

camurus®

Full year and fourth quarter 2024 results

Audiocast presentation
13 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.

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Camurus undertakes no obligation to update forward-looking statements.

Agenda

- **Business highlights**
- **Financial performance**
- **Commercial development**
- **R&D pipeline update**
- **Key take-aways**
- **Q&A**

Company participants

Fredrik Tiberg, PhD
President & CEO, CSO

Jon Garay Alonso
Chief Financial Officer

Richard Jameson
Chief Commercial Officer



Business highlights





Excellent progress in 2024

- 1 High sales growth and record profitability, alongside R&D investments and advances of key pipeline programs
- 2 Geographic expansion with establishment of US organization for next generation products
- 3 On track for our five-year vision

Camurus' vision 2027

Sustainable value creation for all stakeholders:

5x

Five-fold revenue growth (to SEK 4.5 billion)



Establishment of US commercial infrastructure

4

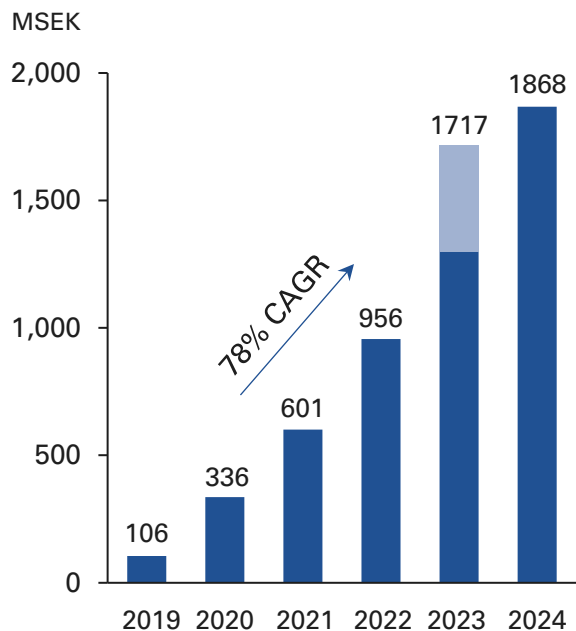
Approvals for four R&D pipeline programs

~50%

Operating margin around 50 percent

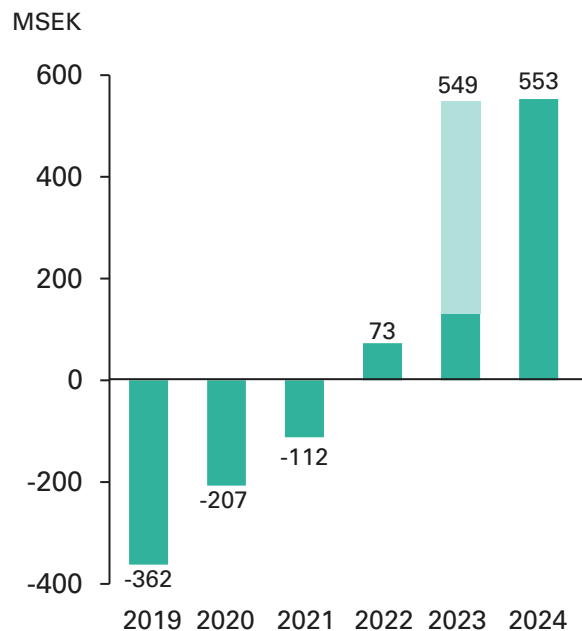
Revenue growth and profitability

Revenues



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

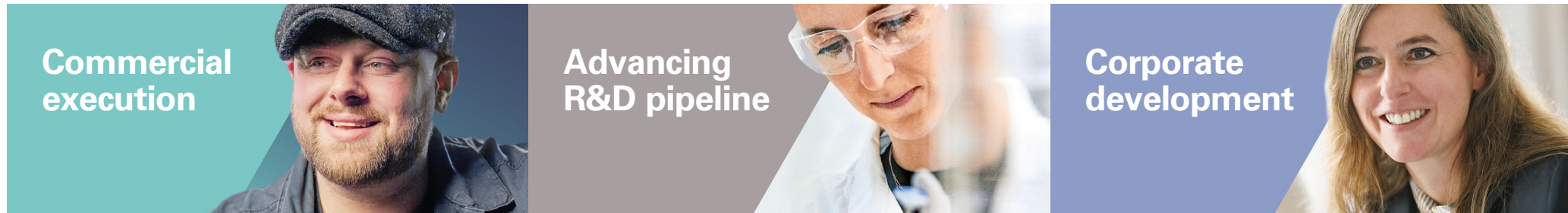
Profit before tax



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



Fourth quarter result exceeded estimates



- Leadership in long-acting treatment of opioid dependence
- Double-digit Buvidal sales growth in Europe, MENA and Australia
- Best-in-class launch of Brixadi® in the US with strong Q4 performance
- Own US organization established for Oclaiz™ launch

