



Acacia Pharma Group plc

2021 Mid-Year Results Presentation
September 30, 2021

Transforming Medicine
Advancing Care


acacia pharma

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Acacia Pharma Group – Executing well despite a challenging environment

Commercial launches of Barhemsys® and Byfavo® both showing good progress

- Formulary access is the most important indicator of success for our launches this year
- Strong, experienced team has effectively engaged with customers both virtually and live when possible
- Currently on track to meet our annual formulary goals for both products
- Customers have provided very positive feedback on their initial experiences with the products

Engagement with KOLS and key institutions remains high with P4 studies to support expanded usage

- Have begun the Byfavo pediatric study
- There has been significant KOL interest in further studying Byfavo
- Partnering with key institutions to begin the Barhemsys PROMPT study to gather real-world evidence

Continued strong corporate progress

- MAA for Barhemsys under review in major EU markets – progressing international licensing agreements
- Raised €27m in February equity offering
- Made early repayment of Hercules loan facility
- Deb Hussain appointed Chief Commercial Officer

Barhemsys® and the PONV Opportunity

Barhemsys Addresses the major unmet need in PONV

- Barhemsys is the **only FDA-approved drug for PONV rescue** after failed prophylaxis¹
- Dopamine D₂/D₃ antagonist with **broad, differentiated label**
- Offers significant **economic savings** to hospital vs current standard of care

Large US market opportunity in PONV²

- Estimated ~65m eligible surgeries annually, ~49m patients receive preventative antiemetics³
- Estimated ~16m patients still develop PONV and need rescue treatment³
- **Total addressable PONV rescue market estimated at ~\$2.7 billion/year⁴**

Convenient, easy to use, & secure supply chain

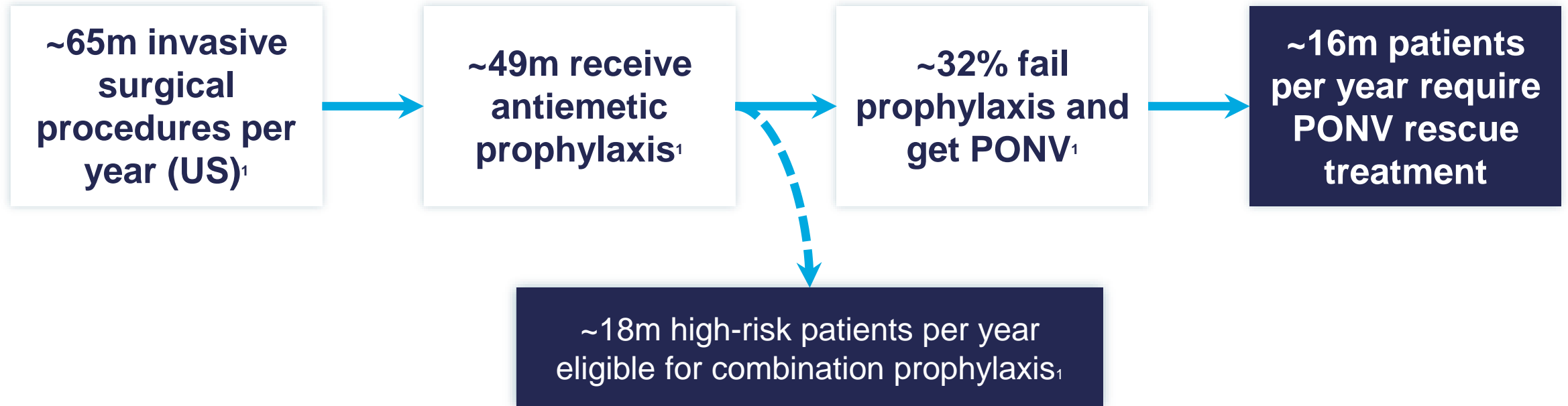
- 5-year room temperature shelf-life
- Fits in auto-dispensing (Pyxis™) machines
- Substantial product inventory to mitigate potential supply chain disruption

