



Reimagining Molecules to Advance Medicine

Corporate Presentation – April 2024

SPECIAL NOTE REGARDING FORWARD-LOOKING STATEMENTS

This document contains forward-looking statements concerning Eton Pharmaceuticals, Inc. ("Eton", the "Company," "we," "us," and "our"). The words "believe," "may," "will," "potentially," "estimate," "continue," "anticipate," "intend," "could," "would," "project," "plan," "expect" and similar expressions that convey uncertainty of future events or outcomes are intended to identify forward-looking statements. These forward-looking statements include, but are not limited to, statements concerning the following:

- our future financial and operating results;
- our intentions, expectations and beliefs regarding anticipated growth, market penetration and trends in our business;
- the timing and success of our plan of commercialization;
- our ability to successfully develop and clinically test our product candidates; and
- our ability to file for FDA approval of our product candidates through the 505(b)(2) regulatory pathway.

These forward-looking statements are subject to a number of risks, uncertainties and assumptions, including those described in "Risk Factors" section of the Registration Statement on Form S-1 filed Eton with the Securities and Exchange Commission on September 25, 2018. In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed in this document may not occur and actual results could differ materially and adversely from those anticipated or implied in our forward-looking statements. You should not rely upon forward-looking statements as predictions of future events. Although we believe that the expectations reflected in our forward-looking statements are reasonable, we cannot guarantee that the future results, levels of activity, performance or events and circumstances described in the forward-looking statements will be achieved or occur.

This document contains only basic information concerning Eton. Because it is a summary it does not contain all of the information you should consider before investing.

Before you invest, you should read the prospectus in that registration statement and other documents Eton has filed with the SEC for more complete information about Eton and this offering. You may get these documents for free by visiting EDGAR on the SEC Web site at www.sec.gov. Alternatively, Eton, any underwriter or any dealer participating in the offering will arrange to send you the prospectus if you request it by calling National Securities Corporation toll-free at 1-800-832-6084.

Disclaimer: Products discussed in this presentation are under development and not yet approved by the FDA. The information presented here is to the best of the company's current knowledge and assumptions, which may be different from the labeling and conditions provided by the FDA upon approval, which approval itself is not guaranteed. In no event should this information be construed as marketing or promotion, or providing directions for use of any product, all of which are contingent on FDA approval.

Dedicated to developing and commercializing pharmaceutical products to address unmet needs in patients suffering from **extremely rare** conditions

ULTRA-RARE DISEASE FOCUS



Focus on bringing treatments to patients with the rarest of conditions (<10,000 patients)

5 COMMERCIAL PRODUCTS



Therapeutic areas of pediatric endocrinology and metabolic genetics

3 LATE-STAGE PIPELINE CANDIDATES



3 additional products in late-stage development

RAPIDLY GROWING REVENUE



12 straight quarters of sequential revenue growth since launch of ALKINDI SPRINKLE

STRONG FINANCIAL POSITION



\$21.4 million of cash on hand to support new product acquisitions and R&D

Why Ultra-Rare?



LARGE OPPORTUNITY

More than 5,000 rare diseases have no FDA-approved treatment option



MEANINGFUL IMPACT

Eton prefers markets where it can provide the first or only FDA-approved treatment option for patients



TARGETED COMMERCIALIZATION

Small patient populations have small prescriber bases, enabling efficient commercialization of multiple products simultaneously



LIMITED COMPETITION

Many companies are unwilling to dedicate development and commercial resources to products that treat small patient populations

Eton's Ultra-Rare Disease Products

Carglumic Acid
tablets for oral suspension 200 mg

~100

Nitisinone
Capsules

200-300

Betaine
Anhydrous

1,000-2,000

ET-600

<5,000

PKU GOLIKE

~8,000

Alkindi
Sprinkle

~10,000

FDA
Orphan
Definition

<200,000

Traditional
Drug
Products

200,000+

Est. US Patient
Populations

Eton's commercial strategy is designed to serve the unique needs of ultra-rare patient populations



Meaningful partnerships with patient advocacy groups. Eton works closely with patient and caregiver groups to advance awareness, education, and patient support resources.