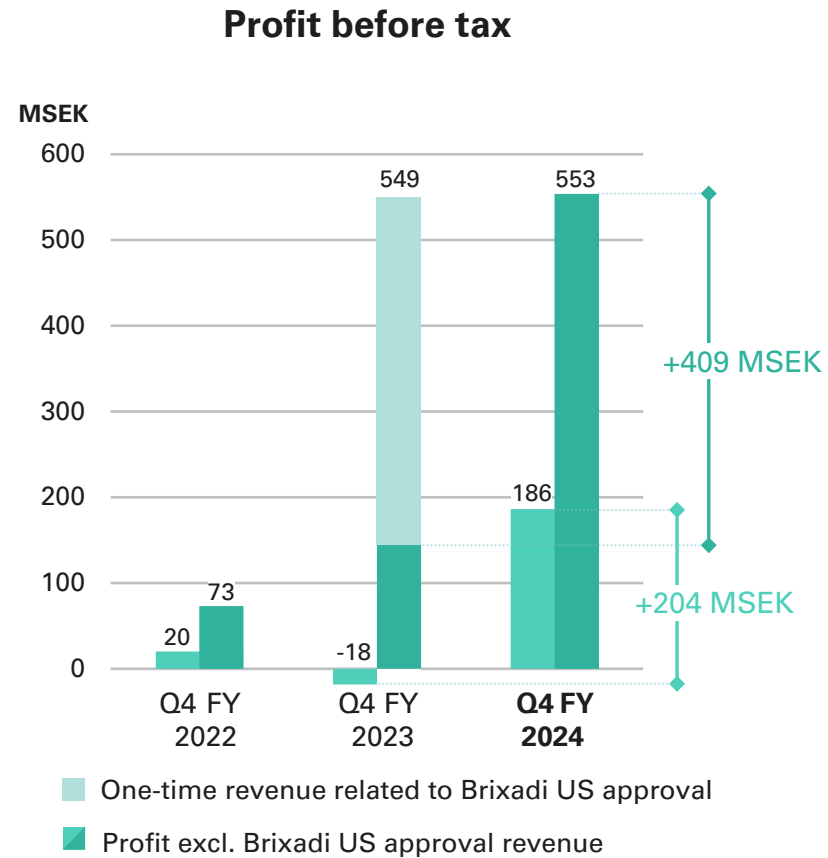
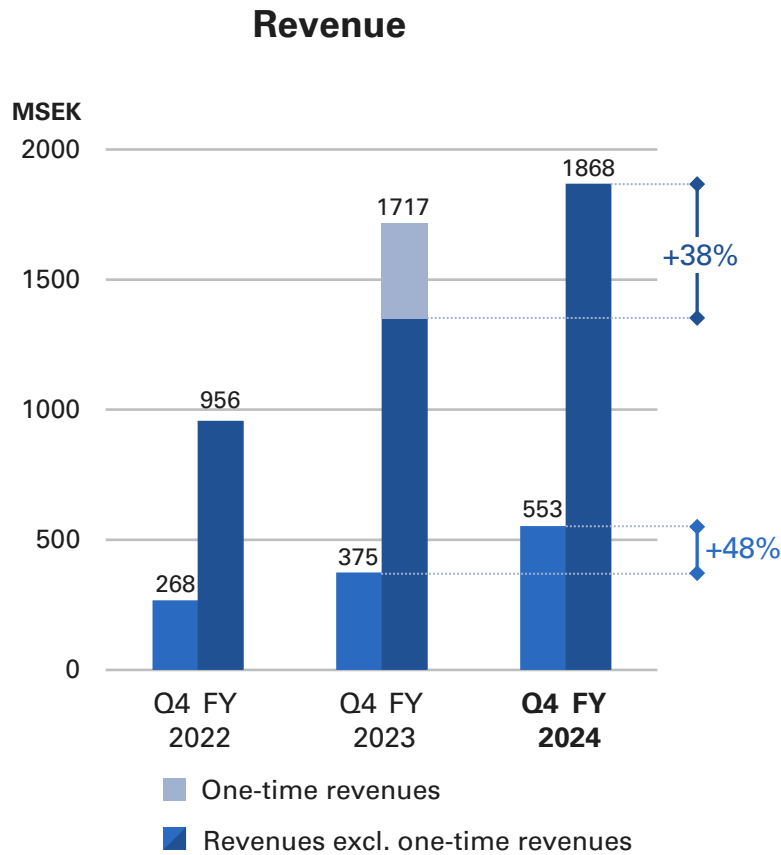
- Positive final results from 52-week ACROINNOVA 2 study in acromegaly
- CAM2029 US NDA and EU MAA regulatory reviews advanced
- CRL resolution ongoing
- SORENTO and POSITANO studies advanced in GEP-NET and PLD
- Clinical study initiated for once-monthly semaglutide

