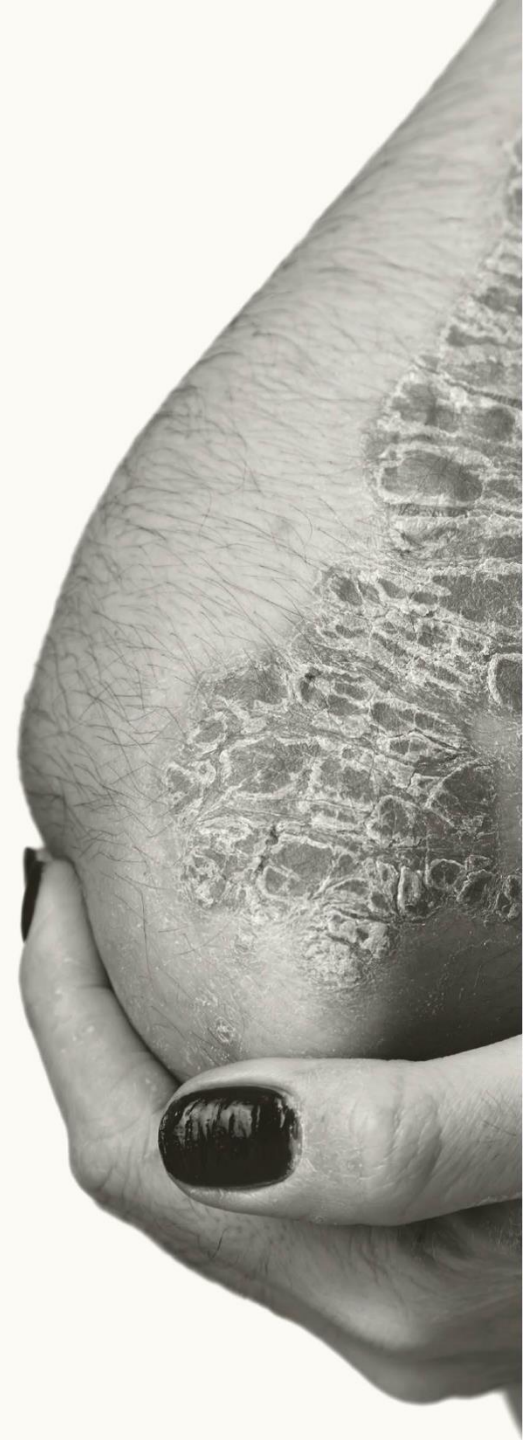
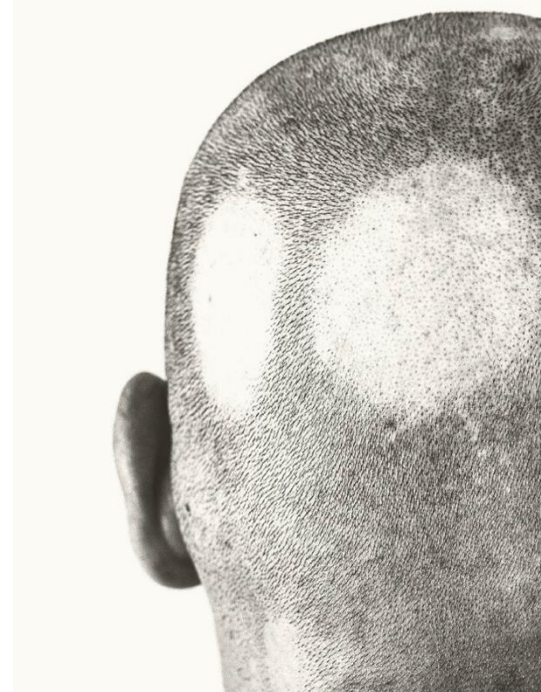


**1<sup>st</sup> Quarter 2025**  
**Financial Results & Business Update**  
May 6, 2025



**ArCUTIS**  
BIOTHERAPEUTICS

Bioscience applied to the skin.

# Legal Disclaimers

This presentation and the accompanying oral presentation contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities and Exchange Act of 1934, as amended. Forward-looking statements include all statements other than statements of historical fact contained in this presentation, including information concerning our current and future financial performance, business plans and objectives, current and future clinical and preclinical development activities, current and future commercialization activities (including payer coverage), timing and success of our ongoing and planned clinical trials and related data, the timing of announcements, updates and results of our clinical trials and related data, timing of submissions and our ability to obtain and maintain regulatory approval, the potential therapeutic benefits and economic value of our product candidates, competitive position, industry environment, and potential market opportunities.

