



Acacia Pharma Group plc Interim Results Presentation

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Building US hospital sales organisation

- ~80% of surgeries carried out in 1,600 hospitals
- 30-40 field reps can address ~50% of the largest, 60-80 can address > 75%
- Core team in place to enable effective US launch once BARHEMSYS is approved

Significant US market opportunity in PONV

- ~49m patients p.a. get preventative antiemetics
- ~16m of these patients still develop PONV and need rescue treatment with a different mechanism
 - Patients receive on average 2 doses of current rescue treatments
 - **15% of this market at price of \$80 would represent ~ \$380m annual opportunity**
- ~18m of these patients are high-risk and eligible for combination prophylaxis
 - **10% of this market at \$40 price would add a further ~\$80m**

BARHEMSYS® A new option in PONV

- Differentiated antiemetic mechanism (dopamine D₂/D₃)
- Clinically proven in 4 pivotal PONV trials
- Seeking to be the first drug approved for rescue treatment of PONV following failed prophylaxis with standard of care
- Expect NDA resubmission completed this month, and PDUFA date Q1 2020

Strong patent protection

- Market exclusivity in US – minimum 5 years
- Initial patent term to 2031 with likely extension, additional patent applications filed – potential term to 2038

Operational Highlights

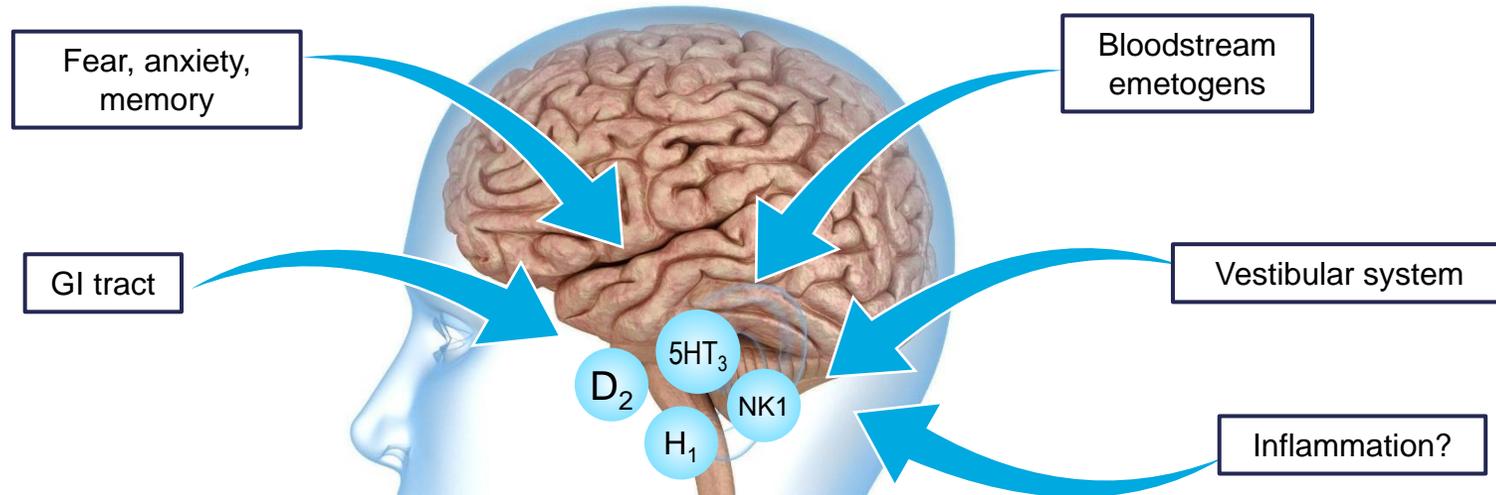
- On-track to complete resubmission of NDA for BARHEMSYS® to the FDA later this month
 - FDA raised no concerns in the Complete Response Letters (CRL) on clinical or safety data in the NDA
 - Alternative supplier of amisulpride has been qualified for nomination in the resubmission
- Anticipate Q1 2020 PDUFA target date assuming timely acceptance of NDA and a Class 2 resubmission
- Good operational progress in creating awareness of clinical need
 - US team in place and laying a solid foundation for launch
 - Phase 3 clinical study results of BARHEMSYS in PONV published in leading peer-reviewed publications

