



maynepharma

# Mayne Pharma Group Limited

Annual General Meeting  
9.00am (Melbourne time)  
23 November 2021



*Keeping our promises  
to patients, for  
**better medicines  
and a better  
tomorrow***

## Introduction



Frank Condella  
**Chair**



Ian Scholes  
**Deputy Chair**



Dr Carolyn Myers  
**Non-Executive Director**



Nancy Dolan  
**Non-Executive Director**



Scott Richards  
**CEO**



Peter Paltoglou  
**CFO**



Patrick Blake  
**Non-Executive Director**



Prof Bruce Robinson  
**Non-Executive Director**



## Agenda

1. Chair's Address
2. CEO's Address
3. Formal Business
4. Closing



# Chair's Address

Frank Condella





# NEXTSTELLIS<sup>®</sup> contraceptive is our most significant growth opportunity



 **nextstellis<sup>®</sup>**  
(drospirenone and estetrol tablets)  
3 mg/14.2 mg

**\$25 Copay\*** for most eligible covered patients

**\$25\*** for most eligible uncovered patients

No activation required

BIN: 637765 PCN: CRX

GRP: TCPNEXT1

Member ID: XXXXXXXXXXXXX



\*Restrictions and limitations apply. Please see reverse side for Terms, Conditions, and Eligibility Criteria.



# Our key strategic priorities

## Women's health

- Successful commercialisation of NEXSTELLIS®
- Approval and successful launch of pipeline products pending at FDA (eg. gNUVARING®)
- Broaden women's health portfolio in areas of unmet need (eg. menopause, bacterial vaginosis, endometriosis)
- Maximise generic contraceptive portfolio

## Dermatology

- Broaden dermatology offering to patients and prescribers including launch of recently in-licensed products
- Continue to expand portfolio through business development activities, encompassing brand and generic business platforms
- Leverage brand and generic model to maximise total product portfolio

## US Contract Services

- Invest in broader capabilities (eg. high potent) and capacity to accelerate growth
- Deeper penetration of pre-commercial market across both formulation and analytical
- Expansion of commercial manufacturing and development client base in Greenville

## International

- Establish dermatology and women's health portfolios
- Advance pipeline for further growth domestically and internationally
- Expansion of contract development client base
- Establish new capabilities and capacity to accelerate growth of CDMO / CMO platforms

## Cost base

- Optimisation of supply chain to drive improved product costs (eg. API savings, manufacturing efficiencies)
- Optimisation of gross to net (eg. US WAC and copay card adjustments)
- Disciplined approach to investments in R&D, marketing and supporting systems and processes

- Reported revenue of A\$401m, down 12% (down 3% on constant currency)
- Reported EBITDA of A\$66m, down 14% (down 5% constant currency)
- Underlying EBITDA (excl. NEXTSTELLIS<sup>®</sup> set up costs) A\$75m (down 10% constant currency)
- Reported net loss after tax of A\$(208)m driven by asset impairments
- Metrics Contract Services and International delivered double digit gross profit growth in base currency
- Restructure of dermatology drove significant improvement in operating profitability of Specialty Products
- Generic Products impacted by competition on key products
- Positive operating cash flow of A\$59m
- Net debt reduced by A\$11m to A\$249m



# CEO's Address

Scott Richards



## NEXTSTELLIS® launch continues to gain momentum

### *HCP engagement*

- >50,000 interactions with healthcare providers (HCPs) including >5,000 education lunches
- Sales team reached >6,000 HCPs and 70% of top prescriber targets
- NEXTSTELLIS® awareness amongst targeted HCPs is ~68% from a baseline of 2% at launch and ~48% have an intent to prescribe

### *Market access*

- Commercial coverage<sup>1</sup>: 67% formulary access, 55% unrestricted
- Medicaid: 94% formulary access, 34% unrestricted

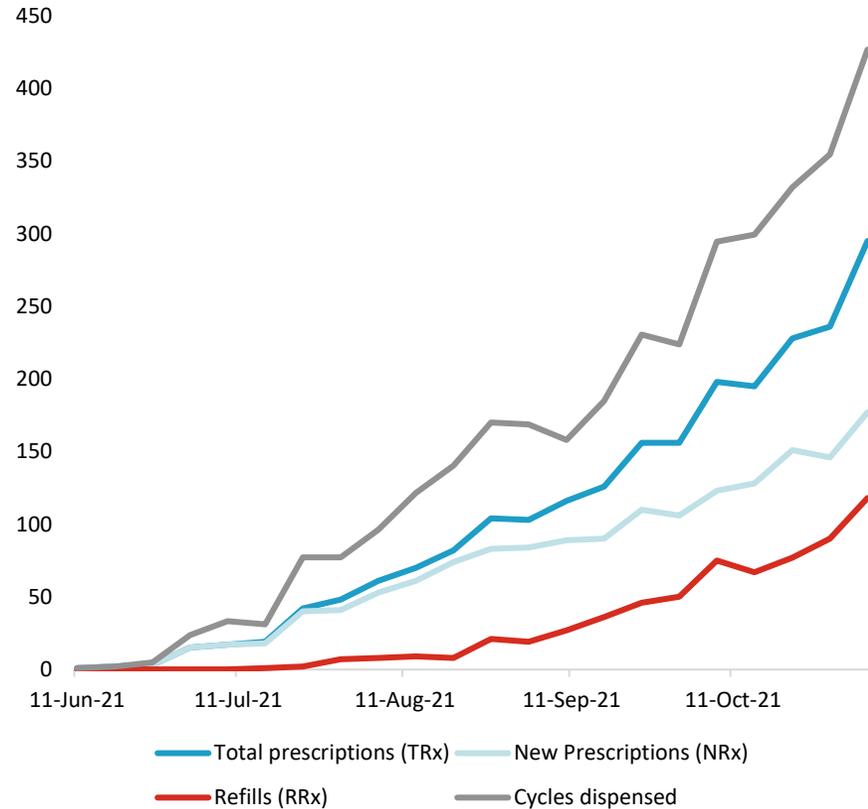
### *Underlying demand*

- >850 NEXTSTELLIS® writers
- >7,000 TRx written
- >3,000 TRx dispensed and >5,000 cycles since launch

