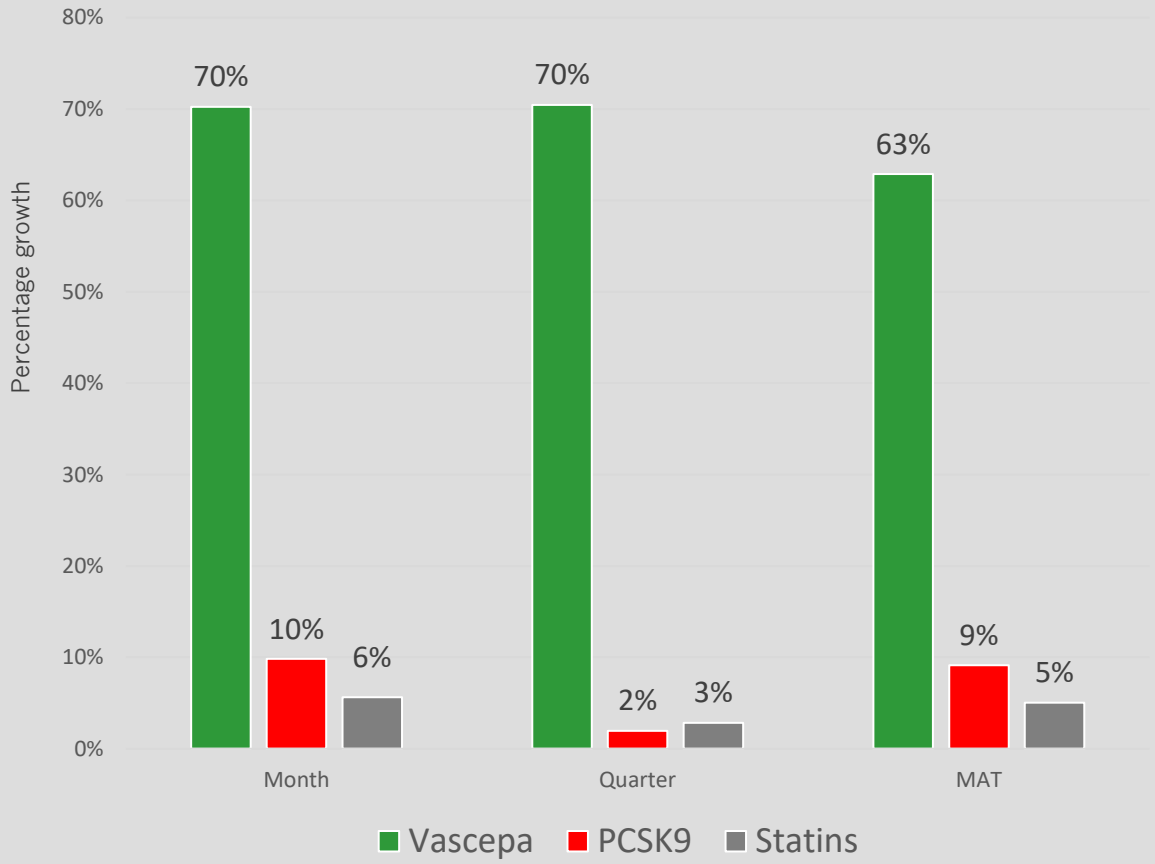


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