

### Forward Looking Statements; Non-GAAP Financial Measures

This presentation contains forward looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and Canadian securities legislation. Statements including words such as "believes," "expects," "anticipates," "intends," "estimates," "plan," "will," "may," "look forward," "intend," "guidance," "future projects" or similar expressions are forward looking statements. Because these statements reflect our current views, expectations and beliefs concerning future events, these forward looking statements involve risks and uncertainties. Although Endo believes that these forward looking statements and information are based upon reasonable assumptions and expectations, readers should not place undue reliance on them, or any other forward looking statements or information in this news release. Investors should note that many factors, as more fully described in the documents filed by Endo with securities regulators in the United States and Canada including under the caption "Risk Factors" in Endo's Form 10-K, Form 10-Q and Form 8-K filings, as applicable, with the Securities and Exchange Commission and with securities regulators in Canada on System for Electronic Document Analysis and Retrieval ("SEDAR") and as otherwise enumerated herein or therein, could affect Endo's future financial results and could cause Endo's actual results to differ materially from those expressed in any forward looking statements. The forward looking statements in this presentation are qualified by these risk factors. Endo assumes no obligation to publicly update any forward looking statements, whether as a result of new information, future developments or otherwise, except as may be required under applicable securities law.

This presentation may refer to non-GAAP financial measures, including, among others, adjusted diluted net income per share from continuing operations, adjusted EBITDA, adjusted income from continuing operations, adjusted gross margin, adjusted operating expenses, adjusted effective tax rate, adjusted revenue and adjusted weighted average diluted shares that are not prepared in accordance with accounting principles generally accepted in the Unit ed States and that may be different from non-GAAP financial measures used by other companies. Endo utilizes these financial measures because (i) they are used by Endo, along with financial measures in accordance with GAAP, to evaluate Endo's operating performance; (ii) Endo believes that they will be used by certain investors to measure Endo's operating results; (iii) the Compensation & Human Capital Committee of Endo's Board of Directors uses adjusted diluted net income per share from continuing operations and adjusted EBITDA, or measures derived from such, in assessing the performance and compensation of substantially all of Endo's employees, including executive officers and (iv) Endo's leverage ratio, as defined by Endo's credit agreement, is calculated based on non-GAAP financial measures. Endo believes that presenting these non-GAAP measures provides useful information about Endo's performance across reporting periods on a consistent basis by excluding certain items, which may be favorable or unfavorable, pursuant to certain specified procedures. These non-GAAP measures should be considered supplemental to and not a substitute for financial information prepared in accordance with GAAP. Endo's definition of these non-GAAP measures may differ from similarly titled measures used by others. Investors are encouraged to review Endo's current report on Form 8-K furnished to the SEC on Aug 5, 2021, including exhibit 99.1 thereto, for Endo's definition of the non-GAAP financial measures in this presentation as well as a reconciliation of these non-GAAP financial measures to



# Today's Agenda

- ▶ Strategic Priorities
- ▶ Business Performance
- ► Pipeline Update
- ► Financial Results & Guidance
- ► Q&A





## Our Strategic Priorities

# Expand & Enhance Our Portfolio

We are investing to build a more differentiated and durable portfolio that benefits our customers and creates sustainable longterm value.

# Reinvent How We Work

We are embracing the future by accelerating new ways of working to better serve our customers, promote innovation, and improve productivity.

# Be A Force For Good

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# Q2 2021 Snapshot

Revenues (U.S. \$M)	Q2 2021	Q2 2020
Branded Pharmaceuticals	\$228	\$130
Sterile Injectables	\$295	\$319
Generic Pharmaceuticals	\$167	\$216
International Pharmaceuticals	\$ 24	\$ 23
Total Revenues	\$714	\$688
Adjusted EBITDA	\$343	\$336

Table may not total due to rounding



## Q2 2021 Performance (Reported Revenues in \$ millions)

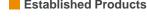
#### **Branded Pharmaceuticals**



	Q2'21 Y-o-Y Change
Branded Pharm.	76%
<b>Specialty Products</b>	143%
XIAFLEX®	230%
Established Products	-%

