Mayne Pharma Group Limited

1HFY24 Results Presentation

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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.
- KAPANOL® is a trademark of Mayne Pharma. ANNOVERA®, BETADINE®, BIJUVA®, IMVEXXY®, KADIAN®, NEXTSTELLIS®, ORACEA® and RHOFADE® are trademarks of third parties.

1HFY24 Operational and Financial Highlights

- Reported revenue of $188m (compared to $131m in 2HFY23[1]) reflects strong performance in US Women's Health[2] and Dermatology[3]:
  - Women's Health achieved breakeven run rate on NEXTSTELLIS® in December and growth in contribution from other products
  - New US FDA Orange-Book listed NEXTSTELLIS® patent expiring 2036
  - Strong contribution from new product launches in Dermatology

- Direct Contribution of $40.6m with each segment delivering positive contribution

- Underlying EBITDA of $8.0m (compared to underlying EBITDA loss of $25.9m in 2HFY23) with improved revenue and initial impact of US$10m cost reduction program

- Closing cash (including marketable securities) of $146.8m, with $73.3m cash outflow in the period:
  - $36.4m (50%) related to debt repayment ($11.0m), RHOFADE® acquisition ($13.0m) and on-market buyback ($10.9m)
  - $13.8m (18%) related to planned discontinued operations close out

- Continued progress to positive operating cash. $19.2m outflow from continuing operations (driven by investments to support growth primarily inventory and deposits), $3.9m of earn out payments

- Our simplified business combined with our strong operating and financial discipline delivers significantly improved financial results

1. Comparisons to 2HFY23 are made as that is the first period where the portfolio of products licensed from TXMD contributed to group results
2. Women's Health formerly known as Branded Products Division
3. Dermatology formerly known as Portfolio Products Division

1HFY24 Achieved 4 out of 5 FY24 Goals

Deliver positive direct contribution in all three segments ✓

- Achieved positive direct contribution[1] in all three segments in 1HFY24:
  - Women's Health $18.1m
  - Dermatology $18.1m
  - International $4.4m
- On track for positive contribution margin in 2HFY24 and full year

Return Company to positive underlying EBITDA in FY24 ✓

- Positive underlying EBITDA of $8.0m achieved in 1HFY24
- Significant improvement on underlying loss of $25.9m in 2HFY23
- On track for 2HFY24 and full year

Optimise cost base with OPEX and other reductions of >US$10m ✓

- Reductions executed 1HFY24: improved cost leverage (OPEX added with growth but at lower rate)
- Reductions of ~US$5m achieved during 1HFY24 with continued impact of these reductions flowing in 2HFY24.

NEXTSTELLIS® run rate breakeven ✓

- Achieved breakeven run rate in December
- Trade cycle growth +33% vs 2HFY23, net selling price (NSP) improvements and lower costs

Return Company to positive operating cash generation in FY24 ◐

- Majority of cash outflow in 1HFY24 related to investing/financing and discontinued ops
- Operating cash outflow of $19.2m includes net working capital increase for GTN payments, and inventory build for new product launches and mitigation against supply chain risks
- On track for positive operating cash in 2HFY24 and full year

1. Direct contribution calculated as gross margin less direct OPEX

mayne pharma

Key segment highlights: delivering on commitments

Women's Health

- Direct contribution $18.1m in 1HFY24 vs -$1.7m in 2HFY23
- NEXTSTELLIS® achieved breakeven run rate, trade cycle growth +33% vs 2HFY23, NSP improvements, lower costs
- Steady growth of ANNOVERA®, BIJUVA®, and IMVEXXY®
- Cost initiatives executed in 2Q ~US$5m include headcount and marketing
- New US FDA Orange Book listed NEXTSTELLIS® patent expiring 2036
- Actively participating in getting US Affordable Care Act (ACA) as an effective law for birth control

Dermatology

- Direct contribution $18.1m in 1HFY24 vs $1.5m in 2HFY23
- Core portfolio performing well with strong operating discipline, including managing channel inventory and co pay liabilities
- New product launches driving growth - authorised generic ORACEA® and RHOFADE®
- Disintermediation (unique prescriber patient fulfilment model) pilot project confirmed the value and need of the solution, positioning a nationwide rollout in the US

