



INVESTOR PRESENTATION MAY 2021

Important Notice

This presentation has been prepared by AFT Pharmaceuticals Limited (“AFT”), to provide a general overview of the performance of AFT for the financial year ended 31 March 2021. It is not prepared for any other purpose and must not be provided to any person other than the intended recipient. This presentation should be read in conjunction with AFT’s annual report, market releases and other periodic and continuous disclosure announcements, which are available at www.nzx.com and www.asx.com.au.

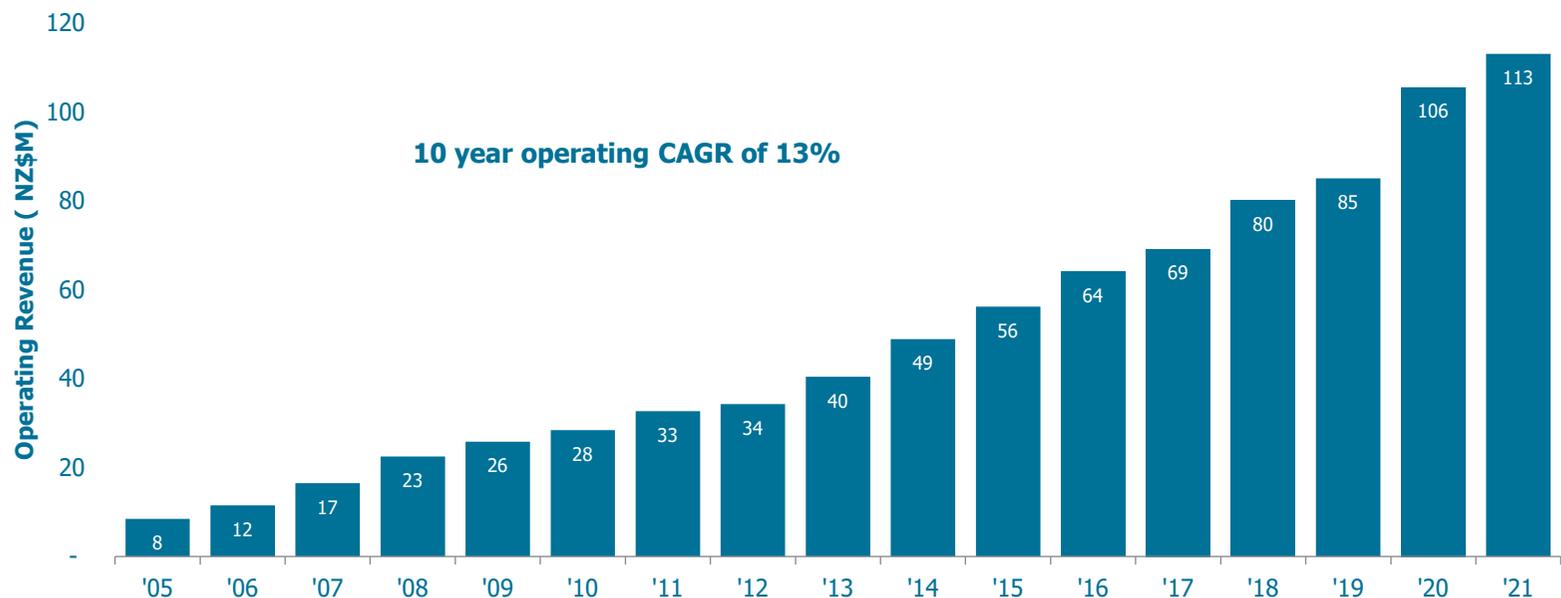
All amounts are disclosed in New Zealand dollars (NZ\$) unless otherwise indicated. All references to FY20XX appearing in this presentation are to the financial year ending 31 March 20XX, unless otherwise indicated.

This presentation is not a recommendation, offer or invitation to acquire AFT’s securities or other form of financial advice or disclosure document. While reasonable care has been taken in compiling this presentation, none of AFT nor its subsidiaries, directors, employees, agents or advisers (to the maximum extent permitted by law) gives any warranty or representation (express or implied) of the accuracy, completeness or reliability of the information contained in it nor takes any responsibility for it. The information in this presentation has not been and will not be independently verified or audited.

