



# Key Achievements for FY19

## Penthrox®

- Sales in Europe grew 401%
- Sales into the UK grew 68%
- Global sales grew 47%
- Sales to Australian Ambulance grew 38%
- Regulatory approval in a total of 27 European countries
- Regulatory approval and launches in Hong Kong and Saudi Arabia
- Regulatory approval in Jordan
- Almost 400 new customers in Europe and 1,058 customers in total
- 359 customers in France (FY18: 248)
- 159 new customers in the rest of Europe
- 540 customers in the UK and Ireland (FY18: 385)
- Signed exclusive Penthrox® deal for China and received A\$20.8m upfront cash payment
- IND submitted in China
- Regulatory submissions and preparations ongoing in USA, Iran, Iraq, South Korea and Russia
- Progressed the Paediatric Study in the UK and Ireland (nearing 60% recruitment)
- Completed recruitment for the Post Authorisation Safety Study in the UK
- Completed a Phase 1 Pharmacokinetic Study in Europe

# Key Achievements for FY19

## Respiratory Medical Devices

→ Sales into the USA grew 62%

→ Sales in Asia up 111%

→ Australian Breath-A-Tech sales up 9%

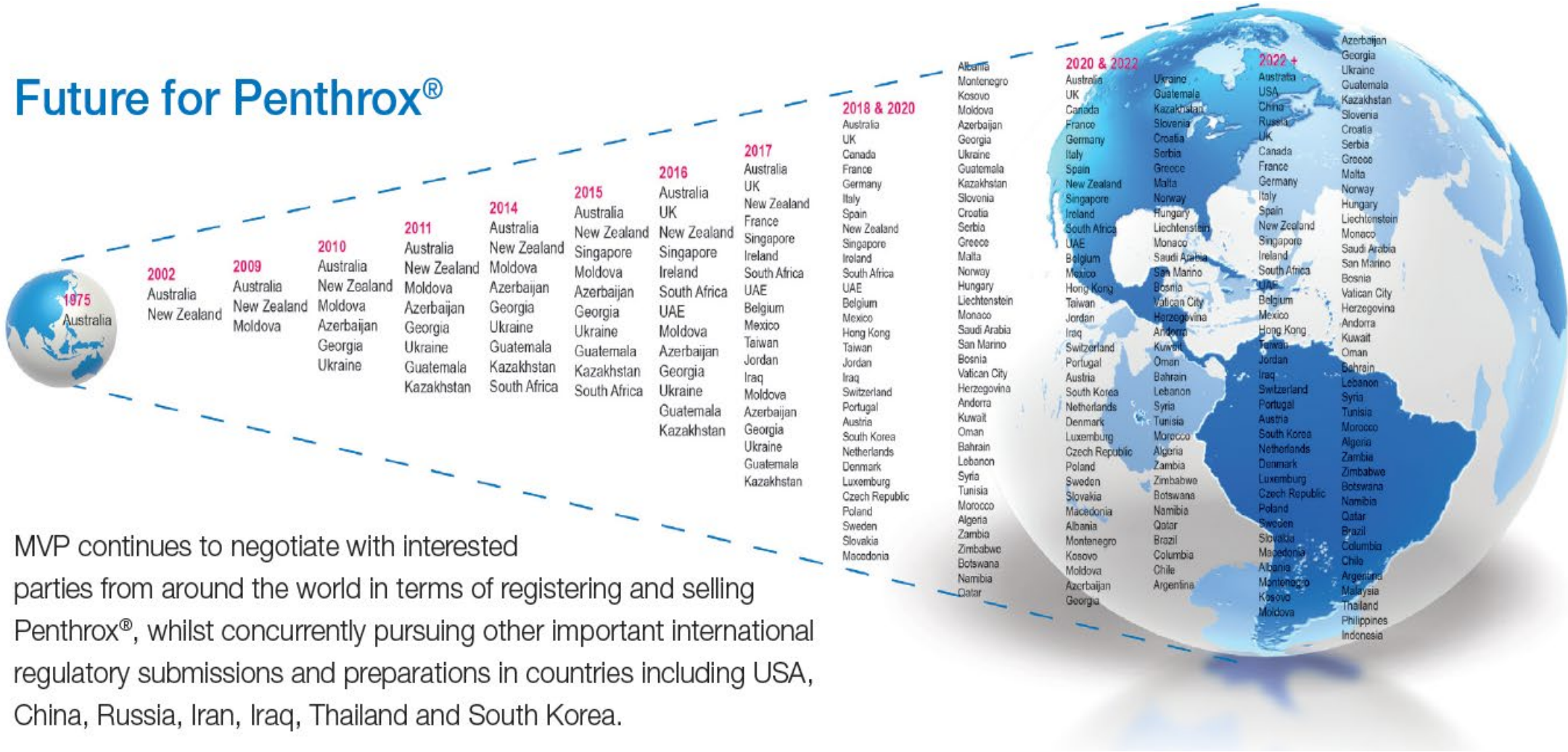
→ UK/EU sales down 53%

# Key Achievements for FY19

## Other

- Raised \$24.5m via Institutional Placement and Share Purchase Plan