International

- Direct contribution $4.4m in 1HFY24 vs $4.0m in 2HFY23
- 2-year agreement signed for the supply of BETADINE®
- Expansion of KADIAN® /KAPANOL® into Canada, Europe and Asia progressing
- 70% improvement in supply reliability
- Ongoing progress on significant capital and system projects ($3.2m in 1HFY24)

1HFY24 Group Financial Performance

Group Continuing Operations Financial Overview: Improved operational performance[1]

A$ million[2]	1HFY23	2HFY23	1HFY24	Change vs 2HFY23
Reported Revenue	$52.2	$131.4	**$187.9**	$56.5
Reported Gross Profit	$15.1	$68.4	**$105.8**	$37.4
Reported Direct Contribution	($45.6)	$3.8	**$40.6**	$36.8
Reported EBITDA	($87.2)	($14.8)	**($21.9)**	($7.1)
Underlying EBITDA[3]	($69.4)	($25.9)	**$8.0**	$33.9
Reported Net Loss After Tax	($113.8)	($203.6)	**($70.5)**	$133.1

- Group Revenue of $187.9m reflects growth from NEXTSTELLIS® and contribution from new products (ANNOVERA®, IMVEXXY®, BIJUVA® and pre-natal vitamins) as well as Dermatology growth attributable to significantly improved core product profitability and new product launches of authorised generic ORACEA® and RHOFADE®
- Underlying EBITDA of $8.0m excludes non-operating expenses (increase in deferred consideration liability of NEXTSTELLIS® driven by new patent, fair value reassessment of convertible notes and litigation and restructuring expenses)

1. 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 all FY23 results, so they are presented on a comparable basis.
2. Attributable to members. EBITDA excludes asset impairments.
3. Refer to following slide for adjustments to underlying EBITDA.

Reported EBITDA to Underlying Bridge

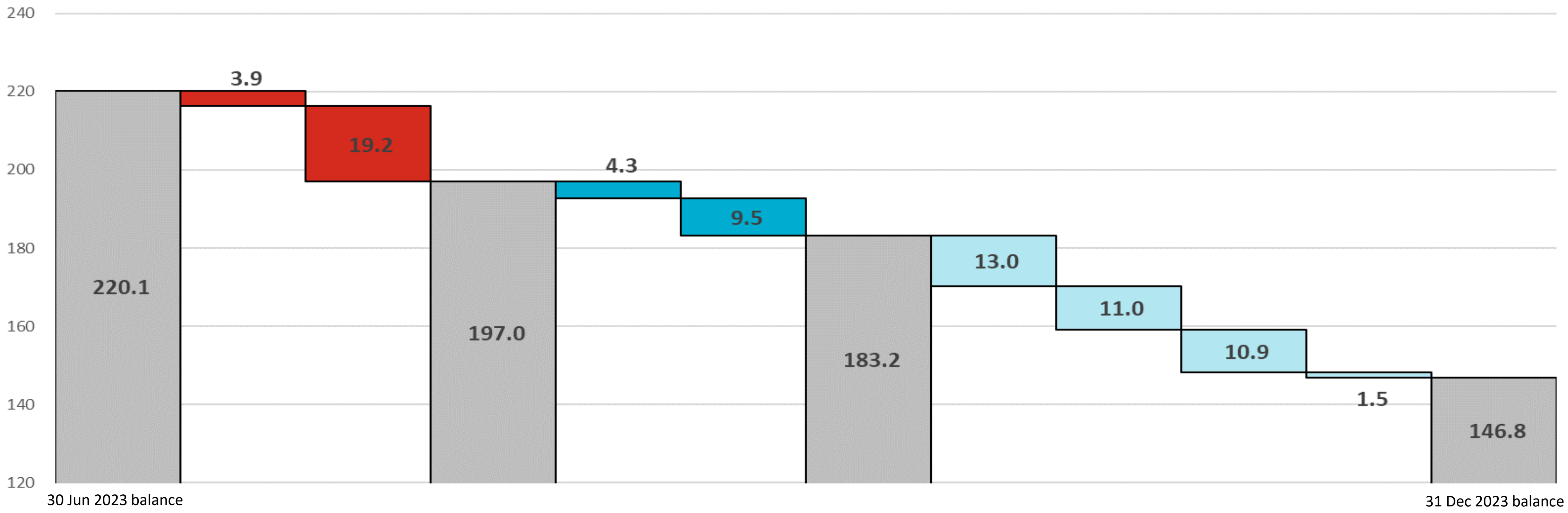
A$million	1HFY23	2HFY23	1HFY24
Reported Revenue	**52.2**	**131.4**	**187.9**
Reported Gross Profit	**15.1**	**68.4**	**105.8**
Total Gross Profit % of Revenue	29%	52%	56%
Direct OPEX	-60.7	-64.6	-65.2
Direct Contribution	**-45.6**	**3.9**	**40.6**
Indirect OPEX	-49.8	-52.4	-51.2
Other Income	3.8	5.6	0.9
Earn-out Reassessments	0.0	23.9	-16.7
Depreciation Add-Back	4.4	4.3	4.4
Reported EBITDA	**-87.2**	**-14.8**	**-21.9**
Earn-out Reassessments	0.0	-23.9	16.7
Fair Value Adjustment of Convertible Note Derivative	0.0	2.7	10.0
Litigation and Restructuring Expenses	17.9	10.0	3.3
Underlying EBITDA	**-69.4**	**-25.9**	**8.0**

