



## **AGM Presentation (November 2017)**

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# 2017 Highlights:

## Successfully repositioned for clinical success

- New **executive team** appointed
- Monepantel **reformulation** to address palpability
- Progressed Phase II **Lymphoma trial**
- Appointed **world-class** advisory team
- Re-engaged with **Elanco**
- Strategic investment in **Epichem** to **grow revenues**

# Corporate Overview

- **PharmAust: Clinical-stage oncology** company
- Lead product is **Monepantel** (MPL) – a repurposed drug already approved for Veterinary use
- PharmAust **patented MPL** as a **novel anticancer drug**
- **Clinical strategy** targeting **MPL** for both **human and vet** applications
- **Option Agreement** with **Novartis Animal Health/Elanco** for veterinary cancer applications
- **Epichem**: profitable business, forecast revenues of ~\$4m in 2018 FY

# Corporate Snapshot

ASX Code:	PAA
Market Cap	\$8m
Cash <sup>1</sup>	\$2.32M
Debt <sup>2</sup>	\$0.47
Epichem Revenue	\$3.05M (FY17)

Total Shares on Issue	146,694,903
Options (Unlisted)	42,547,078
Top 20 Own	36%
Board/Exec Own	13%

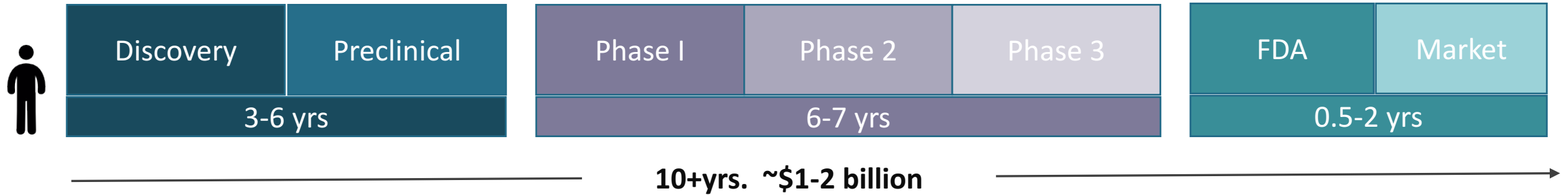


1. As of 30 Sept, 2017
2. EFIC loan to Epichem: Mar 31, 2017

# Repurposing MPL for accelerated path to commercial returns

# Drug Repurposing = Capital efficient path to market

## Typical Drug Development Phases



6 yrs. ~\$300 million



3-5 yrs. ~\$2-5 million



# Why MPL for Cancer

MPL Approved for Animal Health



**In vitro:** MPL kills wide range of cancer cell lines

**In vivo:** MPL monotherapy inhibits tumours in mice xenografts (pancreatic, ovarian, colorectal)

**In vivo:** MPL combined with front-line drugs improves potency in mouse xenografts (ovarian)

Comprehensive Preclinical Data-pack (potent and safe)



**Toxicology:** 4 species (mice, rats, sheep, dogs)

**Pharmacology:** (mice, sheep, dogs)

Phase I/II clinical data in dogs showing safety, suppression of cancer biomarkers and efficacy



Phase I clinical data in humans showing safety, suppression of cancer biomarkers





# Strategy to develop MPL as a Cancer Therapeutic for:

- **Veterinary Health**
- **Humans**

# Rationale for dual clinical development strategy

## Vet Oncology Development



Clinical Development

Registered Product

Early-Mid Commercialisation Opportunities

- 1 High quality preclinical data
- 2 Highly predictive
- 3 Lowers Risk

3-5yrs. ~\$2-5 million

## Human Oncology Development



Preclinical

Clinical Development

Later-stage Higher-Value Commercialisation Opportunities

Market for human mTOR inhibitors >\$2billion/yr

# Companion Animal Health Market (US:2016)



Vet Care Expenditure \$17b<sup>1</sup>

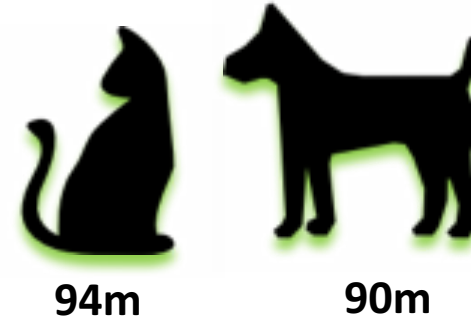


Pet drug market \$10.2b by 2018<sup>2</sup>  
(8% CAGR)



Willingness to pay more for treatment<sup>3</sup>  
(\$2K-\$5K/treatment)