- 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

Financial performance



Strong growth of operating revenue and profit



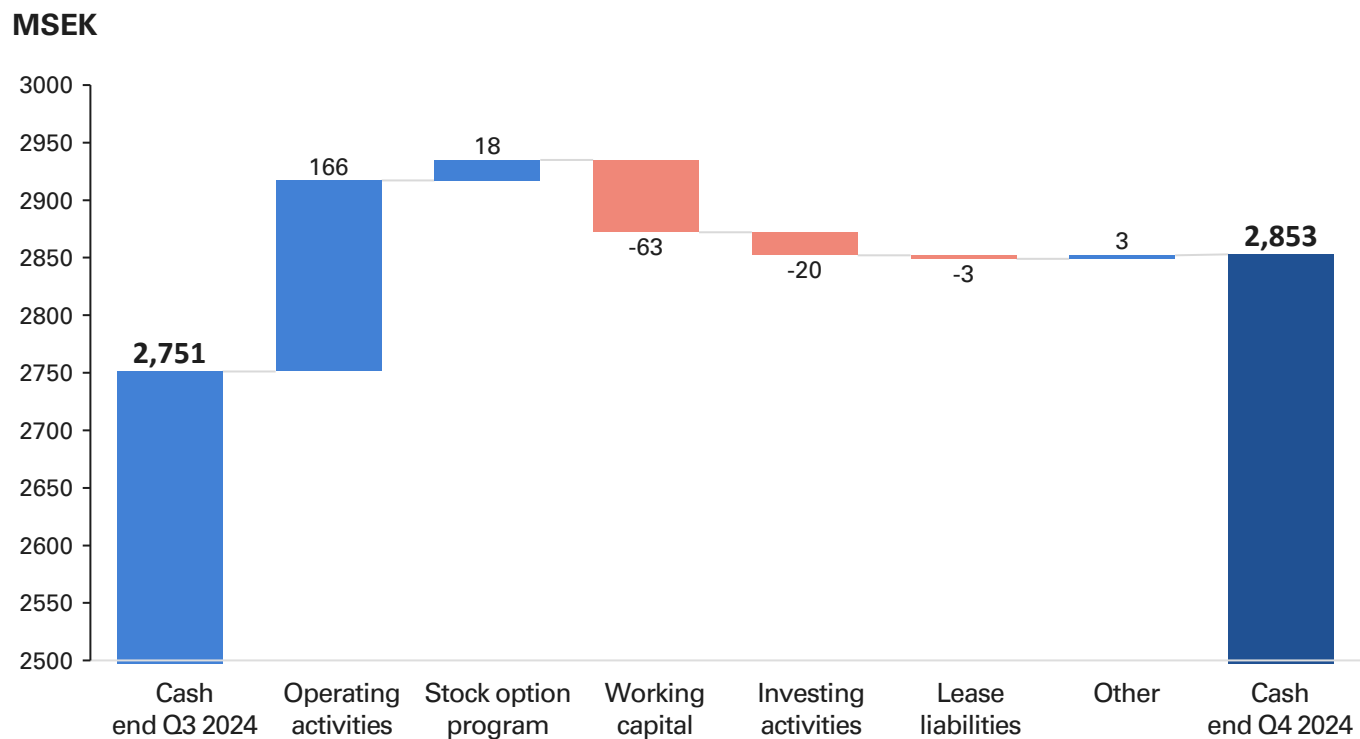
Cash position
SEK 2.9 billion
 +140% vs Q4 2023

