



**AMPHASTAR**  
PHARMACEUTICALS



J.P. Morgan Healthcare Conference  
January 2024

# Forward Looking Statements

This presentation and the accompanying oral presentation contain forward-looking statements, of Amphastar Pharmaceuticals, Inc. (“Amphastar”, “we”, “our” and that are based on our management’s current expectations and assumptions and on information currently available to management. Forward-looking statements include all statements other than statements of historical fact contained in this presentation, including, but not limited to, information concerning our business plans and objectives, potential growth opportunities, product development, regulatory approvals, market potential, efficiencies, competitive position, and industry environment, among other statements.

All statements in this presentation that are not historical are forward-looking statements, including, among other things, statements relating to our expectations regarding future financial performance and business trends, our future growth, sales and marketing of our products, market size and expansion, product portfolio, product development, the timing of FDA filings or approvals, including the DMFs of ANP, the timing of product launches, acquisitions and other matters related to our pipeline of product candidates, the timing and results of clinical trials, the prospective benefits of the acquisition of BAQSIMI<sup>®</sup>, and other future events, including potential contingent consideration amounts and terms related to the acquisition of BAQSIMI<sup>®</sup>, the anticipated benefits of BAQSIMI<sup>®</sup> to our product portfolio, Amphastar’s commitment to strategically maximizing the commercial potential of BAQSIMI<sup>®</sup>, and other future events. These statements are not facts but rather are based on Amphastar’s historical performance and our current expectations, estimates, and projections regarding our business, operations, and other similar or related factors. Words such as “may,” “might,” “will,” “could,” “would,” “should,” “anticipate,” “predict,” “potential,” “continue,” “expect,” “intend,” “plan,” “project,” “believe,” “estimate,” and other similar or related expressions are used to identify these forward-looking statements, although not all forward-looking statements contain these words. You should not place undue reliance on forward-looking statements because they involve known and unknown risks, uncertainties, and assumptions that are difficult or impossible to predict and, in some cases, beyond Amphastar’s control. Actual results may differ materially from those in the forward-looking statements as a result of a number of factors, including those described in Amphastar’s filings with the Securities and Exchange Commission, including in our Annual Report on Form 10-K for the year ended December 31, 2022, filed with the SEC on March 1, 2023, and in our Quarterly Report on Form 10-Q for the quarter ended September, 2023, filed with the SEC on November 8, 2023. In particular, there can be no guarantee that the acquisition of BAQSIMI<sup>®</sup> will be beneficial to our business, that any event, change or other circumstance could cause the results of the acquisition and integration of BAQSIMI<sup>®</sup> into our product portfolio to differ from Amphastar’s expectation, that all or any of the contingent consideration will be payable on the terms described herein or at all, or that Amphastar can reliably predict the impact of BAQSIMI<sup>®</sup> on its financial results or financial guidance. You can locate these reports through our website at <http://ir.amphastar.com> and on the SEC’s website at [www.sec.gov](http://www.sec.gov). The forward-looking statements in this release speak only as of the date of the release. Amphastar undertakes no obligation to revise or update information or any forward-looking statements in presentation to reflect events or circumstances in the future, even if new information becomes available or if subsequent events cause our expectations to change

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# Company Overview

# Company Overview

**One-  
Stop**

- Fully Integrated Business Model, R&D, Manufacturing and Distribution

**Dual  
Strategies  
Growth  
Model**

- Pipeline Development
- Strategic Acquisitions

**Three-H  
Focus**

- High Quality
- High Efficiency
- High Technology

# Fully Integrated Business Model: One-Stop

- Extensive in-house product development capabilities
  - Technical Platforms
  - State-of-the-art instruments
  - Animal studies
  - Clinical research team

- Fully integrated back end manufacturing capabilities
  - API and key materials
  - Device and key components

- Complete front end integration
  - Marketing
  - Distribution

Product Development

API / Key  
Components  
Manufacturing

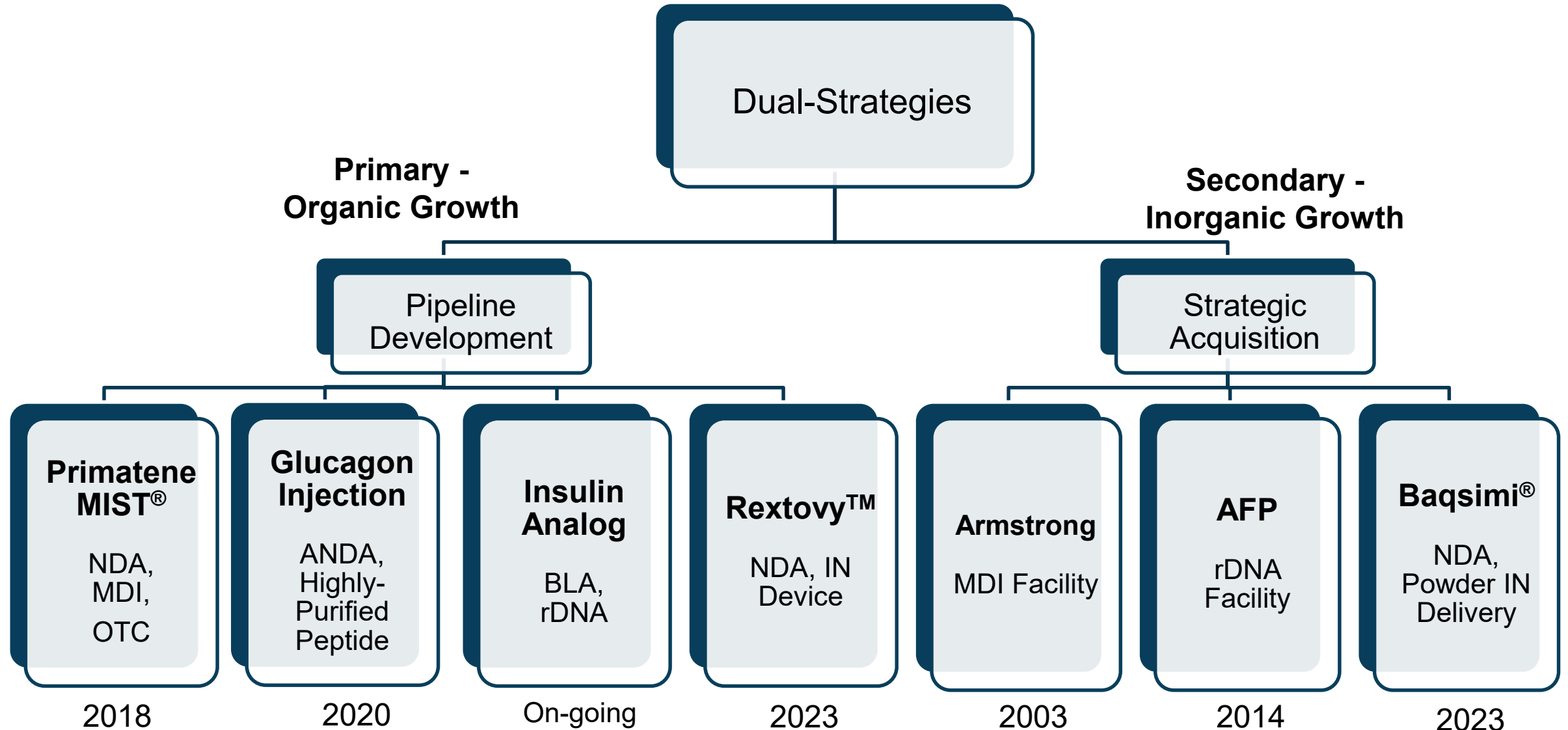
US Based Finished  
Product  
Manufacturing

