



Cyclopharm Limited

A profitable and growing market leader
in nuclear medical imaging and lung healthcare

2016 Annual General Meeting

11 May 2016



2016 AGM

Chairman's Address

Vanda Gould

CYC has clear strategy to leverage our position as a leading player in the global nuclear medicine imaging market and lung health space to expand the use of our proprietary products and introduce new innovative technology.

We will do this by:

- 1. Attaining approval to distribute Technegas in the USA**
- 2. Expanding the use of Technegas beyond the traditional diagnosis of Pulmonary Embolism into significantly larger applications such as COPD₁ and Asthma, Lung Cancer and Pulmonary Hypertension for both diagnosis and patient management.**
- 3. Identifying, developing and commercialising complementary innovative technology such as Ultralute™**
- 4. Leveraging our core global regulatory strengths, fiscal discipline, strong balance sheet and well developed expertise in nuclear medicine and pulmonary healthcare to seek out complementary technologies and businesses**



2016 AGM

Managing Director's Review

James McBrayer

- Company Overview
- Introduction
- 2015 Highlights
- 2015 Financial Results and Performance
- Product Overview and Growth Opportunities
 - Technegas
 - Untralute
- 2016 Strategic Priorities and Outlook

CYC's 10 Fast Facts

1. Technegas is a well established proprietary world leader in functional lung ventilation imaging technology with major revenues generated by single patient consumables
2. Technegas is sold in 55 countries with significant expansion opportunities in the USA following USFDA approval of Phase 3 clinical trials
3. Chronic Obstructive Pulmonary Disease (COPD) and Asthma represent tremendous opportunity for substantial growth world wide
4. Ultralute™, a new innovative technology with global application, to be commercialised in 2016
5. Ultralute™ technology is a platform for additional product development
6. Stable management and workforce
7. Another year of solid financial results in FY 2015 with strong foundations for growth: \$12.58m sales; \$4.79m NPAT (Including \$2.1m insurance settlement net proceeds), and \$4.15m operating cash flow (\$2.74m from Technegas). Strong balance sheet with \$6.44m in cash at 31 December 2015.

An Australian Biotech that is:

8. Profitable ,Generating cash & paying dividends.
9. Net cash on the balance sheet to fund growth and
10. Set to leverage tangible major growth opportunities.

In 2015 Cyclopharm made significant progress on our strategy to deliver a substantial increase in shareholder value through the global manufacture and supply of innovative nuclear medicine technologies

- **Well established, profitable and fiscally disciplined biotech**, with recurring cash flows predominantly generated from a line of consumable products
 - Second year of consecutive record revenue and profit
- **Technegas product is the world leader** in the functional lung ventilation imaging
 - Actively endorsed by global industry bodies, including the European Association of Nuclear Medicine
- **Near term growth opportunities** include:
 - Attaining USA approval for Technegas targeted for H2 2018
 - Expanding the use of Technegas beyond Pulmonary Embolism to include COPD, Asthma, Pulmonary Hypertension and Lung Cancer
 - Introducing new technologies to include Ultralute™ in H2 2016
- **Strong financial position** and cash flows funding:
 - Market growth and R&D initiatives
 - Payment of inaugural dividends

Our Business



Manufacturer and distributor of pulmonary ventilation imaging devices and equipment

- Track record of growing revenue, profits and cash flows
- FDA trials for sales in US progressing
- Preliminary China trials indicate that Technegas can be an effective tool to diagnose and monitor COPD



Technology which extends the life of nuclear isotopes by up to 50%

- Fine tuning in 2016
- IP Secured
- First sales expected in late 2016
- Strong International interest



Joint Venture with Macquarie University Hospital

- Growth tied to hospital ramp-up
- Now EBIT positive



Cyclotron business (suspended operations in April 2014)

- Insurance settlement reached in December 2015 with net proceeds of \$2.1m
- Facility's medium to long term status under evaluation

