

# Therapeutics MD<sup>®</sup>

For Her. For Life.

# Cowen Conference March 3, 2020

Building the Premier Women's Health Company

# Forward-Looking Statements

This presentation by TherapeuticsMD, Inc. (referred to as "we" and "our") may contain forward-looking statements. Forward-looking statements may include, but are not limited to, statements relating to our objectives, plans and strategies, as well as statements, other than historical facts, that address activities, events or developments that we intend, expect, project, believe or anticipate will or may occur in the future. These statements are often characterized by terminology such as "believe," "hope," "may," "anticipate," "should," "intend," "plan," "will," "expect," "estimate," "project," "positioned," "strategy" and similar expressions and are based on assumptions and assessments made in light of our managerial experience and perception of historical trends, current conditions, expected future developments and other factors we believe to be appropriate.

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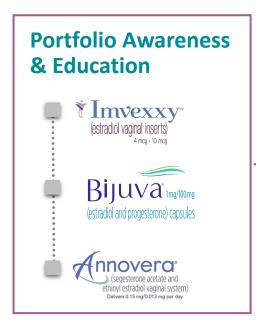


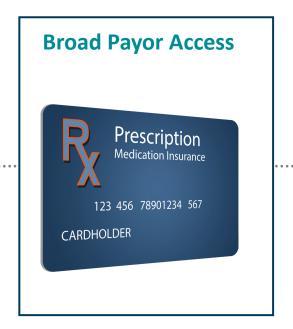
# Portfolio Approach to Women's Health Empowering Women For Life



- Innovative customer centric products, chronic conditions, large markets
- Products transition from one to the next through the various stages of life
  - contraception  $\rightarrow$  pregnancy  $\rightarrow$  contraception  $\rightarrow$  vasomotor symptoms  $\rightarrow$  vulvar and vaginal atrophy
- 200 sales representatives focused on OB/GYN women's health call point
- Broad and growing payor coverage and reimbursement established
- Launch plans to take advantage of synergistic portfolio of products

# Foundational Elements to Accelerate Revenue Growth 2020







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# **Significant Payor Coverage and Growing**

	Coverage February 20, 2020	Target Coverage Year-end 2020
ANNOVERA		
Commercial	75%*	80%*
IMVEXXY		
Commercial	72%	75%
Part D	29%	70%
BIJUVA		
Commercial	56%	75%

Awaiting IMVEXXY Part D decisions from Humana, Wellcare and ESI; potential total unrestricted coverage of up to 40% by April 1st

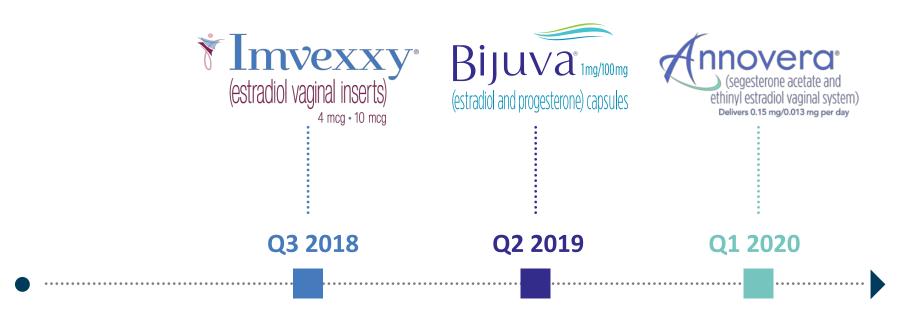
Source: MMIT February 20, 2020

<sup>\*</sup>Annovera coverage includes unrestricted access and coverage with a step edit/prior authorization. Currently 65% unrestricted, 11% step/prior authorization.



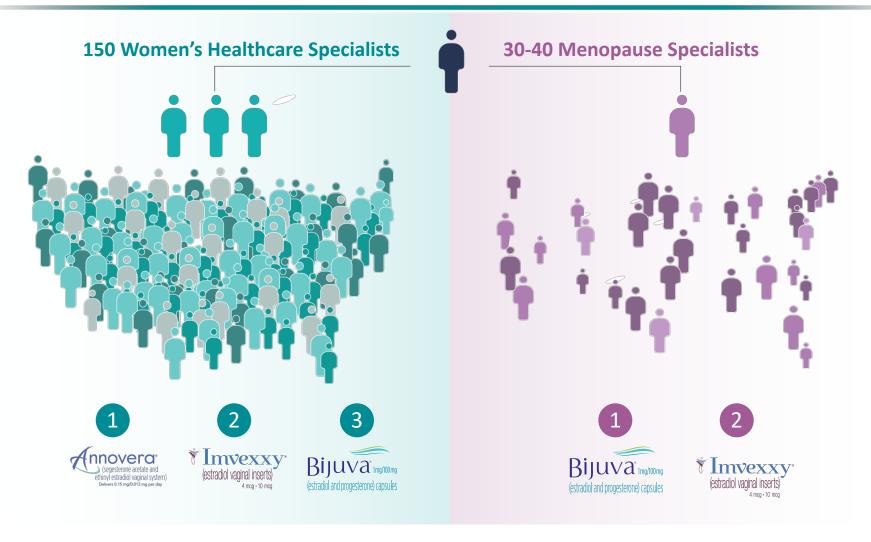
## 3 Products in Launch Mode

Shifted from a clinically innovative company to a commercially successful company



**COMMERCIAL LAUNCHES** 

# Sales Force Redeployed to Provide More Effective Portfolio Coverage



# **2020 Brand Strategy**

# Brand prioritization establishes focused and disciplined capital allocation to drive net revenue growth in 2020 with a view toward profitability in 2021





