



AMPHASTAR
PHARMACEUTICALS



J. P. Morgan Healthcare Conference
January 2025

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 referenced above 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 benefits of the acquisition of BAQSIMI[®], including its potential for continued revenue growth, the success of our integration of BAQSIMI[®], the transition of our pipeline towards branded products, proprietary products, and biosimilars, our ability to leverage our existing expertise and technology, 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, 2023, filed with the SEC on February 29, 2024, in our Quarterly Report on Form 10-Q for the quarter ended March 31, 2024, filed with the SEC on May 10, 2024, in our Quarterly Report on Form 10-Q for the quarter ended June 30, 2024, filed with the SEC on August 9, 2024, and in our Quarterly Report on Form 10-Q for the quarter ended September 30, 2024, filed with the SEC on November 7, 2024. In particular, there can be no guarantee that our pivoting towards high-value and high-growth areas market will be successful, that demand will be sufficient for us to meet our sales goal for Primatene MIST[®] or that we will continue to experience significant sales of BAQSIMI[®]. You can locate these reports through our website at <http://ir.amphastar.com> and on the SEC’s website at www.sec.gov. The forward-looking statements in this presentation speak only as of the date of the release. Amphastar undertakes no obligation to revise or update information or any forward-looking statements in this press release or the conference call referenced above 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

