OUR SKIN TELLS A STORY





HC Wainwright Virtual BioConnect Conference January 2021

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Cassiopea Overview

- Publicly traded on SIX Cosmo Pharma holds 46.6%
- Innovative late stage pipeline of 4 dermatology NCE products
- Winlevi (clascoterone cream) 1% First in Class¹ Topical Androgen Receptor (AR) Inhibitor Targeting Acne - Approved by the FDA as a novel drug¹- August 26, 2020

NCE: new chemical entity

Source: 1. US FDA. https://www.fda.gov/drugs/new-drugs-fda-cders-new-molecular-entities-and-new-therapeutic-biological-products/novel-drug-approvals-2020





- Winlevi (clascoterone cream) 1%
- Commercial Update
- Clascoterone Solution Update









Acne is the most prevalent skin condition in the U.S...yet the last new mechanism of action approved by the FDA was almost **40** years ago

Million sufferers in US

50

Billion US market

Million prescriptions

24

Total Prescriptions written in the Dermatology Office

70%

Source: 1. Thielitz A, Gollnick H. Am J Clin Dermatol. 2008;9(6):369–81; 2. Costa CS et al. Cochrane Database Syst Rev 2018;11:CD009435. 3. Skin Conditions by the numbers. American Academy of Dermatology. https://www.aad.org/media/stats/conditions/skin-conditions-by-the-numbers. 4. IQVIA National Prescription Audit Sept. 2019.



Winlevi (clacoterone) cream 1% Approval Marks the Introduction of a **New Class of Topical Therapy to Dermatology**^{1,2}

First in Class Topical Androgen Receptor Inhibitor¹



Approved for the treatment of acne in Patients 12 years and older²

Tackles the androgen hormone component of acne in both males & females^{2,3}

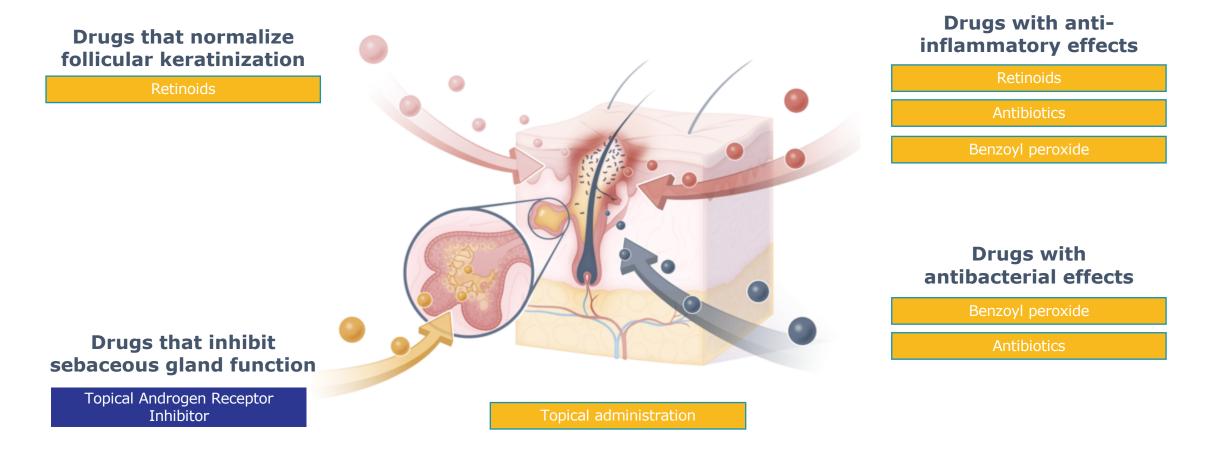
The most frequent observed local skin reaction was mild erythema^{1,3}

1. US FDA. https://www.fda.gov/drugs/new-drugs-fda-cders-new-molecular-entities-and-new-therapeutic-biological-products/novel-drug-approvals-2020 2. Winlevi Prescribing Information - <u>https://www.winlevi.com/assets/WINLEVI-clascoterone-cream-prescribing-info-08-2020.pdf 3</u>. US FDA Drug Trial Snapshot: WINLEVI. September 3, 2020. https://www.fda.gov/drugs/drug-approvals-and-databases/drug-trial-snapshot-winlevi

