Acorda Therapeutics
Q4 / YE Earnings Call

February 13, 2020

Forward Looking Statement

This presentation includes forward-looking statements. All statements, other than statements of historical facts, regarding management's expectations, beliefs, goals, plans or prospects should be considered forward-looking. These statements are subject to risks and uncertainties that could cause actual results to differ materially, including: we may not be able to successfully market Inbrija or any other products under development; we may need to raise additional funds to finance our operations, repay outstanding indebtedness or satisfy other obligations, and we may not be able to do so on acceptable terms or at all; risks associated with complex, regulated manufacturing processes for pharmaceuticals, which could affect whether we have sufficient commercial supply of Inbrija to meet market demand; third party payers (including governmental agencies) may not reimburse for the use of Inbrija or our other products at acceptable rates or at all and may impose restrictive prior authorization requirements that limit or block prescriptions; competition for Inbrija, Ampyra and other products we may develop and market in the future, including increasing competition and accompanying loss of revenues in the U.S. from generic versions of Ampyra (dalfampridine) following our loss of patent exclusivity; the ability to realize the benefits anticipated from acquisitions, among other reasons because acquired development programs are generally subject to all the risks inherent in the drug development process and our knowledge of the risks specifically relevant to acquired programs generally improves over time; the risk of unfavorable results from future studies of Inbrija (levodopa inhalation powder) or from our other research and development programs, or any other acquired or in-licensed programs ; the occurrence of adverse safety events with our products; the outcome (by judgment or settlement) and costs of legal, administrative or regulatory proceedings, investigations or inspections, including, without limitation, collective, representative or class action litigation; failure to protect our intellectual property, to defend against the intellectual property claims of others or to obtain third party intellectual property licenses needed for the commercialization of our products; and failure to comply with regulatory requirements could result in adverse action by regulatory agencies.

These and other risks are described in greater detail in our filings with the Securities and Exchange Commission. We may not actually achieve the goals or plans described in our forward-looking statements, and investors should not place undue reliance on these statements. Forward-looking statements made in this press release are made only as of the date hereof, and we disclaim any intent or obligation to update any forward-looking statements as a result of developments occurring after the date of this press release.

INBRIJA®

INBRIJA : 2019 Progress and Key Learnings

2019 Progress

Launch in February 2019 focused on physician awareness

- ~ 75% unaided and ~ 92% aided awareness
- ~ 78% of physicians who are aware of INBRIJA® expect to increase prescribing

Reached agreement with several major payers

- Majority of commercial lives now covered
- Medicare access improving

Lessons Learned

Prescribers are gating prescriptions

- Reimbursement hurdles impact intent to prescribe
- Entrenched treatment algorithms
- Patient feedback cycle is long

Variable patient experience

- Initial cough can be challenging
- Need to set appropriate expectations and train properly to optimize user experience

Driving Commercial Success of INBRIJA in 2020:

Phase 2 Focused on Driving Patient Awareness

Successful Phase 1 Launch

Priorities

Activities

Physician Education	Managed Care Access
• Speaker programs • Symposia and conferences • In services • Direct-to-HCP initiatives	• Clinical presentations • Contract negotiations

Launch Phase 2

Patient-Focused Marketing	Expand Patient Base
• Speaker programs • Patient ambassadors • Direct-to-patient initiatives • Educational programs	• Federal markets • Long-term-care

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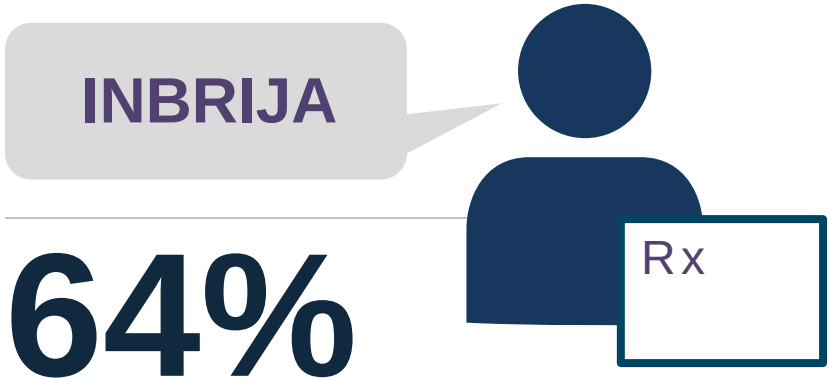
Launch Phase 2: Executing on Significant Opportunity to Educate Patients on INBRIJA

