UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): September 9, 2024

HARROW, INC.
(Exact name of registrant as specified in its charter)

Delaware	**001-35814**	**45-0567010**
(State or other jurisdiction of incorporation)	(Commission File Number)	(IRS Employer Identification No.)

1A Burton Hills Blvd., Suite 200 **Nashville, Tennessee** (Address of principal executive offices)	**37215** (Zip Code)

Registrant's telephone number, including area code: **(615) 733-4730**

102 Woodmont Blvd., Suite 610, Nashville, TN 37205
(Former Name or Former Address, if Changed Since Last Report)

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name on exchange on which registered
Common Stock, $0.001 par value per share	HROW	The Nasdaq Stock Market LLC
8.625% Senior Notes due 2026	HROWL	The Nasdaq Stock Market LLC
11.875% Senior Notes due 2027	HROWM	The Nasdaq Stock Market LLC

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 or Rule 12b-2 of the Securities Act of 1934:

Emerging growth company ☐

If any emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Item 7.01. Regulation FD Disclosure.

Attached as Exhibit 99.1 to this Item 7.01 is a presentation of Harrow, Inc. (the "Company"), that may be used by the management of the Company at investor conferences and at meetings describing the Company.

The information contained in Item 7.01 of this report and in Exhibit 99.1 shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), or incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

Item 9.01. Financial Statements and Exhibits

(d) Exhibits

99.1	Harrow, Inc. Corporate Presentation September 2024
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

HARROW, INC.

Dated: September 9, 2024

By: */s/ Andrew R. Boll*
Name: Andrew R. Boll
Title: Chief Financial Officer

H.C. Wainwright 26th Annual Global Investment Conference | 8:00 a.m. ET, September 10, 2024

Mark L. Baum
Founder and CEO

Safe Harbor

This presentation contains express "forward-looking statements" as defined in the U.S. Private Securities Litigation Reform Act of 1995. You are cautioned not to rely on these forward-looking statements. These statements are based on current expectations of future events. If underlying assumptions prove inaccurate or known or unknown risks or uncertainties materialize, actual results could vary materially from the expectations and projections of Harrow Health, Inc. (the "Company" or "Harrow"). Some of these risks and uncertainties include, but are not limited to: liquidity or results of operations; our ability to successfully implement our business plan, develop and commercialize our products, product candidates and proprietary formulations in a timely manner or at all, identify and acquire additional products, manage our pharmacy operations, service our debt, obtain financing necessary to operate our business, recruit and retain qualified personnel, manage any growth we may experience and successfully realize the benefits of our previous acquisitions and any other acquisitions and collaborative arrangements we may pursue; competition from pharmaceutical companies, outsourcing facilities and pharmacies; general economic and business conditions, including inflation and supply chain challenges; regulatory and legal risks and uncertainties related to our pharmacy operations and the pharmacy and pharmaceutical business in general; physician interest in and market acceptance of our current and any future formulations and compounding pharmacies generally. More detailed information about the Company and the risk factors that may affect the realization of forward-looking statements is set forth in the Company's filings with the Securities and Exchange Commission, including its Annual Reports on Form 10-K and its Quarterly Reports on Form 10-Q filed with the SEC. Such documents may be read free of charge on the SEC's web site at www.sec.gov. All forward-looking statements are qualified in their entirety by this cautionary statement. You are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. Harrow expressly disclaims any intent or obligation to update these forward-looking statements except as required by law. The Company's compounded formulations are not FDA approved. All trademarks, service marks and trade names included in this presentation are the property of their respective owners. This presentation refers to non-GAAP financial measures, specifically adjusted EBITDA, Core Results, such as core gross margin, core net income and core diluted net income per share, and equity values of equity positions in non-controlled investments. A reconciliation and/or further description of any non-GAAP measures with the most directly comparable GAAP measures are included in the Company's Letters to Stockholders, available on its website. All content included in this presentation is intended for investors and the investment community and is not intended as marketing material or for use by healthcare professionals and their patients.

