







**2015  
AGM**

**TARGETED  
2015 MILESTONES, how did we do?**

-  **INCREASED 2014/15 ORGANIC SALES  
TOWARDS PROFITABILITY**
  
-  **MOVEMENT OF AN ADDITIONAL INTERNAL PRODUCT  
TOWARDS MARKET**
  
-  **ACQUISITION OF APPROVED PRODUCTS FOR MAJOR  
MARKETS**
  
-  **MOVE FROM SERVICE PROVIDER, TOWARDS SPECIALTY  
GENERIC PHARMACEUTICAL COMPANY, GROWTH &  
PROFITS**



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## HIGHLIGHTS OF THE PAST YEAR

- ACQUISITION OF GENERIC US DRUG PORTFOLIO**  
 ANI appointed to distribute first 18 in US, Mayne to distribute TMZ  
 Transformative step for the company, aiming for rapid return to profitability
- BUILDING IN-HOUSE DRUG PORTFOLIO**  
 Filed first IDT ANDA for temozolomide Dec13 (USD250m opportunity)  
 Temozolomide US distribution deal – milestones & profit split  
 Further projects in development
- NEW MANAGEMENT TEAM**  
 New management team and strengthened board
- GROWTH OF EXISTING DRUG DEVELOPMENT SERVICES REVENUES**  
 Significant increases in sales pipeline, manufacturing and clinical services  
 Beginning to see this flow through into significant revenue increases
- CONTAINMENT OF COSTS**  
 Head count, utilities, other overheads


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## FINANCIALLY POSITIONED TO DELIVER

### FINANCIALS (ASX: IDT)

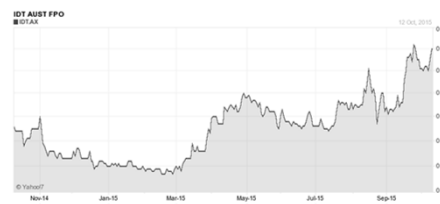
	FY2014	FY2015
REVENUE	\$13.4m	\$15.7m
EARNINGS AFTER TAX*	(\$6.6m)	(\$3.0m)
NET ASSETS	\$25.5m	\$39.2m
CASH**	\$2.4	\$0.13
DEBT**	\$0.1m	\$0.45m

\*After one-off charges

\*\* USD1.25m received post balance date

\*\*\* \$3.85m unused debt facility available

### MARKET CAP \$73.4m (19Nov15)



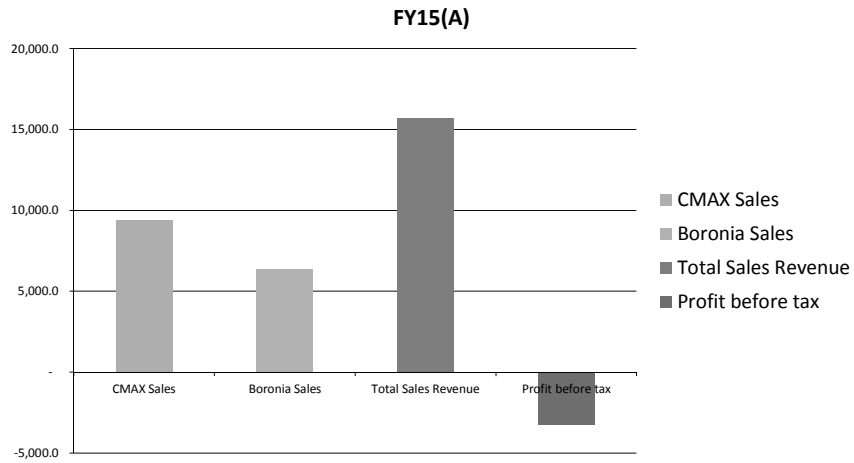
### CAPITAL STRUCTURE

SHARES ON ISSUE	193.1M
UNLISTED OPTIONS	500,000
STOCK PRICE (10Nov15)	A\$0.385
AV. TRADING VOL./DAY	223,000
TOP 20 SHAREHOLDERS	62.0%


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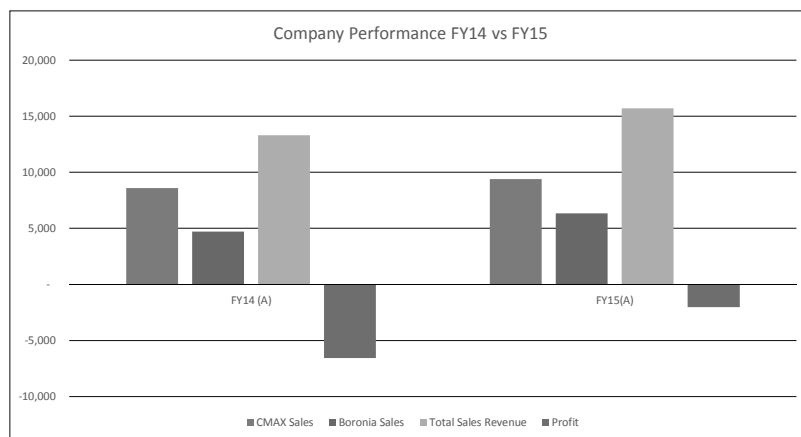
# 2014/15 RESULTS