Active advisory board of key opinion leaders. Regular engagement with physicians and healthcare professionals leading the research and treatment of ultra-rare conditions.



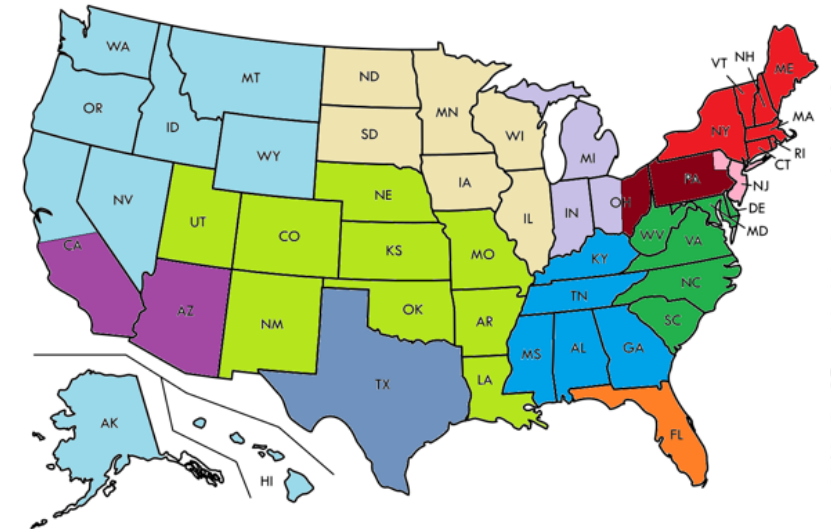
Eton Cares patient support program in place for all products. \$0 co-pay for commercial patients, quick-start program, nurse hotline, monthly patient check-ins.



Concentrated prescriber bases. Small number of specialists within pediatric endocrinology and metabolic genetics allows for an efficient twelve-person sales force to cover targets across the country.



Exclusive distribution through high-touch specialty pharmacy. Direct shipment to patients as needed with a high level of administrative support.



12 Straight Quarters of Product Revenue Growth



STRONG 2023 PERFORMANCE

- Operating cash flow positive in 2H 2023
- \$26.1 million in full year product revenue*, up 132% year-over-year