Investment Highlights

Leading North American Ophthalmic Pharmaceutical Company

2024 revenue guidance of >$180 million; accelerating in 2H 2024

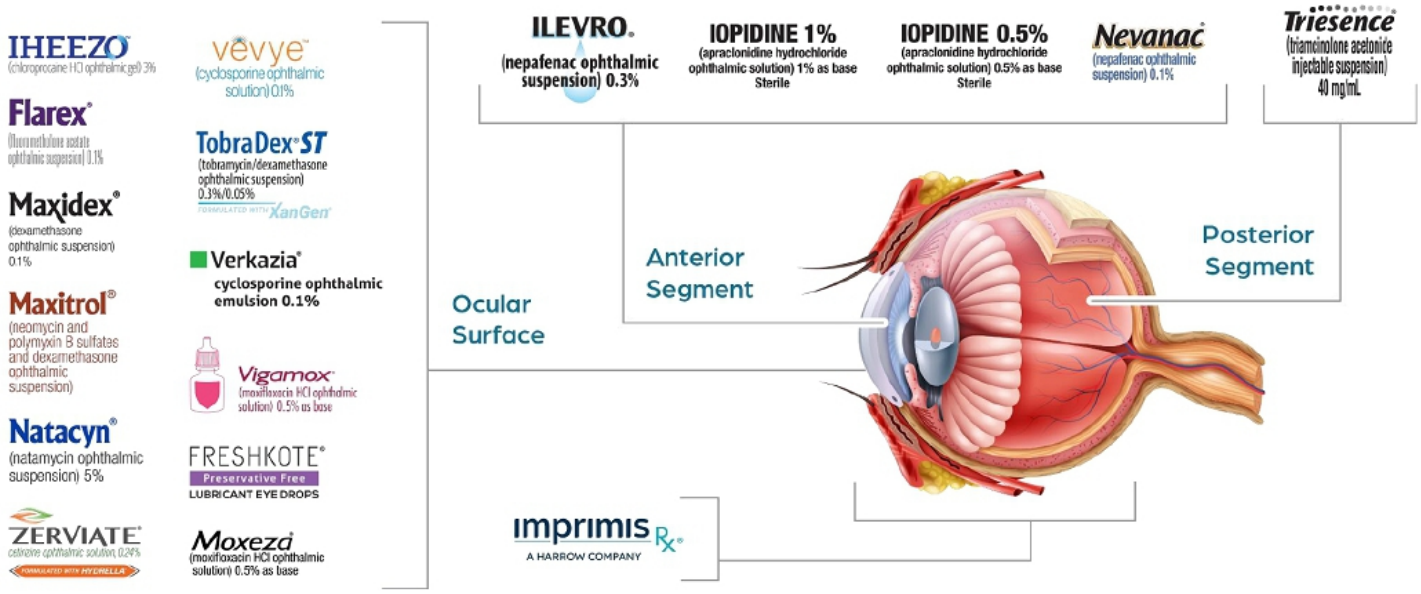
Aggregate annual revenue run rate potential of $1 billion by 2027:

1. **IHEEZO** – launched May of 2023; on track for >$100M in annual revenue
2. **VEVYE** – launched January 2024; on track for >$100M in annual revenue
3. **TRIESENCE** – re-launch as early as 2024; expect >$100M in annual revenue
4. **Anterior Segment** – high margin 14-product portfolio re-launched in Q4 '23
5. **ImprimisRx** – ophthalmic compounding category-leader; cash producer
6. **MELT-300** – Phase 3 pivotal data in Q4 2024; potential launch in 1H 2026

