

Annual General Meeting 23 November 2011

Acrux (ASX: ACR)

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CEO Presentation



FORWARD-LOOKING STATEMENTS

This presentation includes forward-looking statements that are subject to risks and uncertainties. Such statements involve known and unknown risks and important factors that may cause the actual results, performance or achievements of Acrux to be materially different from the statements in this presentation.

Actual results could differ materially depending on factors such as the availability of resources, the results of clinical studies, the timing and effects of regulatory actions, the strength of competition and the effectiveness of patent protection.

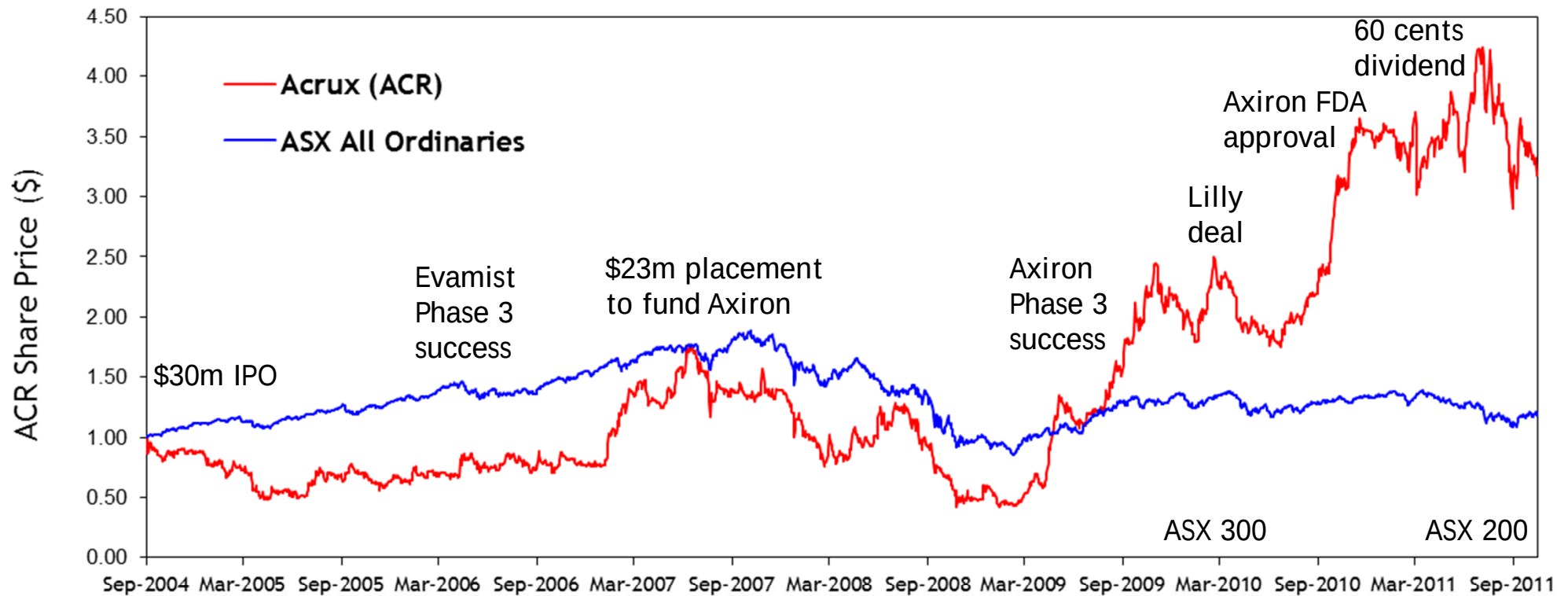
BUSINESS MILESTONES

- Axiron® approved by FDA for marketing in United States, triggering receipt of US\$87 million from Eli Lilly (Nov 2010)
- Axiron launched by Lilly in United States (April 2011)
- United States testosterone therapy market grew by 29% to US\$1.2 billion (2010)
- Estradiol spray for women approved by Medical Products Agency for marketing in Sweden (May 2011)
- \$100m paid to shareholders in first dividend (April 2011)
- Promoted to S&P / ASX 200 index (Sep 2011)
- Axiron 2026 patent granted in Australia (Nov 2011)