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Approval of Winlevi[®] (clascoterone) cream 1% Fills a Long-Standing Gap in Topical Acne Therapy^{1,2}

Multi-factorial disease results in a complementary approach to treat acne

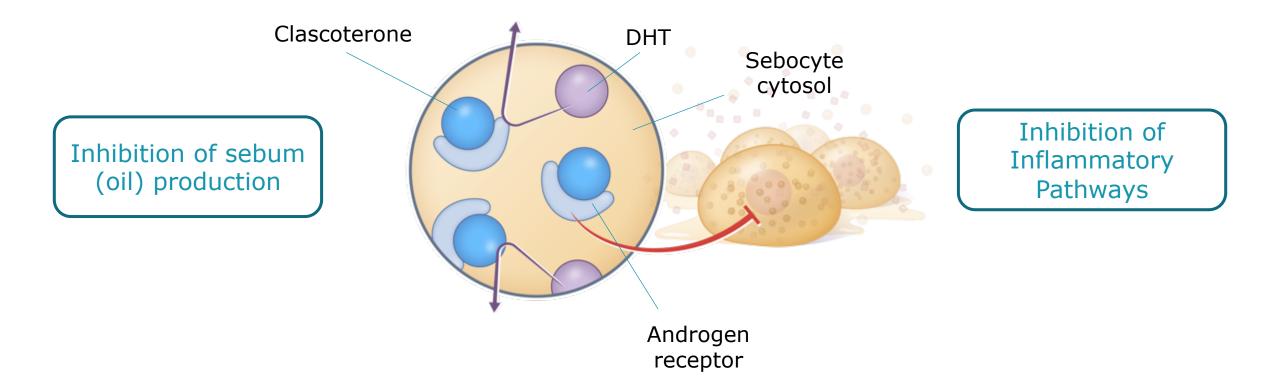


Source: 1. Zaenglein AL et al. J Am Acad Dermatol 2016;5:945-73. 2. Del Rosso JQ et al. J Drugs Dermatol. 2020;19(3 Suppl 1):s30-35



Clascoterone is an androgen receptor inhibitor: In Vitro Activity

Clascoterone competes with DHT for binding to the androgen receptor^{1,2*}



Source: 1. Ferraboschi P et al. Med Chem Commun 2014;5:904–14; 2. Rosette C, et al. J Drugs Dermatol. 2019; 18(5):412-418. https://www.ncbi.nlm.nih.gov/pubmed/31141847

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Local irritation is the most common adverse effect associated with Winlevi therapy. See Important Safety Information and accompanying Full Prescribing Information.

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*In vitro studies. The exact mechanism of action of clascoterone cream 1% on acne pathogenesis is not 9 fully characterized.

Winlevi Publications

Trending as top article

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	Open-label, long-term extension study to evaluate the safety of clascoterone (CB-03-01) cream, 1% twice daily, in patients with acne vulgaris Lewron Extenset, MD - Advisite Hebert, MD - Linds Stein Gold, MD Envice Pregaso, MS -			Save Start	Aspira	Pequer	۔ د
	Luigi Moro, PhD - Alessandro Mazzetti, MD A 10 - Show all autors					-1744	See a
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	Background			AD-DAT BOHDAT		-	\sim
Gay words	Androgens foster acnegenic pathways.			To assist re			
Nersuits	Objective			to develop therapies f			her
Necusaion	To assess the long-term safety of an androgen receptor inhibitor, clascoterone cream, 1%, in patients who participated in phase 3			Elsevier ha Veridata TM		d to ma	ke
Conclusion	studies.			available fo	or free	Feedback	
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JUNE 2019	570	Volume 18 • Issue 6
Copyright © 2019	ORIGINAL ARTICLE	Journal of Drugs in Dermatology

A Phase 2b, Randomized, Double-Blind Vehicle Controlled, Dose Escalation Study Evaluating Clascoterone 0.1%, 0.5%, and 1% Topical Cream in Subjects With Facial Acne

Alessandro Mazzetti MD,^a Luigi Moro PhD,^a Mara Gerloni PhD,^a Martina Cartwright PhD^b ^aCassiopea SpA, via Cristoforo Colombo 1, Lainate, Italy ^bCassiopea Inc., San Diego, CA

