

## Investor Presentation

June 2025



#### **Forward-Looking Statement**

This presentation contains certain forward-looking statements, including those relating to the Company's product development, market opportunity, competitive position, possible or assumed future results of operations, business strategies, potential growth opportunities and other statements that are predictive in nature.

Additional written and oral forward-looking statements may be made by the Company from time to time in filings with the Securities and Exchange Commission (SEC) or otherwise.

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These statements relate to future events or our financial performance and involve known and unknown risks, uncertainties, and other factors which may cause actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Such factors include those set forth in the Company's filings with the SEC.

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#### NEXGEL – Who We Are and What We Do

After two decades of creating custom hydrogel solutions for large medical device companies, our business today includes the development of patented medical devices, custom/white label products, and OTC healthcare consumer products.

We invested in our in-house converting and packaging capabilities to better meet our customer's evolving needs.

These strategic growth opportunities reflect our dedication to pioneering advancements across various domains, delivering great value to our customers and stakeholders.

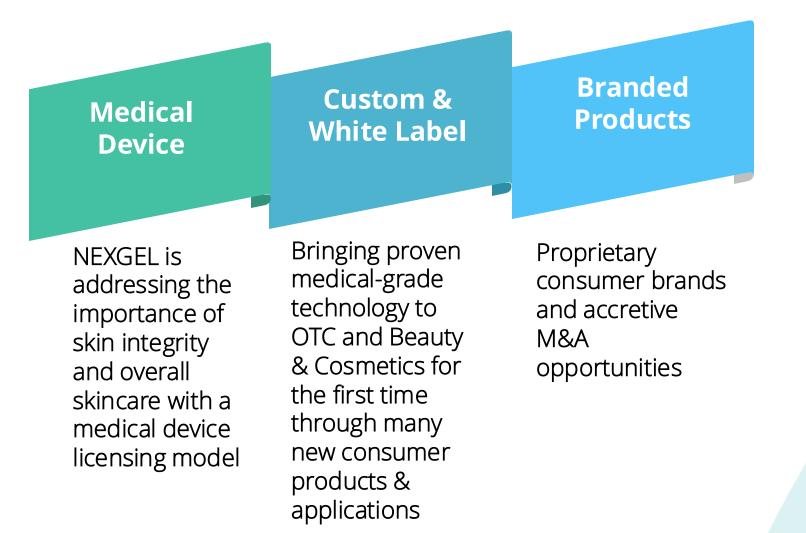
# Agreements with Multi-Billion Dollar Corporations



## Medtronic



#### **Multiple Products & Applications for Nexgel's Technology**





#### **Competitive Advantage: 1 of 2 State-of-the-Art Manufacturing Facilities in NA**

Medical grade technology and facility, providing gels to multi-national device companies for over 20 years with sufficient capacity to fulfill consumer and healthcare segments

1 of 2 manufacturing facilities in North America that can produce state-of-the-art hydrogel transdermal products

- successfully used 200+ different active ingredient combinations to date









16,500-square-ft GMP 13,500-square-ft manufacturing space

3,000-square-ft office space

>1.4 Billion square inches of product per year is total capacity

Sufficient capacity across healthcare and consumer divisions

**Flectron Beam** Accelerator eliminates the need for harmful chemicals in hydrogel production

High barrier to entry for new facilities (2+yrs to go live)

Stringent compliance requirements

Technical expertise needed to operate





### **Converting and Packaging Facility**

50% ownership in converting and packaging business in Granbury, Texas

- Significant synergies which enable the onboarding of potential finished goods customers along with enhanced combined marketing and outreach efforts
- Increased square footage and installed cuttingedge automated machinery in our clean room facilities to support anticipated growth
- CG Labs converting and packaging division is one of NEXGEL's largest customers







#### **Hydrogels for Consumer and Medical Applications**

- Electron beam technology eliminates the need for harmful chemicals in cross-linking, which, along with our paraben-free formulation, makes our patches the only option for many medical device applications and preferred among consumers
- Gentle formulation & strong adhesion properties eliminates many problems with existing transdermal devices & dermal interfaces such as:
  - $\circ$  Deterioration of skin integrity  $\circ$  Sk
  - Skin allergies
  - $\circ$  Skin irritation
  - o Discomfort

