



News release
12th September 2016

September Investor Presentation on Medium to Long Term Growth Prospects: Good progress for AFT Pharmaceuticals with *Maxigesic* and *NasoSURF*

Attached is a presentation to be given to analysts in Europe and investors in New Zealand during September 2016.

Auckland-based pharma company, AFT Pharmaceuticals, is experiencing significant sales growth of its patented product, *Maxigesic*, in Australasia and international markets. Based on the first 5 months of sales, the company is estimating it will sell approximately 72 million tablets worldwide in FY2017. This is up from approximately 21 million in FY 2016.

Stronger sales in Australia in particular have been driven by a regulatory change that allows *Maxigesic* to be sold 'over-the counter' within pharmacies (schedule 2). Previously *Maxigesic* was a pharmacist-only medicine available 'behind the counter' and requiring a consultation with a pharmacist (schedule 3). A *Maxigesic* television and print advertising campaign is also underway fronted by AFT founder and *Maxigesic* inventor, Dr Hartley Atkinson. In addition, *Maxigesic* has benefited from a product endorsement from the Pharmacy Guild of Australia, meaning that one of the packs of *Maxigesic* tablets carry the trusted 'Gold Cross' logo.

Larger than anticipated sales orders in international markets such as UAE and Italy are also driving demand for *Maxigesic*.

Chief Executive, Dr Hartley Atkinson, says that international growth is pleasing.

“We’ve invested a lot of time in partnering with the right international companies to licence and sell *Maxigesic* and that’s beginning to bear fruit in terms of sales orders. We’ve also got a launch underway in the large UK market where the product will be sold under the brand name *Combogesic*. In total, we have 109 countries where *Maxigesic* is sold by an AFT affiliate, out-licensed or a distribution agreement is in place. So we think there is significant room for growth with this product as we increase the number of launches from the current 6 countries.”

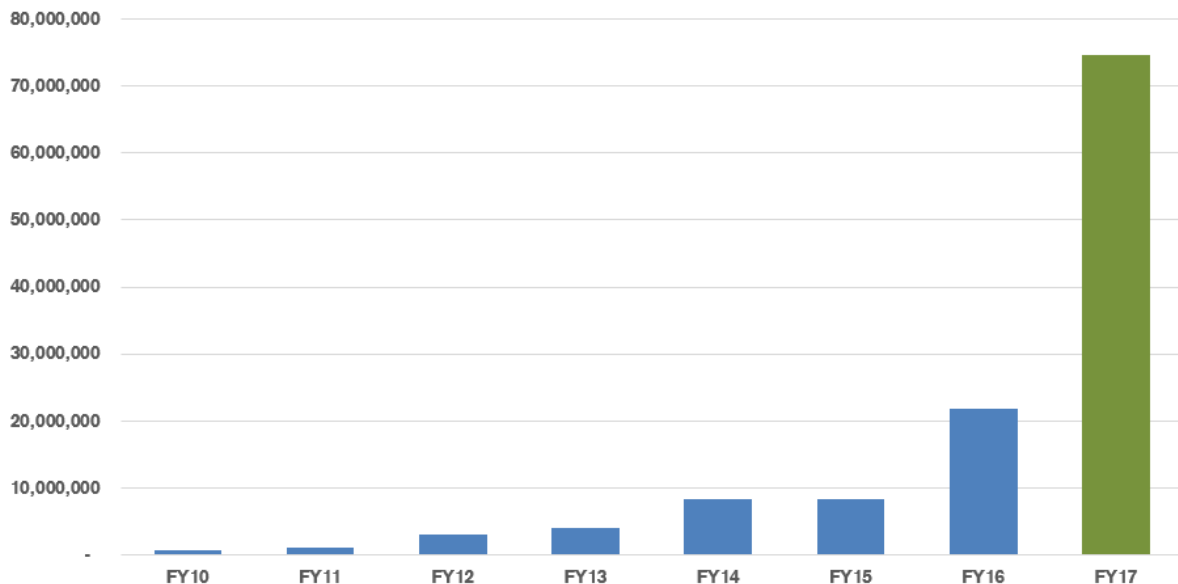
Maxigesic can be delivered orally (*Maxigesic*) or intravenously (*Maxigesic IV*). AFT has recently in-licensed IP technology that will allow further dose forms to be developed. Assuming successful product development and patent applications, this is expected to generate further intellectual property for AFT and further strengthen the platform for both local and international sales.

Overall Dr Atkinson says that AFT is focused on steadily growing sales of *Maxigesic* in its home markets of Australia, New Zealand, and South-East Asia, as well as through international markets. “At some point, we are going to see quite a number of countries come on stream in terms of *Maxigesic* being launched and available to customers. But the hard work has been, and will continue to be, in getting regulatory approvals and the right distribution agreements in place beforehand. That’s an ongoing process, but some of the benefits of that hard work have now started to flow through into our sales figures.”

One of the company’s key product developments, the patented *NasoSURF* nebuliser, has also made progress in line with original plans. The *NasoSURF* is on track to file the first regulatory filing with the US Food and Drug Administration this calendar year. The first clinical trials are also expected to start in this 2016 calendar year.

The *NasoSURF* is an ultrasonic nasal mesh nebuliser that can be used for the intranasal delivery of medication and treatment of sinus conditions such as chronic sinusitis. Early research indicates that it has several advantages over the existing market leading nebulisers in terms of the effective delivery of medication and the unit’s portability.

MAXIGESIC TABLET SALES PROGRESS TO DATE



Maxigesic Tablets Sold Per Year [FY17 sales estimates based upon actual first 5 months (33M tabs), current orders and licensee/AFT estimated orders for remainder FY17]

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