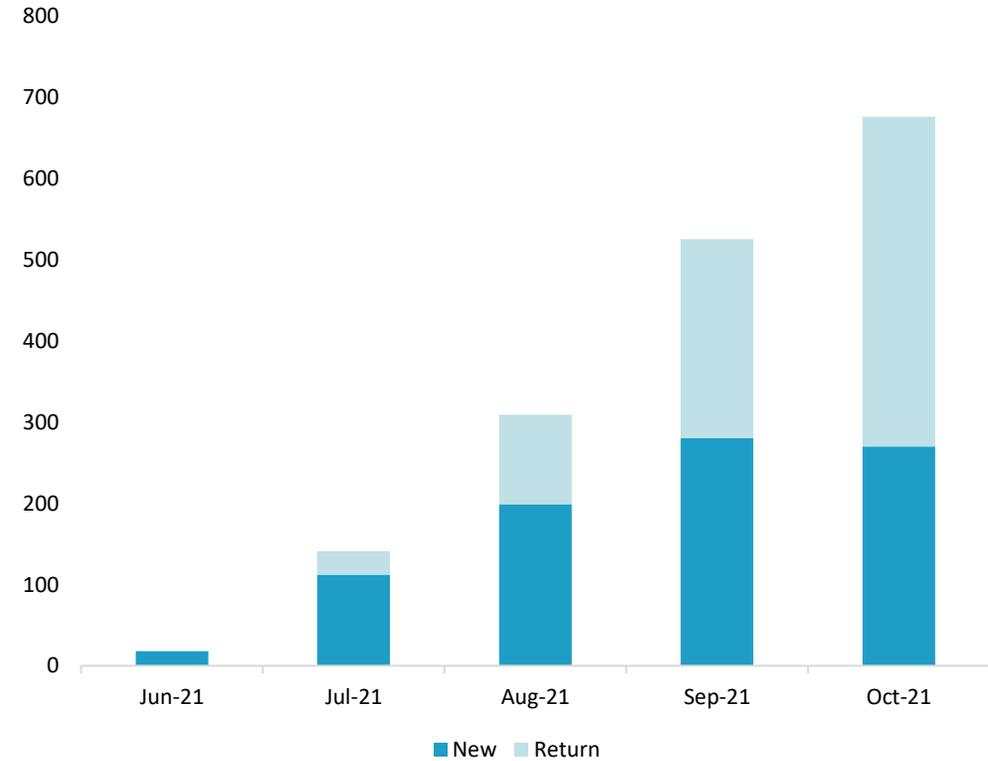


# NEXTSTELLIS<sup>®</sup> key performance metrics

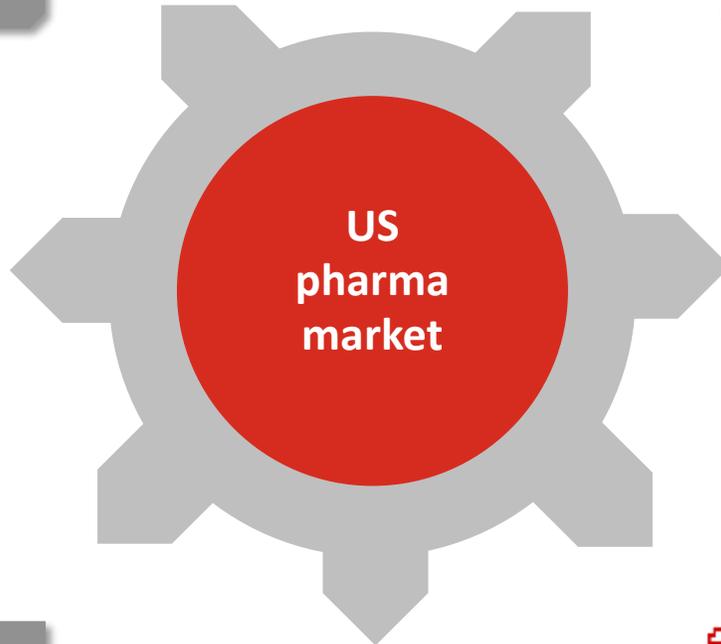
### NEXTSTELLIS<sup>®</sup> weekly performance metrics



### NEXTSTELLIS<sup>®</sup> writers



# US pharma market themes / challenges



## Patient

- Rising costs
- Quality of insurance coverage



## Prescriber

- Less choice in patient treatment
- Greater administration



## Pharmacy

- Purchasing alliances
- Amazon and cash customers



## Manufacturer / Supplier

- Price deflation
- Reduced profitability and cashflow



## Wholesaler

- Purchasing alliances
- Amazon and direct to consumer



## Payor/PBM

- Formulary blocks
- Increasing specialty drug costs



## Disruptors

