



**INSPIRING
SOLUTIONS
FOR BETTER
HEALTH**

Q1 2021 Earnings Review

May 6, 2021
Nasdaq: BDSI

Forward Looking Statement

CAUTIONARY NOTE ON FORWARD-LOOKING STATEMENTS

This presentation and any statements of employees, representatives, and partners of BioDelivery Sciences International, Inc. (“BDSI”) related thereto contain, or may contain, among other things, certain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements involve significant risks and uncertainties. Such statements may include, without limitation, statements with respect to BDSI’s plans, objectives, projections, expectations and intentions and other statements identified by words such as “projects,” “may,” “will,” “could,” “would,” “should,” “believes,” “expects,” “anticipates,” “estimates,” “intends,” “plans,” “potential” or similar expressions. These statements are based upon the current beliefs and expectations of BDSI’s management and are subject to significant risks and uncertainties, including those detailed in BDSI’s filings with the Securities and Exchange Commission. Actual results including, without limitation, the expectations for total company net sales, BELBUCA net sales, operating expenses, EBITDA and operating cash flows in 2021) may differ materially from those set forth or implied in the forward-looking statements. These forward-looking statements involve certain risks and uncertainties that are subject to change based on various factors (many of which are beyond BDSI’s control) including the risk that the current coronavirus pandemic impacts on our supply chain, commercial partners, patients and their physicians and the healthcare facilities in which they work, and our personnel are greater than we anticipate, as well as those set forth in our 2020 annual report on Form 10-K filed with the US Securities and Exchange Commission and subsequent filings. BDSI undertakes no obligation to publicly update any forward-looking statements, whether as a result of new information, future presentations or otherwise, except as required by applicable law.

Non-GAAP Financial Measures

This presentation includes information about certain financial measures that are not prepared in accordance with generally accepted accounting principles in the United States, or GAAP, including non-GAAP net income and EBITDA. These non-GAAP measures are not based on any standardized methodology prescribed by GAAP and are not necessarily comparable to similar measures presented by other companies.

Non-GAAP net income adjusts for one-time and non-cash charges by excluding the following from GAAP net income: stock-based compensation expense, non-cash amortization of intangible assets, and the financial impact of certain one-time items that are non-recurring, including the discontinuation of marketing of BUNAVAIL, and costs associated with the CEO transition in Q2 2020.

EBITDA excludes net interest, including both interest expenses and interest income, provision for (benefit from) income taxes and depreciation and amortization.

The Company’s management and board of directors utilize these non-GAAP financial measures to evaluate the Company’s performance. The Company provides these non-GAAP measures of the Company’s performance to investors because management believes that these non-GAAP financial measures, when viewed with the Company’s results under GAAP and the accompanying reconciliations, are useful in identifying underlying trends in ongoing operations. However, non-GAAP net income and EBITDA are not measures of financial performance under GAAP and, accordingly, should not be considered as alternatives to GAAP measures as indicators of operating performance. Further, non-GAAP net income and EBITDA should not be considered measures of our liquidity.

A reconciliation of certain GAAP to non-GAAP financial measures has been provided in the tables included in the appendix of this presentation.

Solid Performance in Q1 2021 and Positioned Well for Future Growth



Total Company Net Sales Growth of 7%:

- BELBUCA +9%
- Symproic +5% despite weather-related disruptions and continuing impact of the pandemic



- Attractive 22% EBITDA Margin
- \$116M Cash Balance
- \$11.1M Operating Cash Flow
- Strong balance sheet to support BDSI's continued growth



Reiterating previously provided 2021 guidance:

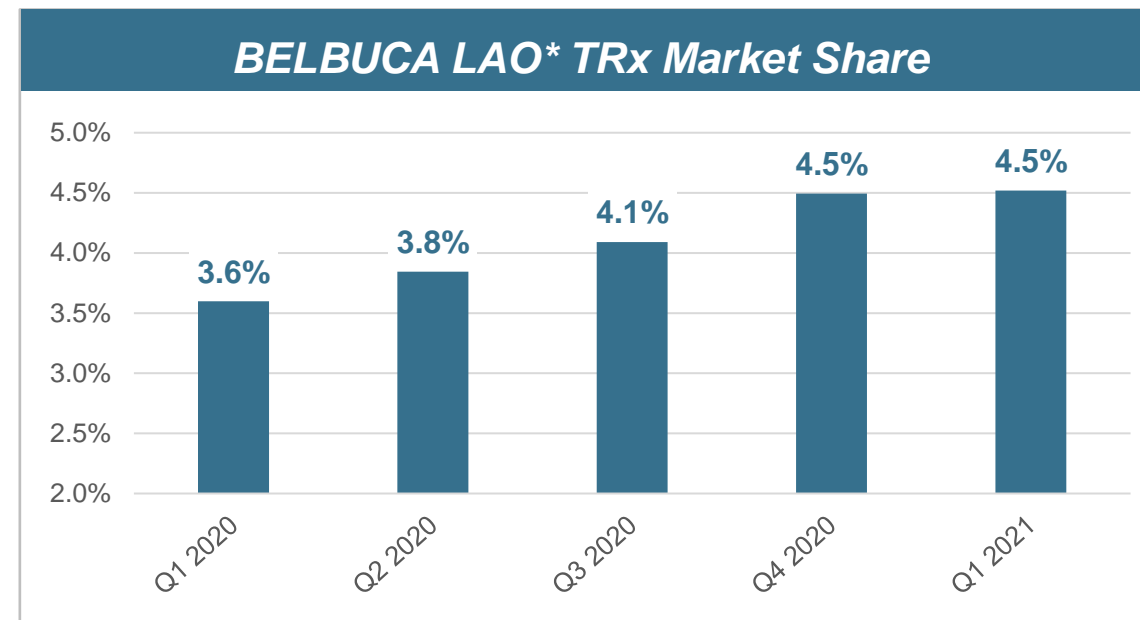
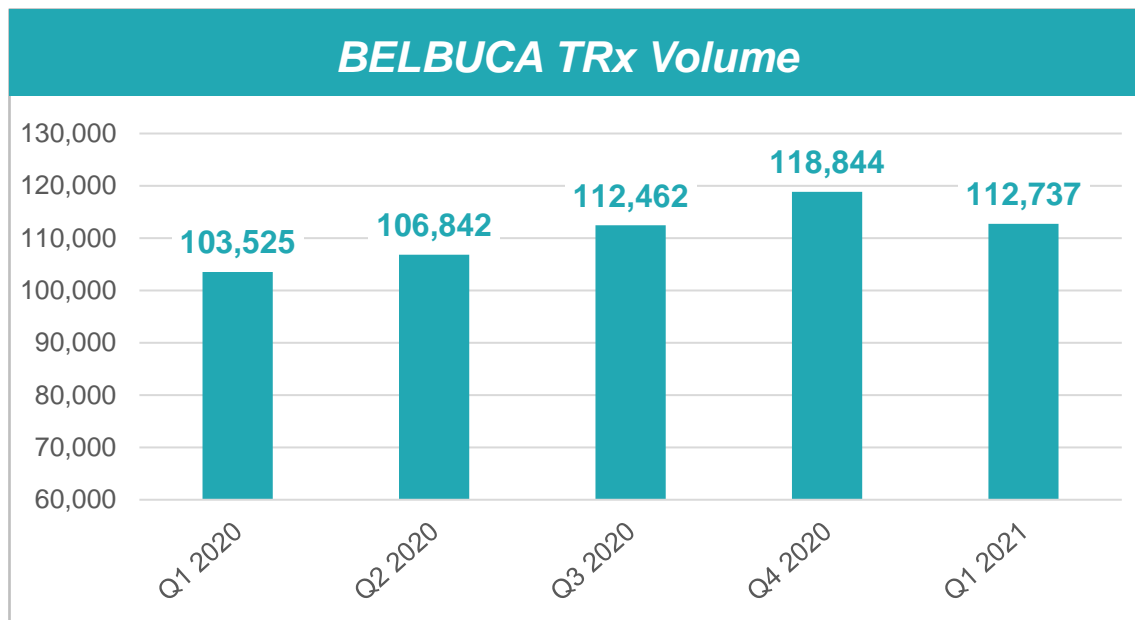
Net Sales

