camurus

Company presentation

February 2025





## Forward looking statements

This presentation contains forward-looking statements that provide our expectations or forecasts of future events such as new product developments and regulatory approvals and financial performance.

Camurus is providing the following cautionary statement. Such forward-looking statements are subject to risks, uncertainties and inaccurate assumptions. This may cause actual results to differ materially from expectations and it may cause any or all of our forward-looking statements here or in other publications to be wrong. Factors that may affect future results include currency exchange rate fluctuations, delay or failure of development projects, loss or expiry of patents, production problems, unexpected contract, patent, breaches or terminations, government-mandated or market-driven price decreases, introduction of competing products, Camurus' ability to successfully market products, exposure to product liability claims and other lawsuits, changes in reimbursement rules and governmental laws and interpretation thereof, and unexpected cost increases.

Camurus undertakes no obligation to update forward-looking statements.

## Camurus snapshot



## Rapidly growing commercial stage company

Leader in opioid dependence treatment with Buvidal® and Brixadi® weekly and monthly depots



## Advancing late-stage pipeline with blockbuster potential

Prospect for multiple new approvals in CNS and rare disease indications



## Unique FluidCrystal® technology platform

Commercially validated with a broad range of applications



## Strong operational and financial performance

Sustainable profitability since 2022





## Strategy for continued value creation

- Grow Buvidal/Brixadi sales and expand to new markets
- Advance R&D pipeline to new approvals and launches
- 3 Diversify and grow through business development
- 4 Drive operational excellence and sustainable profitability

## Camurus' vision 2027

Sustainable value creation for all stakeholders:

5x

Five-fold revenue growth (to SEK 4.5 billion)

3

Establishment of US commercial infrastructure 4

Approvals for four R&D pipeline programs ~50%

Operating margin around 50 percent



## Exiting 2024 with positive momentum



Advancing R&D pipeline



Corporate development



- Leadership in long-acting treatment of opioid dependence
- Double-digit Buvidal sales growth in Europe, MENA and Australia
- Best-in-class launch of Brixadi<sup>®</sup> in the US
- Own US organization established for Oclaiz<sup>™</sup> launch

- Positive final results from 52-week ACROINNOVA 2 study in acromegaly
- CAM2029 US NDA and EU MAA regulatory reviews advanced
- CRL resolution ongoing in the US
- SORENTO and POSITANO studies advancing in GEP-NET and PLD
- Clinical study initiated for oncemonthly semaglutide, CAM2056

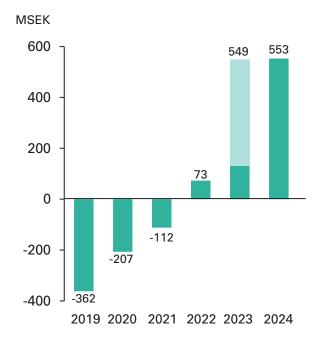
- Solid financial performance
- FY result exceeded earlier raised estimates
- Meaningful investment in R&D and US infrastructure
- Cash position strengthened to ~ SEK 2.9 billion
- New HQ and laboratories established

## Strong financial development

### Revenues MSEK 2 000 1868 1717 1 500 1 000 500 336 2019 2020 2021 2022 2023 2024

- One-time revenue related to Brixadi US approval
- Revenues excl. one-times for Brixadi US approval

#### **Profit before tax**



- One-time revenue related to Brixadi US approval
- Profit before tax excl. Brixadi US approval revenue



