



AMAG Pharmaceuticals

Q2-2017 Financial Results &
Corporate Update

August 3, 2017

Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 (PSLRA) and other federal securities laws. Any statements contained herein which do not describe historical facts, including, among others, expectations regarding the commercial opportunity and revenue potential of Intrarosa, including the number of women who suffer from dyspareunia in the U.S.; AMAG's beliefs that its approach to the Intrarosa launch is well-planned and will result in a successful launch and the quick capture of market share; AMAG's unrestricted coverage goal of 65% by year end; beliefs that AMAG's commercial copay savings program will maximize the Intrarosa launch uptake; Intrarosa launch priorities, including affordable access for patients and increased market awareness and physician prescribing; beliefs regarding the Makena market opportunity and Makena's position in the market; future growth drivers for Makena, including its ability to continue to gain share from compounders, grow the Makena @Home administration, expand use in the late preterm birth segment, prepare to launch the Makena subcutaneous auto-injector and prepare for potential competitive threat; growth drivers for Cord Blood Registry (CBR), including plans to differentiate CBR's offerings, build value proposition on storing newborn stem cells and leverage advancements in stem cell research; growth drivers for Feraheme, including continued growth in key segments, complete recent group purchasing organization (GPO) sales, optimize net revenue per gram, and expectations that the size of the addressable market, if the broader indication is approved, would double and would require minimal sales force expansion; AMAG's 2017 financial guidance, including forecasted GAAP and non-GAAP revenues, GAAP net income and operating income, and non-GAAP adjusted EBITDA; and expectations regarding regulatory timelines for the Makena subcutaneous auto-injector, Feraheme broader label, Intrarosa, bremelanotide and Velo, including anticipated FDA action and commercial launch for each product, as applicable; AMAG's key priorities for the second half of 2017 related to its products and product candidates, portfolio expansion and financial goals; are forward-looking statements which involve risks and uncertainties that could cause actual results to differ materially from those discussed in such forward-looking statements.

Such risks and uncertainties include, among others, those risks identified in AMAG's Securities and Exchange Commission ("SEC") filings, including its Annual Report on Form 10-K for the year ended December 31, 2016 and its Quarterly Report on Form 10-Q for the quarter ended March 31, 2017 and subsequent filings with the SEC. AMAG cautions you not to place undue reliance on any forward-looking statements, which speak only as of the date they are made. AMAG disclaims any obligation to publicly update or revise any such statements to reflect any change in expectations or in events, conditions or circumstances on which any such statements may be based, or that may affect the likelihood that actual results will differ from those set forth in the forward-looking statements.

AMAG Pharmaceuticals® and Feraheme® are registered trademarks of AMAG Pharmaceuticals, Inc. MuGard® is a registered trademark of Abeona Therapeutics, Inc. Makena® is a registered trademark of AMAG Pharmaceuticals IP, Ltd. Cord Blood Registry® and CBR® are registered trademarks of Cbr Systems, Inc. Intrarosa™ is a trademark of Endoceutics, Inc.



Q2-2017 Earnings Call Agenda

1

Q2-2017 Highlights and Recent Events

2

Product Portfolio Commercial Overview

3

Financial Update and Guidance

4

2017 Key Priorities and Closing Remarks

5

Q&A

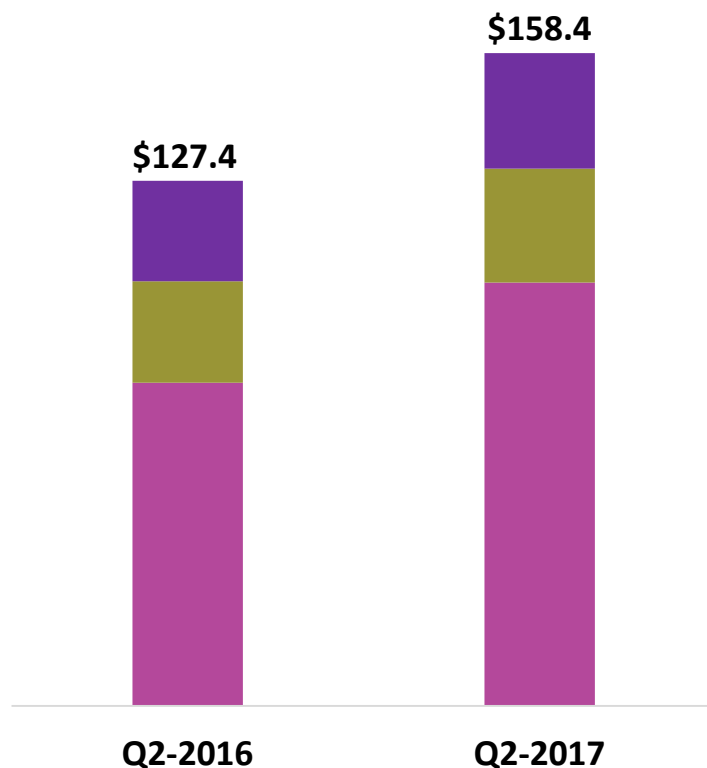


Q2-2017 Highlights and Recent Events

Bill Heiden
President & CEO

Q2-2017 Financial Highlights

GAAP Total Net Revenues (\$M)



***24% increase
driven by
strong growth
across product
portfolio***

■ Makena revenue ■ Feraheme/MuGard revenue ■ CBR revenue

Q2-2017 Financial Highlights

Investing in new product launch and development while maintaining strong cash flows

Ended Q2-2017 with ~\$400M in cash and investments

GAAP Operating Income (\$M)

\$18.1

Q2-2016

\$3.6

Q2-2017

Non-GAAP Adj. EBITDA¹ (\$M)

\$64.6

Q2-2016

\$50.1









Q2-2017

Strong Execution in Q2-2017

Highlights and Recent Events

- ✓ Closed Endoceutics licensing transaction, hired and trained new sales team, and launched Intrarosa
- ✓ Drove record quarterly Makena sales to over \$102M and received FDA acceptance for review of Makena subcutaneous (sub-q) auto-injector sNDA
- ✓ Achieved record quarterly Feraheme sales and completed submission to FDA to broaden Feraheme label
- ✓ Generated strong new family enrollments at Cord Blood Registry
- ✓ Advanced bremelanotide development and regulatory activities to support the planned NDA submission in early 2018
- ✓ Strengthened balance sheet and ended Q2-2017 with ~\$400M of cash and investments

