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NASDAQ: **ATRS**



**Antares Pharma Investor Presentation**  
**April 2018**



# Safe Harbor Statement

This presentation contains forward-looking statements within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are subject to certain risks and uncertainties that can cause actual results to differ materially from those described. Factors that may cause such differences include but are not limited to: the Company's ability to resolve the deficiencies identified by the FDA in the Complete Response Letter for XYOSTED™, the timeframe associated with such resolution and whether any such response will be accepted by the FDA, FDA approval of the Company's NDA for XYOSTED and future market acceptance and revenue for XYOSTED; future market acceptance and revenue from the Makena subcutaneous auto injector product; successful completion of the transaction with Ferring International Center, S.A. and satisfaction of the various conditions in the Ferring asset purchase agreement and payment of the full purchase price; Teva's expectations about timing and approval of the VIBEX® epinephrine pen ANDA by the FDA and potential product launch of the same, the therapeutic equivalence rating thereof, and any future revenue from the same; FDA action with respect to Teva's Abbreviated New Drug Application ("ANDA") for the Teriparatide multi-dose pen and the timing and approval, if any, by the FDA of the same; FDA action with respect to Teva's ANDA for the Exenatide pen and the timing and approval, if any, by the FDA of the same; Teva's ability to successfully commercialize VIBEX® Sumatriptan Injection USP and the amount of revenue from the same; continued growth of prescriptions and sales of OTREXUP®; the timing and results of research projects, clinical trials, and product candidates in development; actions by the FDA or other regulatory agencies with the respect to the Company's products or product candidates of its partners; continued growth in product, development, licensing and royalty revenue; the Company's ability to obtain financial and other resources for its research, development, clinical, and commercial activities and other statements regarding matters that are not historical facts, and involve predictions. These statements involve known and unknown risks, uncertainties and other factors that may cause actual results, performance, achievements or prospects to be materially different from any future results, performance, achievements or prospects expressed in or implied by such forward-looking statements. In some cases you can identify forward-looking statements by terminology such as "may", "will", "should", "would", "expect", "intend", "plan", "anticipate", "believe", "estimate", "predict", "potential", "seem", "seek", "future", "continue", or "appear" or the negative of these terms or similar expressions, although not all forward-looking statements contain these identifying words. Additional information concerning these and other factors that may cause actual results to differ materially from those anticipated in the forward-looking statements is contained in the "Risk Factors" section of the Company's Annual Report on Form 10-K for the year ended December 31, 2017, and in the Company's other periodic reports and filings with the Securities and Exchange Commission. The Company cautions investors not to place undue reliance on the forward-looking statements contained in this presentation. All forward-looking statements are based on information currently available to the Company on the date hereof, and the Company undertakes no obligation to revise or update these forward-looking statements to reflect events or circumstances after the date of this presentation, except as required by law.



- » **A Growing, Revenue Generating State-of-the-Art Specialty Pharmaceutical Company**
- » **An Innovative Leader in Self-Administered Injection Technology**
- » **Novel Drug Delivery Technology Can Provide Multiple Product Opportunities and Life Cycle Management Solutions**
- » **Auto-injector platform and Multi-dose pen platform**
- » **Strong Balance Sheet - \$31.6 million in cash, cash equivalents and short term investments at year-end 2017**



- » Expertise in drug/device combination product regulatory filings
- » Two combination products approved and on the U.S. market (OTREXUP®, Sumatriptan) and one combination product approved in Europe with marketing authorizations in 17 countries and awaiting patent clearance (Teriparatide)
- » One sNDA Drug/Device Combination Product approved and partnered with AMAG - Makena® subcutaneous auto injector launched March 2018
- » Three ANDA drug device combination products submitted by Teva to U.S. FDA with first to file status (Epinephrine pen, Exenatide, Teriparatide) working through the regulatory pathway toward a potential approval
- » One NDA for a Drug Device Combination Product submitted to the FDA (XYOSTED™) – CRL received 10/20/17 – complete response resubmitted to FDA Q118 – 9/29/18 PDUFA date



