# ENHANCING HEALTH

Enabling Oral Drug Delivery to Improve Patient Compliance

## **Corporate Presentation**

May 1, 2019

### **Forward-Looking Statements**

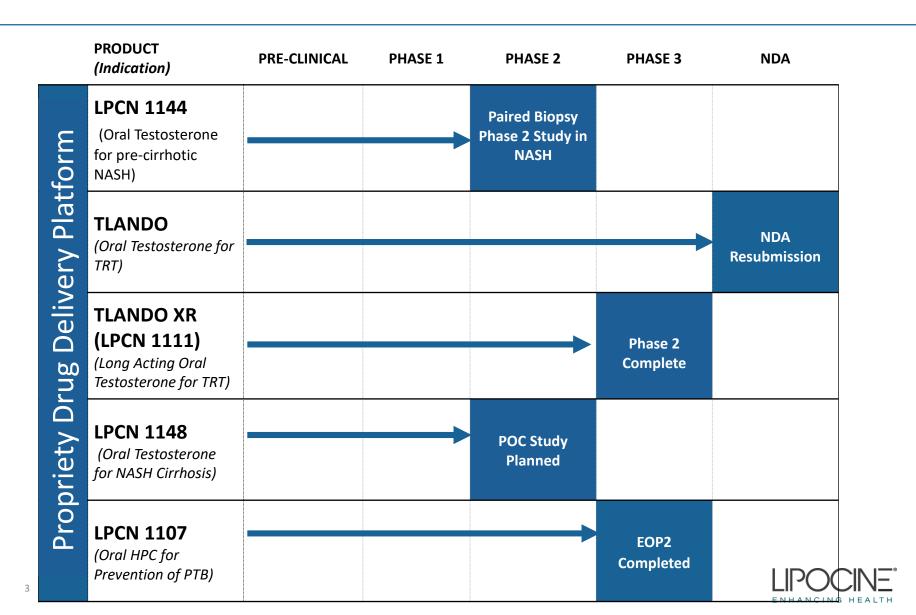
This presentation contains forward-looking statements about Lipocine Inc. (the "Company"). These forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. These forward-looking statements relate to the Company's product candidates, the expected timing of the resubmission of the NDA for TLANDO, FDA review process related to our resubmitted NDA for TLANDO<sup>™</sup>, the expected timing of Phase 2 studies for LPCN 1144 and LPCN 1148, clinical and regulatory processes and objectives, potential benefits of the Company's product candidates, intellectual property and related matters, all of which involve known and unknown risks and uncertainties. Actual results may differ materially from the forward-looking statements discussed in this presentation.

Accordingly, the Company cautions investors not to place undue reliance on the forward-looking statements contained in, or made in connection with, this presentation. Several factors may affect the initiation and completion of clinical trials and studies, the potential advantages of the Company's product candidates and the Company's capital needs. The forward-looking statements contained in this presentation are qualified by the detailed discussion of risks and uncertainties set forth in the Company's annual report on Form 10-K and other periodic reports filed by the Company with the Securities and Exchange Commission, all of which can be obtained on the Company's website at <u>www.lipocine.com</u> or on the SEC website at <u>www.sec.gov</u>. The forward-looking statements contained in this document represent the Company's estimates and assumptions only as of the date of this presentation and the Company undertakes no duty or obligation to update or revise publicly any forward-looking statements contained in this presentation as a result of new information, future events or changes in the Company's expectations.



## **Clinical Stage Biopharmaceutical Company**

#### **Metabolic and Endocrine Focus**



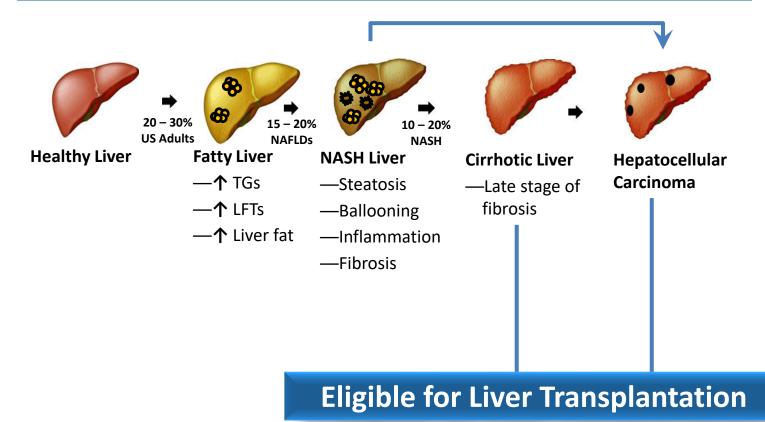
## LIPOCINE "

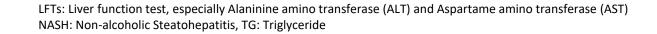
## LPCN 1144

Targeted for Non-Alcoholic Steatohepatitis ("NASH") A silent killer that affects 30 million Americans<sup>1</sup>

#### Non-Alcoholic Fatty Liver Disease ("NAFLD") No Approved Product for the Treatment of NAFLD/NASH

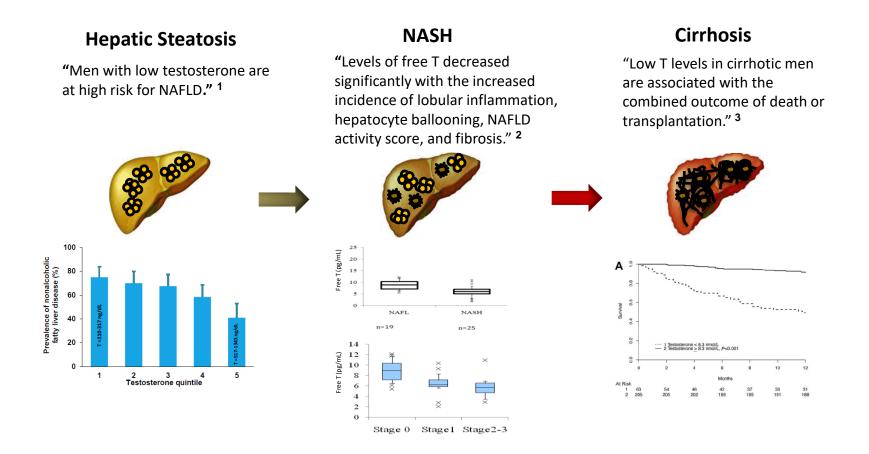
<u>Fatty liver</u> is a reversible condition wherein large vacuoles of <u>triglyceride</u> (TG) fat accumulate in liver cells via the process of steatosis





