

# Half Year Results 2024

**Giovanni Di Napoli**  
Chief Executive Officer,  
Cosmo Pharmaceuticals



# Three Key Themes

Strong  
Financials

Growth  
Drivers

Exciting  
Pipeline

# Three Key Themes

## Strong Financials

- Top Line Growth
- Debt free
- Profitable with increased Dividends

Growth Drivers

Exciting Pipeline

# H1 2024 Highlights

Deal effective in Feb. 2024, strong impact on our revenue and future opportunities

**Medtronic**

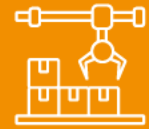
#1 branded Acne Drug prescribed in the U.S. and global expansion underway

**Winlevi<sup>®</sup>**

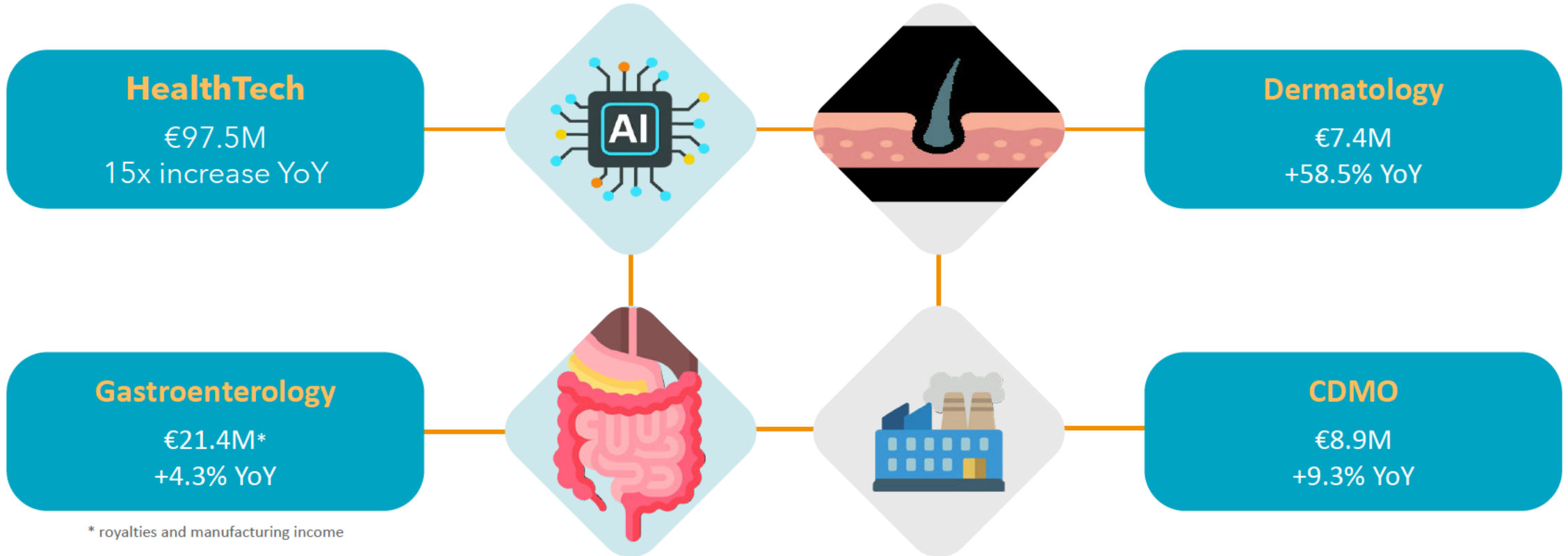
Gastroenterology royalties and manufacturing revenues increased