Financial Summary

- Presentation currency changed from Pounds Sterling to US dollars as at 1 January 2019
- Cash and cash equivalents were \$22.7m at 30 June 2019
 - 31 December 2018: \$37.4m, 30 June 2018: \$47.2m
 - Steps taken to reduce expenditure and conserve cash resources
- Operating loss for the period increased to \$12.8m (H1 2018: \$6.3m) as the Group transitions from an R&D-led business towards the launch and commercialisation of BARHEMSYS
 - Sales and marketing costs for H1 2019 were up \$6.8m to \$8.1m (H1 2018: \$1.3m) as a result of the addition of our new employees and activities.
 - G&A costs decreased \$1.4m in H1 2019 to \$2.2m (H1 2018: \$3.6m). Previous year costs included an approximately \$1.7m one-off expense incurred in bringing the Group to its Euronext listing in March 2018.
 - R&D costs in the H1 2019 increased to \$2.5m (H1 2018: \$1.5m) attributed to activities preparing the NDA for BARHEMSYS and progressing towards its launch
- Basic loss per share \$0.2469 (H1 2018: \$0.2213)

Nausea and vomiting is a complex process

- managed by combinations of antiemetics targeting multiple mechanisms – dopamine antagonism not addressed



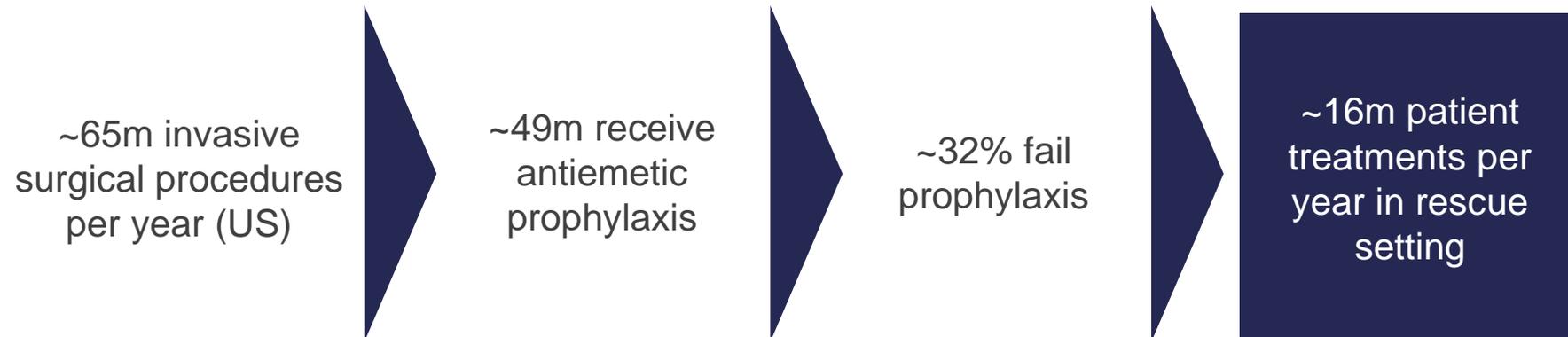
- Multiple pathways involved, including:
 - Serotonin (5-HT₃)
 - Dopamine (D₂)
 - Inflammatory mediators
 - Substance P (NK1)

• Previous gold standard in PONV was D₂ antagonist droperidol, now rarely used due to safety issues

- Current standard-of-care: 5-HT₃s ± corticosteroids
- NK1s added in CINV

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

We are focused on Rescue treatment – not addressed adequately and offering a significant commercial opportunity



Patients currently receive 2 rescue doses on average giving rescue market of up to ~32 million doses

Assuming a price of \$80 per 10 mg rescue dose, this equates to a total addressable market of > \$2 billion

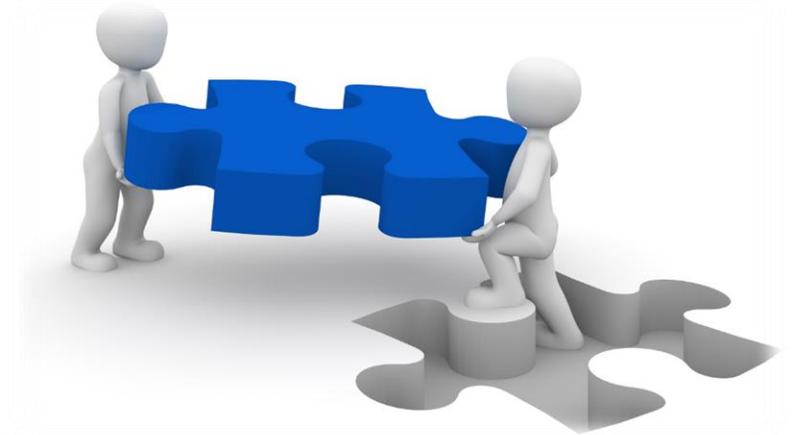
Educating the market on the current unmet needs in PONV is the key to laying a solid foundation for launch

Why?

