



IDT 2009 AGM
Presentation
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IDT Business Areas

- **Contract Manufacturing:**
 - API Commercial Manufacturing
 - Finished Dosage Form Commercial Manufacturing
- **Contract Development:**
 - R&D for new drugs - API and Finished Dosage Forms
 - Phase I- Phase II clinical trials through CMAX



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2008/2009 Highlights

- The successful completion of the Pfizer 4000L facility and the manufacture of the required antibiotic drug.
- IDT achieved its first Paragraph IV “first to file” generic drug submission to the FDA .
- IDT undertook validation programs required to enable our clients to submit world wide registration applications for their product.
- CMAX undertook the worlds’ first commercial swine flu vaccine clinical trial for CSL.
- IDT’s facilities and systems were audited by both the USA’s Food and Drug Administration and Australia’s Therapeutic Goods Administration confirming IDT’s international quality status.
- Financially, IDT delivered a sound profit in a deteriorating business climate.



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IDT Objective

Through technology excellence, responsible business practices and effective partnerships, the IDT team will provide a sustainable business profit growth and a shareholders return on investment which reflects outstanding performance.



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Underlying Medium Term Outsourcing Growth

- **Drivers:**

- Large Pharma are closing plants and focusing on R&D/Marketing/Sales.
- Biotech companies have ongoing clinical programs- few have in-house development/manufacturing capabilities.
- Continued growth is observed in cancer therapy development.



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Global Financial Crisis: Short Term Impact

- From November, 2008
 - Large Pharma are closing plants, reviewing portfolios and consolidating R&D
 - Biotech companies have an ongoing difficulty in raising capital leading to a focus on reduced spending
 - Delays are evident in Phase I and Phase II development and clinical programs



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Other Issues

- **Drivers:**

- The FDA is increasing the difficulty of drug registration leading to clinical delays
- The high Australian dollar is affecting short term competitiveness
- An increase in global plant and development service availability is leading to a short term decrease in pricing and increased competition for new projects



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- IDT Solutions

- Global Business Development Focus
- New Alliances/Clients
- New Facility Focus
- New Product/Market Focus
- New Cost Saving focus



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Global Focus

- **Representation**

- Strengthened IDT's relationship with:

- the manufacturing representative company, Hampton Pharma, which has offices in East Coast and West Coast USA, and India.
 - The manufacturing representative company, Midas Pharma, with offices throughout Europe

- **Business Development**

- Increased travel to USA/Europe to locate new clients/projects



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IDT Facilities

Current API Facilities

- 250 Litre
- 400 Litre (x2)
- 100 Litre (x2)
- 60 Litre
- 20-50 Litre (x4)
- 2000 Litre

Current Finished Product Facilities

- ✓ Containment Tablet facility
- ✓ Containment Capsule Facility
- ✓ Thalidomide Capsule Facility
- ✓ Clinical Packaging Facilities



