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#### **Overview**

- On 26 February, the FDA approved BARHEMSYS<sup>®</sup> for sale in the US
  - Priority for 2020 is gaining as many hospital formulary approvals as possible
- Current unmet needs in PONV treatment provide large commercial opportunity
  - Initially focussing on ~16m patients each year in need of rescue treatment after failed prophylaxis
  - Opportunity also exists for ~18m higher risk patients each year in need of combination prophylaxis
- BARHEMSYS has a broad and unique label to address these unmet needs
  - It is the first drug approved for rescue treatment following failure of prophylaxis with standard of care
  - And the first drug approved for prophylaxis combination use with a 5-HT<sub>3</sub> antagonist
- Experienced team in place to support the launch that has been working for the last 2 years to prepare the market
- Financial position strengthened and portfolio expanded through the Cosmo/Byfavo transaction in January 2020
  - €10m (\$11.1m) equity injection received from Cosmo and €10m loan facility now available



### **BARHEMSYS®** and the opportunity in **PONV**

## BARHEMSYS A new option in PONV

- BARHEMSYS is the first drug indicated for rescue treatment of PONV following failed prophylaxis with standard of care
- Differentiated antiemetic mechanism (dopamine D<sub>2</sub>/D<sub>3</sub>)
- Clinically proven in 4 pivotal PONV trials, demonstrated economic savings up to ~\$670 per patient

## Significant US market opportunity in PONV

- ~65m eligible surgeries annually with ~49m patients receiving preventative antiemetics
- ~16m of these still develop PONV and need rescue treatment with a different mechanism
  - Patients receive on average 2 doses of current rescue treatments
- ~18m of these patients are high-risk and eligible for combination prophylaxis

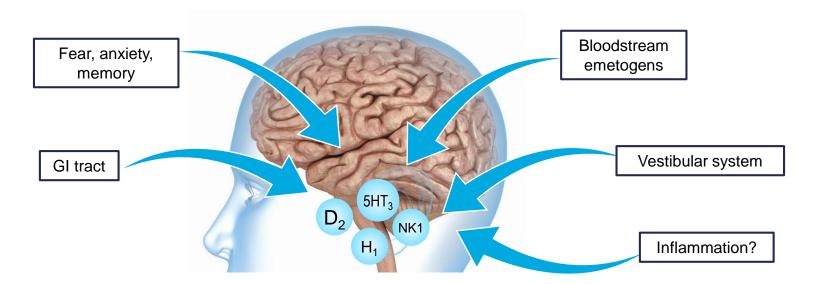
# Concentrated market, addressable by small direct sales force

- ~80% of surgeries carried out in ~1,600 hospitals
- Plan to launch with 30 sales territories to address the account targets with the greatest opportunity
- Core team in place, field force recruitment underway, planning to launch 2H 2020



### Nausea and vomiting is a complex process

#### - managed by combinations of antiemetics targeting multiple mechanisms



- Multiple pathways involved, including:
  - Serotonin (5-HT<sub>3</sub>)
  - Dopamine (D<sub>2</sub>)
  - Inflammatory mediators
  - Substance P (NK1)
- Previous drug of choice in PONV was D<sub>2</sub> antagonist droperidol, now rarely used due to safety issues
- Prevailing standard-of-care for PONV prophylaxis: 5-HT<sub>3</sub>-RA ± corticosteroid
- NK1-RA added in CINV

- Despite this
  - About one-third of surgical patients still get PONV
  - Up to 50% of cancer patients still get CINV



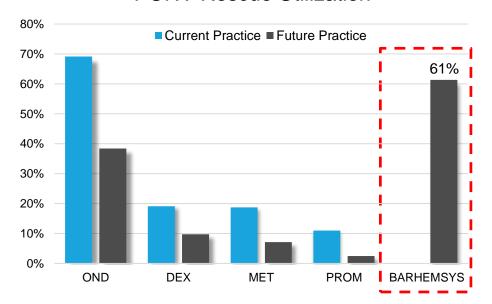
## Options for rescue treatment were unsuitable/ineffective

