

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549**

**FORM 8-K**

**CURRENT REPORT**

**Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported): February 5, 2025

**Journey Medical Corporation**

(Exact Name of Registrant as Specified in Charter)

**Delaware**

(State or Other Jurisdiction  
of Incorporation)

**001-41063**

(Commission File Number)

**47-1879539**

(I.R.S. Employer  
Identification No.)

**9237 E Via de Ventura Blvd., Suite 105  
Scottsdale, AZ 8525**

(Address of principal executive offices)

Registrant's telephone number, including area code: **(480) 434-6670**

Check the appropriate box below if the Form 8-K is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

**Securities registered pursuant to Section 12(b) of the Act:**

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock	DERM	The Nasdaq Capital Market

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

**Item 2.02. Results of Operations and Financial Condition.**

On February 5, 2025, Journey Medical Corporation (the "**Journey Medical**") announced that it expects to report that it had \$20.3 million in cash and cash equivalents as of December 31, 2024. Additionally, Journey Medical is reaffirming its previously issued guidance for the full year ended December 31, 2024 of:

- \$55 to \$60 million in net product revenue;
- selling, general and administrative expense in the range of \$39 to \$42 million; and
- research and development expense in the range of \$8 to \$10 million.

These estimates are based on information currently available to management. Journey Medical's actual results are not expected to vary materially from the estimated preliminary results included herein. The estimates included in this Current Report on Form 8-K have been prepared by, and are the responsibility of management, and Journey Medical's independent registered public accounting firm has not audited, reviewed, compiled, or performed any procedures with respect to the estimates and does not express an opinion or any other form of assurances with respect thereto.

The information in this Item 2.02 of this Current Report on Form 8-K is being furnished and shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section. The information in this Form 8-K shall not be incorporated by reference into any filing under the Securities Act of 1933, as amended, except as shall otherwise be expressly set forth by specific reference in such filing.

**Item 8.01 Other Events.**

On February 5, 2025, Journey Medical will be hosting a conference call to provide an update on the commercial launch plan for the Company's recently approved

dermatological product, Emrosi™ (Minocycline Hydrochloride Extended Release Capsules, 40 mg), formerly referred to as DFD-29. A copy of the slide presentation that Journey Medical will present during this call is attached to this Current Report on Form 8-K as Exhibit 99.1.

**Item 9.01. Financial Statements and Exhibits.**

(d) Exhibits.

The following exhibits are furnished herewith:

<b>Exhibit Number</b>	<b>Description</b>
<a href="#">99.1</a>	<a href="#">Investor Presentation, dated February 5, 2025.</a>
104	Cover Page Interactive Data File, formatted in Inline Extensible Business Reporting Language (iXBRL).

**Forward-Looking Statements**

This Current Report on Form 8-K may contain “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. As used below and throughout this Current Report on Form 8-K, the words “the Company”, “we”, “us” and “our” may refer to Journey Medical. Such statements include, but are not limited to, any statements relating to our growth strategy and product development programs and any other statements that are not historical facts. The words “anticipate,” “believe,” “estimate,” “may,” “expect,” “will,” “could,” “project,” “intend,” “potential” and similar expressions are generally intended to identify forward-looking statements. Forward-looking statements are based on management’s current expectations and are subject to risks and uncertainties that could negatively affect our business, operating results, financial condition and stock price. Factors that could cause actual results to differ materially from those currently anticipated include: the fact that our products and product candidates are subject to time and cost intensive regulation and clinical testing and as a result, may never be successfully developed or commercialized; a substantial portion of our sales derive from products that may become subject to third-party generic competition, the introduction of new competitor products, or an increase in market share of existing competitor products, any of which could have a significant adverse impact on our operating income; we operate in a heavily regulated industry, and we cannot predict the impact that any future legislation or administrative or executive action may have on our operations; our revenue is dependent mainly upon sales of our dermatology products and any setback relating to the sale of such products could impair our operating results; competition could limit our products’ commercial opportunity and profitability, including competition from manufacturers of generic versions of our products; the risk that our products do not achieve broad market acceptance, including by government and third-party payors; our reliance third parties for several aspects of our operations; our dependence on our ability to identify, develop, and acquire or in-license products and integrate them into our operations, at which we may be unsuccessful; the dependence of the success of our business, including our ability to finance our company and generate additional revenue, on the successful commercialization of our recently approved product, Emrosi™, and any future product candidates that we may develop, in-license or acquire; clinical drug development is very expensive, time consuming, and uncertain and our clinical trials may fail to adequately demonstrate the safety and efficacy of our current or any future product candidates; our competitors could develop and commercialize products similar or identical to ours; risks related to the protection of our intellectual property and our potential inability to maintain sufficient patent protection for our technology and products; our business and operations would suffer in the event of computer system failures, cyber-attacks, or deficiencies in our or our third parties’ cybersecurity; the substantial doubt about our ability to continue as a going concern; the effects of major public health issues, epidemics or pandemics on our product revenues and any future clinical trials; our potential need to raise additional capital; Fortress controls a voting majority of our common stock, which could be detrimental to our other shareholders; as well as other risks described in Part I, Item 1A, “Risk Factors,” in our Annual Report on Form 10-K for the year ended December 31, 2023, subsequent Reports on Form 10-Q, and our other filings we make with the SEC. We expressly disclaim any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in our expectations or any changes in events, conditions or circumstances on which any such statement is based, except as may be required by law, and we claim the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995.