Marketing

Distribution

- Control over quality and compliance throughout the product development and manufacturing cycle

# Dual-Strategies Growth Model



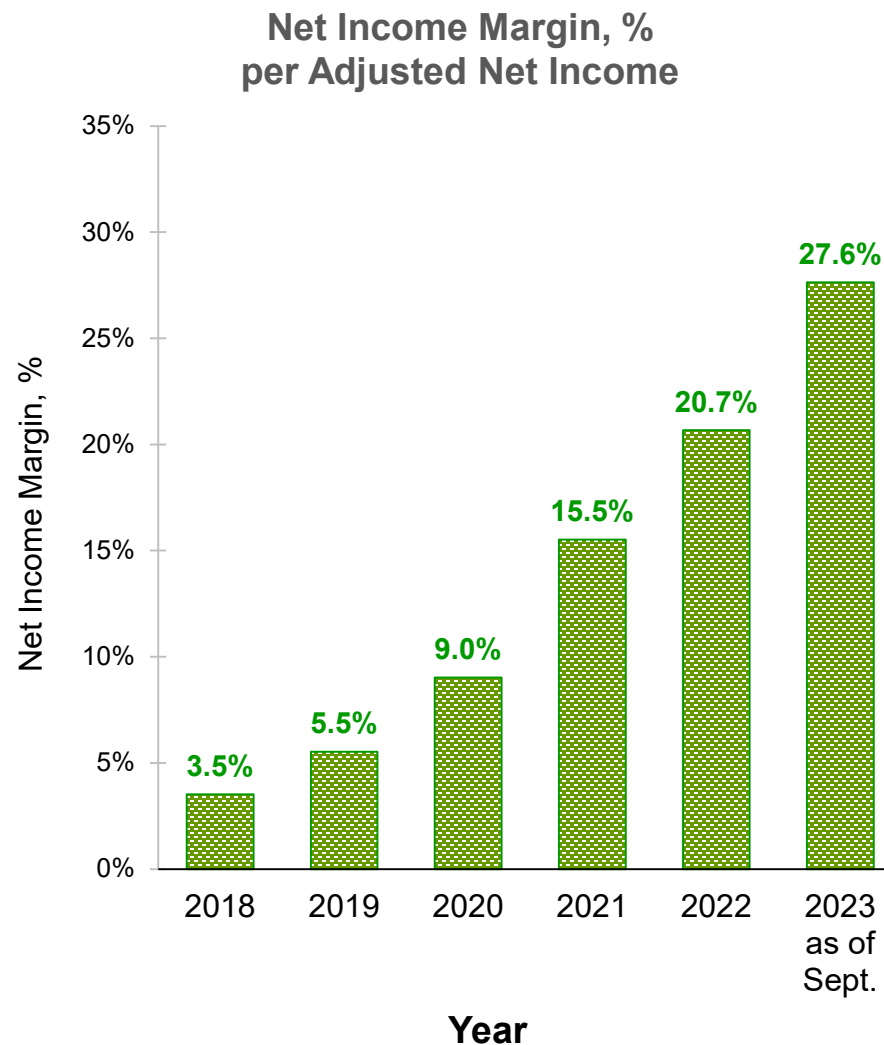
# Three-H Focus

Amphastar's Management team operates the Company to:

- Insist on High Quality
- Emphasize High Efficiency and
- Rely on High Technology to Develop Pipelines

The 3-H focus results in high net income margin

(\$Million or Specified)	2018	2019	2020	2021	2022	YTD 2023-09
Revenue, <i>x</i>	295	322	350	438	499	466
Net Income (GAAP)	-5.7	48.9	1.4	62.1	91.4	101.4
Net Income, Adjusted, <i>y</i>	10.4	17.8	31.6	68.0	103.2	128.8
Net Income Margin, Adjusted, $=y/x$ , %	3.5%	5.5%	9.0%	15.5%	20.7%	27.6%



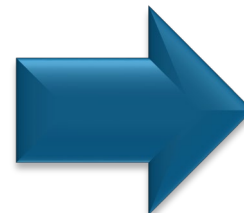
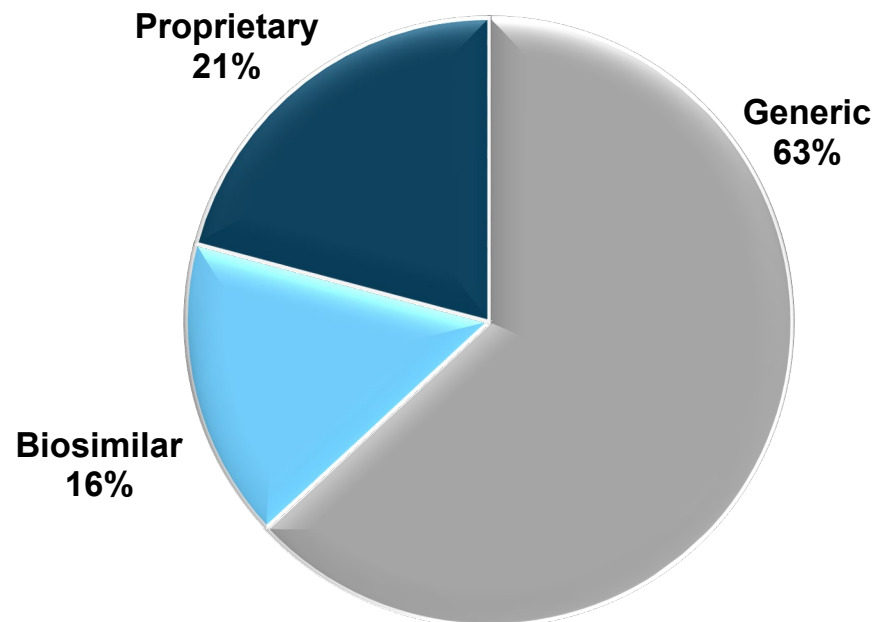
# Leveraging Strategic Vision & Core Strengths