- Skin tears
- $\circ$  Removal of dermis
- o Pain

All of these contribute to increased risk of infection and overall patient dissatisfaction



## Current Medical Device Pipeline

Addressing the importance of skin integrity and overall skincare with a medical device



#### Medical Device Pipeline: Drug Delivery

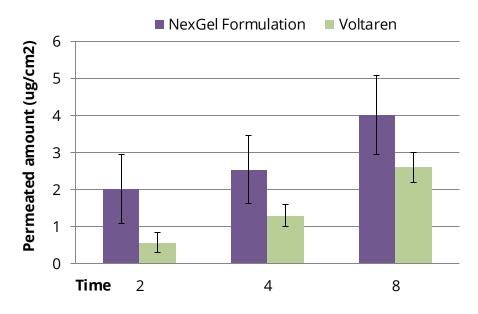
Potential for Multiple Drug Delivery Applications through Unique Hydrogel Technology

Drug Delivery: *Diclofenac Patch* To treat short-term pain due to preclinical sprains and bruises

Drug Delivery: *Apremilast Patch* To treat autoimmune conditions, such as arthritis and psoriasis

- Promising pre-clinical human results (12 patients)
- Proof-of-concept study completed, validating the potential value of our hydrogel technology for pain indications (arthritis, joint pain, etc.)
- Compared to the current market, NEXGEL's product demonstrated enhanced efficacy (faster-acting, longer lasting, with no mess)

#### Comparative In-Vitro<sup>1</sup> Human Skin Permeation of Diclofenac Sodium from NEXGEL Patch After 8 Hours



In-vitro skin permeation performed using full thickness derma to med human cadaver skin; 250 microns thick in Franz cells (3.65 ml volume with 0.95 cm2 surface area) at 37°C. Receptor compartment contained pH 7.4 PBS. 4 cells per formulation sample. Sampling times at 2.4, and 8 hours. Analysis by HPLC.
Skin samples were removed from Franz cell after 8 hours permeation experiment and extracted in ethanol for 12 hours at 37°C. Analysis by HPLC



## Consumer Health & Beauty

Bringing proven medical-grade technology to OTC and B&C for the first time through many new consumer products & applications



#### **NEXGEL Branded Products**

NOW PARABEN-FREE

Medagel











#### **M&A Strategy: Consumer Brand Acquisition**

#### **Kenkoderm Skincare Line**

- Acquisition completed in December 2023
- Complimentary line of alternative psoriasis treatments
- Profitable (ttm) and immediately accretive
- 6 SKUs sold primarily DTC with significant portion of revenue derived from subscription bundles

#### Silly George Beauty Brand

Acquisition completed in May 2024

• Specialty eye and eyelash consumer product line

Annual run-rate of \$2mm when purchased, now over \$5mm

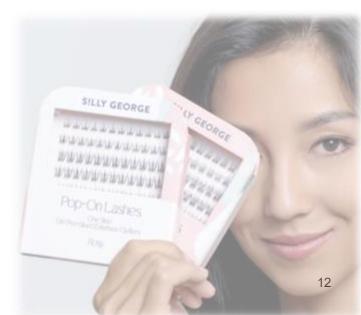
• Currently DTC and on Amazon

 Social media following: 89,000 Facebook and 86,000 Instagram followers + 254,000 active customer emails



Synergies support optimization of marketing and supply chain operations to drive revenue growth and margins

New marketing strategies and distribution channels in place to reach a wider consumer base





#### **Cintas Corporation**

Cintas is a leading provider of corporate identify uniforms, first aid and safety products and services to over 1 million businesses across North America

- Cintas will distribute SilverSeal, NEXGEL's hospital-grade dressing for wounds and burns to its customers in many sectors including hospitality and public service.
- This wound care solution will be available for employees of their customers.
- Partnership is significant for associated revenue, but also brand recognition awareness among this consumer demographic.
- The initial order of SilverSeal was successfully delivered to Cintas in the fourth quarter of 2024 and has led to additional orders in Q1 '25.



