

Mayne Pharma Group Limited (ACN 115 832 963)  
Half Year Results Presentation 2011

25 February 2011

## Highlights of the last six months

- EU registration filed for SUBACAP®
- Successful US-based Phase II trial for SUBACAP®
- Change of company name to Mayne Pharma Group Limited
- New Chairman and CFO appointed
- Maiden dividend paid and special dividend declared
- New Doryx® formulations

## Executive Summary

- Strengthened A\$ and a delay in the approval of new Doryx® formulations has resulted in earnings not meeting Company expectations for the half
- Australian proprietary products division sales were up following acquisition of the marketing and distribution rights from Hospira in February 2010
- US\$10M debt reduced to US\$3.75M at end of January
- Special fully franked dividend of 1.0cps
- Continued legal action to protect Doryx® patent
- Seeking regulatory approval in EU for SUBACAP® in 2011 and clarity around US clinical development path from the FDA in the 2<sup>nd</sup> quarter of calendar 2011

## Consolidated results for the half-year ended 31/12/10

- Total revenue \$26.9m
- Gross profit \$12.2m
- EBITDA \$5.1m
- EBITDA margin 18.9%
- NPAT \$1.1m
- EPS 0.76cps
- Net operating cash flow before tax of \$3.7m
- Cash on hand \$13.4m
- Net cash (cash less debt) of \$8.5m
- Special dividend declared 1.0cps

## H11 Earnings comparison

| \$ millions           | H11<br>Reported | H10<br>Reported | Last<br>12 months |
|-----------------------|-----------------|-----------------|-------------------|
| <b>Total revenue</b>  | <b>26.9</b>     | <b>9.3</b>      | <b>54.3</b>       |
| Gross profit          | 12.2            | 5.2             | 24.6              |
| <b>EBITDA</b>         | <b>5.1</b>      | <b>(0.4)</b>    | <b>14.0</b>       |
| Depreciation          | (0.9)           | (0.3)           | (1.9)             |
| <b>EBITA</b>          | <b>4.2</b>      | <b>(0.7)</b>    | <b>12.1</b>       |
| Amortisation          | (3.1)           | 0.0             | (8.6)             |
| <b>EBIT</b>           | <b>1.1</b>      | <b>(0.7)</b>    | <b>3.5</b>        |
| Net interest          | (0.8)           | (0.4)           |                   |
| Tax                   | 0.8             | (1.1)           |                   |
| <b>NPAT</b>           | <b>1.1</b>      | <b>(2.2)</b>    |                   |
| EPS (cents per share) | 0.8             | (2.1)           |                   |
| EBITDA margin         | 18.9%           | (4.4%)          | 25.8%             |

## Key features of the results

- Stronger AUD resulted in a net loss from foreign exchange of \$0.8m for the half
- \$1.7m margin shortfall from the agreed delay in Warner Chilcott orders for Doryx® tablets
- Notional interest charge of \$0.9m for the earn-out liability
- Savings in outward distribution costs and trading expenses against budget (\$0.4m or 22%)
- EU replicate study for SUBACAP® of \$0.6m to support commercialisation of the drug (\$1.1m in F11)

## Balance Sheet Position

| \$ millions               | H11   | F10    | H10   | Change  |
|---------------------------|-------|--------|-------|---------|
| Cash                      | 13.4  | 19.7   | 14.6  | (32.0%) |
| Inventory & receivables   | 14.0  | 12.5   | 11.3  | 11.8%   |
| PP&E                      | 21.3  | 21.0   | 19.3  | 1.3%    |
| Intangibles               | 11.2  | 14.2   | 13.3  | (21.0%) |
| Other                     | 3.9   | 3.8    | 2.1   | 3.6%    |
| Total assets              | 63.8  | 71.2   | 60.6  | (10.4%) |
| Interest bearing debt     | 4.9   | 8.6    | 10.9  | (43.3%) |
| Earn out liability        | 21.8  | 21.0   | 21.6  | 3.9%    |
| Total liabilities         | 39.3  | 45.6   | 41.3  | (13.8%) |
| Equity                    | 24.5  | 25.5   | 19.4  | (4.0%)  |
| Net debt (debt less cash) | (8.5) | (11.1) | (3.7) | (23.2%) |
| Debt / Debt + Equity      | 16.6% | 25.2%  | 36.0% |         |



## Key features of the Balance Sheet movements

- Cash reduction due to the payment of the maiden dividend (\$3.0m), reduction in the US\$ NAB loan (\$2.7m) and tax payments (\$2.9m)
- Increase in receivables from June due largely to the timing of a payment by Warner Chilcott (received in January 2011)
- Reduction in intangibles reflects aggressive amortisation schedule as foreshadowed at the end of FY10
- Debt reduced to less than half of the 31 December 2009 level
- Earn-out liability increased due to the notional (non-cash) interest charge reflecting the unwind of the discount (\$0.9m)



