

# **Corporate Overview**

Ladenburg Thalmann 2018 Healthcare Conference
October 1-2, 2018



# Forward-Looking Statements

This presentation may include forward-looking statements made pursuant to the Private Securities Litigation Reform Act of 1995. Forward-looking statements are statements that are not historical facts. Such forward-looking statements are subject to significant risks and uncertainties that are subject to change based on various factors (many of which are beyond Cerecor's control), which could cause actual results to differ from the forward-looking statements. Such statements may include, without limitation, statements with respect to Cerecor's plans, objectives, projections, expectations and intentions and other statements identified by words such as "projects," "may," "will," "could," "would," "should," "continue," "seeks," "aims," "predicts," "believes," "expects," "anticipates," "estimates," "intends," "plans," "potential," or similar expressions (including their use in the negative), or by discussions of future matters such as: our 2018 outlook; the development of product candidates or products; potential attributes and benefits of product candidates; the expansion of Cerecor's drug portfolio, Cerecor's ability to identify new indications for its current portfolio; and new product candidates that could be in-licensed, and other statements that are not historical.

These statements are based upon the current beliefs and expectations of Cerecor's management but are subject to significant risks and uncertainties, including: risks associated with acquisitions, including the need to quickly and successfully integrate acquired assets and personnel; Cerecor's cash position and the potential need for it to raise additional capital; reliance on key personnel, including Mr. Greenleaf; drug development costs and timing; and those other risks detailed in Cerecor's filings with the Securities and Exchange Commission. Actual results may differ from those set forth in the forward-looking statements. Except as required by applicable law, Cerecor expressly disclaims any obligations or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in Cerecor's expectations with respect thereto or any change in events, conditions or circumstances on which any statement is based.



# Non-GAAP Financial Measures

This presentation contains two financial metrics (EBITDA and Adjusted EBITDA) that are considered "non-GAAP" financial metrics under applicable Securities and Exchange Commission rules and regulations. These non-GAAP financial metrics should be considered supplemental to and not a substitute for financial information prepared in accordance with generally accepted accounting principles. The Company's definition of these non-GAAP metrics may differ from similarly titled metrics used by companies. EBITDA reflects GAAP net income adjusted to exclude (i) taxes, (ii) interest expense, (iii) interest income, (iv) amortization of intangibles, (v) depreciation, and (vi) inventory step-up adjustment recognized in earnings. Adjusted EBITDA adjusts EBITDA for specified items that can be highly variable or difficult to predict, and various non-cash items, including (i) share-based compensation expense, (ii) change in fair value of contingent consideration, warrant liability and unit purchase option liability (iii) one-time severance payments, (iv) restructuring costs, (v) acquisition and integration-related expenses, (vi) impairment of intangible assets, (vii) arbitration costs related to the Lachlan transaction, and (viii) sale of CERC 501. The Company views these non-GAAP financial metrics as a means to facilitate management's financial and operational decision-making, including evaluation of the Company's historical operating results and comparison to competitors' operating results. These non-GAAP financial metrics reflect an additional way of viewing aspects of the Company's operations that, when viewed with GAAP results, may provide a more complete understanding of factors and trends affecting the Company's business.

The determination of the amounts that are excluded from these non-GAAP financial metrics is a matter of management judgment and depends upon, among other factors, the nature of the underlying expense or income amounts. Because non-GAAP financial metrics exclude the effect of items that will increase or decrease the Company's reported results of operations, management strongly encourages investors to review the Company's consolidated financial statements and publicly-filed reports in their entirety.