Forward-looking statements are based on our management's beliefs and assumptions and on information currently available to management. Forward-looking statements are subject to known and unknown risks, uncertainties, assumptions and other factors including, but not limited to, those related to the success, cost and timing of our product candidate development activities and ongoing and planned clinical trials; our plans to develop and commercialize targeted therapeutics, including our lead product candidates roflumilast cream and roflumilast foam; the progress of patient enrollment and dosing in our clinical trials; the ability of our product candidates to achieve applicable endpoints in the clinical trials; the safety profile of our product candidates; the potential for data from our clinical trials to support a marketing application, as well as the timing of these events; our ability to obtain funding for our operations, development and commercialization of our product candidates; the timing of submissions and our ability to obtain and maintain regulatory approvals; the rate and degree of market acceptance and clinical utility of our product candidates; the size and growth potential of the markets for our product candidates, and our ability to serve

those markets; our commercialization, marketing and manufacturing capabilities and strategy; current and future agreements with third parties in connection with the commercialization of our product candidates; the timing and our ability to obtain and maintain quality payer coverage; the management of gross-to-net; our expectations regarding our ability to obtain and maintain intellectual property protection; our dependence on third party manufacturers; the success of competing therapies that are or may become available; our ability to attract and retain key scientific or management personnel; our ability to identify additional product candidates with significant commercial potential consistent with our commercial objectives; and our estimates regarding expenses, future revenue, gross-to-net, capital requirements and needs for additional financing. For a further description of the risks and uncertainties applicable to our business, see the "Risk Factors" section of our most recent annual report on Form 10-K filed with the U.S. Securities and Exchange Commission (SEC), as well as any subsequent filings.

Moreover, we operate in a very competitive and rapidly changing environment, and new risks may emerge from time to time. It is not possible for our management to predict all risks, nor can we assess the impact of all factors on our business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements we may make. In light of these risks, uncertainties and assumptions, the forward-looking events and circumstances discussed herein may not occur and actual results could differ materially and adversely from those anticipated or implied in the forward-looking statements.

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For further information with respect to Arcutis, we refer you to our most recent annual report on Form 10-K, as amended, and our most recent quarterly report on Form 10-Q, filed with the SEC. In addition, we are subject to the information and reporting requirements of the Securities Exchange Act of 1934 and, accordingly, we file periodic reports, current reports, proxy statements and other information with the SEC. These periodic reports, current reports, proxy statements and other information are available for review at the SEC's website at <http://www.sec.gov>.

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# Today's Speakers



**Frank Watanabe**  
President & CEO



**Todd Edwards**  
Chief Commercial Officer



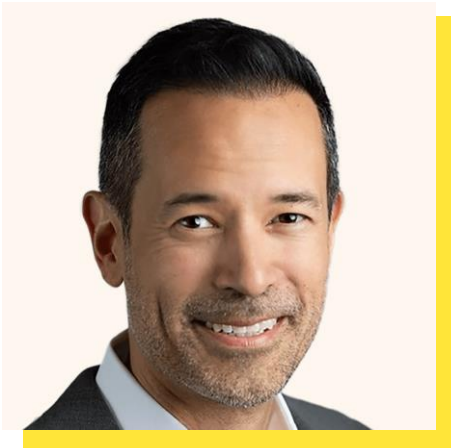
**Patrick Burnett, MD, PhD, FAAD**  
Chief Medical Officer



**Latha Vairavan**  
Chief Financial Officer



# Speakers & Agenda



**Frank Watanabe**

President & CEO

## Business Review

Commercial Update

R&D Update

Financial Results

Q&A

# Arcutis: Q1 2025 Key Takeaways



## Strong Commercial Execution

- Q1 2025 net product revenue of **\$63.8 million** for ZORYVE® (roflumilast)
- Prescription **demand** growth of 10%
- Expanding and improving **coverage**, with GTN in the 50s
- Operational leverage



## Steroid Conversion Advancement

- **# 1 prescribed topical** for three major inflammatory skin conditions
- Targeted approach for gradual **conversion** of topical **steroid** prescriptions to ZORYVE
- **Dermatologists** increasingly challenging each other to re-evaluate steroid use



