

# Evofem Biosciences Q1 2021 Financial Results Call

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Thursday, May 6, 2021



Nasdaq: EVFM

# Forward-Looking Statements

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This presentation contains forward looking statements within the meaning of The Private Securities Litigation Reform Act of 1995 and other federal securities laws. In some cases, you can identify forward looking statements by terms such as “may,” “will,” “should,” “expect,” “plan,” “aim,” “anticipate,” “strategy,” “objective,” “designed,” “suggest,” “currently,” “could,” “intend,” “target,” “project,” “contemplate,” “believe,” “estimate,” “predict,” “potential” or “continue” or the negative of these terms or other similar expressions. Each of these forward-looking statements involves risks and uncertainties. Evofem may not actually achieve the plans, intentions or expectations expressed or implied in these forward-looking statements, and you should not place undue reliance on these forward-looking statements. Actual results or events could differ materially from the plans, intentions and expectations expressed or implied in the forward-looking statements made in this presentation. Factors that may cause differences between current expectations and actual results include, but are not limited to, the following:

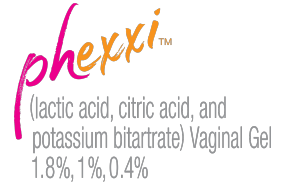
- the rate and degree of market acceptance of Phexxi® (lactic acid, citric acid and potassium bitartrate) vaginal gel
- Evofem’s ability to achieve profitability from the sale of Phexxi
- Evofem’s ability to successfully commercialize Phexxi and its ability to develop sales and marketing capabilities
- Evofem’s ability to maintain and protect its intellectual property
- Evofem’s ability to rely on existing cash reserves to fund its current development plans and operations and to raise additional capital when needed
- Evofem’s reliance on third-party providers, such as third-party manufacturers and clinical research organizations
- the presence or absence of any adverse events or side effects relating to the use of Phexxi and EVO100
- the outcome or success of Evofem’s clinical trials, including EVOGUARD
- Evofem’s ability to retain members of its management and other key personnel
- general risks to the economy represented by spread of the COVID-19 virus
- Evofem’s ability to obtain the necessary regulatory approvals for its product candidates and the timing of such approvals, and,
- any other risk factors detailed in Evofem’s filings from time to time with the US Securities and Exchange Commission including, without limitation, the Annual Report on Form 10-K filed on May 6, 2021 and subsequent filings.

All forward-looking statements in this presentation are qualified in their entirety by this cautionary statement. To date, only one of Evofem’s products, Phexxi, has been approved by the U.S. Food and Drug Administration, or the FDA, for marketing in the United States. The other investigational product candidates discussed in this presentation have not been approved or licensed by the FDA or by any other regulatory authority, and they are not commercially available in any market. This presentation also contains estimates and other statistical data made by independent parties and by Evofem relating to market size and growth and other data about its industry. This data involves a number of assumptions and limitations, and you are cautioned not to give undue weight to such estimates.

The forward looking statements in this presentation represent Evofem’s views only as of the date of this presentation, May 6, 2021, and Evofem expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements contained herein to reflect any change in Evofem’s expectations with regard thereto or any change in events, conditions or circumstances on which any such statements are based for any reason, except as required by law, even as new information becomes available or other events occur in the future.

