

camurus®

# Second quarter 2025 results

Audiocast presentation  
17 July 2025



# Forward looking statements

This presentation contains forward-looking statements that provide our expectations or forecasts of future events such as new product developments and regulatory approvals and financial performance.

Camurus is providing the following cautionary statement. Such forward-looking statements are subject to risks, uncertainties and inaccurate assumptions. This may cause actual results to differ materially from expectations, and it may cause any or all of our forward-looking statements here or in other publications to be wrong. Factors that may affect future results include currency exchange rate fluctuations, delay or failure of development projects, loss or expiry of patents, production problems, unexpected contract, patent, breaches or terminations, government-mandated or market-driven price decreases, introduction of competing products, Camurus' ability to successfully market products, exposure to product liability claims and other lawsuits, changes in reimbursement rules and governmental laws and interpretation thereof, and unexpected cost increases.

Camurus undertakes no obligation to update forward-looking statements.



# Agenda

- **Business highlights**
- **Financial performance**
- **Commercial development**
- **R&D pipeline update**
- **Key take-aways**
- **Q&A**

## Company participants

Fredrik Tiberg, PhD  
President & CEO, CSO

Jon Garay Alonso  
CFO

Anders Vadsholt  
Incoming CFO

Richard Jameson  
Chief Commercial Officer





# Business highlights



# Strong second quarter performance

## Financial & corporate development



## Commercial execution



## Advancing R&D pipeline



- Record revenues of SEK 676 million, up 52% YoY
- Profit before tax of SEK 307 million, up 195% YoY
- Cash position further strengthened
- License agreement with Lilly for FluidCrystal® long-acting incretins

- Increased market shares in opioid dependence treatment
- Buvidal sales grew 26% YoY at CER to SEK 470 million
- Brixadi growth regained momentum, royalties increased 32% QoQ at CER
- Scientific evidence base expanded with new publications

- Oczyesa® approved in the EU for the treatment of acromegaly
- POSITANO study of CAM2029 met primary endpoint in PLD patients
- Positive results from ACROINNNNOVA 2 extension study
- All patients dosed in Phase 1 study of monthly semaglutide

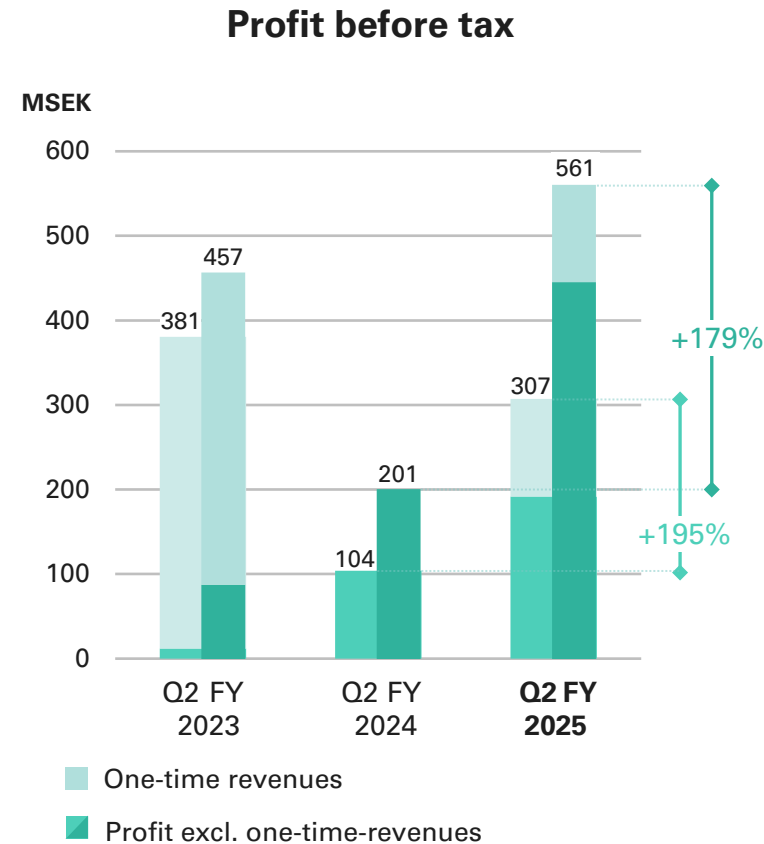
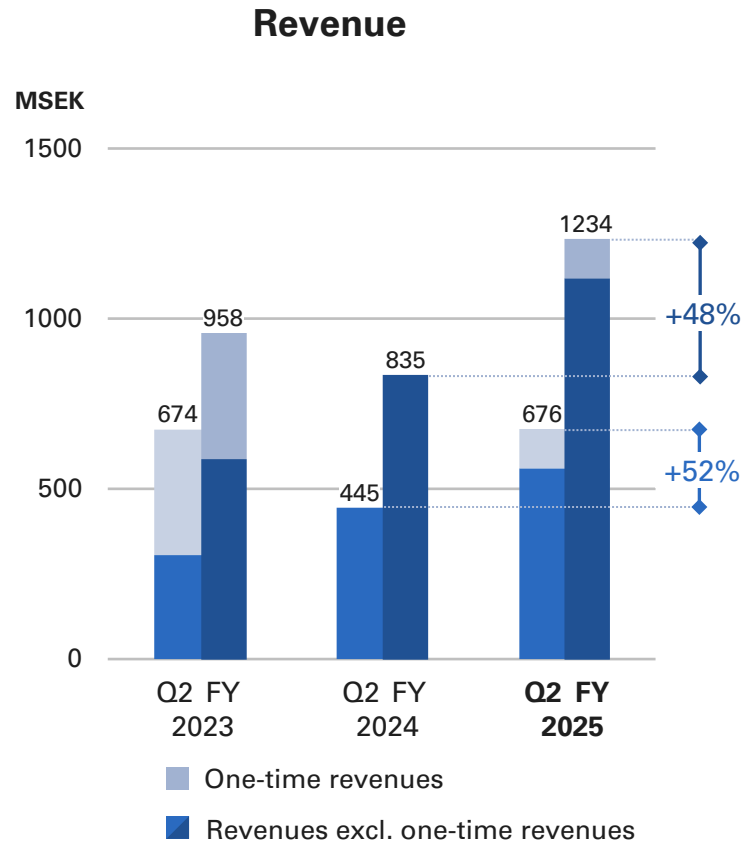
*YoY – year-on-year; QoQ – quarter-on-quarter; CER – constant exchange rate; PLD – polycystic liver disease*