- Underlying EBITDA delivering steady operational improvements resulting from higher revenue and operational execution
- Underlying EBITDA excludes non-cash items, including:
  - Earn out reassessment (as a result of new US FDA Orange Book listed NEXTSTELLIS® patent) ($16.7m)
  - Fair Value Adjustment of Convertible Note Derivative (as a result of share price movement during the half) ($10.0m)
  - Litigation and restructuring expenses ($3.3m)

1. Statutory accounts include amounts relating to depreciation which are added back to reconcile to EBITDA. Gross Profit ($2.4m), Direct OPEX ($1.3m), Indirect OPEX ($0.7m)

Group Cash: Reconciliation to closing Cash + Marketable Securities balance (A$m)

68% of cash use in 1H related to investing/financing and discontinued operations



Continuing Operations (32%)

- Earn out payments (continuing operations) $3.9m
- Cash for continuing operations $19.2m includes investment in net working capital including inventory and samples (to support new product launches / revenue growth), deposits and other pre-paid amounts and catch up GTN payments

Discontinued operations (18%)

- Earn out payments (discontinued operations) $4.3m
- Cash for discontinued operations $9.5m
- Remaining obligations (net) $10-$20m estimated

Investing & Financing (50%)

- Acquisition of RHOFADE® $13.0m
- Pay off receivables facility $11.0m
- On-market buy back $10.9m
- Other $1.5m includes CAPEX, payments for capital leases and interest income

Conversion Underlying EBITDA : Underlying Free Cash Flow ($Am)

Underlying EBITDA	**8.0**
Non cash items in underlying EBITDA	1.9
Movements in underlying net working capital	2.8
Earn out payments	(3.9)
Maintenance Capex	(0.7)
Lease payments under AASB 16	(1.8)
Underlying free cash flows before net working capital investments	**6.3**
Investment spend to support future growth	
Net working capital investments	(28.5)
Growth capex, asset acquisition	(15.5)
Underlying free cash flows	**(37.7)**

Inventory	(14.6)
Prepaid royalties	(1.8)
Samples	(2.2)
Co-pay deposits	(9.9)

Underlying free cash flow conversion before investment spend 67.5%

1. Working capital change +2.8 – 28.5 = -25.7m from continuing operations, statutory accounts Directors Report: Inventory, receivables and trade payables.