Full year 2025 guidance

Revenue

**SEK 2.7 – 3.0 billion** +45-61% vs. 2024

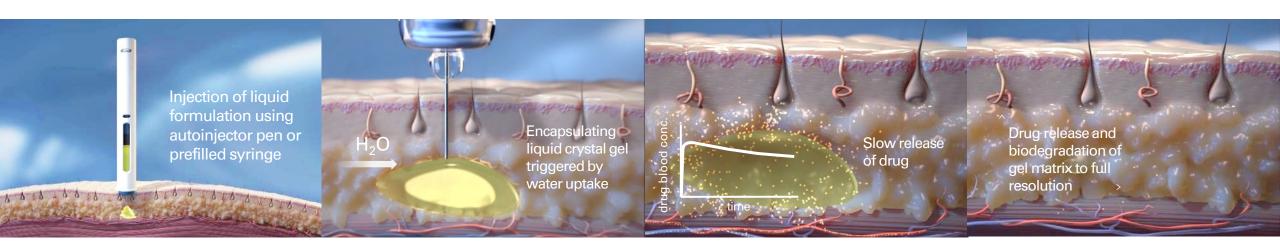
Profit before tax

**SEK 0.9 – 1.2 billion** +63-117% vs. 2024



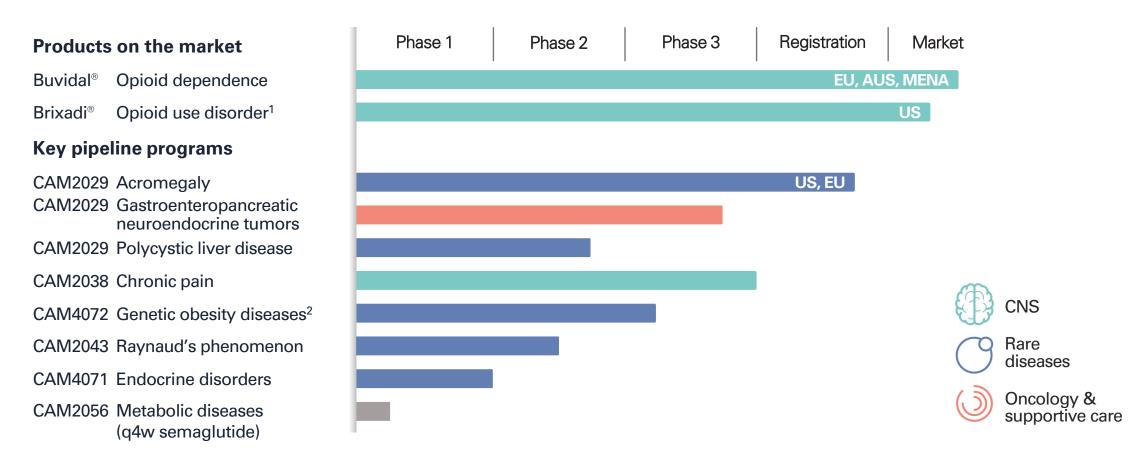
## FluidCrystal® extended-release technology

- Easy and convenient administration
- Rapid onset & long-acting release
- Controlled by composition, liquid crystal phase structure and biodegradation
- Applicable across substance classes
- Compatible with prefilled syringes, autoinjector pens, and other advanced devices
- Manufacturing by standard processes





## Broad and diversified product portfolio and pipeline



Other clinical stage programs include CAM2032 (prostate cancer), CAM2043 (PAH3), and CAM2047 (CINV4)







# Buvidal – game changing opioid dependence treatment

Weekly and monthly, subcutaneous buprenorphine for individualized treatment of opioid dependence within a framework of medical, social and psychological treatment in adults and adolescents 16 years or over<sup>1</sup>

"Buvidal became my way out"

Justin, Buvidal patient in Australia

# Buvidal has demonstrated significant benefits to patients and society

- Superior treatment outcome and patient satisfaction<sup>1-4</sup>
- Blocks subjective opioid effects from first dose<sup>2</sup>
- Reduces treatment burden and improve quality of life<sup>4,5</sup>
- Decrease risk of diversion, misuse and pediatric exposure<sup>6,7</sup>
- Provides cost savings<sup>8</sup>

<sup>1</sup>Lofwall et al. JAMA Int. Med. 2018;178(6); 764-773; <sup>2</sup>Walsh et al, JAMA Psychiatry 2017;74(9):894-902; <sup>3</sup>Frost, M., et al. Addiction. 2019;114(8):1416-1426. doi: 10.1111/add.14636; <sup>4</sup>Lintzeris, N., et al. JAMA Network Open. 2021;4(5):e219041. doi:10.1001/jamanetworkopen.2021.9041, <sup>5</sup>Barnett et al. Drug and Alcohol Dependence 2021; https://doi.org/10.1016/j.drugalcdep.2021.108959; <sup>6</sup>EPAR for Buvidal; <sup>7</sup>Dunlop, A. J., et al. Addiction. 2021. https://doi.org/10.1111/add.15627; <sup>8</sup>Dunlop, A. Oral presentation at CPDD June 2020.





# Towards global leadership in long-acting opioid dependence treatment

#### Wide and growing access to Buvidal and Brixadi

- Available across four continents
- More than 60,000 in treatment with Buvidal in Europe and Australia end-2024

#### **Robust Buvidal sales growth**

- 87% CAGR since first launch in 2019
- Target more than 100,000 patients on Buvidal in 2027

#### Market expansion continues

 Four market authorizations and several pricing and reimbursement applications under review