# Financial performance



# Robust revenue growth and record-high profitability from operations



Cash position  
**SEK 3.3 billion**  
 +30% vs Q2 2024

Q2

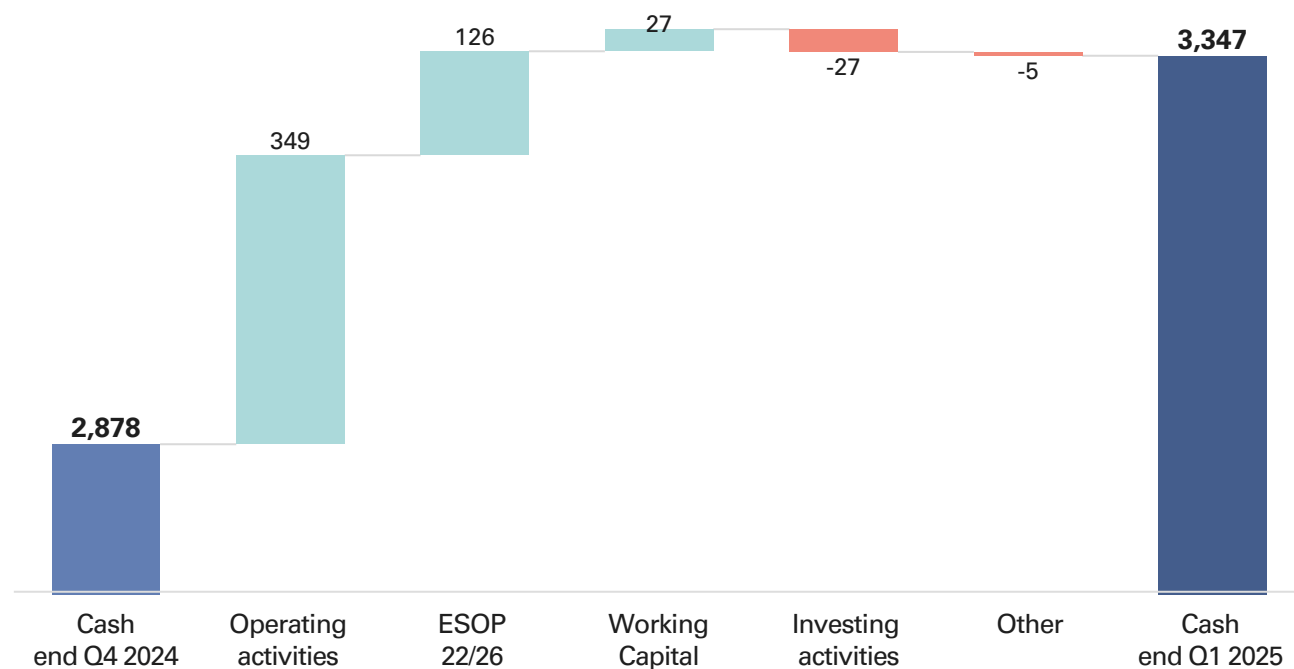
# Reported Q2 profit and loss

MSEK	Apr – Jun 2025	Change vs. 2024	CER Change vs. 2024	YTD Jan – Jun 2025	Change YTD vs. 2024	CER Change YTD vs. 2024
Total revenues	676	+52%	+65%	1,234	+48%	+54%
Gross margin	634 93.9%	106bps	146bps	1,153 93.0%	99bps	132bps
Marketing and distribution costs	-134	+2%	+6%	-259	+11%	+13%
Administrative expenses	-52	+118%	+125%	-91	+134%	+138%
Research and development costs	-151	-13%	-14%	-276	-20%	-19%
Other operating expenses	-6	–	–	3	–	–
Operating result	292 43.2%	+254%	+333%	531 43.0%	+229%	+281%
Profit before tax	307 45.4%	+195%	+251%	561 45.5%	+179%	+214%



# Strong cash position and maintained guidance

MSEK



**Full year 2025 outlook maintained**

*Revenue*

**SEK 2.7 – 3.0 billion**  
+ 45 – 61% vs. 2024

*Profit before tax*

**SEK 0.9 – 1.2 billion**  
+ 63 – 117% vs. 2024

# Commercial development



# Buvidal – strengthened LAI leadership position

## Increased market shares

- Net sales Q2 2025 was SEK 470 million; +17% YoY
  - Sales at CER grew 26% YoY and 3% QoQ
- Estimated 65,000 patients in treatment with Buvidal end of June 2025

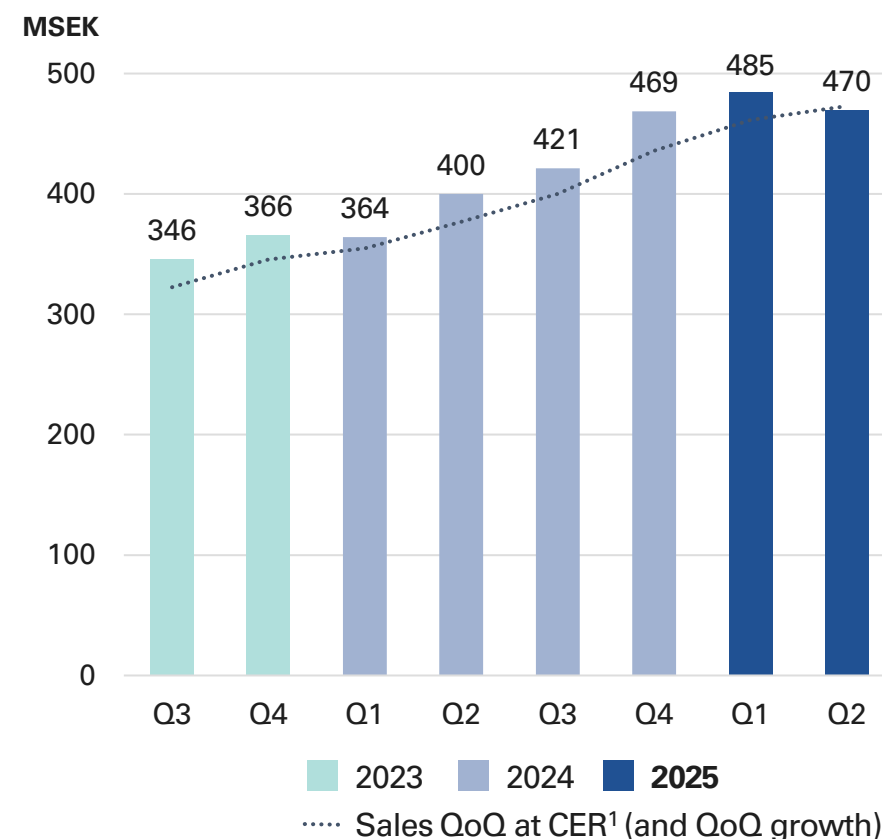
## Growth across regions

- Led by the Australia, Spain and the Nordics

## Market expansion

- Buvidal launch in Portugal
- Four regulatory applications under review

## Quarterly sales





# Returning growth of Brixadi in the US

## Brixadi revenue increased 100% YoY (131% at CER)

- +21% quarter-on-quarter (+32% at CER)

