

Investor Presentation – December 2025

TSX: MDP | OTCQX: MEDXF

Ken d'Entremont, **CEO** Brendon Buschman, **CFO** 



### Important Notes Go to the latest Medexus MD&A or AIF for full disclaimers

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### Non-GAAP measures

Company management uses, and this presentation refers to, financial measures that are not recognized under IFRS and do not have a standard meaning prescribed by GAAP in accordance with IFRS or other financial or accounting authorities (non-GAAP measures). These non-GAAP measures may include "non-GAAP financial measures", "non-GAAP ratios", and "supplementary financial measures", each as defined in National Instrument 52-112, Non-GAAP and Other Financial Measures Disclosure (NI52112). Medexus's method for calculating these non-GAAP measures may differ from methods used by other companies and therefore these non-GAAP measures are unlikely to be comparable to similarly-designated measures used or presented by other companies. See the final slide of this presentation for more information about non-GAAP measures.

### Market and Industry Data

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# Improving lives one patient at a time



- ✓ Focused on innovative pharmaceutical products with strong market dynamics in North America
- Concentrated on commercial and late-stage pharmaceutical products
- ✓ Growing through increased market performance, new product commercial launches, and targeted product development.
- ✓ Highly scalable business model with North American infrastructure and salesforce already in place

## KEY HIGHLIGHTS

**US\$108.3M** 

FY2025 Revenue(1)

15

Brands in Market

Significant near-term growth

Commercialization of GRAFAPEX<sup>TM</sup> (treosulfan) in the US to drive revenue and Adj. EBITDA growth

12%

3 Year Revenue CAGR

63%

of Revenue is US driven in FY2025

8.0%

Management Ownership<sup>(2)</sup>



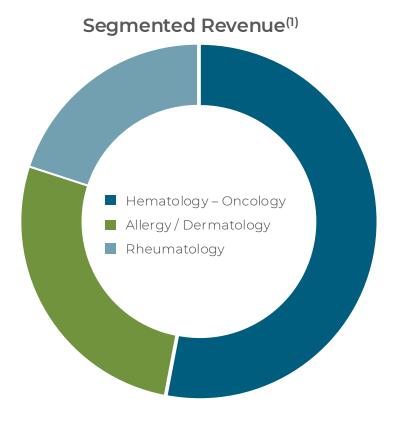
<sup>1.</sup> Fiscal year ending March 31, 2025.

<sup>2..</sup> As of November 2025. Includes senior officers and directors.

### **Diversified Product Portfolio**

- Our portfolio features leading products that address a variety of diseases.
- We provide innovative prescription and over the counter brands to patients and healthcare professionals, which we believe greatly enhances quality of life.
- We actively evaluate new products to complement and enhance our portfolio.

		Country	Phase
Hematology - Oncology	GRAFAPEX		Commercial
	Trecondyv	<b>1</b> +1	Commercial
	IXINITY		Commercial
کم Allergy / Dermatology	Rupall	1+1	Commercial
	NYDA	1+1	Commercial
Rheumatology	Rasuvo		Commercial
	Metoject	<b>1</b> *1	Commercial





### **Proven Business Model**

- Medexus seeks to license or acquire products to address essential needs of patients and health care partners, leveraging our established North American sales force and infrastructure across a growing product portfolio.
- We closely monitor a robust pipeline of opportunities to identify and capture value creating additions.



### **ORGANIC GROWTH**

Driving growth in our existing product portfolio by improving market performance, adding new indications, and increasing reimbursement approvals



# BUSINESS DEVELOPMENT

Executing product licenses, acquisitions, and other transactions to optimize our product portfolio across our strong commercial infrastructure



# PRODUCT DEVELOPMENT

Applying our deep product knowledge to improve our existing products, expand their potential market, and enhance patient lives





### Strong Commercial Platform

Medexus has built a strong North American platform it will leverage to launch additional products

### **Commercial**

- US\$108.3M revenue (FY2025)
- Established on-market portfolio
- \$100M+ net revenue from GRAFAPEX within 5 years after launch.
- Generates meaningful operating cash flow<sup>(1)</sup>

### **Pipeline**

• Capacity to add new key products

### Growth

- Active business development
- Focused therapeutic areas
- Focused territories (US and Canada)