JUNE 2019	217	VOLUME 18 • ISSUE 6
Copyright © 2019	ORIGINAL ARTICLE	JOURNAL OF DRUGS IN DERMATOLOGY

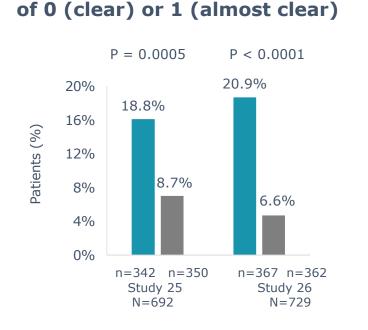
Pharmacokinetic Profile, Safety, and Tolerability of Clascoterone (Cortexolone 17-alpha propionate, CB-03-01) Topical Cream, 1% in Subjects With Acne Vulgaris: An Open-Label Phase 2a Study

Alessandro Mazzetti MD,^a Luigi Moro PhD,^a Mara Gerloni PhD,^a Martina Cartwright PhD^b ^aCassiopea SpA, via Cristoforo Colombo 1, Lainate, Italy ^bCassiopea Inc., San Diego, CA

Nearly 24,000 views /downloads from JAMA Derm website alone

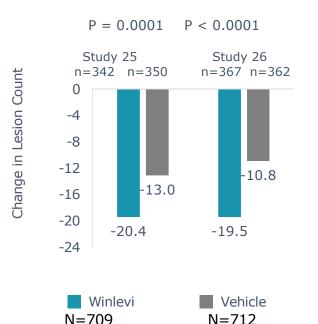
Two Pivotal Phase III Trials, WINLEVI (clascoterone) Cream, 1% Demonstrated Statistically Significant Efficacy vs. Vehicle—IGA Success and Absolute Reduction in Lesion Count^{1,2} Age 12 and older

EFFICACY (CO-PRIMARY ENDPOINTS) ITT (WEEK 12)

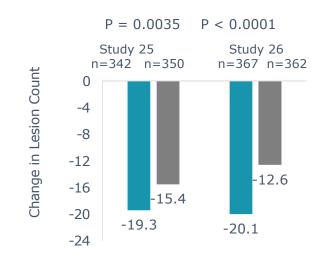


2 Point Reduction in IGA & IGA score

Absolute change from baseline in non-inflammatory lesion count



Absolute change from baseline in inflammatory lesion count

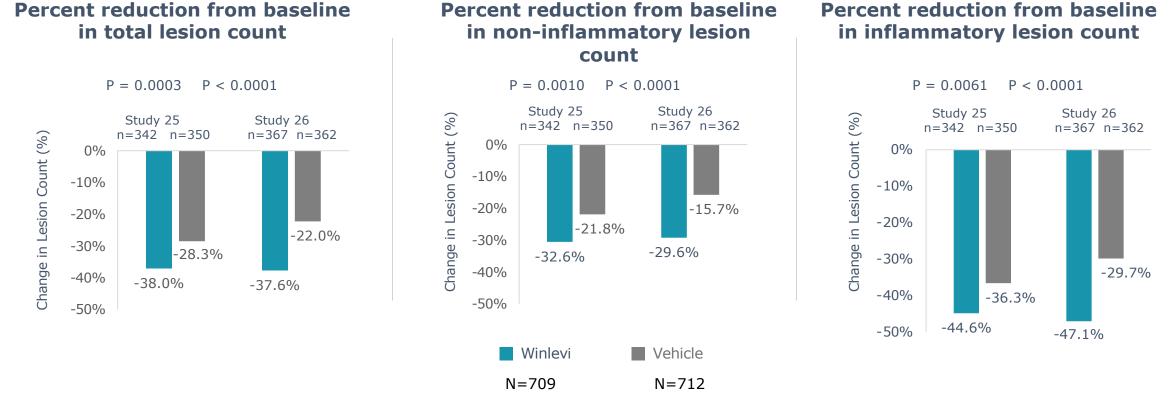


1. Hebert A, et al. JAMA Dermatol. JAMA Dermatol. 2020;156(6):621-630. doi:10.1001/jamadermatol.2020.0465. 2. Winlevi ® [Package Insert]. Cassiopea 2020. Statistical significance if P <0.05 significance level a=0.05



