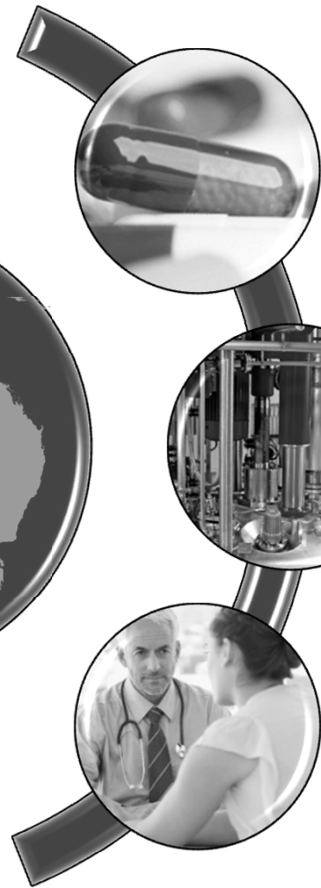


idot
GOOD MEDICINE

idt
GOOD MEDICINE



Specialty Generic
Drugs

Contract
Manufacturing

Contract
Clinical
Services

UPDATE 13APR16

FDA APPROVAL of TEMOZOLOMIDE

- IDT's first proprietary generic product
- First in a portfolio of 24 approved US specialty generic drugs
- USD200m market opportunity
- Distribution via Mayne Pharma
- **Fundamental and transformational** change to the IDT strategy, business and prospects

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

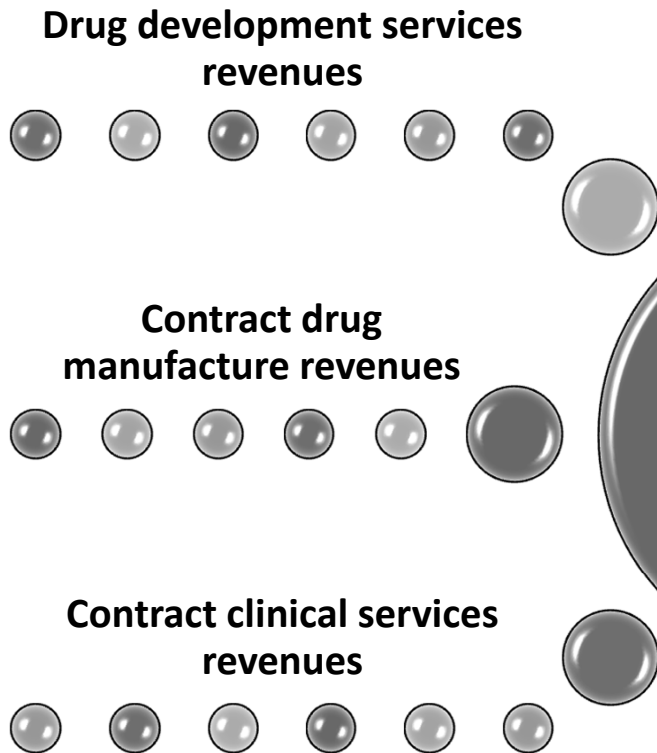
High tech 12,000m² facility in Melbourne, replacement value ~\$75m

Specialization in high potent and difficult to manufacture drugs

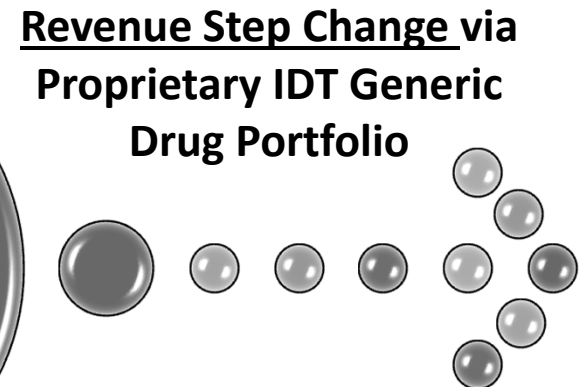
35 YEAR HISTORY

A PLATFORM FOR RAPID GROWTH

IDT Service Business:
Provides revenues and capabilities



IDT Specialty Generics:
Leverages facilities and multiplies margins



IDT SPECIALTY DRUG PORTFOLIO

24 APPROVED US GENERIC DRUGS

- Purchased Dec14, now being moved into IDT facility and first batches manufactured
- Recently established partnership with ANI Pharma. (Nasdaq: ANIP) to commercialize first 18
- Addressable market of USD500m+ (Jun15 IMS*)
- In addition to an house portfolio of temozolomide (USD200m) and Thiotepa (USD80m, in development)