# Current Highlights

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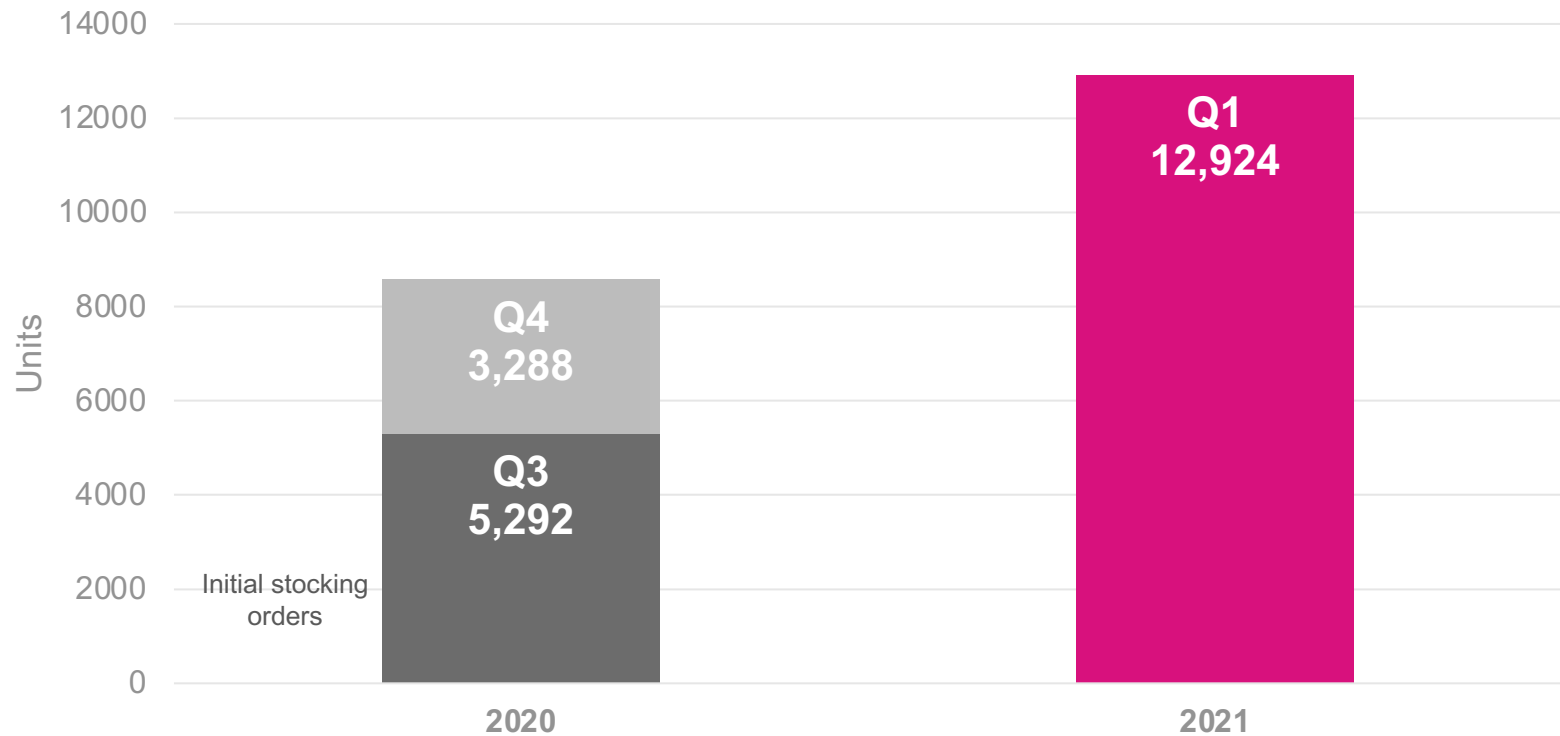


- **“Get Phexxi” DTC campaign driving growth**
- **Gross-to-net strategies already having a positive impact on our profit margin, further improvement expected**
- **NCODA collaboration raising awareness of Phexxi in the oncology community**
- **Aggressively pursuing ACA strategy to gain new category for Phexxi as a vaginal pH modulator**
- **Ex-US partnership discussions advancing**
- **80 EVOGUARD sites activated; expect to complete enrollment by YE 2021**
- **Raised \$32.2M, net, from underwritten public offering**



