



# Mayne Pharma Group Limited

**FY26 Results Presentation**

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**27 August 2026**



Improving patient access to  
**life-enhancing** medications

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- Other than as indicated, the financial information contained in this document is directly extracted or calculated from the audited Financial Statements. Throughout this document some non-IFRS financial information is stated, excluding certain specified income and expenses. Results excluding such items are considered by the Directors to provide a meaningful basis for comparison from period to period.
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## Other

- A glossary of industry terminology is contained in the Mayne Pharma Annual Report which can be accessed at <https://investors.maynepharma.com/results-and-reports> and product descriptions are detailed at [maynepharma.com/us-products](https://maynepharma.com/us-products) and [maynepharma.com/au-products](https://maynepharma.com/au-products).
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*A year of resilience and focus against a backdrop of general operational distraction and disruption*

## Realignment of Women's Health Sales Force

- Refreshed sales and marketing materials
- Dedicated menopause and contraception field representation driving deeper specialist engagement with high-value prescribers
- Increased focus on menopause given structural tailwinds including regulatory changes, awareness and strong market growth

## Launch of DistributeRx

- A landmark step in Mayne Pharma's disintermediation strategy; DistributeRx launched in March 2026, which is a healthcare solutions business that partners with manufacturers to streamline the prescription distribution process and expand patient access to medications
- Significantly exceeded expectations in FY26 with new automated facility to deliver seven-fold increase in capacity over two phases

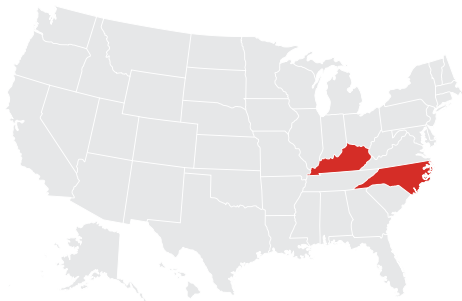
## Cosette Transaction

- Cosette transaction process and subsequent legal matters placed considerable demands on management focus and organisational bandwidth, including general disruption to the Mayne Pharma business
- The Company received \$14.4 million from Cosette in full satisfaction of court-ordered legal costs and interest
- Outcome of Cosette appeal remains pending
- Mayne Pharma damages claim against Cosette continues



# Global Headcount & Sales Force

TOTAL HEADCOUNT<sup>1</sup> **470** Employees



## United States

**227** **82%**

Employees FY26 sales mix

Lexington, KY | Raleigh, NC



**Current Women's Health** sales representation of ~90 persons



**Current DistributeRx** sales representation of ~23 persons



## Australia

**243** **18%**

Employees FY26 sales mix

Salisbury, South Australia



**Mayne Pharma International** products manufactured from Salisbury are sold across international markets (ex-US) inc. Canada, Europe, Asia, Australia and NZ



## FY26 Financial Highlights<sup>1</sup>

*Margin expansion and resilient segment contribution through a year of disruption and reinvestment*

**\$383.7m**

Revenue  
down 6% FY25

**64.7%**

Gross margin  
Up 4.1% from 60.6% FY25

**\$34.2m**

Underlying EBITDA<sup>2</sup>  
down 27% from \$47.0m FY25

**\$107.1m**

Total direct segment  
contribution  
down 2% from \$109.7m FY25

**\$34.5m**

Adjusted operating cashflow  
from continuing operations<sup>3</sup>  
down 24% from \$45.4m FY25

**\$80.0m**

Cash and marketable  
securities at 30 June 2026  
down from \$100.4m FY25

1. All numbers are expressed in AUD/A\$ terms unless otherwise stated.

2. Underlying EBITDA is a non-IFRS measure and excludes earn-out reassessments, restructuring charges, class action settlement costs, derivative fair value adjustments and litigation expense.

3. Excluding class action settlement and tax refund in FY25 and Scheme transaction and litigation costs in FY26.

# **FY26 Group Financial Performance**

## Group Continuing Operations Overview: Summary

| A\$ million <sup>1</sup>                                 | FY26  | FY25   | Change vs FY25 (\$) | Change vs FY25 (%) |
|----------------------------------------------------------|-------|--------|---------------------|--------------------|
| Reported Revenue                                         | 383.7 | 408.1  | (24.4)              | -6%                |
| Reported Gross Profit                                    | 248.1 | 247.3  | 0.8                 | 0%                 |
| Reported Direct Contribution                             | 107.1 | 109.7  | (2.6)               | -2%                |
| Reported EBITDA                                          | 141.4 | 18.4   | 123.0               | 668%               |
| Underlying EBITDA <sup>2</sup>                           | 34.2  | 47.0   | (12.8)              | -27%               |
| Reported Net Profit (Loss) After Tax                     | 31.2  | (90.1) | 121.3               | 135%               |
| Operating Cash Flow Continuing Ops                       | 24.9  | 25.4   | (0.5)               | -2%                |
| Adjusted Operating Cash Flow Continuing Ops <sup>3</sup> | 34.5  | 45.4   | (10.9)              | -24%               |

- **Reported Revenue** driven by:
  - FX impact associated with appreciation of AUD versus USD
  - Decline in Dermatology associated with loss of certain insurance coverage and competitive erosion of certain brands
  - Decline in International associated with the transition from low to high margin product portfolio and exit from certain products
- **Reported Direct Contribution** driven by:
  - Higher sales and marketing expense in Women's Health
  - Investment in sales and marketing expense for NEXTSTELLIS® PBS listing in Australia
  - Increased direct OPEX in Dermatology directly attributed to increased volumes through Adelaide Apothecary
  - 11% increase in contribution from Dermatology

1. Attributable to members. EBITDA excludes asset impairments.

2. Underlying EBITDA excludes (\$125.6m) of earn-out reassessments, \$25.7m litigation and restructuring charges, and (\$7.3m) derivative fair value adjustments.

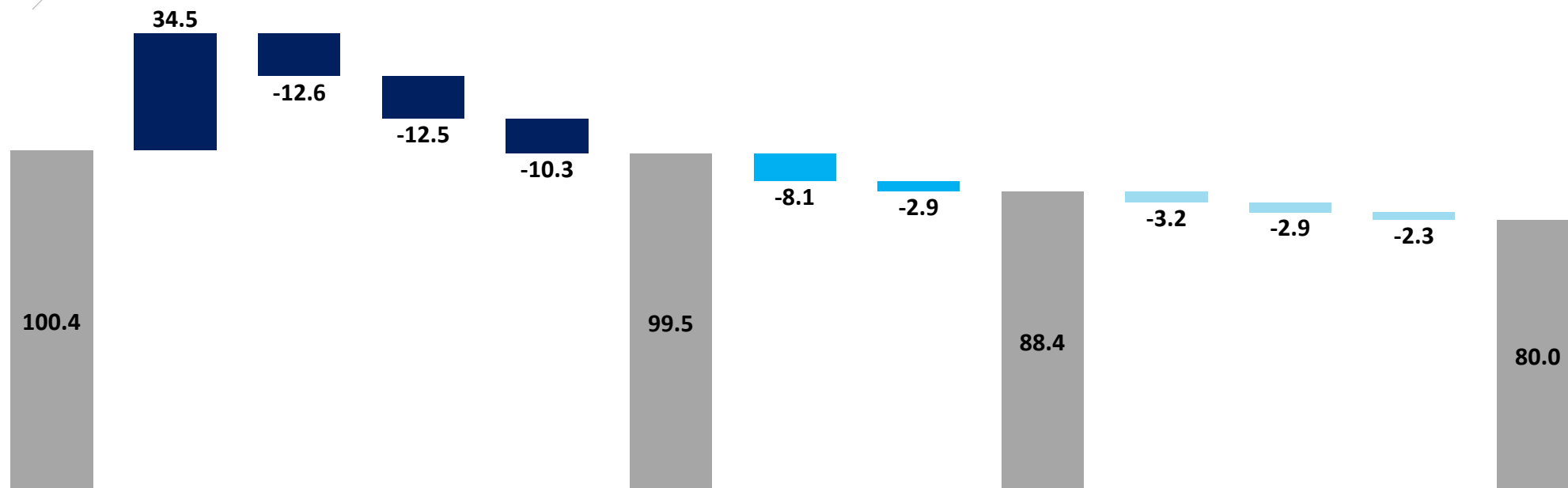
3. Excluding class action settlement and tax refund in FY25 and Scheme transaction and litigation costs in FY26.