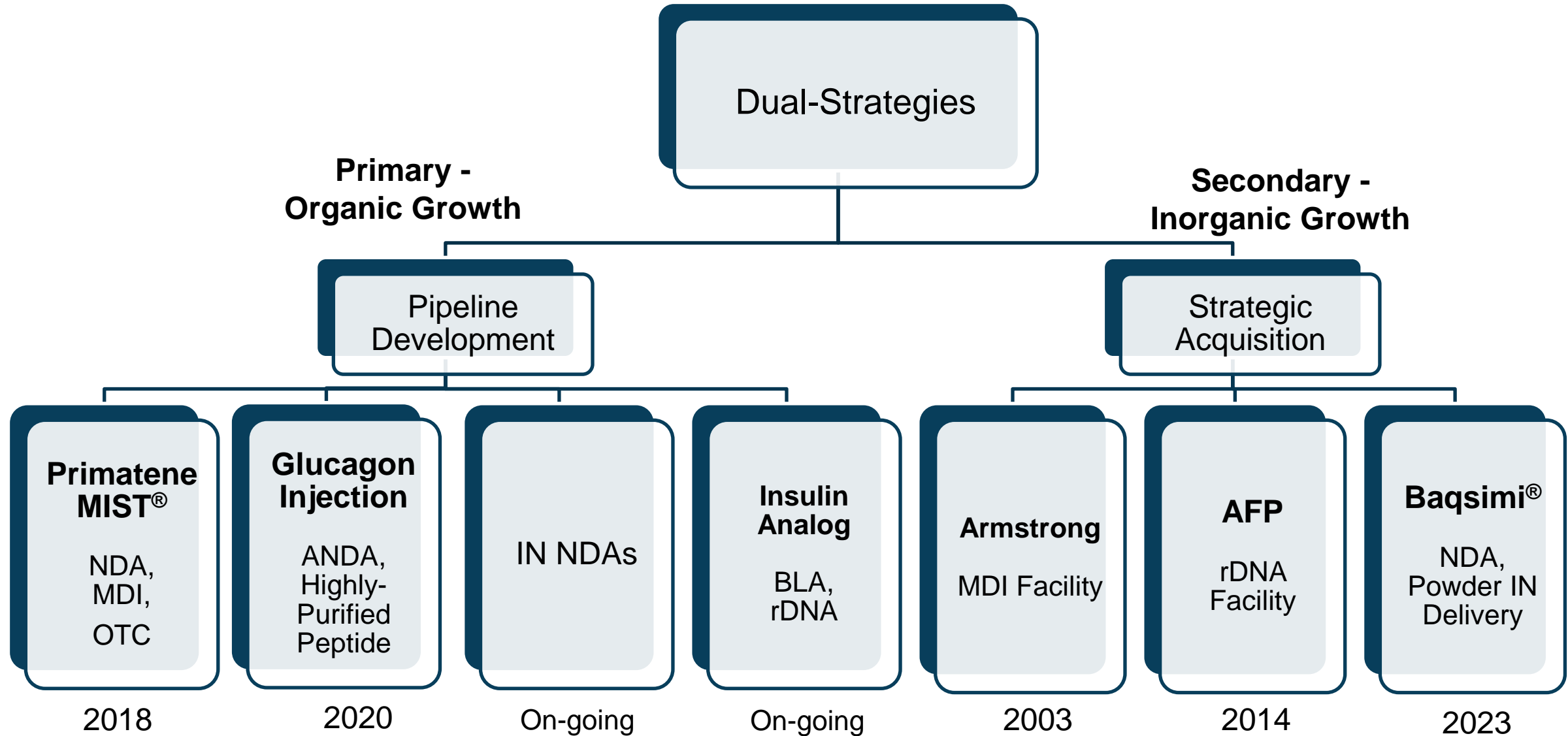
US Based Finished
Product
Manufacturing

Marketing

Distribution

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

Dual-Strategies Growth Model



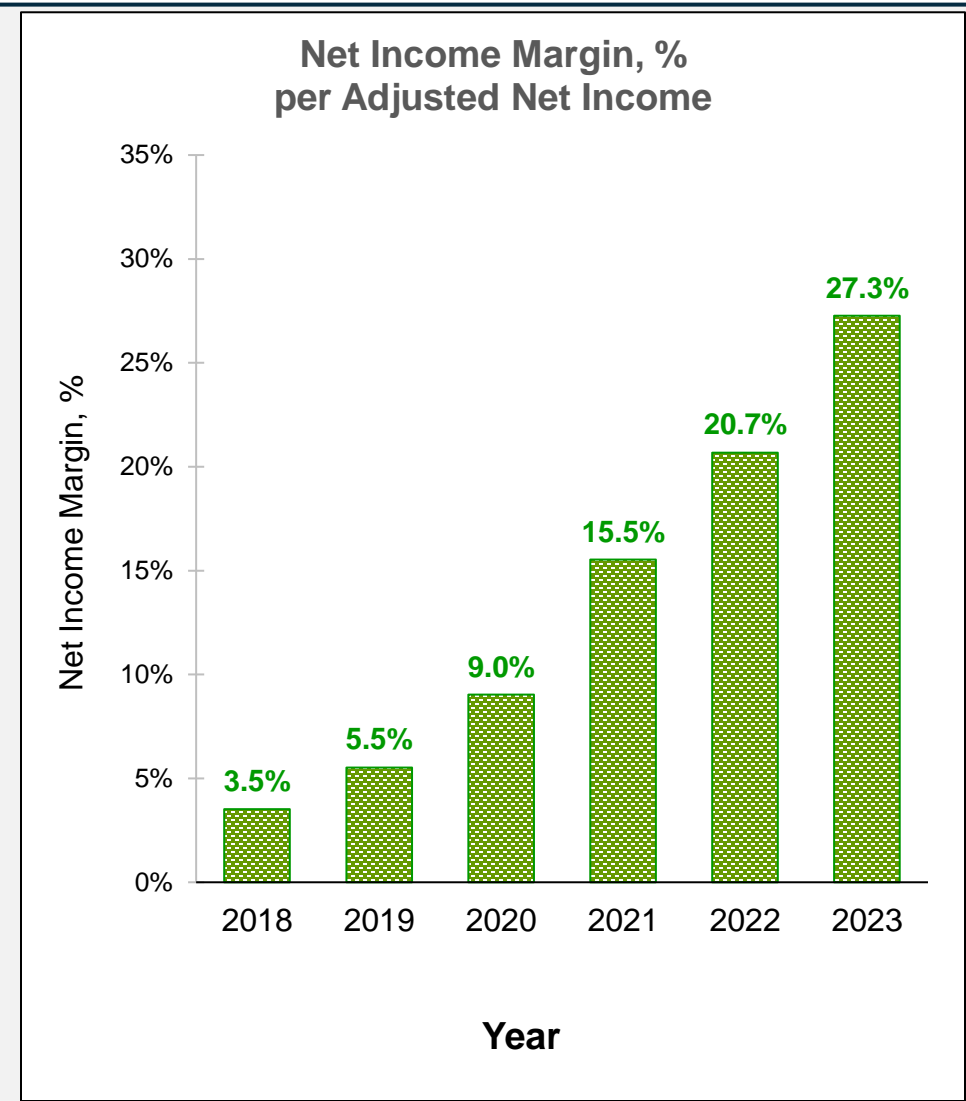
Three-H Focus

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	2023
Revenue, <i>x</i>	295	322	350	438	499	644
Net Income (GAAP)	-5.7	48.9	1.4	62.1	91.4	137.5
Net Income, Adjusted, <i>y</i>	10.4	17.8	31.6	68.0	103.2	175.7
Net Income Margin, Adjusted, $=y/x$, %	3.5%	5.5%	9.0%	15.5%	20.7%	27.3%

