

Forward Looking Statements

This presentation includes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, or the Exchange Act. All statements other than statements of historical facts contained in this presentation, are forward-looking statements. Forward-looking statements are generally written in the future tense and/or are preceded by words such as "may," "will," "should," "forecast," "could," "expect," "suggest," "believe," "estimate," "continue," "anticipate," "intend," "plan," or similar words, or the negatives of such terms or other variations on such terms or comparable terminology. All statements other than statements of historical facts contained in this presentation, are forward-looking statements. These statements are just predictions and are subject to risks and uncertainties that could cause the actual events or results to differ materially. These risks and uncertainties include, among others, risks associated with: the Company's plans relating to the Company's overall financial and operational performance, the Company's commercial performance, regulatory status, reimbursement status, and other factors affecting their commercial uptake, clinical development and commercialization of the Company's current and future development assets, the anticipated start dates, durations and completion dates, as well as the potential future results of the Company's ongoing and future clinical trials, the anticipated designs of the Company's future clinical trials, and the anticipated future regulatory submissions, potential adverse changes to the Company's financial position or business plans, the results of operations, strategy and plans, changes in capital markets and the ability of the Company to finance operations in the manner expected, risks relating to gaining market acceptance of the Company's products, risks related to the ongoing COVID-19 pandemic and its impact on the Company's operations, the Company's ability to effectively integrate operations and manage integration costs following the Company's recent acquisitions, the Company's partners performing their required activities, the Company's anticipated future cash position, regulatory and compliance challenges and future events under current and potential future collaboration. Additional risks are described in "Risk Factors" in Part I, Item 1A of Aytu's most recent Annual Report on Form 10-K and in the other reports and documents it files with the Securities and Exchange Commission.



Company Overview

Commercial Stage Pharmaceutical and Consumer Health company providing pediatric-focused prescription drugs and direct to consumer, cost-effective health solutions.



Strong Organic Revenue Growth

- YTD FY 2023 (Dec) total net revenue increased 19.8% to \$53.9 million from \$45.0 million in year ago period.
- FY 2022 (Jun) total net revenue increased 47% to \$96.7 million from \$65.6 million in FY 2021.
- FY 2022 (Jun) Rx Segment net revenue was \$61.1 million, compared to \$32.7 million last year, growth of 87%.
- FY 2022 (Jun) Consumer Health net product revenue of \$35.5 million, an increase of 8% compared to \$33.0 million in FY 2021.



Positive Adjusted EBITDA

- Generated second consecutive quarter of positive Adjusted EBITDA in Q2 2023 (Dec) of \$727.000.
- YTD FY 2023 (Dec) Adjusted EBITDA was a positive \$2.1 million.
- Q2 2023 (Dec) Rx segment Adjusted EBITDA was a positive \$3.1 million, while Consumer Health was a negative \$1.1 million.
- Pipeline R&D, which contributed a \$(1.1) million to Adjusted EBITDA during Q2 2023 (Dec) has since been suspended.



Industry Dynamics and Company Growth Drivers

- In the Fall of 2022, widespread shortages of Adderall XR generics were reported and have extended into 2023, presenting an opportunity for Adzenys XR-ODT, which is bioequivalent to Adderall XR.
- Aytu RxConnect, a best-in-class patient access program that enables affordable, predictable, hassle-free patient access to Aytu Rx products to drive patient adherence and increased pull-through of Rx brands.



Strong Revenue Growth

154% average annual revenue growth (FY 2019-FY 2022)

Revenue



Strategic Realignment to Focus on Commercial Operations

Aytu has generated two quarters of positive Adjusted EBITDA during its fiscal year 2023

- On October 13th, 2022, Aytu announced a strategic shift to focus corporate resources on Commercial Operations and indefinitely suspended all clinical development programs.
 - This shift primarily impacts the AR101/enzastaurin clinical program for the treatment of Vascular Ehlers-Danlos Syndrome (VEDS).
 - Near term expectation to continue to generate positive Adjusted EBITDA.
 - >\$20.0 million saved over three years
- o Significantly reduces cash burn
- o \$19.5 million cash on hand as of December 31, 2022
- o YTD 2023 (Q2 Dec. 2022) Adjusted EBITDA was positive \$2.1 million





