Cyclopharm

AGM Presentation 2019 Financial Year Results

9 July 2020



Safe Harbour Statement

Certain views expressed here contain information derive independently verified.

The presentation includes certain statements, estimates financial performance of Cyclopharm Limited and as to th estimates and projections reflect various assumptions may assumptions may or may not prove to be correct. Cycloph information in this presentation.

While the directors believe they have reasonable ground and all care has been taken in the preparation, no represe accuracy, completeness or correctness, likelihood of achie projections contained in this presentation. Such statemen to significant uncertainties, contingencies and assumptions

To the maximum extent permitted by law, none of the Cyc any other person accepts any liability, includin of fault or negligence, for any loss arising from the use of in

All references to dollars unless otherwise specified are to

publicly available sources that have no

ojections with respect to the anticipated lets for the company's products. Such state the directors concerning anticipated results.

the unectors of

imited has not sought independent verifica

r each of the statements, estimates and projection or warranty, express or implied, is given as nent or reasonableness of statements, estimates their nature setimates and projections are by their nature setimates are by the setimates and projections are by the setimates and projections are by the setimates are b

pharm Limited, its directors, employees or agent without limitation, any liability arising prmation contained in this presentation.

istralian dollars.





Welcome

David Heaney



Online Attendees – Question Process

- When the Question function is available, the Q&A icon will appear at the top of the app.
- To send in a question, simply click in the 'Ask a question' box, type your question and the press the send arrow
- Your question will be sent immediately for review



Online Attendees – Voting Process

- When the poll is open, the vote will be accessible by selecting the voting icon at the top of the screen
 - ılı
- To vote simply select the direction in which you would like to cast your vote, the selected option will change colour.
- There is no submit or send button, your selection is automatically recorded.



Chairman's Address

David Heaney

Managing Director's Address

James McBrayer

CYCLOPHARM BUILDING FOR GROWTH

Profitable & Growing MedTech

All All

underlying business is cash positive and issuing dividends

First in class

Technegas technology generating sales from 60 countries and named as the agent of choice in the Canadian & European EANM Guidelines Recurring revenue from high margin consumable sales

nodel

(\$)

simila annuit USFDA approval

set to more than quadruple the existing CYC sales from Pulmonary Embolism (PE) X

Optional

expanding into indications beyond PE could dwarf the near term USA opportunity

Building for Growth – Company Develop

Technegas is a substantially de-risked commercial proposition with significant upside in the USA market with target USFDA approval by 2021

- Total global sales of \$118 m from 2010
- Technegas currently available in 60 countries
- Over 4,200,000 patient procedures performed since first approved
- 1,600 Technegas generators sold globally since first approved
- Approximately 182,100 patient procedures in 2019
- Europe represents 62% of global revenue in 2019
- Canada was the largest single country market by volume (45,400 patients) followed closely by France (42,500 patients) in 2019
- CYC is growing, the underlying business is profitable and the company has a history of paying dividends
- Stable gross margins of greater than 80% (82% in 2019)

9

Around 80% of historical revenue is recurring consumable sales - (75% in 2019)





Technegas Regional Revenue by Category (\$ 000's)





FY2019 Results Highlights

Group Sales Revenue	\$14.08 million - an increase of 5%
Gross Margin	\$11.62 million – an increase of 7%
Gross Margin %	82.5%
Net Loss After Tax	(\$2.91) million including USFDA investment
Dividends	1.0 cents per share
Underlying PBT ¹	\$0.89 million
FDA Trial expenses	(\$3.84) million
Strong balance sheet	\$12.66 million of cash reserves as @ 31 December 2019



10



FY2019 Operational Highlights

Technegas	
USFDA	
USA Commercialisation	
Indication Expansion	100
R&D Tax Incentive	all and
Strategic Partnerships	NY Y
Building a Team for the Future	12.00
Guideline Development	V
Capital Raising	

Record revenues recorded in the key markets of Canada and France
All internal documentation completed with a Q1 2020 USFDA submission
USA entity established
HMRI completes recruitment – New initiatives commence in Canada and Australia
\$2.93m received November 2019
Leveraging our infrastructure through Distribution partnerships – Draximage, Tema and Rotop
Key resources in place for growth – Sales, Quality, Regulatory and Service
CANM and European Guidelines naming TG as the nuclear medicine ventilation imaging agent of choice for diagnosing PE
\$9.2m net of costs received in December following a strategic share placement



