

MVP Roadshow Presentation

July 2020



Who we are

- Pharmaceutical and devices company based in Victoria, Australia
- ASX Listed since 2003 (ASX: MVP)
- Market Capitalisation - A\$440m
- 2 Key operating segments – Pharmaceutical and Medical Devices
- Also have a significant API development project ongoing in partnership with the CSIRO
- Growing geographically
- Investing in product development

Penthrox®

A world class opportunity

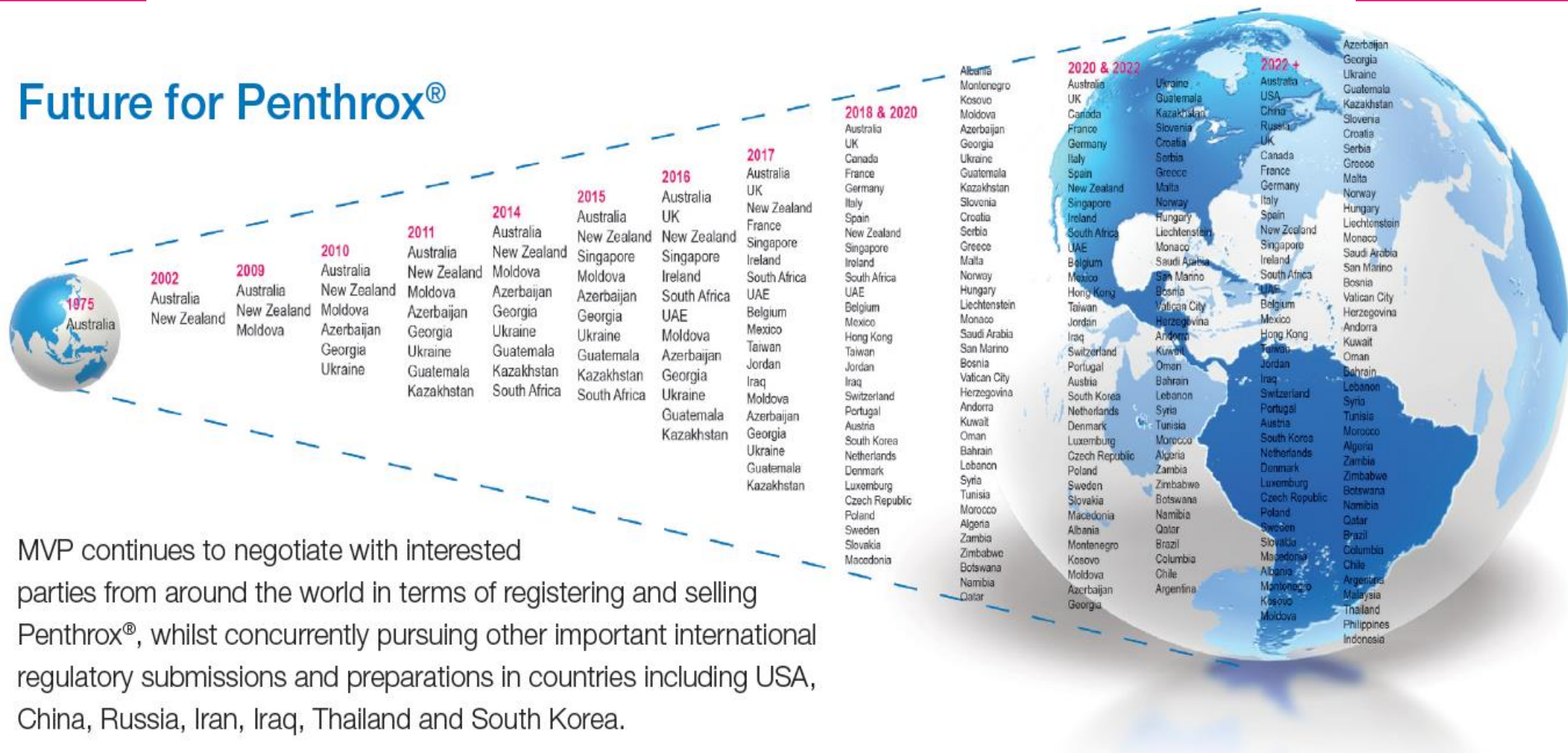
Penthrox®

- Market Leader for trauma pain
- Opiate sparing, fast-acting inhalational analgesic
- 85% of patients reach clinical analgesia within 6-10 breaths¹
- Is a solution to a significant unmet clinical need
- Demonstrated safety and efficacy profile for 30+ years
- Manufactured in Australia



