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# AIR 2, LLC<sup>TM</sup> VaporEFX<sup>TM</sup>

## Nicotine Reduction Platform Comparisons and Key Advantages

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### ► Product and Therapeutic Differentiation

#### Legacy Oral Nicotine Sprays (**Nicotinell®** / **Nicorette®**)

Oral nicotine sprays deliver nicotine via oromucosal absorption using liquid formulations designed to rapidly alleviate cravings. Therapeutic effect is driven primarily by nicotine dose and speed of absorption, with typical delivery of approximately 1mg nicotine per spray.

### ► VaporEFX Inhaler and Sublingual Platform

Air2's VaporEFX utilizes a proprietary micellized nicotine delivery system designed to improve nicotine bioavailability and user satisfaction while materially reducing total nicotine exposure.

#### VaporEFX Key Attributes:

- Positioned as nicotine reduction therapy, not simple replacement.
- Satisfaction achieved through delivery efficiency, not dose escalation.
- Multi-format platform:
  - Inhaler (behavioral and sensory replacement).
  - Sublingual delivery (precise, controlled dosing).
- No combustion, heating, or battery dependence.

This design supports step-down, tapering, and long-term reduction strategies, aligning with modern harm-reduction objectives.

### ► Nicotine Reduction Vs. Legacy NRT

Oral nicotine sprays deliver nicotine via oromucosal absorption, typically providing approximately 1 mg nicotine per spray. Therapeutic effect is driven by dose intensity and speed, placing these products within traditional nicotine replacement therapy (NRT).

#### Legacy Oral Spray NRT

- High per-dose nicotine exposure.
- Satisfaction driven by speed and dose.
- Limited behavioral replacement.
- Category characterized by generic competition and price pressure.

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► **Nicotine Reduction Vs. Legacy NRT** (Continued)  
Air2's VaporEFX

- Lower nicotine exposure with maintained satisfaction.
- Optimized delivery efficiency.
- Strong behavioral component (Inhaler).
- Designed to reduce dependence over time, not perpetuate it.

► **Product and Delivery Advantages**

VaporEFX Inhaler & Sublingual Vs. Oral Sprays Mechanism of Satisfaction

**Nicotinell / Nicorette**

- Oromucosal spray.
- Relies on **high nicotine concentration** (~1mg per spray).
- Craving relief comes from **rapid nicotine spike**.
- Satisfaction driven by **dose escalation**, not efficiency.

**VaporEFX**

- **Micellized** nicotine delivery (VaporEFX™ platform).
- Delivers **equivalent satisfaction** with lower nicotine intake.
- Designed to optimize **bioavailability**, not brute-force dosing.
- Supports nicotine reduction therapy (**NRT evolution**) rather than nicotine replacement alone.

VaporEFX is aligned with **next-generation harm-reduction and tapering strategies**, not legacy “replace one addiction with another” models. Air2 offers a platform, not a single SKU.

Feature	Nicotinell® / Nicorette® Oral Spray	Air2 / VaporEFX™
Delivery	Mouth Spray Only	Sublingual and Inhaler
Sensory Cue	Sharp Oral Hit	Oral and Inhalation Options
Behavioral Replacement	Limited	Strong Pouch & Cigarette Ritual Replacement
Metered Dosing	Yes	Yes / Precise
Escalation Risk	High	Lower By Design

## ► Nicotine and Formulation Comparisons

### Clean-Label & Formulation Complexity Advantage

#### Nicotinell Oral Spray – Excipients

Contains **multiple solvents, sweeteners, stabilizers, and sensory modifiers**, including:

- Propylene Glycol (E1520)
- Glycerol (E422)
- Ethanol (anhydrous)
- Poloxamer 407
- Benzyl alcohol
- Pulegone (mint flavor constituent)
- Sucralose (E955)
- Acesulfame Potassium (E950)
- Sodium Hydroxide
- Menthol, cooling agents, essential oils



#### Implications:

- Complex excipient profile.
- Higher risk of **oral irritation, taste fatigue, and long-term tolerability issues**.
- Increasing regulatory scrutiny around **flavors, alcohols, and sweeteners**.