Our Strategic Priorities

oosition as a leading player in the glo CYC has clear strategy t nuclear imaging market an exponentially larger lung health to expand the use of our proprietary ce new innovative oducts a technology. We will do this by: 1. Attaining approval distribute⁻ 2. Expanding the use of Technegas beyond the traditional diagnosis of Pulmona olism into significant larger applications such as COPD¹ and Asthma, Lung Cancer and Pulmonary Hyperte for both diagnosis and patient management. Identifying, develop tch as Ultralu 3. nd commercialising complementary innovative tech al regulatory strengths, fiscal discipline, strong balan d well developed expertis 4. Leveraging our core nuclear medicine a ulmonary healthcare to seek out complen nnologies nd businesses



Ultralute Update



- Ultralute[™] has the potential to bring significant cost savings in the delivery of pharmaceuticals used in nuclear medicine by extending the useful life of Molybdenum-99 (Mo-99) generators by up to 50%.
- Registered as a Class 1 Medical Device on the ARTG
- Decision taken to register Ultralute[™] as a medical device technology within Europe
- Medical Device registration expected to broaden its overall market acceptance and optimise the commercial value of this technology.
- Registration targets has been dramatically impacted by two factors:
 - delays in European regulators implementation the new MDR regulatory framework
 - Inspections programs delayed due to COVID-19
- Meaningful commercial sales of Ultralute[™] within the medical device category in Europe are not expected until 2022.



2. Fawdry RM, et al. Australas Radiol 1988; 32(2): 232-238

3. Leblanc M, et al. CANM guidelines; Nov 2018: www.canm-acmn.ca/guidelines

Technegas is not commercially available in the USA.



Technegas – USA Market Opportunity



- 4,000,000 patient procedures conducted in the USA per annum to diagnose pulmonary embolism (15% Nuclear Medicine – 85% CTPA)
- 600,000 Nuclear Medicine Ventilation procedures equals \$90m USD
- Target market for Technegas in the USA equates to ~480,000 patient procedures of the total 600,000 procedures.
- The USA represents the single largest market for Technegas with half of the world's nuclear medicine departments
- Subject to a successful FDA approval, the Company is targeting US commercialisation in 2021
- First priority following USFDA approval is to repeat our Canadian experience by displacing Xe133 as the standard of care diagnostic product
- 3D SPECT imaging using Technegas is proven to be clinically superior and safer than CTPA. Once commercialised Cyclopharm will target to double the existing nuclear medicine PE market dominated by CTPA from 15% to 30%.
- Once established in the USA market, the company will seek to expand the use of Technegas into disease states exponentially larger than the existing PE market

Technegas® is not commercially available in the USA

Technegas FDA Clinical Trial Process and Design

Approval Pathway

USFDA Clinical trial¹ registered at: https://clinicaltrials.gov/ct2/show/NCT03054870?term=technegas&rank=1 Non-inferiority structural ventilation study comparing Xe133 vs. Technegas¹ Planned 240 patient study at 9 clinical sites 204 Patients enrolled as at 30 June 2020 505(b)2 New Drug Application submitted The 505(b)2 New Drug Application is expected to be sufficient for USFDA approval Clinical Trial enrollment will continue whilst the 505(b)2 submission is being reviewed

Timeline

1H 2018 1H 2018 1Q 2020 2H 2019 20 2021 Anticipated USA Launch **Finalised Trial Site** Submitted Preliminary NDA Submitted **Commence USA** Trial Results for FDA Recruitment provided successful USFDA Generator Inventory Review approval Build

1. ClinicalTrials.Gov – A comparison of Technegas and Xenon-133 Planar Lung Imaging in Subjects referred for Ventilation Scintigraphy. https://clinicaltrials.gov/ct2/show/NCT03054870?term=technegas&rank=1 Technegas[®] is not commercially available in the USA



USA 2020 Commercialisation Plan



Technegas[®] is not commercially available in the USA

Beyond PE : clinical initiatives

PATIENT MANAGEMENT & SCREENING Response to Therapy and Personalized Medicine

INTERVENTIONAL THERAPIES LVRS, ELVR, Transplant, Lung Cancer

CHRONIC AIRWAY DISEASES COPD – Asthma

PULMONARY EMBOLISM (PE) VTE – CTEPH - PH

ACTRN12617001275358 - Can functional lung ventilation imaging identify treatable reaction on https://clinicaltrials.gov/ct2/show/NCT04191174?term=tectio_gas&draw=2&rank=3

