

26 May 2022

Manager, Company Announcements
ASX Limited
Level 4
20 Bridge Street
SYDNEY NSW 2000

Via E-Lodgement

Mayne Pharma Group Limited Presentation at Wilsons Rapid Insights Conference

Please find attached a presentation to be given at the Wilsons Rapid Insights Conference.

This announcement has been authorised for release to the ASX by the Chair of Mayne Pharma.

Yours faithfully



Laura Loftus
Company Secretary

For further information, please contact

Lisa Pendlebury
VP Investor Relations & Communications
Phone: +61 419 548 434
Email: lisa.pendlebury@maynepharma.com



Mayne Pharma Group Limited
ABN 76 115 832 963
maynepharma.com

T +61 8 8209 2666 **F** +61 8 8281 0284
1538 Main North Road, Salisbury South, SA 5106 Australia
PO Box 700, Salisbury, SA 5108 Australia



maynepharma

Mayne Pharma Group Limited

Wilsons 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

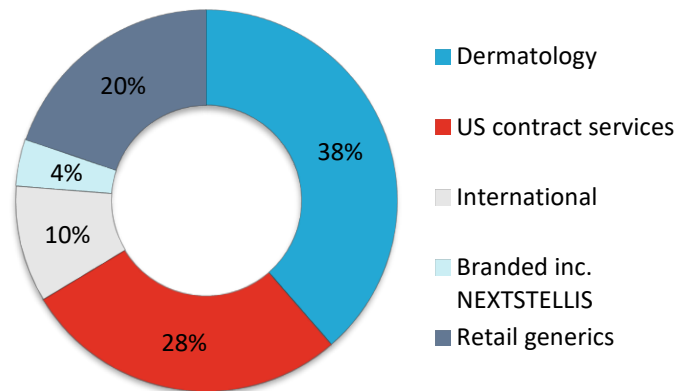
900+

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

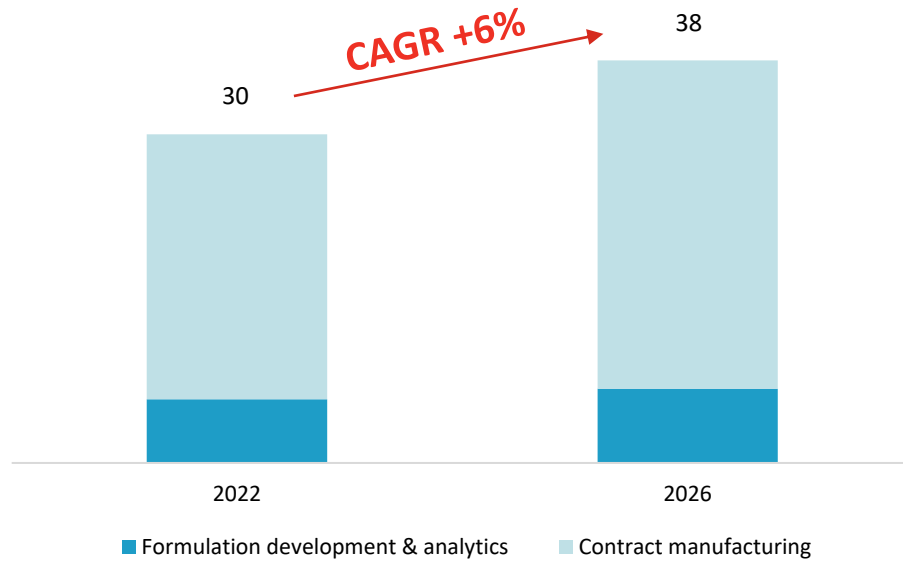
- Reimbursement
- Access to specialty drugs
- Growth in alternate channels – ie. Amazon, digital pharmacies
- Growth in cash paying customers