US Dog/Cat  
Populations (2016)<sup>1</sup>



- 6 m dogs diagnosed with cancer US/yr
- **Therapeutic market** dominated by repurposed drugs

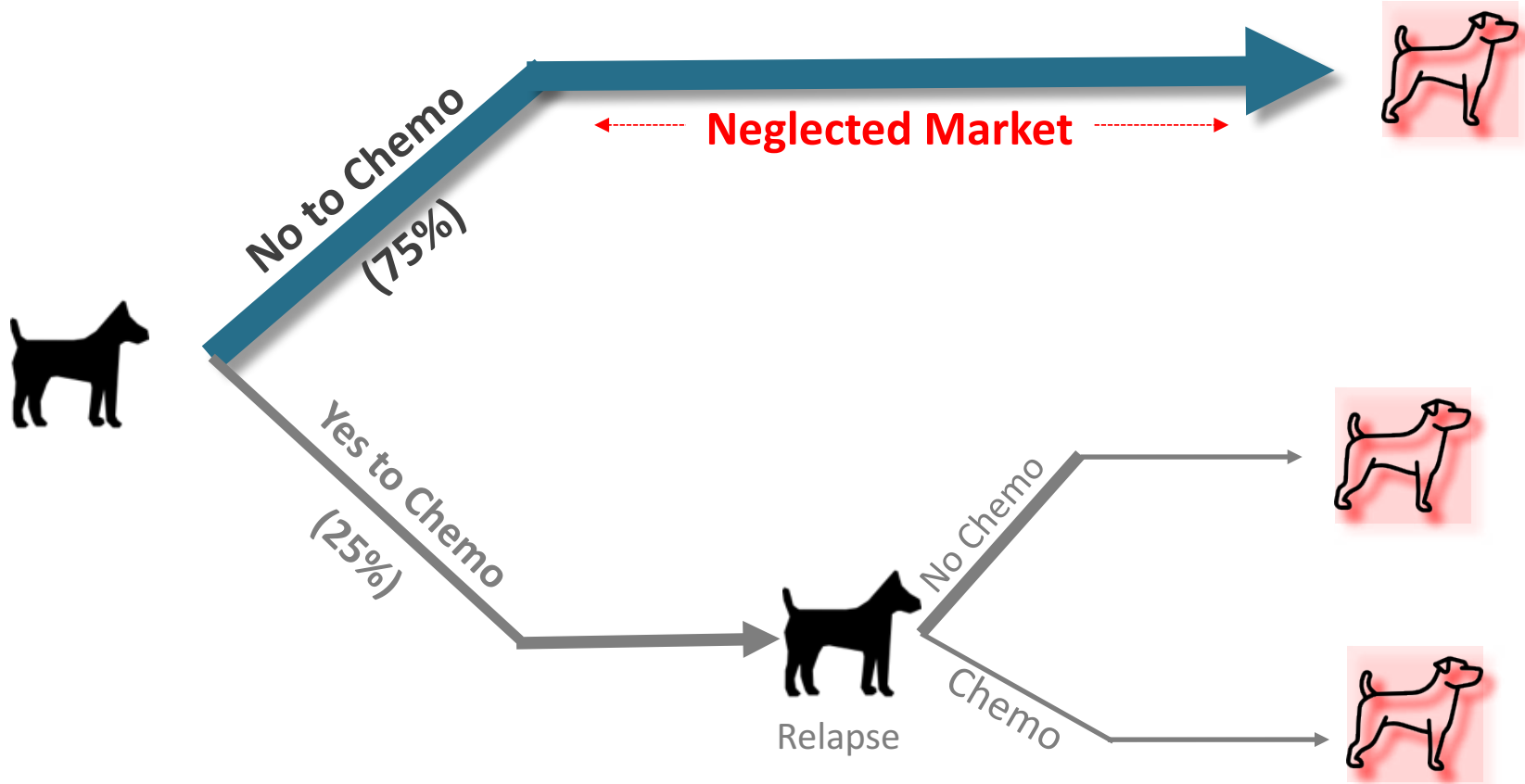
1. [http://www.americanpetproducts.org/press\\_industrytrends.asp](http://www.americanpetproducts.org/press_industrytrends.asp)