## Easing headwinds

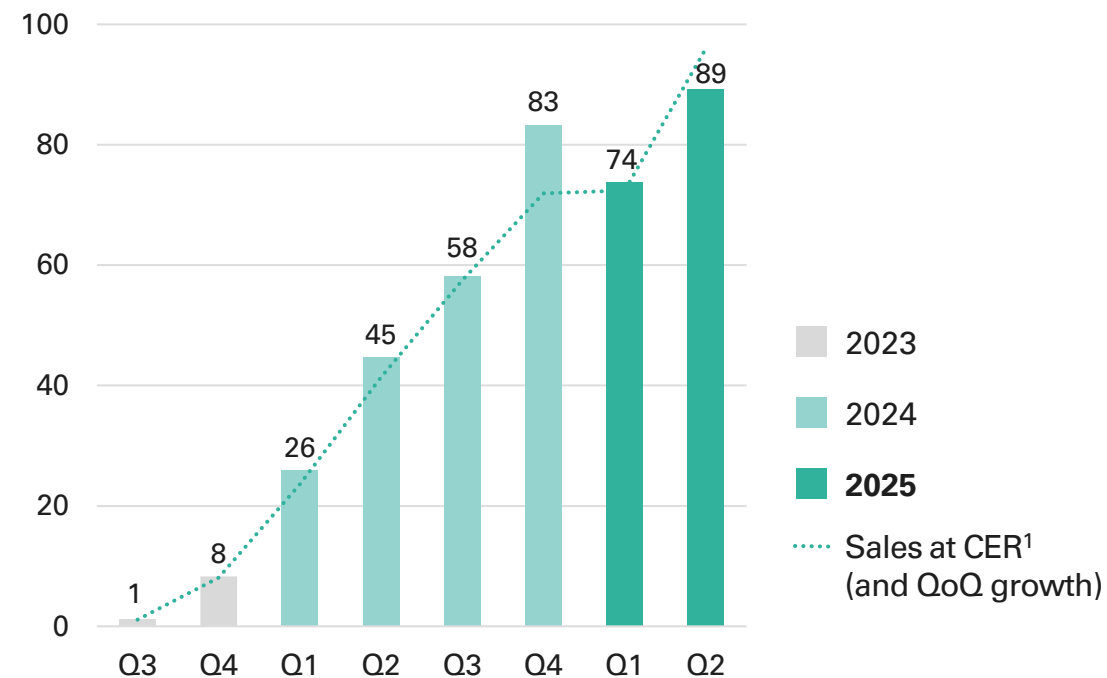
- Prescription authorizations and the winding down of the continuous enrollment provision
- Diminished impacts of previous federal budget cuts

## Expanding and protecting access to treatment

- States allocating funding and introducing policy changes for expanding OUD treatment
- Federal Medical Assistance Percentage for Medicaid remains at current levels in budget bill
- The budget reconciliation bill exempts Medicaid substance use disorder patients from the work requirement

## Brixadi royalty by quarter

MSEK



# R&D update



# Oczyesa® EU approval

- ✓ CHMP positive opinion for Oczyesa® 15 April 2025
- ✓ European commission granted marketing authorization for Oczyesa® 30 June 2025\*
- Preparation for launch in the first EU-markets early Q4 2025



*\*Oczyesa®, octreotide subcutaneous depot, for the maintenance treatment in adult patients with acromegaly who have responded to and tolerated treatment with somatostatin analogs*



# Dissemination of scientific results for CAM2029

## Pre-launch activities

- Meeting with acromegaly stakeholders
- National and regional advisory board meeting
- Payer engagement and submissions
- Commercial and medical affairs readiness