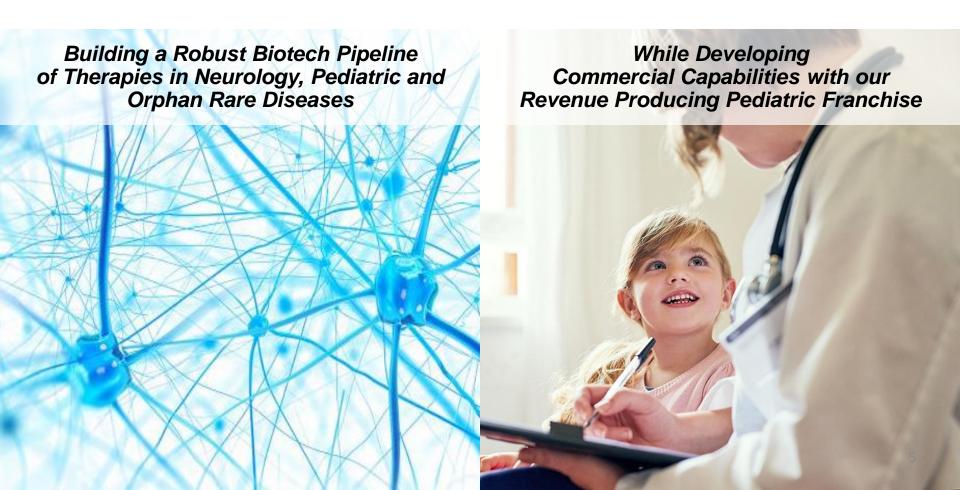
Transforming Cerecor into a *World-Class, Innovation Driven, Bio-Pharmaceutical Company* Dedicated to Improving the
Lives of Patients and Creating a Healthier World





# Cerecor Today

# Focused on Research and Development While Building Our Commercial Capabilities





# **Investor Highlights**

### **Innovative Pipeline**

- Emerging clinical & early-stage pipeline
- Focus on orphan, neurological & pediatric indications

### **Commercial Footprint**

- Pediatric portfolio generating positive cash flow
- Seeking to in-license additional commercial assets

### **Transforming CERC**

- Fully-integrated commercial and R&D organization
- New management team with proven track record



# Overview

- 1 Management Team
- 2 Historical Milestones
- 3 Neurology & Pediatric Rare Disease Pipeline
- 4 Commercial Pediatric Portfolio
- 5 Strategic Growth Plans and Outlook
- 6 Financial Highlights



# Management Team

# Peter S. Greenleaf

President & CEO

#### 20+ years industry experience

- Chairman and CEO, Sucampo Pharmaceuticals
- · CEO, Histogenics Corporation
- · President, MedImmune Ventures
- Manager, Centocor Biotech (Johnson & Johnson)

#### 20+ years

Chief Financial Officer

**Joseph** 

Miller

- Vice President of Finance, Sucampo Pharmaceuticals
- · Senior Director of Accounting, Qiagen
- · Chief Financial Officer, Eppendorf 5Prime
- Certified Public Accountant

#### 20+ years industry experience

- V.P. Global CMC & Development, Sucampo Pharmaceuticals
- CSO, Pharming Group
- Sr. Director Rare CNS Diseases and Device Lead, Shire plc
- Sr. Director Drug Delivery and Chemistry, Eyetech Pharmaceuticals
- Ph.D., Tufts University, Bioorganic Chemistry

# Matthew V. Phillips

Chief Commercial Officer

#### 25+ years industry experience

- President and COO of Zylera Pharmaceuticals
- Executive Director, Victory Pharma
- · Director, Eisai Co, Ltd.
- · Account Manager, Dura Pharmaceuticals, Inc.

# James A. • Sr. Harrell • Ge

EVP Marketing, Investor Relations

**Patrick** 

Crutcher

**VP** 

**Business** 

Development

#### 25+ years industry experience

- Sr. Vice President | Principal The NSCI Group
- General Manager Specialty Pharmaceuticals, Covidien
- Vice President Marketing Pediatric Infectious Disease, MedImmune
- Sr. Director Marketing IMIDs, Centocor J&J Company
- Hospital Specialist, ATOD Rhone Poulenc Rorer

