



# Company Overview

May 2019

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**Developing**  
novel  
dermatology  
products



**Providing meaningful  
benefit** for people living  
with skin diseases



**Late-stage** medical  
dermatology company



**Reinventing  
Skin Science**  
by focusing on  
development and  
commercialization

# INVESTMENT HIGHLIGHTS

## ★ Two of the Largest Unmet Needs in Dermatology

- Prevalence of ~6 million in molluscum contagiosum<sup>(1)</sup> and ~22 million in common warts in the U.S.<sup>(2)</sup>
- No FDA approved drugs to treat molluscum or warts

## ★ Positive Topline Phase 3 Results in Molluscum Contagiosum

- Achieved statistical significance for primary endpoints in our Phase 3 CAMP-1 and CAMP-2 pivotal trials for VP-102
- P-value <0.0001 for primary endpoint in both pivotal trials

## ★ Favorable Tolerability

- No serious adverse events in VP-102 treated patients

## ★ Physician Acceptance

- 95% of pediatric dermatologists have used API<sup>(3)</sup>

## ★ Innovative Product Candidate

- Drug-device combination of a proprietary formulation and a novel single-use applicator

## ★ Barriers to Competition

- New chemical entity regulatory exclusivity upon approval
- IP pending on product candidate, including on novel formulation, applicator and methods of use
- Drug-device combination makes a 'true generic' unlikely

## ★ Proven Team





- Industry-leading, experienced management team with extensive product launch experience

(1) Prevalence in the US of 5.1% to 11.5% in children aged 0-16 years. (Fam Pract. 2014 Apr;31(2):130-6). US Census estimates ~69.4MM children aged 0 to 16 years in 2016.

(2) IMS National Disease and Therapeutic Index (NDTI) Rolling 5 Years Ending June 2016. Nguyen et al, Laser Treatment of Nongenital Verrucae A Systemic Review. JAMA Dermatology. 2016; 152(9): 1025-1033

(3) Based on a survey of 115 dermatologists the results of which have been extrapolated to pediatric dermatologists.

# OUR PRODUCT PORTFOLIO

		PRECLINICAL	PHASE 1	PHASE 2	PHASE 3	NEXT EXPECTED MILESTONE
VP-102	<b>Molluscum Contagiosum</b>					NDA submission in 2H 2019
	<b>Common Warts</b>					Topline Phase 2 results in 2Q 2019
	<b>Genital Warts</b>					Initiate Phase 2 trial in 2Q 2019
VP-103	<b>Plantar Warts<sup>(1)</sup></b>					IND submission in 2H 2019

**We retain exclusive, royalty-free rights to our product candidates across all indications globally**

(1) Phase 2 ready assuming leverage of data from VP-102.

## THE PROBLEM

# Molluscum Contagiosum

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# MOLLUSCUM BACKGROUND

## OVERVIEW

Caused by a pox virus

Primarily infects children, with the highest incidence occurring in children <14 years old

Highly contagious

If untreated, lesions persist an average of 13 months, with some cases remaining unresolved for 2+ years

Often leads to anxiety and social challenges for the patients and parents and negatively impacts quality of life

## ETIOLOGY AND CLINICAL PRESENTATION

### Transmission

- Skin to skin contact
- Sharing of contaminated objects (e.g., clothing, towels, swimming pool toys)

### Diagnosis & Symptoms

- Typically 10 to 30 lesions
- 100+ lesions can be observed
- Lesions may be the only sign of infection and are often painless
- Can be diagnosed with skin biopsy to differentiate from other lesions



### Complications

- Skin irritation, inflammation, and re-infection
- Follicular or papillary conjunctivitis if lesions on eyelids
- Cellulitis



# CURRENT TREATMENTS FOR MOLLUSCUM ARE NOT FDA APPROVED AND HAVE MANY LIMITATIONS

Broad use limited by unproven efficacy, scarring, lack of availability, safety concerns & pain

**Significantly undertreated patient population**



	DESCRIPTION	LIMITATIONS
<b>Cryotherapy</b>	Freezing the lesions with liquid nitrogen	<ul style="list-style-type: none"> <li>• Pain and scarring</li> <li>• Unsuitable for use in children</li> </ul>
<b>Curettage</b>	Using a curette or a surgical instrument with a scoop at the tip to scrape the lesions	<ul style="list-style-type: none"> <li>• Pain and scarring</li> <li>• Unsuitable for use in children</li> </ul>
<b>Laser Surgery</b>	Applying a laser to target and destroy the lesions	<ul style="list-style-type: none"> <li>• Pain, cost and lack of availability</li> <li>• Unsuitable for use in children</li> </ul>
<b>Topical Products</b>	Applying various acids (e.g. salicylic acid), creams or blistering solutions to destroy the lesions	<ul style="list-style-type: none"> <li>• Unproven efficacy</li> </ul>
<b>Off-Label Drugs</b>	Retinoids, antiviral medicines, or immune modulating therapies	<ul style="list-style-type: none"> <li>• Limited efficacy</li> <li>• Side-effects</li> </ul>
<b>Natural Remedies</b>	Applying natural oils (e.g. tea tree oil) with antimicrobial properties	<ul style="list-style-type: none"> <li>• Unproven efficacy</li> <li>• Pain, irritation and allergic reactions</li> </ul>



## THE SOLUTION

# VP-102



# VP-102 IS A PROPRIETARY DRUG-DEVICE COMBINATION OF CANTHARIDIN ADMINISTERED THROUGH OUR SINGLE-USE PRECISION APPLICATOR

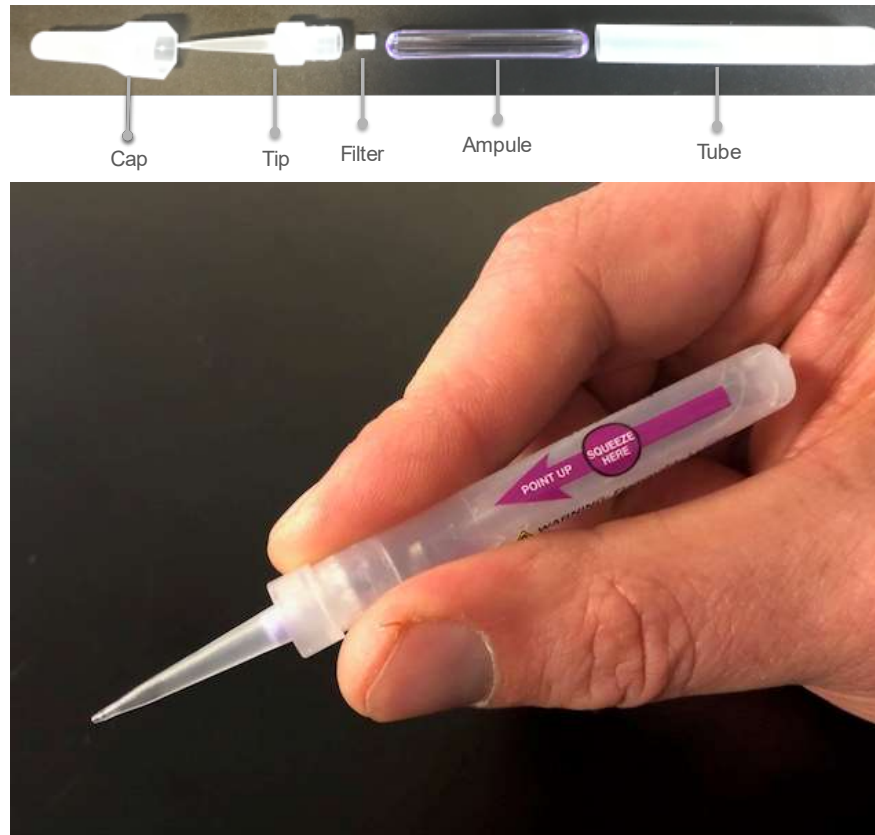
## **GMP-controlled formulation** of cantharidin with:

- API that is greater than 99% pure
- Defined pharmaceutical batch process

## **Long-term, room temperature stability**

## **Visualization agent** to see which lesions have been treated

## **Bittering agent** to mitigate oral ingestion by children



# Mechanism of Action and Clinical Evidence

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# CANTHARIDIN HAS A PROVEN DUAL MECHANISM OF ACTION

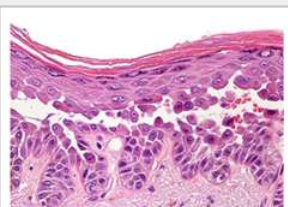
1

## Targeted Destruction of Infected Skin Leads to Lesion Clearance

Once applied, cantharidin activates neutral serine proteases that cause degeneration of the desmosomal plaque, leading to detachment of tonofilaments from desmosomes.<sup>(1)</sup>

This leads to intraepidermal blistering and nonspecific lysis of the skin, causing the tissues containing the virus to separate from the surrounding skin.

Since acantholysis is intraepidermal, healing occurs without scarring.



Desmosome Cleavage and Blister Formation

2

## Elicits Inflammation & Immune Response with Potential to Boost Viral Immune Response

Leukocyte infiltration includes neutrophils, macrophages, B and T cells and eosinophils

Release of chemokines and cytokines including TNF- $\alpha$ , IL-8 and CXCL-5

Cantharidin is used in the laboratory as a model for studying leukocyte trafficking and cytokine production.<sup>(2)</sup>



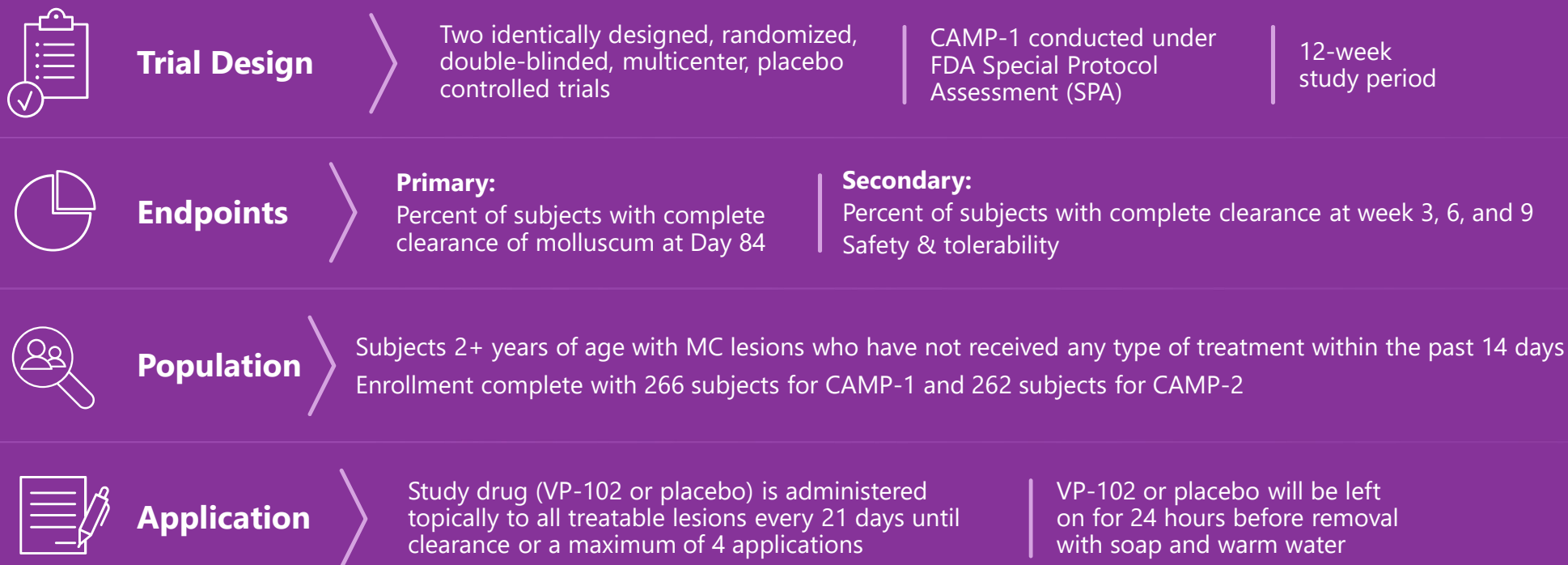
(1) J Invest Dermatol. 1962 Jul;39:39-45.

(2) J Immunol Methods. 2001 Nov 1;257(1-2):213-20.2

# SIGNIFICANT CLINICAL PROGRESS OF VP-102 FOR THE TREATMENT OF MOLLUSCUM

	TRIAL AND STATUS	FORMULATION / APPLICATION METHOD	TRIAL DESIGN	TRIAL OBJECTIVES
PHASE 3	<b>Pivotal Trial CAMP-1</b> Complete	VP-102	<ul style="list-style-type: none"> <li>N=266</li> <li>Conducted under SPA</li> <li>Randomized, double blind, multi-center, placebo controlled</li> </ul>	<ul style="list-style-type: none"> <li>To evaluate the efficacy of dermal application of VP-102 relative to placebo for complete clearance at day 84</li> <li>To assess the safety and tolerability of VP-102</li> </ul>
	<b>Pivotal Trial CAMP-2</b> Complete	VP-102	<ul style="list-style-type: none"> <li>N=262</li> <li>Randomized, double blind, multi-center, placebo controlled</li> </ul>	<ul style="list-style-type: none"> <li>To evaluate the efficacy of dermal application of VP-102 relative to placebo for complete clearance at day 84</li> <li>To assess the safety and tolerability of VP-102</li> </ul>
PHASE 2	<b>Innovate Trial</b> Complete	VP-102	<ul style="list-style-type: none"> <li>Open-label, single-center</li> <li>N=33</li> </ul>	<ul style="list-style-type: none"> <li>To determine possible systemic exposure from a single 24-hour application of VP-102</li> <li>To confirm safety and efficacy with applicator</li> </ul>
	<b>Pilot Trial</b> Complete	Our proprietary formula of cantharidin used in VP-102, applied with the wooden stick part of a cotton-tipped swab	<ul style="list-style-type: none"> <li>Open-label, single-center</li> <li>N=30</li> </ul>	<ul style="list-style-type: none"> <li>To evaluate safety and efficacy and determine optimal treatment duration</li> </ul>