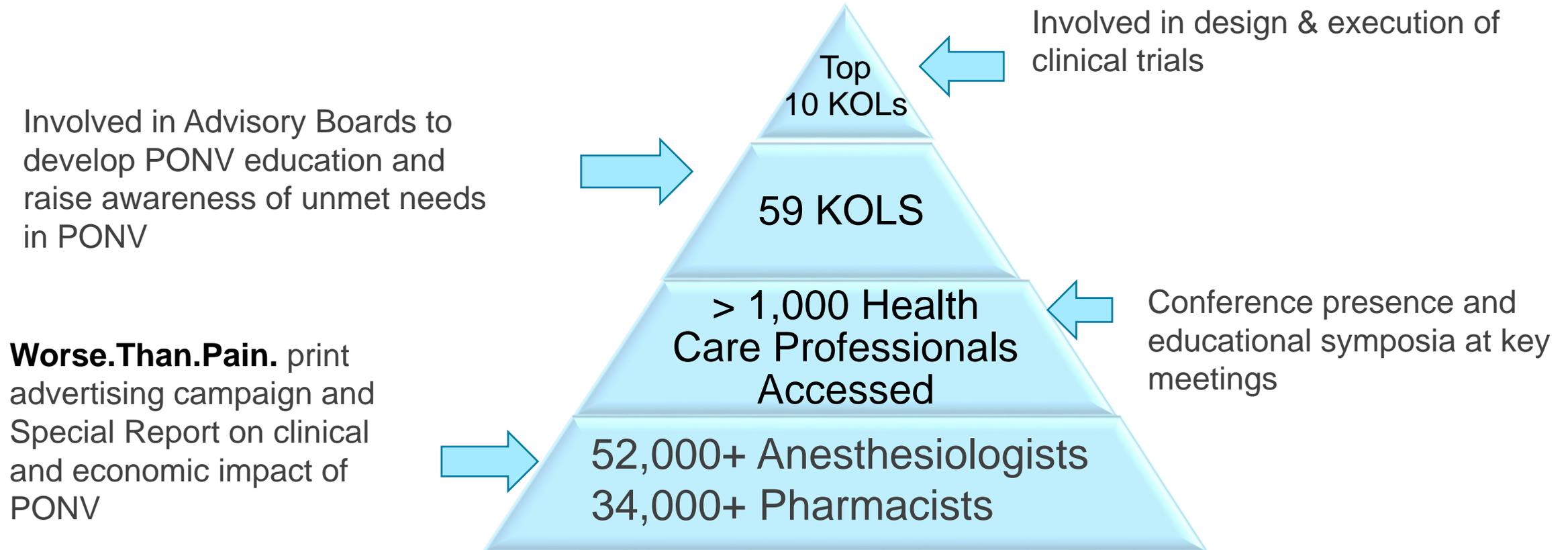
- No promotion or education in this space in over a decade
- Current practice for rescue contrary to guidelines

How?

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

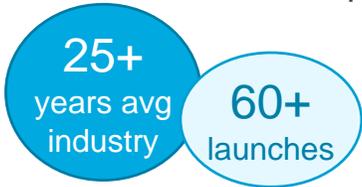


How? – We can leverage close relationships with key opinion leaders to educate the market on unmet needs in PONV