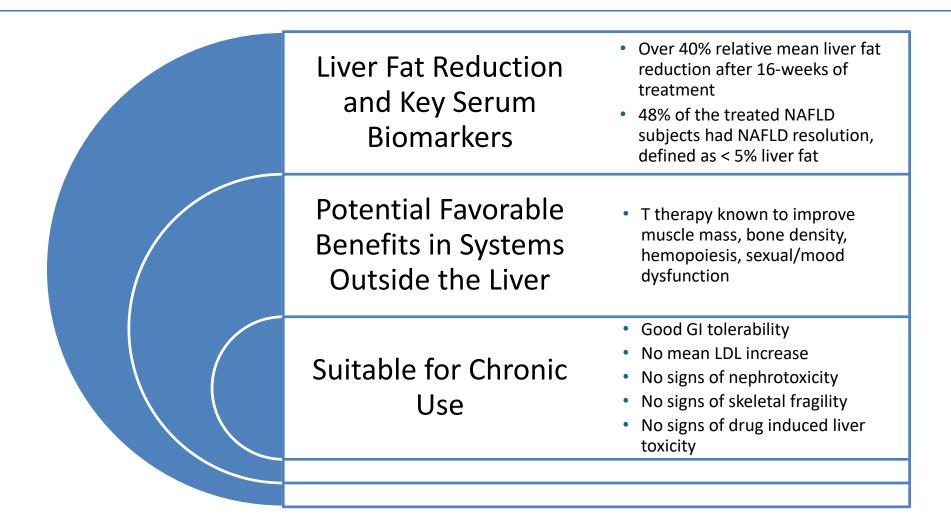


#### Clinical Relationship Between Testosterone and NAFLD Across the Full Disease Spectrum





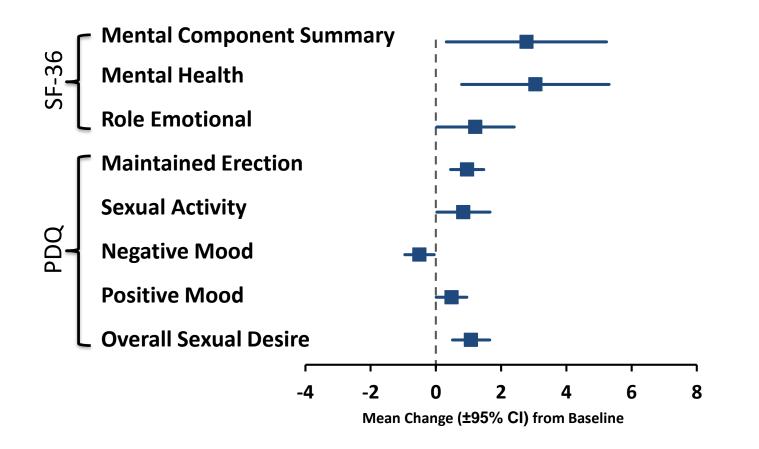
#### LPCN 1144: A Differentiated Oral NASH Therapy Candidate Prodrug of Endogenous Testosterone





## LPCN 1144: Additional Health Benefits

**Observed in Hypogonadal Subjects with Elevated ALT\*** 

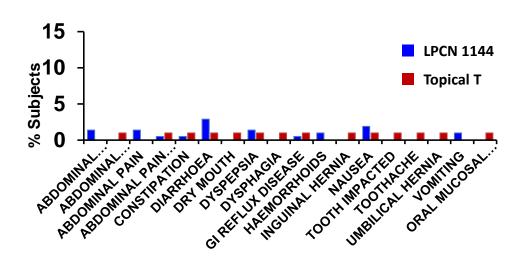


SF-36, Short Form-36 (0-100); PDQ, Psychosexual Daily Questionnaire (0-7); \* ALT > 40 U/L at Baseline in 52 week SOAR Trial (N=33)



### LPCN 1144: Extensive Clinical Safety Database Demonstrated No Unexpected Risks

- 650+ subjects in 14 studies with up to 52 week exposure
- No drug related SAEs
- No deaths or MACE events







### LPCN 1144: Multidimensional Mechanism of Action Across the Full Spectrum of NASH Pathogenesis

#### Homeostasis Modifier<sup>1, 2</sup>

- Alter lipid, cholesterol, and glucose metabolism
- Reduce visceral abdominal fat
- Modify activity of hepatic lipase, and skeletal muscle/ adipose lipoprotein lipase

#### Anti-inflammatory<sup>2</sup>/ Antioxidant/Immunomodulator<sup>3</sup>

 Restore mitochondrial turnover and normalizes oxygen consumption<sup>4</sup>

#### Regeneration Booster<sup>5,6</sup>

- Stimulate satellite cells and myocyte precursor resulting in cell differentiation and myocyte proliferation<sup>7</sup>
- Increases circulating endothelial progenitor cells ("EPC") <sup>8</sup>

#### Anabolic Agent<sup>9</sup>

 Increase muscle mass, bone density in men with liver disease<sup>10</sup>

- 1. Shen and Shi, Int J Endocrinol, 2015
- 3. Sinclair et al., J Gastroenterol Hepatol, 2015
- 5. A. Francavilla et al., Digest Dis Sci, 1989
- 7. Sinha-Hikim et al., J Clin Endocrinol Metab, 2004
- 9. Gentile MA et al., J Mol Endocrine, 2010

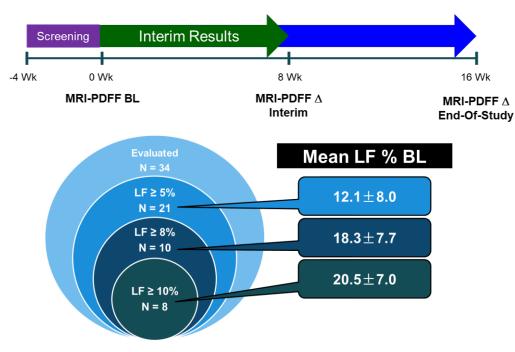
- 2. Kelly and Jones, J Endocrinol, 2013
- 4. Linda Vignozzi et al., University of Florence, IT, unpublished, 2018
- 6. Vic et al., Hepatol 1982
- 8. Liao CH et al., Andrology, 2013
- 10. Sinclair et al., J Gastroenterol Hepatol 2016



## LPCN 1144: Liver Fat Imaging Study ("LFS")

Study Design and Baseline Liver Fat Subject Distribution

LFS was an open-label, multi-center single-arm 16-week study (N=36) with LPCN 1144 in hypogonadal males

