



**CUMBERLAND®**  
PHARMACEUTICALS

Corporate Presentation

Nasdaq CPIX

# Safe Harbor Statement

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This presentation contains forward-looking statements concerning our approved products and product development, our technology, our competitors, our intellectual property, our financial condition and our plans for research and development programs that involve risks, uncertainties and assumptions. These statements are based on the current estimates and assumptions of the management of Cumberland Pharmaceuticals as of the date of this presentation and are subject to uncertainty and changes in circumstances. Given these uncertainties, you should not place undue reliance upon these forward-looking statements. Such forward-looking statements are subject to risks, uncertainties, assumptions and other factors that may cause the actual results of Cumberland Pharmaceuticals to be materially different from those reflected in such forward-looking statements.

Important factors that could cause actual results to differ materially from those indicated by such forward-looking statements include, among others, those set forth under the headings "Risk factors" and "Management's discussion and analysis of financial condition and results of operations" in our Form 10-K and Form 10-Q Reports on file with the SEC. The Company does not undertake any obligation to release publicly any revisions to these forward-looking statements to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events. All statements contained in this presentation are made only as of the date of this presentation. For more information on our brands, including full prescribing and safety information, please see the links to the product websites which can be found at [www.cumberlandpharma.com](http://www.cumberlandpharma.com).



# Company Overview

**Specialty pharmaceutical** company

Portfolio of **eight** FDA approved products

Promoted by **three** national sales divisions

Several **near-term catalysts** for new growth opportunities

**Sancuso**® post-acquisition integration and market expansion

Next Generation **Caldolor**® product introduction

**Vibativ**® acute care, out-patient and international initiatives

**Phase II candidates** in development with upcoming study milestones

Proven record of successful **product development** and product **acquisition**



# Mission & Strategy

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**Mission:** We are working to advance patient care through the delivery of *high-quality medicines*

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**Strategy:** We are building a portfolio of *specialized biopharmaceutical brands*





# Product Portfolio

Product  
Development:

*IV* **ACETADOTE**<sup>®</sup>

**CALDOLOR**<sup>®</sup>

Product  
Acquisition:

 **KRISTALOSE**<sup>®</sup>

**Omeclamox-Pak**<sup>®</sup>

 **Vaprisol**<sup>®</sup>

 **VIBATIV**<sup>®</sup>  
(telavancin) for injection

**RediTrex**<sup>®</sup>

**Sancuso**<sup>®</sup>  
(Granisetron Transdermal System)



# IV ACETADOTE®

- IV treatment for **America's leading cause of poisoning**
- **Treats liver toxicity** associated with acetaminophen overdose
- Acetadote (IV N-Acetylcysteine) **developed** and **registered** by Cumberland
- IV N-Acetylcysteine now **standard of care**
- Cumberland developed **unique EDTA free formulation**
- Maintaining a **market share** following entry of generics with the old formulation



