

# Third Quarter 2021 Financial Results

November 4, 2021

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**Mary Anne Heino**  
President and CEO



**Bob Marshall**  
CFO and Treasurer



**Paul Blanchfield**  
Chief Commercial Officer



**Mark Kinarney**  
Sr. Director, Investor Relations



Q3 2021 Highlights & Business Update



Q3 2021 Financial Update



Closing Remarks



Q&A



# Safe Harbor Statements

## Cautionary Statement Regarding Forward-Looking Statements

This document contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, as amended, that are subject to risks and uncertainties and are made pursuant to the safe harbor provisions of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements may be identified by their use of terms such as “anticipate,” “believe,” “confident,” “could,” “estimate,” “expect,” “intend,” “may,” “plan,” “predict,” “project,” “target,” “will,” “would” and other similar terms. Such forward-looking statements are based upon current plans, estimates and expectations that are subject to risks and uncertainties that could cause actual results to materially differ from those described in the forward-looking statements. The inclusion of forward-looking statements should not be regarded as a representation that such plans, estimates and expectations will be achieved. Readers are cautioned not to place undue reliance on the forward-looking statements contained herein, which speak only as of the date hereof. The Company undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by law. Risks and uncertainties that could cause our actual results to materially differ from those described in the forward-looking statements include : (i) the impact of the global COVID-19 pandemic on our business, financial conditions and prospects, and on the timing and enrollment of our clinical trials; (ii) continued market expansion and penetration for our commercial products, particularly DEFINITY, in the face of segment competition and potential generic competition, including as a result of patent and regulatory exclusivity expirations; (iii) our ability to successfully launch PYLARIFY as a commercial product, including (A) our ability to obtain U.S. Food and Drug Administration (“FDA”) approval for additional PET manufacturing facilities (“PMFs”) that could manufacture PYLARIFY, (B) the ability of those PMFs to supply PYLARIFY to customers, and (C) our ability to sell PYLARIFY to customers; (iv) the global Molybdenum-99 supply; (v) our products manufactured at Jubilant HollisterStier and our modified formulation of DEFINITY (“DEFINITY RT”) to be commercially manufactured at Samsung Biologics, including our ability to renew, modify or replace those agreements as may be necessary; (vi) the continued integration of the Progenics products and product candidate portfolio into our business following the Progenics Acquisition; (vii) our ability to use in-house manufacturing capacity; (viii) our ability to successfully launch aPROMISE, otherwise known as PYLARIFY AI, as a commercial product; (ix) the potential reclassification by the FDA of certain of our products and product candidates from drugs to devices with the expense, complexity and potentially more limited competitive protection such reclassification could cause; (x) the efforts and timing for clinical development of our product candidates and new clinical applications for our products, in each case, that we or our strategic partners may develop, including 1095 and flurpiridaz F 18; (xi) our ability to develop highly contextualized assessments of disease burden using artificial intelligence (“AI”); and (xii) the risk and uncertainties discussed in our filings with the Securities and Exchange Commission (including those described in the Risk Factors section in our Annual Reports on Form 10-K and our Quarterly Reports on Form 10-Q).

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## Non-GAAP Financial Measures

The Company uses non-GAAP financial measures, such as adjusted net income and its line components; adjusted net income per share - fully diluted; and free cash flow. The Company’s management believes that the presentation of these measures provides useful information to investors. These measures may assist investors in evaluating the Company’s operations, period over period. However, these measures may exclude items that may be highly variable, difficult to predict and of a size that could have a substantial impact on the Company’s reported results of operations for a particular period. Management uses these and other non-GAAP measures internally for evaluation of the performance of the business, including the allocation of resources and the evaluation of results relative to employee performance compensation targets. Investors should consider these non-GAAP measures only as a supplement to, not as a substitute for or as superior to, measures of financial performance prepared in accordance with GAAP.



**Q3 2021 Highlights & Business Update**



Q3 2021 Financial Update



Closing Remarks



Q&A

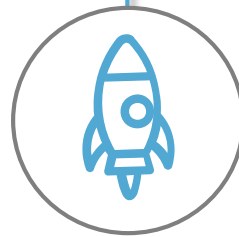
# Lantheus, a Growth Company – Driven by a Diversified Portfolio

## INTENSE ACTIVITY AND SIGNIFICANT PROGRESS



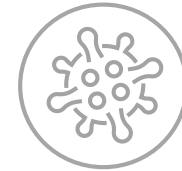
### **DEFINITY®**

Delivered solid growth



### **PYLARIFY®**

Accelerating uptake and excellent reception to PYLARIFY



### **COVID-19**

Delivered a strong quarter, despite a resurgence of infections

## **Q3 – Strong Quarter with Significant Progress Across our Portfolio**

Positive growth momentum and increased shareholder value

# Recent Strategic Developments: DEFINITY

## PRECISION DIAGNOSTICS



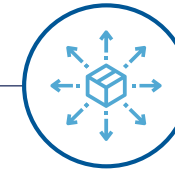
### Met strategic milestone with on-campus manufacturing facility



Supplemental New Drug  
Application (sNDA) filed with  
the FDA



sNDA review process  
expected to take ~4 months  
and will require a pre-  
approval inspection



Successfully manufactured  
DEFINITY batches that will  
be commercially saleable  
upon FDA approval

# Recent Strategic Developments: PYLARIFY

## RADIOPHARMACEUTICAL ONCOLOGY

Remains the first and only commercially available PSMA-targeted PET imaging agent for prostate cancer



Now in place: completed buildout of the largest, fully dedicated PSMA PET sales force and market access teams



Worked with our PET Manufacturing Facilities (PMF) channel partners to further build out the PYLARIFY manufacturing and distribution network across the U.S.

Continued to Expand Our PMF Network in-line with our year end goal of broad availability across the U.S.

Network coverage of U.S. population

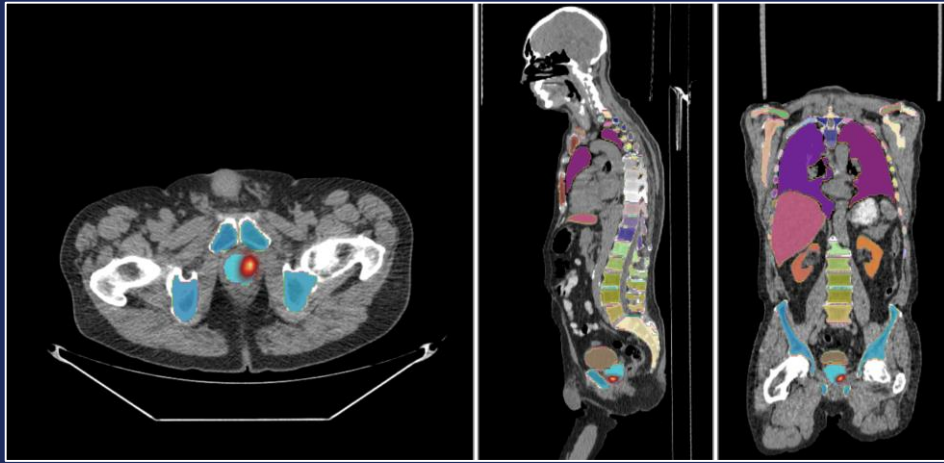




# Recent Strategic Developments: PYLARIFY AI



**FIRST AND ONLY FDA CLEARED\***  
Artificial Intelligence-Enabled PSMA  
Digital Application



**Artificial intelligence medical device software  
to assist with interpreting PYLARIFY scans**

Uses a deep learning algorithm, trained and validated  
using more than 3,000 PSMA images