Aytu BioPharma's Value Drivers



Rx Segment

- Rapid prescription & revenue growth driven by acquisitions and organic growth
 - Overall net revenue from prescription products was \$61.1 million in FY 2022, compared to \$32.7 million in the prior year period, growth of 87%.
 - ADHD products grew 294% YoY
 - Pediatric products grew 29% YoY
- Emphasis on pediatric medicines, including an established portfolio in ADHD
- Growth driven by leveraging the Aytu RxConnect platform, new product launches and increasing effectiveness of salesforce
- Manufacturing transfer of ADHD medicines to improve gross profit margin <u>></u>15%
- Rx Segment → Positive Adjusted EBITDA for three consecutive quarters



Consumer Health Segment

- Consistent revenue growth
 - Consumer Health net product revenue of \$35.5 million in FY 2022, an increase of 8% compared to \$33.0 million in FY 2021
- New product launches
 - >12 product launches planned via e-commerce channel throughout 2023-2024
- Product mix shifting to higher margin OTC medicines sold through efficient e-commerce channels
- Launch of C'rcle brand family of OTC medicines fiscal 2023-2024





Differentiated Rx Brands Focused on Pediatrics

Net revenue from Rx products was \$61.1 million in FY 2022, compared to \$32.7 million in FY 2021, growth of 87% driven by acquisitions and organic growth.



Novel, Effective, Extended-Release ADHD Treatment

- Only FDA-approved, extendedrelease, orally-disintegrating amphetamine tablet
- Effective, consistent treatment lasting over twelve hours
- Adderall XR generics shortage creates potential short-term growth opportunity - Adzenys XR-ODT is bioequivalent to Adderall XR



Proven, Rapid Effectiveness for ADHD Patients 6-17 Years Old

- Only orally-disintegrating methylphenidate tablet approved by FDA
- 61% improvement in ADHD symptoms at 1 hour (73% at 2 hours) over placebo
- 42% improvement in math performance over placebo





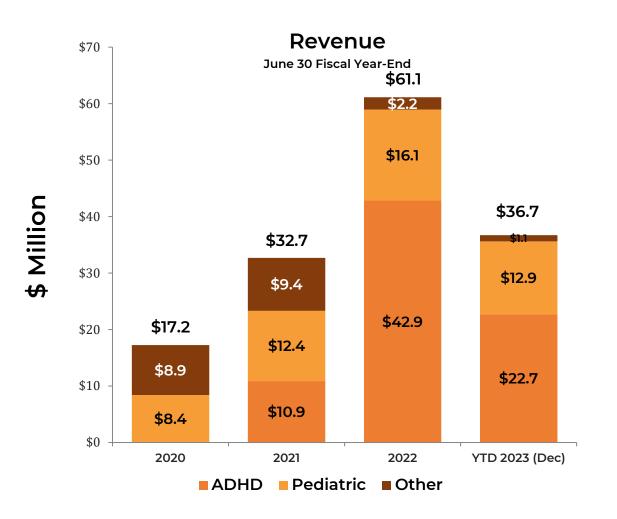
Multi-vitamin + fluoride supplement line containing novel L-methylfolate

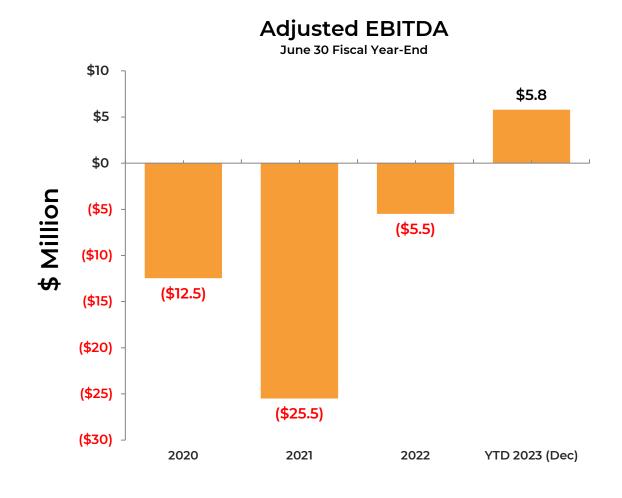
- Most prescribed multivitamin + fluoride Rx brand in U.S.
- Provides a convenient, child friendly supplement for patients in nonfluoridated areas
- Only fluoride supplement containing Metafolin®, a 'body ready' L-methylfolate enabling efficient folic acid metabolism



Rx Segment

YTD 2023 (Q2 Dec. 2022) Adjusted EBITDA was positive \$5.8 million







ADHD Market Dynamics

Recently, numerous Adderall XR generic manufacturers reported ongoing, intermittent manufacturing delays contributing to supply shortages.