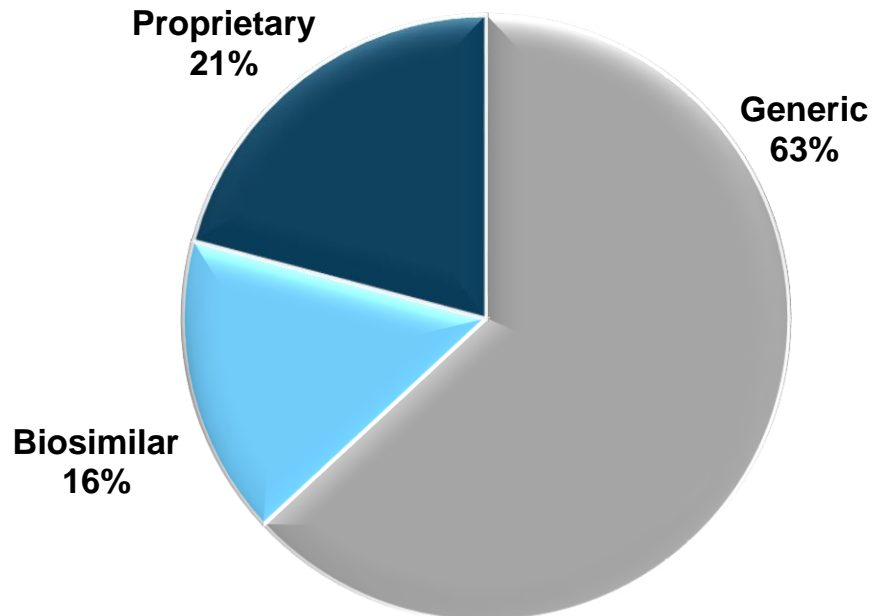


Leveraging Strategic Vision & Core Strengths

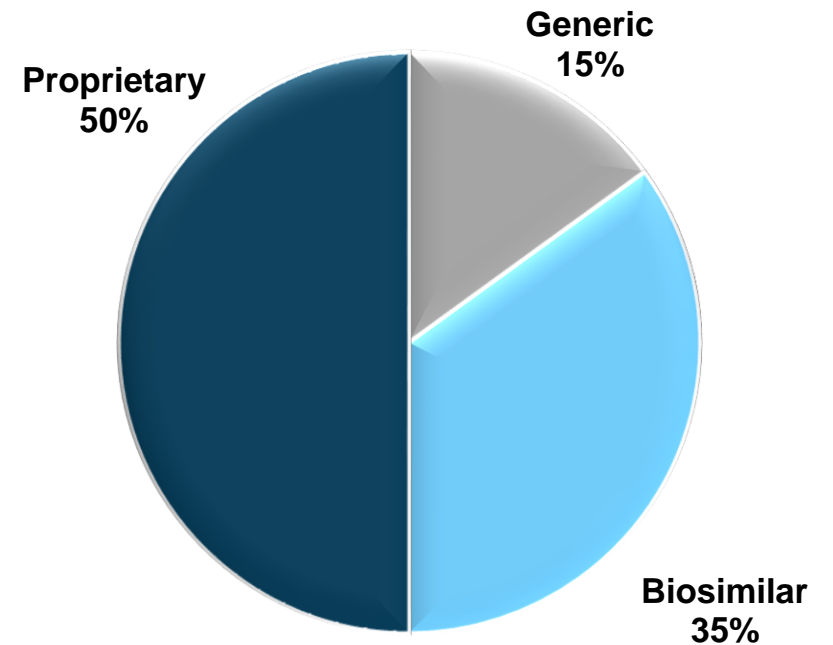
Pipeline Evolution

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

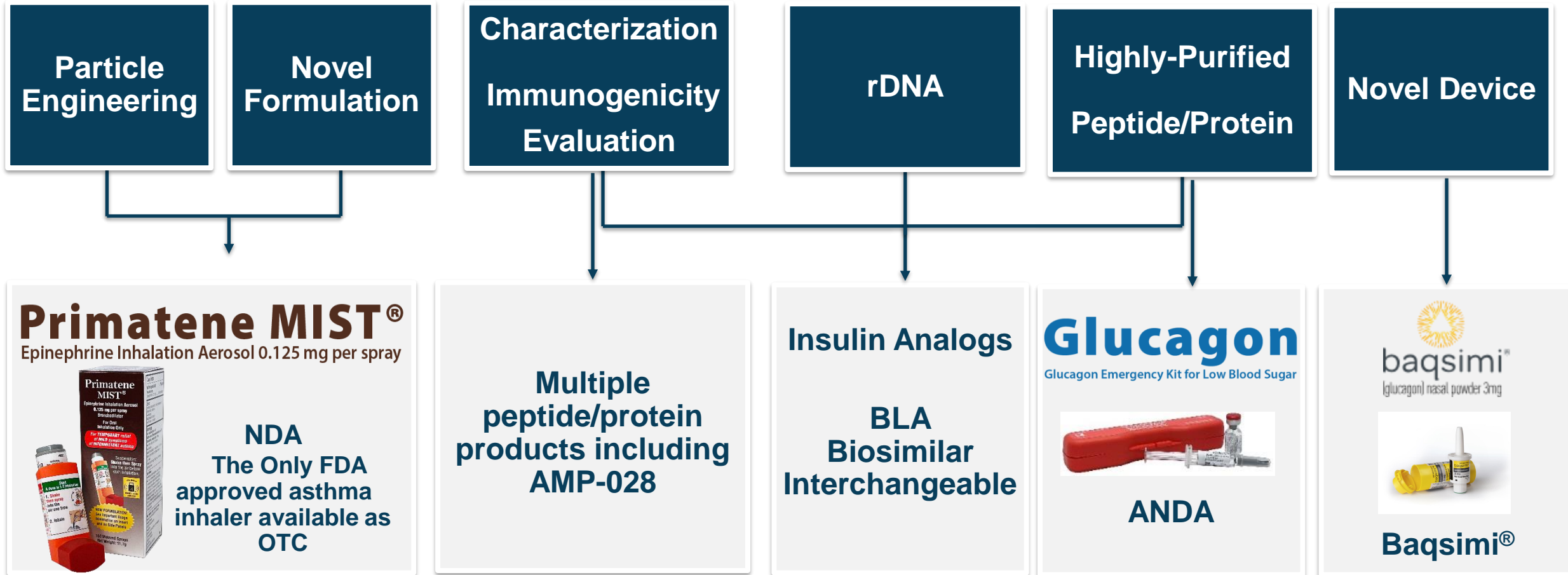
2021 Pipeline



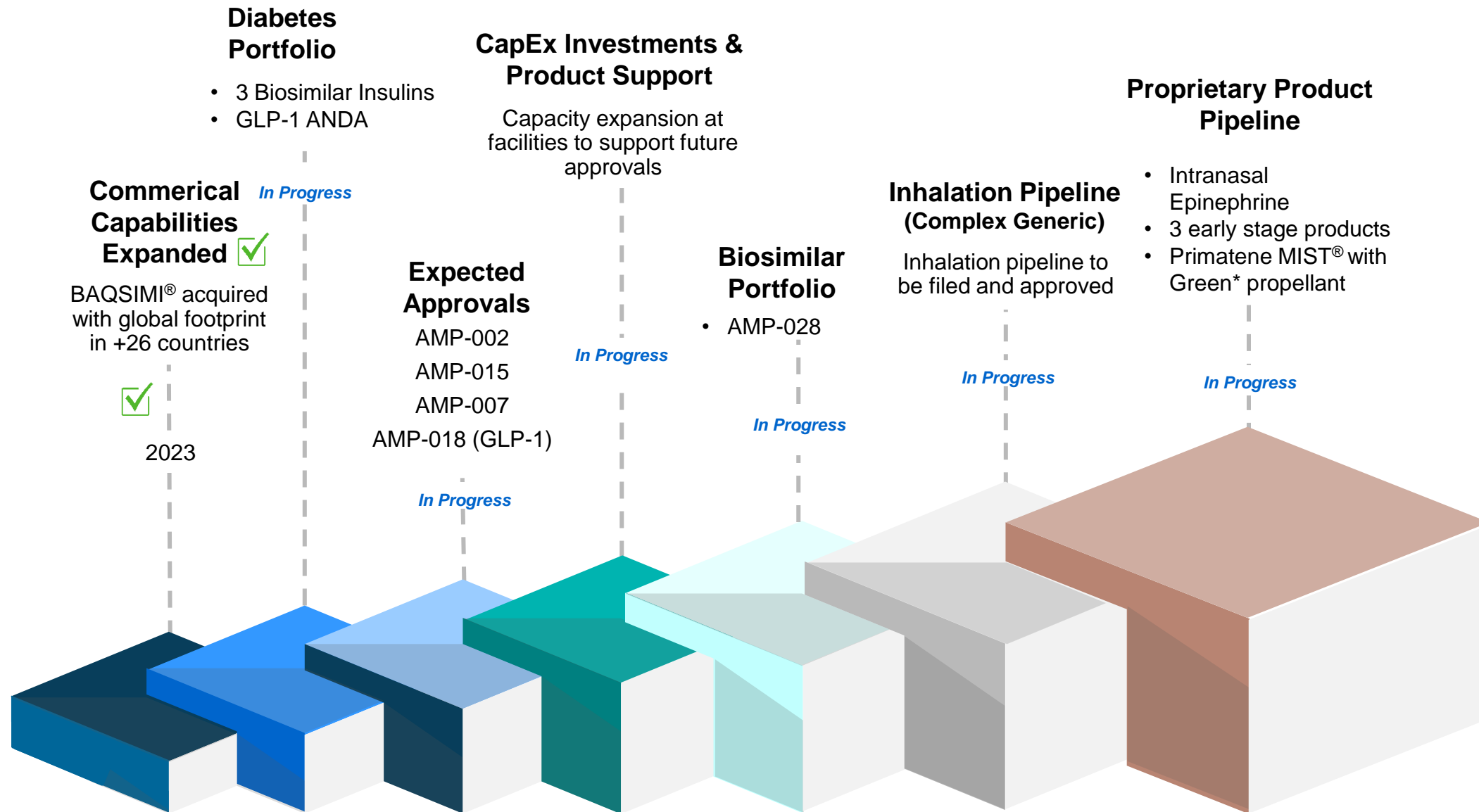
Projected 2026 Pipeline



Technical Platforms



Strategic Shift Toward Proprietary & Biosimilars Drugs



Diabetes Portfolio

- 3 Biosimilar Insulins
- GLP-1 ANDA

Commercial Capabilities Expanded ✓

BAQSIMI[®] acquired with global footprint in +26 countries



2023

CapEx Investments & Product Support