2010/11 FINANCIAL YEAR RESULTS

- Profit after tax \$57m (2010: \$47m)
- Revenue \$93m (2010: \$56m)
- Earnings per share 35 cents (2010: 29 cents)
- Total Shareholder Return +120% tax-free
 - \$1.58 capital growth 30 June 2011 versus 30 June 2010
 - \$0.60 special dividend paid April 2011
- Cash reserves \$33m at 30 June 2011

ACR SHARE PRICE PERFORMANCE SINCE IPO



AXIRON PARTNERSHIP WITH ELI LILLY

- Lilly receives exclusive worldwide rights to Axiron
- Acrux revenue:
 - US\$50 million on signing (received 2009/10)
 - US\$3 million on transfer of manufacturing assets (received 2010)
 - US\$87 million on FDA marketing authorisation (received 2010/11)
 - 6 potential sales milestone payments totaling US\$195 million – first expected in 2012/13
 - Royalties on worldwide sales – tiered structure with average rate increasing as sales increase



LILLY IS COMMITTED TO MEN'S HEALTH

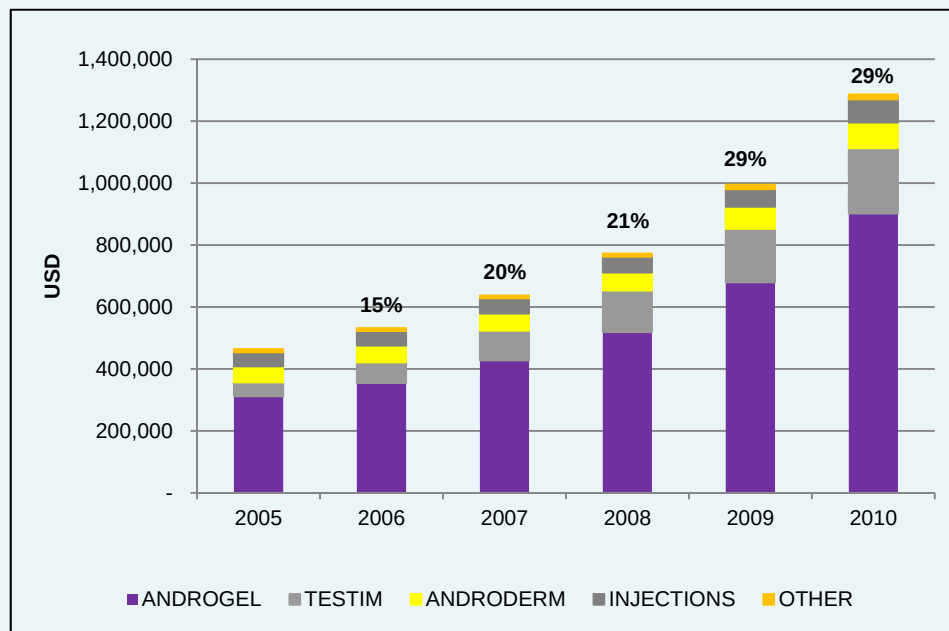


- A randomized, double-blind, placebo-controlled, proof-of-concept study to explore the impact of **Testosterone Solution 2%** on symptoms of **ejaculatory dysfunction** in men with testosterone deficiency (www.clinicaltrials.gov)
- Acrux providing ongoing technical support to Lilly under a service agreement, partly offsetting current overhead expenditure