### 8+years industry experience • Chairman President at John

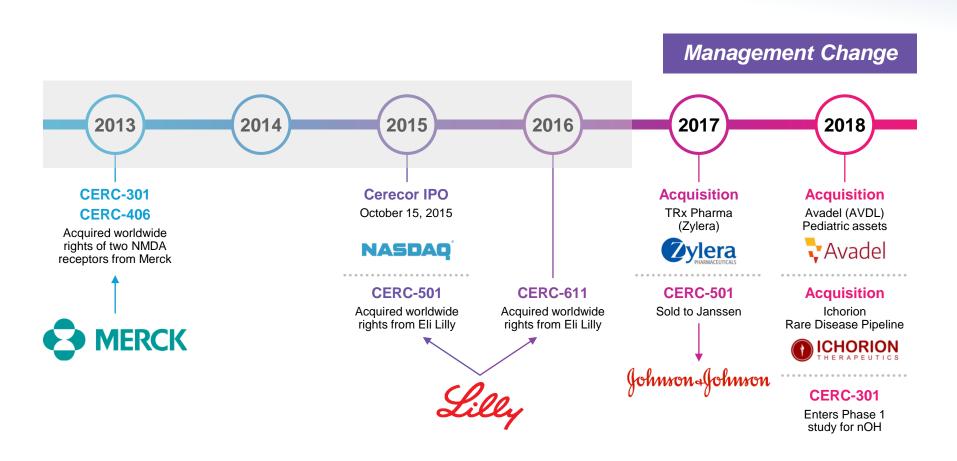
- · Chairman, President at Ichorion Therapeutics
- SVP, Business Development at Vyera Pharmaceuticals
- BD Analyst at Retrophin
- MSc, CPhil in Statistics, UCLA

# Dr. Pericles Calias

Chief Scientific Officer



# **Historical Milestones**





# **Cerecor Evolution**







### **Neurological Disorders**

# Innovative Approaches to CNS Diseases

- CERC-301
- CERC-406
- CERC-611

#### **Pediatric Franchise**

#### **FDA-Approved Products**

- Poly-Vi-Flor® | Tri-Vi-Flor®
- Karbinal™ ER
- AcipHex<sup>®</sup> Sprinkle<sup>™</sup>
- Cefaclor
- Flexichamber™
- Millipred<sup>®</sup> | Veripred<sup>®</sup>
- Ulesfia<sup>®</sup>

#### **Pediatric Rare Diseases**

# 505(b)(2) Assets & Platform Chemistry

- CERC-801
- CERC-802
- CERC-913

**In-Licensed CNS Assets** 

**Cash Flow Generation** 

**Robust R&D Pipeline** 



# Six Pipeline Programs

		Program	Mechanism of Action	Target Indication	Pre Clinical	Phase 1	Phase 2	Phase 3
Neurology Rare Disease Division	NCE	CERC-301	GluN2B selective, NMDA Receptor antagonist	Neurogenic Orthostatic Hypotension (nOH)				
		CERC-406	Selective, brain penetrant COMT inhibitor (2 <sup>nd</sup> Gen)	Potential motoric and non-motoric symptoms of Parkinson's				
		CERC-611	TARP-γ8 dependent AMPA Receptor antagonist	Potential treatment for partial onset seizures in epilepsy				
Pediatric Division	NCE 505(b)(2)	CERC-801	Substrate replacement therapy	Inborn Error of Metabolism (IEM)				
	NC 505(	CERC-802	Substrate replacement therapy	Inborn Error of Metabolism (IEM)				
	NCE	CERC-913	ProTide nucleotide	Mitochondrial Depletion Syndromes (MDS)				

CERC-700(s) Four Additional 505(b)(2) Programs utilizing MicroPump and LiquiTime Dosing Technology are also within the pipeline being developed in conjunction with Avadel Pharmaceuticals in the area of Pediatrics



