

# Cessatech - Ventis Pharma US partnership - Q&A

## Selected top 10 investor questions



On 30 June – Cessatech A/S (“Cessatech” or “the Company”) releases a short Question and Answers (Q&A) overview, based all the positive feedback and questions from the exclusive US license and collaboration agreement with Ventis Pharma.

**1. What is the expected revenue for 2024?**

A: Revenue guidance will be provided once we have seen the early progression of the launch – but we expect a significant amount

**2. Could you explain the \$200-400M market opportunity?**

A: Ventis Pharma expects this ‘combined’ opportunity to be both the ‘early access program’ and the FDA approved drug, which would eventually equal sales (but pending discounts, rebates, distribution costs etc) within 5 years

**3. Do you expect a higher net income with a 50/50 split partnership?**

A: We believe a lot in the long-term opportunity and have therefore decided that the 50/50 principle is much more attractive to Cessatech – the potential upside is much bigger

**4. Will you and Ventis Pharma have to find a third partner for the US?**

A: No – we are all set with manufacturing, marketing, distribution – Ventis Pharma has a very strong commercial organization

**5. Why is Ventis Pharma your preferred partner?**

A: Ventis Pharma has a strong track-record within pain management treatments and at the same time able to access the market early – a perfect fit for us.

**6. How big is this opportunity to Cessatech?**

A: This is potentially a transformative transaction that provides a significant validation of our product and approach while at the same time generating revenue and hence financing to pursue our vision for providing better treatment options for children – this is a giant step forward for the Company and its shareholders

**7. When do you expect the US FDA filling and later launch?**

A: We have a lot of work going forward so it is too early to be specific about the timing, but we should be able to give more information on this next year

**8. How do you envisage the commercial role for Cessatech in Europe or other countries?**

A: We are in dialog – and it’s still too early to speculate in what the final solutions will be – but we will update the market when this is relevant

**9. What is the biggest risk with this partnership?**

A: We clearly feel that this partnership has ticked off all our criteria for success – as with any partnership it requires commitment and trust, which takes time

**10. What are the peak sales expectations?**

A: It is too early to indicate, but Ventis Pharma will be more specific on this at a later stage. Ventis Pharma has indicated a market opportunity of \$200-400m (within 5 years) in a market of +15 mill annual incidents