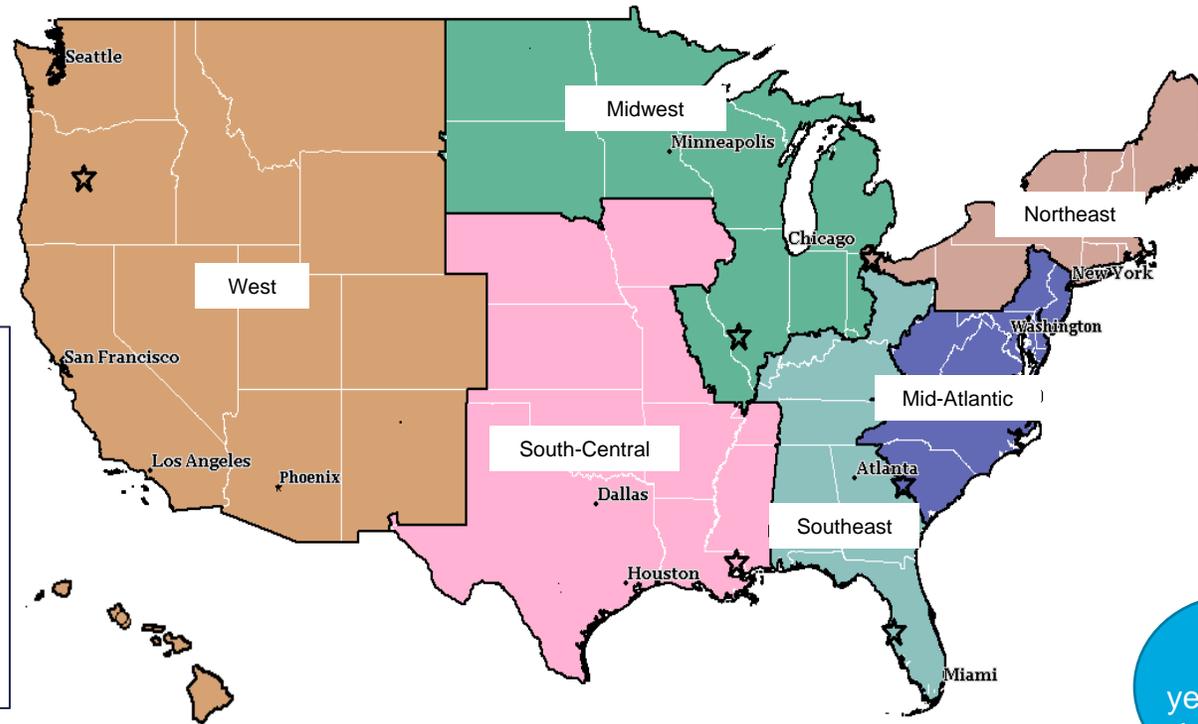
We have built an experienced team with demonstrated hospital success, aligned to drive efficiencies at launch

Commercial Leadership Team

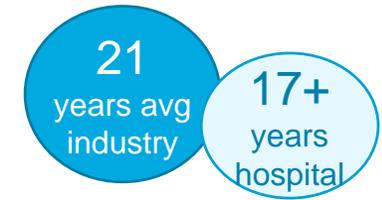


Initial Field Force Design

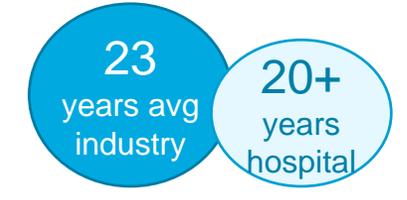
- 1 VP of Sales
- 1 National Accounts Group Leader
- 1 National MSL Group Leader
- 6 Sales Regions each with:
 - 1 RBD
 - 1 MSL
 - 1 National Account Director
 - 5-10 Hospital Territory Managers



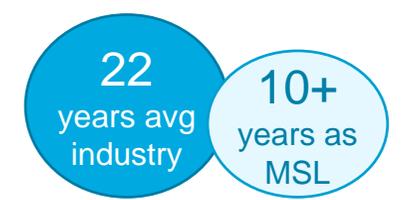
Sales Leadership Team



National Accounts Team



Medical Science Liaison Team



Built resources to drive formulary access and point of care availability

Budget impact model

Budget Impact Analysis for Barhemsys™ for Use as Treatment of PONV in Adults Who Have Received Antiemetic Prophylaxis With an Agent of a Different Class

Barhemsys (amisulpride) injection

Acacia Pharma is responsible for an unrestricted request.

Check box to agree and click on the model entry button below to begin.

