CUMBERLAND® PHARMACEUTICALS

# 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.

# Company Overview

- **Specialty pharmaceutical company**
  - Portfolio of **seven** FDA approved products
  - Promoted by **two** national sales forces
- Several **near-term catalysts** for new growth opportunities
  - **Vibativ** post-acquisition integration and market expansion
  - **Next Generation Caldolor** product launch
  - **RediTrex** methotrexate product line launch
- **Phase II candidates** in development with upcoming study milestones
- Proven record of **successful** product development and product acquisition

# Mission & Strategy

**Mission:** ***Advance Patient Care through delivery of high quality medicines***

**Strategy:** ***Build a portfolio of Specialized biopharmaceutical brands***

# Product Portfolio

**Product Development:**

IV ACETADOTE®

CALDOLOR®

ReadiTrex®

**Product Acquisition:**

KRISTALOSE®

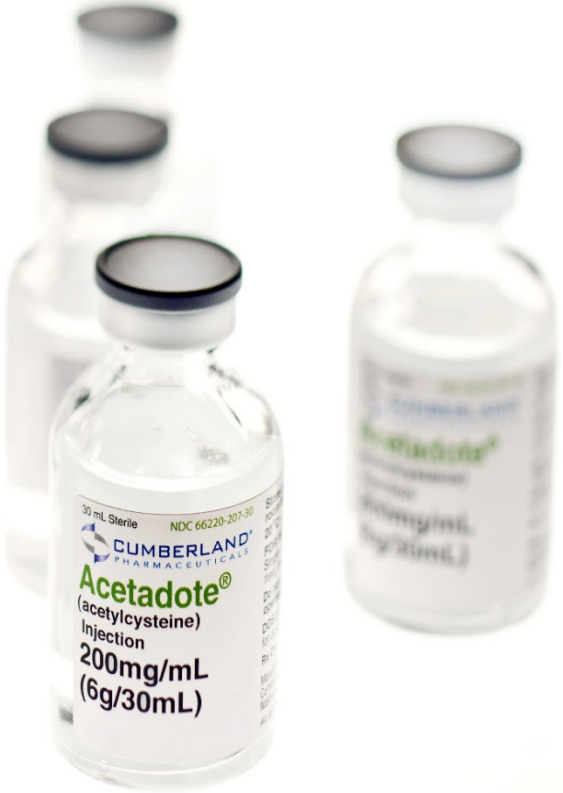
VIBATIV® (telavancin) for injection

Omeclamox-Pak®

Vaprisol®

# IV ACETADOTE®

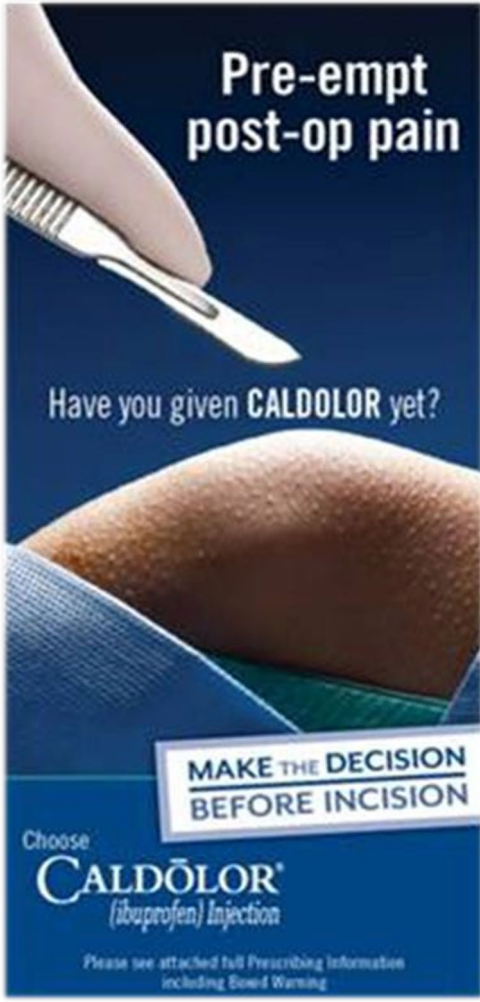
- IV treatment for **America's leading cause of poisoning**
- **Treats liver toxicity** associated with acetaminophen overdose
- Developed and registered by **Cumberland**
- Acetadote now **standard of care**
- Cumberland developed **unique EDTA free formulation**
- Maintaining **significant market share**




