




maynepharma

# Mayne Pharma Group Limited

Wilson's Rapid Insights Conference  
Company Presentation  
26 May 2022



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

# Company overview

## Company Overview

- Diversified pharma with novel brands, established brands, generics and contract services
- Transformational opportunity with NEXTSTELLIS® oral contraceptive
- Dermatology go-to-market approach attracting high quality pharma partners
- Highly valued US pure play CDMO business with double digit track record of growth
- \$1.5b of assets across operations
- Multiple options for near term value creation

**>85%**

of revenue in US

**80%**

of gross profit in growth segments

**100+**

marketed products

**100+**

contract service clients

**2**

internally owned manufacturing sites

**15**

export countries

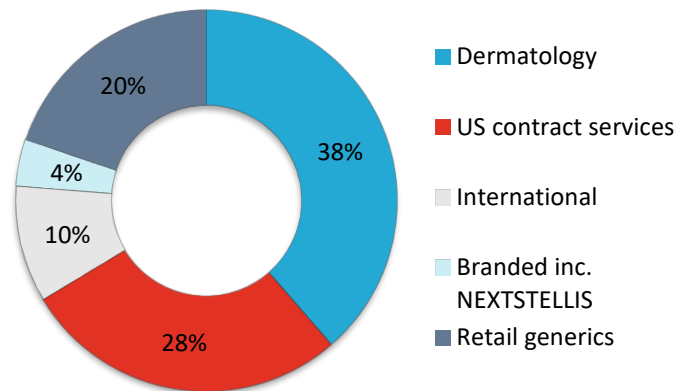
**900+**

employees

**1b**

doses sold globally

## 1HFY22 reported gross profit



# US pharma market themes / challenges

## Consumers

- Rising costs / high out of pocket costs / coinsurance / cash
- Quality of insurance coverage decreasing
- Missed diagnosis visits due to COVID reducing prescription utilisation

## Generic Manufacturers

- Generic price deflation
- Portfolio optimisation (shrink to grow)
- Rising costs as profit shifts downstream
- Supply chain integrity
- Less concentrated market (40+ more generic companies than 5 years ago)

## Brand manufacturers

- Price increase backlash
- Becoming more specialised
- Orphan drugs
- Copay accumulators

## Wholesalers

- Contract negotiations
- Generic price deflation / slow brand inflation
- Purchasing alliances

## Pharmacies

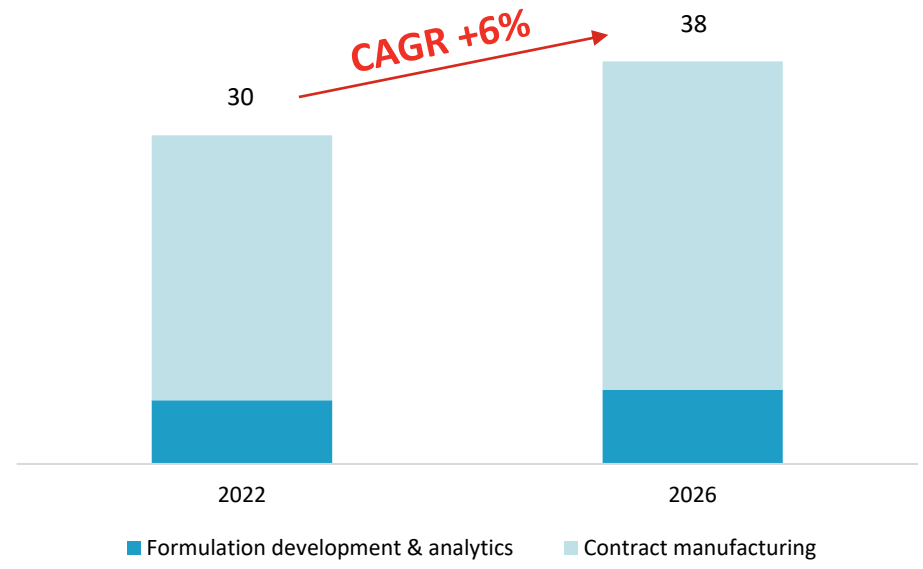
- Reimbursement
- Access to specialty drugs
- Growth in alternate channels – ie. Amazon, digital pharmacies
- Growth in cash paying customers