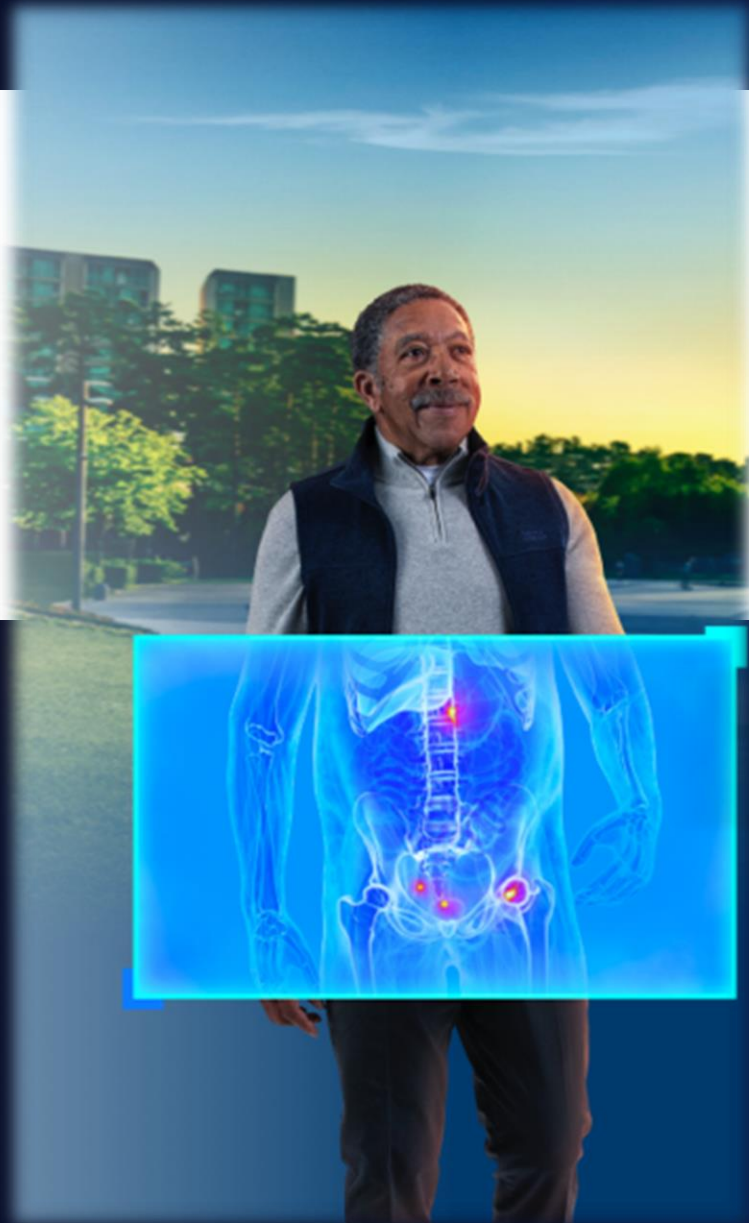
Standardized platform for physicians and researchers to  
**efficiently, consistently and accurately** quantify PSMA  
uptake at the lesion level for men with prostate cancer

Introduced the application to researchers and key opinion  
leaders at the 28<sup>th</sup> Annual Prostate Cancer Foundation  
Scientific Retreat

Launching at the Radiological Society of North America  
(RSNA) meeting

**Five leading cancer centers** are already in the process of  
adding PYLARIFY AI digital application into their prostate  
cancer diagnostic workflows

\*Cleared under the name aPROMISE and will be launched under the name  
PYLARIFY AI



**PYLARIFY<sup>®</sup>**  
Piflufolastat F 18 Injection

**LAUNCH UPDATE**

**RADIOPHARMACEUTICAL ONCOLOGY**

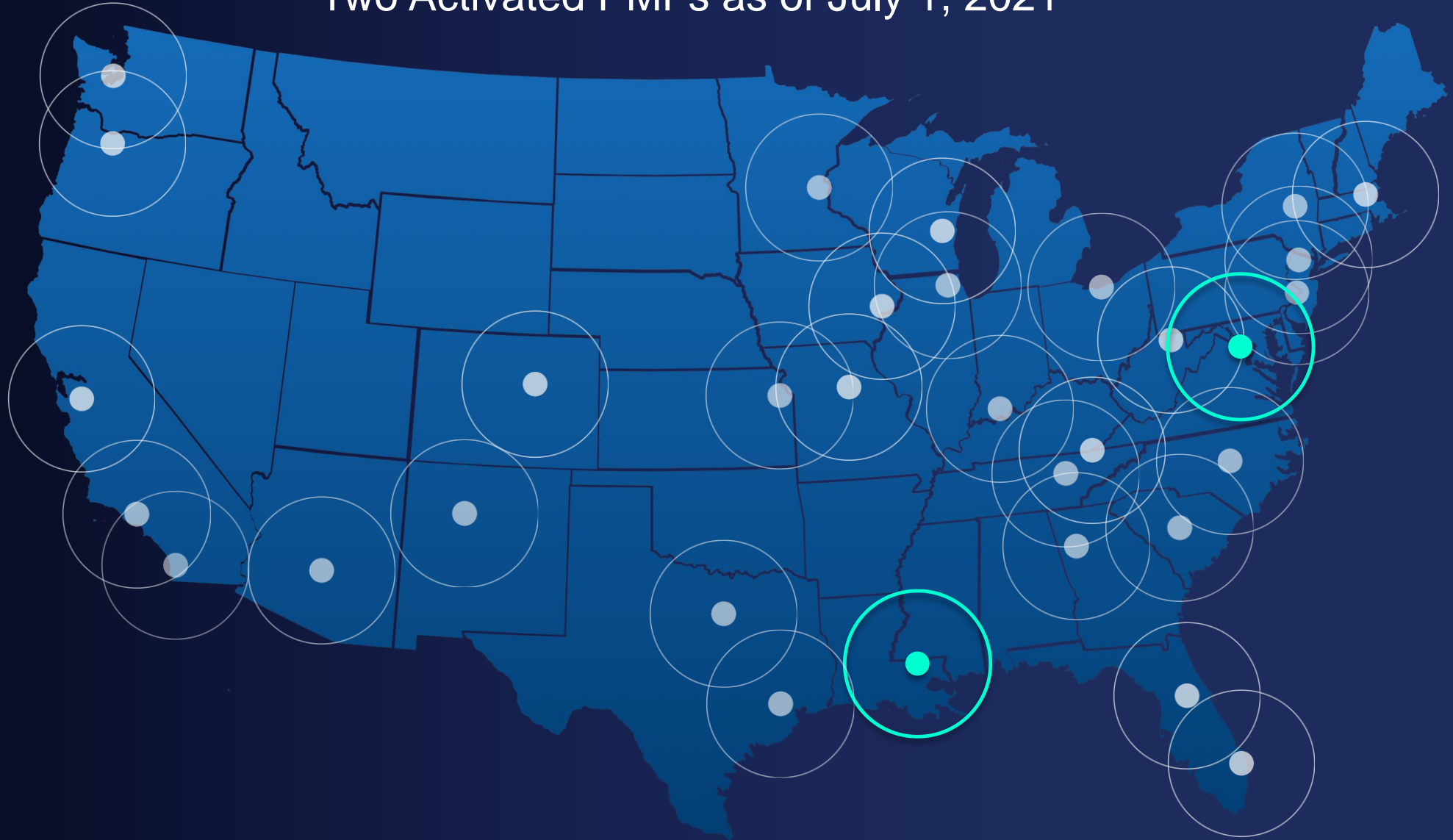
## Two Activated PMFs as of July 1, 2021

### ACTIVATED PMFs ●

Louisiana, Covington  
Virginia, Sterling

### PLANNED FUTURE SITES ●

Arizona, Phoenix  
California, Culver City  
California, Gilroy  
California, San Diego  
Colorado, Denver  
Florida, Fort Lauderdale  
Florida, Sanford  
Georgia, Atlanta  
Illinois, Romeoville  
Iowa, Davenport  
Kentucky, Louisville  
Massachusetts, Haverhill  
Minnesota, Minneapolis  
Missouri, Columbia  
Missouri, Kansas City  
New Jersey, Somerset  
New Jersey, Totowa  
New Mexico, Albuquerque  
New York, Albany  
North Carolina, Raleigh  
Ohio, Oakwood Village  
Oregon, Portland  
South Carolina, Columbia  
Tennessee, Gray  
Tennessee, Knoxville  
Texas, Dallas  
Texas, Houston  
Washington, Seattle  
West Virginia, Morgantown  
Wisconsin, Milwaukee



**PYLARIFY®**  
Piflufolastat F 18 Injection

PYLARIFY availability is expected to continually expand across the U.S.