In Two Pivotal Phase III Trials, WINLEVI (clascoterone) Cream, 1% Demonstrated Statistically Significant Efficacy vs. Vehicle - Percent Reduction in Lesions^{1,2} Age 12 and older

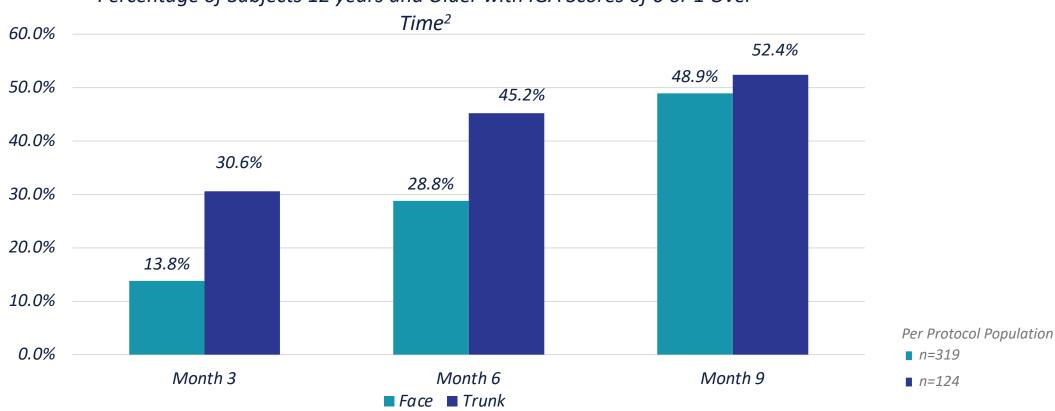
EFFICACY (SECONDARY ENDPOINTS) ITT (WEEK 12)



1. Hebert A, et al. JAMA Dermatol. Published online April 22, 2020. doi:10.1001/jamadermatol.2020.0465. 2. Winlevi ® [Package Insert]. Cassiopea 2020. Statistical significance if P <0.05 significance level a=0.05



Clascoterone Cream 1% Phase III Open Label Extension Study: Secondary Endpoint: Efficacy Summary^{1,2}



Percentage of Subjects 12 years and Older with IGA Scores of 0 or 1 Over

Patients on study treatment for the maximum period of 12 months on face and 9 months on trunk

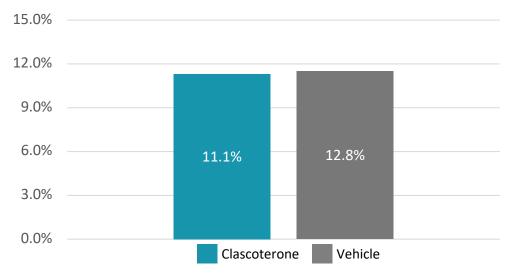
1. Eichenfield L et al. In press. JAAD 2020 2. Data on File. Cassiopea. 2020



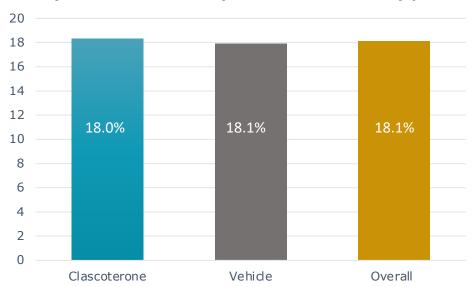
Winlevi Safety Profile—Phase 3 Studies & Open Label Extension^{1,2}— Indicated Population³

Phase 3 trials across 1,421 patients demonstrated side effects similar to vehicle^{1,2}

Pooled Safety Data – TEAE* Study 25, 26



The open label trial involving 600 patients from the parent Phase 3 studies showed similar TEAE levels^{2,3}



Study 27 Percent of Subjects with TEAEs—by parent study

14

*Treatment Emergent Adverse Events

1. Hebert A. et al. JAMA Dermatol. 2020;156(6):621-630. 2. Eichenfield L et al. In press. JAAD. 2020. 4. Data on File. Cassiopea.2020. 3. Winlevi [Package Insert]. Cassiopea. 2020

