# Mayne Pharma Group Limited

**FY23 Results Presentation**
**31 August 2023**

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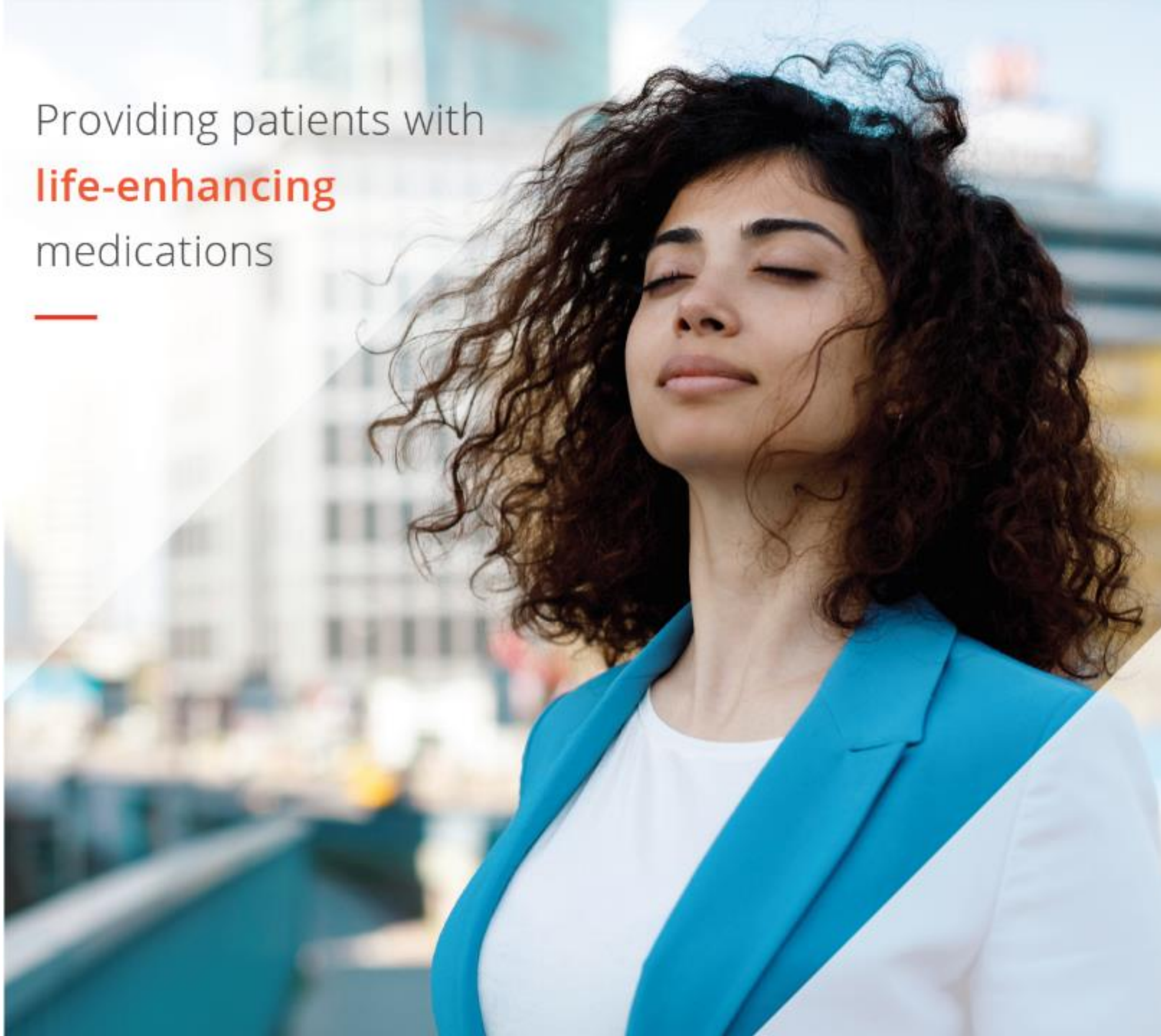
*Aaron Gray, CFO*



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The information provided is general in nature and is in summary form only. It is not complete and should be read in conjunction with the company's Preliminary Financial Report and other market disclosures. This material is not intended to be relied upon as advice to investors or potential investors.

**Non-IFRS information**

- Other than as indicated, the financial information contained in this document is directly extracted or calculated from the Preliminary Financial Report which is subject to completion of the Auditor's Review. Throughout this document some non-IFRS financial information is stated, excluding certain specified income and expenses. Results excluding such items are considered by the Directors to provide a meaningful basis for comparison from period to period.
- Earnings before interest, tax, depreciation and amortisation (EBITDA) – a non-IFRS term – is considered by Directors to be a meaningful measure of the operating earnings and performance of the Group and this information may be useful for investors.
- The non-IFRS financial information has not been audited by the Group's auditors.

**Forward looking statements**

- This presentation contains forward-looking statements that involve subjective judgement and analysis and are subject to significant uncertainties, risks and contingencies, many of which are outside the control of, and are unknown to the Company. These forward looking statements use words such as 'potential', 'expect', 'anticipate', 'intend', 'plan', 'target' and 'may', and other words of similar meaning. No representation, warranty or assurance (express or implied) is given or made in relation to any forward looking statement by any person (including the Company). Actual future events may vary materially from the forward looking statements and the assumptions on which the forward looking statements are based. Given these uncertainties, readers are cautioned not to place undue reliance on such forward looking statements. Subject to the Company's continuous disclosure obligations at law and under the listing rules of the Australian Securities Exchange, the Company disclaims any obligation to update or revise any forward looking statements. The factors that may affect the Company's future performance include, among others: changes in economic conditions, changes in the legal and regulatory regimes in which the Company operates, litigation or government investigations, decisions by regulatory authorities including approval of our products as well as their decisions on label claims, competitive developments affecting our products, changes in behaviour of major customers, suppliers and competitors, interruptions to manufacturing or distribution, acquisitions and divestitures, the success of research and development activities and research collaborations and the Company's ability to protect its intellectual property.

**Other**

- A glossary of industry terminology is contained in the Mayne Pharma Annual Report which can be accessed at maynepharma.com/investor-relations/results-reports and product descriptions are detailed at maynepharma.com/us-products and maynepharma.com/au-products.
- ANNOVERA®, BIJUVA®, IMVEXXY®, NEXTSTELLIS®, ORACEA® and VITAMED® are trademarks of third parties.