# XYOSTED™ Product Profile

## Name

XYOSTED™ - Subcutaneous Testosterone Enanthate in an auto injector

## Dosing

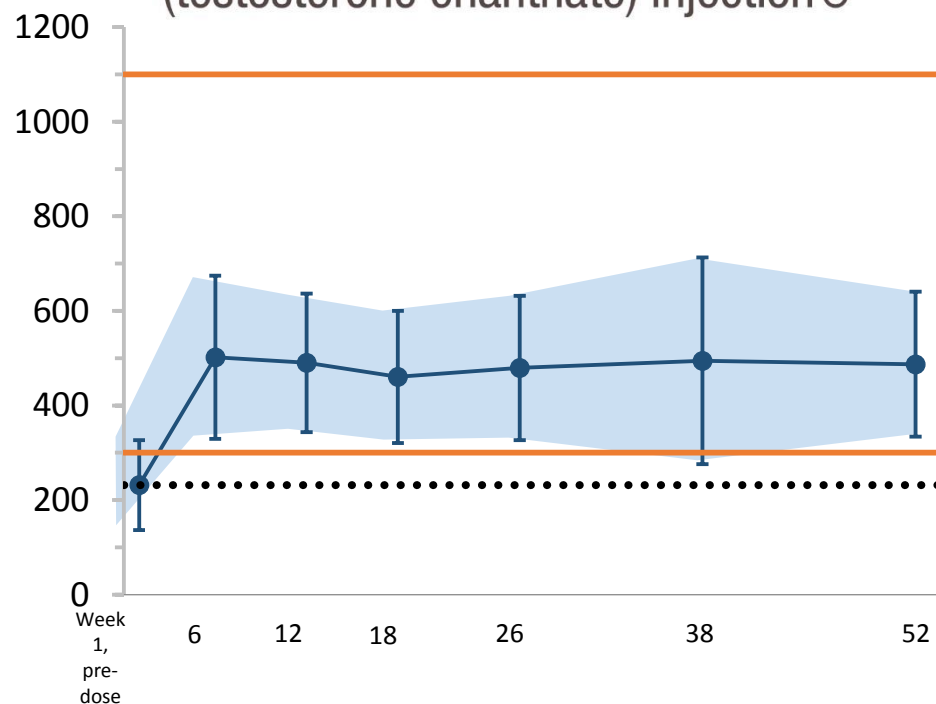
Once weekly, single use, fixed dose subcutaneous product

## Doses

1. 50 mg/0.5 mL TE in solution
2. 75 mg/0.5 mL TE in solution
3. 100 mg/0.5 mL TE in solution

# XYOSTED™

(testosterone enanthate) injection



Mean C<sub>trough</sub> (ng/dL) over 52 week “003” study

## Product Features

- Easy to use and store at room temperature
- Auto injector allows for rapid subcutaneous delivery of viscous TE solution through a fine (27-gauge) needle
- 1,510 of 1,519 (99.4%) of observed injections in the 52 week P3 “003” study were reported as painless