#### VaporEFX Sublingual & Inhaler:

- **Simplified excipient system.**
- No propylene glycol aerosol exposure.
- Designed for **pulmonary or sublingual absorption efficiency**.
- Fewer flavor-driven masking agents required due to **lower nicotine load**.

#### Key Advantage:

Air2's micelle formulation supports **chronic daily use with reduced excipient burden**, which is critical for **long-term cessation programs**.

## ► Nicotine Reduction Therapy (NRT Evolution)

### Legacy NRT (Nicotinell / Nicorette):

- Replace cigarettes with **pharma nicotine**.
- Maintain **dependence**, then taper slowly.
- Products compete largely on:
  - Flavor
  - Speed
  - Brand trust
- Crowded **ME-TOO** category.



### Air2 VaporEFX:

- Enables **meaningful nicotine reduction while preserving satisfaction**
- Supports:
  - Step-down programs.
  - Dual-use transition.
  - Behavioral replacement and pharmacologic effect.
- Designed as a **bridge between NRT and true cessation**.

*“Air2’s VaporEFX represents the next phase of nicotine reduction therapy, delivering satisfaction without perpetuating high-dose nicotine dependence.”*



## ► Intellectual Property Advantage

### Competitive IP

#### Nicotinell / Nicorette:

- Foundational oral spray patents **expired (2021–2022)**
- Remaining filings:
  - Secondary formulations
  - Device tweaks
- **WO2019110074A1**
  - Not a granted patent
  - **US national stage abandoned**
  - Withdrawn/ceased in EU
  - **No enforceable protection**



#### Air2 IP Position

Three Issued Patents:

- Cover **micellized nicotine delivery**.
- Protect **method + system**, not just formulation.
- Creates **real barriers to entry**.

**PCT Application. Strong International Standing Covers micellized nicotine delivery.**

- Positive International Search & Preliminary Examination (USPTO as ISA).
- **8 claims already allowable.**
- **13 claims recognized as novel.**
- All claims meet **industrial applicability**.
- Strong guidance for:
  - EU
  - India
  - Other priority markets

Air2's VaporEFX stands apart from Nicotinell and Nicorette by delivering equivalent nicotine satisfaction with substantially lower nicotine intake, enabled by patented micellized formulation(s) and delivery technology.

While oral nicotine sprays have become a commoditized, post-patent category with complex excipient systems and limited differentiation, VaporEFX offers a clean-label, multi-format platform protected by issued U.S. patents and a strong international PCT position.

Air2's VaporEFX represents a defensible, next-generation nicotine reduction therapy that complements existing NRT brands while opening a new, protected category beyond legacy gums, patches, and sprays.

► **Medical / Regulatory Comparison Table (Simplified):**

Category	Nicotinell® / Nicorette® Oral Spray	VaporEFX™ Sublingual & Inhaler
Therapeutic Category	Nicotine Replacement Therapy (NRT)	Nicotine Reduction Therapy
Delivery route	Oromucosal Spray	Inhalation & Sublingual
Typical Nicotine Strategy	Higher, Per Dose Nicotine	Lower Nicotine, Higher Efficiency
Satisfaction Mechanism	Rapid Nicotine Spike	Optimized Bioavailability & Sensory Cues
Behavioral Replacement	Limited	Strong (Inhaler Mimics Habit / Ritual)
Excipients	Multiple solvents, Alcohol, Sweeteners, Flavors	Reduced Excipient Complexity
Ethanol	Yes (Major Solvent)	Yes (Co-Solvent)
Combustion / Heating	None	None
Patent Status	Core Patents / Expired	Three Issued Patents
PCT / International IP	Withdrawn / Abandoned	Active PCT With Positive Examination
Generic Competition Risk	High	Low
Category Maturity	Mature / Commoditized	<b>Next Generation Platform</b>

Air2's VaporEFX represents a patented, next-generation nicotine reduction platform that delivers satisfaction with materially less nicotine, avoids the limitations of legacy oral sprays, and creates a protected path beyond commoditized NRT categories.



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