



SAMBRIATM
PHARMACEUTICALS

NeuroMed7[®]

TOPICAL ANESTHETIC

"The Comfort Cream!"

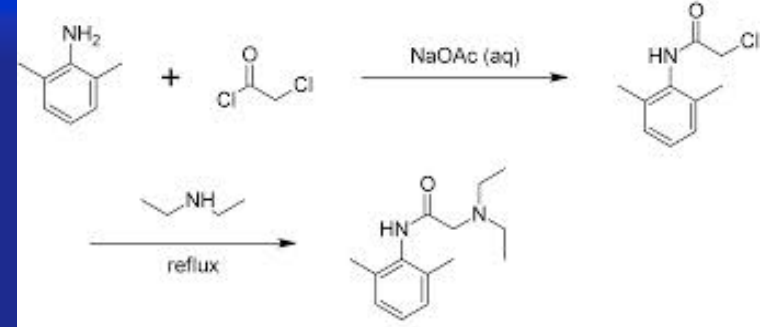
Our Mission



Sambria Pharmaceuticals develops safe and effective topical anesthetics:

- ▶ To decrease pre-procedural “wait” times
- ▶ To increase the volume of practice procedures per day
- ▶ To improve easy patient and clinician access to topical anesthetics
- ▶ To reduce topical anesthetic use cost per procedure
- ▶ To increase patient comfort and satisfaction

Our Approach



- ▶ Combine topical lidocaine with dermal absorption/penetration enhancers
- ▶ Reduce time to initial onset of action of topical anesthetics
- ▶ Improve procedural patient comfort in a cost-effective manner to clinicians
- ▶ Improve topical anesthetic ease of access to clinicians by providing an inventory storing capable, regulatory-compliant product that does not require prescription
- ▶ Provide a high-margin “cash-and-carry” product throughout the distribution channel

- ▶ Topical lidocaine HCL 4% with absorption/penetration enhancers
- ▶ Lidocaine HCl 4% in a topical cream formulation
- ▶ When used properly topical lidocaine HCl 4% has minimal, if any, negative systemic effect
- ▶ Single, sanitary one-use application packaging for clinical settings use
- ▶ Multi-dose packaging for in-office dispensing to patients for residual pain management as well as cost savings to clinic

NeuroMed7[®]

- ▶ Used to reduce pain locally when applied externally directly to the skin.
- ▶ Desensitizes without causing profound, uncomfortable sensations on the skin.
- ▶ Free of counter irritants known to cause localized skin irritation.
- ▶ Free of topical acetaminophen, salicylates and other NSAIDs
- ▶ Non-prescription, easy clinic and patient access
- ▶ Clinician and patient friendly, affordable pricing

Topical Anesthetic Applications

Can be used for:

- ▶ Minimally invasive procedures
- ▶ Aesthetic procedures
- ▶ LASER procedures
- ▶ Micro-needling
- ▶ Injections and venipuncture
- ▶ Discomfort management caused by cutaneous allergy reactions/inflammations, minor burns, insect bites/stings eczema and contact dermatitis
- ▶ Discomfort management caused by hemorrhoids



Product differentiators

- ▶ Rapid onset of action
- ▶ Proprietary formula that includes dermal absorption/penetration enhancers
- ▶ Safe and effective concentration of topical anesthetic – lidocaine HCl 4%
- ▶ Sanitary, single-use as well as multi-dose packaging
- ▶ Cost effective – affordable price points throughout the distribution chain; from distributor to patient
- ▶ Non-prescription

Comparative Advantages

- ▶ Compared to EMLA®, LMX® and compounded topical anesthetics, NeuroMed7® is a small fraction of the cost
- ▶ Compared to EMLA®, LMX® and compounded topical anesthetics NeuroMed7® takes a fraction of the time to initial onset of action
- ▶ Compared to EMLA®, LMX® and compounded topical anesthetics your facility can save on cost while increasing number of procedures
- ▶ NeuroMed® is non-prescription
- ▶ NeuroMed® can be dispensed at high margins increasing practice revenue
- ▶ No oily or gritty residue; easy to both apply and remove

Facility Benefits

- ▶ Decrease topical anesthetic cost per procedure
- ▶ Increase practice revenue by decreasing pre-procedural “wait” times (increase daily procedures volume)
- ▶ Non-prescription, in-office dispensing increases practice revenue (high retail margins)
- ▶ Practice revenue source when multi-use tubes are offered to patients for residual pain
- ▶ Improving patient comfort may lead to successful patient satisfaction and experience

Facility Procurement and Margins

- ▶ Single-use, sanitary 3 ml packets - \$1.99 each
- ▶ Box of 100 units is \$199
- ▶ *Clinic Wholesale Acquisition Cost (WAC) - \$21 per tube (\$126 per box of 6 tube units)*
- ▶ Retail dispensing MSRP \$38.95 per 2.2 ounce tube
- ▶ *Wholesale volume discounts available**

* Minimum 12 tubes for discounts

Regulatory Compliance

- ▶ NeuroMed7™ is manufactured, monitored and marketed in accordance with United States Food and Drug Administration (US FDA) regulations.
- ▶ Regulation policies are governed by the US FDA CFR 21 Monograph 348 OTC Topical Analgesic and Anesthetics.
- ▶ Monograph policy specifically directs marketers of medications in this category to list on its product packaging: “topical analgesic”, “topical anesthetic”, “external analgesic”, “external anesthetic”, or “for the temporary relief of pain”.

**Monograph CFR 21 348.50(a)*

- ▶ USA FDA NDC# 54723-175-22

NeuroMed7®

Topical Anesthetic
“The Comfort Cream”



SAMBRIA™
PHARMACEUTICALS

A Unique Approach to Topical Pain Management



SAMBRIATM
PHARMACEUTICALS

Sambria Pharmaceuticals, LLC
1075 Peachtree Street NE, Suite 3650
Atlanta, Georgia, 30309
888.246.6601
www.sambriapharma.com

Thank You!