- Adzenys XR-ODT is FDA-approved as bioequivalent to Adderall XR and is the <u>first and only</u> orally disintegrating tablet (ODT) extended-release amphetamine. ODTs help caregivers prevent "cheeking" or patient nonuse of ADHD medications.
- ADHD is one of the most common developmental disorders in children and often persists into adulthood.
- o In 2022, CDA reported that 6 million children in the United States ages 3 to 17 had previously received an ADHD diagnosis between 2016 and 2019.
- o In 2021, approximately 84.8 million prescriptions for medications with ADHD labeling were written in the United States and generated approximately \$22.6 billion in sales.
- Extended-release, or long acting, dosage forms of stimulant medications are the standard of care for treating ADHD, making up approximately 44% of ADHD prescriptions.



Millions Without Treatment

The tightly regulated ADHD drug has been plagued by supply issues, with little information why.



Fluoride Market Dynamics

American Dental Association: Fluoride supplements can be prescribed for children ages 6 months to 16 years who are at high risk for tooth decay and whose primary drinking water contains low or no fluoride.

- Poly-Vi-Flor® and Tri-Vi-Flor® are two complementary prescription fluoride-based supplement product lines containing combinations of multiple vitamins and sodium fluoride in various oral formulations.
- While a majority (63.4%) of US drinking water is fluoridated, many municipal and most well water systems are not. About 80% of the non-fluoridated municipal systems are in just 15 states, led by CA, TX, NY and NJ.
- Approximately 1 in 4 American children live in municipalities that do not fluoridate the water supply or in rural areas that rely on well water do not receive recommended levels of fluoride through fluoridation.
- In 2021, 9.5 million multi-vitamin prescriptions were written in the U.S. Of those prescriptions, multi-vitamins containing sodium fluoride accounted for 1.5 million total prescriptions.



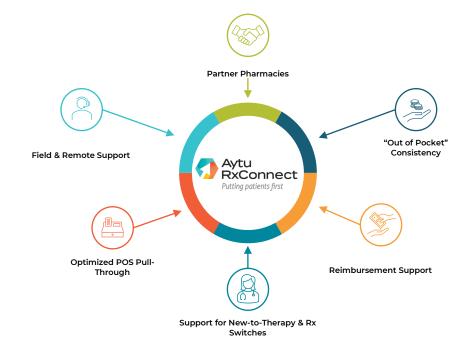


Aytu RxConnect

Aytu RxConnect is a proprietary, best-in-class patient access program that enables affordable, predictable, hassle-free patient access to Aytu Rx products.

- ~1,000 pharmacies nationwide with 100% sales territory coverage
- Offers prescribers and patients affordability, predictability and access to Aytu brands for 100% of commercially insured
- Reduces pharmacy call backs relating to prior authorizations,
 step edits, and payor access barriers
- o 91% of company scripts driven through RxConnect network

Novel Design Uniquely Serves Patients & HCPs





Rx Segment Outlook

Three consecutive quarters of positive Adjusted EBITDA and strong top-line performance in the Company's Rx segment

- o Future growth and profitability improvements driven by:
 - Overall growth in the ADHD market as we continue to come out of the pandemic and see a normalization of diagnoses
 - Tailwinds from Adderall XR and Ritalin/Concerta generic shortages
 - New, energized, and highly motivated salesforce that is making more consistent strides with overall targeting and improvement of sales execution
 - Aytu RxConnect develops and leverages direct relationships with roughly 1,000 pharmacies in key markets across the country
 - Manufacturing outsourcing expected to improve the gross profit margin of the ADHD products by 15% or more





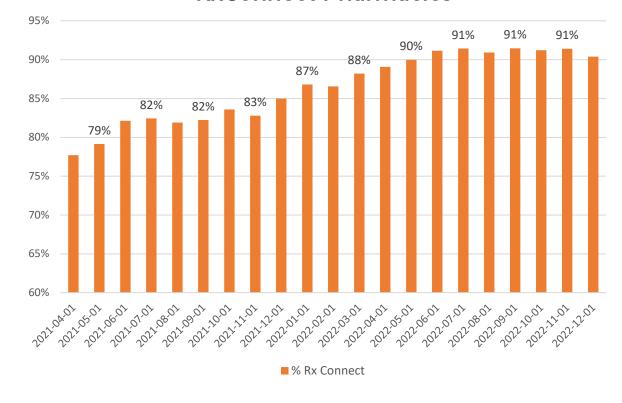
The Aytu RxConnect Platform Drives Value for Patients, Prescribers, and Aytu

53% Reduction in Patient Out-of-Pocket Cost

2x Improvement in Aytu per Rx Contribution Margin

2x Increase in Rx Refills

% Core Products TRx through RxConnect Pharmacies







Branded, Value-Based Consumer Health Products

Consumer Health net product revenue of \$35.5 million in FY 2022, an increase of 8% compared to \$33.0 million in FY 2021.