Q4

Reported Q4 profit and loss

MSEK	Oct –Dec 2024	Change vs. 2023	CER Change vs. 2023	YTD Jan – Dec 2024	Change YTD vs. 2023	CER Change YTD vs. 2023
Total revenues <i>excl. one-time milestones/license rev.</i>	553	48% <i>+48%</i>	44% <i>+44%</i>	1,868	9% <i>+42%</i>	9% <i>+41%</i>
Gross margin <i>excl. one-time milestones/license rev.</i>	520 94.0%	267bps	257bps	1,738 93.1%	19bps <i>+331bps</i>	37bps <i>+262bps</i>
Marketing and distribution costs	-157	+40%	+38%	-492	+31%	+31%
Administrative expenses	-25	+48%	+45%	-91	+88%	+87%
Research and development costs	-167	-27%	-29%	-684	+7%	+7%
Other operating expenses	-8	–	–	-8	–	–
Operating result <i>excl. one-time milestones/license rev.</i>	166	+195 MSEK	+162MSEK	469	-11% <i>+349 MSEK</i>	-14% <i>+308 MSEK</i>
Profit before tax <i>excl. one-time milestones/license rev.</i>	186	+204 MSEK	+172 MSEK	553	1% <i>+409 MSEK</i>	-1% <i>+368 MSEK</i>

Healthy cash flow generation



Financial Outlook 2025

Key considerations

- Market conditions in current macroeconomic environment
- Continued investments aligned with strategic vision 2027
 - R&D investments approximately flat vs 2024 at SEK ~0.65 billion
 - Incremental investment in US operations and launch of Oclaiz™ to support company growth; SEK ~0.35 billion
- Social security cost for long-term incentive programs will vary with share price
- Investment (Capex) to develop a second contract manufacturer; SEK ~0.2 billion over 2 years

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

Commercial development



Buvidal – strong quarter and progress in the year

Good sales growth across all markets

- Net sales Q4 2024 was SEK 469 million; +28% YoY
 - Sales grew 11% vs previous quarter
- Est. 60,000 patients in treatment with Buvidal end-2024

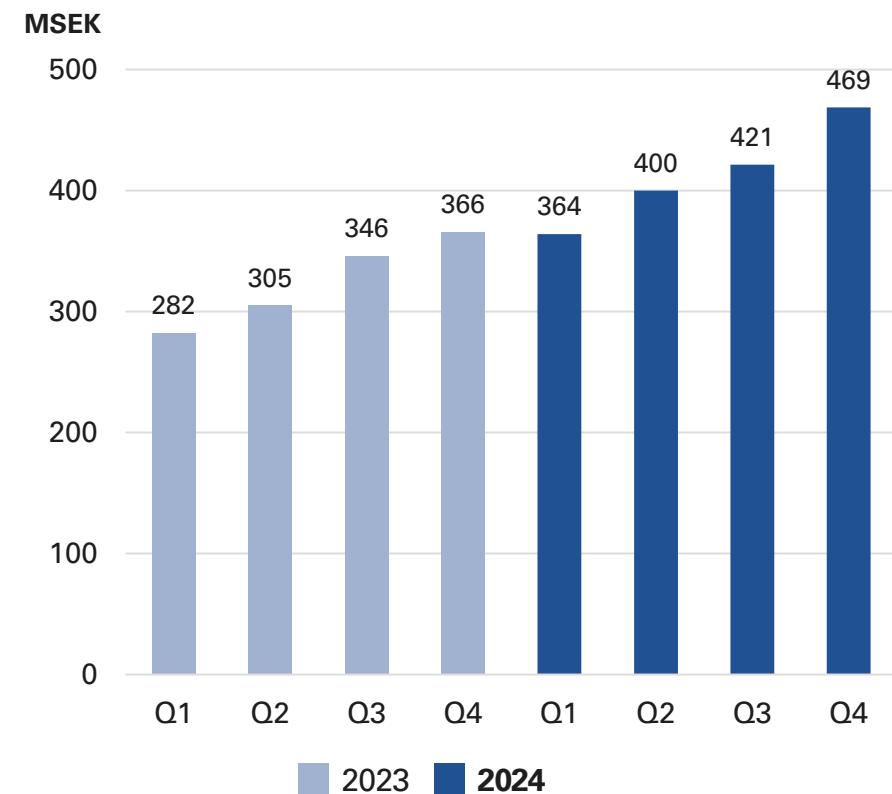
Continued to gain market share in all regions

- Led by UK, Germany, Spain and France
- Driven by market penetration & improved access to treatment
- Buvidal now first choice for opioid dependence treatment in Australia

Market expansion

- New pricing and reimbursement approvals in Switzerland, Portugal and Luxembourg
- Four regulatory applications under review