Consolidated Balance Sheet

A$ million	30 Jun 2023	31 Dec 2023	Change
Cash and equivalents	92.6	109.2	16.6
Inventory	82.7	91.9	9.2
Receivables	194.9	184.7	(10.2)
PP&E	43.7	44.3	0.6
Intangibles & goodwill	617.3	584.6	(32.7)
Income tax receivable	14.6	14.2	(0.4)
Right of use assets	7.8	6.1	(1.7)
Other assets	193.8	117.7	(76.1)
Total assets	**1,247.4**	**1,152.6**	**(94.8)**
Payables	246.5	226.5	(20.0)
Interest-bearing borrowings (inc leases)	47.5	36.6	(10.9)
Other financial liabilities	296.2	321.8	25.6
Other liabilities	22.8	20.0	(2.8)
Total Liabilities	**613.0**	**604.9**	**(8.1)**
Equity (attributable to members)	**634.4**	**547.8**	**(86.6)**
AUD:USD FX rate	0.664	0.681	

- Marketable securities of $A36.7m is included in Other Assets
- Working capital movements vs 30 June 2023 include:
  - Receivables: close out discontinued ops (-$15.4m), revenue growth ($9.7m)
  - Inventories: close out discontinued ops (-$17.8m), investment in growth, including NPLs ($14.6m)
  - Payables: close out discontinued ops (-$34.9m), growth ($20.2m)
  - Deposits and prepaids: $8.5m
- Company debt is comprised of convertible note issued to fund TXMD transaction
- Decline in accrued channel liabilities to $167.8m included in Other Payables
- Other Financial Liabilities includes earnout and deferred consideration liabilities

Segment Performance

Segment Performance

Refocused business delivering improved momentum and positive direct contribution in 1HFY24

Reported results (A$m)	1HFY23	2HFY23	FY23	1HFY24
Revenue				
Dermatology	11.2	45.8	57.0	**80.9**
Women's Health	13.4	48.5	61.9	**72.4**
International	27.6	37.1	64.7	**34.6**
Total	52.2	131.4	183.6	**187.9**
Operating expenses [2]				
Dermatology	17.9	13.7	31.6	**18.5**
Women's Health	36.7	44.9	81.6	**40.6**
International	6.1	6.0	12.1	**6.1**
Total	60.7	64.6	125.3	**65.2**

	1HFY23	2HFY23	FY23	1HFY24
Gross profit [1]				
Dermatology	-4.5	15.2	10.7	**36.6**
Women's Health	10.7	43.2	53.9	**58.7**
International	8.9	10.0	18.9	**10.5**
Total	15.1	68.4	83.5	**105.8**
Direct Contribution				
Dermatology	-22.5	1.5	-21.0	**18.1**
Women's Health	-26.0	-1.7	-27.7	**18.1**
International	2.8	4.1	6.9	**4.4**
Total	-45.6	3.9	-41.8	**40.6**

1. Gross Profit includes 1HFY24 depreciation of A$2.4M, which is included in COGS
2. Direct OPEX includes 1HFY24 lease depreciation of A$1.3M, which is largely relating to motor vehicles of salesforce

Women's Health

Women's Health: continued growth

	Women's Health in USD'000	1HFY23	2HFY23	1HFY24
	Total Revenue	**9,005**	**32,667**	**47,277**
	Total Gross Profit	**7,183**	**29,096**	**38,334**
	Total Gross Profit % of Revenue	80%	89%	81%
	Direct OPEX	(24,611)	(30,310)	(26,527)
*	**Direct Contribution**	**(17,427)**	**(1,215)**	**11,807**
	Depreciation Add-Back	347	643	579
	Earn-out liability	-	(1,877)	(3,422)
**	**"Cash" Contribution**	**(17,080)**	**(2,449)**	**8,964**