Capacity expansion at facilities to support future approvals

Expected Approvals

- AMP-002
- AMP-015
- AMP-007
- AMP-018 (GLP-1)

Biosimilar Portfolio

- AMP-028

Inhalation Pipeline (Complex Generic)

Inhalation pipeline to be filed and approved

Proprietary Product Pipeline

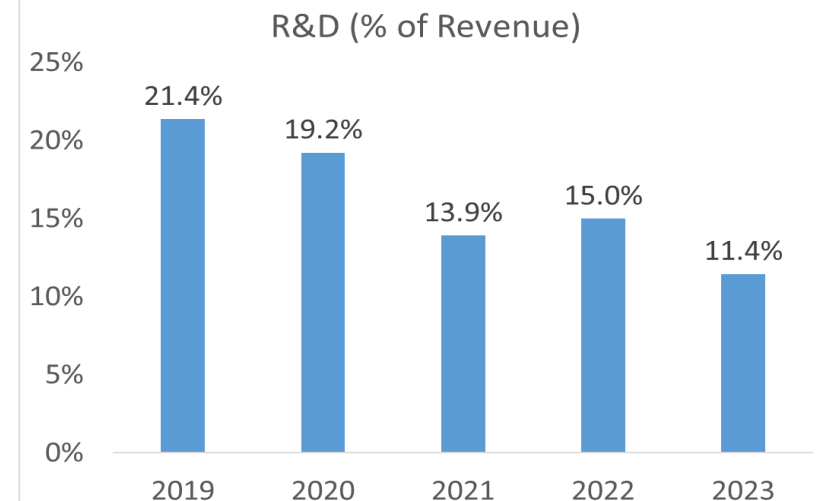
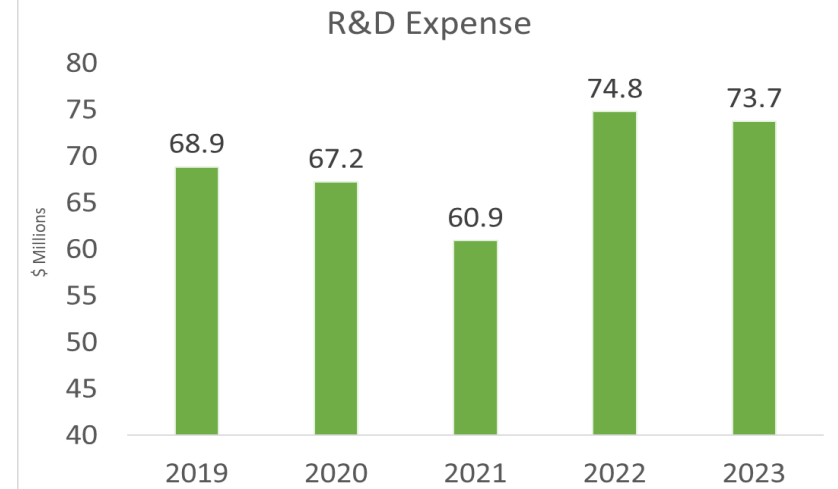
- Intranasal Epinephrine
- 3 early stage products
- Primatene MIST[®] with Green* propellant

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

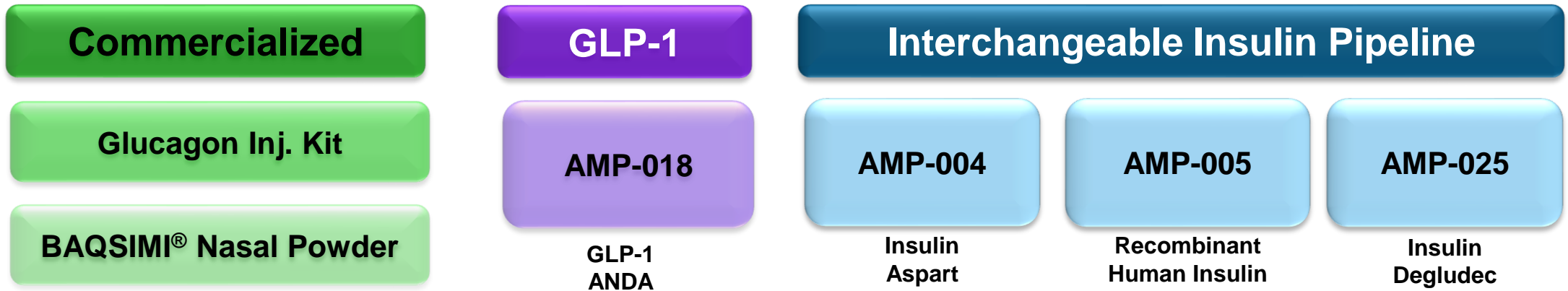
Self-funded R&D investment of approximately \$345 million in the recent 5 years