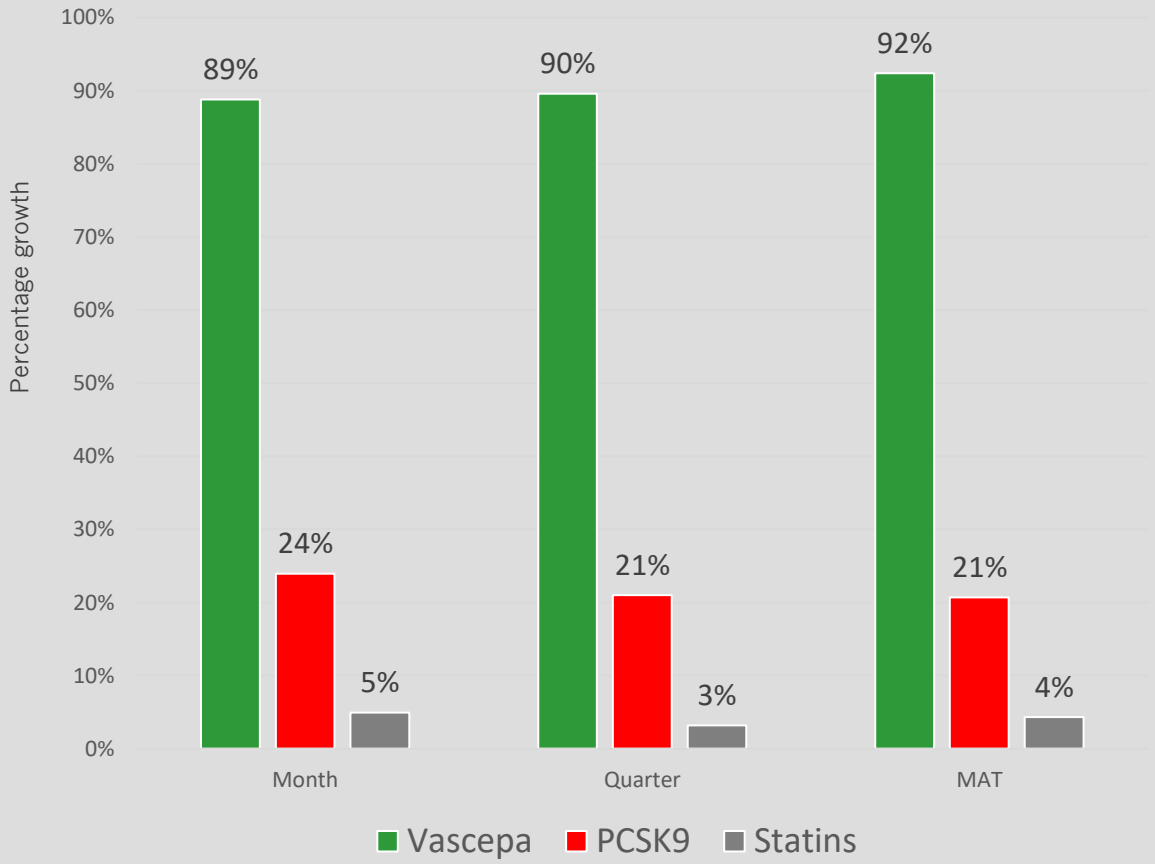
Source: Weekly Rx, 2020 - 2023, IQVIA

