



idot

GOOD MEDICINE

PORTFOLIO UPDATE

22Jun16

IDT AUSTRALIA LTD (ASX.IDT) INVESTMENT PROPOSITION

The Business:

- 🕒 US FDA approved generic drug portfolio
 - 🕒 Two in-house products, one FDA approved
 - 🕒 Growing contract drug development revenues
 - 🕒 Growing contract drug manufacturing revenues
 - 🕒 Growing clinical trial revenues (CMAX, Adelaide)
- Aggregate Addressable Market over US\$750m

Approaching major revenue inflection point with impending product launches

Further pipeline expansion planned

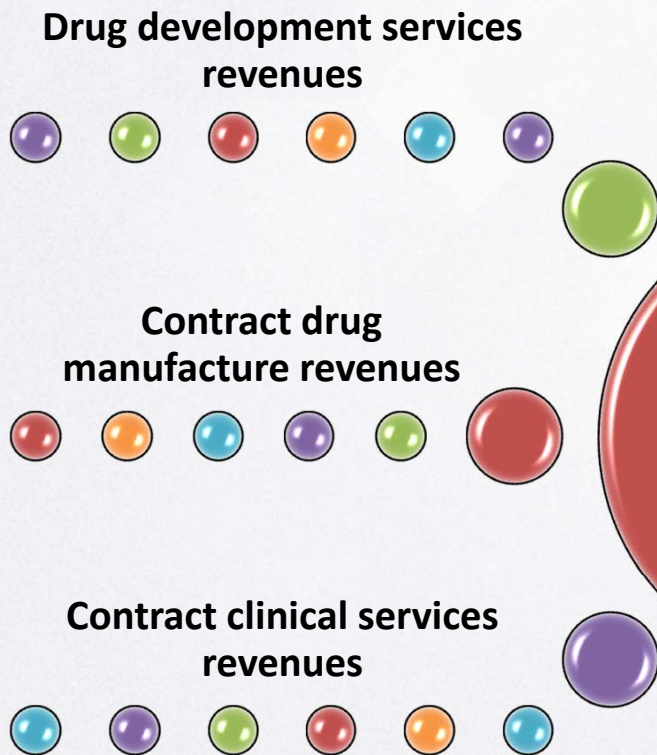
High tech 12,000m² facility in Melbourne, replacement value ~\$75m

Specialization in high potent and difficult to manufacture drugs

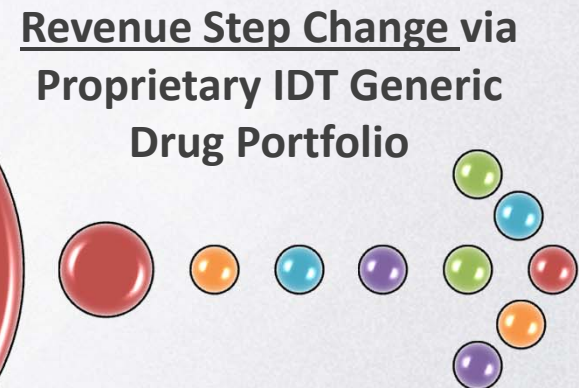
35 YEAR HISTORY

A PLATFORM FOR RAPID GROWTH

IDT Service Business:
Provides revenues and capabilities



IDT Specialty Generics:
Leverages facilities and multiplies margins



IDT GENERIC PORTFOLIO SNAPSHOT

- 25 products with multiple SKUs
- Aggregate US addressable markets C. USD750m
- Variety of clinical indications
- Most are solid oral dose (tablets or capsules)
- Good facility fit to IDT Boronia manufacturing
- Established distribution arrangements for US (ANI & Mayne)
- Discussions in train for EU and Japan
- CMO (Wellspring) appointed for certain products to speed path to market

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PORTFOLIO OVERVIEW

Aminophylline	Leucovorin
Carbi/Levodopa	Methoxsalen
Ciprofloxacin	Mexiletine
Clarithromycin	Nefazodone
Dexamethasone	Nortriptyline
Dextroamphetamine	Pindolol
Diflunisal	Prazosin
Dipyridamole	Procainamide
Doxazosin	Procainamide ER
Etodolac	Temozolomide
Etodolac ER	Tetracycline
Flecainide	Thiotepa
Fluconazole	

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PORTFOLIO PROGRESS and POTENTIAL

Product	Priority	Manufacturer	US Distributor	Addressable Market (USD millions, 2015)
Carbi/Levodopa	1	Wellspring	ANI	\$65
Diflunisal	1	Wellspring	ANI	\$9
Doxazosin	1	IDT	ANI	\$84
Flecainide	1	IDT/Wellspring	TBA	\$39
Leucovorin	1	IDT	ANI	\$2
Mexiletine	1	Wellspring	ANI	\$12
Nefazodone	1	TBA	ANI	\$14
Pindolol	1	Wellspring	ANI	\$10
Prazosin	1	Wellspring	ANI	\$42
Temozolomide	1	IDT	Mayne Pharma	\$200
Thiotepa	1	TBA	TBA	\$80
			Total Cat. 1	\$557
Ciprofloxacin	2	IDT	ANI	\$45
Clarithromycin	2	Wellspring	ANI	\$16
Fluconazole	2	Wellspring	ANI	\$98
Nortriptyline	2	IDT/Wellspring	ANI	\$25
			Total Cat. 2	\$184
			Total Cat. 1 & 2	\$741

EU and Japanese opportunities exist for some of these products

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LOWER PRIORITY MOLECULES

Product	Priority	Manufacturer	US Distributor
Aminophylline	3		ANI
Dexamethasone	3		ANI
Dextroamphetamine	3		ANI
Dipyridamole	3		ANI
Etodolac	3		
Etodolac ER	3		
Methoxsalen	3		ANI
Procainamide	3		
Procainamide ER	3		
Tetracycline	3		ANI