Pipeline – ANDAs and BLAs 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 1/10/25	+\$500 Million
	AMP-015 (Teriparatide)	CRL received; planned response in Q1 2025	+\$600 Million
	AMP-018 (GLP-1)	Filed, GDUFA Q2 2025	+\$1.1 Billion
Inhalation	AMP-007	Filed, GDUFA extended to Q2 2025	+\$2.5 Billion
	AMP-016	Development	
	AMP-017	Planned filing 2025	
	AMP-023	Development	
Biosimilar	AMP-028	Development	+2.0 Billion

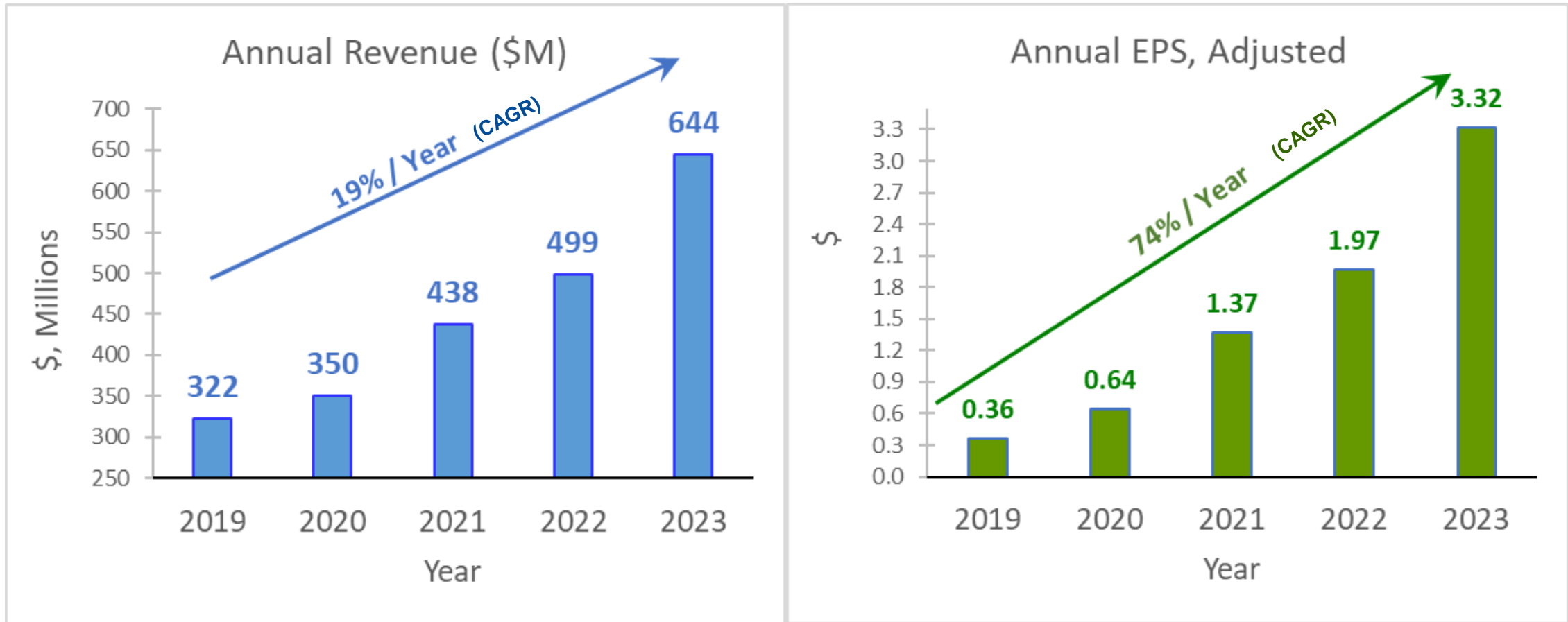