2015 Highlights

- **Record sales of \$12.6 million**
- **Record Technegas division operating EBITDA of \$2.3 million**
- **Record NPAT \$4.8 million**
- **Payment of maiden dividends**
- **Strong cashflow from operations significantly strengthened the balance sheet, with cash reserves at year end totalling \$6.4 million**
- **USFDA reengaged to leverage a faster and less costly path to approval with USA partnership under final negotiations**
- **Preliminary results of trials in China show Technegas can be an effective tool used to diagnose and monitor COPD**
- **Ultralute™ – Patent protection secured and commercialisation advanced**
- **New Generation Technegas Generator project takes shape**

2015 Financial Results & Performance

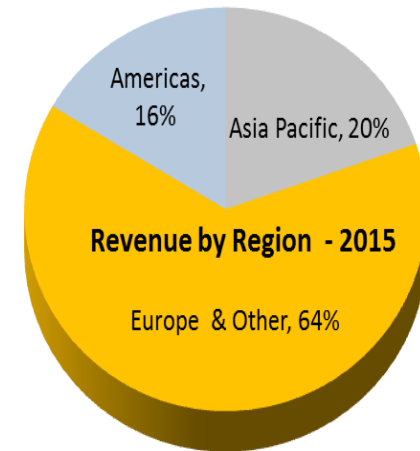
<i>Year ended 31 December (\$000's)</i>	2015	2014
Underlying Results¹:		
Revenue	12,583	12,047
Technegas EBITDA	2,980	2,638
Cyclopet EBITDA	(138)	(266)
Underlying EBITDA	2,842	1,822
Depreciation and amortisation	(144)	(266)
Underlying EBIT	2,698	1,556
Reported EBIT	4,115	3,578
Interest	(25)	(107)
Tax benefit	703	595
Reported NPAT	4,793	4,066
Reported Basic EPS (cents)	8.2	7.0
Dividends per share (cents)	1.0	0.0

- **Technegas continues to perform strongly**
- **Price increases and cost reduction initiatives drove improved gross margins**
- **Operating cash flow of \$4.2m in line with reported NPAT – assisted by a net insurance settlement of \$2.1m**
- **Cyclopet losses minimised due to suspension of operations**

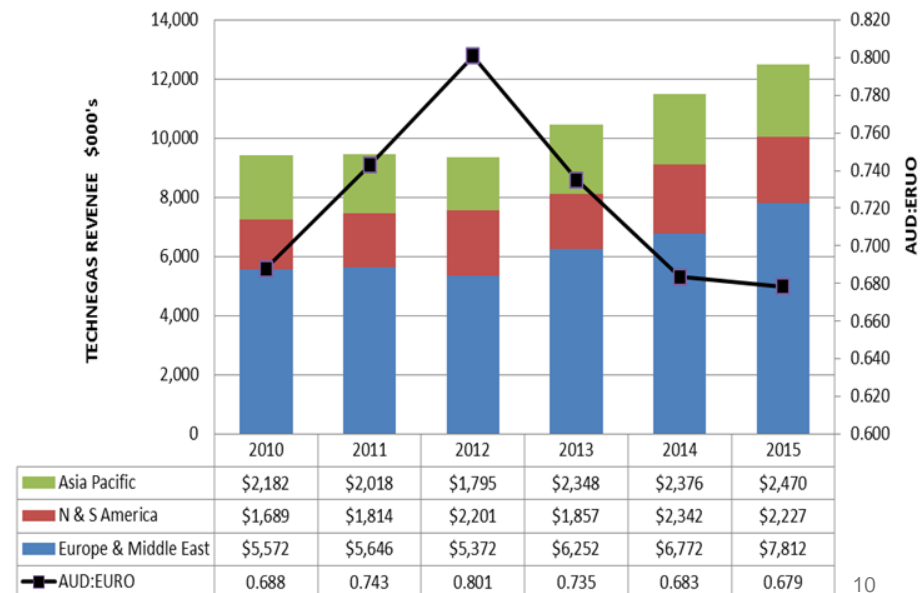
1. Underlying Results represent results from the Technegas Division excluding one off items (Insurance/Litigation settlement and costs), CLSA deposit, FDA expenses and MMI equity accounted earnings.