- Favorable payer dynamics and coverage
- Highest net revenue per unit across portfolio
- Largest women's health category
- Fastest payback period on marketing investments
- Full scale launch March 1st

2



- Goal to surpass Premarin
   Vaginal Cream on a monthly basis
- Broad commercial payer coverage established
- Opportunity to leverage existing large base of prescribers and patients to grow market share
- Increase HCP and DTC marketing to drive demand

3



- Commercial payer coverage still growing
- Increased HCP awareness and adoption needed
- Focus on expanding BIO-IGNITE partners and pull through
- Establish product differentiation through peer to peer engagement
- Potential approval of lower dose Q4 2020

Increase sales and marketing investment to drive net revenue growth in 2020

DTC - direct to consumer



# **ANNOVERA Summary**

- Only FDA-approved long-lasting reversible contraception that is patient-controlled and procedure-free
  - Empowers women to be in control of their fertility and menstruation
  - ANNOVERA is the only user-directed single 1-year (13-cycles) birth control product (used in repeated cycles for 3-weeks in/1-week out)
- One of the lowest doses of ethinyl estradiol 13 mcg
- Only product with new progestin segesterone acetate<sup>1</sup>
  - No androgenic, estrogenic, or glucocorticoid effects at contraceptive doses\*
- As effective as a pill without the daily hassle
- High patient satisfaction in a phase 3 clinical trial acceptability study of 905 women<sup>2</sup>
  - ~90% overall satisfaction, adherence (94.3%) and continuation (78%)
- Soft, pliable ring
- Does not require refrigeration
- Demonstrated acceptable side effect profile including low rates of discontinuation related to irregular bleeding (1.7%)\*\*

<sup>2.</sup> Merkatz, Ruth B., Marlena Plagianos, Elena Hoskin, Michael Cooney, Paul C. Hewett, and Barbara S. Mensch. 2014. "Acceptability of the Nestorone®/ethinyl estradiol contraceptive vaginal ring: Development of a model; implications for introduction," *Contraception* 90(5): 514–521.



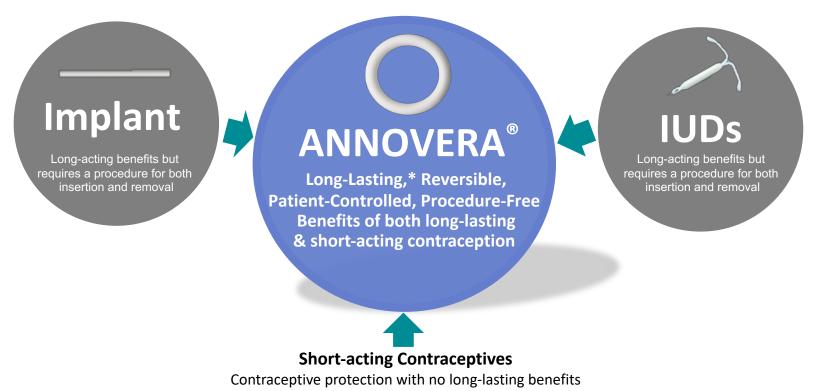
<sup>\*</sup>Based on pharmacological studies in animals and in vitro studies. The clinical significance of these data is not known.

<sup>\*\*</sup>In clinical trials, 12% of participants discontinued due to an adverse reaction.

<sup>1.</sup> Narender Kumar, Samuel S. Koide, Yun-Yen Tsong, and Kalyan Sundaram. 2000. "Nestorone: a Progestin with a Unique Pharmacological Profile," Steroids 65: 629-63

# **ANNOVERA** –

## Patient-Controlled and Procedure-Free Long-Lasting Contraception\*





(daily use required)



(weekly use required)



(monthly use required)

<sup>\*</sup>ANNOVERA is inserted for 21 continuous days and removed for 7 days for 13 cycles (one year).

# ANNOVERA Growth Levers Lead Product for Spend and Focus





### **Sales Force Focus**

- Full scale launch March 1st
- Lead product designation for Women's Healthcare Salesforce



### Consumer Advertising and Public Relations Effort

- Focus on Empowerment and Control<sup>1,2</sup>
- Disruptive Consumer Campaign
   Planned Launch in March
- Public Relations Initiatives



# Expand into New Channels and Populations

- Online Platforms including Pillpack, PlushCare, and Pill Club
- WSI to market to the Department of Defense and Veteran's Administration
- Puerto Rico Distribution
- Afaxys to meet the needs of public health clinics, college and university health clinics, and city, county, state and federal facilities

<sup>&</sup>lt;sup>1</sup>ANNOVERA is inserted for 21 continuous days and removed for 7 days for 13 cycles (one year)



# **IMVEXXY's Unique Product Attributes**







- Indicated for moderate to severe dyspareunia
- Small, digitally inserted, softgel vaginal insert that dissolves completely
- Easy to use without the need for an applicator
- Mess-free administration
- Use any-time of day
- Lowest approved doses of estradiol 4 mcg and 10 mcg
- Efficacy demonstrated as early as 2 weeks (secondary endpoint)
   and maintained through week 12 in clinical studies
- PK data No increase in systemic hormone levels beyond the normal postmenopausal range\*
- Mechanism of action and dosing that are familiar and comfortable
- No patient education required for dose preparation or applicators
- Dose packaging to optimize compliance and convenience
- → High patient satisfaction resulting in high refill rates IMVEXXY: 4.4 fills/yr¹ (through December 2019)
  - Vaginal creams: average 1.5 fills/yr²
  - Vaginal tablets: average 3.5 fills/yr²



<sup>\*</sup>The clinical relevance of systemic absorption rates for vaginal estrogen therapies is not known.