Clinical Trials Sponsored by Cyclomedica

- Hunter Medical Research Institute (Newcastle, AU): Diagnosis and response to therapy in severe asthma and COPD¹
- Woolcock Institute (Sydney, AU): Diagnosis and response therapy in mild to moderate COPD³
- CHUM (Montreal, CA): Early detection of COPD in asymptomatic smokers⁴
- Dalhousie (Halifax, CA): Post-lung transplant patients
- Firestone Institute (St. Joseph's Healthcare Hamilton, CA): Prevalence and clinical relevance of ventilation heterogeneity and luminal cellular inflammation in lung cancer patients pre and post lung resection ²



ercially availab

• Macquarie University (Sydney, AU): ELVR with endobronchial valves in severe

procedure in



19

Three Value Horizons



Technegas[®] is not commercially available in the USA

cyclopharm 🏹

20

CYCLOPHARM INVESTMENT CASE



Profitable & Growing MedTech

underlying business is cash positive and issuing dividends First in class proprietary product sales to 60 countries with over 4.2 million studies to date Recurring revenue from consumat similar to an and

bles

nuity

(\$)

USFDA approval set to quadruple the size of the existing PE business and further leverage penetration into the CTPA market Optionality

X

ons beyond hronic / disease ent could ponential



Technegas[®] is not commercially available in the USA

Cyclopharm

Thank You & Business Q&A







CYC AGM 2020 Resolutions

1 That the Remuneration Report as set out the financial year ended 31 December 201



							A STATE OF COMPANY					and the second		
Resolution	For		Against		Discretionary		Totals		Exclusions		Abstain		No Instructions	
Resolution	Votes	Holders	Votes	Holders	Votes	Holders	Votes	Holders	Votes	Holders	Votes	Holders	Votes	Holders
1 Remuneration Report	57,258,818	26	192,978	5	27,056	3	57.478.852	34	2,358,912	7	5,281	3	162,484	3
r kennuneration kepolt	99.62%	76.47%	0.34%	14.71%	0.05%	8.82%					.,			

Questions?

CYC AGM 2020 Resolutions

2 That, for the purposes of ASX Listing Rule James Heaney, who retires at the close of eligible, and having consented to act, be r and for all other purposes, Mr Annual General Meeting and, b Internet as a Director of the Comp

id

							and the second sec	and the second se				and the second second		
Resolution	For		Against		Discretionary		Totals		Exclusions		Abstain		No Instructions	
	Votes	Holders	Votes	Holders	Votes	Holders	Votes	Holders	Votes	Holders	Votes	Holders	Votes	Holders
2 Re-election of Director	59,386,807	32	193,453	5	27,056	3	59,607,316	40	40 232,000	1	3,729	2	162,484	3
	99.63%	80.00%	0.32%	12.50%	0.05%	7.50%	55,607,516	40	232,000	1	3,729	5	102,404	3

Questions?

CYC AGM 2020 Resolutions

3 That pursuant to ASX Listing Rules 10.14 a Directors to issue and allot a total 1,015,5 and/or his nominee, acting in his capacity and to provide him and/or his nominee fi shares in the Company, on the terms sum 0.15, approval is given for the ordinary shares to Mr James Mc the Managing Director of the Co cial assistance to subscribe for t rised in the Explanatory Stateme

er



Questions?

2020 AGM Formal Business Resolution Proxies Received



Resolution	For		Against		Discretionary		Totals		Exclusions		Abstain		No Instructions	
	Votes	Holders	Votes	Holders	Votes	Holders	Votes	Holders	Votes	Holders	Votes	Holders	Votes	Holders
1 Remuneration Report	57,258,818	26	192,978	5	27,056	3	57,478,852	2 34	34 2,358,912	7	5,281	3	162,484	3
	99.62%	76.47%	0.34%	14.71%	0.05%	8.82%	57,478,852							
2 Re-election of Director	59,386,807	32	193,453	5	27,056	3	59,607,316	40	232,000	1	3,729	3	162,484	3
	99.63%	80.00%	0.32%	12.50%	0.05%	7.50%								
3 Issue of shares to the Managing Director	57,495,500	21	214,873	13	27,056	3	57,737,429	37	2,102,912	F	2,704	2	162,484	3
	99.58%	56.76%	0.37%	35.14%	0.05%	8.11%	57,737,429	37	2,102,912	5	2,704	2	162,464	3

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



Cyclopharm Thank You

