



# First Quarter 2024 Financial Results

April 25, 2024



# Safe Harbor Statement

- The slides presented today and the accompanying oral presentations contain forward-looking statements, which may be identified by the use of words such as “may,” “might,” “will,” “should,” “can,” “expect,” “plan,” “anticipate,” “believe,” “estimate,” “project,” “intend,” “future,” “opportunity,” “goal,” “mission,” “potential,” “target,” or “continue,” and other similar expressions.
- Forward-looking statements in this presentation include statements regarding: plans, expectations, strategy and goals for commercialization of ZURZUVAE as a treatment for women with PPD, including our goal for ZURZUVAE to become first line therapy and standard of care in this indication and our reimbursement, access and time to shipment goals; our belief in the potential benefit and profile of ZURZUVAE in the treatment of PPD; the potential for success of our commercialization of ZURZUVAE for women with PPD and our belief in the size of the potential market opportunity in PPD and the role of ZURZUVAE in unlocking such potential; the potential for success of our other product candidates in various indications, including the potential profile and benefit of our other product candidates; our clinical development plans, including expected timelines for activities and our expectations as to potential results; our estimates as to the number of patients with disorders and diseases of interest to us and that we hope to help; the potential drivers of value in our business and the potential for value creation; the opportunity, mission, goals and vision for our business; and our expectations with respect to cash, expenses and maintaining a strong financial foundation.
- These forward-looking statements are neither promises nor guarantees of future performance, and are subject to a variety of risks and uncertainties, many of which are beyond our control, which could cause actual results to differ materially from those contemplated in these forward-looking statements, including the risk that:
  - We may not be successful in our commercialization efforts with respect to ZURZUVAE in the treatment of women with PPD; the market size and market acceptance for ZURZUVAE as a treatment for women with PPD by healthcare professionals, patients and payors may be significantly smaller than we expect; we may encounter reimbursement, market access or other market-related issues in the course of our commercialization activities; early positive signs may not be a signal of future success; ZURZUVAE may not achieve the clinical benefit in the treatment of women with PPD that we expect; we may not generate revenue from sales of ZURZUVAE at the levels or on the timing we expect.
  - Our clinical trials may not meet their primary endpoints or key secondary endpoints. For example, results of our ongoing clinical studies of dalzanem in HD and AD may be negative like the results from the PRECEDENT study in MCI in PD. The possible distinctions among indications as a result of the underlying pathophysiology and symptomatology in PD may not prove to be relevant in the context of clinical trials of dalzanem. Success in nonclinical studies or in prior clinical trials of our product candidates may not be repeated or observed in ongoing, planned or future studies involving the same compound or other product candidates. Non-clinical and clinical results from ongoing or future trials may not support further development of the product candidate, our planned regulatory pathway, or filing for or obtaining regulatory approval on the timelines we expect or at all and we may be required to conduct additional clinical trials or nonclinical studies which may not be successful. We may experience slower than expected enrollment in our clinical trials or may encounter other delays or problems, including in analyzing data or requiring the need for additional analysis, data or patients, or due to timing and results of consultation with regulatory authorities, and such issues with any trial could cause delay in completion of the trial, availability of results and timing or success of future activities.
  - We may encounter unexpected safety or tolerability issues with respect to any of our product candidates or marketed products; we may encounter different or more severe adverse events at higher doses, different frequency or length of dosing or in new indications.
  - At any stage, regulatory authorities may ask for additional clinical trials, nonclinical studies or other data in order for us to proceed further in development or to file for or obtain regulatory approval. Other decisions or actions of the FDA or other regulatory authorities may affect the initiation, timing, design, size, progress and cost of clinical trials or development efforts and our ability to proceed with further development.
- Even if our other product candidates are successfully developed and approved, the number of patients with the diseases or disorders our products treat or the subset of such patients we believe will use our products, the need for new treatment options, and the actual market for such products may be smaller than our current estimates.
- The anticipated benefits of our collaborations, including our collaboration with Biogen, may never be achieved. The need to align with our collaborators may hamper or delay our development and commercialization efforts or increase our costs; our business may be adversely affected and our costs may increase if any of our key collaborators fails to perform its obligations or terminates our collaboration.
- We may not be able to obtain and maintain adequate intellectual property protection or other forms of data and marketing exclusivity for our products, or to defend our patent portfolio against challenges from third parties.
- We may face competition from others developing products or with approved products for similar uses as those for which our product candidates are being developed.
- Our operating expenses may be higher than forecasted and we may face unexpected expenses which could cause us to use our cash faster or change our plans or both. Our revenues may be lower than we expect, including if we do not achieve market acceptance of ZURZUVAE in the treatment of women with PPD or if we do not achieve our access/reimbursement goals in this indication, or if our launch for other reasons is not as successful as we expect which may cause us to not achieve our cash runway expectations. We may not achieve expected milestones that trigger cash payments on the timing we expect, or at all. For these and other reasons, our expectations with respect to cash, expenses and financial strength may not prove to be accurate. We may need or choose to raise additional funding, which may not be available on acceptable terms, or at all.
- We may not be able to establish and maintain key business relationships with third parties on acceptable terms or we may encounter problems with the performance of such third parties.
- We may encounter technical and other unexpected hurdles in the manufacture, development or commercialization of our products.
- Any of the foregoing or other factors may negatively impact our ability to achieve our goals, mission, opportunities, plans or expectations for our business and the potential for value creation.
- For additional disclosure regarding these and other risks Sage faces, see the disclosure contained in the “Risk Factors” section of our most recent report, and in our other public filings, with the Securities and Exchange Commission, available on the SEC’s website at <http://www.sec.gov>. Any forward-looking statement represent our views only as of today, and should not be relied upon as representing our views as of any subsequent date. We undertake no obligation to update or revise the information contained in this presentation, whether as a result of new information, future events or circumstances or otherwise.