<sup>1)</sup> Average number of fills for all patients is calculated as Total Rx / Total Patients.

<sup>2)</sup> Total Rx/Patient Count



# **IMVEXXY Investment Across Multiple Levers**

# **Sales Force**

- Promoted by all Sales Representatives
- 4,200 current heavy writers representing 20% of high volume VVA writers
- Goal to increase depth of writing among 20,000 prescribers who have prescribed IMVEXXY

# **Marketing**

- Increased overall funding
- Heavier investment in consumer marketing throughout the year

2020 Goal: surpass Premarin® Vaginal Cream on a monthly prescription basis by year end

Current average monthly TRX of Premarin Vaginal Cream: 80K TRx\*

## IMVEXXY's Strategic Imperatives Will ELEVATE, EDUCATE, and ACTIVATE "Her"

Show her she doesn't need to put up with symptoms, she can treat them

Introduce IMVEXXY as the standard of care to treat her symptoms

Support conversations with her HCP around treating symptoms with IMVEXXY

### **ELEVATE**

- Help her realize her symptoms are related to menopause, and they are treatable
- Show her the way forward so she feels excited to explore treatment options

### **EDUCATE**

- Position Rx treatments, specifically IMVEXXY and its value proposition, as the most effective treatment for her symptoms
- Help her feel more comfortable talking about her symptoms and give her the tools to have a productive conversation with her HCP

### **ACTIVATE**

 Empower her to confidently self-advocate, get the conversation with her HCP started and ask for IMVEXXY

# **BIJUVA's Unique Product Attributes**

### **BIJUVA OFFERS**<sup>1,2,4-7</sup>



### THE CONVENIENCE OF ONE

The convenience of a single-capsule combination of 2 hormones, which may improve compliance



### A PLANT-BASED TREATMENT

Estradiol and progesterone are plant-based, not animal-sourced, and contain no peanut allergens

### BIJUVA WAS STUDIED IN A 1-YEAR CLINICAL TRIAL<sup>1,2,8,9</sup>



### **DEMONSTRATED EFFICACY**

A sustained steady state of estradiol reduced the frequency and severity of hot flashes\*



### WEIGHT AND BLOOD PRESSURE

No demonstrated impact on weight or blood pressure



### **ENDOMETRIAL PROTECTION**

Demonstrated endometrial safety† and >90% amenorrhea rates<sup>‡\*</sup>



### **MAMMOGRAMS**

No clinically meaningful changes in mammograms

References: 1. Mirkin S. Evidence on the use of progesterone in menopausal hormone therapy. Climacteric. 2018;21(4):346-354. 2. Prometrium [package insert]. Marietta, GA: Solvay Pharmaceuticals, Inc; 2009. 4. The NAMS 2017 Hormone Therapy Position Statement Advisory Panel. The 2017 hormone therapy position statement of The North American Menopause Society. Menopause. 2017;24(7):728-753. 5. Goodman NF, Cobin RH, Ginzburg SB, Katz IA, Woode DE; American Association of Clinical Endocrinologists. American Association of Clinical Endocrinologists Medical Guidelines for Clinical Practice for the diagnosis and treatment of menopause. Endocr Pract. 2011;17 Suppl 6:1-25. 6. Simon JA. What if the Women's Health Initiative had used transdermal estradiol and oral progesterone instead? Menopause. 2014;21(7):1-15. 7. American College of Obstetricians and Gynecologists. ACOG committee opinion no. 556: Postmenopausal estrogen therapy: route of administration and risk of venous thromboembolism. Obstet Promobembolism. Obstetricians (Acracillon L, et al. Postmenopausal hormone therapy and risk of idiopathic venous thromboembolism: results from the E3N cohort study. Arterioscler Thromb Vasc Biol. 2010;30(2):340-345. 9. Bińkowska M. Menopausal hormone therapy and venous thromboembolism. Prz Menopauzalny. 2014;13(5):267-272.

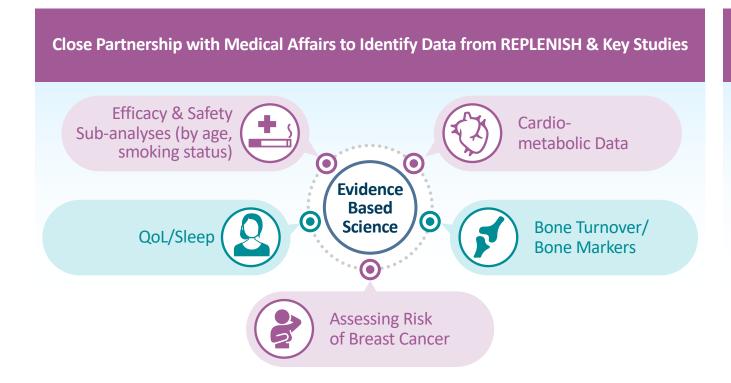


<sup>\*</sup> Efficacy was evaluated in a 12-week substudy. The pharmacokinetics of BIJUVA show a steady state of estradiol that is sustained over 24 hours. The steady state is achieved at 7 days.

