



Annual Shareholders Meeting
2 August 2019

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All amounts are disclosed in New Zealand dollars (NZ\$) unless otherwise indicated. All references to FY20XX appearing in this presentation are to the financial year ending 31 March, unless otherwise indicated.

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Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon (and is not) an indication of future performance.

CHAIRMAN'S INTRODUCTION



David Flacks

DIRECTORS AND EXECUTIVES INTRODUCTIONS

AGENDA

- Chairman's address
- Chief Executive Officer's Presentation
- Shareholder Questions
- Ordinary Resolutions
- Special Resolution

FY 2019 Highlights

42

countries *Maxigesic* registered in

20

countries *Maxigesic* launched in

\$85.1m

operating revenue for FY2019

\$6.1m

operating profit and \$16.2m improvement on FY2018

\$6.9m

available cash as at 31 March 2019 – up from \$6.7m end of FY2018

Product development

Balance sheet and funding

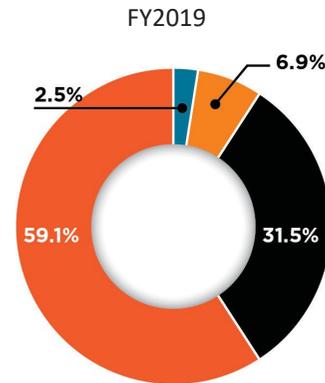
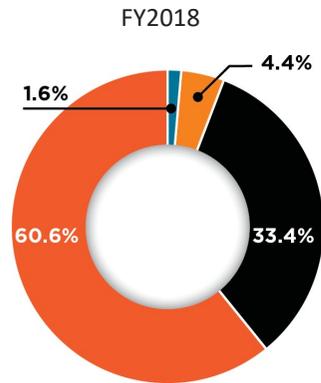
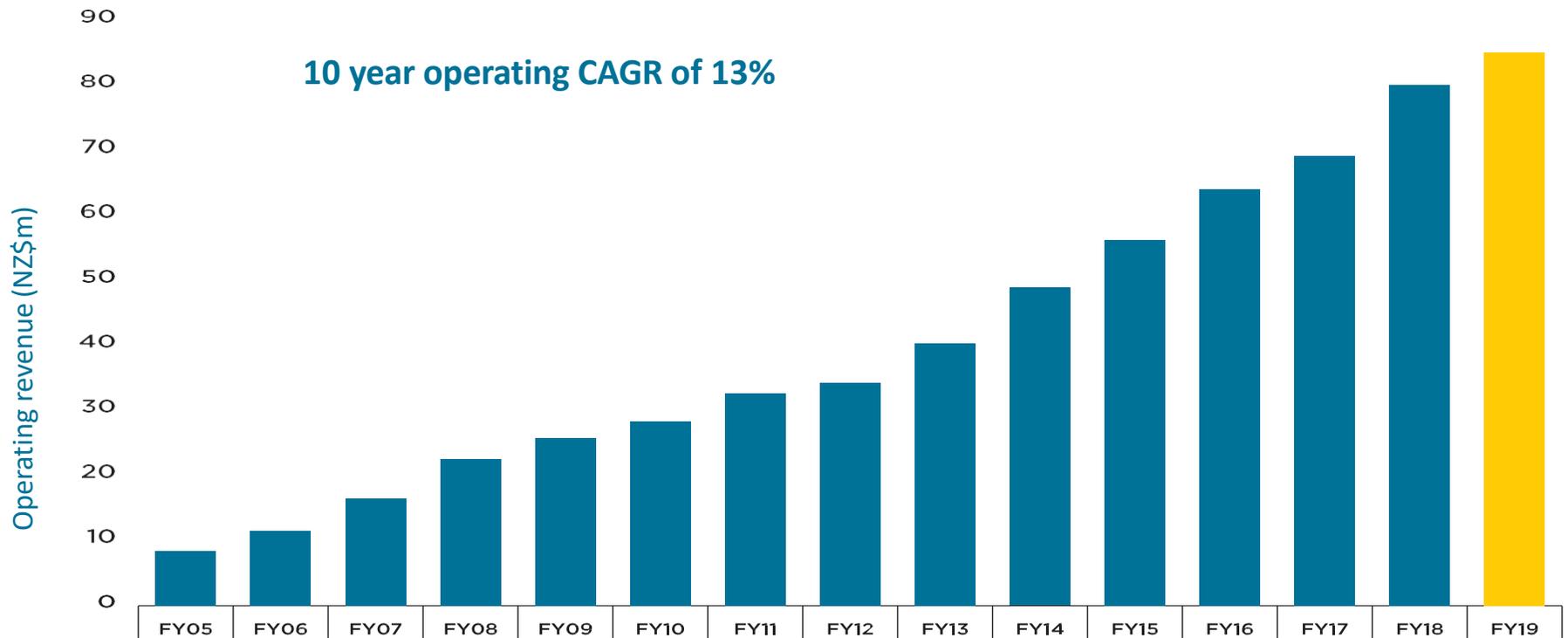
Governance

