idt

GOOD MEDICINE

SAFE HARBOUR

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

Actual results and timing could differ materially depending on factors such as the availability of resources, the actions of commercial partners, the timing and effects of regulatory actions, the strength of competition and the effectiveness of the Company's commercial strategy.

IDT AUSTRALIA LTD (ASX.IDT)
INVESTMENT PROPOSITION

The Business:

- 23 US FDA approved generic drugs near to market
- Two in-house products, one under FDA review

] **Aggregate Addressable Market US$806m**

- Contract drug development revenues
- Contract drug manufacturing revenues

] **(Boronia, Melbourne)**

- Clinical trial revenues (CMAX, Adelaide)

High tech 12,000m^2 facility in Melbourne, replacement value ~$75m

Low capacity utilisation. As generic drug manufacture ramps up, expect high operational leverage with rapid expansion of volumes & margins

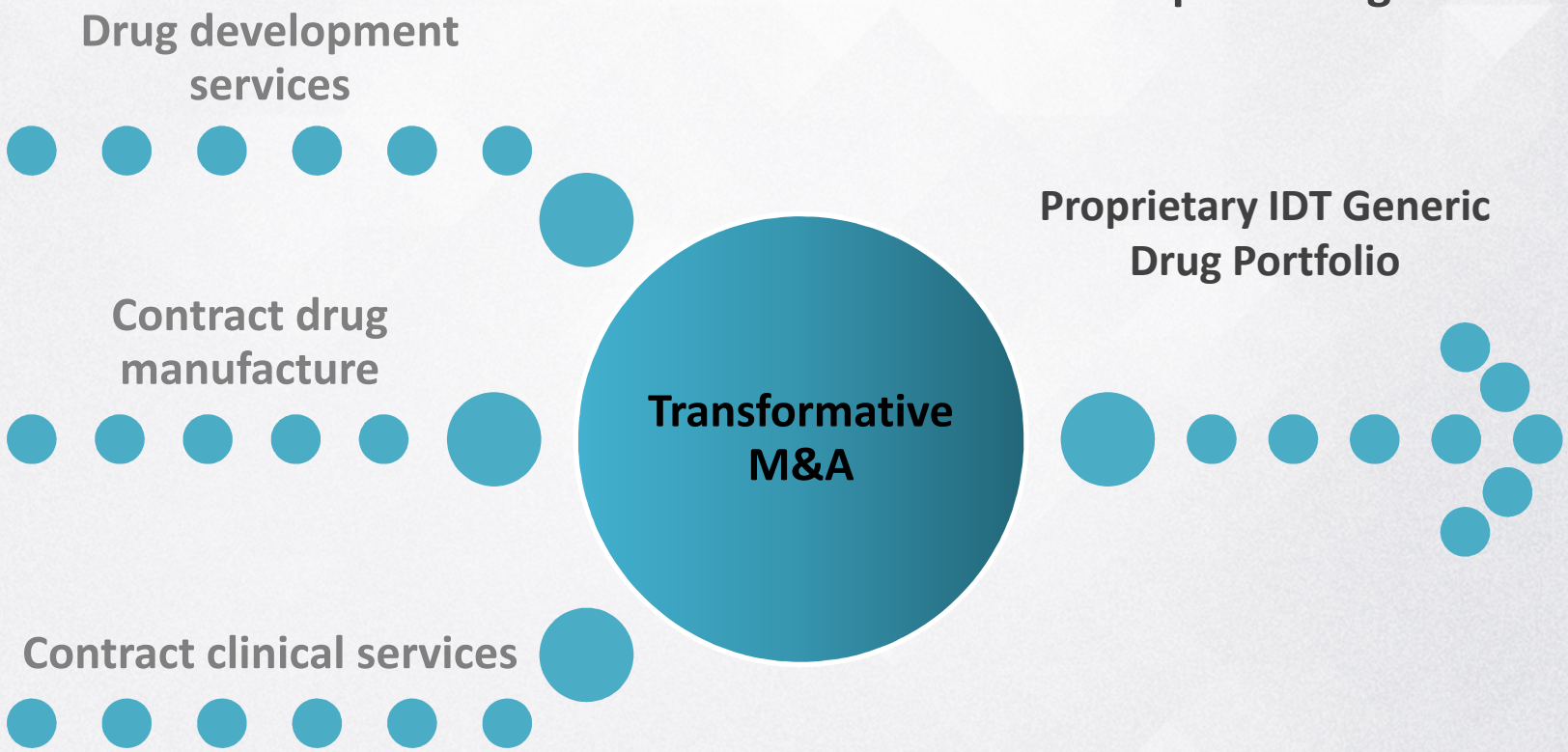
Further pipeline expansion planned

IDT: We make good medicine.

