



**CUMBERLAND**<sup>®</sup>  
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).





# Nation's Health Care Capital

# NASHVILLE

The Nation's Health Care Industry Capital

## NASHVILLE HEALTH CARE COUNCIL

Globally, Nashville's health care industry generates more than \$70 billion in revenue and 400,000 jobs each year.

Fifteen publicly traded health care companies are headquartered in Nashville.

Nashville is a diverse health care hub with growth sectors including ambulatory and outpatient surgery, long-term care, academic research, hospital management, health information technology, and life sciences.

Home to a dynamic community of more than 250 health care companies, Nashville remains a one-of-a-kind center of innovation in the U.S., with a worldwide impact on the industry landscape. Since 1995, the Nashville Health Care Council has helped the nation's premier health care industry hub thrive.

[www.healthcarecouncil.com](http://www.healthcarecouncil.com)



# Company Overview

**Specialty pharmaceutical** company

Portfolio of FDA approved **branded** products

Promoted by **three** national sales divisions

Several **catalysts** for new growth opportunities

**Sancuso**<sup>®</sup> post-acquisition integration and market expansion

Next Generation **Caldolor**<sup>®</sup> product with **expanded labeling**

**Vibativ**<sup>®</sup> 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:** Working together to provide unique products that improve the quality of patient care

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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>

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

 **Vaprisol**<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 **market share** following entry of generics with the old formulation



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



**CALDOLOR**<sup>®</sup>  
*(ibuprofen) Injection*



**CALDOLOR**<sup>®</sup>  
*(ibuprofen) Injection*

Your **Non-Opioid** Pain  
Management Solution<sup>1</sup>





# 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
- Use in **newborns** approved by FDA
- **Prior to surgery** administration approved by FDA

\*Symphony Source Health

Pre-empt  
post-op pain

Have you given CALDOLOR yet?