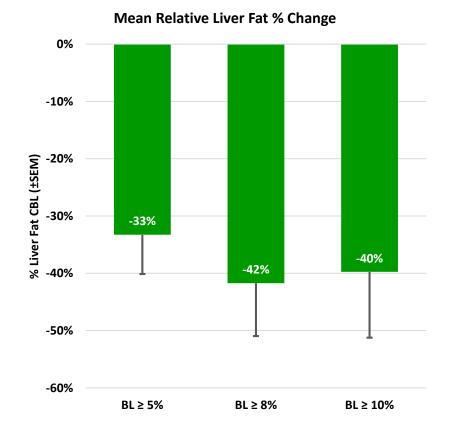


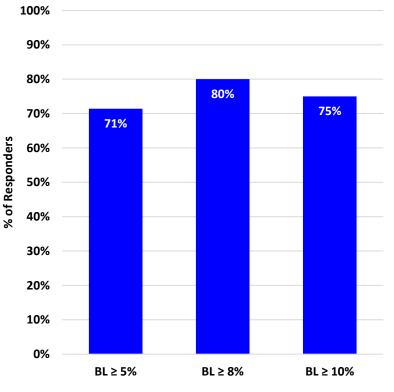
LF = liver fat



## LPCN 1144: Liver Fat Study Results

Meaningful Relative Liver Fat % Change and Responder Rate





Responder Rate for Relative Liver Fat % Change\*

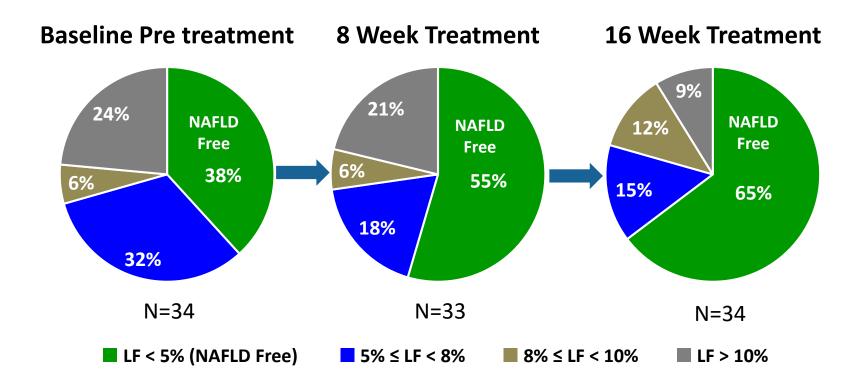
\* Responder rate for relative change is % of patients with at least 30% for relative change from baseline.



### LPCN 1144: Liver Fat Study Results

Liver Fat Based Subject Distribution at Each Visit

Longer Therapy Improved Proportion of Subjects with Disease Resolution





## LPCN 1144: Next Step

#### **Advancing Forward**

- Initiating paired-biopsy Phase 2 clinical study in NASH subjects
  - Study Design
    - Three-arm, double-blind placebo controlled
    - Biopsy confirmed NASH male hypogonadal subjects with NAS  $\geq$  4
    - Paired biopsy at baseline and EOS (36-weeks)
  - First-patient dosed targeted for 3Q 2019



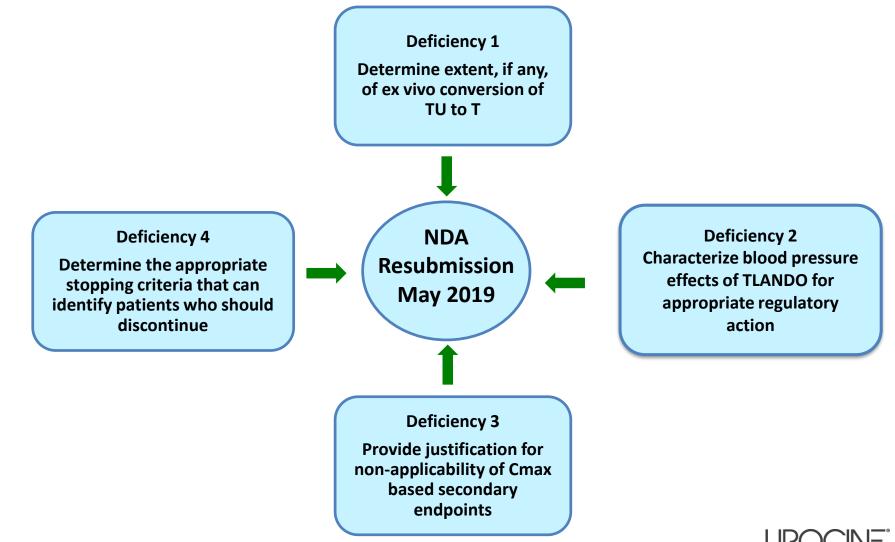
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## TLANDOTM

Targeted for Testosterone Replacement Therapy

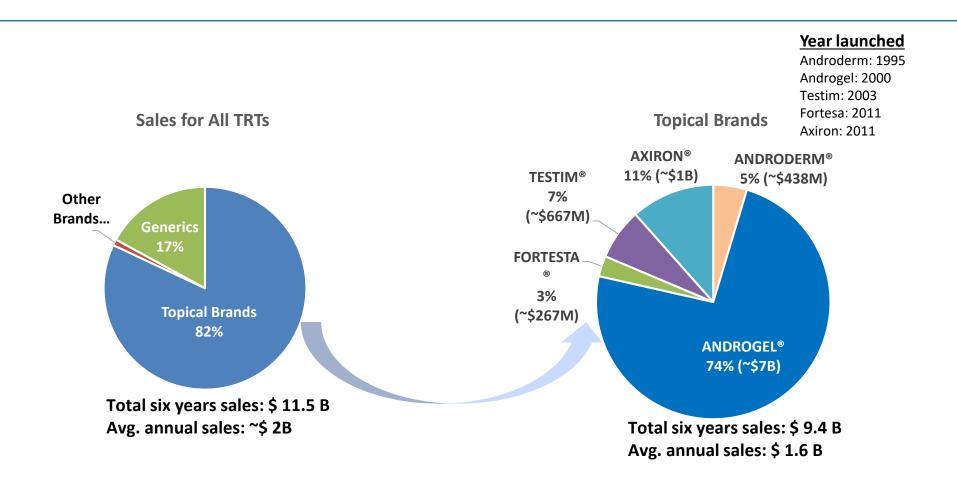
Annual TRx ~7M

#### TLANDO<sup>™</sup>: Potential First Oral Option Progressing to NDA Resubmission



ENHANCING HEALT

#### Cumulative TRT Sales Last Six Years\* Branded Topicals Dominated TRT Sales





Source: IMS \*Feb 2013 to Jan 2019

#### Issues with Current Non-oral TRT Options Potential Barrier To Newly Diagnosed and Existing Patients







- Black Box Warning
  - Secondary exposure to testosterone
  - Pulmonary oil micro embolism (POME) and anaphylaxis shock
- Inconvenient application or painful injection
- Poor persistence reflects need for oral
  - Average days on therapy is 100 days
- More than 50% of patients need dosage adjustment
  - Burdensome for patients due to multiple doctor visits



