AVADEL
Pharmaceuticals plc
(NASDAQ: AVDL)

Business Update Call

January 8, 2025

Avadel

Safe Harbor Statements

This presentation includes 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. These forward-looking statements relate to our future expectations, beliefs, plans, strategies, objectives, results, conditions, financial performance, prospects or other events. Such forward-looking statements include, but are not limited to, expectations regarding the potential therapeutic benefit of LUMRYZ; the success of the commercialization of LUMRYZ and expansion into additional patient populations; the anticipated market demand and sales opportunity of LUMRYZ; the potential for the Company to be a leader in the market; the Company's idiopathic hypersomnia clinical study for LUMRYZ, including enrollment and timing related thereto; the potential development, NDA filing and related timing of a once-nightly, no-/low-sodium oxybate formulation; expectations regarding the Company's ongoing litigation matters; and the Company's anticipated financial condition, expenses, uses of capital and other future financial results, including preliminary financial results for the fourth quarter of 2024 and the Company's full year 2025 guidance. In some cases, forward-looking statements can be identified by use of words such as "will," "may," "could," "believe," "expect," "look forward," "on track," "guidance," "anticipate," "estimate," "project," "next steps" and similar expressions and the negatives thereof (if applicable).

The Company's forward-looking statements are based on estimates and assumptions that are made within the bounds of our knowledge of our business and operations and that we consider reasonable. However, the Company's business and operations are subject to significant risks, and, as a result, there can be no assurance that actual results and the results of the company's business and operations will not differ materially from the results contemplated in such forward-looking statements. Factors that could cause actual results to differ from expectations in the Company's forward-looking statements include the risks and uncertainties described in the "Risk Factors" section of Part I, Item 1A of the Company's most recent Annual Report on Form 10-K and subsequent filings with the Securities and Exchange Commission.

Forward-looking statements speak only as of the date they are made and are not guarantees of future performance. Accordingly, you should not place undue reliance on forward-looking statements. The Company does not undertake any obligation to publicly update or revise our forward-looking statements, except as required by law.

LUMRYZ™ LAUNCH REVIEW

2024-2025 FINANCIAL UPDATE

LIFECYCLE MANAGEMENT

2025 KEY MILESTONES

Over the last few years, Avadel has transformed itself into a commercial organization, delivering LUMRYZ™, a next-generation oxybate treatment option that fundamentally addresses unmet needs for People with Narcolepsy

PROPRIETARY FORMULATION

LUMRYZ for patients 7 years and older:
"enabling better nights for better days for People with Narcolepsy"

2025 LUMRYZ LAUNCH PRIORITIES

Expand our physician reach and impact across all patient segments

Accelerate our investments in activating switch patients

Drive improvements in patient persistency

2025 will be a year of growth that will take us further faster

Since launch in June 2023, switch patients have represented half of all patient starts

LUMRYZ Launch to Date[1]

~$197 | Net revenue ($M)

3,700 | Patients initiated therapy

2,500 | Patients on therapy

1) *2024 results are preliminary, unaudited, and subject to change*

LUMRYZ has sourced patients from all segments with an increase in new to oxybate patient starts and improving reimbursement

LUMRYZ PATIENT METRICS[1]

Q4 2024

~38% | **Switch** patients

~62% | **New to oxybate** and **previously tried & discontinued** patients

~74% | **Reimbursed** patients

1) *2024 results are preliminary, unaudited, and subject to change*

LUMRYZ has outperformed with early adopters and is expanding the market with significant growth opportunity

LUMRYZ PRESCRIBER METRICS

>60%	Patient starts from **early adopters**
15%	Patient starts from **new oxybate prescribers**
75%	Of the oxybate market is an **underpenetrated growth opportunity**

SWITCH PATIENT POPULATION IS *CRITICAL* TO LONG-TERM GROWTH OF LUMRYZ

Switch patients typically have an **easier path to initiating therapy**

Switch patients generally **have higher persistency rates**

Switch patients **represent greater revenue opportunity**

LUMRYZ DEMAND-BASED PRIORITIES

Leverage LUMRYZ's Value Proposition

Grow switch and total patient uptake with increased direct to physician and direct to oxybate patient investments

Achieve Market Leadership

Achieve market leadership in the new to brand (NBRx) patient segment while **capitalizing on the emerging market expansion**

Improve Reimbursed Patient Rate

Grow reimbursed patient mix to 80% and beyond with account and channel specific strategies

TWICE NIGHTLY PERSISTENCY METRICS

First generation oxybates have had historically **high discontinuation rates** that **recent data suggests is increasing**