MAKE THE DECISION  
BEFORE INCISION

Choose  
**CALDOLOR**  
(ibuprofen) Injection

Please see attached full Prescribing Information  
including Bowel Warning





**KRISTALOSE<sup>®</sup>**  
(lactulose) For Oral Solution

**freedom  
to go** with  
Kristalose





# KRISTALOSE<sup>®</sup>

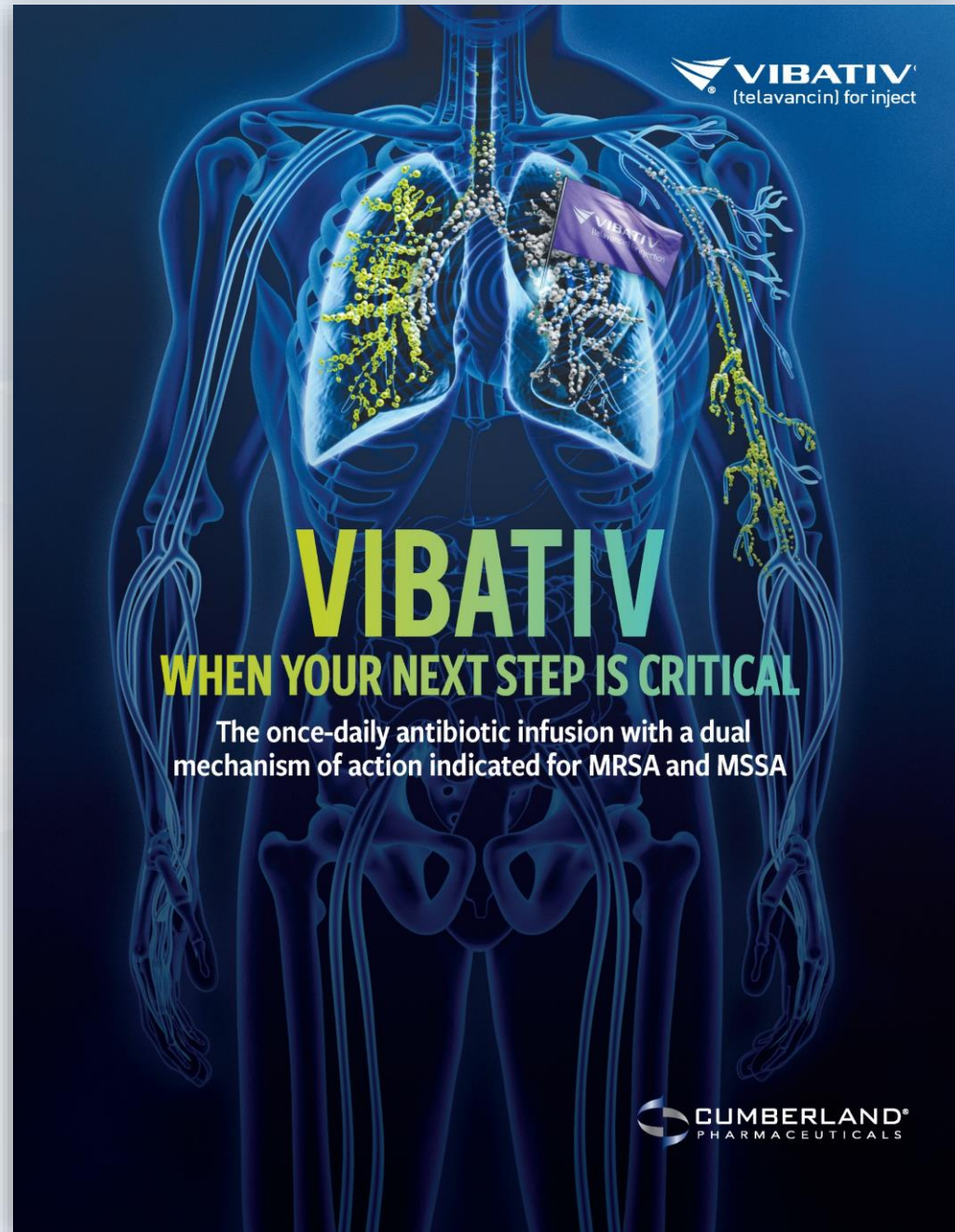
(lactulose) For Oral Solution

- **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**






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



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

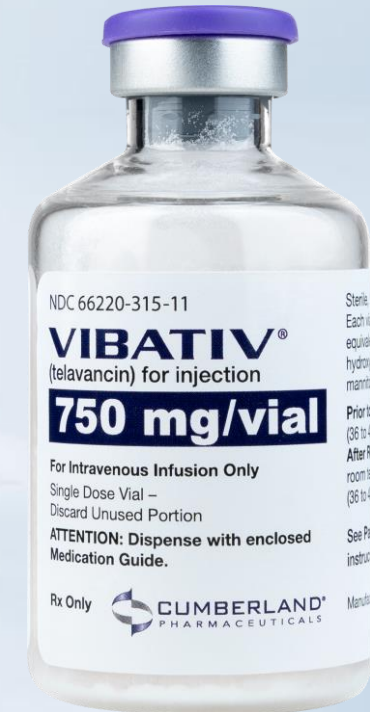
**VIBATIV**  
**WHEN YOUR NEXT STEP IS CRITICAL**

The once-daily antibiotic infusion with a dual mechanism of action indicated for MRSA and MSSA

 **CUMBERLAND**<sup>®</sup>  
PHARMACEUTICALS



- 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**



# Sancuso<sup>®</sup>

(Granisetron Transdermal System)

## ONLY Sancuso<sup>®</sup>

(Granisetron Transdermal System)



### Prevention of CINV<sup>1</sup>

CINV=chemotherapy-induced nausea and vomiting

#### Indications and Usage

SANCUSO (granisetron transdermal system) is indicated for the prevention of nausea and vomiting in adults receiving moderately and/or highly emetogenic chemotherapy regimens of up to 5 consecutive days.

#### Important Safety Information

##### Contraindications

SANCUSO is contraindicated in patients with known hypersensitivity to granisetron or to any of the components of the transdermal system.

Please see additional Important Safety Information throughout and full Important Safety Information on page 8. See accompanying full Prescribing Information.





# 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 expanded **oncology sales division**



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 30 clinical studies with **over 1,400 subjects**
- Collaborating with **Vanderbilt, Harvard, Scripps** and other academic centers
- Successfully manufactured **both IV** and **oral formulations**



# Ifetroban Development Pipeline



Vasculan<sup>®</sup> (*Systemic sclerosis*)

Dyscorban<sup>®</sup> (*Duchenne muscular dystrophy*)

Oral Ifetroban (*Idiopathic Pulmonary Fibrosis*)