CDMO high single-digit growth



# H1 2024 Revenue Contribution and YoY Growth



# H1 Financial Results

H1 2024	€136.2M
H1 2023	€43.7M

Revenue

H1 2024	€94.2M
H1 2023	€14.0M

EBITDA

H1 2024	€87.0M
H1 2023	€7.1M

Operating Profit

Net Cash Inflow  
from Operations

<b>H1 2024 €99.2M</b>
H1 2023: €15.5M

Cash Position  
30 June 2024

<b>€133.4M</b>
Dec 31 <sup>st</sup> , 2023: €50.3M

Treasury Shares Held  
30 June 2024

<b>1,497,636</b>
Dec. 31 <sup>st</sup> , 2023: 1,490,681

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GI Genius™



Winlevi®

Exciting  
Pipeline



**Dermatology**

**Healthtech/AI**



**CDMO**

**Gastroenterology**

AI  
Science  
Clinical trials  
Drug Development  
KOL relations  
Manufacturing  
Compliance  
Regulatory

**Dermatology**

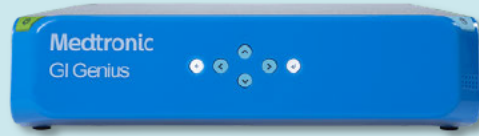
**Healthtech/AI**

**CDMO**

**Gastroenterology**



# Growth Drivers



**4M**  
Lives Worldwide

# GI Genius™

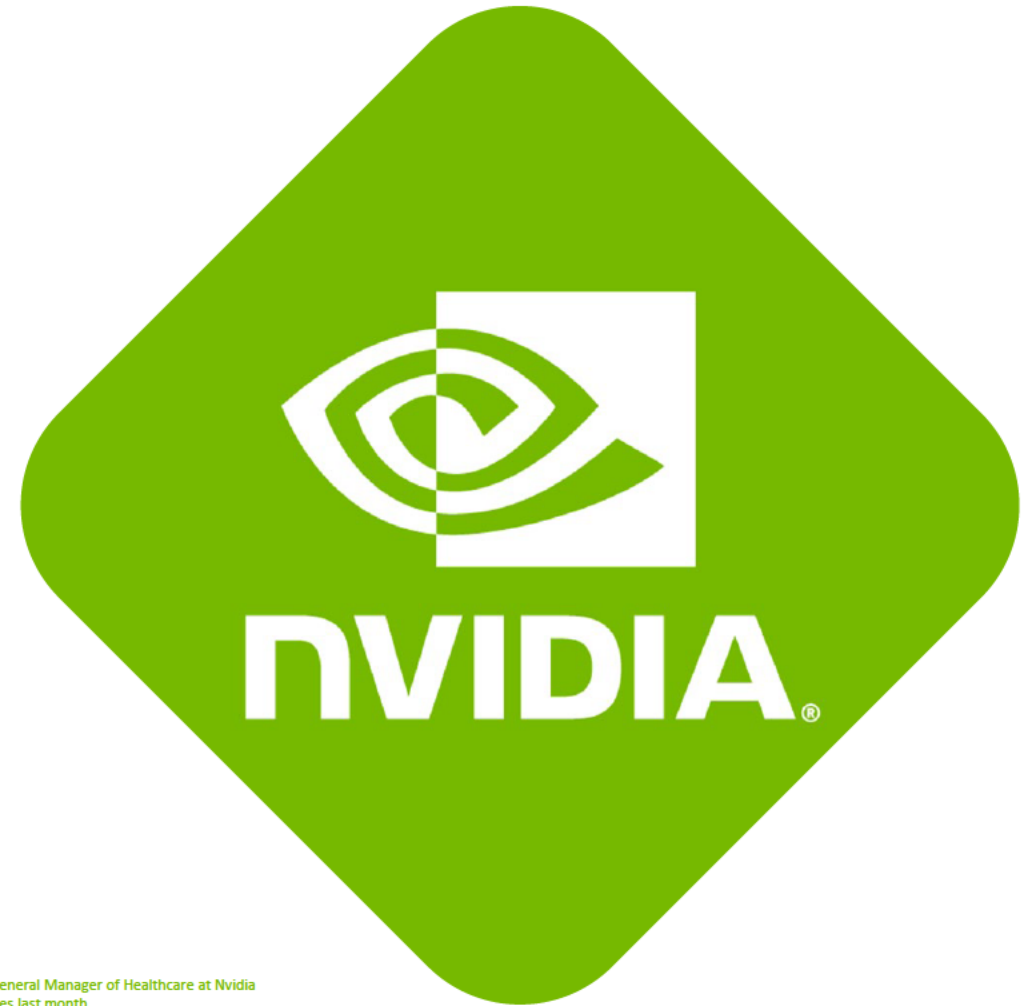


Exclusive Tech support | **Early Access to Nvidia Innovations** | **Dedicated Training**

# Cosmo and Nvidia partnering on AI development



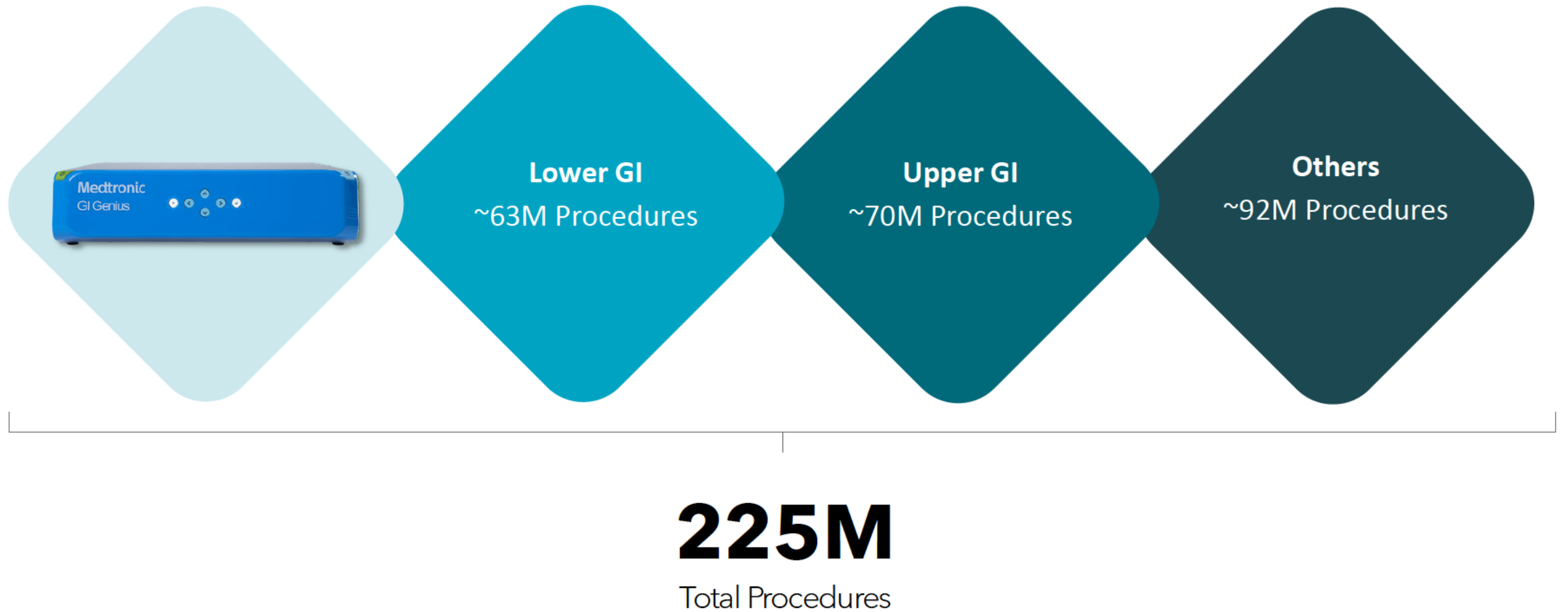
Kimberly Powell, VP & General Manager of Healthcare at Nvidia  
visiting the Cosmo facilities last month



