




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® contraceptive is our most significant growth opportunity

nextstellis®
(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

FY21 overview

- 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[®] 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 coverage¹: 67% formulary access, 55% unrestricted
- Medicaid: 94% formulary access, 34% unrestricted

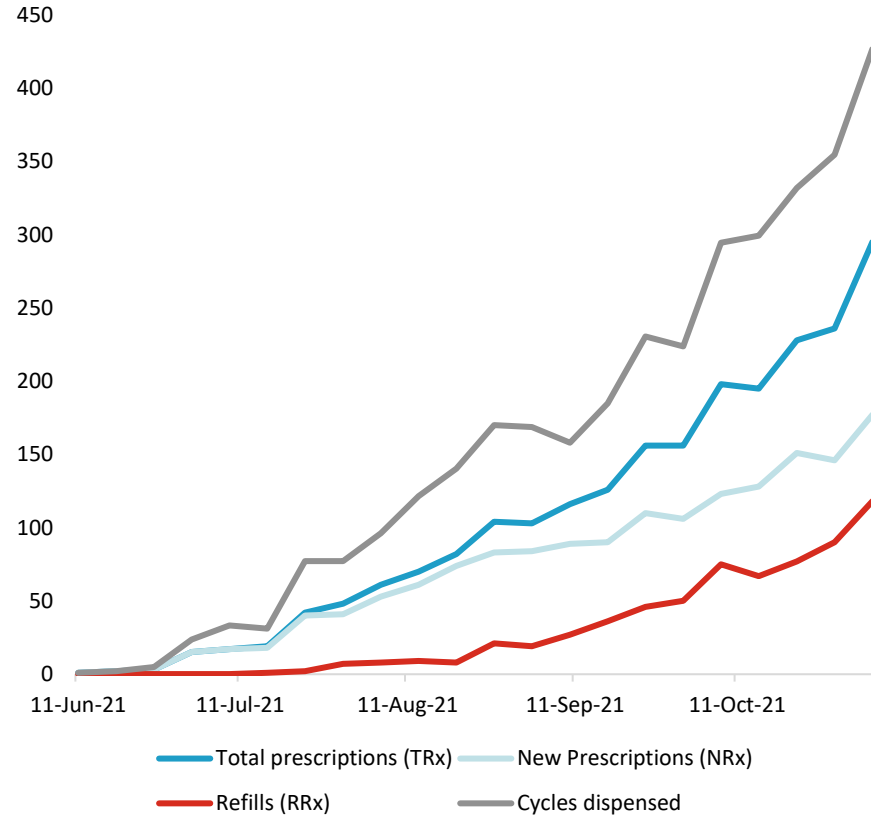
Underlying demand

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

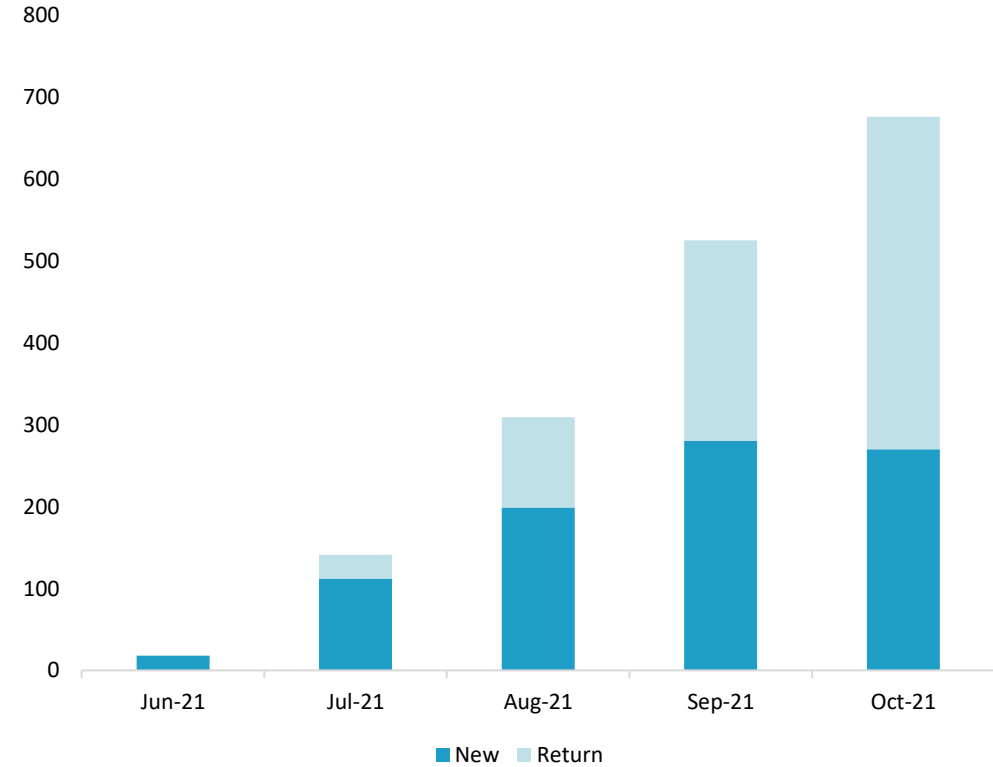


NEXTSTELLIS® key performance metrics

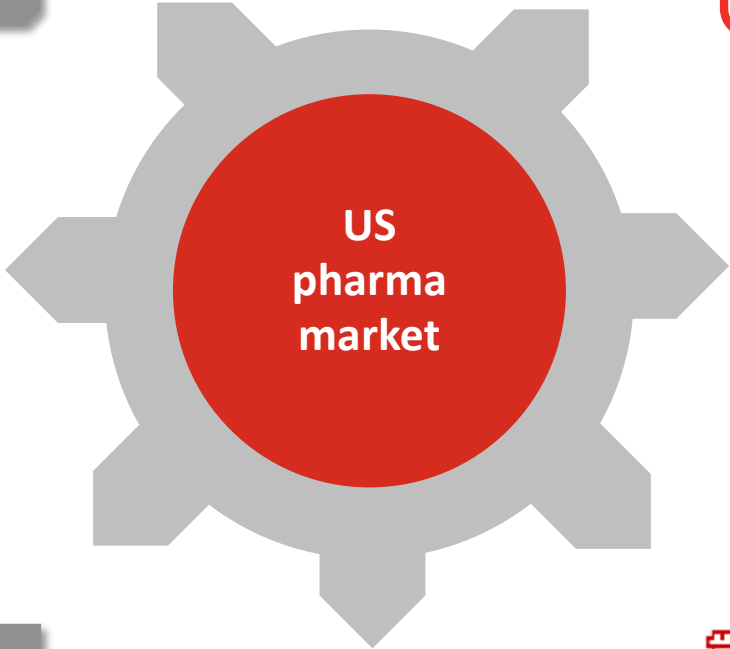
NEXTSTELLIS® weekly performance metrics



NEXTSTELLIS® 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