- "When rescue therapy is required, the antiemetic should be chosen from a different therapeutic class than the drugs used for prophylaxis" (Consensus Guidelines)
- 90% of US prophylaxis includes a 5-HT<sub>3</sub> antagonist And yet...
- 69% of rescue patients currently receive a 5-HT<sub>3</sub> (against guidelines, contrary to label)
- ~20% of rescue patients receive a steroid which has slow onset
- Before approval of BARHEMSYS, no drug was indicated for rescue treatment of PONV
- No other drug shown to be effective for rescue in randomised controlled trials

"Most rescue therapies are ineffective, would be a nice option to try" - OND/MET rescue user

"It seems ideal if we can use it the way we used droperidol before 2001" - Promethazine user

#### **PONV Rescue Utilization**



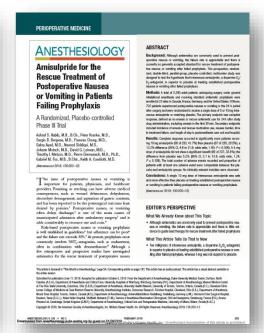
Major unmet need for an effective, safe antiemetic that is <u>not</u> a 5-HT<sub>3</sub> or steroid

# BARHEMSYS® – effective for treatment and prevention of PONV demonstrated clinical benefit and significant economic benefits

- Comprehensive clinical package of 9 clinical trials 3,343 subjects enrolled of whom 1,954 received BARHEMSYS
- All 4 pivotal trials are published in the peer-reviewed literature



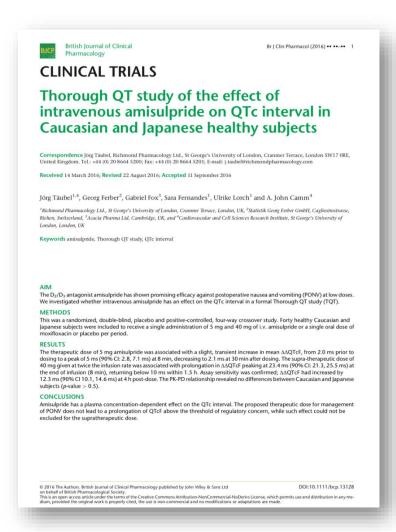




- First drug to be approved for rescue treatment following failed standard of care prophylaxis
- Saves time in PACU and overall length of stay delivering potential net saving of ~\$670 per rescue patient dosed\*



### **BARHEMSYS®** - excellent safety profile



- Excellent safety profile in all clinical trials
  - Number of adverse events generally lower with BARHEMSYS than placebo
  - Consistent with large published literature on high-dose oral amisulpride use
- Unlike droperidol, no boxed warning for QT prolongation
  - BARHEMSYS label contains similar QT language to ondansetron, the most widely used antiemetic
- Approved for use without dose modification in wide range of patients:
  - Elderly
  - Hepatic impairment
  - Mild and moderate renal impairment
- Absence of other key toxicities that limit use of older antiemetics:
  - Extrapyramidal side effects
  - Sedation
  - Tissue damage on infusion
  - Anticholinergic effects



## **BARHEMSYS®** prescribing information\* - a broad and unique indication

------INDICATIONS AND USAGE ------

BARHEMSYS is a dopamine-2 (D<sub>2</sub>) antagonist indicated in adults for:

- Prevention of postoperative nausea and vomiting (PONV), either alone or in combination with an antiemetic of a different class. (1)
- Treatment of PONV in patients who have received antiemetic prophylaxis with an agent of a different class or who have not received prophylaxis. (1)