## AVAILABLE NOW ●

Arizona, Phoenix  
California, Culver City  
California, San Diego  
Georgia, Atlanta  
Illinois, Romeoville  
Kentucky, Louisville  
Louisiana, Covington  
Massachusetts, Haverhill  
Minnesota, Minneapolis  
Missouri, Kansas City  
New Jersey, Totowa  
New Mexico, Albuquerque  
North Carolina, Raleigh  
Ohio, Oakwood Village  
South Carolina, Columbia  
Tennessee, Knoxville  
Texas, Dallas  
Texas, Houston  
Virginia, Sterling  
Washington, Seattle

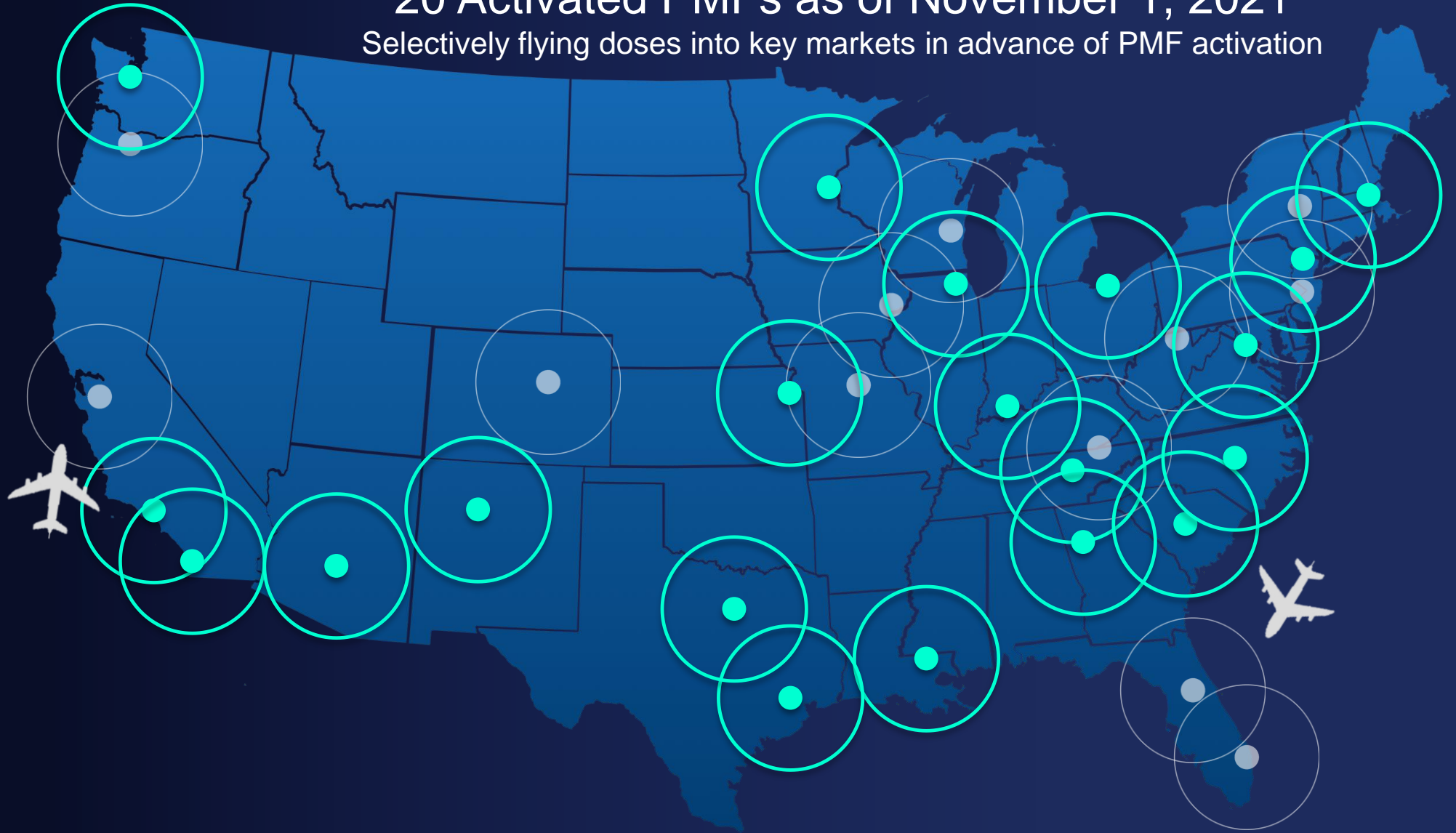
## PLANNED FUTURE SITES ●

California, Gilroy  
Colorado, Denver  
Florida, Fort Lauderdale  
Florida, Sanford  
Iowa, Davenport  
Missouri, Columbia  
New Jersey, Somerset  
New York, Albany  
Oregon, Portland  
Tennessee, Gray  
West Virginia, Morgantown  
Wisconsin, Milwaukee

## RADIOPHARMACEUTICAL ONCOLOGY

# 20 Activated PMFs as of November 1, 2021

Selectively flying doses into key markets in advance of PMF activation



PYLARIFY availability is expected to continually expand across the U.S.



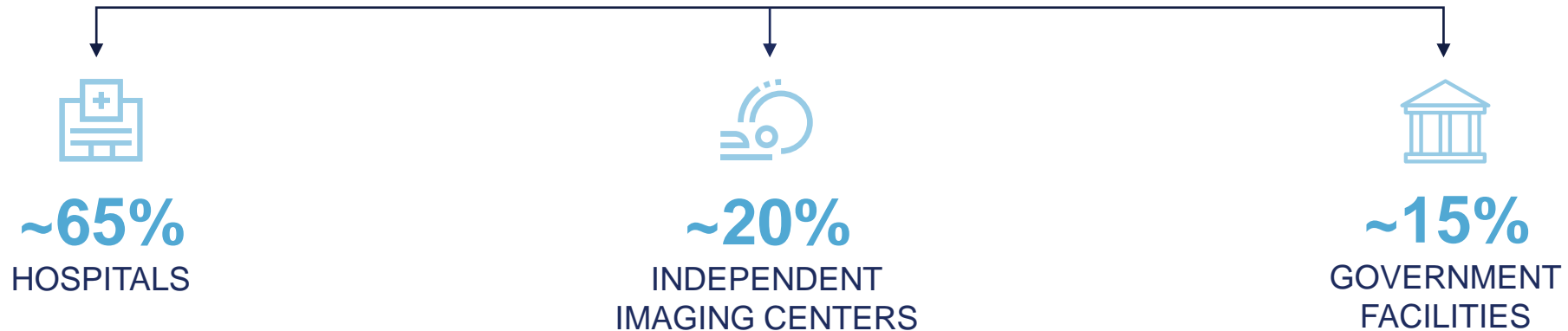
# PYLARIFY Launch Progress

## RADIOPHARMACEUTICAL ONCOLOGY



- Contracted with approximately **two-thirds** of our targeted academic institutions in the U.S.

