

#### **Starpharma Presents at Macquarie Investor Event**

**Melbourne, Australia; 31 August 2011:** Starpharma Holdings Limited (ASX:SPL, OTCQX:SPHRY) is one of two healthcare companies presenting at the Macquarie Bank Australia and New Zealand Annual Corporate Day in Hong Kong and Singapore.

Commencing today, the presentation to institutional investors from the Asia region will include 33 companies from Australia, from either the top 50 or 200 ASX listed companies. Starpharma and Mesoblast are the only two healthcare companies invited to present. Other companies include Amcor, Computershare, Oil Search and Westfield.

Starpharma's investment profile continues to grow in the region with a number of Asian funds now on the share register. Starpharma Chief Executive Officer Dr Jackie Fairley will also meet with a number of funds including several existing Asian institutional investors during her visit to the region.

Dr Fairley's presentation will detail recent developments in Starpharma's clinical trial program including progress with VivaGel<sup>®</sup> as both a treatment and preventative product for bacterial vaginosis, partnering activities including the recent deal with Ansell, and development plans for new internal programs including agrochemicals and drug delivery.

A copy of Dr Fairley's presentation is attached.

#### ABOUT STARPHARMA

Starpharma Holdings Limited (ASX:SPL, OTCQX:SPHRY) is a world leader in the development of dendrimer technology for pharmaceutical, life-science and other applications. SPL has two operating companies, Starpharma Pty Ltd in Melbourne, Australia and DNT, Inc in the USA. Products based on SPL's dendrimer technology are already on the market in the form of diagnostic elements and laboratory reagents through licence arrangements with partners including Siemens and Merck KGaA.

The Company's lead pharmaceutical development product is VivaGel<sup>®</sup> (SPL7013 Gel), a vaginal microbicide designed to prevent the transmission of STIs, including HIV, genital herpes and bacterial vaginosis. Starpharma has a licence agreement with Ansell Limited to develop a VivaGel<sup>®</sup>-coated condom, and a licence agreement with Okamoto Industries Inc in relation to the VivaGel<sup>®</sup>-coated condom for the Japanese market. Okamoto is the market leader for condoms sold in Japan, the world's second largest condom market.

Starpharma also has agreements in place with Lilly, Elanco, Stiefel Laboratories (a GSK Company), and Siemens Healthcare as well as many research collaborations with some of the world's leading organisations in the fields of pharmaceuticals, drug delivery, cosmetics and agrochemicals.

A dendrimer is a type of precisely-defined, branched nanoparticle. Dendrimers have applications in the medical, electronics, chemicals and materials industries.

**American Depositary Receipts (ADRs):** Starpharma's ADRs trade under the code **SPHRY** (CUSIP number 855563102). Each Starpharma ADR is equivalent to 10 ordinary shares of Starpharma as traded on the Australian Securities Exchange (ASX). Starpharma's ADRs are listed on International OTCQX, a premium market tier in the U.S. for international exchange-listed companies.

FOR FURTHER INFORMATION						
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#### Forward Looking Statements

This document contains certain forward-looking statements, relating to Starpharma's business, which can be identified by the use of forward-looking terminology such as "promising", "plans", "anticipated", "will", "project", "believe", "forecast", "expected", "estimated", "targeting", "aiming", "set to", "potential", "seeking to", "goal", "could provide", "intends", "is being developed", "could be", "on track", or similar expressions, or by express or implied discussions regarding potential filings or marketing approvals, or potential future sales of product candidates. Such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause actual results to be materially different from any future results, performance or achievements expressed or implied by such statements. There can be no assurance that any existing or future regulatory filings will satisfy the FDA's and other health authorities' requirements regarding any one or more product candidates nor can there be any assurance that such product candidates will be approved by any health authorities for sale in any market or that they will reach any particular level of sales. In particular, management's expectations regarding the approval and commercialization of the product candidates could be affected by, among other things, unexpected clinical trial results, including additional analysis of existing clinical data, and new clinical data: unexpected regulatory actions or delays, or government regulation generally; our ability to obtain or maintain patent or other proprietary intellectual property protection; competition in general; government, industry, and general public pricing pressures; and additional factors that involve significant risks and uncertainties about our products, product candidates, financial results and business prospects. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated or expected. Starpharma is providing this information as of the date of this document and does not assume any obligation to update any forward-looking statements contained in this document as a result of new information, future events or developments or otherwise.



