**Safe Harbor Statement**

**Special Note Regarding Forward-Looking Statements**

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements contained in this presentation that do not relate to matters of historical fact should be considered forward-looking statements, including without limitation statements with respect to expectations regarding the timing of regulatory approvals; expectations regarding the timing or scope of commercialization of products; anticipated research and development expenses and use of cash for 2016; and the Company’s plans and opportunities, including without limitation offering innovative therapeutics and the Company’s belief that its products and product candidates will result in improved outcomes for pets.

These forward-looking statements are based on management's current expectations. These statements are neither promises nor guarantees, but involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements, including, but not limited to, the following: our history of operating losses and our expectation that we will continue to incur losses for the foreseeable future; failure to obtain sufficient capital to fund our operations; risks relating to the impairment of intangible assets AT-004, AT-005, AT-007 and AT-011; unstable market and economic conditions; restrictions on our financial flexibility due to the terms of our credit facility; our substantial dependence upon the success of our product candidates; development of our biologic product candidates is dependent upon relatively novel technologies and uncertain regulatory pathways, and biologics may not be commercially viable; denial or delay of regulatory approval for our existing or future product candidates; failure of our product candidates that receive regulatory approval to obtain market approval or achieve commercial success; failure to realize anticipated benefits of our acquisitions and difficulties associated with integrating the acquired businesses; development of pet therapeutics is a lengthy and expensive process with an uncertain outcome; competition in the pet therapeutics market, including from generic alternatives to our product candidates, and failure to compete effectively; failure to identify, license or acquire, develop and commercialize additional product candidates; failure to attract and retain senior management and key scientific personnel; our reliance on third-party manufacturers, suppliers and partners; regulatory restrictions on the marketing of our product candidates; our small commercial sales organization, and any failure to create a sales force or collaborate with third-parties to commercialize our product candidates; difficulties in managing the growth of our company; significant costs of being a public company; risks related to the restatement of our financial statements for the year ended December 31, 2013, and the identification of a material weakness in our internal control over financial reporting; changes in distribution channels for pet therapeutics; consolidation of our veterinarian customers; limitations on our ability to use our net operating loss carryforwards; impacts of generic products; safety or efficacy concerns with respect to our product candidates; failure to obtain ownership of issued patents covering our product candidates or failure to prosecute or enforce licensed patents; failure to comply with our obligations under our license agreements; effects of patent or other intellectual property lawsuits; failure to protect our intellectual property; changing patent laws and regulations; non-compliance with any legal or regulatory requirements; litigation resulting from the misuse of our confidential information; the uncertainty of the regulatory approval process and the costs associated with government regulation of our product candidates; failure to obtain regulatory approvals in foreign jurisdictions; effects of legislative or regulatory reform with respect to pet therapeutics; the volatility of the price of our common stock; our status as an emerging growth company, which could make our common stock less attractive to investors; dilution of our common stock as a result of future financings; the influence of certain significant stockholders over our business; and provisions in our charter documents and under Delaware law could delay or prevent a change in control. These and other important factors discussed under the caption "Risk Factors" in the Company's Annual Report on Form 10-K filed with the Securities and Exchange Commission, or SEC, on March 15, 2016, along with our other reports filed with the SEC could cause actual results to differ materially from those indicated by the forward-looking statements made in this presentation. Any such forward-looking statements represent management’s estimates as of the date of this presentation. While we may elect to update such forward-looking statements at some point in the future, we disclaim any obligation to do so, even if subsequent events cause our views to change. These forward-looking statements should not be relied upon as representing our views as of any date subsequent to the date of this presentation.

*Provided June 7, 2016*
Our Company

Delivering new beginnings for pets and the families who love them.

Our name not only means new beginning. It defines our approach to developing therapeutic solutions for the unmet and underserved medical needs in pets.

