



# AFT PHARMACEUTICALS

NZ Spotlight Meeting, Sydney  
28 Sep 2017



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# SUMMARY OF AFT BUSINESS

## Established Business [1997] and growing AU & NZ



- Significant further potential growth in AU
  - Grow newly launched and existing OTCs
  - Grow Maxigesic from Codeine switch



## Development of Key Innovative Products with Global Potential

The most significant growth opportunity: Growing Key Innovative Products outside ANZ via Distributors & Licensees.

## Large Target Markets for Key Innovative Products



- Maxigesic Tablets – Target Market US\$10.4B
- Maxigesic IV – Target Market > US\$800M
- Maxigesic other oral dose forms – Target Market US\$3.7B
- Maxiclear PE – Target Market US\$1B



## Development NasoSURF Medical Device

Patented Ultrasonic Powered Drug Delivery Device  
A Number of Drug Delivery Indications.  
Market research in USA has identified potential US\$1.2B for first targeted drug delivery development



## Development Pascomer

Significant orphan drug indication. Confirmed now in both USA & EU  
Open IND [Investigational New Drug Application] during FY2018

# CURRENT HIGHLIGHTS

124

Countries that *Maxigesic* is now licensed in

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9

Countries that *Maxigesic* is launched and sold in  
Further launch orders being processed now for  
launches over next 6-12 months

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\$70.8m

Total income for FY2017\*

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**Progress**

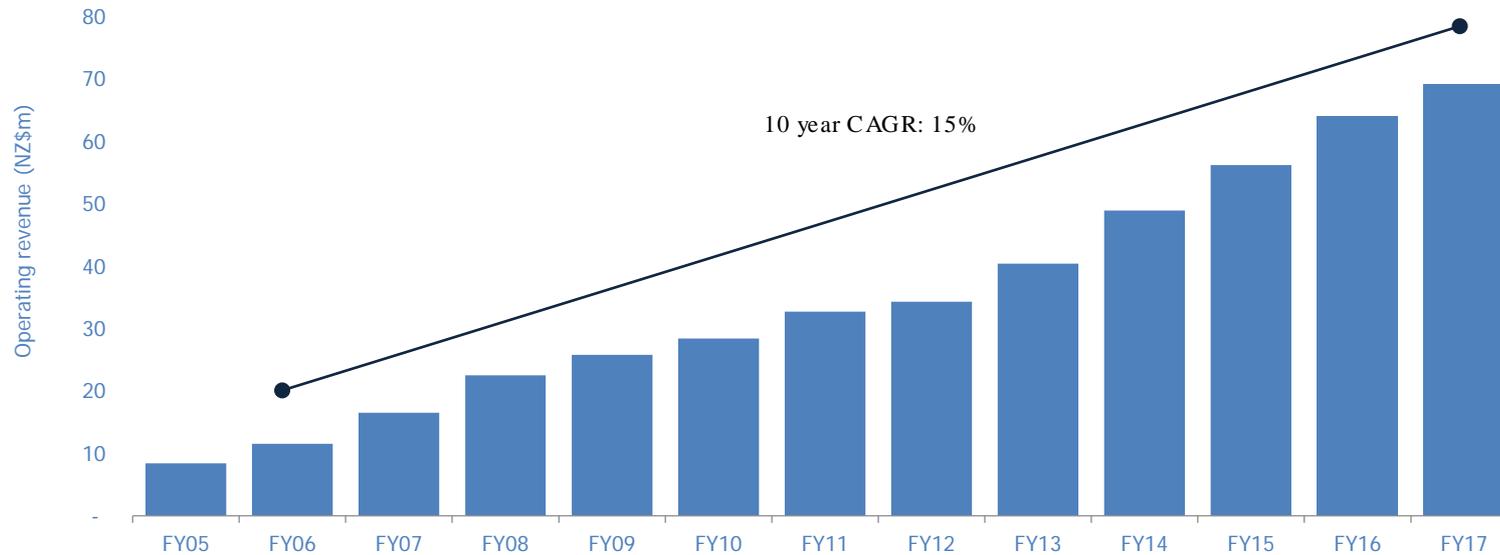
Development goals are being achieved  
Independent Directors have purchased 111,000 shares in 2017  
SPP 85% uptake  
Shareholder numbers increasing