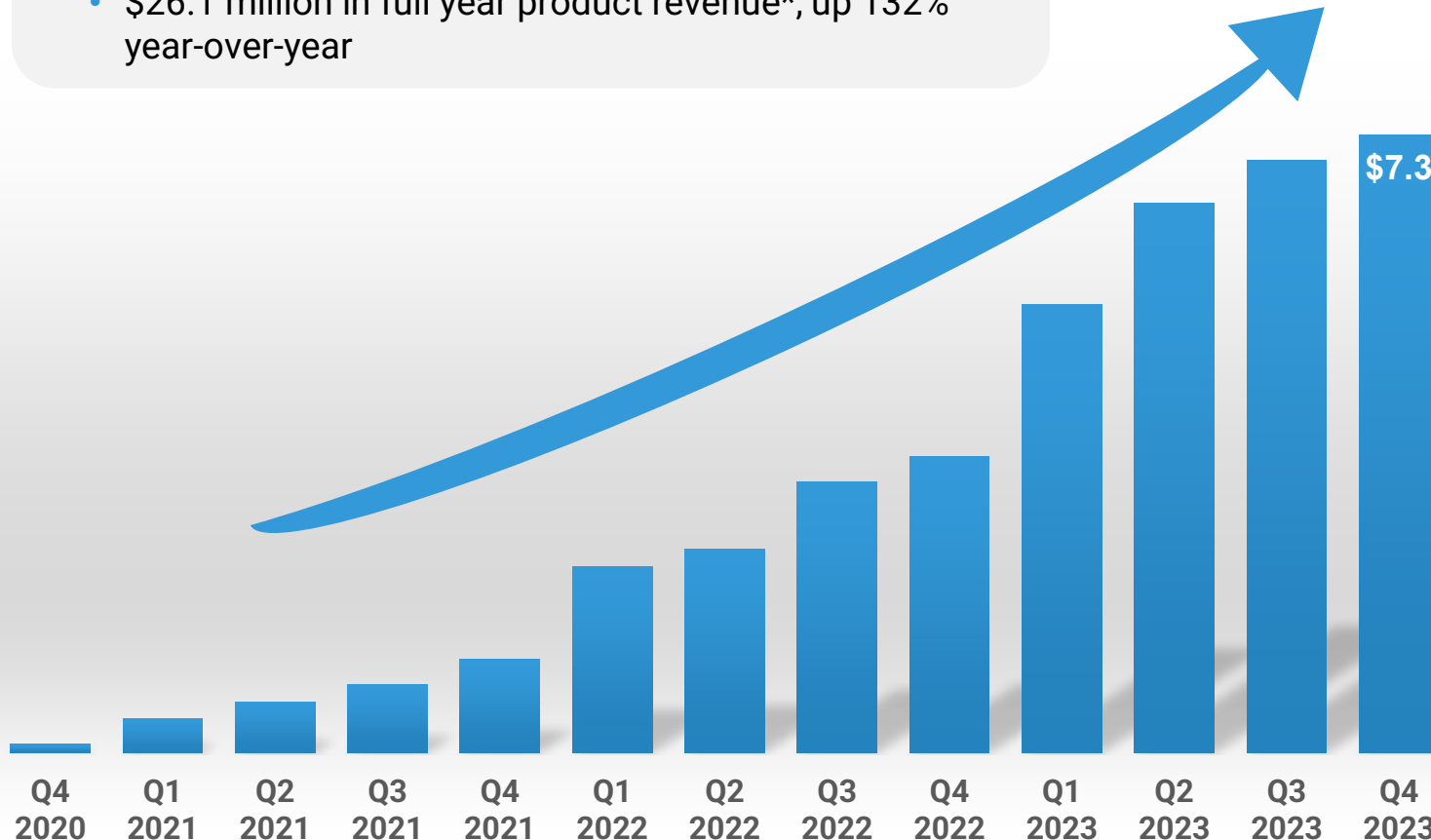


Chart: Quarterly product sales and royalty revenue in millions *Product sales and royalty revenue, excludes licensing revenue

3 PART STRATEGY FOR LONG-TERM REVENUE GROWTH



Continued organic growth of ALKINDI SPRINKLE (2034 IP), Carglumic Acid, Betaine, Nitisinone, and PKU GOLIKE

