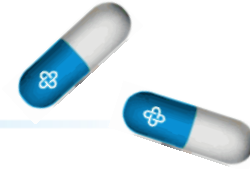


Annual General Meeting 2005



 **gene**pharm
Australasia



Milestones

Details (FY 2005)

-  **New Product Submissions:** 13 TGA submissions
-  **Distribution Agreements:** API, Mayne, Sigma – Pharmacy
Clifford Hallam, Cottmans – Hospital
-  **Experienced Management:** Keith Jeffs – Sales Director
Rebecca Caffin – Regulatory Manager
-  **Pharmacy Market Strategy:** Product marketing strategy developed
with leading pharmacy groups
-  **Cash Management:** Cash at Bank = \$8.472 million
-  **Shareholder Value:** Solid market performance





Financial Summary 2005

Product Dossiers Developed	15
Product Development Investment	\$1.008 million
Operating Expenses	\$1.802 million
Net Cash Outflow	\$2.244 million
EBITDA	(\$1.253 million)
Cash at Bank (30th June 2005)	\$8.472 million





Milestones

 **New Product Submissions:**

 **Product In-Licensing:**

 **Sales Team:**

 **TGA Approvals:**

 **Pharmacy Share Option
Incentive Program:**

 **Pharmacy Sales Revenue:**



Details (FY 2006)