# Starpharma Holdings Limited ASX:SPL OTCOX:SPHRY

# **Corporate Overview**

Macquarie Corporate Day – Hong Kong 1 September 2011

Dr. Jackie Fairley CEO



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# Starpharma Holdings Limited - ASX: SPL

**Investment Summary** 

#### > Two attractive commercial partnerships for VivaGel<sup>®</sup> coated condom:

 VivaGel<sup>®</sup>-coated condom partnered with Ansell (#2 globally) and Okamoto, market leader in Japan

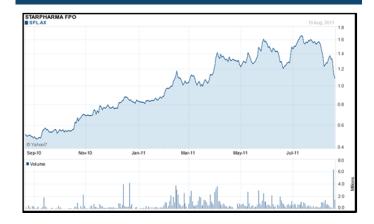
#### > Lead product VivaGel<sup>®</sup> in advanced clinical development:

- 1. VivaGel® for Bacterial Vaginosis (BV)
  - BV Treatment: VivaGel<sup>®</sup> shown to be efficacious in Phase 2; Phase 3 planned
  - BV Recurrence prevention Phase 2 underway
  - Phase 3 Trial for BV Treatment planned 2011/12
- 2. Microbicide Gel for HIV/HSV2/HPV prevention (sexually transmitted infections) in Phase 2

#### > Multiple partnerships for SPL's dendrimers and active BD program:

- Drug delivery deals (announced): Lilly, GSK, Elanco
- Medical technology deals: Siemens, Aldrich, Merck, Qiagen
- Multiple Agrochemical partnerships, including with multi-billion dollar US Co.
- Internal programs in Drug Delivery (docetaxel) and Agrochemicals

<u>19 Aug 2011</u>	
ASX Code	SPL
Share Price SPL AUD	\$1.10
52 Week Range AUD	48c-\$1.69
Shares on Issue	247.8M
Market Capitalisation AUD	~\$272M
Average Mthly Volume: ASX	~15.5M shares
Cash (AUD) 30/6/11	\$18.9M
Major Shareholders	Acorn, Orbis Dow







### Dendrimers – A Highly Versatile, Proprietary "Platform" Technology

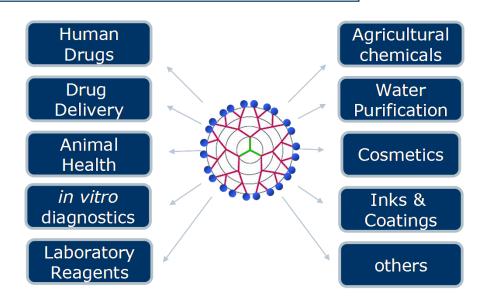
Starpharma's dendrimers are highly branched polymers with versatile commercial applications

Starpharma's dendrimer platform has enabled it to develop:

- > an impressive list of commercial partnerships
- Several, well advanced, independent potential revenue streams
- > An extensive patent portfolio (~100 granted patents)

"Dendrimers have numerous potential applications in healthcare and industry. We see the possibility of <u>lucrative</u> <u>licensing deals</u> from dendrimer projects focused on <u>drug delivery</u>, animal health, agro-chemicals and many more" Southern Cross Equities, 1 Feb 2011

"The numerous commercial options make Starpharma one of the most exciting biotech companies listed on the ASX." Shaw Stockbroking, 3 March 2011







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### Starpharma's Commercial Partnerships