AMAG's Expanding Portfolio of Products

Hematology / Oncology	Maternal and Women's Health		
	Pregnancy & Birth	Wellness	Post-Menopausal Health
<div data-bbox="154 408 513 534">  Feraheme </div> <ul style="list-style-type: none"> Treatment of iron deficiency anemia (IDA) in adult patients with chronic kidney disease (CKD) <div data-bbox="154 742 513 868">  MuGard </div> <ul style="list-style-type: none"> Management of oral mucositis, a common side effect of radiation or chemotherapy 	<div data-bbox="575 408 935 534">  Makena </div> <ul style="list-style-type: none"> The only FDA-approved therapy to reduce recurrent preterm birth in certain at-risk women <div data-bbox="575 742 935 868">  Cord Blood Registry </div> <ul style="list-style-type: none"> World's largest umbilical cord stem cell collection and storage company <div data-bbox="575 1019 935 1145">  Velo Option </div> <ul style="list-style-type: none"> Candidate for the treatment of severe preeclampsia 	<div data-bbox="996 408 1356 534"> Bremelanotide </div> <ul style="list-style-type: none"> An investigational product for the on-demand treatment of hypoactive sexual desire disorder (HSDD) <div data-bbox="1031 968 1313 1245">  </div>	<div data-bbox="1418 408 1769 534">  Intrarosa </div> <ul style="list-style-type: none"> FDA-approved non-estrogen product to treat moderate-to-severe dyspareunia (pain during sex), a common symptom of VVA, due to menopause, which does not carry a boxed warning in its label <div data-bbox="1452 968 1734 1245">  </div>



Product Portfolio Commercial Overview

Nik Grund
Chief Commercial Officer

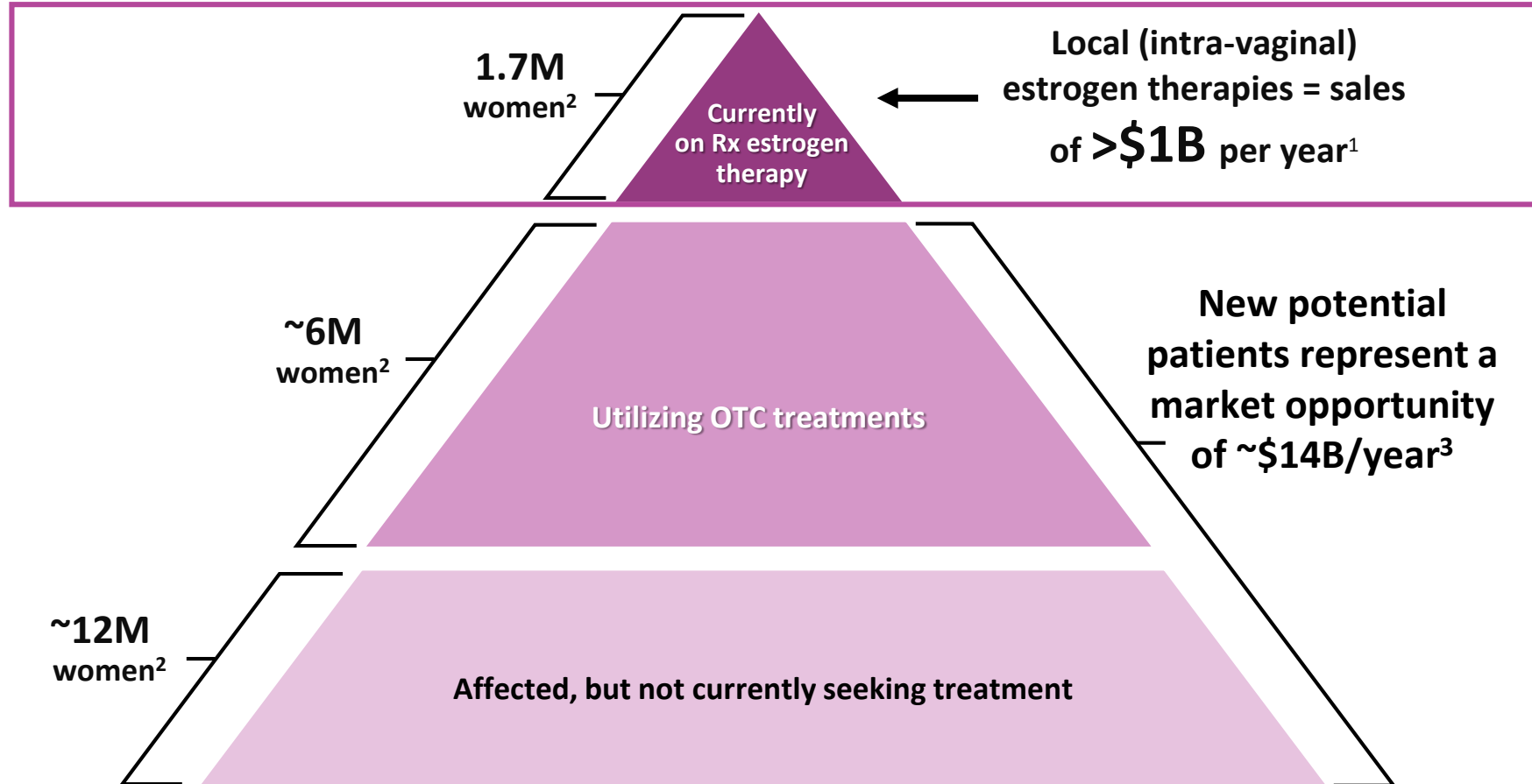
Launched July 24, 2017

A photograph of a long line of diverse women of various ages and ethnicities standing in a queue. The women are dressed in casual to business-casual attire. A large, solid pink rectangular banner is superimposed over the middle of the image, containing the text "THE WAIT IS ~~ALMOST~~ OVER" in white, bold, sans-serif capital letters. The word "ALMOST" is crossed out with a thick black horizontal line.

THE WAIT IS ~~ALMOST~~ OVER

Dyspareunia: Sizable Untapped Treatment Market

~20M women in U.S. suffer from dyspareunia, a symptom of VVA



¹ Based on IMS SMART Tool NSP and NPA data for total VVA prescriptions. See slide 8 for Intrarosa's indication.

² AMAG estimates based on:

a) Wysocki et al. Management of Vaginal Atrophy: Implications from the REVIVE Survey. Clinical Medicine Insights: Reproductive Health 2014;8 23–30;

b) Kingsberg et al. Vulvar and Vaginal Atrophy in Postmenopausal Women: Findings from the REVIVE Survey. J Sex Med 2013;10:1790-1799; and

c) F. Palma et al: Vaginal atrophy of women in postmenopause. Results from a multicentric observational study: The AGATA study.

³ Company estimated based on IMS SMART Tool NSP and NPA data.