- Received R&D Tax Incentive concession of \$488,000
- CSIRO development project for new manufacturing technologies progressing
- Repayment of all bank debt
- Continued investment in clinical development programs and trials

# Future for Pentrox®



MVP continues to negotiate with interested parties from around the world in terms of registering and selling Pentrox®, whilst concurrently pursuing other important international regulatory submissions and preparations in countries including USA, China, Russia, Iran, Iraq, Thailand and South Korea.

# Penthrox® in USA

## Clarity from the FDA

Concession from the FDA on required animal studies

Clear pathway forward to open IND

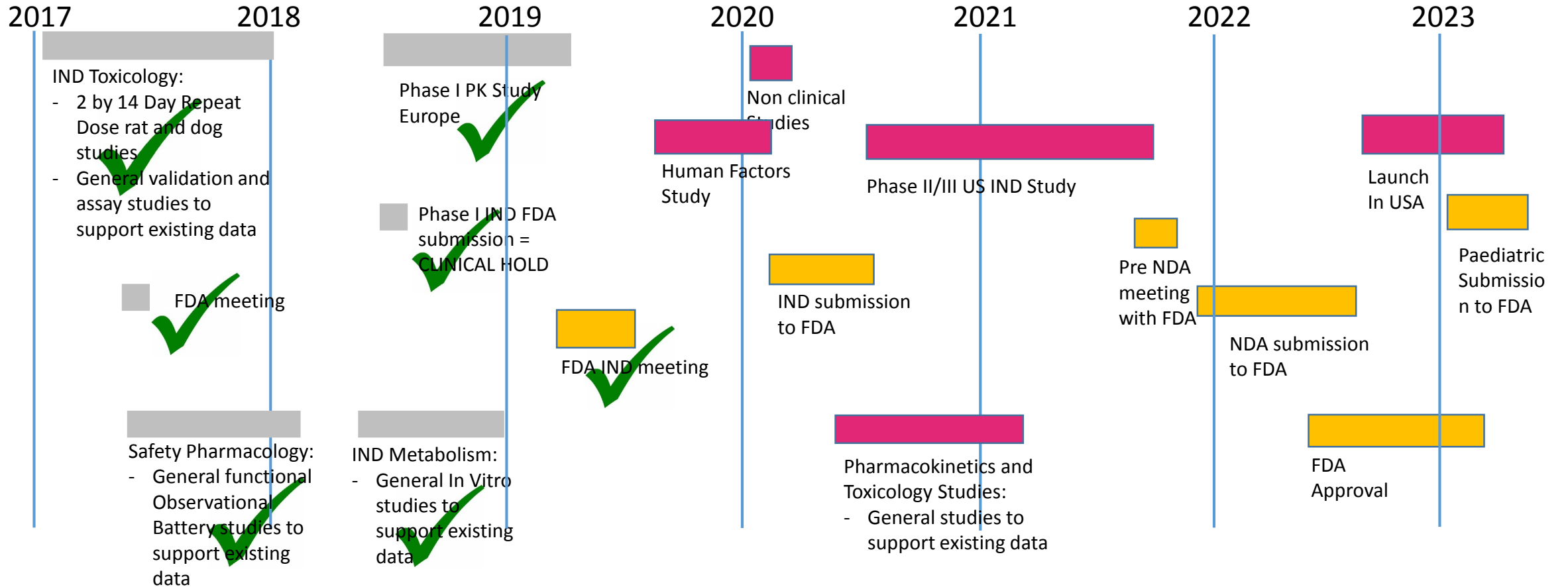
- One pre-clinical study which mimics human dosing regimen in animals.
- One Human Factors Study
- Completion of PASS in Europe
- Complete answers to questions on Penthrox device “whistle”

IND approval target H2 FY20

NOTE: The next 2 FDA meetings will be Type C meetings, therefore the FDA has 75 days from request to schedule meeting. MDI has 1 month from request to submit briefing pack.  
MDI plans to submit the non-clinical study protocols to FDA for feedback prior to conducting study.  
MDI plans to submit HF study protocol in FDA meeting briefing pack.