30 YEAR HISTORY
A PLATFORM FOR RAPID GROWTH

IDT Organic Base Business:
Provides revenues and capabilities

IDT Generics:
Leverages facilities and multiplies margins



GLOBALLY APPROVED
WORLD CLASS MANUFACTURING FACILITIES

SENSITIZING DRUGS

ANTI–CANCER DRUGS

HORMONES

CARBOHYDRATE DRUGS

HIGH CONTAINMENT TABS/CAPS

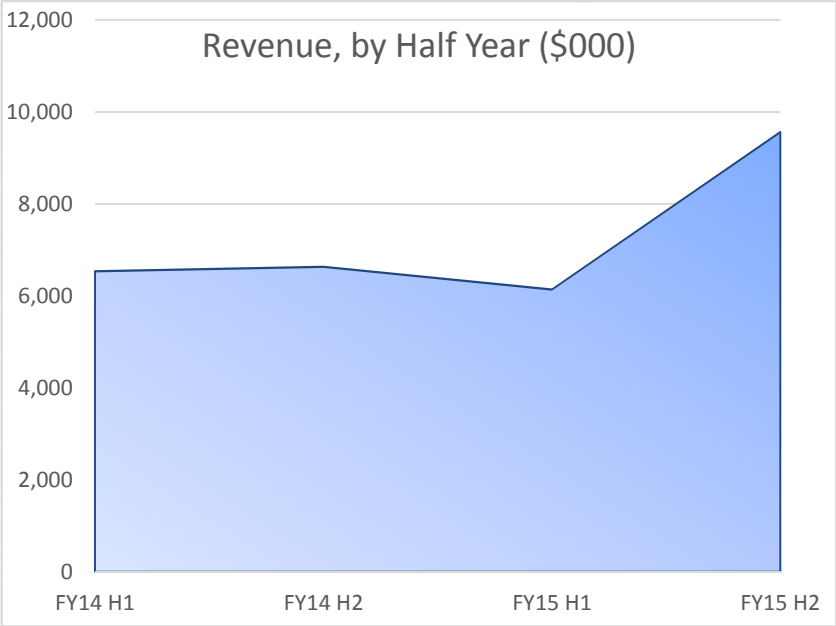
HIGH CONTAINMENT TAB COATING

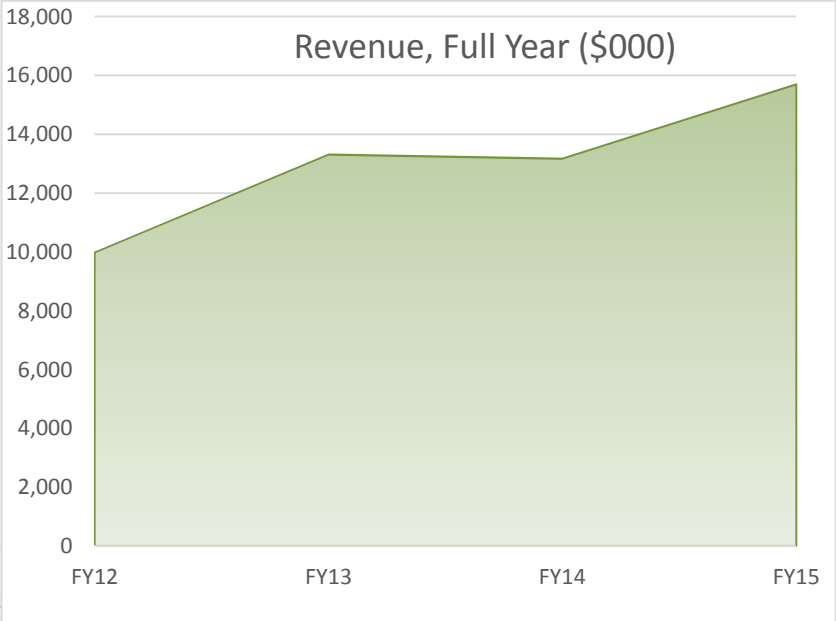
CMAX

OUR CLINICAL UNIT

- **CMAX** clinical trials facility, 21 years old
- **Australia's oldest**, largest, most experienced clinical trials unit
- **13,000 patient,** well categorised database
- **50** bed clinical unit located at Royal Adelaide Hospital
- **Moving** to new purpose built facilities 2016
- **Strong revenue** growth and profitable last 2 years
- **Delivered** 500+ clinical trial programs for 60+ pharma & biotech companies from 21+ countries