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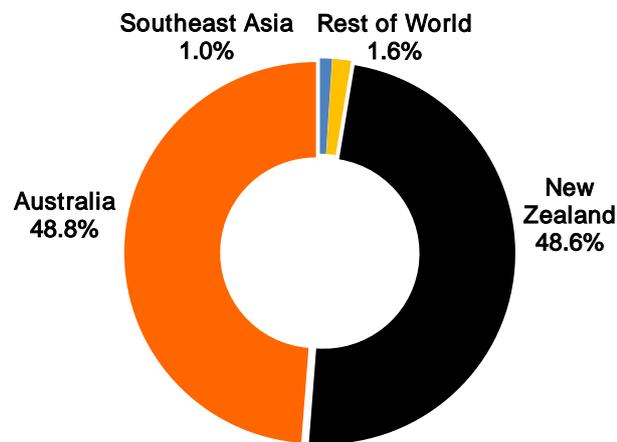
\* Total income comprises Operating Revenue of \$69.2m and Licensing Income of \$1.6m

# FINANCIAL PERFORMANCE – REVENUE GROWTH

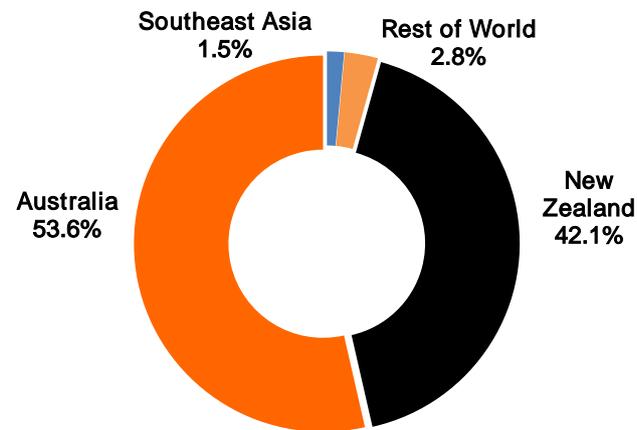
Operating revenue, FY2000 – FY2017



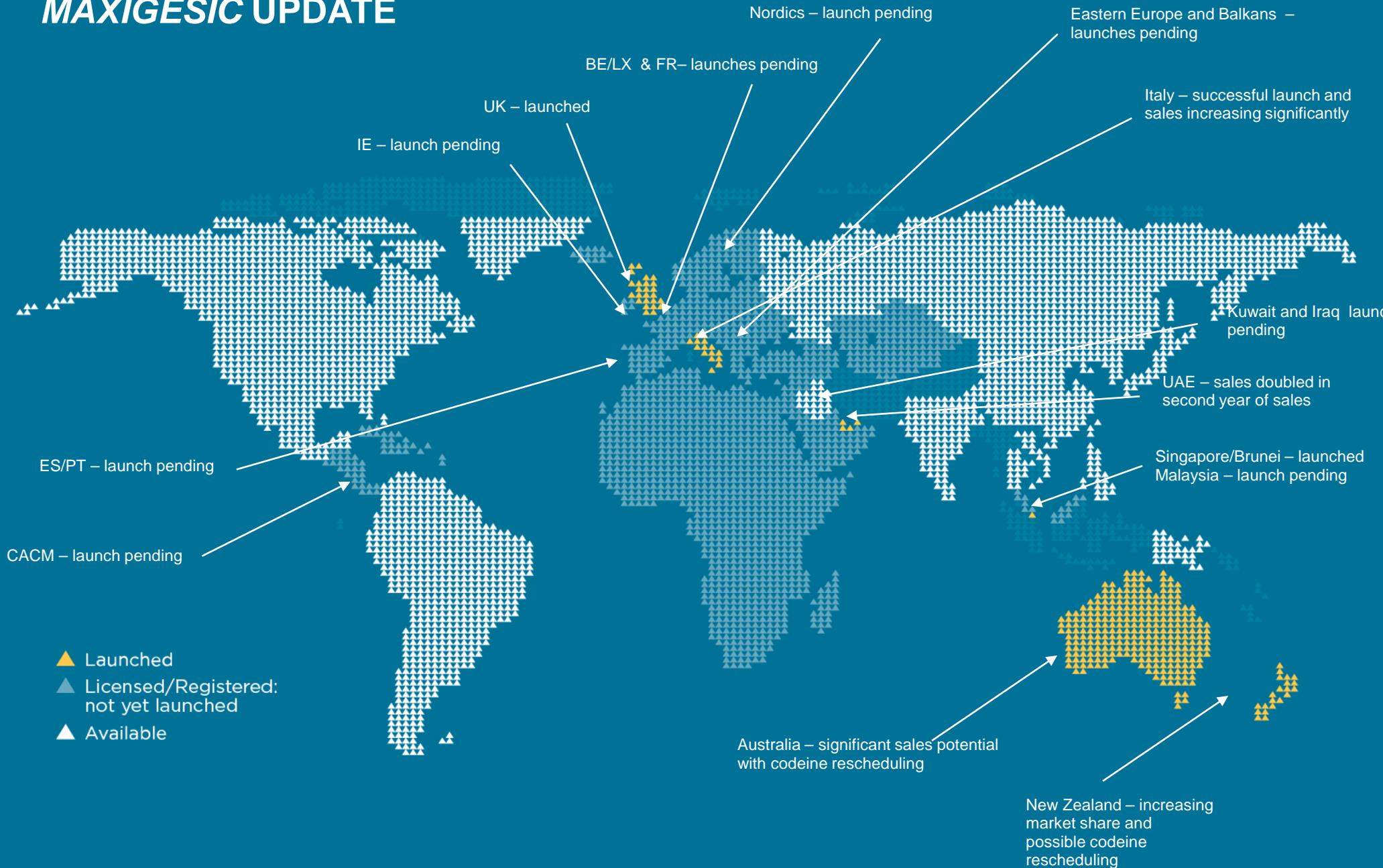
FY2016 Operating revenue by region