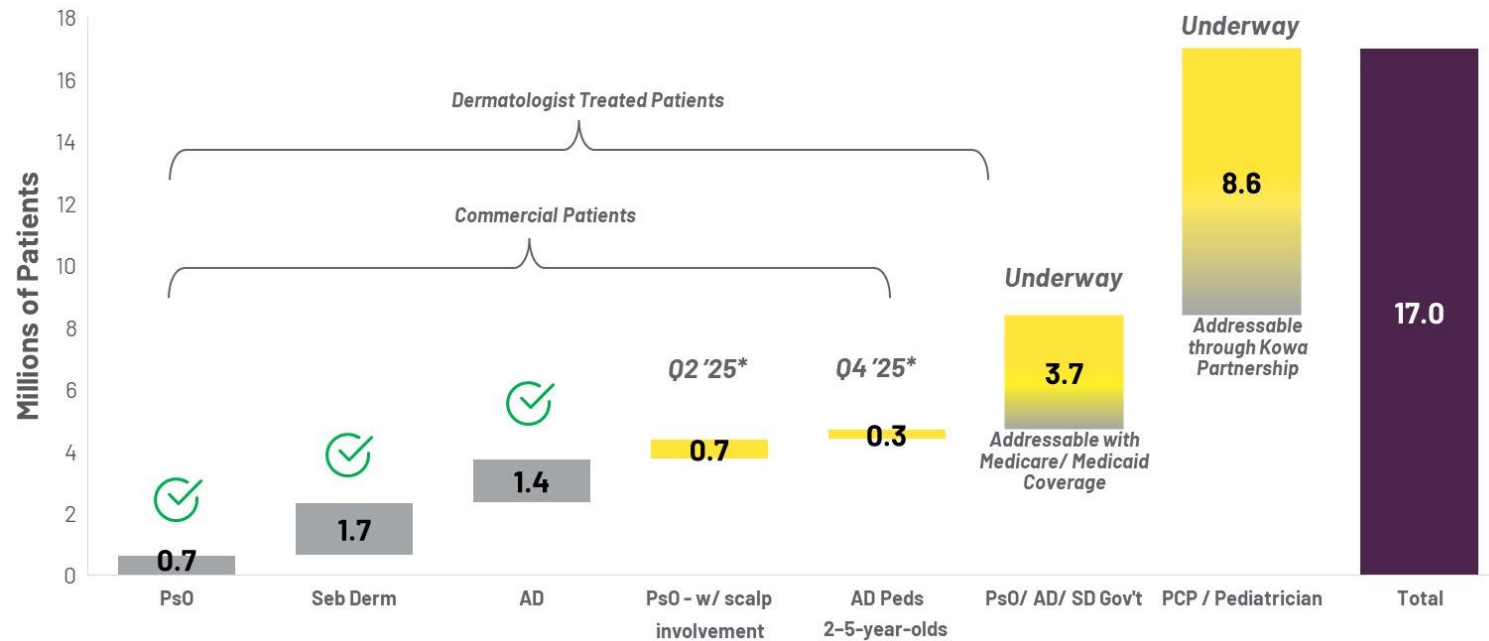
## Robust Pipeline and IP

- **Anticipated approval** of ZORYVE foam 0.3% for scalp & body **psoriasis** target PDUFA May 2025
- **21 patents** covering novel aspects of topical roflumilast
- **Stay of patent litigation** while preserving remaining portion of Hatch-Waxman stay

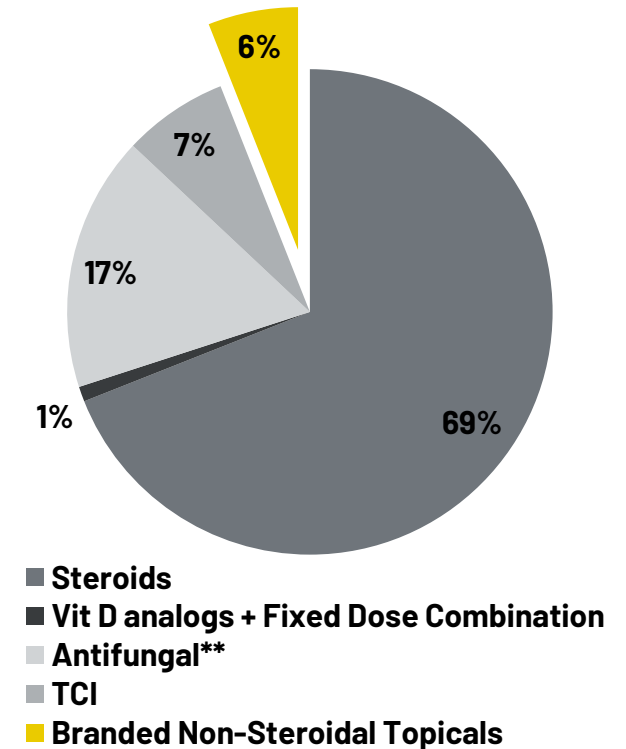


# Progress from Patient Opportunity to Rx Growth

## Total U.S. ZORYVE Addressable Market – 17M Patients



## ~24M Prescriptions<sup>1</sup>



## Ps0 + Seb Derm + AD

\* If approved

Figures may not tie due to rounding ; PCP = primary care providers

<sup>1</sup>Total Topical Prescriptions of Arcutis targets for the last four quarters: Q1 2024 – Q4 2024

\*\*Antifungals only included in Seb Derm market

Data Source and Data Period: IQVIA Xponent Sales Data for Arcutis targets (Q1 2024 – Q4 2024). Branded Non-Steroidal Topicals include: ZORYVE, VTAMA, Opzelura, and Eucrisa