### **TLANDO** Attributes

#### Patient and Physician Preferred Oral Option

- Key Advantages of Oral Route:
  - No risk of accidental T transference
  - Non-invasive
  - Less cumbersome/burdensome
- Fixed dosing regimen
  - Easy to use for patients and physicians to prescribe
  - Fewer doctor visits (No dose adjustment visits for patients)
  - Fixed/predictable cost for payers
- Differentiated hypertension ("HTN") profile
  - ~ 1% new anti-HTN starts or increase in anti-HTN dose
  - 32% of subjects with baseline sBP >140 mm Hg experienced a decrease to ≤140 mm Hg with mean change of -3 mm Hg



## LIPOCINE "

## TLANDO XR First Long Acting Oral

## TLANDO XR (LPCN 1111): Profile

#### **Once Daily Differentiated Oral TRT**

- Once daily oral testosterone
  - New molecule with associated IP
  - Novel prodrug of testosterone for oral delivery through proprietary drug delivery technology
- TLANDO XR proof of concept established
  - Positive Phase 2b study results in hypogonadal men
    - Once daily oral dose provides T levels in the eugonadal range
- Phase 3 daily dose identified based on multiple dose Phase 2 studies in hypogonadal male
- Next steps:
  - Obtain FDA feedback on Phase 3 clinical study design



## TLANDO XR (LPCN 1111): Phase 2b Results

#### **Once-Daily Dosing Potential**

- Steady state reached within 14 days
- Well tolerated and no SAE's
- Phase 3 starting dose identified
- Target QD dose met both primary and secondary endpoints
  - No subject exceed 1800 ng/dL
  - 90% of subjects restored to eugonadal range (300-1140 ng/dL)



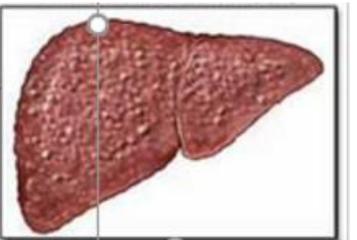
## LIPOCING HEALTH

# LPCN 1148

For Treatment of NASH Cirrhosis

### LPCN 1148: Oral T for NASH Cirrhosis No FDA Approved Product-Transplant Only Cure

#### **Cirrhotic Liver**



#### **Cirrhotic Patients Characteristics:**

- Increased morbidity and mortality
- Symptoms of hypogonadism: altered hair distribution, anemia, sexual dysfunction, testicular atrophy, muscle wasting, fatigue, osteoporosis, gynecomastia
- Late stage symptoms: jaundice, pruritis, hepatic encephalopathy, ascites, anasarca, GI bleeding

\*Estes C. et al., Hepatology, 2018;\*\*Yoon and Chen, National Institute on Alcohol Abuse and Alcoholism; surveillance report, 2016

#### US Prevalence

Among NASH population (2015)\*:

- Fibrosis grade 4 (cirrhosis) case: 1.3M
- Compensated cirrhosis 1.16M
- Decompensated cirrhosis: 134,400

In 2013, cirrhosis cause mortality was ~38,000\*\* and consistently twice the rate in males as females \*\*



#### Low Testosterone Increases Adverse Outcome in Male Cirrhotic Patients

#### T Levels Fall Progressively with Increasing Disease Severity<sup>1</sup>

- Low T reported in up to 90% of NASH cirrhosis patients<sup>2</sup> and is a predictor of mortality<sup>3</sup>
- Low T associated with:
  - Increased risk of major infections, death and/ or transplantation rates<sup>1</sup>
  - Increased risk of for hepatic decompensation<sup>4</sup>
  - Worsening of sarcopenia<sup>4</sup>
  - Higher Child Pugh score grade<sup>4</sup>
  - Severity of portal hypertension and ascites grade<sup>4</sup>
  - Higher MELD score<sup>5</sup>

- 3. Sinclair M. et al., J. of Gastro and Hepatology, 2015
- 4. Paternostro et al, Hepatol Res 2019;
- 5. Sinclair et.al, Liver international, 2016



<sup>1.</sup> Sinclair et al., Liver Transplantation, 2016

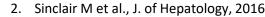
<sup>2.</sup> Kim et al., Male Hypogonadism, edrs: Winters and Huhtaniemi, 2017

### LPCN 1148: NASH Cirrhosis Oral T Therapy

Potentially help patients survive longer while waiting for a liver transplant

- T levels positively correlate with muscle mass in men and modulates bone density, hemoglobin production, insulin resistance, and immunity, commonly impaired in cirrhosis<sup>1</sup>
- Testosterone therapy increased muscle mass in men with cirrhosis and low testosterone<sup>2</sup>
- Next Steps:
  - Proof of Concept study in male NASH cirrhosis subjects







#### Upcoming Milestones Near Term Value Drivers

|           | Event   | Expected Timing |
|-----------|---|-----------------|
| TLANDO™   | NDA Resubmission  | May 2019        |
| LPCN 1144 | Paired Biopsy Phase 2 First Patient Dosed in NASH<br>Patients | 3Q 2019         |



### Key Financial Metrics Stock Price, Market Cap, Cash Balance

| Ticker Symbol                   | LPCN (Nasdaq Capital Market) |
|---------------------------------|------------------------------|
| Closing Stock Price (4/29/19)   | \$1.89/share                 |
| Market Capitalization (4/29/19) | \$46.4 million               |
| Cash Balance (12/31/18)         | \$20.3 million*              |
| Bank Debt (12/31/18)            | \$10.0 million               |

\* \$5 M restricted and becomes unrestricted upon TLANDO approval



## LIPOCINE "

## Appendix

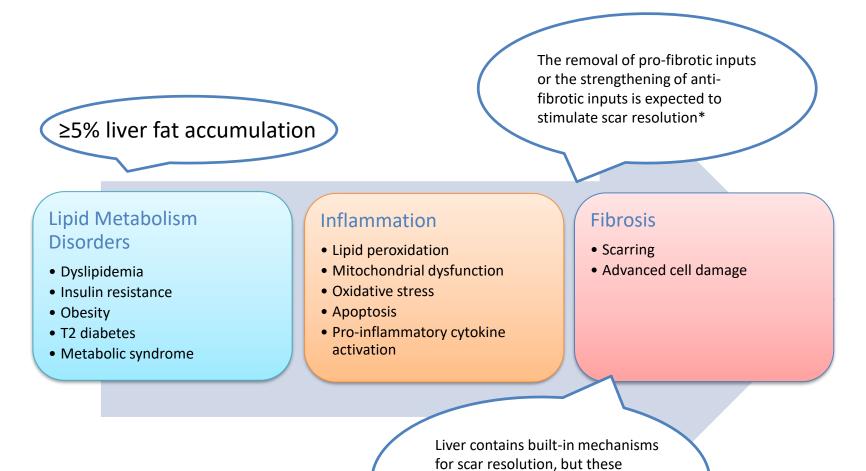
## LIPOCINE "

# LPCN 1144

Targeted for pre-cirrhotic NASH

### NASH Pathogenesis

#### **Risk Factors and Clinical Progression**



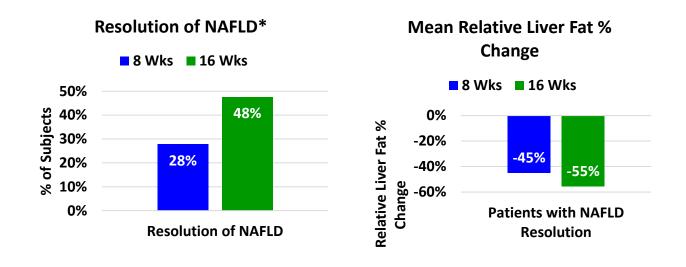
become smothered or inactivated in the face of relentless damage\*



\*Lucía Cordero-Espinoza and Meritxell Huch J Clin Invest. 2018;128(1):85-96.