Can help with COVID surgical backlogs

- “The OR accounts for up to 65% of hospital profit margin” — Becker's Hospital Review⁵
- Non-essential surgery cancellations create significant backlogs
- Shorter time in PACU (recovery room) can help increase surgical throughput

1 FDA labels for other recommended treatments do not include treatment after failed prophylaxis, 2 This is the belief of the Company. 3 Company market size estimates based upon: 2006 National Hospital Discharge Survey; National Survey of Ambulatory Surgery, 2006 (as revised in 2009); LSSG Quantitative Research November 2014; Apfel, NEJM 2004. Calculations based on available procedural data, applied Compound Annual Growth Rate and quantitative market research responses. 4 Based upon WAC price of \$85 per 10mg rescue dose with, on average, 2 rescue doses per patient, and the above estimates 5 How to rebuild surgical revenue after COVID-19, Becker's Hospital Review, accessed via <https://www.beckershospitalreview.com/strategy/how-to-rebuild-surgical-revenue-after-covid-19-even-if-you-just-lost-60-of-your-or-volume.html>

Targeting PONV Rescue Market



Total estimated addressable market in PONV rescue ≈ \$2.7B per year

Secondary market in combination prophylaxis in highest-risk patients, estimated to be worth \$765M per year²

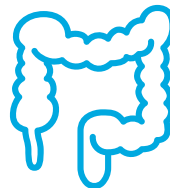
¹ Company market size estimates based upon: 2006 National Hospital Discharge Survey; National Survey of Ambulatory Surgery, 2006 (as revised in 2009); LSSG Quantitative Research November 2014; Apfel et al, 2004. Calculations based on available procedural data, applied Compound Annual Growth Rate and quantitative market research responses. ² Based on WAC price of \$85 per 10 mg rescue dose and average 2 rescue doses per patient; \$42.50 per 5 mg prophylaxis dose.

Procedural Sedation Market Opportunity



~40 million¹

procedures each year
requiring sedation



~25 million

GI procedures performed
each year²



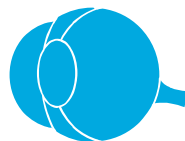
>80%

GI procedures have sedation administered
by an anesthesia provider³



>6 million

Interventional
Radiology⁴



~4 million

Ophthalmic
Procedures⁵



~1 million

Bronchoscopy⁶



~1.5 million

Cosmetic/
Plastic Surgery⁷

Total addressable market in procedural sedation >\$1.5B/year⁸

1 Calculations based on available procedural data, applied Compound Annual Growth Rate and quantitative market research responses. 40 million includes other opportunities: CC (MHA National) EP (cardiology), Dental (dentist), Plastic Surgery (American Society of Plastic Surgeons), ECT (MHA National). 2 iData Research, US Market Report Procedure Numbers for Gastrointestinal Endoscopies Nov 2016; CDC website. 3 Quantitative Market Research prepared by The Link Group for Cosmo Technologies (March 2019). 4 Report on interventional Radiology November/December 2007. 5 American Medical Association 2011. 6 iData Bronchoscopy 2019 report. 7 American Society of Plastic Surgeons 2018. 8 Based on the calculation in iData Research, US Market Report Procedure Numbers for Gastrointestinal Endoscopic Devices February 2019; American Society of Anesthesiologists, Practice Guidelines for Moderate Procedural Sedation and Analgesia 2018; and Quantitative Market Research prepared by The Link Group for Cosmo Technologies (March 2019) multiplied by the number of doses per patient at a WAC price of \$39 per dose.