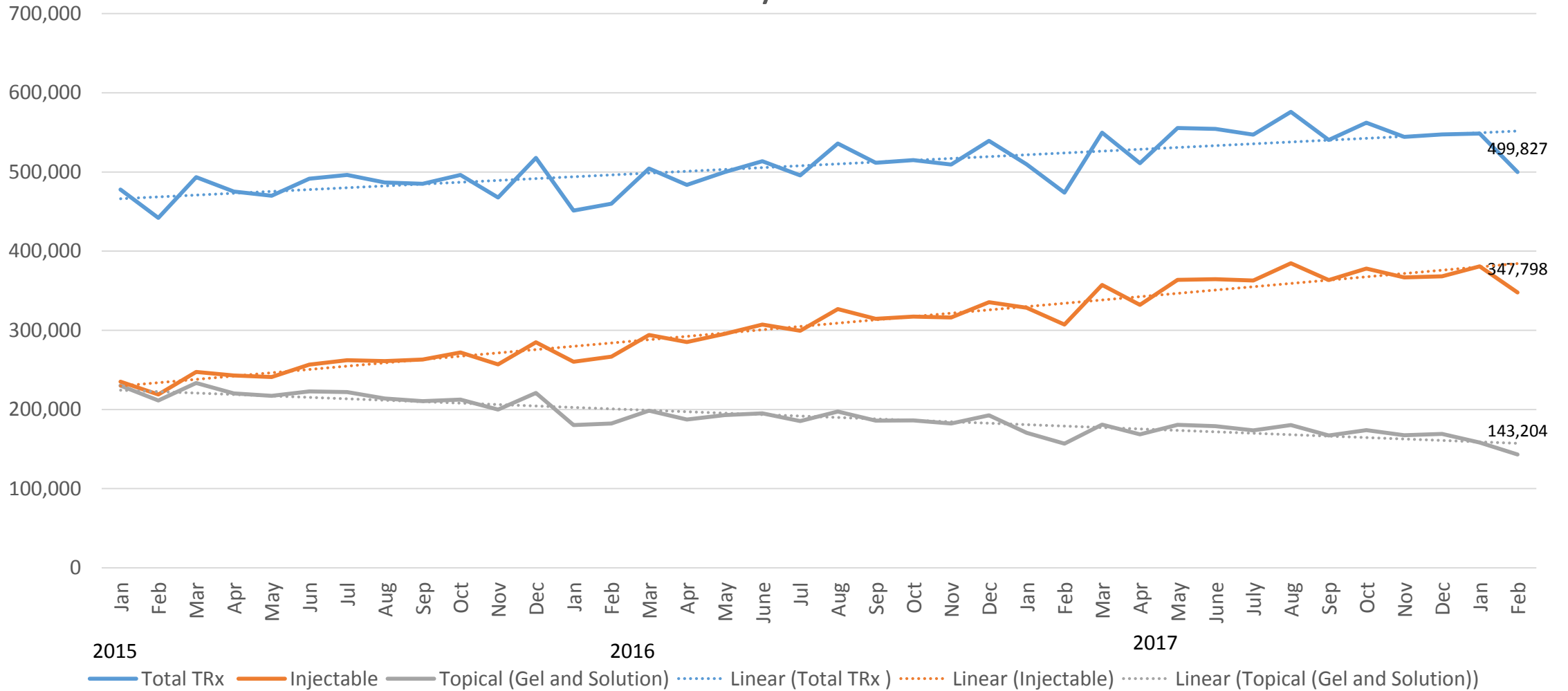
**QST-13-003 treatment regimen demonstrated a mean steady state concentration of testosterone of  $553.3 \pm 127.3$  ng/dL at 12 weeks**



# **XYOSTED™ Regulatory Update**

- **Received a Complete Response Letter from the FDA on October 20, 2017**
- **The FDA cited two deficiencies:**
  - **Clinically meaningful increase in blood pressure**
  - **Concern regarding the occurrence of depression/suicidality**
- **A request for a Type A meeting along with a comprehensive briefing document was submitted to the U.S. Food and Drug Administration**
- **Type A meeting was held with FDA on February 21, 2018 to discuss CRL**
- **Complete response resubmitted and accepted as a complete, class 2 response – PDUFA goal date 9/29/18**

# Monthly TRT TRx





# **ZOMAJET™ Sale to Ferring Pharmaceuticals**

- **Needle-free asset sale to Ferring executed October 10, 2017 for up to \$14.5 million**
- **Milestone Payments:**
  - **\$2.0M paid upon signing in October 2017**
  - **\$2.75M received Q118**
  - **\$4.75M at Closing (~Q2 2018)**
  - **\$5M at Completion (~Q4 2018)**