### LPCN 1144: Liver Fat Study Results

Meaningful NAFLD Resolution and Corresponding Relative Liver Fat % Reduction



100% of patients experiencing NAFLD resolution had at least 35% of relative liver fat reduction from baseline

32

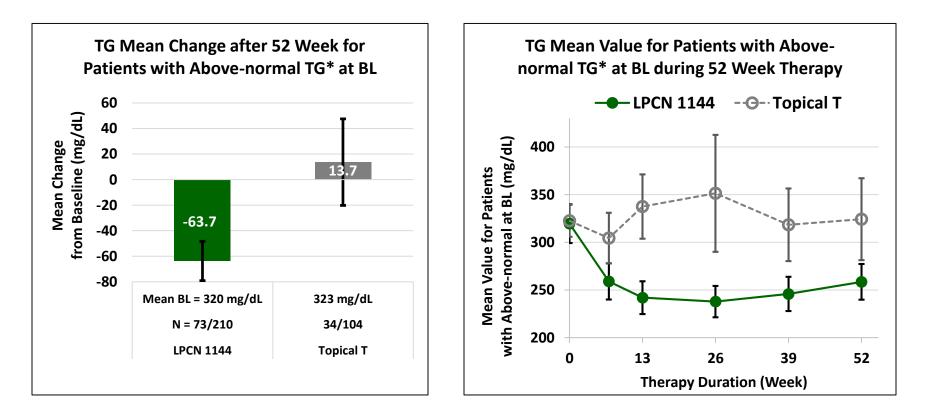


<sup>\*</sup> Resolution of NAFLD is defined as when BL liver fat  $\geq$  5% is reduced to < 5% at EOS.

### LPCN 1144: Oral T Unique TG Reduction Compared to Topical Gel

#### 52 Week SOAR Trial

TG mean change post therapy in patients on oral T vs non-oral T therapy

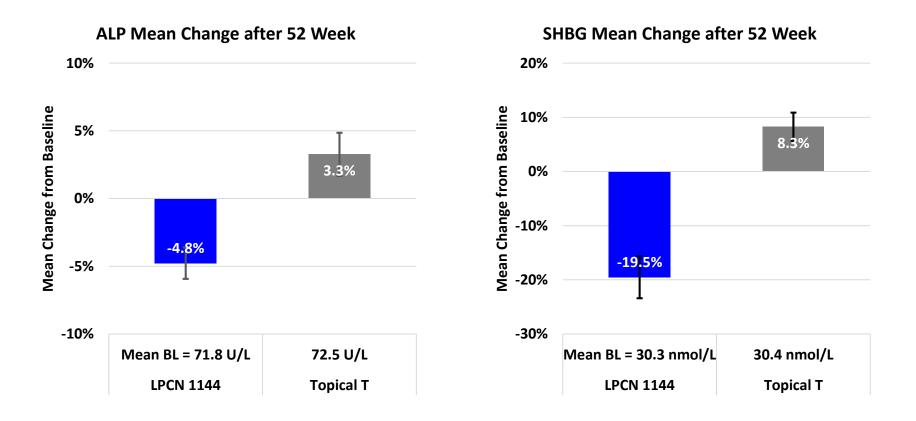




#### LPCN 1144: Oral T

Unique Effects on Liver Compared to Topical Gel

#### • 52 Week SOAR Trial



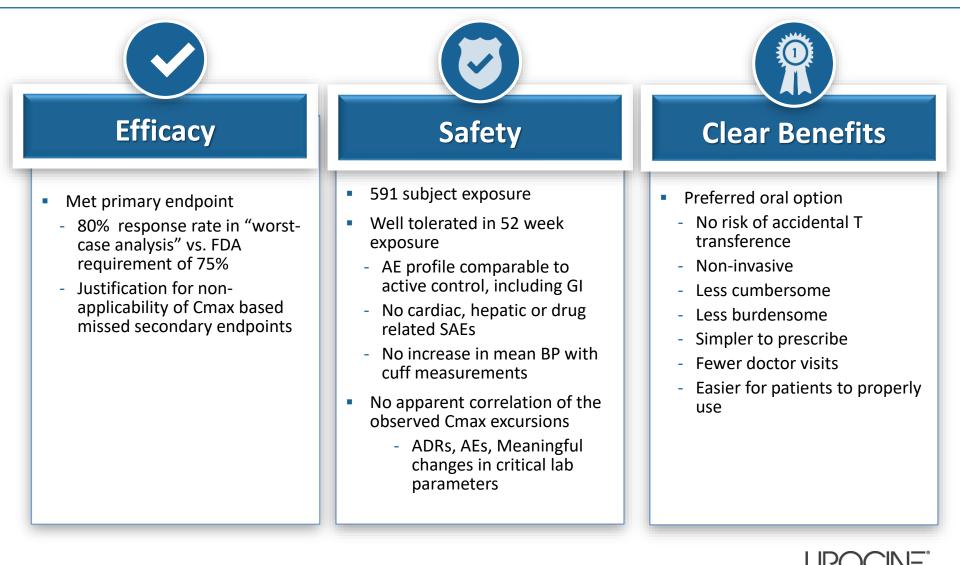


## LIPOCINE "

## TLANDO

### TLANDO<sup>™</sup>: Potential First Oral Option

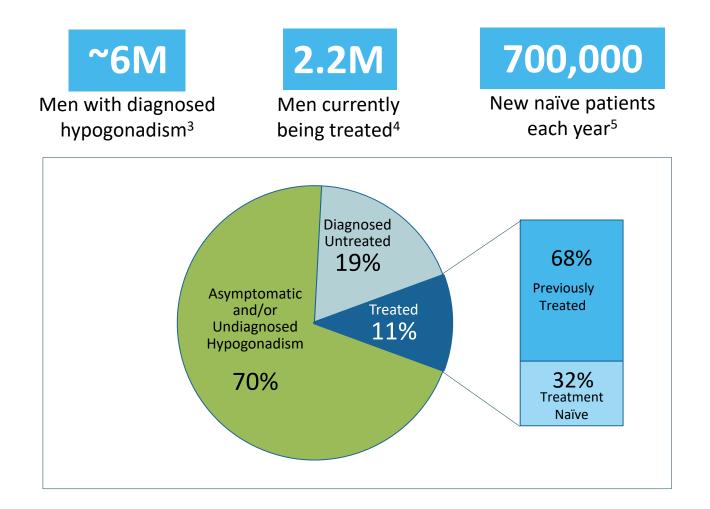
#### Profile Demonstrated Clinically with Target Label Regimen



