



CUMBERLAND[®]
P H A R M A C E U T I C A L S

Corporate Presentation

Nasdaq CPIX

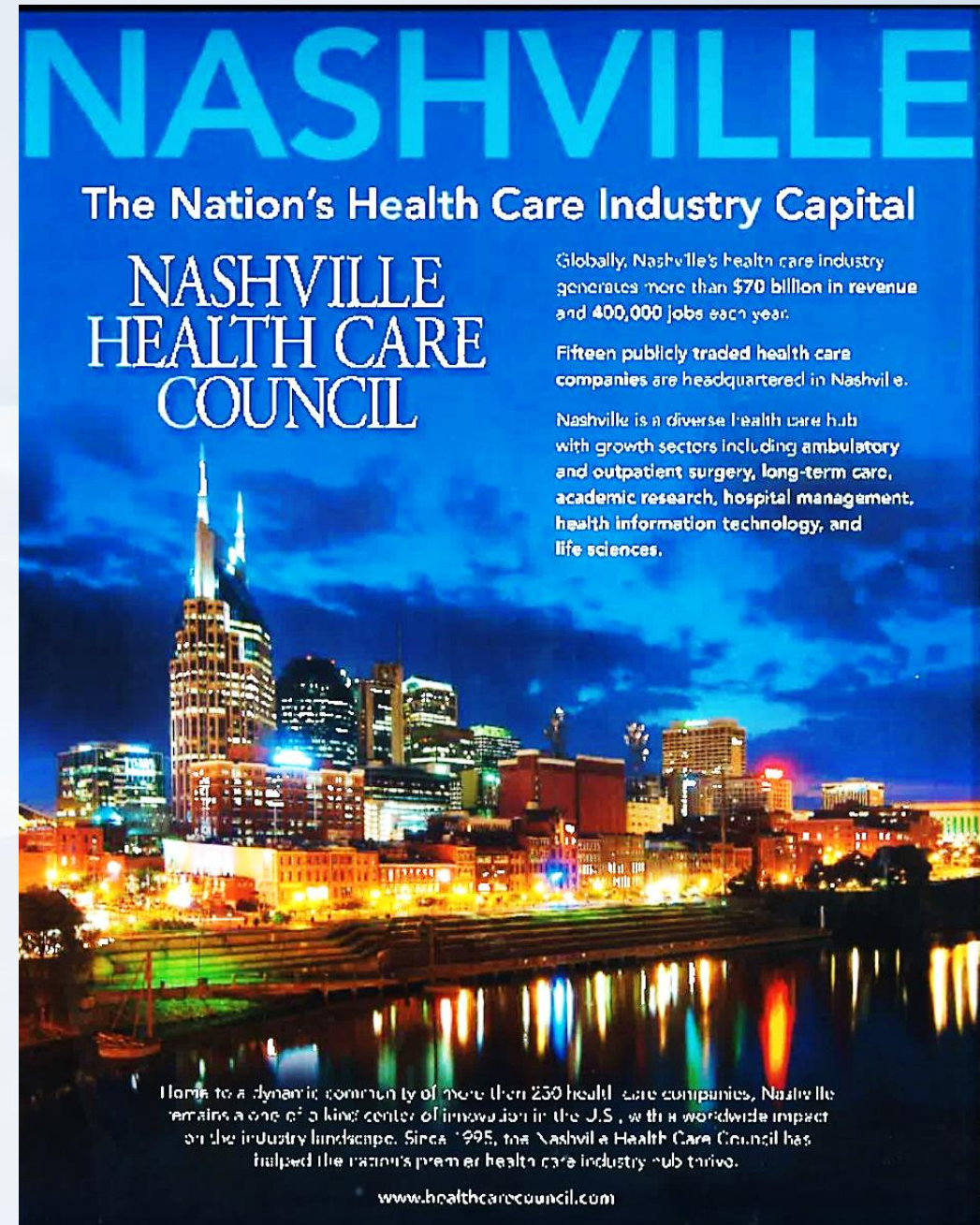
Safe Harbor Statement

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.



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.

Homes 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



Mission & Strategy

Mission: Working together to provide unique products that improve the quality of patient care

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



Company Overview

Specialty pharmaceutical company

Portfolio of FDA approved **branded** products

Promoted by **three** national sales divisions

Several **catalysts** for new growth opportunities

Sancuso® post-acquisition integration and market expansion

Next Generation **Caldolor**® product with **expanded labeling**

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**



Product Portfolio

Product
Development:

IV **ACETADOTE**[®]

CALDOLOR[®]

Product
Acquisition:

 **KRISTALOSE**[®]

 **VIBATIV**[®]
(telavancin) for injection

 **Vaprisol**[®]

Sancuso[®]
(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



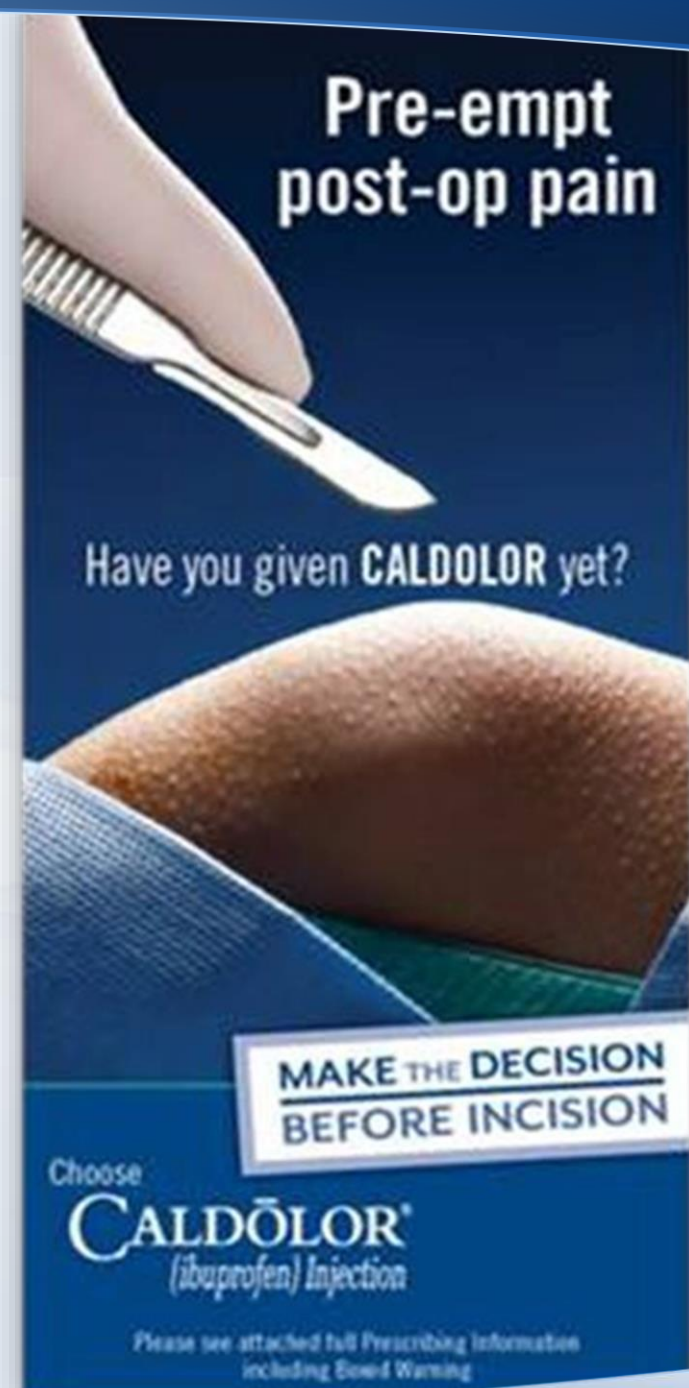
**National Poison Data System, American Association of Poison Centers*



CALDOLOR[®]

- **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*



CALDOLOR®

**Now Approved
For Use Prior To Surgery**

NEW!