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

**Journey Medical Corporation**  
(Registrant)

By: /s/ Claude Maraoui  
Claude Maraoui  
Chief Executive Officer, President and Director

Date: February 5, 2025

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JOURNEY MEDICAL CORPORATION

# EMROSI – U.S. COMMERCIAL PLAN CONFERENCE CALL

February 5, 2025



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JOURNEY  
MEDICAL CORPORATION

## FORWARD-LOOKING STATEMENTS

### FORWARD-LOOKING STATEMENTS

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### TRADEMARKS

This confidential presentation may contain trademarks, service marks, trade names and copyrights of other companies, which are the property of their respective owners. Solely for convenience, some of the trademarks, service marks, trade names and copyrights referred to in this presentation may be listed without the TM, SM, © or ® symbols, but the Company will assert, to the fullest extent under applicable law, the rights of the applicable owners, if any, to these trademarks, service marks, trade names and copyrights.

### MARKET & INDUSTRY DATA

Projections, estimates, industry data and information contained in this presentation, including the size of and growth in key end markets, are based on information from third-party sources and management estimates. Although the Company believes that its third party-sources are reliable, the Company cannot guarantee the accuracy or completeness of its sources. The Company's management estimates are derived from third-party sources, publicly available information, the Company's knowledge of its industry and assumptions based on such information and knowledge. The Company's management estimates have not been verified by any independent source. All of the projections, estimates, market data and industry information used in this presentation involve a number of assumptions and limitations, and you are cautioned not to give undue weight to such information. In addition, projections, estimates and assumptions relating to the Company's and its industry's future performance are necessarily subject to a high degree of uncertainty and risk due to a variety of factors, including, but not limited to, those described above, that could cause future performance to differ materially from the Company's expressed projections, estimates and assumptions or those provided by third parties.

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JOURNEY  
MEDICAL CORPORATION



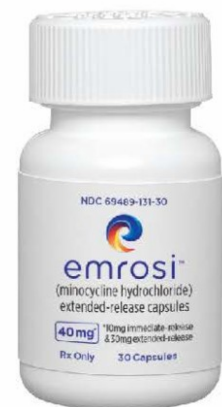
**Claude Maraoui**

Founder, President &  
Chief Executive Officer

- Introduction
- Emrosi – Differentiated Clinical Profile
- Market Opportunity
- Commercial Strategy
- Market Access
- Financial Update
- Closing Remarks

## Emrosi™ Commercial Highlights

- Emrosi received FDA-Approved in November 2024; On time, First-cycle review
- Superior to both placebo and market-leading oral rosacea treatment, Oracea®
- 16.5 million Americans suffer from rosacea<sup>1</sup>
- Emrosi has potential to become standard of care
- Established dermatology sales force at Journey Medical
- Potential to generate significant sales and earnings leverage
- Out-licensing opportunities to generate cash and future revenue





# Today's Speakers



**Claude Maraoui**  
Founder, President & CEO



**Joseph Benesch**  
Chief Financial Officer



**Srinivas Siddhidi, M.D.**  
Vice President, R&D



**Robert Nevin**  
Chief Commercial Officer



**Andrew Zwible**  
Vice President, Operations



**Brian Prout**  
Executive Director, Marketing



**Louis Donati**  
Director, Market Access

# Speakers & Agenda



**Srinivas Siddhidi, M.D.,**  
Vice President,  
Research & Development

- Commercial Highlights
- Emrosi – Differentiated Clinical Profile
- Market Opportunity
- Commercial Strategy
- Market Access
- Financial Update
- Closing Remarks

# Rosacea Affects ~16.5mm Americans<sup>1</sup> and Can Have Debilitating Effects on Quality of Life



- Rosacea is a chronic, relapsing, inflammatory skin condition with symptoms such as acne-like inflammatory lesions (*papules and pustules*), deep facial redness (*erythema*), and spider veins (*telangiectasia*).
- A 2022 meta-analysis of 39 studies examining 9,190 patients with rosacea, published in *JAMA Derm* showed that 43.2% of rosacea patients had papulopustular rosacea<sup>2</sup>
- Rosacea is most frequently seen in adults between 30 - 50 years of age, and in females more than males. Of patients with rosacea<sup>3</sup>:
  - 90% said their condition lowered their self-confidence and self-esteem
  - 41% said it caused them to avoid public contact or cancel social engagements
  - 88% with severe symptoms said it adversely affected their professional interactions
  - 51% said they missed work because of their condition



Actual patient images from Emrosi Phase 3 Clinical Trials.