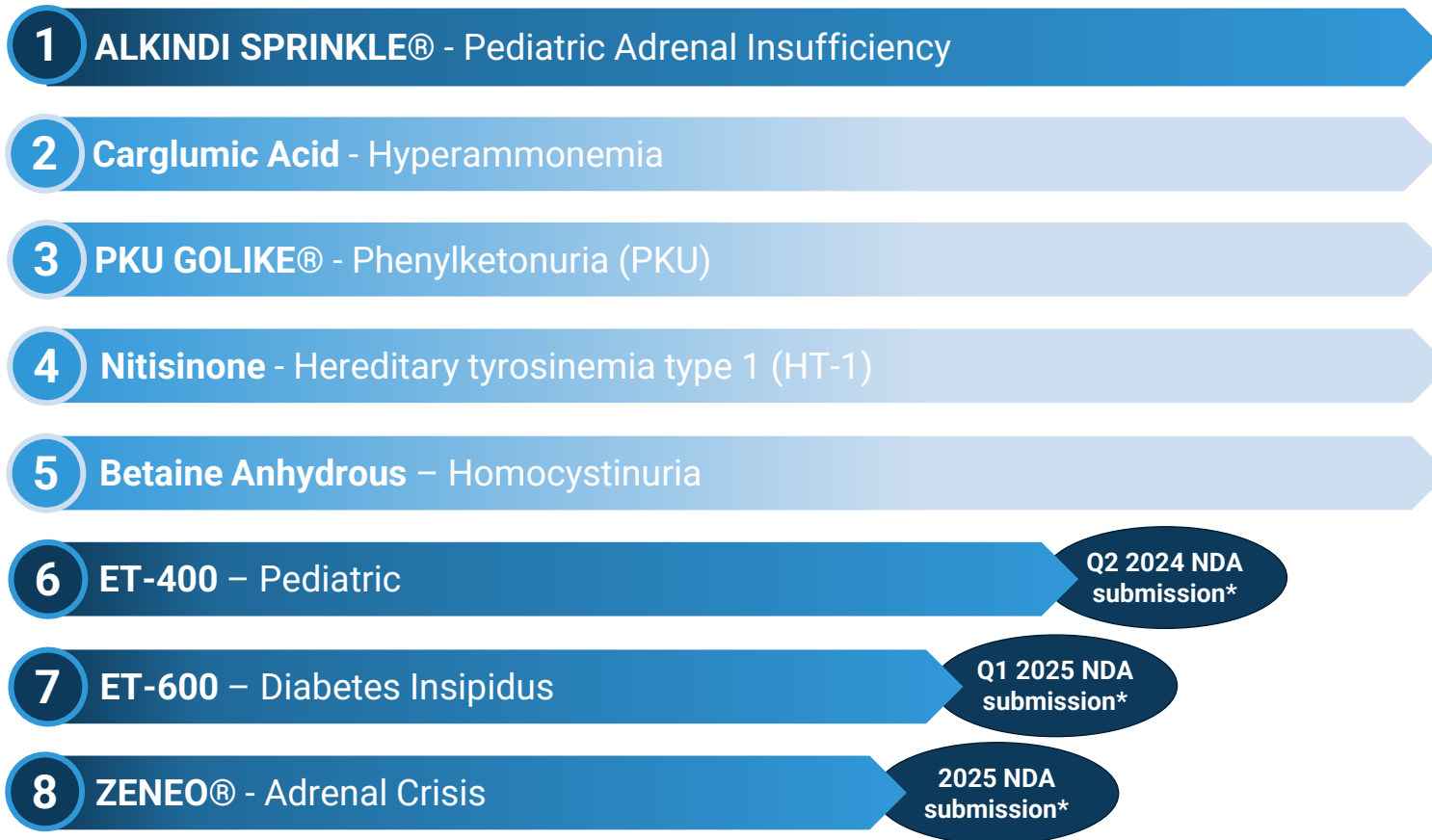


Anticipated future launches of ET-400 (2025) and ET-600 (2026)



