

Agile Therapeutics Second Quarter 2021 Earnings Call

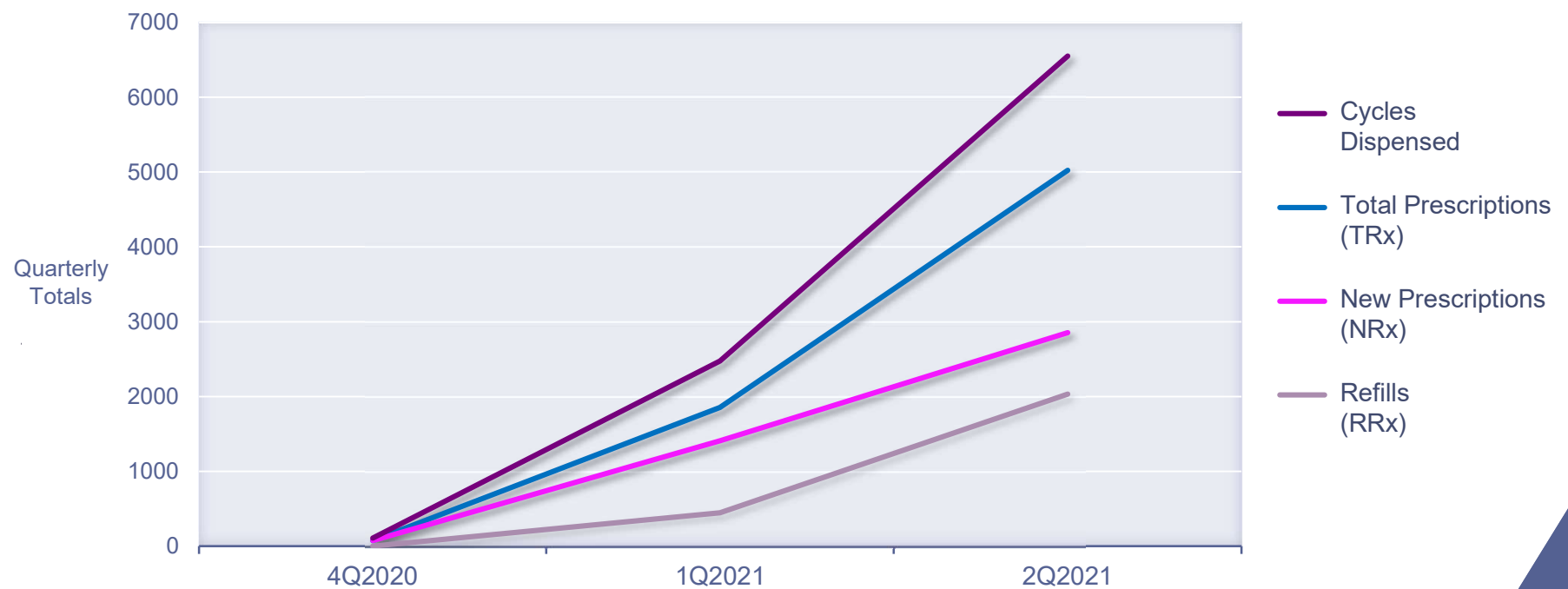
July 26, 2021

Forward-Looking Statements

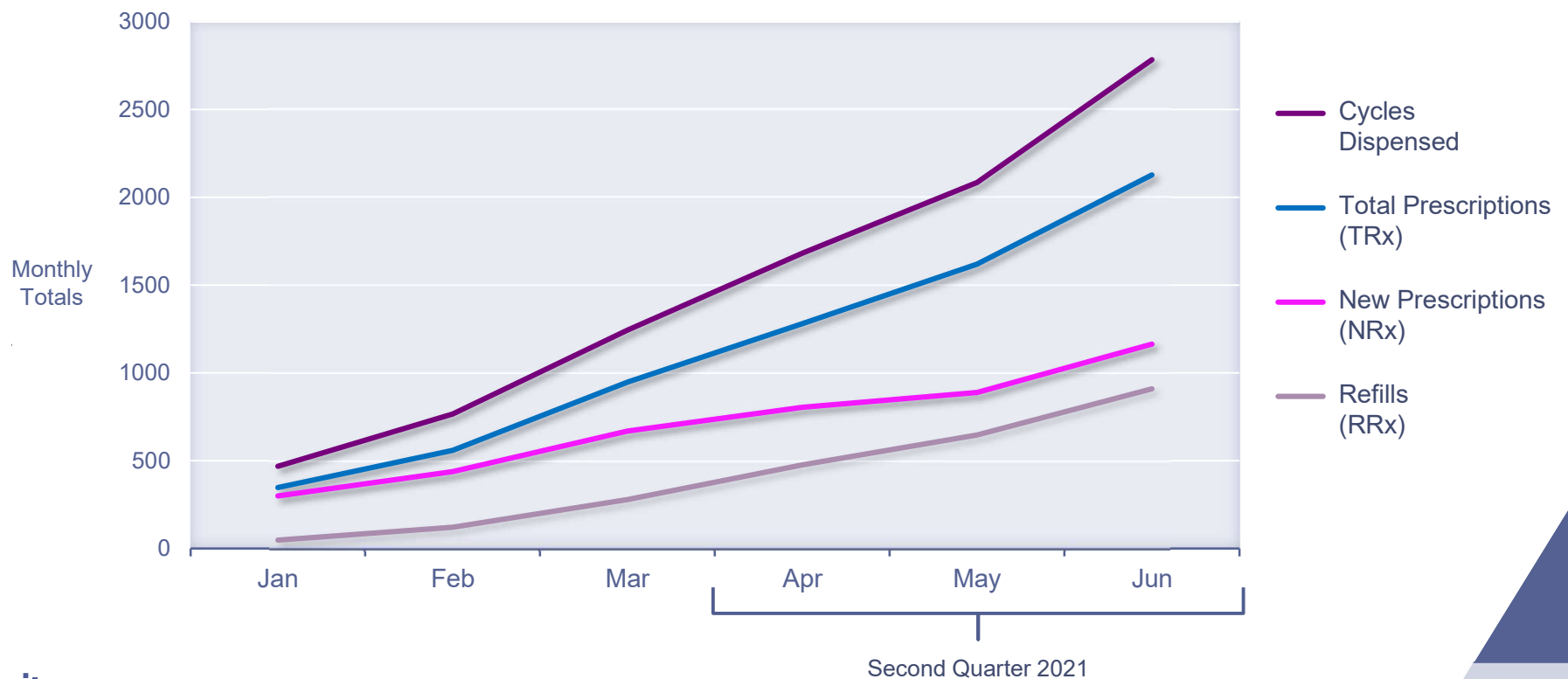
Certain information contained in this presentation and other matters discussed today or answers that may be given in response to questions may include “forward-looking statements.” We may, in some cases, use terms such as “predicts,” “believes,” “potential,” “continue,” “estimates,” “anticipates,” “expects,” “plans,” “intends,” “may,” “could,” “might,” “will,” “should” or other words that convey uncertainty of future events or outcomes to identify these forward-looking statements. Our forward-looking statements are based on current beliefs and expectations of our management team that involve risks, potential changes in circumstances, assumptions, and uncertainties, including statements regarding our ongoing and planned manufacturing and commercialization of Twirla®, the potential market acceptance and uptake of Twirla®, our results of operations, financial condition, liquidity, prospects, growth and strategies, the length of time that we will be able to continue to fund our operating expenses and capital expenditures and our expected financing needs and sources of financing, including our debt financing from Perceptive Advisors. Any or all of the forward-looking statements may turn out to be wrong or be affected by inaccurate assumptions we might make or by known or unknown risks and uncertainties. These forward-looking statements are subject to risks and uncertainties including risks related to our ability to maintain regulatory approval of Twirla, the ability of Corium to produce commercial supply in quantities and quality sufficient to satisfy market demand for Twirla, our ability to successfully commercialize Twirla, the accuracy of our estimates of the potential market for Twirla, regulatory and legislative developments in the United States and foreign countries, our ability to obtain and maintain intellectual property protection for Twirla, our strategy, business plans and focus, the effects of the COVID-19 pandemic on our operations and the operations of third parties we rely upon as well as on our potential customer base, our ability to meet or exceed the revenue thresholds necessary to permit us to access the remaining amount available under our existing debt financing from Perceptive Advisors and the other risks set forth in our filings with the U.S. Securities and Exchange Commission, including our Annual Report on Form 10-K and our Quarterly Reports on Form 10-Q. These factors could cause actual results and developments to be materially different from those expressed in or implied by such statements. These forward-looking statements are made only as of the date of this presentation and the Company undertakes no obligation to publicly update such forward-looking statements to reflect subsequent events or circumstances.

