

# BETTER IS POSSIBLE.

### Forward-looking statements and where to find additional information

This presentation contains forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), and the Private Securities Litigation Reform Act of 1995, including, without limitation, statements related to: our growth and future operating results and trends, our strategy, plans, objectives, expectations (financial or otherwise) and intentions, future financial results and growth potential, including our plans with respect to the repayment of our indebtedness, anticipated product portfolio, development programs, patent terms, development of products, strategic alliances and intellectual property and any other statements that are not historical facts. For this purpose, any statement that is not a statement of historical fact should be considered a forward-looking statement. We often use the words "anticipate," "believe," "can," "could," "estimate," "expect," "intend," "may," "plan," "project," "should," "will," "would" and similar expressions to help identify forward-looking statements. We cannot assure you that our estimates, assumptions and expectations will prove to have been correct. Actual results may differ materially from these indicated by such forward-looking statements as a result of various important factors, including risks relating to, among others: the integration of our new chief executive officer; risks associated with acquisitions, such as the risk that the businesses will not be integrated successfully, that such integration may be more difficult, time-consuming or costly than expected or that the expected benefits of the transaction will not occur; our manufacturing and supply chain, global and United States, or U.S., economic conditions (including inflation and rising interest rates), and our business, including our revenues, financial condition, cash flows and results of operations; the success of our sales and manufacturing efforts in support of the commercialization of EXPAREL® (bupivacaine liposome injectable suspension), ZILRETTA® (triamcinolone acetonide extended-release injectable suspension) and iovera°®; the rate and degree of market acceptance of EXPAREL, ZILRETTA and iovera°; the size and growth of the potential markets for EXPAREL, ZILRETTA and iovera° and our ability to serve those markets; our plans to expand the use of EXPAREL. ZILRETTA and iovera° to additional indications and opportunities, and the timing and success of any related clinical trials for EXPAREL, ZILRETTA and iovera°; the commercial success of EXPAREL, ZILRETTA and iovera°; the related timing and success of United States Food and Drug Administration, or FDA, supplemental New Drug Applications, or sNDAs, and premarket notification 510(k)s; the related timing and success of European Medicines Agency, or EMA, Marketing Authorization Applications, or MAAs; our plans to evaluate, develop and pursue additional product candidates utilizing our proprietary multivesicular liposome, or pMVL, drug delivery technology; the approval of the commercialization of our products in other jurisdictions; clinical trials in support of an existing or potential pMVL-based product; our commercialization and marketing capabilities; our ability to successfully complete capital projects; the outcome of any litigation; the ability to successfully integrate any future acquisitions into our existing business; the recoverability of our deferred tax assets; assumptions associated with contingent consideration payments; assumptions used for estimated future cash flows associated with determining the fair value of the Company; and the anticipated funding or benefits of our share repurchase program. Important factors could cause our actual results to differ materially from those indicated or implied by forward-looking statements, and as such we anticipate that subsequent events and developments will cause our views to change. Except as required by applicable law, we undertake no intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, and readers should not rely on the forward-looking statements as representing our views as of any date subsequent to the date of this presentation. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, levels of activity, performance or achievements to differ materially from those expressed or implied by these statements. These factors include items mentioned herein and the matters discussed and referenced in Part I-Item 1A.

PACIRA Better is possible.

"Risk Factors" included in our Annual Report on Form 10-K for the year ended December 31, 2023 (the "2023 Annual Report") and in other reports as filed with the SEC.



We deliver innovative, non-opioid pain therapies to transform the lives of patients.

Frank Lee | Chief Executive Officer & Director

## How we do anything, is how we do everything

#### **GUIDING PRINCIPLES**



Keep the patient at the center



Follow the science



Treat our people well

#### **VALUES**

- Every day, we are determined to achieve the extraordinary
- Integrity is the foundation of who we are
- We respect diverse talent and the collective power of a unified team

## Longstanding leadership in innovative pain management

**\$675M** revenue in 2023

\$215M adjusted EBITDA

750+

employees with a unifying purpose

Value-based culture fosters operational excellence

## 15M+

### patients treated

3 best-in-class products

#1 long-acting local analgesic for postsurgical pain prevention and treatment

Innovative pipeline with potential to transform chronic pain management

Building on a strong foundation to continue revolutionizing pain management

### A high bar

We're aiming high, tackling significant challenges head-on. This bold approach will drive our company's growth.

## Pivoting to next phase of growth

Pain is a unique journey for each patient. We're investing in innovation to transform that journey.

## Honoring our legacy, investing in our future

With 10+ years of leadership in targeted, long-acting acute pain management, Pacira led the way in developing opioid alternatives.