Quarterly reported sales



Solid Brixadi performance in the US

US opioid crisis continues

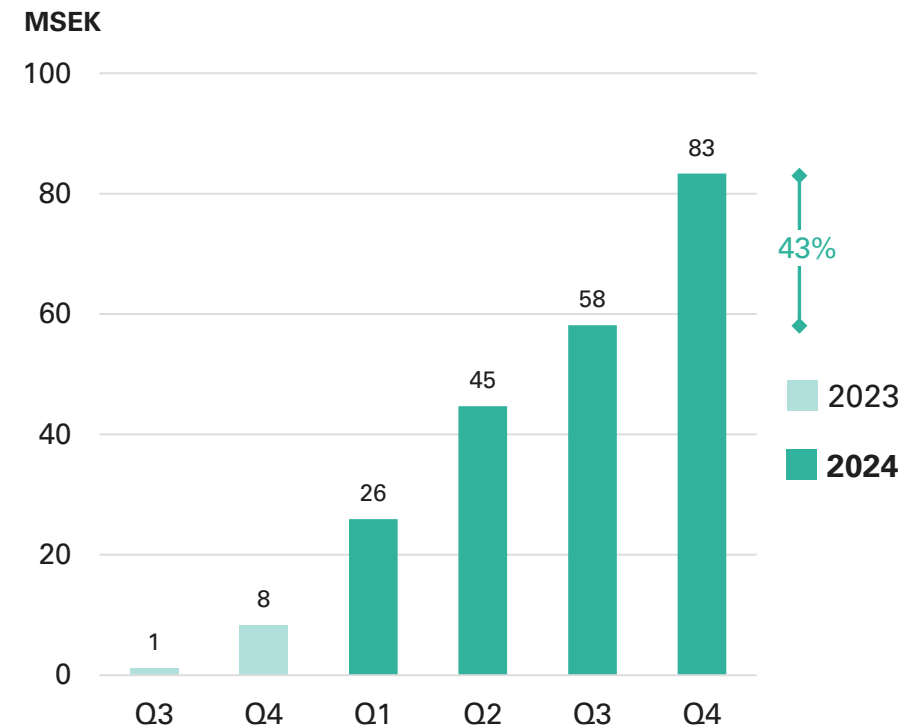
- Overall, 6-7 million people with OUD in the US¹⁻³
- Total number of ~2.3 million patients in treatment in 2023 of which ~1.8 million on buprenorphine⁴

Continued strong growth of Brixadi

- Royalty and net sales grew 43% in the quarter
- A majority of new patients transferred from sublingual buprenorphine products¹
- Other patients came from LAI product or were direct initiations¹
- Brixadi LAIB est. share in the US approached ~25% in the quarter⁵

Brixadi peak market potential est. > USD 1 bn⁶

Brixadi royalty by quarter



Growing scientific evidence base

Strong scientific support for Buprenorphine/Buprenorphine

- 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

	Q1/Q2 2025			Q3/Q4 2025			
International	ASAM 24-27 Apr Denver, US	ISAM 26-28 May Hamburg, DE	ALBATROS 10-12 Jun Paris, FR	CPDD 14-18 Jun New Orleans, US	IMiA 29-31 Aug Sydney, AUS	ATHS 21-24 Oct Biarritz, FR	
National (selected)	RCGP & AP 16 – 17 January Manchester, UK	APSEP 27-28 March Paris, FR	Addiction Z April – May Gold Coast, AUS	Fed. Addiction 22-23 May Angers, FR	Suchtmedizin 3 – 5 July Munich, DE	Suchtsymp. Oct Grundlsee, AT	APSAD 9-12 Nov Sydney, AUS
	APP Feb Gold Coast, AUS	Sigtunadagarna Apr SE	Subst. Forum. May Mondsee, AT	SEPD 4-7 Jun Madrid, ES	Prison Congr. Oct Montpellier, FR	RCPsych Addict Oct London, UK	Addiktum Nov/Dec Helsinki, FI

Recent key publications¹⁻³

JOURNAL OF
Addiction Medicine
 The Official Journal of the American Society of Addiction Medicine

ORIGINAL RESEARCH

Exploring Opioid Use Disorder Outcomes by Quantitative Urinalysis: Post Hoc Analysis of a Phase 3 Randomized Clinical Trial

Peterson, Stefan PhD; Nunes, Edward V. MD; Lofwall, Michelle R. MD; Walsh, Sharon L. PhD; Tiberg, Fredrik PhD

ORIGINAL RESEARCH

A Naturalistic Study of Individuals Involved in the Justice 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

ORIGINAL

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 YEBENES CORTÉS***; MIGUEL ÁNGEL CASADO GÓMEZ***; JOSÉ JOAQUÍN ANTÓN BAGANTA****; FRANCISCO PASCUAL PASTOR*****; CARLOS RONCERO*****.