# Penthrox® in USA



## Penthrox® in China

IND submitted and validation process has begun

MVP has received questions and the IND approval is expected during October

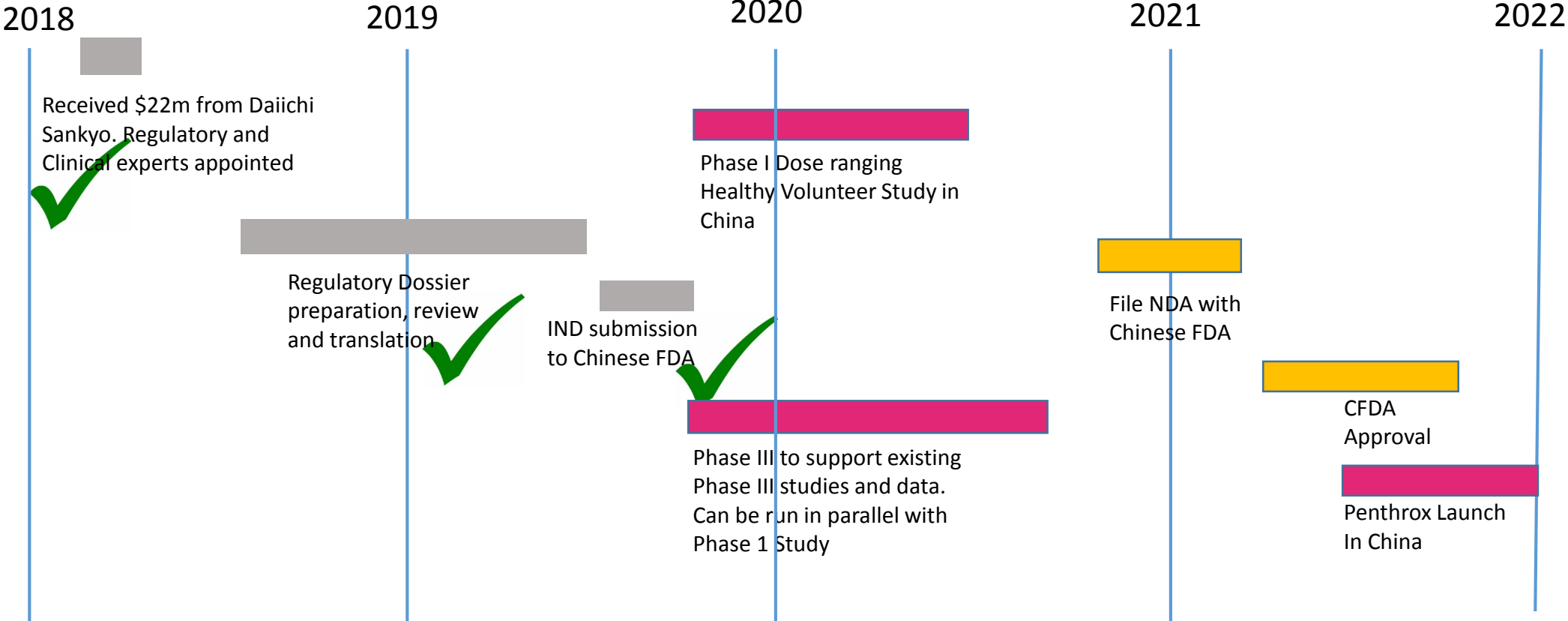
MVP beginning site selections and protocol training for the hospitals, sites and support organisations like labs to participate