Technegas – Expanding the Global footprint

- **Technegas sold in 55 countries**
 - Europe is the largest regional market for Technegas
 - In 2014 Canada became largest country market for Technegas surpassing France
- **Over 3,500,000 patient studies since 1986**
- **1,500 Technegas generators sold globally**
- **Expanding operations in North America pending clinical trial and approval of United States FDA**
- **Expanding the use of Technegas targeting COPD with trials being finalised in China**
- **Expansion of clinical development program in 2016**
- **Patent protection until 2026 with optionality for extension**



Technegas Regional Revenue



Technegas – USFDA clinical trial program

USA Market Size:

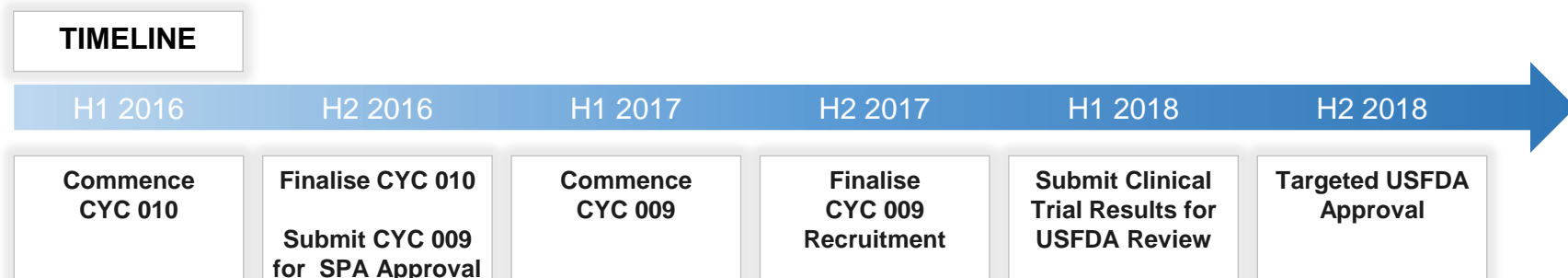
- Half the world's nuclear medicine departments are in the USA
- USA represents a potential base Pulmonary Embolism market of 480,000 patients per annum. (Current Rest of the World volumes = 200,000 patients per annum)

Study Specifics:

- Non-inferiority structural ventilation study comparing Xe133 vs. Technegas
- Pathway to approval requires a two part study (CYC 010 & CYC009)
 - CYC 010 – Establishes the Inter and Intra reader variability for Xe133
 - CYC 009 - Compares Xe133 with Technegas requiring patient recruitment
- “All Comers” protocol to eliminate previous obstacles in patient recruitment

Total estimated trial cost = less than \$7 million USD

- Assumes <300 patient study at 10 clinical sites
- CYC has decided at this stage to independently proceed in funding the trial