Acacia Pharma

AVENTINE CONSULTING LLC

Presentation deck

An Introduction to Acacia Pharma, PONV, and BARHEMSYS™ (amisulpride)

acacia pharma

Announcement letter

LAUNCH ANNOUNCEMENT

Dear Customer,

Barhemsys (amisulpride) injection

Key Payer Question 1: Given the availability of multiple generic options for PONV, why should I consider allowing utilization of a new agent? (cont'd)

DESIRED BELIEF

PONV occurs frequently and is associated with clinical complications and economic consequences. PONV is a common cause of patient dissatisfaction in the perioperative period and there are limited treatment options for patients failing prophylaxis.

Formulary kit value message

Key Payer Question 1: Given the availability of multiple generic options for PONV, why should I consider allowing utilization of a new agent? (cont'd)

3. PONV is associated with increased PACU stay and cost

- Unresolved PONV is associated with increased PACU stay and costs^{3,4}
 - Patients who experienced PONV or received rescue antiemetics had a 25-minute-longer PACU stay, on average³
 - Patients with PONV stayed 25% longer than patients without these associated adverse effects⁴
 - Emission and nausea were associated with incremental costs of \$138 and \$85 per PACU stay⁴
- PONV may lead to an increase in length of stay at the hospital, with an average cost of \$2,338/day⁴

© IPH/Health Net Message

Reference: 1. Bannister SA, et al. Critical Care. 2014;18(8):2. 2. Joffe AR, et al. Crit Care Med. 2004;32(10):1986-1990. 3. Chung H, et al. Anesth Analg. 1999;89(1):152-156. 4. Sauer J, et al. Anesth Analg. 2010;110(4):1018-1024.

AMCP Dossier for Barhemsys® (amisulpride) injection, for intravenous use

P&T committee dossier

Background

Barhemsys (amisulpride) injection

Study design

Results

Completion response at each of the prophylaxis intervals (times points 0, 4, and 8 hours) was around 20% higher with 10 mg amisulpride injection A30 than with placebo injection B30, with a hazard ratio of 0.83 (95% CI, 0.60-1.15), P=0.001.

Safety

Important Safety Information (CONT'D)

Barhemsys (amisulpride) injection

PRODUCT FACT SHEET

Barhemsys (amisulpride) injection 2.5 mg/mL

Indications

Important Safety Information (for BARHEMSYS™ (amisulpride) injection)

Barhemsys (amisulpride) injection

Key Payer Questions

Key Value Messages

Desired Beliefs

Barhemsys (amisulpride) is a well-studied D2/D3 antagonist with a different mechanism of action (MOA) compared to other antiemetics.

Barhemsys offers a fast-acting, quick administration to treat PONV.

Barhemsys is the first and only antiemetic treatment that has successfully demonstrated its efficacy to treat PONV in patients who had received and failed prior prophylaxis.

Barhemsys is effective as a monotherapy and in combination therapy for prevention of PONV in high-risk patients who require multimodal intervention methods.

The rate of adverse events between Barhemsys and placebo are comparable.

Barhemsys may help shorten time in the PACU and reduce hospital length of stay (LOS) in patients who failed prophylactic PONV treatment.

Barhemsys may help improve patient satisfaction and enable providers to implement guideline-driven care.

Barhemsys is an evidence-based option for PONV whose use has a positive impact on resource utilization, organizational efficiency, and patient experience.