TESTOSTERONE MARKET IS GROWING

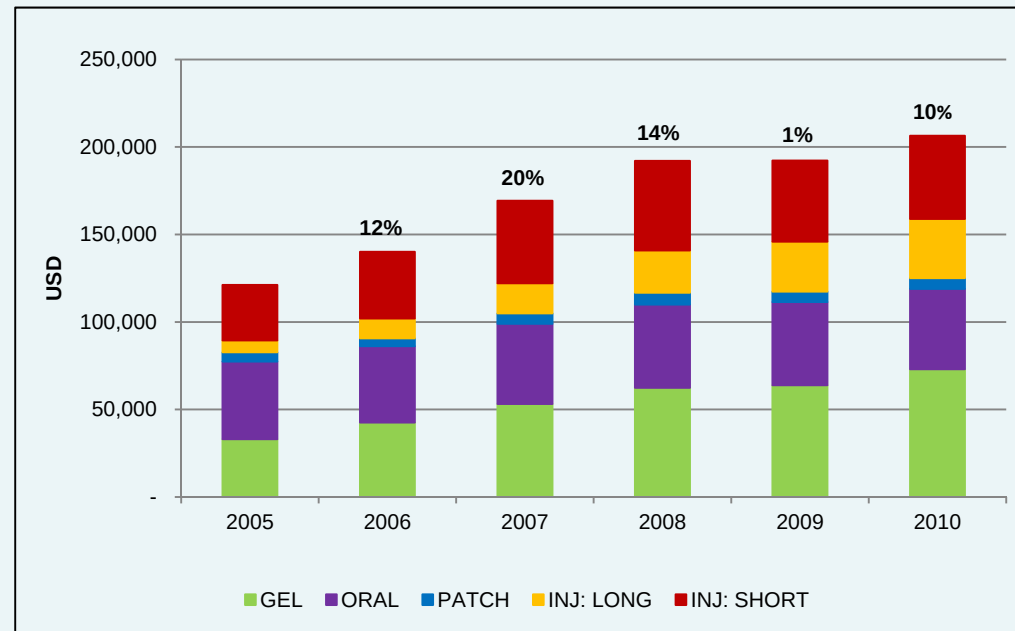
Male Hormone Replacement Therapy Market

**US Market
2005 - 2010**



- **5 Year CAGR = 19.3%**
- **Topical therapies driving market growth**
- **Androgel has majority of \$ SOM**