1. Wehausen, B, Hill, D. E., & Feldman, S. R. (2016). Most people with psoriasis or rosacea are not being treated: a large population study. *Dermatology Online Journal*, 22(7). 2. Barakji YA, Rannstad ATM, Christensen MO, Zachariae C, Wienholtz NK, Halling AS, Maul JT, Thomsen SF, Egeberg A, Thyssen JP. Assessment of Frequency of Rosacea Subtypes in Patients With Rosacea: A Systematic Review and Meta-analysis. *JAMA Dermatol*. 2022 Jun 1;158(6):617-625. doi: 10.1001/jamadermatol.2022.0526. PMID: 35385049; PMCID: PMC8988027. 3. National Rosacea Society: <https://www.rosacea.org/patients/all-about-rosacea>

## Emrosi – A Novel Minocycline Formulation Beneficial Pharmacokinetic Profile

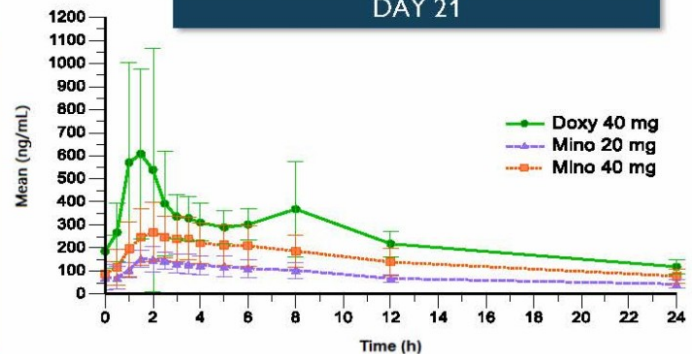


### UNIQUE PRODUCT FORMULATION

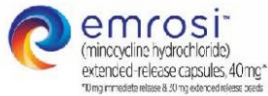
#### Minocycline Extended-Release Capsule 40mg (Once daily oral capsule)

Emrosi was developed using Multiple Unit Pellet System technology, which combines Immediate Release (25%) and Extended Release (75%) minocycline pellets for uniform drug release.

- This provides predictable drug absorption and reduces the risk of dose dumping



- Minocycline in Emrosi is 25% IR & 75% ER compared to doxycycline in Oracea that is 75% IR & 25% ER.
- Minocycline has a lower C<sub>max</sub> and levels in the blood throughout the day compared to doxycycline at the same dose.
- Blood is not the site of action in rosacea and so the drug is not needed to be there.
- Lower levels of drug in the blood are generally known to correlate with safety.



### INDICATIONS AND USAGE

EMROSI is a tetracycline-class drug indicated to treat inflammatory lesions (papules and pustules) of rosacea in adults. (1)

### Limitations of Use

This formulation of minocycline has not been evaluated in the treatment or prevention of infections. To reduce the development of drug-resistant bacteria and to maintain the effectiveness of other antibacterial drugs, use EMROSI only as indicated. (1)

### DOSAGE AND ADMINISTRATION

The recommended dosage of EMROSI is 40 mg orally, once daily. (2)

### DOSAGE FORMS AND STRENGTHS

Extended-release capsules: 40 mg. (3)

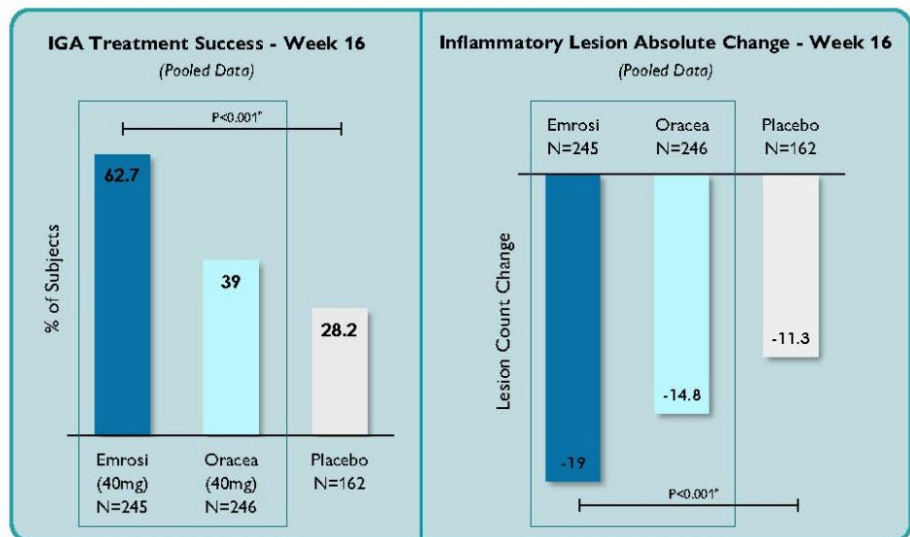


- ✓ Once daily dose, any time of day, with or without food
- ✓ Lowest approved oral minocycline dose (*much lower than the approved antibiotic doses*)
- ✓ Fixed dose independent of body weight
- ✓ Label contains head-to-head superiority data against Oracea.
- ✓ Efficacy is similar across all adult age groups including 65+ years.