\*Full prescribing information can be found at www.barhemsys.com



## **BARHEMSYS®** prescribing information\* - no boxed warning

CONTRAINDICATIONS
Known hypersensitivity to amisulpride. (4)
WARNINGS AND PRECAUTIONS
QT Prolongation: Occurs in a dose- and concentration-dependent manner. Avoid use in patients with congenital long QT syndrome and in patients taking droperidol. ECG monitoring is recommended in patients with pre-existing arrhythmias/cardiac conduction disorders; electrolyte abnormalities (e.g., hypokalemia or hypomagnesemia); congestive heart failure; and in patients taking other medicinal products (e.g., ondansetron) or with other medical conditions known to prolong the QT interval. (5.1, 7.2)
ADVERSE REACTIONS
<ul> <li>Most common adverse reactions (≥ 2%) are:</li> <li>Prevention of PONV: increased blood prolactin concentrations, chills, hypokalemia, procedural hypotension, and abdominal distension. (6.1)</li> </ul>

\*Full prescribing information can be found at www.barhemsys.com

<u>Treatment of PONV</u>: infusion site pain. (6.1)



#### **BARHEMSYS®**

## - stable formulation, convenient presentation



- Single terminally sterilized aqueous solution of 5 mg in a 2 mL glass vial
  - 10 mg 4 mL vial in development
- 5 year shelf life
- No refrigeration required
- No reconstitution required
- Fits in Pyxis<sup>™</sup> machines
- Uncomplicated manufacturing process



## Education on the current unmet needs in PONV is key to laying a solid foundation for launch

#### Why?

- No promotion or education in this space in over a decade
- Current medical practice for rescue is contrary to guidelines

#### How?

- Disease state campaign that highlights:
  - Current clinical and economic impact
  - Need for different options
  - Need for different mechanism in rescue

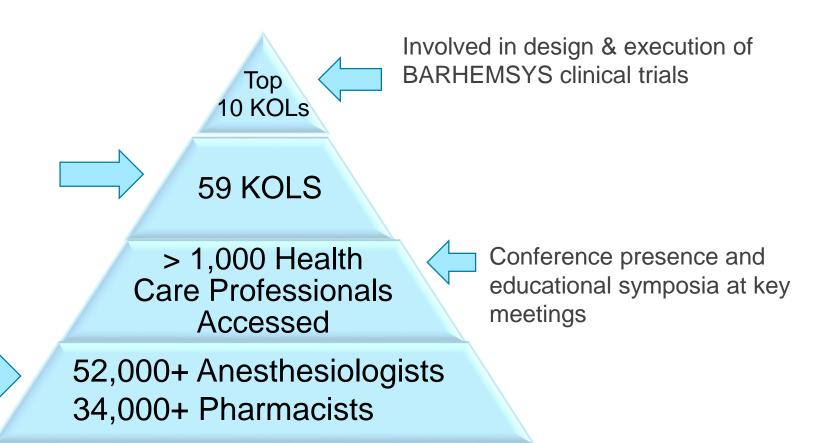




## How? - leveraged close relationships with key opinion leaders

Involved in Advisory Boards to develop PONV education and raise awareness of unmet needs in PONV

Worse.Than.Pain. print advertising campaign and Special Report on clinical and economic impact of PONV





## How? - disease state awareness materials to educate and prepare the market





## Supply chain in place to provide access to hospitals



#### Manufacturing

Contract manufacturing in place and fully operational with plan to make and store API and finished product to de-risk supply chain



#### 3PL

Outsourced 3<sup>rd</sup> party logistics provider for product importation and distribution to wholesalers/hospitals contracted and ready to launch



#### **Wholesalers**

Distribution service agreements negotiated with the major hospital wholesalers plus specialty wholesalers for outpatient surgery centers



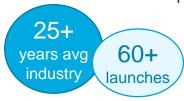
#### **GPOs & IDNs**

Ready to finalize contracts with the top Group Purchasing Organizations and Integrated Delivery Networks to facilitate ease of product access for hospitals