Pacira is the longstanding industry leader in non-opioid pain management



Changing the trajectory of the opioid crisis



**Best-in-class commercial brands** 



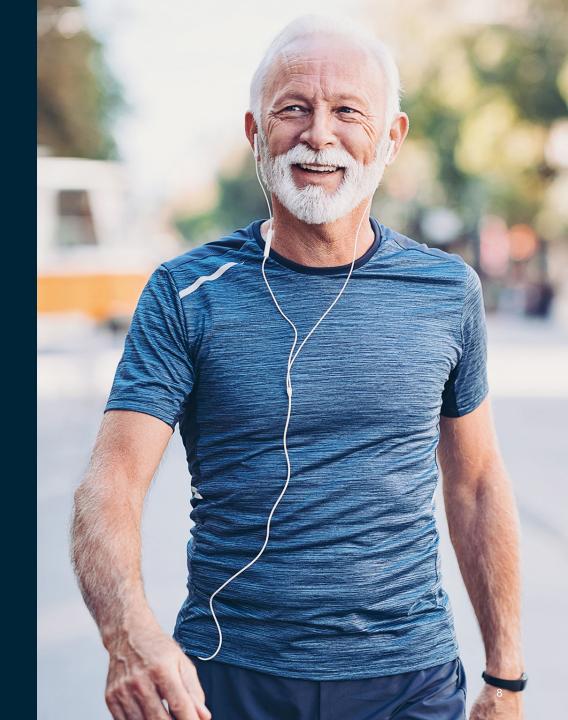
**Investing in innovation** 



**Putting our mission into action** 

#### **CHANGING THE TRAJECTORY OF THE OPIOID CRISIS**

We are addressing an ongoing opioid crisis by interrupting a key contributor—the surgical gateway



### Leaders drive change

Nationwide campaign empowering patients to demand non-opioid solutions







Commercial portfolio with over a decade of proven opioid-sparing safety and effectiveness

Relieving the healthcare system's burden by reducing opioid addiction and its costs

### We were the first

company to shine a spotlight on the connection between overprescription of opioids in the surgical setting and the worsening opioid epidemic

### **BEST-IN-CLASS COMMERCIAL BRANDS**

## Redefining non-opioid pain management









### Best-in-class commercial portfolio

Opportunity to address significant unmet needs



#### **EXPAREL**

The market's leading long-acting, local analgesic for postsurgical pain







#### **ZILRETTA**

The only FDA-approved extended-release IA injection for 3 months of OA knee pain

IA Injection (Knee)

IA Injection (Shoulder)





#### ioverao

The only novel, handheld device for immediate, long-lasting, drug-free pain control using advanced cold technology

Lower Back Pain
Foot & Ankle
Chronic Severe OA Pain
Spasticity
Knee Arthroplasty
Spine
Rib Fracture (Intercostal)

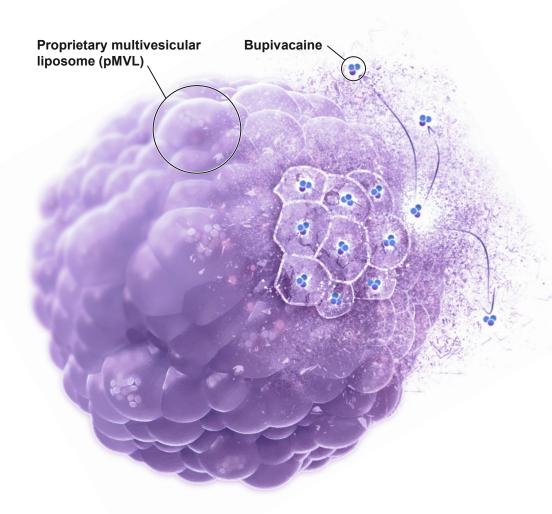


Abbreviations: IA, intra-articular.



**Market Procedures** 

## EXPAREL is redefining the way postsurgical pain is managed



#### **EXPAREL**

Uses proprietary multivesicular liposome (pMVL) technology, an advanced drug delivery platform, to extend analgesia

- Designed to deliver controlled levels of bupivacaine
- Encapsulates bupivacaine in a suspension of multivesicular liposomes
- Composed of naturally occurring biocompatible lipids
- Releases bupivacaine over time

Source: https://www.exparelpro.com/enhanced-recovery/risk-of-opioid-use

## Separate CMS reimbursement in outpatient settings

Expected to significantly expand access to non-opioid options for postsurgical pain

### Flaws of bundled payments for surgical procedures

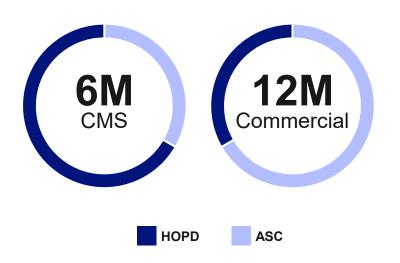
- Impedes patient and provider access to best-practice pain management by incentivizing the use of cheaper, generic approaches that often incorporate opioids
- Separate reimbursement at ASP+6% eliminates the cost barriers

