

TherapeuticsMD[®]

**Building the Premier
Women's Health Company**
Q3 2022 Earnings
November 14, 2022



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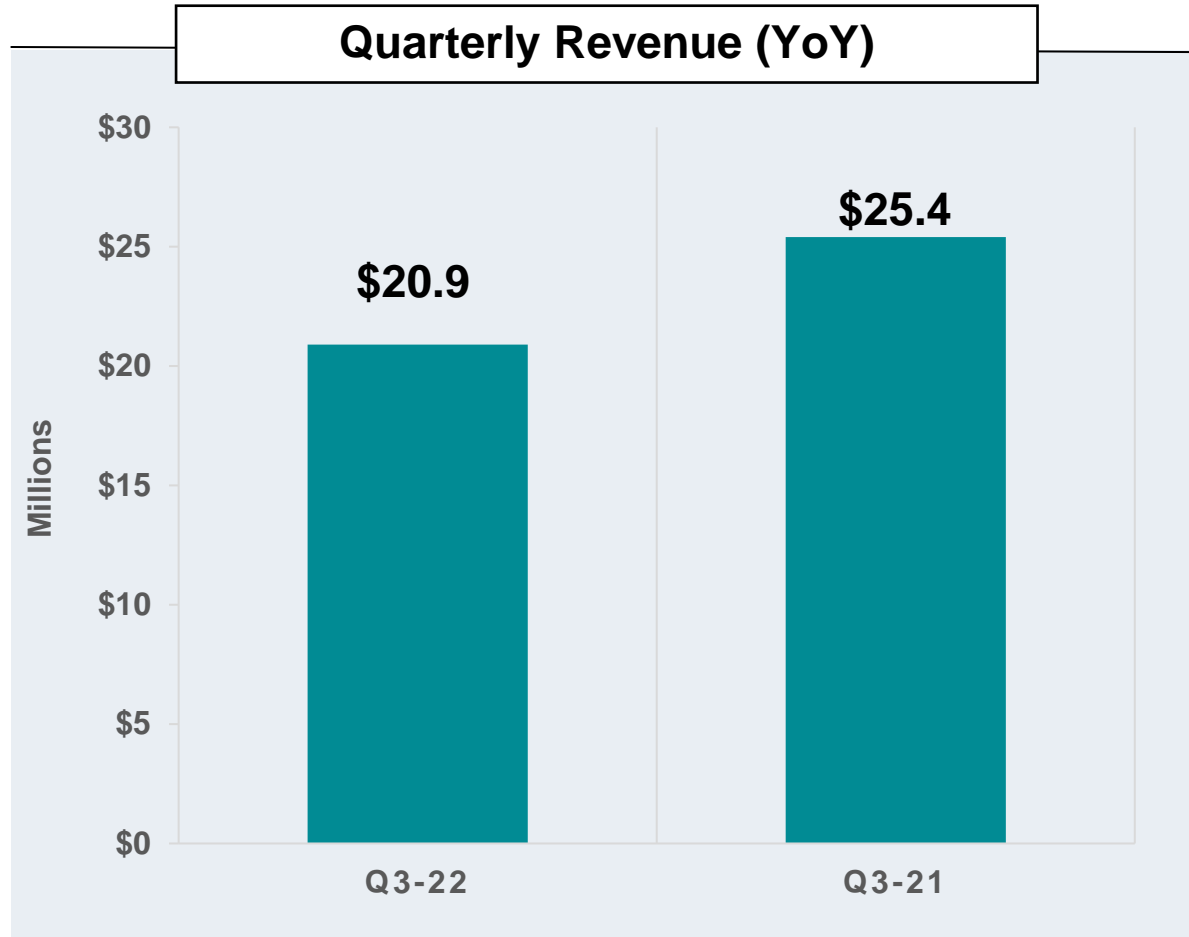
Forward-Looking Statements