# 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



# Systemic Sclerosis (SSc)

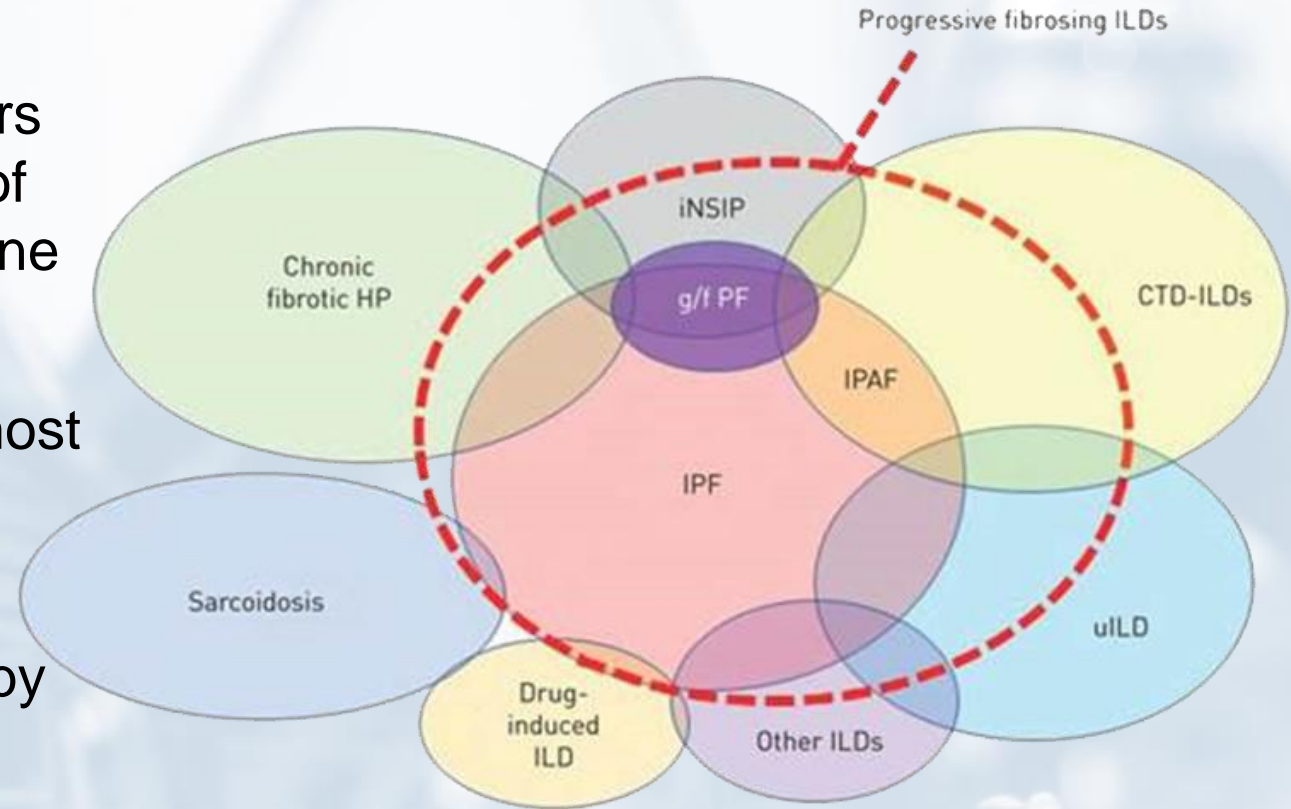
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- Debilitating, **chronic autoimmune disease** causing thickening of the skin and fibrosis of internal organs
- **Highest death rate** of any rheumatic condition
- Average **survival** is approximately **11 years** from diagnosis
- **Women** more commonly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



# Ifetroban in IPF

- Progressive Fibrosing Interstitial Lung Diseases (PF-ILDs) are a group of disorders that causes irreversible scarring (fibrosis) of lung tissue that leads to lung function decline and early mortality
- Idiopathic pulmonary fibrosis (IPF) is the most common form of PF-ILDs
- Two approved therapies for IPF slow lung function decline but are limited in practice by cost and side effects
- Orphan disease
- **IND cleared** and **Phase II study** is 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



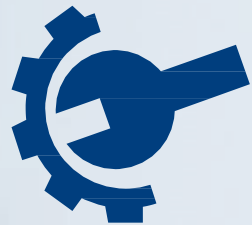
## EXPAND

*Existing Products*



## IDENTIFY

*Early Stage Candidates*



## DEVELOP

*Late-Stage Candidates*



## ACQUIRE

*Under-Promoted,  
Approved Brands*

**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)

March 2024, YTD

Net Revenues	\$ 8.5
Cost of Products Sold	<u>1.6</u>
Gross Profit	6.9
Selling & Marketing	4.2
Research & Development	1.1
General Administrative	2.4
Amortization	1.1
Other Expense	-
Adjusted Earnings	<u>\$(0.6)</u>





# Summary Balance Sheet

*(\$ in millions)*

**March 31, 2024**

Cash and Securities	\$18.5
Total Assets	<b><u>81.5</u></b>
Total Liabilities	54.3
Total Equity	27.2
Total Liabilities and Equity	<b><u>\$81.5</u></b>

*\*tax carryforward credits of \$52 million available*



# 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





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NASDAQ: CPIX