Twirla Performance Update

Twirla Growth Based on Key Performance Metrics (Quarterly)

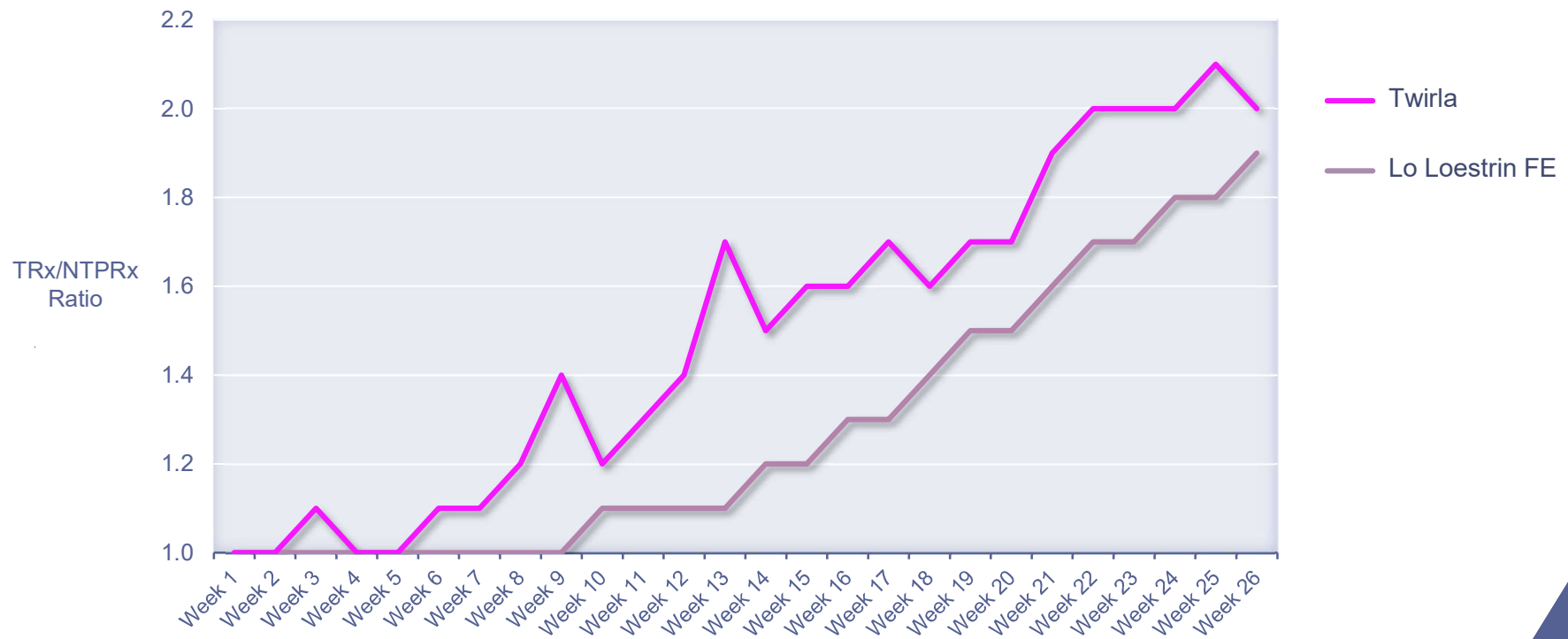


Twirla Growth Based on Key Performance Metrics (Monthly)