## Group Continuing Operations Overview: EBITDA Reconciliation

| A\$ million                                                 | FY26         | FY25        | Change vs FY25 (\$) | Change vs FY25 (%) |
|-------------------------------------------------------------|--------------|-------------|---------------------|--------------------|
| <b>Reported EBITDA</b>                                      | <b>141.4</b> | <b>18.4</b> | <b>123.0</b>        | <b>668%</b>        |
| <i>Scheme legal fees (inc. litigation)</i>                  | 11.8         | 8.5         | 3.3                 | 39%                |
| <i>Earn-out Reassessments</i>                               | (125.6)      | 16.6        | (142.2)             | -857%              |
| <i>Fair Value Adjustment of Convertible Note Derivative</i> | (7.3)        | (1.7)       | (5.6)               | -329%              |
| <i>Other Litigation and Restructuring</i>                   | 12.5         | 5.2         | 7.3                 | 140%               |
| <i>Other Adjustments</i>                                    | 1.4          | 0.0         | 1.4                 | 100%               |
| <b>Underlying EBITDA<sup>1</sup></b>                        | <b>34.2</b>  | <b>47.0</b> | <b>(12.8)</b>       | <b>-27%</b>        |

- **Reported EBITDA** driven by:
  - Significant Scheme legal fees (including litigation)
  - Other litigation and restructuring charges
  - Non-cash earn-out reassessment for Women's Health portfolio
- **Underlying EBITDA** driven by:
  - General business disruption caused by Cosette transaction
  - Increased investment in Women's Health sales and marketing and higher post-market approval study costs
  - **Foreign exchange:** unfavourable movements of approximately \$1.9 million, reflecting the appreciation of the Australian dollar against the US dollar during FY26
  - **Short-term incentives:** no employee short-term incentives were paid in FY25, compared with \$7.1 million in FY26
  - **Prior-period true-up:** a managed care provider payment true-up benefit (accrual versus actual invoice received) of \$5.6 million recognised in FY25

## Group Cash + Marketable Securities balance (\$m)



30 Jun 2025  
Cash balance

30 Jun 2026  
Cash balance

### Continuing operations<sup>1</sup> (5% net cash used)

- Cash for continuing operations (excl. transaction & litigation costs): +\$34.5m<sup>1</sup>
- Cosette Litigation and Transaction Costs (net of \$14.4m costs and interest received): -\$12.6m
- Earn out payments (royalties): -\$12.5m
- Earn out payments (TWYNEO® & EPSOLAY® intangible acquisition cost): -\$10.3m

### Discontinued operations (46% net cash used)

- Cash outflows for discontinued operations: -\$8.1m
- Earn out payments: -\$2.9m

### Investing & Financing (48% net cash used)

- Capital leases: -\$3.2m
- Capex (net): -\$2.9m
- Other: -\$2.3m

1. Certain items that are excluded from underlying EBITDA (ex. restructuring and certain litigation matters) are included in continuing operations as cash outflows in the figures shown above.

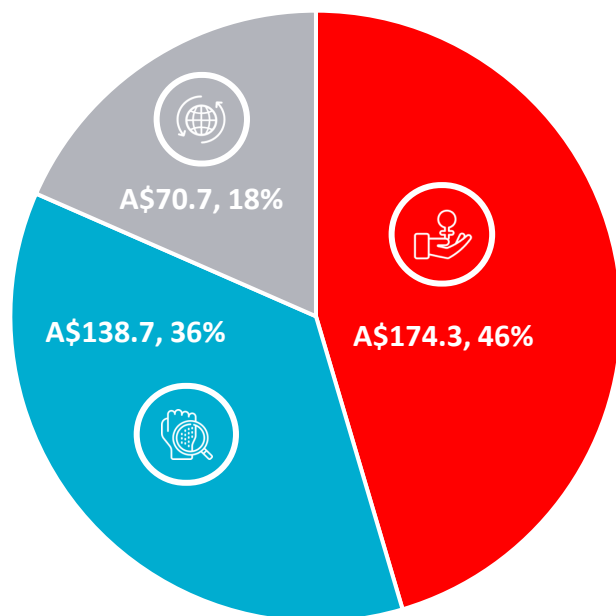
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# Segment Performance

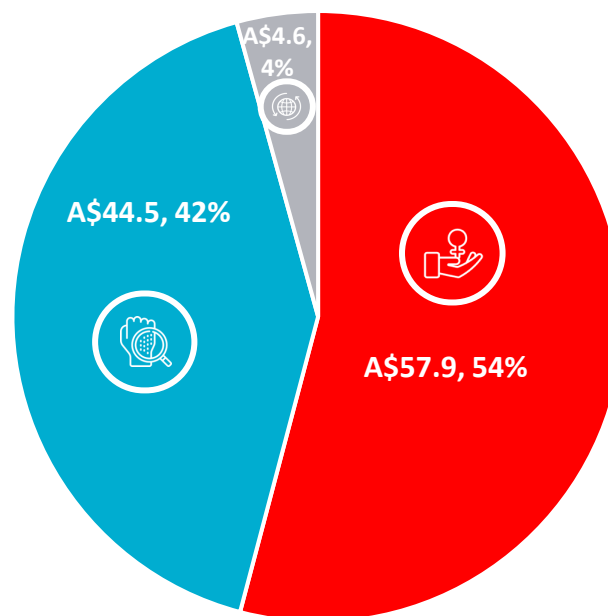


## FY26 Snapshot – Segments

**FY26 Revenue Contribution**  
(A\$m, % of total)



**FY26 Segment Contribution**  
(A\$m, % of total)



**FY26 Total Direct Contribution**

**\$107.1m**



Women's Health



Dermatology/DistributeRx



International

## FY26 Segment Operating Highlights

### Women's Health



- FDA removal of “Black Box” warning for HRTs<sup>1</sup> in management of menopause: BIJUVA<sup>®</sup> removal in February 2026
- Targeted investment in sales, marketing and patient-access initiatives to support script retention and market share
- Sales force optimisation completed: menopause and contraception specialist reps in main metro areas
- Advanced FDA-required post-marketing studies across the women's health portfolio (ANNOVERA<sup>®</sup>, IMVEXXY<sup>®</sup>), strengthening the clinical evidence base
- Improved coverage and access

