



Sirtex Medical Limited

2017 Annual General Meeting

Sydney, Australia

24 October 2017

2017 Annual General Meeting



Mr Richard Hill
Chairman



2017 Annual General Meeting



Mr Andrew McLean
Chief Executive Officer





Disclaimer

Forward Looking Statements and Disclaimer

This presentation has been prepared by Sirtex Medical Limited (“SRX”) and comprises written materials/slides for a presentation concerning SRX. The information contained in this presentation has been prepared for information purposes only and has been prepared for use in conjunction with a verbal presentation and should be read in that context. The information in this presentation is not a recommendation or investment or financial product advice in relation to SRX and is not intended to be used as the basis for making an investment decision.

Certain statements in this presentation are forward looking statements. Forward looking statements can generally be identified by the use of the words “anticipate”, “believe”, “expect”, “project”, “forecast”, “estimate”, “likely”, “intend”, “should”, “could”, “may”, “target”, “plan”, “guidance” and other similar expressions. Indications of, and guidance on, future earning or dividends and financial position and performance are also forward looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of SRX and its officers, employees, agents or associates, that may cause actual results to differ materially from those expressed or implied in such statement. Actual results, performance or achievements may vary materially from any projections and forward looking statements and the assumptions on which those statements are based.

Forward looking statements set out in this presentation are current as at the date of this presentation and are based on a number of estimates and assumptions that are subject to business, economic and competitive uncertainties and contingencies, with respect to future business decisions, which are subject to change and, in many cases, are outside the control of SRX and its directors.

No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of SRX, its affiliates, related bodies corporate or their respective officers, directors, employees and agents, nor any other person, accepts any liability (including, without limitation, any liability arising out of fault or negligence) for any loss arising from any use of this presentation (or its content) or otherwise arising in connection with it.

Subject to any continuing obligation under applicable law or relevant listing rules of the ASX, SRX disclaims any obligation or undertaking to disseminate any updates or revisions to any forward looking statements in this presentation to reflect any change in expectations in relation to any forward looking statements or any change in events, conditions or circumstances on which any statement is based. Nothing in this presentation shall under any circumstances create an implication that there has been no change in the affairs of SRX since the date of the presentation.

No offer of securities

This presentation is not, and does not, constitute an offer to sell or the solicitation, invitation or recommendation to subscribe for, or purchase, any securities in SRX and neither this presentation nor anything contained in it shall form the basis of any contract or commitment. It is not intended to be relied upon as advice to investors or potential investors, and does not contain all information relevant or necessary for an investment decision.



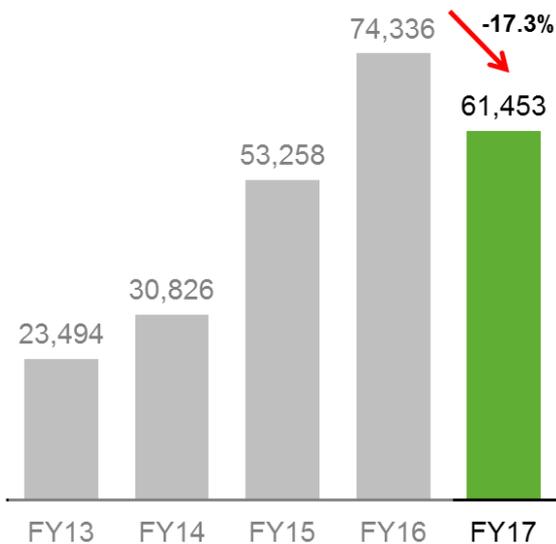
About Sirtex

- Main product is SIR-Spheres[®] Y-90 resin microspheres
 - Tiny radioactive microspheres that provide high dose radiation directly to the tumour while minimising damage to normal healthy cells
 - Known as Selective Internal Radiation Therapy (SIRT)
- Approximately 80,000 doses of SIR-Spheres supplied to treat liver cancer patients in over 1,090 medical centres in over 40 countries
- Sales value segmentation: 80% USA, 16% EMEA and 4% APAC
- Current sales are a small percentage of the total addressable market for SIR-Spheres, which highlights the potential of the product