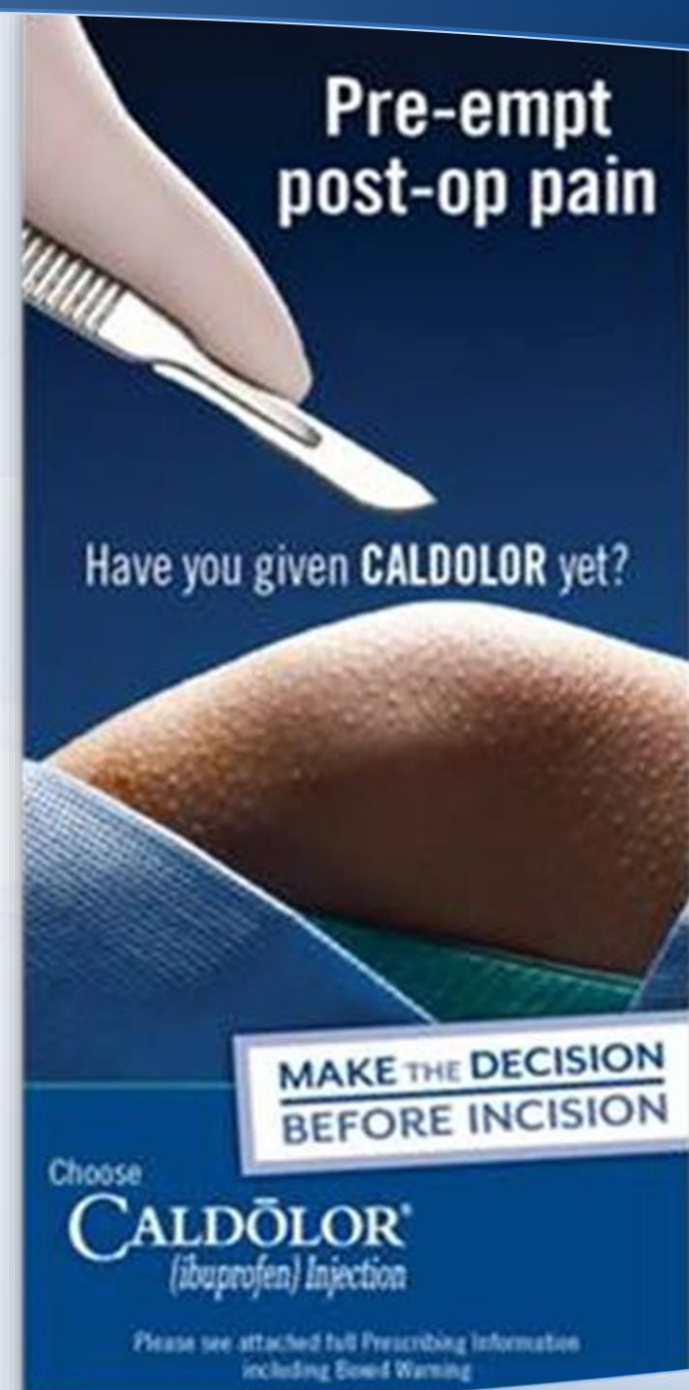
*\*National Poison Data System, American Association of Poison Centers*



# CALDOLOR®

- **Injectable** delivery of **ibuprofen**
- **Developed** and **registered** by Cumberland
- **Antipyretic, analgesic & anti-inflammatory** properties
- Evaluated in **published studies** with ~ **2,000 patients**
- **Pediatric** labeling approved by FDA
- Study in **newborns** completed
- **Prior to surgery** administration approved by FDA