### **Patient-centric legislative solution**

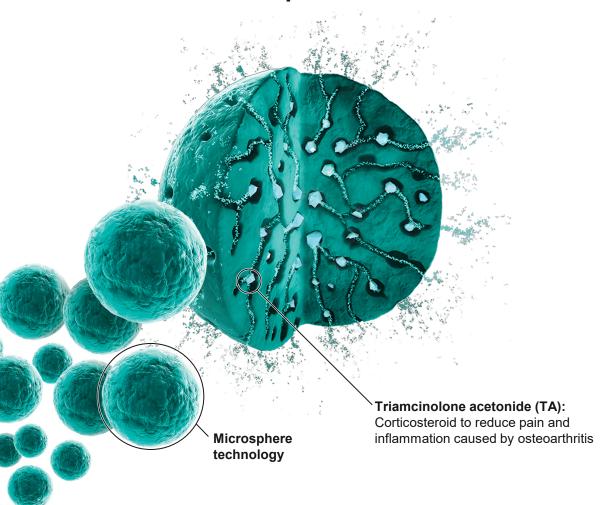
- Founding of Voices for Non-Opioid Choices—a non-partisan coalition dedicated to preventing addiction before it starts by improving access to non-opioid options for acute pain
- NOPAIN Act signed into law as part of Consolidated Appropriations Act of 2023
- EXPAREL and iovera° are among the 11 drugs and devices qualifying for separate payment via NOPAIN

## Opportunity to greatly expand patient access

Reimbursement pathway for **18M** surgical procedures in HOPD and ambulatory settings



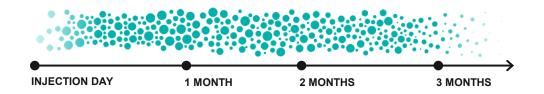
## ZILRETTA upends the short-acting corticosteroid market



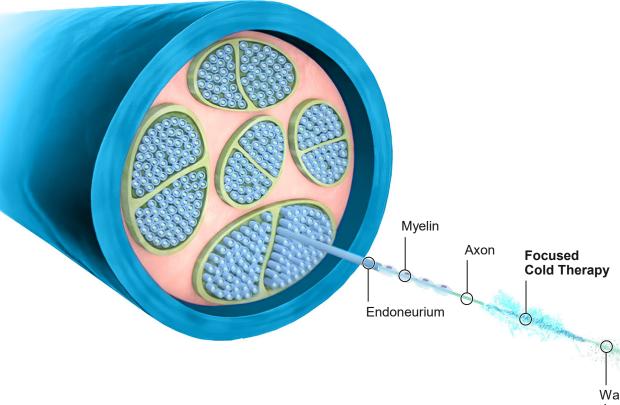
#### **ZILRETTA**

### Uses extended-release microsphere technology to slowly release pain medication into the knee joint

- Microspheres are tiny particles containing triamcinolone acetonide (TA)
- Once injected, microspheres remain stationary, slowly and continually releasing TA for about 3 months
- After 3 months, microspheres breakdown into carbon dioxide and water



## ioveraº provides immediate and long-acting pain relief



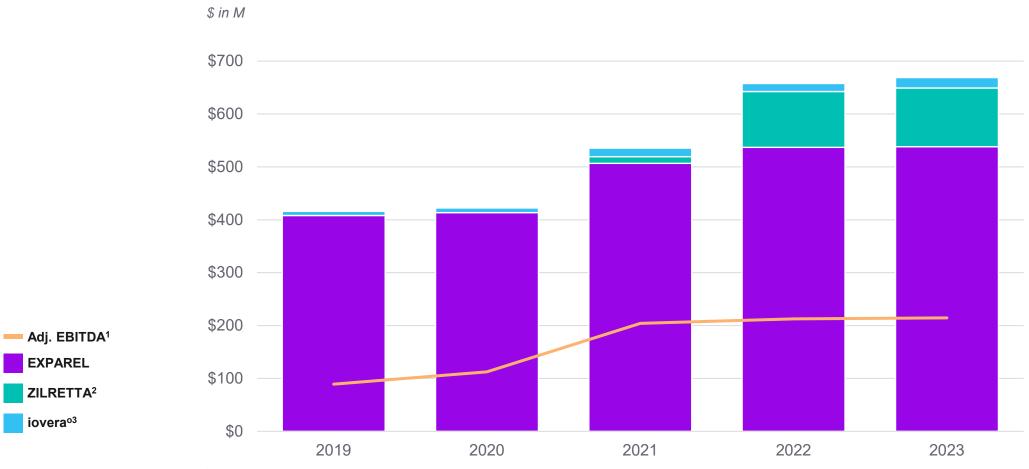
#### iovera

### **Uses Focused Cold Therapy to induce temporary nerve degeneration**

- · Loss of axon continuity and its myelin covering
- Preserves the connective structure of the nerve (endoneurium not affected by Focused Cold Therapy)
- Wallerian degeneration occurs
- Axonal regeneration occurs at a rate of 1 to 2 mm per day, after which sensory signaling is restored

Wallerian degeneration

## Cash generating commercial engine enabling investment in innovation to drive long-term growth and value creation



<sup>1.</sup> See non-GAAP disclosure in appendix for reconciliation to GAAP.