WINLEVI (clascoterone) Cream, 1% Incidence of New or Worsening Local Skin Reactions (LSRs) reported by \geq 1% of Patients \geq 12 Years

Incidence of New or Worsening Local Skin Reactions Reported by ≥ 1% of Patients Treated with Winlevi After Day 1 in 12-Week Controlled Clinical Trials

	Winlevi (N=687ª)	Vehicle Cream (N=662ª)
Edema	25 (3.6%)	23 (3.5%)
Erythema/reddening	84 (12.2%)	101 (15.3%)
Pruritus	52 (7.6%)	55 (8.3%)
Scaling/ dryness	72 (10.5%)	68 (10.3%)
Skin atrophy	11 (1.6%)	17 (2.6%)
Stinging/burning	28 (4.1%)	28 (4.2%)
Striae rubrae	17 (2.5%)	10 (1.5%)
Telangiectasia	8 (1.2%)	12 (1.8%)

a. The denominators for calculating the percentages were the 674 of 709 subjects treated with WINLEVI cream and 656 of 712 subjects treated with vehicle in these trials who had local skin reaction results reported after Day 1. LSR severity was recorded trace, minimal, mild, moderate or severe. Most were trace/minimal/mild.





Commercial Update

Key US Acne Market Insights and Positioning

 Acne market continues to be an important market in Dermatology
 High volume, concentrated target market with 8,200 providers accounting for almost 60% of prescriptions

•Unmet need among providers for a novel approach, especially targeting the hormonal aspect for all acne patients

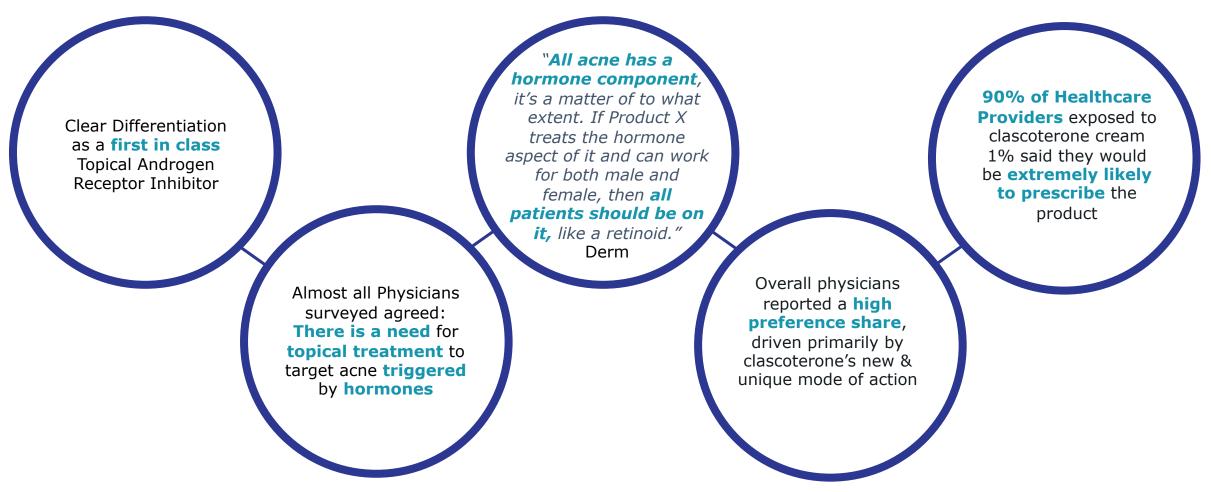
•Spironolactone (oral anti-androgen) used off label for acne is the third highest prescribed drug in Dermatology for any indication, limited use to females only

•Acne is treated with polypharmacy, using multiple, complementary drugs to address varying parts of the disease

 Market research demonstrates clear positioning for WINEVI around the unique mechanism of action and significant market share uptake predicted among segmented high value providers

Local irritation is the most common adverse effect associated with Winlevi therapy. See Important Safety Information and accompanying Full Prescribing Information.