### Range of customer demand - ordering across our customer base:



**80% repeat demand**  
with customers having ordered multiple doses to-date



# Piflufolastat F 18 Added to NCCN Guidelines and SNMMI Appropriate Use Criteria

## RADIOPHARMACEUTICAL ONCOLOGY

Piflufolastat F 18 now included in the guidelines in the areas of unfavorable intermediate, high and very high risk, as well as recurrent disease for the management of prostate cancer



National  
Comprehensive  
Cancer  
Network®



**Further facilitates the commercial adoption of PYLARIFY  
as it raises awareness in the medical and payer communities**

# PYLARIFY: Progressed Market Access Initiatives and Completed Commercial Infrastructure Build-Out

## RADIOPHARMACEUTICAL ONCOLOGY



### MARKET ACCESS

Pass-through application submitted to the Centers for Medicare & Medicaid Services (CMS)  
Expect pass-through payment to go into effect January 1, 2022

HCPCS code will become effective January 1, 2022

Majority of Medicare Administrative Contactors have paid claims, published guidance or indicated they will cover PYLARIFY

Prior authorizations are being approved and claims paid by both Medicare Advantage and commercial insurers

Continue to work with payers to have formal policies updated in 2022

### FIELD TEAM BUILD-OUT

Completed the build-out of our fully dedicated PSMA PET sales force and market access teams

We continued to expand our geographic coverage, customer adoption and market access coverage to serve our customers and the U.S. Prostate Cancer community

# DEFINITY: Double Digit Sales Growth

## PRECISION DIAGNOSTICS



A Trusted Choice for  
More Than 20 Years<sup>1,2</sup>

- Delivered a strong quarter of growth for DEFINITY despite headwinds
- Observed an impact to the traditional pattern of echo utilization that we attribute to the resurgence of COVID-19
- In-person promotion remaining above 50% for the quarter, albeit with regional variability

(1) Data on file, Lantheus Medical Imaging, Inc.; (2) ©2020 Millennium Research Group, Inc. All rights reserved. Reproduction, distribution, transmission or publication is prohibited. Reprinted with permission.

# Key Commercial Nuclear Medicine Products

## PRECISION DIAGNOSTICS



- Stable contributor to our overall business
- Benefited from opportunistic sales to ANSTO

**Xenon  
Xe 133 Gas**

- Use of Ventilation studies, which have yet to return to pre-COVID impact levels, continued to negatively impact our Xenon business

# AZEDRA®: First and Only FDA Approved Treatment for Patients with Advanced or Metastatic Pheochromocytoma or Paraganglioma

## RADIOPHARMACEUTICAL ONCOLOGY

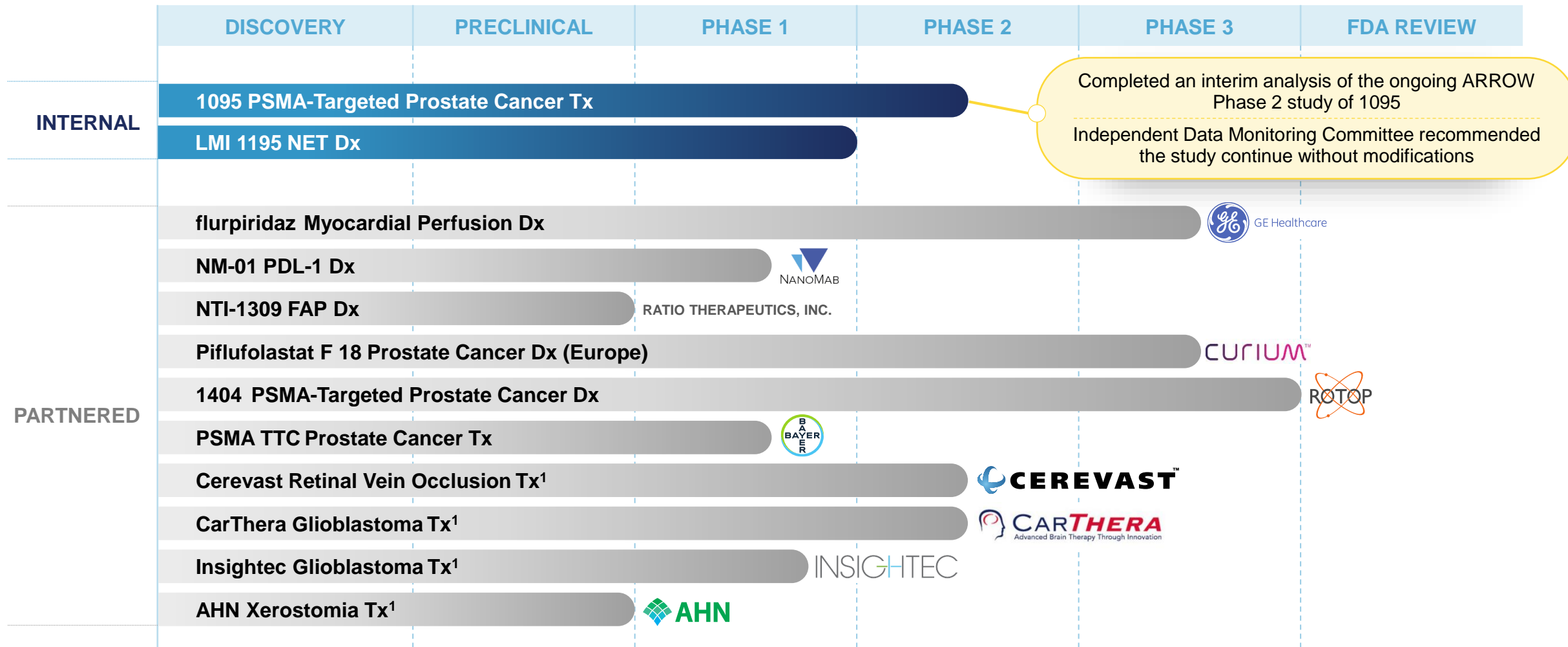


- Challenges due to COVID-19 resurgence:
  - Treatment capacity constraints in hospitals
  - Patients deferring or canceling treatments
  - Limitations to hospitals access for the commercial team
- Continued to work with centers of excellence in key markets across the U.S. for AZEDRA availability
- Added additional resources to the AZEDRA customer facing team

We remain committed to providing patients with locally advanced or metastatic pheochromocytoma and paraganglioma with access to AZEDRA



# Robust Pipeline with Promising Value Drivers



(1) Using Lantheus microbubble.



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**Q3 2021 Financial Update**



Closing Remarks



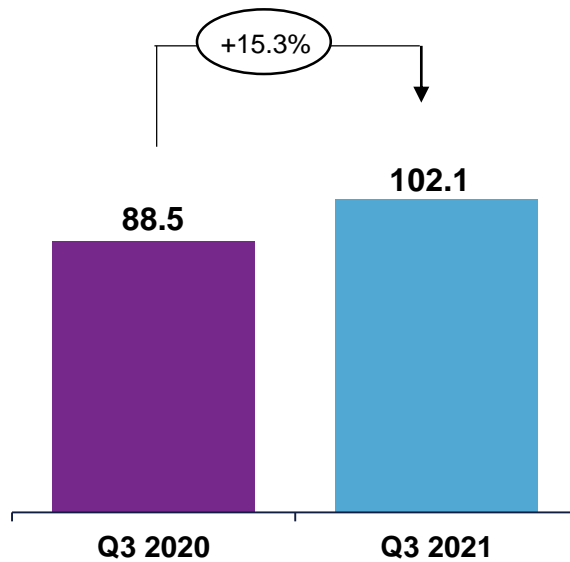
Q&A

# Q3 2021 Financial Highlights<sup>1</sup>

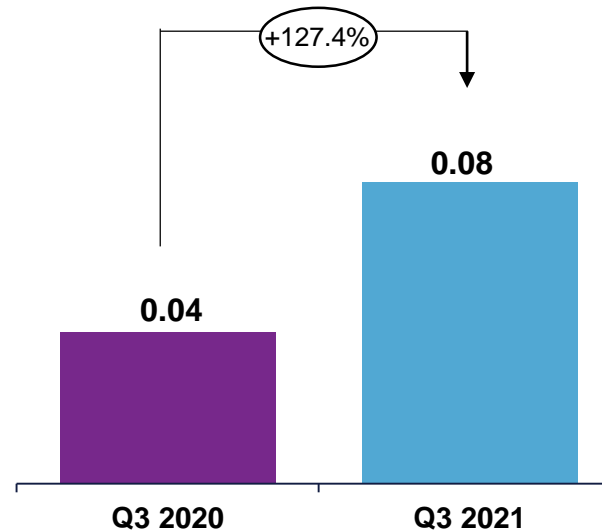
Cash and Cash Equivalents at 9/30/2021: **\$91.5M**