# **Upcoming Clinical Program Milestones**

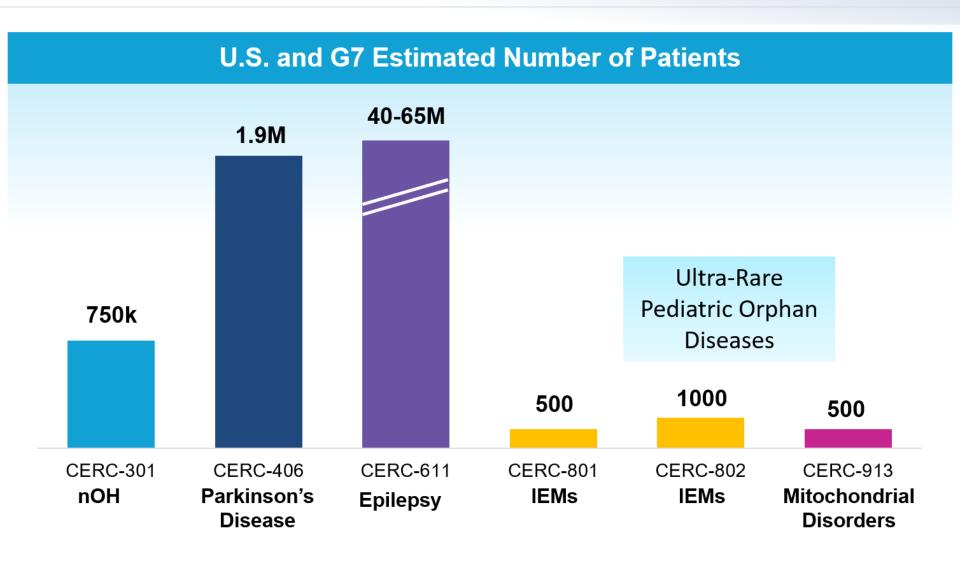
### Each program supported by Clinical and/or Genetic Validation

Program	Mechanism-of-Action	Milestone						
Neurological Disorders								
CERC-301 Neurogenic Orthostatic Hypotension	NR2B selective NMDA receptor antagonist	Phase I Readout 1H19						
CERC-406 Adjunct for Parkinson's Disease	CNS penetrant & selective COMT inhibitor	IND Filing 1H 2020						
CERC-611 Partial Onset Seizures	TARP-γ8 dependent AMPA receptor antagonist	Re-prioritization 1H19						
Pediatric / Metabolic Disorders								
CERC-801* Inborn Error of Metabolism (IEM)	Substrate replacement therapy	IND Filing 2019						
CERC-802* Inborn Error of Metabolism (IEM)	Substrate replacement therapy	IND Filing 2019						
CERC-913 Mitochondrial Disorder	ProTide nucleotide	IND Filing 2020						

\*505(b)(2) Pathway

# Estimated Market Potential Patient Populations







### NR2B selective NMDA receptor antagonist for nOH

# Entered into Phase 1 clinical study for Neurogenic Orthostatic Hypotension ("nOH") in Parkinson's Patients

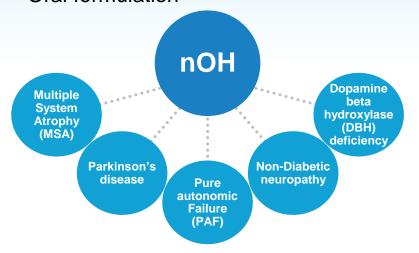
#### nOH

- A rare disorder defined as low blood pressure that occurs upon standing
- Caused by autonomic vasoconstrictor failure
- Estimated 200,000 to 300,000 patients in the U.S.
- FDA-Approved Droxidopa (Northera); estimated 2018 revs ~\$260mm



#### **CERC-301 Attributes**

- Oral NR2B Antagonist
- NR2B specificity reduces ketamine-like side effects
- Potential rapid onset of action
- Oral formulation





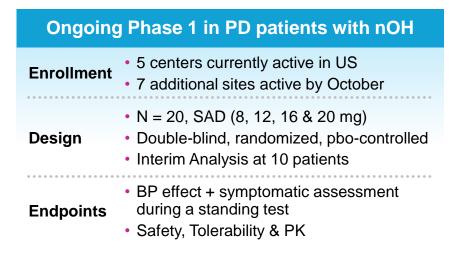
### NR2B selective NMDA receptor antagonist for nOH

10

### Multiple clinical exposures, providing robust safety data & BP effect

Studies <sup>1</sup>	N	Dose (Frequency)	Duration	BP Effect
MRK 001, 002, 003, 004 & 006 CERC 301-200, 201, 203	419	0.1 to 20 mg (fast/fed, daily to once weekly)	1 to 28 days	Yes*