#### **Strong growth of Buvidal sales**





## Accelerated growth of Brixadi in the US

#### **US** opioid crisis continues

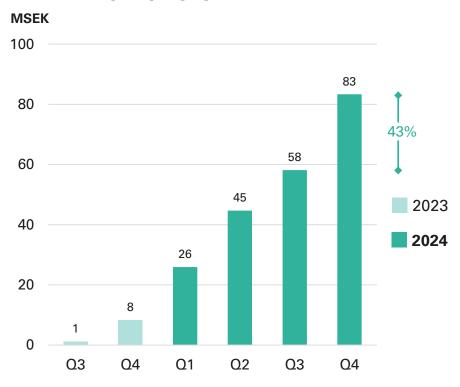
- Overall, 6-7 million people with OUD in the US <sup>1-3</sup>
- Total number of ~2.3 million patients in treatment in 2023 of which ~1.8 million on buprenorphine<sup>4</sup>

#### **Continued strong growth of Brixadi**

- High QoQ growth (43% in Q4 2025)
- A majority of new patients transferring from sublingual buprenorphine products<sup>1</sup>
- Other patients coming from LAI product or being direct initiations<sup>1</sup>
- Brixadi LAIB est. share in the US approaching ~25%

#### Brixadi peak market potential est. > USD 1 bn<sup>6</sup>

#### Brixadi royalty by quarter





### Buvidal/Brixadi – well differentiated

#### Convenient and flexible administration

- Weekly and monthly dosing
- Multiple dose strengths (four weekly, three monthly)
- Choice of multiple injection sites
- Thin needle and small dose volumes
- Room temperature stability (no cold chain required)

#### **Strong scientific evidence base**

 Superior efficacy and patient reported treatment satisfaction vs daily standard of care

#### Competitive label<sup>1</sup>

- Switch from daily sublingual buprenorphine using conversion table for dose equivalency
- Direct initiation of treatment following a single dose of transmucosal buprenorphine

LAI features <sup>2</sup>	Sublocade	Vivitroľ	Buvidal Brixadi
Weekly dosing	_	_	✓
Monthly dosing	✓	✓	✓
Multiple doses	_	_	✓
Choice of inj. sites	_	_	✓
Smallest needle	(19G)	(20G)	✓ (23G)
Lowest dose volume	0.5–1.5mL	3.4mL	✓ 0.16–0.64mL
Room temp. storage	_	_	✓
Day one initiation	_	_	✓
Clin. data vs active control	_	_	✓
Launched	US, CAN, DE, AUS, SE, FI, IL	US	US, EU, UK, AUS



## Growing scientific evidence base

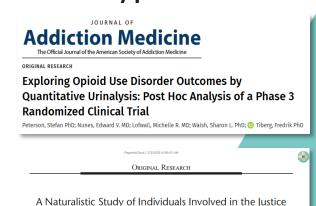
#### Strong scientific support for Buvidal/Brixadi

- Documenting effectiveness in different treatment settings
- Positive health economical outcomes
- More than 220 scientific publications
- Ongoing clinical studies exploring new applications

#### Selected planned scientific conference participation in 2025



#### Recent key publications<sup>1-3</sup>



System Who Experienced Both Formulations of

Extended-release Buprenorphine

Thomas R. Blue, PhD, Michael S. Gordon, DPA, Frank J. Vocci, PhD, Marc J. Fishman, MD

Shannon Gwin Mitchell, PhD, and Kevin Wenzel, PhD

ORIGINA

Healthcare professionals' perception of prolonged-release buprenorphine in opioid use disorder. FOLIPRO Study

Percepción de los profesionales sanitarios sobre la buprenorfina de liberación prolongada en el trastorno por consumo de opioides. Estudio FOLIPRO

Rodrigo Oraá\*†; Diego Sucunza Guibert\*\*; María Yébenes Cortés\*\*\*; Miguel Ángel Casado Gómez\*\*\*; José Joaquín Antón Basanta\*\*\*\*†; Francisco Pascual Pastor\*\*\*\*\*†; Carlos Roncero\*\*\*\*\*†.





## Octreotide SC depot, CAM2029

CAM2029 is a long-acting octreotide in development for three serious rare disease indications

- Acromegaly
- Gastroenteropancreatic neuroendocrine tumors (GEP-NET)
- Polycystic liver disease (PLD)

Designed for enhanced efficacy and patient convenience vs. current somatostatin receptor ligands (SRLs)



# CAM2029 designed to address key limitations of current first-generation SRLs

- Ready-to-use FluidCrystal® technology
- Rapid onset and long-acting octreotide release<sup>1</sup>
- 5-fold octreotide bioavailability vs Sandostatin LAR with potential for improved efficacy<sup>1-3</sup>
- State-of-the-art, pre-filled autoinjector pen enabling convenient patient self-administration
- Subcutaneous administration with thin needle (22-gauge, 12.5mm)
- Room temperature storage