HANCING

### Hypogonadism Affects Up to 20 M American Men<sup>1,2</sup>

Significant Number of Untreated Hypogonadal Males

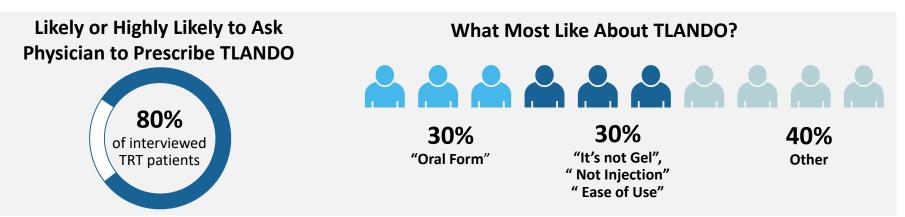


1. US Census data. http://www.infoplease.com/us/census/data/demographic.html. 2. Mulligan T, et al. *Int J Clin Pract*. 2006 Jul;60(7):762-9. 3. Araujo, et al. *J Clin Endo* Metabol 2007. 92(11):4241-7. 4. Symphony Healthcare 2014 for FDA Advisory Meeting. 5. IMS Health Sept 2015.



## **TLANDO: Patient Market Research**

Patient Enthusiasm Evident About Oral TRT



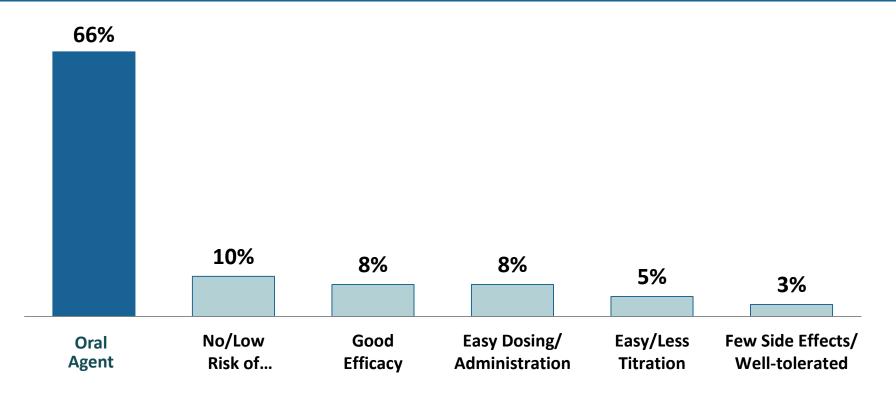
- TLANDO generates strong patient enthusiasm among current and prior TRT users
  - Oral administration and lack of transference viewed as key benefits
- For transdermal users, most common concern is transference risk
  - "Always worry with the kids."; "Right now we have to plan sex."
  - Gels and roll-on are messy to apply and often cause skin irritation
- Injectable users complain about swings in testosterone levels resulting in "crash" before next dose
  - "I keep crashing two weeks after the injection"
  - Needle phobia/needle fatigue are common
- Both transdermal and injection users also want better symptomatic efficacy



## TLANDO: Physician Market Research

**Oral Agent is Most Important Attribute for Prescribers** 

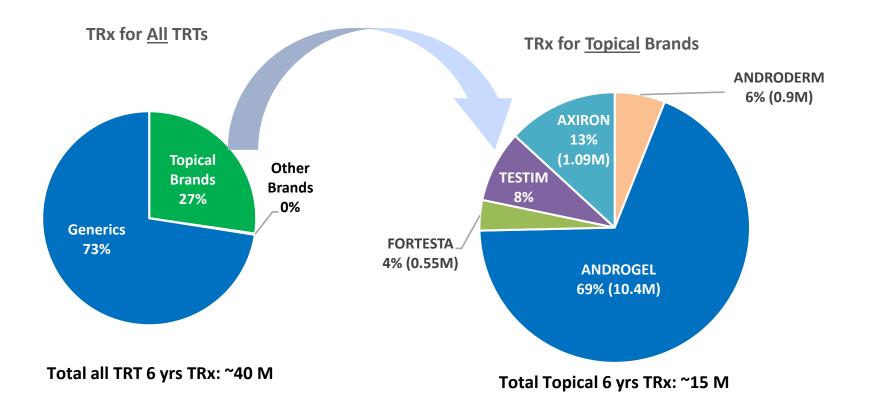
#### QUESTION: What is the most important advantage of TLANDO?





39 Q35a. In your opinion, what is the most important advantage of TLANDO?

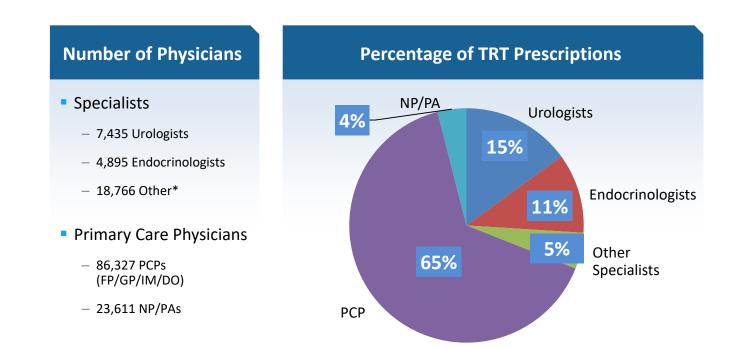
#### Cumulative TRx for TRT Products Last Six Years\* Multiple Branded Topicals with Significant Market Share





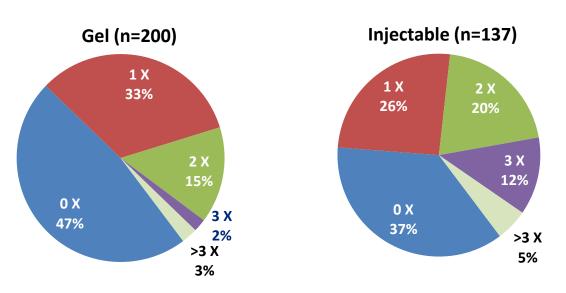
Source: IMS \*Feb 2013 to Jan 2019

#### Primary Care Physicians Prescribe 65% of TRT





## Over 50% of Patients Require Dose Adjustment with Current TRT Therapies



#### Number of Current TRT Dose Adjustments by Form\*

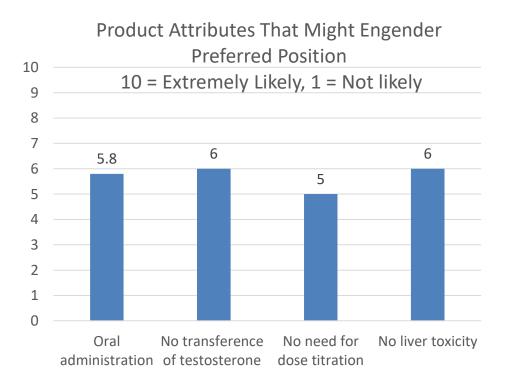
\* Current TRT n=412

Q16. Since you started using your current testosterone medication, how many times was the dose adjusted up or down until you reached your current dose level?