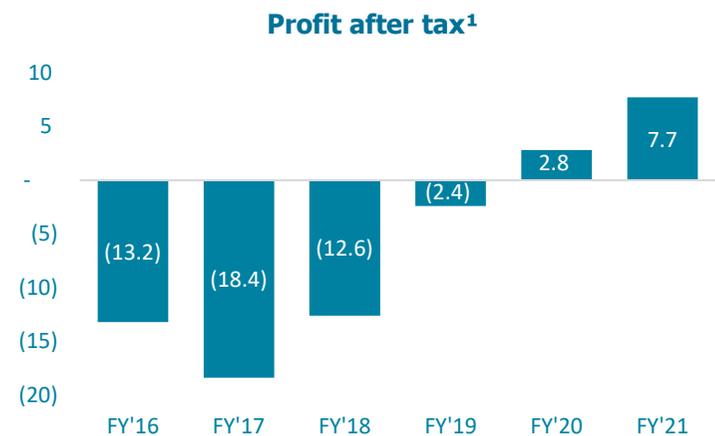
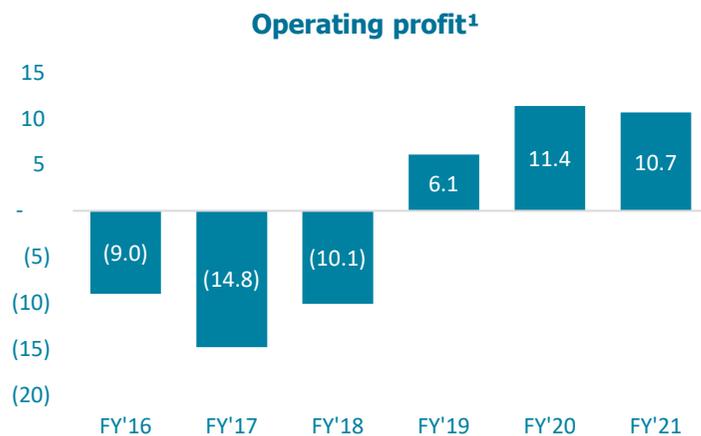
This presentation may contain certain forward-looking statements and comments about future events, including with respect to the financial condition, results, operations and business of AFT. These statements are based on management’s current expectations, which may involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct, and the actual events or results may differ materially and adversely from these statements.

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.