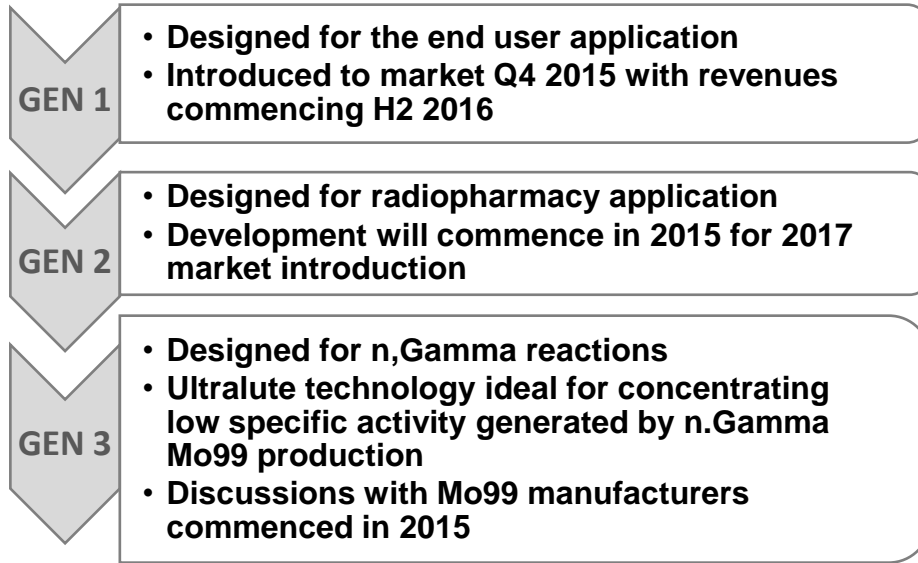
Product overview

- Disruptive Technology – changes 60 years of how radiopharmaceuticals are manufactured
- Extends the effective use of Mo99 generator up to 50%
- Each cartridge consumable designed for a maximum of 10 uses
- Patents secured in 2014
- Will be designated as laboratory equipment
- Market introduction represents a base platform for additional applications
- Product launch was in late 2015 with revenues commencing H2 2016

Technology features

- Enables a user to extend the usable life of a Mo99 Generator
- Allows the user to purchase a smaller Mo99 Generator
- Provides greater flexibility in manufacturing products
- Provides a saving of between 30% to 40% in the cost of Tc-99m
- Enhances radiolabelling efficiency and imaging quality
- Purifies contaminants from the Tc99m eluate
- Provides a platform for further product development

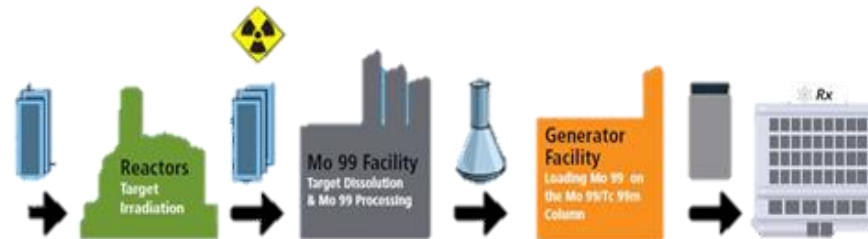
Ultralute™ Generation overview



- There are 4,000 Mo99 generators sold worldwide **each week.**
- Approximately 50% are sold to Radiopharmacies with the remaining sold directly to end users in hospitals and clinics



Molybdenum Manufacturing and Supply Chain



2016 Strategic Priorities and Outlook

Strategic Goals & Guidance	Activity	Timeframe
United States FDA approval	<ul style="list-style-type: none"> • Proceed on an independent path to USA market approval • Commence USFDA clinical trials • Relocate the Cyclopharm manufacturing premises and commence USFDA manufacturing compliance readiness 	Q2 2016 Q2 2016 Q3 2016
Indication Expansion	<ul style="list-style-type: none"> • Implement clinical marketing strategy targeting the referring physicians • Complete COPD Trial in China and publish results 	Q2 2016 Q4 2016
New Product – Ultralute™	<ul style="list-style-type: none"> • First sales of Ultralute™ 	H2 2016
Expand Product & Service Offering	<ul style="list-style-type: none"> • Identify and evaluate business prospects targeting growth, product extension, diversification, accretion and enhanced returns 	Ongoing
Full Year Guidance	<ul style="list-style-type: none"> • Underlying ongoing operations financial performance expected to be consistent with that of 2015 • Dividend program expected to be maintained • Profits impacted significantly due to USFDA clinical trial expenses 	FY 2016



2016 AGM

Formal Business

Vanda Gould

2016 AGM – Formal Business

Resolution	Business	For	Against	Abstain	Proxy's Discretion
1	Remuneration report	46,274,021*	1,865	94,595	38,000
2	Re-election of Vanda Gould	43,597,848*	2,772,633	-	38,000
3	Renewal of share buy-back capacity	46,406,741*	1,277	463	-
Contingent business					
4	Board spill meeting	24,188	46,337,734^	8,559	38,000

*Includes Open Useable Proxies that have instructed the Chairman to vote on their behalf and have voted in favour of the resolution.