<sup>†</sup> Endometrial hyperplasia has been reported to occur at a rate of ≤1% in women receiving BIJUVA, which is consistent with the expected incidence rate in a menopausal population.¹

<sup>‡</sup> The cumulative amenorrhea rate in patients receiving BIJUVA was 56.1% with rates increasing over time. Cumulative amenorrhea was defined as the absence of bleeding or spotting for a cumulative period from cycle 1 to 13.2.3

# Elevate the BIJUVA Scientific Narrative & Reset Foundational Knowledge to Drive Meaningful Differentiation



Introduce Low-dose BIJUVA (if approved)

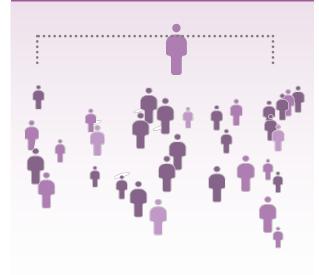
### BIJUVA 0.5mg/100mg Preliminary Launch Plan

- Virtual Launch Meeting
- Updated Sell
   Sheet & Materials
- Speaker Deck Updates

# BIJUVA Targeted Approach in 2020 Preparing for Full Launch in 2021



# Menopause Specialist Deployment



# Targeted approach supporting BIO-IGNITE



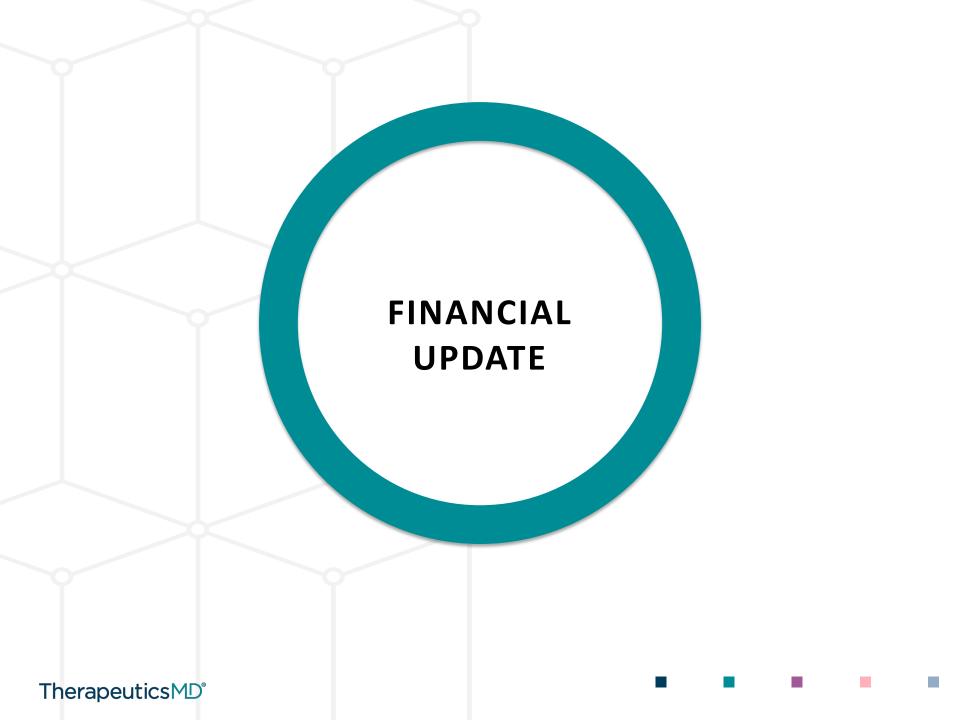
A dedicated team of sales reps and the TXMD BIO-IGNITE staff will focus their efforts to grow BIJUVA through BIO-IGNITE partners