Regoxidine® Men's 5% Minoxidil Topical Foam, USP, Hair Regrowth Treatment

- Regoxidine® Men's Hair Loss
 Foam is a proprietary over-thecounter topical that works to treat hair loss in men.
- Value brand competing with Rogaine®



OmepraCareDR® Heartburn Relief 20mg Delayed-Release

- OmepraCareDR® acid reducer treats frequent heartburn.
- Value brand competing with Prilosec®



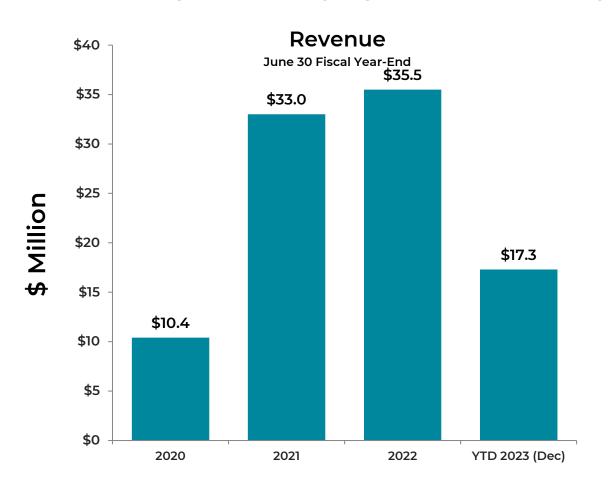
EsomepraCare® Heartburn Relief 20mg Delayed-Release

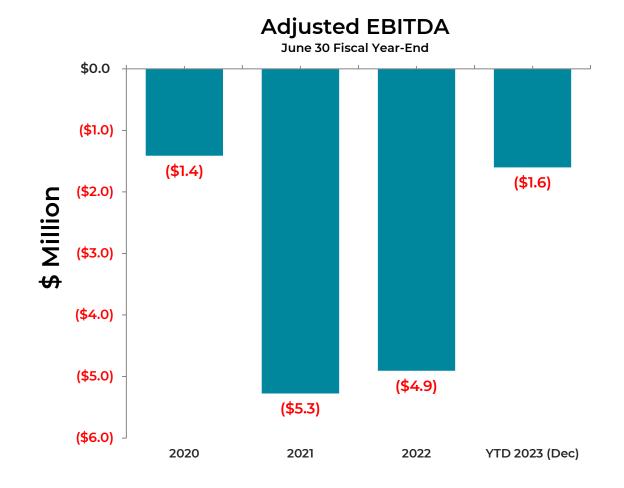
- Esomepracare[™] acid reducer treats frequent heartburn.
- Value brand competing with Nexium®



Consumer Health Segment

YTD 2023 (Q2 Dec. 2022) Adjusted EBITDA was \$(1.6) million



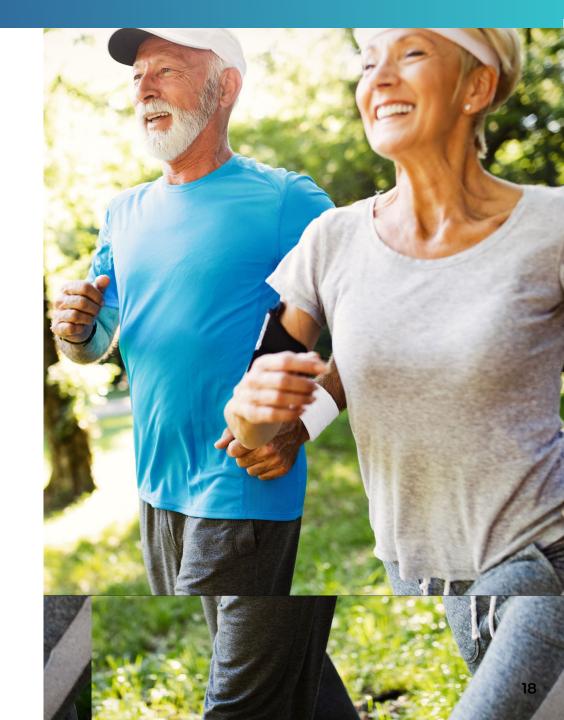




Consumer Health Segment Outlook

Sales shifting from direct mail marketing strategy to e-commerce strategy resulting in higher contribution margins

- Consumer Health products growing, with additional growth anticipated from launch of C'rcle Health products in fiscal 2023 and beyond.
- Branded, value-based products competing in large consumer health categories with a focus on allergy, hair regrowth, GI, and diabetes support.
- Product mix shifting from dietary supplements and personal care products to OTC medicines – generating higher contribution margins through e-commerce channels.