^Includes Open Useable Proxies that have instructed the Chairman to vote on their behalf and have voted against the resolution.

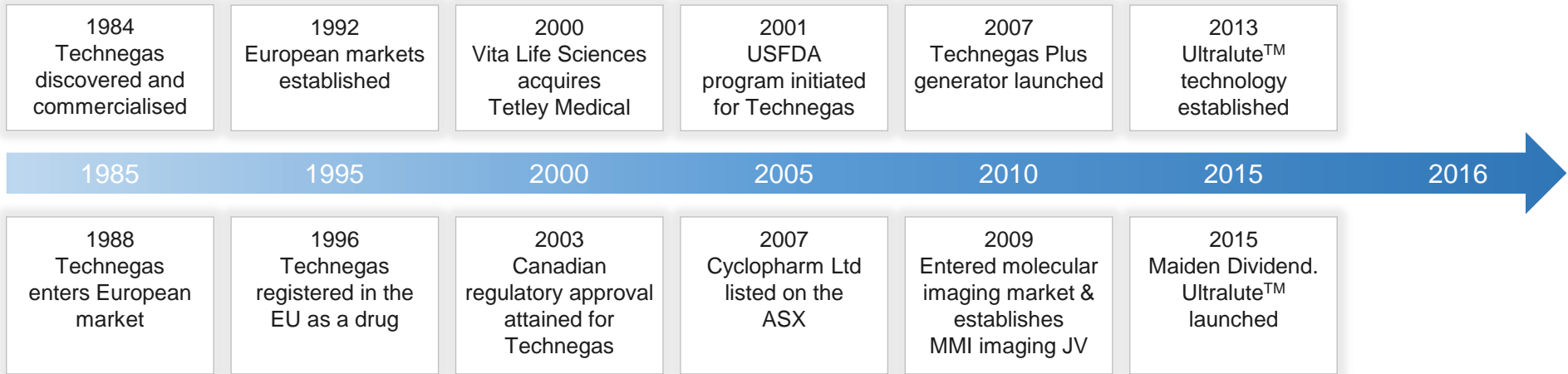


Cyclopharm Limited

Appendix Section

- Cyclopharm History
- Technegas 2015 Financial Results
- Growth Opportunities and Key Performance Indicators
- Technegas
- Ultralute
- MMI
- Disclaimer

Our History



Technegas FY15 Performance

Second consecutive year of record results

Year ended 31 December (\$000's)	2015	Change	2014	Change	2013
Technegas Results:					
Sales Revenue					
PAS	10,145	▲ 8.1%	9,384	▲ 9.3%	8,583
Generators/service	2,363	▲ 12.2%	2,106	▲ 12.4%	1,874
Total Sales	12,508	▲ 8.9%	11,490	▲ 9.9%	10,457
Underlying EBITDA	2,980	▲ 13.0%	2,638	▲ 17.5%	2,246
Underlying EBITDA Margin	23.8%	▲ 0.8%	23.0%	▲ 1.5%	21.5%
FDA Expenses	(686)	▲ 43.5%	(478)	–	(478)
EBITDA	2,294	▲ 6.2%	2,160	▲ 22.2%	1,767
D&A	(137)	▼ 38.6%	(223)	–	(220)
EBIT	2,157	▲ 11.4%	1,937	▲ 25.2%	1,547
EBIT Margin	17.2%	▲ 0.3%	16.9%	▲ 2.1%	14.8%

- **Another record financial result in FY15**
- **PAS margins enhanced by improved local prices in Asia and Latin America**
- **Strong financial performance supports ongoing investment in R&D and costs associated with expansion into new markets**

Underlying Results represent results from the Technegas Division excluding one off items (Insurance/Litigation settlement and costs + impairment expense), CLSA deposit, FDA expenses and MMI equity accounted earnings.