Well-Planned Phased Approach for Commercial Launch



Launch Day 1 – Now Available

- Inventory broadly available in wholesaler distribution network
- Product available at more than 5,000 retail pharmacies
- Samples being distributed to HCP offices to facilitate new patient starts
- Commercial insurance coverage and copay savings program in place



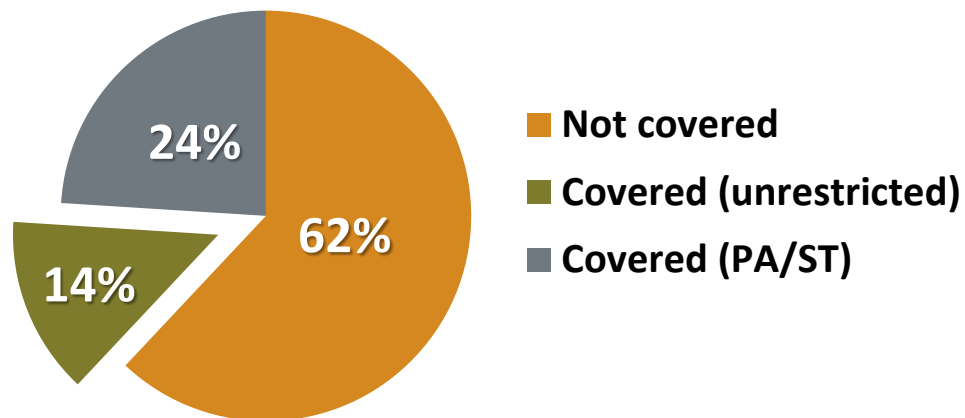
INTRAROSA has no FDA boxed warning

Commercial Lives Covered for Intrarosa

Today

- Approximately 2/3 of prescriptions for VVA are commercial pay¹
 - Top 18 accounts represent >85% of covered lives²
- Unrestricted coverage 14% and growing

Commercial Lives Covered³



Tomorrow

- Year end 2017 goal 65% unrestricted coverage
- Working with Medicare on potential reimbursement

Commercial Copay Savings Program in Place

Remove Cost as a Barrier in Order to Maximize Launch Uptake

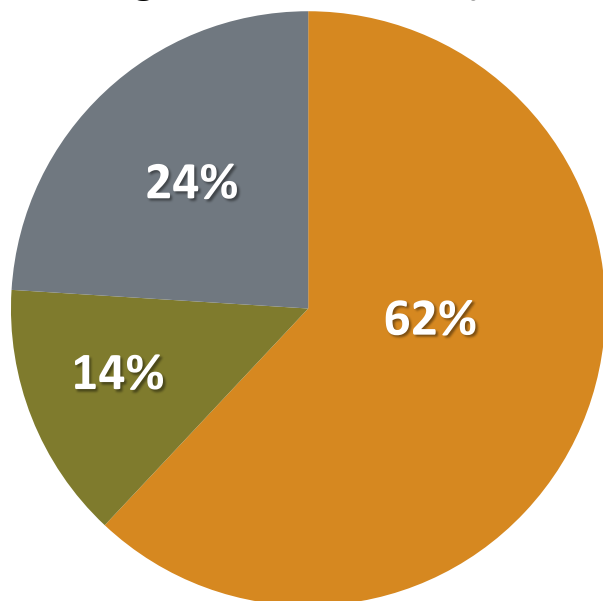
- Comprehensive commercial copay savings program
 - \$0 copay first month on therapy (regardless of formulary access)
 - Refill copays are no greater than \$25 (regardless of formulary access)
 - No activation of card required
 - Distributed to HCPs via sales force (printed cards) and downloadable via Intrarosa.com



AMAG Well Positioned for a Successful Launch

Commercial Lives Covered¹

Today: 14% covered (unrestricted)
Y/E 2017 goal: 65% covered (unrestricted)



- Not covered
- Covered (unrestricted)
- Covered (PA/ST)

Launch Priorities to Watch

1

Create affordable access for patients

- Increase percentage of covered lives

2

Increase market awareness

- # of first time prescribers

3

Increase physician prescribing

- Market share
- # of HCPs prescribing
- NRx and TRx (growth)

In Summary

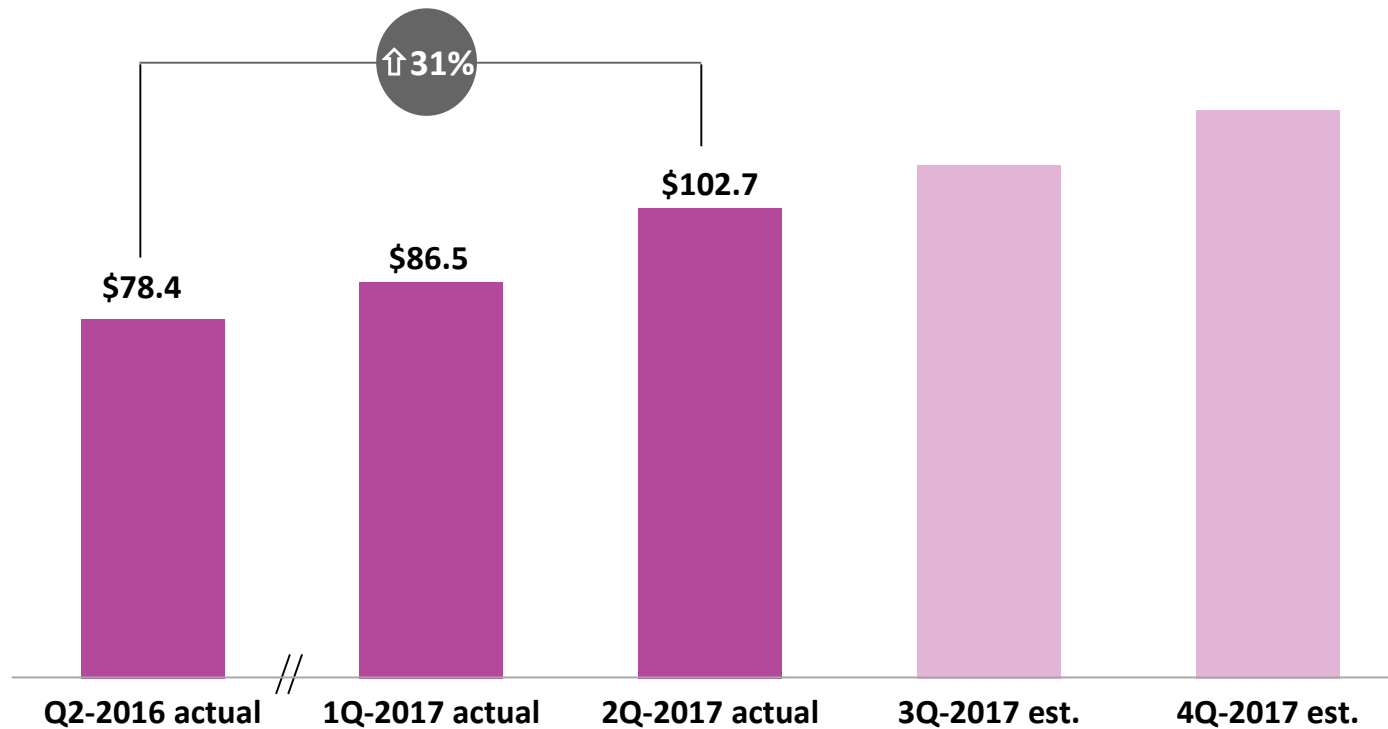
- Differentiated mechanism of action
- Only FDA-approved non-estrogen local product¹ for moderate-to-severe dyspareunia due to menopause
 - Only product without a boxed warning
- Well-planned launch strategy to quickly capture market share
- Significant market opportunity with sizeable revenue potential