#### CERC-301 200 PKPD 35 - 200-A, 8 mg-Fed Change from Baseline, SBP (mmHg) **Dose-dependent** 30 200-A, 12 mg-Fed increase in SBP 200-A, 16 mg-Fed 200-A, 20 mg-Fed 20 -5 12



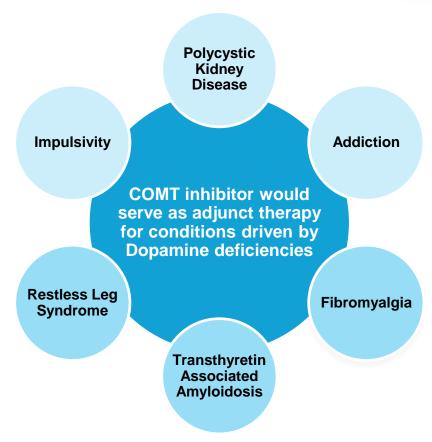
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### COMT inhibitor for Parkinson's Disease

# Cerecor developed a 2<sup>nd</sup> Generation CNS selective COMT inhibitor to minimize the liver toxicity associated with the current Central Inhibitor

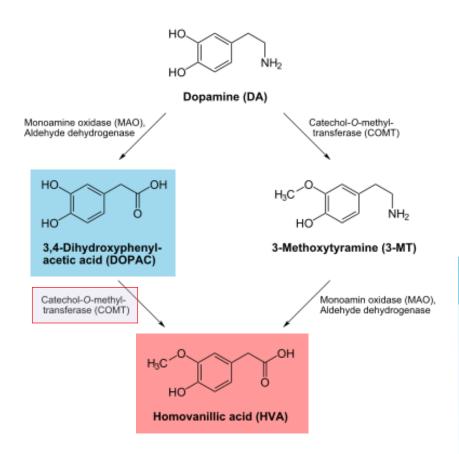
- COMT drives the catabolism of dopamine and levodopa
- Inhibition of dopamine catabolism is used to treat CNS manifestations of Parkinson's Disease
- A CNS selective COMT inhibitor presents the opportunity to minimize systemic toxicity associated with 1<sup>st</sup> generation COMT inhibitors
- Targeted therapy with clinical biomarker
  - Potential to target individuals with a genotypic predisposition for accelerated dopamine catabolism

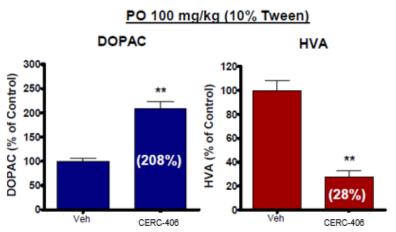




### COMT inhibitor for Parkinson's Disease

### Preclinical & clinical biomarker for translational proof-of-concept





#### **CERC-406 Attributes**

- High specificity for COMT expressed in the CNS
- Good oral bioavailability & brain penetration
- Acceptable PK profile in rat & dog
- Low potential for DDIs



TARP-y8 dependent AMPA receptor antagonist for partial onset seizures

# Phase 1-ready candidate with therapeutic potential for partial onset seizures in patients with epilepsy

### Significant Unmet Need

- Epilepsy affects over 65 million patients worldwide
- 30%-40% of patients refractory; high degree of poly-pharmacy common
- All anti-seizure drugs have side effects (e.g. motoric) limiting use and the timely achievement of therapeutic dose levels

### **Unique Mechanism of Action**

- CERC-611 is the first known AMPA receptor antagonist that selectively targets the hippocampus
- AMPA receptors mediate fast synaptic neurotransmission within the CNS and are a proven target for anti-seizure efficacy
- CERC-611 shows lack of motoric impairment at efficacious exposures in animal models of epilepsy

# CERC-800's



### Substrate replacement therapies for IEMs

### PRV eligible programs capable of indication expansion

**CERC-801** 

Multi-system disease manifestation

CERC-801 leads to significant improvement in key clinical symptoms

**CERC-802** 

Life-threatening gastrointestinal disorder

CERC-802 rapidly resolves hematological & intestinal abnormalities

#### Ultra-orphan IEMs with serious and life-threatening medical needs

- 500 to 1,000 patients WW per indication
- Significant pediatric morbidity & mortality
- No approved treatments