# FY23 Performance Highlights

## Refocused on core businesses and reset capital structure

- ✓ Completed sale of Metrics Contract Services and US Retail Generics for a combined sale price of US$565m
- ✓ Created scale in US Women's Health business via TXMD transaction[1]
- ✓ Transformed balance sheet – net cash of $176.2m (vs FY22 net debt $317m), with conservative position maintained through transformation process whilst delivering prudent capital management of $46.7m special dividend and on-market buyback up to 10%

## Growth/improvement across all segments

- ✓ BPD/Women's Health – strong revenue growth following relaunch of NEXTSTELLIS® and from 2HFY23 launch of women's health portfolio products. Significant improvement in segment gross profit and direct contribution in 2HFY23 (positive on underlying basis)
- ✓ PPD/Dermatology – delivered significant 2HFY23 turnaround in revenue and gross margin following poor 1HFY23 performance with new commercial discipline to rebase business targeting sustainable and profitable growth
- ✓ International – revenue, gross profit and direct contribution growth delivered in 2HFY23 through CDMO activity. Commenced business improvement program to improve plant efficiency and secure international CDMO growth

## Improved Financial Performance

- ✓ Delivered revenue growth in 2HFY23 across all segments to $131.5m (1HFY23: $52.1m). 2HFY23 gross profit increased to $66.6m (1HFY23: $16.9m) and positive direct contribution of $0.9m (1HFY23: negative direct contribution of $42.7m)
- ✓ Generated positive operating free cash flow of $14.1m in 2HFY23

(1) Acquired from TherapeuticsMD Inc (TXMD) the exclusive license to commercialise a portfolio of on-market women's health products including three patent protected novel women's health products: ANNOVERA®, IMVEXXY® and BIJUVA® and a portfolio of prenatal vitamins.

# Mayne Pharma at a Glance

**Capitalising on commercial opportunities across three attractive business units**

Putting the right people, products, and processes in place to address the needs of patients and drive long-term sustainable growth in each of our three segments

## 1 Branded Products (Women's Health)

- One of the top 2 specialised women's health companies in the US[1]
- Sales team of 100 located throughout the continental US

**Reproductive Health**

- Flagship product NEXTSTELLIS®
- ANNOVERA® and vitaMedMD® licensed in December 2022

**Menopause Management**

- BIJUVA® and IMVEXXY® licensed in December 2022


## Portfolio Products (Dermatology) 2

- Mayne Pharma portfolio is capable of filling 1 in 3 US Dermatology Retail Rx's[2]
- Sales team of 47 in continental US
  - **Proprietary brands** (FABIOR®, SORILUX®, DORYX®, LEXETTE®)
  - **Speciality brands** (Cosette, Upsher-Smith, Torrent, GALDERMA, Sandoz, Encube)
  - **20+ generic dermatologics**

## International

- CDMO
- Australian Products
- International Products

3

(1) Based on size of US Women's Health Commercial Operations calling on OB/GYNs (2) IQVIA recent 12-month TRx totals by molecule

# FY24 Outlook

**Positive momentum continues into FY24**

- ✓ Completion and integration of FY23 transactions
- ✓ Another year of focused execution
- ✓ All three business units delivering positive contribution margins
- ✓ Return Company to positive EBITDA in FY24

## Women's Health

- NEXTSTELLIS® breakeven run rate in 1HFY24[1]
- BIJUVA® low strength launch
- Grow licensed contraceptive and menopause product revenues

## Dermatology

- Add accretive products
- Execute pilot for channel strategy
- Pricing adjustments to improve NSP
- Positive profit and contribution FY24

## International

- New leadership driving operational excellence
- Business development to grow revenues
- Targeted investment to improve site productivity and capability

1. Breakeven is defined as gross margin equivalent to direct OPEX on an annualised basis

# Group Financial Overview

- Results are presented from continuing operations to exclude Metrics Contract Services (MCS) which was divested on 4 October 2022 and to exclude the US Retail Generics business (previously included in the Portfolio Products (PPD) segment) which was divested on 7 April 2023. The results include adjustments to reflect movements to adjust FY22 results to a comparable basis.
- Group Revenue up 17% as growth in BPD (NEXTSTELLIS® and contribution from portfolio of women's health products licenced under the exclusive licencing agreement with TXMD 31 December 2022) and International business exceed decline in PPD (dermatology).
- Increase of reported Gross Profit is offset by a decline in margin to 45.5% vs 50.1% in FY22 reflecting challenges in PPD (dermatology)
- Reported EBITDA loss reflects higher operating expenses to support future growth
- Reported Net Loss after tax includes $215.4m expenses therein $134.7m related to depreciation & amortisation and asset (primarily intangibles) impairments, $47.7m income tax expense, $28.8m finance expenses primarily discount unwind on earnouts.

| A$ million[1] | FY23 | FY22 | Change |
|---|---|---|---|
| Reported Revenue | $183.6 | $157.1 | $26.5 |
| Reported Gross Profit | $83.5 | $71.6 | $11.9 |
| Reported EBITDA | ($102.0) | $9.0 | ($111.0) |
| Reported Net Loss After Tax | ($317.4) | ($220.1) | ($97.3) |
| Underlying EBITDA[2] | ($95.3) | ($59.6) | ($35.7) |

1. Attributable to members. EBITDA excludes asset impairments.
2. Refer to FY22 Results Presentation for adjustments to underlying EBITDA

# Segmental Performance

## Refocused business delivering improved momentum and positive contribution in 2H

| Reported results (A$m) | 1HFY23 | 2HFY23 | FY23 | FY22 |
|---|---|---|---|---|
| Revenue | | | | |
| Portfolio Products | 11.1 | 45.9 | 57.0 | 92.2 |
| Branded Products | 13.4 | 48.5 | 61.9 | 10.6 |
| International | 27.6 | 37.1 | 64.7 | 54.4 |
| Total | 52.1 | 131.5 | 183.6 | 157.1 |
| | | | | |
| Operating expenses | | | | |
| - Dermatology | 14.4 | 13.9 | 28.3 | 23.7 |
| - Other [1] | 3.1 | 0.1 | 3.3 | 1.5 |
| Portfolio Products | 17.5 | 14.1 | 31.6 | 25.2 |
| Branded Products | 36.0 | 45.6 | 81.6 | 55.1 |
| International | 6.1 | 6.0 | 12.1 | 9.6 |
| Total | 59.6 | 65.6 | 125.3 | 89.9 |

| | 1HFY23 | 2HFY23 | FY23 | FY22 |
|---|---|---|---|---|
| Gross profit | | | | |
| Portfolio Products | -2.6 | 13.3 | 10.7 | 45.4 |
| Branded Products | 10.7 | 43.2 | 53.9 | 8.4 |
| International | 8.8 | 10.1 | 18.9 | 17.7 |
| Total | 16.9 | 66.6 | 83.5 | 71.6 |
| | | | | |
| Direct Contribution | | | | |
| - Dermatology | -17.0 | -0.7 | -17.7 | 21.7 |
| - Other | -3.1 | -0.1 | -3.3 | -1.5 |
| Portfolio Products | -20.1 | -0.9 | -21.0 | 20.2 |
| Branded Products | -25.4 | -2.3 | -27.6 | -46.6 |
| International | 2.8 | 4.1 | 6.9 | 8.1 |
| Total | -42.7 | 0.9 | -41.8 | -18.3 |