## Starpharma's aim is to partner with market-leading companies







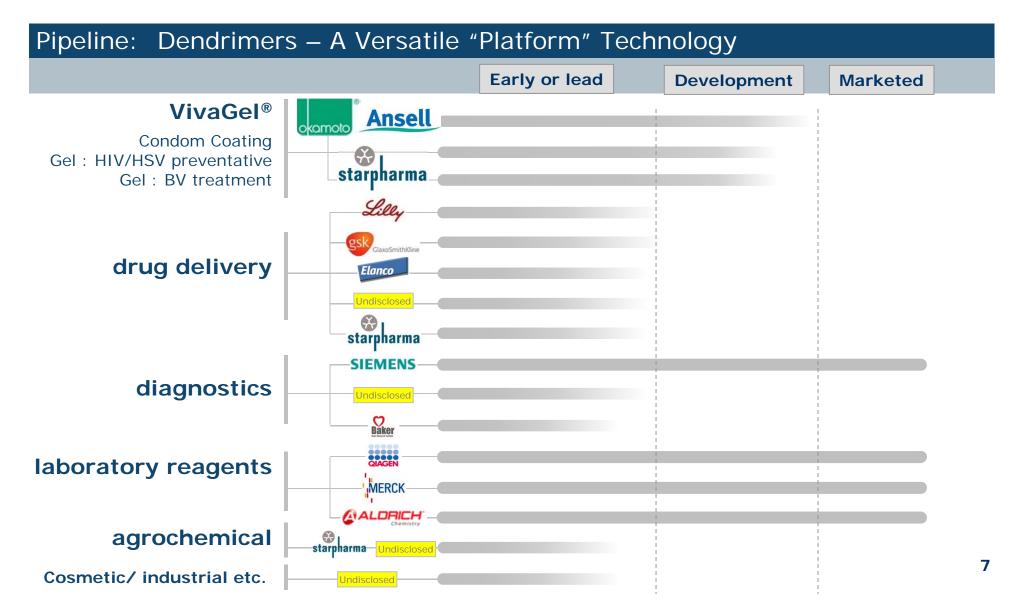
# Starpharma's potential commercial returns

# Starpharma aims to generate a series of parallel revenue streams

Product/Application	Indication/ Product	Commercial Strategy/ Partnering Status	Market Potential USD /Revenue model	
1. VivaGel <sup>®</sup> for Bacterial Vaginosis	<ol> <li><u>BV treatment</u></li> <li>Phase 3 planning</li> <li><u>2. Prevention of</u></li> <li><u>recurrence</u></li> <li>Phase 2</li> </ol>	License at late stage	<ol> <li>BV Treatment: US\$300-350M<sup>1</sup></li> <li>Recurrence market est. &gt;\$1Bi</li> </ol>	
2. VivaGel® (STI)	STI (HIV/HSV2/HPV) Prevention Phase 2	License at late stage	\$3-6Bi <sup>1</sup>	
3. VivaGel <sup>®</sup> Coated Condom	Pre-coated antiviral condom	Partnered with Ansell and Okamoto (Japan)	\$1.1 - \$1.7 Bi <sup>1</sup>	
4. Drug Delivery	Multiple	Multiple Partnered (Lilly, GSK, Elanco, undisclosed) Internal: Docetaxel	Undisclosed/Partner Funded research/downstream returns	
5. Agrochemicals and Industrial	Multiple	Multiple Partnered Programs; Multi-billion dollar US based partner, undisclosed Internal: glyphosate, others.	Undisclosed/Partner Funded research/downstream returns 6	









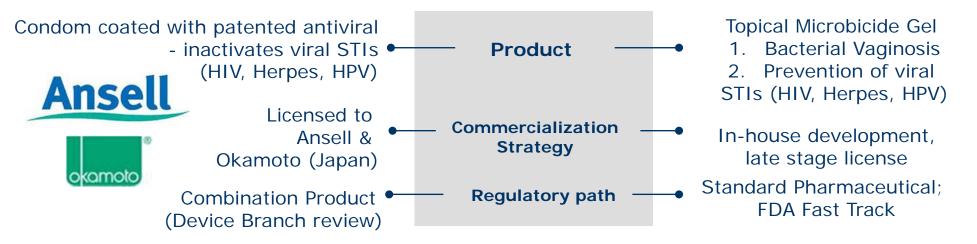
## VivaGel® - 2 Products: Anti-viral Condom Coating and Microbicide Gel