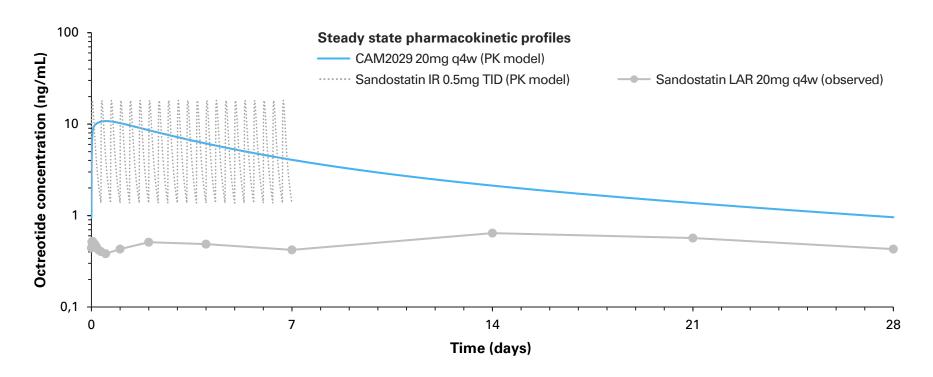




## CAM2029 provides high SRL exposure

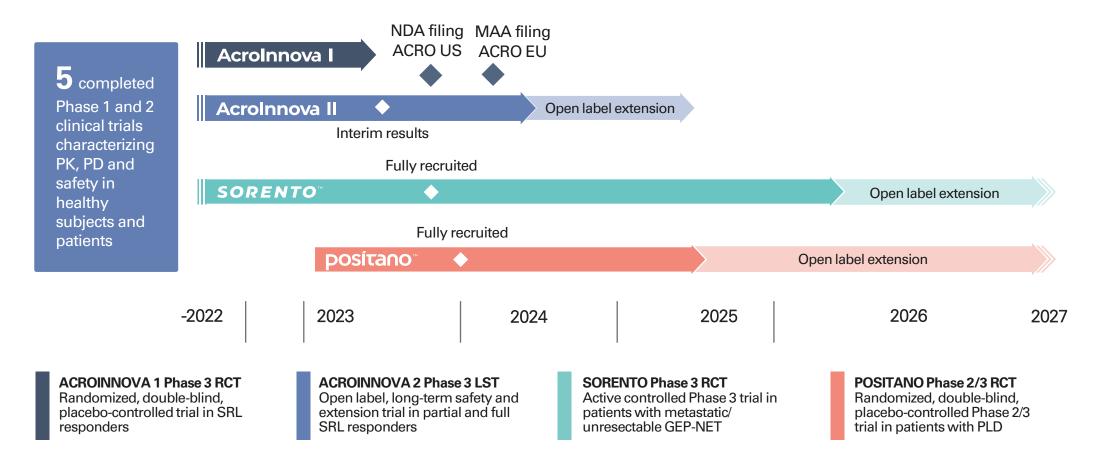
#### ~5x higher octreotide plasma exposure for CAM2029 vs. Sandostatin LAR

- CAM2029 octreotide plasma levels in the range of immediate release octreotide

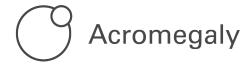




## CAM2029 clinical program overview







# Towards a patient-centric acromegaly treatment

Acromegaly is a rare, slowly progressive, chronic and serious condition typically caused by a tumor of the pituitary gland and overproduction of growth hormone. This results in excess growth of bones and tissue and a range of other symptoms and, if untreated, to premature death.





# Positive results from ACROINNOVA 1 – CAM2029 provided robust biochemical control

#### **ACROINNOVA 1 study design**

 24-week, randomized, double blind, placebo-controlled Phase 3 study

#### **Patient population**

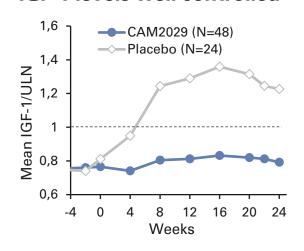
Biochemically controlled on first-generation SRL\*



#### **Superiority achieved**

 77.2% vs. 37.5% patients with IGF-1 ≤1 ULN with CAM2029 versus placebo, p=0,00018

#### **IGF-1** levels well controlled



#### **CAM2029** improved

- Treatment convenience
- Acromegaly quality of life
- Patient satisfaction

#### CAM2029 was well tolerated

- Safety profile comparable to well established profile for first generation SRLs
- Most AEs were mild or moderate and transient injection site reactions and gastrointestinal side-effects
- No serious reactions related to CAM2029