~30% | Recent twice-nighty **30-day new to oxybate discontinuation rates**

~65% | Recent twice-nighty **one-year new to oxybate discontinuation rates**

Avadel is committed to being the leader in addressing the 20-year persistency challenge

Adverse events are a primary contributor to **discontinuations**

>60% of discontinuations occur **within the first 90 days**

- *Tolerability related issues (i.e., nausea, vomiting, dizziness)*
- *Typically occur when starting or increasing a dose and subside in 1-2 weeks*
- *Setting expectations appropriately with patients and deploying patient specific interventions*

As patients titrate to their steady state dose and efficacy increases, satisfaction with their treatment increases and the likelihood of discontinuation declines

LUMRYZ PERSISTENCY-BASED PRIORITIES

Develop & implement tailored patient interventions

Right Message, Right Patient, Right Time. Deploy risk-based tailored patient specific interventions

Improve persistency rates with added focus on first 90 days

Enhance capabilities and dedicated patient services with expansion of our nurse support team and partnerships with specialty pharmacies

Deploy in-person high touch patient support services

Expand field-based nursing services to enable both personal, direct to patient and office specific interventions

2024 Preliminary Results[1]

	Q4	FULL YEAR
Revenue	~$50M	~$169M
Cash Operating Expenses[2]	~$44M	~$166M
Cash Balance at 12/31/24	~$73M	
Patient Starts	~600	~2,700
Net Increase – Patients on Therapy	~200	~1,600

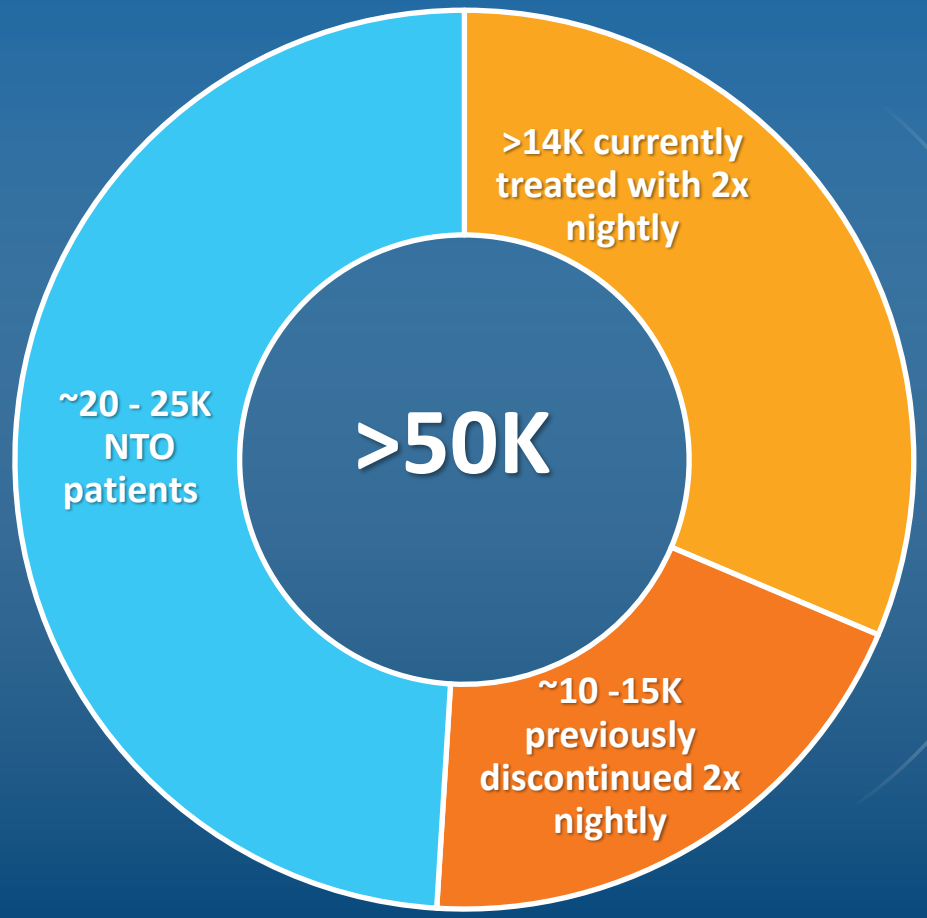
(~2,500 total on therapy at 12/31/24)

1) *2024 results are preliminary, unaudited, and subject to change*
2) *Excludes stock-based compensation and depreciation and amortization*