CEO's PRESENTATION



Hartley Atkinson

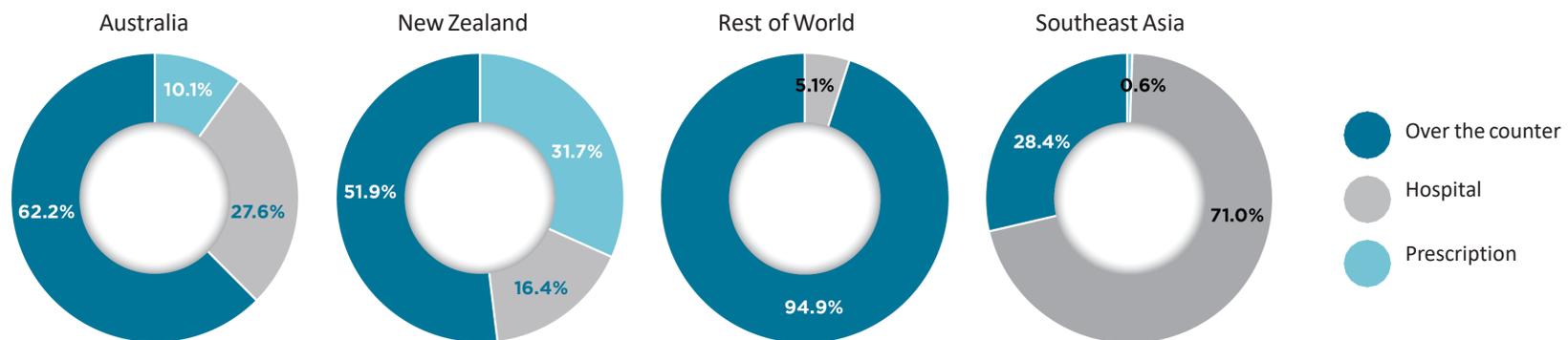
Revenue Growth



- Australia
- New Zealand
- Rest of World
- Southeast Asia

Financial performance - Revenue by region and channel

NZ\$000's	FY2017	% of total	FY2018	% of total	FY2019	% of total
Australia	37,063	53.6%	49,193	60.6%	50,304	59.1%
YoY growth			32.7%		2.3%/12.6%	
New Zealand	29,167	42.1%	27,096	33.4%	26,796	31.5%
YoY growth			-7.1%		-1.1%/5.4%	
Rest of World	1,968	2.8%	3,601	4.4%	5,885	6.9%
YoY growth			82.9%		63.4%	
Southeast Asia	1,005	1.5%	1,286	1.6%	2,142	2.5%
YoY growth			27.9%		66.5%	
Total Operating Revenue	69,205	100%	81,176	100%	85,127	100%
YoY growth			8.1%		4.9%/13.5%	