PACIRA Better is possible.

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<sup>2.</sup> Pacira began recognizing ZILRETTA sales upon completing its acquisition of Flexion in November 2021.

<sup>3.</sup> Pacira began recognizing sales of iovera° in April 2019 after completing its acquisition of MyoScience, Inc., a privately held medical technology company.

#### **INVESTING IN INNOVATION**

When a patient is in pain, their world gets smaller. Our goal is to remove the constraints that pain imposes.



### Osteoarthritis (OA): A serious disease starved for innovation



U.S. adults of working age (18-64) suffer from knee OA

**2M** Are under 45 years of age

Highly prevalent, degenerative, & painful<sup>1,2,3</sup>

Classified as serious by scientific community<sup>1,2,3</sup> Significant & growing economic burden<sup>1,2,3</sup>

### Patients suffering from knee OA say it impacts<sup>4</sup>











**75%** 

Health & Climbing stairs fitness

54% Sleeping

49%

**Ability** to work

38%

**28%** 

Mental health

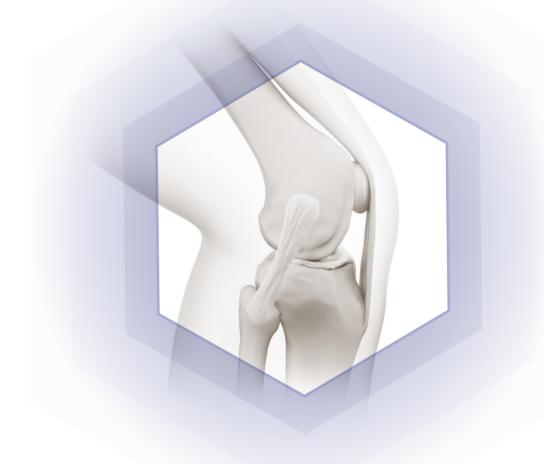
OA causes loss of independence and feelings of isolation." – OA Patient

Osteoarthritis Research Society International White Paper Osteoarthritis: A Serious Disease, Submitted to the U.S. Food and Drug Administration Dec. 1, 2016. <sup>2</sup>A National Public Health Agenda for Osteoarthritis: 2020 Update; Osteoarthritis Action Alliance (Centers for Disease Control and Arthritis Foundation). <sup>3</sup>Voice of the Patient; Osteoarthritis Foundation Summary Report from FDA's Patient-Focused Drug Development Meeting Sep. 30, 2017. <sup>4</sup>multivu.com/players/English/9104351-pacira-iovera-knee-pain-survey.

## Limited progress: 75 years of sporadic advances in OAK therapies

There is a clear need for innovation in the OA space

	Oral Analgesics	Injectable CS	Injectable HAs
1950s	'51: Acetaminophen	'59: Decadron <sup>®</sup> '59: Depomedro <sup>®</sup> l	
1960s		'64: Kenalog <sup>®</sup>	
1970s	'76: Naproxen '74: Ibuprofen	'74: Celestone®	
1980s	'88: Diclofenac		
1990s	ʻ99 <i>: Rofecoxib</i> ¹ '98: Celecoxib '91 <i>: Ketoralac</i> ¹		'97: Synvisc <sup>®</sup>
2000s			ʻ04: Euflexxa <sup>®</sup> ʻ04: Orthovisc <sup>®</sup>
2010s		'17: ZILRETTA®	'14: Monovisc®
2020s			



FDA approvals of OA guideline therapies over the past 75 years. 

¹Product withdrawn from market

Abbreviations: CS, Corticosteroids; HA, hyaluronic acids; OA, osteoarthritis.

## Significant durability gap: Patients with knee OA seek transformative solutions offering lasting pain relief



36% of patients receive 5+ rounds of injectables<sup>2</sup>

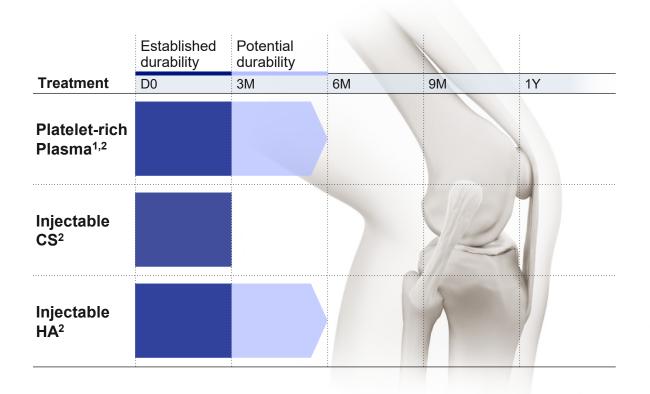
Current treatments like oral NSAIDs and IA injections provide only short-term relief with unfavorable safety profiles



>1 M total knee arthroplasty (TKA)/year

Ineffective long-term therapies push patients toward TKA, costing ~\$25K per procedure

