



Q4 AND YEAR-END 2024 EARNINGS CALL

MARCH 12, 2025

Anika. Restore Active Living.™

SAFE HARBOR STATEMENTS

Cautionary Note on Forward-looking Statements

The statements made in, and during the course of, this presentation that are not statements of historical fact, including those related to the Company's commercial capabilities, initiatives and production, its product pipeline and associated timelines, its upcoming corporate milestones, and its growth strategy and projections, 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 in "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, relating to our ongoing business, clinical studies and future expectations with respect to its business objectives and financial performance, those statements related to the Company's product pipeline, the regulatory status, including plans for expanded indications, of the Company's products, the market potential of the Company's products, and 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, both known and unknown, including, without limitation, future strategic decisions made by the Company, the results of its research and development efforts and the timing and impact of regulatory decisions and approvals.

Cautionary Note on Non-GAAP Financial Measures

This presentation refers to certain non-GAAP financial measures. These non-GAAP financial measures should not be considered replacements for, and should be read together with, the most comparable GAAP financial measures. A reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures, calculated and presented in accordance with GAAP, is available under the "Quarterly Results" tab in the Investor Relations section of the Company's website at www.anika.com.

Note: This document contains proprietary information of Anika Therapeutics, Inc. Unauthorized use, duplication, dissemination or disclosure to third parties is strictly prohibited. © 2025 Anika Therapeutics, Inc. All rights reserved. ANIKA THERAPEUTICS, ANIKA, CINGAL, HYALOFAST, INTEGRITY, and the Anika logo are trademarks of Anika Therapeutics, Inc. or its subsidiaries or are licensed to Anika Therapeutics, Inc. for its use. This document may also contain trademarks and service marks that are the property of other companies. The use of third-party trademarks does not constitute an endorsement or imply a relationship or other affiliation.

COMPANY HIGHLIGHTS

STRONG EXECUTION DELIVERING RESULTS ON STRATEGIC PRIORITIES

Commercial Execution

- **40%+ sequential growth for Integrity™ Implant System for 3rd consecutive quarter**
- **Maintained strong double-digit growth of International OA Pain business for Q4 and FY 2024**
- **Delivered US OA Pain Management Revenue in line with guidance**

Pipeline Development

- **Second module of Hyalofast® PMA filed in January 2025**
- **Integrity post market clinical follow-up study enrolled first patient in February 2025**
- **Non-clinical toxicology studies for Cingal® commenced in January 2025**
- **Type C meeting held with FDA in February to enable finalization of bioequivalence study trial design**

Company Transformation

- **Completed sale of Parcus Medical**
- **Completed previously announced \$15M 10b5-1 share repurchase plan, ahead of initial schedule**

Q4 2024 FINANCIAL HIGHLIGHTS

\$M, except per share data

	CONTINUING OPERATIONS		DISCONTINUED OPERATIONS	TOTAL COMPANY
Q4 Financial Results	2024	VPY	4Q24	4Q24
Revenue	\$30.6	+1%	\$7.6	
<i>Commercial</i>	\$10.9	+25%		
<i>OEM</i>	\$19.7	(8%)		
Gross Profit	\$17.1	(17%)		
R&D	\$6.5	+18%		
SG&A	\$11.3	(16%)		
Loss from Continuing Ops	(\$2.5)	Unf.		
Adjusted EPS ¹	(0.17)			
Adjusted EBITDA ¹	\$3.6	(44%)	(\$0.1)	\$3.6
Operating Cash Flow				\$1.6
Free Cash Flow ²				\$0.3

4Q24 Continuing Operations Highlights

- Revenue increased by 1% to \$30.6M driven by 25% Commercial Channel growth, led by International OA Pain +22% y/y and Integrity up >40% vs. 3Q24. OEM Revenue decreased by 8%, as anticipated, due to pricing and competitive dynamics.
- Gross Profit decreased due to one-time legacy program expenses and channel mix
- R&D expenses increased due to \$600K Hyalofast FDA filing fee; SG&A expenses decreased due to cost actions enacted in 1Q24 and 4Q24.

