cyclopharm

27 May 2024

technegas
ultralute

Cyclopharm Ltd
ABN 74 116 931 250
Unit 4, 1 The Crescent
Kingsgrove NSW 2208 Australia
T 61 2 9541 0411
F 61 2 9543 0960
www.cyclopharm.com.au

The Manager
Company Announcements Office
Australian Securities Exchange Limited
20 Bridge Street
Sydney NSW 2000

Chairman's address

Good morning ladies and gentlemen, fellow shareholders.

Before, we begin, I note a copy of this presentation has been lodged with the ASX and is also available for download from the Cyclopharm website. May I also kindly request if you have a mobile phone with you, please switch it off, or turn it to silent mode for the duration of this meeting.

Thank you for joining us for today's Annual General Meeting of the shareholders of Cyclopharm Limited. My name Is David Heaney, I am the Chair of the Board of Cyclopharm Limited and I will also chair this meeting.

I am joined today by my fellow Directors, Ms Dianne Angus, Mr Kevin Barrow, Professor Greg King, Mr John Wigglesworth and James McBrayer, our Managing Director and Company Secretary. I also welcome Mr Stephen Fisher and Mr Andrew Luu of Nexia Sydney, our Company's Auditor.

I have been advised that a quorum is present – by virtue of the proxies I hold as Chair, and those shareholders in attendance today – and I now formally declare the meeting open.

The agenda for today's meeting will be as follows:

- I will provide the Chair's address;
- Followed by a business update from the Company's CEO, James McBrayer;
- After which, we'll proceed to the formal matters to be considered at today's AGM; and
- Finally, there will be an opportunity for general questions and discussion.

I will now proceed with the Chairman's Address.

Cyclopharm delivered another excellent performance in 2023 with record sales revenues, driven by a strong contribution from our Third-Party Distribution business and underpinned by solid growth in sales of Cyclopharm's core Technegas™ technology.

A highlight of 2023 was approval in late September from the United States Food and Drug Administration (USFDA), for sales of Technegas™ in the United States, which is the single largest market for Technegas™ globally. The USFDA approval means Technegas™ is now available in 65 countries, with our 7 offices directly servicing 17 of those 65 countries, and the remainder being serviced by our well-established network of distributors.

Cyclopharm's preparation for USFDA approval included the build-up of Technegas™ inventory during 2023, as well as hiring staff and establishing business partnerships to support the company's US launch strategy. The company entered its first commercial contract for the use of Technegas™ in the US in December with ongoing revenues commencing early this year.

While still in the very early stages of our US rollout, our launch strategy is continuing to build momentum, supported by strong pre-existing demand for Technegas™ across the US nuclear medicine community. Furthermore, the Center for Medicare Medicaid Services (CMS) has recently granted Technegas its own unique formulary identification code resulting in a more streamlined reimbursement process, which will be effective from 1st of July this year.

Cyclopharm has made the strategic decision to enter the US market at a higher price point than existing competitive nuclear medicine products. To further support clinicians' ability to introduce Technegas without a financial impact, Cyclopharm has also applied for Pass-Through Status through the CMS to allow each site to be fully reimbursed for the use of Technegas, for up to a period of up to three years. Cyclopharm will present at a CMS meeting to be held later this week in support of our recent product classification, with a decision on Pass-Through status expected by October this year.

While James will provide more detail in his presentation, in summary, the US roll out is expected to accelerate as medical institutions complete their varied internal sign off processes and as improved reimbursement processes come into effect, including the pending decision on the Pass-Through reimbursement status for Technegas™. Based on our experience in other markets, particularly the Canadian market, we expect US sales of Technegas™ will grow strongly year on year as Technegas™ displaces incumbent imaging technologies, driving sustainable, long-term growth in sales and in shareholder value.

Cyclopharm's Third-Party Distribution business continued to deliver significant growth in 2023, contributing $11.91 million in revenue, up almost 30% on the $9.2 million in revenue for the prior year. The Third-Party Distribution business utilises Cyclopharm's own licensed network to distribute for third-parties, a mix of radiopharmaceuticals along with capital equipment linked with additional consumable and service revenue. Cyclopharm's regulatory expertise and operational footprint make the Company an ideal distribution partner across the majority of the regions in which we directly operate, particularly in Europe and Asia-Pacific.

The continuing growth of the Third-Party Distribution business is well aligned with Cyclopharm's strategy to develop new revenue streams which complement the established and growing Technegas™ business.

Alongside the strong growth in the third-party distribution business and approval to launch Technegas™ in the US, Cyclopharm also progressed our 'Beyond PE' growth initiative during 2023. Technegas™ products are primarily used for the detection of pulmonary embolism or PE, where the technology is considered to be the gold standard and world leader in nuclear medicine functional lung ventilation imaging. We have over 4.7 million patient studies to date, supported by hundreds of peer reviewed publications.

Cyclopharm's 'Beyond PE' initiative aims to extend the use of Technegas™ into new and exponentially larger applications, such as asthma and COPD, beyond its traditional Pulmonary Embolism market.

Cyclopharm is currently supporting clinical trials exploring the application of Technegas™ into the treatment and management of COPD, asthma and lung cancer. Cyclopharm estimates there are over 500 million patients suffering collectively with COPD and/or asthma who may benefit from the use of Technegas™. The global COPD market is approximately 30 times the size of the PE market. The adoption of Technegas™ within the US market, the largest medical market in the world, is expected to further accelerate the 'Beyond PE' strategy.