163 pharmacies live

### **Potential Second Dose**

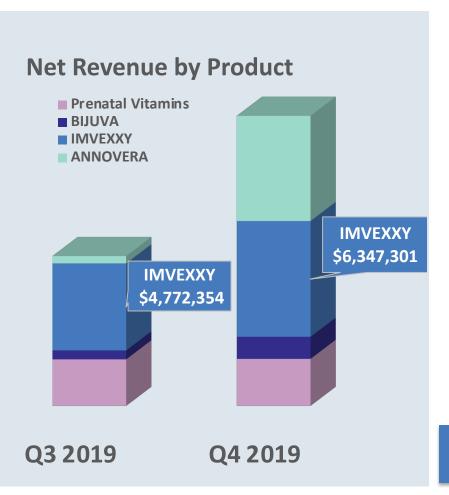


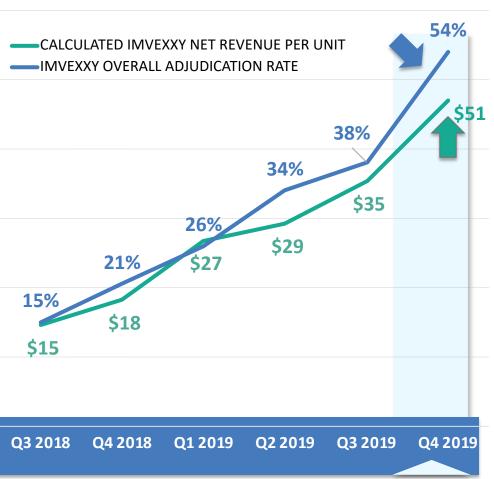
**PDUFA November 2020** 



# Trend in Total Net Revenue and Calculated Net Revenue Per Unit



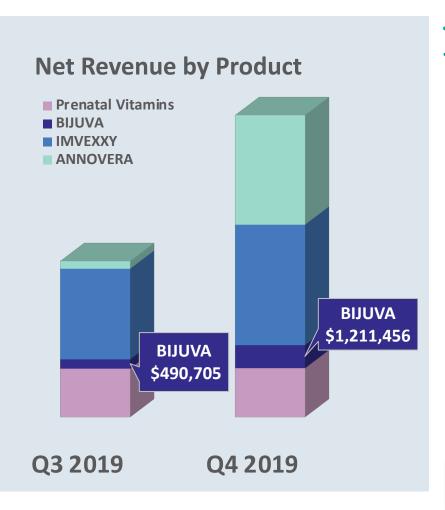


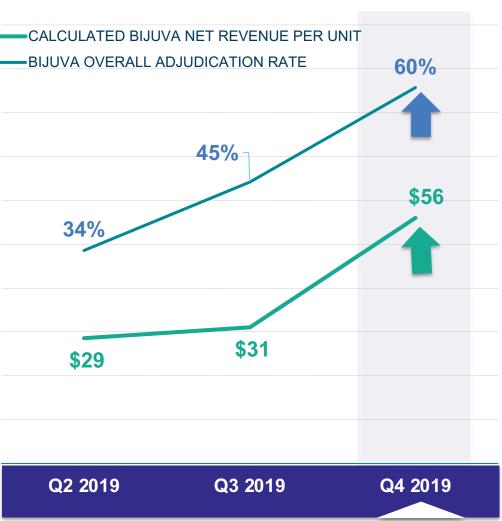


<sup>\*</sup> Calculated Net Revenue per Unit = GAAP Net Revenue divided by number of prescriptions filled by patients in period

# Trend in Total Net Revenue and Calculated Net Revenue Per Unit



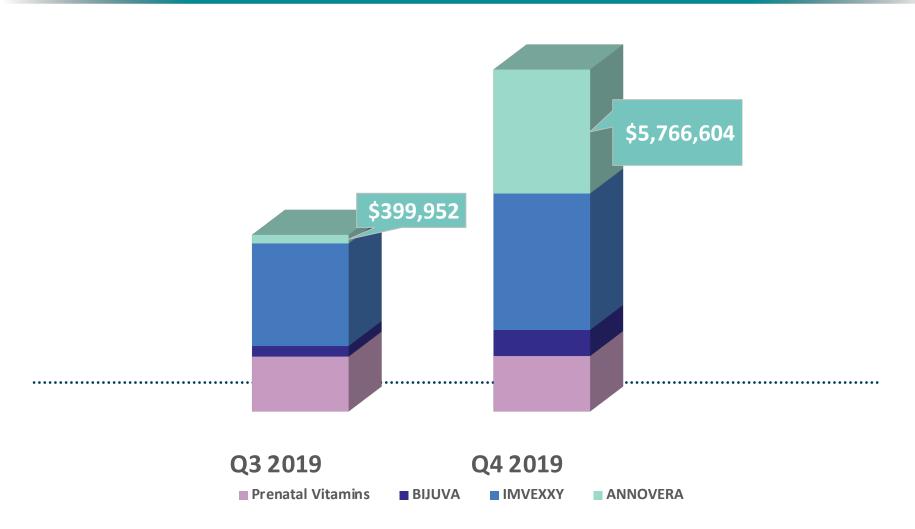




<sup>\*</sup> Calculated Net Revenue per Unit = GAAP Net Revenue divided by number of prescriptions filled by patients in period

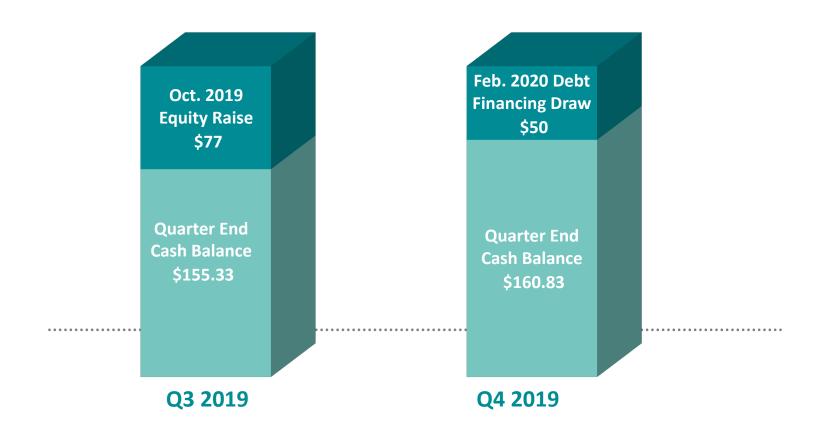


# **ANNOVERA Net Revenue Actual**



# Cash Balance at End of Each Quarter with Equity Raise/Debt Funding Post Quarter End

(Millions)



# 2020 Cost Containment Measures Goal to reinvest the savings into marketing initiatives



### **Drive Net Revenues:**

 Invest appropriate financial resources to drive net revenue growth for our brands



## **Control Operating Expenses:**

- Scrutinized internal cost structure and reduced spend on the following:
  - Non-revenue generating projects
  - Headcount optimization / reduction
  - Eliminated multiple clinical development roles
  - Paused pipeline development projects

## **2020 Financial Guidance**

### **Annual Net Revenue Guidance**

Company projects 2020 net product revenue to be between \$90M to \$110M

## **Key Assumptions:**

- Net product revenue during the second half of the year will be significantly larger than the first half with the majority coming from ANNOVERA and IMVEXXY
- High deductible and annual copay resets expected to impact 1Q20 net revenue for the menopause products
  - Expect 1Q20 net revenue to come in below 4Q19 net revenue
  - 1Q20 industry wide headwind built into our annual 2020 financial guidance

<sup>\*</sup> Note: In 2020, the company will utilize Symphony Health IDV national data for reporting prescriptions dispensed to patient's by pharmacies as we believe Symphony Health data most accurately reflects the data.