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# 2014/15 RESULTS



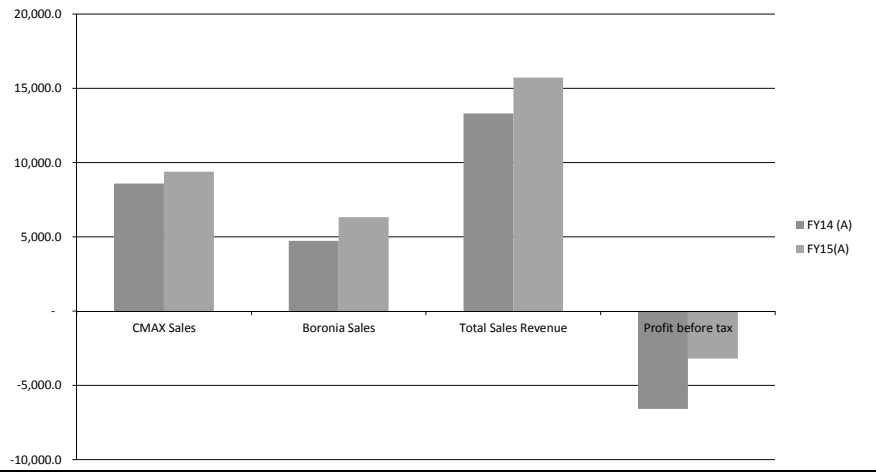
IDT sales and results tend to be seasonal: stronger H2 vs H1 for the last few years



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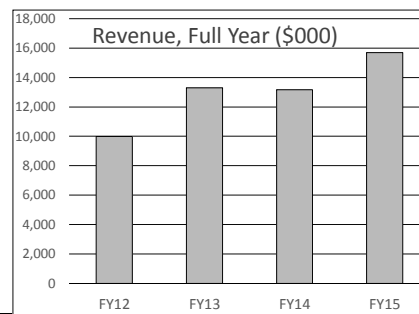
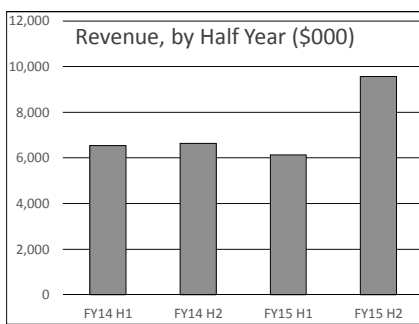
## 2014/15 YEAR ON YEAR COMPARISON



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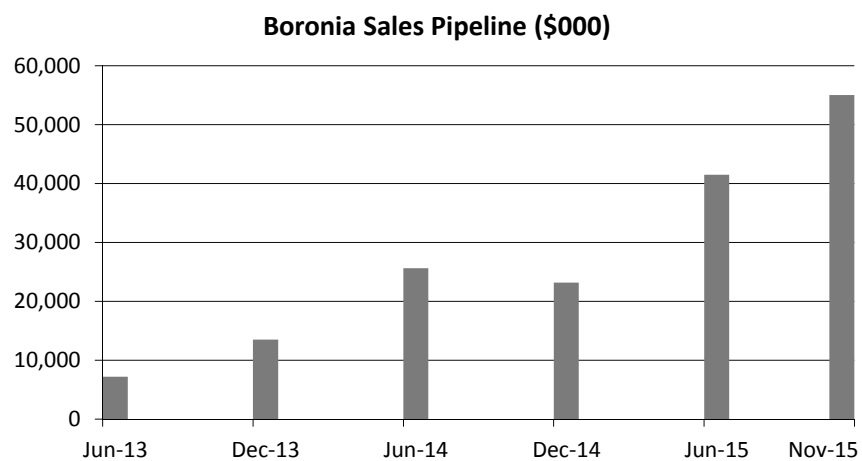
## IDT GROUP SALES ORGANIC GROWTH



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## MANUFACTURING SALES PIPELINE GROWTH