- Phase I PK
- Phase III Bridging Trauma
- Phase III Bridging Acute Pain

Approval expected 2021



# Penthrox<sup>®</sup> in China



# Clinical Trial Pipeline



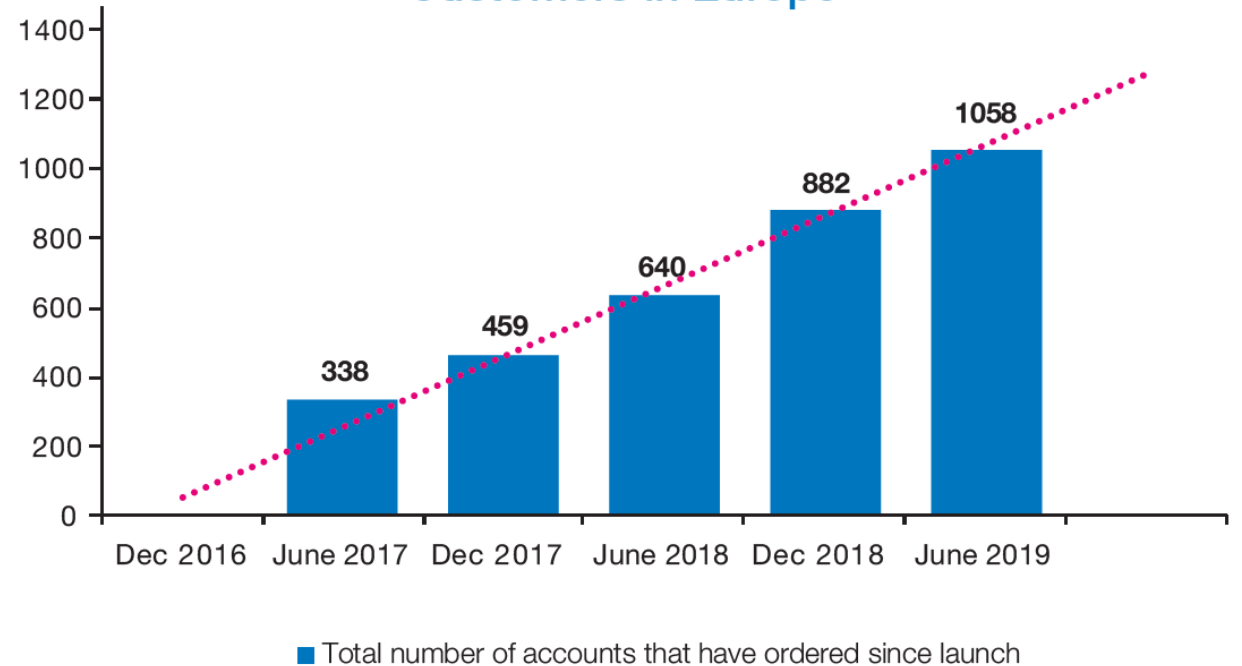
Start up   Ongoing   Completed   \* Partner study

## Penthrox in Europe

“In market” sales in

- UK grew 86%
- France grew 55%
- Europe grew 401%
- Customer numbers grew 65%
- Most major countries in Europe still to launch including Germany, Italy and Spain

### Customers in Europe

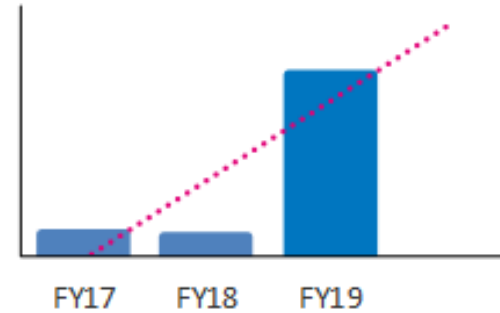


## Penthrox Rest of World

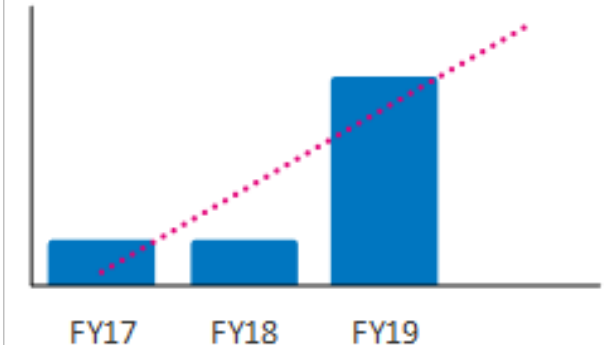
“In market” sales in

- Australia grew 32%
- Australian Ambulance grew 38%
- Customer numbers grew 65%
- New Mundipharma distribution agreement expected to deliver strong sales growth in Australia