# WE HAVE SUCCESSFULLY COMPLETED TWO PIVOTAL PHASE 3 TRIALS (CAMP-1 & CAMP-2) IN MOLLUSCUM



# DEMOGRAPHICS IN PHASE 3 MOLLUSCUM TRIALS

	CAMP-1		CAMP-2	
	VP-102 (N=160)	Placebo (N=106)	VP-102 (N=150)	Placebo (N=112)
<b>Randomized</b>	160	106	150	112
<b>Completed</b>	150 (94%)	100 (94%)	139 (93%)	108 (96%)
<b>Age (years)</b>				
Mean	7.5	6.3	7.4	7.3
Median	6.0	5.0	6.0	6.0
Min, Max	2, 41	2, 40	2, 60	2, 54
<b>Gender</b>				
Female	85 (53%)	61 (58%)	69 (46%)	46 (41%)
Male	75 (47%)	45 (42%)	81 (54%)	66 (59%)



# MOLLUSCUM HISTORY FOR SUBJECTS IN PHASE 3 TRIALS

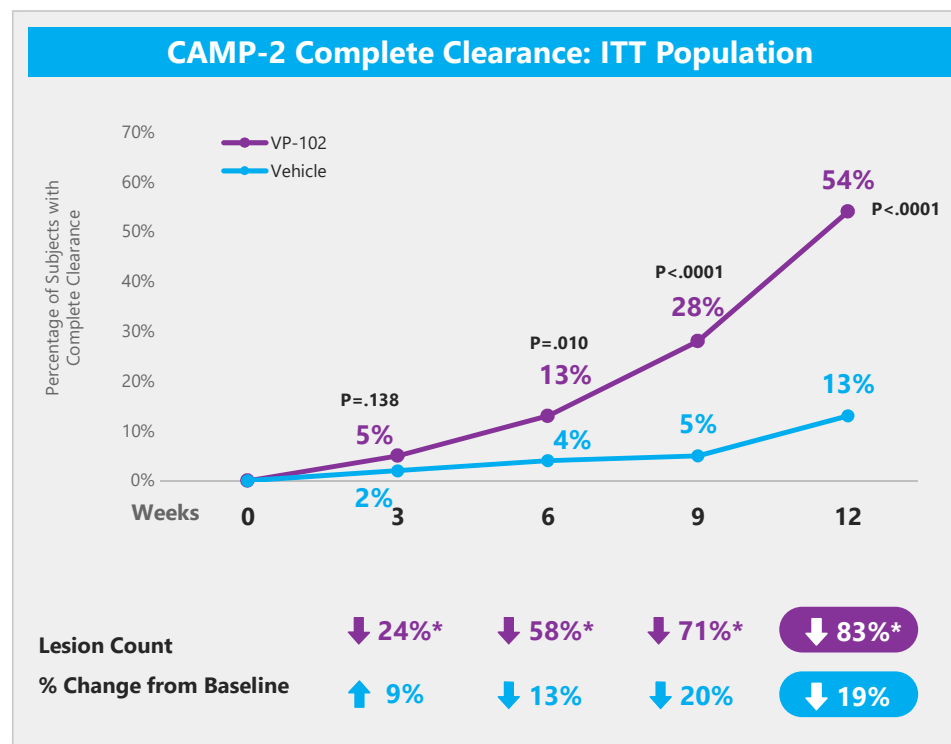
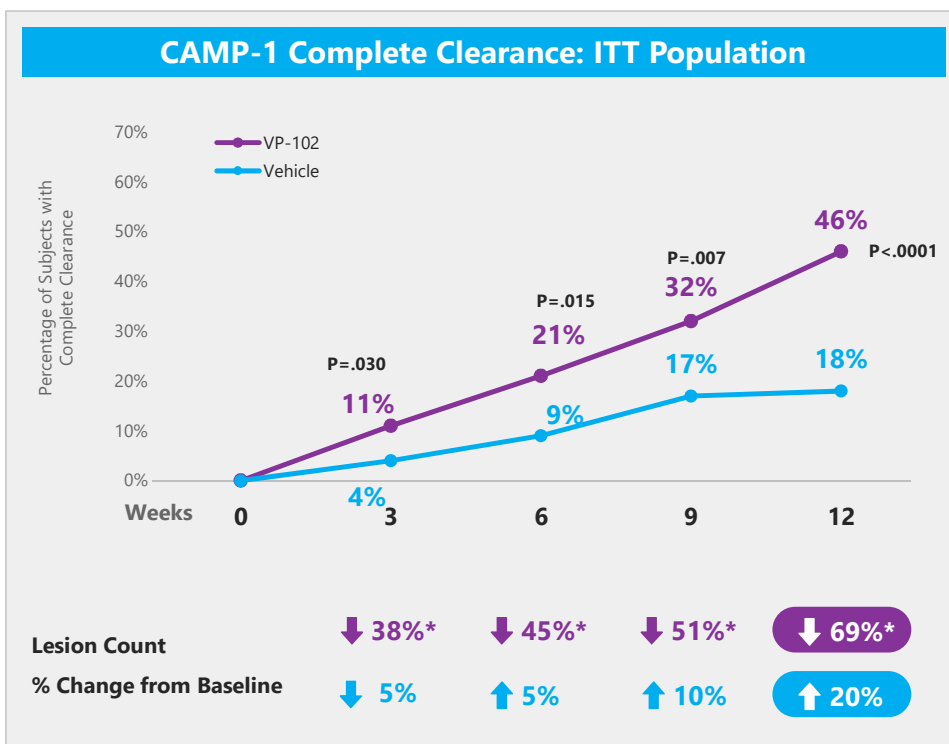
## CAMP-1

	VP-102 (N=160)	Placebo (N=106)
<b>Time Since Clinical Diagnosis (days)</b>		
Mean	127	129
Median	25	32
Min, Max	1, 1247	1, 1302
<b>Age at Diagnosis</b>		
Mean	7.1	6.1
<b>Any Previous Treatment for Molluscum?</b>		
Yes	41 (26%)	30 (28%)
<b>Active Atopic Dermatitis</b>		
Yes	12 (8%)	13 (12%)
<b>Baseline Lesion Count</b>		
Mean	22	25
Min, Max	1, 107	1, 110

## CAMP-2

	VP-102 (N=150)	Placebo (N=112)
<b>Time Since Clinical Diagnosis (days)</b>		
Mean	118	124
Median	28	31
Min, Max	1, 977	1, 957
<b>Age at Diagnosis</b>		
Mean	7.1	7.0
<b>Any Previous Treatment for Molluscum?</b>		
Yes	48 (32%)	42 (38%)
<b>Active Atopic Dermatitis</b>		
Yes	11 (7%)	7 (6%)
<b>Baseline Lesion Count</b>		
Mean	19	20
Min, Max	1, 184	1, 86

# PHASE 3 STUDIES IN MOLLUSCUM DEMONSTRATE STATISTICALLY SIGNIFICANT EFFICACY ON PRIMARY ENDPOINT OF COMPLETE CLEARANCE



\* Lesion count p<0.05 (pre-specified exploratory endpoint)

Note: Data reported reflects lesion count % change from baseline information for CAMP-1 resulting from continued analysis of complete data set for CAMP-1 and CAMP-2 post release of topline Phase 3 results on 3 Jan 2019.