8 - 12 TGA submissions

**Product agreements to extend range
and niche products**

12 - 15 leading sales representatives

8 - 10 product approvals

**Highly anticipated by pharmacists
– strong initial pre-ordering**

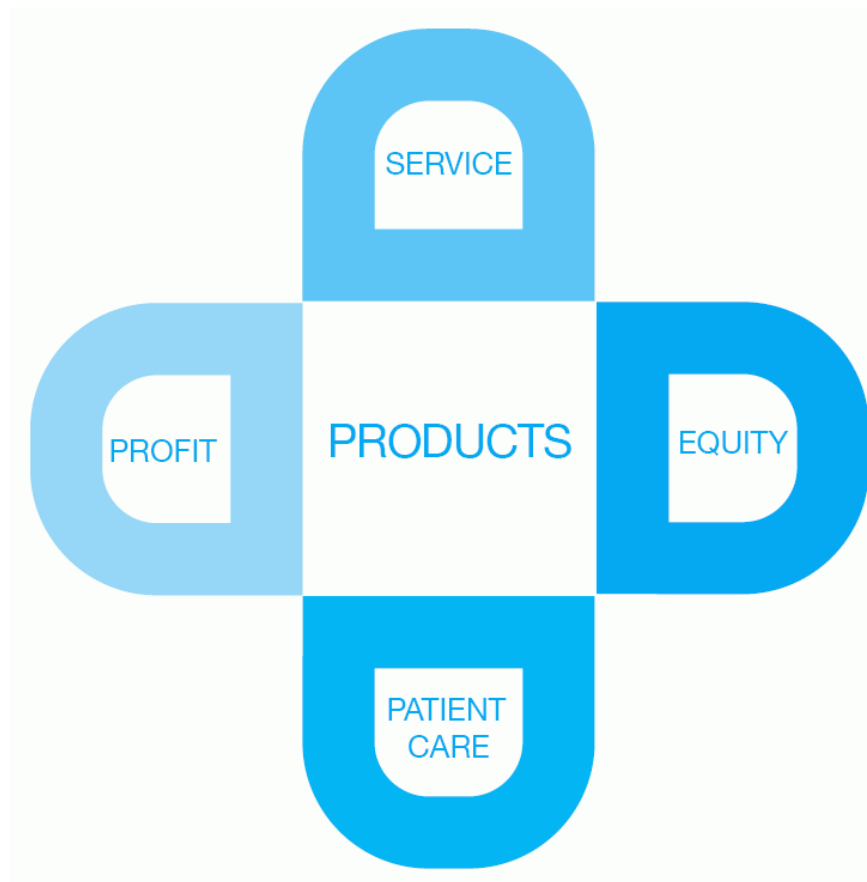
1st April 2006

**“Targeted” launch 3 – 5 products
incl. Simvastatin**



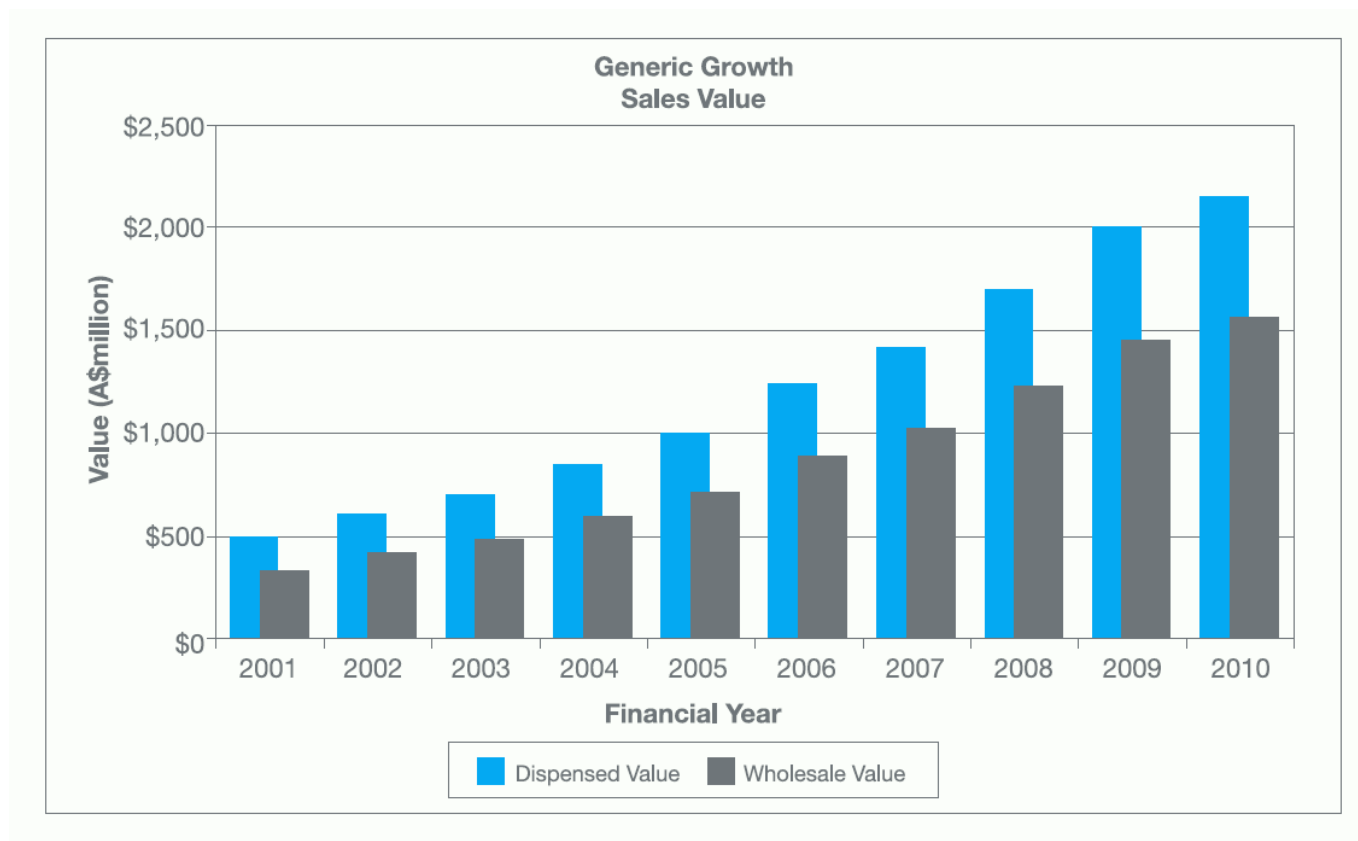


**Genepharma Australasia's sales and marketing strategy
is built around mutual value creation with pharmacy.
The four pillars of this strategy are:**





