



ACRUX Ltd

Investor Presentation

February 2024

Acrux is a specialty pharmaceutical company with a successful track record of developing and commercialising a pipeline of topically applied pharmaceutical products.



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Reported progress towards strategic objective of building a sustainable revenue stream capable of funding development pipeline:



Approved

- Dapsone 5%, Gel a generic of topical acne treatment Aczone[®], approved by the FDA in June 2023



Accepted for review

- Nitroglycerin 0.4%, Ointment a generic of anal fissure pain treatment Rectiv[®], accepted for review by FDA in July 2023



Monetised

- In January 2023, the Lenzetto[®] royalty stream for contracted territories was sold to our licensee for EUR4.1million

Acrux portfolio

The Company now has:

- 15 products in its portfolio
- 6 approved products of which 2 are currently revenue generating, 1 product that will soon be launched and 2 products that formerly generated revenue for Acrux
- 3 products currently being reviewed by the FDA

Progression of Acrux's portfolio of products

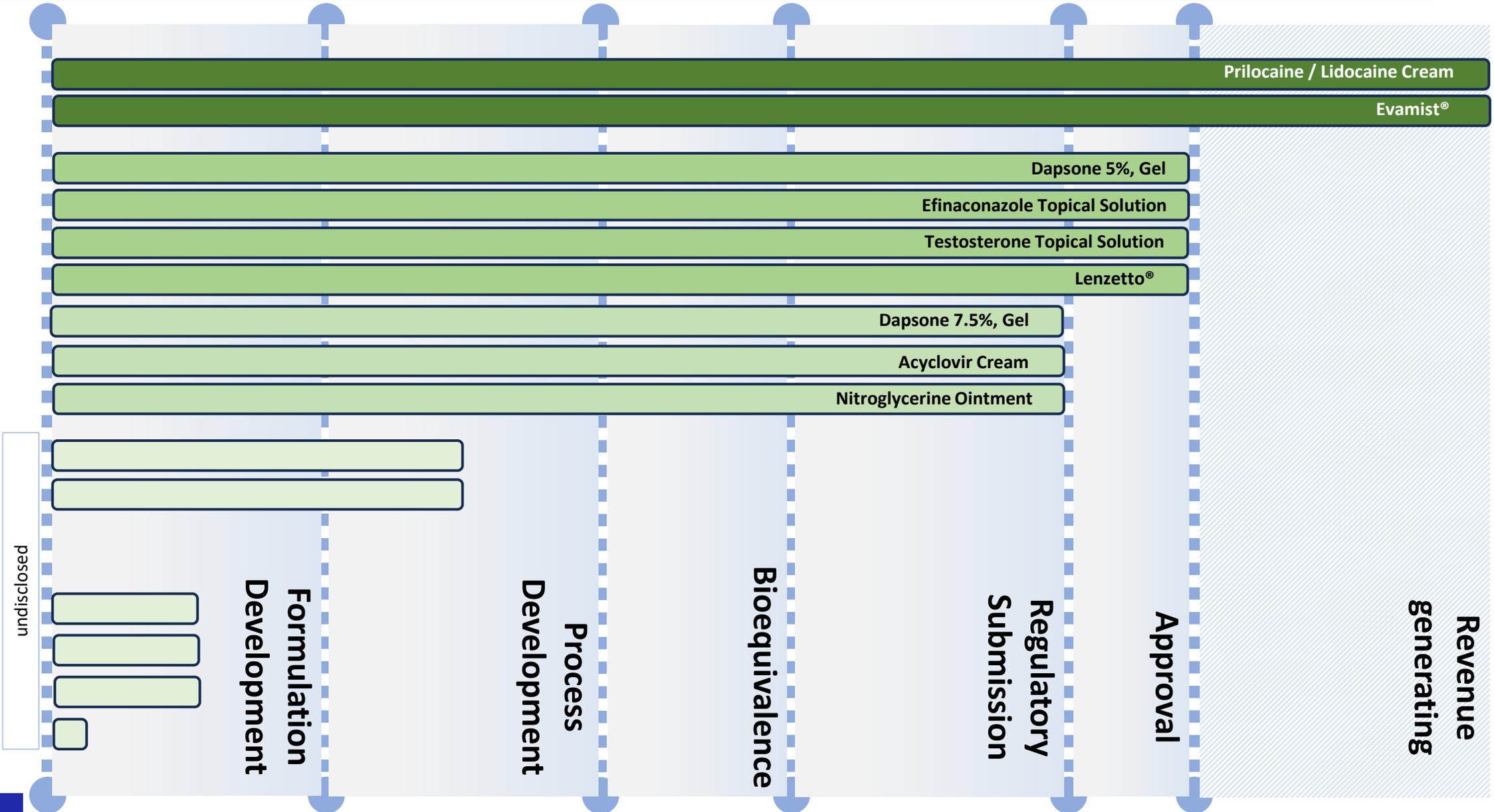
	FY23	Feb 2024
Revenue generating ¹	2	2
Approved ¹	6	6
Under review by FDA	3	3
In development	7	6
Total products in portfolio	16	15