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# SAFETY SUMMARY FOR MOLLUSCUM PHASE 3 TRIALS

## CAMP-1

	<b>VP-102</b> (N=161) n (%)	<b>Placebo</b> (N=104) n (%)
Subjects with at least one...		
<b>TEAE (Treatment Emergent AE)</b>	159 (99)	76 (73)
<b>Mild TEAE</b>	157 (98)	66 (64)
<b>Moderate TEAE</b>	105 (65)	41 (39)
<b>Severe TEAE</b>	19 (12)	1 (1)
<b>TEAE related to drug</b>	158 (98)	60 (58)
<b>Serious TEAE</b>	0 (0)	1 (1)
<b>TEAE leading to discontinuation</b>	5 (3)	0 (0)
<b>Local Skin Reaction TEAE</b>	158 (98)	60 (58)

**AE= Adverse Event**

Note: Data reported reflects AE information for CAMP-1 resulting from continued analysis of complete data set for CAMP-1 and CAMP-2 post release of topline Phase 3 results on 3 Jan 2019.

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## CAMP-2

	<b>VP-102</b> (N=150) n (%)	<b>Placebo</b> (N=112) n (%)
Subjects with at least one...		
<b>TEAE (Treatment Emergent AE)</b>	143 (95)	74 (66)
<b>Mild TEAE</b>	141 (94)	74 (66)
<b>Moderate TEAE</b>	60 (40)	18 (16)
<b>Severe TEAE</b>	4 (3)	0 (0)
<b>TEAE related to drug</b>	143 (95)	67 (60)
<b>Serious TEAE</b>	0 (0)	0 (0)
<b>TEAE leading to discontinuation</b>	1 (1)	1 (1)
<b>Local Skin Reaction TEAE</b>	143 (95)	67 (60)

# CAMP-1

## ADVERSE EVENTS <sup>(1)</sup>

PREFERRED TERM NAME	VP-102 (N=161)			Placebo (N=104)		
	n (%)			n (%)		
	MILD	MOD	SEV	MILD	MOD	SEV
Application site vesicles	79 (49.1)	70 (43.5)	8 (5.0)	25 (24.0)	4 (3.8)	0 (0.0)
Application site pruritus	85 (52.8)	18 (11.2)	1 (0.6)	33 (31.7)	5 (4.8)	0 (0.0)
Application site pain	58 (36.0)	45 (28.0)	7 (4.3)	18 (17.3)	2 (1.9)	0 (0.0)
Application site erythema	32 (19.9)	37 (23.0)	0 (0.0)	21 (20.2)	9 (8.7)	0 (0.0)
Application site scab	46 (28.6)	16 (9.9)	0 (0.0)	24 (23.1)	1 (1.0)	0 (0.0)
Application site discoloration	48 (29.8)	5 (3.1)	1 (0.6)	16 (15.4)	2 (1.9)	0 (0.0)
Application site dryness	23 (14.3)	1 (0.6)	0 (0.0)	11 (10.6)	0 (0.0)	0 (0.0)
Application site edema	15 (9.3)	6 (3.7)	0 (0.0)	4 (3.8)	2 (1.9)	0 (0.0)

(1) AEs occurring in >10% of subjects in any arm

Note: Data reported reflects AE information for CAMP-1 resulting from continued analysis of complete data set for CAMP-1 and CAMP-2 post release of topline Phase 3 results on 3 Jan 2019.

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## CAMP-2 ADVERSE EVENTS <sup>(1)</sup>

PREFERRED TERM NAME	VP-102 (N=150)			Placebo (N=112)		
	n (%)			n (%)		
	MILD	MOD	SEV	MILD	MOD	SEV
Application site vesicles	108 (72.0)	30 (20.0)	3 (2.0)	34 (30.4)	0 (0.0)	0 (0.0)
Application site scab	74 (49.3)	11 (7.3)	0 (0.0)	20 (17.9)	2 (1.8)	0 (0.0)
Application site pruritus	60 (40.0)	5 (3.3)	0 (0.0)	29 (25.9)	8 (7.1)	0 (0.0)
Application site pain	69 (46.0)	14 (9.3)	0 (0.0)	16 (14.3)	0 (0.0)	0 (0.0)
Application site erythema	41 (27.3)	28 (18.7)	1 (0.7)	22 (19.6)	6 (5.4)	0 (0.0)
Application site dryness	35 (23.3)	4 (2.7)	0 (0.0)	19 (17.0)	1 (0.9)	0 (0.0)
Application site discoloration	39 (26.0)	7 (4.7)	0 (0.0)	9 (8.0)	0 (0.0)	0 (0.0)

(1) AEs occurring in >10% of subjects in any arm

# Our Opportunity in Common Warts



# VERRUCA VULGARIS (COMMON WARTS)

## OVERVIEW

Caused by Human Papilloma virus (HPV)

Infects patients of all ages

Persistent infection, highly refractory

Typically 2-5 lesions

No FDA approved drug for the treatment of common warts

## ETIOLOGY AND CLINICAL PRESENTATION

### Transmission

- Skin to skin contact
- Sharing of infected articles of clothing

### Diagnosis & Symptoms

- Dome shaped flesh-colored lesions commonly on the hands, fingers, knees or elbows
- Lesions may occur in groups or in a linear pattern
- Lesions can cause considerable pain and discomfort, may spread with skin trauma, and can be itchy



### Complications

- Scarring may occur
- Dyspigmentation of affected areas
- Bacterial superinfection of lesions
- Irritation, pain, and redness of surrounding skin



# PHASE 2 STUDY (COVE-1) IN COMMON WARTS IS ONGOING



## Study Design

Open label, single center

Efficacy, safety & tolerability

Study has two cohorts



## Endpoints

### Primary

Percent of subjects with complete clearance of all treatable warts (baseline and new) at Day 84

### Secondary

Percent of subjects achieving complete clearance of all treatable warts at Visits 2, 3, and 4



## Patients

Cohort 1: 21 subjects 2+ years of age with common warts, who have not received any type of treatment within the past 14 days

Cohort 2: ~35 subjects 12+ years of age with common warts, who have not received any type of treatment within the past 14 days



## Application

Study drug (VP-102) is administered topically to each treatable wart to a maximum of 4 applications or until complete clearance

Frequency of administration is at least 14 days (cohort 1) or 21 days (cohort 2)

VP-102 will be left on for 24 hours before removal with soap and warm water

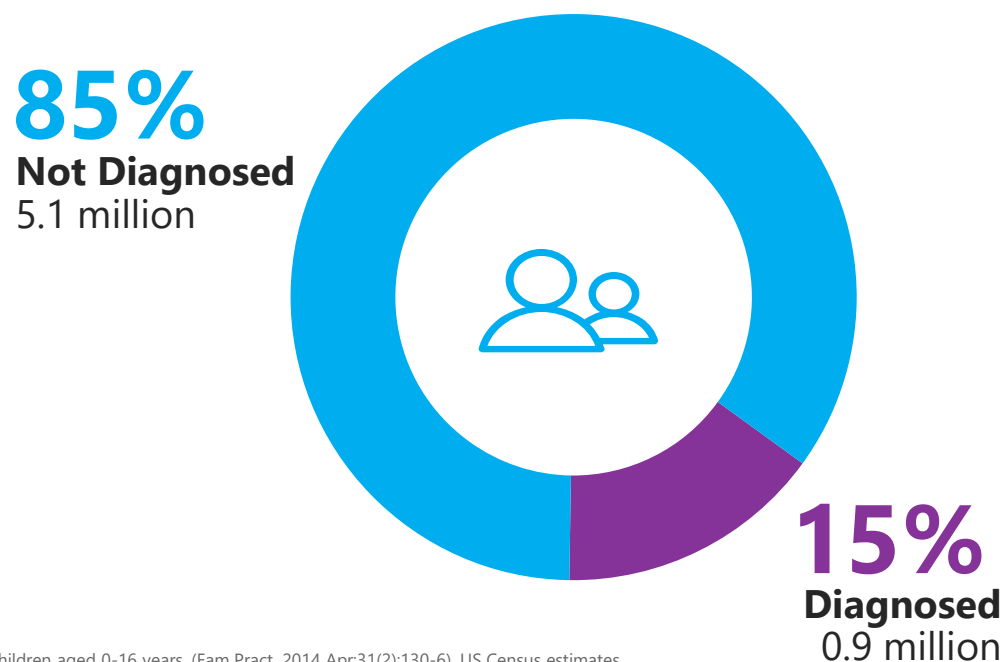
# MC Commercial Opportunity

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## REALIZING THE MOLLUSCUM OPPORTUNITY

