

# ACRUX FY23 results



Acrux (ASX:ACR) is a specialty pharmaceutical company with a successful track record of developing and commercialising a pipeline of topically applied pharmaceutical products.

**August 2023**

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This presentation contains forward-looking statements which are identified by words such as 'may', 'could', 'believes', 'estimates', 'expects', or 'intends' and other similar words that involve risks and uncertainties.

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These forward looking statements are subject to various risk factors that could cause our actual results to differ materially from the results expressed or anticipated in these statements.

# FY23 Key Milestones

## Launched

- **Lidocaine 2.5% and Prilocaine 2.5%, Cream** a generic of topical anaesthetic Emla® was **launched** by our partner in December 2022.

## Accepted for review

- **Acyclovir Cream, 5%** a generic treatment for cold sores was **accepted for review** by FDA in August 2022

## Monetised

- In January 2023 Acrux announced the **buyout of future Lenzetto® royalties** for contracted territories for **EUR4.1million**.

## Accepted for review

- **Nitroglycerin 0.4%, Ointment** a generic of Rectiv® was **accepted for review** by FDA on 4 July 2023

## Approved

- **Dapsone 5%, Gel** a generic of Aczone, was **approved** by the FDA in June 2023

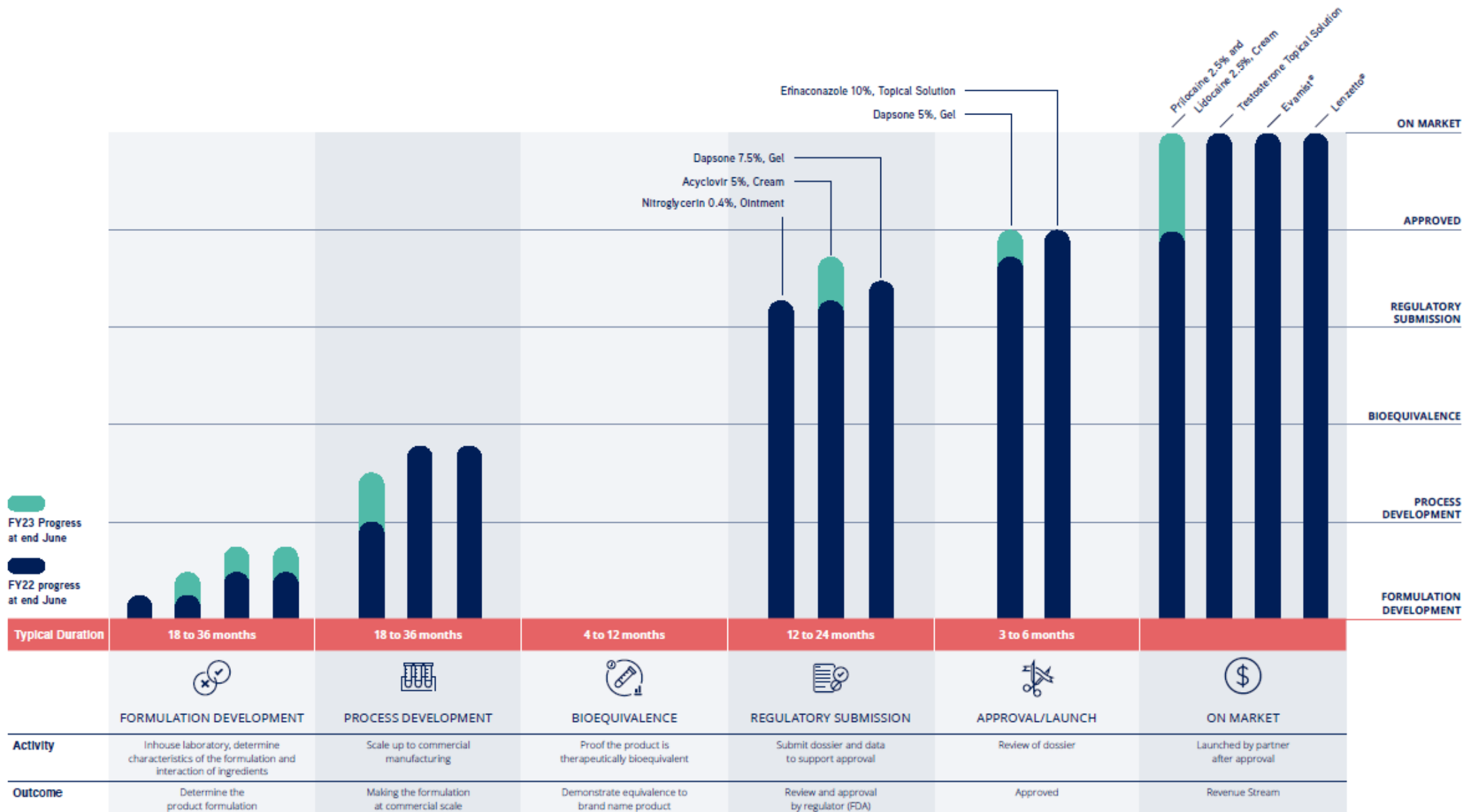
# Acrux portfolio

- The Company now has:
  - 16 products in its portfolio
  - 6 approved products (4 commercialised, 2 pending commercialisation)
  - 3 products currently being reviewed by the FDA
- Acrux intends to maintain a pipeline of 10–12 products
  