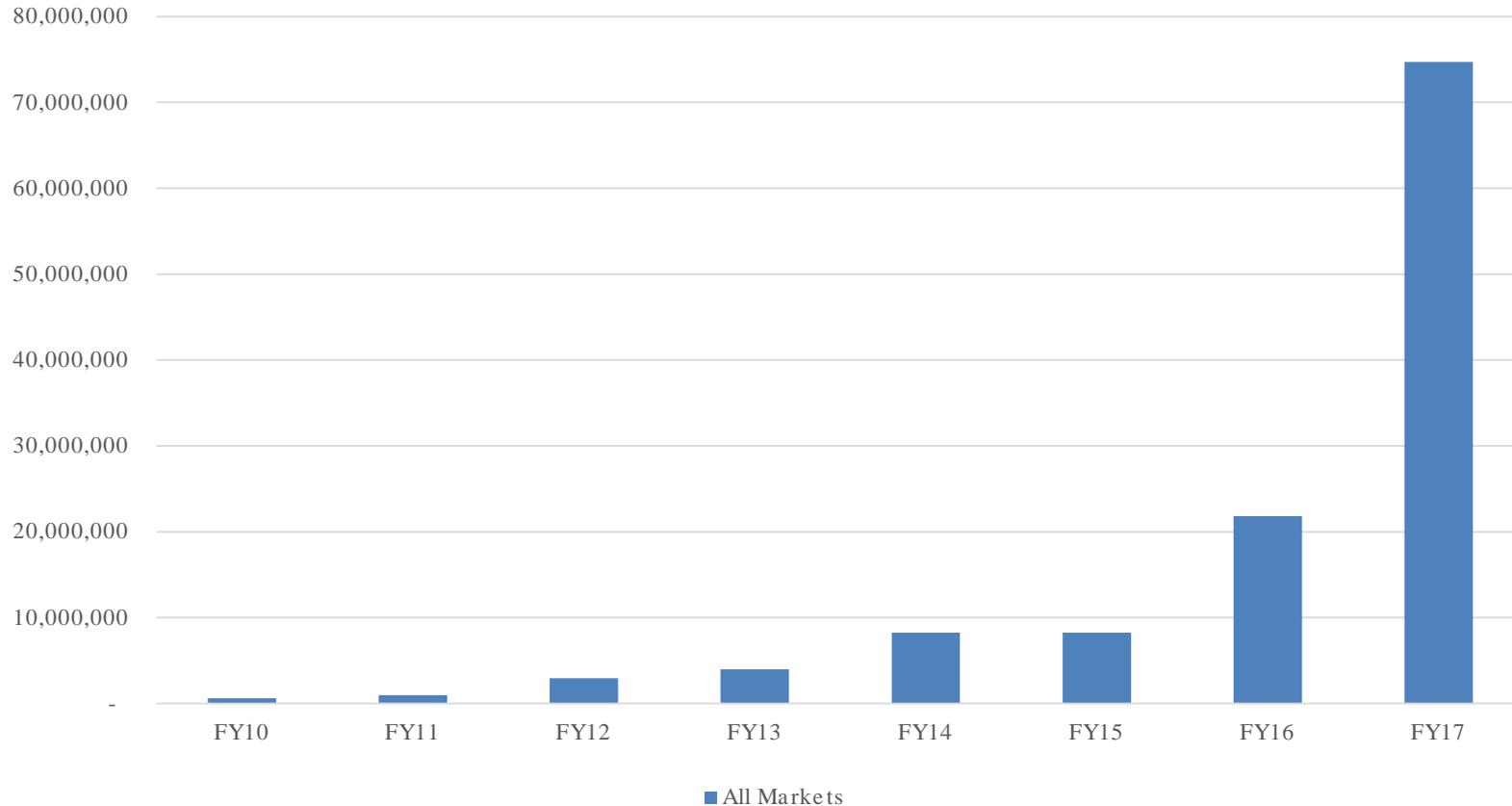
FY2017 Operating revenue by region



# MAXIGESIC UPDATE



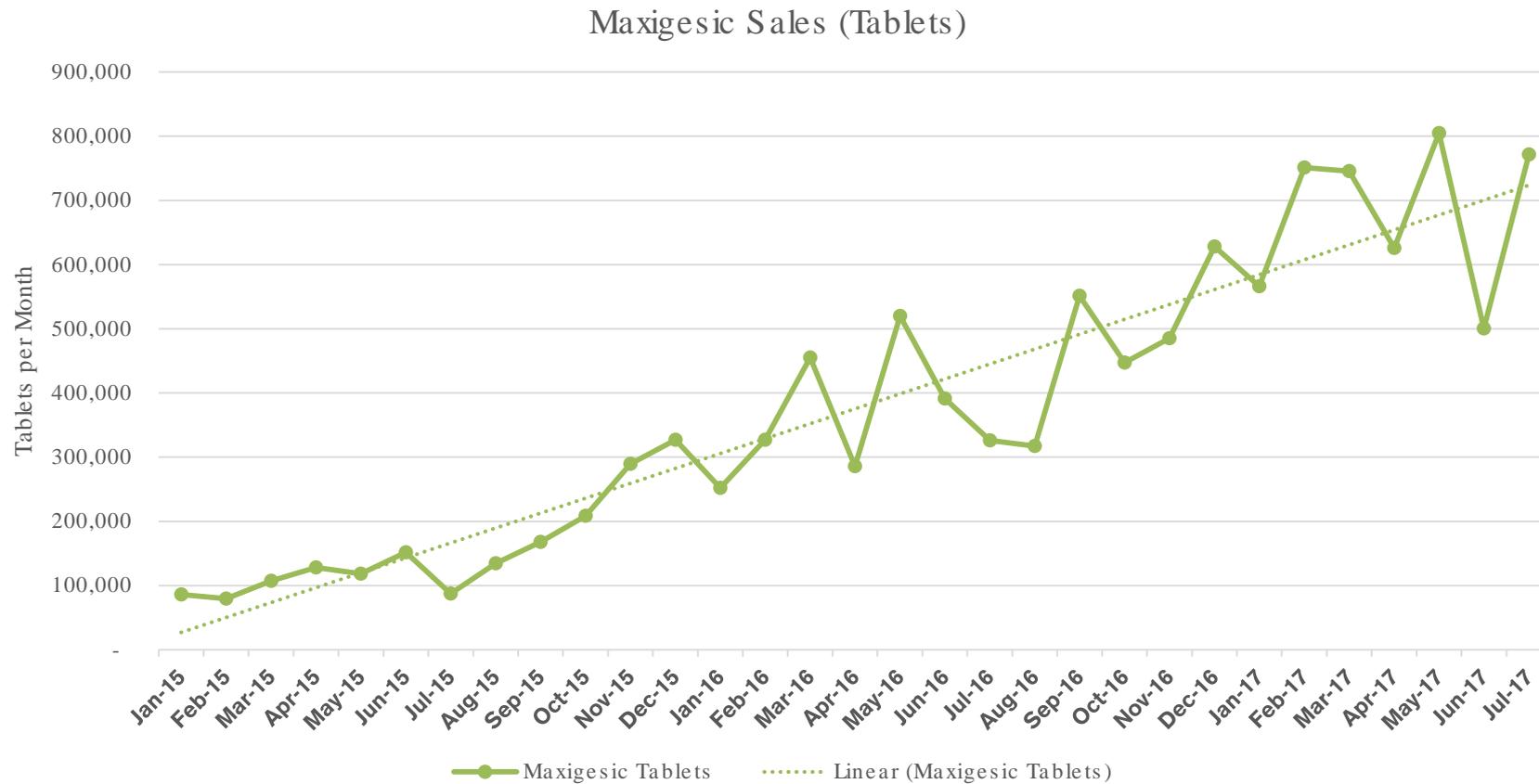
# MAXIGESIC TABLET SALES PROGRESS TO DATE