This presentation by TherapeuticsMD, Inc. may contain forward-looking statements. Forward-looking statements may include, but are not limited to, statements relating to TherapeuticsMD's objectives, plans and strategies as well as statements, other than historical facts, that address activities, events or developments that the company intends, expects, projects, believes or anticipates will or may occur in the future. These statements are often characterized by terminology such as "believes," "hopes," "may," "anticipates," "should," "intends," "plans," "will," "expects," "estimates," "projects," "positioned," "strategy" and similar expressions and are based on assumptions and assessments made in light of management's experience and perception of historical trends, current conditions, expected future developments and other factors believed to be appropriate. Forward-looking statements in this press release are made as of the date of this press release, and the company undertakes no duty to update or revise any such statements, whether as a result of new information, future events or otherwise. Forward-looking statements are not guarantees of future performance and are subject to risks and uncertainties, many of which are outside of the company's control. Important factors that could cause actual results, developments and business decisions to differ materially from forward-looking statements are described in the sections titled "Risk Factors" in the company's filings with the Securities and Exchange Commission, including its most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q, as well as reports on Form 8-K, and include the following: the effects of the COVID-19 pandemic; how the proceeds from the divestiture of the company's vitaCare business will be utilized; the company's ability to maintain or increase sales of its products; the company's ability to develop and commercialize IMVEXXY®, ANNOVERA®, and BIJUVA® and obtain additional financing necessary therefor; whether the company will be able to comply with the covenants and conditions under its term loan facility and the company's ability to refinance such facility; the effects of supply chain issues on the supply of the company's products; the potential of adverse side effects or other safety risks that could adversely affect the commercialization of the company's current or future approved products or preclude the approval of the company's future drug candidates; whether the FDA will approve the manufacturing supplement for ANNOVERA; the company's ability to protect its intellectual property, including with respect to the Paragraph IV notice letters the company received regarding IMVEXXY; the length, cost and uncertain results of future clinical trials; the company's reliance on third parties to conduct its manufacturing, research and development and clinical trials; the ability of the company's licensees to commercialize and distribute the company's products; the ability of the company's marketing contractors to market ANNOVERA; the availability of reimbursement from government authorities and health insurance companies for the company's products; the impact of product liability lawsuits; the influence of extensive and costly government regulation; the impact of leadership transitions; the volatility of the trading price of the company's common stock and the concentration of power in its stock ownership.



Q3 2022 Financial Overview

Quarterly Revenue Trends



Q3-22 Highlights

- Total net revenue decreased 18% in Q3-22 vs Q3-21 as there was \$1M of license sales in 2021
- Total net product revenue decreased 13% in Q3-22 vs Q3-21
- ANNOVERA net revenue decreased 12% in Q3-22 vs Q3-21
- BIJUVA net revenue decreased 19% in Q3-22 vs Q3-21, including export sales.
- IMVEXXY net revenue decreased 13% Q3-22 vs Q3-21

Financial Results: Comparison Q3 2022 to Q3 2021

Comparison of Key Financial Statement Items [\$1,000's]

	Q3-22	Q3-21
Balance Sheet⁽¹⁾		
Cash	\$ 27,080	\$ 104,801
Debt	\$ 94,432	\$ 200,000
Income Statement		
Net Revenue	\$ 20,917	\$ 25,406
Gross Profit	\$ 17,129	\$ 20,124
Gross Margin %	82%	79%
Total Operating Expenses	\$ 37,876	\$ 60,045
Net Profit / (Loss)	\$ (28,965)	\$ (47,420)
Cash Flow		
Net Cash Used In Operating Activities	\$ (18,920)	\$ (38,223)

- In April 2022, \$120M in proceeds from the vitaCare divestiture were used to paydown the debt.
- Gross margin of 82% in Q3-22 shows improvement from Q3-21.
- Operating expenses in Q3-22 decreased \$22.2M from Q3-21.
- Net Operating Loss;
 - \$20.7M Q3-2022
 - \$39.9M Q3-2021
- Net cash used in operating activities in Q3-22 decreased \$19.3M from Q3-21.

(1) Balance Sheet as of quarter end.