### TLANDO Market Research Payers' Impression\*

- Payers reported that the potential advantages of TLANDO were:
  - Oral administration
  - No unintentional transference of testosterone
  - No liver toxicity compared to methyltestosterone
  - No need for dosage titration
- However, none of these product attributes were considered likely to ensure that TLANDO could obtain a preferred position on their formularies





## TLANDO Market Research

Physician Respondents Viewed "No Titration" as a Positive Element\*

- Respondents believe that a product that does not have to be titrated will be easier for them to prescribe, as well as easier for their patients to take
- The lack of titration will not require any additional office visits, as well as no additional phone calls inquiring about the next steps for dosing of the product
- One respondent specifically mentioned that the patients would not need to get any additional fasting labs

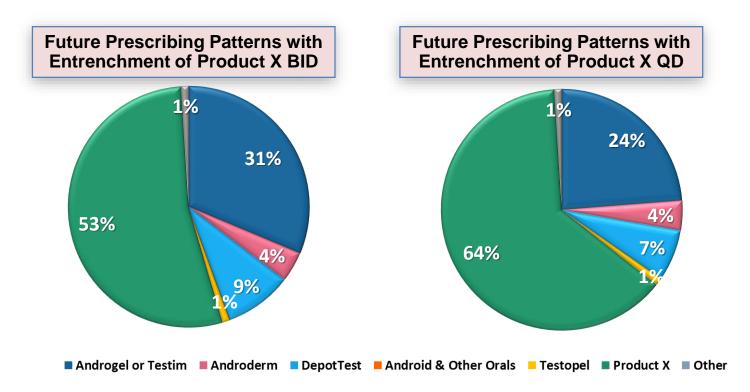


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## TLANDO<sup>TM</sup> XR

First Long Acting Oral

## TLANDO XR (LPCN 1111): Market Research Physician Intent-to-Prescribe Statistically Higher<sup>1</sup> with a QD



CE11: Assume Product X is dosed QD vs, BID, adjust percentages to reflect intent-to-prescribe. 1. P<0.01



# LIPOCINE "

## LPCN 1107

## High PTB Medical Costs ≥ \$26 Billion Economic Impact<sup>3</sup>

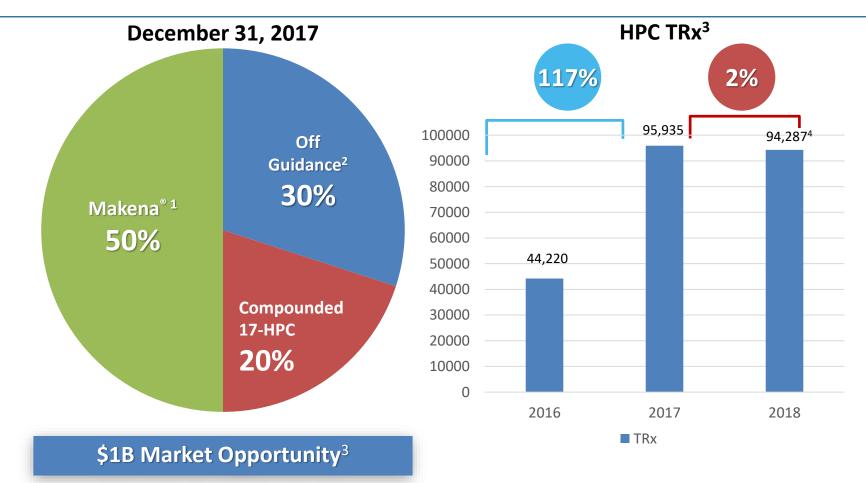


- 12% of all US pregnancies<sup>1</sup> (475 -500K) result in PTB (< 37 weeks)-a leading cause of neonatal mortality and morbidity
- First year medical costs for PTB infants are ~ 10x higher than for full term infants<sup>2</sup>
- 28% of preterm births are to women with histories of early delivery



CDC (2010)
J. Maternal-Fetal and Neonatal Medicine, Dec. 2006, 19(12), 773–782
Institute of Medicine of the National Academies. July 2006

### LPCN 1107: Prevention of Preterm Birth (PTB) United States Market Landscape



1. AMAG estimates Makena market share based on distributor dispensing data and all other market share based on physician market research data conducted by AMAG.

2. Off guidance represents patients treated outside of guidance of Society for Maternal Fetal Medicine, including patients treated with unapproved therapies and untreated patients.

3. IMS data





## LPCN 1107: First Oral PTB Candidate

#### Characteristics of the Only Approved Product Options for PTB



#### IM HPC, Makena<sup>®</sup>:

- 20-25% patients below reported better efficacy HPC level threshold
- Total of 18-22 injections
  - Injection location: Upper-outer quadrant of the gluteus maximus
  - Weekly visit to/by health care provider
  - ~35% of patients experienced injection site pain during clinical trial
  - ~17% of patients reported site swelling-much greater than placebo during clinical trial



#### SubQ HPC, Makena<sup>®</sup>:

- 20-25% patients below reported better efficacy HPC level threshold
- Total of 18-22 injections
  - Approved February 14, 2018
  - Auto injector-ready to use device
  - Injection location: Upper back of the arm
  - Weekly visit to/by health care provider
  - 37.3% of subjects identified injection site pain as a treatment emergent adverse event compared to only 8.2% of subjects in the IM arm