VivaGel<sup>®</sup>-Coated Condom



**VivaGel**®









# VivaGel<sup>®</sup> Condom Coated Partnerships

### Ansell Limited (ASX: ANN) and Okamoto Industries (TSE)

#### Partnership Structure:

- royalties on VivaGel<sup>®</sup> coated condom sales
- Development/registration assistance, milestones
- Enhancement of VivaGel<sup>®</sup> brand

Global Condom Market^						
Total Sales:	US\$3.26Bi^					
Branded:	US\$1.1-1.6Bi					
Growth:	4-5% annually					

Partner	Market Position			
Okamoto TSE (Japan)	<ul> <li>No. 1 in Japan for condom sales (No. 4 globally)</li> <li>~60% Japanese market (est. \$500M)</li> <li>Strong positions in Korea, Taiwan, Malaysia, Singapore, China.</li> </ul>	Global Market Share^ Others 17% 21% SSL/RB Okamoto		
Ansell Limited ASX: ANN	<ul> <li>No. 2 globally in condom sales</li> <li>~20% global share</li> <li>No. 1 in Australia, strong and growth in China, Brazil, India</li> </ul>	9% Church & Dwight Ansell 42%		

source: "^Condoms - a global strategic business report 2006, 2010", Annual Reports and industry data.

Condoms represent a US\$3.26B market; Branded condoms ~\$1.1B





# VivaGel<sup>®</sup> Condom Coated Partnerships

Ansell Limited (ASX: ANN) and Okamoto Industries (TSE)

Partner	Market Position/Share	Majo	r Brands
<u>Okamoto Industries</u> TSE	<ul> <li>No. 1 in Japan with ~60% Japanese market (the 2nd largest condom mkt. Est. ~U\$500M)</li> </ul>	Skinless®	RONCIST DES
ISE	<ul> <li>No. 4 globally; strong positions in Korea, Taiwan, Malaysia, Singapore, China</li> <li>Total company revenues &gt;USD 760M</li> </ul>	<i>003</i> ®	003 003
	No. 2 globally for condom sales	Lifestyles®	Ansell
<u>Ansell Limited</u> ASX: ANN	<ul> <li>20% global share of branded market ~\$1.1Bi</li> <li>No. 1 in Australia; Strong growth in USA,</li> </ul>	SKYN®	zero
	<ul> <li>China, Brazil, India and Eastern Europe.</li> <li>Condom business growing ~18%</li> </ul>	ZERO® Manix®	C Constants

source: "^Condoms - a global strategic business report 2006", Annual Reports and industry data.

Global Branded condom market est. \$1.1-1.6Bi; growing 4-5% pa





# VivaGel<sup>®</sup> - Bacterial Vaginosis (BV) –Treatment and Prevention of Recurrence An Attractive Commercial Opportunity

- The most common vaginal infection worldwide
- 21 million women (~29% women aged 14-49) infected in US, (up to 51% in certain demographics)
- Causes unpleasant discharge, increased risk STIs, linked to preterm birth
- Global market for <u>topical</u> BV treatments alone: approx. US\$300-350M
- Shortcomings amongst current antibiotic treatments:
  - Low cure rates < 50% and high rate of recurrence</li>
  - Adverse effects: toxicity, reaction with alcohol, incompatibility with condoms
- Clinical trials showed BV resolution with VivaGel<sup>®</sup>
- Lab tests show desirable differential action between normal flora (*lactobacilli spp*.)
   & pathogenic bacteria (*G. vaginalis, Bacteroides, Prevotella.*)





## VivaGel<sup>®</sup> - Bacterial Vaginosis (BV) – An attractive Commercial Opportunity

Treatment and Prevention of BV Recurrence – 2 separate market opportunities

Indication	Current Market/est.	Existing therapies	Stage of Development	Commercial Strategy
Bacterial Vaginosis Treatment	US \$300-350M (topical agents alone)	Metronidazole Clindamycin (antibiotics)	<ul> <li>Phase 2 trial complete</li> <li>Phase 3 trial Est. 2H 11</li> </ul>	Late stage Licence
Prevention of BV recurrence	Significantly larger than treatment: Est. > US\$1 Bi.	None approved	Phase 2 Trial commenced Aug. 11 (n~200)	Late stage Licence