US Prevalence of **~6 million in molluscum**<sup>(1)</sup> with **~1 million diagnosed annually**<sup>(2)</sup>

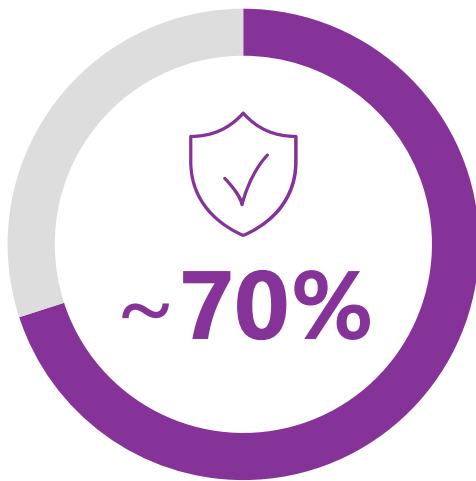


(1) Prevalence in the US of 5.1% to 11.5% in children aged 0-16 years. (Fam Pract. 2014 Apr;31(2):130-6). US Census estimates ~69.4MM children aged 0 to 16 years in 2016.

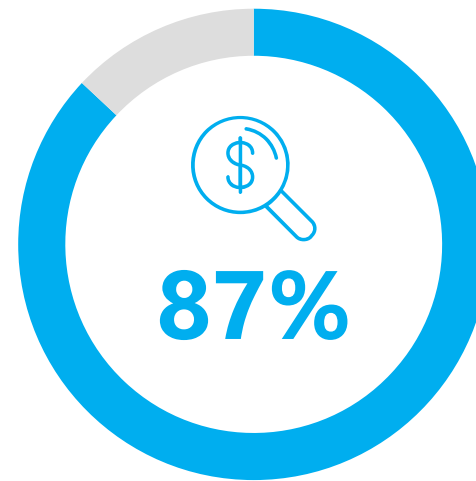
(2) IQVIA projected dataset for 12 months ending October 2017

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## DERMATOLOGISTS ARE FAMILIAR WITH VP-102'S API & WOULD USE IF AVAILABLE



Physicians who do not use the API of VP-102 **stated inaccessibility as a primary reason why they are not using**<sup>(1)</sup>



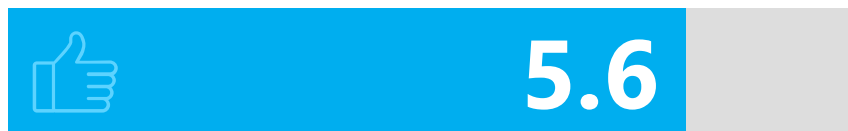
Physicians reported they **would use VP-102 if the cost of the drug was covered**<sup>(2)</sup>

(1) Pompei DT et al. Cantharidin Therapy: Practice patterns and attitudes of health care providers. Journal of the American Academy of Dermatology. 2013; 68(6). Survey of 400 healthcare providers, 87.7% of responders were US based dermatologists.

(2) Company survey of 40 physicians.

# PHYSICIANS ARE HIGHLY FAVORABLE TO VP-102 PROFILE

## Derms and Ped Derms <sup>(1)</sup>



### KEY REASONS TO USE IF APPROVED

Efficacy

Precise and pain free application

FDA approval

Convenience of administration

## Pediatricians <sup>(1)</sup>



### KEY REASONS TO USE IF APPROVED

Efficacy

Fits into their current office model

Frustrated with not treating and having no viable options

Scale of 1 (unlikely to use at all) to 7 (highly likely to use)

(1) Physician Qualitative research- one-hour individual interviews [n=30 Pediatricians, 13 Dermatologist, 5 Pediatric Dermatologists]

## INITIAL PAYER RESEARCH SUGGESTS FAVORABLE REIMBURSEMENT LANDSCAPE FOR VP-102

	COHORT SIZE	AVERAGE LIVES COVERED
Medical Directors	7	9.8M
Pharmacy Directors	6	4.2M
IDN Stakeholders	2	6.5M

Source: Third party study commissioned by the Company.

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The 15 Payer Organizations and Plans Represented in the Interviews  
**Cover a Total of 105 Million Commercial & Medicaid Lives**

# INITIAL PAYER RESEARCH SUGGESTS FAVORABLE REIMBURSEMENT LANDSCAPE FOR VP-102

## Key Takeaways

- 1 Payers interviewed **recognize a significant unmet need** for molluscum contagiosum and lack of an effective treatment
- 2 Some of the **key concerns** mentioned about the undertreatment of the condition include the **risk of infection, scarring, or spread of the disease**
- 3 Payers **perceived VP-102 to be highly favorable** based on the majority of patients experiencing clearance within 12 weeks
- 4 Given the unmet need and favorable clinical outcomes in Phase 2 trials, **payers anticipate the majority of patients would have access to VP-102** with minimal to no restrictions



Source: Third party study commissioned by the Company.

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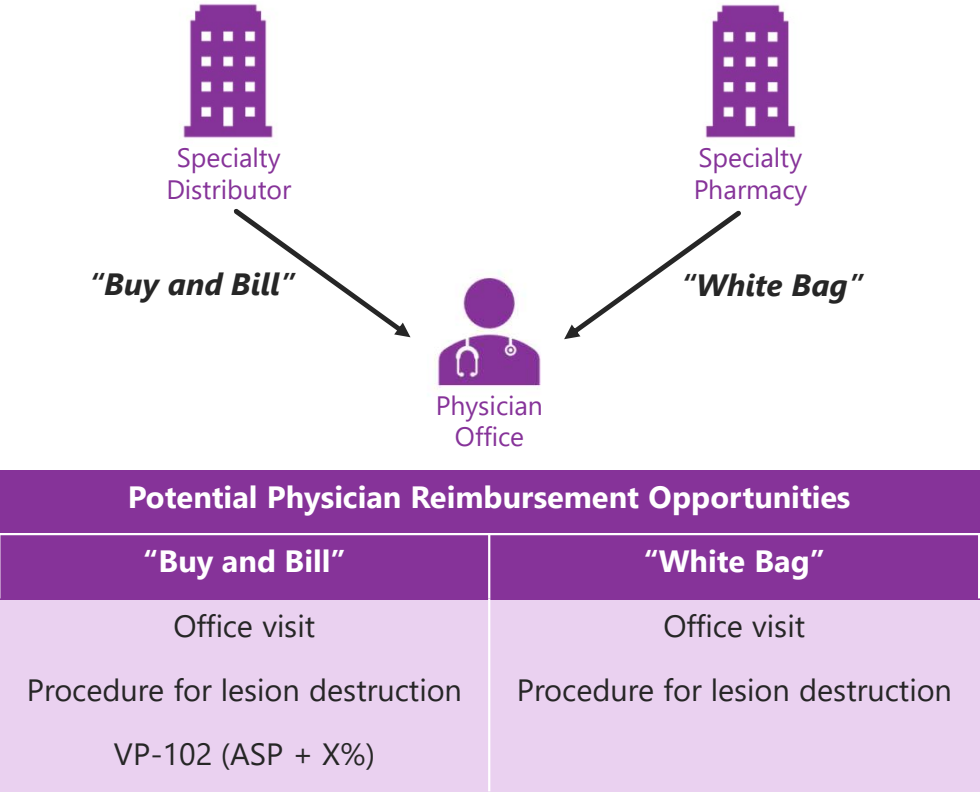