## 2020 Goals & Milestones

- Full launch of ANNOVERA for TXMD's sales force will begin on March 1<sup>st</sup>
- Leverage new distribution channels to enter new markets that create additional revenue opportunity outside TXMD's direct sales and marketing efforts
- For IMVEXXY, goal is to pass the VVA branded leader, Premarin vaginal cream, on a monthly prescription basis by the end of 2020
- For BIJUVA, utilize menopause specialist sales force to provide the right focus to build the foundation and allow us to scale BIJUVA in the coming years
- Become EBITDA positive in 2021

# The Power of the Portfolio Multiple Paths to \$1B of Sales

Percent of Market Based on Patient Count of 2.3M and 4 fills per year					
Average Net					
Revenue / Unit	25%	35%	45%	55%	
\$80	\$184M	\$257.6M	\$331.2M	\$404.8M	
\$100	\$230M	\$322M	\$414M	\$506M	

Total Addressable FDA Market: 3.8M  Total Addressable Compounding Market: 12M  Percent of Total Addressable Market				
Average Net Revenue / Unit	25%	35%	45%	55%
\$80	\$316M	\$442.4M	\$568.8M	\$695.2M
\$100	\$395M	\$553M	\$711M	\$869M

Total Addressable Birth Control Market NRx: 28M					
Average Net Revenue / Unit	1.0%	1.5%	2.0%	2.5%	
\$1,000	\$280M	\$420M	\$560M	\$700M	
\$1,250	\$350M	\$525M	\$700M	\$875M	
\$1,500	\$420M	\$630M	\$840M	\$1.05B	
\$1,750	\$490M	\$735M	\$980M	\$1.2B	



Diversified risk with 3 FDA-approved products, creating multiple paths to \$1B peak sales opportunity Example: \$230M (IMVEXXY), \$395M (BIJUVA) and \$420M (ANNOVERA) = \$1B peak sales potential

# The Power of a Women's Health Portfolio





















CONTRACEPTION

PRENATAL CARE

CONTRACEPTION/ FAMILY PLANNING -PERIMENOPAUSE

VASOMOTOR SYMPTOMS

**DYSPAREUNIA** (Vulvar & Vaginal Atrophy)





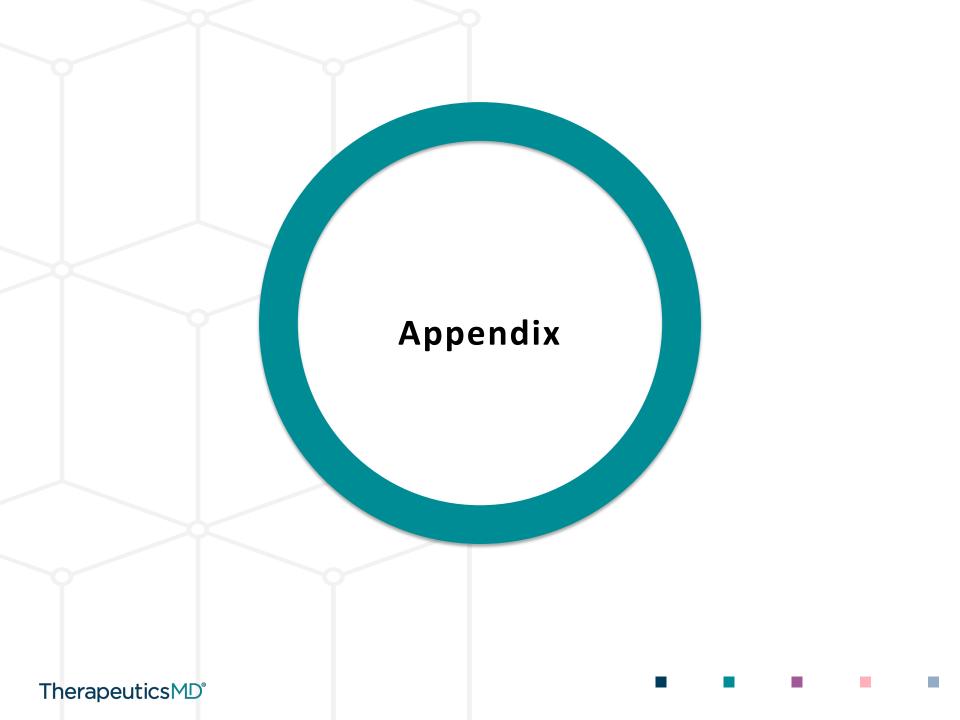






REPRODUCTIVE HEALTH

**MENOPAUSE MANAGEMENT** 



# Build out of Commercial Expertise Commercial Leadership Team



### Chris Gish - Sales Lead

- Senior Sales Leader with 29 years of experience in pharmaceutical sales leadership
- Experience in large and small pharmaceutical companies including Pfizer, Sunovion, Alder-Bio
- Have launched 20+ brands over the course of his career
- Unique expertise in optimizing pharmaceutical sales organizations



### Tyra Riehl – Training Lead

- Senior leader with expertise in sales training and leadership development
- 22 years in small and large biotech and pharmaceutical companies including Searle, Sunovion, Quest and Alkermes



### Mike Steelman - Market Access Lead

- Senior leader access positions at Pfizer and Sanofi with United States and International responsibility
- 22 years of pharma experience with 13 years in access
- Was responsible for 1/3 of Pfizer's National Payor Accounts including government sector