2. Competition in the Pet Medications Industry (2015)

3. AP-Petside.com Poll, conducted by GfK Roper Public Affairs and Media: April 7-12, 2010

# Positioning MPL to address neglected cancer markets

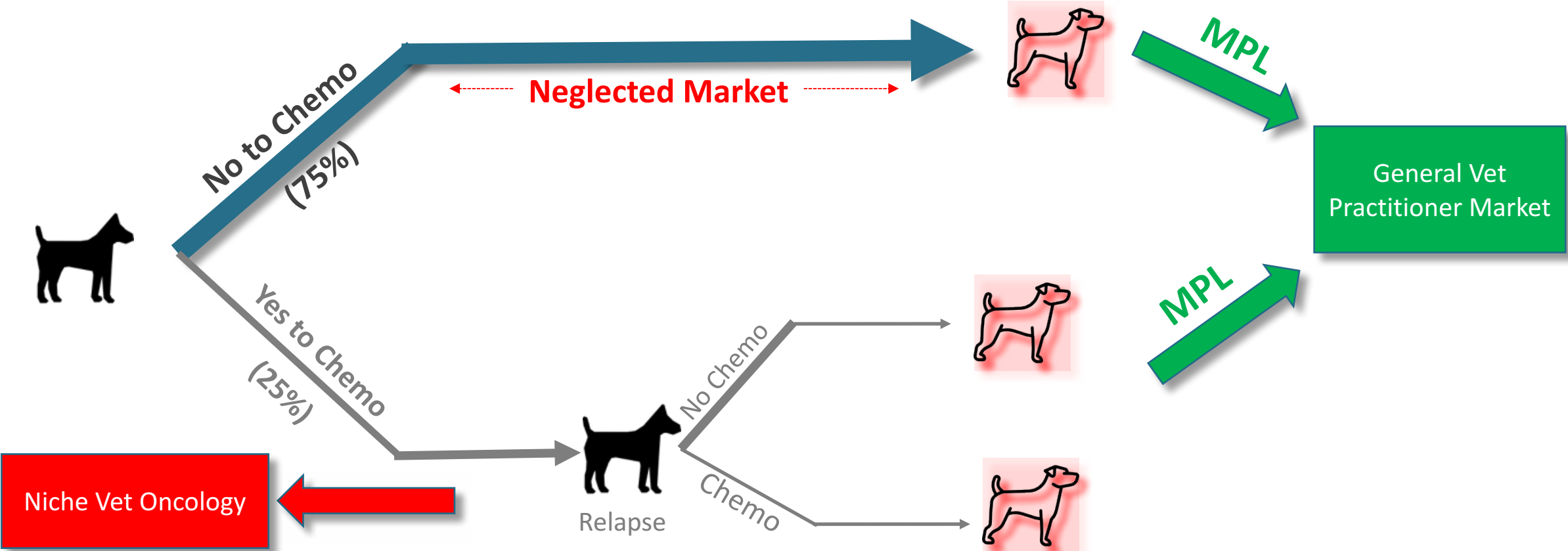
## Decision Tree Following Pet Cancer Diagnosis



Drug Needs	MPL
Low Cost	✓
Safety	✓
Efficacy	✓

Drug Needs	MPL
Efficacy	✓
Low Tox	✓

# Commercial Strategy: Target entire cancer market



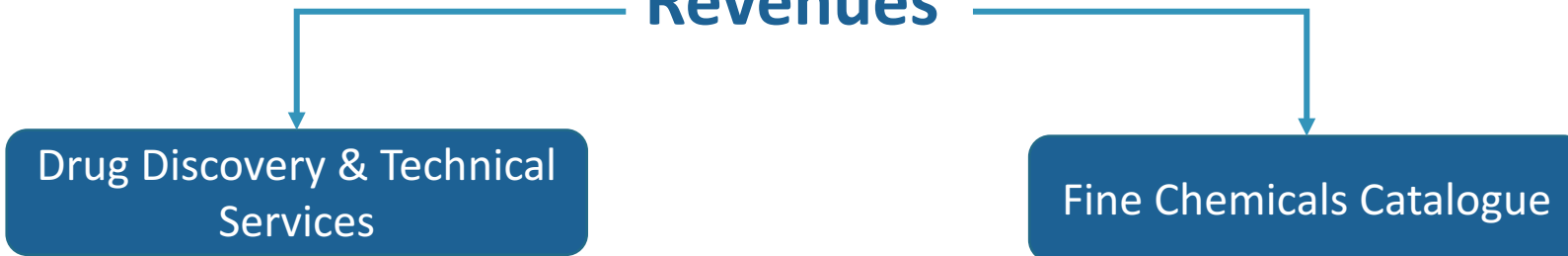


# About Epichem

- Specialist Synthetic & Medicinal Chemistry Services
- Highly awarded West. Aust. Company (Founded 2003)
- Staff of 23 (15 PhD's)