# INTEGRATED COMMERCIAL APPROACH WITH MULTIPLE STRATEGIC LEVERS

## Commercial Strategy




# VP-102 DESIGNED TO BE CLINICIAN ADMINISTERED AND INTEND TO DISTRIBUTE THROUGH SPECIALTY PRODUCT CHANNELS, IF APPROVED





**Distribution model will be supported by a patient and HCP services platform (HUB)**

- Benefits investigation/verification to determine coverage
- Full reimbursement support for miscellaneous J-code under medical benefit <sup>(1)</sup>
- Prior authorization support
- Co-pay/co-insurance assistance



**Dedicated field reimbursement team to support physician offices**

(1) Verrica intends to file for a product-specific J-code for VP-102

# PRE-COMMERCIALIZATION ACTIVITIES ONGOING

## ENGAGEMENT AT KEY CONFERENCES



WINTER CLINICAL  
DERMATOLOGY

FALL CLINICAL  
DERMATOLOGY  
CONFERENCE®  
Poster Presentation



American  
Academy of  
Pediatrics



National  
and Regional  
Meetings



National  
and Regional  
Meetings

South Beach  
Symposium  
clinical + aesthetic dermatology



## DISEASE AWARENESS

Caregiver MC  
education  
through digital  
and social tools

HCP MC education  
through congresses,  
speaker programs, and  
professional journal space

## OTHER

Trade distribution channel development

Customer segment insights

Brand strategy, customer segmentation, and targeting

Commercial systems infrastructure

# VERRICA HAS SEVERAL POTENTIAL WAYS TO MAINTAIN EXCLUSIVITY



## Regulatory Exclusivity

5.5 years of exclusivity for cantharidin as API potentially available upon approval (inclusive of potential for 6 months for pediatric indication)



## Compounding Pharmacies

If VP-102 is approved, traditional compounding pharmacies will NOT be able to continue compounding cantharidin regularly or in inordinate amounts, except under patient specific circumstances as prescribed by a physician.

The FDA has the authority to regulate compounders. Improper compounding can result in monetary fines plus felony convictions in case of repeat offenses and intent to fraud/mislead.



## Manufacturing

VP-102 has the potential to address stability issues with standard packaging and container/closure systems

Limited commercial CMOs with facilities for handling highly potent and highly flammable liquid products

Entered into a supply agreement for naturally-sourced cantharidin; subject to specified minimum annual purchase orders and forecasts, supplier agreed that it will not supply cantharidin, any beetles or other raw material from which cantharidin is derived to any other customer in North America



## True Generic Unlikely

Unlikely to receive approval under an ANDA due to uniqueness from patent pending protection and significant differences likely between VP-102 and potential competitors

Cannot do traditional PK/bioequivalence study (no blood level profile for VP-102)

May require new clinical studies with new formulation and new delivery approach that shows equivalence without violating any of Verrica's IP

# OVERVIEW OF INTELLECTUAL PROPERTY PORTFOLIO














## KEY CLAIMS AND PATENT APPLICATIONS

## VALUE TO VERRICA

<b>1</b>	Our specific formulation (VP-102), key safety additions and novel cantharidin formulations (PCT/US2014/052184)  Single use applicator containing cantharidin formulations (PCT/US2014/052184)	May prevent generics from copying our ether-free formulation or from making similar formulations  May prevent generics from utilizing a single-use applicator for cantharidin that contains both a glass ampule to maintain product stability and a filter placed prior to dispensing tip, which helps increase administration accuracy and prevents direct contact with skin
<b>2</b>	Specific design of our commercial applicator (PCT/US2018/036353)	May prevent generics from utilizing a similar applicator
<b>3</b>	Methods of use for cantharidin in the treatment of molluscum (PCT/US2018/037808 and PCT/US2018/036353)	May prevent generics from a similar treatment regimen and label
<b>4</b>	Methods for purifying cantharidin and analyzing cantharidin or cantharidin solutions (PCT/US2016/14139)	May force generics to find alternative methodologies to produce GMP cantharidin or determine if their API or drug product is GMP compliant
<b>5</b>	Methods for complete cantharidin synthesis (PCT/US2015/066487)	Synthetic version would reduce risks of outside contaminants and environmental factors affecting the naturally-sourced API. May prevent generics competing with a synthetic version of cantharidin

**Any patents issued from our applications are projected to expire between 2034 and 2039, excluding any patent term adjustment and patent term extensions**

## SIGNIFICANT RECENT AND EXPECTED MILESTONES

DATE	EVENT
 <b>1Q 2018</b>	Received go ahead from FDA to initiate two Phase 3 trials, including SPA on pivotal trial
 <b>1Q 2018</b>	Initiated Phase 3 trials for molluscum and Phase 2 trial for warts
 <b>1Q 2018</b>	Executed purchase order for API that is expected to last through commercial launch
 <b>1Q 2018</b>	Hired COO, CFO, CCO and CMO with significant commercial experience and track record of success
 <b>2Q 2018</b>	Added dermatology veteran Mark Prygocki and KOL Dr. Gary Goldenberg to the Board of Directors
 <b>3Q 2018</b>	Entered into a supply agreement for naturally-sourced cantharidin
 <b>3Q 2018</b>	Completed enrollment in two pivotal Phase 3 trials in molluscum
 <b>1Q 2019</b>	Positive topline results from two pivotal Phase 3 trials in molluscum
 <b>2Q 2019</b>	Initiate Phase 2 trial in genital warts
 <b>2Q 2019</b>	Topline results from Phase 2 trial in common warts
 <b>2H 2019</b>	VP-102 NDA submission in molluscum
 <b>2H 2019</b>	VP-103 IND submission in plantar warts
 <b>2H 2019</b>	Initiate pivotal trials in common warts

# INVESTMENT HIGHLIGHTS

## ★ Two of the Largest Unmet Needs in Dermatology

- Prevalence of ~6 million in molluscum contagiosum<sup>(1)</sup> and ~22 million in common warts in the U.S.<sup>(2)</sup>
- No FDA approved drugs to treat molluscum or warts

## ★ Positive Topline Phase 3 Results in Molluscum Contagiosum

- Achieved statistical significance for primary endpoints in our Phase 3 CAMP-1 and CAMP-2 pivotal trials for VP-102
- P-value <0.0001 for primary endpoint in both pivotal trials

## ★ Favorable Tolerability

- No serious adverse events in VP-102 treated patients

## ★ Physician Acceptance

- 95% of pediatric dermatologists have used API<sup>(3)</sup>

## ★ Innovative Product Candidate

- Drug-device combination of a proprietary formulation and a novel single-use applicator

## ★ Barriers to Competition

- New chemical entity regulatory exclusivity upon approval
- IP pending on product candidate, including on novel formulation, applicator and methods of use
- Drug-device combination makes a 'true generic' unlikely

## ★ Proven Team

- Industry-leading, experienced management team with extensive product launch experience

(1) Prevalence in the US of 5.1% to 11.5% in children aged 0-16 years. (Fam Pract. 2014 Apr;31(2):130-6). US Census estimates ~69.4MM children aged 0 to 16 years in 2016.