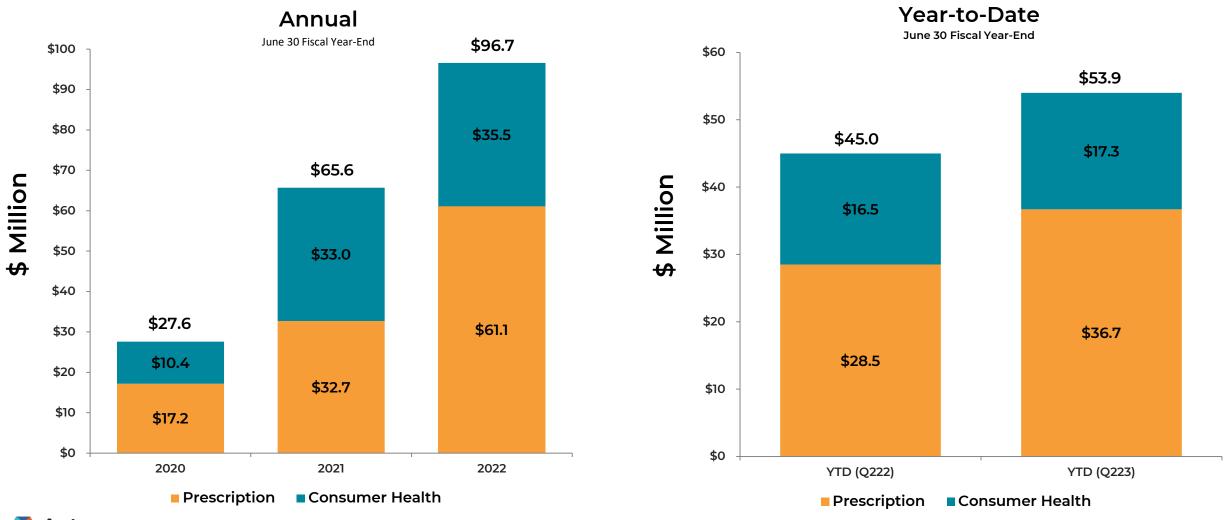






Revenue

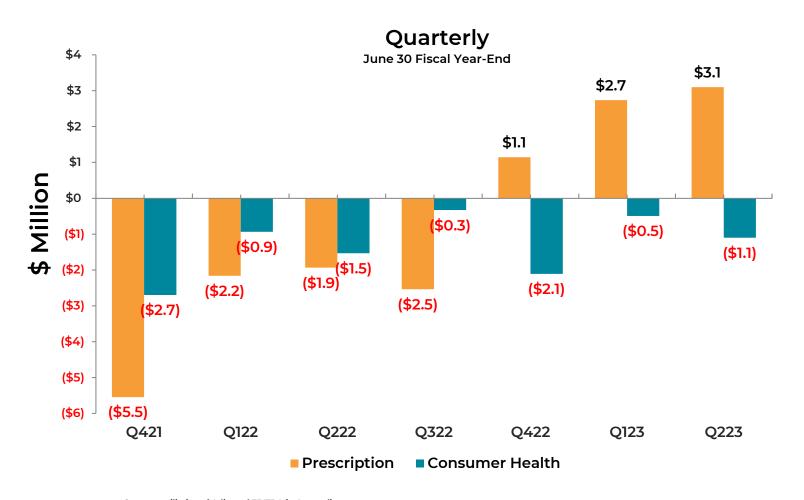
47% YoY growth in Revenue driven by strength in Rx segment (87% YoY growth)





Quarterly Adjusted EBITDA by Commercial Segment

Second consecutive quarter of company-wide Adjusted EBITDA totaling \$2.1 million