- Progression of Acrux's portfolio of products




	FY20	FY21	FY22	FY23
<b>Commercialised <sup>(1)</sup></b>	2	2	3	4
<b>Approved</b>	2	4	5	6
<b>Under review by FDA</b>	5	2	3	3
<b>Under development</b>	8	11	8	7
<b>Total products in portfolio</b>	15	17	16	16

(1) Commercialised products are also included in the Approved category.

# Product Development Pipeline (August 2023)



# Acrux is focussed on an underserved market segment

	Total market	Oral drugs (tablets, capsules)	Topical drugs (creams, gels, ointments, solutions)
Definition of market	Total US prescription pharma market	Drugs that are ingested orally	Drugs that are applied topically to the skin, eyes, ears and nose
Market size <sup>1</sup>	>US\$520bn	~US\$200bn	~US\$16bn <sup>2</sup>
Generic development complexity	Variable dependent on dosage form and drug	Low	Greater complexity than oral generic drug development
Competition	Variable	High competition from many generic drug manufacturers	Limited generic competition given niche market and development complexity
<b>Acrux product development focus</b>			

Source:

1. US market by dosage form, IQVIA Q3, 2020 MAT, US\$ market sales
2. Market size for topically applied drugs IQVIA Q3, 2020 MAT, US\$ market sales