1. Other within PPD represents Adelaide Apothecary

# FY23 Underlying Results

## Reconciliation of reported to underlying profit and loss (A$ million)

| Sales and Profit | REPORTED ATTRIBUT-ABLE TO MEMBERS JUNE 2023 $M | Earn-Out Reassess-ments $M | Restructuring $M | Doubtful Debt $M | Supply Chain Disruption $M | Asset Impairments $M | Insurance Recovery $M | Derivative Fair Value Adjustment $M | INTI $M | Litigation $M | ADJUSTED JUNE 2023 $M |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **Revenue** | 183.6 | | | | 3.7 | | | | | | **187.3** |
| **Gross Profit** | 83.5 | | | | 3.1 | | | | | | **86.6** |
| *Gross Profit %* | *45.5%* | | | | | | | | | | *46.2%* |
| | | | | | | | | | | | |
| **EBITDA** | **(102.0)** | (23.9) | 12.1 | 7.8 | 3.1 | | (3.4) | 2.7 | 3.2 | 5.1 | **(95.3)** |
| Depreciation/ Amortisation | (65.4) | | | | | | | | | | (65.4) |
| Asset impairments | (69.2) | | | | | 69.2 | | | | | -- |
| **PBIT** | (236.5) | (23.9) | 12.1 | 7.8 | 3.1 | 69.2 | (3.4) | 2.7 | 3.2 | 5.1 | **(160.7)** |

See following page for explanation of adjustments.

# Group Financial Overview

## Reconciliation of reported to underlying EBITDA

| A$ million[1] | Adjustments – FY23 | Comments |
| --- | --- | --- |
| **Reported EBITDA** | **(102.0)** | |
| Earn-out assessment | (23.9) | Non-cash movement arising from change in fair value of earn-out liabilities |
| Restructuring | 12.1 | Related to organisational transformation to simplify the operating model |
| Doubtful debt | 7.8 | Single debt related to FY22 PPD sales activity |
| Supply chain disruption | 3.1 | LEXETTE® supply chain disruption impact to PPD |
| Insurance recovery | (3.4) | Business interruption recovery (other income) related to Salisbury location |
| Derivative FVA | 2.7 | Fair value adjustment related to the convertible notes derivative |
| INTI | 3.2 | Share of INTI's EBITDA loss and Mayne Pharma's loss on disposal |
| Litigation | 5.1 | Drug pricing and health care investigations, US DOJ investigation, and related litigation |
| Total adjustments | 6.7 | |
| **Underlying EBITDA** | **(95.3)** | |

1. Attributable to members

# Group Financial Overview

## EBITDA to cash reconciliation

| A$ million | FY23 |
|---|---|
| **EBITDA attributable to members - ADJUSTED** | **(95.3)** |
| Restructuring | (12.1) |
| Litigation costs | (5.1) |
| Transaction costs | (21.7) |
| Total working capital movements | 145.4 |
| Tax paid | (4.0) |
| Other | (7.2) |
| **Net cash flows from / (used in) operating activities** | **(42.7)** |
| Payments for capex (net of govt grant) | (4.7) |
| Payments for intangible assets (licensure TXMD assets) | (210.8) |
| Acquired NWC (licensure TXMD assets) | (16.7) |
| Net proceeds MCS business sale | 722.5 |
| Net proceeds RGx business sale | 132.7 |
| Investment marketable securities | (127.5) |
| Earn-out and deferred settlement payments | (21.6) |
| Other | (0.4) |
| **Free cash flows** | **430.8** |
| Net repayment of borrowings (SFA, RFA) | (412.6) |
| Lease payments | (3.9) |
| Net proceeds from convertible note | 36.6 |
| Net interest received / (paid) | (0.4) |
| Dividend paid | (45.3) |
| On market buyback | (6.2) |
| **Net increase / (decrease) in cash and cash equivalents** | **(1.0)** |

- Generated positive operating cash flow $14.1m 2HFY23 in line with improved business performance
- Significant improvement in working capital balances following sale of MCS and US Retail Generics
- Special dividend of $46.7m paid in January
- On market buyback of up to 10% of issued capital commenced in May; $6.2m to date

# Group Financial Overview

## Consolidated balance sheet

| A$ million | FY23 | FY22 | Change |
|---|---|---|---|
| Cash and equivalents | 92.6 | 96.7 | (4.1) |
| Inventory | 82.7 | 108.9 | (26.2) |
| Receivables | 194.9 | 268.2 | (73.3) |
| PP&E | 43.7 | 218.4 | (174.7) |
| Intangibles & goodwill | 617.3 | 427.5 | 189.8 |
| Income tax receivable | 14.6 | 14.1 | 0.5 |
| Right of use assets | 7.8 | 7.5 | 0.3 |
| Other assets | 193.8 | 146.6 | 47.2 |
| **Total assets** | **1,247.4** | **1,287.9** | **(40.5)** |
| Payables | 246.5 | 187.6 | 58.9 |
| Interest-bearing borrowings (inc leases) | 47.5 | 413.7 | (366.2) |
| Other financial liabilities | 296.2 | 126.1 | 170.1 |
| Other liabilities | 22.8 | 22.3 | 0.5 |
| **Total Liabilities** | **613.0** | **749.7** | **(136.7)** |
| **Equity (attributable to members)** | **634.4** | **538.2** | **96.2** |
| AUD:USD FX rate | 0.664 | .689 | |
| Net Cash / (Debt) | 172.6 | (317.0) | 489.6 |

- Working capital reductions reflective of MCS and RGx divestments and transformation journey of the company.
- Payables reflect increase in GTN liabilities YoY due to increased derm GTN profile, increase in returns provision at H1FY23, growth in WH revenues.
- Interest bearing borrowings includes: $10.8m receivables finance facility, $28.5m convertible notes, and $8.2m lease liabilities
- Other Financial Liabilities includes $291.4m earn out and deferred consideration liabilities relating to TXMD transaction and MCS transaction
- Net cash calculation includes marketable securities held in overnight deposits