- Documented efficacy & safety
- Clinical symptoms improve rapidly
- Reduced nonclinical requirements

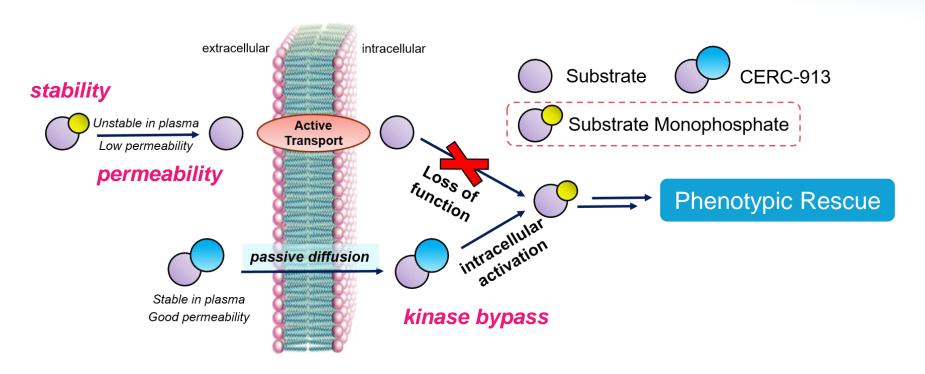
Qualification	801	802
505(b)(2) NDA Pathway	✓	<b>✓</b>
NCE 5-yrs Exclusivity	<b>✓</b>	<b>✓</b>
ODD 7-yrs Exclusivity*	<b>✓</b>	<b>✓</b>
Priority Review Voucher Eligible	<b>✓</b>	<b>✓</b>
EMA ODD 10-yrs Exclusivity*	<b>✓</b>	<b>✓</b>

\*Not yet obtained



#### ProTide Nucleotide for Mitochondrial Disorder

### Overcome key limitations of direct substrate replacement



#### **CERC-913 Attributes**

- In vitro proof-of-concept in patient-derived & animal-based disease models
- ProTide similar to advanced clinical candidates and approved drugs
- Metabolite ID & PK profile in dog support translational PKPD



# Overview

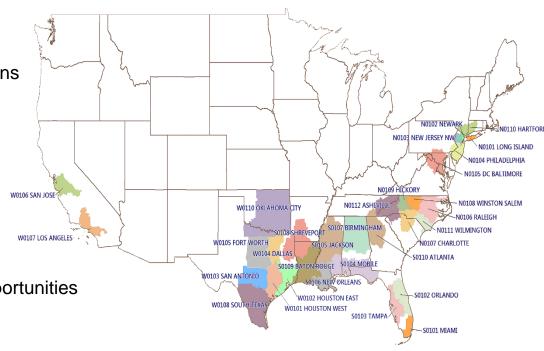
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# **Building Commercial Capabilities in Pediatrics**

#### ~50% of the Overall Market Potential Covered with 32 Territories

- 1 Chief Commercial Officer
- 1 EVP Marketing & Investor Relations
- 3 Regional Sales Managers
- 1 Director of Sales Training and Operations
- 1 Director of Trade Sales and Operations
- 1 Sales Analyst
- 32 Territory Managers
- 3 Focused / 8 Promoted Products
- Cloud-based CRM System
- Novel SICP
- Looking towards Territory Expansion Opportunities



# Pediatric Franchise with Eight Product Lines

#### **TRX Pharmaceuticals**

















#### **Avadel Pediatric Assets**











# Why Pediatrics

# Represents a Focused, Defined and Specific Patient Population Treated by One Specialty Segment

- 24.5% of U.S. population is ≤ 18 years of age representing a sizable patient population of 81.5M in 2017
- 85,000 General Pediatricians most in group practices resulting in ~17,000 to 20,000 targets
- 50% of market covered with 30 to 50 Field Based Sales Specialists
- Ease of access and promotionally sensitive
- Series of common diagnosis and treatment approaches