VMF Structure

Key Payer Questions

Key Value Messages

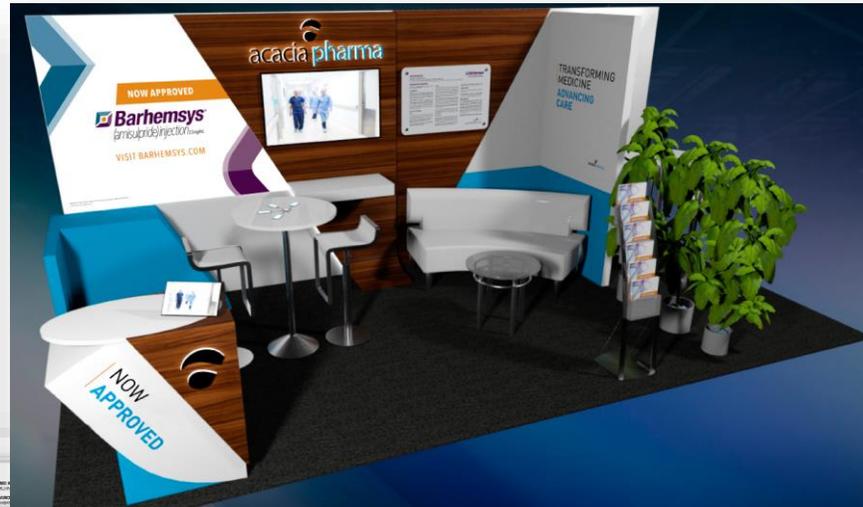
Desired Beliefs

Barhemsys (amisulpride) injection

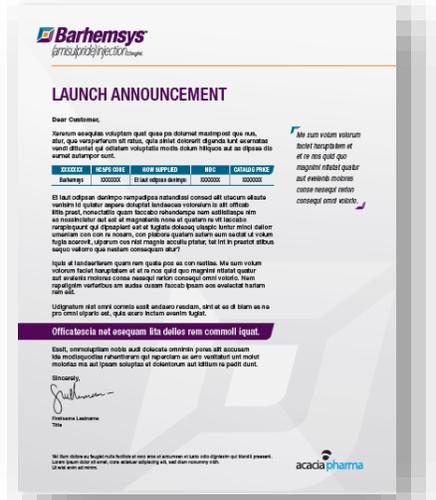
Reprint and carrier

Prepared resources to differentiate BARHEMSYS® and drive utilisation

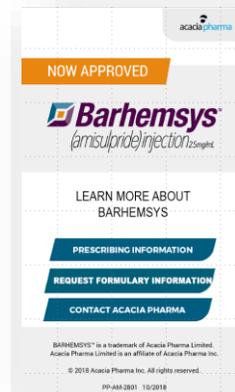
Conference booth



Announcement letter



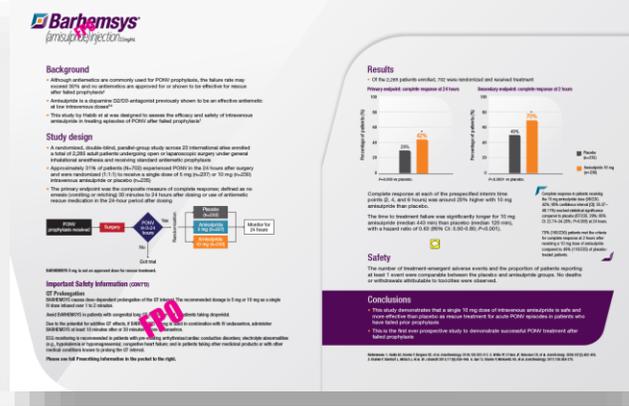
Website



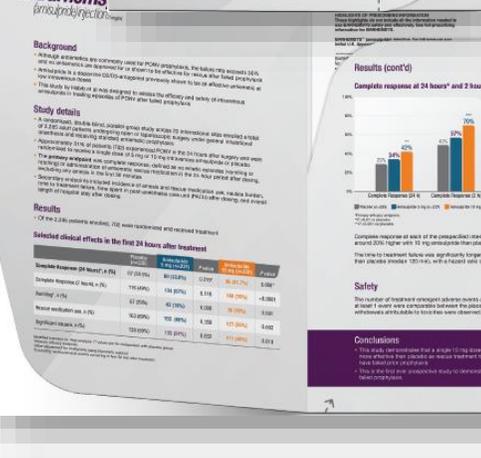
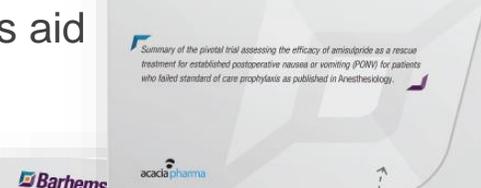
Branded campaign



Reprint and carrier



Sales aid



Summary

- We are on track to have our NDA resubmission accepted this month
 - No issues cited in CRL with respect to BARHEMSYS safety or efficacy or proposed label
- We expect a Class 2 designation which would lead to Q1 2020 PDUFA date
- We can use the next 6 months to further prepare for the most effective launch once BARHEMSYS is approved
 - We will educate leading surgery centres, group purchasing organisations and integrated delivery networks
 - We will maintain presence at key medical meetings such as ASA, ASHP, PGA
- Experienced sales leadership team in place
 - Team can initiate launch ahead of securing finance to recruit field sales team
- Significant US revenue opportunity
 - Large market opportunity in rescue and prophylaxis
 - Addressable by small, focused hospital sales team