Group Balance Sheet

Strong financial position

<i>Year ended 31 December (\$000's)</i>	2015	2014
Cash	6,445	3,268
Other current assets	6,653	5,582
Non-current Assets	3,443	2,111
Total Assets	16,541	10,961
Current Liabilities	3,176	2,874
Borrowings	197	246
Non-current Liabilities	66	85
Total Liabilities	3,439	3,205
Net Assets	13,102	7,756

- **Improved cash position driven by strong cash flows from operations**
- **Capacity to fund growth initiatives and ongoing R&D**
- **The medium to long term future of the Cyclopet facility to include divestment is under consideration**
- **Debt free – Mortgage Debt retired in March 2016**

Cash Flow



Growing cash generation

<i>Year ended 31 December</i>	2015	2014	2013
Operating Activities	4,154,834	4,468,780	1,185,110
Investing Activities	(651,654)	(238,756)	(1,209,113)
Financing Activities	(326,664)	(2,171,525)	(1,207,588)
Net Inc /(Dec) in Cash	3,176,516	2,058,499	1,231,591
Opening Cash	3,268,425	1,220,646	2,346,556
Foreign Exchange	54	(10,420)	105,681
Closing Cash	6,444,995	3,268,425	1,220,646
Other Income in Operating Activities	2,104,689	2,650,000	–
Payments for Deferred Expenditure in Investing Activities	(639,242)	(279,319)	(485,616)
Repayment of Bank Borrowings in Financing Activities	(48,355)	(2,171,255)	(1,204,310)

- **Strong cash reserves available to fund near to medium term growth opportunities**
- **Investment Activities in 2015 included FDA, Ultralute & Technegas product development**
- **Significant one-off cash upside in 2014 (\$2.65m) from litigation mediation and in 2015 (\$2.10m) from an insurance settlement**
- **Majority of underlying cash flow in 2015 was generated by Technegas (\$2.74m)**
- **Relocation expense of \$500k expected in 2016**
- **Dublin facility mortgage (€128k) retired in March 2016**

Growth Opportunities and Key Performance Indicators

Technegas

USA	<ul style="list-style-type: none"> The USA represents the single largest market with half of the world's nuclear medicine departments located there Existing market for PE in the USA equates to ~480,000 patients per annum First priority following USFDA approval is to repeat our Canadian experience by replacing the Xe133 market valued at \$47m USD
Currency	< 15% of revenues are \$AUD related; Currently > 60 % of Technegas revenues linked to Euro.
Seasonality	Historically 2H revenues are stronger due to higher procedures volume during northern hemisphere winters
Pricing & Product Margins	In 2015 the average selling price for PAS=\$52.02 AUD & Technegas Generators = \$27.6k AUD. Despite downward pressure on healthcare products globally, Technegas has been able to achieve price increases. Consolidated GM of 80.6% in 2015 made up of PAS, the profitability engine room, accounting for 81% of total Technegas revenues.
Sales Volumes	PAS boxes sold in 2015= 3,901 equating to 195,050 patient studies Technegas generators continue to average 50-60 units per year
Competitive Products	<ul style="list-style-type: none"> Xe133 has been eliminated from the Canadian market with the introduction of Technegas. Xe133 only used in the USA is a \$USD 47M product in 2015 Kr89 – excellent imaging properties. Only available in a few countries due to limited availability and high cost DTPA in low patient volume sites continue where Technegas is available. Used in the USA off-label CTPA continues to dominate the PE space; however concerns with high CTPA radiation dose and improved nuclear medicine imaging techniques are bringing referrers back to nuclear medicine VQ imaging
Intellectual Property	TechnegasPlus Generator patented until 2026 A new generation of Technegas generators is under development with the goal to extend patent protection
Clinical Indications	Primarily used for PE. Also used in preplanning and post surgical evaluation for lung reduction intervention The incidence of COPD is 30x that of PE. Furthermore, COPD represents an opportunity for ongoing patient management
Distribution	Cyclopharm continues to evaluate the effectiveness of Distributors/Agents/Partnerships/Independent
Facility Relocation	After 20 years of tenancy, ANSTO has notified Cyclopharm that our lease will not be renewed. The cost of relocation will have an impact in 2016 with an ongoing increase in facility costs likely.