Proven Commercial Execution Capabilities

On track to achieve 2017 Makena revenue guidance of \$410M - \$440M

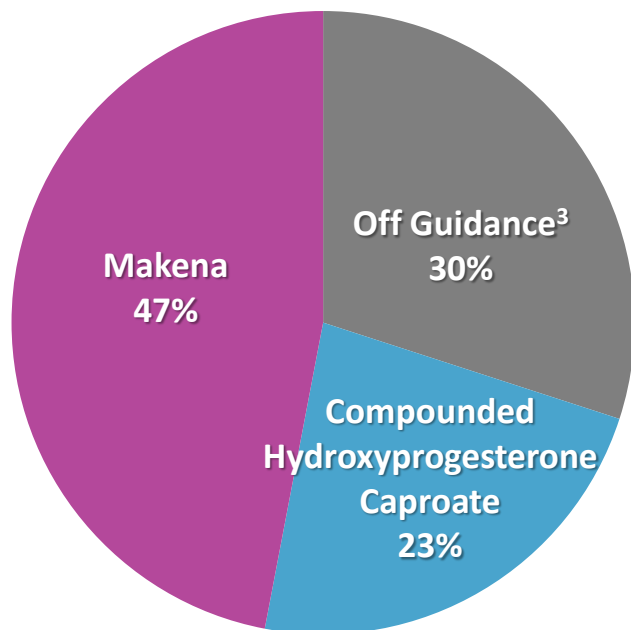
Record Net Makena Sales (\$M)



Makena: Continued Growth

Estimated Makena market share¹ up 3 percentage points over Q1-2017

At June 30, 2017



\$1B Market Opportunity²

2017 Makena Growth Drivers

1

Continue share gains from compounders and grow Makena @Home administration

2

Expand use in late preterm birth segment

3

Prepare for Q1-2018 launch of sub-q auto-injector⁴

4

Prepare for potential competitive threat in 2018

¹ Company estimates Makena market share based on distributor dispensing data and all other market share based on physician market research data conducted by AMAG.

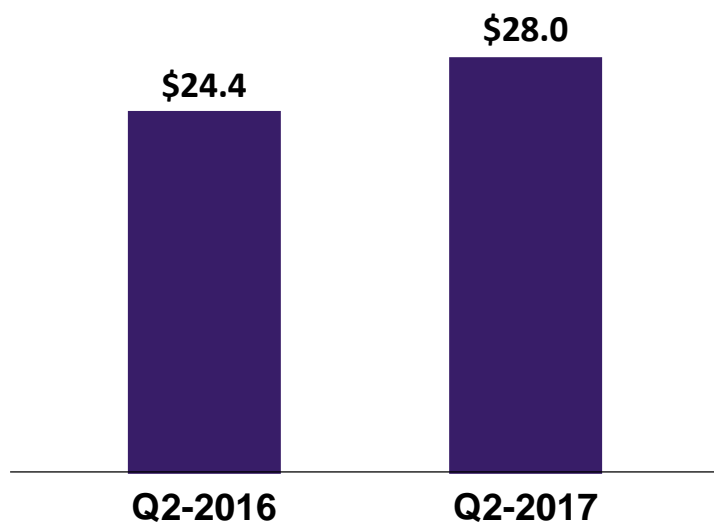
² AMAG estimates market opportunity based on 140,000 patients, >16 injections/patient and net revenue of ~\$425-\$450/injection.

³ Off guidance represents patients treated outside guidance of Society for Maternal Fetal Medicine, including patients treated with unapproved therapies and untreated patients.

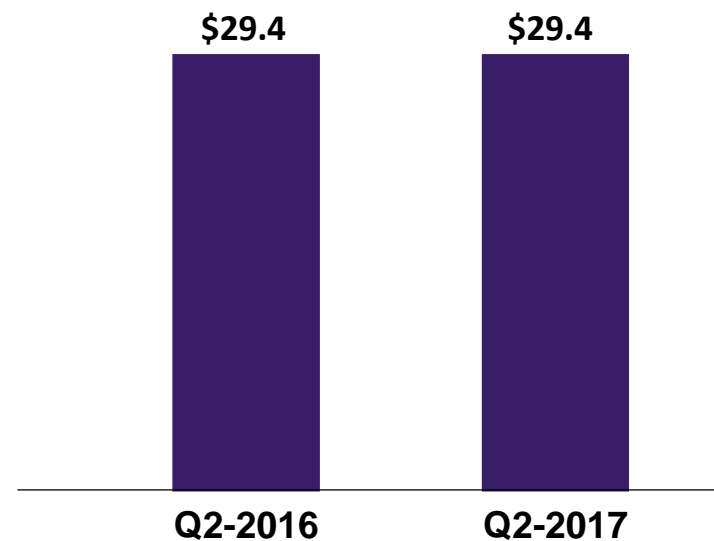
⁴ If regulatory approval is received.

CBR: Attractive Recurring Revenue Stream

GAAP CBR Revenue (\$M)



Non-GAAP CBR Revenue¹ (\$M)