(2) IMS National Disease and Therapeutic Index (NDTI) Rolling 5 Years Ending June 2016. Nguyen et al, Laser Treatment of Nongenital Verrucae A Systemic Review. JAMA Dermatology. 2016; 152(9): 1025-1033

(3) Based on a survey of 115 dermatologists the results of which have been extrapolated to pediatric dermatologists.

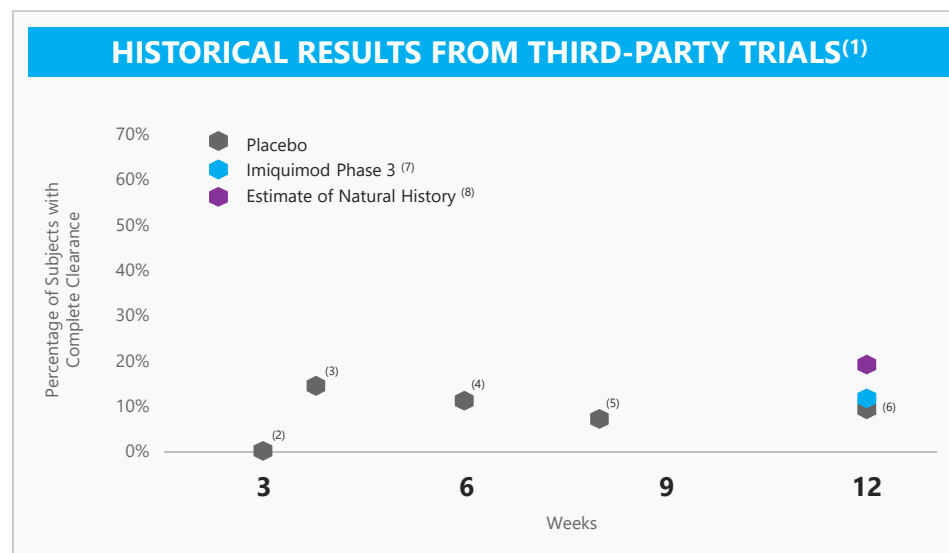
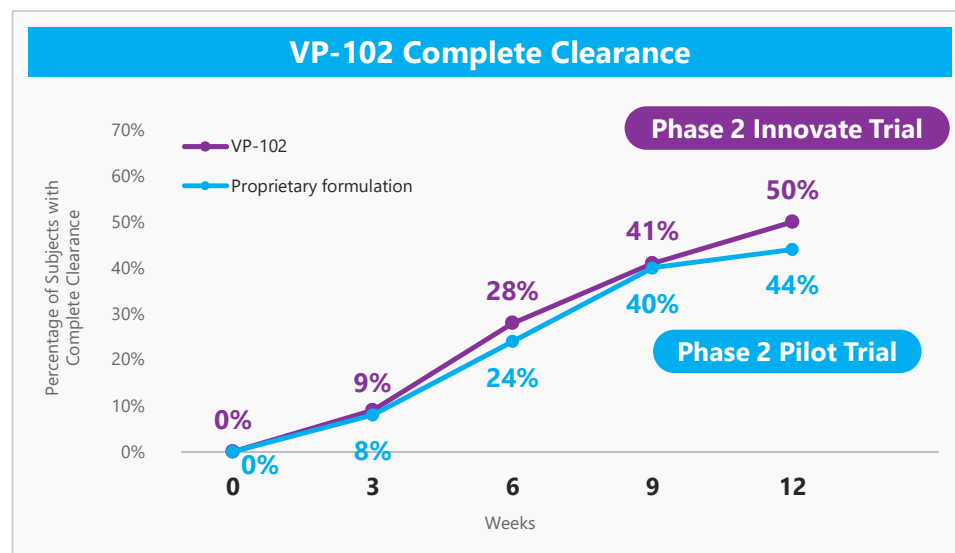


# Appendix

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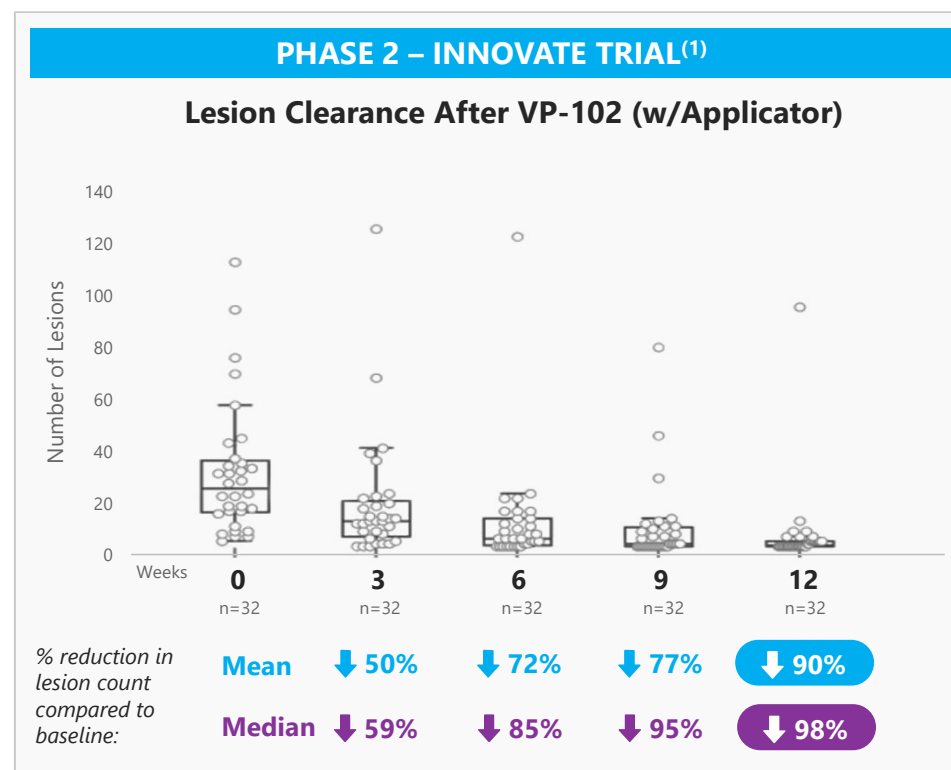
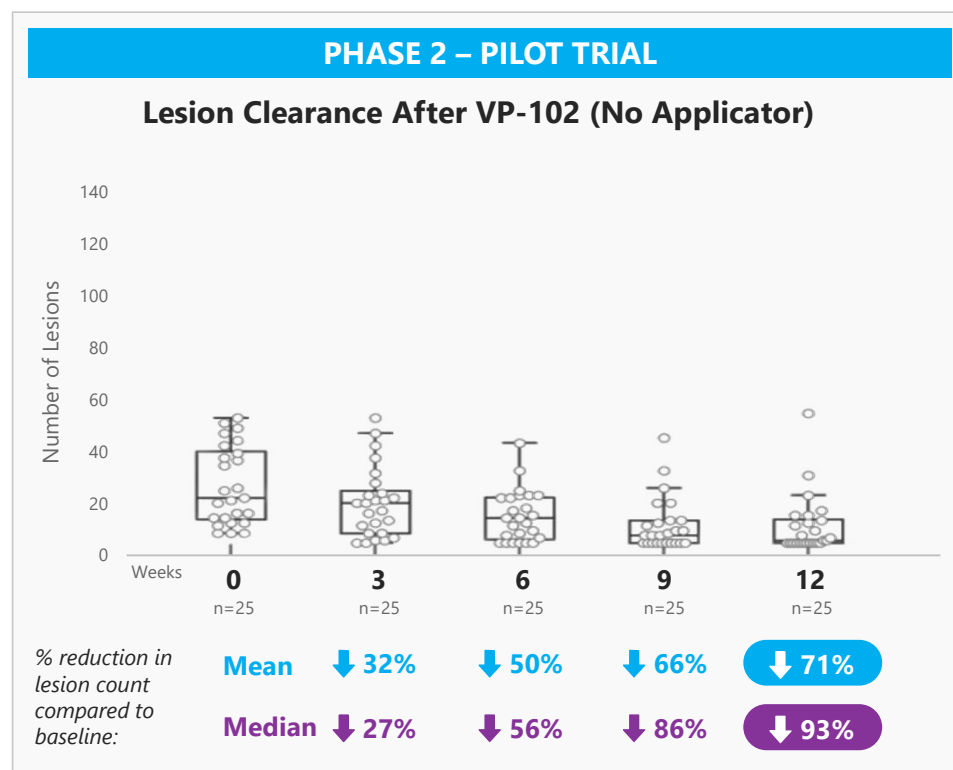