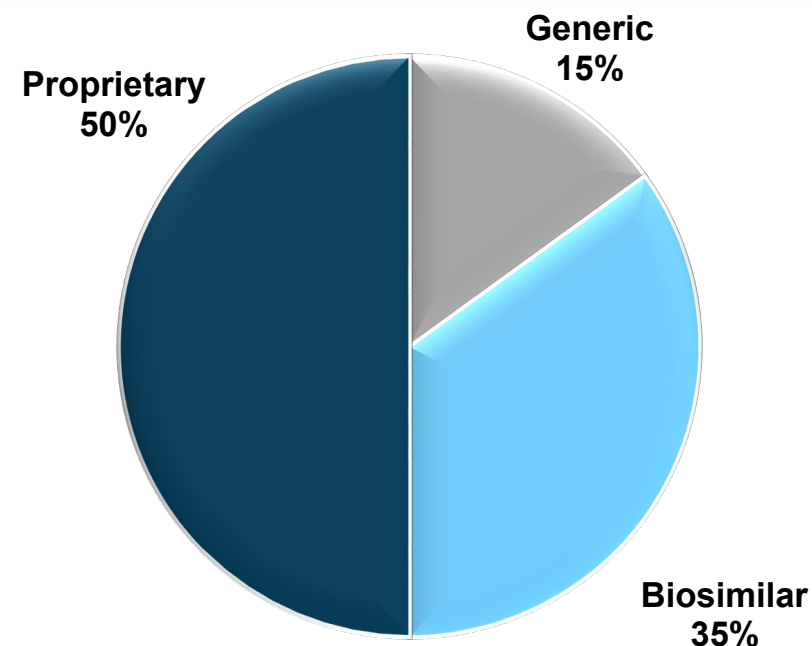
# Pipeline Evolution

Amphastar's pipeline is projected to advance with a greater focus on proprietary and biosimilar products