# Q1 2021 Unit Shipments from Warehouse to Wholesalers Exceeded FY 2020 Levels

## EX-FACTORY SALES



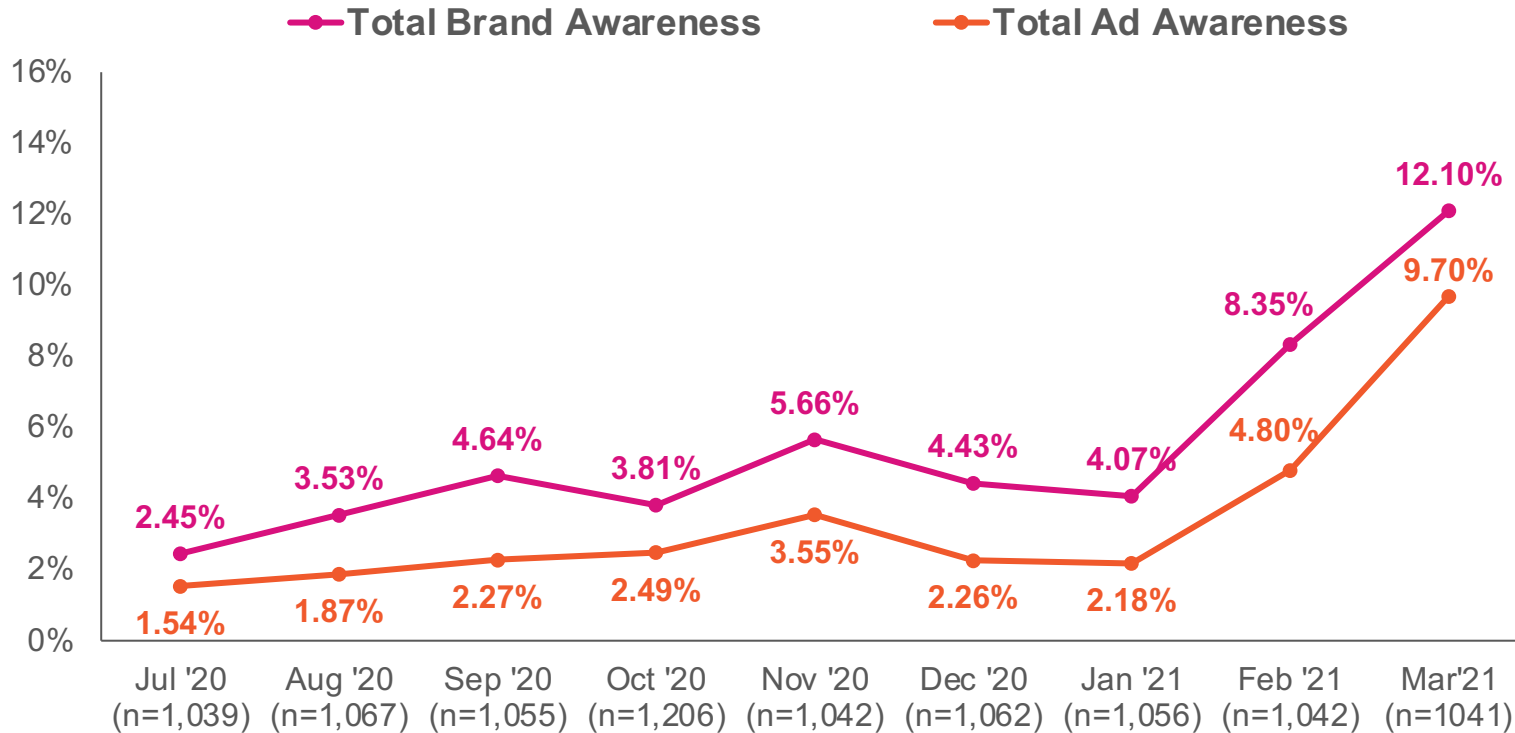
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May 6, 2021