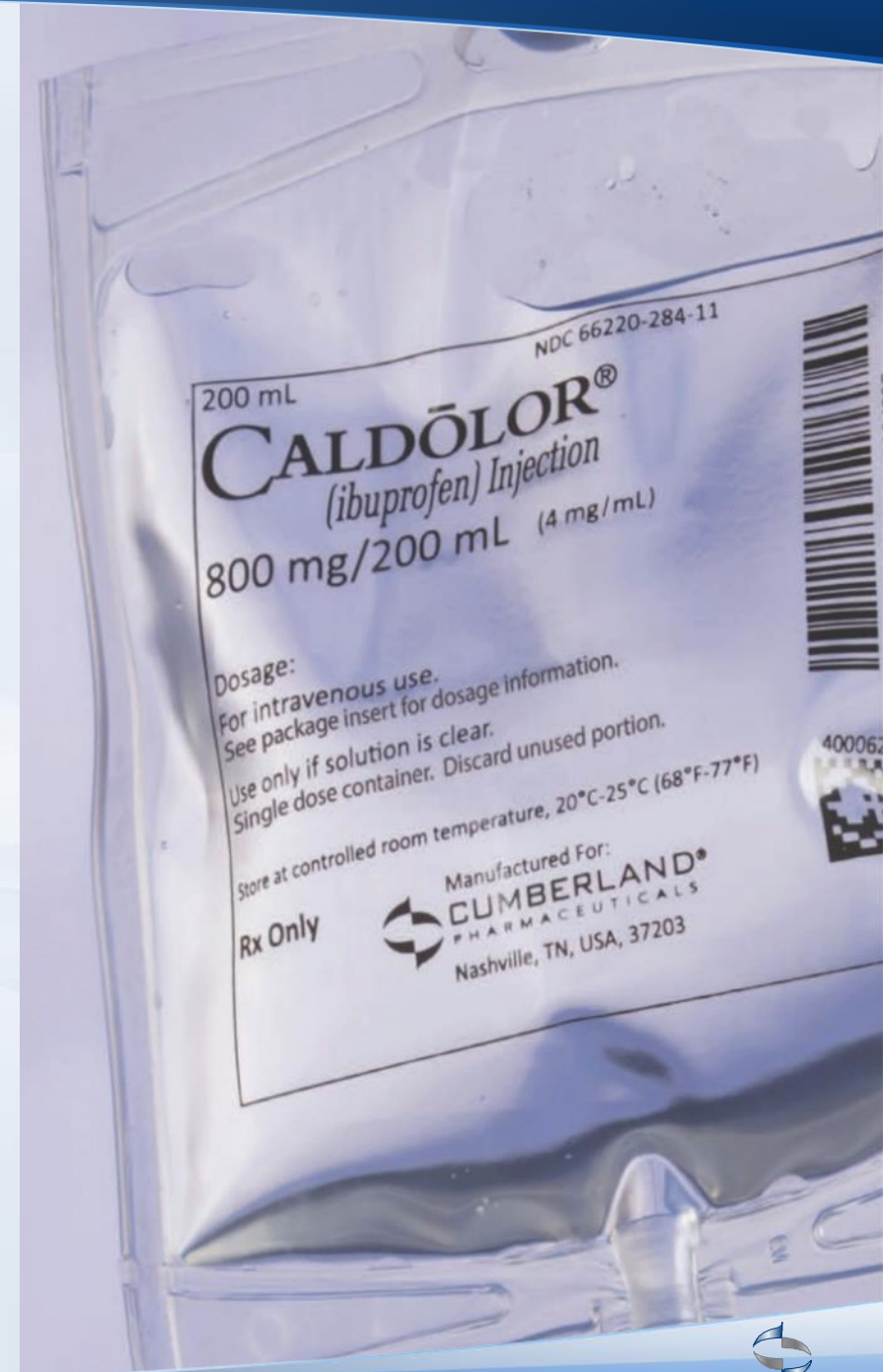
\*Symphony Source Health





# CALDOLOR<sup>®</sup>

- **Ready to administer** pre-mixed bag without further dilution
- Designed to help address **National Opioid Crisis**
- **First** and only **FDA-approved** pre-mixed bag of ibuprofen
- **National introduction** underway, with growing acceptance and demand
- Aim to **significantly grow** Caldolor's sales volume over time with the advantages of this new presentation





# CALDOLOR®

**Now Approved  
For Use Prior To Surgery**

**NEW!**



**Caldolor® Available In A Pre-Mixed Bag**



For specific questions pertaining to the ready-to-use bag,  
contact us at [caldolor@RTUbag.com](mailto:caldolor@RTUbag.com)



- **Unique** crystalline formulation of lactulose
- Prescription strength laxative
- **Clinically proven** increase in patient satisfaction
- Featured in **award winning** marketing campaign
- Supported by key **co-promotion partners**



- IV antibiotic that treats **life-threatening infections**
- **Potent treatment** for pneumonia and serious skin infections resulting from gram positive bacteria
- Used in **hospital acute care** and **out-patient center** settings
- Unique ability to **penetrate tissues**
- Product features **favorable resistance profile**



# RediTrex<sup>®</sup>

*(methotrexate) injection*

- **New injectable** delivery of **methotrexate**
- Designed for the treatment of **arthritis** and **psoriasis**
- The U.S. methotrexate market is **growing**
- Currently implementing **national launch**
- **Managed-care** insurance plan coverage expanding





# Sancuso<sup>®</sup>

(Granisetron Transdermal System)

- **First** and only FDA-approved **transdermal system** for chemotherapy-induced nausea and vomiting
- **Patch** that slowly releases medicine into bloodstream
- Designed to prevent nausea and vomiting in adults to help tolerate certain **chemotherapy treatments**
- Medicine delivered over **five consecutive days** compared with multiple daily dosing for oral alternatives
- Supported by new **oncology sales division** and key **national co-promotion** partnership



Sancuso<sup>®</sup> Patch



# Ifetroban Overview

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- Cumberland's first **new chemical entity**
- A **potent, selective** antagonist of thromboxane receptor
- Discovered and initially developed by Bristol-Myers Squibb
- **Safety well-established** in 26 clinical studies with **over 1,300 subjects**
- Collaborating with **Vanderbilt, Harvard, Scripps** and other academic centers
- Successfully manufactured **both IV** and **oral formulations**