USD in millions, except EPS

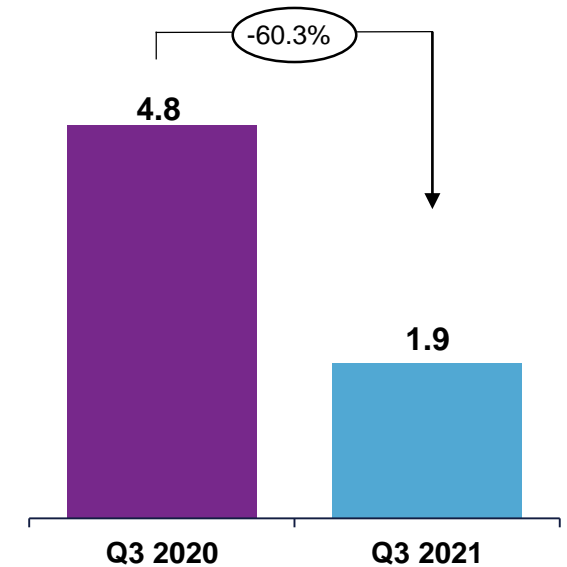
## Revenues



## Adjusted EPS<sup>1</sup>



## Free Cash Flow

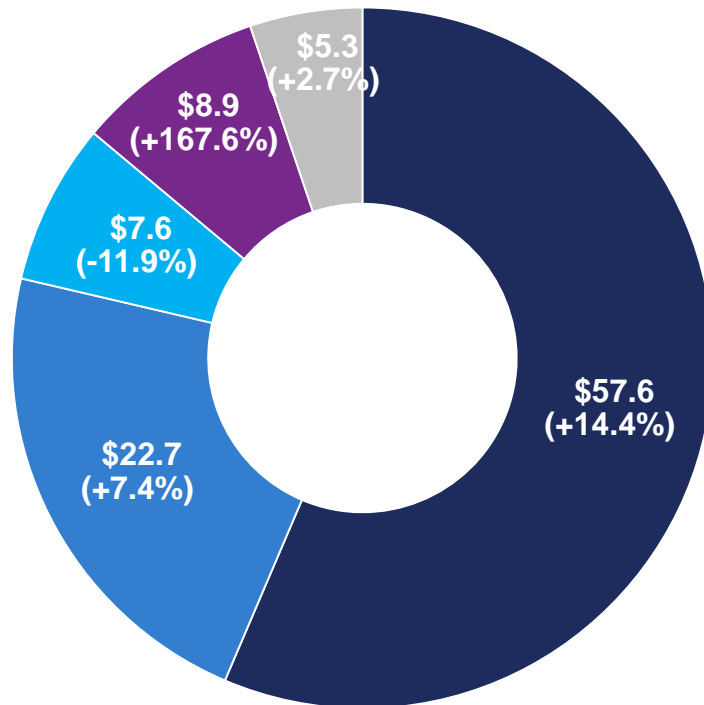


(1) See slide 33 for a reconciliation of GAAP to non-GAAP financials.

# Q3 2021 Revenue Highlights

Reported: WW \$102.1M, 15.3% growth YoY

USD in millions, YoY Quarterly Growth



## KEY DRIVERS

### DEFINITY

- Solid performance against prior year COVID-19 impact amidst summer surge of Delta variant

### TechneLite

- Supported by opportunistic generator sales during quarter

### Other Precision Diagnostics

- COVID-19 related concerns over in-hospital respiratory inhalation procedures continue to challenge Xenon
- YoY revenue impact associated with the strategic divestiture of Puerto Rico operations in January 2021

### Radiopharmaceutical Oncology

- Promising early results from PYLARIFY
- Divestiture of Puerto Rico operations in January 2021, notably FDG
- AZEDRA sequentially down due to treatment cancellations / rescheduling as a result of COVID-19 resurgence

### Strategic Partnerships & Other

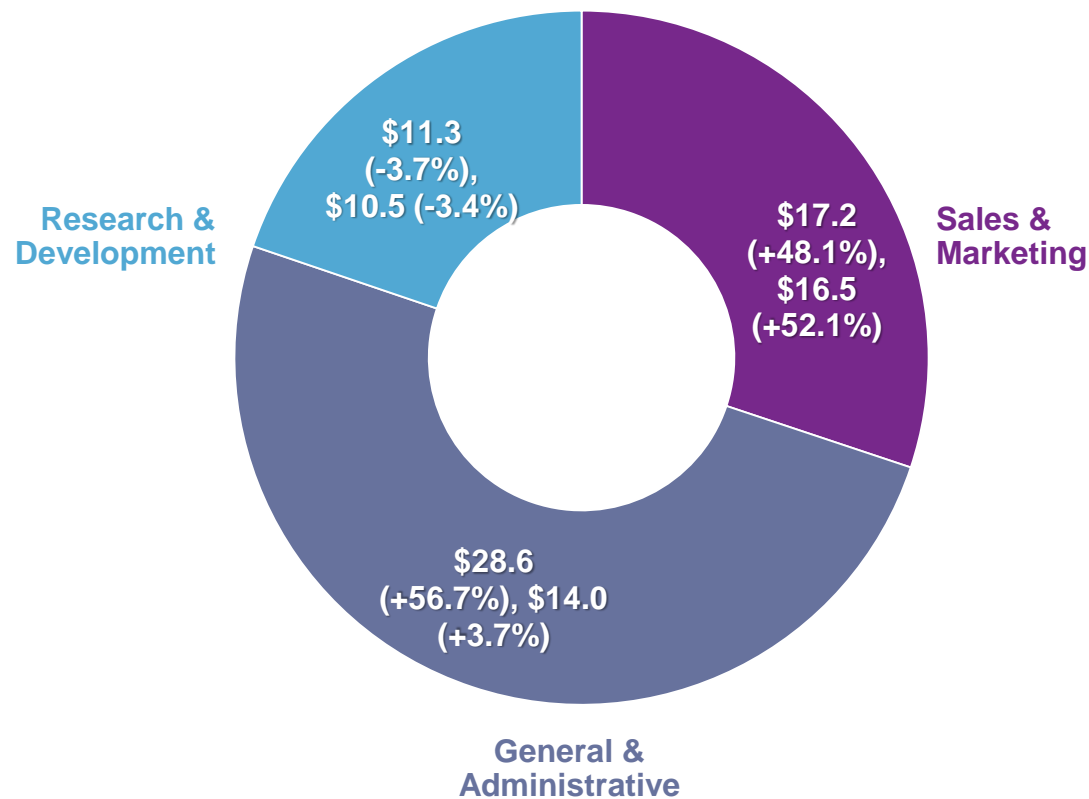
- RELISTOR royalties a steady contributor