### Dermatology



- Launch of TWYNEO<sup>®</sup> and EPSOLAY<sup>®</sup>
- Successful launch of DistributeRx in March 2026
- Major expansion of Adelaide Apothecary over two phases to increase capacity by seven-fold to meet future demand
- Broadened the DistributeRx platform to 239 products, signed its first third-party partner, with seven new manufacturer agreements in negotiation
- Active management of the product and channel mix to strengthen overall offering towards branded products

### International



- Inaugurated the \$18m Salisbury facility upgrade, recognised in export and business awards
- Pharmaceutical Benefits Scheme (PBS) approval for NEXTSTELLIS<sup>®</sup> in Australia – delivered strong Rx growth (+127% on pcp; July 2026 up 23% on June 2026)
- Expanded KADIAN<sup>®</sup> distribution in Canada
- Advancing manufacturing and out-licensing partnerships across Asian territories
- Delivered in full on time (DIFOT) of 97.4% at 30 June 2026 versus 96.5% at FY25

# FY26 Segment Financial Highlights

## Women's Health



- Revenue \$US118.2m (+2% pcp) | \$174.3m (-2% pcp)
  - **NEXTSTELLIS®**: +15% Demand Cycles<sup>1</sup>, +6% US\$45.2m
  - **BIJUVA®**: +26% TRx<sup>2</sup>, +20% US\$15.0m
  - **IMVEXXY®**: +6% TRx, +8% US\$29.3m
  - **ANNOVERA®**: +2% TRx, -13% US\$25.7m
- Direct Opex<sup>3</sup> \$80.1 million (-1% versus pcp)
- Gross Profit \$138.0 million (-3% versus pcp)
- Gross Margin 79.2% (-1% versus pcp)
- Direct Contribution **\$57.9 million (-7% pcp)**

## Dermatology



- Revenue US\$94.1m(-6% pcp) | \$138.7m (-10% pcp)
- Direct Opex \$44.2 million (+4% versus pcp)
- Gross Profit \$88.7 million (+7% versus pcp)
- Gross Margin 63.9% (+19% versus pcp)
- Direct Contribution **\$44.5 million (+11% pcp)**

## International



- Revenue \$70.7 million (-7% versus pcp)
- Direct Opex \$16.7 million (+18% versus pcp)
- Gross Profit \$21.3 million (+0% versus pcp)
- Gross Margin 30.2% (+6% versus pcp)
- Direct Contribution **\$4.6 million (-38% pcp)**

1. **Demand Cycles**: calculated as IQVIA reported TRx (converted to units/cycles) plus non-reporting pharmacies (including Mayne Pharma's own distribution channel). TRx converted to units by taking number of pills in the TRx divided by 28 (number of NEXTSTELLIS® pills included in 1 month of therapy). NEXTSTELLIS® prescriptions can be prescribed in 1-month and 3-month increments. On average 1 TRx equals 2.0 units/cycles.

2. **TRx** – total prescriptions. The data includes IQVIA data, plus prescription volume through non-reporting pharmacies (including Mayne Pharma's own distribution channel).

3. **Direct opex** includes lease depreciation, which is largely related to motor vehicles of salesforce.



## **Women's Health**

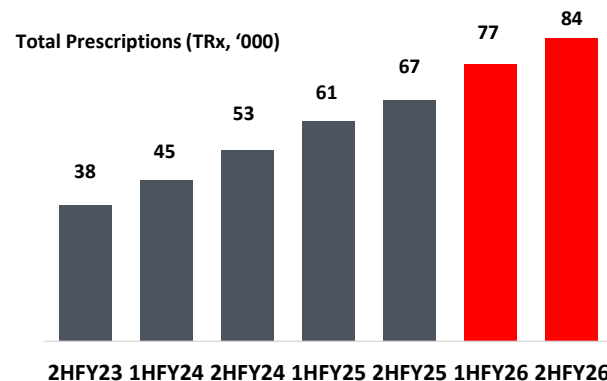


## Key Drivers

- **Regulatory de-risking of the category:** FDA announced black boxed-warning removal for certain hormone replacement therapies (HRTs) in Nov 2025
- **Demographic tailwind:** A large, sustained cohort is moving into peri- and post-menopause representing 75m women now in the United States (+1.3m annually) – significantly underpenetrated relative to other markets
- **Celebrity-led destigmatisation:** converting awareness into clinical demand
- **Expanding payer coverage:** lowering the affordability barrier with US States actively seeking to improve access
- **Large market growth:** menopause market is expected to grow from ~US\$10B–15B market in 2026 to ~US\$15B–25B in 2030<sup>1</sup>
- **Specialist menopause sales force** in 2H FY26 given growth potential of category

**Bijuva**  
(estradiol and progesterone) capsules

**FY26 Penetration of Category<sup>1</sup>: ~1%**

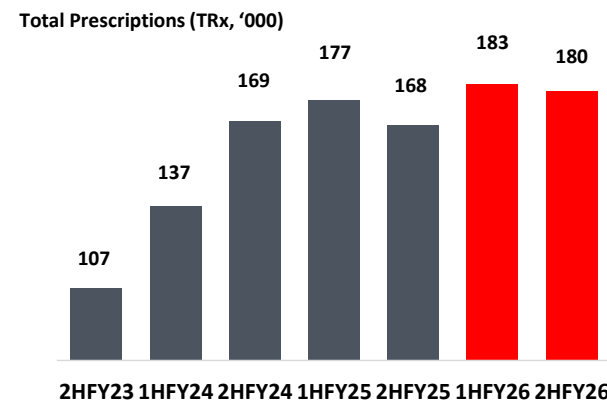


**FY26**

TRx +26% on pcp  
Net Sales +20%: US\$15.0m

**Imvexxy**  
(estradiol vaginal inserts)  
4 mcg • 10 mcg

**FY26 Penetration of Category<sup>1</sup>: ~2%**



**FY26**

TRx +6% on pcp  
Net Sales +8%: US\$29.3m



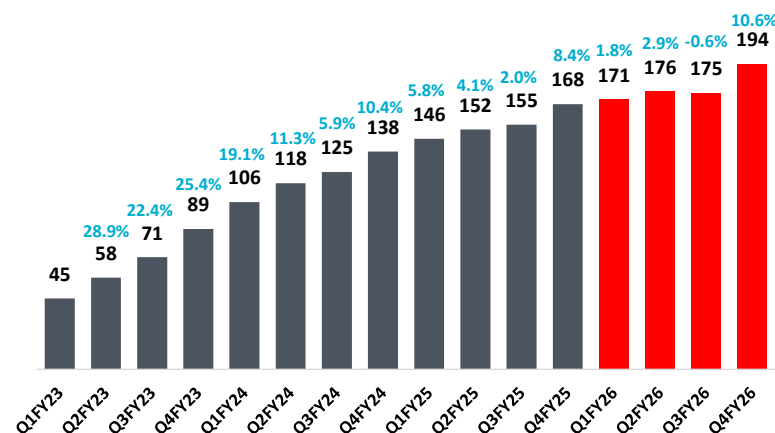
## Key Drivers

- **Affordable Care Act benefits:** payers showing more willingness to provide coverage for open, affordable contraceptive access for all women in the United States
- **Digital and direct-to-patient access:** Increase adoption of telehealth prescribing, online pharmacies and delivery apps continue to broaden and streamline access
- **NEXTSTELLIS® new coverage:** added 15m additional covered lives in FY26, increasing total covered lives to ~124 million. The expanded access lowered net sales per unit due to incremental rebates, but the impact is more than offset by unlocking significant volume growth, as demonstrated in Q4
- **ANNOVERA® returns:** persistent challenges with returns driving net sales lower despite single digit TRx growth; focus on channel strategy optimisation towards channels with a more favourable returns profile and improved economic value