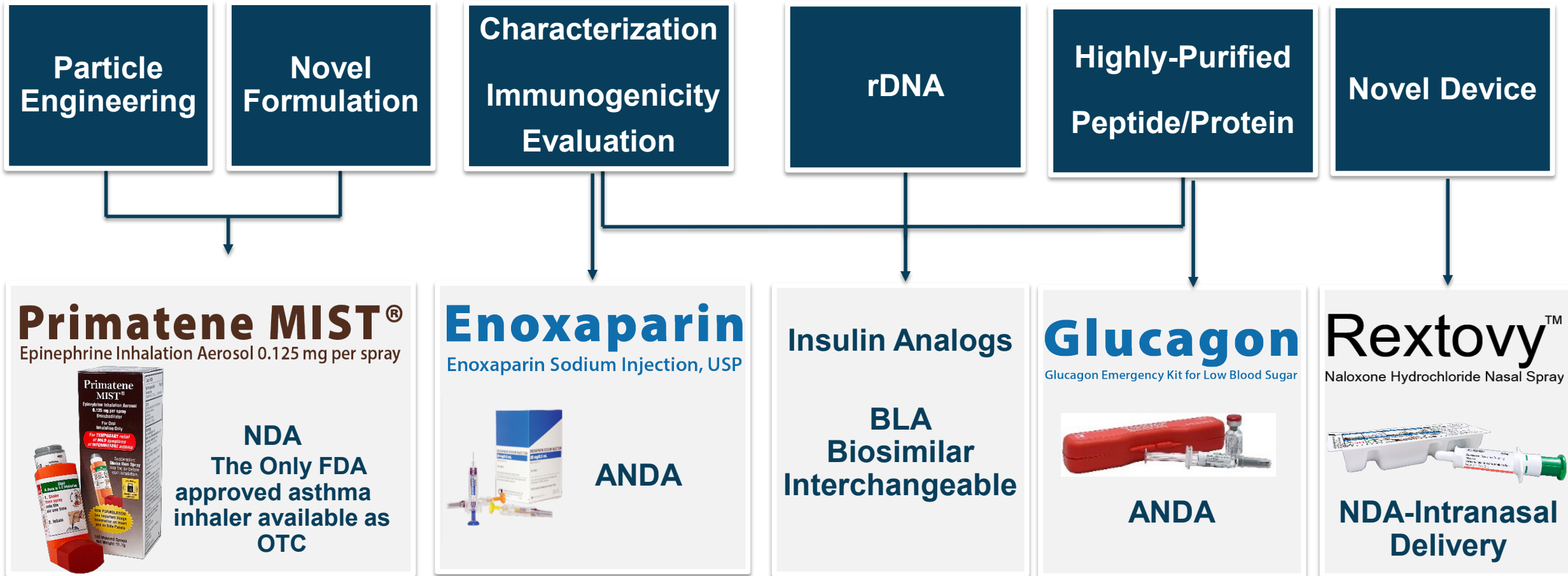
## 2021 Pipeline



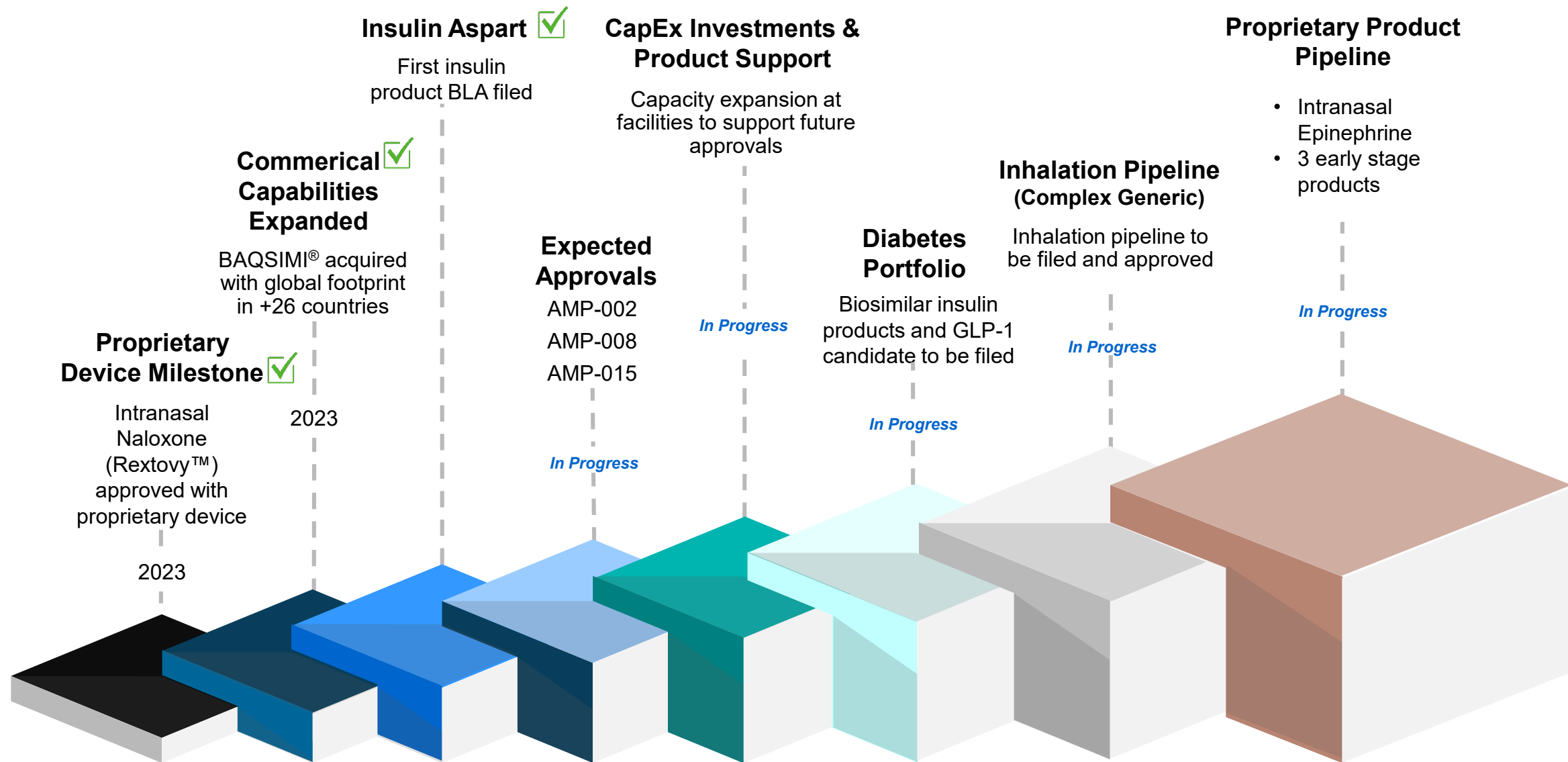
## Projected 2025 Pipeline



# Technical Platforms



# Strategic Shift Toward Proprietary & Biosimilars Drugs

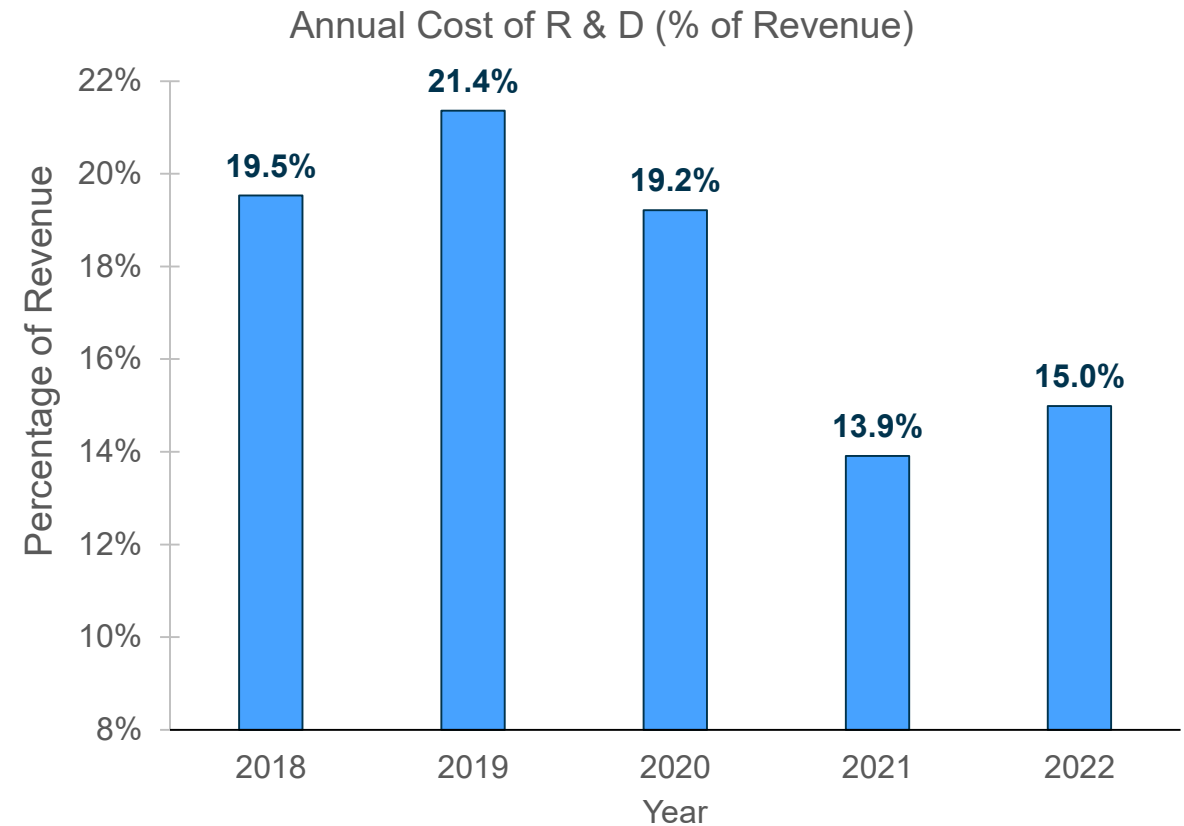


# R&D and Pipeline

# Focused on R&D Investment

- Strategic focus to make substantial R&D investments to expand our product portfolio
- Diverse pipeline development with flexibility and scalability for sourcing API, starting material, and research under our vertically – integrated platform
- Emphasis and investment in R&D differentiates us from our competitors as our focus is on the long-term growth of our company
- R&D from API, early stage, and clinical trials and from laboratory to scale-up

**Self-funded R&D investment of approximately \$330 million in the recent 5 years**

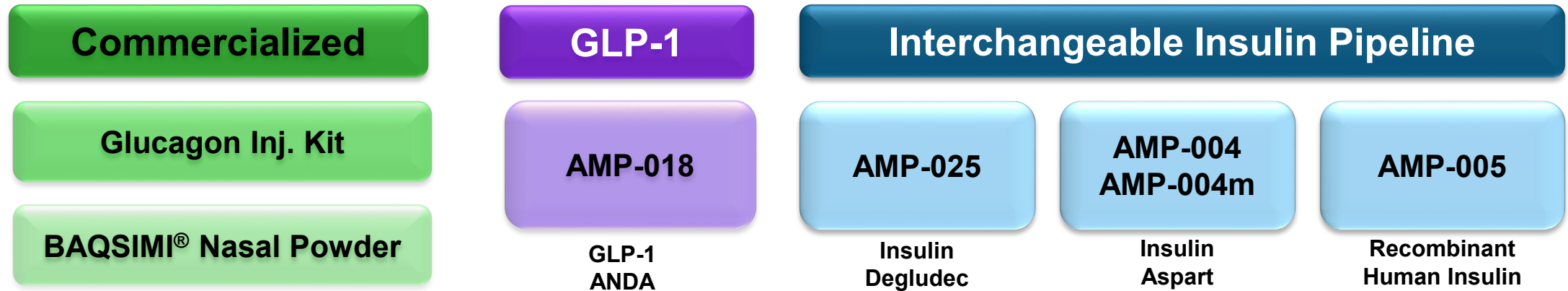


# Pipeline – ANDAs with Technical Barriers

## Generic Pipeline, 8 Candidates

ANDA Type	Product Code	Current Stage	*IQVIA Sales
Injectable	AMP-002	GDUFA Q2 2023, no FDA Action and no pending requests as of 1/04/24	+\$500 Million
	AMP-015 (Teriparatide)	CRL received and responded; GDUFA Q1 2024	+\$600 Million
	AMP-018	GLP-1: Planned filing 2024	+\$2 Billion
Inhalation	AMP-008	CRL received, and responded; GDUFA Q2 2024	+\$6 Billion
	AMP-007	Filed, GDUFA expected Q4 2024	
	AMP-016	Stability/clinical trials	
	AMP-017	Planned filing 2024	
	AMP-022	Development	