4Q24 Total Company Highlights

- Total Company Adjusted EBITDA of \$3.6M in line with guidance; Discontinued Operations exclude certain non-allocable corporate expenses
- Operating Cash Flow of \$1.6M; Free Cash Flow of \$0.3M. Completed \$5.6M of stock repurchases in 4Q24; Initial \$15M 10b5-1 repurchase completed earlier than anticipated in March 2025

FULL YEAR 2024 FINANCIAL HIGHLIGHTS

\$M, except per share data

	CONTINUING OPERATIONS		DISCONTINUED OPERATIONS	TOTAL COMPANY
2024 Financial Results	2024	VPY	2024	2024
Revenue	\$119.9	(1%)	\$39.5	
<i>Commercial</i>	\$42.1	+17%		
<i>OEM</i>	\$77.8	(8%)		
Gross Profit	\$76.0	(8%)		
R&D	\$25.5	+17%		
SG&A	\$55.6	(7%)		
Loss from Continuing Ops	(\$8.8)	Unf.		
Adjusted EPS ¹	(\$0.60)			
Adjusted EBITDA ¹	\$15.5	(34%)	\$2.3	\$17.8
Operating Cash Flow				\$5.4
Free Cash Flow ²				(\$2.3)

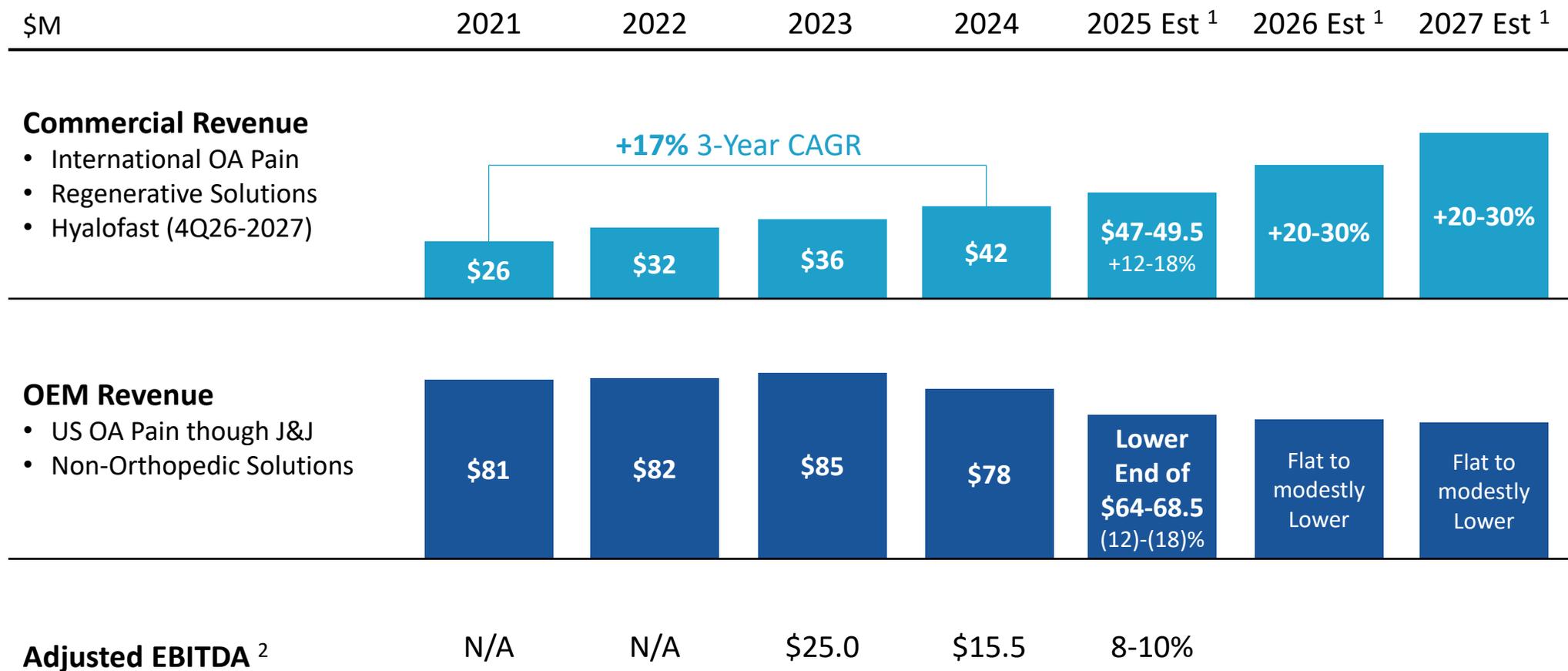
2024 Continuing Operations Highlights

- Revenue decreased 1% to \$119.9M driven by +17% Commercial Channel growth led by International OA Pain +16% y/y and successful launch of Integrity; OEM Revenue lower by 8%, as anticipated, driven by pricing and competitive dynamics.
- Gross Profit decreased due to one-time legacy program expenses in 4Q and channel mix
- R&D higher driven by Hyalofast filing preparation; SG&A expenses lower driven by cost actions enacted in 1Q24 and 4Q24.

2024 Total Company Highlights

- Total Company Adjusted EBITDA of \$17.8M in line with guidance; Discontinued Operations exclude certain non-allocable corporate expenses.
- Operating Cash Flow of \$5.4M driven by improved working capital efficiency; CAPEX of \$7.7M to support volume growth.
- Repurchased \$10.9M of stock in 2024; Initial \$15M 10b5-1 completed in March 2025

2025 GUIDANCE



Anticipating OEM 2025 pricing pressure to result in OEM Revenue at the lower end of \$64-\$68.5M and lower Adjusted EBITDA to 8-10%

(1) Variances represent year over year change