### <u>Kristen Landon – Marketing Lead</u>

- Women's Health commercial leader with prior tenures at Allergan, Radius Health, and Sprout
- 24 years' experience in pharmaceutical marketing, sales, sales leadership, and business development
- Category experience in contraception, menopause, osteoporosis, sexual dysfunction, infertility, and infections
- Brands include Lo Loestrin, Estrace, Tymlos,
   Generess, Liletta, ella, Addyi, Crinone, and Solosec



### Erika Guay - Menopause Brand Lead

- Senior leader with over 15 years of marketing experience at Pfizer
- Brand experience across multiple categories including, Women's Health, Depression, Cardiovascular & Dermatology



### Jerrold McRae- Reproductive Brand Lead

- Sales and marketing and strategy leader at Pfizer for 14 years
- Brand experience across multiple categories including Women's Health (Estring), Pain (Lyrica), Urology (Detrol LA, Viagra)



### **Dedra Lyden – Strategic Partnerships**

- Launched and continues to lead the expansion of Bio-Ignite
- 16 years of Pharmaceutical experience across BD, Sales, Sales leadership

# **Understanding Contraceptive Reimbursement**

 Under the health reform law (Affordable Care Act), all benefit plans must cover certain Preventative Care Medications like contraceptives without a generic equivalent at 100% - without charging a copay, coinsurance or deductible

 The following slides are examples of how these programs are structured with two of the largest Payers

# **OptumRx Preventative Care List Adoption \$0 Cost Share Products**

"Under the Health reform law (Affordable Care Act), benefit plans must cover certain Preventative Care Medications at 100% - without charging a copay, coinsurance or deductible"



For members Effective: January 1, 2020

### Preventive Care Medications

\$0 Cost-Share Medications & Products<sup>1, 2, 3</sup>



### References:

1. https://one.walmart.com/content/dam/themepage/pdfs/OptumRxPreventiveCareMedications-2020.pdf

2. https://mvnmhc.org/\$0-medications-list.pdf

### Women's Health: Birth Control Products continued...

#### Generic Ortho Tri-Cyclen sold as: Norgestimate/Ethinyl Estradiol

Tri-Estaryli Tri Fernynor Tri-Linyah Tri-Mili

Tri-Previfern Tri-Sprintec Tri-Vylibra

Trinessa

### Generic For Ortho Tri-Cyclen Lo sold as:

Norgest/Ethi Estradio Tri-Lo-Estarvii Tri-Lo-Marzia Tri-Lo Mili Tri-Lo-Sprintec Tri-Wilbra Lo Trinessa Lo

#### Generic Ovcon-35 sold as:

Balziva Briellyn Philith Vvfemla Zenchent

#### Generic Ovral sold as:

Ogestrel

#### Generic Quartette sold as: Fayosim

Levonor/Ethi tab Estradio Rivelsa

#### Generic Safyral sold as:

Dros/Eth Est tab Levomefo Tydemy

### Generic Seasonale sold as:

Introvale Jolessa Levonor/ethinyl estradiol Quasense

### Generic Seasonique sold as:

Amethia Ashiyna Camtese Daysee Levonor/ethi estradio Simpesse

#### Generic Tri-Norinyi 28 sold as:

Leena

Setlakin

### Generic Triphasii sold as:

Enpresse-28 Levonest Levonor/Ethi Mvzlira Trivora-28

### Generic Yasmin 28 3-0.03mg sold as:

Drospir/Ethi 3-0.03mg Ocelia 3-0.03mg Syeda 3-0.03mg Zarah 3-0.03mg Zumandimine 3-0.03mg

### Generic Yaz 3-0.02mg sold as:

Drospir/Ethi 3-0.02 Drospirenone/ethy est Glanvi Jasmiel Lo-Zumandimi Lorvna Nikki Vestura

#### Progestin Only Birth Control Pills

#### Generic Ortho Micronor & Nor-QD sold as: Camila 0.35mg

Debiltane Errin 0.35mg Heather 0.35mg Incassia 0.35mg Jencycla 0.35mg Jolivette 0.35mg Lyza 0.35mg Nora-Be 0.35mg Norethindron 0.35mg Nortyda 0.35mg Nortyroc Sharobel Tulana 0.35mg

Birth Control Rings (Vaginal) Nuva-Ring

#### Birth Control Patches (Transdermal)

Generic Ortho Evra sold as:

### Birth Control Shots (Injection)

Medroxyprogesterone 150mg IM (Generic Depo-Provera contraceptive)

#### **Emergency Birth Control**

LeVonorgestrel 1.5mg, (generic Plan B One-Step)

#### Over-The-Counter (OTC) Birth

Control (must have a prescription and get them from a network pharmacy for OptumRx to cover the costs)

Contraceptive films (e.g. VCF Vaginal)

Contraceptive foams (e.g. VCF Vaginal Aer)

Contraceptive gels (e.g. Gynol II) Shur-Seal, VCF Vaginal)

#### FC female (female condom)

Generic emergency birth control (e.g. Aftera, EContra EZ, Econtra OS, Levonorgestr tab 1.5mg, My Choice, My Way, New Day, Next Choice, Opcicon. Option 2, React, Take Action)

Today Sponge

#### Birth Control IUD'S and Implants

Kyleena Lifetta Mirena Nexplanon Paragard Skyla

Some methods of birth control, such as IUDs and Implants, may be available through your medical benefit and not your pharmacy