## Scientific conferences in 2025

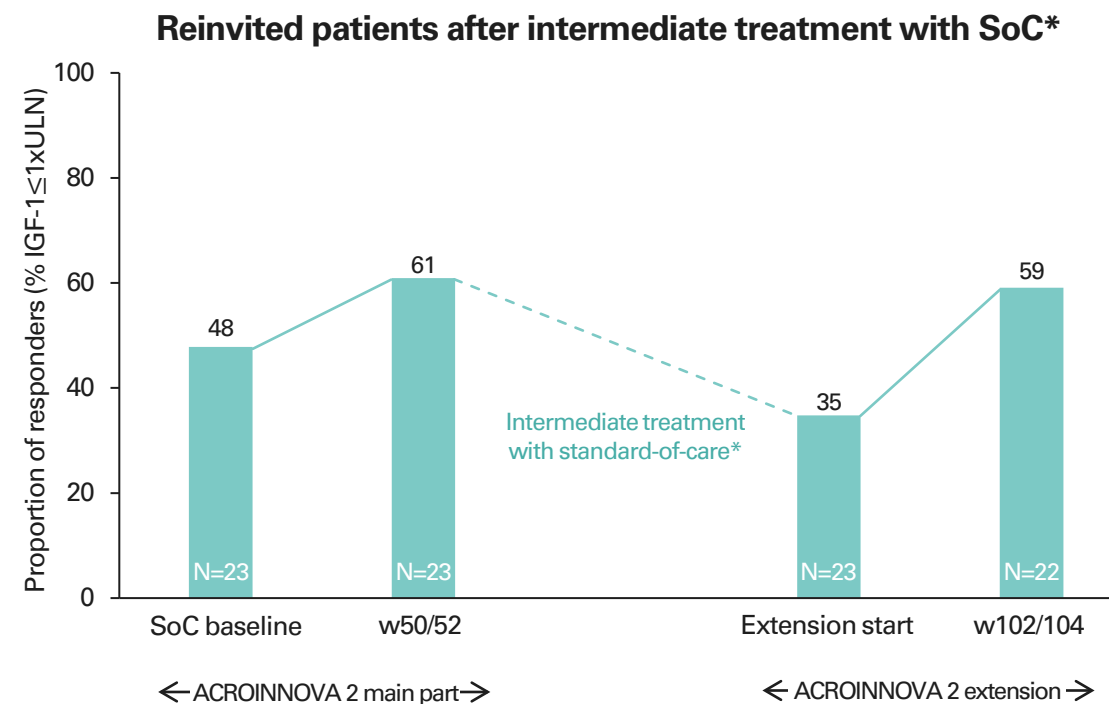
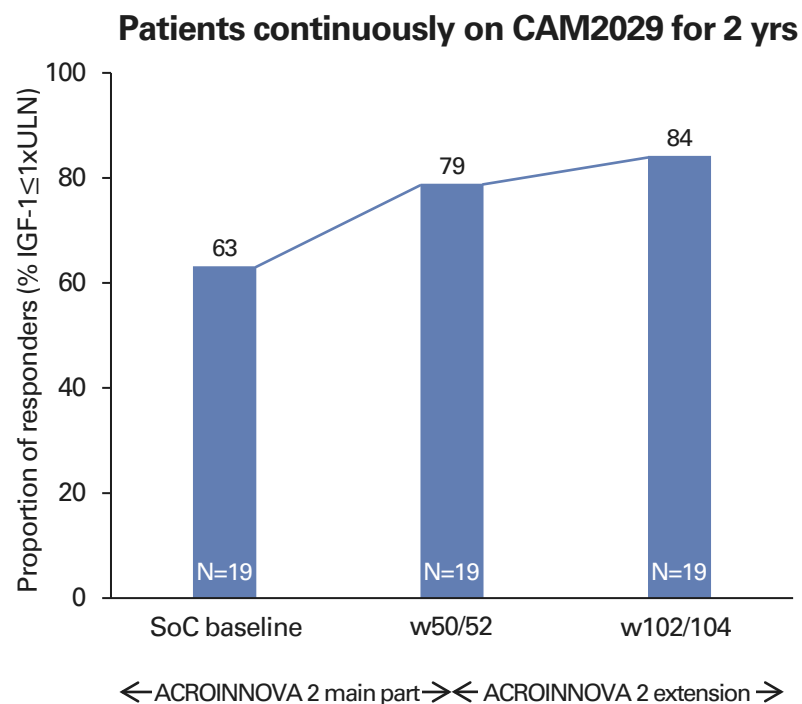
Q1 2025	Q2 2025	Q3 2025	Q4 2025
<b>ENETS</b> 5-7 Mar <i>Krakow PL</i>	<b>AACE</b> 15-17 May <i>Orlando US</i>	<b>IPS</b> 9-11 Jul <i>San Francisco US</i>	<b>NANETS</b> 23-25 Oct <i>Austin US</i>
<b>DGE</b> 19-21 Mar <i>Baden-Baden DE</i>	<b>ESPE/ESE</b> 10-13 May <i>Copenhagen DK</i>	<b>ENDO</b> 12-15 Jul <i>San Francisco US</i>	<b>ENEA</b> 3-5 Dec <i>Marseille FR</i>
ACRO		NET	

## Rapid fire presentation, educational program and posters of ACROINNOVA results at ENDO<sup>1</sup>



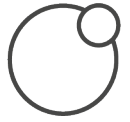
# Positive ACROINNOVA 2 extension study data

## Improved biochemical response for patients during treatment with CAM2029



TSQM – treatment satisfaction questionnaire for medication

\* Transferred to standard-of-care (SoC) – either octreotide LAR or lanreotide Autogel – after completion of ACROINNOVA 2 main part. When ACROINNOVA extension study started, patients were reinvited to join study for another year on CAM2029. Time on SoC between 15 to 95 weeks (median 35 weeks)



# Positive results from POSITANO in polycystic liver disease

*Polycystic liver disease is a rare, genetic, and chronic disorder characterized by progressive growth of cysts in the liver, which can cause severe symptoms and result in impaired quality of life for patients.*





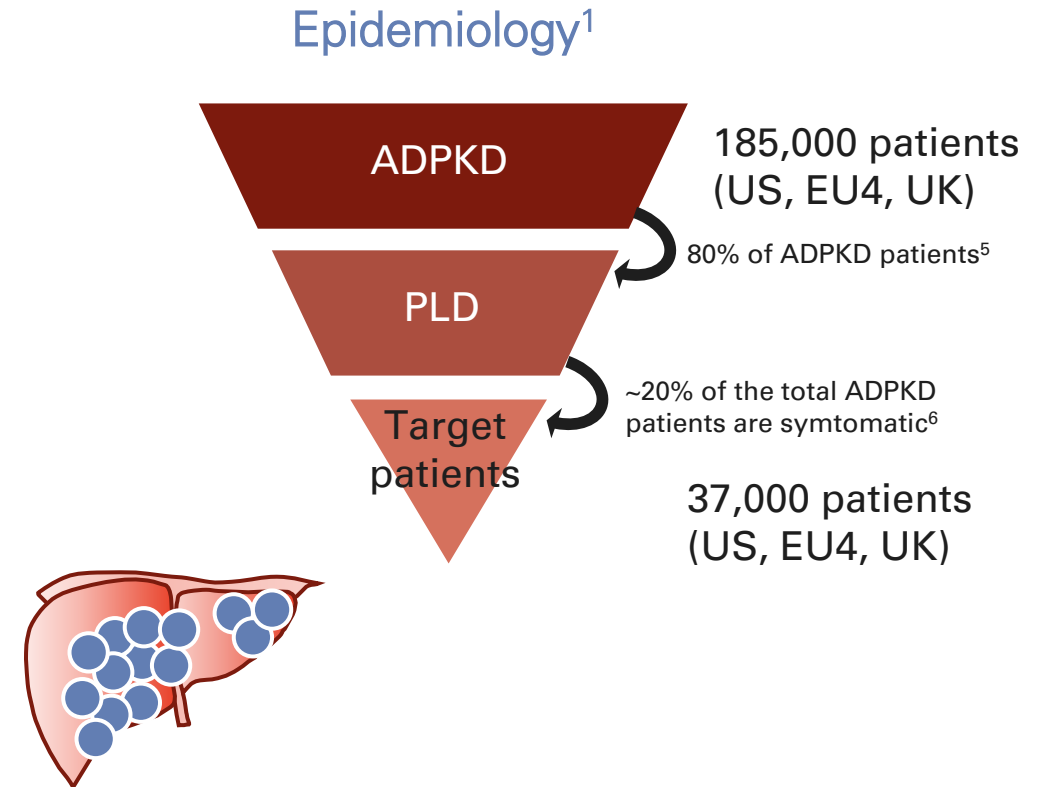
# Polycystic liver disease

## Disease characteristics and prevalence

- Progressive growth of liver cysts of various sizes
- Estimated 37,000 target patients with symptomatic polycystic liver disease (PLD) in US, EU4 and UK<sup>1</sup>
- No available pharmacological treatment for PLD