## Cash flow

| \$ millions                             | H11          |
|---|--------------|
| <b>EBIT - reported</b>                  | <b>1.1</b>   |
| Amortisation / depreciation             | 4.0          |
| Change in working capital               | (1.4)        |
| Net interest paid                       | (0.0)        |
| Tax paid                                | (2.9)        |
| <b>Net operating cash flow</b>          | <b>0.8</b>   |
| Capex                                   | (1.1)        |
| Acquisitions                            | 0.0          |
| Repayment of borrowings                 | (2.7)        |
| Net proceeds from issue of shares       | 0.8          |
| Dividends paid                          | (3.0)        |
| <b>Net cash flow</b>                    | <b>(5.2)</b> |
| FX impact on cash                       | (1.1)        |
| <b>Cash on hand at 30 June 2010</b>     | <b>19.7</b>  |
| <b>Cash on hand at 31 December 2011</b> | <b>13.4</b>  |

## Doryx®

- Doryx® our key proprietary product representing ~50% of revenue
- Doryx® revenue impacted by
  - the stronger than expected AUD: forecast rate AUD/USD: 90c vs average actual settled rate of AUD/USD: 94c
  - delay in FDA approval of new formulations led to agreed deferral of orders with Warner Chilcott
- Vigorously defending patent which underpins marketing exclusivity for Doryx® in the US



## Astrix®

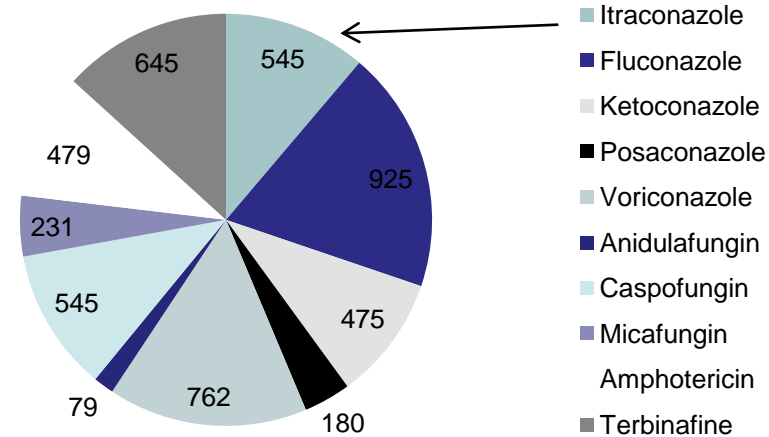
- Astrix® number 1 prescribed low dose aspirin in Australia representing 17% of group sales
- Astrix® sales and margins increased following acquisition of marketing and distribution rights from Hospira
- New consumer focused website [www.astrixaspirin.com.au](http://www.astrixaspirin.com.au) launched
- Partnership with HealthOne to promote Astrix® brand of products in pharmacies in Australia



## SUBACAP®

- Super-bioavailable Itraconazole
- Patent protected
- EU registration filed Dec 2010
- Successful US based Phase II trial results in Nov 2010
- EU approval expected by end calendar 2011
- FDA meeting in 2<sup>nd</sup> quarter 2011 to discuss trial results and determine US regulatory path
- Reviewing potential licensing partners around the world