¹ Coffey (2014)- STOP!: A Randomised, Double-blind, Placebo-controlled Study Of The Efficacy & Safety Of Methoxyflurane For The Treatment Of Acute Pain

Future for Penthrox®



MVP continues to negotiate with interested parties from around the world in terms of registering and selling Penthrox®, 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

FDA Update

With FDA for review:

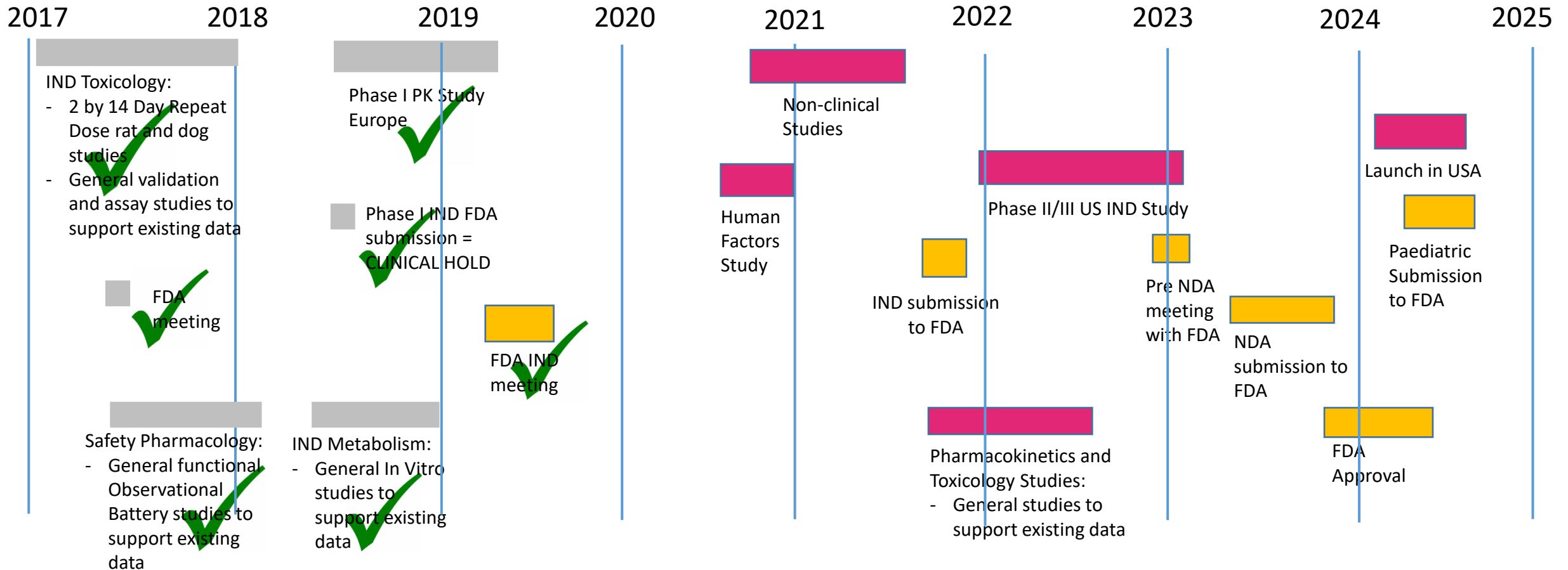
- Pre-Clinical protocol which mimics human dosing regimen
- CRO ready to commence trial once FDA response received
- Responses to device questions

Human Factors study protocol – ready to commence

Completion of PASS in Europe – awaiting final Clinical Study Report in Jun/Jul 2020

IND submission targeted for 2021.

Penthrox® in USA



Penthrox® in China

MVP concluded a significant transaction with Daiichi Sankyo for the Chinese, Thai and Vietnamese markets in 2018.