IDT

PORTFOLIO OVERVIEW

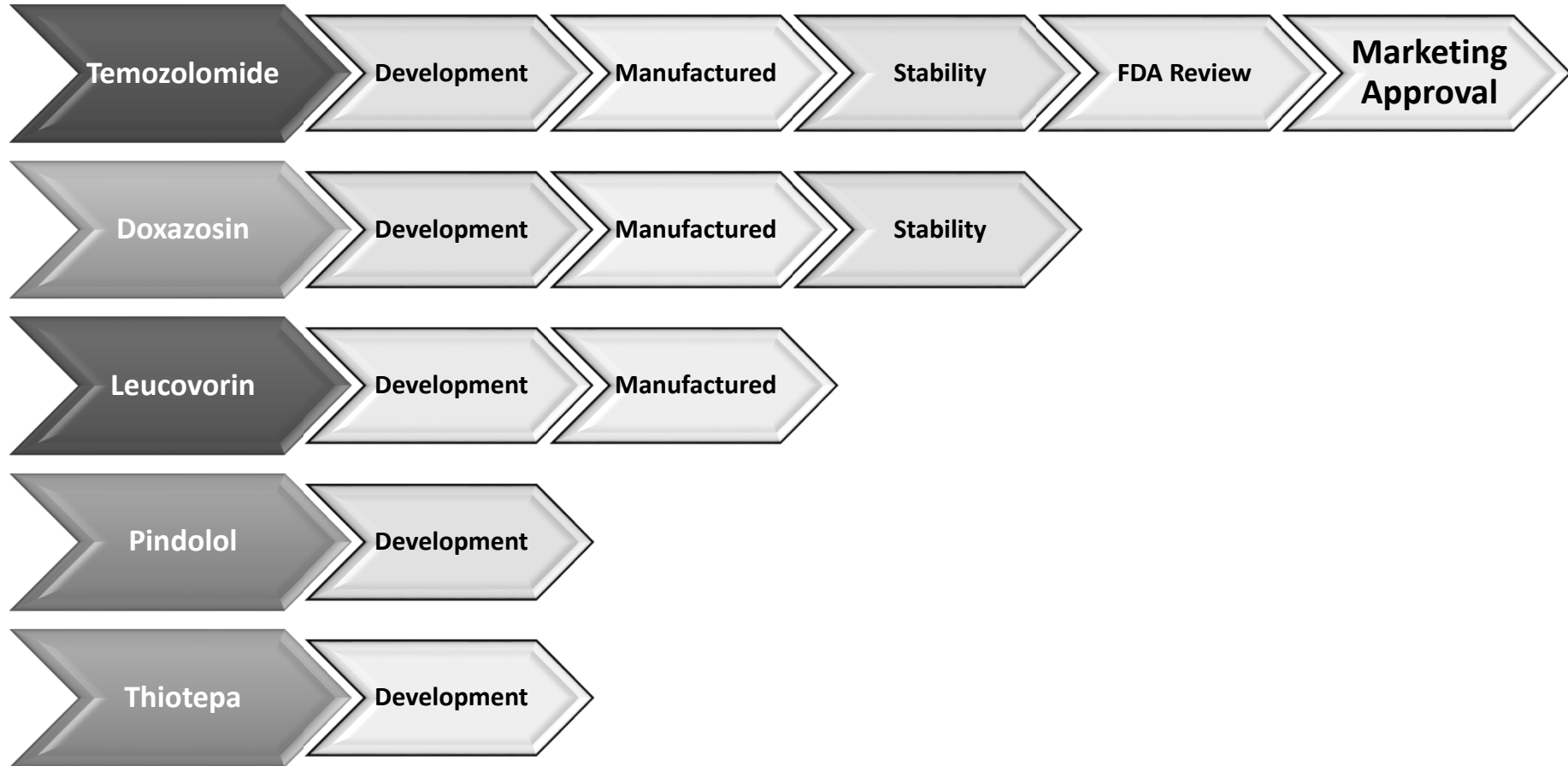
Product	Priority	Manufacturer	Distributor	US Priority Product Sales (USD, 2015)
Aminophylline	3		ANI	
Carbidopa & Levodopa	1	Wellspring	ANI	65.2
Ciprofloxacin	2	IDT	ANI	44.5
Clarithromycin	2	Wellspring	ANI	16.2
Dexamethasone	3		ANI	
Dextroamphetamine	3		ANI	
Diflunisal	1	Wellspring	ANI	9.3
Dipyridamole	3		ANI	
Doxazosin	1	IDT	ANI	81.4
Etodolac	3			
Etodolac ER	3			
Flecainide	1	IDT/Wellspring	TBA	39.0
Fluconazole	2	Wellspring	ANI	98.2