Profit and Loss

NZ\$'000's year ended 31 March	2019	% of revenue	2018	% of revenue
Revenue	85,127		81,176	
Cost of Sales	(44,397)	52.2%	(45,880)	56.5%
Gross Profit	40,730	47.8%	35,296	43.5%
Other Income	2,237	2.6%	1,130	1.4%
Selling and distribution expenses	(26,540)	31.2%	(28,533)	35.1%
General and administrative expenses	(7,202)	8.5%	(8,308)	10.2%
Research and development expenses	(2,588)	3.0%	(8,230)	10.1%
Equity accounted loss of joint venture entity	(521)	0.6%	(1,494)	1.8%
Operating Profit / (Loss)	6,116		(10,139)	
Finance Income	42		125	
Finance Costs	(8,417)		(2,652)	
Loss before tax	(2,259)		(12,666)	
Tax benefit/(expense)	(168)		(58)	
Loss after tax	(2,427)		(12,724)	

Balance Sheet

NZ\$'000's year ended 31 March	2019	2018
Current Assets	51,261	48,312
Non Current Assets	12,334	8,291
Total Assets	63,595	56,603
Current Liabilities	58,504	18,607
Non Current Liabilities	-	30,654
Total Liabilities	58,504	49,261
Equity	5,091	7,342
Total Liabilities and Equity	63,595	56,603

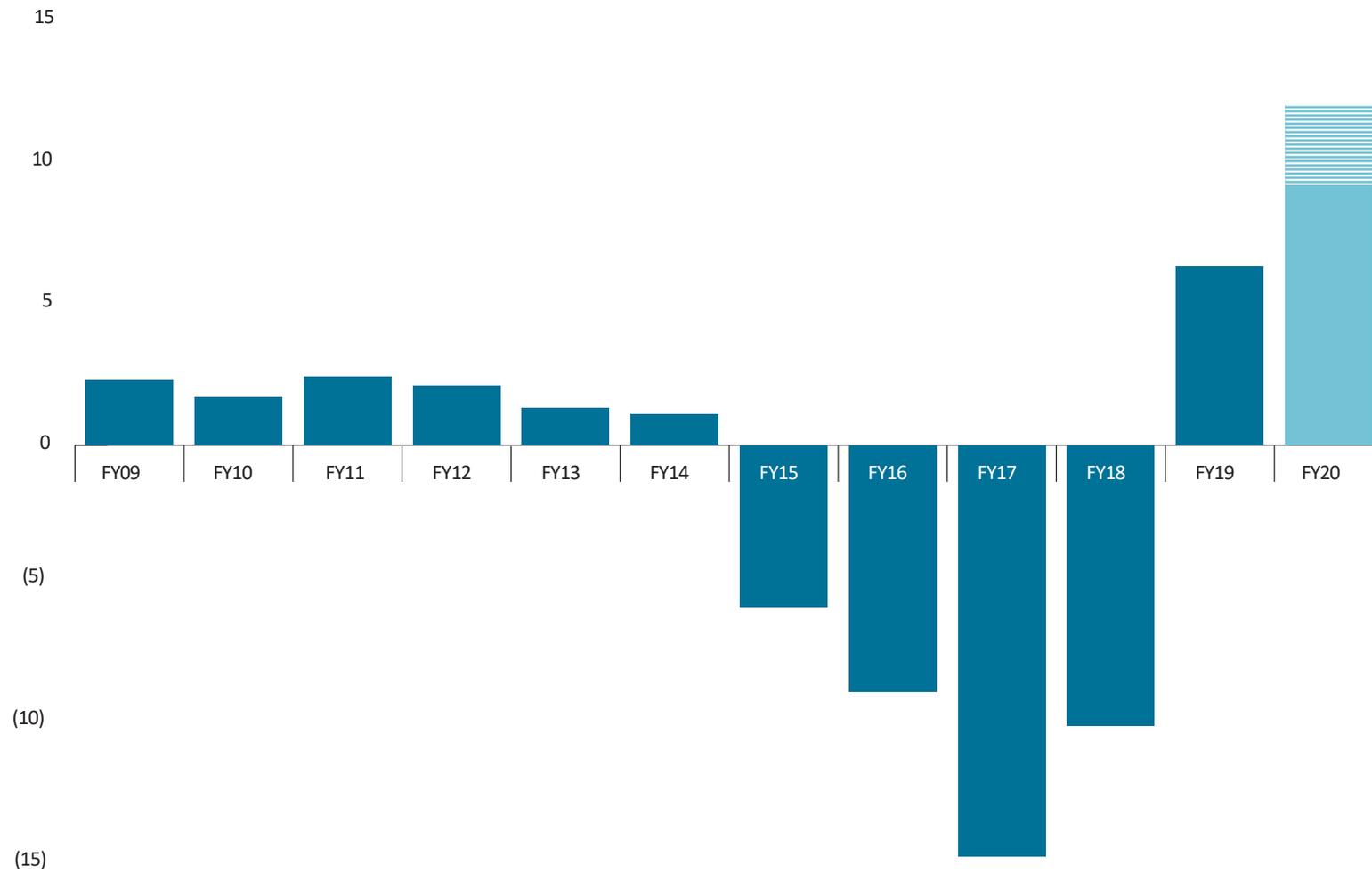
Notes:

1. Since year end a NZ\$15m BNZ facility has been used to reduce the CRG facility by around 33%, which saves circa \$900,000 p.a.
2. We are in discussion with local commercial banks for a three year facility to replace the CRG facility from 31 March 2020

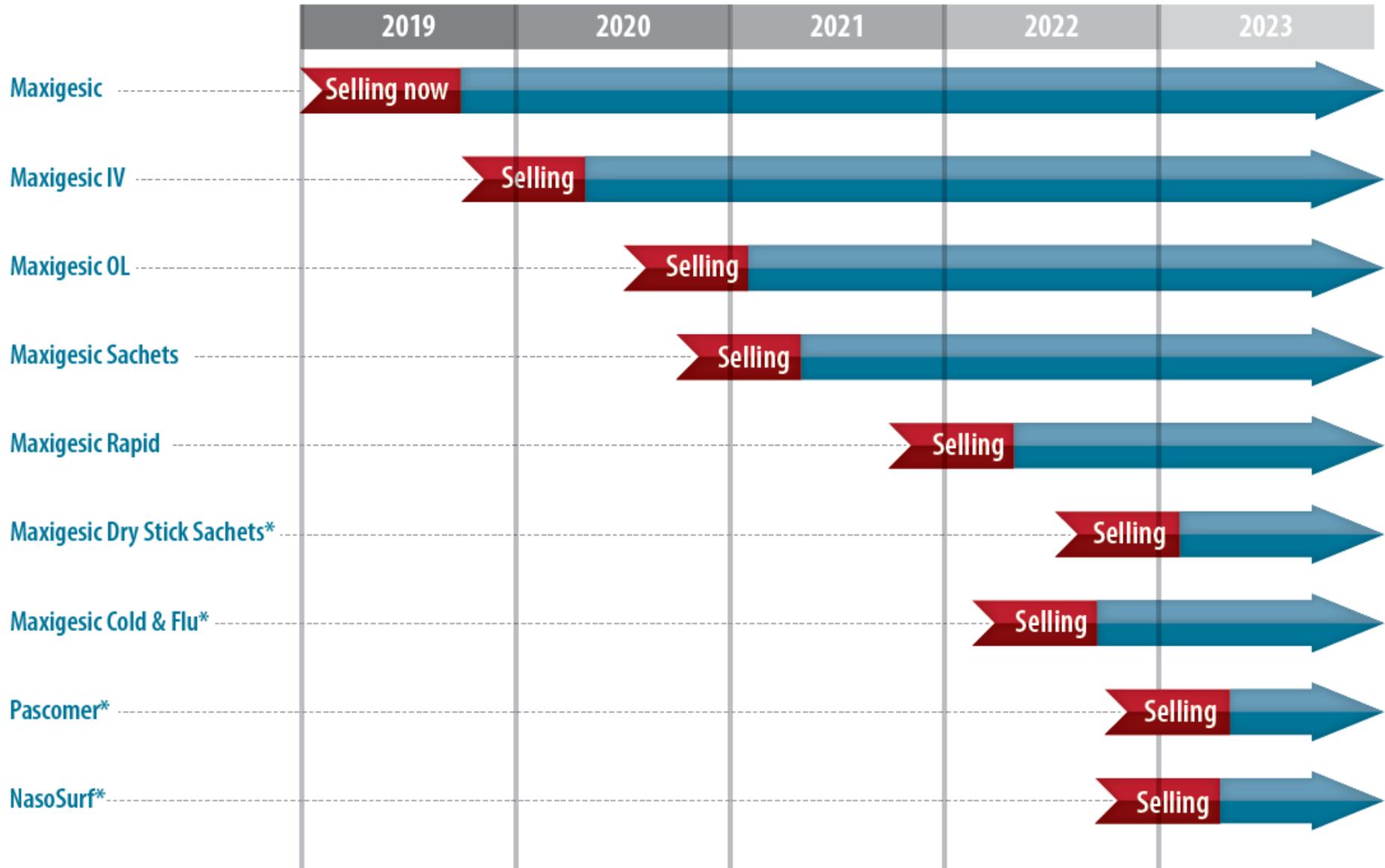
Cashflow

NZ\$'000's year ended 31 March	2019	2018
Net cash used in operating activities	1,067	(9,167)
Net cash used in investing activities	(4,884)	(5,855)
Net cash generated from financing activities	3,723	5,863
Net increase in cash	(94)	(9,159)
Impact of foreign exchange on cash and cash equivalents	240	24
Opening cash and cash equivalents	6,770	15,905
Closing cash and cash equivalents	6,916	6,770