# GI Genius™ H1 2024 Accomplishments



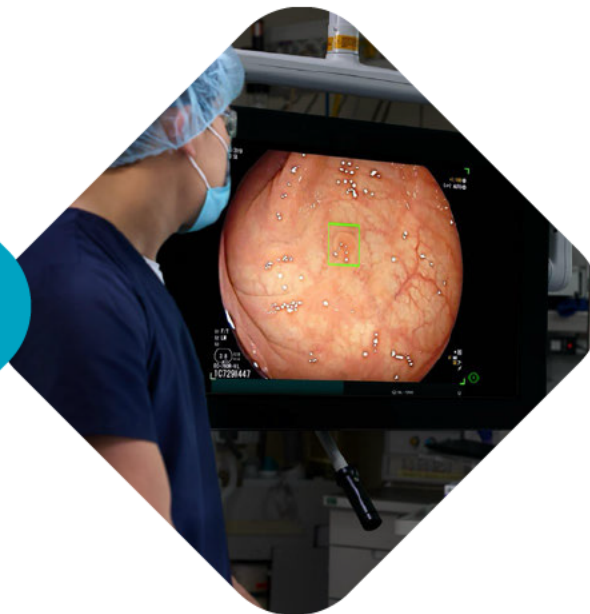
# GI Genius™ Endoscopy Procedures Market



# GI Genius™ Endoscopy Procedures Market



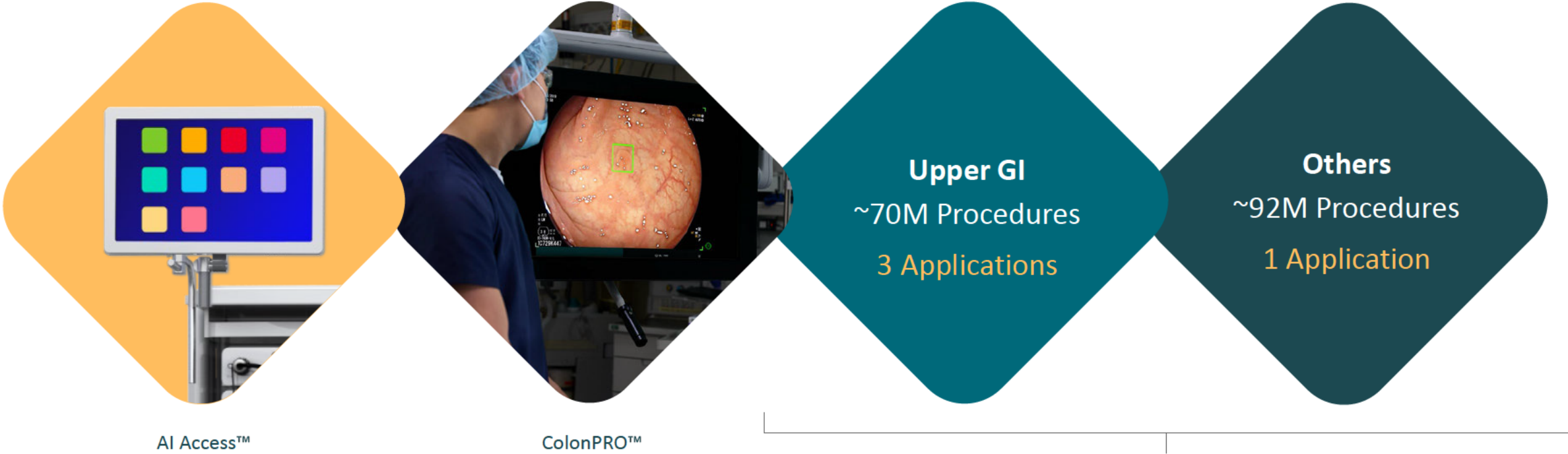
**Lower GI**  
~63M Procedures  
1 Application