A further 2 topical generic projects have been identified for commencement in 2024 and thereafter 2 new topical generic projects are intended to be added each year.



1. Revenue generating products are also included in the Approved category. The Lenzetto® royalty stream was sold in Jan 2023 and the product continues to be marketed under license from Acrux. The commercialisation contract for Testosterone Topical Solution has been mutually terminated.

Product portfolio¹



undisclosed



ACRUX

Acrux is focussed on an underserved market segment

	Total market	Oral drugs (tablets, capsules) 	Topical drugs (creams, gels, ointments, solutions) 
Definition of market	Total US prescription pharma market	Drugs that are ingested orally	Drugs that are applied topically to the skin, eyes, ears and nose
Market size ¹	>US\$520bn	~US\$200bn	~US\$16bn ²
Generic development complexity	Variable dependent on dosage form and drug	Low	Greater complexity than oral generic drug development
Competition	Variable	High competition from many generic drug manufacturers	Limited generic competition given niche market and development complexity
Acrux product development focus			

Source:

1. US market by dosage form IQVIA Q3, 2020 MAT, US\$ market sales
2. Market size for topically applied drugs IQVIA Q3, 2020 MAT, US\$ market sales

Key Objectives FY24



Launch Dapsone 5%, Gel



Revenue growth from new products, including Prilocaine 2.5% and Lidocaine 2.5%, Cream and Dapsone 5%, Gel