New mechanisms targeting underlying causes of knee OA with >1 year of durability would revolutionize treatment for physicians & patients

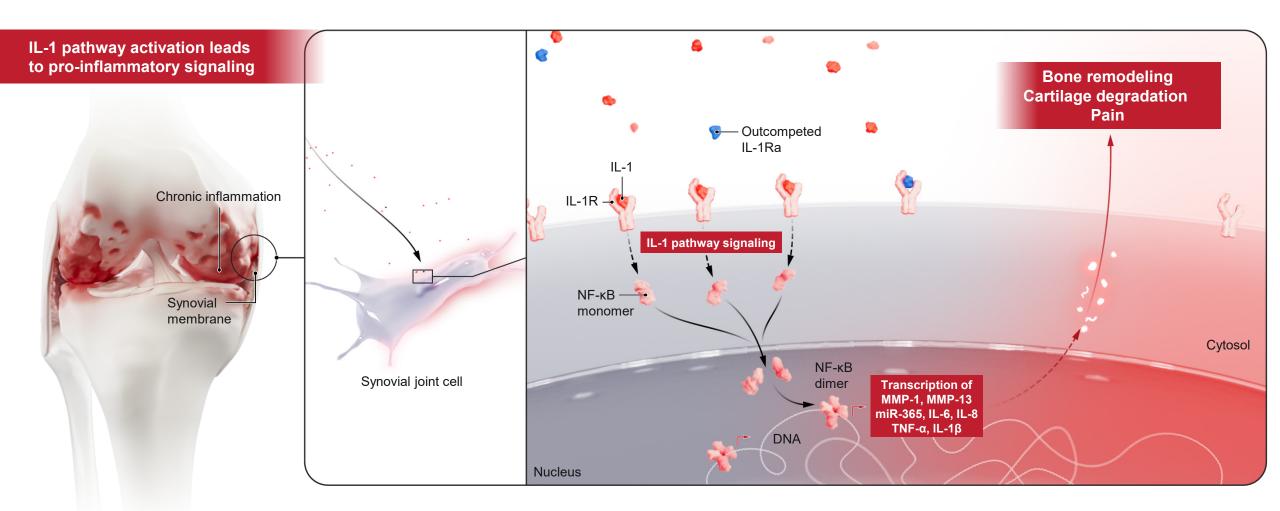


Abbreviations: CS, Corticosteroids; D, day; HA, hyaluronic acids; IA, intra articular; M, month; NSAID, nonsteroidal anti-inflammatory drug; OA, osteoarthritis; TKA, total knee arthroplasty; Y, year.

¹Orthobiologic approaches are not FDA approved.

<sup>&</sup>lt;sup>2</sup>www.multivu.com/players/English/9104351-pacira-iovera-knee-pain-survey/

## The IL-1 pathway is a well-validated, de-risked target for knee OA treatment innovation\*

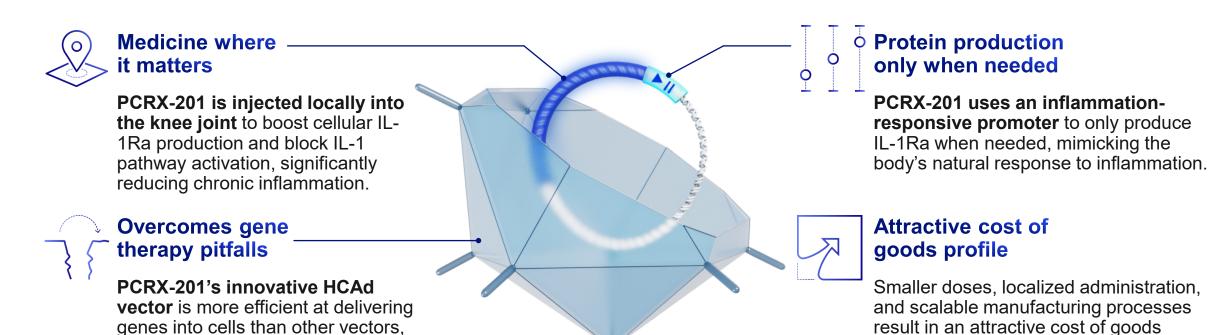


\*Several approved therapies target IL-1, but doses required to treat knee OA would be too large and require very frequent administration

Abbreviations: DNA, deoxyribonucleic acid; IL-1R, IL-1 receptor; IL-1Ra, IL-1 receptor antagonist; NF-kB, nuclear factor kappa B; OAK, osteoarthritis of the knee.