Actively engaged in discussions to acquire or license additional products

Path to 10 Commercial Products by 2025



*Estimated based on company projections

Long-term goal of 10 commercial rare disease products by end of 2025

7

Potential products from existing portfolio & pipeline by 2025

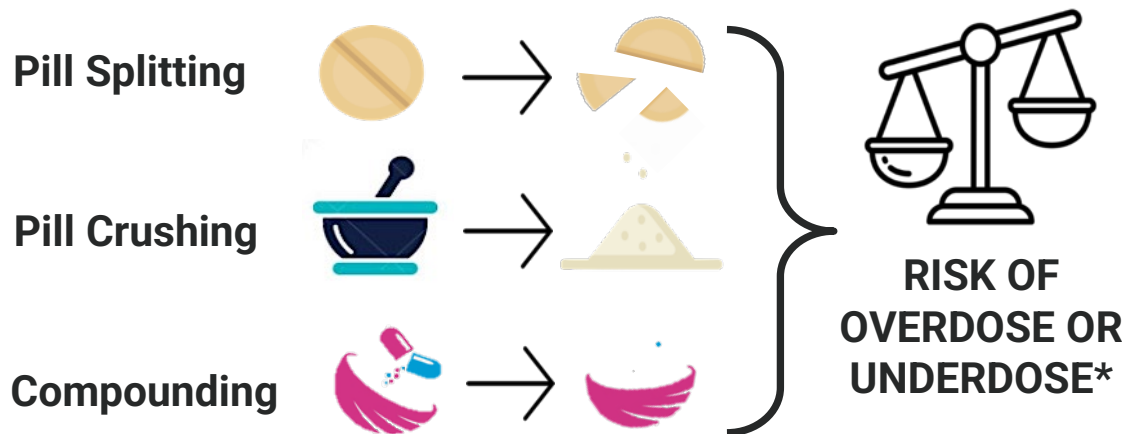
3+

Products from future acquisitions to reach 2025 goal

ALKINDI SPRINKLE® is a proprietary formulation of hydrocortisone sprinkles that is FDA approved as a replacement therapy for adrenocortical insufficiency (AI) in patients under 17 years of age

- First and only hydrocortisone treatment specifically designed to help provide accurate dosing for newborns and children with adrenal insufficiency. Addresses unmet need for accurate, low-dose treatment.
- Eliminates the need for patients to split tablets, crush tablets, or utilize compounded suspensions.
- Three orange-book listed patents extending to 2034.

PREVIOUS METHODS



ALKINDI SPRINKLE



SOURCES: Oprea A, et al. Ther Adv Endocrinol Metab. 2019;10:1-27. doi:10.1177/2042018818821294; Bornstein SR. J Clin Endocrinol Metab. 2016;101(2):364-389; Knutson U, et al. J Clin Endocrinol Metab. 1997;82(2):536-540; White PC, Speiser PW. Endocr Rev. 2000;21(3):245-291; Madathilethu J et al., 2017 BMJ Paediatrics

*No representation is made with respect to the prevention of these conditions with the use of ALKINDI SPRINKLE

Expected NDA submission in 2024 for ET-400 (hydrocortisone oral solution)



Highly requested dosage form. ET-400 will provide an additional oral hydrocortisone treatment option. Patients and caregivers have expressed strong demand for an FDA-approved liquid formulation of hydrocortisone, particularly among infants and young children.



Gives Eton ability to capture a greater percentage of the oral hydrocortisone market. Eton expects the sales of ET-400 to drive significant revenue growth.



Proprietary formulation. Eton developed a patented proprietary formulation to create a room temperature stable oral solution. Patent coverage through 2043.



Passed pivotal bioequivalence study. Expected NDA submission in Q2 2024, allowing for potential FDA approval as early as Q1 2025.

Acquired U.S. rights to PKU GoLike, a medical formula for patients with phenylketonuria (PKU), in March 2024



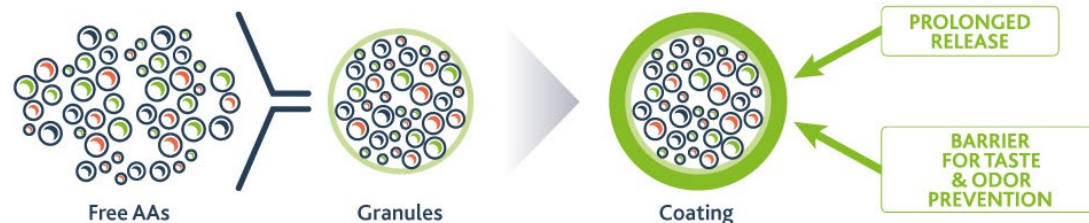
Controlled-release, taste- and odor-masked amino acid mix. Designed to provide a better taste and a superior experience compared to alternative PKU medical formulas. Available in convenient bars and sachets to help patients support their nutritional needs.



Ability to leverage existing metabolic sales force. Product can be sold by the sales force that currently promotes Carglumic Acid, Betaine, and Nitisinone. Existing relationships in the metabolic community will significantly increase the awareness, education, and adoption of the product.



Accretive to 2024 earnings. Fourth quarter 2023 net sales in the U.S. were at an annual run rate of more than \$1 million. Eton anticipates eventually reaching 10% of the estimated \$100 million U.S. market.



Three approved generic products prescribed by metabolic geneticists



Lower cost alternatives to very expensive rare disease products. For some patients, the cost of Carbaglu® can exceed \$1 million per year.



