



On the road towards a  
**Diversified & Sustainable  
Specialty Pharmaceutical**

Jefferies Healthcare Conference

June 8-10, 2022

ASX:	CUV
XETRA-DAX:	UR9
Level 1 ADR:	CLVLY
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Presented by:

**Malcolm Bull**

Head of Australian Operations & Investor Relations



It's a pleasure to be present at the Jefferies Healthcare Conference in New York City.

The CLINUVEL story is one of determination and perseverance to evolve from a research and development focused company to a profitable group with growing commercial operations. Our objective is to provide a range of pharmaceutical solutions complemented by healthcare products for patients and specific broader audiences with unmet needs. We base our leadership in the field of melanocortins, with a sub-specialty in photomedicine.

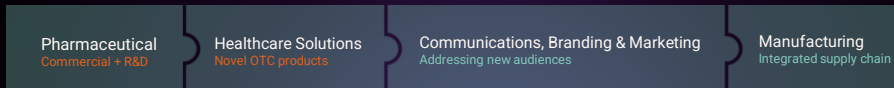
## Forward-looking Statements

This release contains forward-looking statements, which reflect the current beliefs and expectations of CLINUVEL's management. Statements may involve a number of known and unknown risks that could cause our future results, performance or achievements to differ significantly from those expressed or implied by such forward-looking statements. Important factors that could cause or contribute to such differences include risks relating to: our ability to develop and commercialise pharmaceutical products; the COVID-19 pandemic and/or other world, regional or national events affecting the supply chain for a protracted period of time, including our ability to develop, manufacture, market and sell biopharmaceutical products; competition for our products, especially SCENESSE® (afamelanotide 16mg), PRÉNUMBRA® or NEURACTHEL®; our ability to achieve expected safety and efficacy results in a timely manner through our innovative R&D efforts; the effectiveness of our patents and other protections for innovative products, particularly in view of national and regional variations in patent laws; our potential exposure to product liability claims to the extent not covered by insurance; increased government scrutiny in either Australia, the U.S., Europe, Israel, China and Japan of our agreements with third parties and suppliers; our exposure to currency fluctuations and restrictions as well as credit risks; the effects of reforms in healthcare regulation and pharmaceutical pricing and reimbursement; that the Company may incur unexpected delays in the outsourced manufacturing of SCENESSE®, PRÉNUMBRA® or NEURACTHEL® which may lead to it being unable to supply its commercial markets and/or clinical trial programs; any failures to comply with any government payment system (i.e. Medicare) reporting and payment obligations; uncertainties surrounding the legislative and regulatory pathways for the registration and approval of biotechnology and consumer based products; decisions by regulatory authorities regarding approval of our products as well as their decisions regarding label claims; our ability to retain or attract key personnel and managerial talent; the impact of broader change within the pharmaceutical industry and related industries; potential changes to tax liabilities or legislation; environmental risks; and other factors that have been discussed in our 2021 Annual Report. Forward-looking statements speak only as of the date on which they are made, and the Company undertakes no obligation, outside of those required under applicable laws or relevant listing rules of the Australian Securities Exchange, to update or revise any forward-looking statement, whether as a result of new information, future events or otherwise. More information on preliminary and uncertain forecasts and estimates is available on request, whereby it is stated that past performance is not an indicator of future performance.

Your attention is drawn to our legal notice which highlights that there are many risks that can materialise and impact the business or execution of CLINUVEL's plans, noting this presentation contains forward-looking statements.

# CLINUVEL Group

Functional divisions



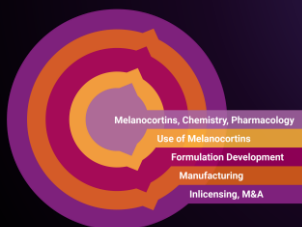
**Risk management:** R&D, commercial, financial

**Percentage R&D expenditures increasing y-o-y**

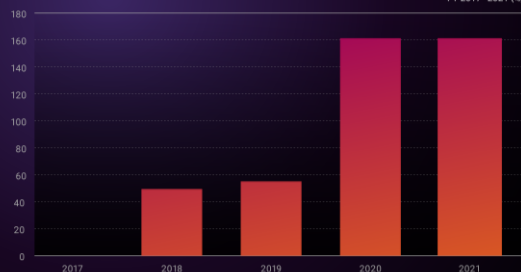
- Incremental innovation
- Targeted Technology Translation

**Projected expenditures:** A\$175m FY2021–2025

**Focus:** profitability – growth – sustainability



CLINUVEL R&D Expenditures Compounded  
FY 2017–2021 (%)



The CLINUVEL Group is a **global enterprise**, headquartered in Australia with operations in Europe, Singapore, and the USA. Formed in 1999 and **listed on the Australian Securities Exchange in 2001**, we also trade, since 2004, on the Xetra-Dax in Germany (as UR9), and the OTC securities market in the USA as a Level One American Depositary Receipt (CLVLY).