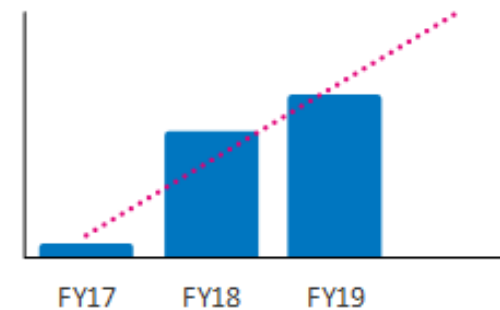
Ambulance Penthrox Sales



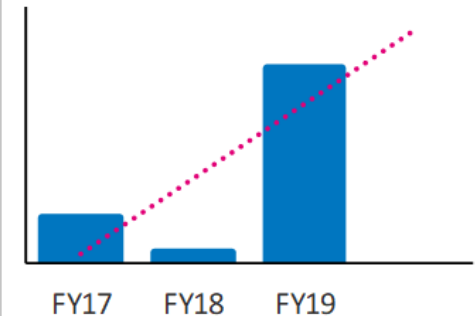
Australian Penthrox Sales



New Zealand Penthrox Sales



Global Penthrox Sales



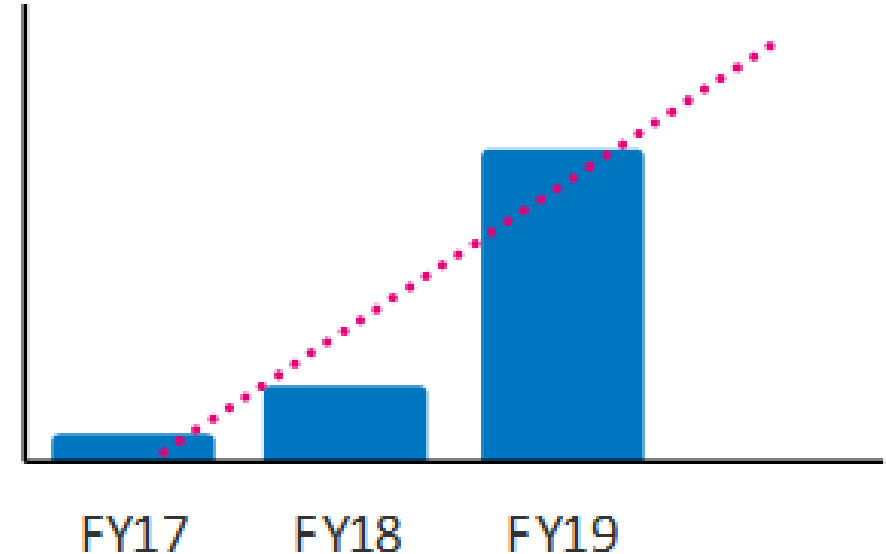
# Respiratory devices

## USA

- Sales to USA grew 62%  
Strong growth expected in FY20
- Pilot program with 200 CVS stores and own label Walmart launch expected FY20



### USA Respiratory Sales (Gross)



## Other

- Global sales down 5% but due almost entirely to UK issue
- Strong sales growth in Asia which is expected to continue

## Continuous Flow technology

Our CF technology has the potential to reduce the cost of API manufacturing compared to batch processing

We are working to develop 100kg of Lidocaine Sulphate.

We have commenced marketing our CF Lidocaine technology to global manufacturers and we are targeting our first commercial deal during FY20.

Work on other drugs continues and progress is good.



## Financial Performance

Cash receipts were \$62.2m  
(including capital raise and China deal)

Nil debt

Net Profit after Tax increased 327%

EBITDA increased 55%

Fully Franked ordinary dividends of 4.0 cps

EBITDA  
\$3.4m

\$25.6m  
Net  
Cash

\$6.8m  
invested  
into  
Penthrox

Gross  
Profit  
\$14.2m

## Outlook

Strong sales growth across Pentrox and Respiratory Devices

Regulatory approvals for development program in China and USA and Russia

Commercialisation of first Continuous Flow technology for Lidocaine

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