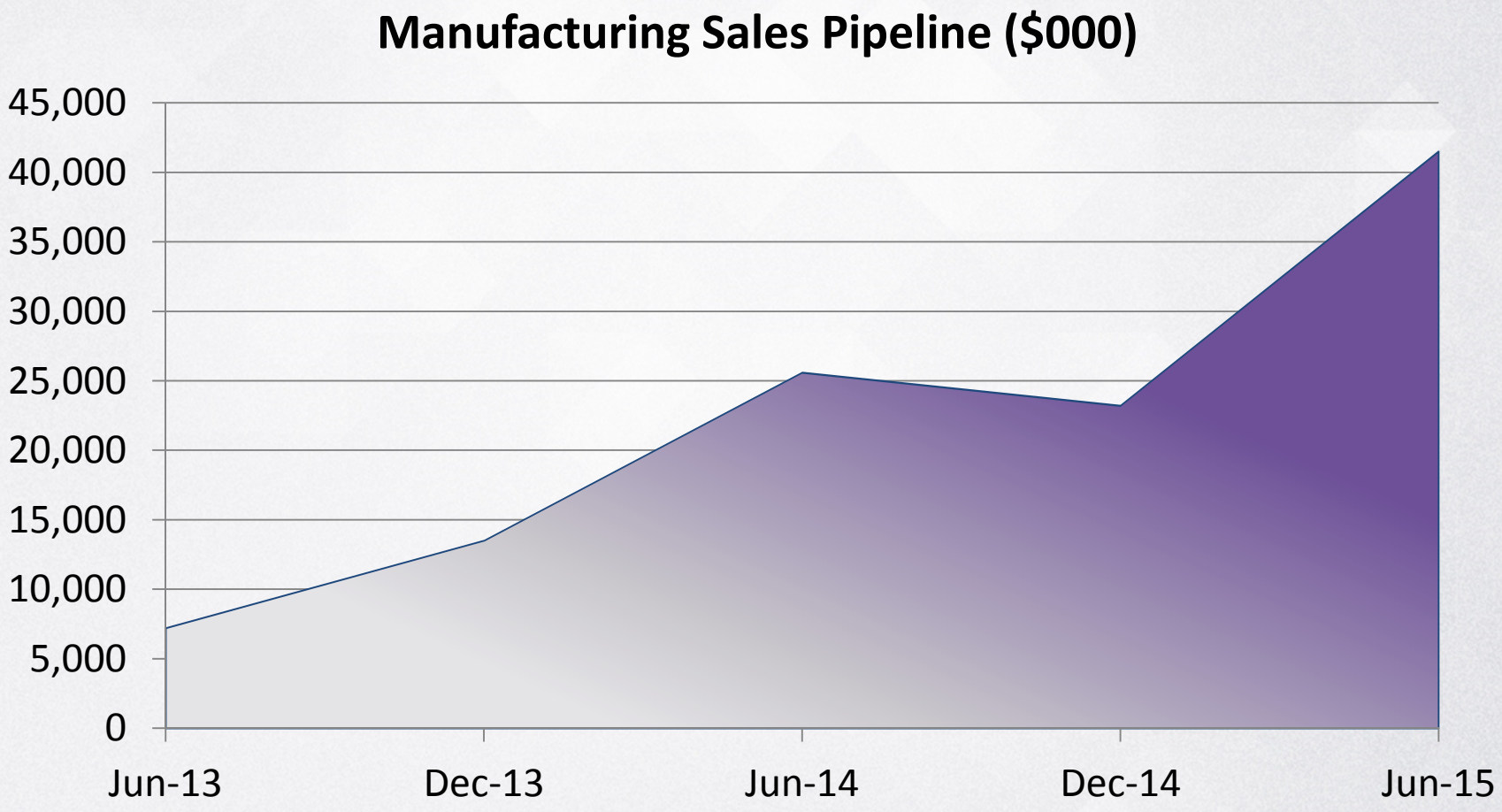
IDT GROUP SALES
ORGANIC GROWTH





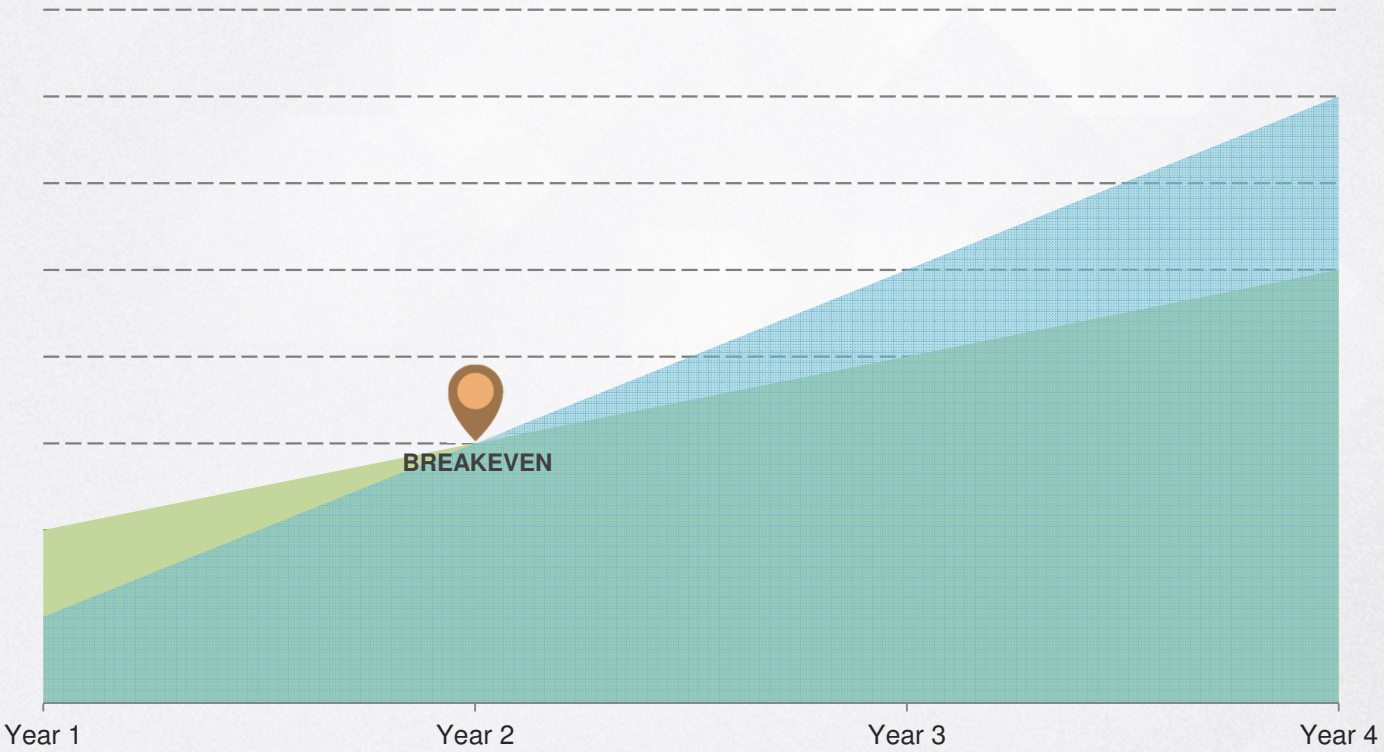
NB. Based upon unaudited 2015 results

MANUFACTURING SALES
PIPELINE GROWTH



EFFECT OF OPERATIONAL LEVERAGE

- 60% revenue growth at Melbourne 2014/15, with zero operational expense increase
- Organic growth + in house product registrations moving forward
- Program of product acquisitions will drive this harder moving forward



Revenue Growth Rate

Profit Growth Rate

CMO ► generics peer companies:

ANIP (NASDAQ)

IGI (NYSE)

MYX (ASX)

NB. Based upon unaudited 2015 results

IN-HOUSE PRODUCT

DEVELOPMENT OPPORTUNITIES

- Temozolomide
  - US$300m brain tumour drug
  - IDT filed ANDA Dec13, now in correspondence with FDA
  - Target launch window late CY16, early CY17
- Project Teton
  - $80m oncology/stem cell adjunct product
  - Development work complete
  - Determining CMO site for stability batch manufacture