#### Benefits of VivaGel® :

Locally acting, not systemically absorbed, selective micro. effect, compatible with latex condoms, lack of toxicity (associated with antibiotics)





### VivaGel<sup>®</sup> - Bacterial Vaginosis (BV) Treatment Phase 2 Trial (n=132)

### VivaGel® Phase 2 Trial meets Endpoints; announced May 2011

Assessment	Time Point	3% SPL7013 Gel	1% SPL7013 Gel	0.5% SPL7013 Gel	Placebo Gel
Clinical Cure^	EOT (2-5d post Rx)	63% ** (P=0.0015)	<b>74% **</b> (P=0.0002)	55% ** (P=0.0098)	22%
	<b>TOC</b> (2-3 wks post Rx)	28% (P=0.1583)	<b>46% **</b> (P=0.006)	23% (P=0.2478)	12%

#### Key Trial Findings:

- VivaGel<sup>®</sup> efficacy met study endpoints, comparable efficacy with conventional antibiotics (35-65%)
- VivaGel rapidly (1-4d) resolved symptoms of BV : discharge (89%) and odour (78%)
- VivaGel<sup>®</sup> well tolerated , Patient satisfaction very high:
  - 83% *extremely satisfied/very/satisfied* \* vs. 35% for placebo
- Trial results support new patent filing; extends VivaGel® protection to at least 2031
- Planning for Phase 3 well advanced; est. late 2011

\*\* Statistically significant result compared with placebo
 ^No abnormal discharge, and ≤ 1 other Amsel's criteria
 \*1% SPL7013







### Advantages of VivaGel® over existing BV treatments

Advantages	VivaGel®	Metronidazole Tablets	Metronidazole Gel, 0.75%	Clindamycin Cream, 2%	
Active Ingredient Not Carcinogenic <sup>†</sup>	✓	×	×	?	
Compatible with Condoms	✓	$\checkmark$	$\checkmark$	×	
No Systemic Absorption	✓	×	×	×	
Sexual Intercourse permitted during use	✓	$\checkmark$	×	×	
Compatible with Alcohol Consumption	✓	×	×	✓	
No Other Significant Warnings / Side Effects <sup>‡</sup>	✓	×	×	×	
Antiviral Activity	$\checkmark$	×	×	×	

† Metronidazole has been shown to be carcinogenic in mice and rats. Clindamycin has not been tested for carcinogenicity in long-term studies in animals but is not genotoxic or mutagenic in other nonclinical studies. ‡ Central and peripheral nervous system effects, such as convulsive seizures and peripheral neuropathy, have been reported in patients treated with metronidazole. Use of clindamycin phosphate is associated with Clostridium difficile-Associated Diarrhoea. Sources: Flagyl® Oral Tablet (metronidazole) Label Information, LAB-0162-5.0, revised August 2010; Vandazole® Vaginal Gel (metronidazole) Label Information, Rev. C 12/2010; Clindesse® Vaginal Cream (clindamycin) Label Information, Revised 12/2010

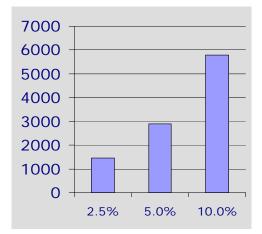




# VivaGel<sup>®</sup> - Microbicide for the Prevention of STIs (HPV, Herpes, HIV)

<ul> <li>Topical vaginal microbicide (+ condom coating)</li> </ul>
<ul> <li>Under development: Prevention of STIs in women Two INDs - HIV and genital herpes (HSV-2)</li> </ul>
Applicator delivered water based Gel
Pharmaceutical grade Dendrimer (SPL7013)
<ul> <li>Receptor mediated; SPL7013 Highly active in HIV, Herpes and HPV(in-vitro and in vivo); active in BV, chlamydia under investigation</li> </ul>
<ul> <li>Phase 2 ; Well tolerated in human trials (n&gt;300)</li> <li>FDA Fast Track Status</li> </ul>
<ul> <li>Industry surveys confirm strong consumer demand for STI Microbicide</li> <li>30 - 40% of female US college students would buy a Microbicide effective against STIs</li> <li>Independent Microbicide market estimates US\$1.5-6 Bi</li> </ul>