AFT financials at a glance

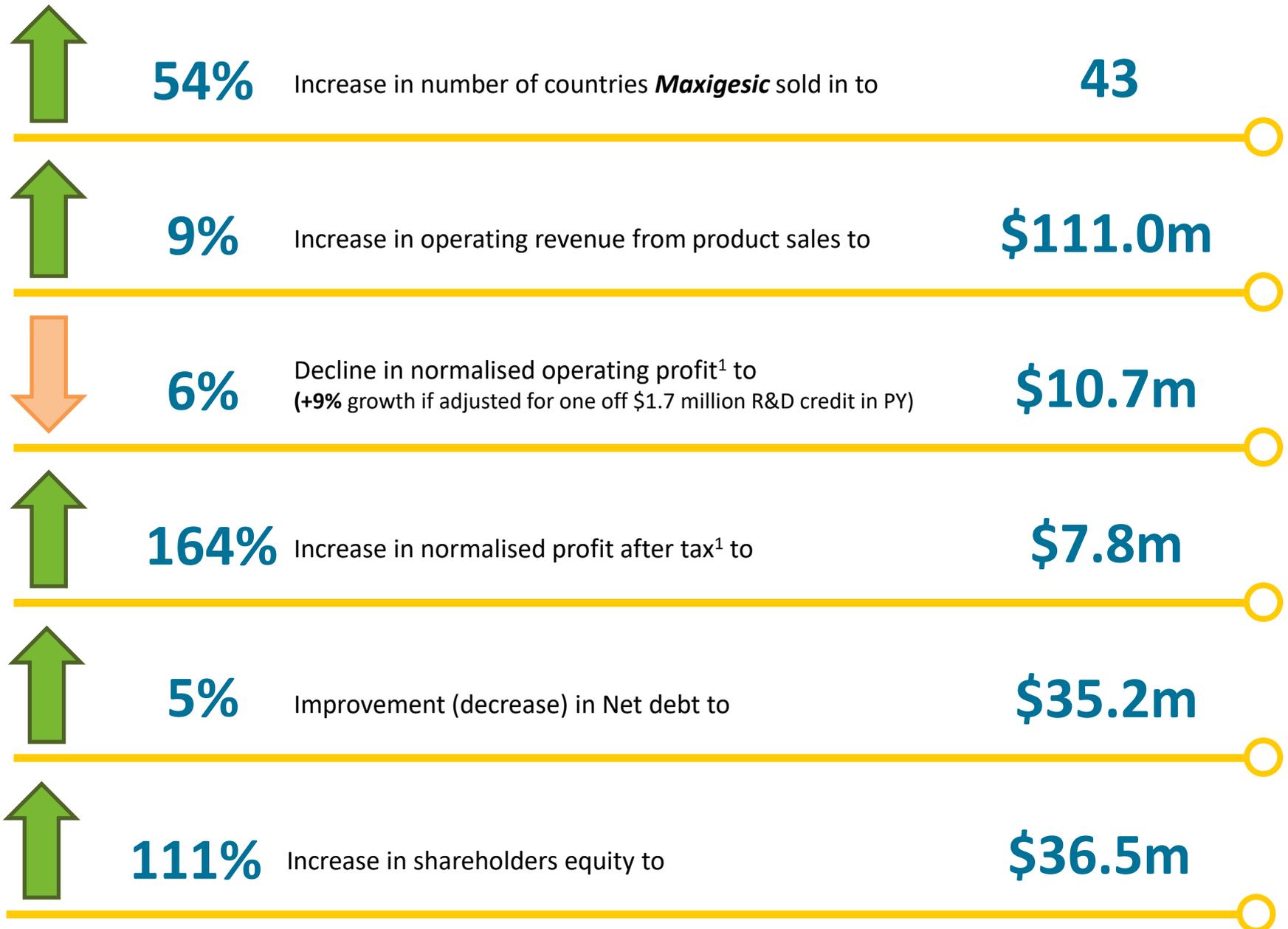


Financial year ended 31 March



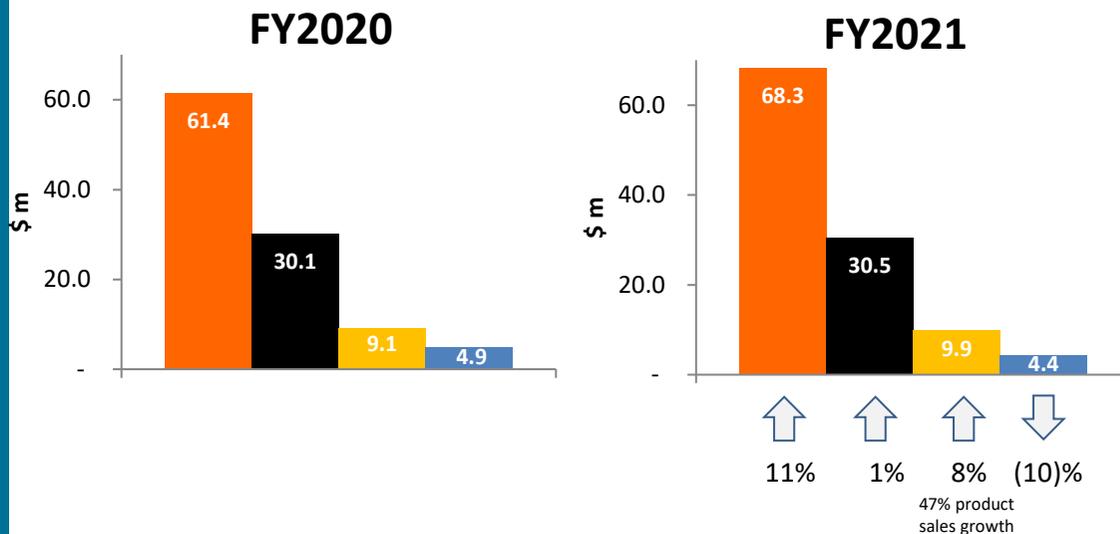
¹ FY20 normalised to exclude \$9.8m gain on de-recognition of equity accounted investment and recognition of net assets acquired at fair value in a step acquisition

FY2021 financial highlights



¹ FY20 normalised to exclude \$9.8m gain on de-recognition of equity accounted investment and recognition of net assets acquired at fair value in a step acquisition

Revenue Growth



■ Australia
 ■ New Zealand
 ■ Rest of World
 ■ Asia

- Continued growth in established Australian and New Zealand markets
- Significant growth in product sales to Rest of the World
- Significant margin improvement in Asia on lower revenue this year

AFT Australasian product portfolio

AFT's portfolio includes a broad range of 125+ proprietary, branded and generic products built on seven therapeutic pillars:

Pain	Maxigesic, ParaOsteo, ZoRub OA/HP, Fenpaed, Combolieve Day/Night
Eyecare	Hylo, Novatears, CromoFresh, Opti-soothe Wipes/Mask, VitAPOS
Medicated Vitamins	Ferro-liquid, FerroTab, Ferro-F, Ferro-sachets, Lipo VitC, Lipo VitD, CalciTab
Allergy	Loraclear, Histaclear, Fexaclear, Levoclear, Allersoothe, Lorapaed, Becloclear, Steroclear
Gastrointestinal	Gastrosoothe/Forte, LaxTab, Micolette, Nausicalm, DiaRelieve
Dermatology	Crystaderm, Crystawash Hand Sanitizer, Crystasoothe, ZoRub anti-chafing, Decazol, MycoNail, RestoraNail, Topiderm, Hemptuary
Hospital	Maxigesic IV, Injectables



AFT Asia product portfolio

AFT's Asia portfolio includes a range of proprietary, branded and generic products which address the following therapeutic areas:

Pain	Maxigesic
Medicated Vitamins	Ferro-sachets, Lipo VitC, Lipo VitD and expanding pipeline – T Mall
Dermatology	Crystawash Extend Hand Sanitizer, Hemptuary
Hospital	Maxigesic IV, Injectables



AFT Global product portfolio

AFT is building the global presence of its proprietary and patented products through its network of licensees and distributors.

It continues the development of its portfolio of repurposed medicines: Maxigesic, Pascomer, NasoSURF, Crystawash Extend and Crystaderm

Pain	Maxigesic oral dose forms – tablets, solution, hot drink sachet, rapid, cold and flu
Hospital	Maxigesic IV (intravenous) NasoSurf – nasal nebuliser drug delivery
Dermatology	Pascomer – primarily North America & Europe Crystawash extend – selected territories such as Canada & Middle East Crystaderm – selected territories such as Canada



Abbreviated Consolidated Income Statement

NZ\$'000's year ended 31 March	2021	% of revenue	2020	% of revenue
Revenue	113,105		105,597	
Gross Profit	48,741	43.1%	48,265	45.7%
Underlying Operating Expenses and Other Income	(38,033)	33.6%	(36,843)	34.9%
Underlying Operating Profit¹	10,708	9.5%	11,422	10.8%
Non-recurring Gain	-		9,784	
Operating Profit	10,708		21,206	
Financing expenses and income	(2,821)		(8,329)	
Tax Expense	(105)		(185)	
Profit after tax	7,782		12,692	
Underlying Profit after tax¹	7,782		2,908	
Revenue from product sales & royalties	110,980		101,772	
Gross Profit from product sales & royalties	46,754	42.1%	44,440	43.7%