## Enekinragene inzadenovec (PCRX-201): Redefining innovation in gene therapy to bring its benefit to the population at large

PCRX-201's innovative design, manufacturing process, and local administration solve many of the challenges that have made gene therapy inaccessible for common diseases



Abbreviations: HCAd, high-capacity adenovirus; IL-1Ra, IL-1 receptor antagonist

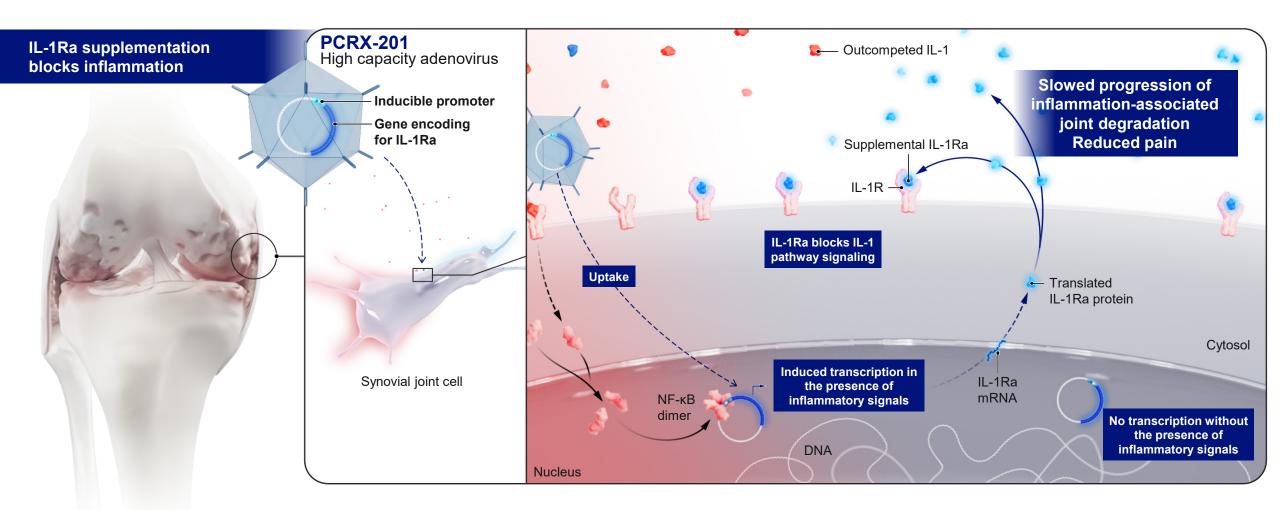
achieve the desired effect.

which means less medication to

profile because we can make many

thousands of doses in a single batch.

## PCRX-201: Transforming knee OA treatment by supplementing IL1-Ra when needed to reduce inflammation



Abbreviations: DNA, deoxyribonucleic acid; IL-1R, IL-1 receptor; IL-1Ra, IL-1 receptor antagonist; NF-κB, nuclear factor kappa B; OAK, osteoarthritis of the knee.

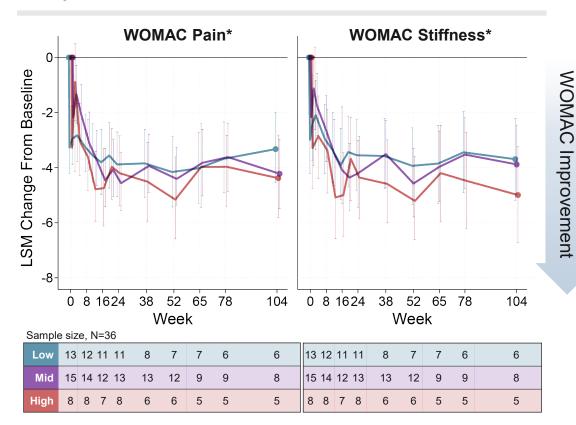
## PCRX-201: Well-tolerated with clinically meaningful efficacy lasting 2 years from a single injection

## Sustained efficacy and safety for moderate-to-severe OAK after a single intraarticular injection

- 72 adult patients aged 30 to 80 with moderate to severe OA
- Two three-dose cohorts: co-administered intra-articular steroid cohort and a cohort that did not receive a steroid
  - Doses: 1.4×10<sup>10</sup> GC (low); 1.4×10<sup>11</sup> GC; 1.4×10<sup>12</sup> GC (high)
- 104-week data presented at ACR 2024
  - Unprecedented pain relief and durability across all levels of disease severity for at least 2 years from a single injection
  - >70% of patients saw a >50% improvement in pain vs. baseline at week 16 and 78
  - Greatest efficacy in co-administered steroid group
  - Well tolerated with most common AE dose-dependent, transient knee effusion

## First gene therapy to achieve these results and only OA gene therapy to earn the FDA RMAT designation

### Data presented at ACR 2024:



\*Data from steroid pretreated cohort.

Abbreviations: ACR, American College of Rheumatology; AE, adverse event; ASGCT, American Society of Gene and Cell Therapy; GC, genome copies; OA, osteoarthritis; OAK, osteoarthritis of the knee; OARSI, Osteoarthritis Research Society International; RMAT, Regenerative Medicine Advanced Therapy; WOMAC, Western Ontario and McMaster Universities Osteoarthritis Index.