*National Poison Data System, American Association of Poison Centers

# CALDOLOR®

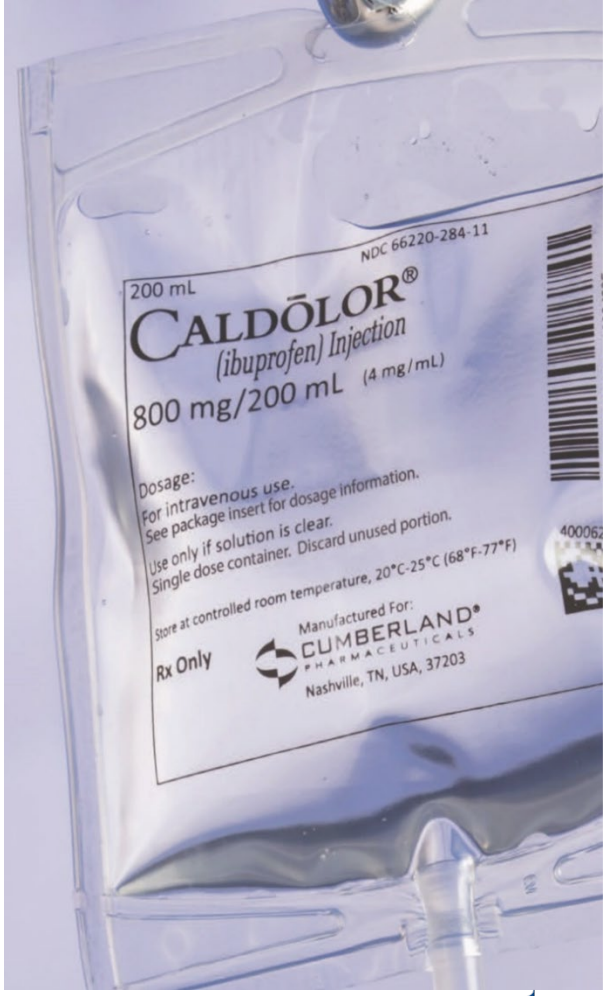
- **Injectable** delivery of **ibuprofen**
- **Developed** and **registered** by Cumberland
- **Antipyretic, analgesic & anti-inflammatory** properties
- Evaluated in **published studies** with ~ **2,000 patients**
- Over **2.3 million doses** administered
- **Pediatric labeling** approved by FDA
- Study in **newborns** recently completed




*Symphony Source Health

# CALDŌLOR®

- New, **ready to administer** without further dilution
- Designed to help address **National Opioid Crisis**
- **First and only FDA-approved** pre-mixed bag of ibuprofen
- Completed a **soft-launch**
- **National launch underway**, gaining early acceptance and growing demand
- Aim to **significantly grow Caldolor's sales** volume over time with the advantages of this ready-to-use product



# KRISTALOSE®
(lactulose) For Oral Solution

- **Unique** crystalline formulation of lactulose
- Prescription strength laxative
- **Clinically proven** increases in patient satisfaction
- Repositioned to reflect **branded status**
- New pricing allowed co-pay support and improved **Managed Care coverage**

# Commercial Portfolio Expansion Strategy

**IDENTIFY**
*Late Stage Candidates*

**ACQUIRE**
*Under-Promoted, Approved Brands*

**EXPAND**
*Existing Products*

**DEVELOP**
*Early-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 or gastroenterology
- Sales of **$5-25 million or larger** with attractive margins

# VIBATIV®
(telavancin) for injection

- **Acquired** following development by Astellas & Theravance
- Injectable antibiotic that treat serious, **life-threatening infections**
- **Hospital** product that **aligns well** with our current infrastructure
- New data demonstrates **superiority over vancomycin** in select patients with bacterial pneumonia.