### LPCN 1107: First Oral PTB Candidate Addresses Unmet Need

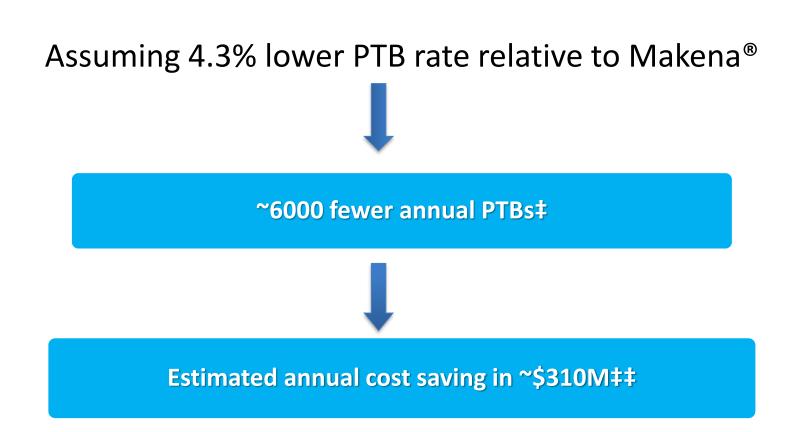


#### LPCN 1107- Oral HPC

- Potential for superior efficacy with Phase 3 target dose
- No patient discomfort upon administration
- Steady state achieved in 7 days
- Orphan drug designation
  - Major contribution to patient care
- Next steps:
  - Explore partnering opportunities



## LPCN 1107: Economic Impact Potential Lower PTB Rate – US and Resulting Savings





## LPCN 1107: First Oral PTB Candidate

#### **Commercial Outlook/Drivers**

#### **First Oral HPC for Prevention of Recurrent PTB**

Preferred route-of-administration is oral

#### **Strong Exclusivity Position**

- Orphan Drug Designation
- Technology/IP protection

#### **Potential for Superior Efficacy**

• Fewer PTB babies with significant healthcare cost savings

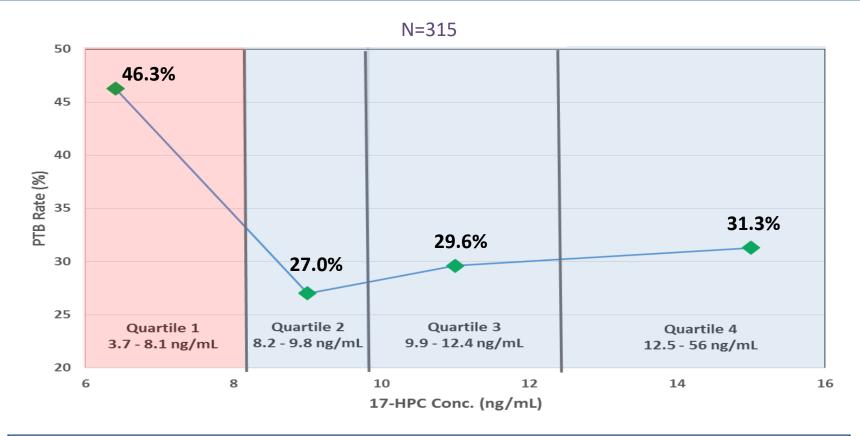
#### **Strong Pharmaco-Economic Justification**

- Minimize travel related cost/time and healthcare provider cost/time
- Premium pricing potential to generic IM injections



## LPCN 1107: HPC PK-PD Correlation

#### HPC Concentration and PTB Rate with IM HPC, Makena<sup>1</sup>



• Lower % PTB rate can be expected with daily  $C_{avg}^2$  HPC levels  $\ge 8.2$  ng/mL

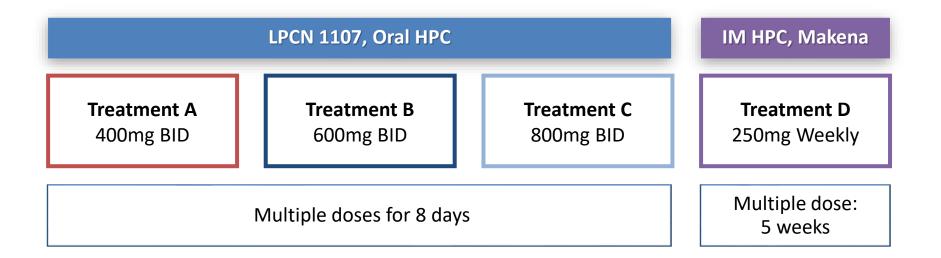
1. Caritis et al., Am J Obstet Gynecol. 2014 (N=315 subjects) 2.  $C_{trough} \cong C_{avg}$  for IM Makena®



## LPCN 1107: Dose Finding Study Design

#### PK Study: Oral LPCN 1107 vs IM HPC, Makena

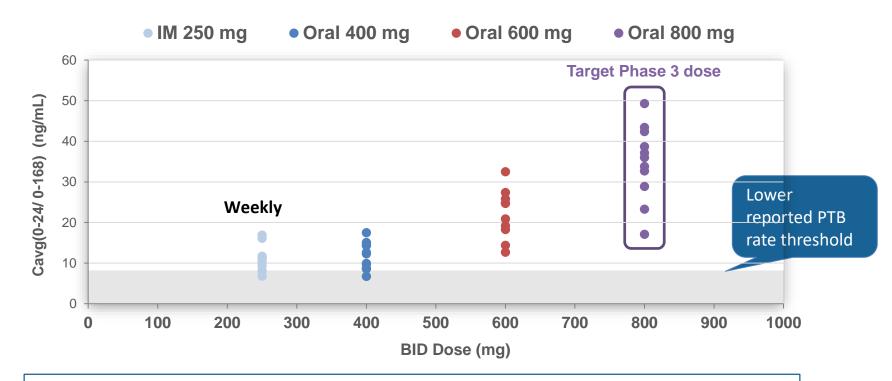
- Open-label, four-period, four-treatment study
- 12 healthy pregnant women- Ages 18-35 years; 16-18 weeks gestation
- All subjects received all four treatments





## LPCN 1107: Dose-Finding PK Study Results<sup>1</sup>

#### Oral LPCN 1107 vs IM HPC, Makena



- HPC levels below 8.2 ng/mL:
  - Target LPCN 1107 Phase 3 dose was 0% vs 20% subjects using IM HPC Makena per label
- Average HPC levels at target LPCN 1107 Phase 3 dose
  - ~ 3x greater than the comparator, IM HPC, Makena



## LPCN 1107: Advancing to Phase 3 Readiness

#### Phase 3 Special Protocol Assessment – Progress

#### Concurrence with FDA to date:

- Study Design Elements
  - Single Phase 3 study
  - Open label, active comparator, two parallel arms (1:1 randomization)
  - General inclusion and exclusion criteria and treatment duration
  - LPCN 1107 dose of 800 mg BID
- Endpoints and Analysis
  - Primary endpoint of proportion of PTB < 37 weeks</li>
  - Non-inferiority margin of 7%
  - Secondary endpoint: Neonatal mortality and morbidity composite index
  - Interim analysis with ability to resize the study
    - Study size: 500 to 1000 subjects per arm
- Open Items
  - Data from food effect study to inform dosing instructions
  - Align on approach to fulfill infant follow up data requirement
- Next Steps
  - Continue interactions with FDA on Phase 3 protocol via Special Protocol Assessment
  - Conduct Food/Fat Effect Study in preparation of Phase 3 study