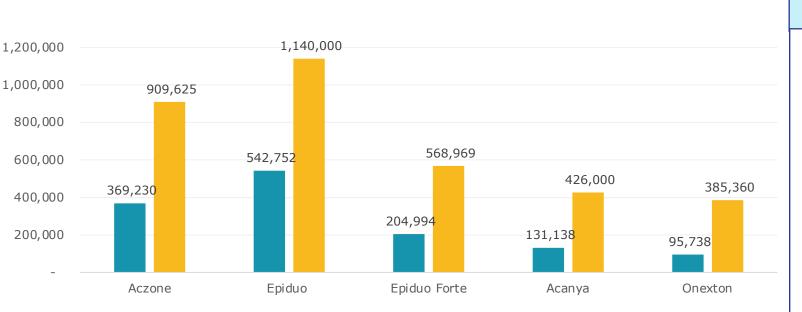
Market Research confirms WINLEVI can be positioned as a foundation for acne treatment



Source: IQVIA Primary Market Segmentation Research July- Sept 2019. Qualitative research n=50. Q. How likely are you to prescribe Product X for your acne patients? *Number of HCPs; Rating 1-7:* 1 = Not Likely; 4 = Somewhat Likely 7 = Extremely Likely



Market research confirms interest in WINLEVI is similar to Epiduo and Aczone.



Acne Launch Surrogates: Year 1 & Peak TRx Volume

"This is not only a new product, but also novel product. It's a good option for both men and women struggling with hormonal acne. I would definitely use it!"

-High Priority Segment Derm

Source: IQVIA NPA Sept. 2019 Data, Aczone & Epiduo Peak Volume in 2015, Acanya 2013, Onexton 2016

Provider Response to clascoterone cream 1%

- Average clascoterone efficacy ratings were similar to products like Adapalene, and Aczone Gel 7.5%®, given that it provided decent reduction in inflammatory lesions and sufficient long term efficacy (especially in truncal acne)
- Clascoterone had the highest tolerability rating of all the products that were rated, given its very positive tolerability profile and its small rate of discontinuation
- HCPs saw most value of Winlevi in moderate patients so they can target both the inflammation and the hormonal component of acne in these patients
- Reported market share of 18-24%

[■]Year 1 ■Peak TRx

Market Access Summary Insights and Coverage Progress

- Research confirms that Payers will continue to provide coverage for acne patient visits and products
- While price is a key driver for coverage decisions, innovation and new MOA does matter
 - Drugs over \$600 WAC monthly cost may have higher restrictions
 - Clascoterone targeting to be in a unique category as a first in class androgen receptor inhibitor
 - Possibly decreasing steps through other drugs as there are no other drugs in the class
- Coverage expected in at least 70% of commercial lives without highly restrictive PAs or multiple step edits for an acceptable Net price per month to the payer
- Partnered with a syndicated National Account Team (NAM) of 8 with U.S. Payer engagements started July 2020
- \$550 WAC price set
- Positive feedback to product and clinical reviews with Payers covering ~94% of Commercial lives
- Q4 2020 Contracting Engagements have been initiated with Payers representing:
 - 83MM Commercial Lives
 - 55% of Annual Acne Prescriptions

Source: In depth interviews conducted June and August 2019 by Precisions Xtract Inc. Perception and coverage expectation data based on primary research conducted June 2019; N=12 Payers (~92M Commercial Lives). Price-Access projections are based on primary research conducted August 2019; N=10 Payers (~79M Commercial Lives)



Winlevi Launch Approach

- Adopted a step wise approach to investment and launch preparation
 - Built a US management team with extensive dermatology experience in over 20 derm launches
 - 2 step launch approach: Market Access Launch at PDUFA (Sept. 2020), Commercial Sales Launch mid 2021
- Built a solid foundation for launch
 - Extensive Medical Affairs program has rapidly increased awareness of clascoterone new MOA and clinical data in the dermatology community
 - Marketing research conducted on positioning, messaging and market segmentation
 - Market access research conducted on value proposition, downstream payer analysis/pricing and market access launch has begun
- In order to increase operating efficiency we are currently evaluating
 - Transactions that give access to additional products
 - Structures of external or contract support
 - Cooperations with a commercial sales partner with Cassiopea maintaining strategic control of the brand (marketing, medical affairs, market access)
 - M&A options to optimize commercialization and profitability before building own organization