By taking advances from human sciences, Aratana Therapeutics is bringing innovative prescription medicines to veterinarians. We deliver solutions for medical conditions that currently have few, if any, treatment options. Aratana has more than 18 therapeutics in our development pipeline for cancer, pain, incontinence, viral diseases and allergy that may help to extend and improve the quality of lives for pets. And that’s just the beginning.

Find out more at www.aratana.com.
Our Market

68% Households with Pets

86M 78M

Pet Owner Spend - US

Source: APPA Nov 2015

Provided June 7, 2016
The Evolution of Veterinary Care

**Historical Situation**
- Outside pets
- Rural
- Puppies & kittens
- Wellness (vaccines, parasites)
- Generalist veterinarians
- Clinics

**Emerging Trends**
- Inside pets
- Urban
- Mature pets
- Disease states
- Specialist veterinarians
- Multi-specialty hospitals
What Problem Needs Solving?

Innovation Gap

Source: Information available on United States Government Federal Register

** New Chemical Entities/Biopharmaceuticals defined as new chemical entities not previously approved in humans or animals (excluding parasite drugs)
What are the Precedents?

RIMADYL® (carprofen)
- Launched 1996
- Continues to grow despite generics and other cox-inhibitors
- Created a $300M market in U.S.
- Use limited by perceived tolerability issues

Previcox® (firocoxib)
- Companies try to differentiate their products
- Consumer advertising on the disease state grew the overall category
- NSAID market and nutraceuticals have grown for two decades

Metacam® (meloxicam)
- Early success creating market
- Launched in 2014
- Product initially “on allocation” (supply-constrained)
- Peak sales estimated > $300M
- Starting dose is twice daily

Deramaxx® (deracoxib)
- Pioneer in category of CHF
- Launched in 2007 in U.S.
- Shown to increase median survival
- Sales estimated $50M+
- Other products in cardiology are mostly generic

Vetmedin®
- Early success creating market
- Launched in 2014
- Product initially “on allocation” (supply-constrained)
- Peak sales estimated > $300M
- Starting dose is twice daily

Apoquel® (oclacitinib)
Our Roadmap

Defining and selling our model

- Success in the clinic
- Regulatory approvals
- Expand the portfolio
- Shape the commercial opportunity
- Product level & ecosystem-wide partnerships

Proving our model

- Demonstrate high revenue growth
- Achieve specialty pharma-like margins
- Operate in a highly capital-efficient manner
- Maintain a competitive advantage

Achieving financial viability

Leveraging the brand
Our Timeline

- **2011**: RaQualia Licensing Agreement on GALLIPRANT & ENTYCE
- **2012**: Pacira Licensing Agreement on NOCITA
- **2013**: Acquisition of Vet Therapeutics
- **2014**: Acquisition of Okapi Sciences NV
- **2015**: Elanco Animal Health Licensing Agreement
- **2016**: Atopix Licensing Agreement on AT-018

**Option & License Deals (Atopix, Traverse, Advaxis, etc.)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>$2M</td>
</tr>
<tr>
<td>2012</td>
<td>$9M</td>
</tr>
<tr>
<td>2013</td>
<td>$11M</td>
</tr>
<tr>
<td>2014</td>
<td>$22M</td>
</tr>
<tr>
<td>2015</td>
<td>$25M</td>
</tr>
<tr>
<td>2016</td>
<td>~$30M</td>
</tr>
</tbody>
</table>

**Total R&D Investment: ~$100M**
## Our Development Efforts

<table>
<thead>
<tr>
<th><strong>20+</strong></th>
<th><strong>4</strong></th>
<th><strong>15</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>Potential Pipeline Products</td>
<td>Two FDA Approved and Two USDA Fully Licensed Products</td>
<td>Products Investigated in Client-Owned Patients</td>
</tr>
<tr>
<td>USDA Licensed Establishment</td>
<td>10+ New Molecular Entities</td>
<td>Network of CROs in U.S. and EU Doing Clinical &amp; Pre-Clinical Work</td>
</tr>
<tr>
<td>5 Pivotal Stage Programs</td>
<td>Worldwide Manufacturing CMOs</td>
<td>5 CMC Packages &amp; Four Drug Master Files</td>
</tr>
</tbody>
</table>
Provided June 7, 2016