## Payers

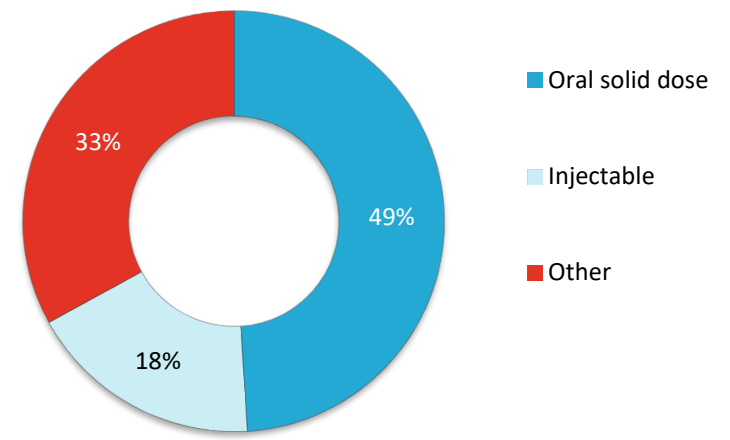
- Managing specialty drug costs
- Rising oncology costs
- Formulary blocks

# Global CDMO market is large and growing rapidly

## Global CDMO market size (US\$b)



## Finished dosage CMO (2022)



## Five strategic priorities to drive shareholder value



1.  
Successfully  
commercialise  
NEXTSTELLIS® in  
the US



2.  
Drive growth of  
dermatology in  
established and  
alternate channels



3.  
Accelerate US  
Contract Service  
platform investing  
in broader  
capabilities and  
additional capacity



4.  
International  
growth through  
pipeline and  
capacity  
expansion



5.  
Corporate  
initiatives to  
accelerate  
transformation



## NEXTSTELLIS® oral contraceptive US highlights

### Product performance<sup>1</sup>

- 20,000 cycles in 3QFY22 up 90% from 2QFY22 and 9,400 cycles in April 2022
- 3,400 NEXTSTELLIS new writers since launch; averaging 100 new writers / week and nearing 1,000 writers on a weekly basis
- Productivity / writer is increasing with top decile writers averaging 16 cycles / quarter

### Market access

- Commercial coverage<sup>2</sup>: 71% formulary access, 55% unrestricted
- Medicaid: 99.6% formulary access, 37% unrestricted
- Commercial abandonment rate reduced from >55% in July 2021 to 20% in March 2022<sup>1</sup>

### HCP and patient engagement

- 125,000 interactions with healthcare professionals (HCPs) including 10,000 education lunches
- 85 speaker events with 1,200 attendees since launch
- Amongst target HCPs NEXTSTELLIS® aided awareness is ~79% (versus 68% in August 2021) and unaided awareness is 31% (versus 15% in August 2021)<sup>3</sup>
- 35% of target prescribers now writing NEXTSTELLIS® and ~50% of top decile prescribers writing NEXTSTELLIS®
- Consumer campaign launching over US summer

1. IQVIA and internal pharmacy partners

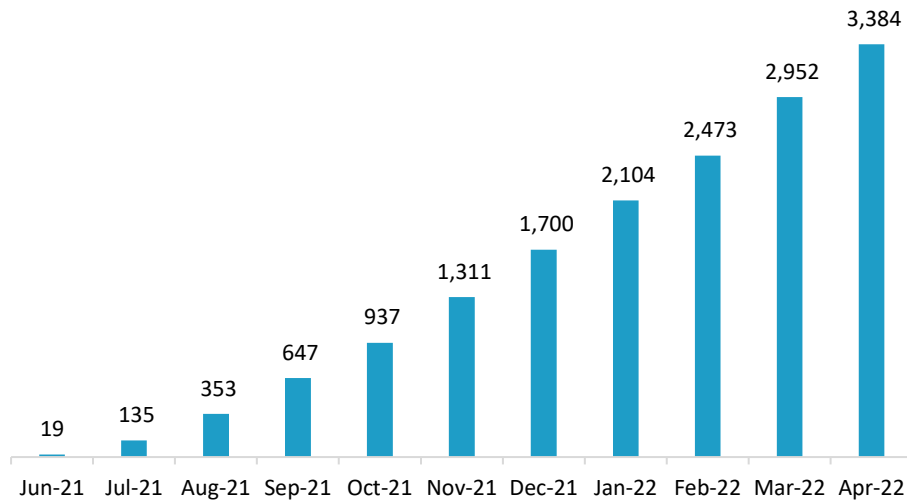
2. Reported by MMIT

3. NEXTSTELLIS® ATU study results February 2022



# NEXTSTELLIS® US key performance metrics

### Cumulative new writers



	1QFY22	2QFY22	3QFY22	Change 3QFY22 v 2QFY22
New writers	627	1,053	1,256	19%
NRx	1,060	3,750	6,100	63%
TRx	1,289	6,002	11,235	87%
Cycles	2,365	10,268	19,652	91%