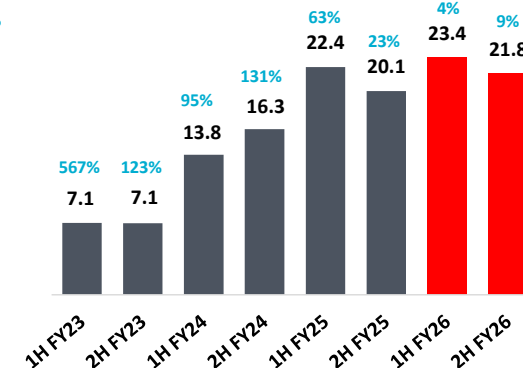


FY26 Penetration of Category<sup>1</sup>: ~3%

### Demand cycles ('000) and Sequential Growth (%)



### Net Sales (US\$m) & Growth (%)



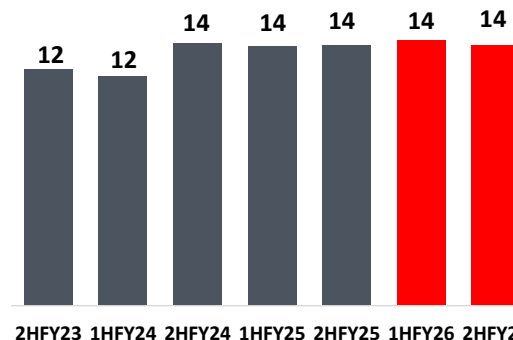
#### FY26

Cycles +15% on pcg  
Net Sales +6%: US\$45.2m



FY26 Penetration of Category<sup>1</sup>: ~2%

Total Prescriptions (TRx, '000)



#### FY26

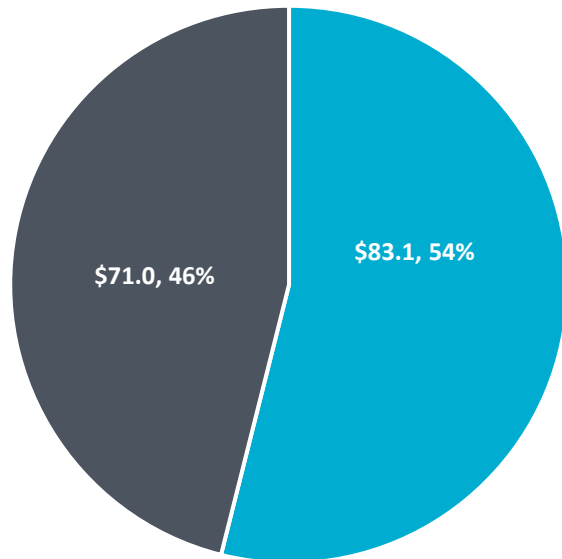
TRx +2% on pcg  
Net Sales -13%: US\$25.7m



## **Dermatology and DistributeRx**

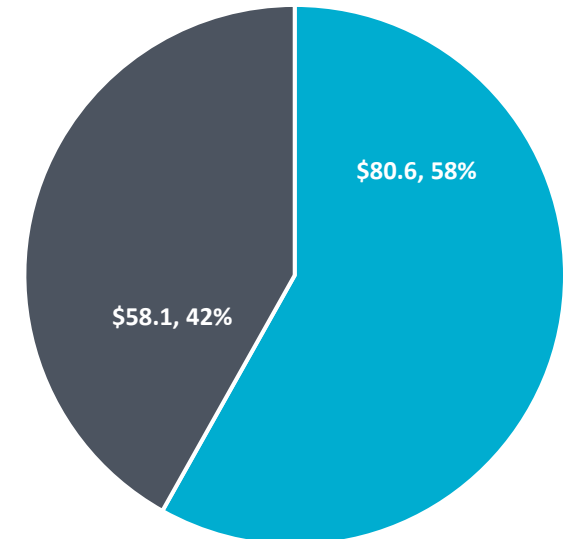
# Dermatology portfolio mix shift drives margins & contribution growth

FY25 Revenue by Category – TOTAL \$154.1 million

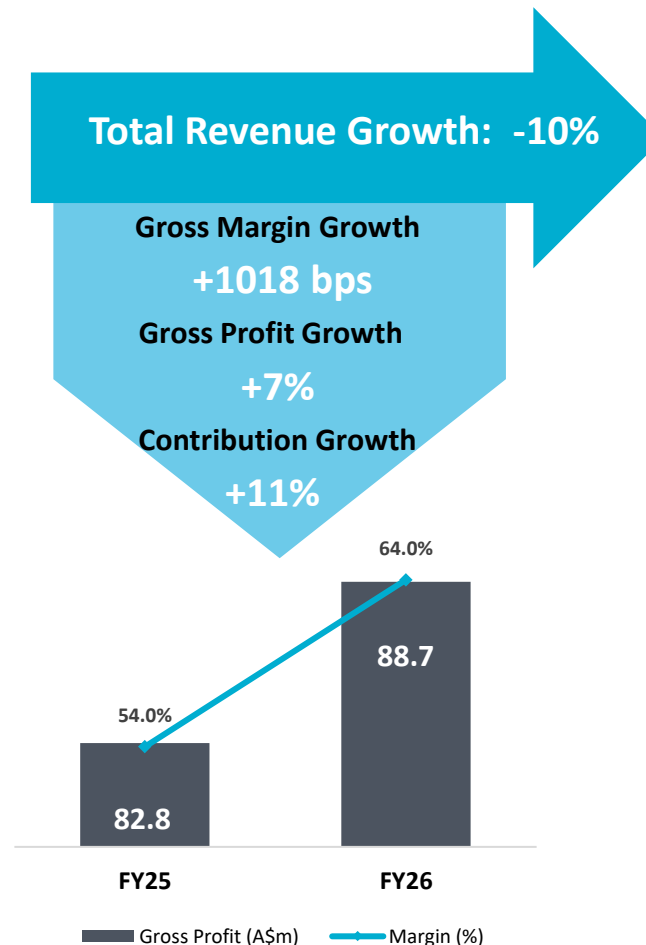


■ Branded ■ All Other

FY26 Revenue by Category – TOTAL \$138.7 million



■ Branded ■ All Other



# Dermatology Products

*A portfolio of branded and generics*

## Branded Portfolio

Last Patent Expiry

Dermatology



2030

**FABIOR®**  
(tazarotene) Foam, 0.1%

2034

**Doryx® MPC**  
(Doxycycline Hyclate  
Delayed-Release Tablets)

2035<sup>1</sup>

**Rhofade™**  
(oxymetazoline  
hydrochloride) cream, 1%

2039

**Wynzora®**  
(calcipotriene and betamethasone dipropionate)  
Cream, 0.005%/0.064%

2041

**TWYNEO®**  
(tretinoin and  
benzoyl peroxide)  
cream, 0.1%/3%

2041

**EPSOLAY®**  
(benzoyl peroxide) cream, 5%

maynepharma

6

Branded Products

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25

Generics, Authorised Generics Products

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31

Total Mayne Pharma Dermatology Products

1. RHOFADÉ® generic launch in July 2026



# Mayne Pharma Disintermediation



## Disintermediation:

Involves removing the intermediaries (wholesalers or others) between the manufacturer (**Mayne Pharma**) and the patient