# Focused Targets in US and Canada

Medexus field force and infrastructure specialize in and target specific therapeutic areas

### Hematology-Oncology -

~ **180** HSCT Centers

~ **42%** represent 80% of volume



### Hematology (Hemophilia) -

~ 140 treatment centers in USA



### Rheumatology -

~2,600 physicians in USA



### Allergy/Dermatology -

~ **600** Allergists / Dermatologists in CAN & high GP's/FP's prescribers



# 1. Cash provided by operating cash flows during the period 2. As of March 2025; Refer to AIF OTCQX: MEDXF

# North American Commercial Platform In Place





### GRAFAPEX™ (Treosulfan)



### GRAFAPEX ™ will drive significant revenue and operating cash flow growth



First and only FDA-approved conditioning regimen for **allogeneic hematopoietic stem cell transplantation**, or "allo-HSCT" in eligible patients with acute myeloid leukemia or myelodysplastic syndromes.



**Approved by FDA** in January 2025



### **Positive Early Commercialization Data**

- > Sold product to 52 unique institutions<sup>(1)</sup> (29% of the total 180 transplant centers in the US)
- ➤ Several national payors and healthcare institutions have included GRAFAPEX<sup>TM</sup> in their formularies; Received NTAP reimbursement for Medicare..
- ➤ GRAFAPEX<sup>TM</sup> is included in the NCCN Clinical Practice Guidelines in Oncology (NCCN Guidelines®)<sup>(2)</sup>



7 -year exclusivity from orphan drug designation in the United States

### **Net Revenue Potential**

\$100M+

within 5 years after launch

Adj. Gross Margins<sup>(3)</sup>

80%

Compared to rest of portfolio at 56%-59%

### Extensive research indicates that Treosulfan has the potential to become standard of care in North America

1 Asat Sent 30 2025

In accordance with NCCN guidance on "Referencing the NCCN Guidelines in Corporate Press Releases" (available atwww.nccn.org/docs/default-source/business-policy/referencing-nccn-content-in-press-release.pdf?sfvrsn=44503.ce3. 1) (accessed July 23, 2025), Medexus includes here the following statement on "materials containing NCCN Content": "NCCN makes no warranties of any kind whatsoever regarding theircontent, use or application and disclaims any responsibility for their application or use in any way."
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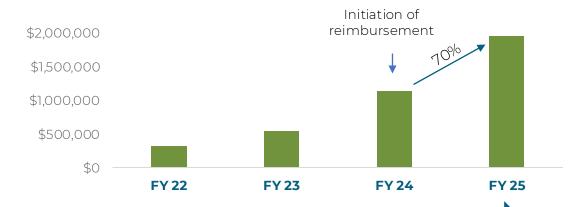
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# Treosulfan successful launch and rapid growth in Canada

### **Ex-Factory \$ Sales by Fiscal Year**



Approval – Commercialization

Medexus is monitoring developments from Health Canada's Sep 2025 notice of compliance for a generic version of treosulfan.

Treosulfan was approved by Health Canada in June 2021, and Medexus commercially launched treosulfan in Canada under the brand name Trecondyv® in September 2021

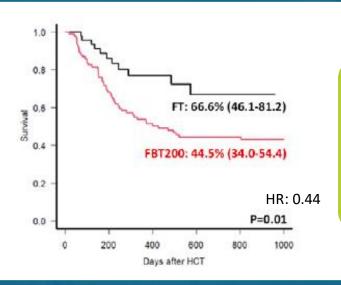
Current growth achieved with limited access conditions. Agreement with pCPA concluded in November 2024.

Provincial listings of Trecondyv® began in calendar year 2025, including British Columbia, Ontario, and Quebec.



# Canadian Retrospective Study

Princess Margaret hospital study shows a **56% less chance** of all-cause mortality\* after 2 years with treosulfan- over busulfan-based conditioning in HSCT for patients with MDS, as well as other positive findings, all generally consistent with the results from the pivotal phase III trial.





All-cause mortality after 2 years with treosulfan- over busulfan-based conditioning in HSCT for patients with MDS





NOC 70504-0271-1

1000 IU Range

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NOC 70504-0272-1

# IXINITY®

### **Delivering Long-Term Stability**

Currently indicated in adults and children with hemophilia B for control & prevention of bleeding episodes & for perioperative management.