* Published in *Infectious Disease and Therapy*

RediTrex®

(methotrexate) injection

- **New injectable** delivery of **methotrexate**
- Designed for the treatment of **arthritis** and **psoriasis**
- **Widely used** throughout Europe with a strong brand presence
- The U.S. methotrexate market is demonstrating **significant growth**
- **FDA-approved** and currently implementing soft launch
- Full launch planned for **Fall 2021**

# Ifetroban Overview

- Cumberland's first **new chemical entity (NCE)**
- A **potent, selective** antagonist of thromboxane receptor (TPr)
- Initially developed by **Bristol-Myers Squibb** as an anti-platelet agent
- **Safety is well-established** in 26 clinical studies with **over 1,300 subjects**
- Collaborating with **Vanderbilt, Harvard, Scripps** and other academic centers
- Cumberland successfully manufactures **both IV** and **oral formulations**

# Ifetroban Development Pipeline


Boxaban® *(aspirin-exacerbated respiratory disease)*

Vasculan® *(systemic sclerosis)*

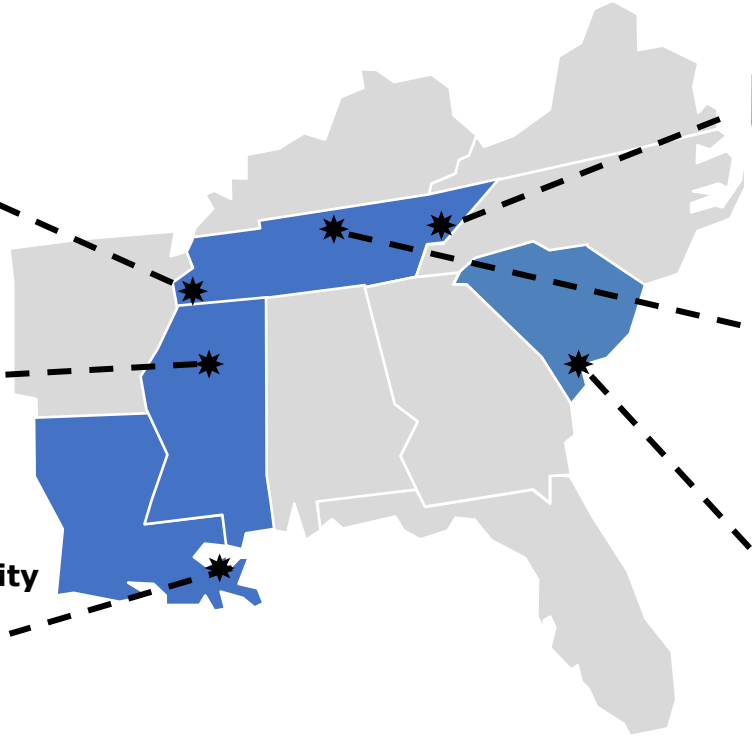
Dyscorban™ *(Duchenne muscular dystrophy)*

# Duchenne Muscular Dystrophy (DMD)

- **A rare, fatal, genetic neuromuscular disease** characterized by the progressive loss of muscle which results in deterioration of the skeleton, heart and lungs
- Cumberland is investigating ifetroban for the treatment of **cardiomyopathy** associated with DMD
- **New data** demonstrates ifetroban could prevent cardiac fibrosis and improve cardiac function – published **Journal American Heart Association**
- The **FDA** awarded just over $1 million in **Orphan Drug Grant** funding for this unmet medical need
- **IND cleared** and **Phase II study** is now underway