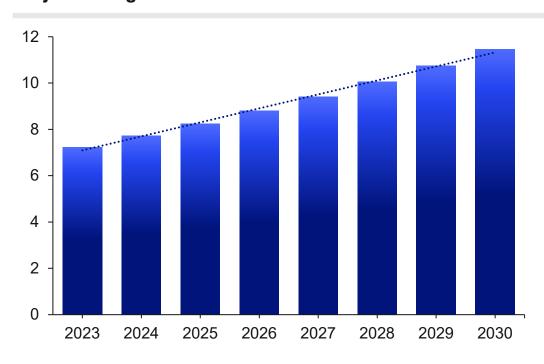
## PCRX-201 is poised to transform how we approach OA treatment in a multi-billion-dollar market

PCRX-201 represents a revolution in OAK treatment, addressing a validated root cause of disease and providing patients relief for *years rather than months* 

#### Market Growth Drivers<sup>1</sup>

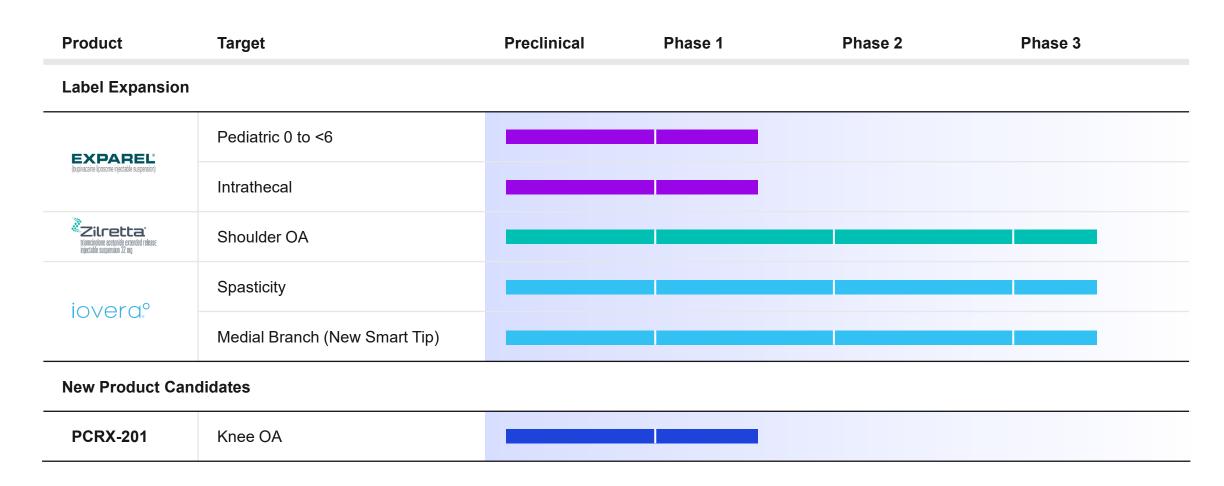
- Market for OA injectables experiencing significant growth despite sub-par efficacy and durability of current options
- PCRX-201 could represent a revolution in the treatment of OAK, with the potential to help patients get back to normal and stay there for years rather than months

Global OA Injectables Market (in Billions): Projected to grow at a CAGR of 6.82% from 2024 to 2030<sup>2</sup>