# Q3 2021 Operating Expense Highlights

Reported: \$57.0M, +37.3 % YoY

Adjusted: \$41.0M, +16.4% YoY

USD in millions, YoY Quarterly Growth



## KEY DRIVERS

### Sales & Marketing

- PYLARIFY commercial launch activities
- Continued expansion of PYLARIFY and AZEDRA teams and promotional activities

### General & Administrative

- In-line with prior year spending reflecting permanency of synergy capture offset by focused investments
- Fair value adjustment for contingent liabilities, including CVRs
- Impairment relating to World Trade Center asset group with sublease achievement
- Prior period contains acquisition-related and integration costs

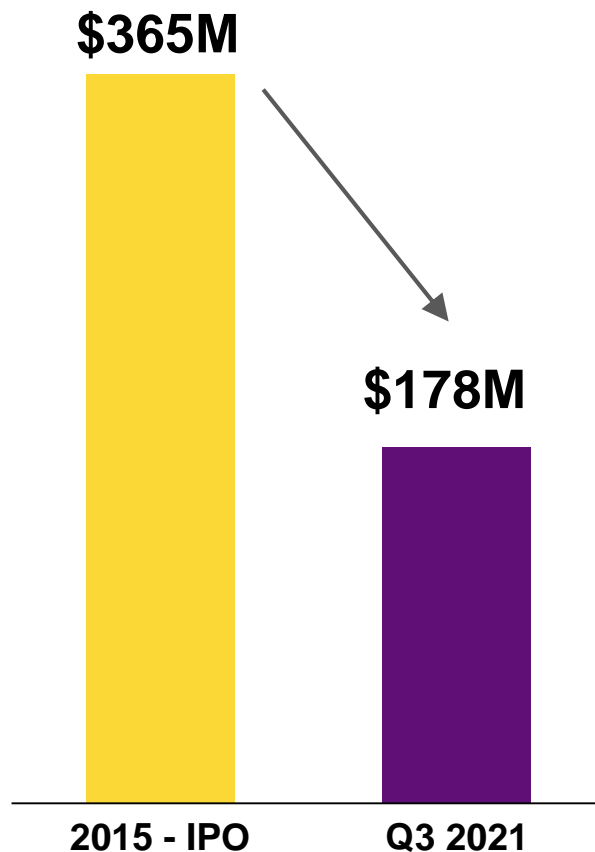
### Research & Development

- Continued investments in pipeline assets; notably 1095 (PSMA-targeted therapeutic)



# Strong Balance Sheet and Financial Flexibility Sets Foundation for Growth

## Decline in Debt



## Strong Balance Sheet (Q3 2021)

**1.95x**  
NET LEVERAGE\*

\$M	Three Months Ending September 30,	
	2021 <sup>(1)</sup>	2020 <sup>(1)</sup>
Cash From Operations	\$4.3	\$8.6
Cash Used in Investing	(\$2.4)	(\$3.7)
Cash Used In Financing	(\$1.7)	(\$7.3)

(1) Free Cash Flow was \$1.9M and \$4.8M for the three months ended September 30, 2021 and 2020, respectively.

## Resources (Q3 2021)

Cash on hand<sup>(1)</sup> **\$91.5M**

Available revolving credit **\$200M**


(1) Cash, cash equivalents and restricted cash at the end of the period was \$93.6M.

\* The net leverage ratio presented relates directly to the Company's June 2019 Credit Facility covenant calculation.

# Q3 2021 and Updated FY 2021 Financial Guidance<sup>1</sup>

Guidance Issued November 4, 2021

The Company guidance for the fourth quarter and updated for the full year 2021 is as follows:

 <b>Q4 FY 2021</b>	<b>Revenue<sup>2</sup></b>	\$110 million - \$115 million
	<b>Adjusted Fully Diluted EPS<sup>2,3</sup></b>	\$0.15 - \$0.18
<b>FY 2021</b>	Prior Revenue <sup>2</sup>	\$395 million - \$402 million
	<b>Current Revenue<sup>2</sup></b>	<b>\$405 million - \$410 million</b>
	Prior Adjusted Fully Diluted EPS <sup>2,3</sup>	\$0.38 - \$0.42
	<b>Current Adjusted Fully Diluted EPS<sup>2,3</sup></b>	<b>\$0.40 - \$0.43</b>

(1) On a forward-looking basis, the Company does not provide GAAP income per common share guidance or a reconciliation of adjusted fully diluted EPS to GAAP income per common share because the Company is unable to predict with reasonable certainty business development and acquisition-related expenses, purchase accounting fair value adjustments (including liability accruals relating to the contingent value rights issued as part of the Progenics Pharmaceuticals, Inc. acquisition), and any one-time, non-recurring charges. These items are uncertain, depend on various factors, and could be material to results computed in accordance with GAAP. As a result, it is the Company's view that a quantitative reconciliation of adjusted fully diluted EPS on a forward-looking basis is not available without unreasonable effort.

(2) Represents approximate summation of three quarters of actuals plus fourth quarter's forecast; Sale of Lantheus' Puerto Rico radiopharmacy and PET manufacturing facility closed on January 29, 2021. During 2020, the Puerto Rico business generated \$10.7M of Net Revenue and \$1.8M of Adjusted Net Income; FY 2021 guidance excludes contribution from the Puerto Rico, assumption of broad COVID-19 vaccination distribution and approval of PYLARIFY on May 26, 2021.

(3) FY 2021 guidance assumes fully diluted, weighted avg. shares outstanding of 68M-69M, and depreciation and amortization of ~\$15M and ~\$25M, respectively.



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Q&A

# Key Takeaways from Q3 2021 Earnings Call



## DEFINTY

- DEFINTY delivered a solid quarter and maintained market leadership; significant long-term growth potential
- Filed sNDA for on-campus manufacturing facility to supplement DEFINTY supply



## PYLARIFY

- Robust adoption during first full quarter since approval and significant momentum heading into the fourth quarter and 2022
- PMF footprint expanded to serve ~70% of the U.S. population
- Received FDA clearance for PYLARIFY AI and launching later this month



## FINANCIALS

- Three largest products – DEFINTY, TechneLite and PYLARIFY – posted growth during the quarter, even as certain aspects of the business were impacted by the resurgence of COVID-19
- Strong adjusted earnings with continued financial strength informing updated full year guidance

**Q3 – Strong Quarter with Significant Progress Across our Portfolio**  
Committed to building on positive momentum and delivering shareholder value



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Q&A



# Appendix



# Condensed Consolidated Statement of Operations – Q3 2021

	Q3 2021		Q3 2020		% Increase/ (Decrease)
	Amount	% Revenue	Amount	% Revenue	
<i>(in thousands, except per share data - unaudited)</i>					
Revenues	\$ 102,073	100.0	\$ 88,544	100.0	15.3
Cost of goods sold	59,404	58.2	52,284	59.0	13.6
Gross profit	42,669	41.8	36,260	41.0	17.7
Operating expenses					
Sales and marketing	17,195	16.8	11,609	13.1	48.1
General and administrative	28,550	28.0	18,217	20.6	56.7
Research and development	11,252	11.0	11,684	13.2	(3.7)
Total operating expenses	56,997	55.8	41,510	46.9	37.3
Operating income	(14,328)	(14.0)	(5,250)	(5.9)	172.9
Interest expense	1,569	1.5	2,808	3.2	(44.1)
Other loss (income)	3,940	3.9	(596)	(0.7)	(761.1)
Loss before income taxes	(19,837)	(19.4)	(7,462)	(8.4)	165.8
Income tax (benefit) expense	(6,422)	(6.3)	(1,076)	(1.2)	496.8
Net loss	\$ (13,415)	(13.1)	\$ (6,386)	(7.2)	110.1
Net loss per common share - diluted	\$ (0.20)		\$ (0.10)		
Weighted-average common shares outstanding - diluted	67,623		66,820		

