

## **Study Indicates Cost Effectiveness of Intersect ENT's PROPEL Implant for Chronic Sinusitis Study Author Assesses Significant Productivity Loss from Chronic Sinusitis**

Menlo Park, Calif. – Aug 11, 2014 – Intersect ENT, Inc. (NASDAQ: XENT), a company seeking to improve the quality of life for patients with ear, nose and throat conditions, today announced the recently-published results of a study that evaluated the economics of using the PROPEL<sup>®</sup> implant versus a non-steroid eluting spacer for patients undergoing surgery for chronic sinusitis. Findings from the study were published in the peer-reviewed journal *Otolaryngology--Head and Neck Surgery*.

The study concludes that PROPEL may be a cost-effective treatment for preventing post-operative complications compared to utilization of a non-steroid eluting spacer.

“Sinus surgery can greatly improve patient quality of life and clinical studies have demonstrated that the use of PROPEL during surgery reduces postoperative complications such as scarring and recurrent polyp growth. Although several factors must be considered when labeling an intervention as ‘cost-effective’, recently published research has suggested that the use of the PROPEL implant may be a cost-effective strategy during sinus surgery,” said lead author Luke Rudmik, M.D., MSc, Clinical Assistant Professor, Division of Otolaryngology–Head and Neck Surgery, Department of Surgery, at the University of Calgary.

The unique analysis was based on the projected costs associated with treating complications in the post-operative period. The primary outcome measured an incremental cost-effectiveness ratio, which quantifies the changes in costs associated with the added benefits of using the PROPEL implant.

“This independent analysis provides an important quantitative assessment of the cost effectiveness of PROPEL,” said Lisa Earnhardt, president and CEO of Intersect ENT. “Evolution in the U.S healthcare system has highlighted the need for solutions that optimize the value of care by reducing unnecessary complications over the continuum of care. PROPEL’s clinically proven ability to improve surgical outcomes while reducing the need for additional medications and procedures aligns precisely with that evolution.”

### ***NIH-Sponsored Study Finds Significant Productivity Loss from Chronic Sinusitis***

Earlier this year, Dr. Rudmik published results of an NIH-sponsored study of productivity costs of chronic sinusitis, which demonstrated an annual productivity cost associated with refractory chronic sinusitis of over \$10,000 per patient. The study concluded that this substantial cost provides a strong incentive to optimize current treatment protocols and to evaluate novel clinical interventions for chronic sinusitis sufferers.

“Chronic sinusitis is a condition that severely impacts quality of life and is associated with a heavy societal productivity cost of more than \$12 billion annually in the U.S., with 24 days of lost work per patient incurred each year,” continued Dr. Rudmik.

### **About PROPEL and PROPEL mini**

Intersect ENT's PROPEL<sup>®</sup> and PROPEL<sup>®</sup> mini are the first and only drug-eluting sinus implants approved by the FDA for use in patients undergoing surgical treatment of chronic sinusitis. The

products release mometasone furoate, an advanced steroid with anti-inflammatory properties, directly into the sinus lining, then dissolve. Use of PROPEL maintains the open passages created in surgery, reducing the need for oral medication and additional surgical procedures. PROPEL's effectiveness is supported by the highest level of clinical evidence, Level 1a, showing reduction of postoperative intervention, inflammation, need for oral steroids and scarring in post-operative patients.

## **About Intersect ENT**

Intersect ENT, Inc. is dedicated to improving the quality of life for patients with ear, nose and throat conditions. The company markets two drug-eluting implants, PROPEL and PROPEL mini, clinically proven to improve surgical outcomes for patients with chronic sinusitis. In addition, Intersect ENT is developing new products for use by ENTs to treat patients with chronic sinusitis in the office setting. Chronic sinusitis is an inflammatory condition leading to debilitating symptoms and chronic infections, and is one of the most costly conditions to U.S. employers.

## **Forward-Looking Statements**

This press release contains "forward-looking" statements, including, without limitation, statements related to the economic support for the use of PROPEL and PROPEL mini and the development of new products by Intersect ENT. Any statements contained in this press release that are not statements of historical fact may be deemed to be forward-looking statements. Words such as "planned," "will," "can," "may," "expect," and similar expressions are intended to identify these forward-looking statements. These forward-looking statements are based on Intersect ENT's current expectations and inherently involve significant risks and uncertainties. Actual results and the timing of events could differ materially from those anticipated in such forward-looking statements as a result of these risks and uncertainties, which include, without limitation, the long-term effects of PROPEL and PROPEL mini relative to alternative treatments, the development of competitive products, the uncertain timing of completion of and the success of clinical trials, market competition, as well as other risks detailed from time to time in Intersect ENT's reports filed with the Securities and Exchange Commission, including its Registration Statement on Form S-1. Intersect ENT does not undertake any obligation to update forward-looking statements and expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein.

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