# Ifetroban Development Pipeline



**Boxaban®** (*aspirin-exacerbated respiratory disease*)

**Vasculan®** (*systemic sclerosis*)

**Dyscorban®** (*Duchenne muscular dystrophy*)



# Duchenne Muscular Dystrophy (DMD)

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- **A rare, fatal, neuromuscular disease** with the progressive loss of muscle resulting in deterioration of the skeleton, heart and lungs
- Cumberland is investigating ifetroban for the treatment of **cardiomyopathy** that is associated with DMD
- **Preclinical data** demonstrates ifetroban could prevent cardiac fibrosis and improve cardiac function – published **Journal American Heart Association**
- The **FDA** has awarded over \$1 million in **Orphan Drug Grant** funding
- Program designed to address this **unmet medical need**
- **IND cleared** and **Phase II study** is underway





# Aspirin Exacerbated Respiratory Disease (AERD)

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- A form of **severe asthma** with chronic rhinosinusitis and nasal polyposis
- **7%** of asthma patients and **14%** of severely asthmatic patients have AERD
- AERD has been also well documented to **occur in children**
- No FDA approved treatment for this **unmet medical need**
- **IND cleared** and second **Phase II study** is underway



# Systemic Sclerosis (SSc)

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- Debilitating, **chronic autoimmune disease** causing thickening of the skin and fibrosis of internal organs
- **Highest death rate** of any rheumatic condition
- Average **survival** is approximately **11 years** from diagnosis
- **Women** more commonly affected; also occurs in **children**
- No FDA approved treatment for this **unmet medical need**
- **IND cleared** and second **Phase II study** underway





- **Joint initiative** to build **long term pipeline**
- Collaborating with **Academic Research** Partners
- Building **portfolio** of innovative **biopharmaceutical candidates**
- Managing Nashville's **Life Science Center**
- Supporting product development through **grant initiatives**





# Expanding Our Product Portfolio



**Deploying a Multifaceted Strategy to Create Value**



# Commercial Portfolio Expansion Strategy



## IDENTIFY

*Early Stage Candidates*



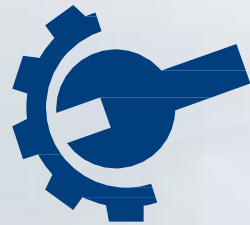
## ACQUIRE

*Under-Promoted,  
Approved Brands*



## EXPAND

*Existing Products*



## DEVELOP

*Late-Stage Candidates*

**PRODUCT  
PORTFOLIO**

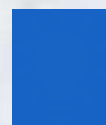


# Acquisition Initiative



## GOAL TO ADD ONE NEW PRODUCT PER YEAR

through business development initiative or internal product development



Active, ongoing initiative to identify, evaluate and acquire/license **new products** into the portfolio



Source opportunities through direct efforts and intermediaries



Seek commercial and late stage development assets that fit our **strategy and focus**

- Branded, Rx products in hospital acute care gastroenterology or oncology
- Sales of **\$5-25 million** with attractive margins and differentiated features



# Income Statement

(\$ IN MILLIONS)

**YTD  
2022**

Net Revenues

**\$32.9**

Cost of Products Sold

(6.5)

Gross Profit

**\$26.4**

Selling & Marketing

(13.3)

Research & Development

(5.3)

General Administrative

(6.7)

Amortization

(4.6)

Other Income

0.3

Net Income

**\$(3.2)**

Operating Cash Flow

**\$ 6.5**





# Summary Balance Sheet

(\$ IN MILLIONS)

As of September 30, 2022

Cash and Equivalents	\$19.5
Total Assets	91.4
Total Liabilities	52.9
Total Equity	38.5

*\*Expanded revolving line of credit to \$20 million*

*\*Tax carry forward credits of \$44 million available*

*\*Continued Share Repurchase Program*



# Cumberland Moving Forward



Diverse product portfolio of **FDA approved brands**



Proven **development and commercialization** capabilities



Various initiatives in place to support **near-term growth**



**Phase II** products in development with upcoming study milestones



**Valuation gap** given level of sales, assets, infrastructure and pipeline





**CUMBERLAND®**  
PHARMACEUTICALS

NASDAQ: CPIX