Growth Opportunities and Key Performance Indicators

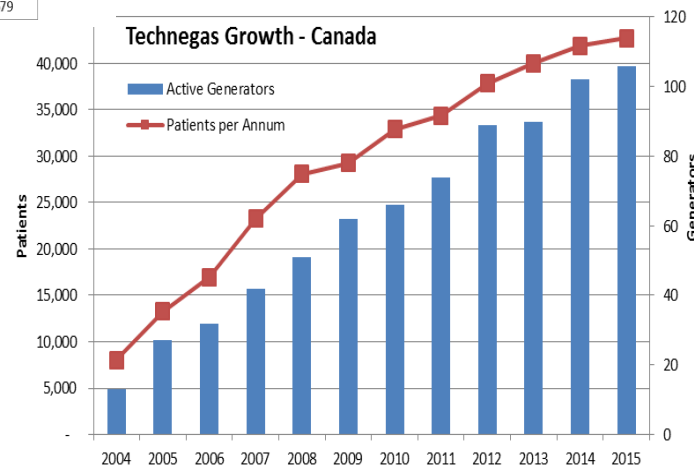
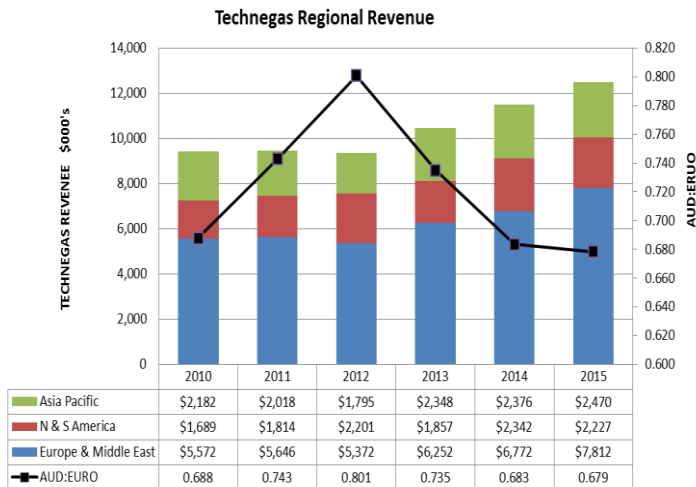
Ultralute	
Market Penetration	<ul style="list-style-type: none"> Europe targeted as the primary market to launch due to the highest concentration of end user Mo99 generators in the world 1st Generation targeted for launch in Germany at the EANM in October with initial sales to follow H2 2016
Margins	Product launch estimates 50% GM with margin improvement expected from leveraging volume growth
Product Development	<ul style="list-style-type: none"> 1st Generation targeting end users in hospitals and clinics to be commercialised in 2016 2nd Generations targeted for Radiopharmacy will be introduced in 2017
Other Applications	Discussions underway with interested parties for extended applications with other isotopes

MMI	
Revenue	Volumes closely aligned with the hospital. Continued double digit growth expected per annum in the foreseeable future
Profitability	EBITDA positive as of mid CY 2014
MRI Licensing	Significant increase in profitability if Government funded MRI licensing is achieved

Cyclopet	
Molecular Imaging	Following competition from government owned enterprises, Cyclopharm's Board decided to suspend commercial operations. Subsequent to this decision the company successfully mediated an outcome that resulted in ANSTO paying \$2.65M to Cyclopharm. Cyclopharm has no immediate intention of re-entering this market under the current competitive landscape.
Facility	Fully written off. Discussions underway relating to the long term to include disposal of the facility