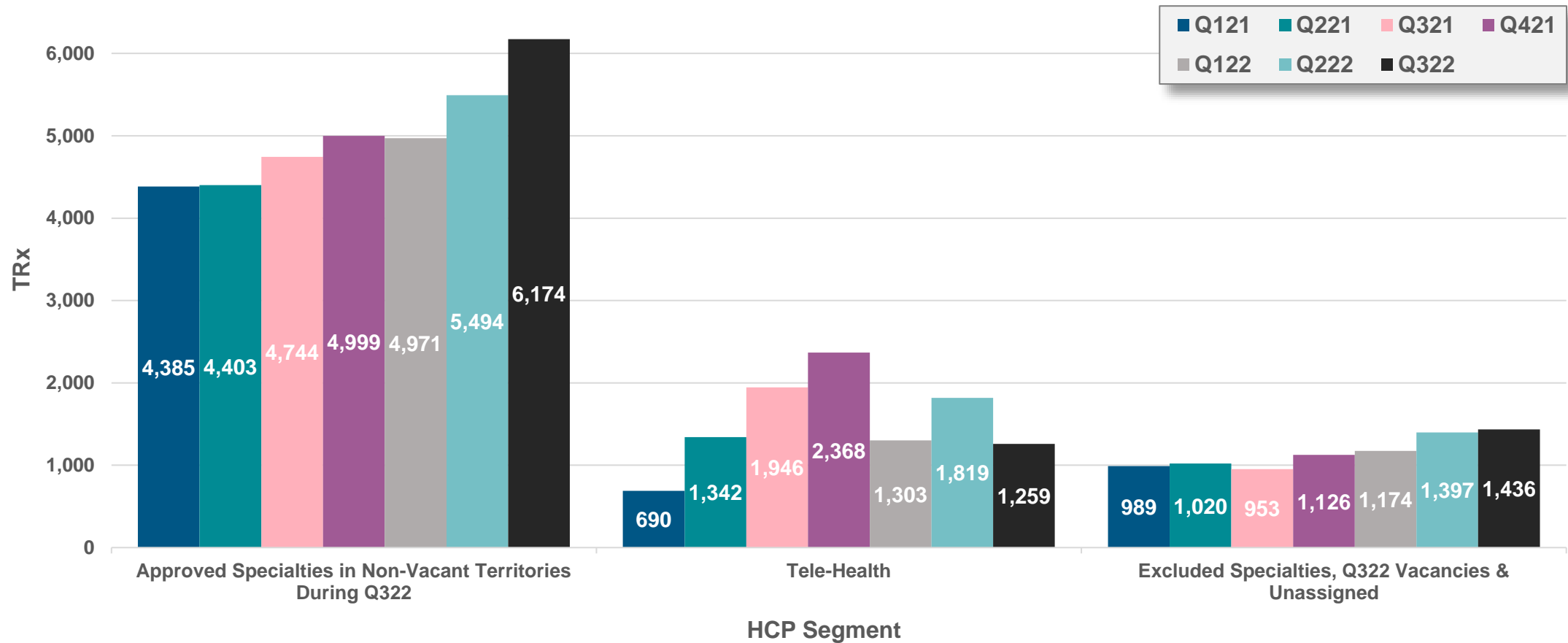


Q3 2022 Commercial Overview

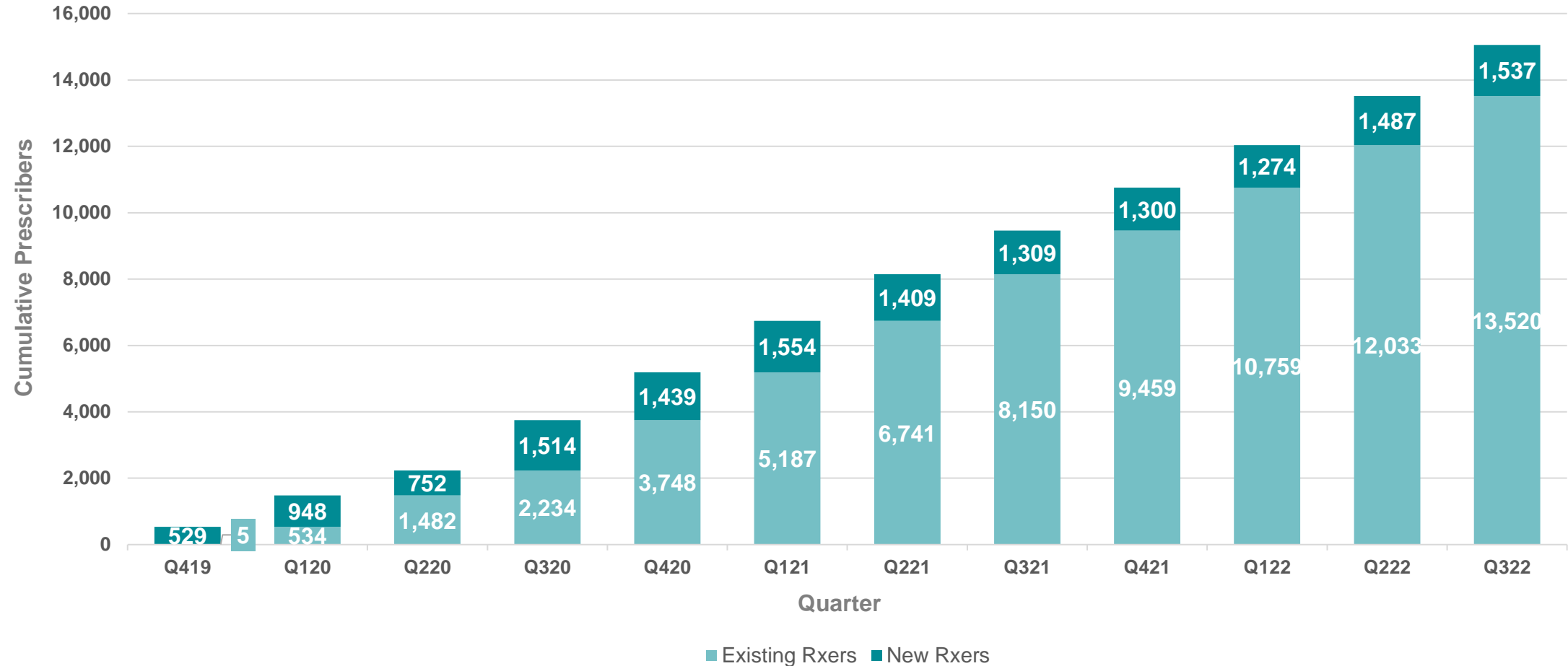
ANNOVERA TRx Performance by HCP Segment



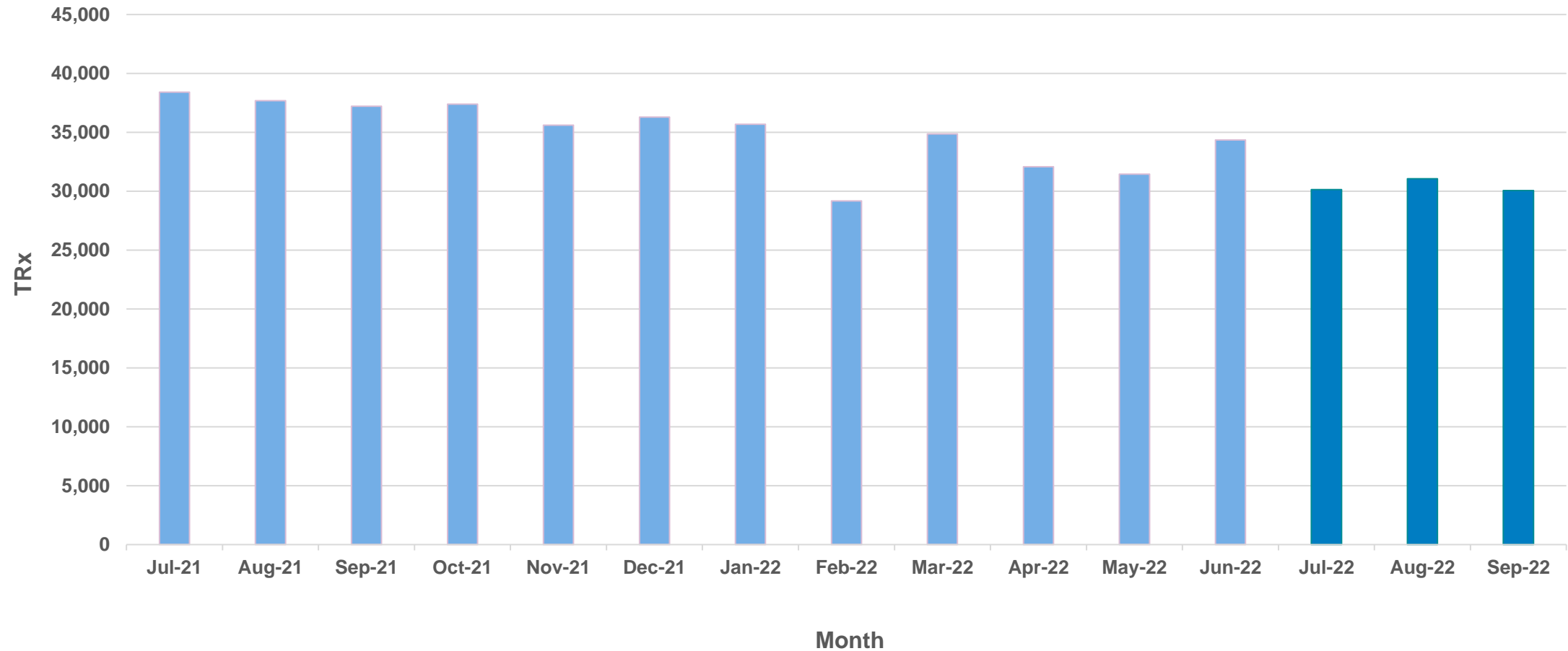
Significant growth occurring between Q222 & Q322 amongst approved specialties in non-vacant territories was nearly offset by a 31% decline in the Tele-Health population