MDC 70504-0279-1

**IXINIT**)



>\$1 Billion\* current US market with concentrated prescriber base.

**4,000-5,000** total patients in US.

**FDA approved** supplemental biological license application for IXINITY® to treat pediatric patients in March 2024.

US patent protected through 2028.

\*Source: Estimate based on 2024 sales data (IQVIA, 2025)





### **Strong Market Position**

Unique formulation of methotrexate

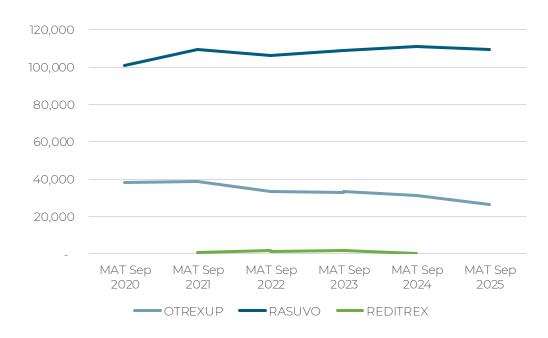
Autoinjector designed to treat rheumatoid arthritis and other auto immune disease.

Rasuvo has exclusive or advantaged status with many top payers/PBMs.

Rasuvo is currently the only commercially available prescription methotrexate autoinjector in the US following the discontinuation of Otrexup in August 2025.

Patient unit demand for Rasuvo is expected to increase as patients and healthcare professionals look for alternatives

### MTX AutoPen TRX



Source: IQVIA MAT Sept 2025





### High-performing prescription allergy medication

Oral solution (age 2yrs+) and tablets (teenagers/adults) with unique dual mode of action.

### **Exclusivity Ended in January 2025**

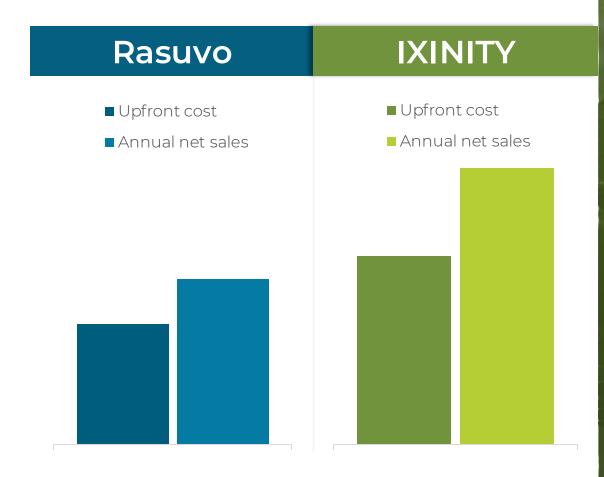
Competitive Landscape: Competitive generic activity is currently limited to the tablet form, while the pediatric solution continues to hold a unique, unchallenged position.

**Strategic Positioning:** A generic defense strategy is in place seeking to mitigate brand erosion.





# Strong Track Record of Deal Execution



Commercial expertise to seek out promising product opportunities in complementary therapeutic areas – aligned with our mission and purpose - ensuring a balance of products in different stages of their life cycle.

Thoughtfully structure deals with minimal upfront costs, sharing the risks and opportunities with the counterparty, and allowing us to fund opportunities with cash from operations, tapping the debt or equity market when appropriate.

Look for opportunities with reasonable incremental operating costs, which can leverage our existing infrastructure, creating value for shareholders.



### Selected Financial Results

All figures in US\$M (except multiples)	Fiscal Q2		Fiscal Year	
	2026	2025	2025	2024
Revenue	\$24.7	\$26.3	\$108.3	\$113.1
Adjusted EBITDA <sup>(1)</sup>	\$4.4	\$6.0	\$20.2	\$19.5
Operating Cash Flow <sup>(2)</sup>	\$3.3	\$7.3	\$24.0	\$18.7
Net Income <sup>(3)</sup>	\$(O.3)	\$0.1	\$2.2	\$(0.2)
EV/Revenue <sup>(1)(4)</sup>	0.69 <sup>(4)</sup>		0.82x <sup>(5)</sup>	
EV/Adj EBITDA <sup>(1)(4)</sup>	4.6x <sup>(4)</sup>		4.4x <sup>(5)</sup>	