# Speakers & Agenda



**Todd Edwards**  
Chief Commercial Officer

Business Review

**Commercial Update**

R&D Update

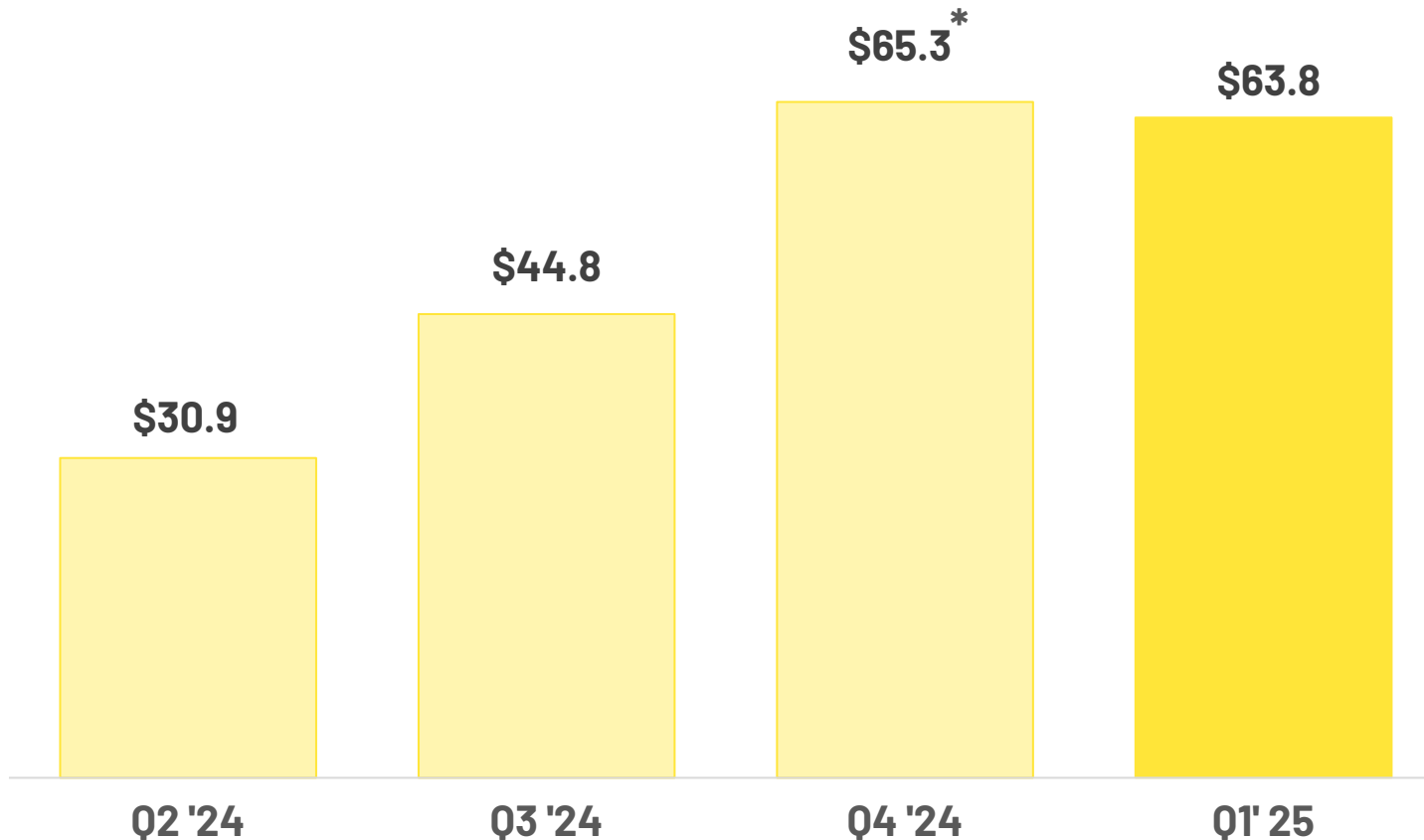
Financial Results

Q&A



# Strong Net Product Revenues in Q1

Net Product Revenues \$M



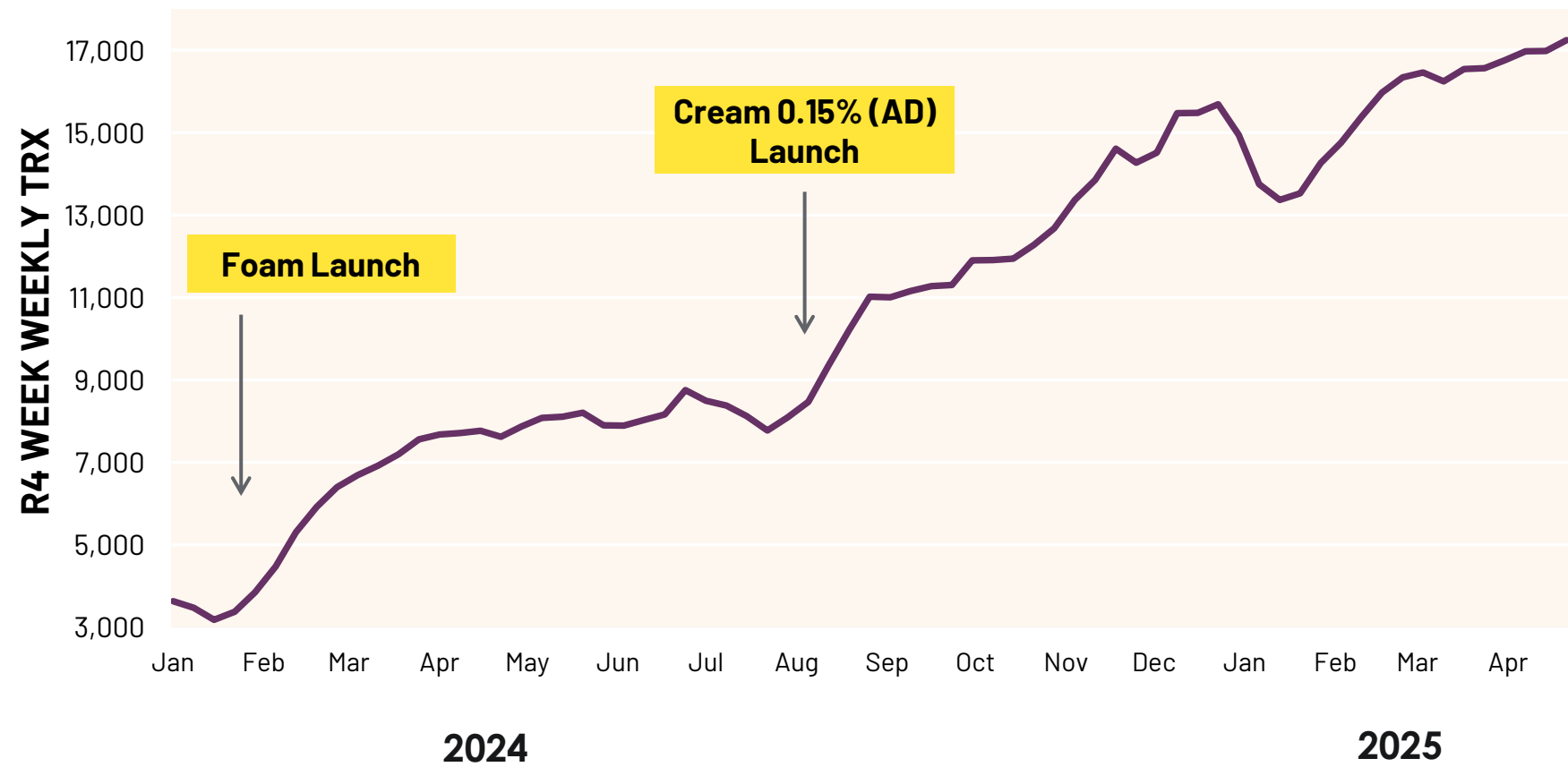
- Q1 '25 net product revenues of \$63.8M, +196% vs. prior year
- Strong quarter over quarter volume growth continues
- GTN in the 50s, with typical Q1 GTN erosion due to annual deductible and insurance resets
- Expect sustained volume and revenue growth throughout 2025

\* Actual Total Product Revenues were 69.4, \$4.1M of non-recurring return reserve adjustment

Figures may not tie due to rounding; GTN = gross-to-net



# Steady TRx Growth for ZORYVE Portfolio – Reaching ~17,250 Weekly TRx (Rolling 4-Week Basis)



## TRx Growth

Q1'25	vs. Q4'24	vs. Q1'24
	+10%	+169%

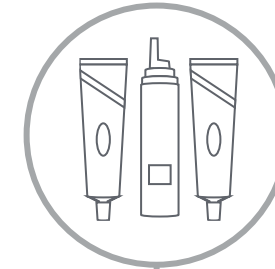
Data Source: ZORYVE – IQVIA Xponent data. & Rapid data for most recent week U.S sales only  
TRx = total prescriptions

# Robust Rx Payor Reimbursement Delivering Profitable Scripts

ZORYVE Reaching  
Exceptional Overall Covered Prescriptions

~80%+

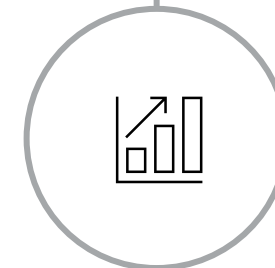
ZORYVE **Cream 0.3%**  
ZORYVE **Foam 0.3%**  
ZORYVE **Cream 0.15%**  
Prescriptions Covered by Insurance