**DistributeRx** is Mayne Pharma's direct-to-patient distribution platform with **Adelaide Apothecary** serving as Mayne Pharma's licensed pharmacy arm driving cash pay fulfilment of patient prescriptions as part of the Company's overall disintermediation strategy. DistributeRx launched operations in **March 2026**.

**Total Investment at launch US\$0.5m**

# 60%

Non-Wholesale volumes in FY26<sup>1</sup>

*The complexity of the US pharmacy distribution system creates barriers that impact manufacturers, pharmacies, and patients*

### Unfilled Prescriptions

High copays and complex prior authorisations cause patients to abandon prescriptions at the pharmacy counter

### Lost Profit Margin

Rebates, Direct and Indirect Remuneration (DIR) fees, and intermediary margins erode manufacturer profitability across the distribution chain

### Formulary Exclusions

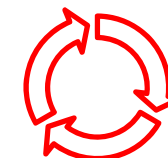
PBM restrictions limit formulary access, reducing branded product availability and patient choice

### Expanding Cash Market

Patients increasingly bypass insurance, seeking lower-cost alternatives outside traditional channels

### Pharmacy Losses

DIR clawbacks and below-cost reimbursement drive negative margins on branded dispensing



**Cycle of inefficiency and waste**



## PRESCRIPTION ACCESS MADE SIMPLE

MANUFACTURER  
SERVICES

PHARMACY  
SERVICES

CUSTOMER-  
FACING SERVICE



DistributeRx partners with manufacturers, providers, and pharmacies to improve patient access and offer predictable prices



- ePharmacy size **~US\$252 billion** by 2030 (CAGR 17%)<sup>1</sup> driven by rising consumer adoption of digital pharmacy and home delivery
- Initial DistributeRx launch **exceeded expectations**, delivering very strong growth in March 2026 versus forecast, prior month and pcg



- **Strong demand profile:** May 2026 announced major expansion of Adelaide Apothecary (MYX cash pay pharmacy) in Lexington, KY
- Up to **2.5m** Rx per annum capacity, US\$4m CAPEX across two phases for equipment and automation capability

# +87%

Q4 FY26 Rx growth versus the pcg

# ~25,000

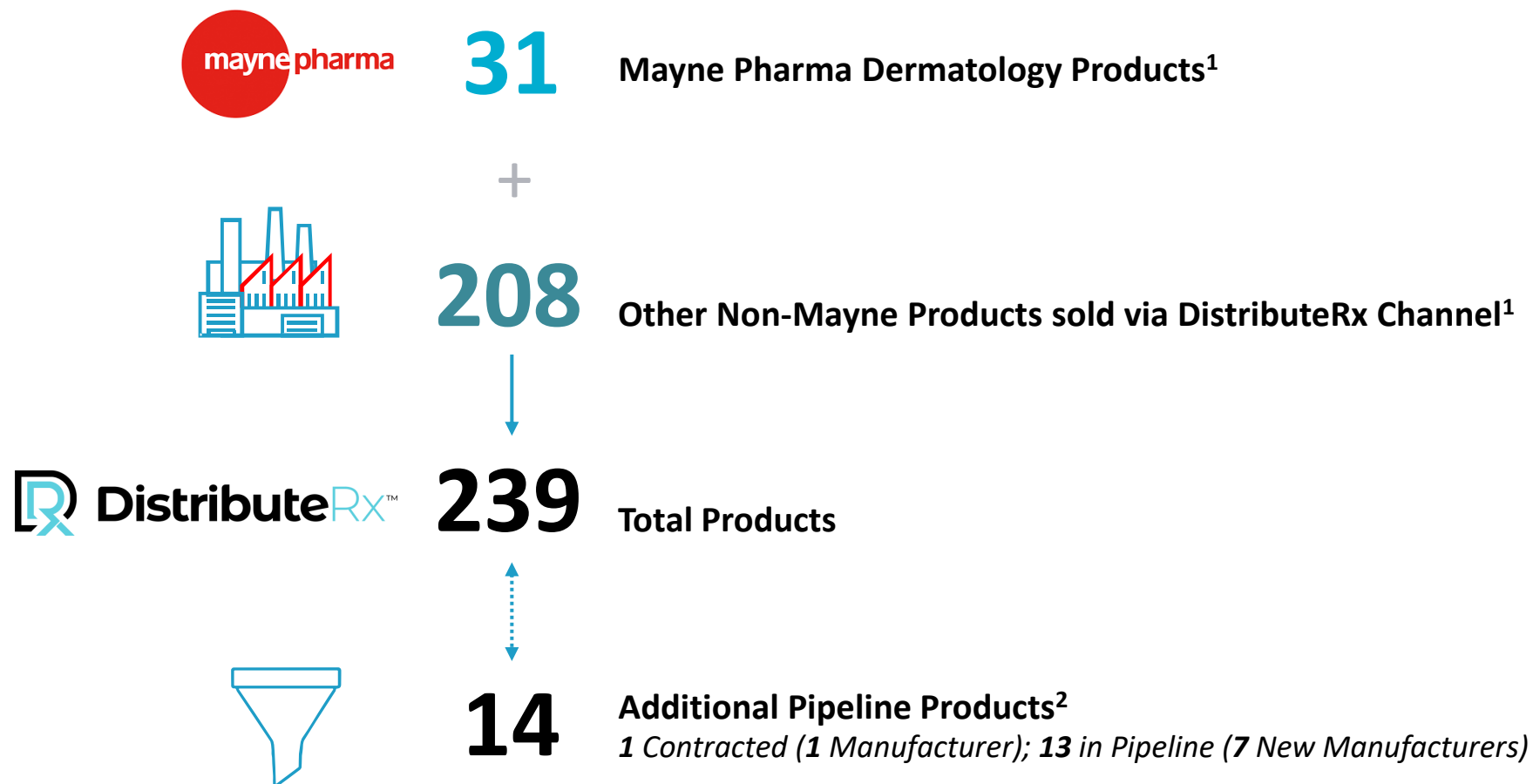
Total Rx Q4 FY26<sup>2</sup>

# ~5,000

New prescribers added since launch



100% Mayne Pharma owned subsidiary with a portfolio of branded and generics, both Mayne Pharma owned and Via Third Parties



