MannKind 2.0: Blueprint for 2016

MannKind Corporation
Our focus is patients, our passion is innovation®

NASDAQ: MNKD
TASE: MNKD
Cautionary Statement

This presentation includes forward-looking statements relating to the development, commercialization and benefits of our products and investigational product candidates, including AFREZZA®, that are subject to certain risks and uncertainties that could cause actual results to differ materially from those projected herein. The words "believe," "expect," "intend," "anticipate," "plan," variations of such words, and similar expressions identify forward-looking statements, but their absence does not mean that a statement is not forward-looking. These forward-looking statements are not guarantees of future performance and are subject to certain risks, uncertainties, and assumptions that are difficult for us to predict. Factors that could affect the development and commercialization of our products and investigational product candidates include the progress and costs of clinical trials and the timing of regulatory approvals, the availability of clinical materials from third-party suppliers, and MannKind's ability to manufacture and commercialize its products, if and when approved, in a timely and cost-effective manner. For detailed information about the risks and uncertainties that could cause actual results to differ materially from those implied by, or anticipated in, these forward looking statements, please refer to our current and periodic reports filed with the Securities and Exchange Commission from time to time, including our annual report on Form 10-K for the year ended December 31, 2014 and our quarterly report on Form 10-Q for the quarter ended September 30, 2015.
MNKD 2.0: Highlights – Blueprint for 2016

• CEO decision complete.
  – Uncertainty resolved
• Afrezza® is here to stay.
  – Excellent user experiences
  – Working with Sanofi to wind down MNKD-SNY partnership on positive terms
  – New MannKind-driven sales and marketing strategy in development
  – New partnering outreach initiated
  – Two new Afrezza® marketing initiatives to be announced today
• Technosphere® remains foundation upon which MNKD future will be built.
  – Internal product pipeline progressing and growing
  – Pipeline focused on aggressive licensing and partner strategy in development
  – First proof of concept partnership to be announced within a short time
• MannKind is here to stay.
  – Cash to sustain well into 2H2016
  – Ability to raise funds as market absorbs news of new strategic initiatives
MNKD 2.0: Management Decisions

• Al Mann remains Chairman of the Board.

• Matt Pfeffer replaces Al Mann as CEO and retains title of CFO.

• Principal Accounting Officer named to manage all SEC reporting obligations and general accounting requirements, reporting to CEO.

• Matt Pfeffer joins MannKind Board of Directors.
MNKD 2.0: Afrezza® – Keys to Success

Increase Afrezza® market demand, driving higher production volume and market penetration. Price Afrezza® at a more competitive level compared with existing mealtime insulin treatments.

Implement grass-roots marketing campaign utilizing social media, online media and real world user experiences. Connect with diabetic market via newly formed Afrezza® Advocate Council made up of market leaders and influencers.

Support new and potential users with hands-on education on Afrezza® usage. Cooperative agreement in development for Diabetes Care Centers featuring Afrezza®.

Implement fulfillment channel strategy.

Longer-term: Broaden business base globally
Expand worldwide presence in patient-rich, fast-track FDA markets.

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MNKD 2.0: Afrezza® Advocate Council

- Introducing Afrezza® Advocate Council
- Created and managed by MannKind, composed of a cross-section of market experts and influencers:
  - Experienced Afrezza® users
  - Medical professionals and diabetes care providers
  - Key business people related to medical industry: Insurance, Biotech, Device makers, etc.
  - Public figures supporting diabetes innovation
- To provide a two-way link between MannKind and the diabetes market, enabling real time market feedback, rapid decision making for new product innovations and broader dissemination of information.
MNKD 2.0: Diabetes Care Centers
“Real Time Diabetes Management, powered by Afrezza®”

- Innovative new program being independently developed as ancillary service to existing urgent care centers.
- On-site “plug-in” sub-contractor to patient doctors, focused exclusively on diabetic patient care, education and support.
- Staffed by medical professionals with doctors on site and access to an endocrinologist.
- Provides essential value-added benefits to T1 and T2 patients.
- Provides key benefits to MannKind’s Afrezza marketing and sales strategy.
- Agreement in principle reached for Afrezza® to be featured therapy of “Real Time Diabetes Management.”
- Pilot center to launch 1Q16 in New Jersey.
MNKD 2.0: Technosphere® Pipeline

- Emphasis on fast-trackable opportunities for licensing and partnership.
  - Licensing opportunities, particularly where MNKD can participate in manufacturing and/or where rapid path to market exists
  - Internal product programs utilizing already approved API in a novel way, again with fast-trackable path to proof of concept and partnership
MNKD 2.0: Drug Candidates Currently in Development

• Treprostinil for Pulmonary Arterial Hypertension
  – 3 formulations tested
  – 2 of 3 advanced

• Palonosetron for Chemo-Induced Nausea and Vomiting
  – 2 formulations being tested week of January 18th

• Epinephrine for Anaphylaxis
  – Initial formulations being tested this week
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**Treprostinil Technosphere® Development Plan Timelines**

**Technology Assessment Phase**

- Formulation/Device Go/NoGo Decision

**IND Enabling Phase**

- Pre-IND Meeting Go/NoGo Decision
- Submit IND

**IND Phase**

*(estimated Clinical Phase I & II Studies)*

- Phase I DE Data (HNV) Go/NoGo
- Phase I DE Data (PAH) Go/NoGo
- Phase I BA Data (HNV) Go/NoGo
- Clinical Phase II Data (PAH)

**Business Opportunities**

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Palonosetron Technosphere®
Development Plan Timelines

2015 2016 2017 2018 2019

4Q 1Q 2Q 3Q 4Q 1Q 2Q 3Q 4Q 1Q 2Q 3Q 4Q 1Q 2Q 3Q 4Q

- Technology Assessment Phase
- Formulation/Device Go/NoGo Decision
- IND Enabling Phase
- Pre-IND Meeting Go/NoGo Decision
- Submit IND
- IND Phase (estimated Clinical Phase I & II Studies)
- Phase I HNV PK Data Go/NoGo
- Phase I BA Data Go/NoGo
- Clinical Phase II Data

Business Opportunities

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# Epinephrine Technosphere® Development Plan Timelines

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- **Technology Assessment Phase**
- **Formulation/Device Go/NoGo Decision**
- **IND Enabling Phase**
- **Pre-IND Meeting Go/NoGo Decision**
- **Submit IND**
- **Human Factors**
- **IND Phase**
- **Phase I BE Data Available**

**Business Opportunities**
MNKD 2.0: Financial Keys to Success

• Aggressive financial control, with vigorous attention to costs and efficiency throughout organization

• Successfully negotiate favorable termination terms with SNY

• Execute on Afrezza® strategy to build market momentum, leading to potential fundraising efforts later in 2016, as needed
MNKD 2.0: 2016 Blueprint Summary

• Management team re-energized now that we are in control of our own destiny.
• Afrezza® to be marketed by MannKind, with emphasis on removing cost obstacle, leading to improved insurance coverage.
• Generate immediate cash and increase volume by rapid expansion into selected international jurisdictions.
• Accelerate Afrezza® growth via high impact, low cost social media marketing, Afrezza® Advocate Council and Diabetes Care Centers.
• Continue to evaluate new partnering opportunities.
• Technosphere® licensing and partnership agreements to be fast-tracked wherever possible, building a portfolio for future growth, beginning with the licensing agreement about to be announced.
• Continue exploring opportunities to conserve cash, liquidate non-core assets and add to financial resources while we build momentum.