¹ Adjusted for the \$9,784 non-recurring gain on acquisition

Abbreviated Balance Sheet

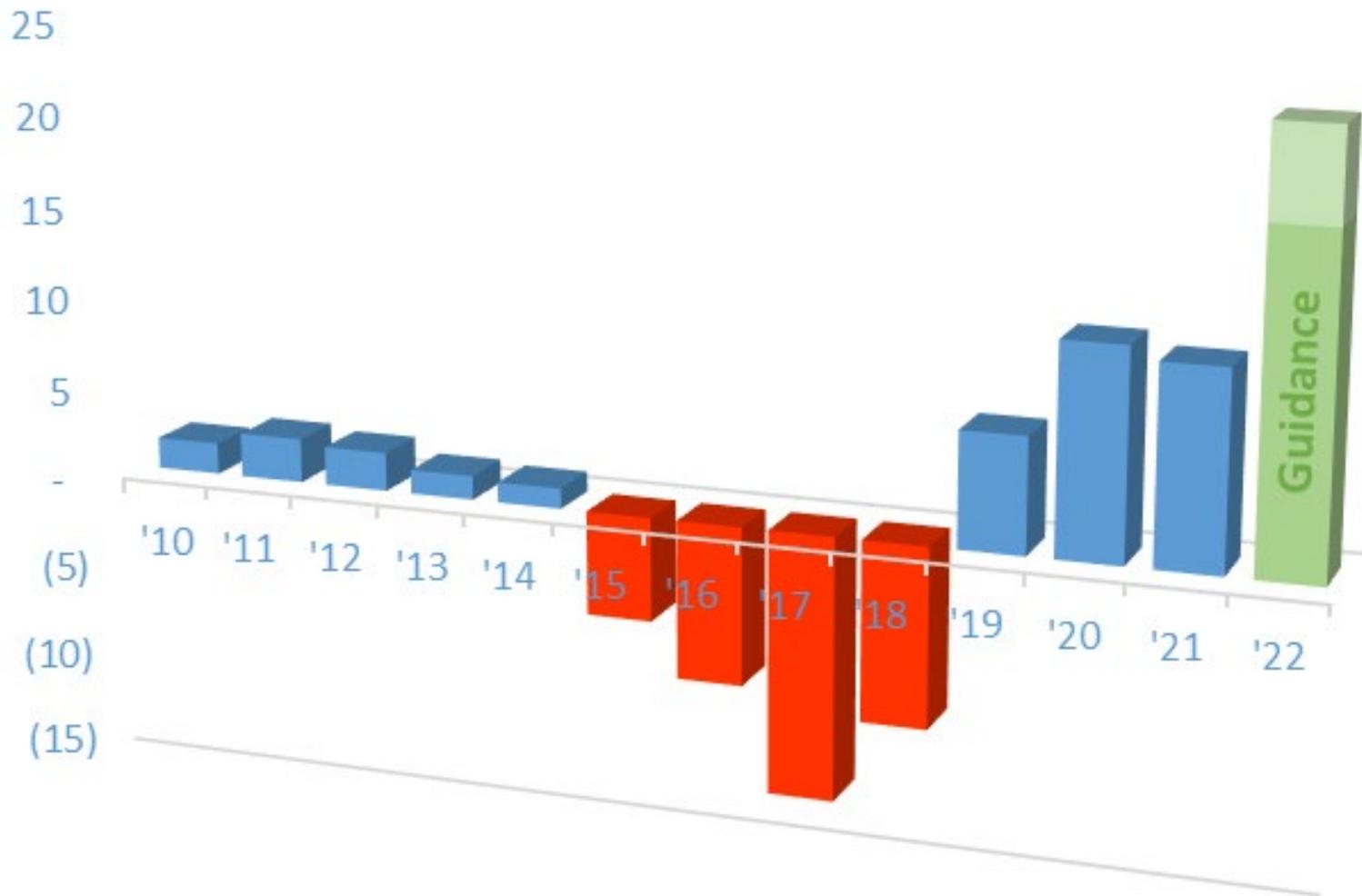
NZ\$'000's year ended 31 March	2021	2020
Current assets	64,693	49,217
Cash	3,209	6,119
Non-current assets	37,237	31,716
Total assets	105,139	87,052
Current liabilities	26,941	23,102
Current interest bearing liabilities	5,161	2,000
Non-current liabilities	3,242	3,495
Non-current interest bearing liabilities	33,200	41,200
Total liabilities	68,544	69,797
Total equity	36,595	17,255
Total liabilities and equity	105,139	87,052

Abbreviated Cashflow

NZ\$'000's year ended 31 March	2021	2020
Net cash from operating activities	757	14,878
Net cash used in investing activities	(6,231)	(6,562)
Net cash (used) / generated from financing activities	2,515	(9,118)
Net increase / (decrease) in cash	(2,959)	(802)
Impact of foreign exchange on cash and cash equivalents	49	5
Opening cash and cash equivalents	6,119	6,916
Closing cash and cash equivalents	3,209	6,119

Normalised Operating profit progress

NZ\$ million



New Products build Revenue pipeline

● Maxigesic

- FDA CRL received for tablets indicating approvability after manufacturing site GMP audit
- Maxigesic IV registrations successfully completed in now 21 countries
- Maxigesic Oral Liquid awaiting first registrations in Europe and ANZ

● **Maxigesic Hot Drink Sachets** regulatory filings started December 2019. First approval in AU.