- \$170-\$180M Total
- \$155 -165M BELBUCA

EBITDA \$40 - 50M

Significant YoY Growth in BELBUCA TRx Volume

BELBUCA Maintained All-Time High TRx Market Share



Growth Metrics

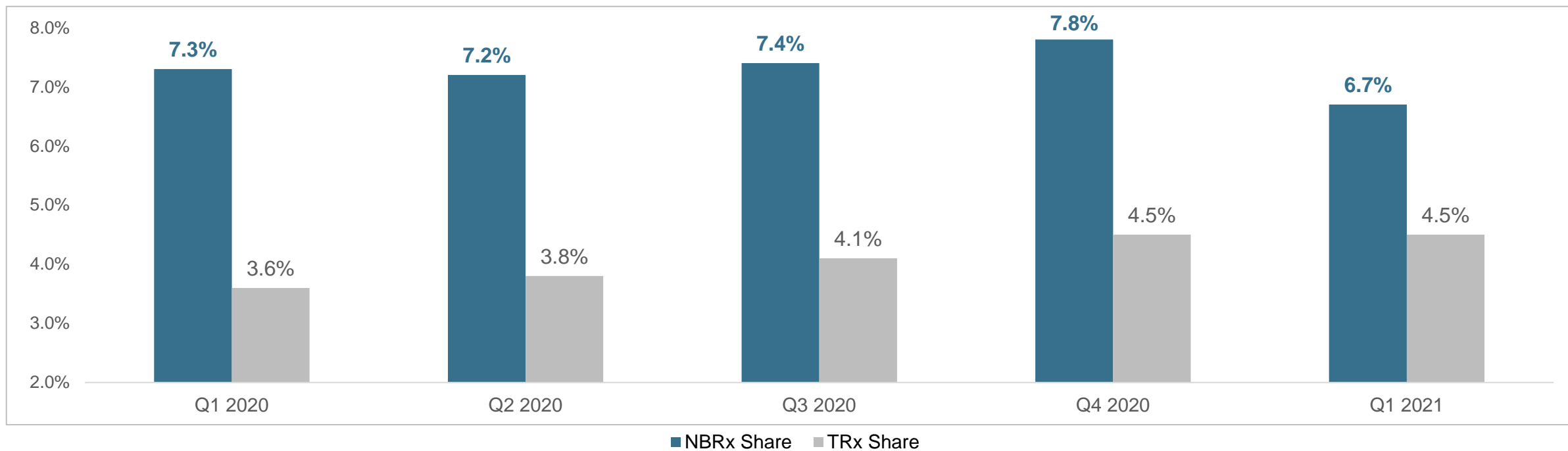
+8.9% Q1 2021 vs Q1 2020

-5.1% Q1 2021 vs Q4 2020

Consistent BELBUCA's TRx Market Share despite Q1 weather-related disruptions

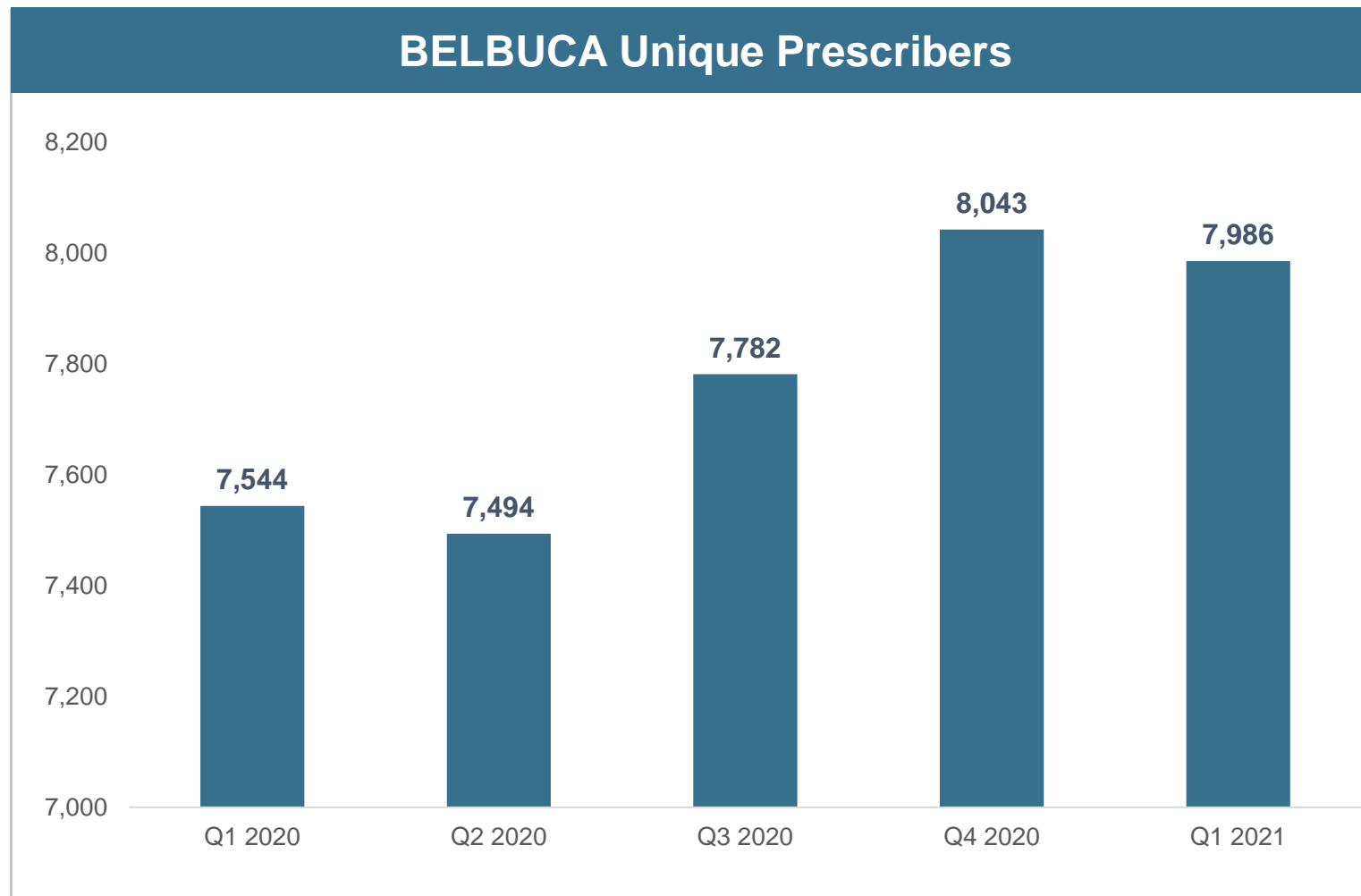
BELBUCA NBRx Share Well Above TRx Share

Indicative of Future Growth Potential

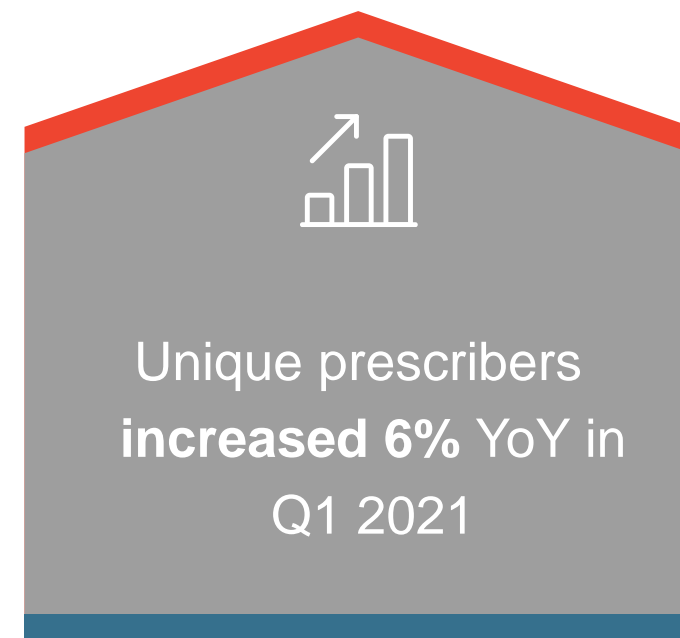


- ✓ TRx share increased by 25% YoY and consistent with Q4 2020 despite weather-related disruptions
- ✓ Most recent 4 weeks ending 4/23/2021 have returned to an average NBRx Share of 7.5%