Having commercialised our first melanocortin product – SCENESSE® – CLINUVEL is building a **diversified, vertically integrated group of companies** specialising in the development and commercialisation of melanocortins – a family of bioactive hormones which act on human tissues – to address unmet patient and healthcare needs.

To achieve our objective to expand access to SCENESSE® in the indication, erythropoietic protoporphyria (EPP) and to translate our technology to new targeted indications and healthcare solutions for broader audiences, **the Group is organized across four Divisions:**

- The Pharmaceuticals Division – CLINUVEL’s core business, focused on developing and delivering drugs for patients with unmet medical need.
  - The Healthcare Solutions Division – concentrated on non-prescription products derived from the knowhow and active ingredients used in the Pharmaceuticals Division.
  - The Communications, Branding & Marketing Division – prepares communications to wider differentiated audiences, positioning the Group for broader engagement.
  - The Manufacturing Division – focused on manufacturing novel formulations and products for CLINUVEL and research, development and production for other companies and research groups in the biopharmaceutical sector.
- Underlying the divisional structure is the **Research, Development & Innovation (RDI) Centre in Singapore**, researching molecular science, biology, and follow-on formulations.

We are committed to develop the business with the expenditure of A\$175m over 5 years to FY2025. We aim to achieve growth with profitability for future sustainability.

## CLINUVEL Group

Proven Technology

- SCENESSE® (afamelanotide 16mg)
  - Synthetic peptide, mimics naturally occurring  $\alpha$ -MSH
  - First systemic photoprotective for erythropoietic protoporphyria (EPP)
- SCENESSE® positive safety profile maintained – >10,000 doses
- $\alpha$ -MSH part of melanocortin family of peptides binding to melanocortin receptors
- Growing scientific recognition of role of melanocortins in key organs of the body



CLINUVEL Group - Jetties Healthcare Conference, June 9-10, 2022

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The Group's lead technology is SCENESSE®, the only approved treatment for EPP, a poorly characterised, metabolic disorder causing lifelong light intolerance. Patients suffer acute phototoxic reactions after exposure to light and without treatment, patients must avoid exposure to light and lead a life of social isolation.

The active ingredient of SCENESSE® is afamelanotide, a synthetic peptide which acts as a strong anti-oxidative agent, serves as a hormone combatting fluid formation following tissue damage and stimulates the production of eumelanin to provide protection from UV and visible light. SCENESSE®:

- was developed as a controlled-release subcutaneous injectable implant formulation, for administration in an outpatient setting;
- has been shown to reduce the incidence and severity of phototoxic reactions and increase the time EPP patients can expose to light without 3<sup>rd</sup> degree burns;
- is monitored in post-authorisation use in EPP patients by an extensive pharmacovigilance program; and
- has maintained a **positive safety profile from over 10,000 doses administered.**

**SCENESSE®**

Systemic photoprotection in EPP

## Commercial operations established Europe and the US

### EEA launched June 2016

- Five financial years of post-authorisation operations
- Standard of care established in EPP Expert Centres
- Study of long-term post-authorisation use confirms safety, effectiveness (*Wensink et al 2020*)

### US launched April 2020

- First full year of commercial operations FY2021
- Direct distribution to network of Specialty Centers
- Patients receive 'all year round' treatment

CLINUVEL Group - Offences Healthcare Conference, June 6-10, 2022

First distribution of SCENESSE® for EPP was in Italy in 2010 and Switzerland in 2012, under Special Access Programs. Regulatory approval to distribute SCENESSE® in the European Union was granted by the European Medicines Agency (EMA) in 2014 and in the United States (US) by the US Food and Drug Administration (FDA) in 2019. **First supply under the EMA approval occurred in June 2016 and under the FDA approval in April 2020.**

Distribution in Europe is through EPP Expert Centres, trained and accredited by CLINUVEL. Demand for SCENESSE® in Europe has been strong, with patient retention of over 90% in the European Economic Area.