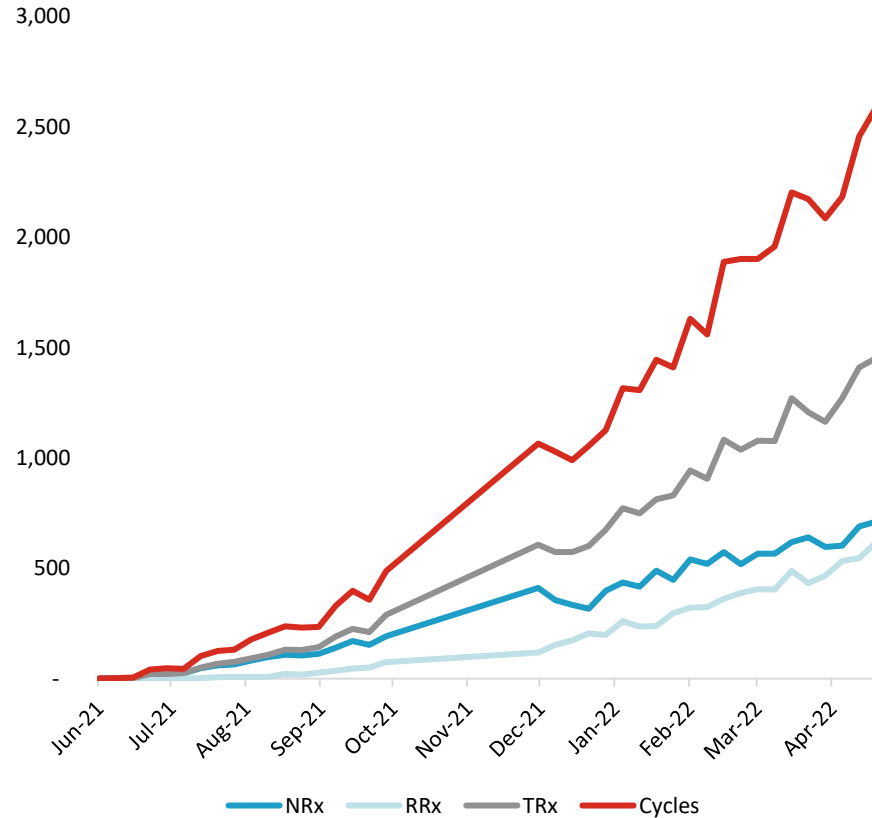
**>85% of HCPs who wrote NEXTSTELLIS in 1HFY22 have returned in 2HFY22**