BELBUCA is Continuously Building Prescriber Base YoY

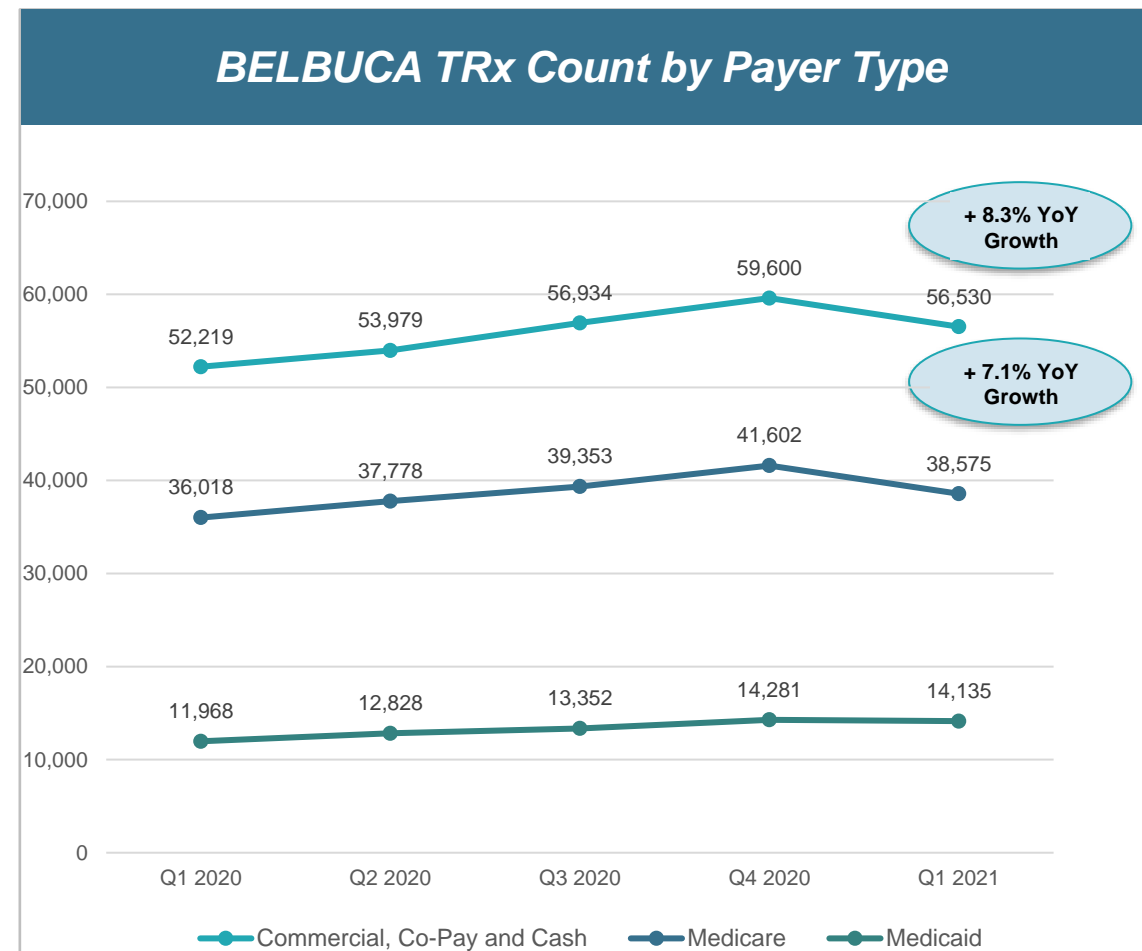
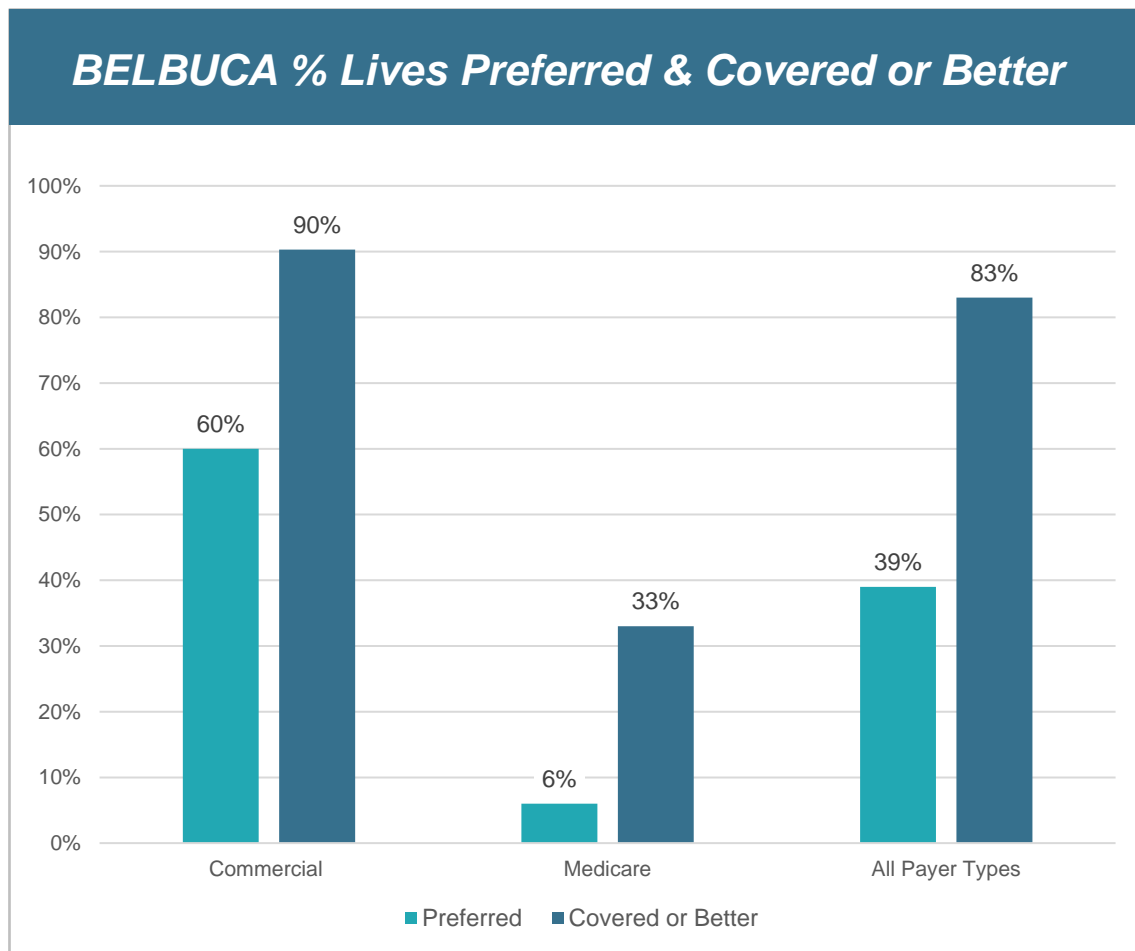