**Versatile  
Portfolio**



**3 National PBMs  
Covering  
ZORYVE  
Portfolio**



**Profitable  
Script Pull  
Through**

# Tailoring to PCP Practice Dynamic & Selling Cycle

**Built Messaging Geared to PCPs**

**Established National Pharmacy  
Strategy Conducive to PCPs**

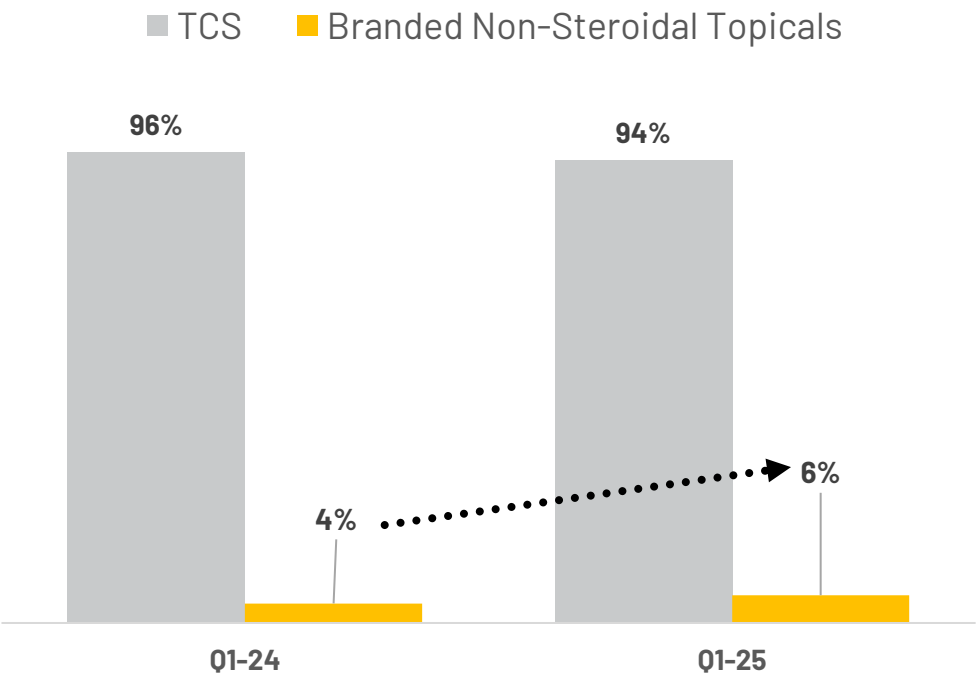
**Driving Frequency for Awareness,  
Trial & Usage in PCPs**