It is worth noting that in April 2024 a first paper was published on the University of Newcastle and the Hunter Medical Research Institute's trial into the use of Technegas™ to treat severe asthma. The paper indicates that Technegas™ used with Ventilation SPECT imaging was a safe, fast and cost-effective way of ensuring that personalised treatments for severe asthmatics are working[1]. Seeing this research start to transition into real world benefits for asthma patients is aligned with Cyclopharm's commitment to making a meaningful difference in healthcare and improving the lives of those affected by a range of respiratory conditions.

Alongside our growth strategy, the Board has continued to actively assess our capital management and balance sheet strength to ensure we are well placed to take advantage of opportunities to accelerate delivery of shareholder value.

In this regard, we announced last Friday a $A20 million placement to institutions and sophisticated investors. As announced this morning, I'm pleased to say this capital raising received very strong support from both new and existing shareholders, was oversubscribed and is a clear endorsement of our growth strategy. I am also delighted to be welcoming some new, high quality, domestic and international institutional investors to our company, further strengthening our existing shareholder base and ensuring we enter this next growth phase from a position of particular strength.

We have also announced a Share Purchase Plan for existing eligible shareholders in Australia, New Zealand and the UK to raise up to a further $A2 million, at the same price as the Placement.

Funds raised under the Placement and SPP have been earmarked for the rollout and expansion of TechnegasTM in the USA and will support associated strategic priorities include increased warehousing capacity, investment in additional manufacturing equipment and IP development.

Together with our existing cash balance, which stood at $11.73 million at year end, we are now fully funded to accelerate the rollout and expansion of Technegas™ in the US and support our strategic Beyond PE initiatives. Cyclopharm has never been better placed to extend its market leadership in lung imaging to drive ongoing growth in revenue and earnings.

As part of our good corporate governance practice, Cyclopharm's Board continually evaluates its skills and composition to ensure they appropriately support the Company's growth and governance requirements. On 19 February 2024, Cyclopharm announced

[1] Gibson PG, et al. Ventilation heterogeneity is a treatable trait in severe asthma. The Journal of Allergy and Clinical Immunology: In Practice. 2024; 12(4): 929-935.

the appointment of Mr John Wigglesworth as a Non-Executive Director. Mr Wigglesworth is a Chartered Accountant and Company Director with 37 years professional experience, including nearly 25 years as a Partner at KPMG. As Cyclopharm enters its next phase of substantial growth, Mr Wigglesworth's experience is already proving to be a valuable asset to the company and the Board and we welcome him warmly.

In preparation for our next phase of growth, on 12 February 2024 Cyclopharm also announced the appointment of Mr. Jason Smith as Chief Financial Officer (CFO), effective 26 February 2024. Mr. Smith brings a wealth of industry experience in Financial Control and Accounting, gained at Cochlear and at large multinationals. He is CA qualified, with experience as an external auditor at Deloitte and PWC.

The breadth and depth of experience across the Cyclopharm management team, which has been particularly enhanced over the past several years, ensures the Company is well positioned to rapidly take advantage of entry into the US market and the opportunities that will naturally flow from our 'Beyond PE' initiatives.

2024 will be the first full year of this new growth phase for Cyclopharm. We are expecting to build on the record revenue performance achieved in 2023 through robust sales of Technegas™ supported by our entry into the US; continuing growth in Third-Party Distribution sales and the improved utilisation of the company's sales and service infrastructure globally.

Of particular significance, Cyclopharm is committed to delivering positive health outcomes for our patients and growing financial rewards to our shareholders.

On behalf of the Board, I thank our Managing Director, all our staff and wider stakeholders for their commitment to the company and I thank you, the shareholders, for your continuing support.

I now invite our Managing Director, James McBrayer to provide an update on the company's operations and performance. Thank you, James.

David Heaney

This ASX announcement was approved and authorised for release by James McBrayer, Managing Director and CEO

For more information, please refer to our website at www.cyclopharm.com or contact:

Mr James McBrayer
Managing Director, CEO and Company Secretary
Cyclopharm Limited
T: +61 (02) 9541 0411

Cyclopharm Limited

Cyclopharm is an ASX Listed radiopharmaceutical company servicing the global medical community. The Company's mission is to provide nuclear medicine and other clinicians with the ability to improve patient care outcomes. Cyclopharm achieves this objective primarily through the provision of its core radiopharmaceutical product, Technegas used in functional lung ventilation imaging.

Technegas

The Technegas technology is a structured ultra-fine dispersion of radioactive labelled carbon, produced by using dried Technetium-99m in a carbon crucible, micro furnaced for a few seconds at around 2,700° C. The resultant gas like substance is inhaled by the patient (lung ventilation) via a breathing apparatus, which then allows multiple

views and tomography imaging under a gamma or single photon emission computed tomography (SPECT) camera for evaluating functional ventilation imaging. Historically used in the diagnosis of pulmonary embolism, Technegas, together with advancements in complementary technology to multimodality imaging and analytical software, is being used in other disease states to include COPD, asthma, pulmonary hypertension and certain interventional applications to include lobectomies in lung cancer and lung volume reduction surgery.