Diabetes Portfolio



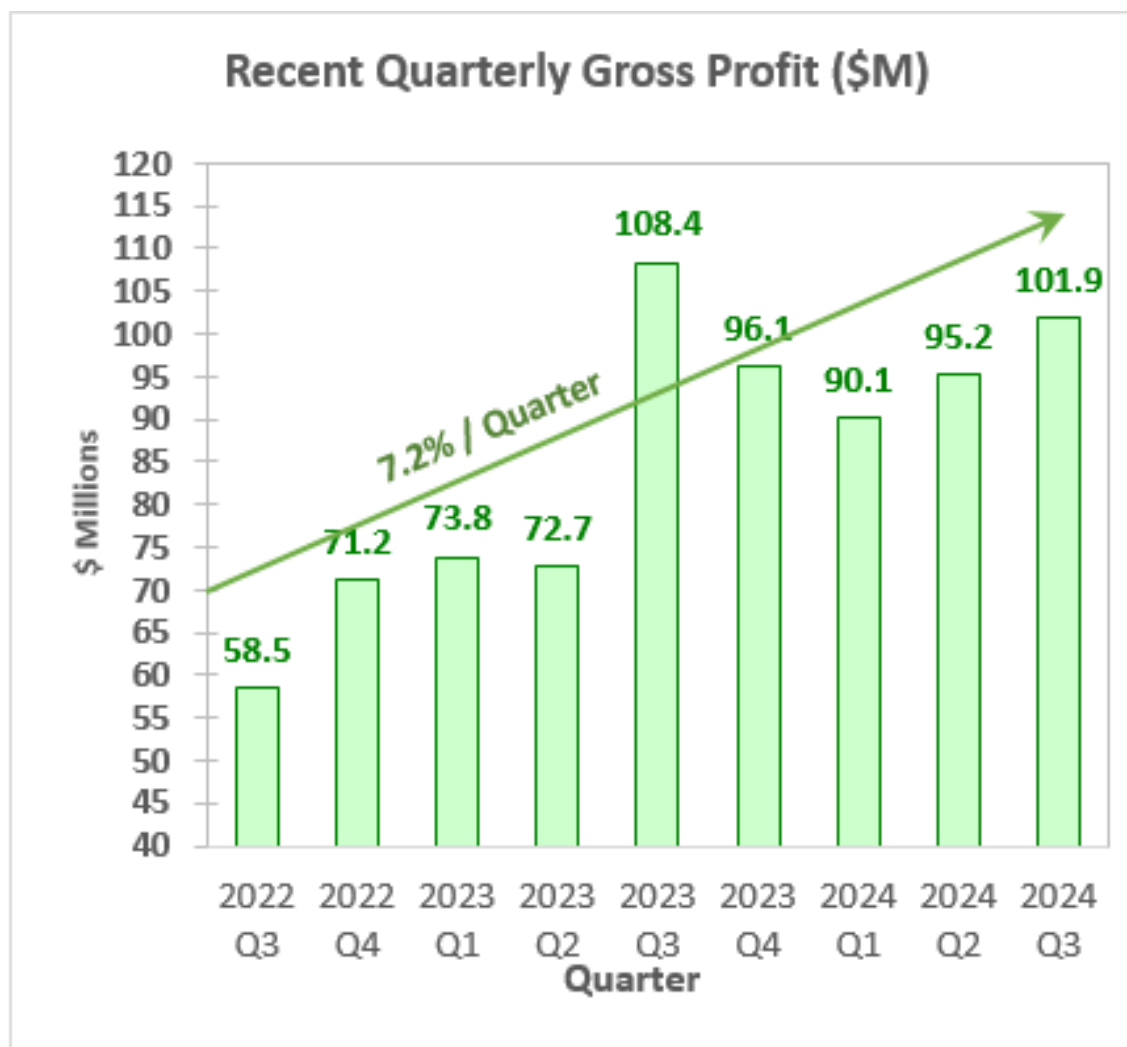
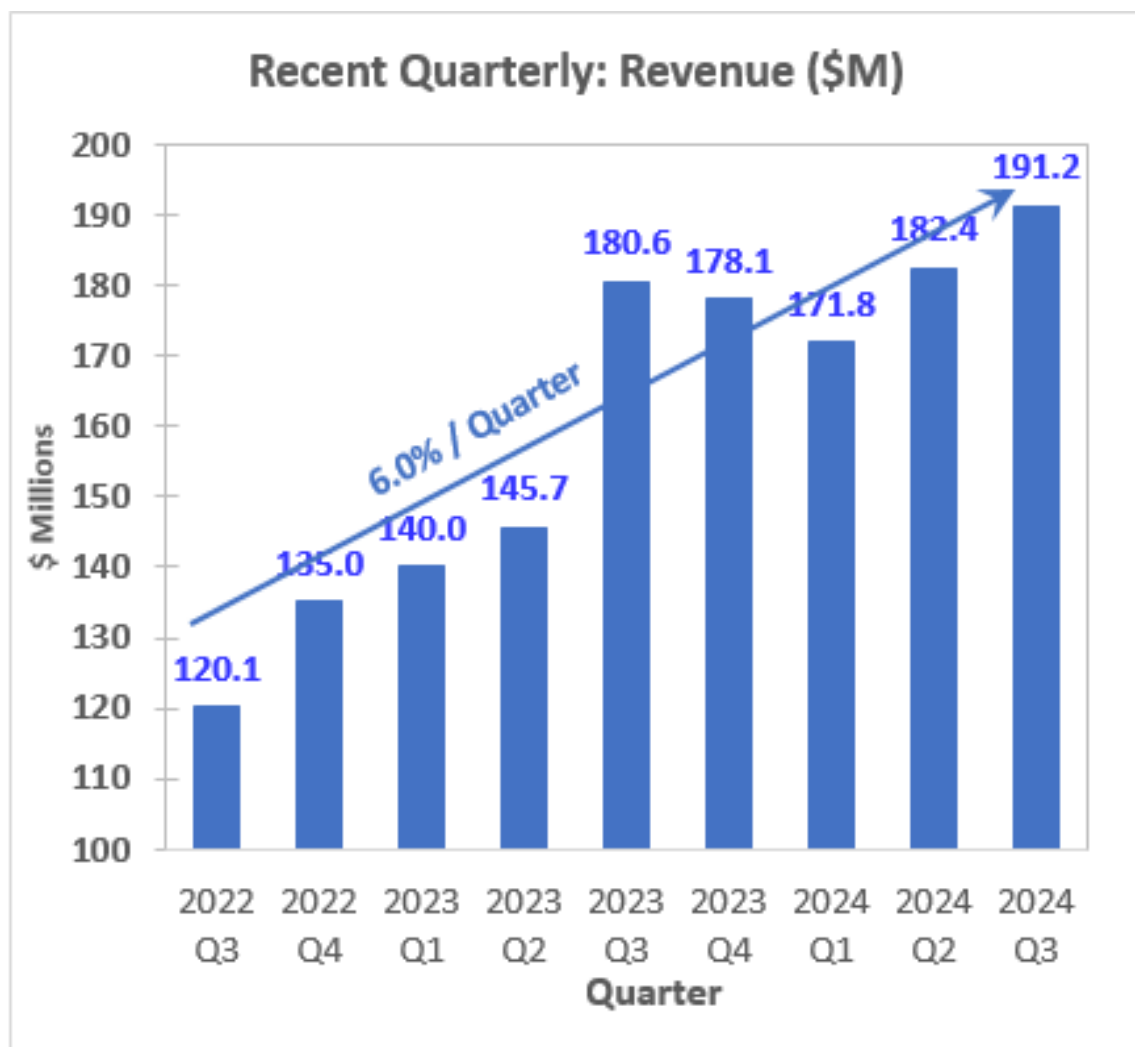
- BAQSIMI®, the first and only FDA approved glucagon nasal powder
- The first FDA approved generic Glucagon injection kit
- GLP-1 ANDA filed
- Insulin Pipeline:
 - Covers the full spectrum of the insulin from rapid to long acting
 - AMP-004 BLA resubmitted Q4 2024
 - \$6 Billion in IQVIA sales, ~70 million units of both pens and vials