Byfavo Addresses Unmet Need in Procedural Sedation

Propofol

*fast acting but
significant safety issues^{1,2}*

- Rapid onset and offset anesthetic with narrow therapeutic index¹
- **Dose-related cardiorespiratory depression**, pain at injection site¹
- Non-linear dosing effects due to individual variability⁴
- **Needs continuous monitoring by anesthesiologist, no reversal agent²**
- Lipid formulation susceptible to bacterial contamination⁴

Midazolam

*better safety profile but
longer onset and recovery^{1,2}*

- Benzodiazepine sedative, reversible by flumazenil¹
- **Slower onset and offset^{2,3}**
- Metabolized by cytochrome system; individual variability affects sedation¹
- Active metabolite can accumulate and cause prolonged sedation²
- **Risk of respiratory depression¹**

Byfavo

*fast acting AND favorable
safety profile^{1,2}*

- **Rapid onset/offset^{1,2,3}** benzodiazepine
- Rapid biotransformation into inactive metabolites via non-specific tissue esterases – not dependent on liver enzymes¹
- **Predictable behavior, no pharmacokinetic drug interactions⁵**
- **Reliable sedation, reliable safety profile¹**
- Reversible by flumazenil¹

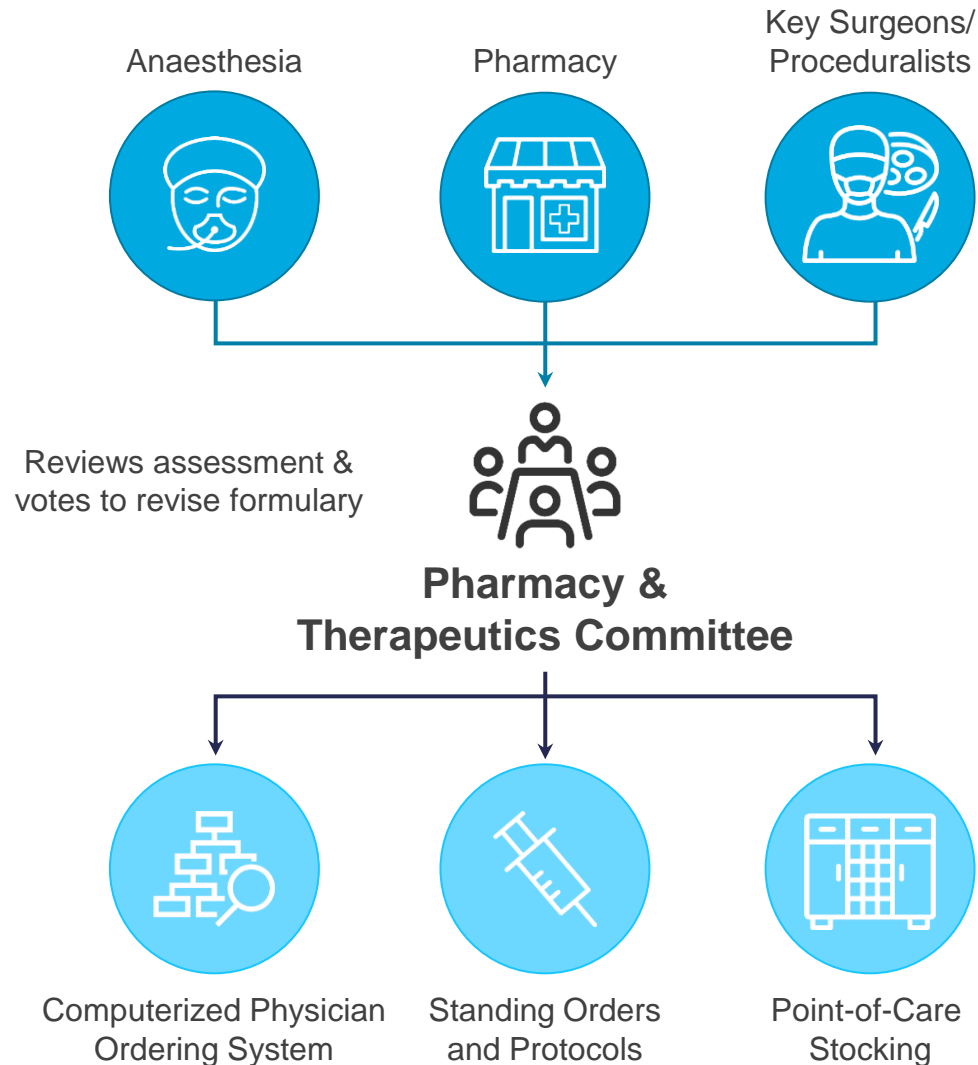
1 Colao J, et al. *J Anesth Clin Res*. 2016; 7:690. 2 Whizar-Lugo V, et al. *J Anesth Crit Care*. 2016; 4(6): 00166. 3 Rex DK et al. *Gastrointest Endosc*. 2018 Sep;88(3):427-437.