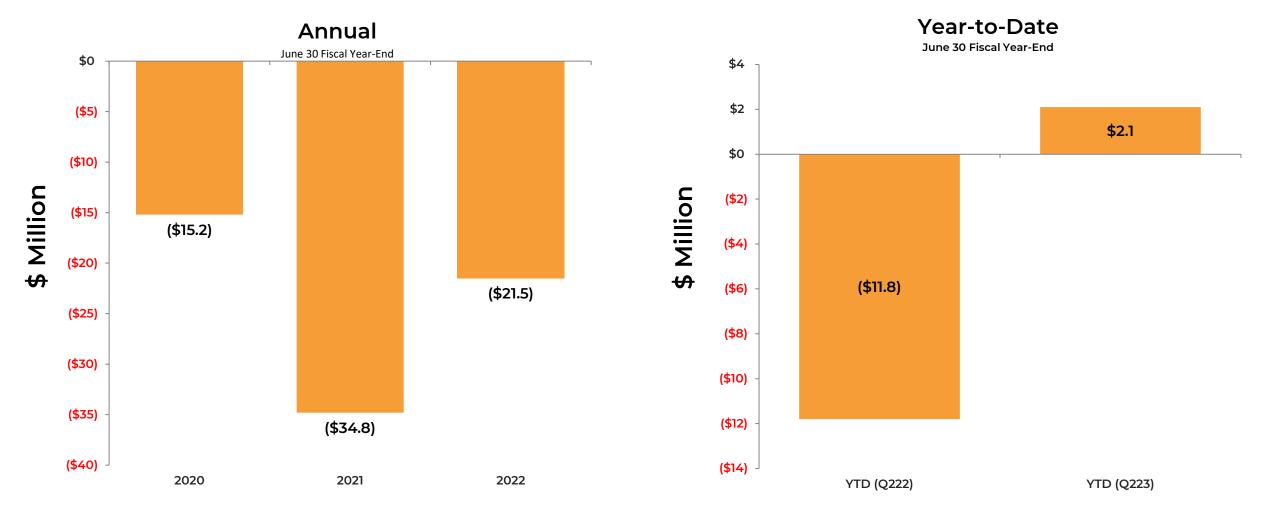


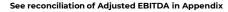
- Commercial business operating at positive adjusted EBITDA
- Improvements to achieve positive cash flow include:
 - Indefinite suspension of pipeline programs saves >\$20M
 - Transfer of ADHD manufacturing to global
 CMO improves segment gross margin by
 ≥15%
 - o Continuing revenue growth
 - o Further expense consolidation



Adjusted EBITDA

Generated second consecutive quarter of positive Adjusted EBITDA in Q2 2023 (Dec)

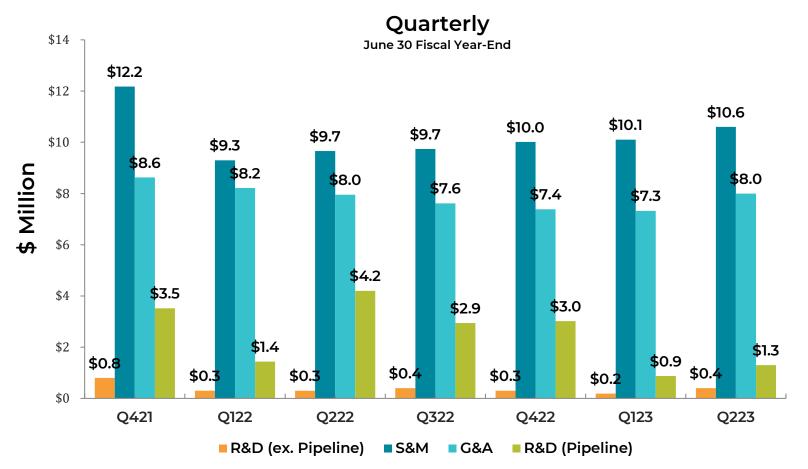




Quarterly Operating Expense

(excludes impairment and amortization of intangibles assets)

Company focused on commercial leverage to drive growth while gaining operating efficiencies



- On October 13th, 2022, Aytu announced a strategic shift to focus corporate resources on Commercial Operations and indefinitely suspended all clinical development programs (Pipeline R&D).
- Tech transfer of Adzenys XR-ODT and Cotempla XR-ODT is expected to improve ADHD gross profit margin by ≥15% and eventually eliminate operating expenses associated with Grand Prairie, TX manufacturing facility.



Balance Sheet Highlights

(in thousands except shares outstanding)	12/31/2022
Cash and cash equivalents	\$19,501
Total current assets	\$70,611
Intangible assets, net	\$64,985
Goodwill	\$0
Total assets	\$141,436
Total current liabilities	\$67,150
Debt, net of current portion	\$14,533
Total liabilities	\$95,619
Total stockholders' equity	\$45,817
Shares Outstanding	3,383,145
Shares, Warrants and Equity Awards Outstanding(1)	5,142,894

Chad Norman, Senior Portfolio Manager of the Avenue Venture Debt Fund

"We have been pleased with the progress of the Aytu team in executing on its plan. We view this amendment as an additional way to support the Company as they continue to grow the business and ramp revenues."