1. As at 30 July 2026  
2. Formal contracts with third party manufacturers in negotiation or recently signed (Resilia Pharma. ASX release 1 June 2026)

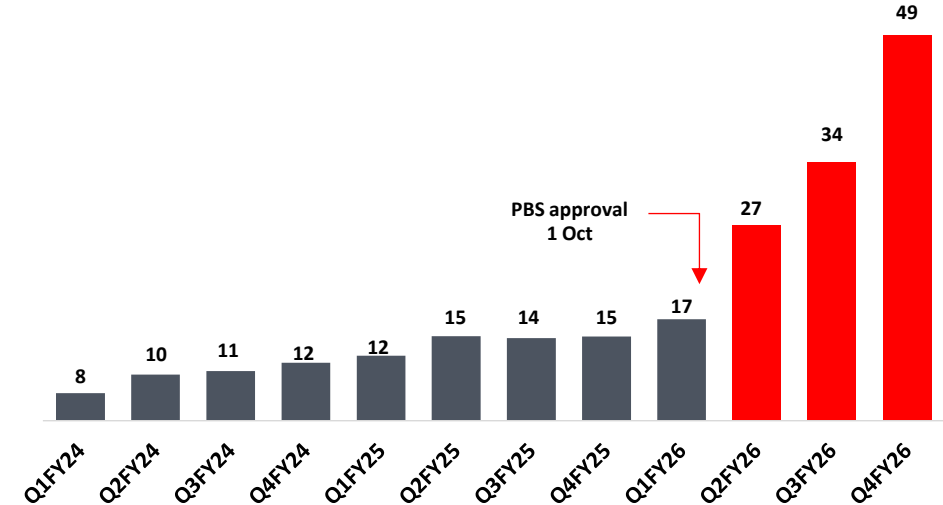


# International

## NEXTSTELLIS® in Australia

- Officially added to the Pharmaceutical Benefits Scheme (PBS) on 1 October 2025 (**Q2 FY26**)
- Australian women now have better access to affordable contraceptive options with the PBS listing of NEXTSTELLIS®
- Around 1.7 million Australian women of reproductive age use some form of contraception every year<sup>1</sup>
- In 2024, around 520,000 patients accessed a comparable oral contraception<sup>1</sup>
- Mayne Pharma has invested in sales and marketing activities including education events to women's health groups following PBS approval, which has generated solid growth in prescription volumes

Australian Demand cycles ('000)



**127K / 127%**

Total Demand Cycles FY26 / pcp growth

**188%**

Cycle Growth Since PBS Approval

# Future Growth Drivers



## Women's Health

- **Drive market penetration** – increase low single digit market share + solid market growth
- **Portfolio economics** – long-dated patent life to protect value, support pricing power, and sustain investment. Develop new therapeutic applications of existing portfolio products
- **Commercial execution** – upgraded marketing, optimised field-force effectiveness, tighter targeting of high-value prescribers
- **Improving access** – payer contracting and patient access programs to reduce pharmacy friction and drive higher fill rates



## Dermatology

- **Scale disintermediation** – specialty pharmacy ecosystem to reduce friction and lift direct contribution: **DistributeRx**
- **Expand portfolio** – capital-efficient BD and targeted acquisitions of new FDA-approved brands to broaden addressable segments
- **Expand DistributeRx** – expand manufacturing partnerships and move into additional therapeutic areas beyond dermatology where coverage is limited
- **Margin focus** – through product mix and channel shift towards higher-value brands and more favourable channel economics



## International

- **Salisbury capacity** – post-upgrade enabling higher output, better service levels, and improved DIFOT to support export growth
- **NEXTSTELLIS® PBS** – listing tailwind driving Australian Rx growth as affordability and access improves
- **Operating leverage** – unlock value from significant infrastructure investment and improved facility utilisation
- **Expanded partnerships** – international supply agreements to grow exports and increase third-party volume through the network

## FY27 focus and outlook

- **Women's Health:** accelerate portfolio growth through a focused salesforce, refreshed marketing and improved prescriber access, underpinned by the macro tailwind from the removal of the HRT Black Box warning of the menopause category, in particular for BIJUVA®
- **Dermatology/DistributeRx:** continue to expand the DistributeRx platform on expectation of some loss of insurance coverage for TWYNEO® and generic entry into the RHOFADE® market. Strong opportunity to scale DistributeRx platform across additional products and therapeutic areas while leveraging Mayne Pharma's established infrastructure
- **International:** build on NEXTSTELLIS® growth following PBS listing, and leverage the Salisbury investment to deliver export growth and contract manufacturing revenues
- **Corporate:** continue to evaluate capital-efficient, synergistic acquisitions that can leverage our existing Women's Health and Dermatology/DistributeRx ecosystems, alongside disciplined capital management

# Q&A

## For further information contact:

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You deserve tomorrow.

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# Appendix



- **Mayne Pharma** is an ASX-listed specialty pharmaceutical company focused on commercialising novel pharmaceuticals, offering patients better, safe and more accessible medicines
- **Mayne Pharma** has a 40-year track record of innovation and success in developing new oral drug delivery systems. These technologies have been successfully commercialised in numerous products that continue to be marketed around the world

## Segments



### Women's Health

A specialty branded portfolio with significant patent coverage focused on improving access and adherence in contraception and menopause care through targeted prescriber engagement and patient support. US Focus.



### Dermatology

A diversified portfolio of branded specialty and generic dermatology medicines including recently acquired products. Strategy to drive access and lower patient acquisition costs across rosacea, acne, psoriasis and atopic dermatitis. Strong focus on channel Disintermediation. Launch of **DistributeRx** in March 2026.



### International

Australian-based manufacturer (Salisbury, South Australia) with sales of branded and generic pharmaceutical products to customers and partners globally (ex-US) and the provision of contract development and manufacturing services to third party customers.

## Corporate Summary<sup>1,2</sup>

|                                             |                                                                                                                           |
|---------------------------------------------|---------------------------------------------------------------------------------------------------------------------------|
| Share price (ASX:MYX)                       | \$3.26                                                                                                                    |
| GICS Industry Group Code (Pharmaceuticals)  | 35202010                                                                                                                  |
| Shares on Issue                             | 81.2 million                                                                                                              |
| Market Capitalisation                       | \$264.7 million                                                                                                           |
| FY26 Sales                                  | \$383.7 million                                                                                                           |
| FY26 Underlying EBITDA                      | \$34.2 million                                                                                                            |
| Cash & Marketable Securities (30 June 2026) | \$80.0 million                                                                                                            |
| Top 20 Shareholders                         | 60.4%                                                                                                                     |
| Substantial Shareholders                    | Funicular Funds LP (9.9%)<br>Mr Bruce Mathieson (6.5%)<br>Rubric Capital Management LP (5.4%)<br>Trium Capital LLP (5.0%) |
| Analyst Coverage                            | Madeleine Williams: Canaccord Genuity<br>Andrew Goodsall: MST Marquee                                                     |