## Treatment options

- Somatostatin receptor ligands show promise in clinical studies: decreasing liver volume, symptoms, and improving quality of life in symptomatic patients PLD<sup>2-4</sup>
- CAM2029 has orphan drug designation for ADPLD in EU and the US and ongoing applications for PLD associated with AKPKD



# POSITANO – Phase 2b study in PLD

## Trial design

- 53-week randomized, placebo-controlled, three-arm study
- Open label extension for 120 weeks

## Key eligibility criteria

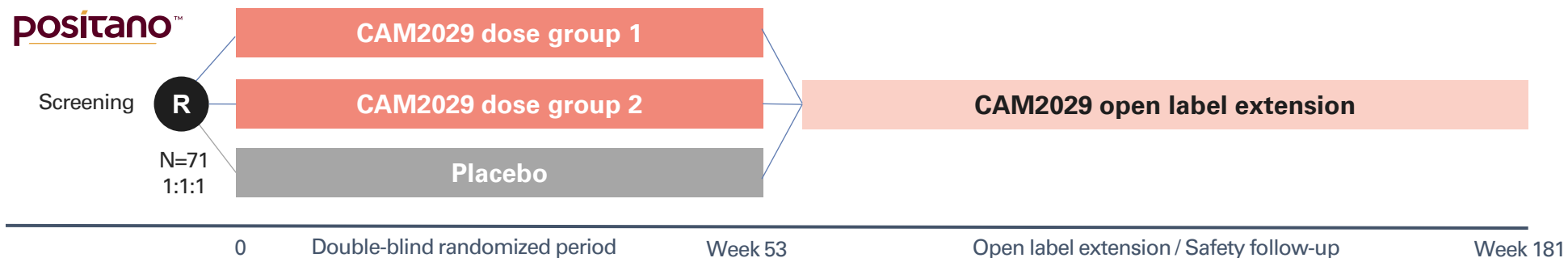
- Symptomatic PLD (isolated or associated with ADPKD)
- htTLV  $\geq 1800\text{ml/m}$  at screening

## Primary endpoint

- Liver volume change from baseline to week 53 vs to placebo

## Secondary endpoints

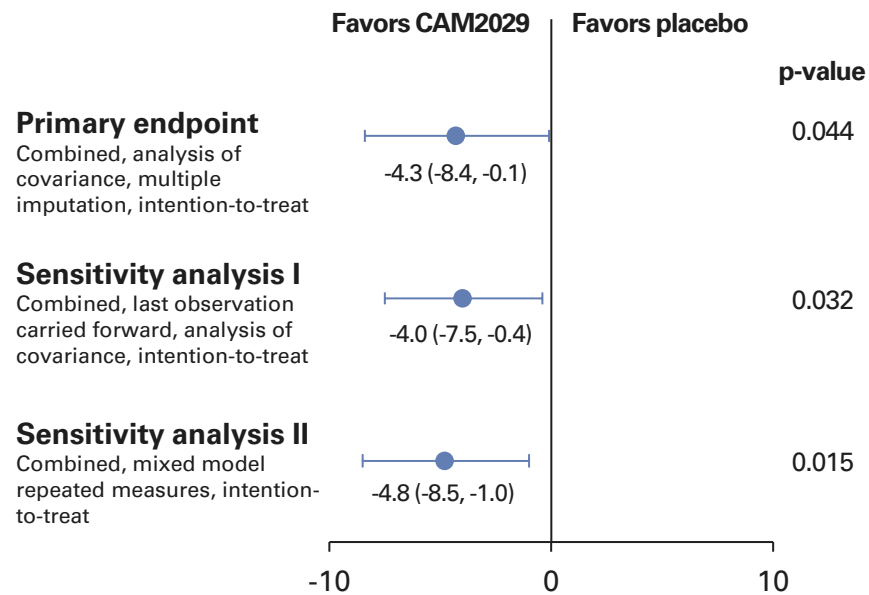
- Camurus' developed PRO, PLD-S
- Total liver cyst volume
- Total kidney volume in ADPKD patients
- PLD symptoms and quality of life
- Safety
- PK and immunogenicity