ColonPRO™



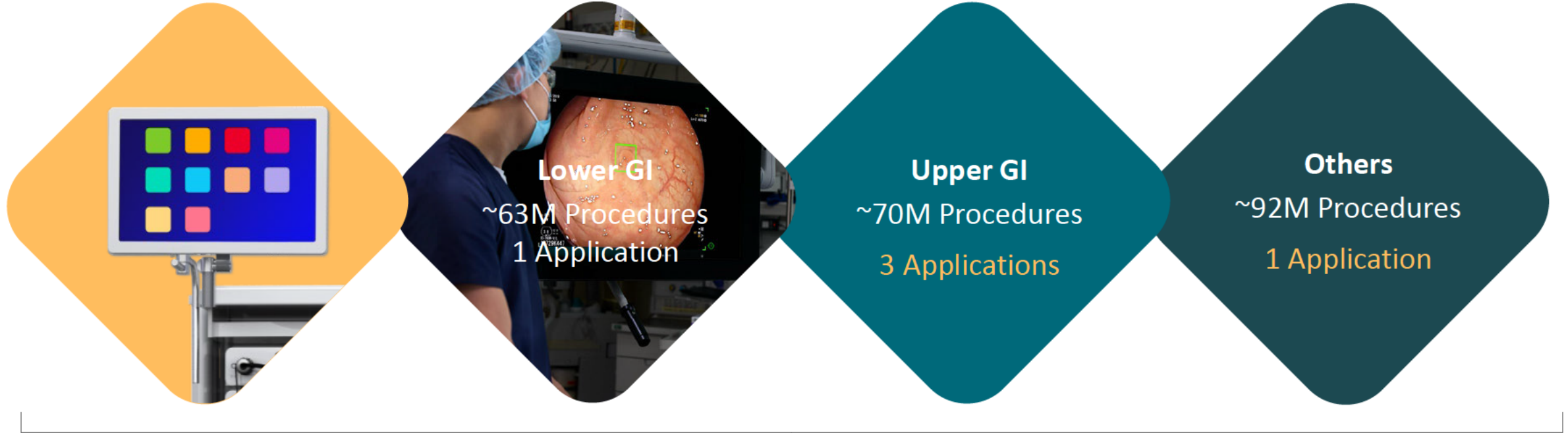
# GI Genius™ Endoscopy Procedures Market