**FDA CVM Therapeutics**

- **Pilot Studies**
  - AT-002: Management of Weight Loss
  - AT-003: Post-Operative Pain
  - AT-016: Allogeneic Stem Cell OA
  - AT-018: Atopic Dermatitis
- **Pivotal Studies**
- **Phased Submission**
- **Commercial**
  - FDA approved for dogs March 20, 2016; licensed to Elanco with U.S. co-promotion
  - FDA approved May 16, 2016; launch early 2017
  - Submit NADA late-2016; anticipate launch late-2016

**USDA CVB Therapeutics**

- **Field Safety & Efficacy**
  - Canine Lymphoma Monoclonal Antibody B-cell
  - Canine Lymphoma Monoclonal Antibody T-Cell
  - AT-014: Canine Osteosarcoma Vaccine
- **Conditional and/or Full Licensure**
  - Extended Field Efficacy and Post Market Studies
- **Commercial**

*Other therapeutics are at various early-stages of development and Aratana may partner on products at other stages*
# Regulatory Status (Dogs)

CVM-regulated products

<table>
<thead>
<tr>
<th>Product</th>
<th>Pilot Study</th>
<th>Pivotal Study</th>
<th>CMC Technical Section</th>
<th>Safety Technical Section</th>
<th>Effectiveness Technical Section</th>
<th>Product Labeling</th>
<th>Administrative NADA</th>
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</thead>
<tbody>
<tr>
<td>Galliprant</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>(grapiprant tablets)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Entyce</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>(capromorelin oral solution)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nocita</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>(bupivacaine liposome injectable suspension)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**APPROVED**
Our Commercial Strategy

Marketing
Builds Brand Awareness

Sales
Gain Trial, Penetration and Retention

Veterinarians

Sales Operations
Enable and Measure

Veterinary Services
Educate and Train
Our Customer

30 veterinary schools

22 boarded specialties and many sub-specialties

850 specialty practices

66,000 companion animal veterinarians

23,000 companion animal hospitals

1,800 corporate practices
Our Sales Channel

- Aratana Direct Sales
- Co-Promote or CSO
- Distributors
- Corporate Sales
- eCommerce

Dispensed in Clinic/Pharmacy/Home Delivery

Pet Owners

Provided June 7, 2016
Commercial Efficiency

Sales Response Curves by Product of Interest

<table>
<thead>
<tr>
<th>Clinics Reached</th>
<th>Share of Product Revenue</th>
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<tbody>
<tr>
<td></td>
<td>60%</td>
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<tr>
<td>NSAID</td>
<td>7,800</td>
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<tr>
<td>Product A</td>
<td>5,000</td>
</tr>
<tr>
<td>Product B</td>
<td>1,900</td>
</tr>
<tr>
<td>Oncology</td>
<td>100</td>
</tr>
</tbody>
</table>
Commercial Mapping

Relevance to Specialists

Primary Care Adoption

Lower

Higher

Specialty

Lower

Higher

Galliprant

(entyce

(nocita

(195

Osteosarcoma Vaccine

AT-014

Provided June 7, 2016
Go-to-Market Paradigms

Relevance to Specialists

Primary Care Adoption

Lower

Higher

Co-promotion & Distribution

Direct & Distribution

Direct +/- Contract Selling

Specialty

AT-014
Osteosarcoma Vaccine
Specialty Approach

- Generate corporate brand awareness and confidence
- Educate on new therapeutic alternatives
  - Advisory boards
  - Medical conferences
  - Medical scientific liaisons
- Generate product awareness
  - Trade shows
  - Publications
  - Aratana digital library
- Gain product trial
  - Specialist reps
  - Aratana continuing education
- Support the experience
Industry Conference Presence
American College of Veterinary Internal Medicine June 8-11

You’re invited to discover all the exciting things happening at the intersection of human science and veterinary medicine

ACVIM Breakfast Session
Inappetence in Dogs: What’s New in Its Management?