2025 Guidance

Revenue	$240 - $260M
Cash Operating Expenses	$180 - $200M
Cash Flow	$20 - $40M
Patient Starts	2.8 – 3.0K
Patients on Therapy at 12/31/2025	3.3 – 3.5K

LUMRYZ Peak Sales Opportunity is >$1B for Narcolepsy



>14K patients
currently treated with first generation oxybates

~15K patients
previously tried and discontinued a 2x nightly

~25K patients
new to oxybate patients over next five years

> **50K** oxybate-eligible patients to treat with LUMRYZ over next five years

>1.8K reimbursed patients on LUMRYZ as of 12/31/24

~ 6.2K additional reimbursed patients on LUMRYZ achieves **$1B** in sales

Advancing Innovative and Transformative Sleep Medicine Pipeline

PROGRAM	INDICATION	PRECLINICAL	PHASE 1	PHASE 2	PHASE 3	REGULATORY REVIEW	COMMERCIAL	MAJOR MILESTONES
Sodium Oxybate Extended-Release Oral Suspension (LUMRYZ™)	Narcolepsy – Excessive Daytime Sleepiness (EDS) and/or Cataplexy in Adults							Received FDA approval and ODE in May 2023; launched in June 2023
	Narcolepsy - EDS and/or Cataplexy in Pediatrics Age 7+							Received FDA approval and ODE in October 2024
	Idiopathic Hypersomnia (IH)							First patient dosed in REVITALYZ™ Ph3 Trial in July 2024
1x- Nightly No- or Low-Sodium Oxybate Formulation	EDS and / or Cataplexy in Narcolepsy and IH							Preclinical formulation prototypes under development

Idiopathic hypersomnia (IH) is a **rare sleep disorder characterized by excessive daytime sleepiness (EDS)** not attributable to any other medical conditions; **42,000 patients diagnosed with IH in US**

<8% treated

with only FDA approved treatment

Avadel has an ongoing Phase 3 trial (REVITALYZ™) to evaluate the efficacy and tolerability for LUMRYZ in IH; total target of ~150 patients participating for a 14-week period

Expected completion date – H2 2025

2025 KEY MILESTONES

LUMRYZ Launch Performance

Quarterly financial and operational updates including revenue, patient mix & demand, and net patients on therapy

LUMRYZ Pivotal Phase 3 IH Trial

Successfully complete REVITALYZ, our Phase 3 trial evaluating LUMRYZ in (IH), and **advance toward an NDA filing**

LUMRYZ Lifecycle Management

Continue progress on a once-nightly no / low sodium formulation with a target product profile bioequivalent to LUMRYZ

Legal Updates

Prevail in ongoing litigation matters including the IH injunction (Q1), the anti-trust case (Q4), **and advance our recently filed patent infringement suits**

A Leader in the Sleep Space With Substantial Growth Opportunities

Meeting Unmet Needs in Narcolepsy

94% of patients prefer LUMRYZ over first-generation oxybates due to once at night dosing; awarded Orphan Drug Exclusivity for major contribution to patient care

Opportunity For Growth In Narcolepsy

$5B future oxybate estimated market value represented by >50K patients; LUMRYZ represents a $1B+ peak sales opportunity; 1 in 5 writers for LUMRYZ have never written for an oxybate prior

LUMRYZ Beyond Narcolepsy

Ongoing Phase 3 REVITALYZ trial evaluating LUMRYZ for use in Idiopathic Hypersomnia, a disease with over 40,000 patients diagnosed

Strong Financial Position and IP Protection

Existing capital + sales sufficient to support LUMRYZ launch; strong balance sheet with no debt; Multiple Orange Book Listed Patents, 17+ years of Intellectual Property protection into 2042

Focused on transforming medicines to transform lives

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Appendix

THE ECONOMICS OF IMPROVING LUMRYZ PERSISTENCY

Annual **persistency adjusted revenue** value of a **switch patient is ~$110k**

Annual persistency adjusted revenue value of a new to oxybate or previously discontinued patient is just **under $80k**

Revenue impact becomes increasingly more material as total **patients grow and persistency rates improve**

LUMRYZ BLENDED PERSISTENCY & PATIENT MIX METRICS

LUMRYZ increasing discontinuation rates continue to rise as new to oxybate patients grow and switch patients decline

	Discontinuation Rate	Switch Patient Mix	NTO & Previously Treated Patient Mix
Q1 2024	~18%	54.0%	46.0%
Q2 2024	~22%	45.0%	55.0%
Q3 2024	~28%	41.0%	59.0%
Q4 2024	~33%	38.0%	62.0%

NTO = new to oxybate