# Diabetes Portfolio

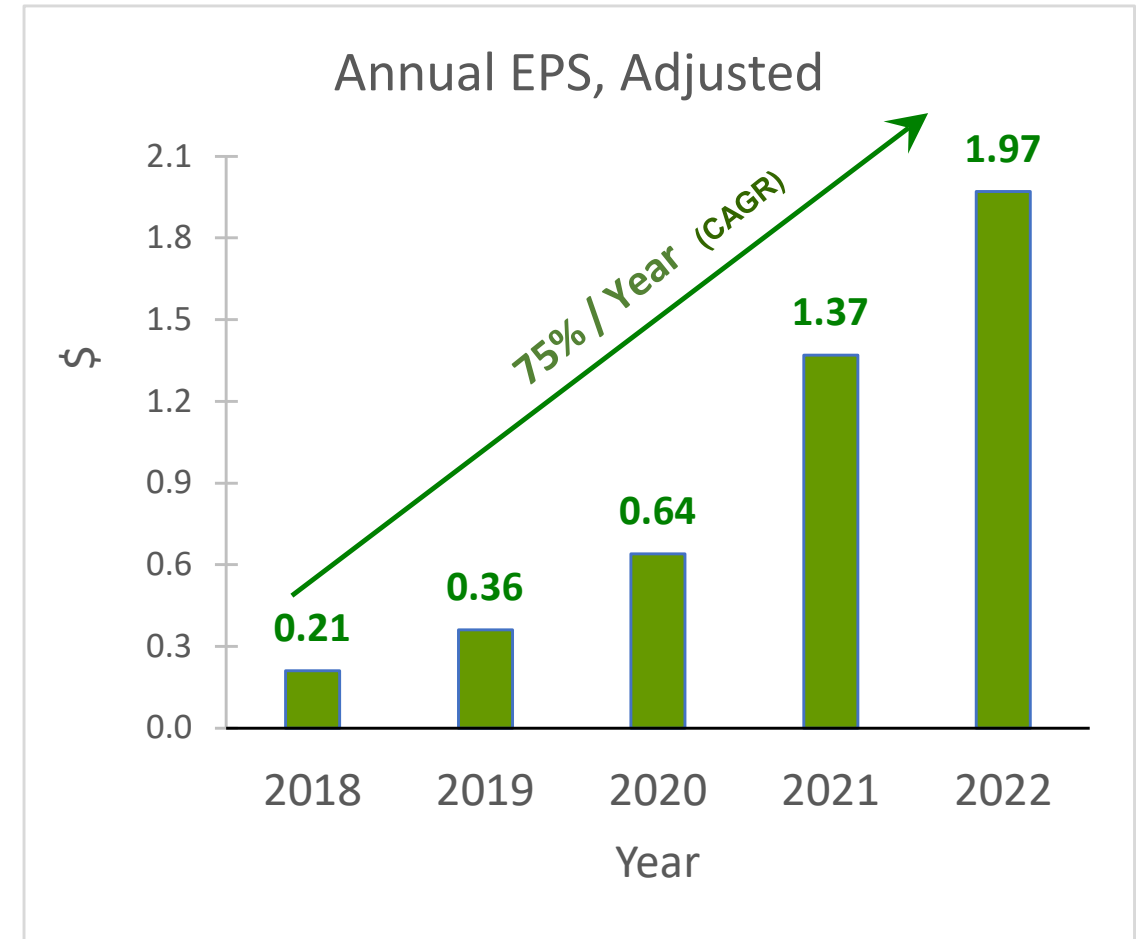
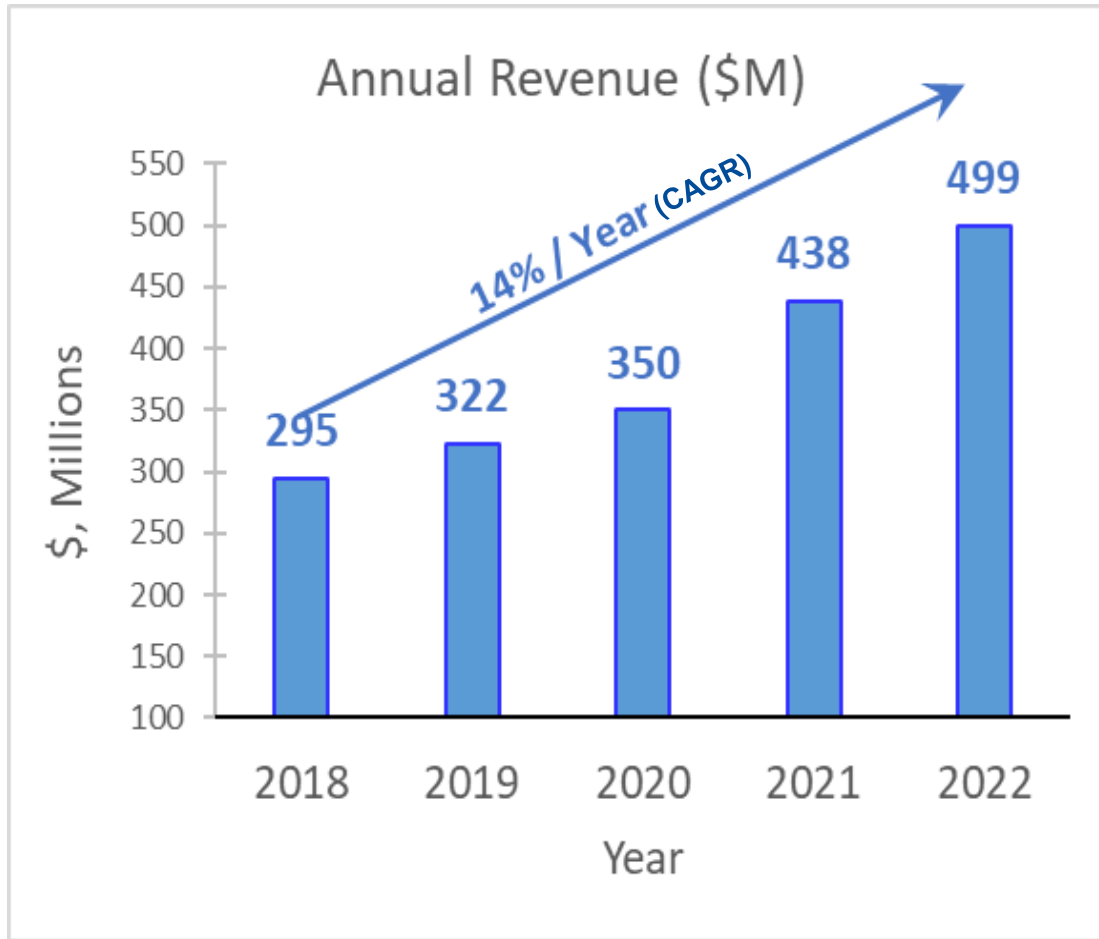