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## IDT SPECIALTY GENERIC STRATEGY GENERIC DRUG PORTFOLIO

- Purchased 23 approved drugs Dec2014, now being moved into IDT facility and first batches manufactured
- Recently established partnership with ANI Pharma. (Nasdaq: ANIP) to commercialize first 18 products
  - Addressable market for these 18 of USD538m (2015 IMS), an increase since acquisition
- Rapid path to revenues (12-18 months) for initial cohort of products
- Distribution agreement finalized with Mayne Pharma 2016 for temozolomide; addressable US market approx. USD250m
- Discussions and development continue for a 2nd oncology drug; addressable market USD80m
- Total IDT addressable market pipeline as above in excess of USD880m



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## IDT PRODUCT PORTFOLIO

Product	Dose Form	Indication	Class
Aminophylline	Tablet	Asthma	Respiratory
Carbidopa & Levodopa	Tablet	Parkinson's Disease	Neurology
Ciprofloxacin	Tablet	Bacterial Infections	Infectious Disease
Clarithromycin	ER Tablet	Bacterial Infections	Infectious Disease
Dexamethasone	Tablet	Anti-Inflammatory	Steroid
Diflunisal	Tablet	Osteoarthritis	NSAID
Dipyridamole	Tablet	Post Surgical Clots	Cardiovascular
<b>Doxazosin</b>	Tablet	Prostatic Hyperplasia	Urology
Etodolac	Capsule	Rheumatoid Arthritis	Immune
Etodolac ER	ER Tablet	Rheumatoid Arthritis	Immune



Doxazosin manufacture



Doxazosin 1mg AND 8mg


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## IDT PORTFOLIO cont.

Product	Dose Form	Indication	Class
<b>Flecainide</b>	Tablet	Tachycardia	Cardiovascular
Fluconazole	Tablet	Infectious Disease	Infectious Disease
<b>Leucovorin</b>	Tablet	Methotrexate Antidote	Oncology
Methoxsalen	Capsule	Vitiligo	Dermatology
<b>Mexiletine</b>	Capsule	Arrhythmia	Cardiovascular
Nefazodone	Tablet	Depression	Neurology
Nortriptyline	Capsule	Depression	Neurology
<b>Pindolol</b>	Tablet	Hypertension	Cardiovascular
<b>Prazosin</b>	Capsule	Hypertension	Cardiovascular
Procainamide	Capsule	Arrhythmia	Cardiovascular
Procainamide ER	ER Tablet	Arrhythmia	Cardiovascular
<b>Temozolomide</b>	Capsule	Brain cancer	Oncology
Tetracycline	Capsule	Bacterial Infections	Infectious Disease


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## US MARKET PORTFOLIO RE-LAUNCH PROCESS

- Initial cohort of CBE30 products followed by PAS approvals
- Many niche products with low to moderate competition
- Products all long genericized with established markets
  - predictable volumes & pricing, little risk of new competitors
- Initial revenues could be realised CY2016
- Peak revenues attainable within 3 years from launch & sustainable
- Opportunity to re-purpose dossiers for EU and Japan



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## US DISTRIBUTION PARTNERSHIPS PATH TO MARKET

- ANI Pharma. to launch 18 of IDT's acquired products in the US, initial launches CY2016
- Mayne Pharma. to launch temozolomide, late CY2016/early 2017
- Cost and profit share arrangements agreed
- Signing and commercialization milestones payable to IDT through the processes
- IDT retains all rights Rest of World rights for all products, negotiations underway EU and Japan



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## CMAX NEW FACILITY PROGRESS

- Build complete and fit-out commenced
- On time and on budget to date
- Move scheduled for April 2016
- Will be the largest, newest, facility in Australia with capacity for expansion and a strong forward sales book
- Adjacent new medical research precinct



## BOARD & MANAGEMENT STRENGTHENED

### MANAGEMENT TEAM

- Dr Paul D R MacLeman (CEO & MD)
- **Deb Cailles (Ops & Supply)**
- Jane Kelly (Clinical)
- **Paul Loria (Reg & Quality)**
- Joanna Johnson (CFO)
- Mark Rowlands (Bus Dev)
- Dr David Sparling (Corp 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*



## TARGET 2016 MILESTONES

-  **INCREASED ORGANIC SALES TOWARDS PROFITABILITY**
-  **SUCCESSFUL RE-LOCATION OF CMAX**
-  **FURTHER IN HOUSE AND ACQUIRED PORTFOLIO DEVELOPMENT**
-  **FINANCING TO MAXIMISE PROGRESS WITH LAUNCH/RE-LAUNCH OF US GENERIC PORTFOLIO**
-  **EXPLORE AND PROGRESS PRODUCT COMERCIALISATION OPTIONS IN EU AND JAPAN**



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QUESTIONS  
AND ANSWERS