¹ Peterson et al. *J of Addict Med* 2024; ² Blue et al. *J Addict Med* 2025; ³ Oráa et al. *Adicciones* 2024

R&D update



Octreotide SC depot, CAM2029

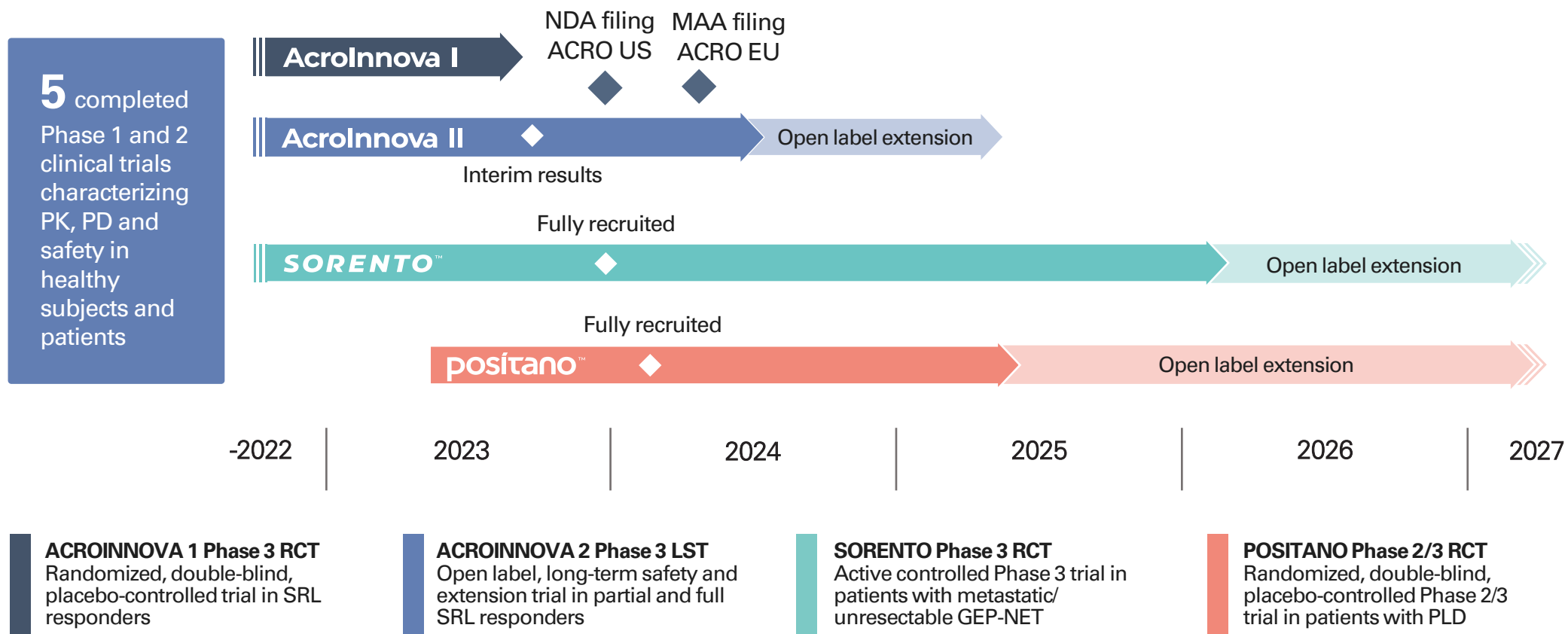
CAM2029 is a long-acting octreotide in development for three serious rare disease indications

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

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



CAM2029 clinical program overview



Regulatory update for CAM2029 in acromegaly

Complete response letter issued by the FDA

- CRL relating solely to a cGMP-inspection at a third-party manufacturing site
 - No concerns relating to CAM2029, incl. CMC, clinical efficacy or safety
 - Manufacturer responded to observations during the quarter
 - Awaiting an Establishment Inspection Report to assess any need for further remediations following a recent OAI classification for the site
- NDA resubmission estimated in H1 2025, pending the EIR

EU MAA review progressed per plan

- CHMP opinion expected mid-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