- BAQSIMI®, the first and only FDA approved glucagon nasal powder
- First and only FDA approved generic Glucagon injection kit
- GLP-1 ANDA development
- Insulin Pipeline:
  - Covers the full spectrum of the insulin from rapid to long acting
  - AMP-004 BLA filed
  - \$8 Billion in IQVIA sales as of September 30, 2023, ~70 million of units of both pens and vials

# Sales and Marketing

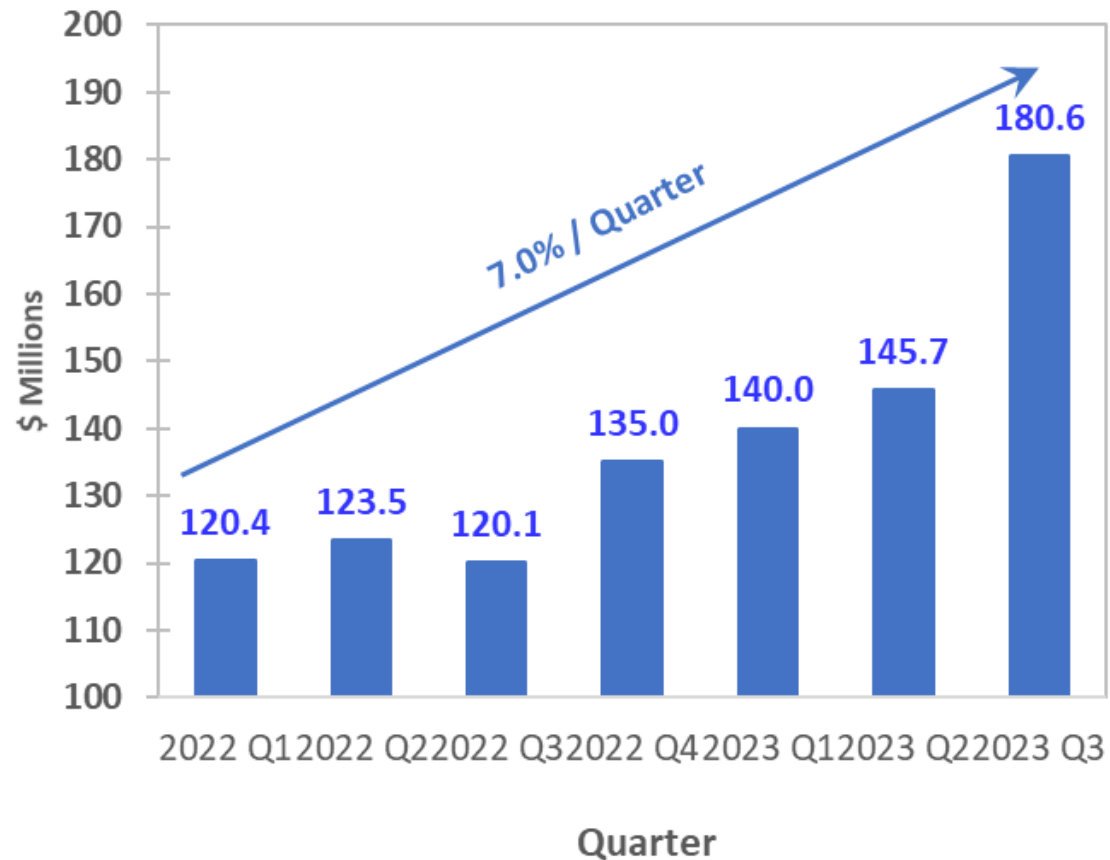


# Sales and EPS Trend

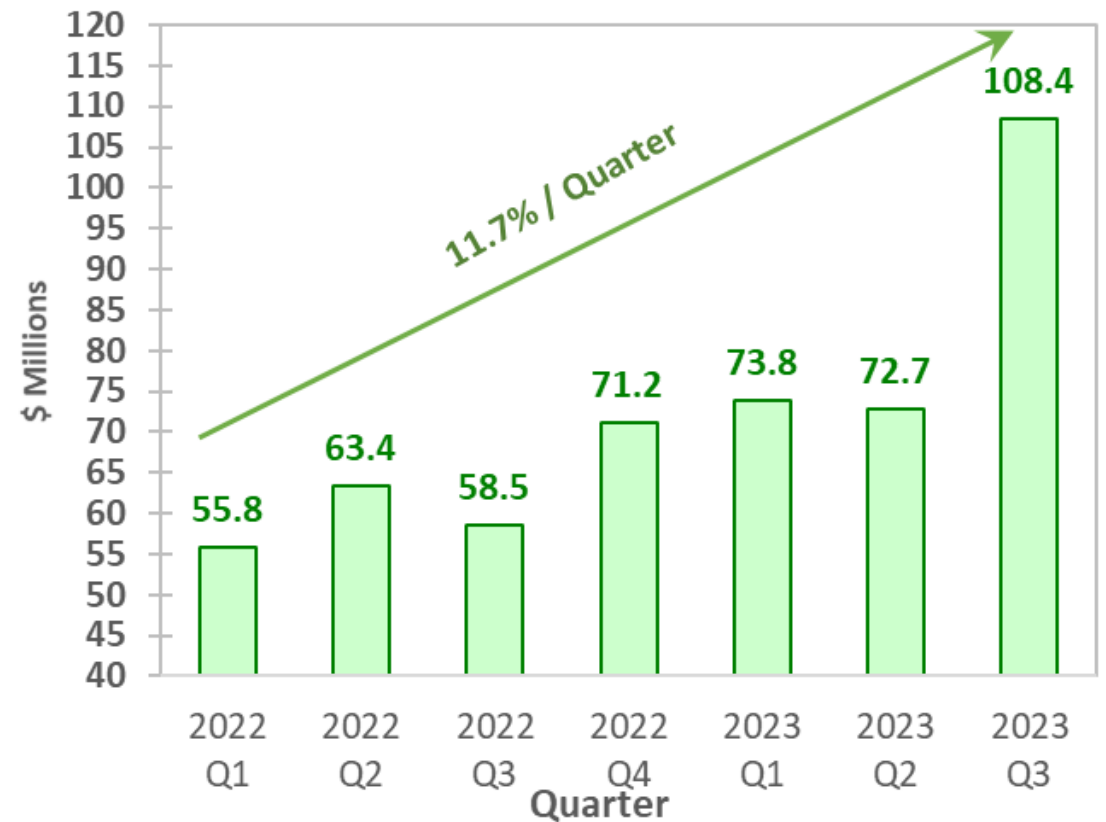


# Recent Quarter Trend: Sales & Gross Profit

## Recent Quarterly: Revenue (\$M)

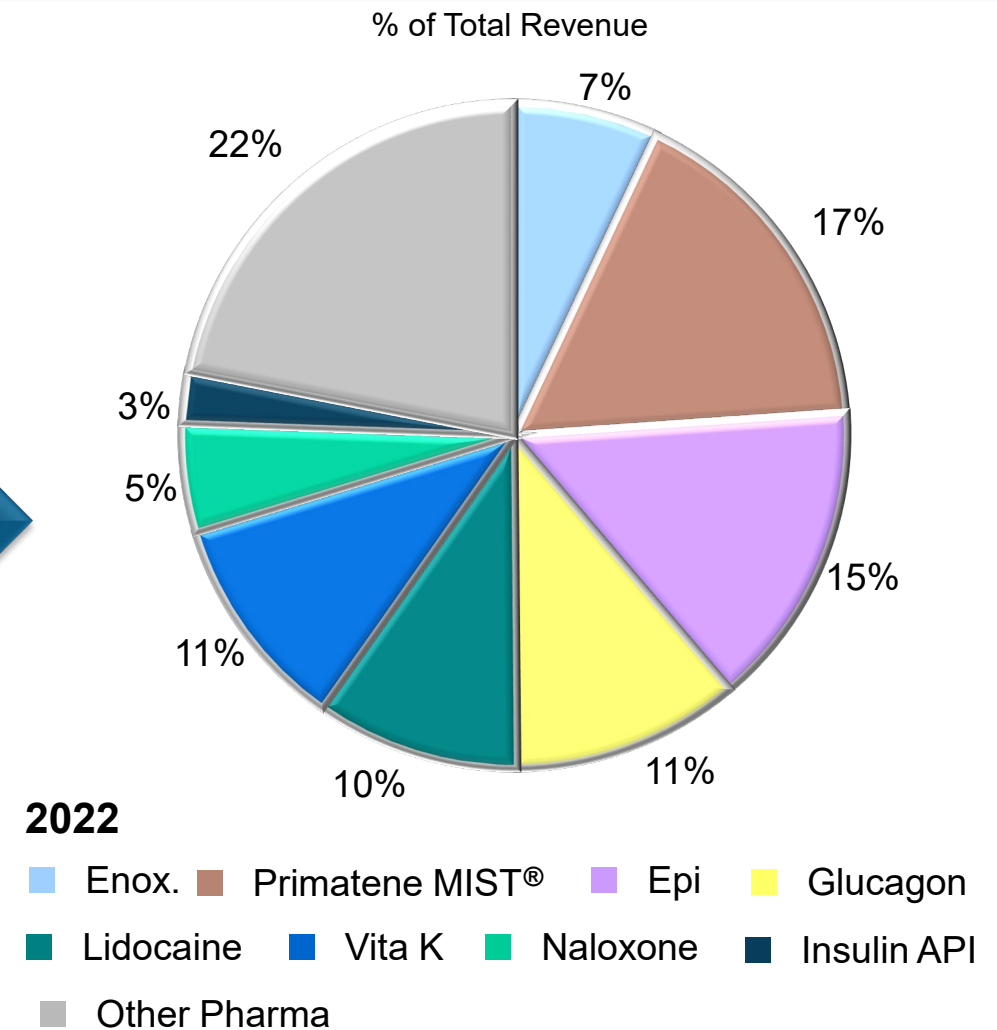
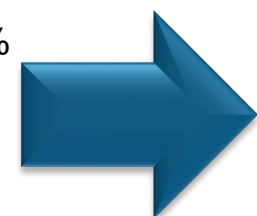
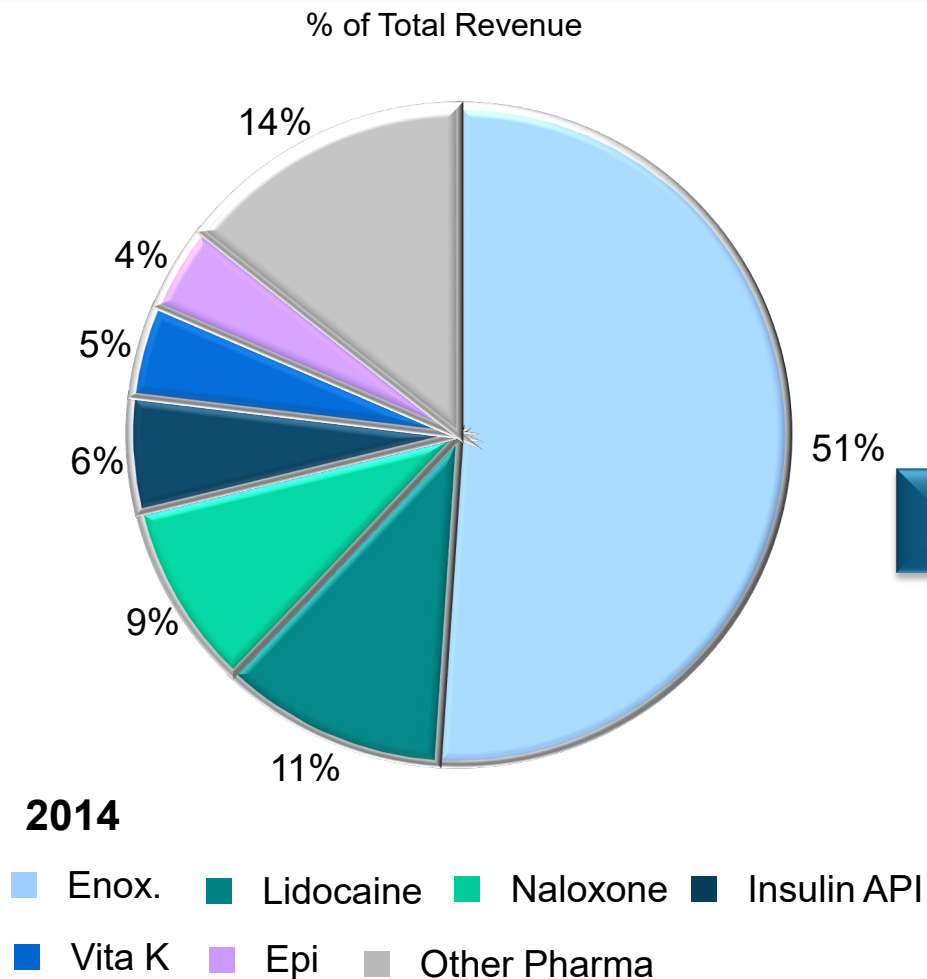