4 Prescribing label for Propofol. 5 Prescribing label for BYFAVO.



Commercial

Hospital Launch: Strategic Focus on Formulary Reviews & Adoption



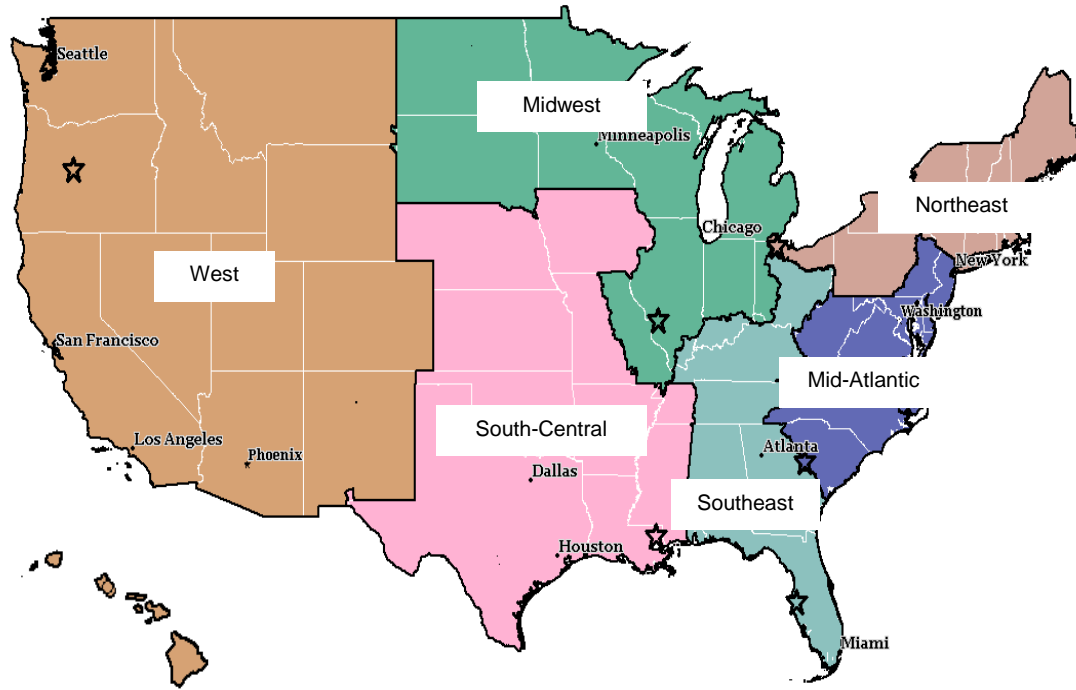
Formulary Review Process

- Identify “champions” within each facility
- Educate and prepare “champions” for P&T Committee
- Highlight current unmet needs with existing products
- Educate on efficacy and safety data for our products
- Barhemsys and Byfavo can provide economic savings to hospital vs current standard of care

Pull-Through Process

- Ensure our brands are within the workflow of the healthcare providers
- Conduct in-service presentations to educate nurses and staff

Highly Experienced Commercial Team is Driving Formulary Adoption



Commercial Leadership Team has 28+ years average in the industry and experience with 70+ launches

Field Force Design

- 1 SVP of Field Commercial Teams
- 1 National Accounts Group Leader
- 1 National MSL Group Leader
- 6 Sales Regions including:
 - Regional Brand Directors
 - Medical Science Liaisons
 - National Account Directors
 - Hospital Territory Managers