CBR 2017 Growth Drivers

1

Differentiate CBR's offerings

- Increase/stabilize first time enrollments

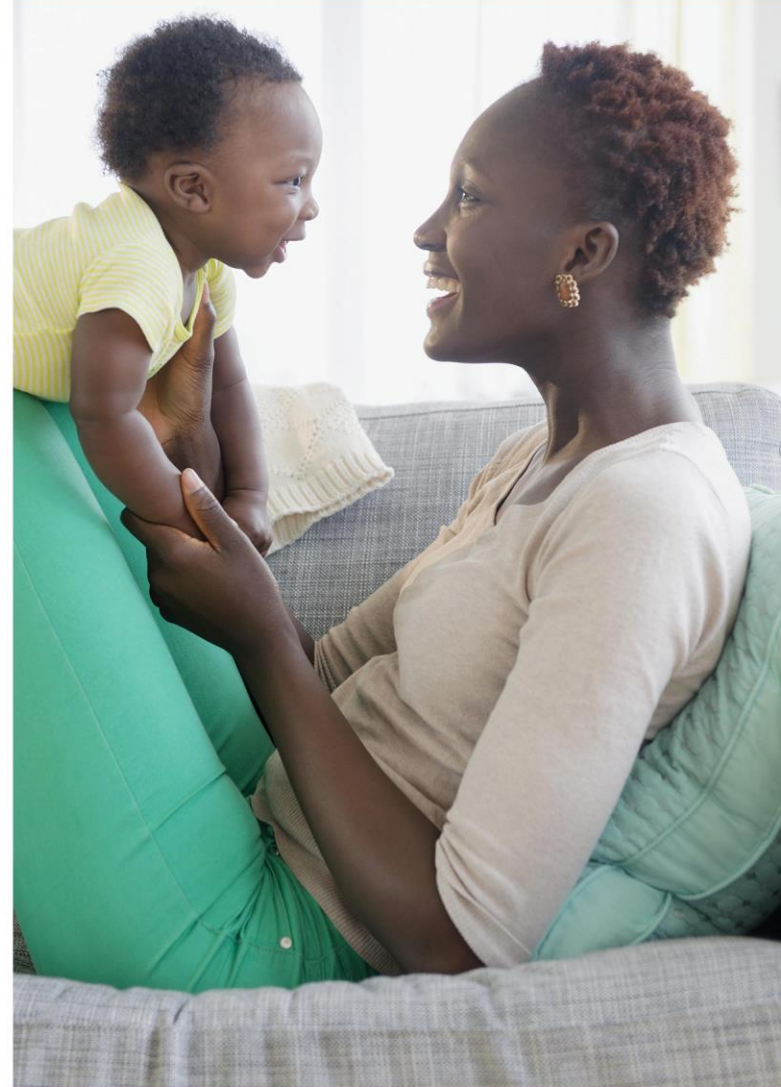
2

Build value proposition on storing newborn stem cells

- Harmonizing annual storage price
- Stabilized new enrollment pricing

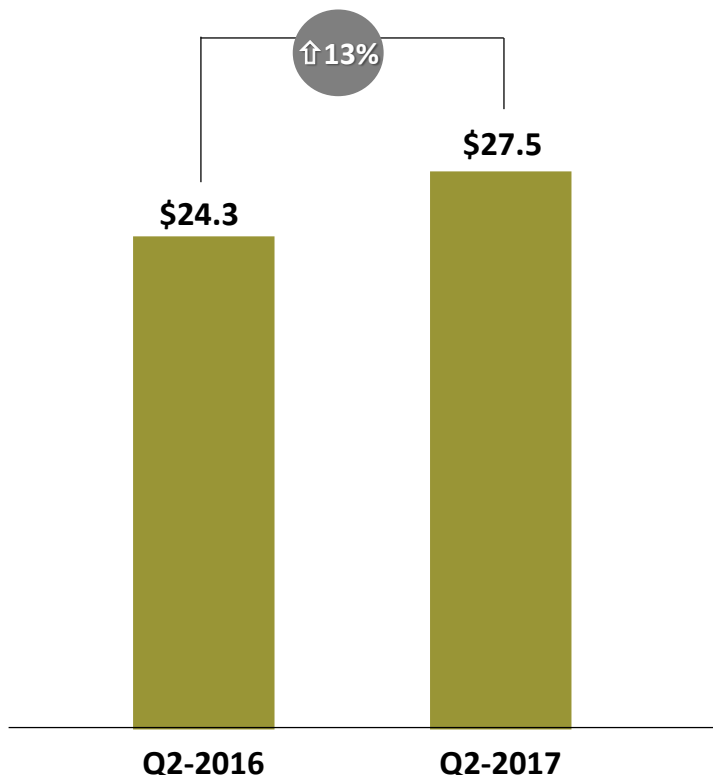
3

Leverage advancements in stem cell research with OB/GYN's and pregnant families



Solid Financial Performance; Expected Future Growth

Feraheme Revenue¹ (\$M)



2017 Growth Drivers

- Continued growth in key segments
- Pull through recent GPO access wins
- Optimize net revenue per gram
- Prepare for expanded label to include all IDA patients²
 - Completed submission to FDA with approval and launch anticipated in 1H-2018
 - Would double addressable market, if approved³
 - Minimal expansion required from current commercial footprint

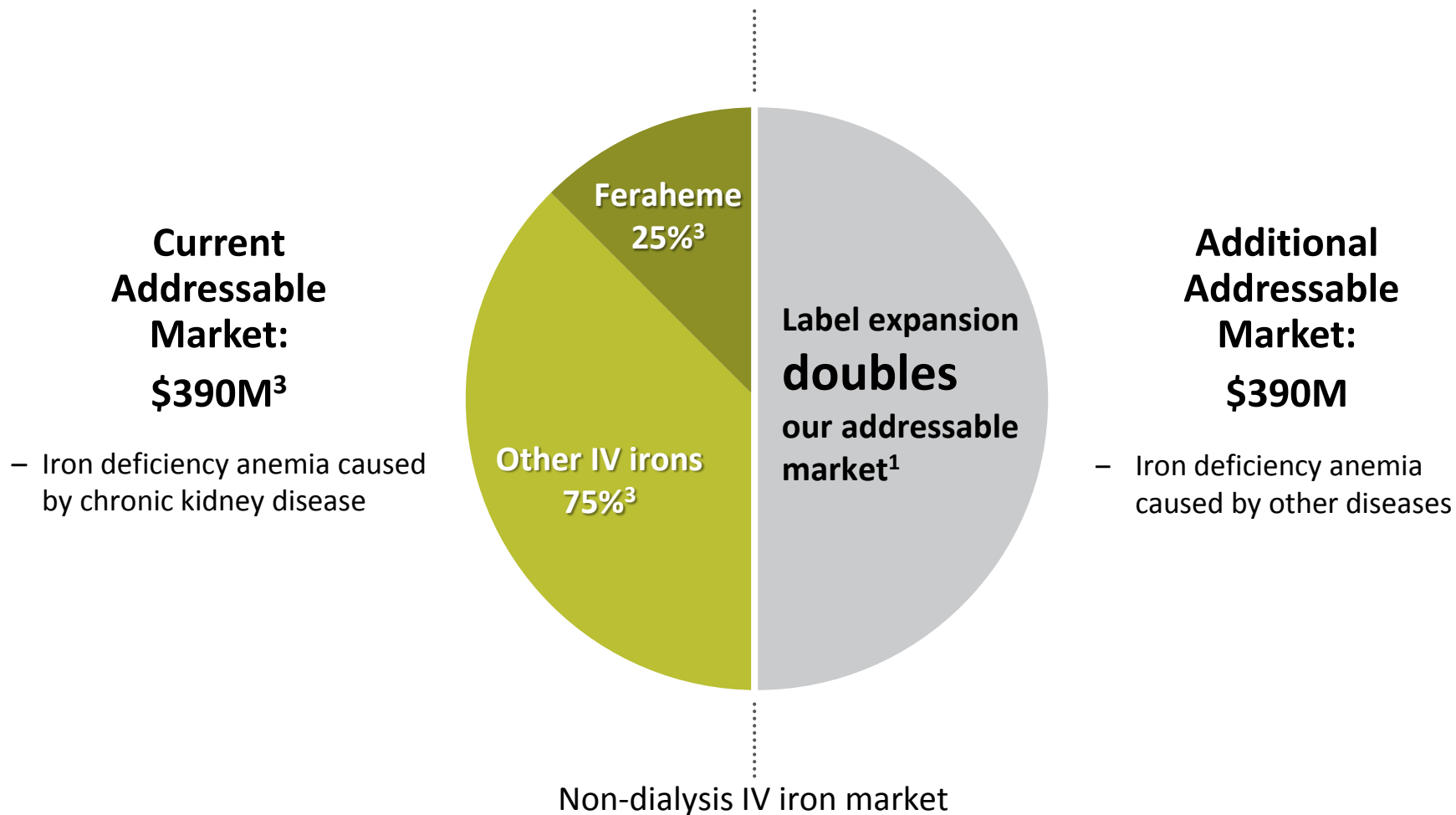


¹ Represents Feraheme revenues only. Excludes MuGard revenues as reported on financial statements.