MVP received an upfront payment of circa \$21m for the commercialisation rights

The China IND was approved in November 2019

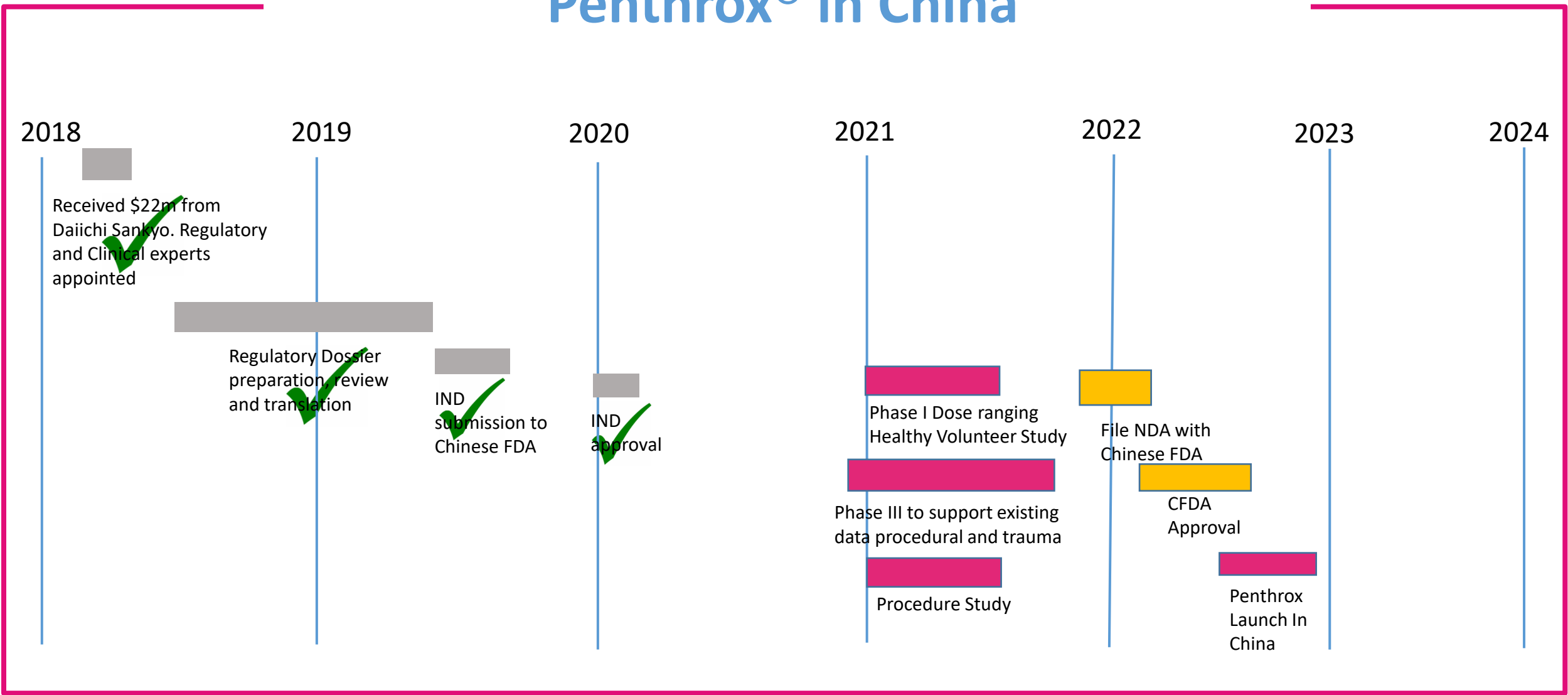
- Phase I PK
- Phase III Bridging Trauma
- Phase III Bridging Acute Pain