Operating profit progress



AFT pharmaceuticals Pipeline

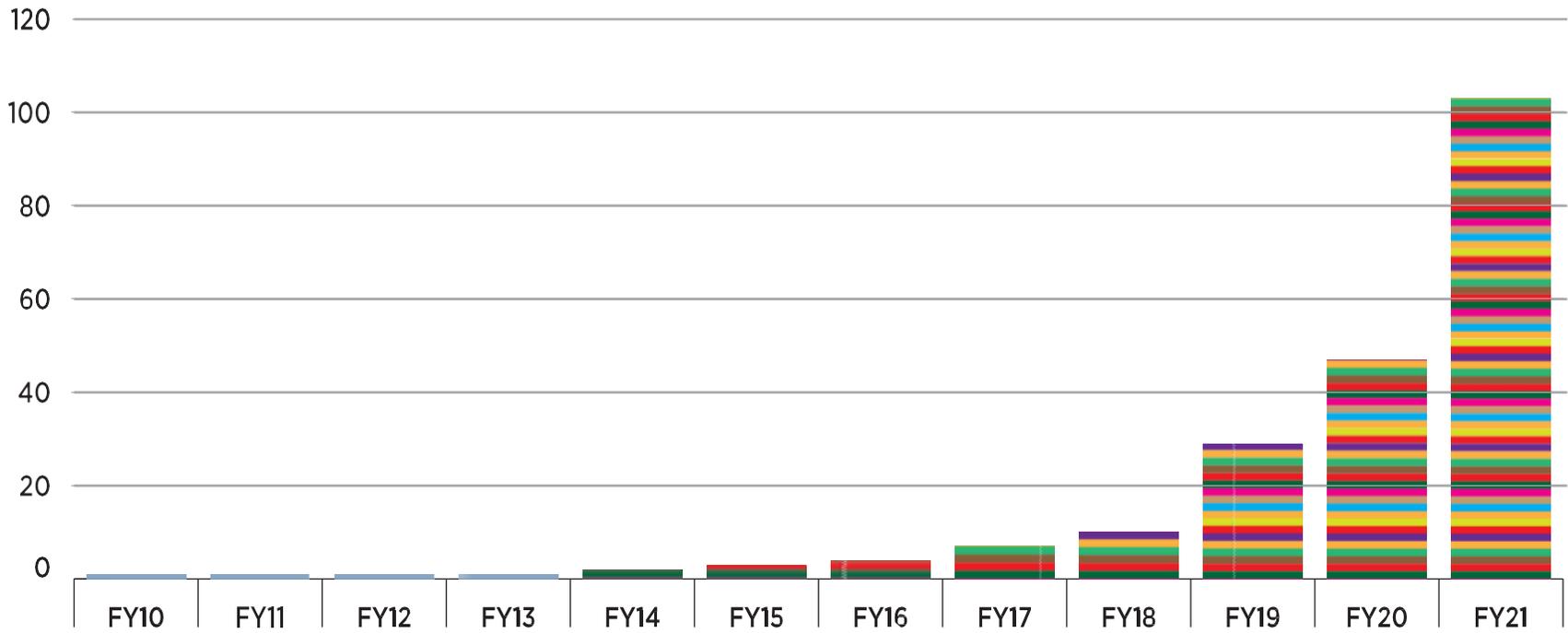


*Under development. Pivotal data to be obtained. Selling date dependent on successful R&D and registration

Maxigesic Development Progress

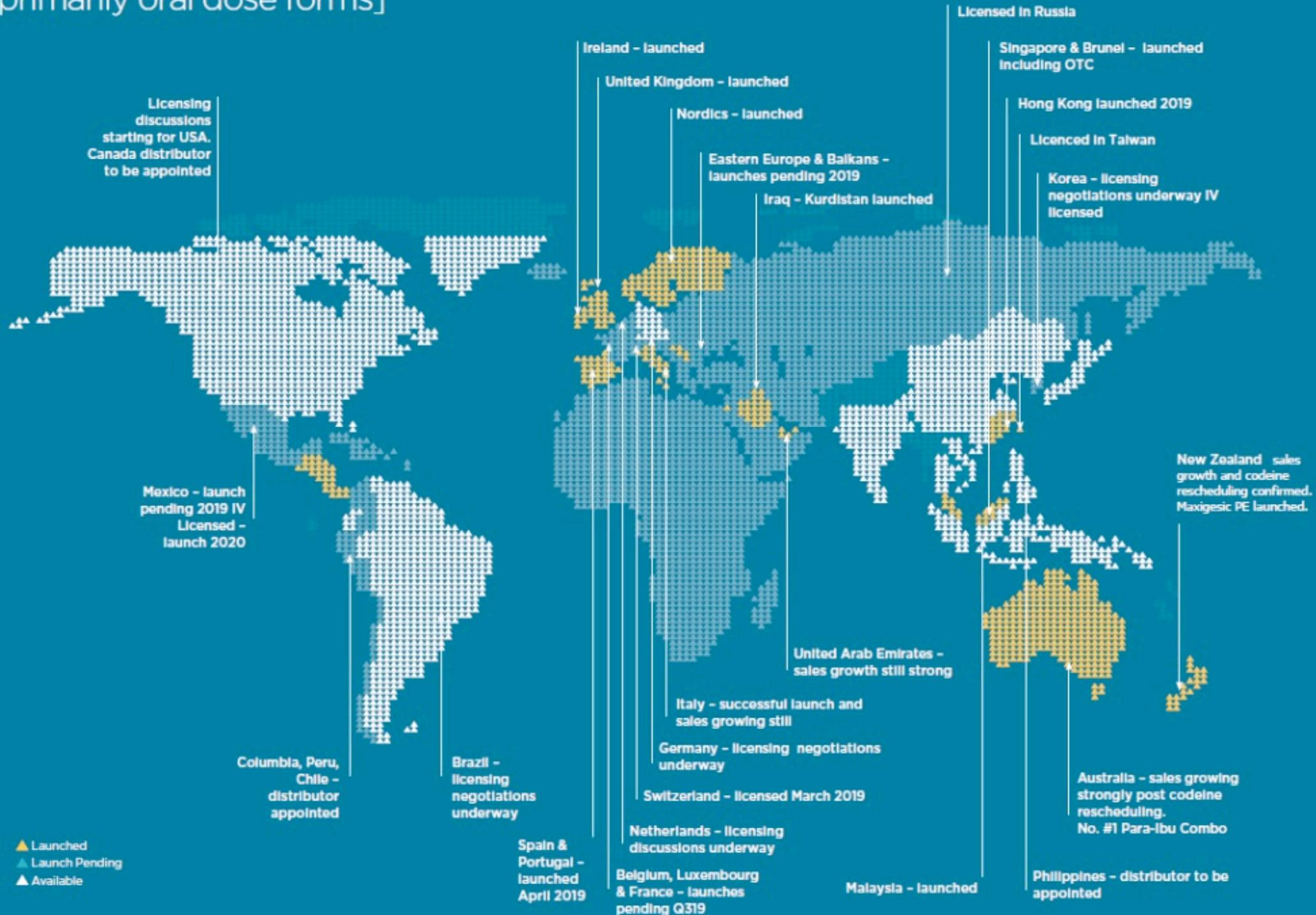
	Maxigesic Tablets	<ul style="list-style-type: none">• registered across all of EU
	Maxigesic IV	<ul style="list-style-type: none">• first registration achieved 2019 in AU• sales predicted to start late 2019/2020
	Maxigesic Oral Liquid	<ul style="list-style-type: none">• filings in 23 countries• sales anticipated to start 2020
	Maxigesic Hot Drink Sachets	<ul style="list-style-type: none">• regulatory filings to commence 2019• sales anticipated to start 2020
	Maxigesic Rapid	<ul style="list-style-type: none">• formulation completed successfully• sales anticipated to start 2021
	Maxigesic Cold & Flu	<ul style="list-style-type: none">• new development underway• sales anticipated to start 2022