● **Maxigesic Rapid** formulation completed successfully. First filing in 2H 2021 calendar year

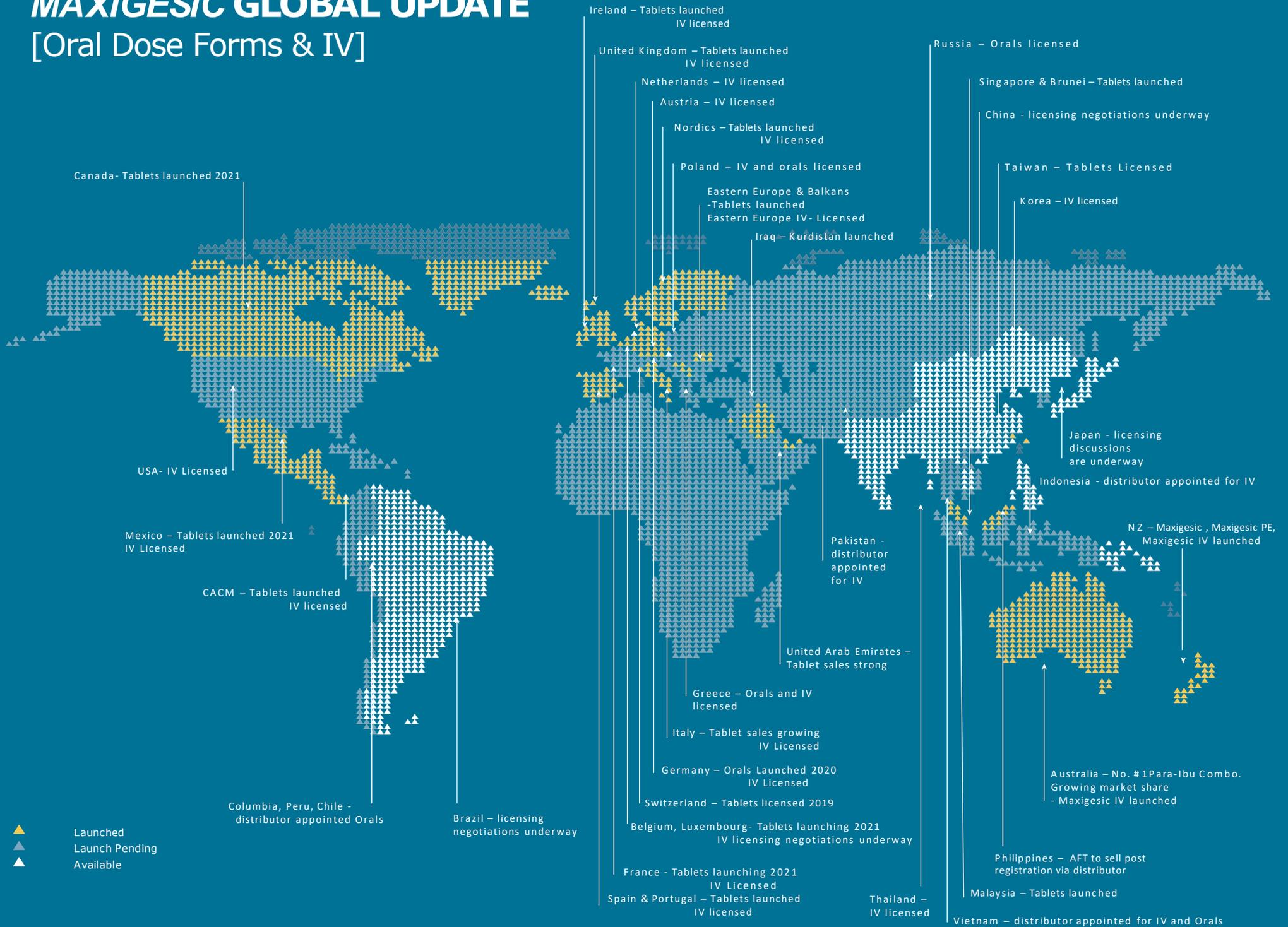
● **Maxigesic Cold & Flu** new development underway. First filing started in 2020.

● **Pascomer** first large global multicenter study well advanced – US, AU, NZ, Europe