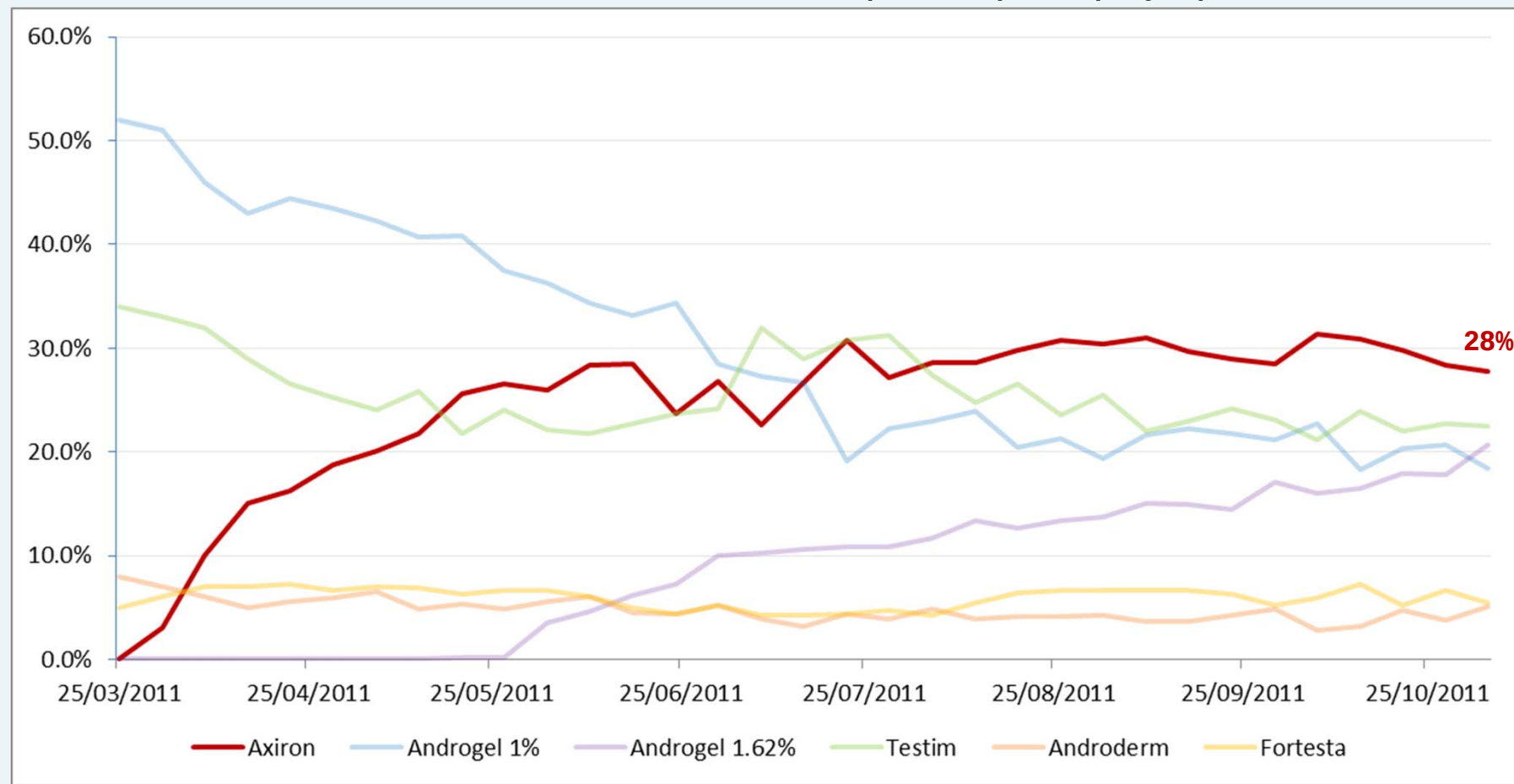
**OUS Market
2005 - 2010**



- **5 Year CAGR = 8.8%**
- **Long term injections and topical therapies driving market growth**