## Maxigesic Tablets Sold [Mill] Per Year

**Note: Only this FY18 year Maxigesic will become AFT's biggest product and drive overall growth. Most significant impact is seen from FY20 onwards when we anticipate over 80% of countries will have been launched**

# EXAMPLE OF MAXIGESIC LICENCEE PROGRESS TO DATE – tablet sales per month



# MAXIGESIC: Future growth strategy

Additional out-licensing and distribution agreements for **Maxigesic** oral dose forms have been secured to increase the number of countries to **124**.

Numerous **Maxigesic** registrations underway which are required before many launches can occur

Targeting 30% launches in FY2018; 33% in FY2019, 25% in FY2020 and balance FY2021

Additional dose forms will also be launched

**Maxigesic** file accepted by FDA and pending successful clinical trial result **Maxigesic IV** to be filed during 2017

**Additional** IP technology has been licensed and two further **Maxigesic** dose forms have been developed. Planned to complete developments and file in FY2019

**SUMMARY:** Drive sales by

- [1] Increasing sales in **Australia through codeine switch**
- [2] Increasing sales in existing territories
- [3] Launch in new territories
- [4] Launch additional dose forms



## MAXIGESIC: Australian growth strategy

Prior to the re-scheduling of codeine-based analgesics, our growth estimates were for sales increasing in Australia from 13 to 26 million tablets in FY2018.

Codeine switch confirmed for 1st February 2018.

Codeine tablet market is now circa 710 million tablets per annum.

Consumer market research indicates 40-47% codeine patients will switch to an OTC alternative analgesic.

Potential switch market is 284 - 333 million tablets.



# NasoSURF NEBULISER: Future growth strategy

<b>Product description</b>	<p>A handheld ultrasonic nasal mesh nebuliser for the intranasal delivery of medication and treatment of chronic sinusitis</p>
<b>Rationale for investment in product</b>	<ul style="list-style-type: none"> <li>• To expand our existing allergy and hospital product ranges locally</li> <li>• Significant global potential</li> </ul>
<b>Current status</b>	<ul style="list-style-type: none"> <li>• Registered as Class I Device with FDA as planned</li> <li>• Engineering scale production completed</li> </ul>
<b>Our medium term plans</b>	<ul style="list-style-type: none"> <li>• Human Factor Studies in USA completed</li> <li>• FDA Pre-IND meeting completed</li> <li>• Development pathway clarified with FDA</li> <li>• Distribution studies underway</li> <li>• First Drug PK studies targeted to commence in FY2018</li> <li>• First Drug Clinical Studies targeted to start FY2018-FY2019</li> <li>• Open IND in FY2018 - FY2019</li> <li>• First drug delivery indication a significant potential market – US\$1.2B in USA alone [Based upon market research studies in USA and UK]</li> <li>• Licensing negotiations during FY2018-2019</li> </ul>

The NasoSURF Nebuliser has desirable features over currently marketed nebulisers, which are not approved for delivery of specific drugs intranasally and do not possess a number of the advantages of the NasoSURF Nebuliser



Sales will be generated from

- 1) device sales,
- 2) a per use charge administered through RFID (radio frequency identifier) cards, and
- 3) consumables

# SUMMARY OF MEDIUM TERM PLANS



Phased launches of *Maxigesic* in over 110 countries including North America

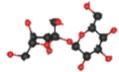
Add additional *Maxigesic* dose forms to the initial launches to extend sales

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Further licensing agreements for *Maxigesic* and *Maxigesic IV* in larger markets including North America

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## *NasoSURF and Pascomer*

Further development programs

Licensing in major target markets of North America and EU

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Build *Maxigesic* significant market share pre and post codeine changes and register and launch line extensions

Build further revenues of OTC product sales in Australia

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