#### J.P. Morgan Healthcare Conference Blaise Coleman, President & CEO



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# **Endo: A Specialty Pharmaceutical Company**

# Branded Pharmaceuticals

Sterile

Injectables







#### Q3' YTD 2020 segment revenue







# Generic Pharmaceuticals

International Pharmaceuticals revenue Q3' YTD 2020 revenues of \$76mn



#### **Our Vision and Mission**

### **OUR VISION**

Helping everyone we serve live their best life.

## **OUR MISSION**

We develop and deliver life-enhancing products through focused execution.



## **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

We are committed to the adoption of more sustainable practices that positively impact our stakeholders, including the promotion of diversity & inclusion in all we do.



# **Our Progress**

# **Expand & Enhance Our Portfolio**

# Reinvent How We Work

Be A Force For Good

- XIAFLEX® maximization
- Qwo® approval & launch prep
- BioSpecifics acquisition
- Sterile Injectables evolution

- COVID-19 response
- Optimize Gx operations
- Simplified organization
- Focused outsourcing

- ESG key advancements
- Commitment to DE&I
- Novavax COVID vaccine



# XIAFLEX®: Investing to Maximize Long Term Value

#### **Current On-market Indications**

EMPOWER patients to seek nonsurgical treatment

ENHANCE new injector training and engagement

ADVANCE existing injector utilization





Dupuytren's Contracture



Patients Diagnosed Patients Treated Treated with XIAFLEX®





63%

25%

#### **Current Development Programs\***

#### **Adhesive Capsulitis**

~230K 2–5%

Surgeries annually: Prevalence rate\*\*

First patient enrolled in Phase IIB study Jul 2020

#### **Plantar Fibromatosis**

~430K 5–11%
Surgeries annually Prevalence rate\*\*

Interim Analysis from Phase I study expected Q1 2021



# QWO®: 1st FDA Approved Injectable for Cellulite



~8.5 million U.S. women are potential candidates

1. Source: US Census 2021 Projected Population

2. Source: Endo Cellulite Consumer Segmentation Research 2018

3. Survey Question #7. Includes respondents that answered "I have some discretionary income, but I really have to prioritize how I use it" or "I have enough discretionary income to spend as I like without making hard trade-offs"

4. Survey Question #13. Includes respondents that answered "Somewhat Bothered", "Very Bothered", and "Extremely

5. Survey Question #9 - How open are you to getting an aesthetic treatment. Includes respondents that answered "Very Open", "Extremely Open" or "Somewhat Open" and has spent \$1 or more on aesthetic treatments in the past 12 months (Survey Question #D2)

US women aged 25-54<sup>1</sup> **65MM Target BMI 18.5 to 29.9**<sup>2</sup> **41MM** Have some disposable income (overall)<sup>2,3</sup> **28MM** Self-identify as having cellulite (anywhere on the body) **12MM** Self-identify as having cellulite and bothered by it **10MM** Open to spending on aesthetic treatment 8.5MM **Potential Consumers** 



## **Integrated Plan to Drive Adoption and Positive Consumer Outcomes**

#### **HCP** Engagement



**HCP Injector Training Program** 



"Virtual" and in-person HCP Training Programs



**HCP Support** 

1H21

2H21

#### **Consumer Engagement**



Unbranded consumer Condition Awareness



**Brand Launch Campaign** 



Campaign Launch

Ongoing Media, Public and Professional Relations



# BioSpecifics: Enhancing the Profitability of XIAFLEX® and Qwo®

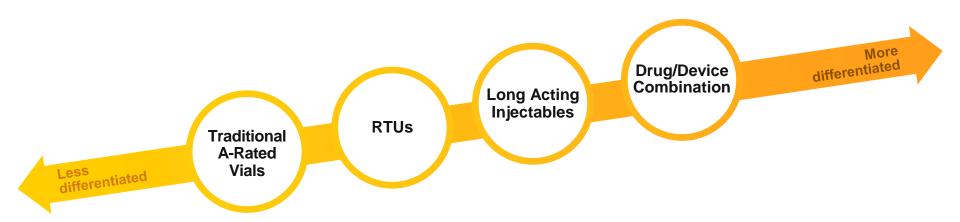
### **Endo Completes Acquisition of BioSpecifics**



- Transaction closed in late 4Q 2020
- Immediately enhances adjusted EBITDA through the elimination of third party royalty
- Multiple potential additional indications for Xiaflex® and Qwo®, respectively, under review



# Sterile Injectables: Moving to a More Differentiated Portfolio



- Reinvesting savings to accelerate ongoing portfolio evolution
- Highly compliant Injectable facility in Rochester, MI supplemented by future capabilities in Indore, India
- Ready-To-Use (RTU) products provide benefits that meet the evolving needs of our customers



# **Transforming Our Business**

- Optimizing generics operations by exiting 4 sites in U.S. and India
- Improving flexibility and reducing certain costs through global business process service providers
- Fully integrating commercial, R&D, & operations functions, increasing effectiveness and driving efficiencies
- Reinvesting expected annual savings of ~\$85-95M to expand and enhance our portfolio

| Financial Impact of Planned Strategic Actions               |                            |          |          |          |
|---|----------------------------|----------|----------|----------|
| (US \$ in millions)  Cumulative Cash Savings <sup>[a]</sup> | 2020                       | 2021     | 2022     | 2023     |
| Cost of sales   | \$ -                       | \$ -     | \$ 27-30 | \$ 66-70 |
| Operating expenses  | -                          | 10-15    | 18-20    | 20-25    |
| Total   | \$ -                       | \$ 10-15 | \$ 45-50 | \$ 85-95 |
|   |                            |          |          |          |
| One-time Charges <sup>[a]</sup>                             | <b>2020</b> <sup>[b]</sup> | 2021     | 2022     | 2023     |
| Cash restructuring charges                                  | \$ 55-60                   | \$ 40-45 | \$ 5     | \$ -     |
| Asset impairments   | 7                          | -        | -        | -        |
| Accelerated depreciation                                    | 21                         | 25-30    | 10-15    | -        |
| Total   | \$ 83-88                   | \$ 65-75 | \$ 15-20 | \$ -     |

<sup>[</sup>a] Represents full year estimates

Approximately \$67 million of one-time charges was recorded in the third quarter of 2020 which included approximately \$54 million and \$13 million of cash and non-cash restructuring charges, respectively.



#### Our Focus in 2021

# Expand & Enhance Our Portfolio

# Reinvent How We Work

Be A Force For Good

- Investing to enhance our portfolio and capabilities
  - Focused on Specialty Branded, Medical Aesthetics and Sterile Injectables
- Strategic actions improving efficiency and effectiveness
  - Expect annualized pre-tax cash savings of \$85-\$95mn by '23
- Maintain financial flexibility and disciplined capital allocation
- Continue sustainability focus





# Thank you