Adding 1,000+
New Prescribers for each
of the last 7 quarters



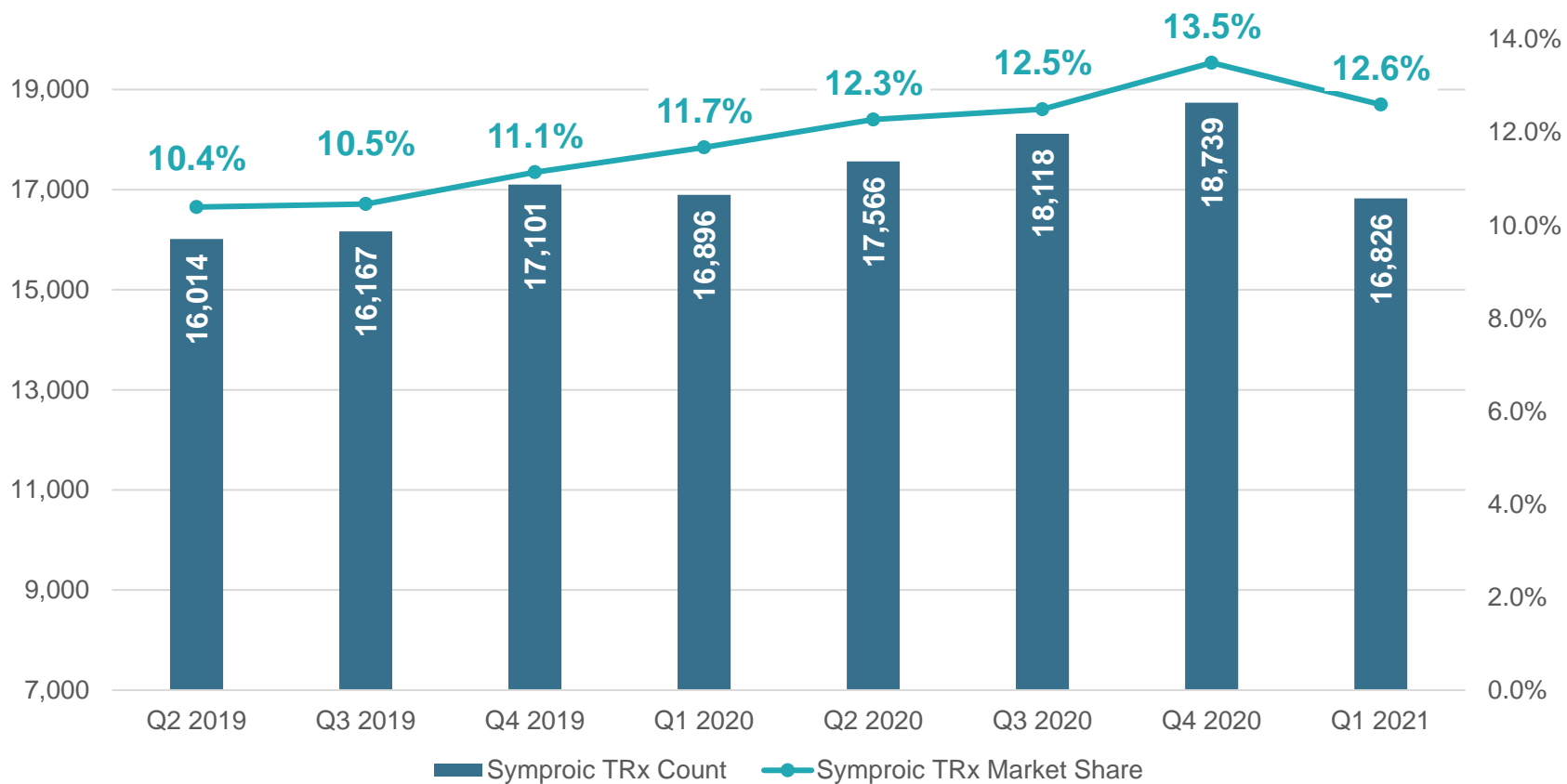
BELBUCA Enjoys Strong Formulary Coverage