These dossiers will be assessed for divestment or JV with third parties

COMPLETED PORTFOLIO MILESTONES as at 02Jun16



PRODUCT TEMOZOLOMIDE

- Addressable US market USD200m (Dec15)
- Treatment for a variety of malignant brain cancers
- ANDA filed Dec2013
- ANDA approved by FDA March 2016
- Mayne Pharma appointed as distributor
- IDT manufacture
- Likely launch window Q2 FY2016/17

PRODUCT DOXAZOSIN

- Addressable US market USD84m (Dec15)
- Treatment for benign prostatic hyperplasia
- Development and stability studies complete
- Likely Prior Approval Supplement pathway
- ANI Pharma appointed as distributor
- IDT manufacture

PRODUCT LEUCOVORIN

- Addressable US market USD2m (Mar16)
- Treatment to improve chemotherapy effectiveness
- Development complete
- Likely CBE30 pathway
- IDT manufacture
- ANI Pharma appointed as distributor

PRODUCT PINDOLOL

- Addressable US market USD10m (Dec15)
- Treatment for hypertension
- Development complete
- Likely CBE30 pathway
- ANI Pharma appointed as distributor
- Wellspring manufacture

PRODUCT PRAZOSIN

- Addressable US market USD42m (Dec15)
- Treatment for high blood pressure, PTSD and panic disorder
- Development commenced
- Likely CBE30 pathway
- ANI Pharma appointed as distributor
- Wellspring manufacture

PRODUCT MEXILETINE

- Addressable US market USD12m (Dec15)
- Treatment for cardiac arrhythmias
- Development commenced
- Prior Approval Supplement pathway
- ANI Pharma appointed as distributor
- Wellspring manufacture

PRODUCT THIOTEPA

- C. USD12m API product for IDT over the next 4 years
- Addressable global finished good (injectable) market USD80m (estimate)
- Treatment for stem cell transplant preparedness and relapsing hormone dependant cancers
- Development prototyping complete
- ANDA pathway in US or equivalent in other markets
- Strong interest from distribution partners
- Working to identify suitable manufacturing partner
- Launch window to be advised once manufacturing location determined

IDT US

DISTRIBUTOR SNAPSHOT (15Jun16)

ANI Pharma (NASDAQ:ANIP)

- Market cap. USD \$630m
- Located Minnesota, USA
- US wide distribution capability
- Focus on specialty generics sales
- Aggressive market shares for their own products to date

Mayne Pharma (ASX.

- Market cap. USD \$1.3b
- Located Salisbury, Australia and North Carolina, USA
- US wide distribution capability
- Focus on specialty generics sales
- Good sales into specific channels such as HMOs

PRODUCT CONTRACT MANUFACTURING

- Revenue growth continues, with reactivation of most of the Melbourne site
- Some headcount expansion has been needed to service this reactivation
- Higher than anticipated CAPEX: repairs, facility remodelling and capacity expansion
- Reliable base of routine contract manufacture has been created, supplemented by new contract development work

PLANT AND SITE UPGRADES AND EXPANSIONS

- Building of new cytotoxic capsuling and packing lines
 - Expanded capacity for temozolomide
 - Better segregation of potent and non-potent molecules
- New, larger tableter and blender:
 - Tripling of tableting capacity
 - Reduction in doxazosin CoGS
 - Better segregation of potent and non-potent molecules
- Sterile capacity upgrades:
 - Renewal of much of the sterile infrastructure
 - Resumption of sterile capacity after many years of non-use
- CMAX build completion
 - On-time and on-budget
 - Very promising early evidence of -> increased flexibility, and hence capacity and throughput

PRODUCT CLINICAL SERVICES

- Oldest, largest and most experienced clinical unit in Australia
- New, state-of-the-art facility recently opened in Adelaide
- Consistent double digit year on year growth
- Reliable, predictable profits and free cash generation
- Strong forward work order book

TARGET 2016 MILESTONES



INCREASED ORGANIC SALES TOWARDS PROFITABILITY



CONTINUE TO PROGRESS TEMOZOLOMIDE THROUGH FDA



MOVEMENT OF AN ADDITIONAL INTERNAL PRODUCT TOWARDS MARKET



PROGRESS WITH RE-COMMERCIALISATION OF US GENERIC PORTFOLIO



MOVE FROM SERVICE PROVIDER, TOWARDS SPECIALTY GENERIC PHARMACEUTICAL COMPANY, GROWTH & PROFITS

FINANCIALLY POSITIONED TO DELIVER

FINANCIALS (ASX: IDT)

	FY2014	FY2015	1H FY2016
REVENUE	\$13.4m	\$15.7m	\$6.5m
EARNINGS AFTER TAX	(\$6.6m)	(\$3.0m)	(\$3.5m)
NET ASSETS	\$25.5m	\$39.2m	\$43.7m
CASH	\$2.40	\$0.13	\$4.90
DEBT*	\$0.1m	\$0.0m	\$0.0m

* \$4.25m currently unused debt facility available

FY guidance:

Improvement 2015 to 2016

Improvement from H1 2016 to H2

MARKET CAP \$58.9m (20Jun16)



CAPITAL STRUCTURE

SHARES ON ISSUE	219.4M
UNLISTED OPTIONS	500,000
STOCK PRICE (20Jun16)	A\$0.27
AV. TRADING VOL./DAY	117,000
TOP 20 SHAREHOLDERS	61.8%

SUMMARY

2016/17 YEAR OUTLOOK

- Modest growth of base business revenues expected to continue
- Cost containment while supporting growth and new business remains a key focus
- First proprietary generic product launches expected
- More generics to move into recommercialization in line with priorities flagged