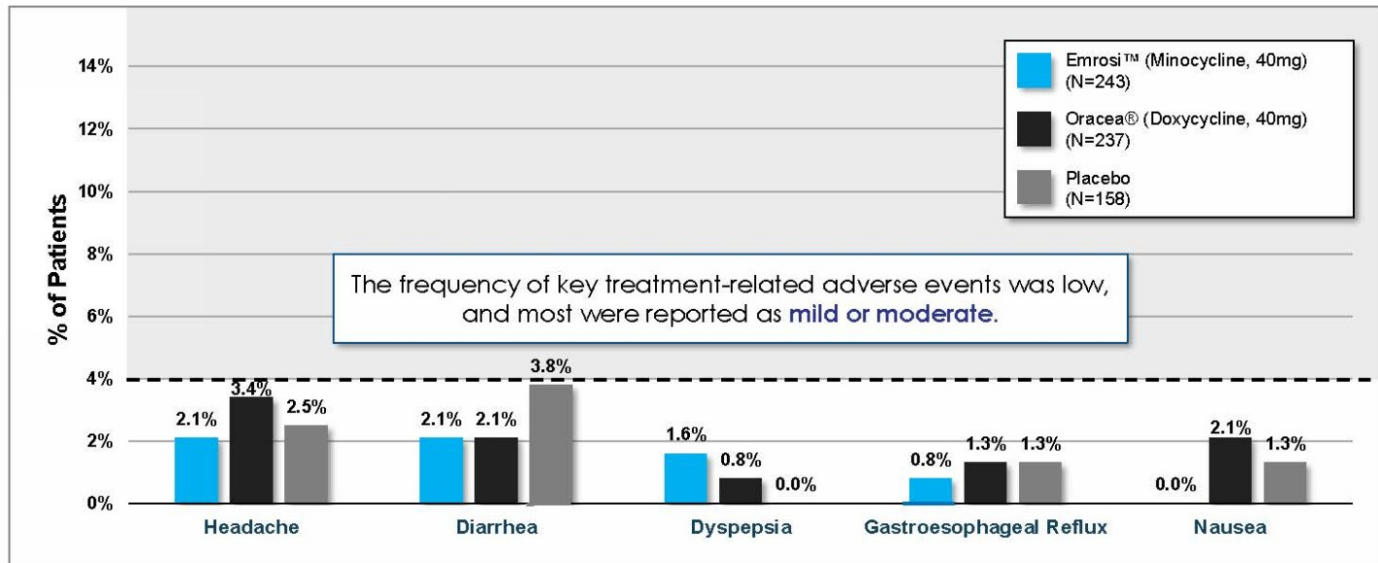
## Emrosi Demonstrated Superior Efficacy Over Oracea and Placebo



- Pooled results from the two phase 3 studies demonstrate outstanding efficacy for Emrosi.
- Significantly superior to Oracea and Placebo on all efficacy parameters of clinical relevance.
- P-values indicate highly significant results against both comparators.







## Emrosi – Publication & Data Communication Plan

- Three manuscript submissions are in process at leading peer-reviewed journals, covering the following topics:
  - Safety & Efficacy vs. Placebo & Oracea for Lesions & Erythema
  - Microbiology
  - Quality of Life Improvement
- Clinical posters will communicate key aspects of the clinical data at major dermatology conferences:
  - ✓ PK Safety Study (Fall Clinical; Oct. 2023)
  - ✓ Sub-Antimicrobial Study (AAD; Mar. 2024)
  - ✓ QoL Improvement (DEF NP/PA; Jul. 2024)
  - ✓ Systemic vs. Dermal PK in Emrosi & Oracea (Fall Clinical; Oct. 2024)
  - QoL Improvement (Encore presentation planned for Winter Clinical; Feb. 2025)



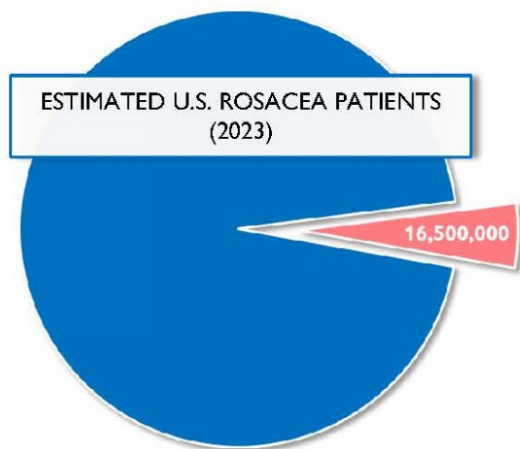


**Andrew Zwible**

Vice President,  
Operations

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## Patients



It is estimated that only 2-3 million Americans with rosacea are receiving treatment<sup>1</sup>, and millions of additional patients with rosacea may be in temporary remission

### Patient From Emrosi Phase 3 Trial



Baseline

Week 16

Actual patient images from Emrosi Phase 3 Clinical Trials. Photos used with permission. Results of individual patients may not be typical, as individual results may vary.