#### Estimated Market\* for STI Microbicides in <u>Developed</u> Countries



*Source*: World Bank; UNAIDs; EC AIDS survey; BCG analysis, various analyst and microbicide publications;

\*Key assumptions: 291m women of reproductive age (15-49) in developed countries Unit sale price ~ US\$2; Usage rates according to published data





# VivaGel<sup>®</sup>: Human Papilloma Virus (HPV) Activity

VivaGel<sup>®</sup> has broad activity in HPV strains not currently addressed by existing vaccines

	HPV-5	HPV-6	HPV-11	HPV-16	HPV-18	HPV-31	HPV-45
Genital warts	Cutaneous infection	$\checkmark$	$\checkmark$				
Cervical Carcinoma				$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$
Gardasil <sup>®</sup> (CSL/Merck)	×	✓	$\checkmark$	$\checkmark$	$\checkmark$	×	×
Cervarix <sup>®</sup> <sub>GSK</sub>	×	×	×	$\checkmark$	$\checkmark$	×	×
VivaGel <sup>®</sup> SPL7013*	$\checkmark$	~	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$	$\checkmark$

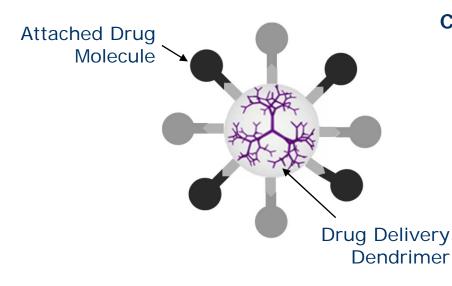
\*In-vitro results obtained at NCI and University of Queensland





## Dendrimers for Drug Delivery

Advantages include - reduced toxicity, less frequent dosing and new patents



### Capabilities of Starpharma's Technology include:

- Product lifecycle management ( extend patent life)
- Improved efficacy of drugs
- Extension of drug half-life
- Reduced toxicity
- Active or passive targeting (e.g. EPR\*)
- Improved solubility of drugs
  - Drug "rescue"

\*enhanced permeability & retention effect

### Starpharma's Delivery Partnerships:

- Eli Lilly and Company human pharmaceuticals
- Stiefel Labs. Inc (a GSK company) Dermal
- Lilly's Animal Health Division , Elanco
- Various additional, early stage