# Cost adjustments delivering some results – more work to do

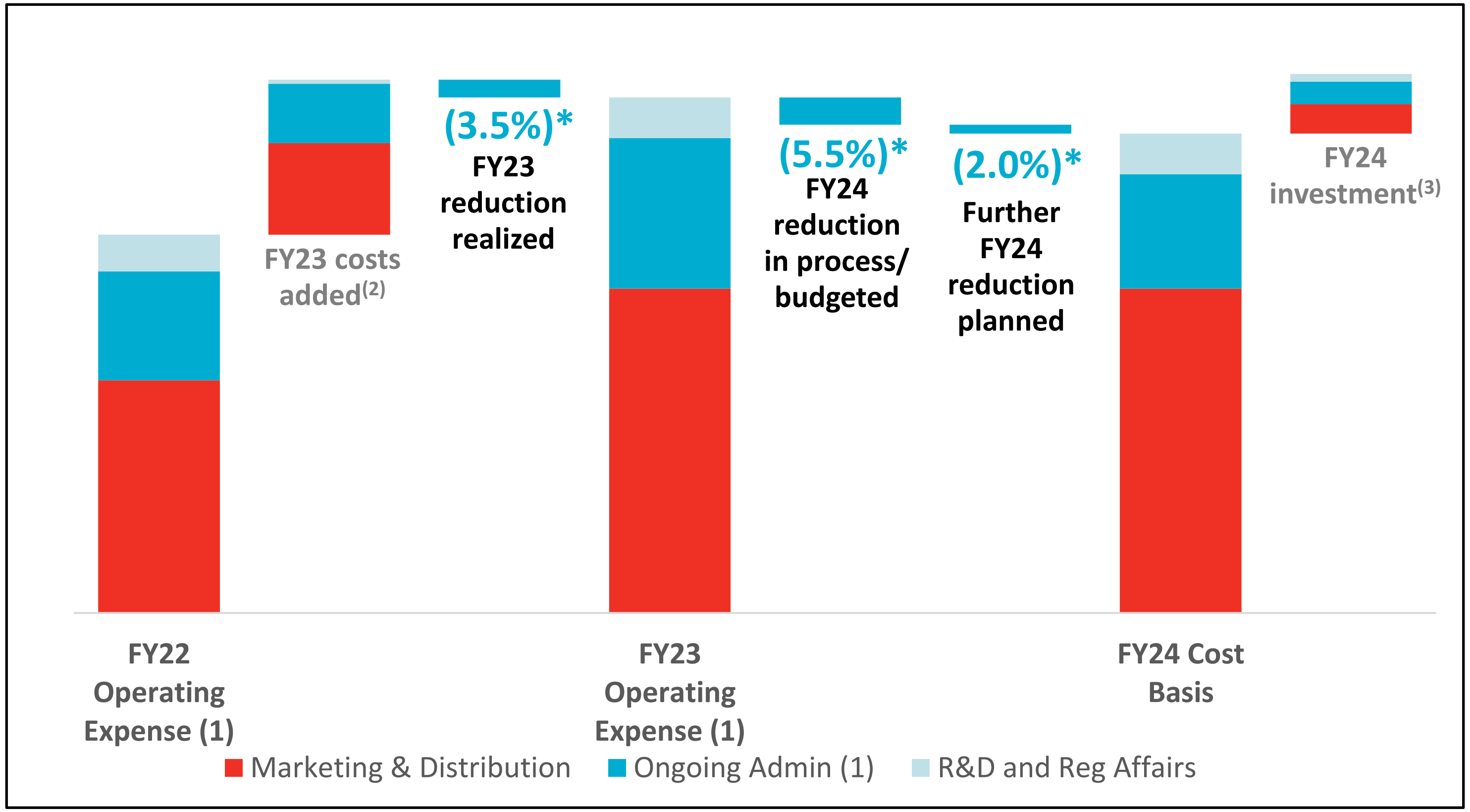
| FY22 OPEX Base | 143.1 |
|---|---|
| Capitalization change | 1.5 |
| FX | 2.7 |
| MCS cross charge adj for comparability[2] | 3.3 |
| Audit, GTN administration | 2.4 |
| Invest WH | 34.9 |
| Invest Disintermediation | 4.5 |
| Other (share-based pmts, inflation) | 2.8 |
| **FY23 Gross** | **195.2** |

[2] Cross charge offset by 2.7M payments under TSA disclosed as other income

- FY23 OPEX without mitigating measures would total $194.4M
- Cost savings focus delivers $5.8M in FY23

| | 2023 | 2022 | change | |
|---|---|---|---|---|
| R&D, med & reg affairs expensed | 15.7 | 14.2 | 1.5 | Reduction in capitalized R&D expense |
| Marketing and distribution expenses | 125.9 | 92.3 | 33.6 | Increased invest in Nextstellis and TXMD |
| Administration and other [1] | 48.3 | 36.6 | 11.7 | MCS cross-charge elimination 3.3m, FX 2.7m, audit and GTN accounting 2.4m, inflation, exec change |
| **TOTAL** | **189.9** | **143.1** | **46.8** | |

# Reducing costs to enable investment in growth




- FY23 investments:
  - $16.9m NEXTSTELLIS® DTC + AU launch
  - $18m TXMD
  - $4.5m disintermediation
  - $39.4m TOTAL
- Cost reduction program delivers $5.8m savings FY23 effective.
- Cost reductions FY24 targeted at $10.5m
- Remainder to be targeted $3.5m & beyond

* As a percent of total FY2023 operating expense

(1) Excludes amortization and one-time costs.

(2) Marketing & Distribution: NEXTSTELLIS® launch costs and investments in Adelaide Apothecary (PPD) to support disintermediation strategy
Administrative: FX translation, professional fees, increase share-based payment, IT charges
R&D and regulatory affairs: women's health portfolio support

(3) Marketing & Distribution: Investing to support the expanded WH business (BPD): growth in sales team and marketing initiatives (incl DTC and sampling) under refreshed strategy
Administrative: salary increases, biostudies investment, ERP
R&D and regulatory affairs: medical affairs

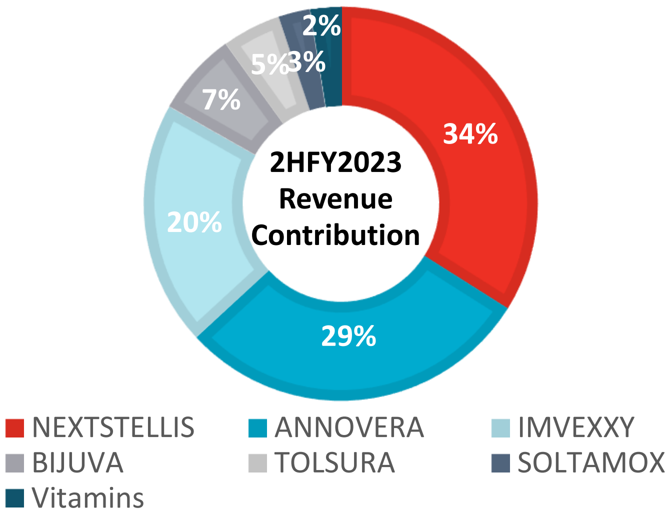
# Branded Products Division (BPD)