Promoted by Eton's sales force with full patient support offerings. Prescriber base already covered by current commercial organization and patients have full access to Eton Cares and other programs.



Strong financial contribution. Acquisition of approved ANDAs has generated immediate revenue and high returns on invested capital. Expect metabolic genetics portfolio to contribute double digit million revenue annually.



Carglumic Acid
tablets for oral suspension 200 mg

Hyperammonemia

Indication

Eton Product Launch

Dec. 2021

Est. U.S. Patient Population

~100

Est. Market Size

~\$50 Million



Betaine Anhydrous
for oral solution

Homocystinuria

May 2023

1,000 - 2,000

\$10 -20 Million



Nitisinone
Capsules

Tyrosinemia Type 1

Q1 2024

200 - 300

~\$50 million

Product candidate under development for the treatment of diabetes insipidus



Addresses significant unmet need for an orphan patient population. The condition is estimated to impact less than 5,000 pediatric patients in the United States.



Synergistic fit in Eton's portfolio. Product would be prescribed by pediatric endocrinologists, the same call point as ALKINDI SPRINKLE.

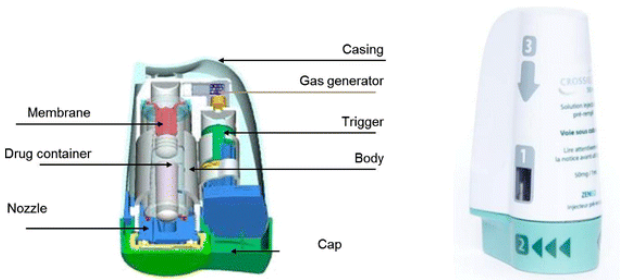


Proprietary, patent-pending product expected to have long-term patent protection.



Potential early 2025 NDA submission. Passed pilot bioequivalence study with pivotal study expected in the second half of 2024.

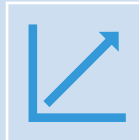
ZENEO® hydrocortisone autoinjector is under development as a rescue treatment for adrenal crisis



ZENEO® Needle-Free Autoinjector



Solves a major hurdle to current treatment. Current treatment, Solu-Cortef®, must be diluted, mixed, and administered with a standard syringe. Eton's autoinjector would offer a ready-to-use product.



Strong demand and market opportunity. 240,000 units of Solu-Cortef® are sold through retail or mail order annually. Total estimated market opportunity of \$100-200 million annually*.



Demonstrated confidence in technology. Development partner Crossject received a \$60 million order from the U.S. government for a different molecule that is utilizing the same device.



Solu-Cortef®
(Current standard of care)



ATTRACTIVE PORTFOLIO AND PIPELINE POISED FOR LONG-TERM GROWTH

- 12 straight quarters of product revenue growth
- Expect continued organic growth from commercial portfolio of five products
- Three late-stage rare disease products with potential near-term launches



PROVEN ABILITY TO ACCELERATE GROWTH THROUGH ACQUISITIONS & LICENSING

- Favorable current acquisition environment
- Actively considering opportunities to add additional products



WELL-CAPITALIZED TO FUND GROWTH

- \$21.4 million of cash on hand
- Operating cash flow positive in H2 2023
- Significant excess cash to fund acquisitions



NEAR-TERM CATALYSTS

- Commercialization of PKU GOLIKE® (March 2024)
- ET-400 NDA submission in Q2 2024
- ET-600 potential launch in late 2025
- Potential new product acquisitions

Appendix



Experienced Leadership Team

Our leadership team brings a proven track record of successfully developing and commercializing products at industry leading companies



Sean Brynjelsen

Chief Executive Officer & Director



James Gruber, CPA

Chief Financial Officer



Ingrid Hoos

Senior Vice President, Regulatory Affairs



David Krempa

Chief Business Officer



Scott Grossenbach

Vice President, Sales Operations



Danka Radosavljevic

Vice President, Quality



Kevin Guthrie

Executive Vice-President, Commercial Operations

Baxter