Payers

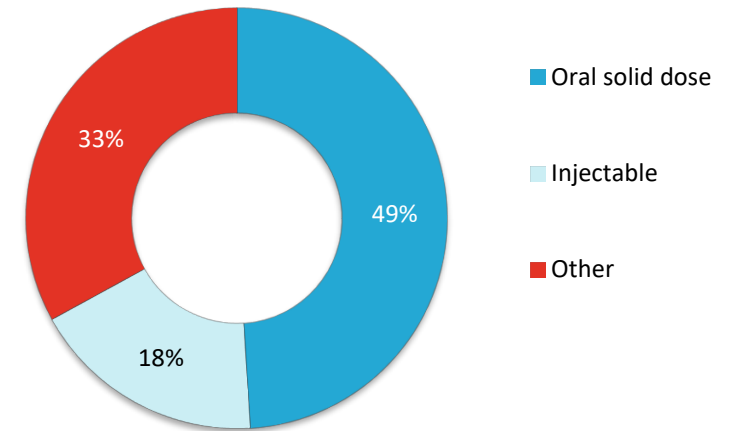
- Managing specialty drug costs
- Rising oncology costs
- Formulary blocks

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 performance¹

- 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 coverage²: 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 2022¹

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)³
- 35% of target prescribers now writing NEXTSTELLIS® and ~50% of top decile prescribers writing NEXTSTELLIS®
- Consumer campaign launching over US summer

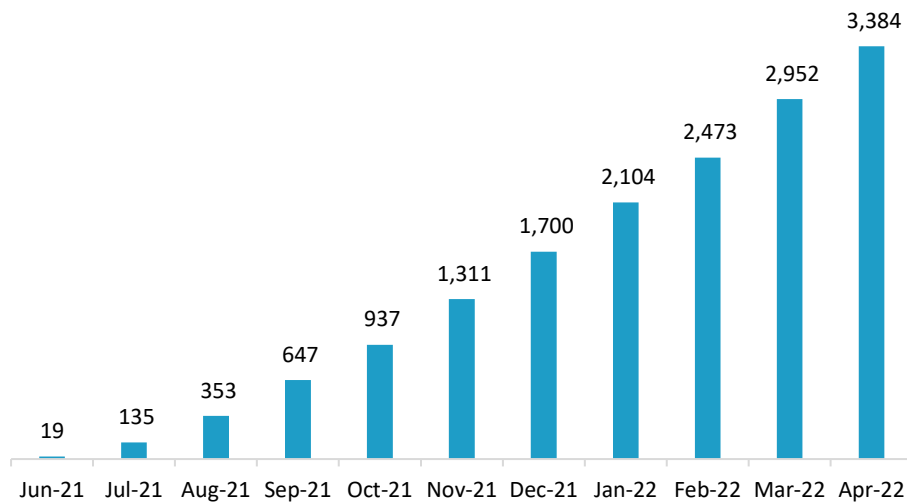
1. IQVIA and internal pharmacy partners

2. Reported by MMIT

3. NEXTSTELLIS® ATU study results February 2022

NEXTSTELLIS® US key performance metrics

Cumulative new writers



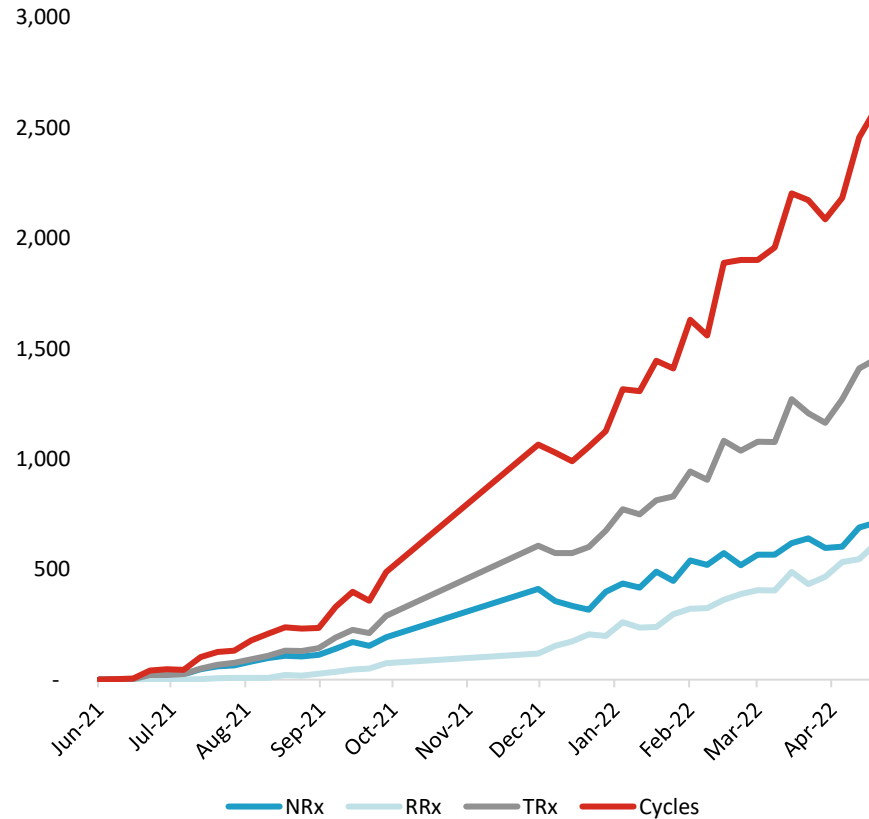
	1QFY22	2QFY22	3QFY22	Change 3QFY22 v 2QFY22
New writers	627	1,053	1,256	19%
NRx	1,060	3,750	6,100	63%
TRx	1,289	6,002	11,235	87%
Cycles	2,365	10,268	19,652	91%