- Increase in Specialty Products driven by XIAFLEX® and SUPPRELIN® LA
- Increase in XIAFLEX® driven by increased patient office visits and strong commercial execution

Sterile I	njecta	ables
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	Q2'21 Y-o-Y Change
Sterile Injectables	-8%
VASOSTRICT®	-8%
ADRENALIN®	-10%

- VASOSTRICT® revenues declined due to anticipated lower volumes as COVID-19 related hospitalizations declined
- Decrease in ADRENALIN® due to impact of 30ml competitive market entry in May '20



# Q2 2021 Performance (Reported Revenues in \$ millions)

#### **Generic Pharmaceuticals**





- Decrease due to ongoing competitive pressure on certain products
- Decline partially offset by Jan-2021 launch of lubiprostone capsules, the authorized generic for Amitiza®

#### International Pharmaceuticals





 Second-quarter 2021 revenue increased slightly compared to prior year



#### QWO: Launch On-Track





Virtual and live events focused on QWO full suite of assets to support practices, Ad Boards and inperson booths at top medical conferences









Patient Guides QWO Assets

Ad Boards

Conferences



# Patient & HCPs insights

Market survey conducted using HCPs that treated their first patient within 1 month of being trained

Strong majority of patients and HCPs satisfied with treatment results

~80% HCPs would recommend QWO to a fellow colleague

~75% of the patients would recommend QWO to others

Positive post-treatment feelings largely involve boosted confidence





Media & Consumer Interest

IN THE NEWS



FIND A SPECIALIST

Consumer inquiries on

>5.3 Billion Media
Impressions

















# Ongoing Clinical Trials & Data Generation Studies

Product/Area	Study #	Pre- Clinical	Phase I/IB	Phase II/IIB	Phase III/IIIB	Filed	Updates
	105	Plantar Fibromatosi	s				Phase II study initiation planned for 2H'21
XIAFLEX®	210	Adhesive Ca	psulitis				Interim analysis anticipated end of 2021
							Multiple indications under evaluation

Product/Area	Study #	Data Generation Studies	Area of study
224 Grid technique for buttocks and thigh cellulite		Grid technique for buttocks and thigh cellulite	Different injection technique
OMO®	213	Extensively study the histopathologic effects of QWO in humans	Mechanism of action
305 n	REAL world Phase 3b study for treatment of mild to moderate cellulite in thighs or buttocks of non-obese subjects	Real world buttock and thigh cellulite patients	
	304	Three year extension trial following Phase II cellulite subjects (follow-on to RELEASE-I and RELEASE-II studies)	Duration of effect



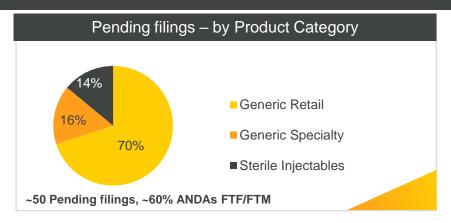
## Sterile Injectables and Generics Pipeline Reflects focus on more durable and differentiated sterile products

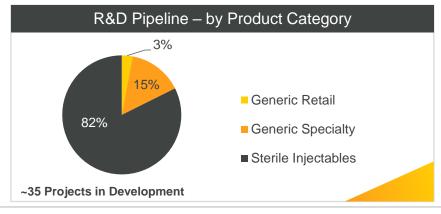
#### Sterile Injectable Product Continuum



#### Pipeline Highlights

- Planning to launch approximately 10 products in 2021
- >80% of projects in development are Sterile Injectables;
   2/3<sup>rd</sup> in ready-to-use or other differentiated products
- Sterile Injectable projects in development increased by nearly 25% in Q2'21 vs. Q1'21
- Remain highly active on external business development opportunities to further expand and enhance our pipeline