#### Top 25 Pediatric Codes 2013 AAP Pediatric Coding Newsletter<sup>1</sup>

- 1. Routine Child Health Examination
- 2. Acute Upper Respiratory Infection
- Otitis Media
- 4. Acute Pharyngitis
- 5. Asthma
- 6. Follow-up Exam
- Allergic Rhinitis
- 8. Sinusitis

- Dermatitis
- 10. Attention-Deficit / Hyperactivity Disorder
- 11. Cough
- 12. Viral Infection
- Streptococcal Sore Throat
- 14. Bronchitis
- 15. Conjunctivitis
- Esophageal Reflux

- 17. Influenza with Respiratory Manif.
- 18. Gastroenteritis / Colitis
- 19. Fever
- 20. Constipation
- 21. Vaccination
- 22. Abdominal Pain
- 23. Viral Diseases
- 24. Pneumonia

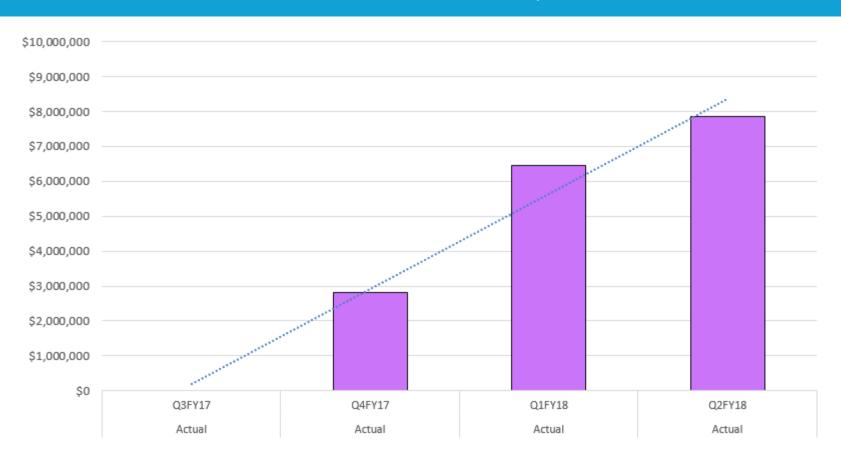
# Our Existing Pediatric Product Portfolio Treats Nearly 75% of the Top 25 Pediatric Diagnosis Codes

ICD-10-CM codes are displayed as 24 code categories that include the 25 diagnoses from the International Classification of Diseases, Ninth Revision, Clinical Modification (ICD-9-CM) list (2 otitis media codes were included in ICD-9-CM).



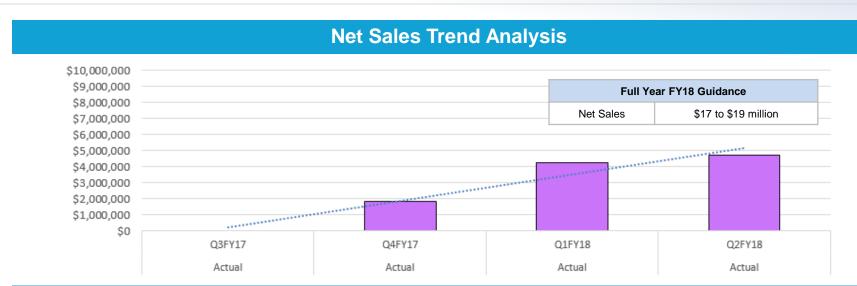
# **Gross Product Sales**

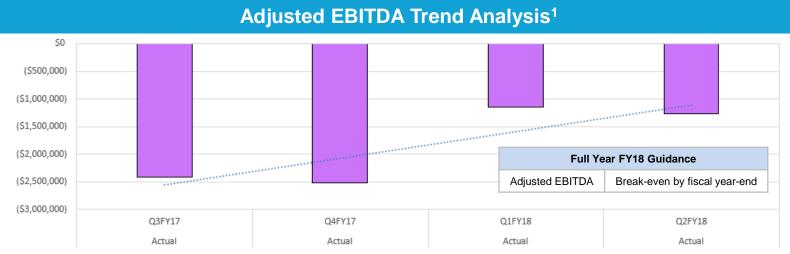
### **Gross Product Sales Last 4 QTR Trend**