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

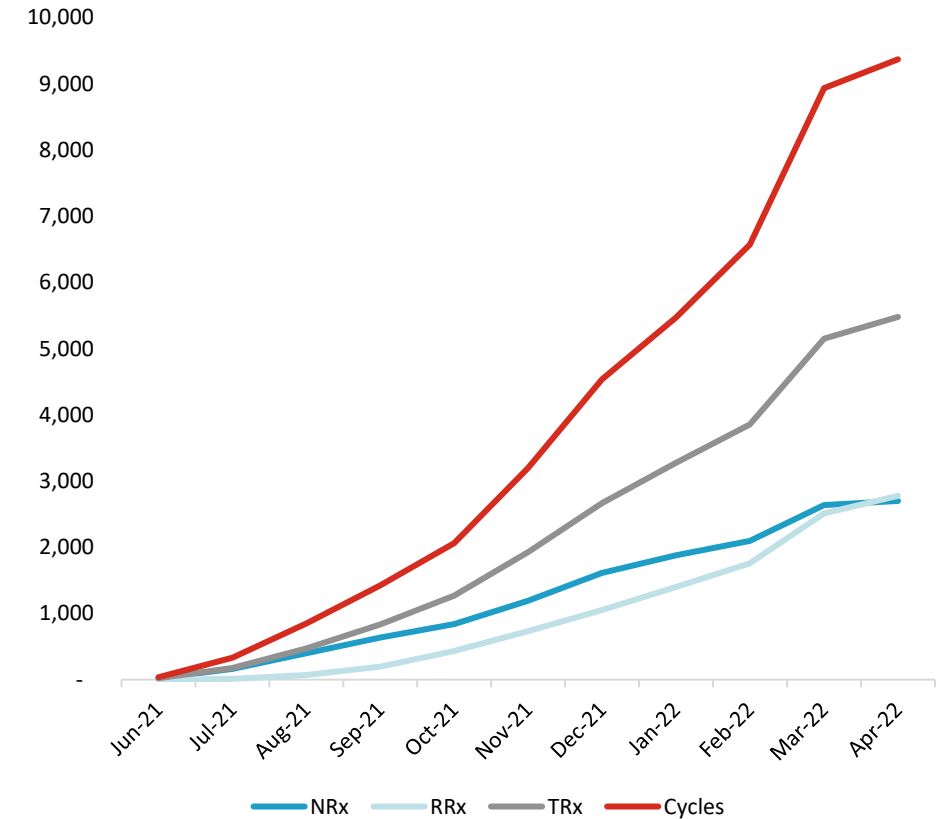


NEXTSTELLIS® US prescriptions trending favourably

NEXTSTELLIS® weekly performance metrics

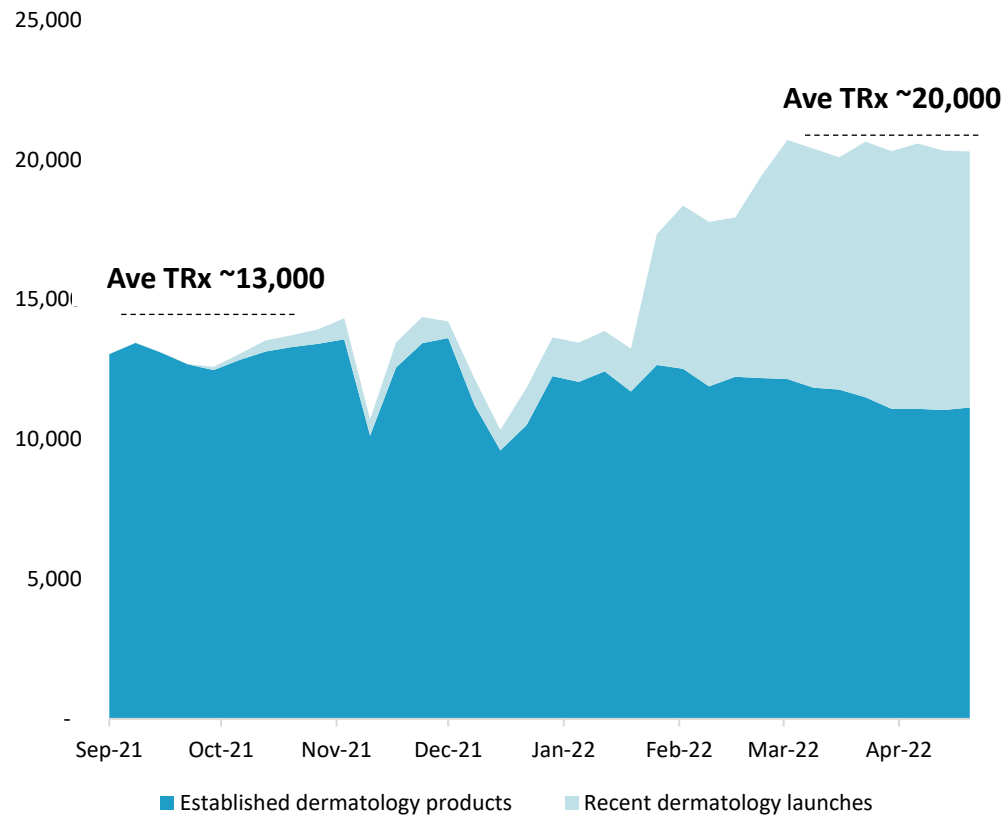


NEXTSTELLIS® monthly performance metrics

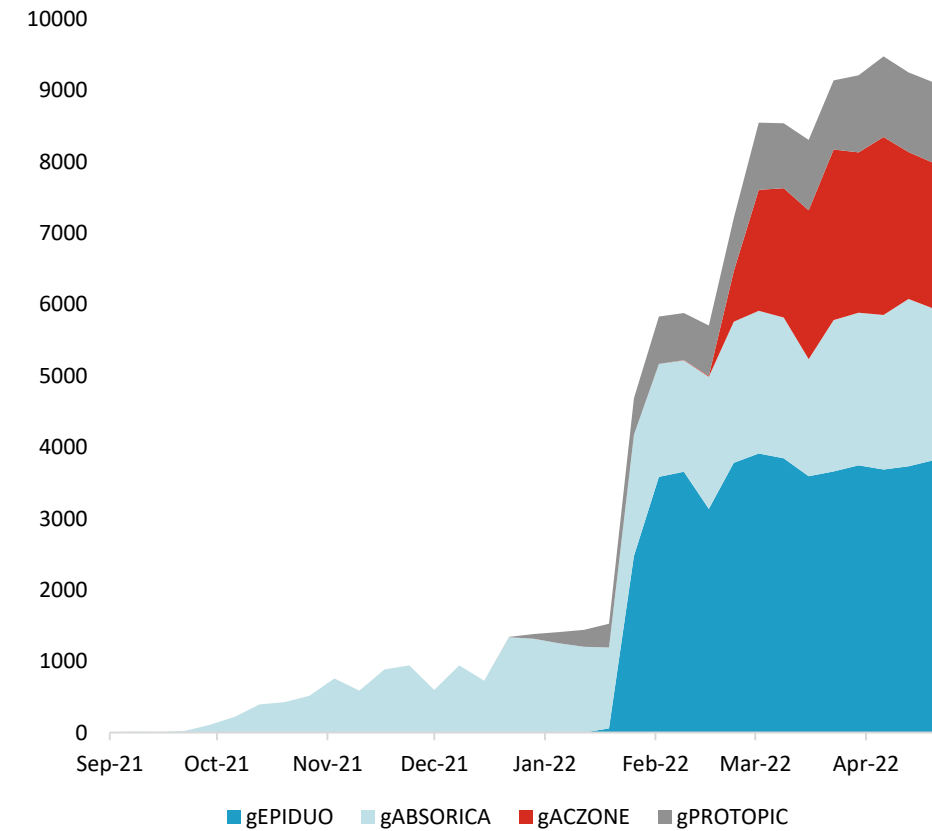


Significant growth in the US dermatology portfolio over the last six months

Dermatology prescriptions (weekly TRx)



