



Aesthetic Opportunity Within Medical Dermatology

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COMPANY BACKGROUND

- Founded in August 2012
- Vicept management team and investors
- Lead indication is the treatment of Seborrheic Keratoses (SKs)
- Additional indication: Verrucae (Warts)

PRODUCT PROFILE

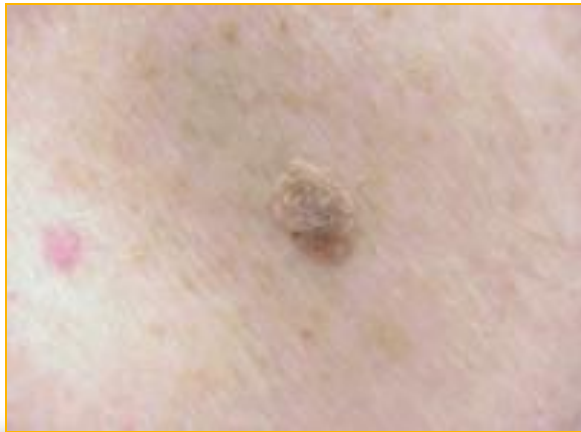
- Topical solution/gel
- Mechanism: lipid and membrane peroxidation and apoptosis
- Clinical POC
- Known safety profile

SIGNIFICANT MARKET OPPORTUNITY

- SK most common benign tumor in older adults
- \$350M annual US market potential
- Multiple distribution channels for commercialization
 - Office-based procedure
 - Take home RX

Opportunity to Formalize the Market and
Become the Standard of Care

Seborrheic Keratosis Background



SEBORRHEIC KERATOSES ARE THE MOST COMMON BENIGN TUMOR IN OLDER INDIVIDUALS

- Proliferation of Epidermal Cells
 - Etiology and pathogenesis unclear
 - Hyper-adherent senescent cells exhibiting decreased apoptotic cell death
 - Ultrastructurally - Abnormal intercellular structures with dense plaques between keratinized cells
- Lesions arise in young and old
 - 70-100% adults > 50 years
 - 8-38% adults <40 years
- Current treatment options
 - No treatment
 - Liquid nitrogen cryotherapy
 - Surgical removal
 - Laser

First Topical Treatment of Seborrheic Keratosis (SK)

Unmet Need

Current therapeutic options have significant limitations



Limitations on Efficacy /Outcomes

- Dyspigmentation or scarring

Procedure Feasibility

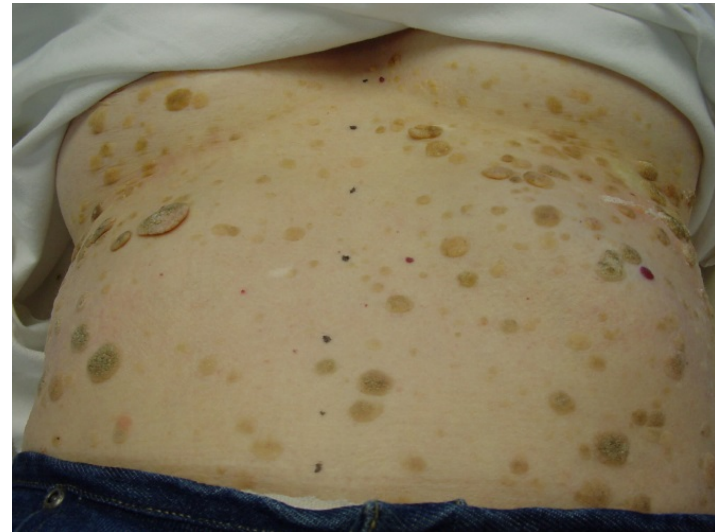
- Painful
- Treatment of numerous lesions is impractical

Variability of Technique

- Cryotherapy uncontrolled and highly variable

Physician Resource Intensive

- Current procedures must be done by physician



A-101: First topical SK treatment

Treat a Cosmetic Condition with an Aesthetic Solution



Efficacy

- Demonstrated efficacy in controlled study
- Improved cosmetic benefit
(No dyspigmentation or scarring)