## Q2 2021: Financial Results (Continuing Operations\*)

	US G	BAAP	Non-GAAP		
(U.S. \$, and Shares in millions)	Q2 '21	Q2 '20	Q2 '21	Q2 '20	
Total Revenues, net	\$714	\$688	\$714	\$688	
Gross Margin %	55.4%	51.1%	69.3%	66.5%	
Operating Income	\$143	\$150	\$322	\$311	
(Loss) Income	\$(10)	\$18	\$152	\$152	
Effective Tax Rate	NM	30.3%	16.2%	17.9%	
Diluted Net (Loss) Income per Share	\$(0.04)	\$0.08	\$0.65	\$0.65	
Weighted Average Diluted Shares Outstanding	233	234	235	234	



<sup>\*</sup> Continuing Operations excludes ASTORA (formerly known as AMS Women's Health)

# FY'21 Financial Guidance (Continuing Operations\*)

Measure	FY'2021 (Current)	FY'2021 (Prior)
Total Revenues, net	\$2.73B - \$2.79B	\$2.65B – \$2.79B
Adjusted EBITDA	\$1.23B – \$1.28B	\$1.18B – \$1.28B
Adjusted Diluted Net Income per Share	\$2.15 – \$2.30	\$1.95 – \$2.30

#### The Company's FY'21 Financial Guidance is Based on the Following Assumptions:

Measure	FY'2021 (Current)	FY'2021 (Prior)
Adjusted Gross Margin	~70.0% to ~71.0%	~70.0% to ~71.0%
Adjusted operating expenses as a percentage of revenue	~28.5%	~28.5% to ~29.0%
Adjusted interest expense	~\$560M	~\$560M
Adjusted effective tax rate	~11.0% to ~12.0%	~11.0% to ~12.0%
Adjusted diluted shares outstanding	~239M	~239M

<sup>\*</sup> Continuing Operations excludes ASTORA (formerly known as AMS Women's Health)



# FY'21 Segment Revenue & Adjusted Gross Margin Assumptions (Changes vs prior assumptions in **BOLD**)

Segment	FY'21 vs. FY'20 % Revenue Change	FY'21 Adj. Gross Margin %
Branded Pharmaceuticals	Mid to high teens growth	Mid 80's
Sterile Injectables	Mid to high single digit decline	Low to mid 80's
Generic Pharmaceuticals	Low to mid 20's decline	Low to mid 20's
International Pharmaceuticals	Mid to high single digit decline	Mid to high 50's
Total Enterprise	Mid to high single digit decline	Low 70's

#### FY'21 vs. FY'20 Change

- XIAFLEX® revenues expected to grow in the low 40's percentage range
- VASOSTRICT® revenues expected to decline in the low single digit percentage range



## Cash Flow Prior to Debt Payments

	Q2 2021 YTD	Q2 2020 YTD	FY 2021 Guidance (Current)		FY 2021 Guidance (Prior)		
US \$M	Actual	Actual	Low	High	Low	High	
Adjusted EBITDA	\$707	\$758	\$1,230	\$1,280	\$1,180	\$1,280	
Cash Interest	(\$261)	(\$322)	~(\$8	540)	~(\$8	540)	
Changes in Net Working Capital	\$55	\$145	~\$	60	~\$	30	
Cash Taxes, net refund	\$53	\$20	~\$	340	~\$30		
Other [1]	(\$62)	(\$72)	~(\$	~(\$100)		~(\$100)	
Cash Flow from Operations – Pre-Mesh and Other Settlements	\$492	\$528	\$690	\$740	\$600	\$700	
Non Mesh/Opioid Settlement Payments, net <sup>[2]</sup>	(\$3)	(\$28)	~(\$25)		~(\$	~(\$25)	
Opioids Related Legal Expense/Cash Distributions for Settlements <sup>[3]</sup>	(\$43)	(\$37)	~(\$145)		~(\$	110)	
Cash Distributions to Settle Mesh Claims <sup>[4]</sup>	(\$47)	(\$96)	~(\$3	360)	~(\$360)		
Cash Flow from Operations	\$399	\$367	\$160	\$210	\$105	\$205	
Change in Restricted Cash - Mesh Related	\$24	\$67	~\$	130	~\$	130	
Capital Expenditures	(\$44)	(\$37)	~(\$105)		~(\$	~(\$105)	
Other <sup>[5]</sup>	(\$7)	(\$7)	~\$10		~\$10		
Unrestricted Cash Flow Prior to Debt Payments	\$372	\$390	\$195	\$245	\$140	\$240	
Memo: Unrestricted Cash Disbursements - Mesh [6]	(\$22)	22) (\$29)		30)	(\$2	30)	