# “Get Phexxi” Driving Consumer Awareness – A Key Driver of Launch Uptake

## PHEXXI BRAND AWARENESS



TV  
Online  
Social

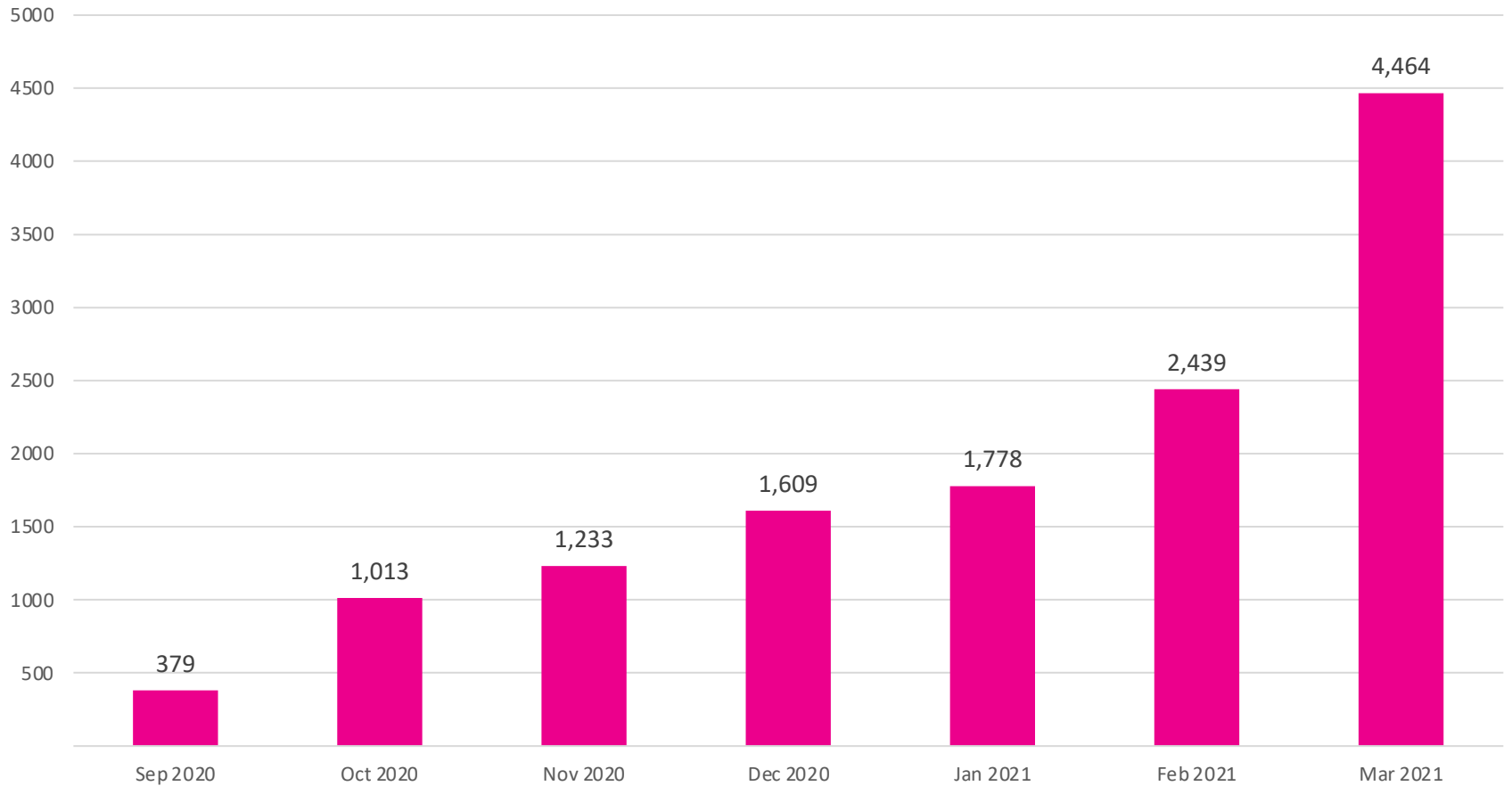


Awareness data based on surveys with patients conducted by Phoenix Brand Marketing  
Phexxi Total Brand Awareness: composite metric including Unaided Brand, Unaided Ad, Aided Brand and Aided Ad awareness  
Total Ad Awareness: composite metric of Unaided and Aided Ad Awareness, asked prior to ad exposure