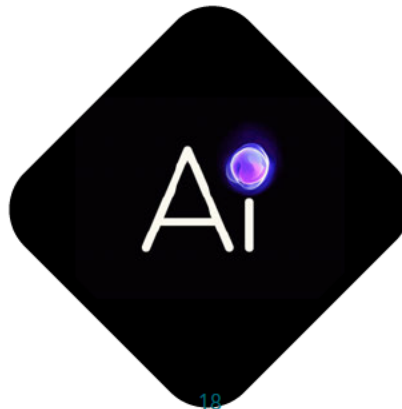
## 4 New Applications

Third Party and/or Co-Development

# GI Genius™ Real-Time Endoscopy Market

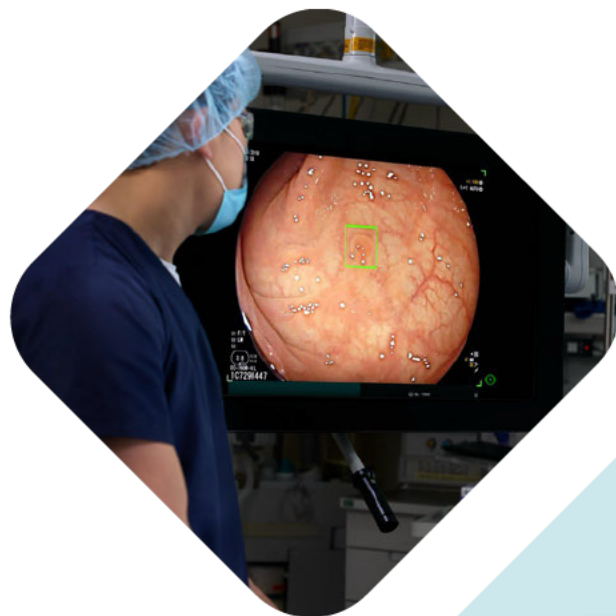


New Endoscopy Reporting Application



**225M**  
Total Procedures

# GI Genius™ Direct-to-Consumer Campaign



**VA** | U.S. Department of Veterans Affairs

## VA colonoscopies assisted by AI increase pre-cancerous polyp detection rate

VA deploying artificial intelligence devices to assist with polyp detection

July 18, 2023

Courtney Franchio  
National Oncology Program Manager



## ANNALS OF FAMILY MEDICINE®

### Comparative Efficacy of Pharmacological Treatments for Acne Vulgaris: A Network Meta-Analysis of 221 Randomized Controlled Trials

Winlevi identified as the most effective single treatment for  
Acne Vulgaris in the IGA  
Treatment Success Rate (FDA endpoint), and the safest one  
in terms of discontinuation rate due to AEs

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*I-Jing Chang, MD, MS<sup>2\*</sup>*  
*Nicole Bolick MD, MPH<sup>3,4</sup>*  
*Wan-Ting Hsu, MS<sup>5</sup>*  
*Chin-Hua Su, MS<sup>6</sup>*  
*Tyng-Shiuan Hsieh, MD<sup>7</sup>*  
*I-Hsuan Huang, MD<sup>7</sup>*  
*Chien-Chang Lee, MD, ScD<sup>6,8</sup>*

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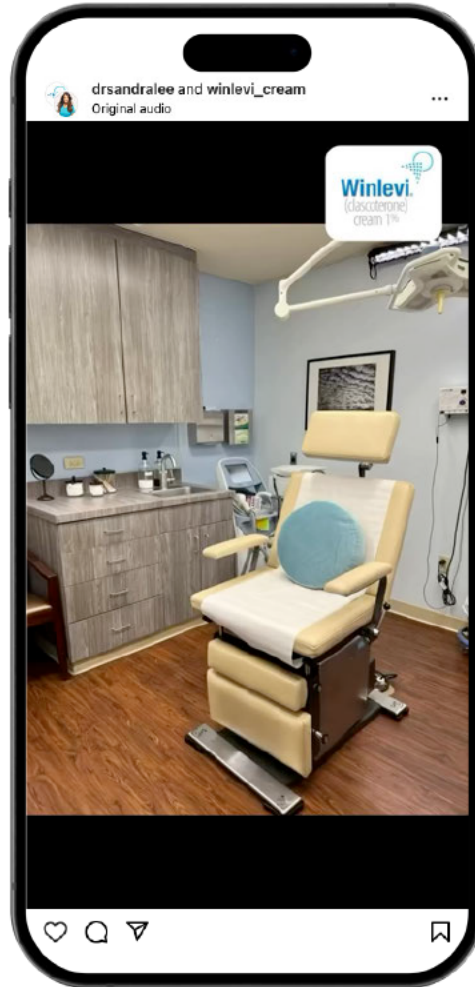
<sup>6</sup>Department of Emergency Medicine, National Taiwan University Hospital, Taipei, Taiwan

<sup>7</sup>Department of Dermatology, National Taiwan University Hospital, Taipei, Taiwan