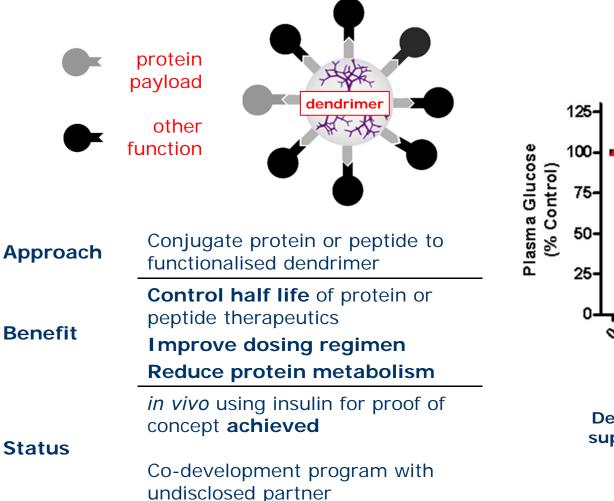




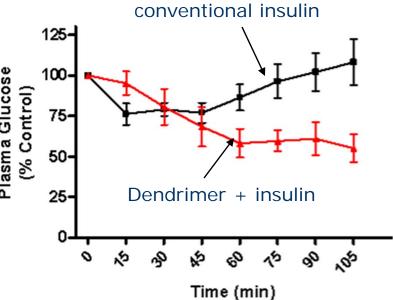


## Dendrimers for Drug Delivery - Proteins and Peptide Drugs

Longer half life – less frequent dosing



In vivo mouse model



Dendrimer insulin shows prolonged suppression of blood glucose *in vivo* 

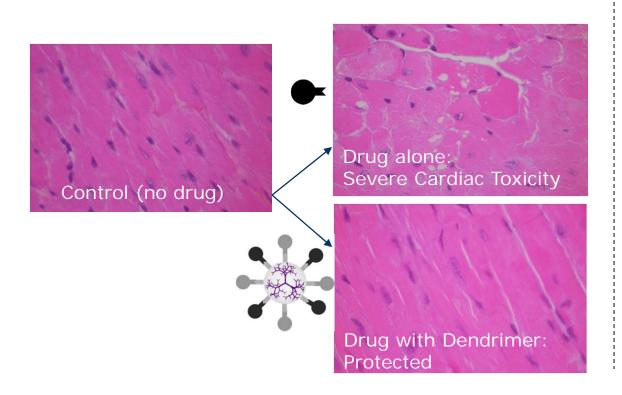




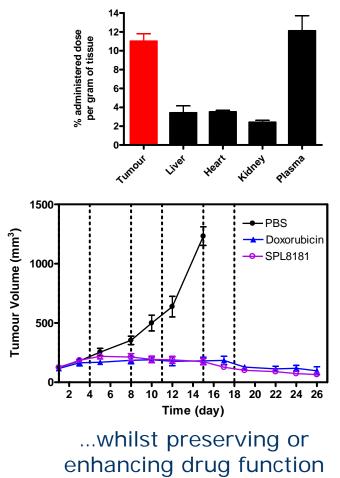
# Dendrimers for Drug Delivery

Efficacy - with reduced toxicity

Cardiac toxicity of one of world's most widely used cancer drugs (doxorubicin) reduced markedly



#### Mouse Tissue Deposition







# Drug Delivery: Potential to create significant value

Examples of companies which have created value through drug delivery

		Company	Valuation	Therapeutic Focus	Value driver				
VivaGel®		Abraxis			Abraxane : global sales >USD 300M. (a nanoparticle,				
Condom Coating		Bioscience <u>Nasdaq</u> : ABI 1 ^	Bioscience Nasdag: ABI1 ^ ^Acquire	US\$2.9Bi ^Acquired by Celgene June 2009	Oncology	Water soluble formulation of paclitaxel)	Paclitaxel (Taxol®) & water		
Drug Delivery Platform					Wider application to other therapies	(12000) 0 1200			
Agrochemicals					Nektar	US\$1.35Bi	Oncology CNS Autoimmune	Pipeline and portfolio of novel products based on polymer delivery platform	
Diagnostics		Therapeutics <u>Nasdaq</u> : NKTR	(Market Capitalisation)	Anti-infective Other	Partnerships with top tier biopharmaceutical				
Specialty Chemicals					companies	Paclitaxel-Dendrimer Water solubility > 9000x greater			





## Dendrimers for Drug Delivery

Lead Candidate: Docetaxel

- Docetaxel (Taxotere<sup>®</sup> Sanofi Aventis) is used to treat breast, lung and prostate cancer (US\$3Bi, 2010)
- Starpharma Technology has enabled dramatic improvement in solubility (2,000 – 8,000 fold)
- Solubility enhancements potentially enabling development of novel improved formulations with forecast reduction in toxicity
- New formulation may not require premedication with high doses of cortisone
- Improved Docetaxel analogous to reformulated Abraxane (nanoparticle water soluble form of paclitaxel) US\$ 300M in 2009
- New patent filed incorporating recent docetaxel data







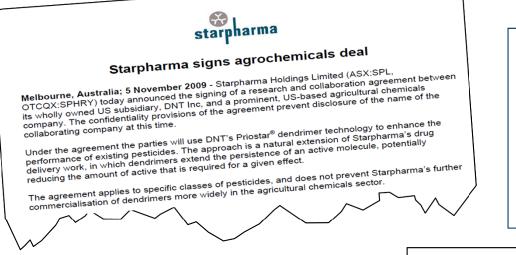
# Top ten Injectable Cytotoxics – 2009

Brand	Molecule	Innovator Company	2009 Sales (\$ M USD)
Taxotere	Docetaxel	Sanofi Aventis	2,140
Eloxatin	Oxaliplatin	Sanofi Aventis	1,484
Alimta	Pemetrexed	Eli Lilly	1,306
Gemzar	Gemcitabine	Eli Lilly	1,107
Doxil/ caelyx	Pegylated doxorubicin	JnJ / Merck	384
Camptosar	Irinotecan	Pfizer	329
Abraxane	Albumin bound paclitaxel	Celgene	310
Vidaza	Azacitidine	Celgene	299
Taxol	Paclitaxel	BMS	292
Treanda	Bendamustine	Cephalon/ Astellas	241