#### **STADA Arzneimittel AG**

Partnership with European leader in consumer health supports expansion of NEXGEL OTC product portfolio

- STADA focuses on consumer healthcare products, generics and specialty pharm, selling products in approximately 120 countries across the world and this partnership will provide a path into North America.
- Mutually beneficial partnership to distribute and commercialize STADA consumer health OTC products in North America.
- First product together is Europe's #1 selling DAO enzyme supplement, Histasolv, a novel treatment for histamine food intolerance, which generates well over \$10 million in annualized revenue in Europe today.
- Generated revenue in Q4 '24.
- Signed amended agreement to launch another product in Q4 '25 and several more planned for '26 starting in Q1.



#### AbbVie (NYSE: ABBV)

CG Converting and Packaging is the exclusive supplier of gel pads to be used with AbbVie's Rapid Acoustic Pulse device for the improvement in the appearance of cellulite

- Allergan Aesthetics, acquired by AbbVie, purchased Soliton, the owner of the Resonic technology, for \$550 million in December 2021
- Leveraging NEXGEL's proprietary hydrogel technology, the gel pads are an important component and must be used <u>FOR ALL</u> body contouring device treatments
- In Q1 '24, received a non-refundable \$176,000 deposit from Abbvie against their first order

THE WALL STREET JOURNAL. Allergan Aesthetics Completes \$550M Acquisition of Soliton December 22, 2021



#### **New Partnerships & Customers**

#### Reducing Carcinogenic Plume in Laser Hair Removal

- An FDA-compliant IRB study conducted by Innovative Optics evaluating NEXGEL hydrogel's efficacy in reducing harmful plume during laser hair removal.
- 30-patient trial at Florida Clinical Research Center.
- Data publication shortly with commercial launch in 2025 upon meeting endpoint of study.
- Well over a dozen states have enacted legislation mandating the use of plume evacuation systems in order to mitigate hazards and risks of exposure to plume.

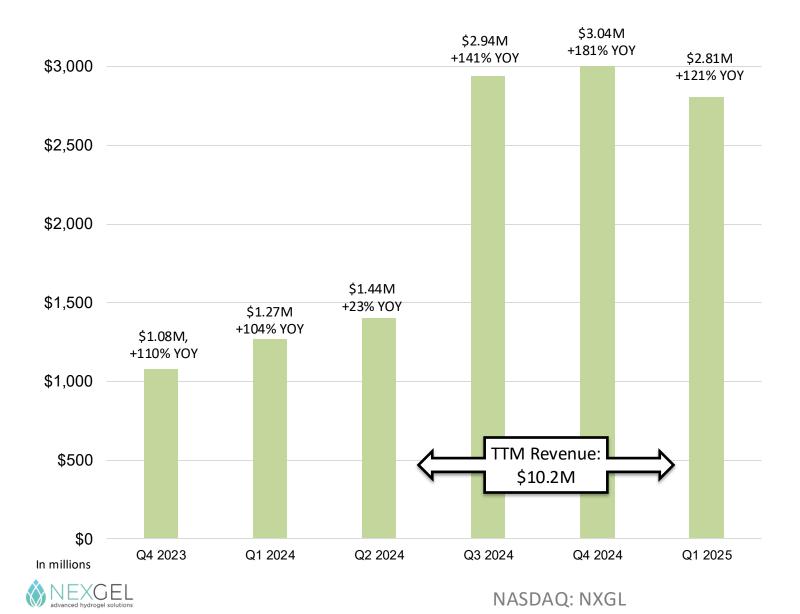
#### *iRhythm's* (NASDAQ: IRTC) ECG Heart Monitor

- Supply iRhythm with our ultra-gentle, high-moisture hydrogel for integration into the Zio® ECG heart monitor.
- Zio is a single-use ECG heart monitor that provides a continuous, single-channel recording for up to 14 days.
- Monitor is worn on the upper left chest, & uses NEXGEL's hydrogel wings for secure, comfortable wear and easy removal.
- *iRhythm's Zio heart monitor showcases another impactful application for our skin-friendly, dermatologically safe technology.*





#### **Revenue for Q1 '25**



#### Highlights:

- Q1 2025 Revenue: \$2.81 million, +121% vs \$1.27 million for Q1 2024
- Q1 2025 Gross Profit: \$1.19 million & profit margin of 42.4% compared to 12.6% in Q1 2024
- As of 3/31/2024 cash totaled \$1.19 million
- As of March 31, 2025, 7,654,537 shares outstanding
- Revenue guidance of \$13 million for 2025 and expects to achieve positive EBITDA during the year

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