# Women's Health / Branded Products Division (BPD)

## FY23 highlights

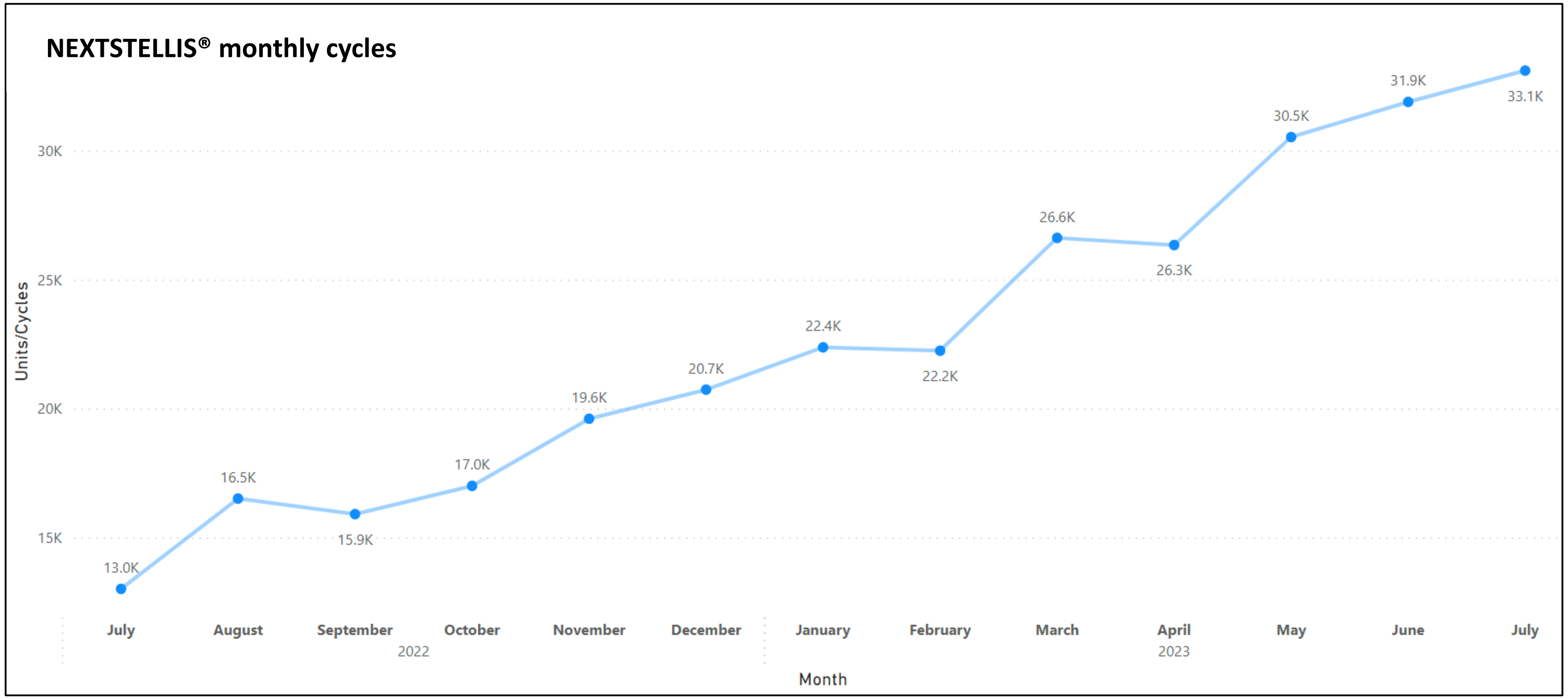
- Segment performance reflects 2HFY23 contribution from licensed WH products as well as improved performance of NEXTSTELLIS® following refreshed marketing strategy.
- NEXTSTELLIS® FY23 revenue US$14.1m with 2HFY23 in line with 1HFY23. Net revenues depressed by one-time accounting change and development of charges to revenue (experience with actuals following introduction). However, expectations around path to profitability are holding.
- Women's health expansion portfolio revenue US$24.4m in 2HFY23 - unit sales and demand in line with plan. Net revenues depressed by one-time accounting change negatively impacted sales by US$5.7m, adjusting for this, revenue was US$30.1m.
- Adjusting for one off accounting changes, Direct Contribution of US$4.7m would have been achieved, which is aligned with outlook provided in May.
- Women's health expansion products generated positive operating cash flow in 2HFY23.
- Costs well managed to support growth in sales team and marketing expenses (DTC campaign, sampling).

| A$million | 1H23 | 2H23 | FY23 | FY22 |
|---|---|---|---|---|
| Reported revenue | 13.4 | 48.5 | 61.9 | 10.6 |
| Reported Gross Profit | 10.7 | 43.2 | 53.9 | 8.4 |
| Gross Profit % | 80% | 89% | 87% | 80% |
| Direct operating expense | 36.0 | 45.6 | 81.6 | 55.1 |
| Direct contribution | (25.4) | (2.3) | (27.6) | (46.6) |



# NEXTSTELLIS® Update

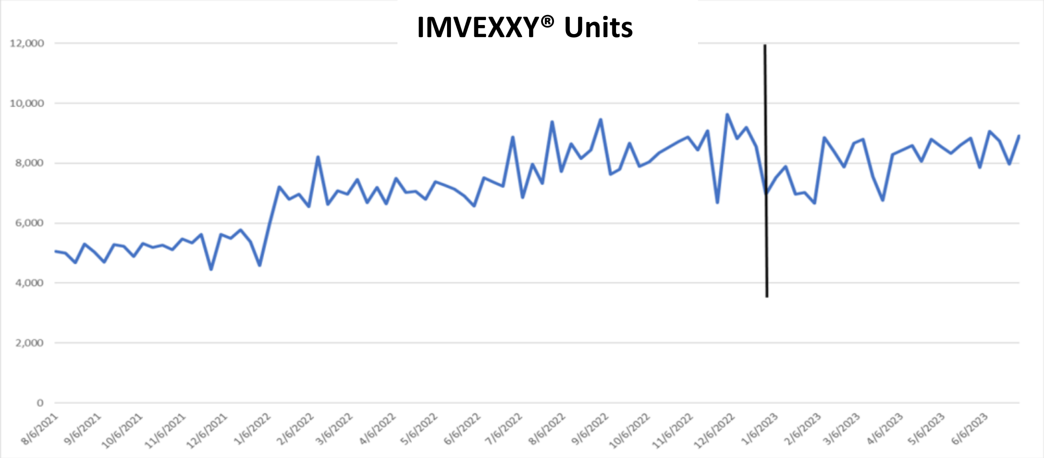
- Monthly cycle count increased to 33,100 in July 2023 (+2.5x from July 2022)
- Unit sales growth of 267% on FY22 – total units of 256,330 for FY23
- Growth of prescriptions through improved commercial effectiveness and efficiency