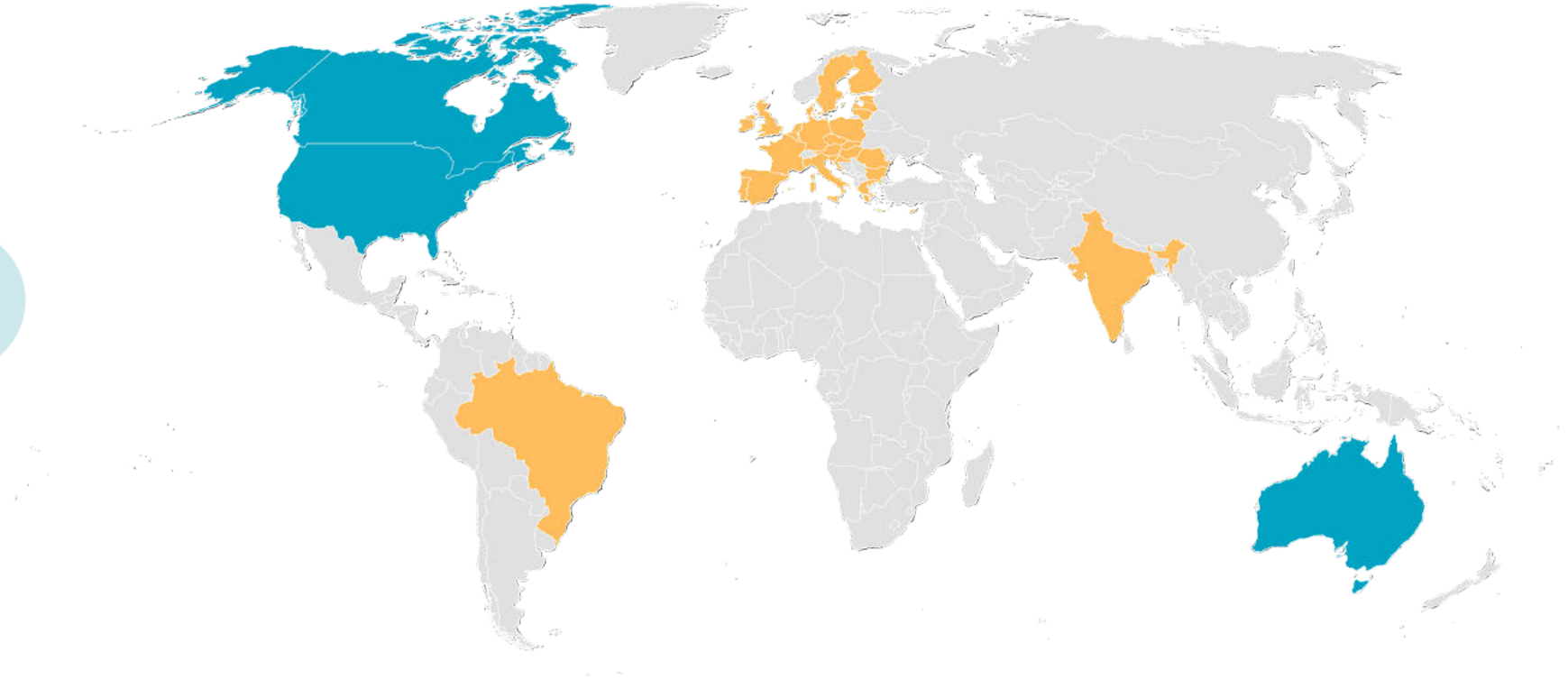
<sup>8</sup>Center for Intelligent Healthcare, National Taiwan University Hospital, Taipei, Taiwan

\*These authors contributed equally as co-first authors.