Highlights

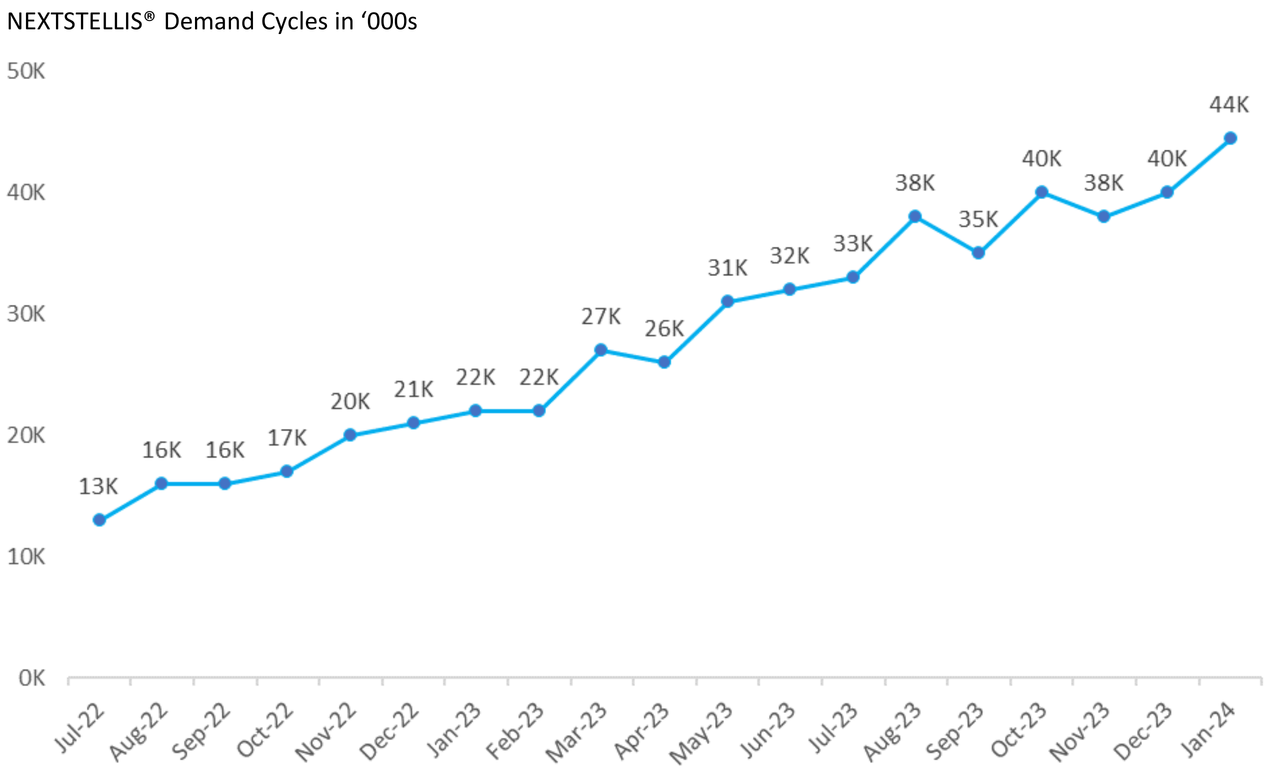
- Revenue increase driven by:
  - lift in NEXTSTELLIS® (33% increase in trade cycles compared to 2HFY23, improved net selling price)
  - improved performance of ANNOVERA®, IMVEXXY® and BIJUVA®
- Direct OPEX decrease vs 2HFY23 driven by territory optimisation and realigned marketing spend
- 1HFY24 gross margin stabilised and representative of go-forward profile
- Q2FY24 cost improvement program expected to deliver US$8m FY24 benefit
- GTN true-up in Q2 FY24 contributing to revenue US$2.7m