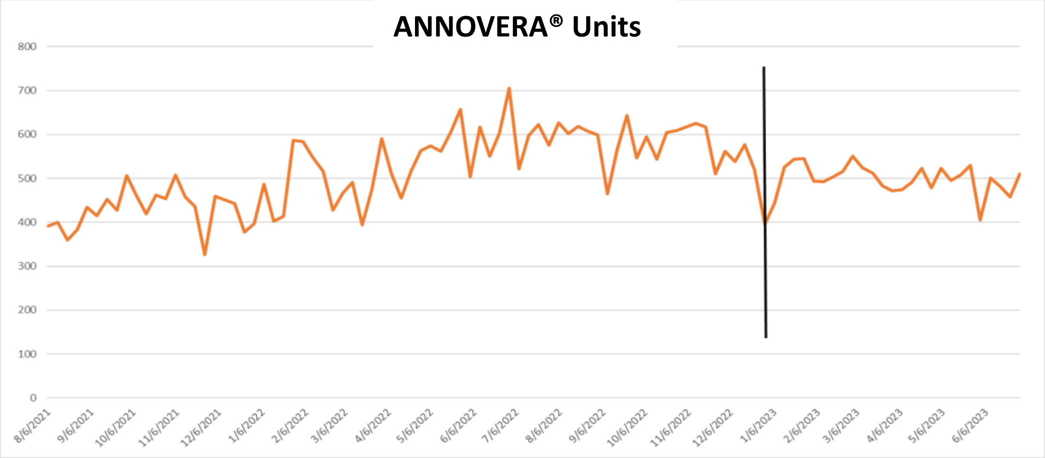


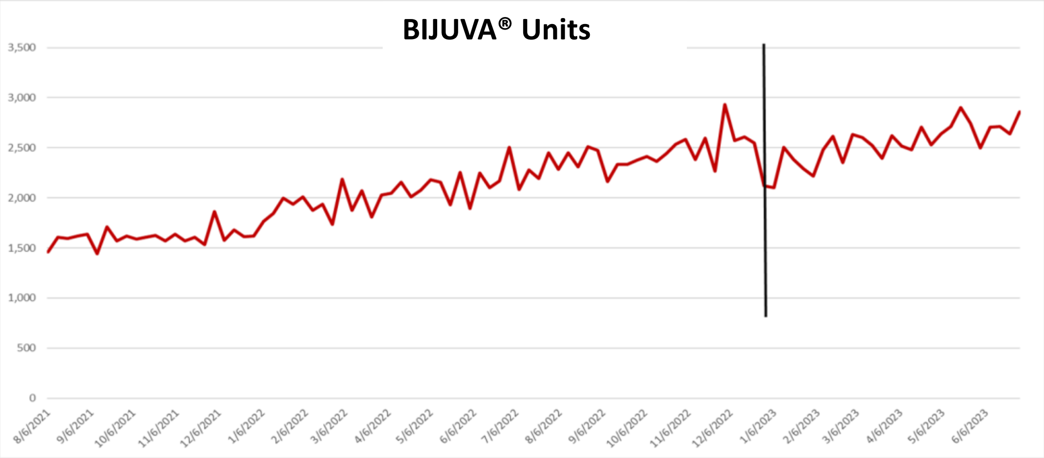

Cycle totals based on IQVIA Exponent Data adjusted for non-reporting pharmacies through 31Jul23

# Women's health expansion portfolio update

- Women's health expansion portfolio is delivering to expectation in demand units (scripts)
- Momentum building into FY24 as investment in sales and marketing is gaining traction in the menopause including targeting specialist HCPs




Unit totals based on IQVIA Exponent Data adjusted for non-reporting pharmacies through 31Jul23

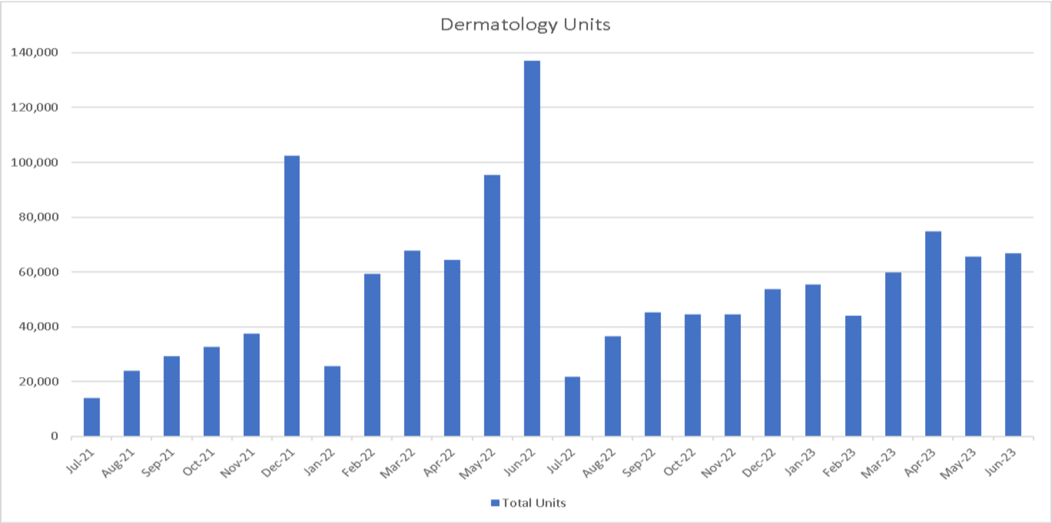
# Portfolio Products Division (PPD) - Dermatology

# Portfolio Products Division (PPD) - Dermatology

## FY23 highlights

- 2HFY23 sales reflecting improved sales as inventories normalised and pricing stabilised
- Continued conservative approach to co-pay methodology
- Disciplined cost performance reflecting active brand management to maximise contribution
- Successful launch of DORYX® MPC 60
- gORACEA® launch underperformed due to unplanned channel inventories

| A$million | 1H23 | 2H23 | FY23 | FY22 |
|---|---|---|---|---|
| Reported revenue | 11.1 | 45.9 | 57.0 | 92.2 |
| Reported Gross Profit | (2.6) | 13.3 | 10.7 | 45.4 |
| Gross Profit % | -24% | 29% | 19% | 49% |
| Direct operating expense | 17.5 | 14.1 | 31.6 | 25.2 |
| Direct contribution | (20.1) | (0.9) | (21.0) | 20.2 |