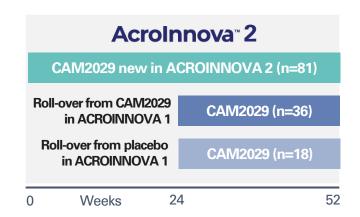
## Positive topline results from ACROINNOVA 2

#### **ACROINNOVA 2 study design**

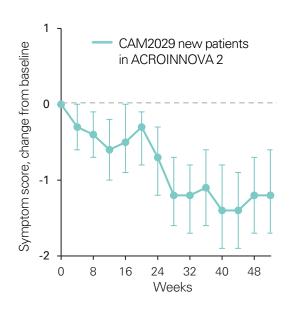
52-week, open-label safety study with further extension

#### **Patient population**

- New patients; uncontrolled or controlled with IGF-1<2xULN</li>
- Patients who completed ACROINNOVA 1



## Improved acromegaly symptoms with CAM2029



#### **ACROINNOVA 2 results**

- Reinforcing long-term safety and effectiveness in ACROINNOVA 1
- Increased response rate from SoC baseline in new recruited patients
- Roll-over placebo patients from ACROINNOVA 1 regained IGF-1 control with CAM2029

## Improved patient reported outcomes for CAM2029 vs standard-of-care baseline

- Treatment satisfaction
- Quality of life
- Injection experience



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## Potential to become new standard of care for GEP-NET

Neuroendocrine tumors are cancerous tumors originating from cells in the endocrine and nervous system. The tumors can occur throughout the body, most common they occur in the gastrointestinal tract and lungs. The disease can be chronic with serious symptoms and complications.





# SORENTO assessing CAM2029 superiority in PFS vs SoC in patients with GEP-NET

#### Randomized, active-controlled Phase 3 study

- Randomized, multi-center, open-label, active-controlled Phase 3 study of CAM2029 vs. long-acting octreotide or lanreotide in patients with GEP-NET
- Single trial fulfilling regulatory requirements for safety and efficacy

#### **Patient population**

 Patients with confirmed, advanced and well-differentiated GEP-NET (grade 1 to grade 3)



#### **Primary endpoint**

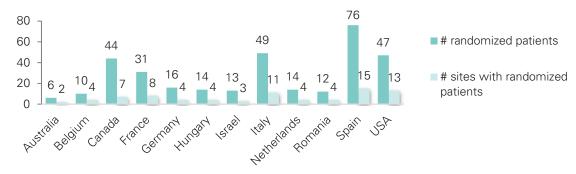
- Superiority in progression free survival, PFS, vs. standard of care (first-line medical treatment)
- Assessed after 194 documented PFS events

#### Secondary endpoints include

- Overall survival
- PROs (e.g., treatment satisfaction, quality of life)
- Safety

#### **Recruitment completed Dec 2023**

 Enrollment of 332 patients across 12 countries exceeding randomization target (302)





# Addressing unmet medical needs in polycystic liver disease

Polycystic liver disease is a rare, genetic, and chronic disorder characterized by progressive growth of cysts in the liver, which can cause severe symptoms and result in impaired quality of life for patients.



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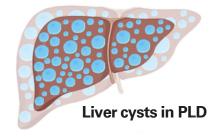
## Clinical Phase 2/3 study in PLD fully recruited

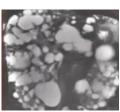
#### **POSITANO** trial to assess efficacy and safety of CAM2029

- 53-week randomized, placebo-controlled, three-arm study
  - Randomization of 71 patients completed in Q1 2024
  - · Primary endpoint is liver volume change
  - · Key secondary endpoint is Camurus' developed PRO, PLD-S
  - Multiple secondary endpoints, incl. quality of life, safety, etc.
- Open label extension extended to 120 weeks
  - Offer continued treatment in patients with expected benefits

#### Large unmet medical need in PLD

- Severe quality-of-life implications for patients with symptomatic PLD
- No labelled option available







	positano™
	CAM2029 dose group 1
R	CAM2029 dose group 2
N=71 1:1:1	Placebo

Double-blind randomized period

0

Week 53

Open label extension / Safety follow-up



# CAM2029 progressing towards market with expected milestones 2025

### **AcroInnova**<sup>™</sup>

Pivotal randomized placebo controlled and long-term safety trials in acromegaly

- Positive results from ACROINNOVA 1 and 2
- NDA acceptance in the US– CRL for manufacturer
- MAA validation in EU
- O NDA resubmission est. H1 2025
- O MAA CHMP opinion est. mid 2025

