



# 2013 Annual General Meeting

**Tuesday 29 October 2013**  
**Sydney Australia**

SIR-Spheres® is a registered trademark of Sirtex SIR-Spheres Pty Ltd

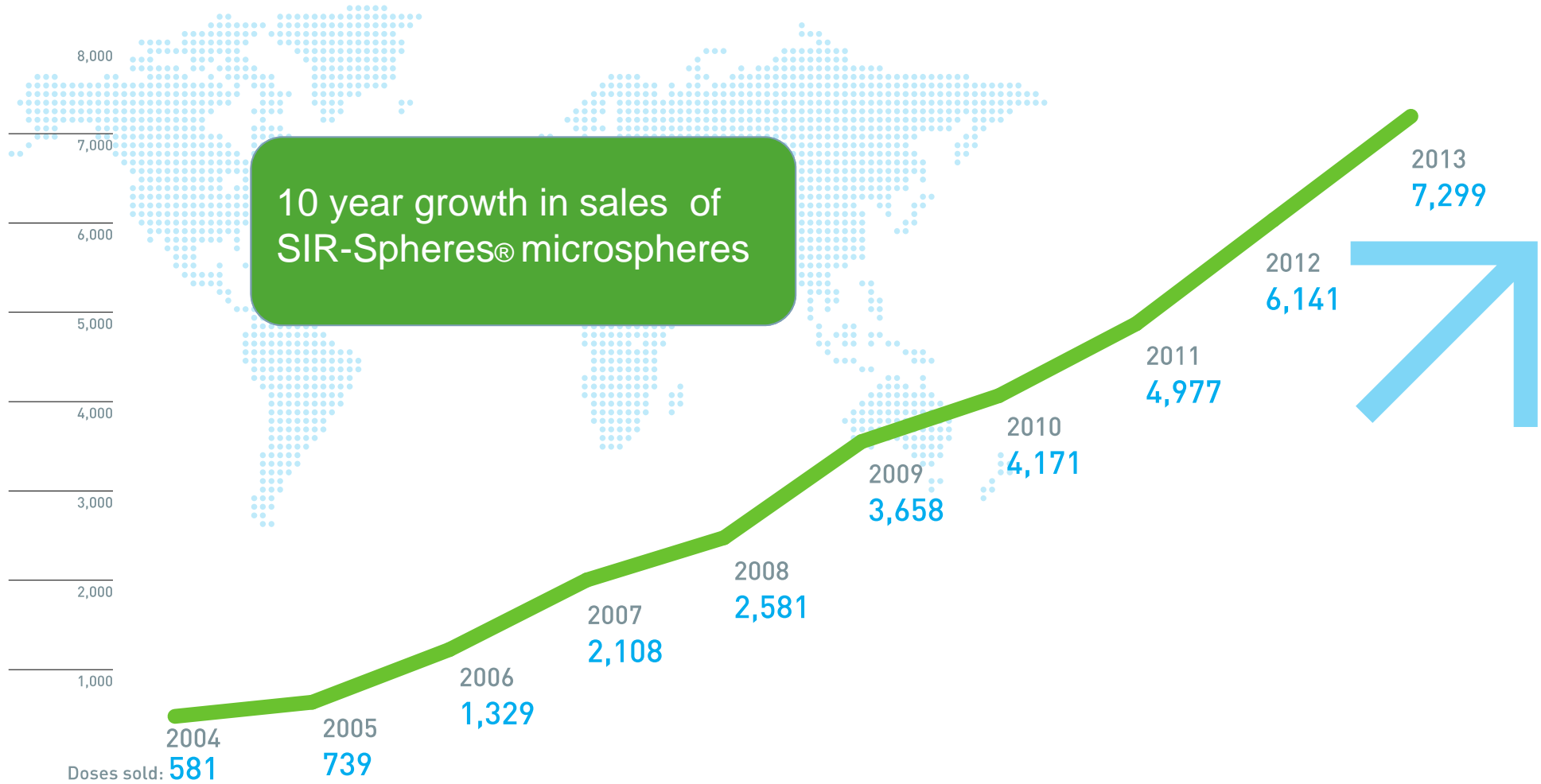