CET®
Cumberland *Emerging* Technologies

CET
Cumberland *Emerging* Technologies



University of Tennessee
Health Science Center
*Memphis, TN*

University of Mississippi
*Oxford / Jackson, MS*

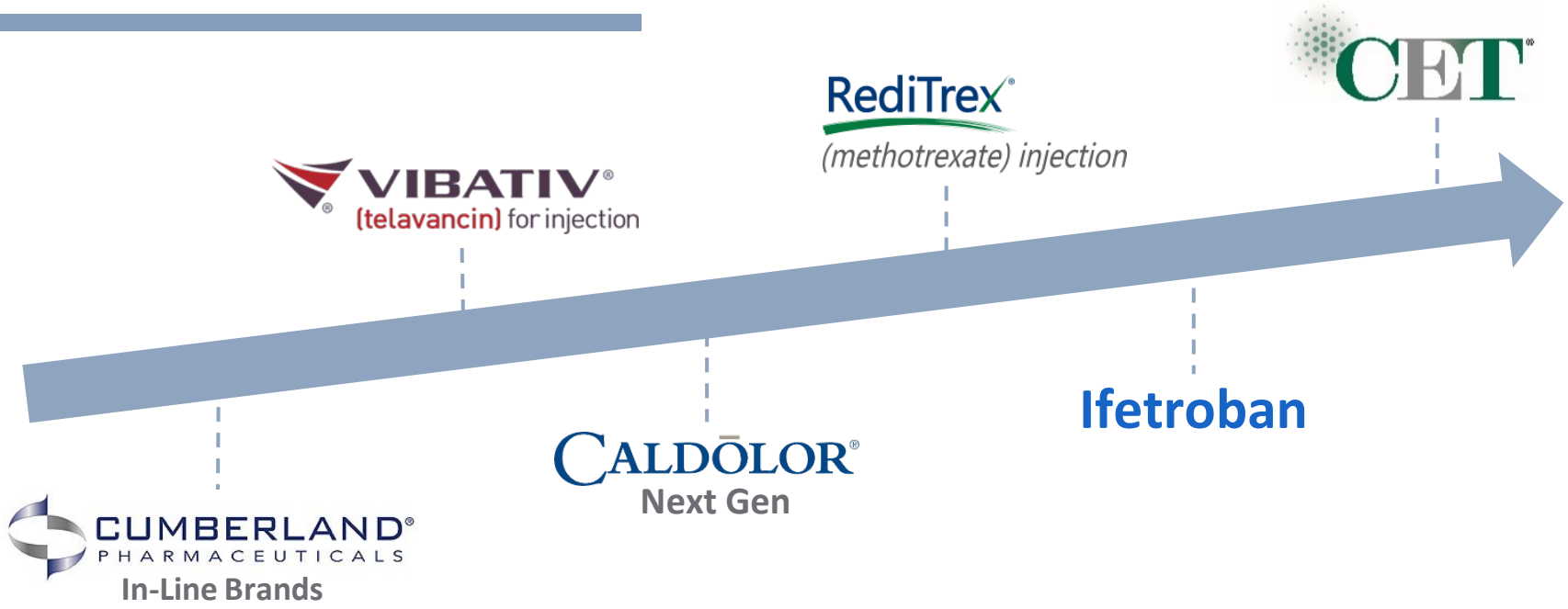
Louisiana State University
Health Sciences
*New Orleans, LA*

University of Tennessee
*Knoxville, TN*

Vanderbilt University
*Nashville, TN*

Medical University of
South Carolina
*Charleston, SC*

# Expanding Our Product Portfolio




## Deploying a Multifaceted Strategy to Create Value

# Financial Overview

| *($ in millions)* | Q1 2021 |
|---|---|
| Net Revenues | **$10.5** |
| Cost of Products Sold | (2.4) |
| Gross Profit | $8.1 |
| Selling & Marketing | (3.8) |
| Research & Development | (1.2) |
| General Administrative | (2.2) |
| Amortization & Other | (1.2) |
| Discontinued Operations Income | 0.5 |
| Net Income (loss) | 0.2 |
| **Cash Flow from Operations** | **$1.8** |

# Summary
# Balance Sheet

| *($ IN MILLIONS)* | *As of March 31, 2021* |
|---|---|
| CASH & EQUIVALENTS | $24.9 |
| TOTAL ASSETS | 93.3 |
| TOTAL LIABILITIES | 46.5 |
| TOTAL EQUITY | 47.0 |

**$15 million available on revolving line of credit*
**Tax carry forward credits of $44 million available*
**Continued Share Repurchase Program*

# Cumberland
# Moving Forward

- Diverse product portfolio **with 7 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 assets, cash, sales, and pipeline


CUMBERLAND®
PHARMACEUTICALS
Nasdaq CPIX