Source: IQVIA rapid weekly and internal pharmacy partners

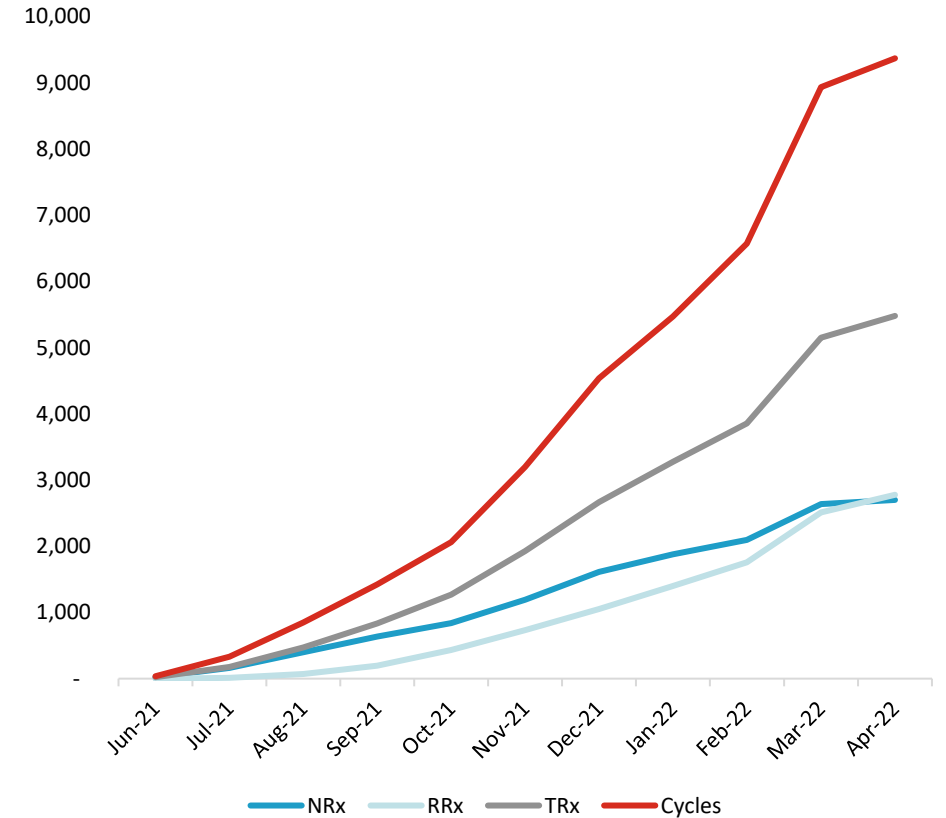


# NEXTSTELLIS® US prescriptions trending favourably

### NEXTSTELLIS® weekly performance metrics



### NEXTSTELLIS® monthly performance metrics



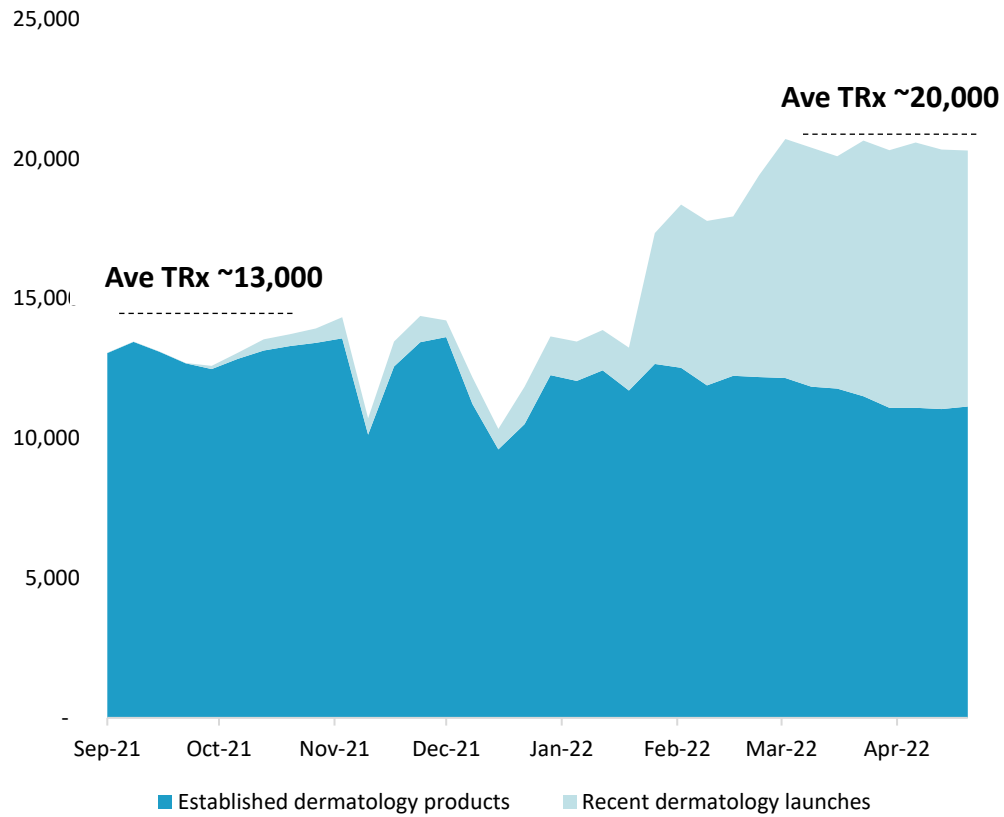
Source: IQVIA rapid weekly and IQVIA Xponent monthly and internal pharmacy partners