**Positive Signals from Early Adopters**

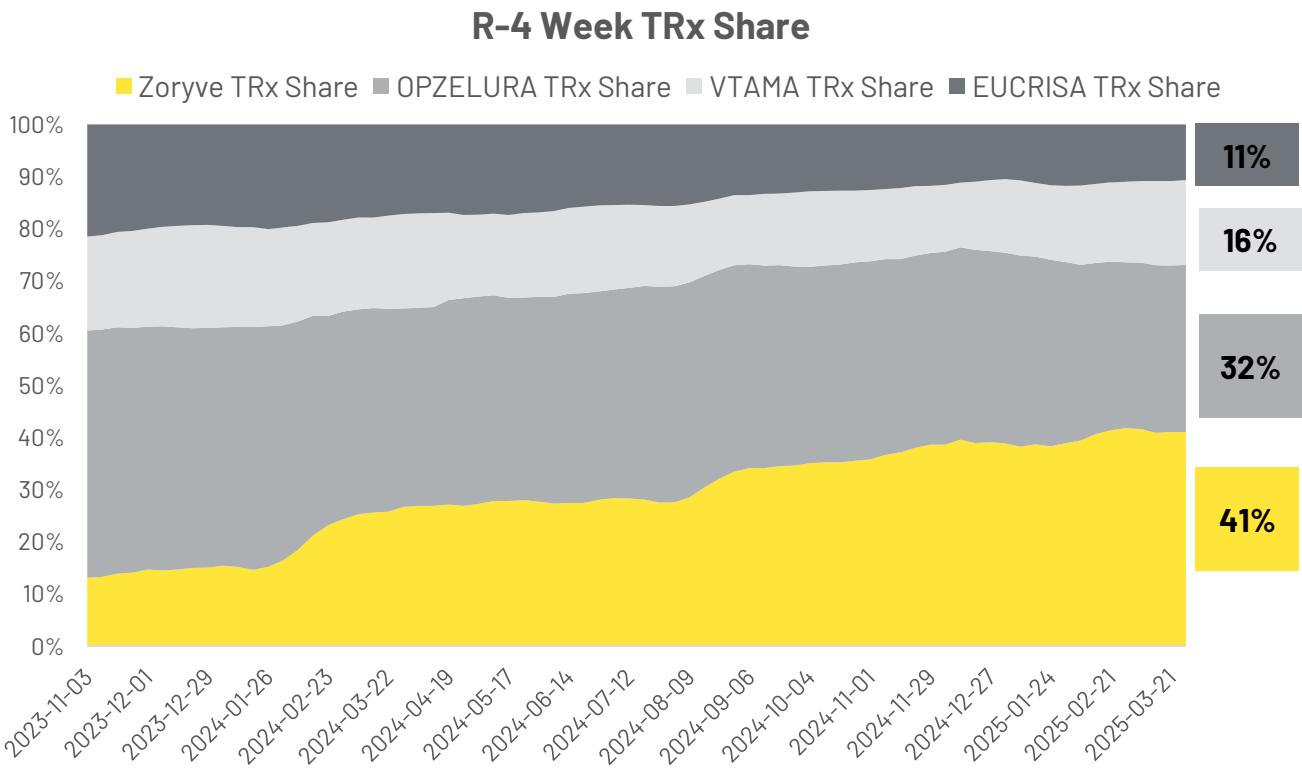


# Branded Topical Segment Grows as ZORYVE TRx Share Expands

Branded Topical Segment Grew by 50%



ZORYVE TRx Share Continues to Grow in the Branded Topical Segment



Data Source IQVIA XPO and Rapid data US sales only

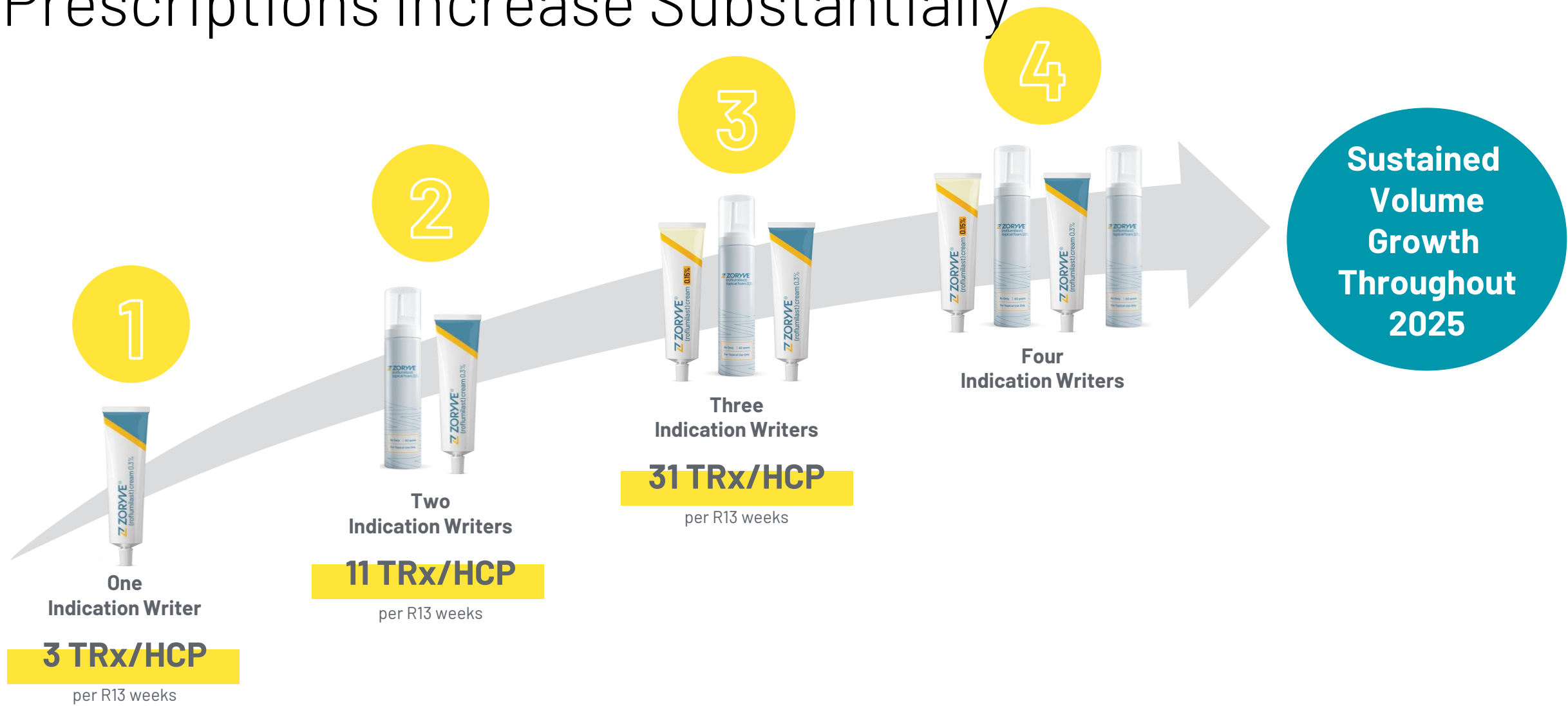
Figures may not tie due to rounding ; PCP = primary care providers

# ZORYVE is Unique in Dermatology, With Multiple Formulations & Indications

Plaque Psoriasis*		Seborrheic Dermatitis	Atopic Dermatitis
9M Patients		10M Patients	26M Patients
ZORYVE 0.3%			ZORYVE 0.15%
Cream	Foam*		Cream
Rapid, Reliable Relief Anywhere			
Rapid Itch Relief			
Once-daily steroid-free topical			
Safety and tolerability enables treatment in any location for any duration			
Simple, predictable access			
One co-pay card			
Efficient & consistent fulfillment process			

*\* Pending Scalp & Body FDA Approval*

# As HCPs Continue to Adopt the ZORYVE Portfolio Their Prescriptions Increase Substantially



Xponent data rolling thirteen weeks (R13W) Feb 2025. U.S sales and Arcutis targets only



# Speakers & Agenda



**Patrick Burnett, MD, PhD, FAAD**  
Chief Medical Officer

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# Continued Success With Clinical and Regulatory Milestones