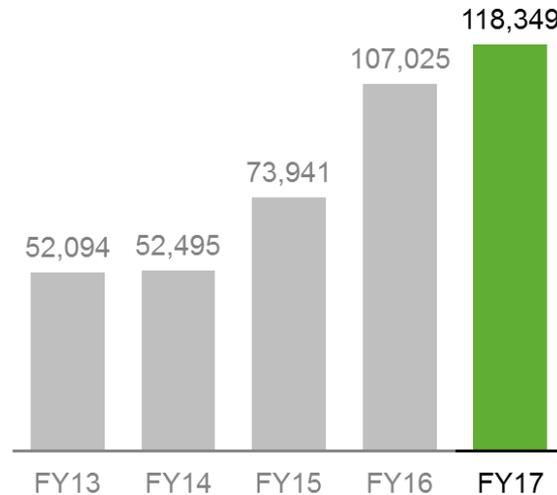


FY17 Results

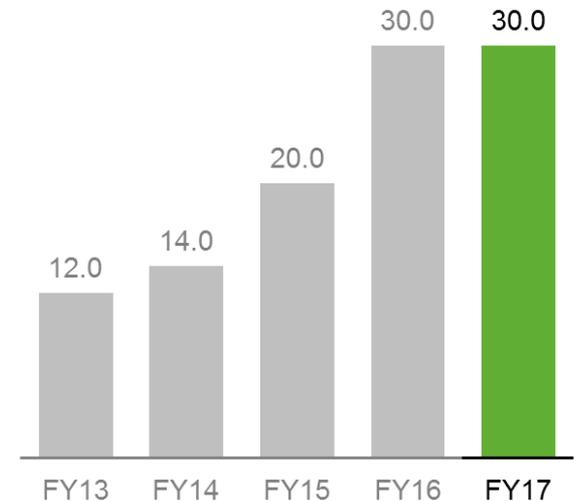
Underlying EBITDA*
\$'000



Cash on Hand
\$'000



Dividend per share
Cents



Share Buy-Back + Dividend: **\$47 million returned to shareholders in 2017**



FY17 Results (cont.)

Underlying Net Profit After Tax (NPAT)	\$42.4 million, down 20.9%
<i>Less Impairment of Intangible Assets¹</i>	<i>(\$90.5 million)</i>
<i>Less Impairment/Write-Off of Receivables</i>	<i>(\$3.6 million)</i>
<i>Less Restructuring Costs²</i>	<i>(\$4.1 million)</i>
<i>Add Tax Effect of Adjustments</i>	<i>\$29.5 million</i>
Reported Net Loss After Tax	(\$26.3 million)

➤ Highly profitable business – stable and reliable global manufacturing & supply chain operation

➤ Write-off highlights need for R&D investment to be more closely aligned to core business

¹ Internally generated intangible assets related to the major clinical studies of SIRFLOX/FOXFIRE/FOXFIRE Global in mCRC; SARAH, SIRveNIB and SORAMIC in HCC and development expenditure associated with SIR-Spheres microspheres.

² Restructuring costs are principally related to provisioning for employee redundancies in clinical, R&D and global sales & marketing



Our Strategy

↗ Operational

- ↗ Efficiency and productivity gains
- ↗ Becoming easier to do business with

↗ Four core areas of organic expansion

- ↗ Geographical
- ↗ New segments within existing geographies
- ↗ Reimbursement
- ↗ Indication expansion



Our Strategy (cont.)

- ↗ Operational highlights during the year
 - ↗ Reduction of staff by approximately 15% announced June
 - ↗ Frankfurt facility became operational
 - ↗ Improvements in supply logistics within the US
 - ↗ Pilot Program: same day vasculature mapping and SIR-Spheres implantation
 - ↗ Becoming easier to do business with via electronic ordering
 - ↗ Partnerships with Office-Based Laboratories (OBLs) in the US, leveraging trend in healthcare moving outside of traditional hospital setting



Expansion

- ↗ Two primary considerations for geographic expansion
 - ↗ Regulatory
 - ↗ Reimbursement

- ↗ New revenues anticipated in Canada and Brazil and expansion within France following reimbursement in refractory metastatic colorectal cancer (mCRC)

- ↗ China and Japan are longer term initiatives



Indications and Reimbursement Expansion

SARAH
Sorafenib versus Radioembolization
in Advanced Hepatocellular carcinoma

HCC - French Study
(reported in April)

SIRveNIB

HCC - Asian Study
(reported in June)

SIRflox  **FOXFIRE**
Global

mCRC (reported in June)

- Sirtex announced the results of three large clinical studies during FY17
- The SARAH study forms part of our regulatory submissions to the US FDA
- For SIRFLOX/FOXFIRE/FOXFIRE Global, Sirtex continues to investigate the survival benefit conferred and the 36% reduction in the risk of death in patients with a right-side primary colon cancer who received our therapy in the SIRFLOX and FOXFIRE Global studies



Indications and Reimbursement Expansion (cont.)