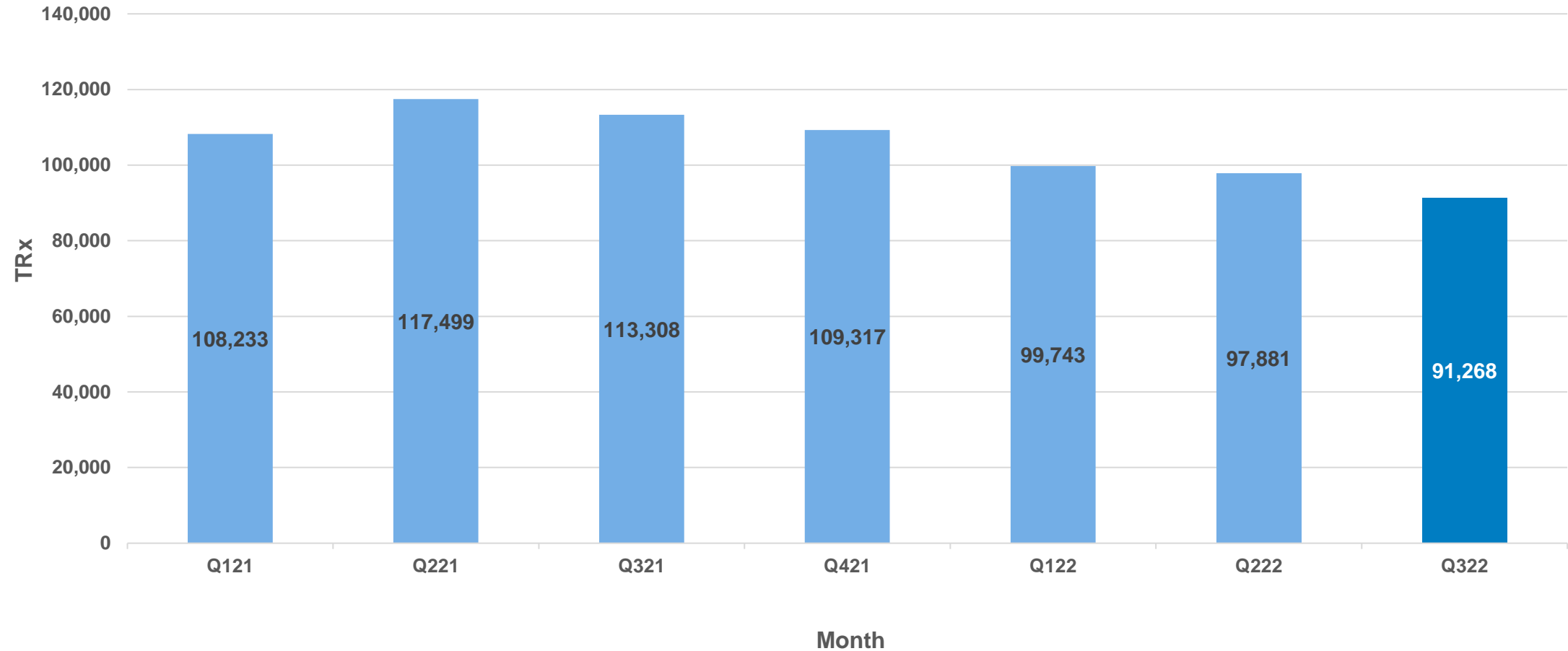
ANNOVERA Prescribers: Launch to Date