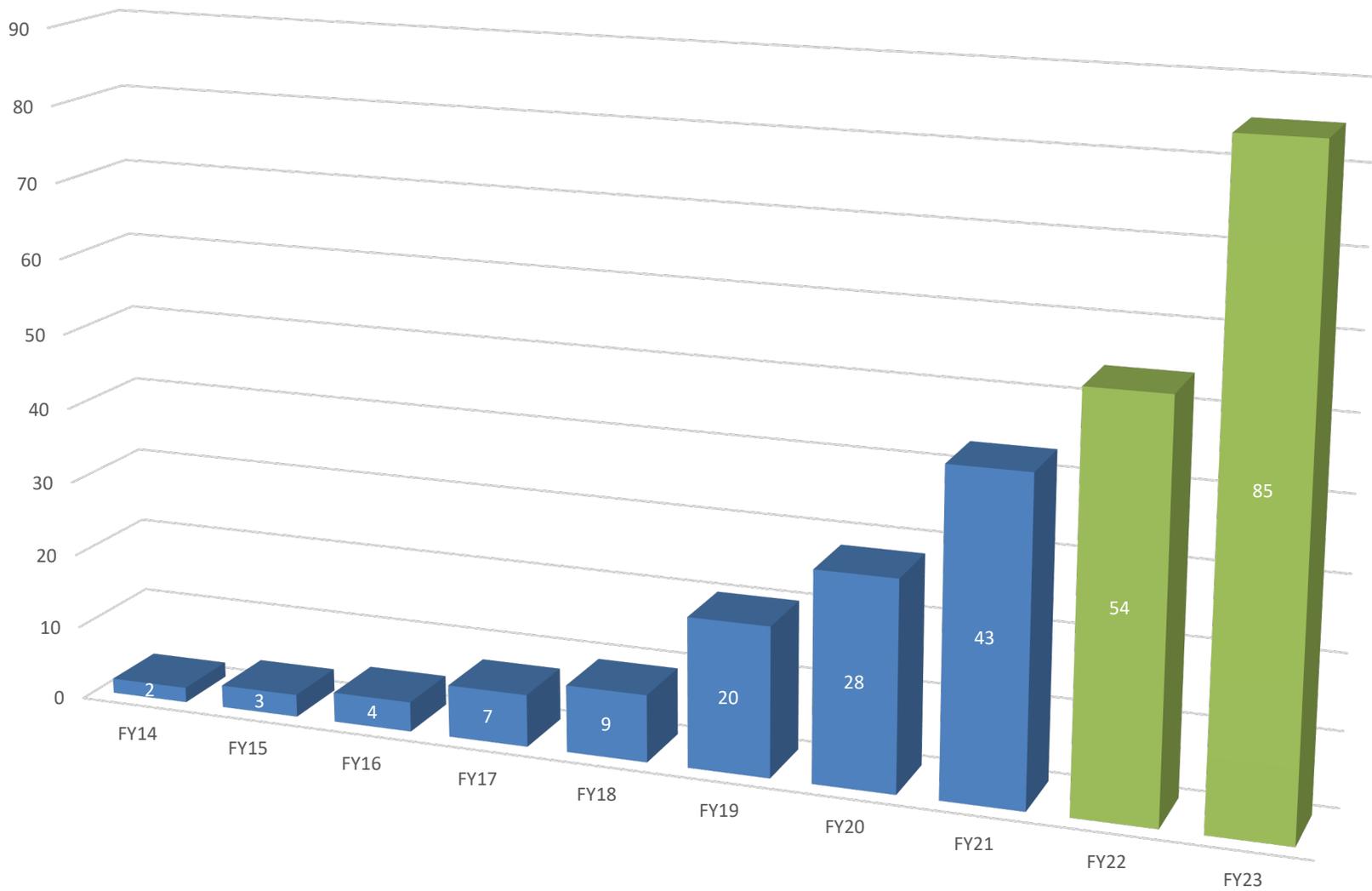
● **NasoSURF** Engineering batches completed. Development first dose form made in USA underway. Pilot study to start late 2021.

MAXIGESIC GLOBAL UPDATE

[Oral Dose Forms & IV]



Maxigesic Countries sold and ordered



Outlook



Further Drive International Sales

- Keep accelerating number of new countries launched in such as Russia
- Growing sales in newly launched markets such as Canada, Germany, Switzerland
- Launching new line extensions – Maxigesic IV



Extend International Licensing

- Finalise licensing agreement discussions in China and Japan



Bank Increased License Payments

- Maxigesic IV upfront and milestone payments
- Additional territories such as China or Japan
- Other milestone payments such as Pascomer



Drive Local ANZ Sales

- Drive Maxigesic sales and line extensions in AU & NZ such as sachets
- Targeting 31 new approvals across ANZ.
- Ongoing in-licensing to expand ANZ business
- New launches in AU & NZ.



Strong Profit Growth Expected For FY22

- Expected FY22 Operating Profit in range of NZ\$18-23m
- Reduce net debt position to \$25–30m through profit and inventory level normalization
- Assess potential for a dividend policy towards end FY22 once net debt and profit reaches targeted range.



A|F|T *pharmaceuticals*
Working to improve your health