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Pfizer Facilities

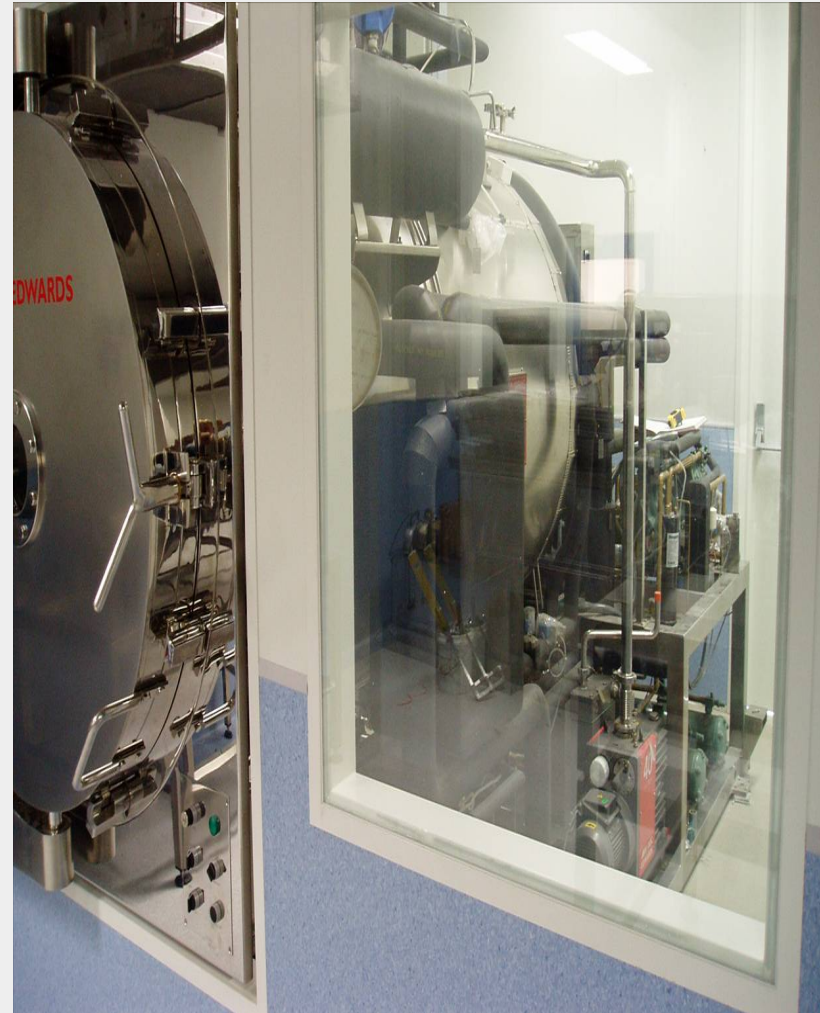
- New facilities and equipment were required to undertake the Pfizer contracts

Sterile Facility

Tablet Facility

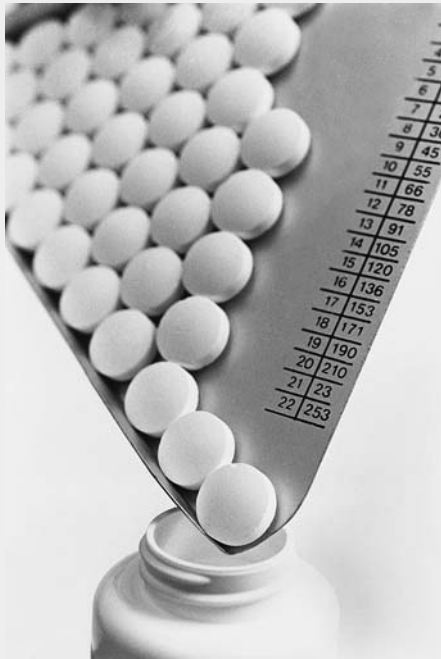
4000L API Facility

- The capital cost of these facilities was funded by Pfizer
- Negotiations are on-going regarding the future ownership of the facility



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Opportunities



- One of the few penem contract facilities in the world
- Can offer API or Finished product development and manufacturing
 - (Tablets, Injection)
- Upon successful completion of Pfizer negotiations, IDT will be able to market the availability of the Penem facility
- Provides an opportunity to develop and manufacture IDT products

IDT Cost Savings



IDT has proactively implemented cost saving measures including:

Resource Restructuring

Leave Utilization

Key Supplier contract reviews

Tighter internal authorisation levels

Disbursement of costs to clients



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Future Outcomes

- ✓ IDT has development contracts which offer long term commercial opportunities
- ✓ IDT is in negotiation to enable use of the Pfizer facility into the future
- ✓ IDT has opportunities for the development and manufacturing of new products and new markets
- ✓ IDT has set a firm platform for stability during the global financial crisis
- ✓ IDT has plans to ensure medium to long term profit growth



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