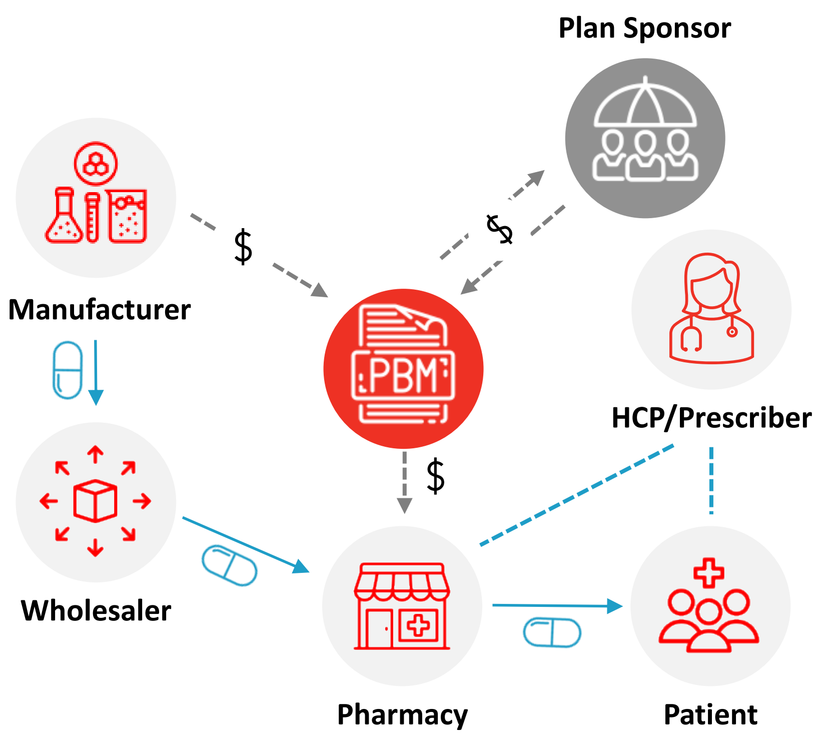


# Disintermediating the Pharmaceutical Value Chain

**The pharmaceutical value chain is filled with inefficiencies and pain points**

- Multiple stakeholders with opposing financial interests cause inefficiencies, higher costs, lack of transparency, and lack of trust
- PBMs are incentivised by rebates and the top 3 control 80% of the market, resulting in higher costs to consumers, fewer choices for prescribers, and margin pressures for manufacturers
- Purchasing alliances control >95% of the market and manufacturer bargaining power is limited
- Consumers face high prices and coverage uncertainty and don’t trust online offerings which are difficult to navigate
- Prescribers/HCPs seek reduced administrative burden, greater choice in patient treatment, and simpler patient access to minimise abandonment and promote adherence

**Pharmaceutical Value Chain**




**<u>THE GOAL</u>: Help patients receive quality drugs quickly and at the best price while increasing prescriber efficiency and customer satisfaction.**

# Disintermediation Strategy

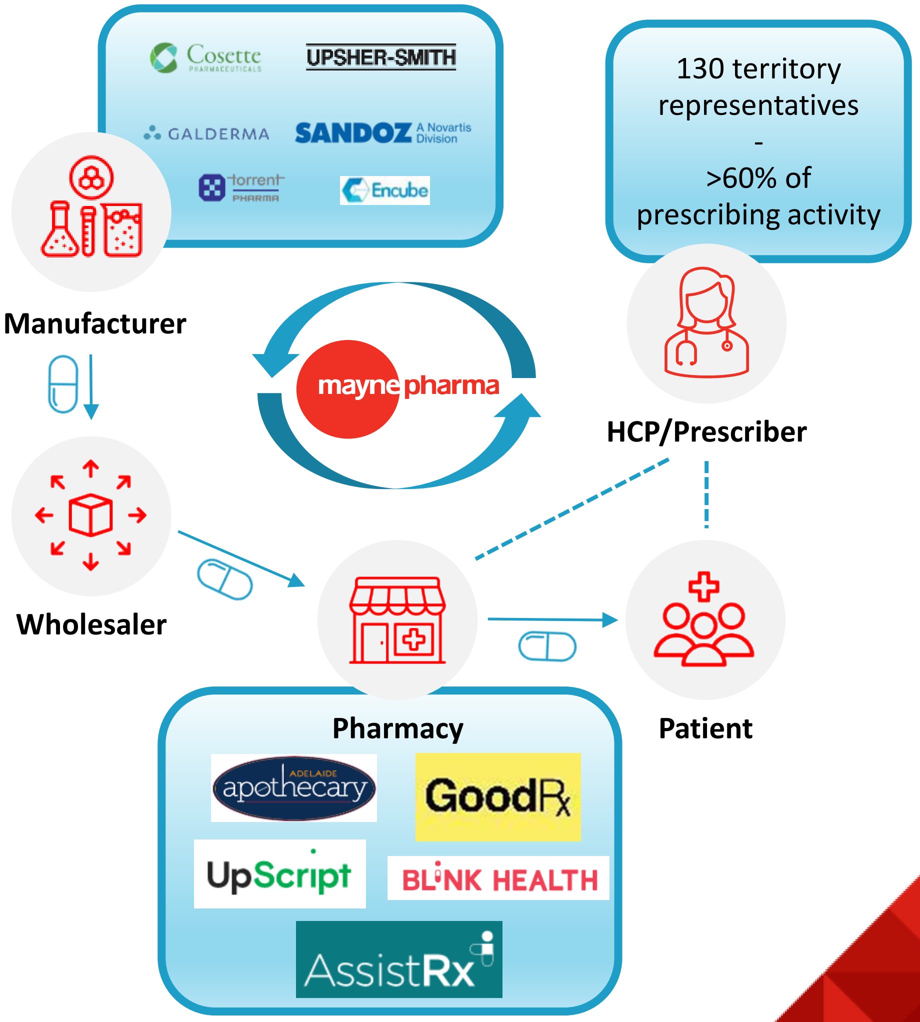
**Mayne Pharma's unique platform spans the entire value chain, allowing for the ability to create a comprehensive, frictionless, transparent, and cost-effective experience**

## Why Dermatology?

- ✓ There is great desire for disintermediation in the industry, with the Dermatology segment a logical starting point
- ✓ Most dermatological conditions are not permanently cured, resulting in ongoing demand/continuous refills
- ✓ Long cycle times for treatment
- ✓ Conditions are non-acute and patients are more willing to wait for shipping and shop online
- ✓ Insurance coverage is poor and getting worse