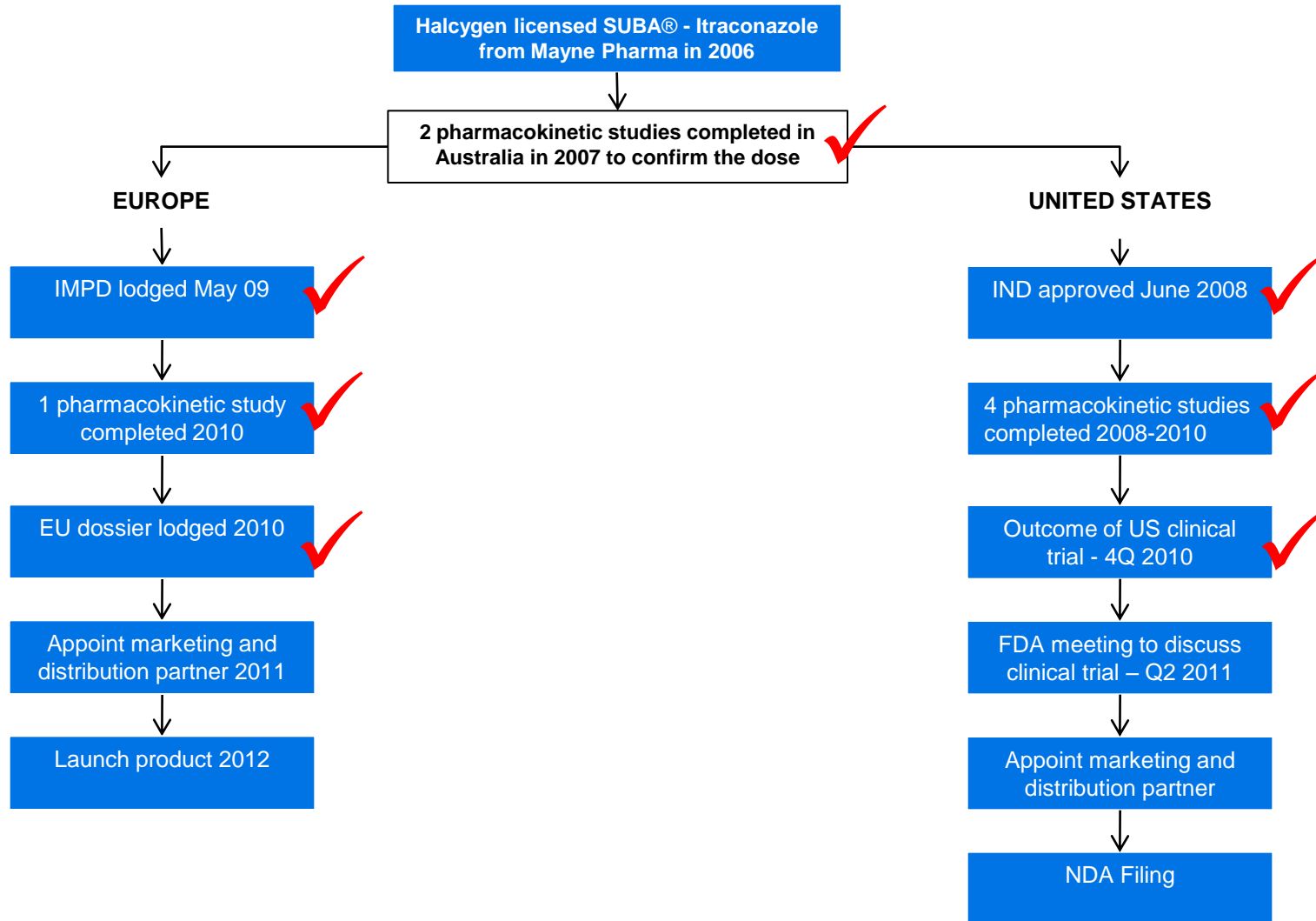
Anti Fungal Global Market (US\$m)



**Total Value US\$4.87 billion**  
**Itraconazole US\$545 million**

Source: Thomson Reuters June 2010

# Clinical Development Path - SUBACAP®



## Outlook

- The Company is in the process of transitioning into new improved Doryx® formulations
  - In view of the regulatory uncertainty surrounding FDA approval and the strategic decision to allow our major partner Warner Chilcott to delay orders, the previous guidance of EBITDA not less than \$18.2M is no longer appropriate
  - Normalisation of Doryx® supply is expected once FDA approval granted
  - The longer term position may improve given the possibility of price increases being implemented
- The Directors remain confident in the resilience and sustainability of our business model with our strong product portfolio and pipeline, particularly given the recent filing of SUBACAP® for registration in EU and ongoing discussions with potential marketing and distribution partners



## Dividend & debt repayment

- After careful consideration of the outlook for the Company, the Board of Mayne Pharma has declared a special fully franked dividend of 1.0cps
  - Record date: 9<sup>th</sup> March 2011
  - Payable: 25<sup>th</sup> March 2011
- US\$ debt to be completely paid down in 2011



## H11 Milestones

### Achieved

- ✓ SUBACAP® dossier lodged
- ✓ Successful Phase II trial of SUBACAP® in US
- ✓ Settlement with Heritage
- ✓ Special dividend

### Ongoing

- Appointment of marketing and distribution partner for SUBACAP®
- Regulatory approval of SUBACAP® in EU and US
- Clarity around Doryx® lifecycle management
- Resolution of Doryx® patent litigation
- In licence/acquire/develop new products

## Definitions and glossary of terms

- IND – Investigational New Drug Application
- IMPD – Investigational Medical Product Dossier
- MHRA – Medicines and Healthcare Products Regulatory Agency (UK)
- Pharmacokinetic study are performed to examine the absorption, distribution, metabolism and excretion of a drug under investigation in healthy volunteers
- Clinical studies are conducted in patients to determine safety and efficacy