# Winlevi® Direct-to-Consumer Campaign



# Winlevi® Global Expansion



Submission On Track



EUROPEAN MEDICINES AGENCY  
SCIENCE MEDICINES HEALTH

**Approved in:**  
USA, Canada, Australia

**Submitted in:**  
EU + 14 additional Countries  
(including UK, Brazil, India)

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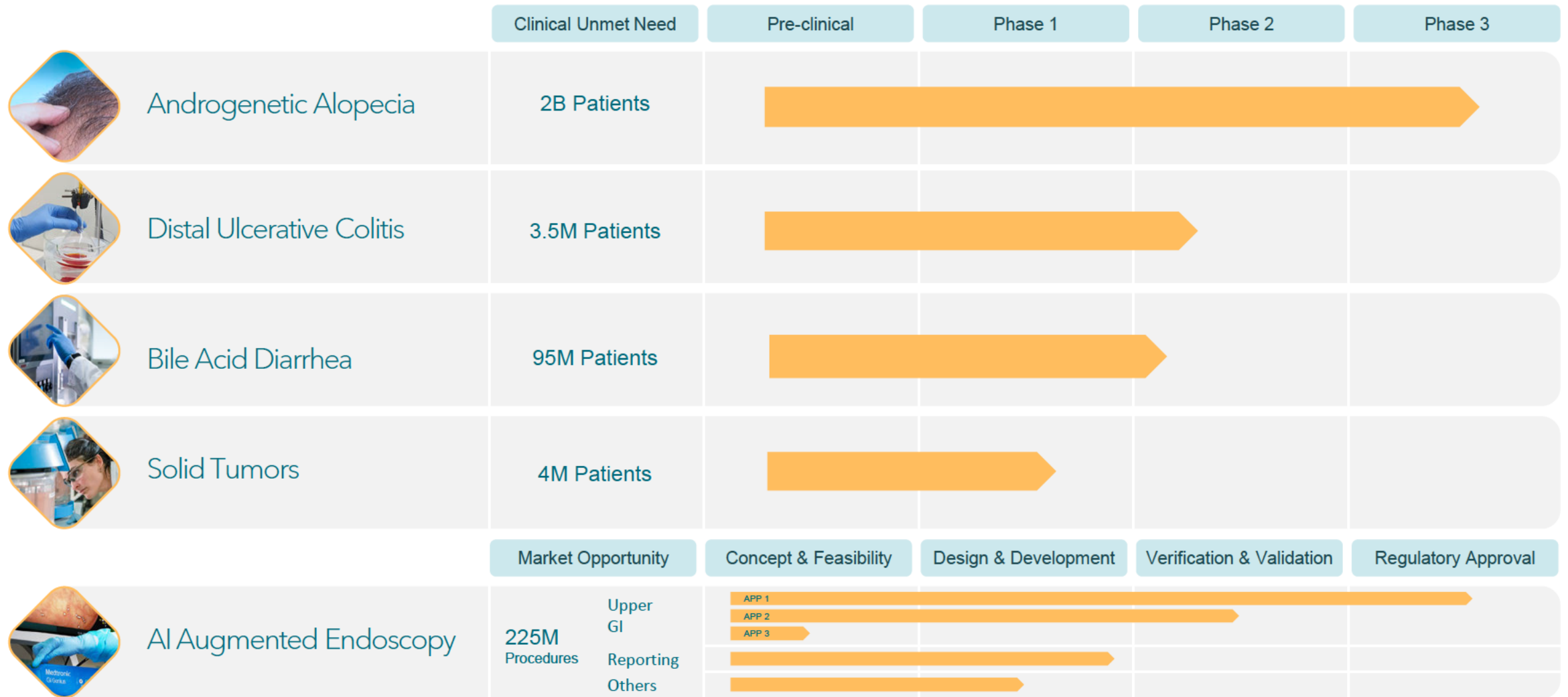
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- ◇ Androgenetic Alopecia
- ◇ Distal Ulcerative Colitis
- ◇ Solid Tumors
- ◇ Bile Acid Diarrhea
- ◇ AI Augmented Endoscopy



# Targeting Unmet Clinical Needs



# H2 2024 Key Priorities and Guidance

Continue Medtronic R&D execution

1

Continue Winlevi® commercial expansion and obtain EMA approval

2

Enroll First patient for the Bile Acid Diarrhea Phase 2 Trial

3

Receive FDA Clearance for Gi Genius 300

4

Complete enrolment on Phase 3 Androgenetic Alopecia Trial

5

Continue focus and execution on ESG

6

Reaffirmed Revenue Guidance

**€260M – €270M**

Reaffirmed Operating Profit Guidance

**€159M – €169M**



# Thank You

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# Q&A

Gio Di Napoli  
CEO



Niall Donnelly  
CFO