(2) Non-GAAP measure Continuing Operations; see reconciliation schedule at the end of this presentation

3 STRATEGIES TO DELIVER SHAREHOLDER VALUE

- Near-Term:** (2025) Deliver market leading OA Pain Management products and achieve full potential of **Integrity™ Implant System** in high-growth **\$220M** tendon augmentation TAM
- Mid-Term:** (2026) FDA approval and successful launch of **Hyalofast®** in Anika's Commercial Channel to address **\$1B** cartilage repair TAM
- Longer-Term:** FDA approval and launch of **Cingal®** to address **\$1B** next generation OA Pain Management TAM

ALLOCATING RESOURCES TO HIGHEST RETURNING PROGRAMS TO MAXIMIZE SHAREHOLDER VALUE



NON-GAAP RECONCILIATION AND SUPPLEMENTAL DATA

STATEMENT OF OPERATIONS

Anika Therapeutics, Inc. and Subsidiaries
 Consolidated Statements of Operations
 (In thousands, except per share data)
 (unaudited)

	For the Three Months Ended December 31,		For the Year Ended December 31,	
	2024	2023	2024	2023
Revenue	\$ 30,602	\$ 30,175	\$ 119,907	\$ 120,792
Cost of Revenue	13,477	9,503	43,909	38,260
Gross Profit	17,125	20,672	75,998	82,532
Operating expenses:				
Research and development	6,507	5,535	25,544	21,763
Selling, general and administrative	11,324	13,539	55,555	59,925
Total operating expenses	17,831	19,074	81,099	81,688
Loss (income) from operations	(706)	1,598	(5,101)	844
Interest and other income (expense), net	744	576	2,337	2,312
Income (loss) before income taxes	38	2,174	(2,764)	3,156
Provision for (benefit from) income taxes	2,524	4,544	6,064	6,595
Loss from continuing operations	(2,486)	(2,370)	(8,828)	(3,439)
Loss from discontinued operations, net of tax	(19,379)	(60,630)	(47,557)	(79,228)
Net loss	\$ (21,865)	\$ (63,000)	\$ (56,385)	\$ (82,667)
Net income (loss) per share:				
Basic				
Continuing Operations	\$ (0.17)	\$ (0.16)	\$ (0.60)	\$ (0.23)
Discontinued Operations	\$ (1.33)	\$ (4.14)	\$ (3.23)	\$ (5.41)
	\$ (1.50)	\$ (4.30)	\$ (3.83)	\$ (5.64)