### ORAL ROSACEA TREATMENTS:

Oracea (*doxycycline 40mg*) is the only approved oral treatment option currently indicated for rosacea  
 – For treatment of only inflammatory lesions (*papules and pustules*) of rosacea

### TOPICAL ROSACEA TREATMENTS:

Currently available topical rosacea treatments are only indicated for one of the rosacea features below:

- Erythema**

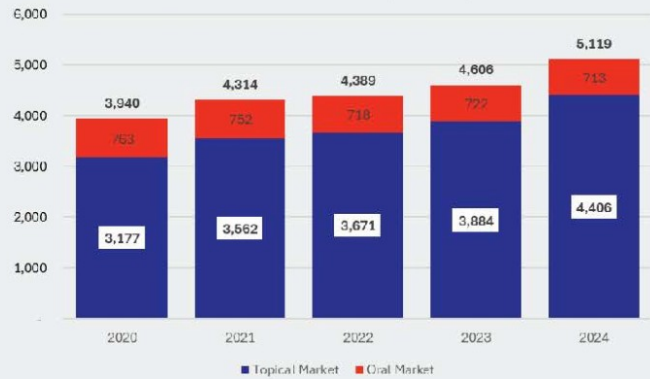
Rhofade (*Oxymetazoline HCL*)      Mirvaso (*Brimonidine Tartrate*)

- Papules & Pustules**

- ★ Zilbá (*Minocycline HCL*)      Azelex (*Azelaic Acid*)
- Soolantra (*Ivermectin*)      Metro Family (*Metronidazole*)
- Finacea (*Azelaic Acid*)      Epsolay (*BPO*)

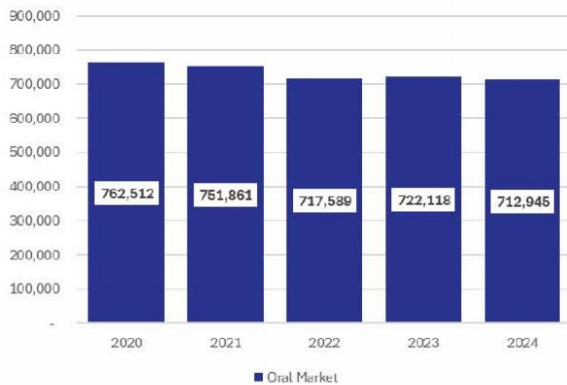
~95% of Topical Rosacea Drugs Are Indicated for Treatment of Inflammatory Lesions<sup>1</sup>

Combined Rosacea Annual TRx (in 000s) in the U.S.



According to a 2020 paper in JAAD, "Combination therapy with topical and oral agents has become a common treatment option for patients with moderate or severe rosacea presenting with diverse signs and symptoms."<sup>2</sup>

Oral Rosacea Annual TRx in the U.S.



**Oral Rosacea Market Definition**

- Oracea
- Oracea Generic Equivalents
- \* Doxycycline Hyclate 20mg in Derm

\* 20mg Doxycycline written by Dermatologists is believed to be prescribed off-label for rosacea

### ORACEA OVERVIEW



**Oracea (*doxycycline 40mg*) was the first and only FDA approved oral medication for Rosacea before Emrosi**

**Indication:** Treatment of only inflammatory lesions (*papules and pustules*) of rosacea in adult patients

**Treatment Duration: 16 Weeks**

- Oracea Brand: Approved in 2006 | \$914 WAC (2024)
- Oracea AG: Approved in 2014 | \$783 WAC (2024)

Marketed by Galderma

### EMROSI OVERVIEW



**Emrosi (*Minocycline 40mg*) is the only other FDA approved oral medication for Rosacea, with proven to be superior to Oracea**

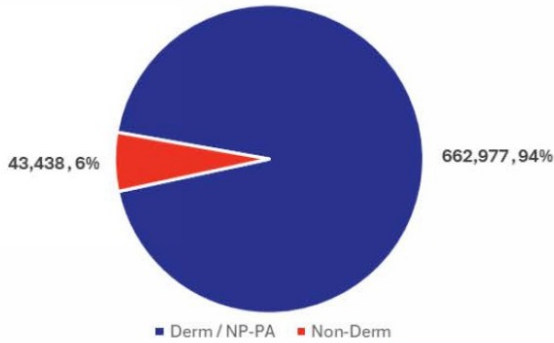
**Indication:** EMROSI is indicated to treat inflammatory lesions (*papules and pustules*) of rosacea in adults

**Treatment Duration: 16 Weeks**

- Emrosi: Approved in 2024 | \$1,298 WAC (2025)

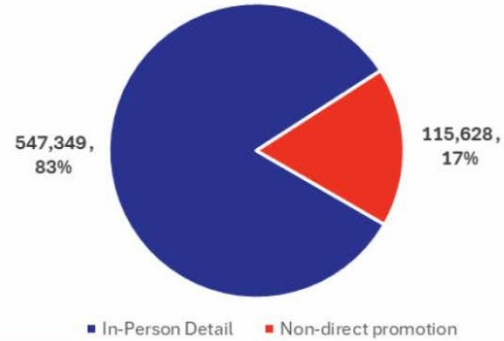
Marketed by Journey Medical

2024 Oral Rosacea TRx



**94% of Oral Rosacea TRx are written in Dermatology**  
(based on IQVIA 2024 TRx)

2024 Oral Rosacea TRx in Dermatology



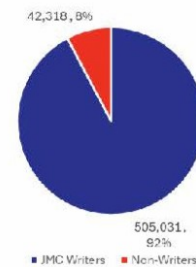
**83% of Oral Rosacea Derm TRx will be covered at launch**  
(based on IQVIA 2024 TRx)