MVP site selections complete and protocol training provided to partner

Recruitment on hold due to COVID-19

NDA approval expected 2022

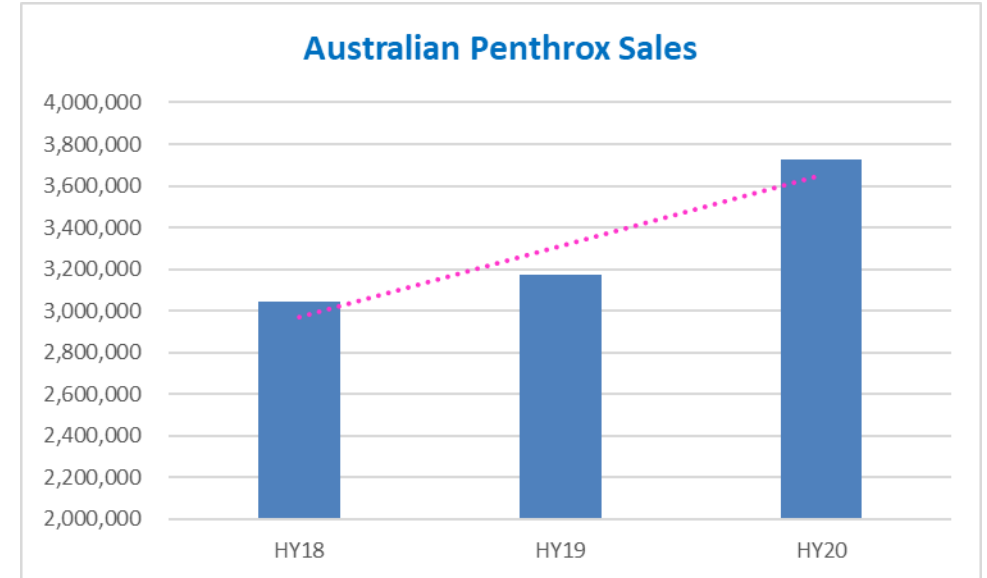
Penthrox® in China



Financial Performance – H1 FY20

Penthrox® Sales in Australia

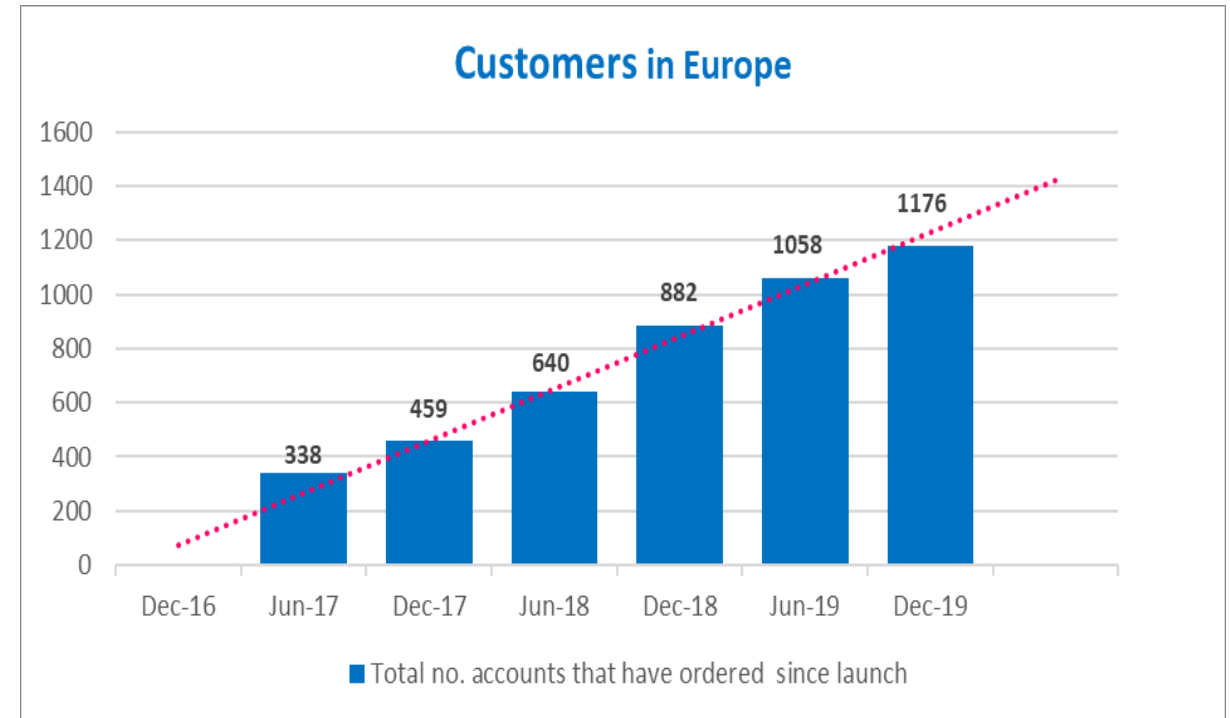
- In market” sales in Australia grew 18%
- New Mundipharma distribution agreement delivering strong sales growth in Australia particularly in GP/hospitals
- Sales for Australian ‘Dr’s Bags’ up 54%