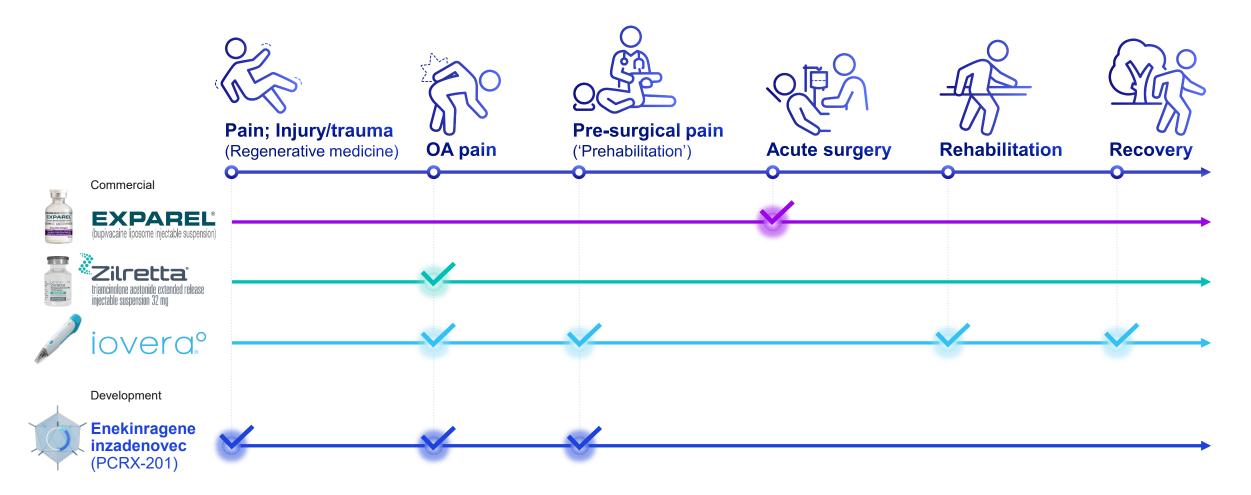


¹globenewswire.com/news-release/2024/10/04/2958185/0/en/U-S-Osteoarthritis-Injectables-Market-Analysis-2024-2030-Rising-Prevalence-of-Osteoarthritis-Increase-in-R-D-Activities-for-Injectable-Drug-Developments-Spurs-Growth.html ²grandviewresearch.com/industry-analysis/osteoarthritis-therapeutics-market-report Abbreviations: HA, hyaluronic acids; OA, osteoarthritis; OAK, osteoarthritis of the knee.

## Maximizing base business and investing in innovative new product development starting with PCRX-201



## The Patient Journey: Uniquely positioned to be a therapeutic area leader in musculoskeletal pain and adjacencies



## Leading partner for advancing innovation in musculoskeletal and pain adjacencies

Leveraging our leadership and commercial, medical, and market access foundation Near-term priority on mid-stage clinical development in musculoskeletal and pain adjacencies

Mid- to long-term opportunities in advanced modalities and/or novel mechanisms of action and prepared to participate in future innovation

#### **PUTTING OUR MISSION INTO ACTION**

Pacira is more than a biotech company: We are committed to doing the work that will lead to lasting change



### Seasoned executive leadership team



CEO Forma Therapeutics 13+ years Genentech/Roche 13+ years Novartis/Janssen/Lilly

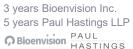




20+ years Quintiles Transnational organization (now IQVIA) 30+ years commercial leadership experience

QUINTILES







20 years board-certified anesthesiologist

Cleveland Clinic









7+ years Patton Boggs LLP
6+ years The Okonite Company
SQUIRES
PATTON BOGGS
THE DICOMPANY



20+ years biopharmaceutical investment banking experience APPLIED | MOLECULAR | TRANSPORT





## One Pacira: Our commitment to people, purpose, and planet

## Read the latest Corporate Sustainability Report

- PACIRA

  PACIRA
- Putting patient and product safety first
- Empowering employees to thrive
- A commitment to our communities and opioid-sparing innovation
- Promoting environmental respect
- Operate ethically with high integrity

### "

Pacira operates within an ecosystem driven by a commitment to patients, to science, and to our people—it is this pledge that allows us to positively impact the world around us."

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Frank Lee | Chief Executive Officer & Director

### Because Better is Possible

Pivoting to next phase of growth

A high bar

Honoring our legacy, investing in our future

Our North Star: Transforming the patient journey through innovative, safe and effective pain management.



# BETTER IS POSSIBLE.





Investor-toolkit



Social: X



Social: LinkedIn

## **APPENDIX**

### Non-GAAP disclosure

	Year Ended December 31,				
(\$ in 000's)	2019	2020	2021	2022	2023
GAAP net income (loss)	(11,016)	145,523	41,980	15,909	41,955
Interest income	(7,376)	(4,629)	(896)	(4,542)	(11,444)
Interest expense <sup>(1)</sup>	23,628	25,671	31,750	39,976	20,306
Income tax (benefit) expense	268	(125,434) <sup>(2)</sup>	14,424 <sup>(3)</sup>	(2,607)	19,746
Depreciation expense	13,873	12,042	14,995	34,213	18,286
Amortization of acquired intangible assets	5,703	7,866	13,553	57,288	57,288
EBITDA	25,080	61,039	115,806	140,237	146,137
Contingent consideration (gains) charges, acquisition-related charges, and other:  Severance-related expenses	_	_	-	4,494	-
Acquisition-related charges, product discontinuation and other (4)	25,230	5,166	42,911	5,546	1,963
Changes in fair value of contingent consideration	-	-	-	(29,476)	(3,424)
Restructuring charges	-	-	-	-	1,109
Impairment of acquired IPR&D	-	-	-	26,134	-
Termination of license agreement	-	-	-	3,000	-
Milestone revenue	-	-	(125)	-	-
Stock-based compensation	33,650	39,920	42,246	48,092	47,895
Loss on early extinguishment of debt	-	8,071	-	-	16,926
Recognition of step-up basis in inventory from acquisition	220	-	581	4,719	3,884
Loss (gain) on investment	4,981	(1,618)	2,585	10,000	-
Adjusted EBITDA	89,161	112,578	204,004	212,746	214,490

#### Notes

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<sup>&</sup>lt;sup>(1)</sup> Includes amortization of debt discount.

<sup>(2)</sup> Includes the reversal of a deferred tax valuation allowance during the year ended December 31, 2020.

<sup>(3)</sup> Includes an income tax benefit in connection with the acquisition of Flexion Therapeutics, Inc. during the three months and year ended December 31, 2021.

<sup>(4)</sup> Excludes any depreciation expense included in EBITDA above.