Note held by Avenue Venture Opportunities Fund, L.P. Amended on 10/25/22

- Principal on senior secured debt (January 2025 maturity)
- Amendment of Secured Loan Agreement Extends Interest-Only Period to January 2024
- Amendment Defers Over \$3 Million in Principal Payments Beyond 2023
- Note Matures in January 2025, with Additional Extensions of the Interest-Only Period Available, Subject to Achievement of Certain Milestones

⁽¹⁾ Includes outstanding: warrants (1,698,721), RSUs (8,167), employee equity awards (52,861)



Investment Highlights

Focus on sales growth, cost efficiencies, and positive cash flow

- Strong revenue growth over past 3 years driven by organic growth and strategic acquisitions driving
 \$100M+ annualized run rate
- Company generating positive adjusted EBITDA in both Q1 and Q2 2023
- o Positive industry dynamics in primary prescription end markets (ADHD and Fluoride)
- o Initiatives in place to further reduce operating expenses through outsourced manufacturing and the suspension of pipeline R&D activities
- o Innovative Aytu RxConnect can easily be leveraged to add additional prescriptions into platform
- o Improved balance sheet, coupled with debt amendments, provide potential pathway to avoid highly dilutive financings
- o Organic growth, platform leverage, macro dynamics and commercial focus should combine to allow the market to reappraise long-term opportunity and valuation

Appendix

Adjusted EBITDA Reconciliation

Aytu BioPharma, Inc.

Adjusted EBITDA Reconciliation (\$ In Millions)

	FY 2	021			FY 20	022			FY 20	023	Annual			
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	FY20	FY21	FY22
Sep	Dec	Mar	Jun	Sep	Dec	Mar	Jun	Sep	Dec	Mar	Jun	Jun	Jun	Jun
Actual	-	-	Actual	Actual	Actual									

Adjusted EBITDA Reconciliation

Net income (Loss)	\$ (4.306)	\$ (9.525)	\$ (25.460)	\$ (18.998) \$	(27.851)	\$ (11.548)	\$ (53.073)	\$ (17.701) \$	(0.701) \$	(6.693)	\$ (13.620)	\$ (58.289) \$	(110.173)
Interest expense-net	0.751	0.379	0.412	1.294	0.791	0.755	0.831	1.065	1.111	1.199	2.728	2.836	3.442
Income tax (expense) benefit	0.000	0.000	0.000	0.259	(0.107)	(0.003)	0.000	0.000	0.000	0.000	0.000	0.259	(0.110)
Depreciation & Amort.	1.618	1.603	1.779	2.688	2.507	2.460	2.447	1.964	1.855	1.853	4.581	7.688	9.378
Impairment of goodwill/intangibles	0.000	0.000	4.286	8.539	19.453	0.000	45.196	10.809	0.000	2.600	0.245	12.825	75.458
Stock-based compensation expense	0.455	0.505	1.525	1.089	1.519	1.230	1.268	1.230	1.177	3.067	1.127	3.574	5.247
Other Expense (Income), net	0.001	0.002	0.010	(0.799)	(0.751)	(0.775)	(0.776)	(0.278)	0.000	0.000	(0.122)	(0.786)	(2.580)
Loss (gain) from contingent considerations	(0.002)	3.314	(0.632)	(7.139)	0.219	0.277	(1.257)	(0.999)	0.128	0.104	(10.430)	(4.459)	(1.760)
Gain (Loss) on debt extinguishment	0.000	0.258	0.000	1.311	0.000	0.000	(0.169)	0.000	0.000	0.000	0.316	1.569	(0.169)
Gain on Derivative Warrant Liability	0.000	0.000	0.000	0.000	0.000	0.000	(0.211)	0.000	(2.191)	(1.403)	(0.002)	0.000	(0.211)

Adjusted EBITDA from continuing operations

\$ (1.483) \$ (3.464) \$ (18.080) \$ (11.756) \$ (4.220) \$ (7.604) \$ (5.744) \$ (3.910) \$ 1.379 \$ 0.727 \$ (15.177) \$ (34.783) \$ (21.478)



Adjusted EBITDA Reconciliation (Rx)

Aytu BioPharma, Inc.