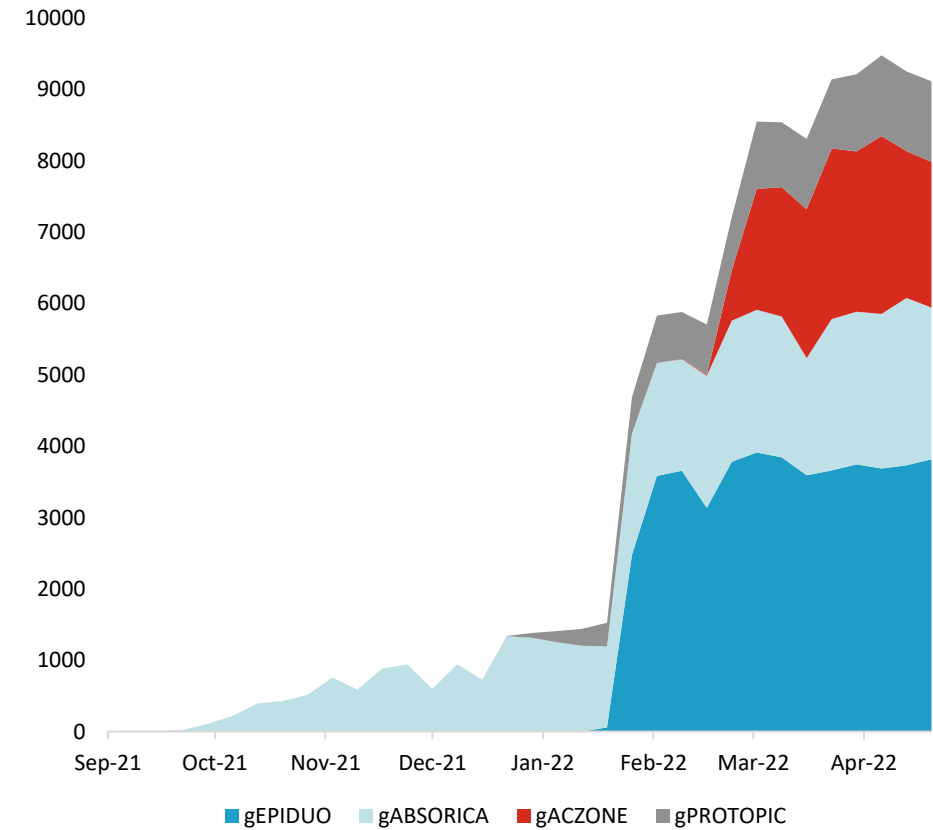


# Significant growth in the US dermatology portfolio over the last six months

### Dermatology prescriptions (weekly TRx)



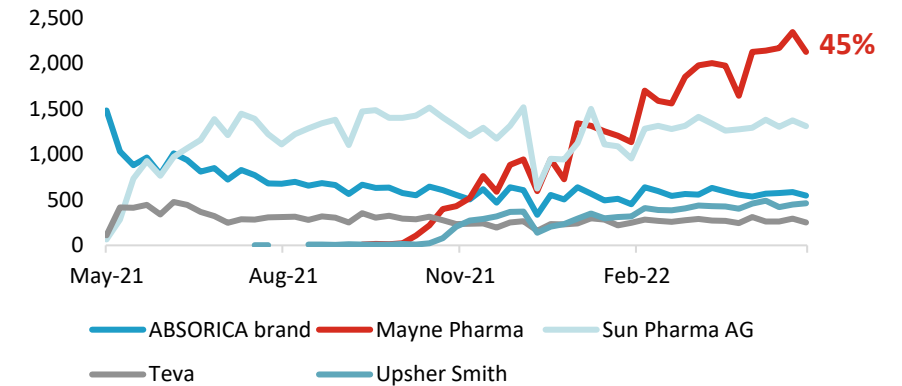
### Recent dermatology launches (TRx)



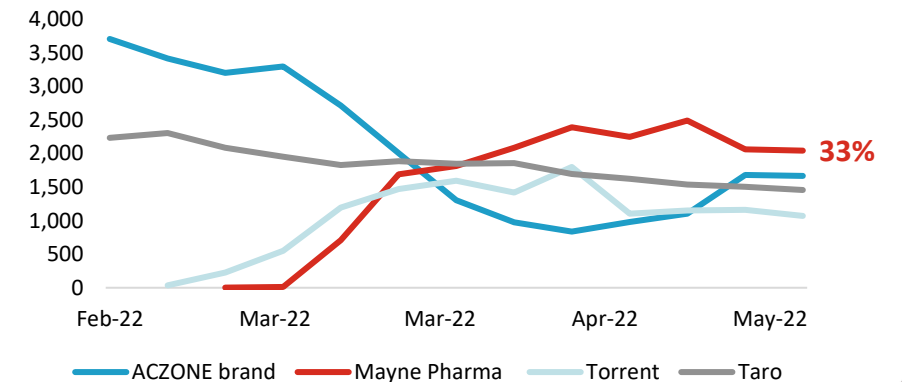
# Strong commercial share of key US dermatology product markets