Physician Estimate of Patients Requesting & Receiving a Prescription for INBRIJA*



64%

of Patients Requesting INBRIJA **Received a Prescription**

Drive demand by expanding patient awareness and education

*** Source**: Acorda physician survey, August 2019. Survey consisted of 151 physicians, of which 111 physicians who use INBRIJA provided a response; n=111.


Think MS
Think Walking
Think AMPYRA
ampyra
(dalfampridine)
Selected Important Safety Information
TIMED 25 FOOT WALK
REAL RESULTS
Real Patients. Real Results.

Ampyra®

Maintaining the Franchise Strength of AMPYRA

Loyalty to the brand is high

- Some patients have switched back to the brand from the generic

Continuing key support activities

- “First Step” free trial program
- Physician and reimbursement support

Exploring other mechanisms to retain greater value

- Maximizing cash flow

2019 Review and 2020 Guidance

4Q 2019 Financial Summary

($ in millions)	4Q'19	4Q'18	Δ Q/Q		YTD 2019	YTD 2018	Δ YTD/YTD
Net Inbrija Revenue	6.1	-	N/M		15.3	-	N/M
Net Ampyra Revenue	40.8	64.2	(36.4%)		163.2	455.1	(64.1%)
R&D	9.0	27.1	(66.8%)		60.1	106.4	(43.5%)
SG&A	41.2	36.8	12.0%		192.8	172.3	11.9%
GAAP Net Income (Loss)	65.7	9.6	584.4%		(273.0)	33.7	(910.1%)
Non-GAAP Net (Loss) Income	(7.1)	21.5	(133.0%)		(81.8)	103.4	(179.1%)
Cash, Cash Equivalents, Investments and Restricted Cash	168.9	446.3	(62.2%)		168.9	446.3	(62.2%)

This slide contains GAAP and non-GAAP financial measures. Non-GAAP net income excludes certain items. Information regarding our use of non-GAAP measures, a description of excluded items, and a reconciliation of those measures to GAAP is available in our financial results press release, which is now available in the investor relations section of our website at www.acorda.com.

***Includes marketable securities.**

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Financial Guidance

Inbrija

2020 Inbrija sales:
$35M – $40M

Inbrija Peak Sales:
$300M – $500M

Ampyra

2020 Ampyra sales:
$85M – $110M

Acorda

2020 Operating Expenses:
$170M – $180M

Note: Operating expense guidance is a non-GAAP projection that excludes restructuring costs and share-based compensation, as more fully described in our press release dated January 15, 2020 under “Non-GAAP Financial Measures”.

Focused on Strengthening Capital Structure & Managing Operating Expenses

Successfully exchanged $276 million of 2021 convertible notes in Dec. 2019

- Extended maturity to 2024
- Addressed 80% of near-term obligation
- Compelling ~ 95% conversion premium over market price
- Evaluating options to address $69 million of remaining convertible due in 2021

Managing cost structure

- Headcount reduction of ~25%
  - Operating expenses reduced by greater than $60 million
- Additional cost management:
  - Making cost structure more flexible (fixed → variable)

Focused on Aligning Cost Structure to Revenue while Prioritizing INBRIJA Launch

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Acorda's Path Forward: 2020 Focus

Accelerate Inbrija Commercial Growth

- Driving patient demand
- Expanding access
- Optimizing patient experience

Support Ampyra Franchise Strength

- Maintaining brand loyalty
- Sustaining cash generation
- Maximizing profitability

Drive Long Term Value

- Managing cost structure
- Strengthening balance sheet

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