# **CVS Preventative Care List Adoption** \$0 Cost Share Products

# LET'S TALK PREVENTION



October 2019

#### YOUR NO-COST PREVENTIVE SERVICES

Preventive services help you stay healthy. A doctor isn't someone to see only when you're sick. Doctors also provide services that help prevent medical problems and help keep you healthy. Staying healthy can help you:

- Live a fuller life
- · Save your hard-earned money

Your health plan now offers certain preventive service benefits at no cost to you. This means you don't have to pay a copay' or coinsurance, even if you haven't met your deductible. These no-cost benefits are part of the Affordable Care Act (ACA). They include:

- Medicine and supplements to prevent certain health conditions for adults, women and children
- Medicine and products for quitting smoking or chewing tobacco (tobacco cessation)
- Medicine used prior to screenings for certain health conditions in adults
- Vaccines and immunizations to prevent certain illnesses in infants, children and adults
- Contraceptives for women

CVS Caremark® works with your health plan to provide these benefits. The following lists® explain:

- Which medicines, supplements, health-related products or vaccines are covered
- Who they are covered for (such as children up to age six or adults age 65 or older)
- What health condition or illness they help prevent
- Other important information

#### TIPS FOR USING THE LISTS

 Take these lists with you each time you or your family has a checkup or yearly exam.

- Your doctor must write a prescription for these preventive services to be covered by your plan, even if they are listed as over-the-counter.
- The dosage form is how the product is supplied. For example, tablet, capsule, liquid, syrup or chewable tablet.
- "Generic" or "brand name" is listed if only that product type is covered.
- Treatment recommendations may vary. Please call your doctor or pharmacist if you have questions about your health or medicine?.
- Other rules, limits and exclusions may apply. Please contact your health plan to learn about your coverage!
- An exceptions process is available for circumstances that fall outside the listed preventive services – such as, for example, a request for coverage of a brand name product because the listed generic products are not medically appropriate. A process is also available for coverage of preventive services without cost sharing for plan members identifying with a gender that differs from the member's sex assigned at birth – such as, for example, a request for coverage of contraceptives or primary prevention of breast cancer for transgender members.

### LEGEND:

chew = chewable
cap = capsule
FE = ferrous sulfate (iron)
EE = ethinyl estradiol
hr = hour
IM = intramuscular
IU = international unit
mog = miliorgram
mg = miligram
mt. = militter

oral = taken by mouth OTC = over-the-counter product Rx = prescription product soln = solution SR = sustained release susp = suspension tab = tablet TD = transdermal

### WOMEN'S HEALTH PREVENTIVE SERVICES<sup>†</sup>

#### OTHER CONTRACEPTIVES

- Generics and brand name only if a generic isn't available
- Generics are in italics. Brand-names are CAPITALIZED
- Brand name will no longer be supplied at no cost when the generic becomes available
  - Brand names listed in [blue] and in brackets are for your reference only

#### Brand-Name Oral Contraceptives (Rx)

- BALCOLTRA
- LO LOESTRIN FE
- NATAZIA
- SLVND
- TAYTULLA

#### Intrauterine Devices, Subdermal Rods and Vaginal Rings (Rx)

- NEXPLANON
- MIRENA
- SKVLA
- LILETTA
   KYLEENA
- PARAGARD T 380A
- NUVARING

### ANNOVERA

#### Transdermal Patches (Rx)

Xulane

### Injectables (Rx)

- DEPO-SUBQ-PROVERA 104
- Medroxyprogesterone acetate 150 mg [DEPO-PROVERA]

### Barrier Methods (Rx)

### Diaphragms

- MILEX WIDE-SEAL
- OMNIFLEX COIL SPRING SILICONE
   CAYA
- Cervinal Care

#### CELTICAL CHIP

FEMCAP

### Emergency Contraception (Rx or OTC)

- ELLA
- Levonorgestrel 1.5 mg tablet, Aftera, Econtra EZ, Econtra OS, My Choice, My Way, New Day, Opcion, Option 2, Preventeza, Take Action, React [PLAN B]

### Female Condoms (OTC)

FC-2

### Vaginal Sponge (OTC)

TODAY

#### Spermicides (OTC)

- ENCARE VAGINAL SUPPOSITORIES
- GYNOL II GEL 3%
- Nonoxynol-9 vaginal gel 4%, VCF Vaginal Contraceptive Gel [CONCEPTROL GEL 4%]
- SHUR-SEAL GEL 2%
- VCF VAGINAL FILM 28%
- VCF VAGINAL FOAM 12.5%

### **BREAST CANCER PREVENTION**

Primary Prevention of Breast Cancer in women® 35 years of age and older, who are at an increased risk.

### Generic, oral tablets (Rx)

- Raloxifene HCI tab 60 mg
- Tamoxifen citrate tab 10 mg and 20 mg

### References:

1. https://www.caremark.com/portal/asset/NoCost Preventive List.pdff



## **ANNOVERA Deal Terms**

## **Milestone Payments**

- Upon FDA approval: \$20M\*\*
- First commercial batch release: \$20M\*\*
- \$200M in cumulative net sales: \$40M
- \$400M in cumulative net sales: \$40M
- \$1B in cumulative net sales: \$40M

## **Royalty %**

- Step structure:
- Annual net sales < \$50M: 5%</p>
- Annual net sales > \$50M and < \$150M: 10%</li>
- Annual net sales > \$150M: 15%

## **Additional Cost Considerations**

 TXMD and Population Council jointly responsible for one observational PMR study\*

<sup>\*</sup>Costs exceeding \$20M to be shared with Population Council

<sup>\*\*</sup>Already paid by TXMD to Population Council