Product	Launched	IQVIA market size US\$m Mar 2022	Number of Gx competitors marketed <sup>1</sup>	Product unit market share 6 May 2022 <sup>2</sup>	Change in product unit market share in CY22 <sup>2</sup>
Generic EPIDUO® FORTE (adapalene/benzoyl peroxide)	Feb-22	210	2	56%	+56%
Generic ACZONE® (dapsone)	Feb-22	95	2	33%	+33%
Generic PROTOPIC® (tacrolimus)	Jan-22	70	4	6%	+6%
Generic ABSORICA® (isotretinoin)	Sep-21	140	3	45%	+18%
Generic TAZORAC® (tazarotene)	Sep-21	15	3	12%	+12%
Generic DORYX® (doxycycline hyclate)	Jul-13	15	3	61%	-1%

### ABSORICA® (isotretinoin) TRx by competitor



### ACZONE® (dapsone) 7.5% TRx by competitor



1. Excludes Mayne Pharma  
 2. IQVIA rapid weekly TRx to 6 May 2022

### **gNUVARING® (etonogestrel / ethinyl estradiol)**

- Highly complex, drug device combination that requires specialised testing procedures / equipment
- US\$610m IQVIA market<sup>1</sup>
- FDA target action date in 1QFY23
- 2 independent generics approved and launched
- Manufactured by Mithra, in Belgium
- Target launch 1HFY23

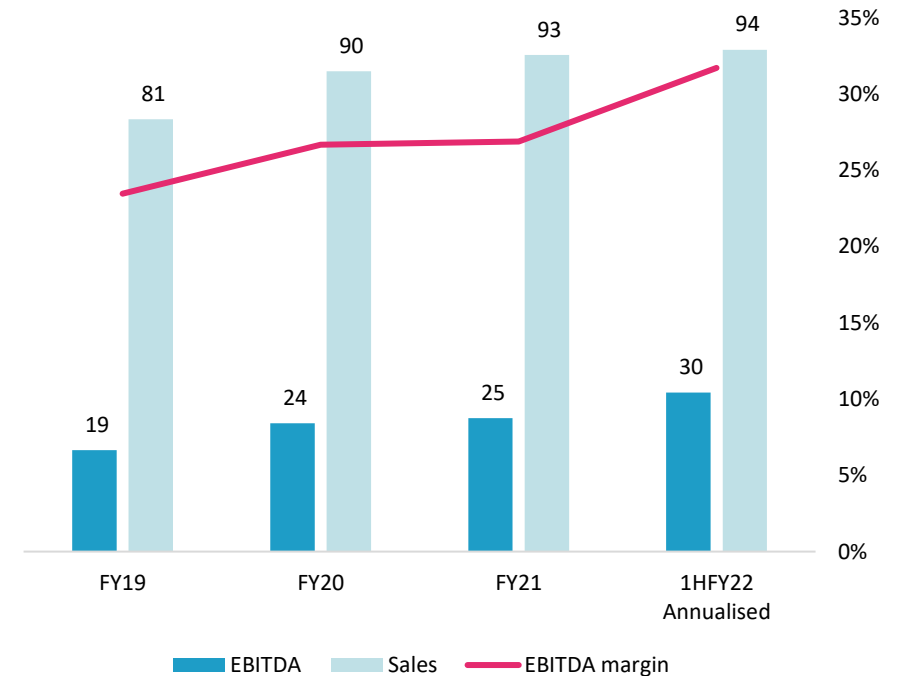
### **gCARDIZEM® SR (diltiazem)**

- Complex extended-release formulation using specialised drug coating technology
- US\$45m IQVIA market<sup>1</sup>
- Approved by FDA in May 2022
- 2 independent generics approved and launched
- Market volumes grew 13% CAGR last two years
- Manufactured by Mayne Pharma in Salisbury, SA
- Target launch 1HFY23