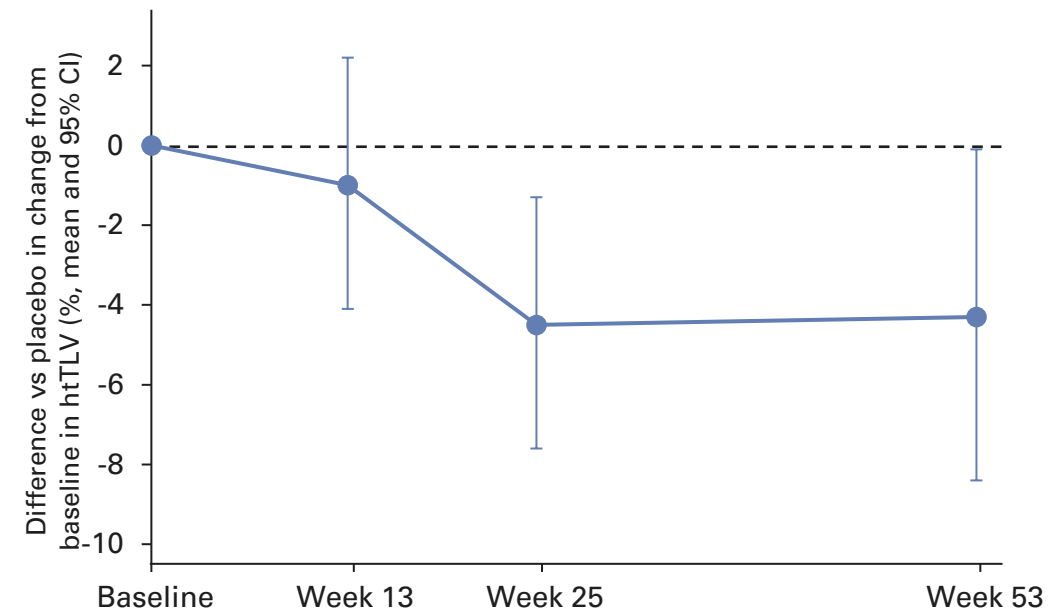
# POSITANO met the primary endpoint

## Reduction in height adjusted total liver volume change with CAM2029 vs baseline

### Main and sensitivity analyses for the primary endpoint Week 53



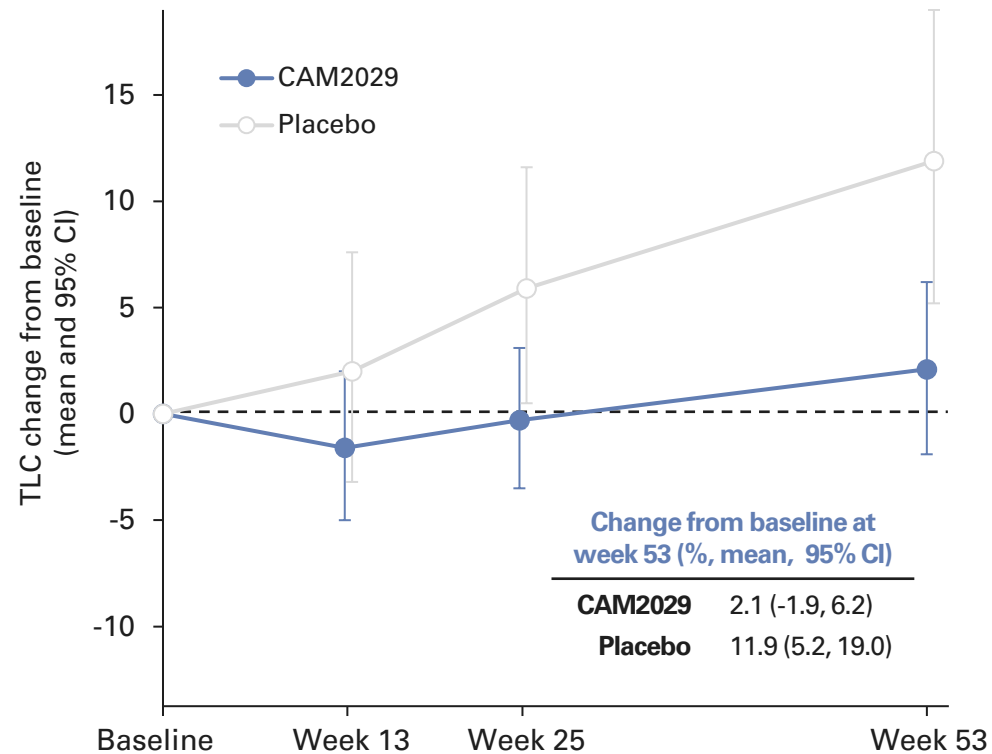
### Treatment difference between CAM2029 groups and placebo



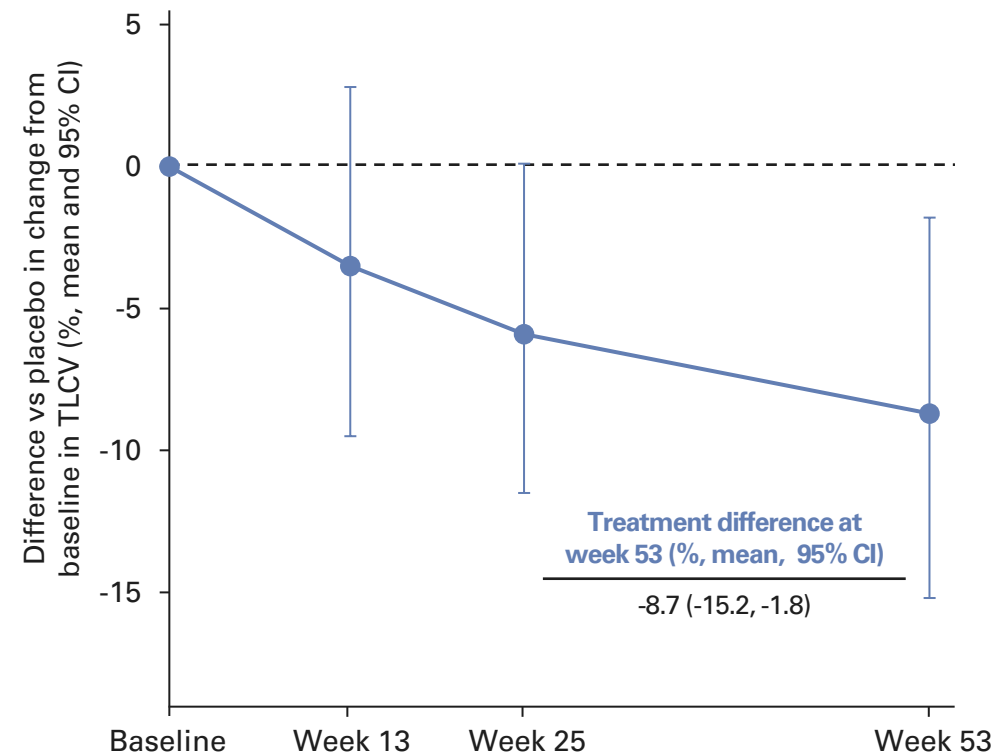


# CAM2029 reduces liver cyst volume vs placebo

## Total liver cyst volume change from baseline



## Difference CAM2029 vs placebo



# POSITANO topline results summary for CAM2029

## Efficacy conclusions

- **Reduction of liver volume growth vs placebo**
  - Primary endpoint supported by sensitivity analyses
- **Reduction of total liver cyst volume growth vs placebo**
- **Kidney volume reduction indicated in patients with PLD associated with ADPKD**
- **Improved PLD symptoms**
  - Reduction of PLD-S score versus baseline
  - Improved symptoms indicated in several additional PROs (PLD-Q, PGI-S, CGI-S)
- **Robust decrease of IGF-1 vs placebo**

## Safety profile

- **Treatment generally well tolerated**
- **Safety profile consistent with that of other injectable SRLs**
- **No new or unexpected safety issues were identified**
- **High study and treatment retention**
- **All eligible patients entered the extension phase**