### **SORENTO**

Subcutaneous Octreotide Randomized Efficacy in Neuroendocrine TumOrs

- SORENTO Phase 3 start Q4 2021
- SORENTO fully enrolled Q4 2023
- Target number of events for primary endpoint est. late 2025 or early 2026



Polycystic liver Safety and efficacy
TriAl with subcutaneous Octreotide

- POSITANO fully enrolled 01 2024
- Orphan drug designation in EU and US
- Clinical study results Q2 2025



## Medical information and dissemination of ACROINNOVA results

#### Medical affairs activities

- Presentation of ACROINNOVA results at scientific meetings and conferences
- MSL teams meeting with acromegaly stakeholders
- National and regional advisory board meetings

#### Planned scientific conferences in 2025



#### ACROINNOVA 1 data recently published<sup>1</sup>



Octreotide Subcutaneous Depot for Acromegaly: A Randomized, Doubleblind, Placebo-controlled Phase 3 Trial, ACROINNOVA 1 8

Diego Ferone, Pamela Freda, Laurence Katznelson,
Federico Gatto, Pinar Kadioğlu, Pietro Maffei, Jochen Seufert,
Julie M Silverstein, Joanna L Spencer-Segal, Elena Isaeva,
Alexander Dreval, Maria Harrie, Agneta Svedberg,
Fredrik Tiberg 

▼

<sup>&</sup>lt;sup>1</sup> Ferone et al. J. Clin Endocrinology & Metabolism 2024

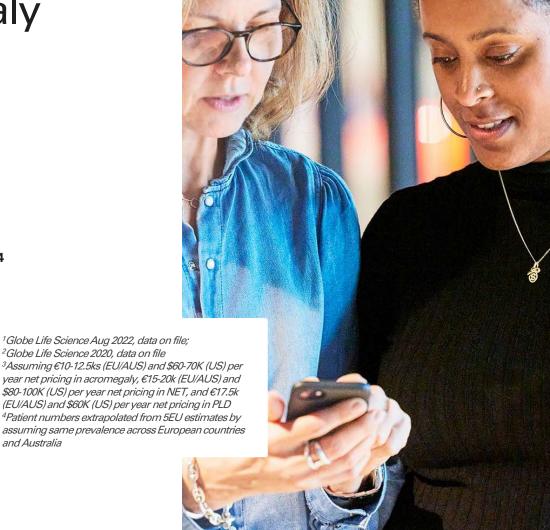
# Commercial readiness for launch of CAM2029 (Oclaiz<sup>™</sup>) in acromegaly

#### Pre-launch activities in US and EU

- In-depth market research
- Optimizing the distribution and supply chain model
- Payor interactions and advisory meetings
- Increasing awareness of Camurus among stakeholders

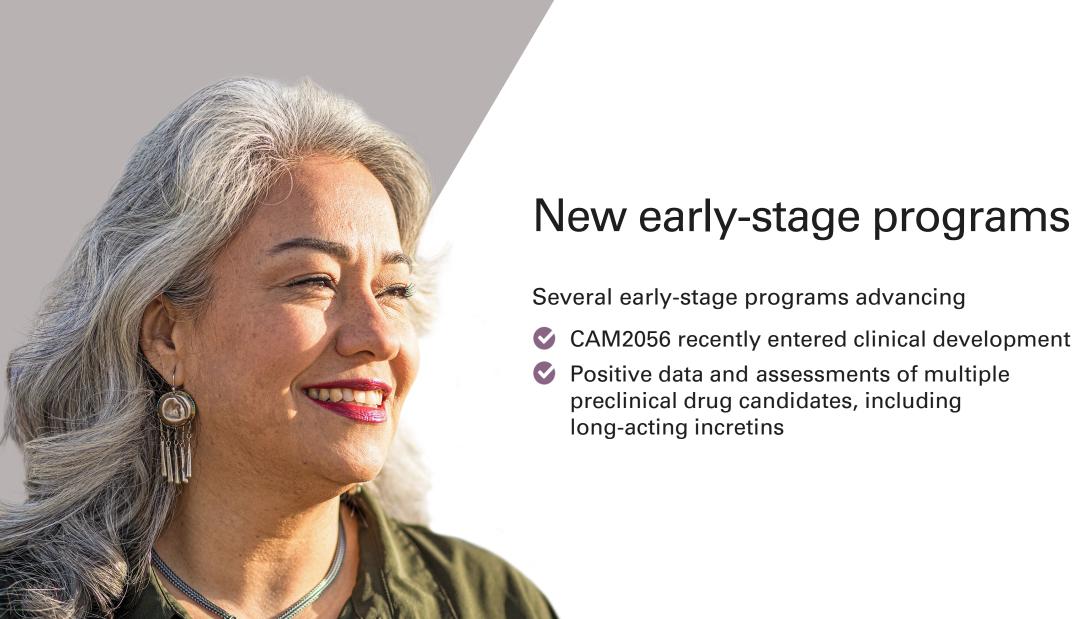
#### CAM2029 peak sales estimates >2 billion USD across indications<sup>1-4</sup>