Financial Performance – H1 FY20

Penthrox® Sales in Europe

- UK in-market sales grew 42%
- 131 hospitals using in the UK
- Additional ambulance services targeted
- In-market European sales grew 35%
- 386 customers in France
- Launched in Italy, Nordics, Switzerland
- A number of major countries in Europe still to launch including Germany and Spain



Continuous Flow

Our own API - Methoxyflurane

Benefits of methoxyflurane manufacture under Continuous Flow vs Batch Process

1. Better overall process control
 - 40% better reaction conversion
 - 90% better overall yield conversion
 - Significantly reduced impurity profile
2. Fast scale-up capability
 - Increase output up x10+ on same footprint
3. Safer Environment
 - Reduced manual handling
 - Controlled energetic process (exotherm)
 - Waste Streams reduced

Continuous Flow

Future API technologies

MDI is developing its core flow technology into several generic APIs, currently manufactured under standard batch processing.

Examples of this are:

- **LIDOCAINE (USP):** Estimated USD \$3.5 billion global sales
- **DICLOFENAC:** Estimated USD \$6.0 billion global sales
- **SALBUTAMOL:** Estimated USD \$6.0 billion global sales
- **ISO/DES/SEVOFLURANE:** Estimated USA \$3.0 billion global sales market. (Significant improvements in handling highly toxic & corrosive Fluoride intermediates under safe flow conditions)
- **LEFLUNOMIDE:** Early stage development under flow

Continuous Flow

Our Continuous Flow technology delivers:

- Increased yields – through better process conversion
- Increased purity – through better process control
- Better control over entire process – test in real time
- Lower cost of production
- Lower CAPEX
- Less waste
- Less carbon footprint “greener technology”
- Smaller footprint
- Quicker to scale-up
- Safer

Global Respiratory – H1 FY20

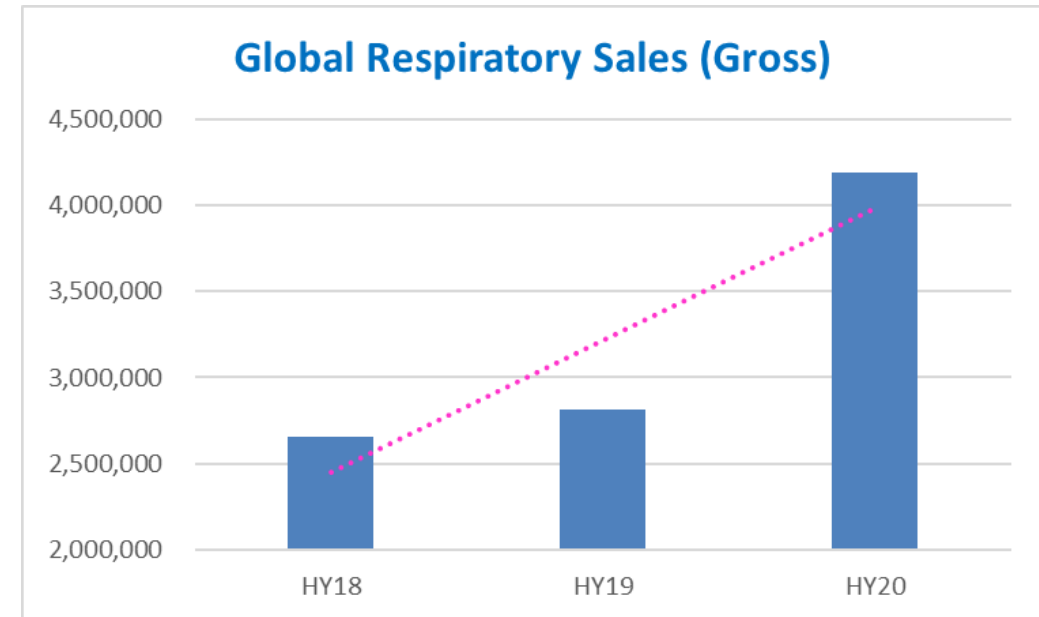
Global Respiratory Sales

Overall

- Global sales grew 49%
- Improved European sales
- Canada sales grew 207% - strong cardboard spacer sales