BALANCE SHEET

Anika Therapeutics, Inc. and Subsidiaries
 Consolidated Balance Sheets
 (in thousands, except per share data)
 (unaudited)

ASSETS	December 31, 2024	December 31, 2023
Current assets:		
Cash and cash equivalents	\$ 55,629	\$ 68,740
Accounts receivable, net	23,594	26,360
Inventories, net	23,809	24,428
Prepaid expenses and other current assets	5,494	7,476
Current assets held for sale	5,126	36,305
Total current assets	<u>113,652</u>	<u>163,309</u>
Property and equipment, net	38,994	37,445
Right-of-use assets	25,685	27,554
Other long-term assets	5,656	5,725
Notes receivable	5,935	-
Deferred tax assets	1,177	1,489
Intangible assets, net	2,490	2,576
Goodwill	7,125	7,571
Non-current assets held for sale	2,026	24,963
Total assets	<u>\$ 202,740</u>	<u>\$ 270,632</u>
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$ 5,617	\$ 6,194
Accrued expenses and other current liabilities	13,567	14,066
Current liabilities held for sale	4,122	10,799
Total current liabilities	<u>23,306</u>	<u>31,059</u>
Other long-term liabilities	772	404
Lease liabilities	24,014	25,915
Non-current liabilities held for sale	659	989
Stockholders' equity:		
Common stock, \$0.01 par value	144	147
Additional paid-in-capital	88,961	90,009
Accumulated other comprehensive loss	(6,783)	(5,943)
Retained earnings	71,667	128,052
Total stockholders' equity	<u>153,989</u>	<u>212,265</u>
Total liabilities and stockholders' equity	<u>\$ 202,740</u>	<u>\$ 270,632</u>

RECONCILIATION TABLES – GAAP GROSS PROFIT TO ADJUSTED GROSS PROFIT AND ADJUSTED GROSS MARGIN

Anika Therapeutics, Inc. and Subsidiaries
Reconciliation of GAAP Gross Profit to Adjusted Gross Profit
(in thousands)
(unaudited)

	For the Three Months Ended December 31,		For the Year Ended December 31,	
	2024	2023	2024	2023
Gross Profit	\$ 17,125	\$ 20,672	\$ 75,998	\$ 82,532
Product rationalization related charges	606	-	606	748
Adjusted Gross Profit	<u>\$ 17,731</u>	<u>\$ 20,672</u>	<u>\$ 76,604</u>	<u>\$ 83,280</u>
Unadjusted Gross Margin	56%	69%	63%	68%
Adjusted Gross Margin	58%	69%	64%	69%

RECONCILIATION TABLES – GAAP NET INCOME TO ADJUSTED EBITDA

Anika Therapeutics, Inc. and Subsidiaries
Reconciliation of GAAP Net Loss from Continued Operations to Adjusted EBITDA
(in thousands)
(unaudited)

	For the Three Months Ended December 31,		For the Year Ended December 31,	
	2024	2023	2024	2023
Net loss from continuing operations	\$ (2,486)	\$ (2,370)	\$ (8,828)	\$ (3,439)
Interest and other (income) expense, net	(744)	(576)	(2,337)	(2,312)
Provision for income taxes	2,524	4,544	6,064	6,595
Depreciation and amortization	1,435	1,410	5,688	5,506
Stock-based compensation	2,251	3,361	12,158	13,537
Product rationalization	606	-	606	748
Costs of shareholder activism	-	-	2,185	3,033
Adjusted EBITDA	\$ 3,586	\$ 6,369	\$ 15,536	\$ 23,668