Sales Leadership Team

22
Years avg
Industry

19+
Years
Hospital

Hospital Territory Managers

22+
Years avg
Industry

13+
Years
Hospital

National Accounts Team

25
Years avg
Industry

23+
Years
Hospital

Medical Science Liaison Team

22
Years avg
Industry

10+
Years as
MSL



Barhemsys[®]

(amisulpride for injection)

**The first and only FDA-approved
product for PONV rescue treatment¹**

¹ FDA labels for other recommended treatments do not include treatment after failed prophylaxis. Treatment agents recommended by Society for Ambulatory Anesthesiology Consensus Guidelines (2014). Habib et al (2019): no agent has previously been shown in a prospective trial to be more effective than a placebo for treating PONV for patients who have failed prophylaxis.

Barhemsys – Compelling Commercial Proposition

Significant unmet need

- Nausea more so than vomiting, worse than pain
- Consensus Guidelines: “When PONV prophylaxis has failed, patients should receive antiemetic treatment from a different pharmacological class to the PONV prophylaxis”¹

Only FDA-approved product for PONV rescue²

- Only drug proven in randomized clinical trial to work in PONV rescue³
- Excellent safety profile demonstrated in clinical studies
- Also demonstrated to be effective for prevention

Throughput and health economic benefits

- Is non-sedating – a common complaint of standard antiemetic agents
- 35-minute reduction in PACU stay
- 6-hour reduction in hospital stay

Concentrated market, addressable by small direct sales force

- Estimated 80% of surgeries carried out in ~1,200 hospitals⁴
- 30 sales territories address accounts with greatest immediate opportunity
- Sales team began customer engagement in mid-October 2020



1 Fourth Consensus Guidelines for the Management of Postoperative Nausea and Vomiting; 2 FDA labels for other recommended treatments do not include treatment after failed prophylaxis. Treatment agents recommended by Society for Ambulatory Anesthesiology Consensus Guidelines (2014). Habib et al (2019): no agent has previously been shown in a prospective trial to be more effective than a placebo for treating PONV for patients who have failed prophylaxis. 3 FDA labels for other recommended treatments do not include treatment after failed prophylaxis. 4 Symphony Health, Source Non Retail, August 2017 - July 2018.



Byfavo[®]

(remimazolam) for injection

Rapid onset/offset procedural
sedative with favorable safety profile

Byfavo – Compelling Commercial Proposition

Clear unmet need

- No innovation in the sedation space for 20+ years
- Customers seeking fast onset, titratable, & rapid recovery for quick discharge
- Shorter procedure times allow increased procedural volumes

Broad label & health economic benefits

- Indicated for procedural sedation in adults in procedures lasting 30 mins or less
- Substantial clinical data package shows compelling efficacy and safety in colonoscopies and bronchoscopies, including most challenging patients
- Enables shorter procedure times and greater patient throughput

Strong value proposition

- Benzodiazepine intentionally designed for rapid onset and rapid offset to offer clinicians a predictable level of sedation and procedural efficiency for procedures lasting <30 minutes – maximizes patient comfort and satisfaction

Commercial synergy with Barhemsys

- Target prescribers: anesthesia and proceduralists in hospitals and ambulatory surgery centers



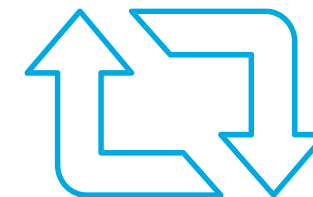
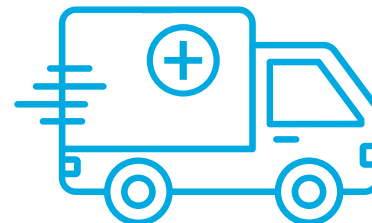
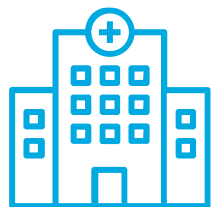
Formulary Progress to Date