Sales and Marketing

Sales and EPS Trend

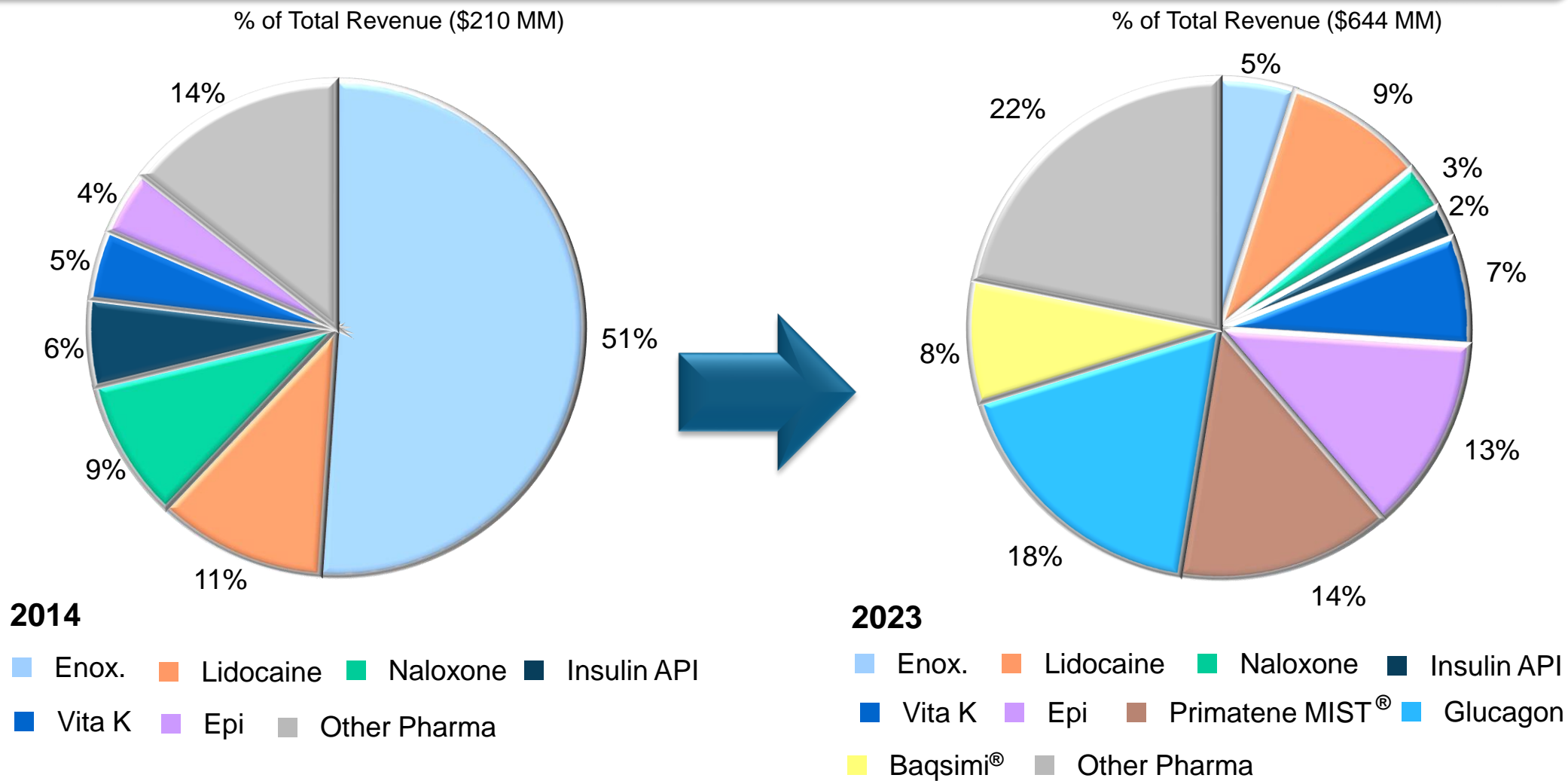


Recent Quarter Trend: Sales & Adjusted EPS



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 glucagon¹

Amphastar will focus on BAQSIMI® to better serve patients

Approximately 7 million people are treated with insulin and only about 0.7 million (~10%)² 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.

BAQSIMI[®] Forecast

■ Sales

- 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

■ Selling Expense

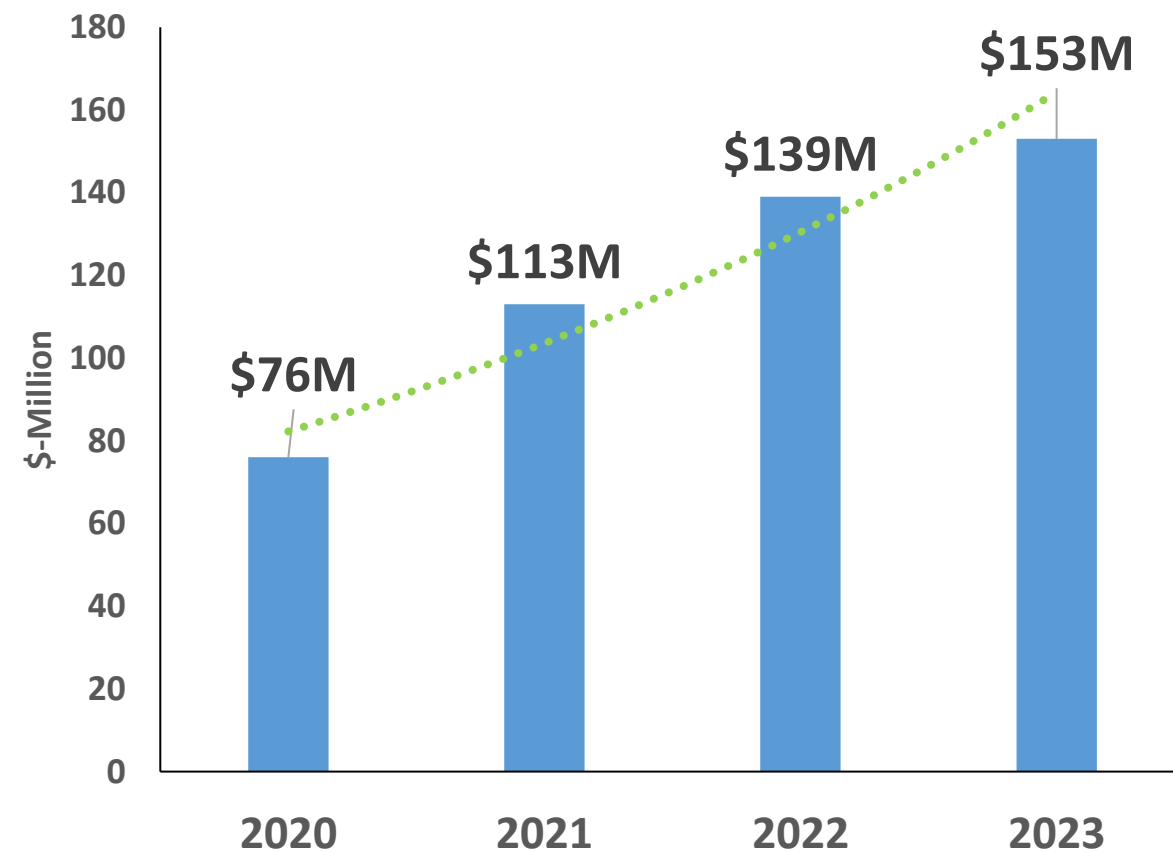
- Projected to be 15% of Baqsimi[®] sales
- Starting in January 2025: Collaboration with Mannkind to increase Baqsimi[®] sales footprint with their endocrinology focused sales force