² If regulatory approval is received.

³ AMAG estimates market opportunity using ~\$600/gram and 1.3M grams (Q2-2017 IMS data annualized).

Large IV Iron Market Opportunity of \$780M^{1,2}

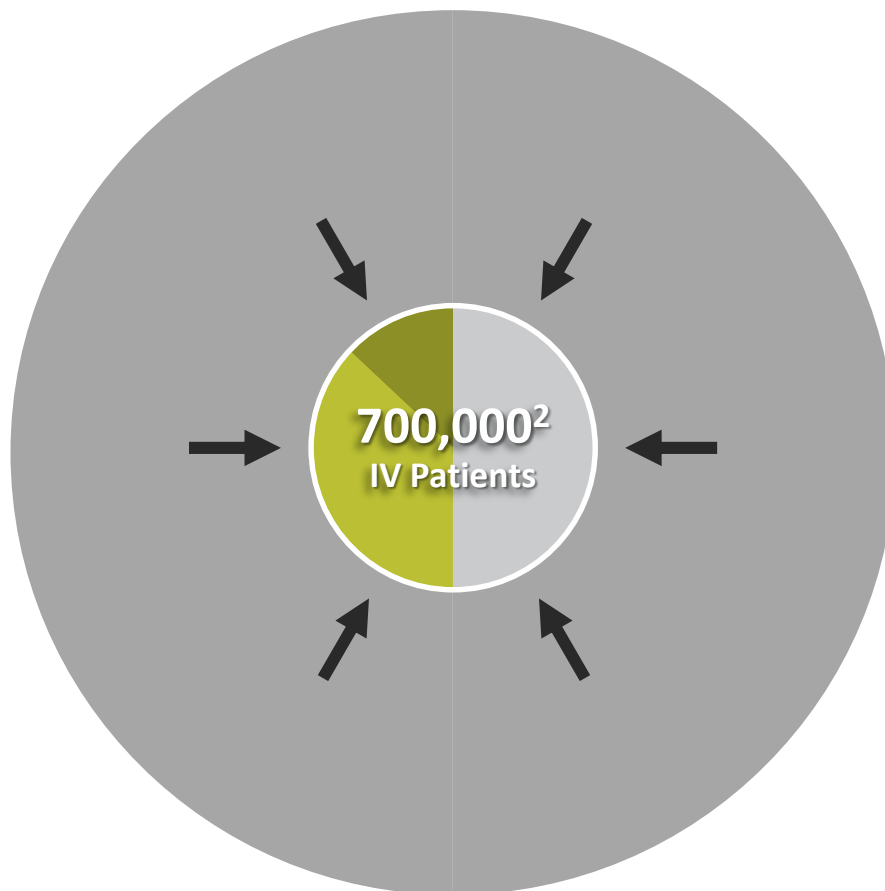


IV Iron Market Represents Small Subset of Patients Who Suffer from IDA

4.5M Total U.S. Patients Diagnosed with Iron Deficiency Anemia¹

IDA-CKD Patients

- Majority under the care of current AMAG call points; hematology / oncology & hospital infusion centers



Diagnosed IDA Patients

- Under the care of other physician specialists, including **1.5M in women's health**

Opportunity to convert from oral to IV treatments

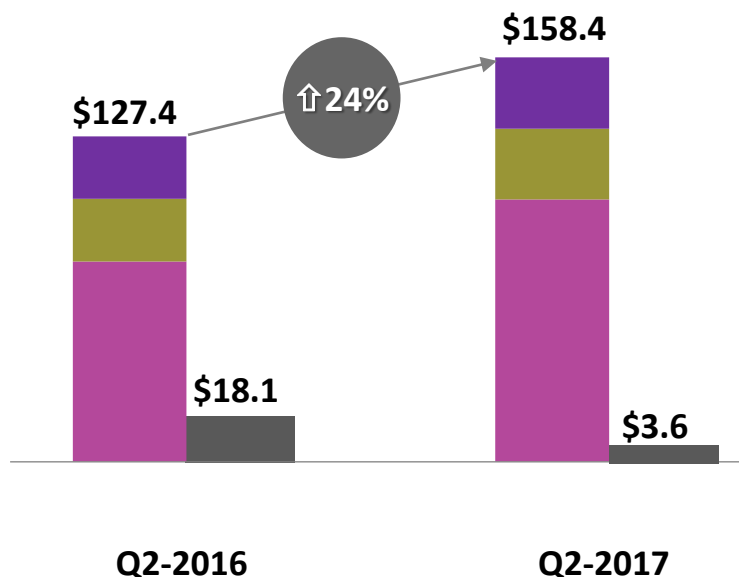


Financial Update and Guidance

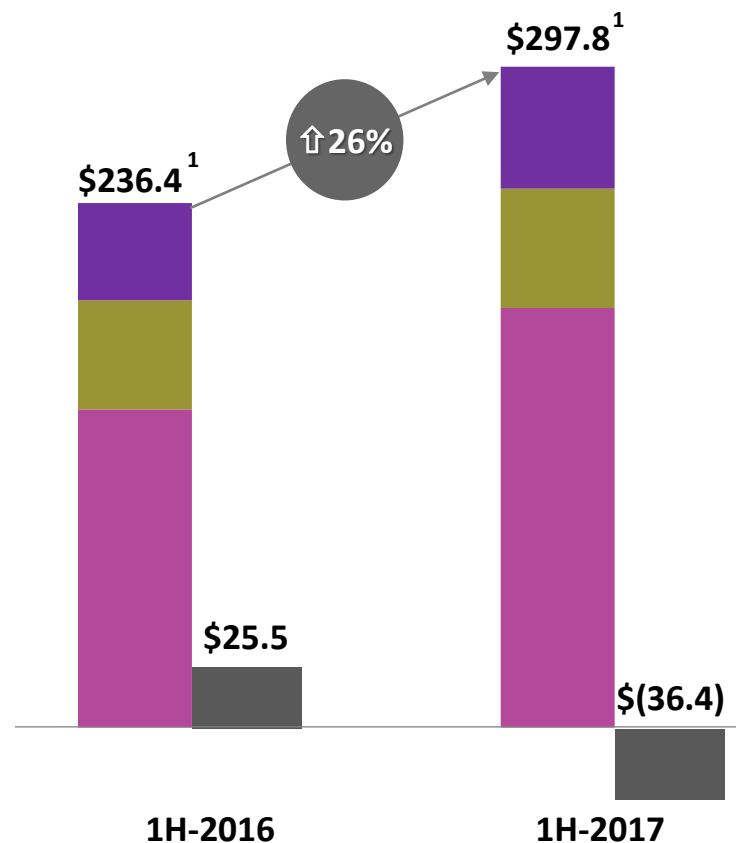
Ted Myles
Chief Financial Officer

Continued Revenue Growth and Portfolio Investments

GAAP Financials for the
3-months Ended June 30
(\$M)



GAAP Financials for the
6-months Ended June 30
(\$M)