Procedure Impact

- Minimal pain
- Ability to treat larger numbers of lesions

Standardized Technique

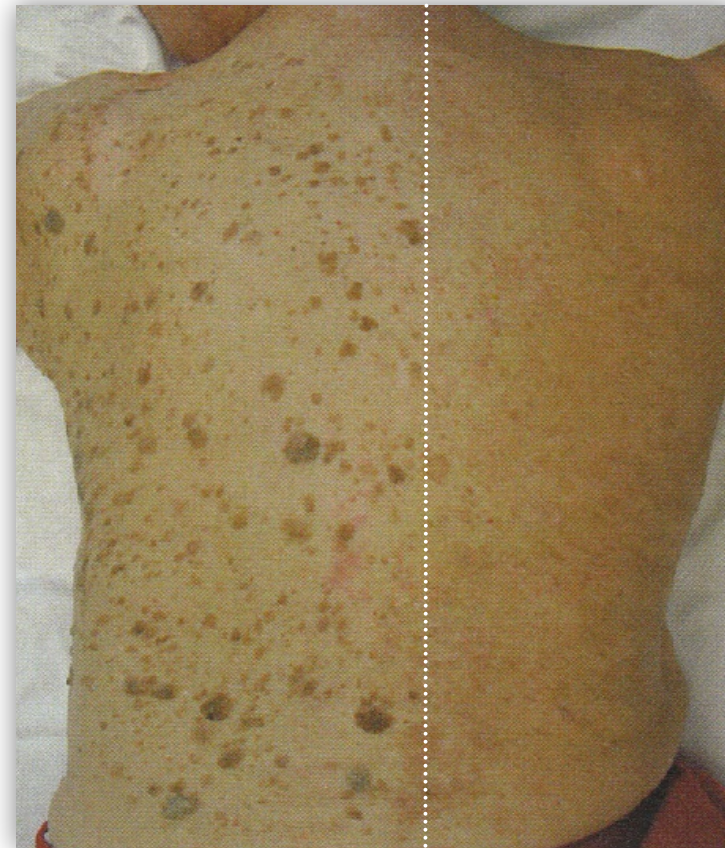
- Consistent results across patients – less dependent on physician technique

Simplicity of Therapy

- Ability to hand off to ancillary staff

UNTREATED

TREATED



Demonstrated Efficacy in POC Studies

FEMALE: FULL CLEARANCE



Before Treatment

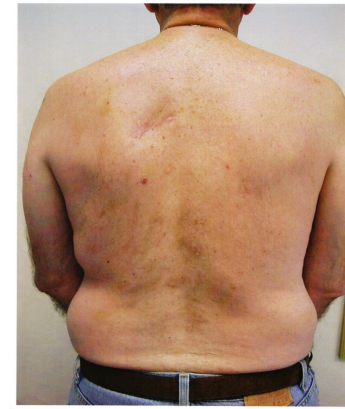


After Treatment

MALE: FULL CLEARANCE



Before Treatment



After Treatment

SAFE TO USE IN SENSITIVE PERIORBITAL REGION



Before Treatment



After 8 Days

Market Opportunity

SK in Top 5 Dermatology Diagnoses



PREVALENCE AND DIRECT, INDIRECT AND TANGIBLE COSTS OF SELECTED SKIN DISEASES, U.S.

DISEASE	PREVALENCE [†] (MILLIONS)	DIRECT COST [§] (\$ BILLIONS)	INDIRECT COST DUE TO LOST PRODUCTIVITY (\$ BILLIONS)	TOTAL DIRECT AND INDIRECT COST ^{**} (\$ BILLIONS)	INTANGIBLE COST DUE TO QOL IMPACT (\$ BILLIONS)
Herpes Simplex/ Herpes Zoster	165.0	\$1.7	\$0.3	\$2.0	\$1.4
Solar Radiation Damage	123.1	\$0.4	\$0.03	\$0.4	\$1.0
Seborrheic Keratosis	83.8	\$1.1B	\$0.1B	\$1.2B	\$6.7B
Contact Dermatitis	72.3	\$1.6	\$0.62	\$2.2	\$1.9
Acne (Cystic and Vulgaris)	50.2	\$2.5	\$0.6	\$3.2	\$12.0

† Prevalence estimates are drawn from multiple data sources, all of which are adjusted to 2004 equivalents.

§ Estimates based on 2002-2003 National Ambulatory Medical Care Survey, 2002-2003 National Hospital Ambulatory Medical Care Survey, 2001 Medicare Standard Analytic File, 2003 Scott-Levin Source Prescription Audit, and AC Nielsen OTC Data.

¥ OTC costs not attributable to a particular condition, with the exception of acne, psoriasis, jock itch, sunburn, hair growth products.

* Inflated to 2004 dollars using Medical CPI.

** Indirect cost estimates include only lost days of work due to consumption of health care. Estimates based on other studies in the literature are noted throughout this report.

Pre-Clinical/Formulation/CMC - Completed

- 6 Month Accelerated Stability Testing of Solution
- 3 Month Accelerated Stability Testing of Gel Formulation
- IND-enabling preclinical toxicology: rat and minipig

Phase I/II - Underway

- Single-center, randomized, double-blind, vehicle-controlled, within subject comparison study of the safety, tolerability and effectiveness of A-101 topical solution in subjects with Seborrheic keratosis

Phase IIb - Planned

- Randomized, double-blind, placebo-controlled, multi-center dose-ranging study
- EOPII meeting anticipated in 2H 2014

Summary of Opportunity



SIGNIFICANT UNMET NEED

- Prevalence Rates Over 60% that Increase with Age
- Patients and Clinicians Seeking New Options for Safer and more Elegant Treatment

RISK REDUCED ASSETS

- Well known active with long track record of safety
- Clinical POC Demonstrated

CLEAR CLINICAL PATH FORWARD

- Regulatory Precedents Exist
- Acute Treatment with Shorter Trial Duration

COMPELLING COMMERCIAL OPPORTUNITY

- 2x as many SK procedures as Botox procedures on average
- \$350 MM/Year US Market Opportunity
- Additional Upside:
 - Take-Home Rx
 - Ex-US
 - Wart indication