# As Adjusted Condensed Consolidated Statement of Operations – Q3 2021

	Q3 2021		Q3 2020		% Increase/ (Decrease)
<i>(in thousands, except per share data - unaudited)</i>	Amount	% Revenue	Amount	% Revenue	
Revenues	\$ 102,073	100.0	\$ 88,544	100.0	15.3
Cost of goods sold	50,886	49.9	46,555	52.6	9.3
Gross profit	51,187	50.1	41,989	47.4	21.9
Operating expenses					
Sales and marketing	16,512	16.2	10,855	12.3	52.1
General and administrative	13,952	13.7	13,456	15.2	3.7
Research and development	10,543	10.3	10,919	12.3	(3.4)
Total operating expenses	41,007	40.2	35,230	39.8	16.4
Operating income	10,180	10.0	6,759	7.6	50.6
Interest expense	1,569	1.5	2,808	3.2	(44.1)
Other income	3,940	3.9	(211)	(0.2)	(1,967.3)
Income before income taxes	4,671	4.6	4,162	4.7	12.2
Income tax expense	(1,010)	(1.0)	1,744	2.0	(157.9)
Net income	\$ 5,681	5.6	\$ 2,418	2.7	134.9
Net income per common share - diluted	\$ 0.08		\$ 0.04		
Weighted-average common shares outstanding - diluted	69,237		67,006		

(1) See supplemental information at [www.lantheus.com](http://www.lantheus.com). (2) See slide 33 for a reconciliation of GAAP to non-GAAP financials.

# Condensed Consolidated Statement of Operations – Q3 2021 (YTD)

	Q3 2021		Q3 2020		% Increase/ (Decrease)
<i>(in thousands, except per share data - unaudited)</i>	Amount	% Revenue	Amount	% Revenue	
Revenues	\$ 295,646	100.0	\$ 245,258	100.0	20.5
Cost of goods sold	165,859	56.1	145,148	59.2	14.3
Gross profit	129,787	43.9	100,110	40.8	29.6
Operating expenses					
Sales and marketing	48,999	16.6	28,044	11.4	74.7
General and administrative	87,865	29.7	55,586	22.7	58.1
Research and development	33,673	11.4	20,150	8.2	67.1
Total operating expenses	170,537	57.7	103,780	42.3	64.3
Gain on sale of assets	15,263	5.2	-	-	N/A
Operating income	(25,487)	(8.6)	(3,670)	(1.5)	594.5
Interest expense	6,224	2.1	6,668	2.7	(6.7)
Gain on extinguishment of debt	(889)	(0.3)	-	-	N/A
Other loss (income)	3,209	1.1	(1,702)	(0.7)	(288.5)
Loss before income taxes	(34,031)	(11.5)	(8,636)	(3.5)	294.1
Income tax (benefit) expense	(2,967)	(1.0)	1,425	0.6	(308.2)
Net loss	\$ (31,064)	(10.5)	\$ (10,061)	(4.1)	208.8
Net loss per common share - diluted	\$ (0.46)		\$ (0.20)		
Weighted-average common shares outstanding - diluted	67,409		49,858		

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# As Adjusted Condensed Consolidated Statement of Operations – Q3 2021 (YTD)

	Q3 2021		Q3 2020		% Increase/ (Decrease)
<i>(in thousands, except per share data - unaudited)</i>	Amount	% Revenue	Amount	% Revenue	
Revenues	\$ 295,646	100.0	\$ 245,258	100.0	20.5
Cost of goods sold	144,768	49.0	129,331	52.7	11.9
Gross profit	150,878	51.0	115,927	47.3	30.1
Operating expenses					
Sales and marketing	46,849	15.8	26,584	10.8	76.2
General and administrative	42,492	14.4	34,498	14.1	23.2
Research and development	31,940	10.8	18,565	7.6	72.0
Total operating expenses	121,281	41.0	79,647	32.5	52.3
Operating income	29,597	10.0	36,280	14.8	(18.4)
Interest expense	6,224	2.1	6,668	2.7	(6.7)
Other loss (income)	3,516	1.2	(1,317)	(0.5)	(367.0)
Income before income taxes	19,857	6.7	30,929	12.6	(35.8)
Income tax expense	3,093	1.0	9,691	4.0	(68.1)
Net income	\$ 16,764	5.7	\$ 21,238	8.7	(21.1)
Net income per common share - diluted	\$ 0.24		\$ 0.42		
Weighted-average common shares outstanding - diluted	68,674		50,210		

(1) See supplemental information at [www.lantheus.com](http://www.lantheus.com). (2) See slide 33 for a reconciliation of GAAP to non-GAAP financials.

# Reconciliation of GAAP to Non-GAAP Financial Measures

(in thousands, except per share data – unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2021	2020	2021	2020
Net loss	\$ (13,415)	\$ (6,386)	\$ (31,064)	\$ (10,061)
Stock and incentive plan compensation	3,867	3,992	11,772	10,452
Amortization of acquired intangible assets	8,374	4,768	19,133	6,087
Acquired debt fair value adjustment	—	(385)	(307)	(385)
Contingent consideration fair value adjustments	2,600	800	28,500	800
Non-recurring refinancing related fees	—	—	—	460
Non-recurring severance related fees	(6)	—	522	—
Extinguishment of debt	—	—	(889)	—
Gain on sale of assets	—	—	(15,263)	—
Integration costs	63	855	93	4,428
Acquisition-related costs	62	1,593	726	10,522
Impairment of long-lived assets	9,540	—	9,540	7,275
Other	7	—	60	(75)
Income tax effect of non-GAAP adjustments <sup>(a)</sup>	(5,411)	(2,819)	(6,059)	(8,265)
Adjusted net income	\$ 5,681	\$ 2,418	\$ 16,764	\$ 21,238
Adjusted net income, as a percentage of revenues	5.6 %	2.7 %	5.7 %	8.7 %
Adjusted EBITDA	\$ 15,959	\$ 13,223	\$ 48,247	\$ 55,059

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2021	2020	2021	2020
Net loss per share - diluted	\$ (0.20)	\$ (0.10)	\$ (0.46)	\$ (0.20)
Stock and incentive plan compensation	0.05	0.06	0.18	0.21
Amortization of acquired intangible assets	0.12	0.08	0.28	0.12
Acquired debt fair value adjustment	—	(0.01)	(0.01)	(0.01)
Contingent consideration fair value adjustments	0.04	0.01	0.42	0.01
Non-recurring refinancing related fees	—	—	—	0.01
Non-recurring severance related fees	—	—	0.01	—
Extinguishment of debt	—	—	(0.01)	—
Gain on sale of assets	—	—	(0.23)	—
Integration costs	—	0.01	—	0.09
Acquisition-related costs	0.01	0.02	0.01	0.21
Impairment of long-lived assets	0.14	—	0.14	0.14
Other	—	—	—	—
Income tax effect of non-GAAP adjustments <sup>(a)</sup>	(0.08)	(0.03)	(0.09)	(0.16)
Adjusted net income per share - diluted	\$ 0.08	\$ 0.04	\$ 0.24	\$ 0.42
Weighted-average common shares outstanding - diluted	69,237	67,006	68,674	50,210

(a) The income tax effect of the adjustments between GAAP net loss and non-GAAP adjusted net income takes into account the tax treatment and related tax rate that apply to each adjustment in the applicable tax jurisdiction.