Key Accomplishments / Milestones	Indication	Timing
FDA Approval of ZORYVE Cream 0.3% Down to the Age of 6	Plaque PsO	✓
FDA Approval of ZORYVE Foam Down to the Age of 9	Seborrheic Dermatitis	✓
Positive INTEGUMENT-PED Topline in Ages 2-5	Atopic Dermatitis	✓
Positive INTEGUMENT-OLE Data Down to the Age of 6	Atopic Dermatitis	✓
FDA Approval of ZORYVE Cream 0.15% Down to the Age of 6	Atopic Dermatitis (mild to moderate)	✓
FDA PDUFA Target Action Date for ZORYVE Foam Down to Age 12	Scalp & Body PsO	May 22, 2025
Submitted sNDA for ZORYVE Cream 0.05% in Ages 2-5 for Atopic Dermatitis With an Anticipated Target Action Date, When Accepted	Atopic Dermatitis (mild to moderate)	October 13, 2025
ARQ-255 Phase 1b Study Data Readout	Alopecia Areata	Middle of 2025
Submit Investigational New Drug Application (IND) for ARQ-234 Biologic	Atopic Dermatitis	2025

# Growing Consensus on Need for Shift From Steroids



## **Risks of Topical Corticosteroid Therapy and Role for Advanced Targeted Topical Treatments for Inflammatory Skin Diseases: an Expert Consensus Panel**

*"TCS and systemic corticosteroids have numerous adverse effects, particularly with chronic use, and there are notable medical-legal risks for clinicians prescribing these medications.... The panel's consensus recommendations provide a strong call to action for clinicians to make these new therapies available to their patients with chronic inflammatory skin diseases."*  
– Burshtein, J et al.



## **Beyond Skin Deep: The Systemic Impact of Topical Corticosteroids in Dermatology**

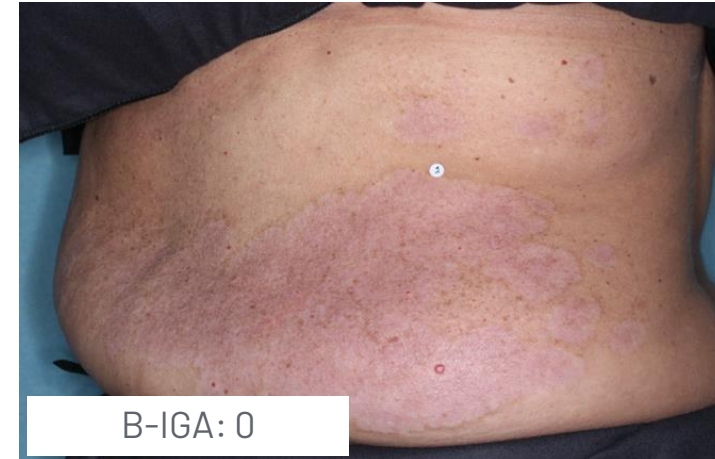
*"Long-term, chronic topical corticosteroid use should be limited because of safety concerns and the risk of both local and systemic side effects. The risk of which increases with steroid potency, amount, duration, and frequency of use across indications..."*  
DiRuggiero, D et al.

# Improvement in Patients With Psoriasis Treated With ZORYVE Foam 0.3%

56-year-old female; White



59-year-old female, White



**BASELINE**

**WEEK 2**

**WEEK 8**



# Speakers & Agenda



**Latha Vairavan**

Chief Financial Officer

Business Review

Commercial Update

R&D Update

**Financial Results**

Q&A



# Q1 2025 Financial Results

\$ Millions, Except Net Loss Per Share	Q1 2025	GAAP Reported			
		Q1 2024	YoY Change	Q4 2024	QoQ Change
Product Revenues, Net	\$63.8	21.6	42.3	\$69.4*	(5.5)
Other Revenues	2.0	28.0	(26.0)	2.0	0.0
Total Revenues	\$65.8	49.6	16.3	\$71.4	(5.5)
Cost of Sales	8.8	3.3	5.6	6.9	1.9
R&D Expense	17.5	23.1	(5.6)	14.5	3.1
SG&A Expense	64.0	54.8	9.2	57.6	6.4
Total Operating Expense	90.4	81.2	9.2	79.0	11.4
Net Loss	(25.1)	(35.4)	10.3	(10.8)	(14.3)
Net Loss Per Share – Basic & Diluted	(0.20)	(0.32)	0.12	(0.09)	(0.11)

\* \$65.3M excluding non-recurring adjustment of \$4.1M due to a reduction in reserves for product returns.

Figures may not tie due to rounding



# Strong Cash Position In 2025

**\$ Millions, except average shares**

**GAAP Reported**

<b>Cash Flow &amp; Balance Sheet Data</b>	<b>Q1 2025</b>
Cash, cash equivalents, and marketable securities (Mar. 31, 2025)	\$198.7
Net cash used in operating activities	30.4
Total debt, net (Mar. 31, 2025)	107.6
Weighted average shares outstanding (million)	126.0

*\$100M of debt available through current loan facility in whole or in part by June 2026*

*Figures may not tie due to rounding*

# Thank You



**Frank Watanabe**  
President & CEO



**Todd Edwards**  
Chief Commercial  
Officer



**Patrick Burnett,  
MD, PhD, FAAD**  
Chief Medical Officer



**Latha Vairavan**  
Chief Financial  
Officer

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