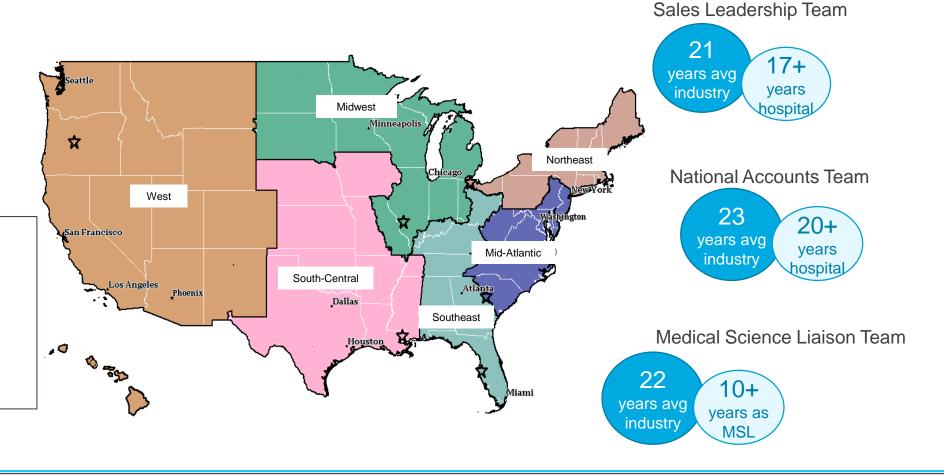
## **Experienced team with demonstrated hospital success, aligned to drive efficiencies at launch**

#### Commercial Leadership Team



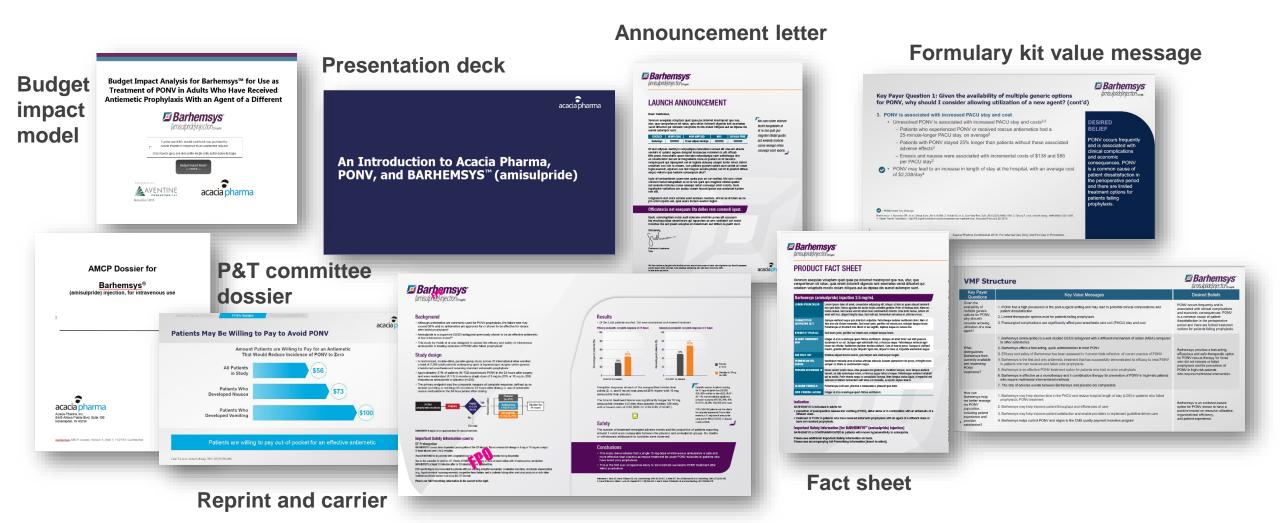
#### **Field Force Design**

- 1 VP of Sales
- 1 National Accounts Group Leader
- 1 National MSL Group Leader
- 6 Sales Regions each with:
  - 1 RBD
  - 1 MSL
  - 1 National Account Director
  - 5 Hospital Territory Managers