# CAM2029 recent milestones and expected progress ahead

## AcroInnova™

Pivotal randomized placebo controlled and long-term safety trials in acromegaly

- ✓ Positive results from ACROINNOVA 1 and 2
- ✓ NDA acceptance in the US – CRL for manufacturer
- ✓ **Positive CHMP opinion in April 2025**
- ✓ **EC approval decision in June 2025**
- **NDA resubmission planned for Q3\***
- **Further regulatory approvals**

## SORENTO™

Subcutaneous Octreotide Randomized Efficacy in Neuroendocrine Tumors

- ✓ SORENTO Phase 3 start Q4 2021
- ✓ SORENTO fully enrolled Q4 2023
- **Target number of events for primary endpoint est. early 2026**

## positano™

Polycystic liver Safety and efficacy Trial with subcutaneous Octreotide

- ✓ POSITANO fully enrolled Q1 2024
- ✓ Orphan drug designation in EU and US
- ✓ **Positive clinical study results in June 2025**
- **End-of-phase 2 meeting with FDA**





## Early-stage programs

Several early-stage programs advancing

- ✓ All patients dosed i Phase 1 study of monthly semaglutide (CAM2056)
- Topline clinical results in Q4 2005
- ✓ New partnership entered with Eli Lilly for long-acting incretins

# License agreement with Lilly on long-acting incretins

## Partnership focused on long-acting therapies based on FluidCrystal and Lilly's proprietary drug compounds

- Lilly obtained license to research, develop, manufacture and commercialize long-acting incretin products based on FluidCrystal
- Includes up to four Lilly proprietary drug compounds within the exclusivity scope:
  - Dual GIP and GLP-1 receptor agonists
  - Triple GIP, glucagon and GLP-1 receptor agonists
  - An option to include amylin receptor agonists

## Camurus eligible to receive:

- Up to \$290 million in license fees, development and regulatory milestone payments
- Up to \$580 million in sales-based milestone payments
- Tiered mid-single digit royalties on global net product sales



# Successful second quarter

- ✓ Record revenues
- ✓ Buvidal patient increase in Europe and RoW
- ✓ Regained momentum for Brixadi in the US
- ✓ EU approval of Oczyesa<sup>®</sup> in acromegaly
- ✓ Positive POSITANO results for CAM2029 in PLD
- ✓ Partnership with Lilly for long-acting incretins based on FluidCrystal<sup>®</sup>





# Q&A

Camurus AB | Rydbergs torg 4, SE-224 84 Lund, Sweden  
P +46 46 286 57 30 | [info@camurus.com](mailto:info@camurus.com) | [camurus.com](https://camurus.com)





# Shareholders and analyst coverage

Shareholders as of 30 June 2025	Number of shares	% of capital	% of votes
Sandberg Development AB	18,280,692	30.6	30.6
Fourth Swedish National Pension Fund	2,808,776	4.7	4.7
Swedbank Robur Fonder	2,518,251	4.2	4.2
Fredrik Tiberg, CEO	1,615,000	2.7	2.7
Handelsbanken fonder	1,453,740	2.5	2.5
Vanguard	1,263,698	2.2	2.2
Avanza Pension	1,260,629	2.1	2.1
Capital Group	1,087,307	1.9	1.9
Afa Försäkring	1,008,883	1.7	1.7
SEB Funds	981,497	1.7	1.7
Norges bank	767,117	1.3	1.3
Carnegie Fonder	715,129	1.2	1.2
Länsförsäkringar Fonder	666,056	1.1	1.1
Jupiter Asset Management	656,428	1.1	1.1
Baillie Gifford & Co	644,309	1.1	1.1
Other shareholders	23,933,072	40.0	40.0
<b>In total</b>	<b>59,660,584</b>	<b>100.0</b>	<b>100.0</b>

Source: Modular Finance, Monitor report

## Analysts

### **DNB Carnegie**

Erik Hultgård

### **Handelsbanken**

Suzanna Queckbörner

### **Jefferies**

Shan Hama

### **Nordea**

Viktor Sundberg

### **Pareto**

Dan Akschuti

### **Stifel**

Oscar Haffen Lamm

### **SEB**

Christopher Uhde

### **ABG Sundal Collier**

Georg Tigalonov-Bjerke

# Experienced and committed management team



**Fredrik Tiberg, PhD**  
*President & CEO, CSO*  
**In Company since** 2002  
**Holdings:** 1,615,000 shares, 42,000 employee options and 13,500 PSP units

**Education:** M.Sc. in Chem. Eng., Lund Institute of Technology, PhD and Assoc. Prof. Physical Chemistry, Lund University.  
**Previous experience:** More than 20 years executive leadership experience from the pharmaceutical industry. Prof Physical Chemistry, Lund University; Visiting Prof at Oxford University; Section Head, Inst. for Surface Chemistry.



**Jon Garay Alonso**  
*Chief Financial Officer*  
**In Company since:** 2022  
**Holdings:** 1,450 shares and 2,300 PSP units

**Education:** Bachelor in Business Administration by Universidad Comercial de Deusto. Executive MBA by IESE Business School.  
**Previous experience:** More than 20 years experience from Finance within pharmaceutical and medtech companies, incl. Baxter, Gambro, Convatec, Bristol Myers Squibb.



**Richard Jameson**  
*Chief Commercial Officer*  
**In Company since:** 2016  
**Holdings:** 29,193 shares and 6,082 PSP units

**Education:** B.Sc. in Applied Biological Sciences from University West of England  
**Previous experience:** General Manager, UK & Nordics for Reckitt Benckiser (2010 – 2013) and Area Director Europe, Middle East and Africa for Indivior (2013 – 2016).



**Fredrik Joabsson, PhD**  
*Chief Business Dev. Officer*  
**In Company since** 2001  
**Holdings:** 40,170 shares and 2,918 PSP units

**Education:** M.Sc. in Chemistry, PhD in Physical Chemistry, Lund University  
**Previous experience:** More than 20 years of experience in pharmaceutical R&D, business development, alliance management and investor relations.



**Markus Johnsson**  
*Senior VP R&D*  
**In Company since:** 2003-2017, 2019-  
**Holdings:** 21,000 shares, 9,500 employee options and 2,918 PSP units

**Education:** Ph.D. in physical chemistry and M.Sc. in chemistry from Uppsala University.  
**Previous experience:** More than 20 years of experience from pharmaceutical development and project management



**Maria Lundqvist**  
*Head of Global HR*  
**In Company since** 2021  
**Holdings:** 4,000 employee options and 2,918 PSP units

**Education:** B.Sc. in Business and Economics, Uppsala University.  
**Previous experience:** More than 20 years of experience of leadership roles within Human Resources, including HR Director Nordics at Teva Pharmaceuticals and HR positions at Tetra Pak, Vestas and AstraZeneca.