History of Consistent Year Over Year Growth Across All Payer Types



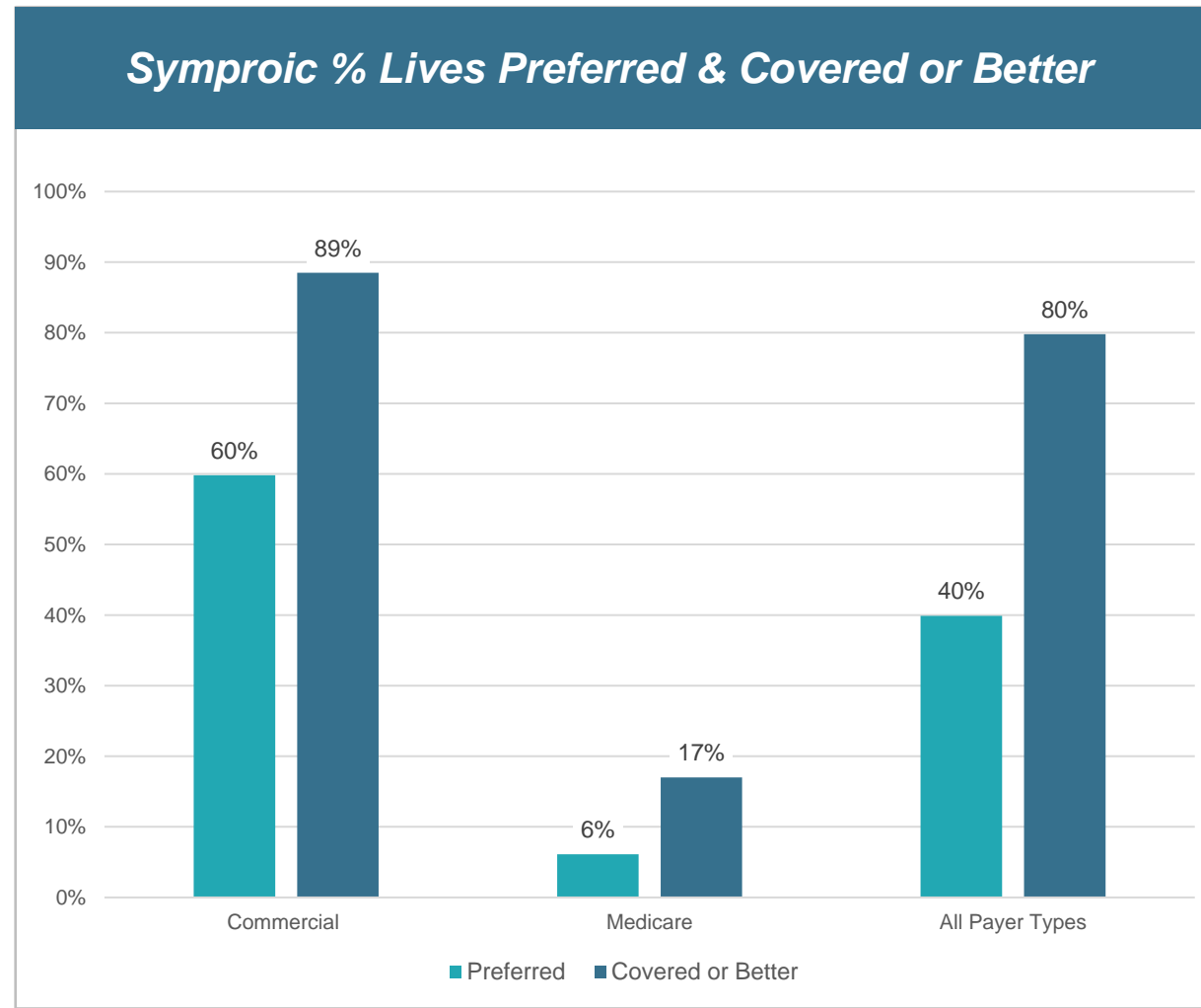
Symproic® TRx Count & Share Since Acquisition