- 547k Oral Rosacea TRx in Journey territories in 2024 (IQVIA prescriber-level data)
- Comprised of 11,485 Derm Writers (includes NPs/PAs)
- **Highly concentrated market with 3,127 writers prescribing 80% of prescriptions**
  - 35 Territories x 100 Targets = 3,500 Targets every two week
  - 100 Targets per Territory allows for 80% bi-weekly call coverage at launch (through Decile 3)

Deciles	Writer Count	Total Targets	Mkt TRx	Target Mkt TRx	TRx per Writer
10	71	71	54,447	54,447	767
9	135	206	54,978	109,425	407
8	193	399	54,583	164,008	283
7	269	668	54,931	218,939	204
6	358	1,026	54,713	273,652	153
5	478	1,504	54,717	328,369	114
4	657	2,161	54,713	383,082	83
3	966	3,127	54,783	437,865	57
2	1,639	4,766	54,747	492,612	33
1	6,719	11,485	54,737	547,349	8
<b>Total</b>	<b>11,485</b>		<b>547,349</b>		<b>48</b>

- Of the Target HCPs writing the 547k Oral Rosacea TRx, 92% are already prescribing one of Journey's other products

Target HCP TRx by familiarity with JMC







**Robert Nevin**  
Chief Commercial Officer

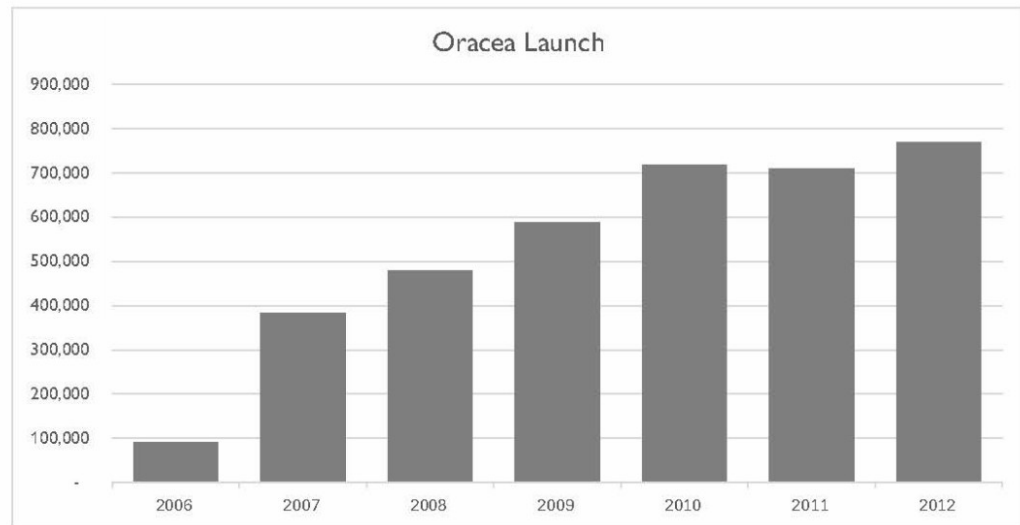
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## Oracea Launch

## Oracea Attained Over 90K TRx in Its Launch Year and Continued To Grow, Peaking in 2012 At 770K



- Oracea Launched in July 2006
- Over 700K TRx by Year 5
- Peak TRx of 769K in 2012





# Trends in Dermatology Are Favorable to the Growth of Emrosi

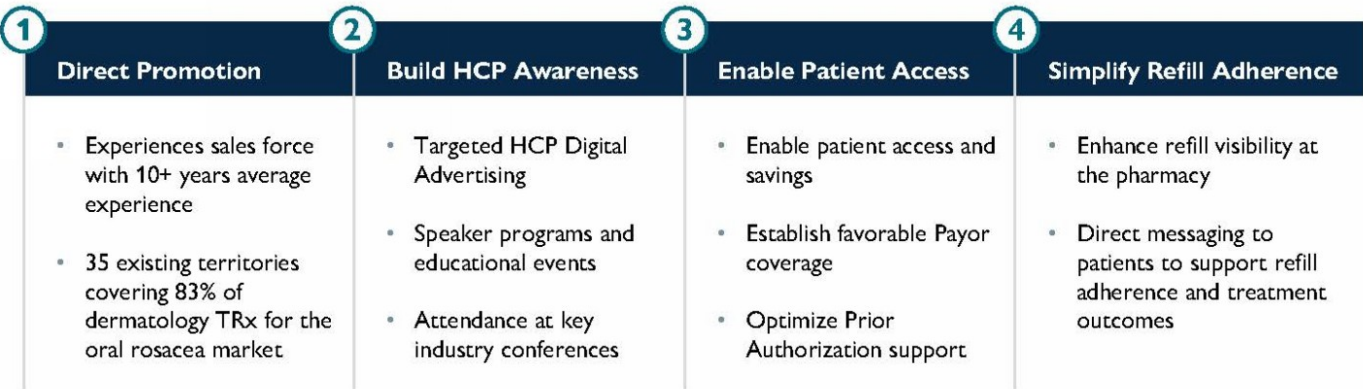


## 4 Pillars to Driving Dermatologist Adoption of Emrosi



### OBJECTIVE:

Rapidly establish EMROSI as the oral standard of care among dermatology providers for treatment of inflammatory lesions of rosacea.