Technegas Volume – Generators and PAS

Organic growth in the majority of markets



- Europe remains our largest single country market for Technegas
- France volumes rebounded in second half 2015 as advised
- Canada is our largest single country market with 12 consecutive years of PAS growth
- Canada represents a strong indicator of USA acceptance and Xe133 displacement

Technegas – Global Indication Expansion

Targeting Chronic Obstructive Pulmonary Disease (COPD) market

Evaluating the effectiveness of Technegas in early detection of COPD and the presence of the comorbidities associated with the disease

Market Size:

- 30x the size of total PE market
- 65m people have moderate to severe COPD
- Estimates show that COPD becomes by 2030 will be the third leading cause of death

Timeline:

- Q2 2016 China trial recruitment completed
- Q4 2016 Results published at the Asian Pacific Society of Respiriology Congress
- Plans to extend COPD initiative to additional markets including in Canada, South Africa, Australia and several European countries

China Study Specifics:

- Patient size: 120 patients
- Total cost = <\$400K

Additional indication and applications – Asthma, Lung Reduction and CTEPH*

Technegas can provide the clinician the ability to visualise and quantify lung ventilation by region. No other diagnostic tool can provide consistent, accurate and reliable functional imaging in comparison.

Cyclopharm will leverage this market advantage in 2016 by initiating a clinical program targeting Technegas indication expansion to include:

Asthma

- 334 million people globally

Lung Reduction Intervention

- Application in determining ventilation pre and post lung reduction intervention

Chronic Thromboembolic Pulmonary Hypertension

- Ventilation/Perfusion imaging is the recommended
- Up to 40 million people globally

* CTEPH = Chronic Thromboembolic Pulmonary Hypertension

Technegas

Indication expansion – COPD

The Global incidence of Chronic Obstructive Pulmonary Disease (COPD) is 30x greater than that of Pulmonary Embolism (PE)

It is estimated that by 2020, COPD will be the 4th highest cause of death globally. By 2030 COPD will be the 3rd highest cause of death globally.



Cyclopharm is undertaking a trial in China to assess the use of Technegas for the diagnosis and management of COPD

- Patient enrolment concluded in April 2016
- Preliminary research with Technegas suggests early detection than traditional Spirometry with 3 abstracts presented at the 2015 Asia Pacific Society of Respiriology conference in December
- Spirometry – a basic measurement of forced air volume provides no underlying pathophysiology and required significant disease progression to diagnose

Expanding the use of Technegas from Pulmonary Embolism (PE) diagnosis to COPD would represent significant expansion of the market size

- In China, at any time more than 56.6 million people in China have COPD
- According to the Lancet 2008, it is predicted that China will see 65 million deaths from COPD and 18 million deaths from lung cancer between 2003 and 2033

Key drivers of the Chinese COPD market include:

- China is the greatest producer and user of tobacco in the world*
- Rapidly Aging Population
- High use of biomass burning at home for cooking
- Elevated incidence of post-pulmonary tuberculosis
- Poor air quality in metropolitan areas

*Fang X et al. Chest 2011; 139: 920-929

Ultralute™ Targeting direct users of Mo99

- Ultralute™ v1 is targeted at the clinical end-user market that sources Mo99 Generators directly from manufacturers
- The European Mo99 generator market is completely Direct
- Ultralute registration in the EU has been determined to be a laboratory apparatus
- The largest single market for Mo99 generators in Europe is Germany
- Ultralute™ v2 is being developed for the Radiopharmacy user market



Macquarie Medical Imaging



- Joint venture with:
 - 50% Alfred Health Solutions
 - 30% Macquarie University
 - 20% Cyclopharm
- Comprehensive suite of imaging modalities
- State of the art research platform
- Growth and profitability linked to ramp-up of Macquarie University Hospital
- EBIT positive since 2014
- Sales revenue increased 5% in 2015 as outpatient initiatives implemented at Macquarie University Hospital take effect





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Certain views expressed here contain information derived from publicly available sources that have not been independently verified.

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All references to dollars unless otherwise specified are to Australian dollars.

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