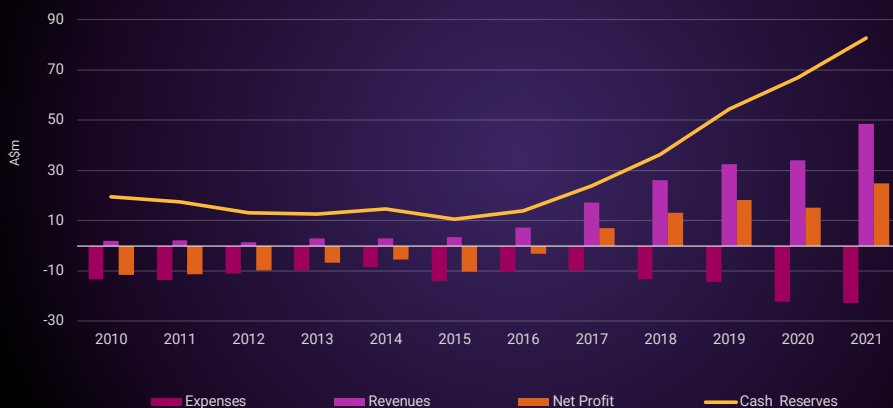
In the US, distribution is largely through certified dermatologists. We have **trained and accredited over 40 Specialty Centers**, compared to 30 originally planned by the end of 2021. **Over 100 national and state insurers are reimbursing the cost of treatment**, under Prior Authorization. This means each patient confirms insurance coverage before treatment by their Specialty Center. Additionally, Centers require confirmation from the insurer of the treatment codes to charge for the medical consultation and drug administration. A Savings Program is operating for US EPP patients working off individual Insurance Plans. The US label allows one implant every 60 days.

SCENESSE® was approved by the Australian Therapeutic Goods Administration (TGA) in October 2020 and granted market access in Israel in February 2021 for the prevention of phototoxicity in adult patients with EPP. We are committed to facilitating treatment access to SCENESSE® for EPP patients worldwide.

Reference: Wensink, D., Wagenmakers, M. A. E. M., Barman-Aksözen, J., Friesema, E. C. H., Wilson, J. H. P., van Rosmalen, J., & Langendonk, J. G. (2020). Association of Afamelanotide With Improved Outcomes in Patients With Erythropoietic Protoporphyrria in Clinical Practice. *JAMA Dermatology*, 156(5), 570–575. <https://doi.org/10.1001/jamadermatol.2020.0352>

## Financial Discipline

Start commercial operations June 2016



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After more than a decade of research and development, CLINUVEL commenced commercial operations in June 2016 and has achieved viability through strong revenue growth and prudent management of expenditures. The Company's first profit was in FY2017, the first full year of commercial operations, and by remaining focused on its long-term strategy, posted a fifth consecutive annual profit in FY2021.

The FY2021 profit was a **record A\$25.7 million before tax, with a rise in revenues of 43% to A\$48.5 million and a contained 2% rise in expenses to A\$22.7 million**. The growth of revenues reflect the normalisation of sales in Europe after an initial COVID impact early in 2020 and the growing contribution of US sales in the first full year of commercial operations.

More recently, we achieved growth in revenues of 56% and growth in profit before tax of 50% in the six months to December 2021, a record for the first half of a financial year. Expenses growth was 67% compared to the first half of 2020 to support the growth and expansion of the Group. The most recent quarterly cash receipts have been similarly positive. The first three quarters of FY2022 each delivered a record level for a September, December and March quarter. The annual growth of cash receipts to the end of March 2022 was 67%.

These results reflect the disciplined implementation of CLINUVEL's long-term, focused strategy, and the efficacy of a highly integrated business model. The resilience and sustainability of the business, particularly during the adverse global economic impact of the COVID-19 pandemic, is demonstrated. The Company has a track record of positive annual cashflow and profitability. It has built cash reserves sufficient to self-finance planned organic growth and declared dividends for the last four financial years (2018-2021).

This solid financial foundation supports the expansion of the Company's R&D program into treatments for other indications to assist patient groups with unmet medical needs and to provide healthcare solutions to individuals who are at high risk from exposure to UV and high energy visible (HEV) light.

# CLINUVEL's Strategic Path

Multi-pronged Strategy

## Growth and Expansion

1. Afamelanotide in Multiple Indications
2. Portfolio of Melanocortins
3. Targeted Technology Translation

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Based on the solid foundations outlined, the Group is pursuing a multi-pronged strategy through the Pharmaceuticals Division and the Healthcare Solutions Division to translate its technology for targeted markets. More specifically, we aim to:

- Grow commercial operations based on the pharmaceutical drug SCENESSE® for EPP patients;
- Develop pharmaceutical products to treat a range of indications with an unmet medical need; and
- Provide non-prescription healthcare solutions to individuals in the wider population at high risk of exposure to UV and HEV light.