## Revenues



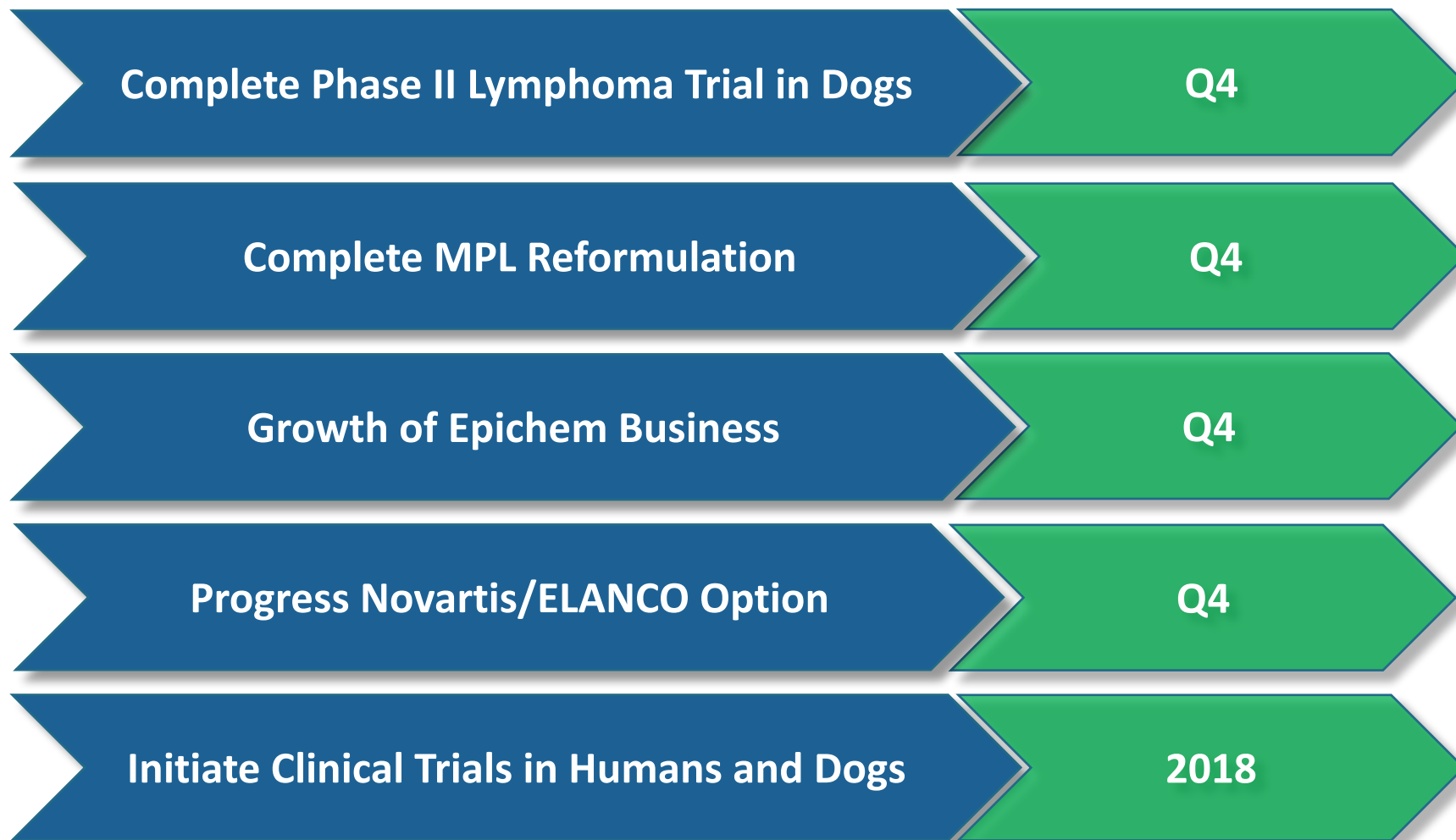
# Key Drivers for Epichem Growth

- **Phase 2 Lab Expansion** to meet demand
- **ISO17025/34** accreditations – highest ‘calibration and testing’ stds.
- Targeting expansion of **high margin catalogue** business
- **Renewal** of existing major contracts
- **Epichem:** profitable business, forecast sales of ~\$4m in 2018 (>25% CAGR)