Q1 2025	Q2 2025	Q3 2025		Q4 2025	
ENETS  5-7 Mar Krakow PL	EASL  7-10 May Amsterdam NL	AACE  15-17 May Orlando US	IPS  9-11 Jul San Francisco US	NANETS  23-25 Oct Austin US	AASLD  7-11 Nov Washington US
DGE  19-21 Mar Baden-Baden DE	ESPE/ECE 10-13 May Copenhagen DK	ICE  26-27 June London UK	ENDO  12-15 Jul San Francisco US	ESMO  17-21 Oct Berlin DE	ENEA 3-5 Dec Marseille FR

ACRO


NET

PLD

ACROINNOVA 1 data recently published¹



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

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 

¹ Ferone et al. *J. Clin Endocrinology & Metabolism* 2024

Commercial readiness for launch of CAM2029 (Oclaiz™) 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 indications¹⁻⁴

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

¹Globe Life Science Aug 2022, data on file;

²Globe Life Science 2020, data on file

³Assuming €10-12.5ks (EU/AUS) and \$60-70K (US) per year net pricing in acromegaly, €15-20k (EU/AUS) and \$80-100K (US) per year net pricing in NET, and €17.5k (EU/AUS) and \$60K (US) per year net pricing in PLD

⁴Patient numbers extrapolated from 5EU estimates by assuming same prevalence across European countries and Australia





New clinical programs

Several early-stage programs advancing during the fourth quarter 2025

- ✓ CAM2056 entered clinical development
- ✓ Positive data and assessments of multiple preclinical drug candidates, including long-acting incretins

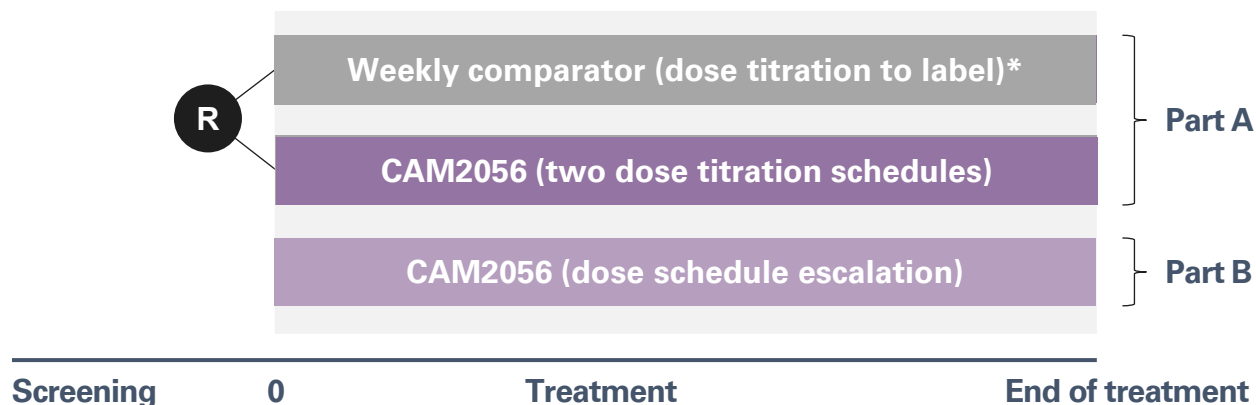
CAM2056 entered clinical development

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 assessing pharmacokinetics, pharmacodynamics (incl. weight loss), tolerability and safety of CAM2056 in overweight or obese participants who are otherwise healthy
- 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

- ~3,700m² 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

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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
- Clinical results for CAM2029 and CAM2056
- Diversification through business development
- Positive financial outlook with expected high growth revenues (+45-61%) and profitability (+63-117%)



On track for Vision 2027

Status update end-2024 following two years of execution towards the five-year vision

5x

Five-fold revenue growth
(from 2022)



Establishment of US
commercial infrastructure

4

Approvals for four R&D
pipeline programs (from 2022)

~50%

Operating margin
around 50 percent

5x revenue growth in 5 years

SEK 1.9bn 2024

- >SEK 4.5 billion in 2027

Buvidal patients grew 27% YoY

60,000 end-2024

- >100,000 patients in 2027

Brixadi, opioid use disorder US

- ✓ Best-in-class launch performance
- >\$1 billion peak sales potential

US commercial infrastructure

Oclaiz™ launch

- ✓ Camurus Inc. fully operational
- Launch readiness in acromegaly
- ✓ Accelerate commercial build-up
- ✓ Strengthened financial position
- US manufacturing capacity and commercial preparations in NET