## Our Focus

Improving patient access to **life-enhancing** medications



## Segment Performance

| Reported results (A\$million)         | 1HFY26 | 2HFY26 | FY25  | FY26         | Change vs FY25 |                                 | 1HFY26       | 2HFY26 | FY25  | FY26         | Change vs FY25 |
|---------------------------------------|--------|--------|-------|--------------|----------------|---------------------------------|--------------|--------|-------|--------------|----------------|
| <u>Revenue</u>                        |        |        |       |              |                | <u>Gross profit<sup>1</sup></u> |              |        |       |              |                |
| Women's Health                        | 96.5   | 77.8   | 178.4 | <b>174.3</b> | <b>-2%</b>     | Women's Health                  | <b>76.2</b>  | 61.8   | 142.9 | <b>138.0</b> | <b>-3%</b>     |
| Dermatology                           | 78.6   | 60.1   | 154.1 | <b>138.7</b> | <b>-10%</b>    | Dermatology                     | <b>51.1</b>  | 37.6   | 82.8  | <b>88.7</b>  | <b>7%</b>      |
| International                         | 36.9   | 33.8   | 75.6  | <b>70.7</b>  | <b>-7%</b>     | International                   | <b>11.3</b>  | 10.0   | 21.5  | <b>21.3</b>  | <b>-1%</b>     |
| Total                                 | 212.1  | 171.7  | 408.1 | <b>383.7</b> | <b>-6%</b>     | Total                           | <b>138.6</b> | 109.5  | 247.3 | <b>248.1</b> | <b>0%</b>      |
| <u>Operating expenses<sup>2</sup></u> |        |        |       |              |                | <u>Direct Contribution</u>      |              |        |       |              |                |
| Women's Health                        | 40.0   | 40.1   | 80.9  | <b>80.1</b>  | <b>-1%</b>     | Women's Health                  | <b>36.2</b>  | 21.7   | 62.0  | <b>57.9</b>  | <b>-7%</b>     |
| Dermatology                           | 21.3   | 22.9   | 42.6  | <b>44.2</b>  | <b>4%</b>      | Dermatology                     | <b>29.8</b>  | 14.7   | 40.2  | <b>44.5</b>  | <b>11%</b>     |
| International                         | 9.2    | 7.5    | 14.1  | <b>16.7</b>  | <b>18%</b>     | International                   | <b>2.1</b>   | 2.5    | 7.4   | <b>4.6</b>   | <b>-38%</b>    |
| Total                                 | 70.5   | 70.5   | 137.6 | <b>141.0</b> | <b>2%</b>      | Total                           | <b>68.1</b>  | 39.0   | 109.7 | <b>107.1</b> | <b>-2%</b>     |

1. Gross Profit includes depreciation, which is included in COGS (refer to "cost of sales" depreciation amount in Note 4 of the financial statements).

2. Direct opex includes lease depreciation, which is largely related to motor vehicles of salesforce (refer to "marketing and distribution expenses" depreciation amount in Note 4 of the financial statements).

## Women's Health: portfolio performance (USD and AUD)

| Women's Health in US\$'000             | 1HFY26        | 2HFY26        | FY25           | FY26           |
|----------------------------------------|---------------|---------------|----------------|----------------|
| <b>Total Revenue</b>                   | <b>63,246</b> | <b>54,961</b> | <b>115,510</b> | <b>118,207</b> |
| <b>Total Gross Profit</b>              | <b>49,946</b> | <b>43,690</b> | <b>92,545</b>  | <b>93,636</b>  |
| <i>Total Gross Profit % of Revenue</i> | 79%           | 0%            | 80%            | 79%            |
| Direct OPEX                            | (26,198)      | (28,154)      | (52,389)       | (54,352)       |
| <b>Direct Contribution*</b>            | <b>23,748</b> | <b>15,536</b> | <b>40,155</b>  | <b>39,284</b>  |
| Depreciation Add-Back                  | 519           | 458           | 1,118          | 977            |
| Earn-out liability                     | (4,342)       | (3,633)       | (8,197)        | (7,975)        |
| <b>"Cash" Contribution**</b>           | <b>19,926</b> | <b>12,360</b> | <b>33,076</b>  | <b>32,286</b>  |

| Women's Health in A\$'000              | 1HFY26        | 2HFY26        | FY25           | FY26           |
|----------------------------------------|---------------|---------------|----------------|----------------|
| <b>Reported Revenue</b>                | <b>96,529</b> | <b>77,741</b> | <b>178,367</b> | <b>174,270</b> |
| <b>Reported Gross Profit</b>           | <b>76,230</b> | <b>61,815</b> | <b>142,904</b> | <b>138,045</b> |
| <i>Total Gross Profit % of Revenue</i> | 79%           | 0%            | 80%            | 79%            |
| Direct OPEX                            | (39,984)      | (40,145)      | (80,898)       | (80,129)       |
| <b>Direct Contribution*</b>            | <b>36,246</b> | <b>21,670</b> | <b>62,006</b>  | <b>57,916</b>  |
| Depreciation Add-Back                  | 792           | 648           | 1,726          | 1,440          |
| Earn-out liability                     | (6,626)       | (5,131)       | (12,657)       | (11,757)       |
| <b>"Cash" Contribution**</b>           | <b>30,411</b> | <b>17,188</b> | <b>51,075</b>  | <b>47,599</b>  |

\* Direct contribution calculated as gross profit less direct opex – includes depreciation of motor vehicle leases in direct opex

\*\* Cash contribution calculated as direct contribution plus add-back for depreciation and less proportional earn-out liability : portion of earnout liability related to revenues for the period independent of timing / capitalised amount

## Dermatology: Improvements in product mix delivers strong contribution (USD & AUD)

| Dermatology in US\$'000                | 1HFY26        | 2HFY26        | FY25          | FY26          |
|----------------------------------------|---------------|---------------|---------------|---------------|
| <b>Total Revenue</b>                   | <b>51,510</b> | <b>42,569</b> | <b>99,786</b> | <b>94,079</b> |
| <b>Total Gross Profit</b>              | <b>33,468</b> | <b>26,689</b> | <b>53,645</b> | <b>60,157</b> |
| <i>Total Gross Profit % of Revenue</i> | 65%           | -1%           | 54%           | 64%           |
| Direct OPEX                            | (13,956)      | (16,013)      | (27,582)      | (29,969)      |
| <b>Direct Contribution*</b>            | <b>19,512</b> | <b>10,676</b> | <b>26,063</b> | <b>30,188</b> |
| Depreciation Add-Back                  | 469           | 414           | 954           | 883           |
| Earn-out liability                     | (551)         | 0             | (688)         | (551)         |
| <b>"Cash" Contribution**</b>           | <b>19,430</b> | <b>11,090</b> | <b>26,328</b> | <b>30,520</b> |

| Dermatology in A\$'000                 | 1HFY26        | 2HFY26        | FY25           | FY26           |
|----------------------------------------|---------------|---------------|----------------|----------------|
| <b>Reported Revenue</b>                | <b>78,618</b> | <b>60,080</b> | <b>154,085</b> | <b>138,698</b> |
| <b>Reported Gross Profit</b>           | <b>51,081</b> | <b>37,607</b> | <b>82,837</b>  | <b>88,688</b>  |
| <i>Total Gross Profit % of Revenue</i> | 65%           | -1%           | 54%            | 64%            |
| Direct OPEX                            | (21,300)      | (22,883)      | (42,592)       | (44,183)       |
| <b>Direct Contribution*</b>            | <b>29,781</b> | <b>14,724</b> | <b>40,245</b>  | <b>44,505</b>  |
| Depreciation Add-Back                  | 715           | 586           | 1,473          | 1,301          |
| Earn-out liability                     | (841)         | 29            | (1,063)        | (812)          |
| <b>"Cash" Contribution**</b>           | <b>29,655</b> | <b>15,339</b> | <b>40,655</b>  | <b>44,994</b>  |