260 accounts on formulary
[Goal: 300]
>80% win rate
[Goal: 75%]

>185 accounts have
ordered Barhemsys

73% of ordering accounts
with Barhemsys on
formulary have placed
repeat orders



95 accounts on formulary
[Goal: 150]
>90% win rate
[Goal: 75%]

>50 accounts have
ordered Byfavo

81% of ordering accounts
with Byfavo on formulary
have placed repeat orders



Medical

Medical/Regulatory Progress

All FDA post-marketing requirements on track for both Barhemsys® and Byfavo®

- Study of Barhemsys in severe renal impairment patients on track to report results by end of November
- Study of Byfavo in pediatric patients initiated and due to complete in 2022
- Barhemsys pediatric PONV study program on track to start H1/2022
- Required program of Byfavo non-clinical studies making timely progress

Strong clinical performance of Barhemsys reported in centers nationwide

- Multiple use audits confirm impressive efficacy and safety profile of Barhemsys
- “PROMPT” registry study to gather real-world evidence on track to start Q4/2021

Positive early Byfavo experience across multiple procedure types and patient populations

- Initial utilization in wide range of procedures including colonoscopy, bronchoscopy, interventional pain procedures, pre-operative blocks, trans-esophageal echocardiography, dental procedures, etc.
- Multiple Phase IV Byfavo investigator-initiated study proposals received for execution in 2022

Marketing Authorization Application for Barhemsys in Europe

- Submitted, validated and now under formal review in major European markets
- Anticipated approval in 2022

Financials

2021 Operating Results

Loss for the period ended 30 June 2021 of \$27.3m (2020: \$15.2m)

- The operating loss increased by \$12.1m to \$24.9m (2020: \$12.8m), reflecting the the costs associated with the launches of Barhemsys and Byfavo
- R&D expenses \$2.1m (2020: \$0.6m) increase attributable to costs associated with FDA post marketing commitments for both Barhemsys and Byfavo
- Sales and marketing expenses \$14.8m (2020: \$7.8m) as a result of the increased commercial activities to support the launches of our products
- General and administrative expenses \$8.5m (2020: \$4.4m) with 2021 costs higher mainly as a result of fundraising activities and amortisation of intangibles

Non-GAAP Reconciliation of Operating Expenses and Loss

	2021			
\$millions	Research and development expenses	Sales and marketing expenses	General and administrative expenses	Total
OPEX As reported	\$ (2.1)	\$ (14.8)	\$ (8.5)	\$ (25.4)
Share based compensation	0.0	0.9	0.7	1.6
Amortization*	-	-	4.1	4.1
Adjusted OPEX	\$ (2.1)	\$ (13.9)	\$ (3.7)	\$ (19.7)
Operating Loss as Reported				\$(24.9)
Adjusted Operating Loss				\$(19.2)

2020			
Research and development expenses	Sales and marketing expenses	General and administrative expenses	Total
\$ (0.6)	\$ (7.8)	\$ (4.4)	\$ (12.8)
0.1	0.7	0.6	1.4
-	-	-	-
\$ (0.5)	\$ (7.1)	\$ (3.8)	\$ (11.4)
			\$(12.8)
			\$(11.4)

Cash Runway Through Q2 2022

- **Cash and cash equivalents as of 30 June 2021 of \$47.1m (31 December 2020: \$46.7m)**
 - €27m (~\$33m) equity financing in February 2021
 - Early repayment of Hercules debt in May 2021

Summary

In Summary

Our products address **unmet medical needs** in therapeutic areas with **large total addressable market opportunities** (~\$2.7B in PONV rescue, >\$1.5B in procedural sedation)

The team continues to make **tremendous progress in 2021** despite a very challenging operating environment due to the global pandemic

We continue to see a **great response from customers at launch adding our products to formulary** with continued positive customer feedback on both products

We believe we have **the right team, with the right experience** and have set the stage for significant commercial success in the years to come

Q&A