New approvals

1 of 4

CAM2029 (Oclaiz™) in acromegaly

- ✓ US NDA acceptance
- US NDA approval
- EU MAA approval

CAM2029 GEP-NET

- ✓ Phase 3 study ongoing
- NDA submission

Operating margin

25% in 2024

- ~50% in 2027

Operational excellence

- ✓ Improved gross margin >90%
- ✓ Growing royalty contribution

Further growth potential

- ✓ Strengthened cash-position
- Diversification through acquisitions and partnerships

Q&A

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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 Tiberg, 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 Garay 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 Johansson
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



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 University.
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

Education: M.Sc. in Chemistry, PhD in Inorganic Chemistry, Lund University
Previous experience: More than 20 years of experience from pharmaceutical R&D including Director Pharmaceutical Development at Zealand Pharma, Director of Development at Polypeptide, Team Manager at AstraZeneca.



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 employee options and 1,500 PSP units

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, University Hospital Bergamo, Italy



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

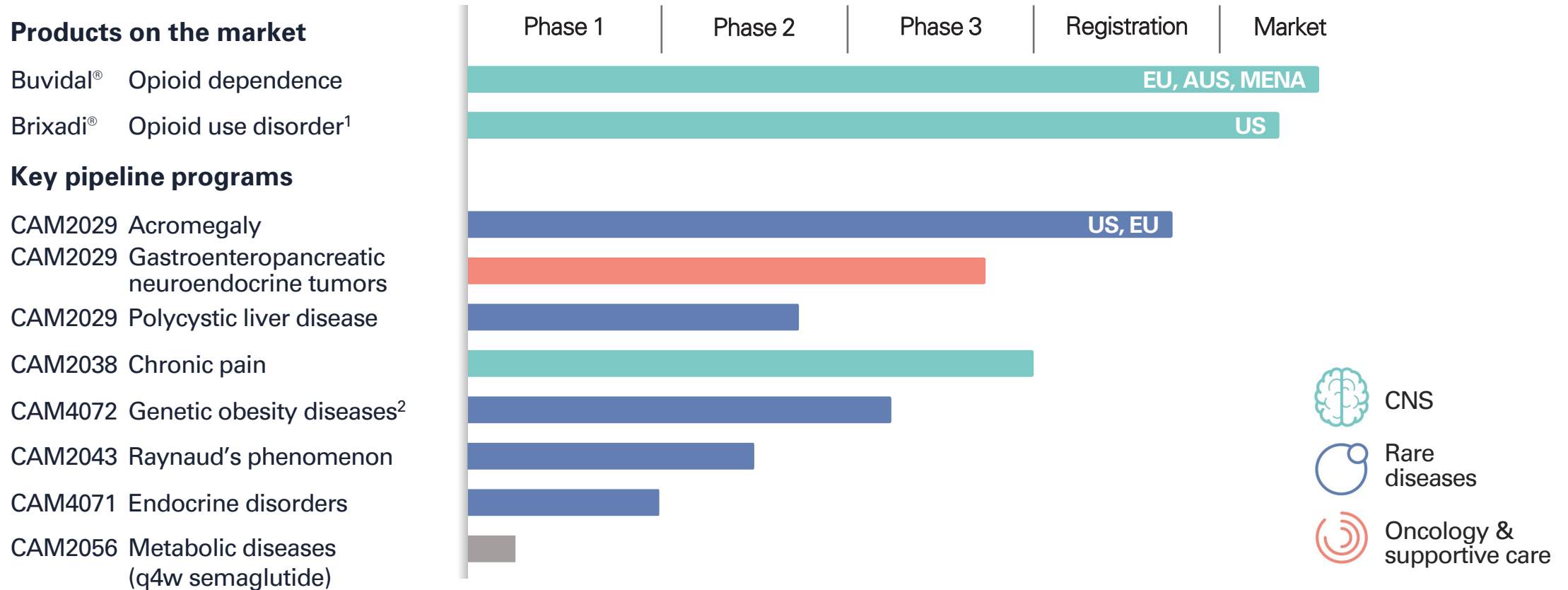
Education: M.Sc. In Radiophysics and B.Sc. In Medicine from Lund University, Executive MBA from Executive Foundation Lund
Previous experience: More than 25 years of experience in drug development, incl. as COO at Zealand Pharma, CEO of Cantargia, Senior VP Clinical Development at Genmab.



Bo A. C. Tarras-Wahlberg
VP Legal & Group General Counsel
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.

Broad and diversified product portfolio and pipeline



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