	TERRITORY	PATIENT POPULATION	EST. PEAK PATIENT SHARE	EST. PEAK SALES
ACRO <sup>1</sup>	EU/AUS	16,500 <sup>4</sup>	20 – 35%	€30 – 65 million
	US	<b>10,000</b>	<b>25 – 40</b> %	\$150 – 280 million
NET <sup>1</sup>	EU/AUS	68,000 <sup>4</sup>	30%	€300 – 400 million
	US	<b>37,000</b>	<b>40</b> %	\$1,200 – 1,500 million
PLD <sup>1</sup>	EU/AUS US	15-18,000 <sup>4</sup> 12-13,000	30 – 40% 30 – 40%	€80 – 100 million \$200 – 300 million



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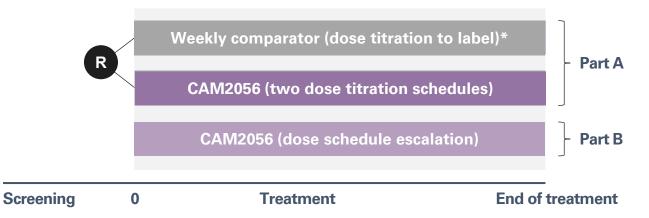
## CAM2056 entered clinical development

#### **CAM2056** – once monthly FluidCrystal semaglutide

Completed preclinical program met target profile for pharmacokinetics, pharmacodynamics (incl. weight management) and tolerability

#### **Clinical Phase 1 study initiated**

- Phase 1 study initiated assessing pharmacokinetics, pharmacodynamics (incl. weight loss), tolerability and safety of CAM2056 in overweight or obese participants who are otherwise healthy
- O Top-line results expected H2 2025





#### **Potential indications**

- Type 2 diabetes
- Weight management
- Inflammation
- Neuropsychiatric disorders
- Substance use disorders







## Camurus expanding

#### New headquarter in Science Village, Lund

- ~3,700m<sup>2</sup> on the top floors of the "The Loop"
- Offices and state-of-the-art laboratories
- Capacity to grow ~250 people
- Sustainability profile with LEED Gold certification

#### US office ready to open

Carnegie Center, Princeton, New Jersey

Camurus AB | Rydbergs torg 4, SE-224 84 Lund, Sweden P +46 46 286 57 30 | info@camurus.com | camurus.com

# Solid 2024 performance lays foundation for 2025 expansion

- Increasing Buvidal penetration in Europe and RoW
- Accelerating sales of Brixadi in the US
- Market approvals of CAM2029 in acromegaly
- O Clinical results for CAM2029 and CAM2056
- O Diversification through business development
- O Positive financial outlook with expected high growth revenues (+45-61%) and profitability (+63-117%)





## Shareholders and analyst coverage

Shareholders as of 31 January 2025	Number of shares	% of capital	% of votes
Sandberg Development AB	20,530,692	34.9	35.0
Fjärde AP-fonden	2,808,776	4.8	4.8
State Street Bank and Trust	2,348,571	4.0	4.0
Swedbank Robur Fonder	2,340,305	4.0	4.0
JP Morgan Chase Bank	2,332,383	4.0	4.0
Fredrik Tiberg, CEO	1,615,000	2.7	2.8
Handelsbankens fonder	1,308,393	2.2	2.2
Avanza Pension	1,201,710	2.0	2.1
The Bank of New York Mellon	881,778	1.5	1.5
Afa Försäkring	775,653	1.3	1.3
Norges bank	704,848	1.2	1.2
JP Morgan SE	641,227	1.1	1.1
SEB Investment Management	637,754	1.1	1.1
UBS	630,039	1.1	1.1
Camurus Lipid Research Foundation	480,150	0.8	0.8
Other shareholders	19,641,739	33.4	33.1
In total	58,879,018	100.0	100.0



#### **Analysts**

**Carnegie** Erik Hultgård

DNB

Patrik Ling

Handelsbanken Mattias Häggblom

Jefferies Brian Balchin

Nordea Viktor Sundberg

Pareto Dan Akschuti

Bryan Garnier Oscar Haffen Lamm

SEB Christopher Uhde



## Experienced and committed management team



Fredrik Tibera, PhD President & CEO, CSO In Company since 2002 Holdings: 1,615,000 shares, 42,000 employee options and 4.000 PSP units

Education: M.Sc. in Chem. Eng., Lund Institute of Technology. PhD and Assoc. Prof. Physical Chemistry, Lund University. Previous experience: More than 20 years executive leadership experience from the pharmaceutical industry. Prof Physical Chemistry, Lund University; Visiting Prof at Oxford University; Section Head, Inst. for Surface Chemistry.