# Majority Of High Rosacea Prescribers Surveyed Believe Emrosi Is “Extremely Valuable” And 74% Stated They Are “Very Likely” To Prescribe



Dermatology Provider’s Perceptions of Emrosi™		
<b>40%</b> of HCPs report a “ <b>very high therapeutic unmet need</b> ” in the treatment of rosacea	<b>70%</b> of HCPs perceive Emrosi to be “ <b>Extremely Valuable</b> ”	<b>74%</b> of HCPs are “ <b>Very Likely</b> ” to prescribe Emrosi

**88%**  
of HCPs ranked **Head-to-Head superiority data over Oracea®** as a top reason for prescribing Emrosi™

Based on independent quantitative market research with 50 dermatology-focused healthcare professionals (HCPs)

## Additional Takeaways

- HCPs are sensitive to patient out-of-pocket costs above \$50 per month
- HCPs are sensitive to payer restriction scenarios, such as prior authorization, step edits and medical necessity

## Speakers & Agenda



**Brian Prout**

Executive Director  
of Marketing

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# Emrosi Has a Unique Mix of Patient Benefits That Will Be Highlighted Throughout Our Sales & Marketing Materials



EFFICACY	SAFETY	UNIQUENESS	CONVENIENCE	ACCESS & SAVINGS
<p>Head-to-head superiority over Oracea® demonstrated in two Phase 3 trials</p> <p>Treatment results in as little as 2 weeks</p>	<p>Safety profile similar to placebo</p>	<p>Modified dual-release formulation</p> <p>Lowest FDA-approved oral dose of minocycline</p>	<p>Convenient once daily capsule, taken any time of day</p> <p>Fixed dose capsule, regardless of bodyweight</p>	<p>Nationwide access</p> <p>Simplified patient savings program at 400+ pharmacies nationwide</p>

**EMROSI™ is the best-in-class oral therapy for inflammatory lesions of rosacea and is expected to become the new standard of care in rosacea therapy**

## Examples of Emrosi HCP Visual Sales Aid





# Patient Results At Baseline & 16 Weeks Post Treatment



## Baseline

IGA SCORE  
3  
LESION COUNT  
43



## Week 16

IGA SCORE  
1  
LESION COUNT  
8

Actual patient images from Emrosi Phase 3 Clinical Trials. Photos used with permission.  
Results of individual patients may not be typical, as individual results may vary.

# Patient Results At Baseline & 16 Weeks Post Treatment



## Baseline

IGA SCORE  
4  
LESION COUNT  
46



## Week 16

IGA SCORE  
1  
LESION COUNT  
1

Actual patient images from Emrosi Phase 3 Clinical Trials. Photos used with permission.  
Results of individual patients may not be typical, as individual results may vary.



## Baseline

**IGA SCORE**  
**3**

**LESION COUNT**  
**28**



## Week 16

**IGA SCORE**  
**0**

**LESION COUNT**  
**0**

Actual patient images from Emrosi Phase 3 Clinical Trials. Photos used with permission.  
Results of individual patients may not be typical, as individual results may vary.

## Journey Will Quickly Grow HCP Adoption of Emrosi Through a Range of Educational and Promotional Programs

### EDUCATIONAL

- 1. Medical Conferences**
  - Exhibit at AAD 2025 March 7-11 with select meetings to follow
  - KOL podium presentations
- 2. Educational Speaker Programs**
  - Utilize KOLs within each territory to educate providers about Emrosi

### PROMOTIONAL

- 3. Direct Promotion**
  - Direct promotion will begin in early April
  - Sales representatives will have product samples and promotional materials at launch
  - e-Sampling will also be available for white space
- 4. Targeted Digital Advertising**
  - Targeted digital advertising to top dermatology prescribers