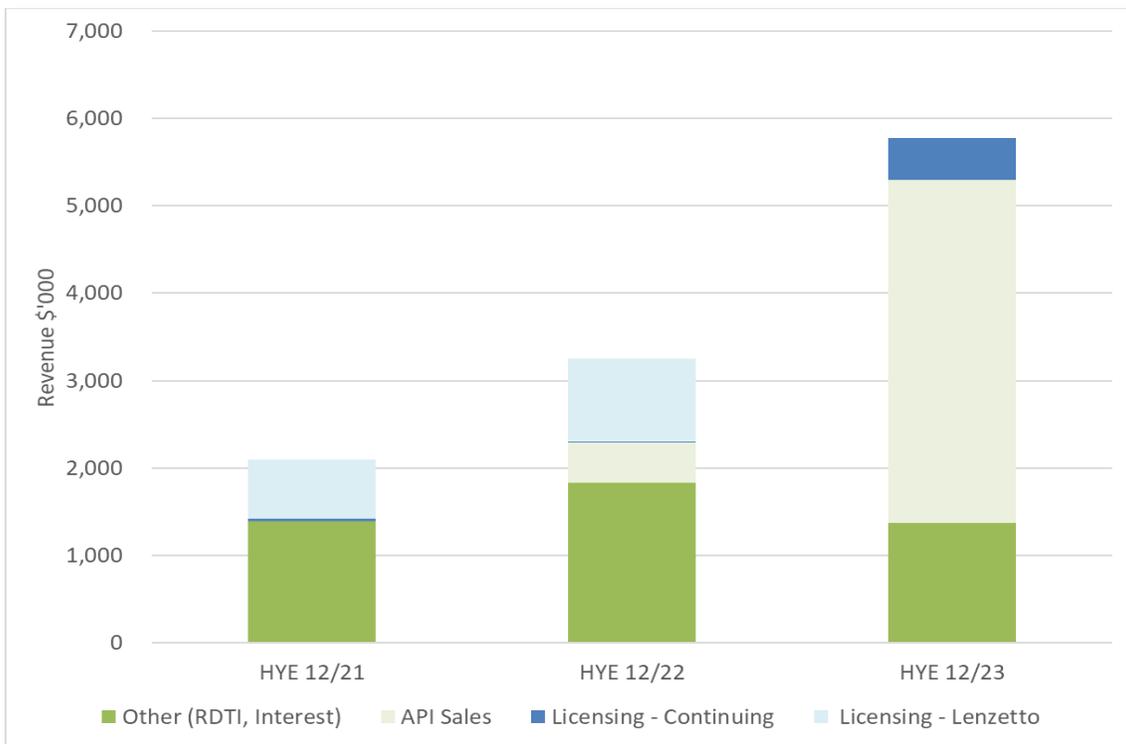


Obtain FDA approval and launch products currently under FDA review



Advance additional pipeline products

Total Revenue



- Total Revenue increased to \$5.77 million for the 6 months ended 31 December 2023, an increase of \$2.528 million on the prior corresponding period
- As pipeline products are approved and launched Acrux's continuing licensing Revenue is expected to grow:
 - Prilocaine 2.5% and Lidocaine 2.5%, Cream, improved supply continuity and manufacturing scale up
 - Dapsone 5%, Gel to launch early in 2024 with initial volumes manufactured
 - 3 dossiers under FDA review with products to be launched following approval
- Revenue from API Sales is transitional as it relates to Acrux's support of the launch of Prilocaine and Lidocaine 2.5%, Cream
- Solid base of income from the R&D Tax Incentive (RDTI) which is dependent on the value of eligible R&D Expenditure

\$'000	HYE 12/21	HYE 12/22	HYE 12/23
Licensing - Continuing	22	9	481
API Sales	0	467	3,928
Other (RDTI, Interest)	1,395	1,829	1,368
Licensing - Lenzetto	680	945	-
Total Revenue	2,097	3,249	5,777

Profitability and Cash Generation

Profit / (Loss) after Tax \$'000	HYE 12/21	HYE 12/22	HYE 12/23
Total Revenue	2,097	3,249	5,777
Less COGS	0	493	3,928
Less Operating Expenses			
External R&D	3,314	1,926	1,147
Employee and NED Benefits	2,971	2,934	2,780
Other Expenses	1,123	979	784
	7,407	5,840	4,711
Profit / (Loss) Before Tax	(5,311)	(3,083)	(2,862)
Income Tax Expense	162	211	378
Profit / (Loss) After Tax	(5,473)	(3,294)	(3,240)

- Total Revenue growth from Licensing Revenue, API Sales and RDTI coupled with control over operating costs has resulted in a small reduction in Loss before Tax
- The small reduction in Loss before Tax is reflected in a small increase in Cash balances of \$0.22 million to \$4.65 million

Track record of developing and commercialising products to deliver growing recurring revenue streams



Strong pipeline of products under development



3 products currently **under evaluation** by the FDA

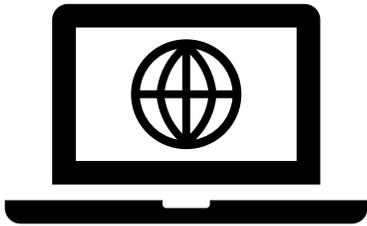


Received **FDA approval** of 4 products since 2021



Lidocaine 2.5% and Prilocaine 2.5% cream, **launched** in December 2022

Connecting with Acrux



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