# 2013 Annual General Meeting

**Mr Gilman Wong**  
**Chief Executive Officer**



SIRTeX

# A decade of performance and growth

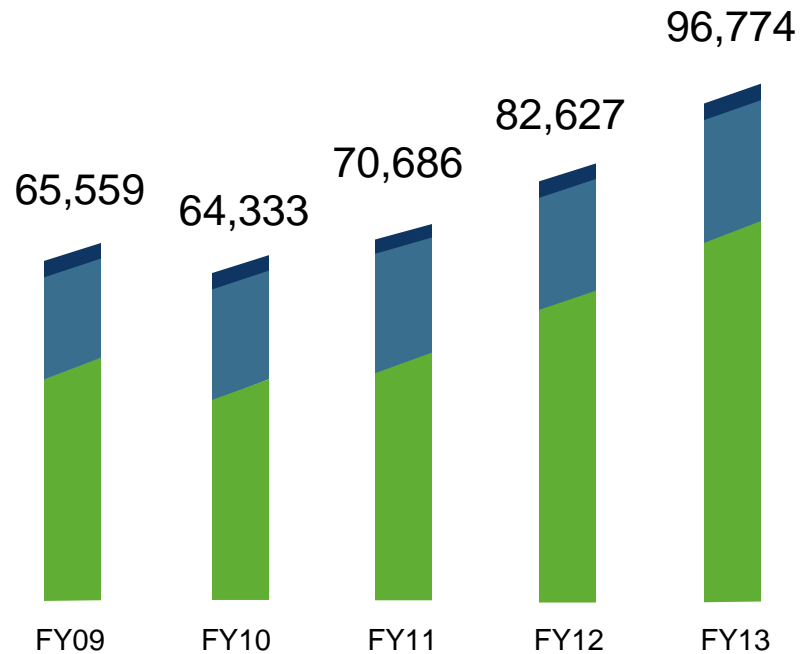


SIRTeX