Australia

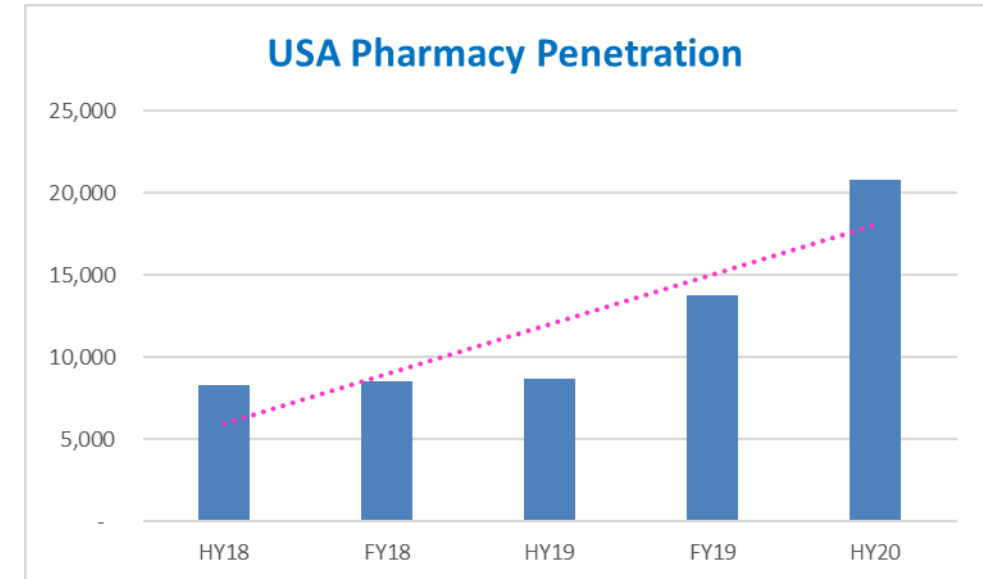
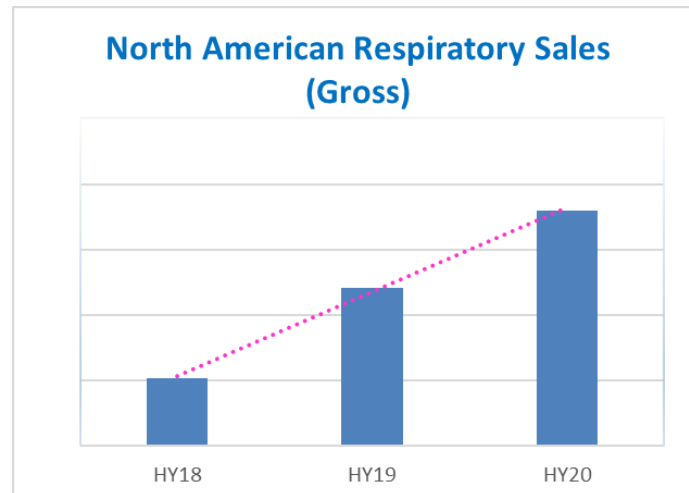
- Sales growth in Australia of 44%
- Breath-A-Tech sales grew 31%



Respiratory - USA

Respiratory Sales in USA

- Sales to USA grew 49% - now ranged in over 20,000 pharmacies
- Walgreens launched into 4,750 stores in Feb
- Private label launch into over 4,500 Walmart stores expected in Aug 2020



 **CVS pharmacy**

Walmart
Save money. Live better.

Walgreens

H-E-B

Outlook

MVP's ambition is to globalise Pentrox, and in doing so, make it the mainstream analgesic of choice around the world. This process has begun. Over the next 12 months+ we expect to:-

- begin selling Pentrox into numerous new markets – New EU launches, Thailand, Mexico, etc;
- Continued expansion/growth in the UK/Ireland territory;
- progress work on gathering the clinical data needed to submit a “New Drug Application” to the Food & Drug Administration in the USA, including opening of the IND;
- Conclude the human trial associated with our China registration program; and
- Work toward extending the ‘indications for use’ for Pentrox.

Whilst at the same time:

- Continue to grow our respiratory business via new product launches and greater pharmacy reach in the USA; and
- Commercialisation of first Continuous Flow technology for Lidocaine.

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