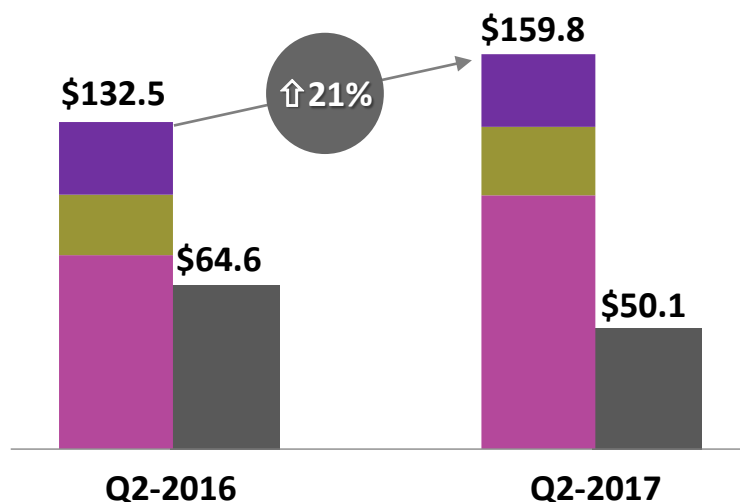
■ Makena revenue
 ■ Feraheme/MuGard revenue
 ■ CBR revenue
 ■ GAAP Operating income (loss)



¹ Excludes \$273,000 and \$53,000 of "License fee, collaboration and other revenues" in 1H-2016 and 1H-2017, respectively.

Continued Revenue Growth and Portfolio Investments

Non-GAAP Financials for the
3-months Ended June 30¹
(\$M)



Non-GAAP Financials for the
6-months Ended June 30¹
(\$M)



Makena revenue
 Feraheme/MuGard revenue
 CBR revenue
 Non-GAAP adjusted EBITDA



¹ See slide 37 for a reconciliation of GAAP to non-GAAP financial results.

Affirming 2017 Financial Guidance

(\$M)	2017 GAAP Guidance	2017 Non-GAAP Guidance ¹
Makena sales	\$410 - \$440	\$410 - \$440
Feraheme/MuGard sales	\$100 - \$110	\$100 - \$110
CBR revenue	\$110 - \$120	\$115 - \$125 ²
Intrarosa	\$5 - \$15	\$5 - \$15
Total revenue	\$625 - \$685	\$630 - \$690
Net income (loss)	(\$62) - (\$31) ¹	N/A
Operating income (loss)	(\$23) - \$27 ¹	N/A
Adjusted EBITDA	N/A	\$210 - \$260



¹ See slide 38 for a reconciliation of 2017 financial guidance.

² Revenue includes purchase accounting adjustments related to CBR deferred revenue.

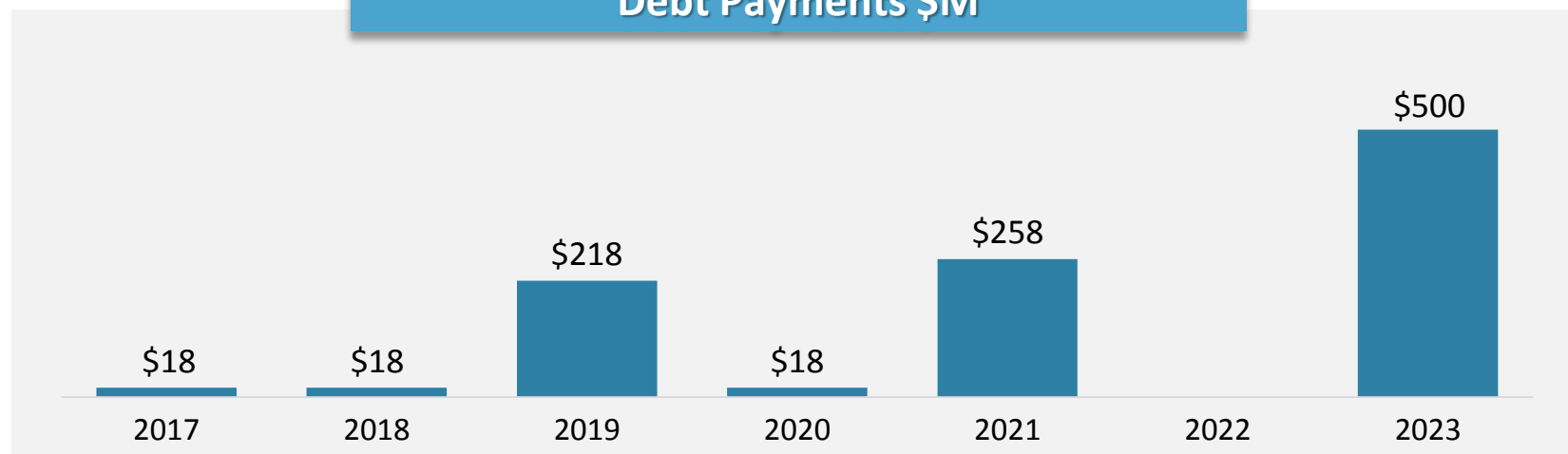
Revised Liability Profile to Align with Business Strategy

BEFORE – Early Maturing Debt Profile

Capital Structure

Key Items	Before
Cash:	\$558M ¹
Outstanding debt balance:	\$1,024M ¹
Interest rate: ²	5.9%
Total annual interest cost: ²	\$60M
2017 adj. EBITDA guidance: ³	\$235M
Leverage: ⁴	4.4x

Debt Payments \$M



¹ Cash and outstanding debt balance as of March 31, 2017.

² Interest rate and total annual interest costs represent AMAG estimates.

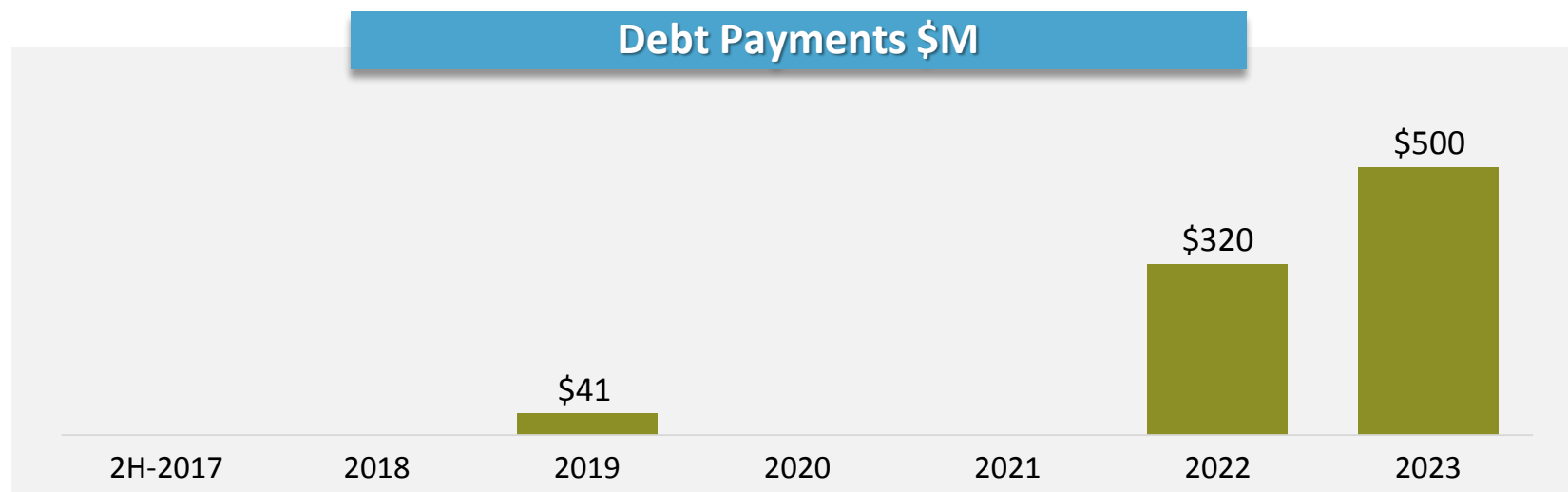
³ Reflects mid-point of financial guidance range. See slide 38 for a reconciliation of 2017 financial guidance.