## Why Mayne Pharma?

- ✓ **Drug sourcing ability:**
  - Mayne Pharma portfolio is capable of filling 1 in 3 US Dermatology Retail Rx[1]
  - Access to wholesalers and intermediary platforms
  - Established relationships with Bx & Gx manufacturers
- ✓ **Pharmacy network allows for consistent product availability, choice, and pricing:**
  - Adelaide Apothecary for cash-pay claims, licensed to operate in 50 states
  - 400+ specialty pharmacy locations and partnerships for reimbursed claims
- ✓ **Extensive provider/customer coverage:**
  - 145+ field representatives
  - Reach of 50k+ prescribers in targeted therapeutic areas, covering >60% of prescribing activity




1. IQVIA recent 12-month TRx totals by molecule

# International

# International

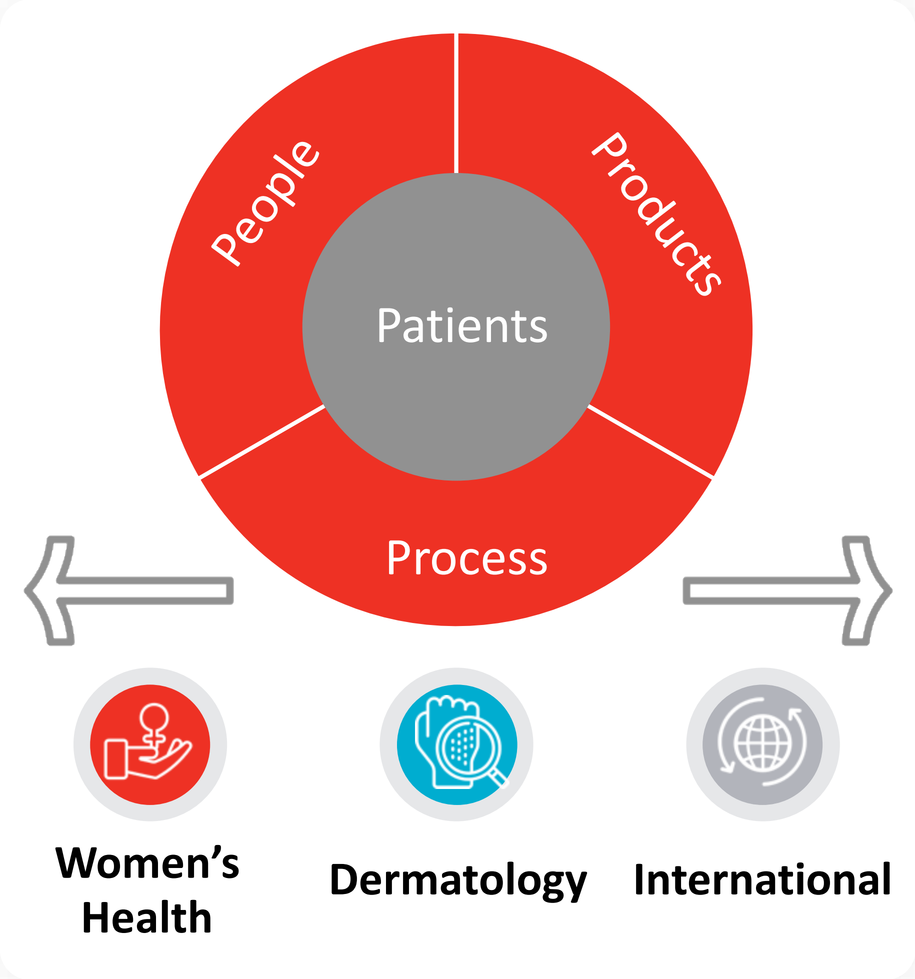
## FY23 highlights

- Solid progress as new management team commenced business improvement initiatives at Salisbury manufacturing facility including product throughput efficiency, procurement initiatives and building International business development opportunities
- $12m investment in partnership with the Australian Government who provided an $4.8m grant under their Modern Manufacturing Initiative (MMI) program improves capabilities and efficiencies in the Salisbury facility
- CDMO revenues increased >50% on FY22 largely attributable to new third party contract sales in 2H following divestment of US Retail Generics
- MPA revenues increased 7% on FY22 with in licensed product growth of 26% attributable to new product launches and growth in existing product portfolio
- Continued progress in growing Opioid Substitution Therapy (OST) opportunities in Europe in International Products
- Year on year cost increase reflects NEXTSTELLIS® launch costs and additional sales and marketing to support Australian market entry – sales performance to plan, costs well managed in 2HFY23

| A$million | 1H23 | 2H23 | FY23 | FY22 |
|---|---|---|---|---|
| Reported revenue | 27.6 | 37.1 | 64.7 | 54.4 |
| Reported Gross Profit | 8.8 | 10.1 | 18.9 | 17.7 |
| Gross Profit % | 32% | 27% | 29% | 33% |
| Direct operating expense | 6.1 | 6.0 | 12.1 | 9.6 |
| Direct contribution | 2.8 | 4.1 | 6.9 | 8.1 |

# Strategy for Growth

**Addressing the needs of patients across 3 segments while driving sustainable profitability and growth**




**Near term initiatives**

Broaden Women's Health and Dermatology portfolios, leveraging sales infrastructure and distribution platforms

Continue to find ways to disintermediate the traditional supply chain via alternate channels (DTC, specialty pharmacies, Good Rx)

Dermatology pricing refinements to drive improved contribution

Drive International performance with new contracts and markets

**USA**

# Business Outlook and Priorities for FY24

- The Company expects to complete integration of the licensed women's health assets in FY24 with a focus on growth and improving net selling prices. The Company is pursuing a growth strategy with the expected launch of low strength BIJUVA® and by leveraging our salesforce scale and effectiveness. For NEXTSTELLIS® the Company is targeting a breakeven[1] run rate in 1HFY24, with continued growth throughout FY24.

- For Dermatology, the Company plans to continue to enter into capital light, accretive business arrangements and drive commercial excellence in FY24. We are further developing our channel strategy and leveraging our ability to drive market share to expand partnerships. Improved profitability is a clear objective for the Dermatology business.

- For International, the Company is pursuing targeted investment and new manufacturing revenue streams. The Company plans to continue to drive specialty and generic product sales including driving growth in NEXTSTELLIS® in Australia and will continue to invest in a targeted manner in the Salisbury facility to improve our productivity and capabilities.

- With all 3 business units contributing positive contribution margin, the Company expects to return to positive EBITDA and operating cash generation in FY24.

1. Breakeven is defined as gross margin equivalent to direct OPEX on an annualised basis

# Q&A

You deserve tomorrow.