Presented by
Audrey Cook, DVM, MS, DACVIM (SAIM), DEZTVI (CN), DEZTVI (USA)
Jessica Wentz, DVM, PhD, Project Manager - Drug Development, Aratana Therapeutics

Friday, June 10, 2016
6:30 am – 8:30 am
Hyatt Centennial Ballroom F
Breakfast provided

ACVIM Sessions Sponsored by Aratana

From Theory to Therapeutic: Drug Development Basics for the Clinical Scientist
Linda Rhodes, VMD, PhD
Wednesday, June 8, 2016
10:00 am – 11:00 am
Room 300C/300D

Cachexia and Sarcoma in Small Animals
Lisa M. Freeman, DVM, PhD, DACVIM
Thursday, June 9, 2016
9:00 am – 11:00 am
Room 400C/400D/400E

Abolishing Anorexia: The Physiology of Appetite Regulation and Use of Orexin Receptor Agonists
Audrey Cook, DVM, MS, DACVIM (SAIM), DEZTVI (CN), DEZTVI (USA)
Julie Allen, DVM, MS, DACVIM (SAIM)
Thursday, June 9, 2016
10:00 am – 11:00 am
Room 300C/300D

New Therapeutics Impacting Oncology Practice
Chad Inman, DVM, DACVIM (SAIM, Medical)
Thursday, June 9, 2016
10:30 am – 11:30 am
Room 300C/300D

Feeding the Finicky Feline
Jennifer Quinby, DVM, PhD, DACVIM (SAIM)
Thursday, June 9, 2016
11:30 am – 1:30 pm
Room 400C/400D/400E

The Importance of Body Size and Composition in Small Animal Heart Disease
Lisa M. Freeman, DVM, PhD, DACVIM
Thursday, June 9, 2016
4:05 pm – 6:15 pm
Room 400C/400D/400E