# **Dendrimers in Agrochemicals**



- Extension of drug delivery technology
- Valuable new opportunity for dendrimers
- Agrochemicals market US\$124B (Pesticides US\$35.8B)
- Faster development than pharmaceuticals
- One agreement announced Nov. 2009 a number of discussions in progress



Model demonstrating multiple points of attachment

Dendrimer can enhance the performance of existing agrochemicals

- Adhesion to difficult surfaces
- Extension of effect/ Controlled release
- Solublising
- Protection of Actives
- Sequestration





### Dendrimers in Agrochemicals – generics offer a number of attractive candidates

Program involves applying SPL's dendrimer technology to various generic agrochemical agents

#### Leading Generic Agrochemicals#

Active Ingredient	Activity	Market Value (\$M USD)
<mark>Glyphosate</mark>	Herbicide	5000
Imidacloprid	Insecticide	1000
Acephate	Insecticide	350
Pendimethalin	Herbicide	350
Acetochlor	Herbicide	300
Chlorpyrifos	Insecticide	300
Trifluralin	Herbicide	300





#### Dendrimers in Agrochemicals

#### Initial Results: Improvement of Glyphosate and other actives

Starpharma's initial results - announced July 2011:

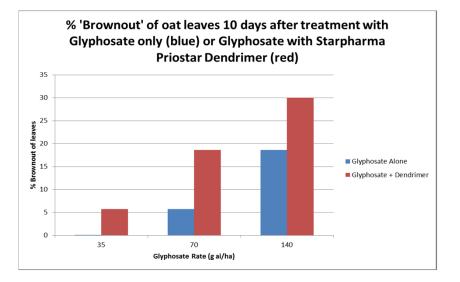
- Glyphosate (e.g. Roundup<sup>®</sup>) effectiveness measured using "brownout" (rate of vegetation dying off)
- Starpharma's dendrimers improved performance of glyphosate by ~160-320% compared to glyphosate alone
- Glyphosate market is US\$5BN globally

Additional work also undertaken on key actives including:

- Imidacloprid (e.g. Confidor<sup>®</sup>) globally US\$1 Bi
- Trifluralin (e.g. Treflan<sup>™</sup>) globally US\$300 M

Other results include:

- solubility enhancement
- Modification of soil penetration properties









# Starpharma's potential commercial returns

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3. VivaGel <sup>®</sup> Coated Condom	Pre-coated antiviral condom	Partnered with Ansell and Okamoto (Japan)	\$1.1 - \$1.7 Bi <sup>1</sup>
4. Drug Delivery	Multiple	Multiple Partnered (Lilly, GSK, Elanco, undisclosed) Internal: Docetaxel	Undisclosed/Partner Funded research/downstream returns
5. Agrochemicals and Industrial	Multiple	Multiple Partnered Programs; Multi-billion dollar US based partner, undisclosed Internal: glyphosate, others.	Undisclosed/Partner Funded research/downstream returns <b>26</b>





**Investment Summary and Financials** 

#### Starpharma has:

- A highly versatile, proprietary technology
   platform with extensive patent portfolio
- An impressive list of existing commercial partnerships and an active ongoing commercialisation effort
- > Near term commercial and clinical milestones
- Several well advanced potential revenue streams
- A sound financial position and experienced management team

	FY 2011 AUD \$M
Total revenue and income	3.3
Net loss after tax	8.9
Cash outflow from operations	(6.5)
Net share capital proceeds	3.6
Net cash burn for the year	(3.9)
Cash at bank (30/6/11)	18.9