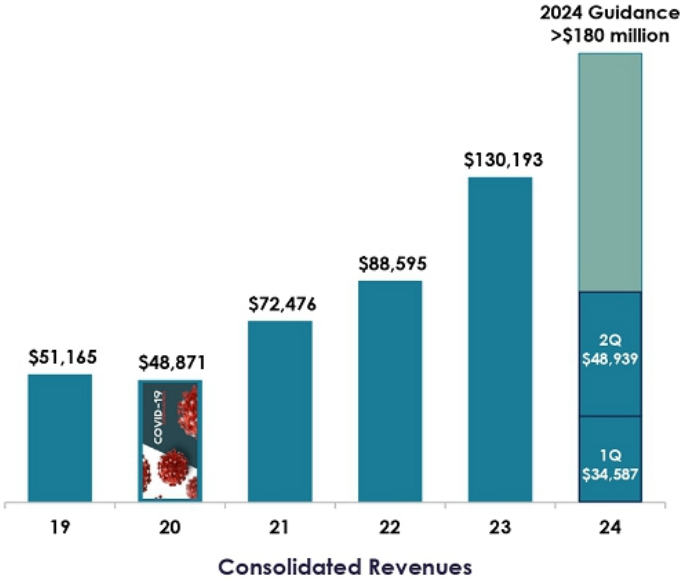
Aggregate core gross margins are improving into the 80% range, with meaningful growth in Adjusted EBITDA beginning in 2024

Recent hires of A+ commercial talent expected to drive growth

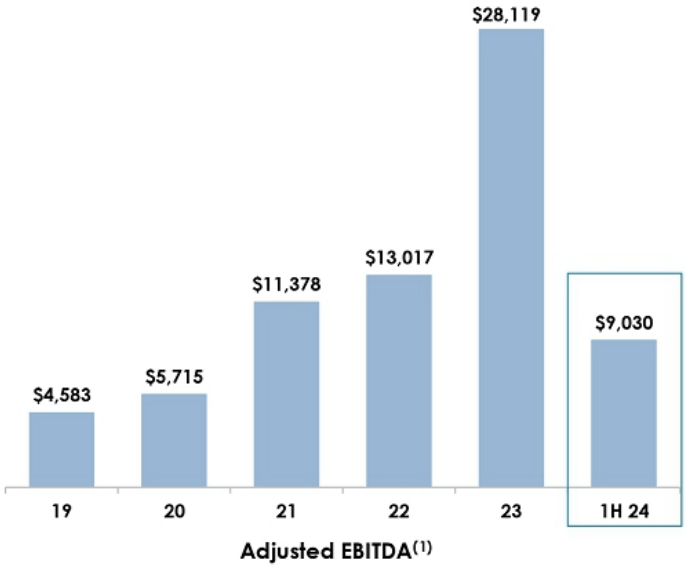
Harrow's Ophthalmic Pharmaceutical Brands



Financial Metrics *(in thousands)*



Consolidated Revenues



Adjusted EBITDA(1)

(1) Adjusted EBITDA is defined as net loss, excluding the effects of stock-based compensation and expenses, interest, taxes, depreciation, amortization, investment (income) loss, net, and, if any and when specified, other non-recurring income or expense items. Management believes that the most directly comparable GAAP financial measure to Adjusted EBITDA is net loss. Adjusted EBITDA has limitations and should not be considered as an alternative to gross profit or net loss as a measure of operating performance or to net cash provided by (used in) operating, investing, or financing activities as a measure of ability to meet cash needs.

IHEEZO

- Ocular anesthetic gel with a broad indication for all ocular anesthetic use cases
- 17+ million annual ophthalmic procedures; 10+ million annual intravitreal injections
- Product-specific J-code (J-2403)
- Separately reimbursable for unilateral and bilateral same-day procedures
- Orange Book-listed patent; claims expiring in 2039

IHEEZO Quarterly Customer Unit Demand*

(beginning with May 2023 launch)

*Customer Unit Demand reflects the number of units purchased by surgery centers, clinic/group practices, and physicians from Harrow's distributors. This metric began in May 2023, and it is not representative of net sales or revenues on a GAAP basis.