# Sage Therapeutics call participants



**Barry Greene**  
Chief Executive Officer



**Chris Benecchi**  
Chief Business Officer



**Laura Gault**  
Chief Medical Officer



**Kimi Iguchi**  
Chief Financial Officer



**Mike Quirk**  
Chief Scientific Officer

# Opportunity to become the leader in brain health

**Patient inspired, patient led, *patient first***



**ZURZUVAE™**

First and only oral product approved by the FDA specifically for postpartum depression (*second approved product*)



**Differentiated pipeline** driven by patient need, science, and external insights

**Scientific and therapeutic leadership** within GABA and NMDA opportunities – strong product engine



**Strong financial foundation** to help create value for sustained growth



**Value-driven culture** focused on doing what's right for patients





  
**ZURZUVAE™**  
 (zuranolone) capsules   
 20 mg • 25 mg • 30 mg

## Is Now Available

ZURZUVAE (50mg) is approved for the treatment of postpartum depression in adults. A full course of ZURZUVAE includes 14 days of treatment.

### Important Safety Information

ZURZUVAE may cause serious side effects, including decreased awareness and alertness, which can affect your ability to drive safely or safely do other dangerous activities. Do not drive, operate machinery, or do other dangerous activities until at least 12 hours after taking each dose. You may not be able to tell on your own if you can drive safely or tell how much ZURZUVAE is affecting you. ZURZUVAE may cause central nervous system (CNS) depressant effects including sleepiness, drowsiness, slow thinking, dizziness, confusion, and trouble walking. Taking alcohol, other medicines that cause CNS depressant effects such as benzodiazepines, or opioids while taking ZURZUVAE can make these symptoms worse and may also cause trouble breathing. ZURZUVAE is a federally controlled substance schedule IV because it contains zuranolone, which can be abused or lead to dependence. Tell your healthcare provider right away if you become pregnant or plan to become pregnant during treatment with ZURZUVAE. You should use effective birth control (contraception) during treatment with ZURZUVAE and for 1 week after the final dose. ZURZUVAE and other antidepressant medicines may increase the risk of suicidal thoughts and actions in people 24 years of age and younger. ZURZUVAE is not for use in children. The most common side effects of ZURZUVAE include sleepiness or drowsiness, dizziness, common cold, diarrhea, feeling tired, weak, or having no energy, and urinary tract infection.

# ZURZUVAE Q1 2024 PPD Launch Update



## **PRESCRIPTION DATA\***

- Over 1,200 prescriptions of ZURZUVAE written
- More than 700 prescriptions shipped/delivered



## **PHYSICIAN TRENDS\***

- OBGYNs accounted for the largest share of prescriptions followed by psychiatrists and PCPs
- The number of new ZURZUVAE prescribers grew each month
- A growing number of HCPs have already written multiple prescriptions for ZURZUVAE
- Continued enthusiasm from HCPs to learn more



## **COVERAGE UPDATES^**

- 2 national PBMs have published policies in PPD without step therapy or complex prior authorization
- Over 65% of commercial lives covered by payor policies in PPD with majority having no step therapy or complex prior authorization
- Medicaid reviews are ongoing with decisions from certain states completed faster than expected
- Majority of shipments were covered by commercial and government payors