## Recent Quarterly Gross Profit (\$M)



# Existing Products Provide Strong Base

New Launches have Supported Diversification of the Revenue Base



# Key Proprietary Products

# BAQSIMI® Strategic Rationale: A Transformative Transaction for Amphastar



# BAQSIMI® Patient Impact

## Glucagon is underutilized:

The American Diabetes Association (ADA) recommends that patients at increased risk for Level 2 hypoglycemia be prescribed glucagon<sup>1</sup>

## Amphastar will focus on BAQSIMI® to better serve patients

Approximately 7 million people are treated with insulin and only about 0.7 million (~10%)<sup>2</sup> of these patients currently utilize glucagon

## BAQSIMI® is currently a category leader for ease in patient use:

### Simple nasal administration:

Currently the only non-injection glucagon approved by the FDA, passively absorbed in the nose, provide lower barrier for administration than injection

Ready-to-use with no reconstitution or priming required

### Portability for Consumers:

Smaller product size than other glucagon products, and wider temperature storage range than other glucagon injection product.

<sup>1</sup>American Diabetes Association. *Standards of Medical Care in Diabetes—2020. Diabetes Care.* 2020;43(suppl 1):S1-S212.

<sup>2</sup>Estimates based on IQVIA Annual TRx volume in 2022.

# BAQSIMI® Forecast

## ■ Sales

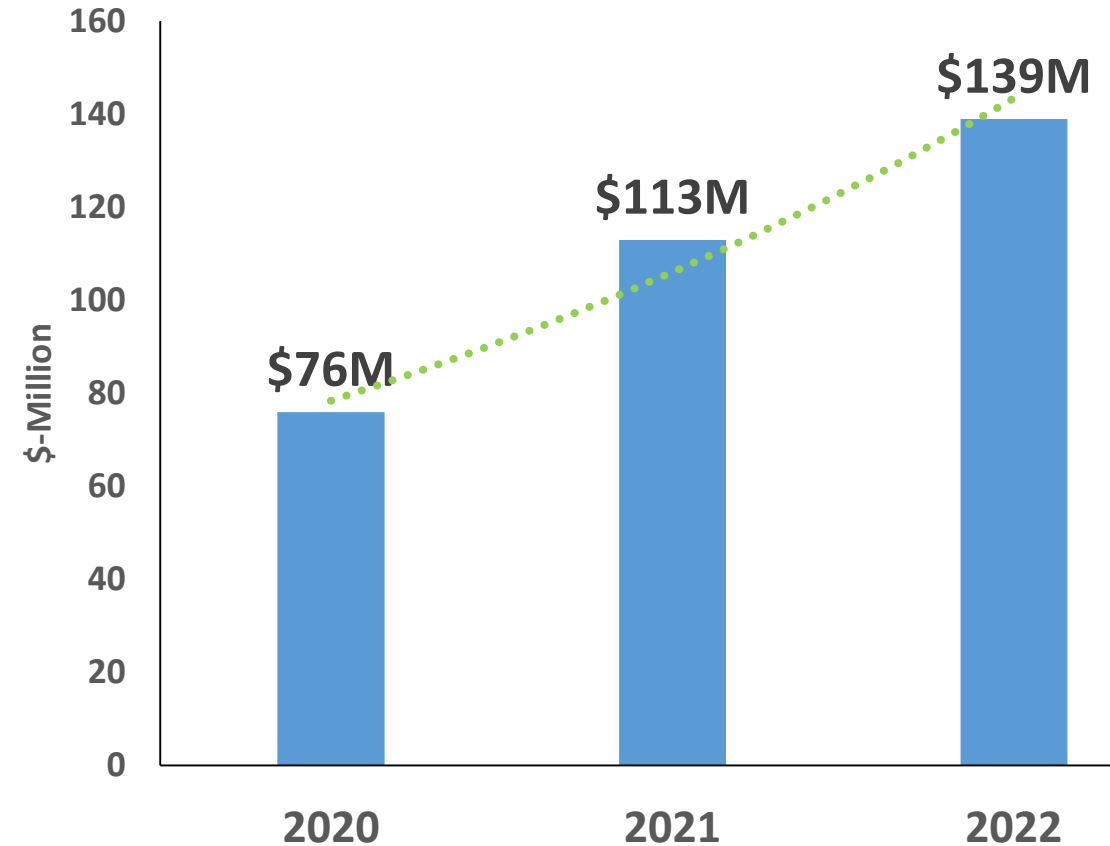
- Projected to reach \$145 million to \$155 million annualized in 2023
- Net Economic Benefit (sales minus expenses) will be booked until Amphastar takes over distribution from Lilly, on a country by country basis throughout 2024
- Projected to reach peak of \$250 million to \$275 million

## ■ Adjusted EPS<sup>(1)</sup>

- Project \$0.12 to \$0.18 incremental adjusted EPS in 2023
- Project \$2.00 to \$2.50 incremental adjusted EPS at peak

- (1) Adjusted EPS is a non-GAAP financial measure. Reconciliation to the nearest GAAP measure is unavailable without unreasonable efforts. Refer to the section titled "Non-GAAP Financial Measures" for an explanation of non-GAAP financial measures.

## BAQSIMI® Worldwide Annual Sales



# Primatene MIST®

- Primatene MIST®, a proprietary and patent-protected over-the-counter epinephrine inhalation product
- The only FDA approved asthma inhaler available OTC, launched Dec 2018
- Multiple scientific articles were published in support of Primatene MIST®
- Intensive cardiovascular studies >40,000 data points
- US Adult asthma patients: 20 million per CDC\*
- 17% of Amphastar sales in 2022





# Highlights and Catalysts

# Growth Drivers and Upcoming Milestones

## Key Growth Drivers in 2024

- **BAQSIMI®**
  - *Increased promotion*
- **Glucagon Injection Kit**
  - *Increased market opportunity*
  - *Increased capacity approved*
- **Primatene MIST®**
  - *Advertising campaign*
- **Expected approvals**
  - *AMP-002 CRL responded; GDUFA Q2 2023*
  - *AMP-008 CRL responded; GDUFA Q2 2024*
  - *AMP-015 (Teriparatide) CRL responded; GDUFA Q1 2024*

## Milestones

### Recent Filings

- **AMP-007 Filed**
- **AMP-004 Filed**

### Planned Filings in 2024

- **Intranasal Naloxone Rx to OTC switch**
- **AMP-018 ANDA GLP-1**
- **AMP-004m BLA**
- **AMP-017 ANDA**