VEVYE

- Multi-billion dollar U.S. market
- First and only water-free cyclosporine (0.1%) – approved for *signs and symptoms* of dry eye disease
- In a pre-clinical ex-vivo corneal penetration study, VEVYE's vehicle delivered ~22x more cyclosporine into the cornea than Restasis
- Refill rates exceeding internal projections
- Orange book-listed patents with expiry in 2039
- 166 million covered lives; 80% of Medicaid beneficiaries

VEVYE Quarterly Prescriptions

(beginning with January 2024 launch)
(PhilRx Only; Excludes Retail Channel)

TRIESENCE

- Preservative-free triamcinolone acetonide suspension
- Key on-label indications[1]
  - Visualization During Vitrectomy (420,000 procedures per year)
  - Posterior Uveitis (100,000 diagnoses per year)
- 5+ years on FDA's Drug Shortage List; out-of-stock for 2+ years
- Batch 3 PPQ data expected in early Q4; initial results positive
- Batch 3 PPQ data success will trigger relaunch in Q4 2024
- Product-specific J-Code (J-3300)
- Orange book-listed patent, expiring in 2029

[1] Data on visualization of vitrectomy obtained from Definitive Health 2023; data on posterior uveitis obtained from MedScape.

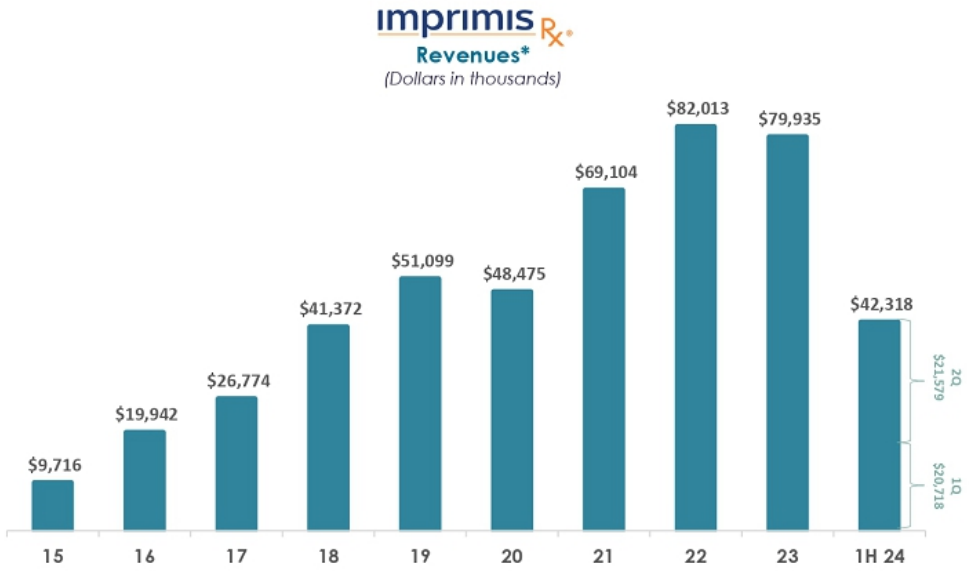
Anterior Segment Products

"Workhorse" portfolio includes:

- Steroids, NSAIDs, and Anti-inflammatories
- An OTC preservative-free lubricant
- An Antihistamine, and Antibiotics
- The only FDA-approved Antifungal
- Medication to treat vernal keratoconjunctivitis, a rare disease
- Anti-glaucoma medications

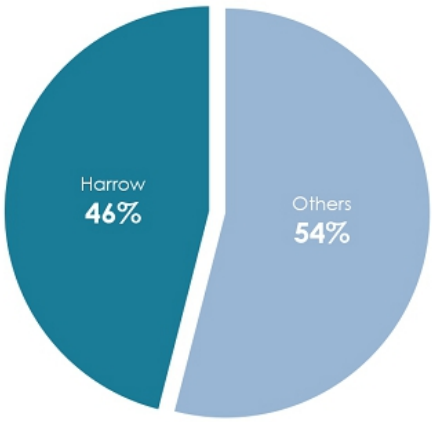
ImprimisRx

- Leading U.S. ophthalmic-focused compounding business
- More than 15,000 U.S. customers
- 50-state dispensing capabilities
- Broad product portfolio
- 10%+ expected 2024 revenue growth
- Record revenue of $21.6M in Q2



*Excludes revenue From DEXYCU® in all years; 2023 revenues reflect sale of Company's non-ophthalmic business.
NOTE: ImprimisRx revenue data is for compounded products, which are not FDA approved; they are cash pay and a custom Rx is needed.