Jon Garav Alonso Chief Financial Officer In Company since: 2022 Holdings: 1,450 shares, 24,000 employee options and 2,300 PSP units

Education: Bachelor in Business Administration by Universidad Comercial de Deusto. Executive MBA by IESE Business School.

Previous experience: More than 20 years experience from Finance within pharmaceutical and medtech companies, incl. Baxter, Gambro, Convatec, Bristol Myers Squibb.



Richard Jameson Chief Commercial Officer In Company since: 2016 Holdings: 29,193 shares, 24,000 employee options and 2,300 PSP units

Education: B.Sc. in Applied Biological Sciences from University West of England

Previous experience: General Manager, UK & Nordics for Reckitt Benckiser (2010 – 2013) and Area Director Europe. Middle East and Africa for Indivior (2013 - 2016).



Fredrik Joabsson, PhD Chief Business Dev. Officer In Company since 2001 Holdings: 40,170 shares, 16,000 employee options and 1,500 PSP units

Education: M.Sc. in Chemistry, PhD in Physical Chemistry, Lund University

**Previous experience**: More than 20 years of experience in pharmaceutical R&D, business development, alliance management and investor relations.



Markus Johnsson Senior VP R&D In Company since: 2003-2017, 2019-Holdings: 21,000 shares, 9,500 employee options and 1,500 PSP units

Education: Ph.D. in physical chemistry and M.Sc. in chemistry from Uppsala University.

Previous experience: More than 20 years of experience from pharmaceutical development and project management

Development at Zealand Pharma, Director of Development at



Maria Lundqvist Head of Global HR In Company since 2021 Holdings: 16.000 employee options and 1,500 PSP units

Education: B.Sc: in Business and Economics, Uppsala

Previous experience: More than 20 years of experience of leadership roles within Human Resources, including HR Director Nordics at Teva Pharmaceuticals and HR positions at Tetra Pak, Vestas and AstraZeneca.



Torsten Malmström, PhD Chief Technical Officer

In Company since 2013 Holdings: 35,363 shares, 16,000 employee options and 1,500 PSP units



**Annette Mattsson** VP Regulatory Affairs In Company since: 2017 Holdings: 2,004 shares, 16,000 employee options and 1,500 PSP units Education: Bachelor of Pharmacy, Uppsala University and Business Economics, Lund University

Previous experience: More than 25 years of experience within regulatory affairs, including European RA Director/Global RA Lead at AstraZeneca and Global RA Lead at LEO Pharma.



Alberto M. Pedroncelli Chief Medical Officer In Company since 2023 Holdings: 1,000 shares, 20,000

Education: MD University of Milan, Ph. D. endocrinology post-graduate school University of London Previous experience: Head of Clinical Development and Medical Affairs Recordati, Senior Leadership positions Novartis, clinician and research fellow Dept. Endocrinology, employee options and 1,500 PSP units University Hospital Bergamo, Italy

Polypeptide, Team Manager at AstraZeneca.

**Lund University** 

Behshad Sheldon President Camurus Inc. In Company since 2024 Holdings: 1,000 shares, 2,000 employee options and 1,500 PSP units

**Education:** B.Sc. in Neuroscience from University of Rochester **Previous experience**: More than 25 years of experience from the international pharma industry, including President & CEO of Braeburn Pharmaceuticals and senior positions within Smithkline Beecham, Bristol-Myers Squibb and Otsuka Pharmaceuticals.



Agneta Svedberg VP Clinical Dev. In Company since: 2015 Holdings: 22.987 shares, 16.000 employee options and 1,500 PSP units

Education: M.Sc. In Radiophysics and B.Sc. In Medicine from Lund University, Executive MBA from Executive Foundation

**Previous experience:** More than 25 years of experience in drug development, incl. as COO at Zealand Pharma, CEO of Cantargia, Senior VP Clinical Development at Genmab.



Bo A. C. Tarras-Wahlberg VP Legal & Group General Councel In Company since 2024 Holdings: 1,500 PSP units

Education: LLM from Lund University and studies at Queen Mary College

**Previous experience:** More than 20 years of experience as lawyer and from international senior legal positions, incl. as Assoc, General Counsel at Baxter, Gambro, legal private practice and as law clerk at District Court.