Hematologic Complications in Malignancy
Jacqueline Wyche, DVM, MS, DACVIM (Oncology)
Saturday, June 11, 2016
2:10 pm – 3:30 pm
Room 400C/400D/400E
<table>
<thead>
<tr>
<th>Conference</th>
<th>Location</th>
<th>Dates</th>
<th>Session</th>
</tr>
</thead>
<tbody>
<tr>
<td>NAVC General Practitioners</td>
<td>Orlando, FL</td>
<td>Jan 16–21</td>
<td>Eight (8) CE Session Talks – Emerging Technologies, Main Event Tues Night with Zoobiquity, AT-002 lunch 800 attendees</td>
</tr>
<tr>
<td>VSSO Surgical Oncologists</td>
<td>Napa Valley, CA</td>
<td>Jan 31-Feb 3</td>
<td>Three (3) CE Session talks - Osteosarcoma, Post-operative pain, OA</td>
</tr>
<tr>
<td>VOS Orthopedic Surgeons</td>
<td>Big Sky, MT</td>
<td>Feb 26-Mar 4</td>
<td>Four (4) CE talks, Pivotal/Pilot study results for 1) Galliprant, 2) Nocita, 3) AT-014 and 4) AT-016</td>
</tr>
<tr>
<td>WVC General Practitioners</td>
<td>Las Vegas, NV</td>
<td>Mar 5-Mar 10</td>
<td>Twelve (12) CE Session talks on Emerging Technologies: Pain, Inappetence, Cancer</td>
</tr>
<tr>
<td>AAHA General Practitioners</td>
<td>Austin, TX</td>
<td>Mar 30-Apr 3</td>
<td>Four (4) CE Session/commercial talks on Emerging Technologies: Pain, Inappetence, Cancer</td>
</tr>
<tr>
<td>ACVIM Internists</td>
<td>Denver, CO</td>
<td>Jun 8-11</td>
<td><strong>Entyce Launch conference.</strong> Seven (7) Scientific/commercial session talks/posters and sponsorships on Inappetence and pain management. Breakfast symposia on inappetence.</td>
</tr>
<tr>
<td>UCSD Short Pain Course Research Spec./KOLs</td>
<td>San Diego, CA</td>
<td>July 28-30</td>
<td>Two (2) scientific/clinical study talks, Nocita for post-operative pain, Galliprant for osteoarthritis (EP4 PRA)</td>
</tr>
<tr>
<td>AVMA General Practitioners</td>
<td>San Antonio, TX</td>
<td>Aug 6-9</td>
<td>Aratana booth</td>
</tr>
<tr>
<td>CVC General Practitioners</td>
<td>Kansas City</td>
<td>Aug 26-29</td>
<td>Aratana booth</td>
</tr>
<tr>
<td>IVECCS Criticalists, Specialists</td>
<td>Dallas, TX</td>
<td>Sep 7-11</td>
<td><strong>Nocita/Entyce Launch conference.</strong> Two (2) CE session talks, sunrise breakfast, covering post-operative pain and inappetence.</td>
</tr>
<tr>
<td>ACVS (Surgeons)</td>
<td>Seattle, WA</td>
<td>Oct 6-9</td>
<td><strong>Nocita/AT-014</strong> two (2) CE talks, OSA lunch and post-operative pain breakfast</td>
</tr>
<tr>
<td>ABVP (Top GPs)</td>
<td>San Antonio, TX</td>
<td>Oct 6-9</td>
<td>Aratana booth</td>
</tr>
<tr>
<td>VCS Oncologists/IMs</td>
<td>Orlando, FL</td>
<td>Oct 20-22</td>
<td><strong>Blontress/AT-014</strong> Two (2) CE session talks and breakfast symposium on lymphoma and osteosarcoma</td>
</tr>
</tbody>
</table>
Market Opportunity
Osteoarthritis (OA) Dogs in the U.S.

15 million dogs are diagnosed with OA

10 million dogs are treated for OA

2.5 million dogs treated >20 days with NSAIDs

Aratana market research.
Provided June 7, 2016
Osteoarthritis Treatment Landscape

$700 Million
($200 Million Retail Through Veterinarian)

NUTRACEUTICALS
These products offer less of a clinical benefit, but with few-to-no side effects.

$350 Million
(Retail Through Veterinarian)

COX-INHIBITING NSAIDs
The need for pain relief is weighed with the concern for side effects.

Disease Progression

MILD

MODERATE

SEVERE

Aratana market research on file.

Provided June 7, 2016
A New Beginning in OA Treatment

A first-in-class, non-COX-inhibiting, non-opioid, once daily pain medication that offers control of pain and inflammation associated with osteoarthritis in dogs

- First-in-class anti-inflammatory in the piprant class
- Highly targeted EP4 Prostaglandin Receptor Antagonist
- Flavored tablets, once daily dosing
- Multiple strengths and quantities
A Selective EP4 Prostaglandin Receptor Antagonist (EP4 PRA)

PHOSPHOLIPIDS

Inhibited by Corticosteroids

Leukotrienes

Inhibited by NSAIDs (COX 1, 2 inhibitors)

Cyclooxygenase enzymes

Epoxides

PGH₂

PGD₂, DP1

PGD₂, CRTH2

PGF₂α, FP

PGE₁, EP1

PGE₂, EP2

PGE₃, EP3

PGE₂, EP2

PGE₂, EP2

PGE₂, EP2

PGE₂, EP2

PGE₂, EP2

EP4

Blocked by GALLIPRANT®

TXA₂

IP

PGI₂

Important Safety Information: GALLIPRANT® (grapiprant tablets) is for use in dogs only. Do not use in dogs younger than 9 months of age and less than 8 lbs (3.6 kg), dogs used for breeding, or in pregnant or lactating dogs. Adverse reactions may include vomiting, diarrhea, and decreased appetite. Should not be used in dogs that have a hypersensitivity to grapiprant. Avoid use with COX inhibiting NSAIDs or corticosteroids. Please see the full Prescribing Information.
entyce®
(capromorelin oral solution)
Market Opportunity
Inappetence in Dogs in the U.S.