Recent dermatology launches (TRx)



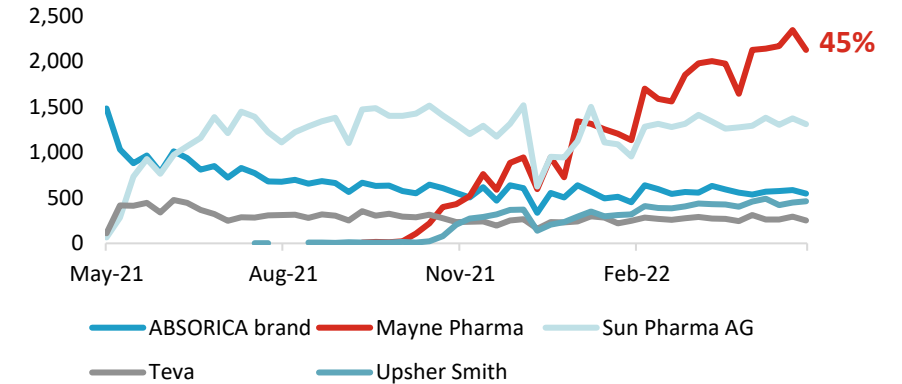
Strong commercial share of key US dermatology product markets

Product	Launched	IQVIA market size US\$m Mar 2022	Number of Gx competitors marketed ¹	Product unit market share 6 May 2022 ²	Change in product unit market share in CY22 ²
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%

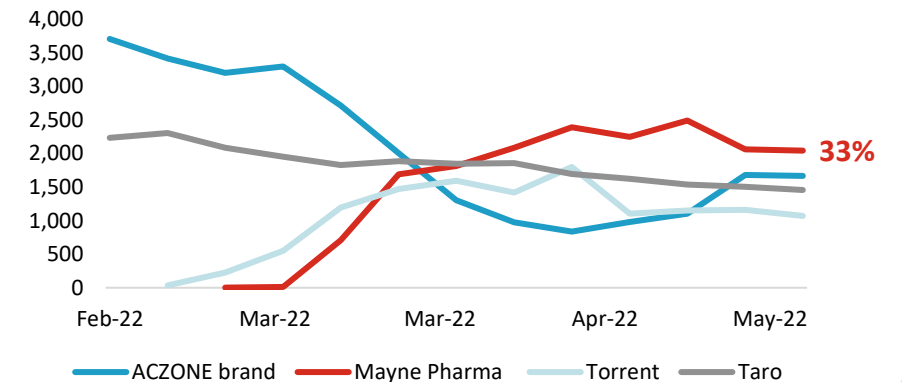
1. Excludes Mayne Pharma

2. IQVIA rapid weekly TRx to 6 May 2022

ABSORICA® (isotretinoin) TRx by competitor



ACZONE® (dapsone) 7.5% TRx by competitor



Upcoming US generic pipeline launches

gNUVARING® (etonogestrel / ethinyl estradiol)

- Highly complex, drug device combination that requires specialised testing procedures / equipment
- US\$610m IQVIA market¹
- FDA target action date in 1QFY23
- 2 independent generics approved and launched
- Manufactured by Mithra, in Belgium
- Target launch 1H FY23