IDT

PORTFOLIO OVERVIEW

Product	Priority	Manufacturer	Distributor	Priority US Product Sales (USD, 2015)
Leucovorin	1	IDT	ANI	1.4
Methoxsalen	2	IDT	ANI	
Mexiletine	1	Wellspring	ANI	11.6
Nefazodone	1		ANI	13.5
Nortriptyline	2	Wellspring	ANI	24.6
Pindolol	1	Wellspring	ANI	10.0
Prazosin	1	Wellspring	ANI	42.0
Procainamide	3	Capsule		
Procainamide ER	3			
Temozolomide	1	IDT	Mayne Pharma	200.0
Tetracycline	3		ANI	
Thiotepa	1	TBA		C. \$80 (global)

PORTFOLIO SNAPSHOT as at 13Apr16



GLOBALLY APPROVED WORLD CLASS MANUFACTURING FACILITIES



SENSITIZING DRUGS



ANTI-CANCER DRUGS



HORMONES



CARBOHYDRATE DRUGS



HIGH CONTAINMENT TABS/CAPS



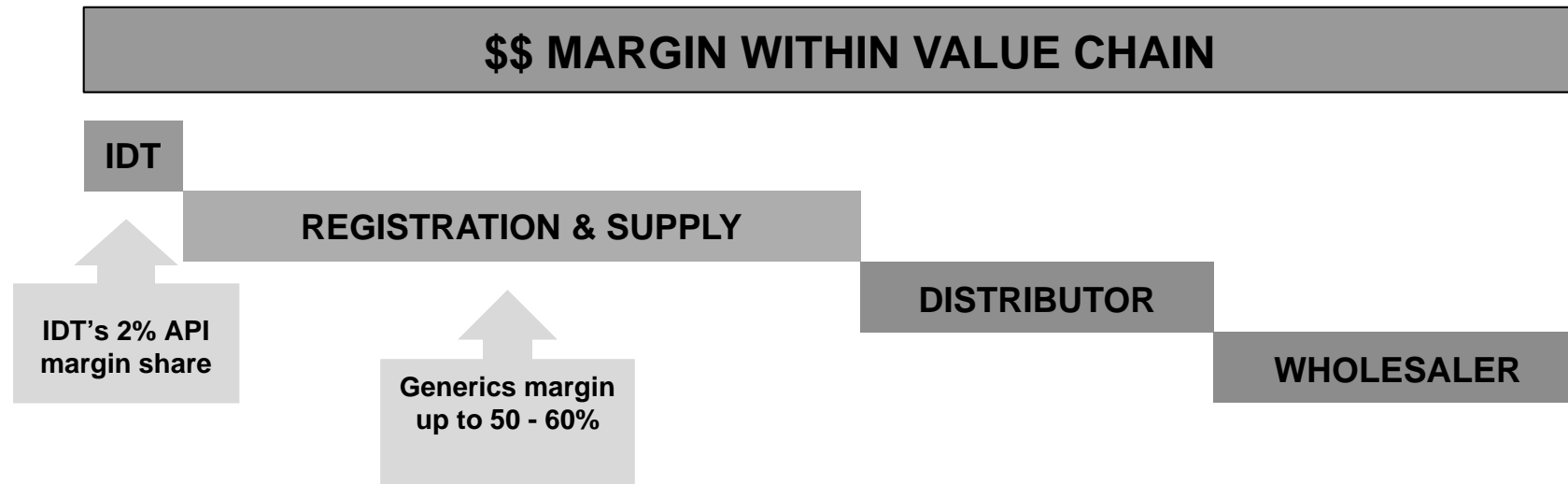
**HIGH CONTAINMENT TAB
COATING**

CMAX OUR CLINICAL UNIT



- ① **CMAX** clinical trials facility, Adelaide
- ① **Australia's oldest**, largest, most experienced clinical trials unit
- ① **13,000 patient**, well categorised database
- ① **Brand new 50 bed clinical unit** located opp Royal Adelaide Hospital
- ① **Global client list** with large amount of repeat business
- ① **Strong revenue** growth and profitable
- ① **Delivered** 500+ clinical trial programs for 60+ pharma & biotech companies from 21+ countries

BUILDING AN IDT SPECIALITY GENERIC PORTFOLIO



Example: PROJECT TETON:

- 🕒 IDT currently the dominant supplier of active pharmaceutical ingredients for a significant oncology product, yet capturing only **2% of the VALUE** as the API supplier.
- 🕒 Registration and supply of **Generic Finished Dose Form** could increase IDT's share of the gross profit to **50-60%**

GOOD MEDICINE & HIGHER RETURNS FOR IDT



SELL MORE EXISTING PRODUCTS

- High fixed costs = operational leverage.
- As a result, profits will rise faster than revenues past breakeven point.