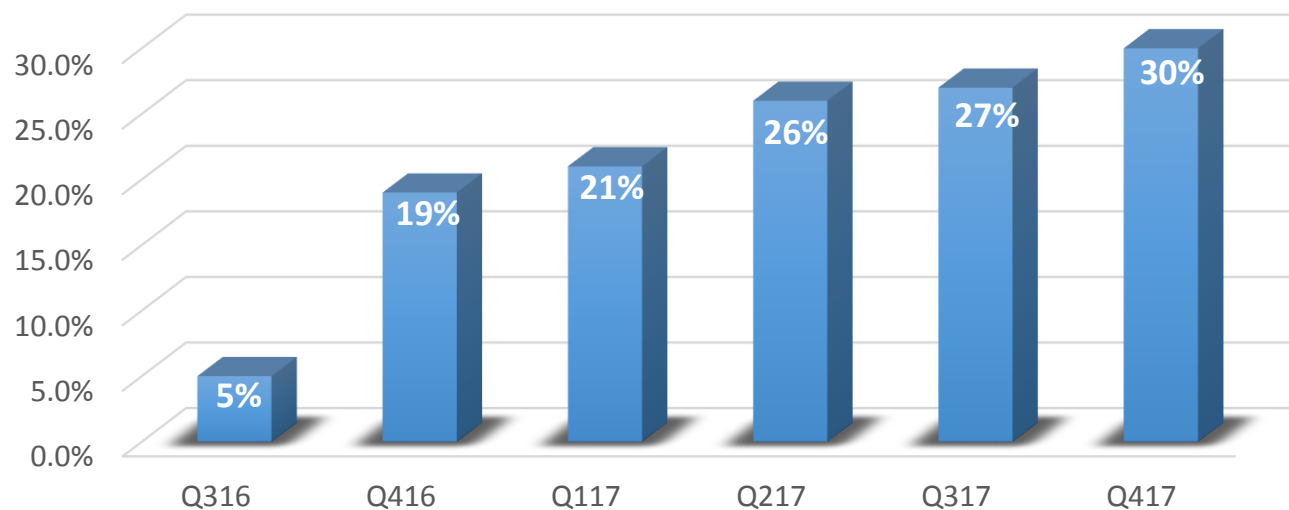






# VIBEX® Sumatriptan Injection USP

**Full Year 2017 revenue of \$13.5M generated from the shipment/profit sharing of Sumatriptan Injection**



**VIBEX® Sumatriptan Injection USP**

\*Symphony Health Solutions Quarterly TRx Data



# OTREXUP® Quarterly Revenue Progression



**Q417 vs. Q416 +17% Revenue Growth → 2017 Full Year Revenue ~\$18 Million**

# **Makena® Subcutaneous Auto Injector– FDA Approved**

- **AMAG/Makena® collaboration began in 2014**  
**Alliance terms:**
  - **Cost plus product transfer price (fully packaged QuickShot® device), plus royalty on net sales and sales performance milestones**
- **QuickShot® device used to develop a once-weekly subcutaneous injection of Makena®**
  - **Potentially better patient compliance and easier administration**
  - **Currently administered IM with a large-gauge needle from a single dose vial, QuickShot® product administered sub-Q through a fine-gauge nonvisible needle**
- **Makena® sNDA approved by FDA February 14, 2018**
- **First FDA approval of QuickShot® auto-injector**
- **AMAG launched Makena® SC AI March 2018**



# Makena<sup>®</sup> Subcutaneous Auto Injector– FDA Approved



- ✓ **Efficient**
- ✓ **Discreet**
- ✓ **Administration friendly**

Subcutaneous injection

Intramuscular injection

Injection location	 Back of upper arm	 Upper-outer quadrant of the gluteus maximus
Injection duration	~ 15 seconds	One minute or longer
Needle size	27-gauge, 0.5" SQ needle	21-gauge, 1.5" IM needle