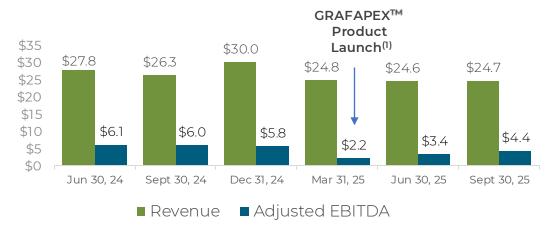
- Refer to the "Non-GAAP Measures" note at the beginning of this presentation and additional information on the final slide of this presentation.
- 2. Cash provided by operating cash flows during the period
- Net income includes unrealized gains/losses on the fair value of derivatives, which are driven by period-over-period changes in the Company's share price.
- 4. Calculation is based on amounts as of and for the four fiscal quarters ended Sept 30, 2025; share price and exchange rate at November 11, 2025
- 5. Calculation is based on amounts as of and for the four fiscal quarters ended Sept 30, 2025; share price and exchange rate at November 11, 2025

### Revenue (US\$M)



Fiscal Year Ended March 31

### **Quarterly Results (US\$M)**







### **Capital Structure**

### (\$USD)

### EV Calculation(1)

Share Price (at Nov 11, 2025)	C\$2.68/ US\$1.90
Shares Outstanding <sup>(2)</sup>	32.4M
Equity Market Capitalization (at Nov 11, 2025)	\$61.6M
Net Debt (at Sept 30, 2025)	\$11.7M
Enterprise Value	\$73.2M

### **Analyst Coverage**

Alliance Global Partners	Scott Henry
Bloom Burton Securities Inc.	David Martin
Canaccord Genuity	Tanya Armstrong-Whitworth
Leede Financial Inc.	Doug Loe
Raymond James	Michael Freeman
Research Capital	André Uddin

- 1. Refer to the "Non-GAAP Measures" note at the beginning of this presentation and additional information on the final slide of this presentation.
- 2. Refer to MD&A for more information about Medexus's outstanding shares and other equity.



### Credit Facility Provides Significant Flexibility

- > US\$21 million term loan facility
- > US\$5 million revolving loan facility for working capital
- > US\$15 million committed delayed draw term loan for business development initiatives
- US\$15 million uncommitted accordion feature
- > Initial interest rate of 6.74%



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### **Key Investment Highlights**

### Positioned to deliver near-term and long-term company value



Diversified, durable, portfolio currently generating US\$106.7M<sup>(1)</sup> in revenue, with positive Adj. EBITDA<sup>(2)</sup>, and cash flow from operations



Executing on significant year over year revenue and Adj. EBITDA<sup>(2)</sup> growth strategy with the commercialization of GRAFAPEX™ (treosulfan)



Strong commercial platform provides significant operational leverage when launching new products



Actively pursuing acquisitions and in-licensing of new products



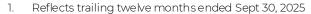
Currently trading at 0.77x EV / Revenue<sup>(1,2)</sup> and 4.7x<sup>(1,2)</sup> EV / Adj. EBITDA



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Strong balance sheet with <1x Net Debt / Adj. EBITDA<sup>(1,2)</sup>, >\$9.4M of cash on hand<sup>(3)</sup> (at Sept 30<sup>th</sup>)



Refer to the "Non-GAAP Measures" note at the beginning of this presentation and additional information on the final slide of this presentation.



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<sup>3.</sup> Refer to MD&A for more information about Medexus's liquidity and capital resources.



### **Company Contact**

Ken d'Entremont, CEO Phone: 905 676 0003

Email: Ken.Dentremont@medexus.com

Brendon Buschman, CFO

Phone: 416 577 6216

Email: Brendon.Buschman@medexus.com

### **Investor Relations**

Frank Candido

Direct Financial Strategies and Communication Inc.