# Metrics Contract Services is a leading novel potent oral solid dose CDMO

- State-of-the-art 333,000 ft<sup>2</sup> facility in Greenville, North Carolina under a single FDA registration - US\$140m invested since 2015
- 25+ years of history with outstanding compliance and quality track record
- 440 employees
- 90+ active customers
- 68 ongoing novel pharma development projects
- 5 NDAs approved since 2018 with 2 additional under FDA review
- Participates in growing CDMO market growing at +6% per annum
- High potency and small batch capabilities in high demand due to growth of oncology and rare disease therapeutic areas

MCS historical sales and EBITDA (US\$m)<sup>1</sup>



1. Illustrative stand alone financials including internal manufacturing margin and stand alone costs

## Investing for growth – Salisbury, SA expansion

- Mayne Pharma awarded \$4.8m to modernise the Salisbury plant to support global supply of advanced pharmaceuticals under Federal Government’s Modern Manufacturing Initiative (MMI)
- New equipment to expand capability and capacity:
  - High speed encapsulator
  - High speed blister and cartoning line
  - High speed bottle filling line
  - Integrated end-of-line serialisation equipment to support US and EU markets
  - Additional vault to handle controlled substances
  - New production rooms to house additional equipment
- New equipment >3x faster than current equipment
- KADIAN®/KAPANOL® volume expected to double to support Opioid Substitution Therapy in Canada and Europe

### Select new equipment



High Speed Encapsulator



High Speed Blister and Cartoning Line



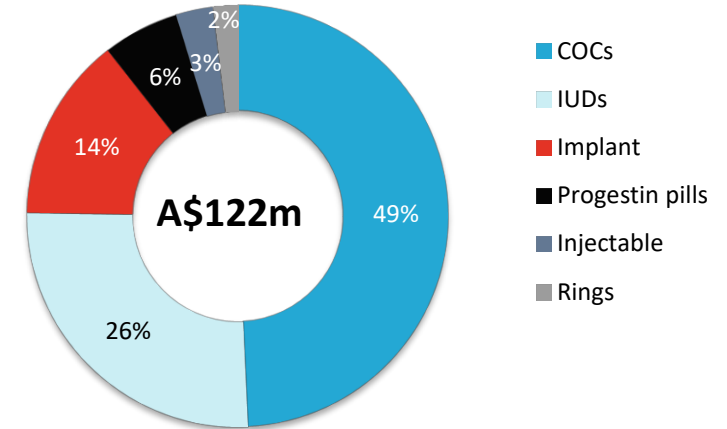
High Speed Bottle Filling Line



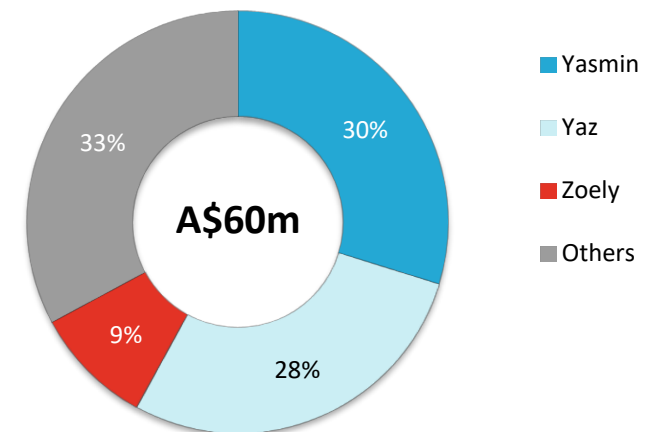
# Imminent launch of NEXTSTELLIS® in Australia

- TGA approval in November 2021
- Target launch in 1QFY23
- Australian contraceptive market size - A\$122m
- Combined oral contraceptives (COCs) - A\$60m
- Promotion by an expanded national GP/specialist sales team
- Will have active sample program
- 5 years of marketing exclusivity in Australia with potential further patent protection

### Australian contraceptive market



### Australian COC market



**Introducing NEXTSTELLIS®**  
**A new low impact\* estrogen (E4) combined with**  
**a proven progestin (drospirenone)**

\*Based on its selectivity, potency, pharmacokinetics, mechanism of action and impact on the liver.  
Source: IQVIA MAT Sales, December 2021

# Keeping our promises to patients for better medicines and a better tomorrow

You deserve tomorrow.