<sup>[1]</sup> Includes certain payments for cost reduction initiatives, contingent consideration, milestone, as well as changes in certain other assets and liabilities which provided or used cash.



 $<sup>\</sup>label{eq:continuous} \textbf{[2] Represents legal settlements that Endo paid excluding mesh and opioid matters.}$ 

<sup>[3]</sup> Represents payments related to opioid legal expense, as well as cash payments and expected cash payments related to settled opioid product liability claims.

<sup>[4]</sup> Represents direct payments and payments from Qualified Settlement Funds to settle mesh product liabilities, as well as mesh related legal expenses.

<sup>[5]</sup> Includes contingent consideration (CFF) for certain products, financing fees, and certain other items.

<sup>[6]</sup> Represents the sum of the cash distributions to settle mesh claims and the change in restricted cash – mesh related.

Table may not total due to rounding

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Q&A

# Appendix

## Cash Conversion Cycle

We use days sales outstanding (DSO), days inventory outstanding (DIO) and days payable outstanding (DPO), the sum of which is the cash conversion cycle, to evaluate our working capital performance. The following table summarizes the details of the financial metrics used to calculate these working capital performance statistics for the quarters ended June 30, 2021, March 31, 2021, December 31, 2020, September 30, 2020, and June 30, 2020 (in thousands except for ratios):

		Jun 30, 2021	Mar 31, 2021	Dec 31, 2020	Sep 30, 2020	Jun 30, 2020
	Total Revenue	\$713,830	\$717,919	\$760,221	\$634,860	\$687,588
	•Accounts Receivable, net of allowance	\$458,138	\$473,152	\$511,262	\$473,368	\$271,893
	•Less: Returns and allowances	(\$190,989)	(\$209,194)	(\$207,916)	(\$205,962)	(\$217,198)
DSO	Accounts Receivable, adjusted for non-cash items	\$267,149	\$263,958	\$303,346	\$267,406	\$54,695
	Total revenues per day	\$7,844	\$7,977	\$8,263	\$6,901	\$7,556
	DSO	34	33	37	39	7
	•Inventories, net	\$338,456	\$362,180	\$352,260	\$354,903	\$330,540
	•Plus: Long-term inventory	\$7,194	\$7,399	\$13,227	\$34,633	\$34,340
DIO	Inventory, adjusted for long-term and non-cash items	\$345,650	\$369,579	\$365,487	\$389,536	\$364,880
	Total revenues per day	\$7,844	\$7,977	\$8,263	\$6,901	\$7,556
	DIO	44	46	44	56	48
	•Trade Accounts Payable	\$103,842	\$104,524	\$94,408	\$104,621	\$113,049
	•Plus: Accrued Royalties and Partner Payables	\$46,162	\$55,632	\$59,745	\$61,355	\$70,953
	•Plus: Accrued Rebates and Chargebacks paid in cash	\$132,325	\$130,725	\$128,821	\$121,854	\$109,721
DPO	Trade Accounts Payable, adjusted for royalties and rebates	\$282,329	\$290,881	\$282,974	\$287,830	\$293,723
	Total revenues per day	\$7,844	\$7,977	\$8,263	\$6,901	\$7,556
	DPO	36	36	34	42	39
	Cash Conversion Cycle	42	43	47	53	17





# Thank you