



**Enriching Quality of Life through Enhanced Pain Relief**

[www.javelinpharmaceuticals.com](http://www.javelinpharmaceuticals.com)

Certain statements made in the course of this presentation may be forward-looking and involve a number of risks and uncertainties. These forward-looking statements include statements about the following:

- Our product development efforts
- Anticipated operating losses and capital
- Anticipated regulatory filing dates and clinical trial initiation dates
- Our estimates regarding our capital requirements and our needs for additional financing
- Our estimates for future revenues and profitability
- Our selection and licensing of product candidates
- Our ability to attract partners with acceptable development, regulatory and commercialization expertise
- The benefits to be derived from corporate collaborations, license agreements and other collaborative efforts, including those relating to the development and commercialization of our product candidates, and
- Sources of revenues and anticipated revenues, including contributions from corporate collaborations, license agreements and other collaborative efforts for the development and commercialization of our product candidates, and the continued viability and duration of those agreements and efforts

The matters discussed in our forward-looking statements are subject to known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements, or industry results, to be materially different from the results, performance or achievements expressed or implied by our forward-looking statements

# 2007 Fourth Quarter & Year End Earnings Call



**Martin J. Driscoll**  
**Chief Executive Officer**  
**& Director**

**Daniel B. Carr, MD**  
**Chief Medical Officer**  
**& Vice Chairman**

# About Martin J. Driscoll

## CEO & Director



- 26 Years of Industry Experience
  - Small, Medium & Large Pharma (private & public)
- Schering-Plough
  - General Manager of several units including: Key Pharma, Schering Diabetes, Primary Care & ACS
  - Launched & marketed multiple major brands
- Reliant Pharmaceuticals, Inc.
  - SVP, Marketing & Sales
    - Negotiated, led & implemented major collaborations with leading pharma companies
- ViroPharma, Inc.
  - VP of Commercial Operations & Business Development
    - Led major transaction with Aventis for lead compound
- Pear Tree Pharmaceuticals, Inc.
  - CEO of Women's Healthcare Start-Up

# Financial Highlights



**Stephen J. Tulipano, CPA**  
**Chief Financial Officer**

# 2007 Clinical Highlights



## ■ Dyloject™

- All Pharmacokinetic studies completed for US NDA
- Successful Pivotal Phase 3 top line trial data
- Initiated second Pivotal Phase 3
- Successful results from Phase 1 platelet study

## ■ PMI-150 (intranasal ketamine)

- Initiated Pivotal Phase 3 breakthrough cancer pain study for second indication
- Completed all Phase 1 PK data (multidose)

## ■ Rylomine™

- Successful Pivotal Phase 3 top line and secondary end point trial data

# 2008 Clinical Plans

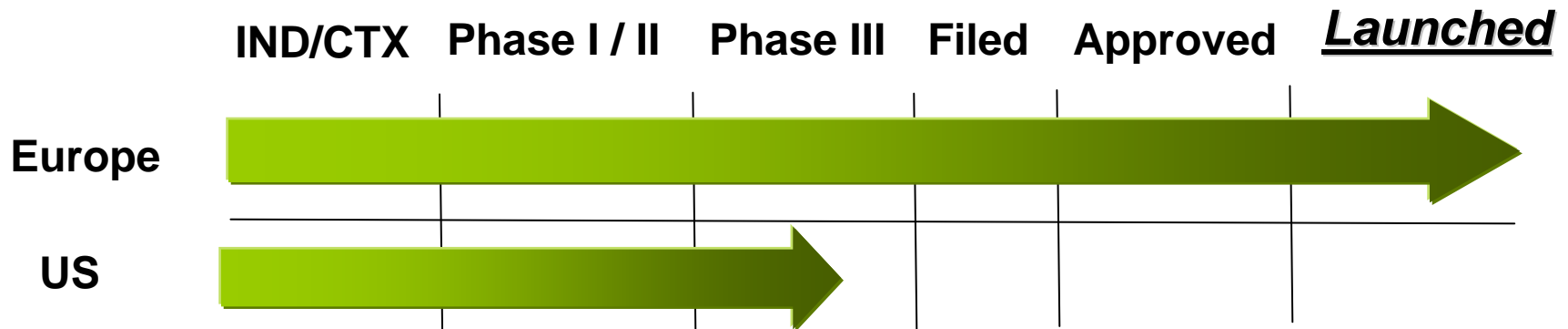


- Complete 2<sup>nd</sup> US pivotal Phase 3 trial for Dyloject™
- Begin US pivotal PMI-150 Phase 3 study in acute pain
- Continue US pivotal PMI-150 trial in breakthrough cancer pain
- German Dyloject MRP approval mid-2008
- Filing of Dyloject™ NDA Q4 2008 / Q1 2009