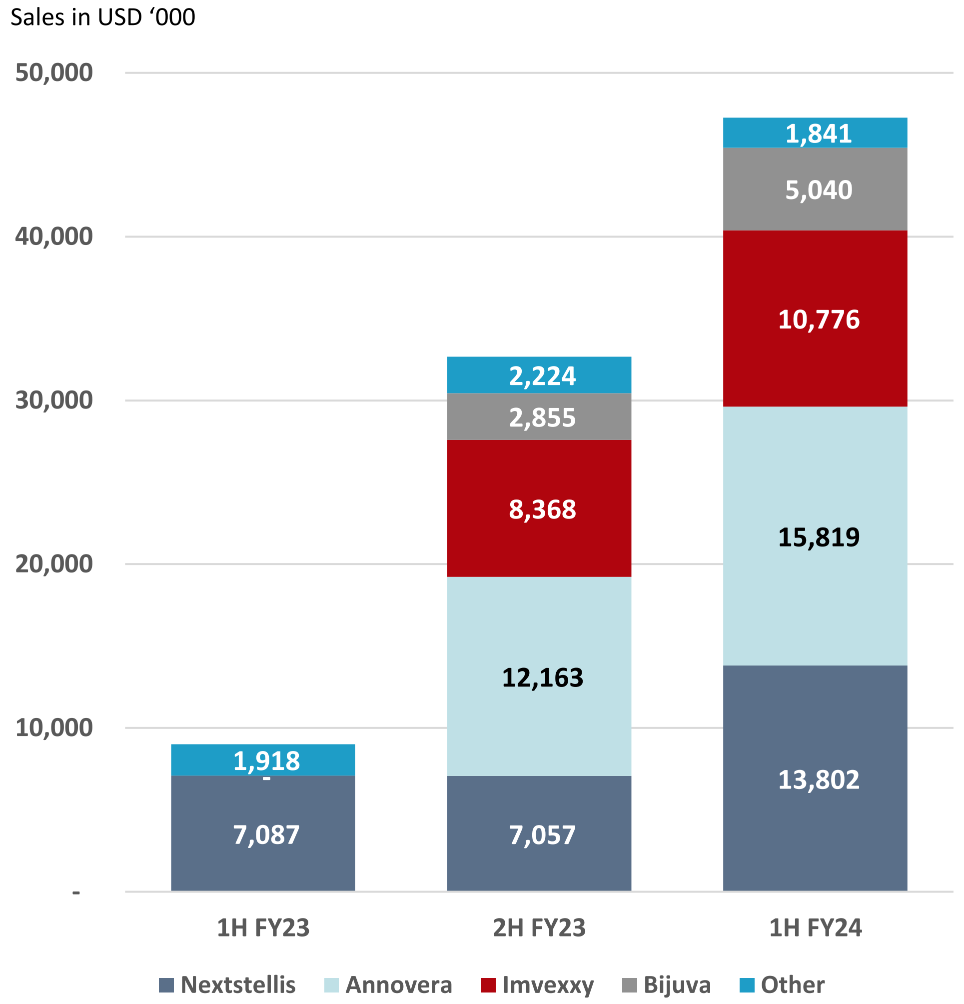
Segment details are shown in AUD terms in the Appendix

* Direct contribution calculated as gross profit less direct OPEX – includes depreciation of motor vehicle leases in direct OPEX

** Cash contribution calculated as direct contribution plus add-back for depreciation and less proportional earn-out liability : portion of earnout liability related to revenues for the period independent of timing / capitalised amount

Women's Health: top line portfolio growth





Dermatology

Dermatology: delivering on new product launches and channel strategy

	Derm in USD'000	1HFY23	2HFY23	1HFY24
	Total Revenue	**7,495**	**30,878**	**52,855**
	Total Gross Profit	**(3,036)**	**10,226**	**23,908**
	Total Gross Profit % of Revenue	-41%	33%	45%
	Direct OPEX	(12,034)	(9,269)	(12,085)
*	**Direct Contribution**	**(15,070)**	**957**	**11,823**
	Depreciation Add-Back	1,861	(998)	581
	Earn-out liability	(1,509)	-	(602)
**	**"Cash" Contribution**	**(14,718)**	**(41)**	**11,802**

Highlights

- Revenue of US$52.9m, up 71% vs 2HFY23
- 1HFY24 gross margin 134% growth vs 2HFY23
- Gross margin recovery reflecting core portfolio profitability and new product launches
- Segment delivering solid positive contribution YTD
- 1HFY23 impacted by channel inventories at FY22 end