EXTRACT MORE PROFITS

- Extract more profits from those products to improve our share of the value chain.
- Move to ownership of drug product portfolio



DEVELOP & ACQUIRE MORE PRODUCTS

- Develop & acquire more products to leverage our facilities & capabilities.
- This growth will in turn finance further acquisitions.



DEC14 ACQUISITION

This transaction moves IDT rapidly towards profits:









- Purchased 23 approved generic drug products;
- Reduced regulatory lag to get to market vs in-house;
- Reduced technical development & spend in-house.

HIGHLIGHTS OF THE PAST YEAR

- 👁️ **DEPLOYMENT OF GENERIC US DRUG PORTFOLIO**
ANI Pharma and Mayne Pharma appointed to distribute in US
More manufacturing resources brought to bear on return to market
- 👁️ **BUILDING IN-HOUSE DRUG PORTFOLIO**
Filed first IDT ANDA for temozolomide November 13 (USD200m opportunity)
Approval received April 16
Temozolomide US distribution deal – milestones & profit split
Thiotepa in development
- 👁️ **FINALIZED STRONG MANAGEMENT TEAM**
New management team and strengthen board
- 👁️ **GROWTH OF ORGANIC SERVICE REVENUES**
Significant increases in sales pipeline, manufacturing and clinical services
Beginning to see this flow through into significant revenue increases
- 👁️ **NEW PURPOSE BUILT CLINICAL FACILITY FOR CMAX**
Moving end April








BOARD & MANAGEMENT IN PLACE TO DELIVER

MANAGEMENT TEAM

-  Dr Paul D R MacLeman (CEO & MD)
-  Deb Cailles (Market Access)
-  Jane Kelly (Clinical)
-  Paul Loria (Reg & Quality)
-  Joanna Johnson (CFO)
-  Dr David Sparling (Corp & Bus Dev)
-  Phil Wykes (Infrastructure)
- 

*Strong generics and
manufacturing backgrounds*

BOARD

-  Graeme Kaufman (Chairman)
-  Dr Paul D R MacLeman (MD)
-  Geoff Lord (Vice Chairman)
-  Dr Graeme Blackman (NED)
-  Hugh Burrill (NED)
-  Alan Fisher (NED)
-  Reo Shigeno (NED)

*Operational and business
building experience*

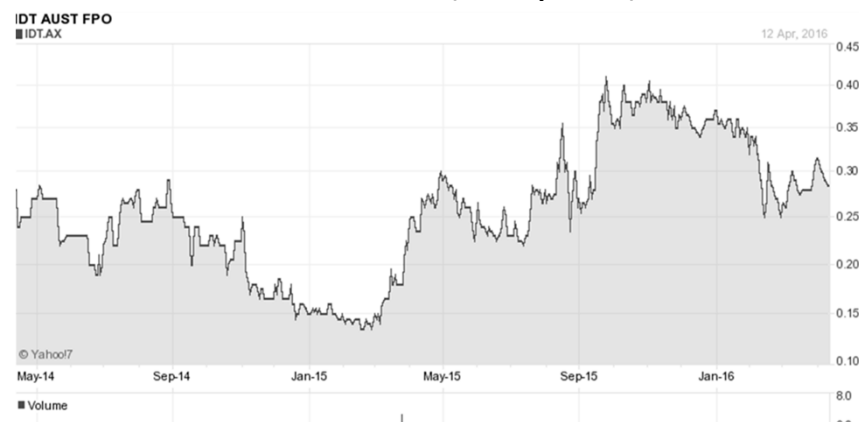
FINANCIALLY POSITIONED TO DELIVER

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

MARKET CAP \$73.5m (13Apr16)



CAPITAL STRUCTURE

⊕ SHARES ON ISSUE	219.4M
⊕ UNLISTED OPTIONS	500,000
⊕ STOCK PRICE (13April16)	A\$0.335
⊕ AV. TRADING VOL./DAY	145,000
⊕ TOP 20 SHAREHOLDERS	61.8%

TARGET 2016 MILESTONES



INCREASED ORGANIC SALES TOWARDS PROFITABILITY



PROGRESS TEMOZOLOMIDE TO COMMERCIAL LAUNCH



MOVEMENT OF AN ADDITIONAL INTERNAL PRODUCT TOWARDS MARKET



**PROGRESS WITH RE-COMMERCIALISATION OF US GENERIC
PORTFOLIO ACROSS MULTIPLE SITES**



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

CONTACT US



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QUESTIONS
AND ANSWERS