PROPRIETARY GENERICS

MARKET ENTRY AND OPPORTUNITIES

Products*	Target Launch Windows*	Addressable Markets
Doxazosin	CYH1 2016	US$65.6m
Flecainide	CYH2 2016	US$26.1m
Ciprofloxacin	CYH2 2016	US$50.2m
Clarithromycin	CYH2 2016	US$24.0m
Nortriptyline	CYH1 2016	US$27.8m
Prazosin	CYH1 2017	US$15.6m
Pindolol	CYH2 2016	US$12.2m
Etodolac	CYH1 2017	US$13.5m + US$16.2m (ER)
Leucovorin	CYH1 2017	US$0.7m (short supply list)

*Subject to discussions with regulators commercial partners

PATH TO

MARKET

- These products are sold in the US via tender to pharmacy chains, regional distributors and GPOs
- Third party distribution strategy to limit risk
- Very strong interest received from 13 potential distribution partners
- Currently approaching finalization of favourable deal with one of two final parties
  - Both aggressively building business and chasing market share

BOARD & MANAGEMENT IN PLACE TO DELIVER

MANAGEMENT TEAM

- Dr Paul D R MacLeman (CEO & MD)
- Deb Cailes (Market Access)
- Jane Kelly (Clinical)
- Paul Loria (Reg & Quality)
- Joanna Johnson (CFO)
- Mark Rowlands (Bus Dev)
- Dr David Sparling (Corp Dev)
- Phil Wykes (Infrastructure)

Strong generics and manufacturing backgrounds

BOARD

- Graeme Kaufman (Chairman)
- Dr Paul D R MacLeman (MD)
- Geoff Lord (Vice Chairman)
- Dr Graeme Blackman (NED)
- Alan Fisher (NED)
- Reo Shigeno (NED)

Operational and business building experience

TARGET
2016 MILESTONES

- INCREASED ORGANIC SALES INTO PROFITABILITY
- CONTINUE TO PROGRESS TEMOZOLOMIDE THROUGH FDA
- MOVEMENT OF AN ADDITIONAL INTERNAL PRODUCT TOWARDS MARKET
- PROGRESS WITH RE-COMMERCIALISATION OF US GENERIC PORTFOLIO
- MOVE FROM SERVICE PROVIDER, TOWARDS SPECIALTY GENERIC PHARMACEUTICAL COMPANY, GROWTH & PROFITS

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QUESTIONS AND ANSWERS