# Monthly Prescription Growth

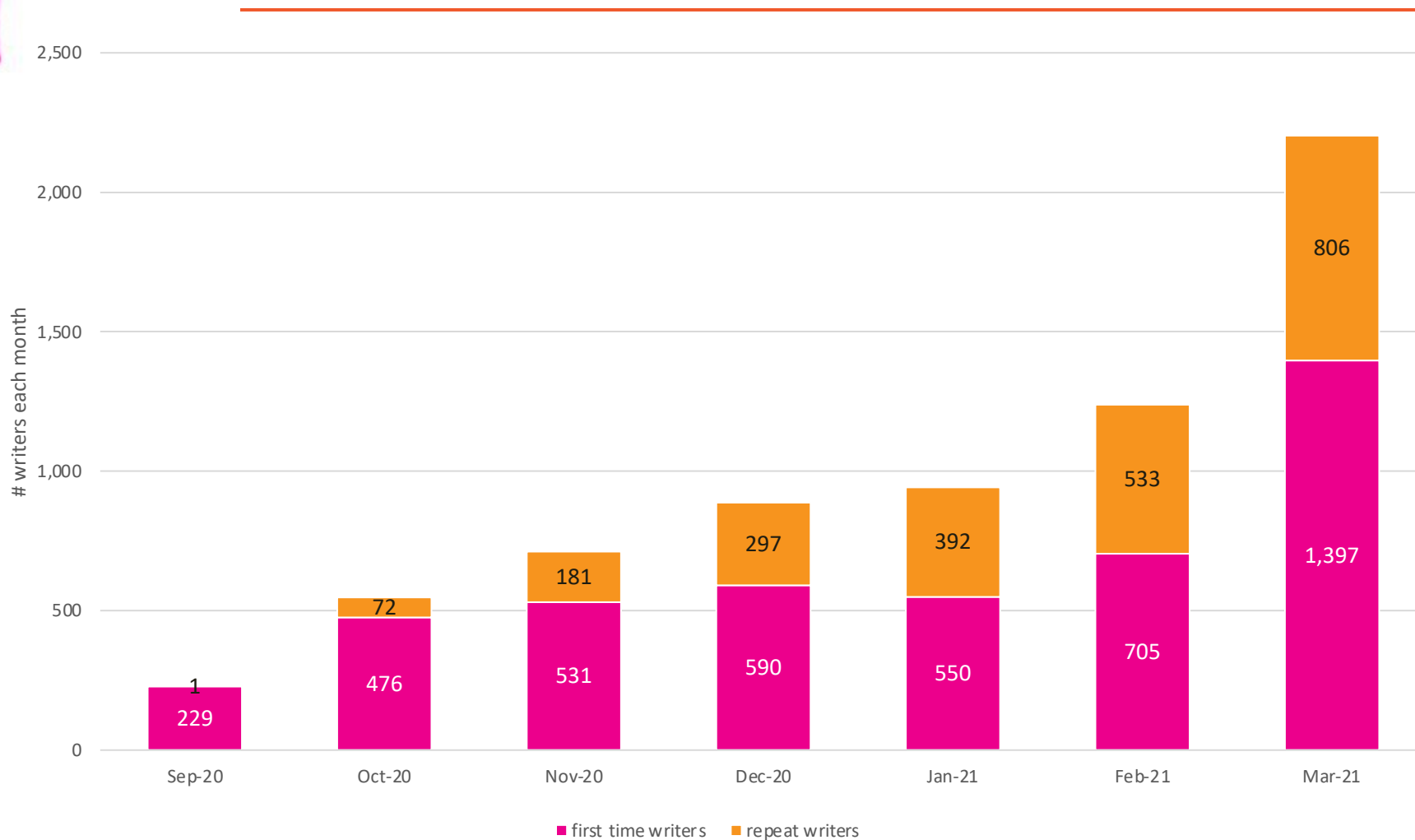
## TOTAL DISPENSED PRESCRIPTIONS BY MONTH



Source: IQVIA (including Knipper) monthly data; excludes 340b/VA dispenses  
Note: Some Phexxi prescriptions are for more than one unit