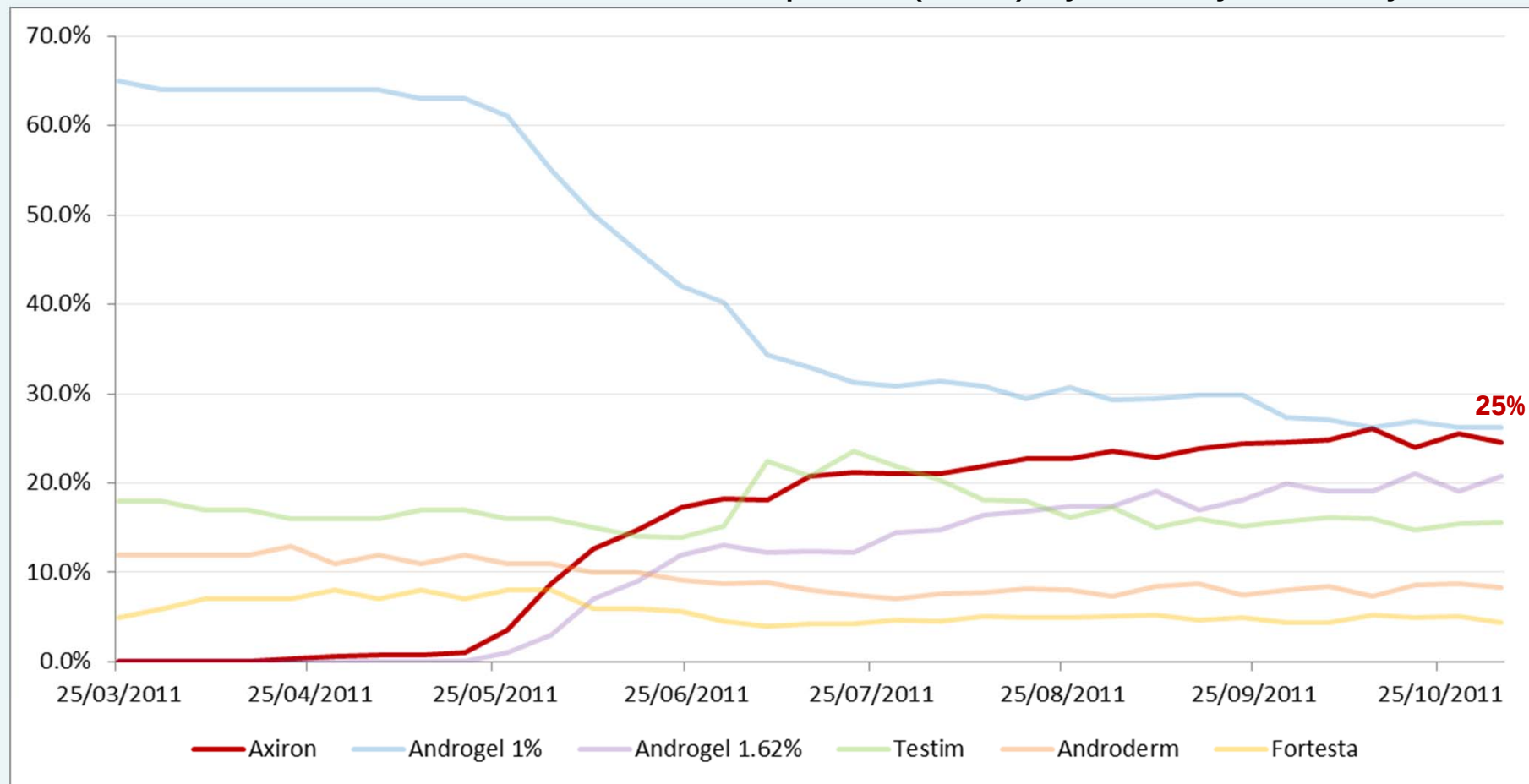
AXIRON – STRONG UPTAKE BY SPECIALISTS

Share of transdermal New To Brand Prescriptions (NBRx) by Specialists



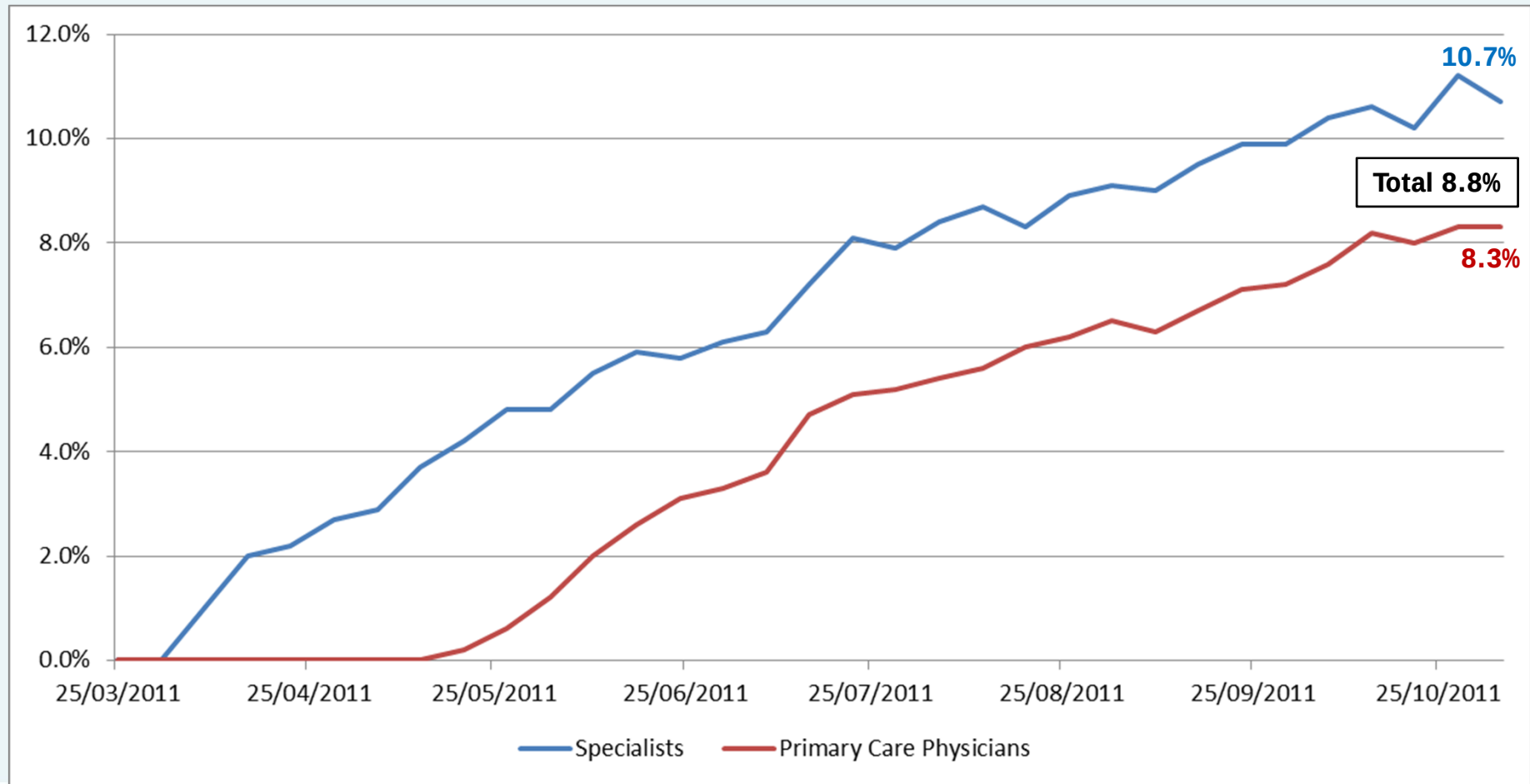
AXIRON – STRONG UPTAKE BY PCPs

Share of transdermal New To Brand Prescriptions (NBRx) by Primary Care Physicians



AXIRON – TOTAL PRESCRIPTION GROWTH

Axiron's share of transdermal Total Prescriptions (TRx)



US REIMBURSEMENT PROCESS

- INSURANCE PLANS meet the cost of approved medicines, but require a patient CO-PAY
- The CO-PAY is determined by inclusion on a FORMULARY
- Payers may wait 9-12 months to add new products to a formulary
- While formulary access builds, co-pay cards can provide a temporary discount that reduces a patient's co-pay
- Lilly is operating a co-pay card scheme to ensure that out-of-pocket expense for patients using Axiron is similar to other testosterone therapies that currently have formulary access
- This investment reduces reported sales and royalties in the first year
- Royalties and milestone payments will be enhanced in subsequent years

ANIMAL HEALTH

- Exclusive global licence for animal health products utilising Acrux's delivery technology
- Acrux earns royalties plus product approval milestones
- First product Recuvyra® approved for marketing in Europe – launch early 2012
- Recuvyra under review by FDA
- Further products in clinical development



Elanco

OUTLOOK

- Re-affirming forecast of revenue from Axiron:
 - 2011/12: US\$7m – US\$8m
 - 2012/13: approximately US\$40m
- Expenditure \$0.5m per month, partly offset by technical services to Lilly
- Next dividend August 2012
- Axiron 2026 patent – United States review at advanced stage
- Axiron marketing approvals outside United States – expected during 2012
- European launch and US regulatory review of Recuvyra – Q1 2012
- Distributor for estradiol spray in Europe
- Technical evaluation of a product concept that is complementary to Axiron



Axiron[®]
(testosterone)
topical solution 