■ Adjusted EPS⁽¹⁾

- 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.

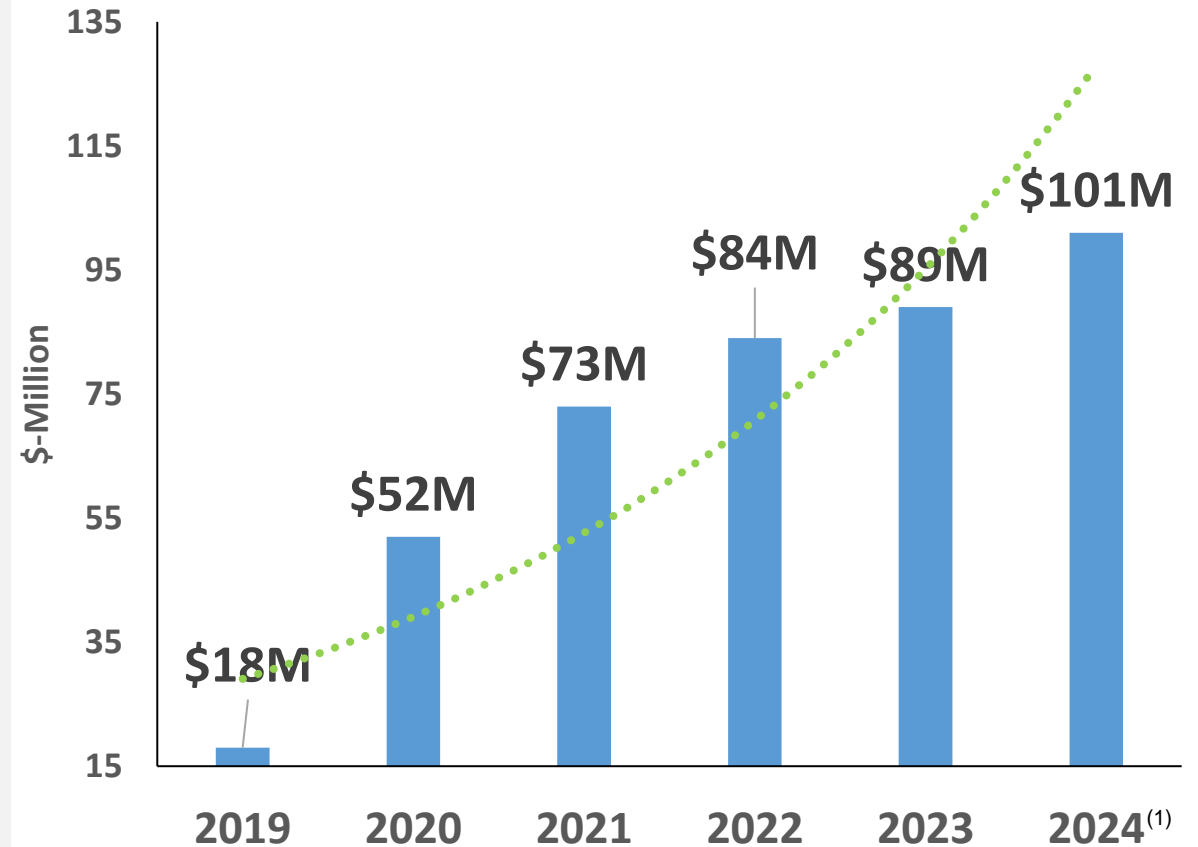
BAQSIMI[®] Worldwide Annual Sales



Primatene MIST®

- Primatene MIST®, a proprietary and patent-protected over-the-counter epinephrine inhalation product
- Achieved \$100mm sales target in 2024⁽¹⁾
- The only FDA approved asthma inhaler available OTC, launched Dec 2018
- US Adult asthma patients: 20 million per CDC⁽²⁾
- Starting in January 2025: increase physician sampling program
- Development of proprietary Green⁽³⁾ propellant formulation with patent pending

Primatene MIST® Annual Sales



Highlights and Catalysts

Growth Drivers and Upcoming Milestones

Key Growth Drivers in 2025

- **BAQSIMI®**
 - *Increased sales footprint*
- **Primatene MIST®**
 - *Advertising campaign*
 - *Increased Physician sampling program*
- **Albuterol**
 - *Launched in August 2024*
- **Expected approvals**
 - *AMP-002 CRL responded; GDUFA Q2 2023*
 - *AMP-015 (Teriparatide) CRL received, planned response Q1 2025*
 - *AMP-007 GDUFA Q2 2025*
 - *AMP-018 (GLP-1) GDUFA Q2 2025*

Milestones

Recent Filings

- AMP-007 ANDA
- AMP-018 ANDA GLP-1
- AMP-004 BLA resubmitted Q4 2024

Planned Filings in 2025

- Intranasal Naloxone Rx to OTC switch
- AMP-017 ANDA