**Australia is catching up to the rest of the world
in its use of generic medicines.**



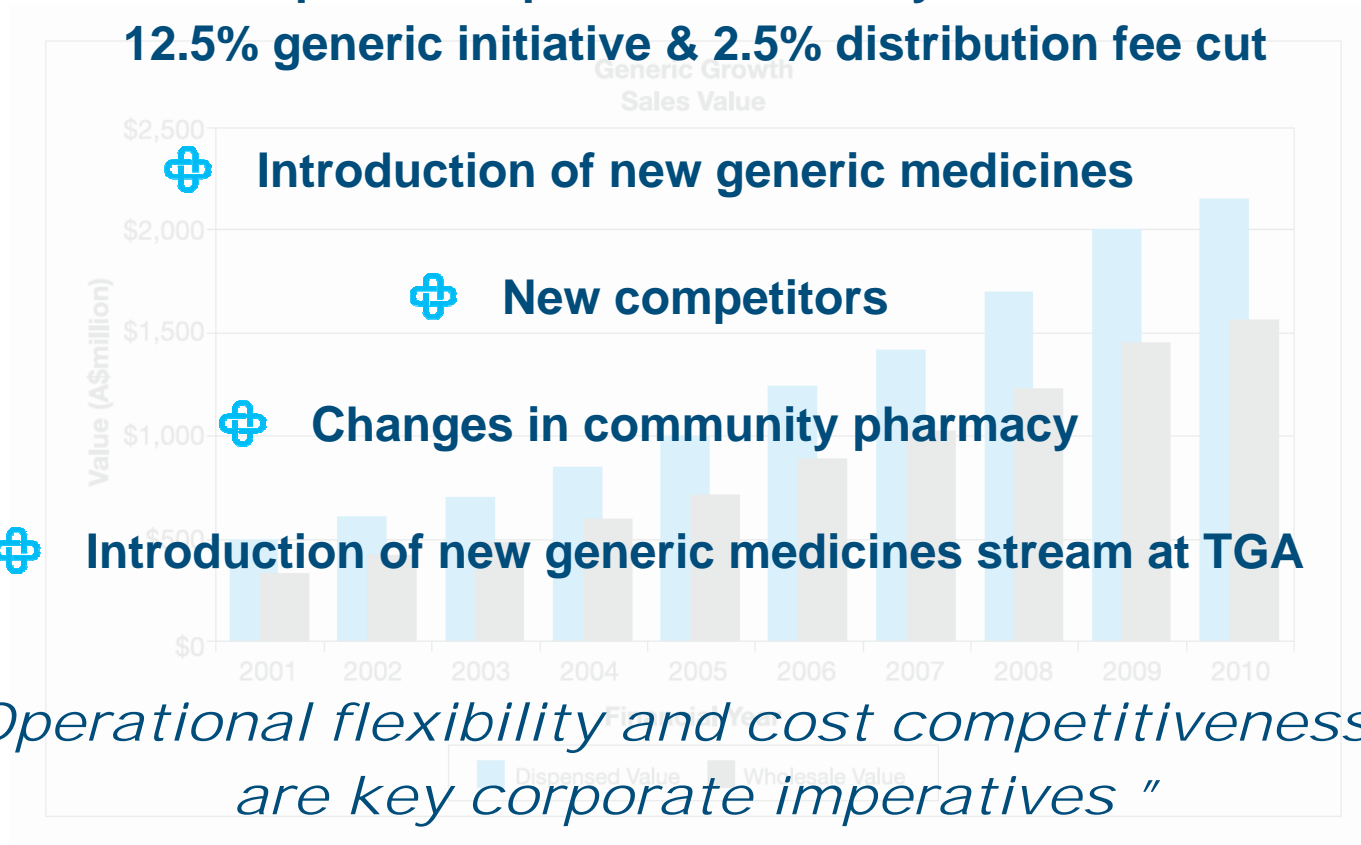
Source: Genepharma Australasia estimates





Market Outlook 2006

- ⊕ **Increased price competition – Industry and Government
12.5% generic initiative & 2.5% distribution fee cut**



grow with  genepharma



AGM 2005