MELT-300 Cataract Surgery Sedation Drug Candidate



For more details on Melt Pharmaceuticals and its MELT-300 product, go to meltpharma.com.

Click here for a short video on MELT-300.

- Melt Pharmaceuticals, a former subsidiary of Harrow
- MELT-300 is a non-IV and non-opioid sublingual sedation drug candidate for short-duration medical procedures
- MELT-300 is patented in the U.S. and key global markets
- Potential impact in >100 million annual short-duration procedures
- Robust Phase 2 data for MELT-300 reported in December 2022
- Topline Phase 3 clinical data for MELT-300 expected in 4Q 2024
- MELT-300, when FDA-approved, would replace the MKO Melt, a compounded product sold by Harrow's ImprimisRx subsidiary
- **Harrow owns 46% of Melt's equity interests, a 5% royalty, and a right-of-first-refusal on the commercialization of MELT-300**

Summary

Founder Leadership

Harrow's senior management team is led by its Founders, who are heavily incentivized through their equity ownership and have a strong history of balancing growth while protecting common stockholders

Strong Financial Growth

2024 revenues expected to grow from $130 million in 2023 to over $180 million in 2024

Product portfolio could deliver as much as $1 billion in annual revenue run-rate during the current 5-year strategic planning cycle ending in 2027

Blended gross margins exceed 80%

Launches and Catalysts

Recent product launches (IHEEZO and VEVYE) in large TAM markets are fueling revenue growth acceleration with Harrow's market share outpacing internal expectations

TRIESENCE expected to re-launch as early as Q4 2024

MELT-300 pivotal Phase 3 results expected in Q4 2024

Focused Momentum

Operate only in the U.S.

Only eyecare therapeutics

Recent exceptional commercial leadership hires support long-term financial goals and demonstrate rising national leadership status in eyecare

HARROW®

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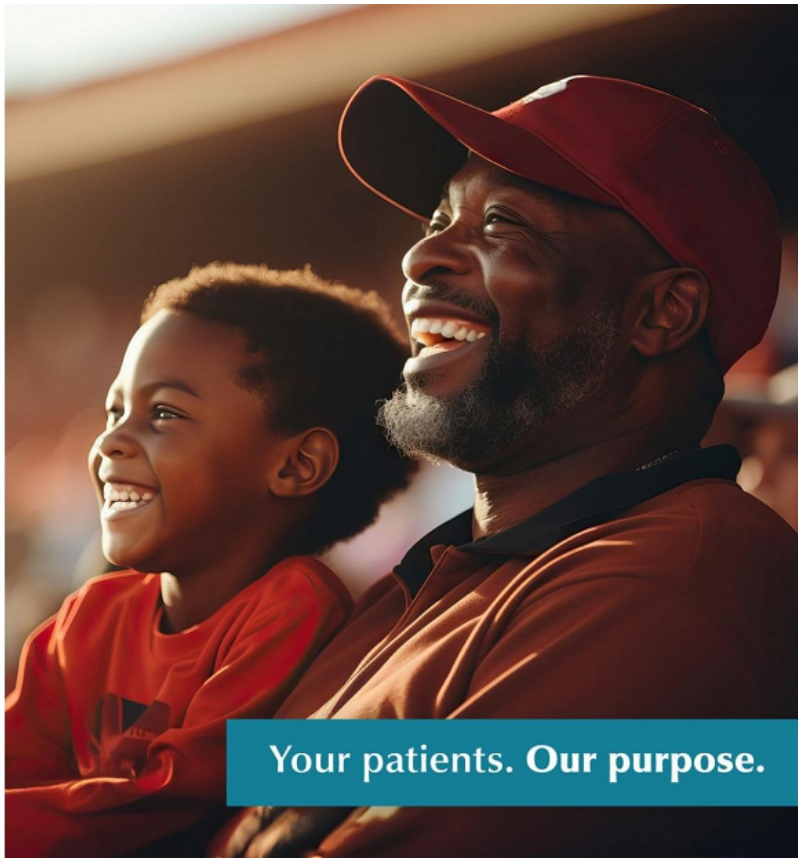

Appendix – VEVYE Surface Tension