Maxigesic Countries sold and ordered



MAXIGESIC GLOBAL UPDATE

[primarily oral dose forms]



Maxigesic going forward

Product	Maxigesic Tablets			Maxigesic IV			Maxigesic oral solution		
	2019	2018		2019	2018		2019	2018	
Licensed	125+	125	- %	68	62	10%	122	118	4%
Registered	42	32	28%	1	-	++%	-	-	- %
Sold in	20	10	100%	-	-	- %	-	-	- %



Pascomer development

- **Market** - 30,000 patients in US alone represents a US\$300m market opportunity
- **Knowledge** – 12 published trials and published case reports on 425 patients using compounded rapamycin show that it successfully treats the condition
- **Pascomer development** – two trials using proprietary commercial product. First trial in 120 patients in eight sites around the world underway. Results mid 2020
- **Funding** - provided by out licensed partner, Timber LLC - US based experts in commercialising similar products involved with AFT on this product from the outset
- **Launch** – provided trials successful, launch late 2022/early 2023
- **AFT Opportunity** – peak annual revenue in excess of NZ\$100m

Medium Term Plans



Further drive International Sales

- Accelerate countries launched in
- Start to launch new line extensions [Maxigesic IV]



Extend International Licensing

- Achieve licensing agreement in USA/Canada, Germany and LATAM
- Explore previously unplanned territories: China and Japan Licensing Agreements



Drive Increased Upfront Payments

- Maxigesic IV licensing agreements
- Larger territories such as US, JP, CN



Drive Local ANZ and SE Asia Sales

- Drive Maxigesic sales in AU & NZ
- New OTC launches in AU & NZ
- Double SE Asia sales



Drive Improved Financials

- Break-even in SE Asia
- Meet profit projections
- Refinance to lower interest costs and repay debt
- Increase cash position

QUESTIONS AND ANSWERS

Resolutions

Ordinary Resolution 1

1. That the directors are authorised to fix the fees and expenses of Deloitte as auditor for the 2020 financial year.

Ordinary Resolution 2

2. That Dr Hartley Atkinson be re-elected as a director of AFT Pharmaceuticals Limited.



Ordinary Resolution 3

3. That Mr Jon Lamb be re-elected as a director of AFT Pharmaceuticals Limited.



Ordinary Resolution 4

4. That Dr John Douglas Wilson be re-elected as a director of AFT Pharmaceuticals Limited.



Special Resolution 5

5. That the existing constitution of the Company is revoked, and the constitution tabled at the meeting, and referred to in the explanatory notes, is adopted as the constitution of the Company.

Voting

Close of Meeting
Thanks for attending