Symproic Quarterly TRx Count & TRx Share of PAMORA* Market

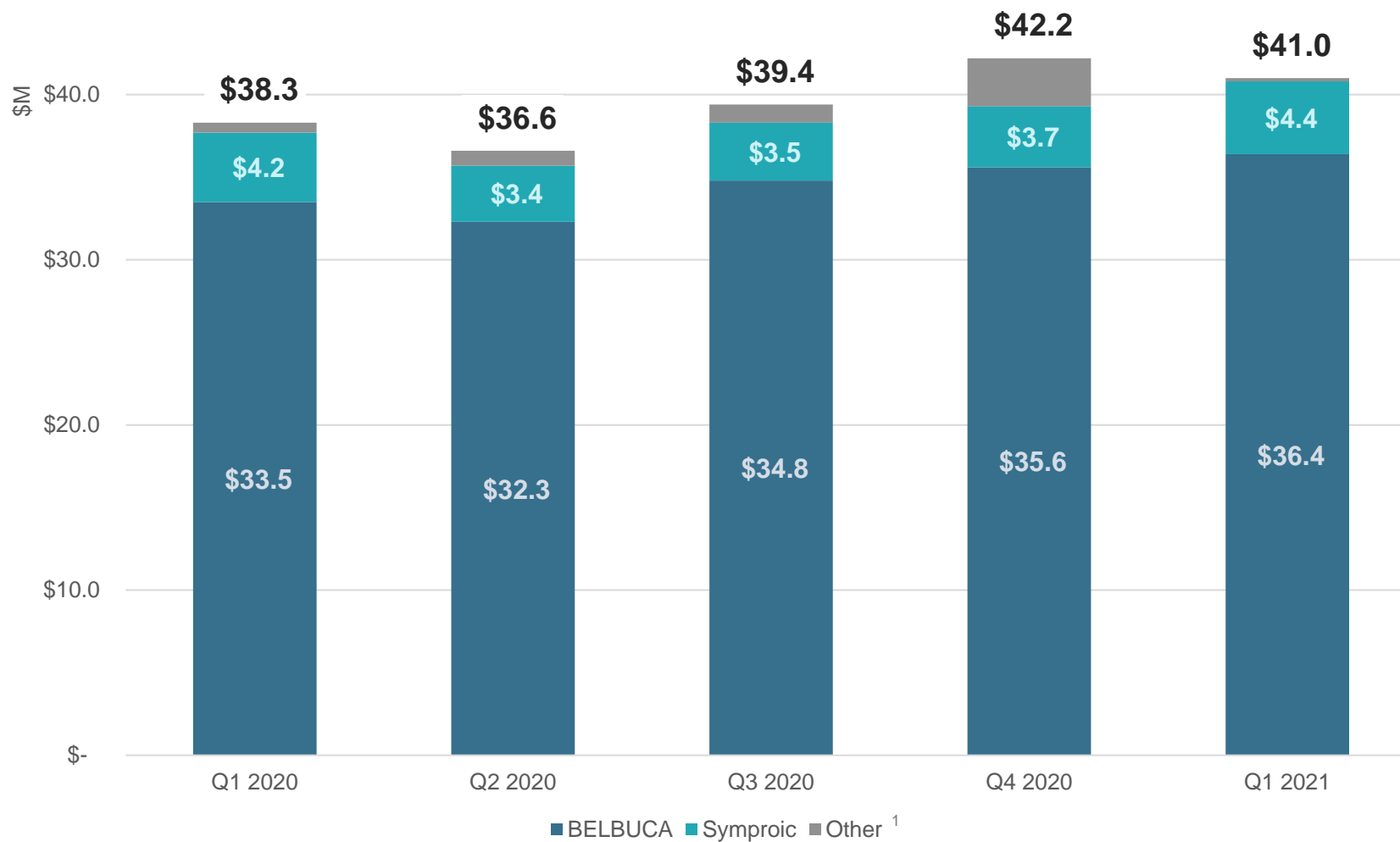


-
- March TRx Count
 - + 20.7% vs February
 - > 1,000 TRxs above February TRx Count
-

Symproic Favorable Formulary Coverage Continues

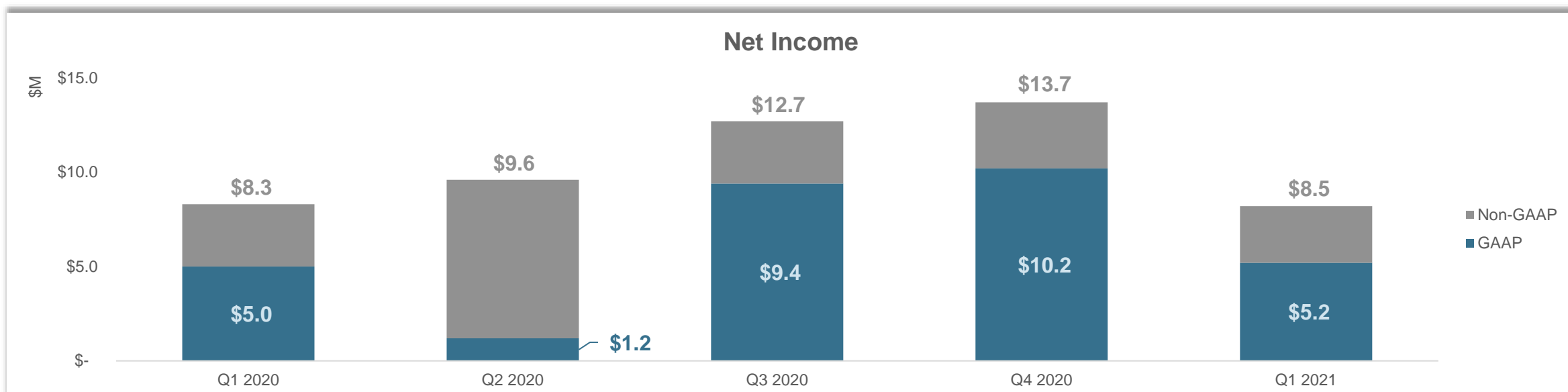
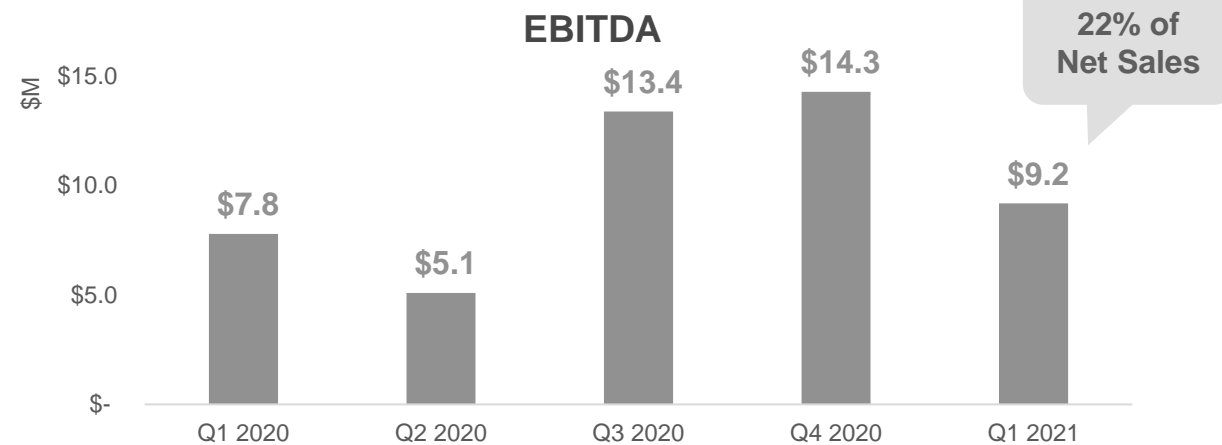