10 million dogs are inappetent

4 million dogs are treated for inappetence
(2M chronic/2M acute)

“I have nothing that works well for inappetence. It makes it difficult to diagnose or treat the underlying condition.”

“Lack of appetite can be very distressful to owners. If the dog isn’t eating they call me and if I can’t fix the problem, it can be one of the main reasons for euthanasia.”

Aratana market research.
Provided June 7, 2016
Questions: 1. How satisfied are you with the products currently available to you to treat inappetence in dogs and cats? 2. To what degree do you feel there is a need in the marketplace for a product indicated to treat inappetence in dogs and cats? N=166

Provided June 7, 2016
Question: On average, how many days of treatment are needed by dogs suffering from inappetence due to each of the following condition types over the course of one year? N=166

Provided June 7, 2016
Treatment Paradigms

**ACUTE INAPPETENCE**
Some causes include: pain, stress and post-surgery pain

**CHRONIC INAPPETENCE**
Some causes include: end of life, nausea, pain, medications, kidney disease, cancer, respiratory diseases and congestive heart failure

This ghrelin receptor agonist stimulates appetite and may help transform the way veterinarians manage the symptom of inappetence while working to diagnose the underlying cause

Aratana market research.
Provided June 7, 2016
A New Beginning for Appetite Stimulation

entyce®
(capromorelin oral solution)

A new, unique first-in-class, appetite stimulant FDA-approved in dogs

- **First-in-class** prescription therapeutic
- **Ghrelin receptor agonist** (works by mimicking ghrelin, the hunger hormone)
- Oral liquid solution, **once daily dosing**
- Multiple packaging sizes
ENTYCE® (Ghrelin Receptor Agonist)

1. Stimulates hypothalamus to increase hunger
2a. Stimulates pituitary gland to release growth hormone (GH)
2b. Via systemic circulation

Important Safety Information: ENTYCE® (capromorelin oral solution) is for use in dogs only. Do not use in breeding, pregnant or lactating dogs. Use with caution in dogs with hepatic dysfunction or renal insufficiency. Adverse reactions in dogs may include diarrhea, vomiting, polydipsia, and hypersalivation. Should not be used in dogs that have a hypersensitivity to capromorelin. (Please see the full Prescribing Information for more details.)

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Aratana market research on file. Question: Based on the description of the product (including preliminary pricing), do you plan to stock the drug and for which uses would you stock? N=415

Provided June 7, 2016
Market Opportunity
Post-operative pain dogs in the U.S.

“20 million dogs undergo surgery
6 million dogs have very painful surgery

“I am concerned about the side effects of opioids and I hesitate to send a patient home on an opioid. I have more options if I can keep them in the hospital, but clients prefer to take their dogs home after surgery.”

“I try to cover post-op pain, but I don’t always know if the owner will treat as prescribed after discharge. They often cannot tell whether the dog is painful.”