# **Vascepa**: growth outpacing other cardiovascular therapies

## New Rx




## Total Rx

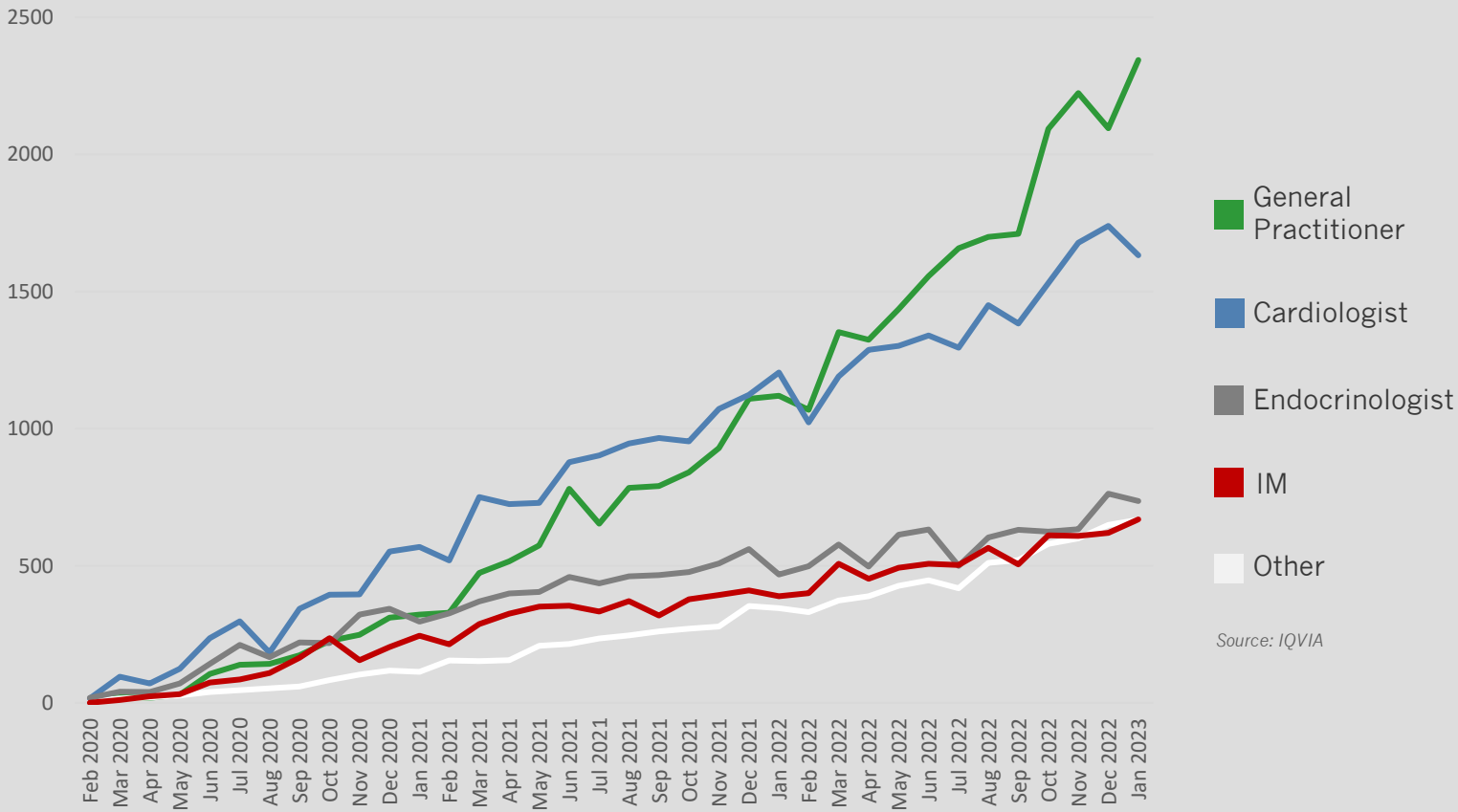





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# **Vascepa**: Broadening the user base

## Total Rx by Physician Group




*Source: IQVIA*

**As market access increases, our strategy is to leverage the 4x expansion in physician audience to 10,000 with greater call frequency to create awareness, trial and adoption**

**GPs are fueling Vascepa growth in both TRx and NRx**


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# **Vascepa:** Catalysts in place to drive Vascepa growth

## Public payer coverage

~70% publicly covered lives eligible for Vascepa reimbursement, including:

**Ontario, Quebec, Saskatchewan, New Brunswick and Northwest Territories**

## Private payer coverage

>95% privately covered lives eligible for Vascepa reimbursement

## Salesforce expansion

>4x increase in target audience via co-promotion agreement with Pfizer

## Canadian medical society endorsement

Vascepa included in the guidelines for Canadian Cardiovascular Society, Thrombosis Canada and Canadian Heart & Stroke Foundation

**RESPECT-EPA Trial reinforces Vascepa's effectiveness in cardiovascular disease prevention**



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# **Vascepa:** 2023 net revenue outlook

**2022**

Vascepa net revenue:

**C$12.3mm**

**2023** (forecast)

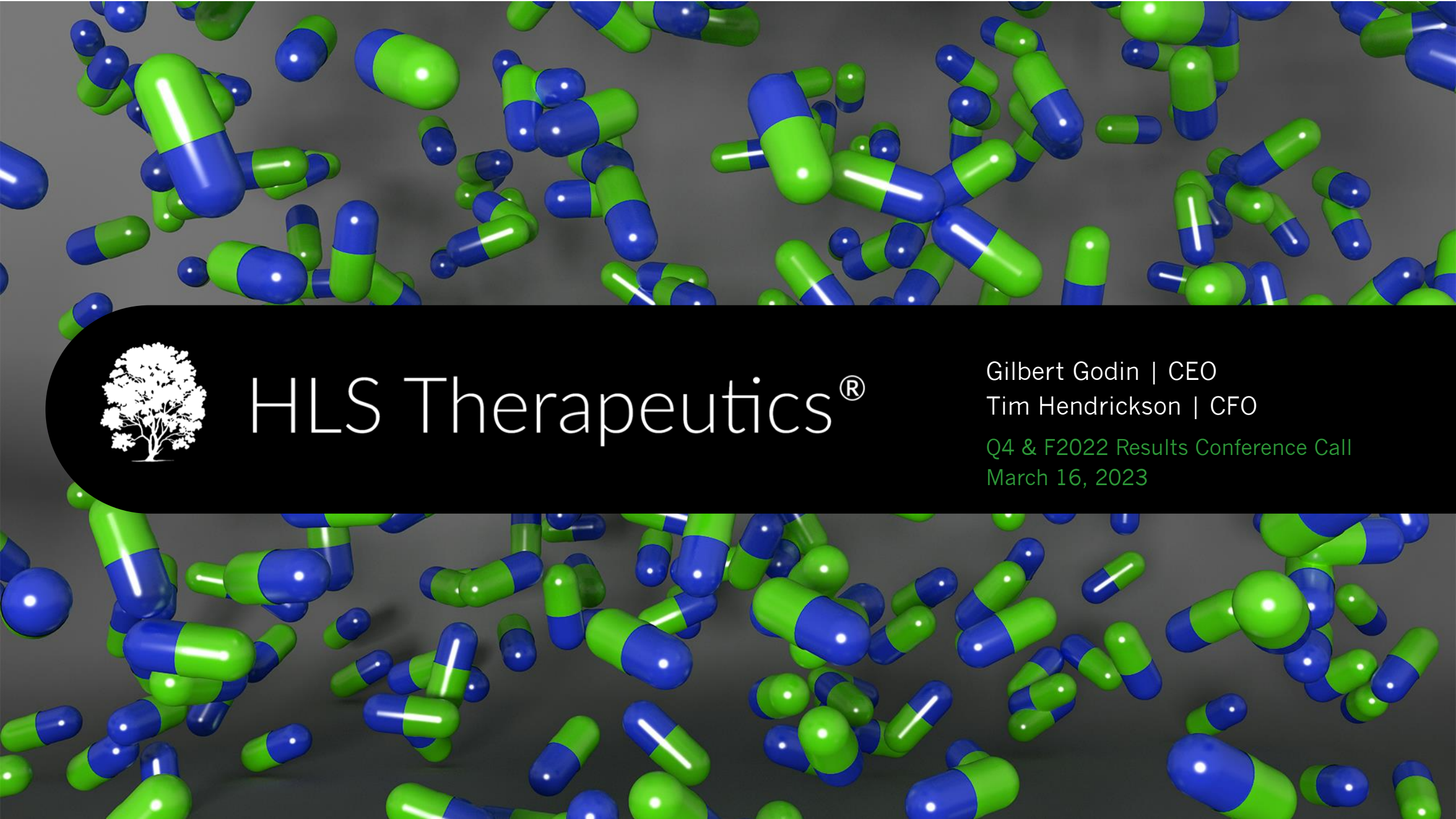
Vascepa net revenue outlook:

**C$22-28mm**

**Q1’23 Vascepa net sales expected to be 40-50% higher than Q1’22, in Canadian dollars**



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