# ATRS Alliance Business Update

Epinephrine	Continued to ship pre-launch devices to Teva in Q417, ~\$22M to date – ANDA still under active review at FDA
Teriparatide	Teva continues to work through the regulatory process using the ANDA pathway. Antares believes Teva has first to file status and 180 days of marketing exclusivity. US patent litigation has been settled - Lilly does not expect competitive products to enter the market earlier than 2H19. Approved in Europe in 17 countries which addresses the majority of value in Europe – awaiting IP clearance prior to launch
Exenatide	Teva filed against Byetta (exenatide) and they are working through the regulatory approval process using the ANDA pathway – ATRS believes Teva has first to file status and 180 days of marketing exclusivity, launch pending approval
Makena® (hydroxyprogesterone caproate injection)	sNDA approved 2/14/18 - AMAG launched Makena QuickShot® subcutaneous auto injector product late March 2018 – continuing to execute on a purchase order for commercial devices



## Q4'17 and FY'17 Revenue Mix

	Three Months Ended Dec 31		Increase (Decrease)	Twelve Months Ended Dec 31		Increase (Decrease)
	2017	2016		2017	2016	
OTREXUP	\$4,836	\$4,121	17%	\$ 17,946	\$ 15,145	18%
Auto injector and pen injector devices	4,337	3,877	12%	18,827	19,713	(4%)
Needle-free devices & components	1,814	1,740	4%	4,922	5,460	(10%)
Total Product Sales	10,987	9,738	13%	41,695	40,318	3%
Development revenue	2,200	3,767	(42%)	10,095	10,235	(1%)
Licensing revenue	19	38	(50%)	1,076	166	548%
Royalties	834	653	28%	1,649	1,503	10%
Total Revenue	\$14,040	\$ 14,196	(1%)	\$ 54,515	\$ 52,222	4%



# Q4'17 and FY'17 Financial Results

	Three Months Ended Dec 31		Increase	Twelve Months Ended Dec 31		Increase
	2017	2016	(Decrease)	2017	2016	(Decrease)
Total Revenue	\$ 14,040	\$ 14,196	(1%)	\$ 54,515	\$ 52,222	4%
Cost of Revenue	7,107	6,689	6%	27,466	28,817	(5%)
Gross Profit	6,933	7,507	(8%)	27,049	23,405	16%
% Revenues	49%	53%		50%	45%	
Research & Development	3,612	5,572	(35%)	13,147	21,127	(38%)
Selling, General & Administrative	7,340	6,155	19%	30,353	26,395	15%
Total Operating Expenses	10,952	11,727	(7%)	43,500	47,522	(8%)
Operating Loss	(4,019)	(4,220)	(5%)	(16,451)	(24,117)	(32%)
Other Income (Expense)	305	(280)	NA	(292)	(222)	(32%)
Net Loss	\$ (3,714)	\$ (4,500)	(17%)	\$ (16,743)	\$ (24,339)	(31%)
Loss Per Share	\$ (0.02)	\$ (0.03)		\$ (0.11)	\$ (0.16)	



# ATRS Investment Considerations

- **A revenue generating Specialty Pharmaceutical Company poised for continued growth**
- **Potential Near-Term Catalysts:**
  - XYOSTED™ CRL received 10/17 – Type A meeting held – Complete response resubmission accepted – PDUFA goal date 9/29/18
  - Sumatriptan Injection USP – Q417 TRx share 30% per most recent quarterly Symphony data
  - Continued revenue growth of OTREXUP™ - Q417 vs. Q416 +17%
  - Finished product sales and royalty revenue anticipated from Makena® SC AI - launched March '18
  - Additional milestone payments expected to be received in 2018 from ZOMAJET® sale
  - Potential FDA approval of Epinephrine Pen ANDA partnered with Teva
  - Expect to add to pipeline strategic new drug/device R&D combination product in 2H18
- **Robust Drug and Device Pipeline\*:**
  - XYOSTED™ - Epinephrine – Exenatide - Teriparatide
- **Strong balance sheet – \$31.6 million in cash, cash equivalents and short term investments at 12/31/17**

\*Not yet approved in the U.S. (Teriparatide approved in Europe in December 2016)



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