OUR SCIENCE TELLS A STORY

Clascoterone Solution 7.5% First in Class Androgen Receptor Inhibitor Targeting Androgenetic Alopecia

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Clascoterone solution is not FDA approved. It is poised as a first in class therapy for androgenetic alopecia

Clascoterone Solution Status and Next Steps

Status:

- FDA feedback on Special Protocol Assessment (SPA) for Phase 3 Program in males received in June with a request for a new validated PRO (Patient Reported Outcome)
- Type A FDA meeting held in November regarding development of the new PRO in parallel with Phase 3 studies, agreed
- Phase 2 study in 293 females fully enrolled, topline results expected 2Q21
- Extensive Medical Affairs program has increased visibility in the Dermatology community 9 Published Papers, Abstracts and Posters, 17+ KOL podium presentations

Next Steps:

Cassiopea

- Initiate Activities for PRO questionnaire
- Finalize SPA for Phase 3 Program in males with FDA, Type C meeting request sent Dec 2020
- Initiate Activities for Phase 3 trials in males after agreement with FDA on SPA

Clascoterone Solution for AGA in Females

Phase 2 Study Ongoing:

- Multicenter, prospective, randomized, double blind
- Minoxidil solution 2% BID, vehicle BID, Clascoterone solution 5% BID and Clascoterone solution 7.5% BID
- Females 18-55
- 6 months treatment
- 280 subjects split in 4 groups of 70 subjects

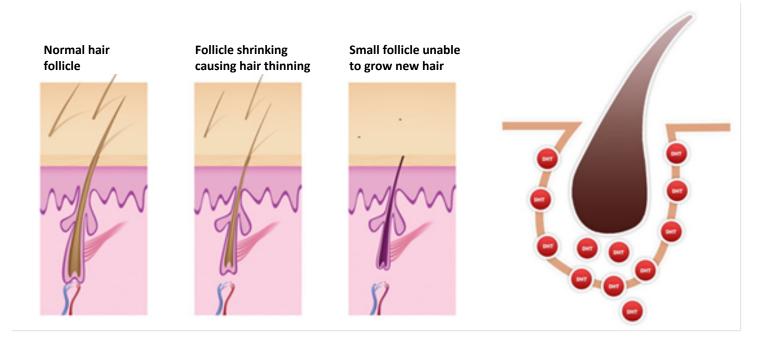
Status/Next Steps:

- Enrollment complete: 293 subjects enrolled
- Topline Results anticipated 2Q21



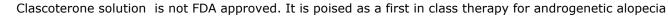
Androgenetic Alopecia and Existing Treatments