Segment details are shown in AUD terms in the Appendix

Depreciation negative in 2HFY23 due to final reconciliation of MCS depreciation allocation vs. continuing operations
* Direct contribution calculated as gross margin less direct OPEX – includes depreciation and allocation of shared functions & overhead within COGS and depreciation of motor vehicle leases in direct OPEX
** Cash contribution calculated as direct contribution plus add-back for depreciation and less proportional earn-out liability: portion of earnout liability related to revenues for the period independent of timing / capitalised amount

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

- Launched pilot program with GoodRx in 1HFY24 in Women's Health and Dermatology which further unlocked and confirms the value of Adelaide Apothecary
- Physicians can now prescribe any Mayne Pharma product via GoodRx platform and patients will be triaged to a partner pharmacy that delivers their product at the lowest out of pocket cost based on their insurance coverage
- If a Mayne Pharma product is not covered via insurance, patients are offered the option to utilise Adelaide Apothecary to acquire our products directly for a cash price
- National rollout in January 2024, following positive feedback from the pilot program
- Use of this channel has yielded improvement in profitability per prescription while also offering enhanced savings to patients
- Mayne Pharma continues to add new patients each week with many signing up for ongoing refills

International

International: improved financial profile

	International in AUD'000	1HFY23	2HFY23	1HFY24
	Reported Revenue	**27,626**	**37,079**	**34,608**
	Reported Gross Profit	**8,876**	**10,048**	**10,480**
	Total Gross Profit % of Revenue	32%	27%	30%
	Direct OPEX	(6,052)	(5,998)	(6,057)
*	**Direct Contribution**	**2,824**	**4,050**	**4,423**
	Depreciation Add-Back	2,164	1,983	1,943
	Earn-out liability	(808)	-	(82)
**	**"Cash" Contribution**	**4,180**	**6,033**	**6,284**

Highlights

- 1HFY24 net sales down compared to 2HFY23, but gross profit up due to shift in customer mix / product pricing
- Continuing to identify business development opportunities
- Operational performance of Salisbury facility showing step change improvement

* Direct contribution calculated as gross margin less direct OPEX – includes depreciation and allocation of shared functions & overhead. Corresponds to 4D segment note

** Cash contribution calculated as direct contribution plus add-back for depreciation and less proportional earn-out liability: portion of earnout liability related to revenues for the period independent of timing / capitalised amount

2HFY24 Outlook and Key Focus

- 2H revenue and earnings expected to deliver growth on 1H driven by:

  - Women's Health:
    - continued growth across all Women's Health brands, continued operational changes
    - continued evaluation of ROI on marketing spend

  - Dermatology:
    - maintenance of margin profile via more volumes from branded products, continuous pricing management
    - additional new product launches across 2H to further build out portfolio and grow revenues
    - unique prescriber patient fulfilment process transition from pilot to fully scaled operation

- Continued revenue growth with improving cost leverage and discipline

- Deliver positive operating cash flow from continuing operations

Q&A

You deserve tomorrow.

Appendix

Women's Health: continued growth (shown in AUD)

	Women's Health in AUD'000	1HFY23	2HFY23	1HFY24
	Reported Revenue	**13,427**	**48,463**	**72,389**
	Reported Gross Profit	**10,712**	**43,171**	**58,696**
	Total Gross Profit % of Revenue	80%	89%	81%
	Direct OPEX	(36,699)	(44,870)	(40,617)
*	**Direct Contribution**	**(25,987)**	**(1,699)**	**18,079**
	Depreciation Add-Back	517	953	886
	Earn-out liability	-	(2,788)	(5,240)
**	**"Cash" Contribution**	**(25,470)**	**(3,534)**	**13,725**

* Direct contribution calculated as gross margin less direct OPEX – includes depreciation of motor vehicle leases in direct OPEX

** Cash contribution calculated as direct contribution plus add-back for depreciation and less proportional earn-out liability: portion of earnout liability related to revenues for the period independent of timing / capitalised amount

Dermatology: delivering on new product launches and channel strategy (shown in AUD)