Caldolor® Available In A Pre-Mixed Bag

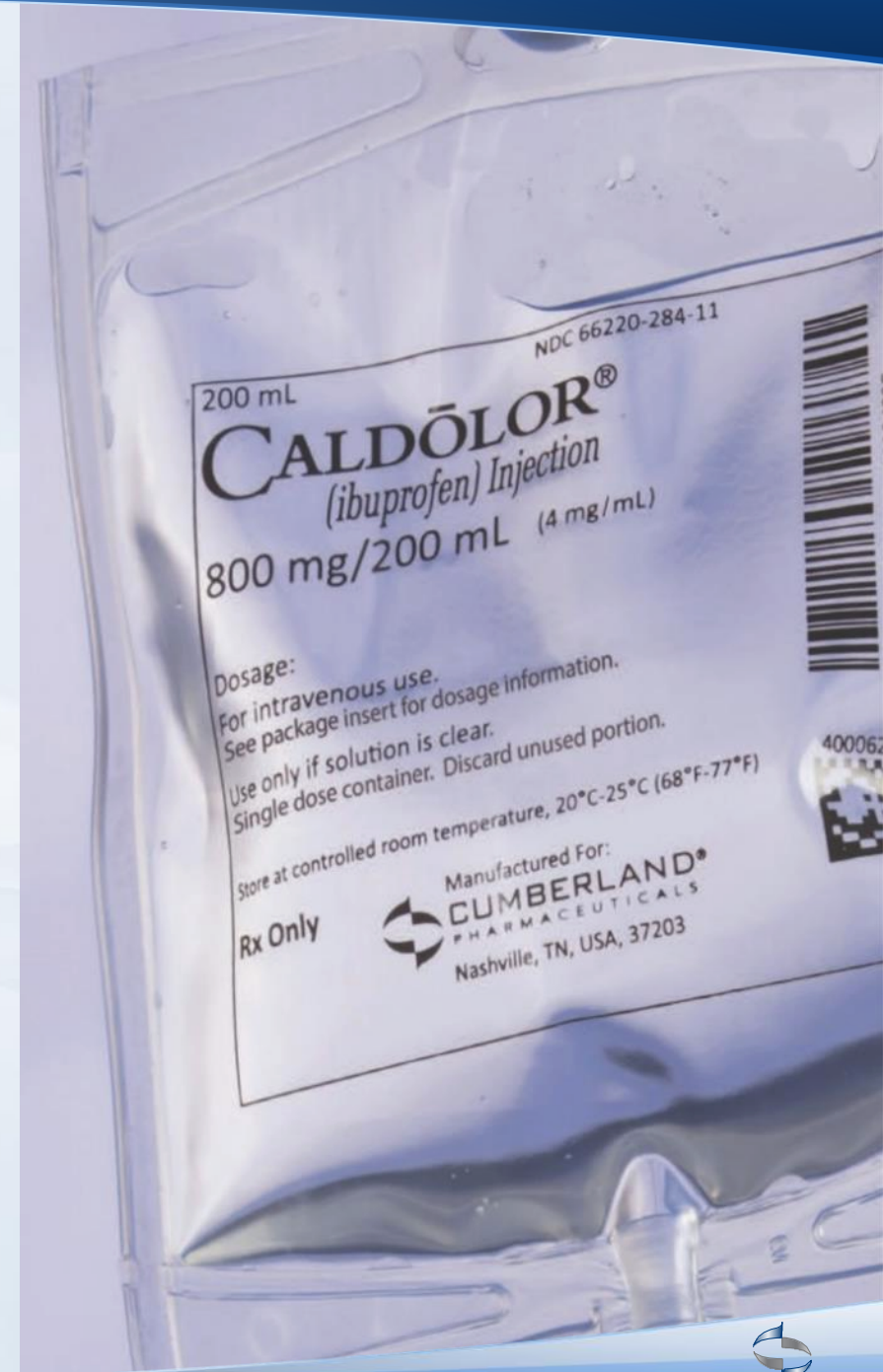


For specific questions pertaining to the ready-to-use bag,
contact us at caldolor@RTUbag.com



CALDOLOR[®]

- **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





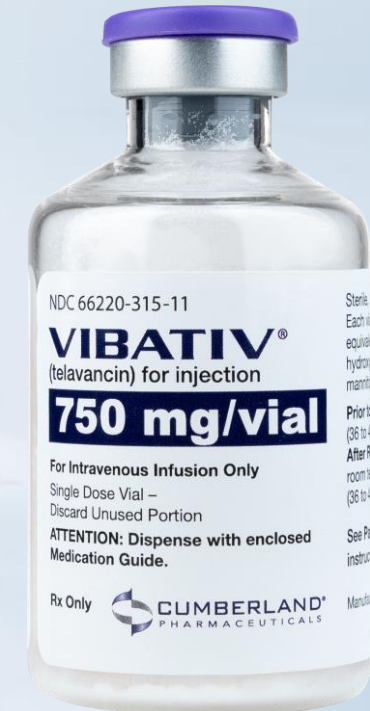
KRISTALOSE[®]

(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**



- 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®

(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® Patch



Ifetroban Overview

- 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[®] (*Systemic sclerosis*)

Dyscorban[®] (*Duchenne muscular dystrophy*)

Oral Ifetroban (*Idiopathic Pulmonary Fibrosis*)



Duchenne Muscular Dystrophy (DMD)

- **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)

- 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



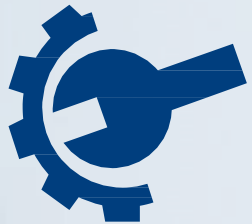
EXPAND

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)

2023

Net Revenues

\$ 39.6

Cost of Products Sold

6.1

Gross Profit

33.5

Selling & Marketing

18.5

Research & Development

5.8

General Administrative

10.7

Amortization

8.1

Other Income

3.7

Adjusted Earnings

\$2.4



Summary Balance Sheet

(\$ in millions)

December 31, 2023

Cash and Securities	\$18.3
Total Assets	<u>81.8</u>
Total Liabilities	52.5
Total Equity	29.3
Total Liabilities and Equity	<u>\$81.8</u>

**tax carryforward credits of \$44 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





CUMBERLAND[®]
P H A R M A C E U T I C A L S

NASDAQ: CPIX