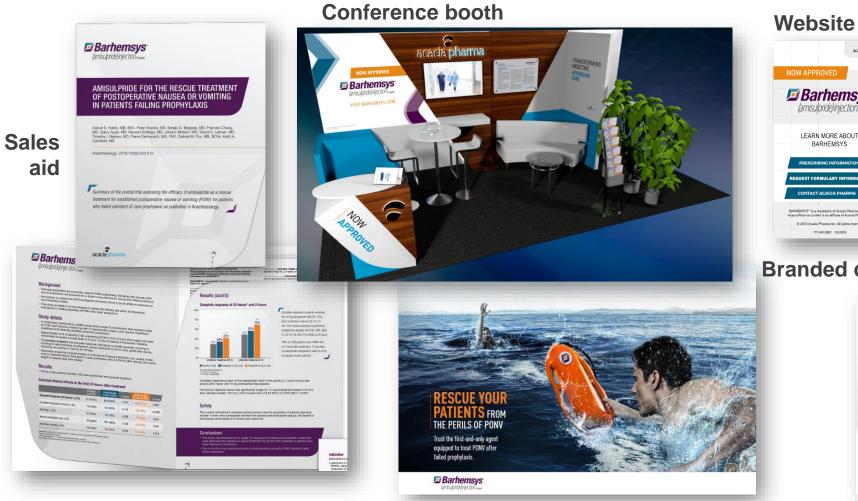


## Resources to drive formulary access and point of care availability

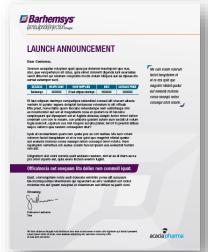




#### ... and to differentiate BARHEMSYS® and drive utilization



#### **Announcement letter**



**Branded campaign** 

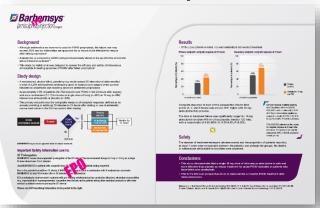
Barhemsys

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BARHEMSYS

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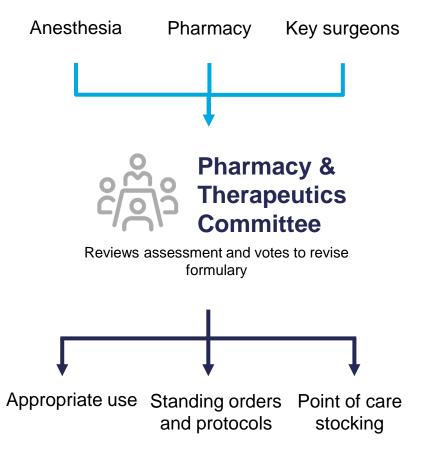
#### **Reprint and carrier**





#### Formulary access is key:

#### - initial plan developed for access and pull-through based on rescue treatment



- Demonstrate real unmet need
  - No drug approved for rescue treatment
- Price for broad access on hospital formularies
- Demonstrable pharmacoeconomic benefit
  - ~\$670 net saving per rescue patient dosed\*
- Paid for through capitated fixed fee for surgical procedure - "the DRG"
- Appropriate restrictions on use in place
  - Use following failed standard of care or in high risk patients



## Formulary process and timing



- Highly experienced commercial team
  - Many successful hospital launches
  - Knows what to expect
  - Successfully launched a branded product (OFIRMEV®) into a generic postoperative market to same key players (anesthesiologists) with a similar value proposition



- Hospital products require formulary approval before physicians gain access
  - Average formulary process of 9-12 months
  - Leading indicators we will track:
    - Formulary reviews scheduled
    - Positive formulary decisions
    - Initial and repeat product orders by account



### **Summary**

- On 26 February the FDA approved BARHEMSYS® for sale in the US
- Priority for 2020 is to obtain as many hospital formulary approvals as possible
- Current unmet needs in PONV management provide large commercial opportunity
- BARHEMSYS has a broad and unique label to address these unmet needs
- Financial position strengthened and portfolio expanded through the Cosmo/Byfavo transaction in January 2020
- Experienced team in place to support the launch that has been working for the last 2 years to prepare the market
- We look forward to making this medicine available to physicians and patients to help solve an unmet need that:
  - Patients perceive as Worse.Than.Pain.
  - And to helping improve outcomes, reduce overall hospital costs and enhance surgical recovery for patients