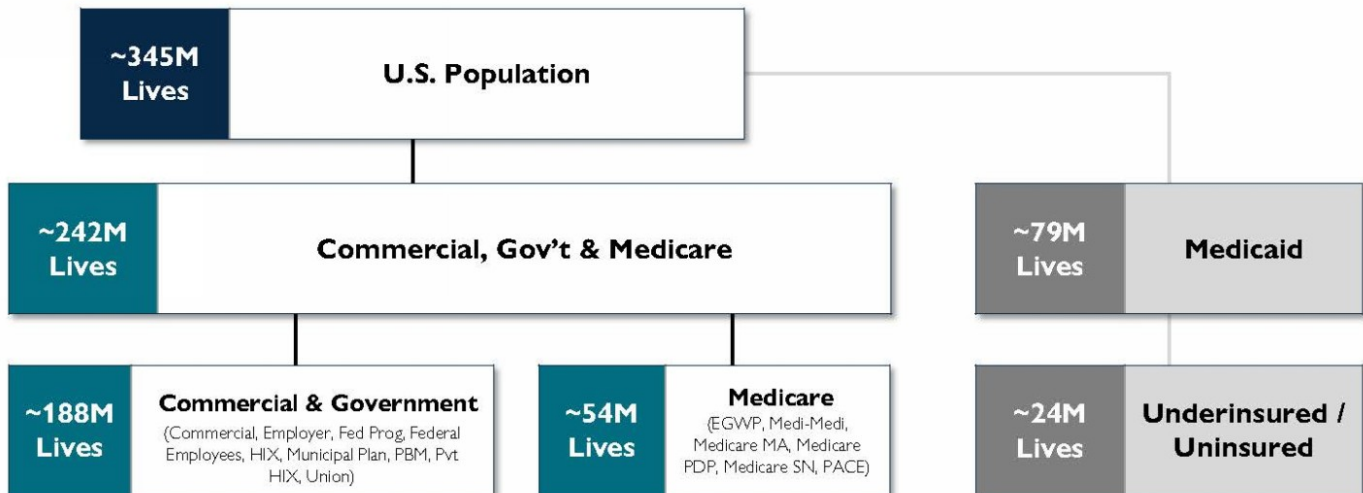
Journey Medical's upcoming exhibit booth at AAD. AAD is the premier dermatology conference in the U.S. with nearly 20,000 attendees.



**Louis Donati**  
Director of Market Access

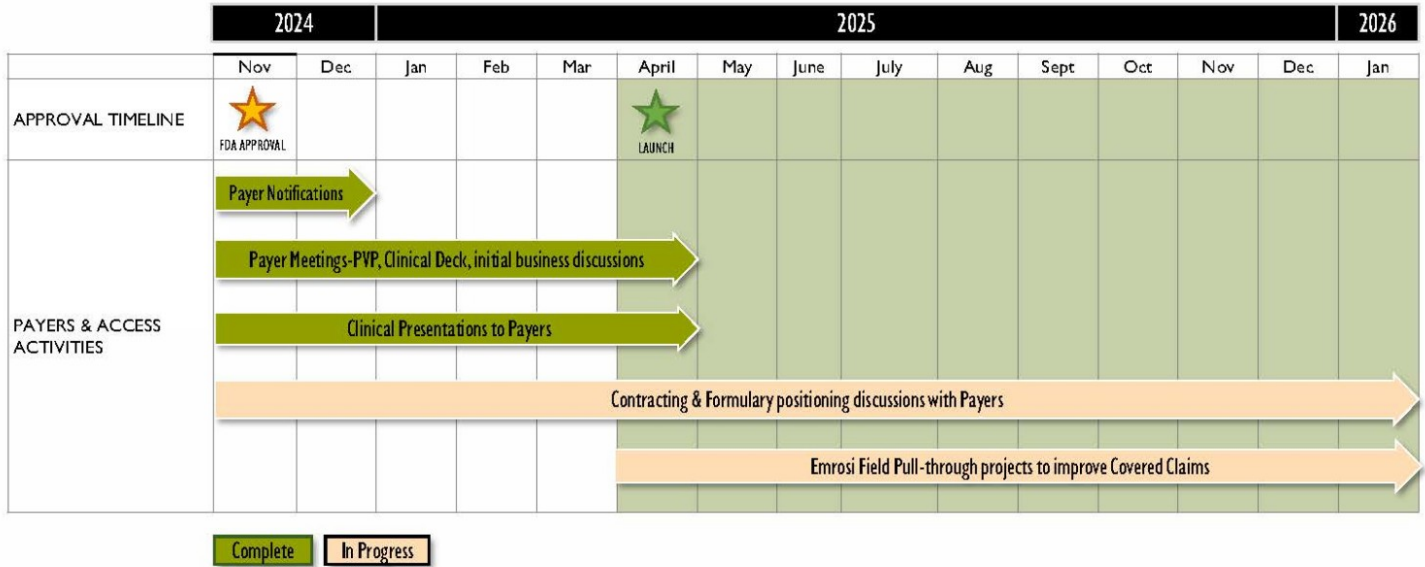
- Commercial Highlights
- Emrosi – Differentiated Clinical Profile
- Market Opportunity
- Commercial Strategy
- Market Access
- Financial Update
- Closing Remarks

## Market Access is Focused on Commercial / Government (FEP/HIX) & Medicare



# Market Access Timelines

## Emphasis on Continuous “Payer” Outreach



# Speakers & Agenda



**Joseph Benesch**  
Chief Financial Officer

- Commercial Highlights
- Emrosi – Differentiated Clinical Profile
- Market Opportunity
- Commercial Strategy
- Market Access
- Financial Update
- Closing Remarks



# Speakers & Agenda



**Claude Maraoui**

Founder, President & Chief Executive Officer

- Commercial Highlights
- Emrosi – Differentiated Clinical Profile
- Market Opportunity
- Commercial Strategy
- Market Access
- Financial Update
- Closing Remarks

# JOURNEY MEDICAL CORPORATION

## Q&A