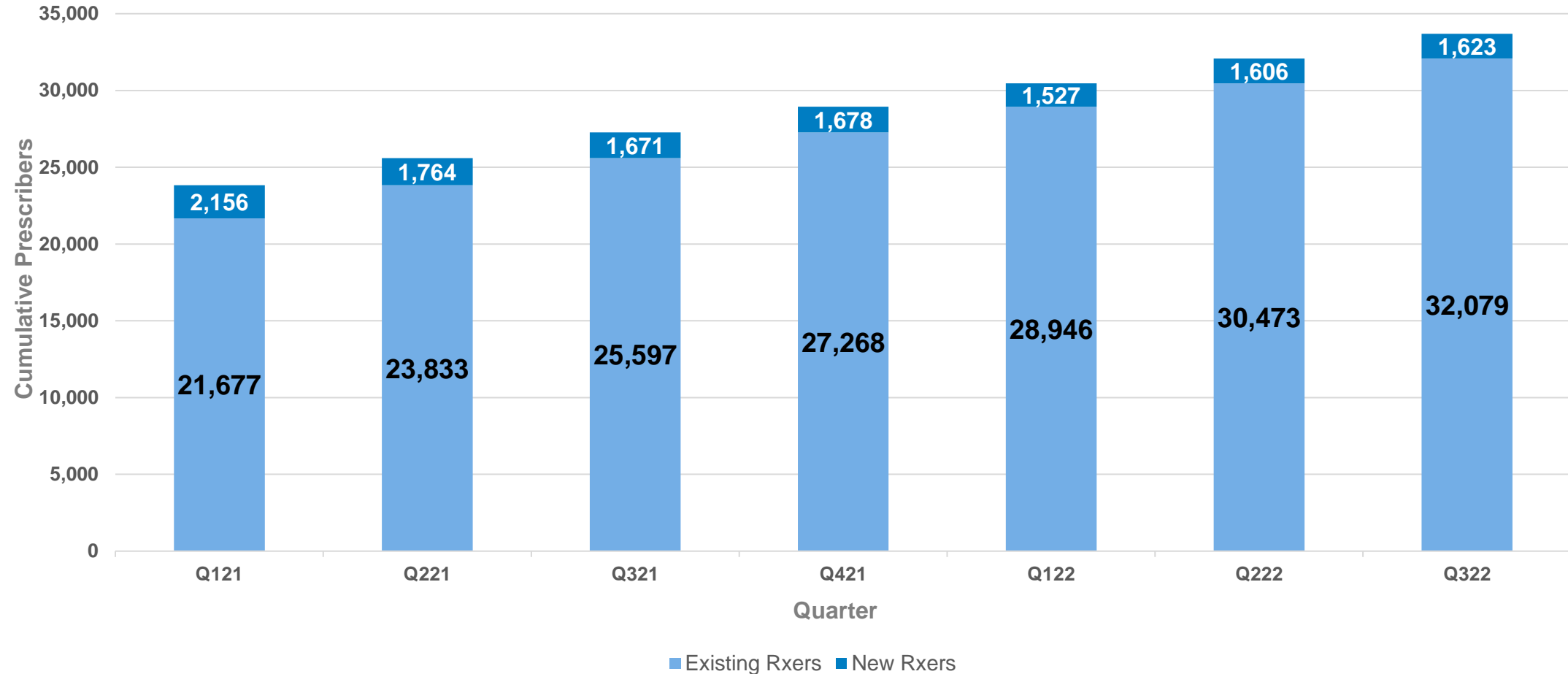
IMVEXXY Monthly TRx



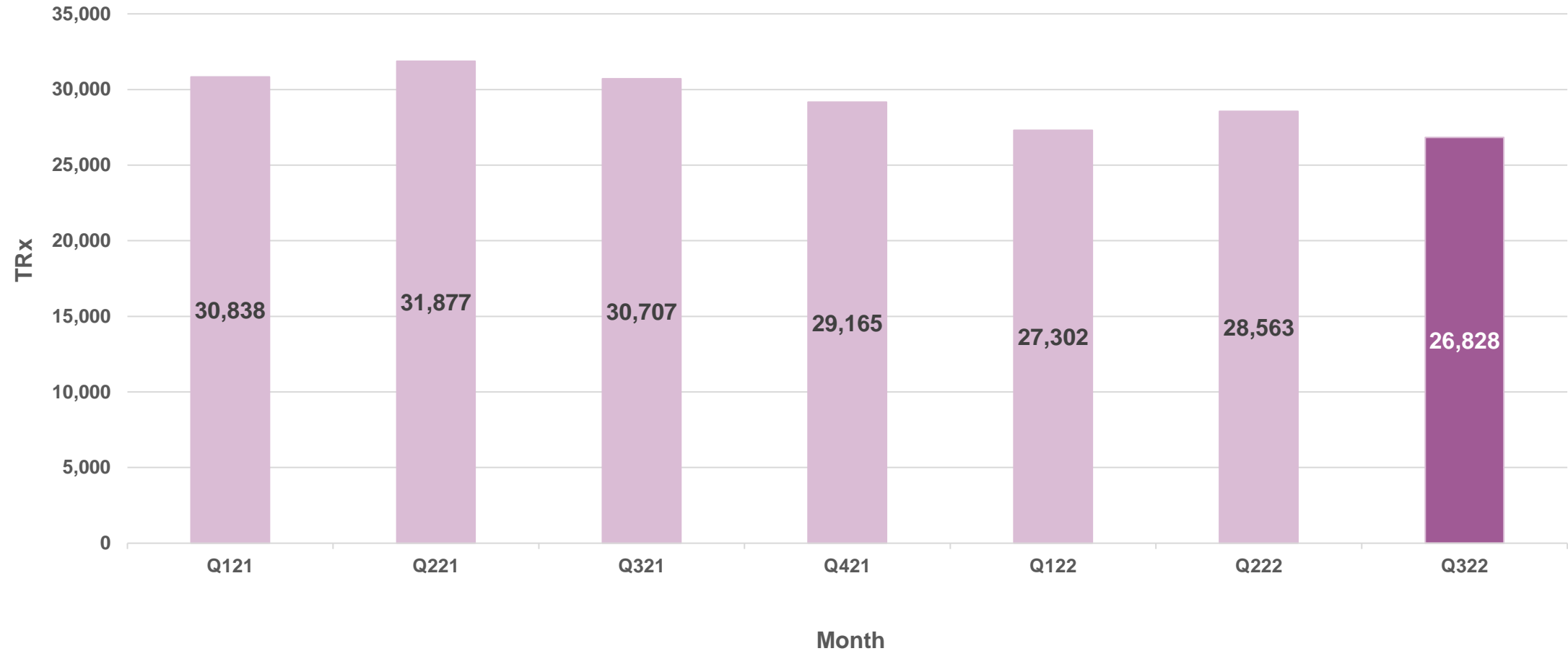
IMVEXXY Quarterly TRx



IMVEXXY Prescribers: Launch to Date



BIJUVA Quarterly TRx





Q&A