- RESiRT study in renal cell carcinoma (RCC) has demonstrated the utility of SIR-Spheres outside of the liver and into the kidneys
- First study of its kind
- Approximately 95% of patients treated exhibited prolonged control of their disease in the kidney
- Sirtex is currently exploring regulatory pathways for this indication





Data and Reimbursement



- The Radiation-Emitting SIR-Spheres in Non-resectable (**RESiN**) Liver Tumor Patient Registry collects
- As at 30 June, approx. 600 patients in the registry at 34 different medical centres
- Target enrolment rate is 500 per annum, with expansion into AU and NZ having commenced
- FDA supportive of real world patient registries



Inorganic Growth

- Focus on interventional radiology and oncology
- Sirtex has competitive advantages across sales, marketing, regulatory and reimbursement that could add value to any acquisition
- Careful monitoring of opportunities allows the Company to assess potential



Competitive and Market Environment

- Improvement in competitive differentiation
 - Resin (SIR-Spheres) versus glass
 - US regulatory status (PMA versus HDE)
 - PMA supplement filing in hepatocellular carcinoma (HCC) prior to the end of FY18

- Large addressable market in salvage
 - >180,000 patients per annum in currently contested markets

- PMA supplement approval enables promotion of SIR-Spheres in HCC in the key US market
 - Significant body of evidence via SARAH & other smaller studies



Competitive and Market Environment (cont.)

- Treatment of cancer continues to evolve with advent of immunotherapy
- Leading oncologists believe immune checkpoint inhibitors in combination with radiation therapy likely to confer additional benefits to the patient
- A combination study of nivolumab and SIR-Spheres microspheres in HCC launched in Singapore during the 1Q CY18 (40 patients) is actively recruiting
- Nivolumab recently received FDA approval in second-line HCC



Human Resources

- Recently conducted group-wide research among all our staff, and results were better than expected, given a challenging FY17

- Employees view on culture, leadership and personal engagement assessed
 - 90% response rate [60% considered good] – commitment to continuous improvement

- Survey results:
 - Employees like their work – professionally and personally satisfied
 - Employees believe in our purpose, mission and products
 - Employees have strong peer-to-peer relationships
 - There is a high degree of accountability within the organisation
 - The organisation's culture is well suited to the work and our industry



Our Mission

To improve the quality and longevity of patients' lives by providing innovative interventional oncology solutions



Our Values

Compassion – we are attentive to the needs of patients, healthcare professionals, and each other

We put the patient first. Every time

We always treat others with respect

We place paramount importance on the safety of our people, patients and healthcare professionals

Advancement – we seek to continuously improve and innovate

We are committed to advancing patients' quality of life and longevity through the development of innovative solutions

We seek to continuously increase productivity and efficiency in everything we do

We have an unrelenting focus on quality

Reputation – we act with integrity and ethics in everything we do

We insist on meeting and exceeding requirements for corporate, environmental and social governance

We insist on a culture of transparency and trust

We do the right thing. Every time

Empowerment and accountability – we take initiative and hold ourselves and each other accountable

We deliver on our commitments; to our patients, our clinicians, our customers, our shareholders, our suppliers and each other

We provide an environment for our colleagues to grow and develop

. . . because we **CARE**



Trading Update – First Quarter FY18

- ↗ 1Q FY18 worldwide dose sales flat versus the prior corresponding period (pcp)
 - ↗ Organisation distraction from FY17 coupled with competitive pressures
 - ↗ New growth initiatives in place, more to come

- ↗ Reported 1Q FY18 sales revenue of \$53.3 million, down 4.8%
 - ↗ Pricing remains stable; increased currency headwinds (principally USD)

- ↗ Unaudited 1Q FY18 constant currency profit before tax (PBT) up 11.3%
 - ↗ Reported PBT up 2.9%



Conclusion

- More effective and efficient company
- Significant potential of technology – approx. 5% penetration of addressable market
- Exploring three findings from recent research
- Working with new trends in the treatment of cancer where we can improve outcomes in combination with our product
- Team of committed and enthusiastic people



Thank you