Aratana market research.
Provided June 7, 2016
Post-Op Pain Treatment Landscape

Veterinarians manage post-operative pain in a multi-modal way

90% use NSAIDs
- Rimadyl
- Metacam
- Deramaxx
- Previcox

60% use Opioids
- Butorphanol
- Buprenorphine
- Hydromorphone
- Morphine
- Oxymorphone

35% use Local Anesthetic
- Lidocaine
- Bupivacaine

Amputations  Cruciate/fracture repairs  Trauma  Mass Removal/Biopsies
Other soft tissue surgeries  Dental/tooth extractions  Other orthopedic surgeries

Aratana market research.
Provided June 7, 2016
A New Beginning in Post-Op Pain

A new, local anesthetic formulation of bupivacaine under investigation for single-dose infiltration into the surgical site to provide local postoperative analgesia for cranial cruciate ligament surgery in dogs

- Bupivacaine in a liposome injectable suspension that releases over time
- Long-acting analgesia lasts up to 72 hours post-surgery
- Single dose infiltration
- Non-opioid pain control
Infiltration Technique

1. Fascia Layer Infiltration
2. Deep Subcutaneous Tissue Infiltration
3. Superficial Subcutaneous Tissue Infiltration

Epidermis
Subcutaneous Tissue
Fascia
Musculature
- Sterile, non-pyrogenic, preservative-free aqueous suspension of multi-vesicular liposomes containing bupivacaine.
- Bupivacaine released over time.
79% of veterinarians indicate they would use the product within the first year.

### Likelihood to use Product by Surgery Category

<table>
<thead>
<tr>
<th>Surgery Category</th>
<th>Extremely likely (5)</th>
<th>(4)</th>
<th>(3)</th>
<th>(2)</th>
<th>Not at all Likely (1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amputations</td>
<td>64%</td>
<td>21%</td>
<td>8%</td>
<td>2%</td>
<td>4%</td>
</tr>
<tr>
<td>Cruciate/fracture repairs</td>
<td>48%</td>
<td>21%</td>
<td>13%</td>
<td>4%</td>
<td>14%</td>
</tr>
<tr>
<td>Other orthopedic surgeries</td>
<td>40%</td>
<td>27%</td>
<td>17%</td>
<td>4%</td>
<td>11%</td>
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<tr>
<td>Trauma</td>
<td>30%</td>
<td>33%</td>
<td>25%</td>
<td>7%</td>
<td>6%</td>
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<tr>
<td>Dental/tooth extractions</td>
<td>25%</td>
<td>21%</td>
<td>21%</td>
<td>13%</td>
<td>20%</td>
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<tr>
<td>Other soft tissue surgeries</td>
<td>23%</td>
<td>36%</td>
<td>28%</td>
<td>8%</td>
<td>5%</td>
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<td>Biopsies</td>
<td>21%</td>
<td>22%</td>
<td>32%</td>
<td>18%</td>
<td>7%</td>
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</tbody>
</table>

**Question:** How likely would you be to use Product N (without knowing pricing) for each of the following canine surgery categories? N=247

*Provided June 7, 2016*
Potential Lifecycle Management

**entyce®**
(capromorelin oral solution)

- Weight loss management in Chronic Kidney Disease
- Chronic indication

**nocita®**
(bupivacaine liposome injectable suspension)

- Post-operative pain
- For all orthopedic surgeries
- For all surgeries
- For all surgeries
Our Manufacturing Strategy

- **Strategic Goal**
  Provide long term manufacturing capacity to supply global requirements for pharmaceutical and biological products that meets our quality and cost standards

- **Basic Strategy**
  Utilize Contract Manufacturing Organizations (CMO) for Active Pharmaceutical Ingredient (API) and Drug Product to supply our needs for pharmaceutical products
Our Financial Summary

- Reported first quarter net loss as March 31, 2016 was $18.1M or $0.52 basic loss per share
  - Includes $5 million in regulatory milestones
- Strategic collaboration with Elanco on Galliprant (April 2016)
  - Co-promote in the U.S.
  - Upfront payment of $45M
  - Payments upon regulatory & manufacturing milestones of $8M
  - Sales milestones up to $75 million
  - Royalty payments
  - Aratana to pay 25% of third-party development fees and expenses through 2018 necessary for any registration or regulatory approval
- Aratana anticipates use of cash in 2016 to be $45M to $55M
Closing Comments