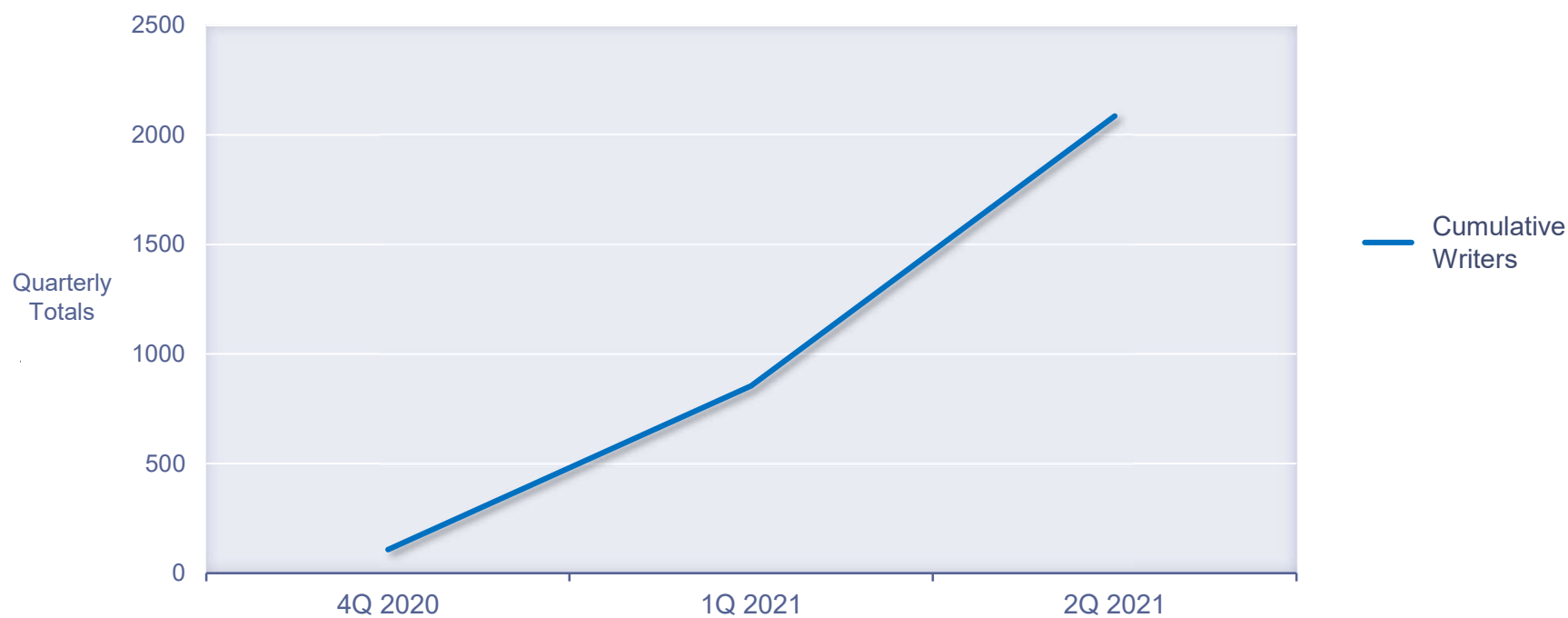


Prescription Trend to Watch – First 26 Weeks of Launch (Twirla & Lo Loestrin FE)