Solid Quarterly Net Revenue Growth Trends YoY

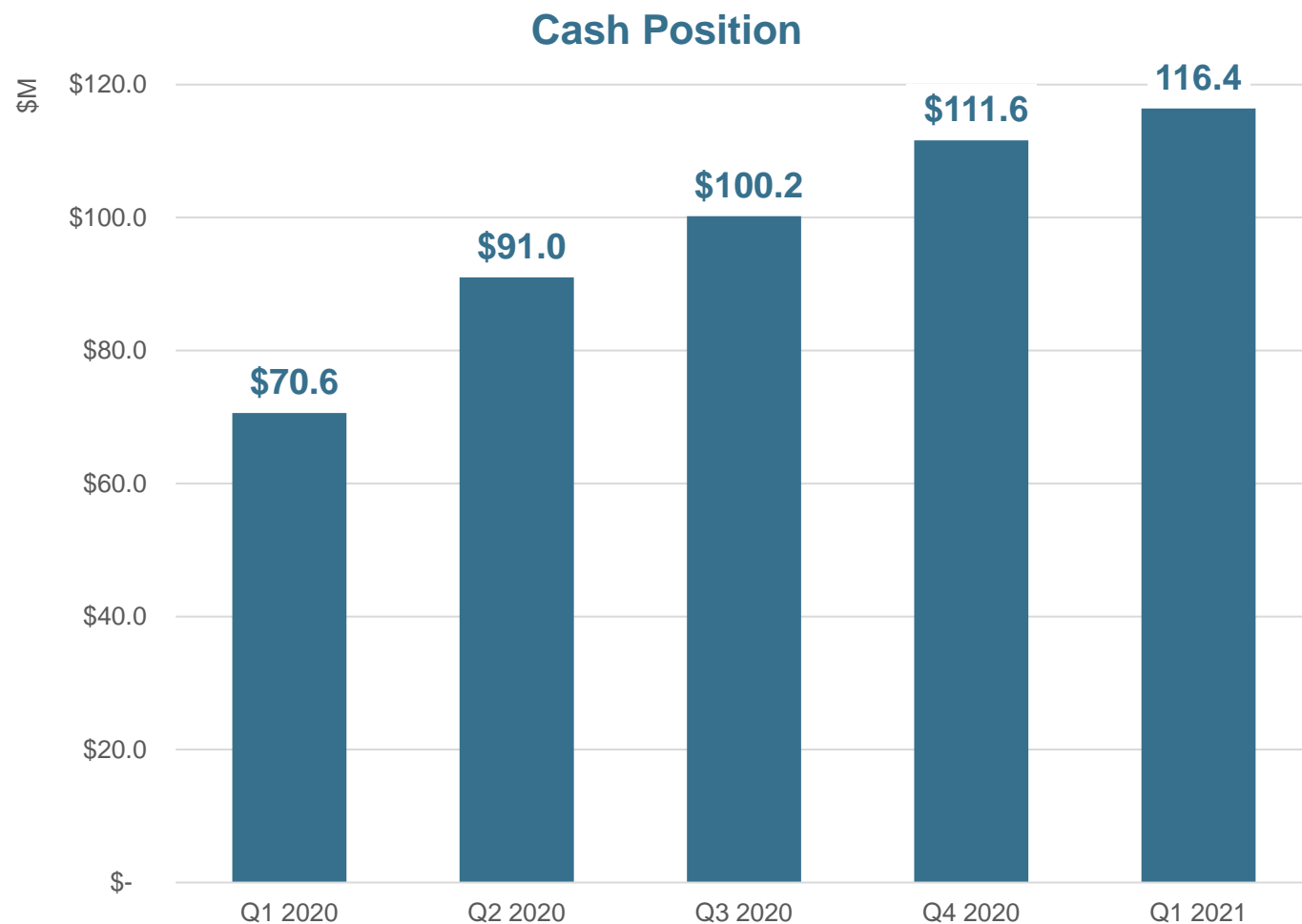


Net Revenue Growth
+ 7%
 in Q1 2021 vs. Q1 2020

Attractive EBITDA Margins Driven by Healthy Gross Margins While Continuing to Invest to Support Brand Growth



Operating Cash Flow of \$11M in Q1 Supports Increasing Cash Balance Advantageously Positions BDSI for Continued Growth



As of March 31, 2021:

\$116.4 million Cash and cash equivalents

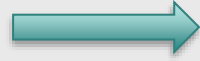
\$80 million Long-term debt

Share repurchase program authorized November 2020; Up to **\$25 million**

\$6.2 million used to repurchase 1.6 million shares in Q1 2021

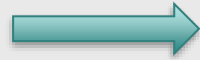
Reiterating 2021 Expectations

Total Company Net Sales



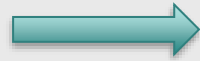
\$170 - \$180M

BELBUCA Net Sales



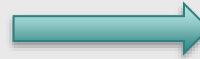
\$155 - \$165M

Total Operating Expenses



\$115 - \$120M

EBITDA



\$40 - \$50M

Operating Cash Flow positive throughout 2021

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Reiterating previously provided 2021 guidance:

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EBITDA \$40 - 50M

Reconciliation of GAAP to Non-GAAP Metrics Q1 2020 – Q1 2021

BIODELIVERY SCIENCES INTERNATIONAL, INC. AND SUBSIDIARIES
RECONCILIATION OF NON-GAAP METRICS
(U.S. DOLLARS, IN THOUSANDS)
(Unaudited)

Reconciliation of GAAP Net Income/(Loss) to EBITDA <i>(non-GAAP)</i>	QTD- Q1 3/31/2020	QTD- Q2 6/30/2020	QTD- Q3 9/30/2020	QTD- Q4 12/31/2020	QTD- Q1 3/31/2021
	2020				2021
GAAP Net Income/(Loss)	\$ 4,966	\$ 1,165	\$ 9,383	\$ 10,197	\$ 5,237
Add back/(subtracts):					
Income tax recovery/(provision)	(278)	86	211	233	222
Net interest expense	1,294	1,685	2,012	2,022	1,979
Depreciation and amortization	1,802	2,159	1,754	1,806	1,753
EBITDA	\$ 7,784	\$ 5,095	\$ 13,360	\$ 14,258	\$ 9,191
Reconciliation of GAAP Net Income/(Loss) to Non-GAAP Net Income/(Loss)					
GAAP Net Income/(Loss)	\$ 4,966	\$ 1,165	\$ 9,383	\$ 10,197	\$ 5,237
Non-GAAP adjustments:					
Stock-based compensation expense	1,520	1,364	1,473	1,750	1,490
Amortization of intangible assets	1,781	1,734	1,734	1,733	1,734
Non-recurring financial impact- CEO transition		5,078	67		
Non- recurring financial impact- BUNAVAIL Discontinuation		295			
Non-GAAP Net Income/(Loss)	\$ 8,267	\$ 9,636	\$ 12,657	\$ 13,680	\$ 8,461