Cassiopea

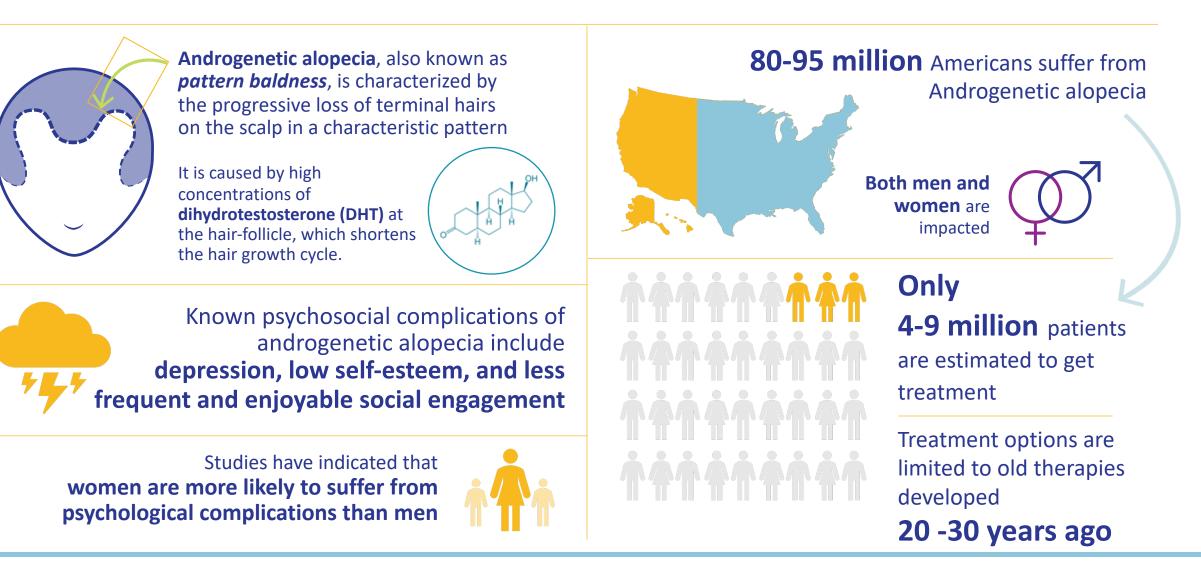


DHT = Dihydrotestosterone

Existing Treatments		Clascoterone Solution	A Novel Androgen Receptor Inhibitor
 Shows anti-androgenic activity on follicle However, serious side effects due to hormonal imbalance Not indicated for women 	 Minoxidil Shows a vasodilator effect, ensuring a better flow of nutrients to the papilla 	 Antagonizes DHT's negative effetence Reduces hair miniaturization Reduces dermal inflammation 	ects on dermal papilla



US Androgenetic Alopecia Market





Clascoterone solution is not FDA approved. It is poised as a first in class therapy for androgenetic alopecia

Providers and Patients are excited about Clascoterone Solution for AGA

- HCPs were highly receptive to the product profile, emphasizing the novel mechanism and impressive clinical photographs
 - All provider specialties suggest high utilization with a reported adoption of over 60% of male patients and 50% of female patients
 - Physicians reported high adoption rates and would take replace finasteride and minoxidil equally
- Nearly half of Rogaine[®] patients indicated that they would be at least highly likely to request Clascoterone Solution from their physician
- Clascoterone Solution could be priced like other cash pay lifestyle drugs ie \$100-200 per month





"I have never been able to give my female patients something that could really fix their issue. This product could give a bit of hope to female alopecia patients."

- Primary Care Physician



Clascoterone solution is not FDA approved. It is poised as a first in class therapy for androgenetic alopecia

Upcoming Company Milestones

- Winlevi (clascoterone) cream, 1% launch
 - Market Access launch ongoing, Sales launch mid 2021
- Finalize SPA with FDA on Phase 3 program for Clascoterone Solution in males
- Announce topline results for Phase 2 program for Clascoterone Solution in Females 2Q21



Cassiopea SpA

Information

Number of shares: 10,750,000

Listing: SIX Swiss exchange, Main board

ISIN: IT0005108359

Ticker: SKIN

Contacts

Diana Harbort, CEO <u>dharbort@cassiopea.com</u>

Pierpaolo Guzzo, CFO pguzzo@cassiopea.com



WINLEVI® (clascoterone) cream, 1% Indication & Important Safety Information

INDICATIONS AND USAGE

WINLEVI[®] (clascoterone) cream is an androgen receptor inhibitor indicated for the topical treatment of acne vulgaris in patients 12 years of age and older.

DOSAGE AND ADMINISTRATION

- Apply a thin layer (approximately 1 gram) to affected area twice daily (morning and evening). Avoid contact with eyes, mouth, and mucous membranes.
- Not for ophthalmic, oral or vaginal use.

DOSAGE FORM AND STRENGTHS

Cream 1%.

CONTRAINDICATIONS

None.

WARNINGS AND PRECAUTIONS

Local Irritation: Pruritus, burning, skin redness or peeling may be experienced with WINLEVI cream. If these effects occur, discontinue or reduce the frequency of application of WINLEVI cream.

- Hypothalamic-pituitary-adrenal (HPA) axis suppression may occur during or after treatment with clascoterone.
- Attempt to withdraw use if HPA axis suppression develops.
- Pediatric patients may be more susceptible to systemic toxicity.
- Hyperkalemia: Elevated potassium levels were observed in some subjects during the clinical trials.

ADVERSE REACTIONS

Most common adverse reactions occurring in 7 to 12% of patients are erythema/reddening, pruritus and scaling/dryness. Additionally, edema, stinging, and burning occurred in >3% of patients and were reported in a similar percentage of subjects treated with vehicle.

See

https://www.winlevi.com/assets/WINLEVI-clascoterone-creamprescribing-info-08-2020.pdf for full prescribing information