**Alberto M. Pedroncelli**  
*Chief Medical Officer*  
**In Company since** 2023  
**Holdings:** 1,000 shares, 20,000 employee options and 1,500 PSP units

**Education:** MD University of Milan. Ph. D. endocrinology post-graduate school University of London  
**Previous experience:** Head of Clinical Development and Medical Affairs Recordati, Senior Leadership positions Novartis, clinician and research fellow Dept. Endocrinology, University Hospital Bergamo, Italy



**Annette Mattsson**  
*VP Regulatory Affairs*  
**In Company since:** 2017  
**Holdings:** 2,004 shares and 2,918 PSP units

**Education:** Bachelor of Pharmacy, Uppsala University and Business Economics, Lund University  
**Previous experience:** More than 25 years of experience within regulatory affairs, including European RA Director/Global RA Lead at AstraZeneca and Global RA Lead at LEO Pharma.



**Agneta Svedberg**  
*VP Clinical Dev.*  
**In Company since:** 2015  
**Holdings:** 22,987 shares, 16,000 employee options and 2,918 PSP units

**Education:** M.Sc. In Radiophysics and B.Sc. In Medicine from Lund University, Executive MBA from Executive Foundation Lund  
**Previous experience:** More than 25 years of experience in drug development, incl. as COO at Zealand Pharma, CEO of Cantargia, Senior VP Clinical Development at Genmab.



**Behshad Sheldon**  
*President Camurus Inc.*  
**In Company since** 2024  
**Holdings:** 1,000 shares, 2,000 employee options and 2,918 PSP units

**Education:** B.Sc. in Neuroscience from University of Rochester  
**Previous experience:** More than 25 years of experience from the international pharma industry, including President & CEO of Braeburn Pharmaceuticals and senior positions within Smithkline Beecham, Bristol-Myers Squibb and Otsuka Pharmaceuticals.



**Susanne Lagerlund**  
*VP, Technical Operations*  
**In Company since** 2023  
**Holdings:** 250 shares, 9,500 employee options and 2,618 PSP units

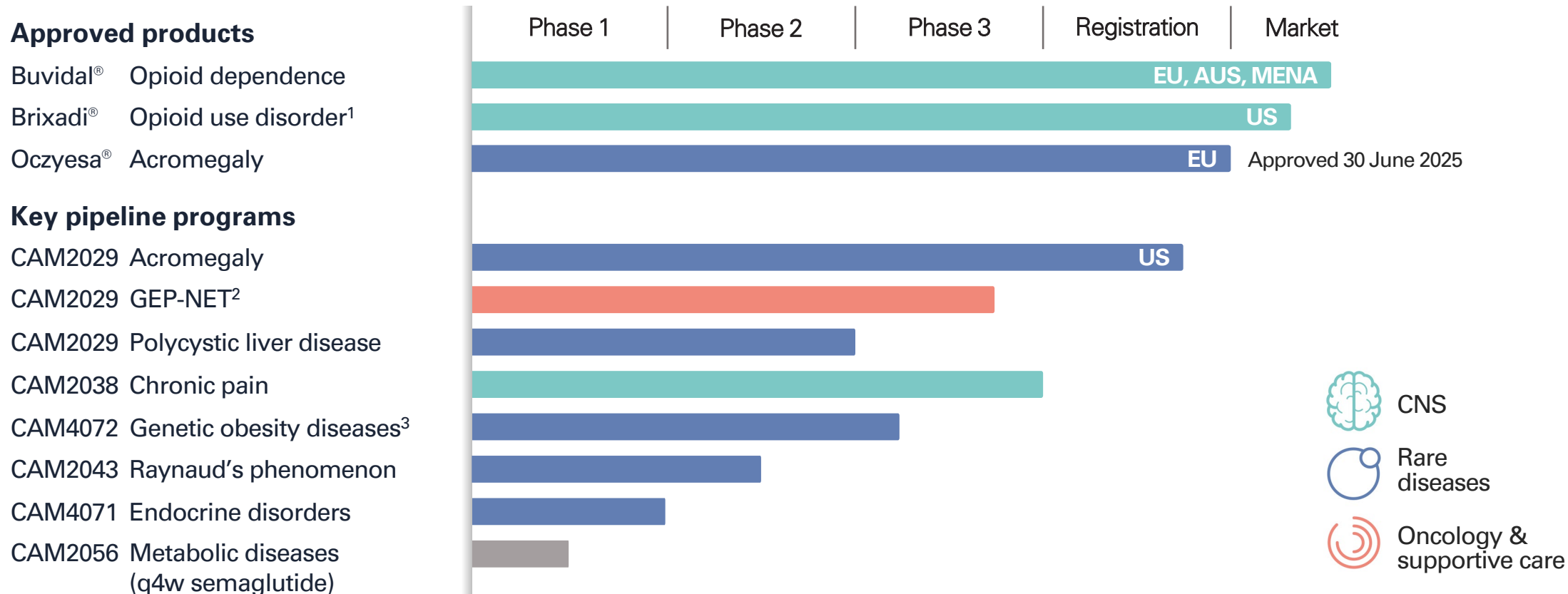
**Education:** M. Sc. Chemical Engineering and studies Business Economics, Lund University  
**Previous experience:** More than 30 years of experience from pharmaceutical industry, including Global Regulatory CMC Director at AstraZeneca, VP Regulatory Affairs at Cantargia, and Global Portfolio Lead at LEO Pharma.



**Bo A. C. Tarras-Wahlberg**  
*VP Legal & Group General Counsel*  
**In Company since** 2024  
**Holdings:** 2,918 PSP units

**Education:** LL.M. from Lund University and studies at Queen Mary College  
**Previous experience:** More than 20 years of experience as lawyer and from international senior legal positions, incl. as Assoc. General Counsel at Baxter, Gambro, legal private practice and as law clerk at District Court.

# Broad and diversified product portfolio and pipeline



Other clinical stage programs include CAM2032 (prostate cancer), CAM2043 (PAH<sup>4</sup>), and CAM2047 (CINV<sup>5</sup>)