*\*Data as of March 31, 2024*

*^Data as of mid-April*

# Phase 2 data expected for dalzanemdor (SAGE-718) in HD and AD indications in 2024

## EARLY 2024 (Q1/Q2)

- Topline data from the **PRECEDENT Study in PD**<sup>1</sup>

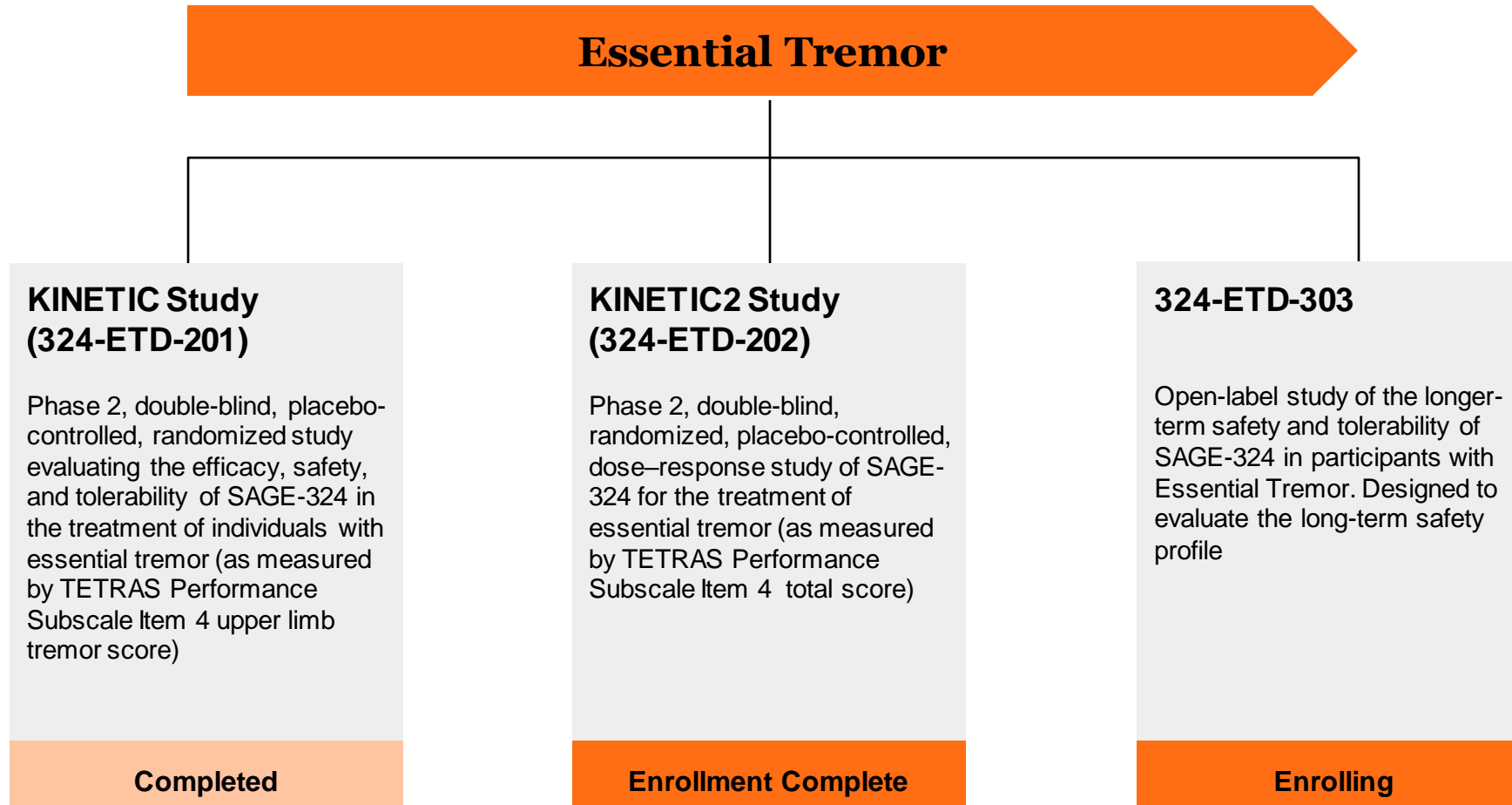
## MID 2024 (Q2/Q3)

- Topline data from the **SURVEYOR Study in HD**

## LATE 2024 (Q3/Q4)

- Topline data from the **LIGHTWAVE Study in AD**
- Topline data from the **DIMENSION Study in HD**

# SAGE-324 clinical development program





# Other potential areas of growth within GABA and NMDA platforms

## Profile of SAGE-319

*GABA Receptor PAM*

- Extra-synaptic GABA<sub>A</sub> receptor preferring positive allosteric modulator
- Profile intended to support daily, oral, chronic dosing
- Differentiated clinical EEG signature compared to zuranolone and SAGE-324

Potential indications:

**NEURODEVELOPMENTAL /  
MOTOR DISORDERS**

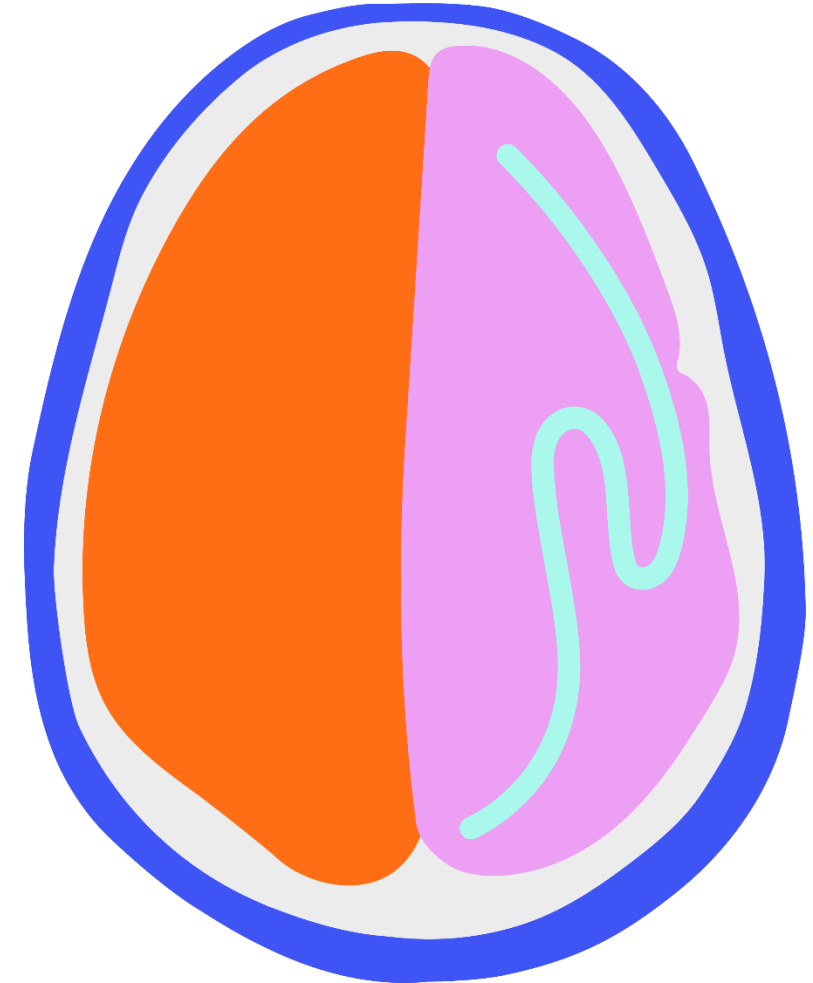
## Preclinical profile of SAGE-421

*NMDA Receptor PAM*

- NMDA receptor positive allosteric modulator
- Profile intended to support daily, oral, chronic dosing



Potential indications:

**COGNITIVE IMPAIRMENT,  
SCHIZOPHRENIA**



# First Quarter 2024 Financial Results

*Strong financial position with \$717M in cash at the end of Q1 '24*

Item	Q1 '24	Q1 '23
Product revenue, net 	\$1.7M	\$3.3M
License and milestone revenue - related party	\$0M	\$0M
Collaboration revenue - related party 	\$6.2M	\$0M
Other Collaboration revenue	\$0M	\$0M
Total Revenue	\$7.9M	\$3.3M
Cost of Revenues	\$1.3M	\$0.2M
R&D Expense	\$71.7M	\$92.8M
SG&A Expense	\$52.6M	\$65.7M
Restructuring	\$0M	\$0M
Total Operating Costs and Expenses	\$125.6M	\$158.8M
Net Loss	(\$108.5M)	(\$146.8M)
Cash and Marketable Securities	\$0.7B	\$1.1B

# Potential Value Creating Catalysts

## Anticipated Events

ZURZUVAE*	Ongoing commercialization of ZURZUVAE in the treatment of women with PPD	2024
	Present additional analyses of data from NEST clinical program, including health economics and patient reported outcomes	2024
Dalzanemdor (SAGE-718)	<i>Topline data from the PRECEDENT Study in PD</i>	EARLY 2024 – COMPLETED
	Topline data from the SURVEYOR Study in HD	MID 2024
	Topline data from the LIGHTWAVE Study in AD	LATE 2024
	Topline data from the DIMENSION Study in HD	LATE 2024
	Present additional analyses of data from clinical development program as well as disease state and burden of disease research in HD, PD and/or AD	2024
SAGE-324*	Topline data from Phase 2 KINETIC 2 Study in ET	MID 2024
	Present additional analyses of data from clinical development program as well as disease state and burden of disease research in ET	2024

## Additional Expected Milestones

Cash Balance	Maintain strong financial foundation	2024
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# Q&A