Phone: 514 969 5530

Email: Frank.Candido@directfinancial-ircom

Victoria Rutherford Adelaide Capital

Phone: 480 625 5772

Email: Victoria@adcap.ca

### **Important Notes** See Medexus's latest MD&A for more information

### Non-GAAP measures

Company management uses, and this presentation refers to, non-GAAP measures, meaning financial measures that are not recognized under IFRS and do not have a standard meaning prescribed by GAAP in accordance with IFRS or other financial or accounting authorities, including those non-GAAP measures discussed below. Non-GAAP measures referred to in this presentation include "non-GAAP financial measures". such as "Adjusted EBITDA" and "Net Debt", "supplementary financial measures", such as "Equity Market Capitalization" and "Enterprise Value", and "non-GAAP ratios" such as "Enterprise Value to Adjusted EBITDA".

Medexus considers these non-GAAP measures to be key metrics in assessing business performance and an important measure of operating performance and cash flow. However, Medexus's non-GAAP measures have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of Medexus's financial information as reported under IFRS.

Additional information about the non-GAAP measures referred to in this presentation appears below. See also the discussion of each of the non-GAAP measures, including their limitations, under the heading "Preliminary Notes—Non-GAAP measures" in Medexus's most recent MD&A, including the reconciliations of certain of the following non-GAAP measures to the most directly comparable IFRS measures. The information referenced in this paragraph is hereby incorporated by reference into this section.

### Adjusted EBITDA

Medexus defines Adjusted EBITDA as net income (loss), or earnings, adjusted to exclude interest income and expense, income tax recovery and expense, depreciation of property and equipment, amortization of product licenses (or other intangible assets), share-based compensation, financing and transaction costs (for clarity, including fees related to acquisitions and related financings), termination benefits, foreign exchange gains or losses, unrealized gain or loss on the fair value of the embedded derivatives in the Company's now-repaid 6% unsecured convertible debentures (Convertible Debentures) (before their maturity in October 2023), unrealized gain or loss on the fair value of amounts payable in connection with business combination transactions, income from sale of assets, and impairment of intangible assets. Medexus also sometimes presents the following ratios based on Adjusted EBITDA –

- Adjusted EBITDA Margin, which is calculated by dividing Adjusted EBITDA for a given period by the Company's net revenue as shown on Medexus's consolidated statements of income (loss) and comprehensive income (loss) (or income statement) for that same period, expressed as a percentage.
- Net Debt to Adjusted EBITDA (or Net Debt/Adj. EBITDA), which is calculated by dividing Net Debt as of a given date by Adjusted EBITDA for a given period ending on that same date typically a trailing period of 12 months, four fiscal quarters, or one fiscal year – expressed as a multiple...

### Adjusted Gross Profit (Loss) and Adjusted Gross Margin

Medexus defines Adjusted Gross Profit (Loss) and Adjusted Gross Margin as gross profit (loss), as determined under IFRS Accounting Standards, and gross margin (which Medexus defines as gross profit (loss) divided by net revenue, expressed as a percentage), each before a mortization of product licenses (or other intangible assets), which is a component of cost of sales as determined under IFRS Accounting Standards. Adjusted Gross Profit (Loss) and Adjusted Gross Margin adjust cost of sales, and therefore gross profit (loss) and gross margin, to exclude these non-cash amounts.

#### Net Debt

Medexus defines Net Debt as the sum of long-term debt (which includes the current and non-current portions of the facilities under the BMO Credit Agreement) less cash and cash equivalents, in each case as shown on Medexus's consolidated statements of financial position (or balance sheet) as of a given date.

### Equity Market Capitalization

Medexus defines Equity Market Capitalization as the product of the closing price of a Medexus common share on the Toronto Stock Exchange, or TSX, converted from Canadian dollars to US dollars at the then-current daily exchange rate published by the Bank of Canada, multiplied by the total number of Common Shares outstanding, in each case as of a given date.

#### Enterprise Value

Medexus defines Enterprise Value (or EV) as the sum of Net Debt plus Equity Market Capitalization. Medexus also may present the following ratios based on Enterprise Value—

- Enterprise Value to Revenue (or EV/Revenue), which is calculated by dividing Enterprise Value by the Company's net revenue as shown on Medexus's consolidated statements of income (loss) and comprehensive income (loss) (or income statement) for a given period – typically a trailing period of 12 months, four fiscal quarters, or one fiscal year.
- Enterprise Value to Adjusted EBITDA (or EV/Adj. EBITDA), which is calculated by dividing Enterprise Value by Adjusted EBITDA for a given period also typically a trailing period of 12 months, four fiscal guarters, or one fiscal vear.



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