# Key Objectives FY24

Launch Dapsone 5%, Gel

Continued revenue growth from Prilocaine and Lidocaine 2.5%, Cream

Obtain FDA approval and launch products currently under FDA review

Advance additional pipeline products

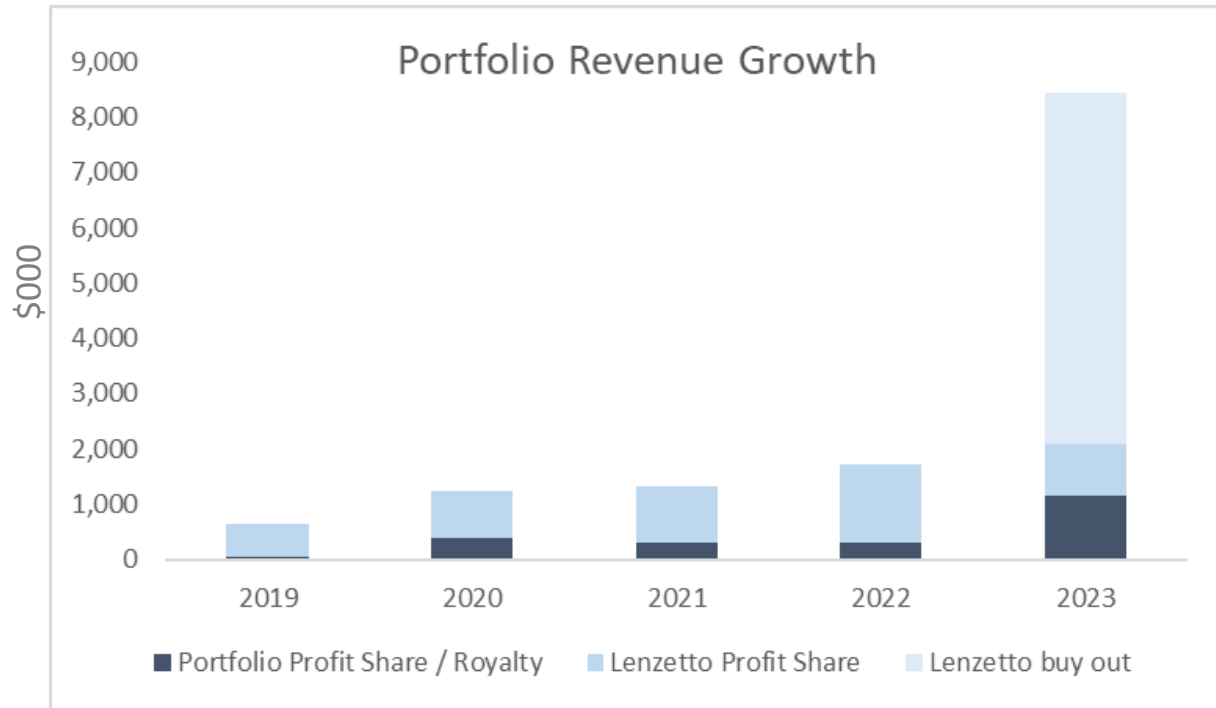


# FY23 Financials





# Revenue from product licensing



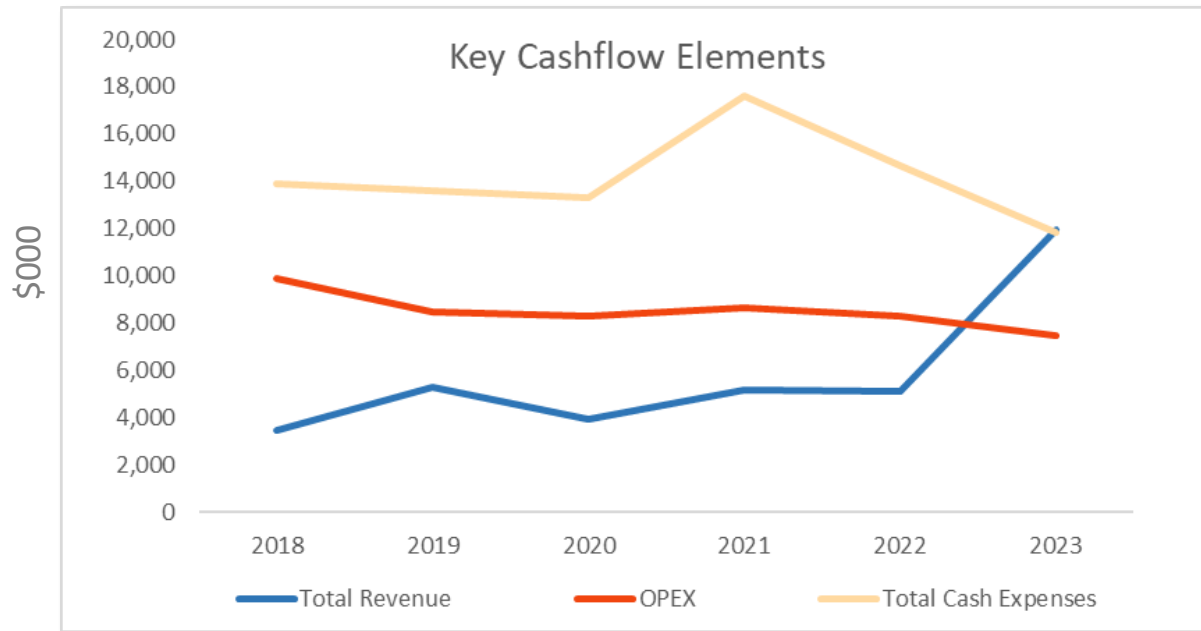
FY23 total Revenue from product licensing was \$8.429million including:

- \$6.337million from the buy out of future Lenzetto<sup>®</sup> Royalties transacted in January 2023
- A significant increase from \$1.179million for FY22
- Portfolio Profit Share / Royalty grew by \$0.845million, 284%, to \$1.143million

As pipeline products are approved and launched Acrux's Portfolio Profit Share / Royalty Revenue will grow:

- Prilocaine 2.5% and Lidocaine 2.5%, Cream launched December 2022
- Dapsone 5%, Gel approved June 2023 to be launched FY24
- 3 dossiers currently under FDA review
- Nominal contribution of legacy products

# Profitability and Cash Generation



	\$000	
	2022	2023
Client revenue	1,719	8,429
Other Revenue	3,383	3,499
<b>Total Revenue</b>	<b>5,103</b>	<b>11,928</b>
COGS	-	558
External R&D	6,371	3,813
OPEX	8,313	7,448
<b>Total Cash Expenses</b>	<b>14,684</b>	<b>11,818</b>
Impairment	-	321
<b>Profit Before Tax</b>	<b>(9,582)</b>	<b>(212)</b>

Total Revenue growth, which includes portfolio Revenue, the one time Lenzetto® royalty buy out and RDTI, coupled with control over operating costs and the timing of R&D expenditure has resulted in reported Cash and Cash Equivalents increasing by \$0.401 million through FY23 to \$6.232million.

## Cash Generation Highlights:

- Positive cash generated from operating activities \$0.703million, total \$0.401million
- No Capital or Debt raising in FY22 or FY23.

- Track record of developing and commercialising products:
  - Extensive pipeline of products under development with 3 products currently under evaluation by the FDA
  - Lidocaine 2.5% and Prilocaine 2.5% cream successfully launched in December 2022
  - Received FDA approval of 3 products in 2021, 1 in 2023
- Delivering growing recurring revenue streams

# Thank You