\* Direct contribution calculated as gross margin less direct opex – includes depreciation and allocation of shared functions & overhead within COGS and depreciation of motor vehicle leases in direct opex

\*\* Cash contribution calculated as direct contribution plus add-back for depreciation and less proportional earn-out liability: portion of earnout liability related to revenues for the period independent of timing / capitalised amount

## International: strategic and operational levers building momentum (AUD)

| International in A\$'000               | 1HFY26        | 2HFY26        | FY25          | FY26          |
|----------------------------------------|---------------|---------------|---------------|---------------|
| <b>Reported Revenue</b>                | <b>36,923</b> | <b>33,785</b> | <b>75,643</b> | <b>70,708</b> |
| <b>Reported Gross Profit</b>           | <b>11,268</b> | <b>10,067</b> | <b>21,533</b> | <b>21,335</b> |
| <i>Total Gross Profit % of Revenue</i> | 31%           | 0%            | 28%           | 30%           |
| Direct OPEX                            | (9,211)       | (7,481)       | (14,092)      | (16,692)      |
| <b>Direct Contribution*</b>            | <b>2,057</b>  | <b>2,586</b>  | <b>7,441</b>  | <b>4,643</b>  |
| Depreciation Add-Back                  | 1,930         | 2,013         | 3,823         | 3,943         |
| Earn-out liability                     | -             | -             | -             | -             |
| <b>"Cash" Contribution**</b>           | <b>3,988</b>  | <b>4,598</b>  | <b>11,264</b> | <b>8,586</b>  |

\* Direct contribution calculated as gross margin less direct opex – includes depreciation and allocation of shared functions & overhead. Corresponds to 4D segment note

\*\* Cash contribution calculated as direct contribution plus add-back for depreciation and less proportional earn-out liability: portion of earnout liability related to revenues for the period independent of timing / capitalised amount

## Reported EBITDA to Underlying Bridge

| A\$million                                           | 1HFY26       | 2HFY26       | FY25         | FY26         |
|------------------------------------------------------|--------------|--------------|--------------|--------------|
| <b>Reported Revenue</b>                              | <b>212.1</b> | <b>171.6</b> | <b>408.1</b> | <b>383.7</b> |
| <b>Reported Gross Profit</b>                         | <b>138.6</b> | <b>109.5</b> | <b>247.3</b> | <b>248.1</b> |
| <i>Total Gross Profit % of Revenue</i>               | 65%          | -1%          | 61%          | 65%          |
| Direct OPEX                                          | (70.5)       | (70.5)       | (137.6)      | (141.0)      |
| <b>Direct Contribution*</b>                          | <b>68.1</b>  | <b>39.0</b>  | <b>109.7</b> | <b>107.1</b> |
| Indirect OPEX                                        | (63.8)       | (35.7)       | (84.7)       | (99.5)       |
| Other Income                                         | 0.2          | 0.2          | 1.7          | 0.4          |
| Earn-out Reassessments                               | 54.5         | 71.1         | (16.6)       | 125.6        |
| Depreciation Add-Back                                | 4.0          | 3.8          | 8.3          | 7.8          |
| <b>Reported EBITDA</b>                               | <b>63.0</b>  | <b>78.4</b>  | <b>18.4</b>  | <b>141.4</b> |
| Earn-out Reassessments                               | (54.5)       | (71.1)       | 16.6         | (125.6)      |
| Fair Value Adjustment of Convertible Note Derivative | (6.8)        | (0.5)        | (1.7)        | (7.3)        |
| Scheme legal fees (inc. litigation)                  | 21.3         | (9.5)        | 8.5          | 11.8         |
| Litigation and Restructuring Expenses                | 4.2          | 8.3          | 5.2          | 12.5         |
| Other Adjustment                                     | 1.4          | (0.0)        | -            | 1.4          |
| <b>Underlying EBITDA</b>                             | <b>28.6</b>  | <b>5.6</b>   | <b>47.0</b>  | <b>34.2</b>  |

- Underlying EBITDA delivering steady operational improvements resulting from higher revenue and operational execution
- Underlying EBITDA excludes non-cash items, including:
  - Earn out reassessment +\$125.6m
  - Fair Value Adjustment of Convertible Note Derivative (as a result of share price movement across the year) +\$7.3m
  - Litigation and restructuring expenses, other (\$11.8m)
  - Diligence & Business Development (\$12.5m)
  - Other Adjustment (\$1.4m)

1. Statutory accounts include amounts relating to depreciation which are added back to reconcile to EBITDA. 1HFY26 Depreciation: Gross Profit (\$2.2m), Direct opex (\$1.2m), Indirect opex (\$0.6m). 2HFY26 Depreciation: Gross Profit (\$2.2m), Direct opex (\$1.0m), Indirect opex (\$0.5m). FY25 Depreciation: Gross Profit (\$4.3m), Direct opex (\$2.7m), Indirect opex (\$1.2m). FY26 Depreciation: Gross Profit (\$4.4m), Direct opex (\$2.2m), Indirect opex (\$1.1m).

## Consolidated Balance Sheet

|                                                     | 30-Jun-25      | 30-Jun-26    | Change         |
|-----------------------------------------------------|----------------|--------------|----------------|
| Balance Sheet Extract                               | A\$m           | A\$m         | A\$m           |
| Cash                                                | 59.8           | 80.0         | 20.2           |
| Marketable securities                               | 40.6           | -            | (40.6)         |
| Receivables                                         | 180.6          | 174.6        | (6.0)          |
| Inventory                                           | 50.6           | 55.5         | 4.9            |
| Income tax receivable                               | 1.3            | 1.0          | (0.3)          |
| PP&E                                                | 53.1           | 51.3         | (1.8)          |
| Intangible assets including goodwill                | 545.8          | 463.1        | (82.7)         |
| Other assets                                        | 82.8           | 83.9         | 1.1            |
| <b>Total assets</b>                                 | <b>1,014.6</b> | <b>909.4</b> | <b>(105.2)</b> |
| Interest-bearing debt (including lease liabilities) | 41.3           | 42.4         | 1.1            |
| Trade and other payables                            | 174.3          | 194.0        | 19.7           |
| Other financial liabilities                         | 409.1          | 265.5        | (143.6)        |
| Other liabilities                                   | 19.6           | 16.6         | (3.0)          |
| <b>Total liabilities</b>                            | <b>644.3</b>   | <b>518.5</b> | <b>(125.8)</b> |
| <b>Equity</b>                                       | <b>370.3</b>   | <b>390.9</b> | <b>20.6</b>    |