# Dyloject® - Now Launched in the UK!



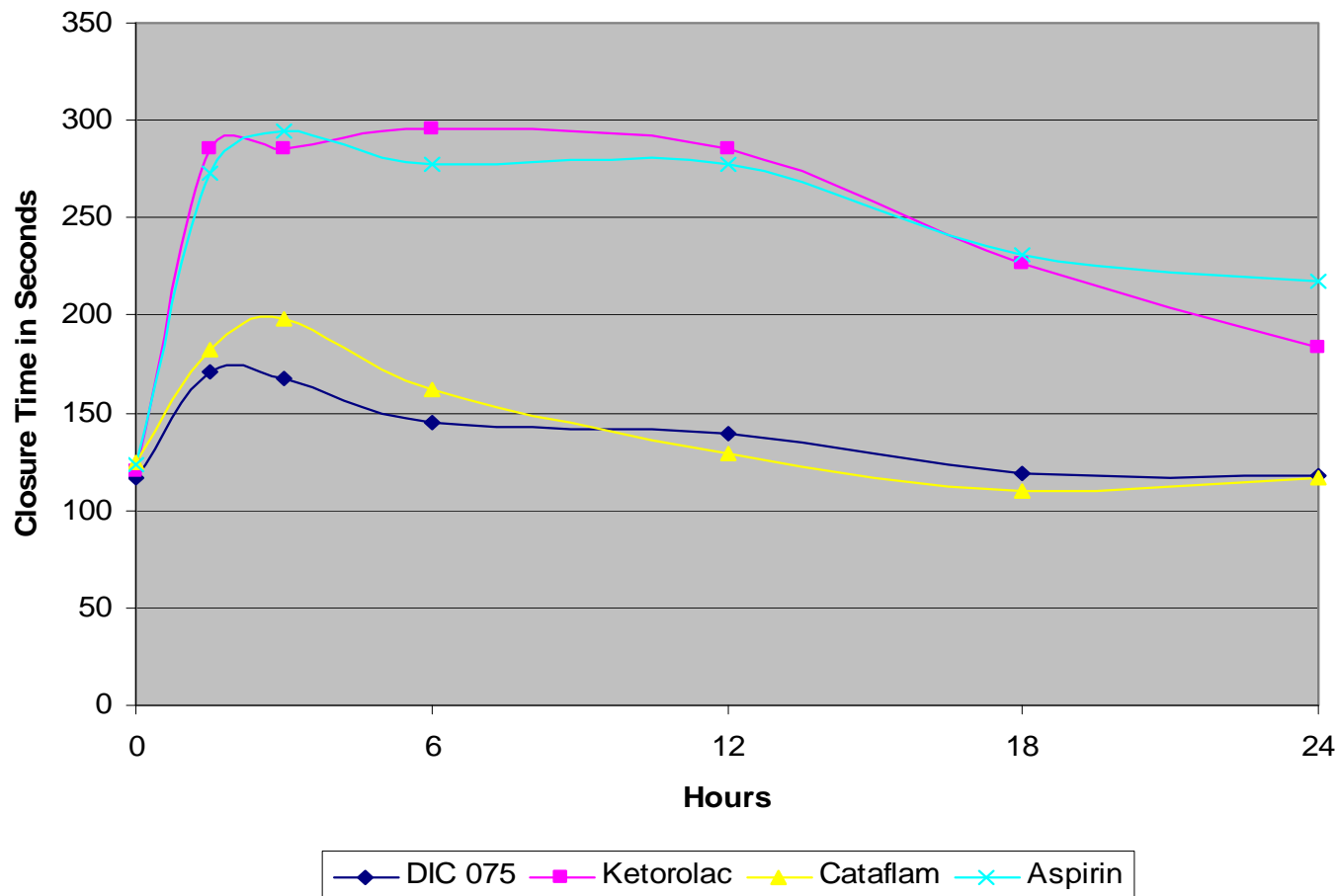
- Improved formulation of diclofenac, the most widely prescribed injectable NSAID
- IV bolus for simple administration in post op pain
  - Faster onset than competitive products and less vein irritation
- Approved October (2007), priced in November (2007), launched in January, 2008



# Dyloject: Less ( $P < 0.0001$ ) Platelet Dysfunction than Ketorolac, ASA



## Platelet Function Analyzer Epinephrine-collagen Closure Times



## ■ Early days

- Dyloject approved end October, pricing in November, broadly launched January, 2008
- 11 hospital reps covering ~80% potential
- Initial focus on large, influential hospitals

## ■ Favorable price

- Javelin's initial proposal was accepted by the NHS pricing authority
- Price per vial = £4.80 (~\$10.00)

# Dyloject<sup>®</sup> - Simplicity and Speed



**OLD FORMULATION**  
Slow infusion >30 minutes



**VS**

**NEW DYLOJECT**  
Immediate IV bolus



- Dyloject is superior to Voltarol® (old formulation)
  - Unique formulation - simple to administer (no buffer, diluent)
  - Faster onset of pain relief
  - Less vein irritation
  - Significant cost savings ~£50 per patient
- Dyloject is superior to Toradol® (ketorolac)
  - Superior pain relief vs. placebo at 5 minutes
  - Approved for peri - operative use
  - Duration of injectable + oral therapy not limited

## ■ Feedback

- Positive Physician response at Anesthetist congress
- 8 Tier 1 NHS hospital formulary acceptances – no rejections: 59 formulary reviews scheduled
- Initial orders exceeding expectations

## ■ Coming Events

- Scottish Medical Consortium decision
- Mutual Recognition Process – Germany (2H08)

# Closing Remarks



- Clinical and Regulatory
  - Under the capable leadership of Dr. Dan Carr
- Refined Commercial Strategy (Top Priority)
  - Emphasis on partnerships
- Partnership Interest has intensified
  - Global in scope
- Investor Centric / Action Oriented / Aim to unlock shareholder value
  - Examining current deployment of resources and capital to insure they are focused on priorities and that we are as efficient as possible in all aspects of the business



**For more information contact:**

**Rick Pierce, VP Investor Relations**

**617-499-4703**

**[rpierce@javelinpharma.com](mailto:rpierce@javelinpharma.com)**

**[www.javelinpharmaceuticals.com](http://www.javelinpharmaceuticals.com)**

125 CambridgePark Drive | Cambridge, MA 02140  
T: 617.349.4500 | F: 617.349.4505