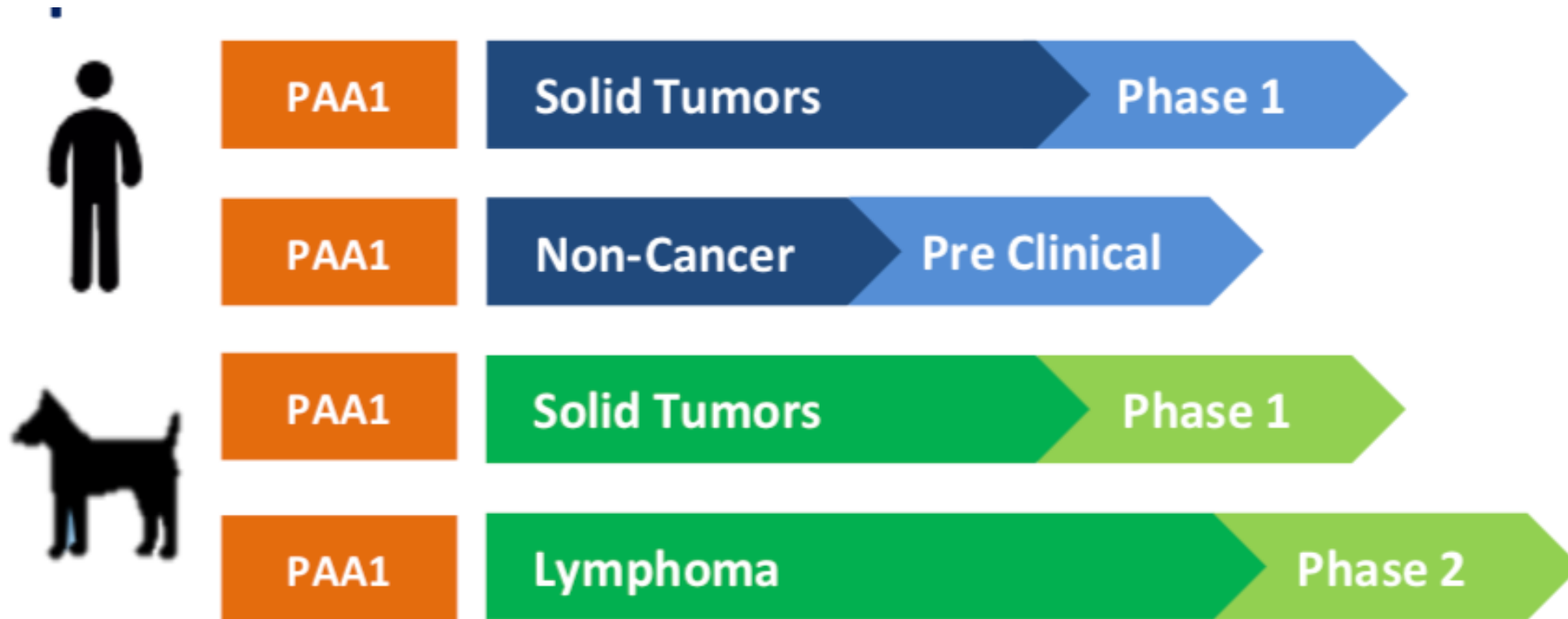


# Next Steps and Roadmap

# On-Track for Roadmap



# PharmAust's Therapeutic Pipeline



# PAA undervalued vs peers

Company	Description	Market Cap (\$Aus) <sup>1</sup>
Anatara Lifesciences (ASX: ANR)	Animal/Human Health Antimicrobial (Detach) Revenues 2017 FY \$1m, EBITDA -3.4m	\$82m
National Vet Care (ASX: NVL)	Consolidated Vet Practices	\$161m
Paradigm Bio (ASX:PAR)	Repurposed small molecule. Phase II	\$36m
Kindred Bio (NASDAQ)	Repurposed biologics/small molecules for animal health	\$264m
<b>AB-Science (Euronext)</b>	<b>Masitinib for human (Ph3) and pet cancers (Registered). Validates PAA model of developing one drug for multiple markets in human and animal health.</b>	<b>\$469m</b>

1: 29 November 2017

# PharmAust's Value Proposition

- \$8m Market Cap = Enterprise Value (revenue + cash + phase II ready asset)
- Developing a **single product** for **multiple markets** in **human & animal health**.
- **Validated model:** Lower costs/development risks, accelerates path to **multiple** value accretion **catalysts**
- Novartis Animal Health/**ELANCO Option** - strategic access to vet health market with global heavyweight.
- **Granted** patents for **cancer** and **non-cancer** – creates license opportunities in multiple markets
- **Epichem:** profitable business, forecast sales of ~\$4m in 2018 (>25% CAGR)



# Thankyou!!

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