This strategy will build a diversified and sustainable pharmaceutical business and serve to enhance the quality of life and well-being of many patient groups and individuals in the wider population.

I'll now outline our pharmaceuticals and healthcare solutions programs.

# Specialty Pharmaceutical

Portfolio of melanocortins

## Afamelanotide – photoprotective, repigmentation, anti-oxidative, anti-oncotic, DNA repair

SCENESSE® (afamelanotide 16mg)	Implant	Adults – EPP, XP, vitiligo, stroke	Commercial, In development
SCENESSE® Enfance	Liquid	Paediatric 12-17– EPP, XP, vitiligo	In development
PRÉNUMBRA® Instant	Liquid	All ages – stroke, XP, CNS disorders	Update expected Q3
PRÉNUMBRA® Modified-release	Liquid	Adults – stroke, CNS disorders	In development

## Adrenocorticotrophic hormone (ACTH) – anti-oxidative, anti-oncotic, neurotrophic

NEURACTHEL® Instant	Liquid	Adults – acute neurological, endocrinological, degenerative disorders	Update expected Q3
NEURACTHEL® Modified-release	Liquid		In development

## Next generation melanocortins – enhancing DNA repair and assisting re-pigmentation

CUV9900	Topical, leave on	Adults – anti-oxidative, DNA repair	In development
Phimelanotide	Topical, leave on	Adults – repigmentation	In development
Parvymelanotide	Topical, leave on	Adults – repigmentation	In development

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The Company's strategy to grow and expand is based on the progression of an active R&D program. Our focus is to expand from within, utilising our expertise on the pharmacology of melanocortins. This specific technological knowledge and accumulated IP position form the basis of the expansion of CLINUVEL's portfolio of melanocortin formulations.

You can see in the chart the formulations of afamelanotide that have application in systemic photoprotection, repigmentation and DNA repair of the skin, and the treatment of stroke. The melanocortin formulations also extend to topical applications for the skin in photoprotection and DNA repair.

The Company's focus has enabled the addition of the ACTH analogue – to be commercialised as NEURACTHEL® – to its melanocortins stable in November 2021, with application to neurological, endocrinological and degenerative disorders. We will be building our 'in-house' capabilities to access new markets for the NEURACTHEL® Instant and NEURACTHEL® Modified-release formulations.



## Clinical Development



### DNA Repair

CUV156

CUV151/152/153

- Xeroderma Pigmentosum patients – C and V variants – at highest risk of exposure to UV-HEV
- Disease-free individuals as control (CUV151)
- endpoints: safety, anti-oxidative effect, DNA repair



### Vitiligo

CUV104

- patients of darker skin types (Fitzpatrick IV-VI)
- inclusion > 10% depigmentation
- endpoints: face, head & neck
- >70% repigmentation
- CUV104 to commence in Northern Hemisphere summer, afamelanotide as monotherapy



### Variegate Porphyria

CUV040

- confirmed biochemical diagnosis
- inclusion: multiple lesions p/a
- endpoints: reduction in blister formation
- Controlled photo-provocation



### Arterial Ischaemic Stroke

CUV801

- First study (n=6) completed
- Final results confirmed safety with no cerebral adverse events and improved neurological functions in 5 patients
- CUV803 study planned 2H 2022



### New Indication

CUV901

- Awaiting administrative sign-off, IP

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The portfolio of prescription products of the core Pharmaceuticals Division is targeting several identified patient populations with afamelanotide which lack therapeutic alternatives.

CLINUVEL's **DNA Repair Program** is significant because **over 2 billion individuals experience photodamage following UV exposure. Global annual skin cancer incidence continues to rise.** Afamelanotide is understood to assist the repair of cellular DNA, damaged by UV/HEV exposure. CLINUVEL's initial focus is on patients with the rare genetic disorder **xeroderma pigmentosum (XP)** and disease-free volunteers. We have commenced three out of four planned studies with the objective to evaluate afamelanotide in relation to safety, the effect on the integrity of the skin, photoproducts, DNA repair and as a photoprotective drug.

**Vitiligo** is a skin disorder causing lighter depigmented patches of skin in different parts of the body due to dysfunction of pigment producing cells (melanocytes). CUV has completed two Phase 2 studies – in the USA (CUV102) and Singapore (CUV103) – where pronounced clinically meaningful recurrence of pigmentation was observed following treatment with SCENESSE® in conjunction with narrowband UVB phototherapy. Supported by global vitiligo experts, CLINUVEL's focus is on people with darker skin types (Fitzpatrick scale IV-VI) because their need for repigmentation is greatest. In December 2021, the US FDA agreed on the design of a new study (CUV104) to assess afamelanotide as a monotherapy which will commence during the coming northern hemisphere summer.