# Consolidated Statement of Operations

(in thousands, except per share data – unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2021	2020	2021	2020
Revenues	\$ 102,073	\$ 88,544	\$ 295,646	\$ 245,258
Cost of goods sold	59,404	52,284	165,859	145,148
Gross profit	42,669	36,260	129,787	100,110
Operating expenses				
Sales and marketing	17,195	11,609	48,999	28,044
General and administrative	28,550	18,217	87,865	55,586
Research and development	11,252	11,684	33,673	20,150
Total operating expenses	56,997	41,510	170,537	103,780
Gain on sale of assets	—	—	15,263	—
Operating loss	(14,328)	(5,250)	(25,487)	(3,670)
Interest expense	1,569	2,808	6,224	6,668
Gain on extinguishment of debt	—	—	(889)	—
Other loss (income)	3,940	(596)	3,209	(1,702)
Loss before income taxes	(19,837)	(7,462)	(34,031)	(8,636)
Income tax (benefit) expense	(6,422)	(1,076)	(2,967)	1,425
Net loss	\$ (13,415)	\$ (6,386)	\$ (31,064)	\$ (10,061)
Net loss per common share:				
Basic	\$ (0.20)	\$ (0.10)	\$ (0.46)	\$ (0.20)
Diluted	\$ (0.20)	\$ (0.10)	\$ (0.46)	\$ (0.20)
Weighted-average common shares outstanding:				
Basic	67,623	66,820	67,409	49,858
Diluted	67,623	66,820	67,409	49,858



# Consolidated Segment Revenues Analysis

(in thousands – unaudited)

	Three Months Ended September 30,			Nine Months Ended September 30,		
	2021	2020 <sup>(1)</sup>	% Change	2021	2020 <sup>(1)</sup>	% Change
DEFINITY	\$ 57,636	\$ 50,359	14.5 %	\$ 173,448	\$ 139,989	23.9 %
TechneLite	22,680	21,113	7.4 %	69,252	62,560	10.7 %
Other precision diagnostics	7,563	8,585	(11.9)%	21,289	28,782	(26.0)%
Total precision diagnostics	87,879	80,057	9.8 %	263,989	231,331	14.1 %
Radiopharmaceutical oncology	8,890	3,323	167.5 %	13,203	7,474	76.7 %
Strategic partnerships and other	5,304	5,164	2.7 %	18,454	6,453	186.0 %
Total revenues	<u>\$ 102,073</u>	<u>\$ 88,544</u>	<u>15.3 %</u>	<u>\$ 295,646</u>	<u>\$ 245,258</u>	<u>20.5 %</u>

1. The Company reclassified rebates and allowances of \$5.5 million and \$13.8 million within each product category, which included \$5.1 million and \$12.6 million for DEFINITY, \$0.3 million and \$0.9 million for TechneLite and \$0.1 million and \$0.2 million for other precision diagnostics, for the three and nine months ended September 30, 2020, respectively.

# Reconciliation of Free Cash Flow

(in thousands – unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2021	2020	2021	2020
Net cash provided by operating activities	\$ 4,340	\$ 8,575	\$ 40,027	\$ 15,827
Capital expenditures	(2,420)	(3,736)	(7,596)	(8,689)
Free cash flow	<u>\$ 1,920</u>	<u>\$ 4,839</u>	<u>\$ 32,431</u>	<u>\$ 7,138</u>

# Condensed Consolidated Balance Sheet

(in thousands – unaudited)

	September 30, 2021	December 31, 2020
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	\$ 91,475	\$ 79,612
Accounts receivable, net	64,054	54,002
Inventory	33,949	35,744
Other current assets	12,043	9,625
Assets held for sale	—	5,242
<b>Total current assets</b>	<b>201,521</b>	<b>184,225</b>
Property, plant and equipment, net	116,441	120,171
Intangibles, net	356,883	376,012
Goodwill	61,189	58,632
Deferred tax assets, net	66,493	70,147
Other long-term assets	45,289	60,634
<b>Total assets</b>	<b>\$ 847,816</b>	<b>\$ 869,821</b>
<b>Liabilities and stockholders' equity</b>		
<b>Current liabilities</b>		
Current portion of long-term debt and other borrowings	\$ 10,356	\$ 20,701
Accounts payable	20,508	16,284
Accrued expenses and other liabilities	46,039	41,726
Liabilities held for sale	—	1,793
<b>Total current liabilities</b>	<b>76,903</b>	<b>80,504</b>
Asset retirement obligations	15,185	14,020
Long-term debt, net and other borrowings	166,741	197,699
Other long-term liabilities	89,643	63,393
<b>Total liabilities</b>	<b>348,472</b>	<b>355,616</b>
<b>Total stockholders' equity</b>	<b>499,344</b>	<b>514,205</b>
<b>Total liabilities and stockholders' equity</b>	<b>\$ 847,816</b>	<b>\$ 869,821</b>

# Lantheus, a Growth Company – Driven by a Diversified Portfolio

## THREE PORTFOLIO CATEGORIES

1

### PRECISION DIAGNOSTICS

**DEFINITY**  
VIAL FOR (Perflutren Lipid Microsphere)  
INJECTABLE SUSPENSION

**DEFINITY RT**  
(Perflutren Lipid Microsphere)  
INJECTABLE SUSPENSION

**TechneLite**  
Technetium Tc-99m  
Generator

**Xenon  
Xe 133 Gas**

**NEUROLITE**  
Kit for the Preparation of Technetium  
Tc 99m Biscitrate for Injection

**Cardiolite**  
Kit for the Preparation of  
Technetium Tc-99m Sestamibi for Injection

**Thallium**  
Thallous Chloride  
TI 201 Injection

**Gallium**  
Gallium Citrate  
Ga 67 Injection

2

### RADIOPHARMACEUTICAL ONCOLOGY

**PYLARIFY**  
Piflufolastat F 18 Injection

**AZEDRA**  
iobenguane I 131 injection for  
intravenous use

**QUADRAMET** \*\*\*\*  
(SAMARIUM SM 153 LEXIDRONAM INJECTION)

1095\*

LMI 1195\*

3

### STRATEGIC PARTNERSHIPS & OTHER

Pharma Services: Biomarkers

NTI-1309\* NORIA

NM-01\* NANOMAB

BAYER

POINT  
BIOPHARMA

reflexion\*\*  
REGENERON\*\*

Microbubble Partnerships\*\*\*

CARTHERA  
Advanced Brain Therapy Through Innovation

CEREVAST™

INSIGHTEC®

AHN

aBSI  
AUTOMATED BONE SCAN INDEX

PYLARIFYAI™

RELISTOR®  
methylnaltrexone bromide

BAUSCH+Health

piflufolastat F 18\* \*\*

CURIUM™  
EU ONLY

flurpiridaz\*

GE Healthcare

1404\*

ROTOP

\* Product candidates; \*\* Revenue will be reported under the Radiopharmaceutical Oncology category; \*\*\* Revenue will be reported under the Precision Diagnostic category; \*\*\*\* Product no longer available for commercial sale

# U.S. Approved Products



\* Product no longer available for commercial sale

# Strategic Partnerships Across Our Portfolio

## Oncology

**piflufolastat F 18**

**REGENERON**



**CURIUM™**

**reflexion**

**1404**



**PSMA TTC**



**aBSI**



GE Healthcare

**Biomarker**

RATIO  
THERAPEUTICS, INC.



## Microbubble

**CEREVAST™** INSIGHTEC®



## RELISTOR

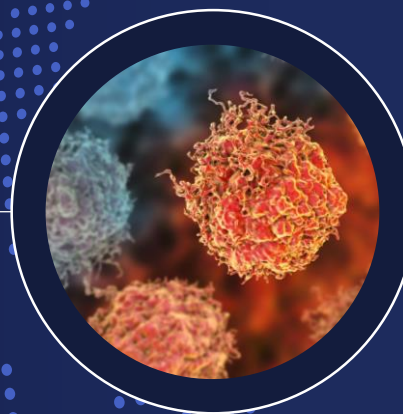
**BAUSCH+Health**

## flurpiridaz F18



GE Healthcare





# Third Quarter 2021 Financial Results

November 4, 2021

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