⁴ Leverage equals outstanding debt balance divided by 2017 adjusted EBITDA guidance.

Revised Liability Profile to Align with Business Strategy

AFTER – Extended Debt Maturity Profile

Capital Structure			
Key Items	Before		After
Cash:	\$558M	→	\$399M ¹
Outstanding debt balance:	\$1,024M	→	\$861M ¹
Interest rate: ²	5.9%	→	5.9%
Total annual interest cost: ²	\$60M	→	\$50.8M
2017 adj. EBITDA guidance: ³	\$235M	→	\$235M
Leverage: ⁴	4.4x	→	3.7x



¹ Cash and outstanding debt balance as of June 30, 2017.

² Interest rate and total annual interest costs represent AMAG estimates.

³ Reflects mid-point of financial guidance range. See slide 38 for a reconciliation of 2017 financial guidance.

⁴ Leverage equals outstanding debt balance divided by 2017 adjusted EBITDA guidance.

Financial Results and Revamped Balance Sheet Support Evolving Business Model

- Debt maturities now align with business strategy
- Strong cash balance of \$400M and positive EBITDA generation supportive of investments in:
 - Next generation products in current portfolio
 - Advancement of new product portfolio (Intrarosa and bremelanotide)
 - Expansion of portfolio through business development

















2017 Key Priorities & Closing Remarks

Bill Heiden
President & CEO

AMAG Portfolio: Multiple Value Drivers

Milestone	2017				2018			
INTRAROSA	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Commercial launch in dyspareunia								
Initiate Phase 3 female sexual dysfunction study								
MAKENA AUTO-INJECTOR PROGRAM	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Topline PK data								
sNDA submission								
Expected FDA action and commercial launch								
FERAHEME IDA LABEL EXPANSION	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Enrollment completed								
Topline data								
Regulatory submission								
Expected FDA action and commercial launch								
BREMELANOTIDE	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
NDA submission								
Expected FDA action and commercial launch								
VELO – SEVERE PREECLAMPSIA								
Initiate Phase 2b/3a study								

2H-2017 Key Priorities

Intrarosa	<ul style="list-style-type: none"> Drive successful launch <ul style="list-style-type: none"> Continue to increase the number of covered lives Market share NRx and TRx (growth)
Makena	<ul style="list-style-type: none"> Increase patient market share and adherence to therapy Prepare for launch of sub-q auto-injector in Q1-2018¹ Prepare for potential competitive threat in 2018
CBR	<ul style="list-style-type: none"> Continue to grow new enrollments
Feraheme	<ul style="list-style-type: none"> Hold/increase market share and grow market Prepare for launch of broad IDA (all causes) label in 1H-2018¹
Bremelanotide	<ul style="list-style-type: none"> Conclude all work in preparation for Q1-2018 NDA filing
Portfolio Expansion	<ul style="list-style-type: none"> Expand and diversify product portfolio with longer-lived, durable assets through licensing or acquisition transactions
Financial	<ul style="list-style-type: none"> Continue to drive toward net product sales of \$660M (midpoint of guidance) Grow adjusted EBITDA to \$235M (midpoint of guidance)

¹ If regulatory approval is received.





AMAG Pharmaceuticals

Q&A



Appendix

Reconciliation of GAAP to Non-GAAP Financial Results

(\$M)	Q2-2017	Q2-2016	1H-2017	1H-2016
GAAP operating income (loss)	\$3.6	\$18.1	(\$36.4)	\$25.5
Purchase accounting adjustments related to CBR deferred revenue	1.4	5.1	2.7	13.6
Depreciation and intangible asset amortization	31.5	21.5	58.6	40.4
Non-cash inventory step-up adjustments	0.2	2.3	1.0	3.1
Stock-based compensation	5.9	5.2	11.7	11.4
Adjustments to contingent consideration	1.7	(3.7)	2.8	1.4
Restructuring costs	--	0.1	--	0.7
Transaction- / acquisition-related costs	--	--	1.5	--
Acquired IPR&D	5.8	--	65.8	--
Impairment of intangible assets	--	16.0	--	16.0
Non-GAAP adjusted EBITDA	\$50.1	\$64.6	\$107.7	\$112.1

Reconciliation of GAAP to Non-GAAP 2017 Financial Guidance

2017 Financial Guidance	
(\$M)	
GAAP net loss	(\$62) – (\$31)
<i>Adjustments:</i>	
Interest expense, net	66
Loss on debt extinguishment	10
Provision for income tax benefit	(37) – (18)
Operating income (loss)	(\$23) – \$27
Purchase accounting adjustments related to CBR deferred revenue	6
Depreciation & intangible asset amortization	127
Non-cash inventory step-up adjustments	2
Stock-based compensation	27
Adjustments to contingent consideration	5
Acquired IPR&D ¹	66
Non-GAAP adjusted EBITDA	\$210 - \$260

¹ Reflects final transaction accounting treatment for Endoceutics license transaction that closed April 3, 2017.

Share Count Reconciliation

(M)	Q2-2017	Q2-2016	YTD 2017	YTD 2016
Weighted average basic shares outstanding	35.1	34.2	34.8	34.5
Employee equity incentive awards	--1	--1	--1	--1
Convertible notes	--1	--1	--1	--1
Warrants	--1	--1	--1	--1
GAAP diluted shares outstanding	35.1	34.2	34.8	34.5
Employee equity incentive awards	0.4 ²	0.4 ²	0.5 ²	0.3 ²
Non-GAAP diluted shares outstanding	35.5	34.6	35.3	34.8

¹ Employee equity incentive awards, convertible notes and warrants would be anti-dilutive in this period.

² Reflects the Non-GAAP dilutive impact of employee equity incentive awards.



AMAG Pharmaceuticals

**Q2-2017 Financial Results &
Corporate Update**

August 3, 2017