Afamelanotide is also being assessed for treatment of **arterial ischaemic stroke (AIS)**. Tragically, many AIS patients either have lasting functional impairment or do not survive the clot formed and dislodged in their brain. Of 15 million strokes reported each year, over 85 percent are ischaemic strokes, and a majority of these are untreatable with the current standard of care, representing a genuine unmet medical need. Afamelanotide's potential is to rapidly protect brain tissue, act on blood vessels to optimise blood flow, and reduce the size of swelling in the brain following a stroke. The first AIS patient was treated in a world first clinical study (CUV801) in Australia in June 2021. We recently reported the final results of the study whereby the safety of the drug was demonstrated with positive efficacy reflected in improved neurological functions of five of the six patients. We are planning a second study, CUV803, in the second half of 2022.

We are also planning a study on **variegate porphyria (VP)**, a related indication to EPP, and **developing a new clinical indication**, yet to be announced.

# Healthcare Solutions Program

Dermatocosmetics



## 1. Translation of Technology

From Pharmaceuticals Division to Healthcare Solutions

## 2. Afamelanotide and Melanocortin Molecules

Use in non-prescription products

## 3. Individuals at High Risk of Exposure to UV and HEV light

Individuals of fair skin, at risk due to work and lifestyle activities, and immune suppressed (organ transplant recipients)

## 4. Dermatocosmetic Products

First for polychromatic protection and then DNA repair of the skin



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The Healthcare Solutions Program will result in the **release of topical products in a presently underdeveloped segment of the dermatocosmetics market**. It is important to recognise that we are not disrupting an existing market, rather introducing new technology, originating from a long executed pharmaceutical program where the potential to regenerate and rejuvenate the skin is based on a new class of molecules tested in human pathology over decades. This specific origin, scientific focus, and pharmacology itself sets CLINUVEL apart from any of the established cosmetic houses.

CLINUVEL's focus is to introduce leave-on products, topical formulations based on melanocortin molecules from the Pharmaceuticals Division to provide photoprotection and DNA-restoration for those at high risk of long-term solar and HEV light insult. These individuals have 1) skin types highly sensitive to light/UV; 2) experience extensive exposure to light due to their work or lifestyle activities; or 3) have received organ transplants.

The first product line offers polychromatic protection for extreme conditions; the second product line aims to provide DNA protection and repair.

# CLINUVEL Group

A Compelling Investment Case

## Record revenues and profit achieved FY2021

- Crowning five years of commercial operations

## Results validate long-term strategy and business model

- Generating solid returns to shareholders

## Strong foundations to grow and expand

- Based on positive safety record SCENESSE®
- Sustainability established

## Expect

- Regular updates as we progress
- Ongoing prudent management

In summary, **CLINUVEL's strategy is to become a diversified and sustainable specialty pharmaceutical group** based on the progression of the core Pharmaceuticals Division and the Healthcare Solutions Division. The Company has been able to navigate various financial crises without funding need, due to prudent risk management. Risks always remain in the sector, but our long-standing focus on business risks has led to the current strength of CUV's balance sheet.

We are diversifying our R&D and translating our technology from a position of financial strength and viability, creating value. We will continue to provide regular news and updates on the Company's progress. You can also expect our ongoing focus and prudence in the execution of our initiatives.



**Thank you**  
For your attention

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Thank you.

**Authorised by the Board of Directors of CLINUVEL PHARMACEUTICALS LTD**

**About CLINUVEL PHARMACEUTICALS LIMITED**

CLINUVEL (ASX: CUV; ADR LEVEL 1: CLVLY; XETRA-DAX: UR9) is a global specialty pharmaceutical group focused on developing and commercialising treatments for patients with genetic, metabolic, systemic, and life-threatening, acute disorders, as well as healthcare solutions for the general population. As pioneers in photomedicine and the family of melanocortin peptides, CLINUVEL's research and development has led to innovative treatments for patient populations with a clinical need for systemic photoprotection, DNA repair, repigmentation and acute or life-threatening conditions who lack alternatives.

CLINUVEL's lead therapy, SCENESSE® (afamelanotide 16mg), is approved for commercial distribution in Europe, the USA, Israel and Australia as the world's first systemic photoprotective drug for the prevention of phototoxicity (anaphylactoid reactions and burns) in adult patients with erythropoietic protoporphyria (EPP). Headquartered in Melbourne, Australia, CLINUVEL has operations in Europe, Singapore and the USA. For more information, please go to <https://www.clinuvell.com>.

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