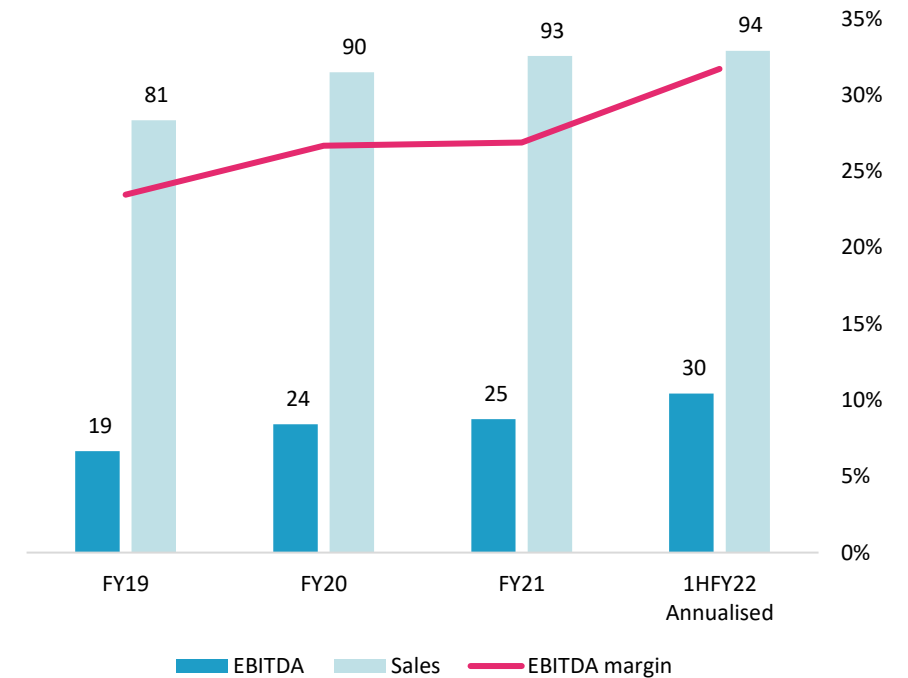
gCARDIZEM® SR (diltiazem)

- Complex extended-release formulation using specialised drug coating technology
- US\$45m IQVIA market¹
- 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 1H FY23

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

- State-of-the-art 333,000 ft² 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)¹



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

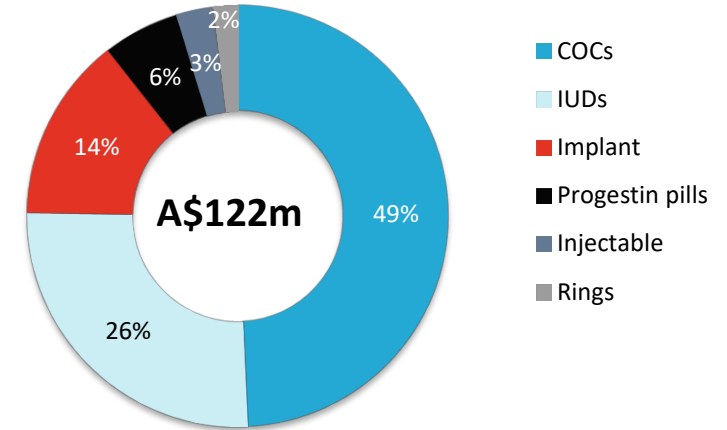


High Speed Bottle Filling Line

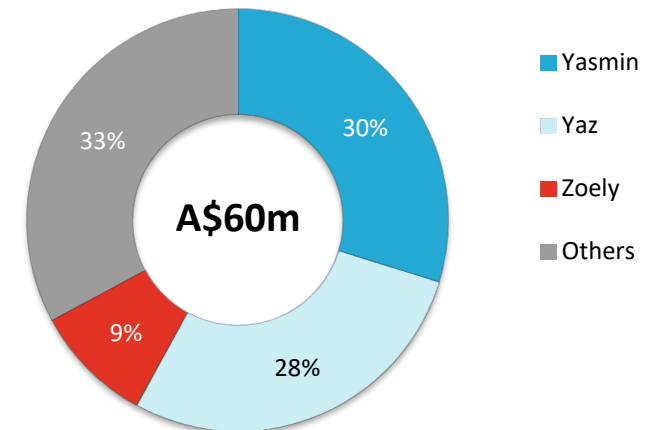
Imminent launch of NEXTSTELLIS® in Australia

- 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)*

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

You deserve tomorrow.