# PHASE 2 TRIAL DATA DEMONSTRATES A FAVORABLE PROFILE FOR VP-102 IN MOLLUSCUM CLEARANCE



- (1) Historical placebo data from third-party trials with cantharidin; No head-to-head trials have been run against VP-102.
- (2) Burke BE, Baillie J, Olson RD. Essential oil of Australian lemon myrtle (*Backhousia citriodora*) in the treatment of molluscum contagiosum in children. *Biomedicine & Pharmacotherapy* 2004; 58: 245-247.
- (3) Syed TA, Lundin S, Ahmad M. Topical 0.3% and 0.5% podophyllotoxin cream for self-treatment of molluscum contagiosum in males. *Dermatology* 1994; 189:65-68.
- (4) Garelik J, Schairer D, Hwang H, Viola K, Cohen S. Safety and efficacy of topical cantharidin for the treatment of pediatric molluscum contagiosum: a prospective, randomized, double-blind, placebo-controlled trial. Unpublished.
- (5) Dosal C, Stewart PW, Lin JA, Williams CS, Morrell DS. Cantharidin for the treatment of molluscum contagiosum: a prospective, double-blinded, placebo-controlled trial. *Pediatric Dermatology* 2014;31(4):440-449.
- (6) Theos AU, Cummins R, Silverberg NB, Paller AS. Effectiveness of imiquimod cream 5% for treating childhood molluscum contagiosum: in a double-blind, randomized pilot trial. *Cutis* 2004 Aug;74(2):134-8, 141-2.
- (7) FDA Clinical Executive Summary for Imiquimod for Pediatric Molluscum. NDA Submission Number 20723. Submission Code SE8-020. Letter Date September 21, 2006.
- (8) Olsen JR, Gallacher J, Finlay AY, Piquet V, Francis NA. Time to resolution and effect on quality of life of molluscum contagiosum in children in the UK: a prospective community cohort study. *Lancet Infect Dis* 2015;15(2):190-195.
- Natural history point estimates for the percent resolution at Weeks 12 and 18 were derived using the steepest slope of the % resolution versus time (months) curve corresponding to a linear portion between months 8 to 17. This portion of the curve shows the highest rate of resolution and demonstrates 50% of patients resolved the infection over 9 months. This supports point estimates of 17% at 12 weeks and 25% at 18 weeks.

# PHASE 2 TRIAL DATA DEMONSTRATES A FAVORABLE PROFILE FOR VP-102 IN MOLLUSCUM CLEARANCE



(1) Trial enrolled 33 subjects into either the exposure group (N=17) or the standard group (N=16) with 32 subjects completing the trial. Exposure group subjects were required to have 21 or more lesions at the baseline visit and standard group subjects had 1 to 20 lesions.

# HISTORICAL COMPOUNDED CANTHARIDIN PRESENTS A NUMBER OF LIMITATIONS

## 1 Varying concentration

- Evaporation of volatile solvents leads to concentration increases
- Patients can receive more drug than clinically necessary resulting in excessive blistering

## 2 Inconsistent purity and lack of controlled product manufacturing

- Risk of impurities present such as residual solvents and pesticides

## 3 Lack of reimbursement

- Not FDA approved and therefore not eligible for drug reimbursement

## 4 Inconvenient and variable administration

- Application with the wooden stick part of a cotton-tipped swab can lead to patients receiving more drug than necessary
- Inability for physicians to identify where the drug has been applied

## 5 Limited availability

- Illegal to import formulated cantharidin
- Generally not available in hospitals and academic settings, which require FDA approved product
- Only an estimated 10% of 503B compounders produce formulations containing cantharidin<sup>(1)</sup>

(1) Based on 57 503B facilities and 6 compounders of cantharidin per FDA database (July – December 2018).



# MANAGEMENT TEAM WITH EXTENSIVE PRODUCT LAUNCH AND DERMATOLOGY EXPERIENCE



**Ted White**

President & Chief  
Executive Officer



**Chris Degnan**

Chief Financial  
Officer



**Patrick Burnett**

MD, PhD  
Chief Medical Officer



**Joe Bonaccorso**

Chief Commercial  
Officer



## Selected Launched Products



# BOARD OF DIRECTORS



**Paul Manning**  
Chairman



**Ted White**  
President & Chief Executive Officer



**Mark Prygocki**  
Director



**Gary Goldenberg, MD**  
Director



**Glenn Oclassen**  
Director



**Sean Stalfort**  
Director



# HIGHLY ACCLAIMED SCIENTIFIC ADVISORY BOARD



**Mark Lebwohl, MD\***

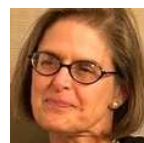
Waldman Chair of Dermatology, Icahn School of Medicine at Mount Sinai

Former President of the American Academy of Dermatology



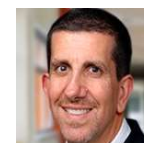
**Steven Cohen, MD**

Chief of Dermatology at the Albert Einstein School of Medicine



**Elaine Siegfried, MD**

Professor of Dermatology and Pediatrics at the St. Louis University School of Medicine



**Anthony Mancini, MD**

Head of the Division of Dermatology at Feinberg School of Medicine at Northwestern University



**Janice Pelletier, MD**

Professor at the University of Vermont College of Medicine



**Dean Morrell, MD**

Director of the residency training program and professor at UNC



**Matt Davidson, PhD**

Founder  
Former Chief Scientific Officer of Verrica



(1)(\*)We intend to engage Dr. Lebwohl as principal investigator for future clinical trial(s) in our common warts program.

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