# Financial Metrics: Profit/Loss

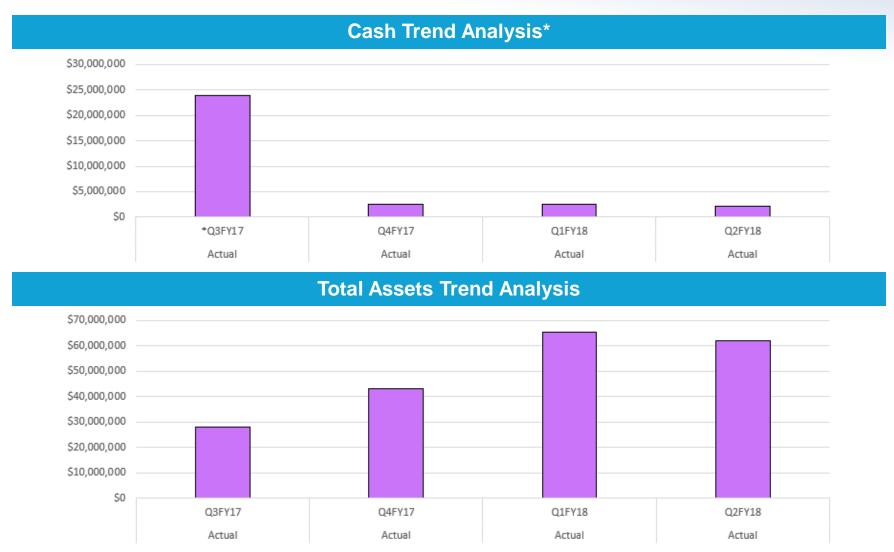




<sup>&</sup>lt;sup>1</sup> See Appendix for reconciliation of GAAP Net Income to Adjusted EBITDA.



# Financial Metrics: Balance Sheet



<sup>\*</sup> Includes cash receipts of \$25M from Janssen Pharma for the rights of CERC-501 and the subsequent purchase of Zylera/TRx in Q4FY17



# 2019 Growth Plans

1

# Advance Pipeline

CERC-301 1H19 Readout

CERC-406 IND 2020

CERC-611 In Process

CERC-801 IND Filing 2019

CERC-802 IND Filing 2019

CERC-913 IND Filing 2020

2

### Build Commercial Excellence

**Grow Market Share** 

Expand Commercial Footprint

3

# **Accelerate Business Development Activity**

Acquire/in-license early and late stage commercial-ready or marketed asset(s)



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# NASDAQ:CERC www.cerecor.com



# **Appendix**



# Adjusted EBITDA Reconciliation

#### Reconcilation of GAAP Net Loss to Adjusted EBITDA

(in thousands)

Γ	Three Months Ended							
-	9.30.17 2017		12.31.17 2017		3.31.18 2018		6.30.18	
_								2018
GAAP Net Income (Loss)	\$	18,721	\$	(3,092)	\$	(3,883)	\$	(6,007)
Adjustments:								
Income tax expense (benefit)		3,230		(1,263)		23		16
Interest (income) expense, net		(29)		(30)		100		242
Amortization of intangibles		-		404		1,017		1,233
Depreciation		5		5		6		6
Inventory step-up adjustment		-		138		45		132
EBITDA		21,927		(3,838)		(2,692)		(4,378)
Non-GAAP Adjustments:								
Stock-based compensation		264		305		243		608
Change in Fair Value of contingent consideration and warrants		(1)		28		286		9
Impairment of Intangible assets		-		-		-		1,703
Restructuring costs		400		725		213		-
Acquisition and integration related expenses		-		98		378		361
Lachlan legal arbitration costs		-		165		423		437
Sales of CERC 501		(25,000)		-		-		-
Total Non-GAAP Adjustments		(24,337)		1,321		1,543		3,118
Adjusted EBITDA	\$	(2,410)	\$	(2,517)	\$	(1,149)	\$	(1,260)