# Over 5,000 HCPs Have Prescribed Phexxi Since Launch



Source: IQVIA data, April 16, 2021

HCPs: health care providers

Unique Writers includes HCPs who have written previously but have a TRx "that month"

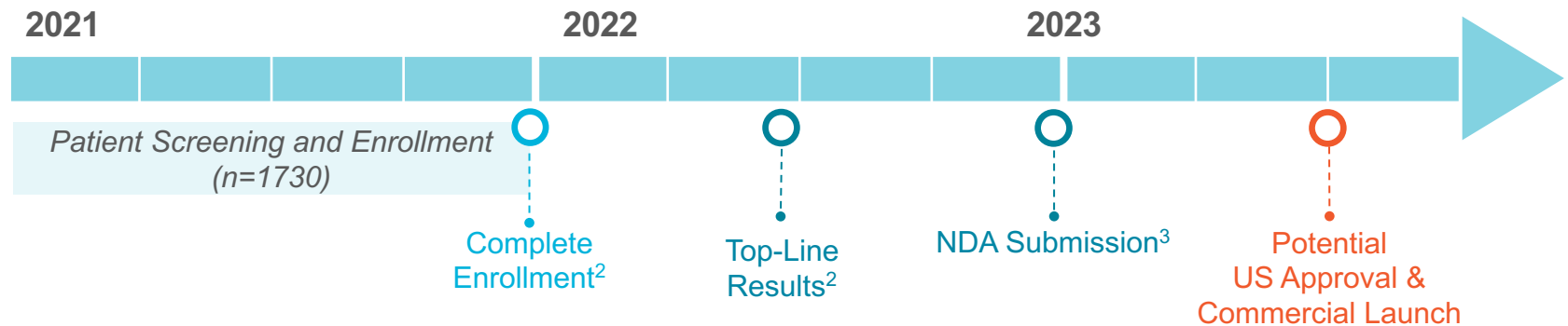
First Time Writers have had their first New Rx filled that month

Delta each month are "repeat" prescribers; they have written any month prior but not necessarily the *immediate* month prior

# EVO100 for Prevention of Chlamydia & Gonorrhea

## Phase 3 EVOGUARD trial underway

- Double-blind, placebo-controlled study to evaluate the efficacy of EVO100 in the prevention of urogenital *Chlamydia trachomatis* (CT) and *Neisseria gonorrhoea* (GC) infection
- All 90 sites identified; 80 study sites activated
- Builds on statistically significant results of Phase 2B/3 'AMPREVENANCE' trial
  - Published March 2021 in *American Journal of Obstetrics and Gynecology*<sup>1</sup>



**FDA Fast Track designation for prevention of chlamydia in women**

**FDA QIDP designation for prevention of gonorrhea in women**

- Potential 5-year regulatory exclusivity extension

1. Chappell T *et al.* EVO100 Prevents Chlamydia and Gonorrhoea in Women at High-Risk for Infection. *Am. J. Obstet Gynecol*, 2021. <https://doi.org/10.1016/j.ajog.2021.03.005>

2. Assumes timely enrollment

3. Assumes favorable outcomes of EVOGUARD



# Building Value by Breaking Down Barriers

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- **Shifting the status quo away from hormone dependency**
- **Phexxi: hormone-free prescription contraception women control and use only when needed**
  - Substantial U.S. sales opportunity with even modest market penetration
  - DTC campaign successfully driving Phexxi uptake
  - Aggressively pursuing ACA strategy
- **Phase 3 candidate for prevention of two common STIs**
  - Large unmet medical need: U.S. and global opportunities
- **Advancing ex-US partnership discussions**
- **Executing strategy to improve GTN / margins**

# Q&A

**EV**OFEM  
BIOSCIENCES

Nasdaq: EVFM

# Stay in Touch



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*phexxi*<sup>TM</sup>

(lactic acid, citric acid, and  
potassium bitartrate) Vaginal Gel  
1.8%, 1%, 0.4%

[www.Phexxi.com](http://www.Phexxi.com)

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