Adjusted EBITDA Reconciliation (\$ In Millions)

Rx Segment

	FY 2	2021				FY:	2023		Annual					
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	FY20	FY21	FY22
Sep	Dec	Mar	Jun	Sep	Dec	Mar	Jun	Sep	Dec	Mar	Jun	Jun	Jun	Jun
Actual	-	-	Actual	Actual	Actual									

Adjusted EBITDA Reconciliation

Net income (Loss)	(\$2.850)	(\$8.074)	(\$23.370)	(\$12.224)	(\$25.022)	(\$5.387)	(\$49.368)	(\$1.332)	\$1.001	(\$3.996)	(\$9.154)	(\$46.518) (\$81.109)
Interest expense-net	0.694	0.321	0.392	1.198	0.757	0.729	0.796	1.028	0.000	0.000	2.257	2.605	3.310
Income tax (expense) benefit	0.000	0.000	0.000	0.259	(0.107)	(0.003)	0.000	0.000	0.000	0.000	0.000	0.259	(0.110)
Depreciation & Amort.	1.159	1.155	1.332	2.241	2.094	2.079	2.066	1.582	1.574	1.572	3.891	5.887	7.821
Impairment of goodwill/intangibles	0.000	0.000	4.286	8.539	19.453	0.000	45.196	0.000	0.000	2.600	0.245	12.825	64.649
Stock-based compensation expense	0.290	0.336	1.437	1.075	1.193	1.148	1.187	1.146	1.153	2.974	0.839	3.138	4.674
Other Expense (Income), net	(0.008)	(0.001)	0.009	(0.803)	(0.751)	(0.775)	(0.779)	(0.278)	1.073	1.217	(0.103)	(0.803)	(2.583)
Loss (gain) from contingent considerations	(0.002)	3.314	(0.632)	(7.139)	0.219	0.277	(1.257)	(0.999)	0.128	0.104	(10.430)	(4.459)	(1.760)
Gain (Loss) on debt extinguishment	0.000	0.258	0.000	1.311	0.000	0.000	(0.169)	0.000	0.000	0.000	0.000	1.569	(0.169)
Gain on Derivative Warrant Liability	0.000	0.000	0.000	0.000	0.000	0.000	(0.211)	0.000	(2.191)	(1.403)	(0.002)	0.000	(0.211)

Adjusted EBITDA from cont operations (\$0.717) (\$2.691) (\$16.546) (\$5.543) (\$2.164) (\$1.932) (\$2.539) \$1.147 \$2.738 \$3.068 (\$12.457) (\$25.497) (\$5.488)



Adjusted EBITDA Reconciliation (Consumer Health)

Aytu BioPharma, Inc.

Adjusted EBITDA Reconciliation (\$ In Millions)

Consumer Health Segment

	FY 2	.021			FY 2	2022			FY 2	023	Annual				
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	FY20	FY21	FY22	
Sep	Dec	Mar	Jun	Sep	Dec	Mar	Jun	Sep	Dec	Mar	Jun	Jun	Jun	Jun	
Actual	-	-	Actual	Actual	Actual										

Adjusted EBITDA Reconciliation

Net income (Loss)	(\$1.356)	(\$1.258)	(\$1.889)	(\$3.257)	(\$1.394)	(\$1.957)	(\$0.762)	(\$13.352)	(\$0.827)	(\$1.413)	(\$3.157)	(\$7.760)	(\$17.465)
Interest expense-net	0.057	0.058	0.020	0.096	0.033	0.027	0.035	0.037	0.000	0.000	0.471	0.231	0.132
Income tax (expense) benefit	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Depreciation & Amort.	0.459	0.448	0.447	0.447	0.413	0.382	0.381	0.382	0.281	0.281	0.690	1.801	1.557
Impairment of goodwill/intangibles	0.000	0.000	0.000	0.000	0.000	0.000	0.000	10.809	0.000	0.000	0.000	0.000	10.809
Stock-based compensation expense	0.165	0.169	0.088	0.014	0.014	0.013	0.014	0.016	0.015	0.080	0.288	0.436	0.058
Other Expense (Income), net	0.009	0.003	0.001	0.004	0.000	0.000	0.003	0.000	0.038	(0.018)	(0.019)	0.017	0.003
Loss (gain) from contingent considerations	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000
Gain (Loss) on debt extinguishment	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.316	0.000	0.000
Gain on Derivative Warrant Liability	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000	0.000

Adjusted EBITDA from cont operations

(\$0.666)	(\$0.580)	(\$1.333)	(\$2.696)	(\$0.934)	(\$1.535)	(\$0.329)	(\$2.108)	(\$0.493)	(\$1.070)	(\$1.411)	(\$5.275)	(\$4.906)