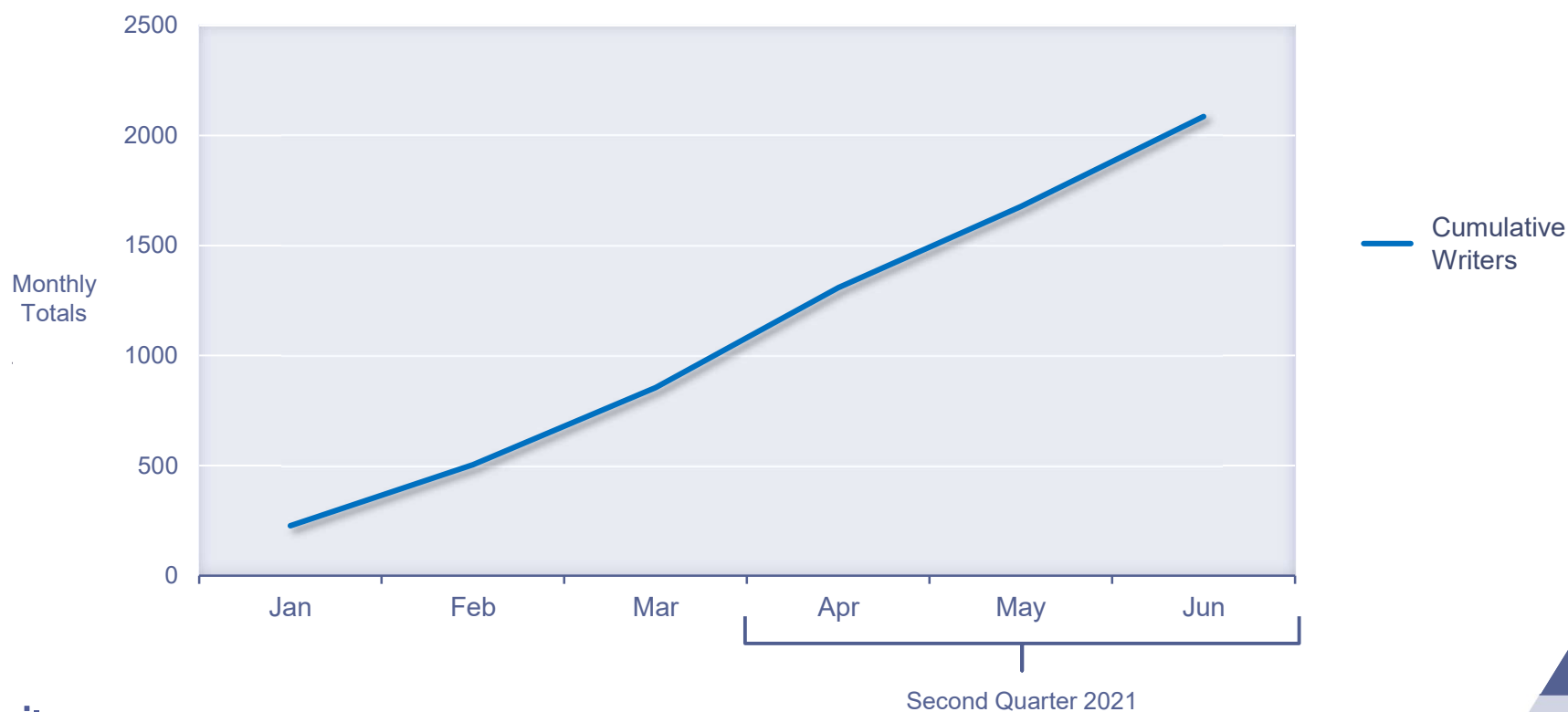
Total Prescriptions to New to Product Prescriptions Ratio



Growing Number of Twirla Prescribers (Quarterly)



Growing Number of Twirla Prescribers (Monthly)



Patient Access Update

Immediate Impact on Tinder



Exceeding benchmark only
3 weeks into launch

Expanding Twirla Digital Presence in 2H 2021



GoodRx



Influencer Activation



Financial Update & Company Outlook

Second Quarter 2021 Results

- Net product sales revenue of \$1.2 million in line with company expectations
- Total expenses of \$16.7 million were slightly below expectations of \$18-20 million

Near-Term Outlook

- Going forward, we expect product sales revenue to closely track to prescription demand and wholesaler restocking should then more closely reflect retail demand







Financial Flexibility

- \$31.1 million cash, cash equivalents and marketable securities as of June 30, 2021.
- Potential to access additional capital through at-the-market arrangement and existing loan facility

Q&A

Agile Therapeutics

Second Quarter 2021 Financial Results

| | Q1 2021 | Q2 2021 | Difference (%) |
|---|------------------|----------------------|--|
|  Net Revenue* | \$116,000 | \$1.2 Million | +934%  |
|  Twirla® TRx** | 1,853 | 5,027 | +171%  |
|  Twirla® Cycles Dispensed (Units Sold)** | 2,476 | 6,551 | +165%  |

*All Channels
** Retail-Only Channel



“The theme of Agile’s 2Q2021 is growth. We believe we have the building blocks in place for continued growth and we remain on track to achieve our near-term goal of establishing Twirla in the \$4.1B U.S. hormonal contraceptive market. We have an approved product that is growing in all major prescription performance areas and we believe we are only scratching the surface as we unleash more direct-to-consumer advertising and further develop the channels that provide women access to Twirla.”

Al Altomari
Chairman & Chief Executive Officer
Agile Therapeutics



“We remain focused on maintaining our disciplined and nimble approach and making the right investments to encourage strategic growth and maximize shareholder value. Our team continues to be excited for what lies ahead. We believe we have established, and remain encouraged by, continued momentum for Twirla.”

Dennis Reilly
Chief Financial Officer
Agile Therapeutics



NASDAQ: AGRX