	Derm in AUD'000	1HFY23	2HFY23	1HFY24
	Reported Revenue	**11,177**	**45,815**	**80,929**
	Reported Gross Profit	**(4,527)**	**15,207**	**36,607**
	Total Gross Profit % of Revenue	-41%	33%	45%
	Direct OPEX	(17,945)	(13,695)	(18,505)
*	**Direct Contribution**	**(22,472)**	**1,512**	**18,102**
	Depreciation Add-Back	2,775	(1,494)	889
	Earn-out liability	(2,251)	-	(921)
**	**"Cash" Contribution**	**(21,948)**	**18**	**18,069**

Depreciation negative in 2HFY23 due to final reconciliation of MCS depreciation allocation vs continuing operations

* Direct contribution calculated as gross margin less direct OPEX – includes depreciation and allocation of shared functions & overhead within COGS and depreciation of motor vehicle leases in direct OPEX.

** Cash contribution calculated as direct contribution plus add-back for depreciation and less proportional earn-out liability: portion of earnout liability related to revenues for the period independent of timing / capitalised amount

Group Financial Overview

EBITDA to operating cash reconciliation

	in M AUD	YTD Dec
	Underlying EBITDA	**8.0**
	Earn-out reassessment	(16.7)
	Convertible note reval	(10.0)
	Other continuing ops adj incl Fx	(3.20)
	Reported EBITDA	**(21.9)**
	D&A	(35.9)
	Interest expense + discount unwind	(17.0)
	Tax & other expense	4.3
	NOPAT	**(70.5)**
	Interest income reclass	(3.3)
NON-CASH MOVEMENTS	Tax expense	(4.4)
	Unrealized FX	2.4
	Inventory reval / reserve	(14.7)
	D&A	37.4
	Earn-out reval	31.9
	Convertible note reval	10.0
	Share based payments	2.3
	Working capital movement	(19.8)
	Cash from ops	**(28.7)**
	Add back operating cash flow disc	9.5
	Cash from continuing ops	**(19.2)**

Group cash and cash flow – figures in AUD

in millions AUD	Total	Activity related to divested businesses	Activity related to continuing businesses
Net Operating Profit After Tax	(70.6)	0.0	(70.6)
Depreciation & Amortization	37.4	-	37.4
Share-based payments expense	2.3	(0.2)	2.5
Earn-out reval incl disc unwind	31.9	-	31.9
Net interest expense reclass to financing	(3.3)	-	(3.3)
Tax expense	(4.4)	-	(4.4)
Unrealized FX	2.4	-	2.4
Reval convertible note	10.0	-	10.0
Inventory provision (non-cash)	(14.7)	(15.2)	0.5
NWC increase	(19.8)	5.9	(25.7)
Cash flow from operations	**(28.7)**	**(9.5)**	**(19.2)**

Non-cash P&L items

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

The issues with traditional retail

- Significant discounts for distribution services fees
- Additional rebates required for chain retailers to stock product consistently
- PBM rebate requirements >50% for new to market brands with exposure (double dipping) for high deductible patients
- Co pay card assistance programs provide limited flexibility at retail locations and are often not applied by chain pharmacists leaving patients with higher-than-advertised co-pays
- Chain pharmacies are incentivised to dispense generics and attempt to switch by calling back the prescriber for permission to make a change even if not therapeutically equivalent
- Returns exposure is significant due to large number of distribution centres and retail pharmacy locations.
- **END RESULT: Manufacturers lose money on uncovered lives (50-80%) and patients and providers do not receive consistent predictable outcomes**

The Mayne Pharma Difference

- ✓ Distribution fees and retail rebates are replaced with lower upfront discounts by cutting out the middlemen
- ✓ Limited contracting with pharmacy benefit managers and harvesting covered volume via patient insurance triage solutions embedded at pharmacy locations
- ✓ Custom co-pay card rules allow for patients to always attain the best out of pocket while maintaining profitability
- ✓ Participating in-network pharmacies will apply all potential co pay savings for patients and work to dispense the product as prescribed.
- ✓ Very limited returns exposure due to direct model and just in time inventory management with network pharmacies
- ✓ **END RESULT: Mayne Pharma delivers profit on uncovered lives, ensures patients receive the prescribed product at a reasonable and predictable cost**