RECONCILIATION TABLES – GAAP NET INCOME TO ADJUSTED NET INCOME

Anika Therapeutics, Inc. and Subsidiaries
Reconciliation of GAAP Net Income from Continuing Operations to Adjusted Net Income from Continuing Operations
(In thousands)
(unaudited)

	For the Three Months Ended December 31,		For the Year Ended December 31,	
	2024	2023	2024	2023
Loss from continuing operations	\$ (2,486)	\$ (2,370)	\$ (8,828)	\$ (3,439)
Product rationalization, tax effected	457	-	457	725
Arbitration settlement, tax effected	-	-	-	-
Share-based compensation, tax effected	1,697	3,350	9,167	13,115
Acquisition related intangible asset amortization, tax effected	-	-	-	-
Impairment/writedown of assets, tax effected	-	-	-	-
Discontinuation of software development project, tax effected	-	-	-	-
Non-recurring professional fees, tax effected	-	-	-	-
Severance costs, tax effected	-	-	-	-
Costs of shareholder activism, tax effected	-	-	1,647	2,938
Adjusted net (loss) income from continuing operations	<u>\$ (332)</u>	<u>\$ 980</u>	<u>2,443</u>	<u>\$ 13,338</u>

Note: Beginning in Q1-2024, adjusted net income and adjusted EPS were revised to exclude stock-based compensation expense, net of tax, and this revised calculation is reflected for all periods presented.

RECONCILIATION TABLES – GAAP EPS TO ADJUSTED EPS

Anika Therapeutics, Inc. and Subsidiaries
Reconciliation of GAAP Diluted Earnings from Continuing Operations Per Share to Adjusted Diluted Earnings from Continuing Operations Per Share
(in thousands, except per share data)
(unaudited)

	For the Three Months Ended December 31,		For the Year Ended December 31,	
	2024	2023	2024	2023
Diluted loss from continuing operations per share	\$ (0.17)	\$ (0.16)	\$ (0.60)	\$ (0.23)
Product rationalization, tax effected	0.03	-	0.03	0.05
Arbitration settlement, tax effected	-	-	-	-
Share-based compensation, tax effected	0.11	0.23	0.62	0.89
Acquisition related intangible asset amortization, tax effected	-	-	-	-
Impairment/writedown of assets, tax effected	-	-	-	-
Discontinuation of software development project, tax effected	-	-	-	-
Non-recurring professional fees, tax effected	-	-	-	-
Severance costs, tax effected	-	-	-	-
Costs of shareholder activism, tax effected	-	-	0.11	0.20
Adjusted diluted net (loss) income per share	\$ (0.03)	\$ 0.07	\$ 0.16	\$ 0.91

Note: Beginning in Q1-2024, adjusted net income and adjusted EPS were revised to exclude stock-based compensation expense, net of tax, and this revised calculation is reflected for all periods presented.

REVENUE BY CHANNEL

Revenue by Product Family and Gross Margin
 (in thousands, except percentages)
 (unaudited)

	For the Three Months Ended December 31,				For the Year Ended December 31,			
	2024	%	2023	%	2024	%	2023	%
OEM Channel	\$ 19,669	64%	\$ 21,414	71%	\$ 77,770	65%	\$ 84,645	70%
Commercial Channel	10,933	36%	8,761	29%	42,137	35%	36,147	30%
	<u>\$ 30,602</u>	<u>100%</u>	<u>\$ 30,175</u>	<u>100%</u>	<u>\$ 119,907</u>	<u>100%</u>	<u>\$ 120,792</u>	<u>100%</u>
Gross Profit	\$ 17,125		\$ 20,672		\$ 75,998		\$ 82,532	
Gross Margin	56%		69%		63%		68%	