# FY2013 Growth in Revenues and Dose Sales

## Sales revenue

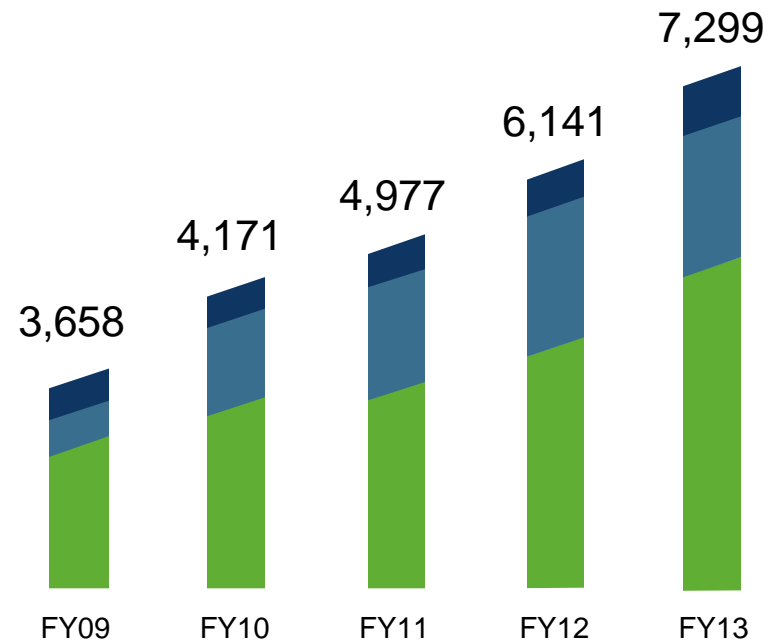
\$ thousands



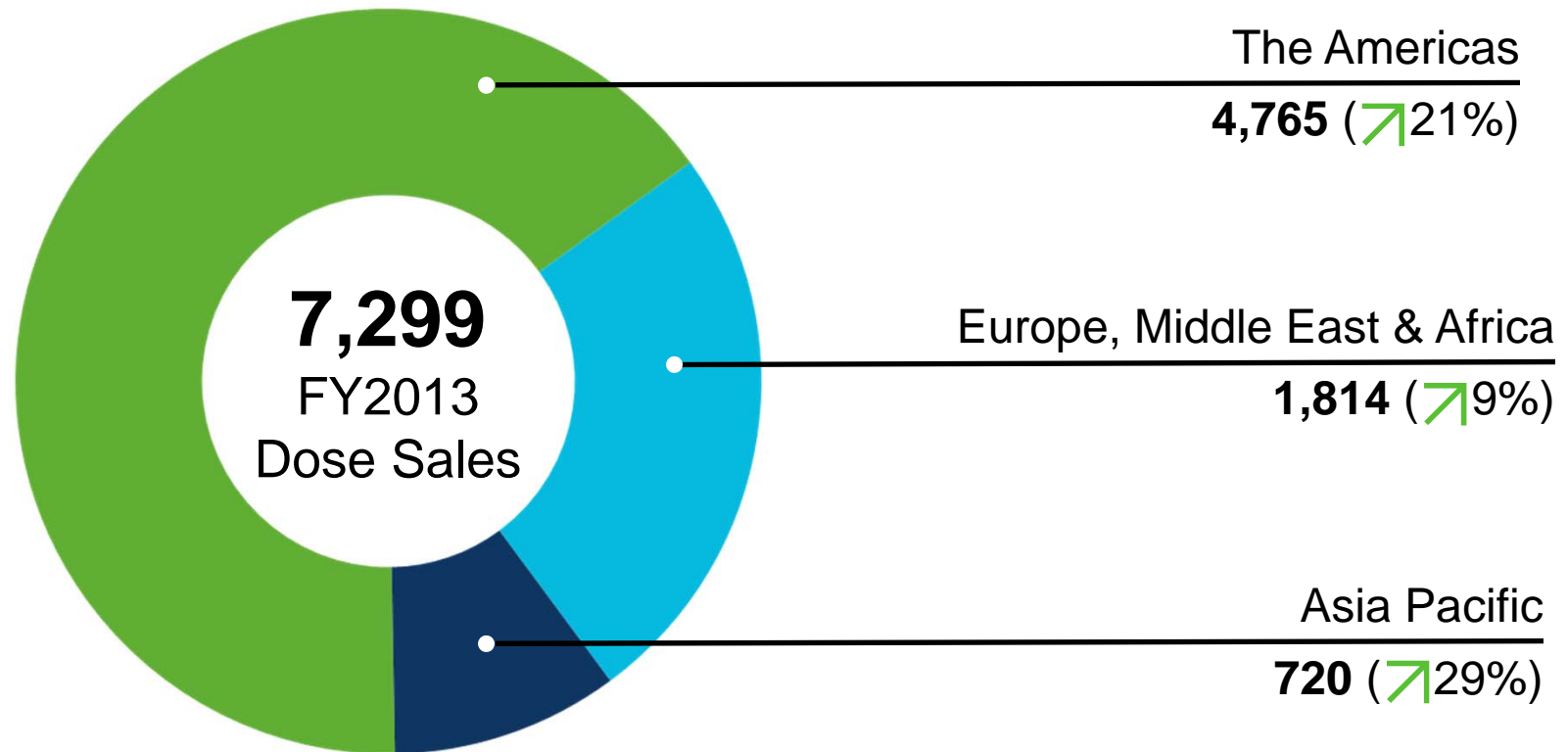
## Dose sales

Number of units

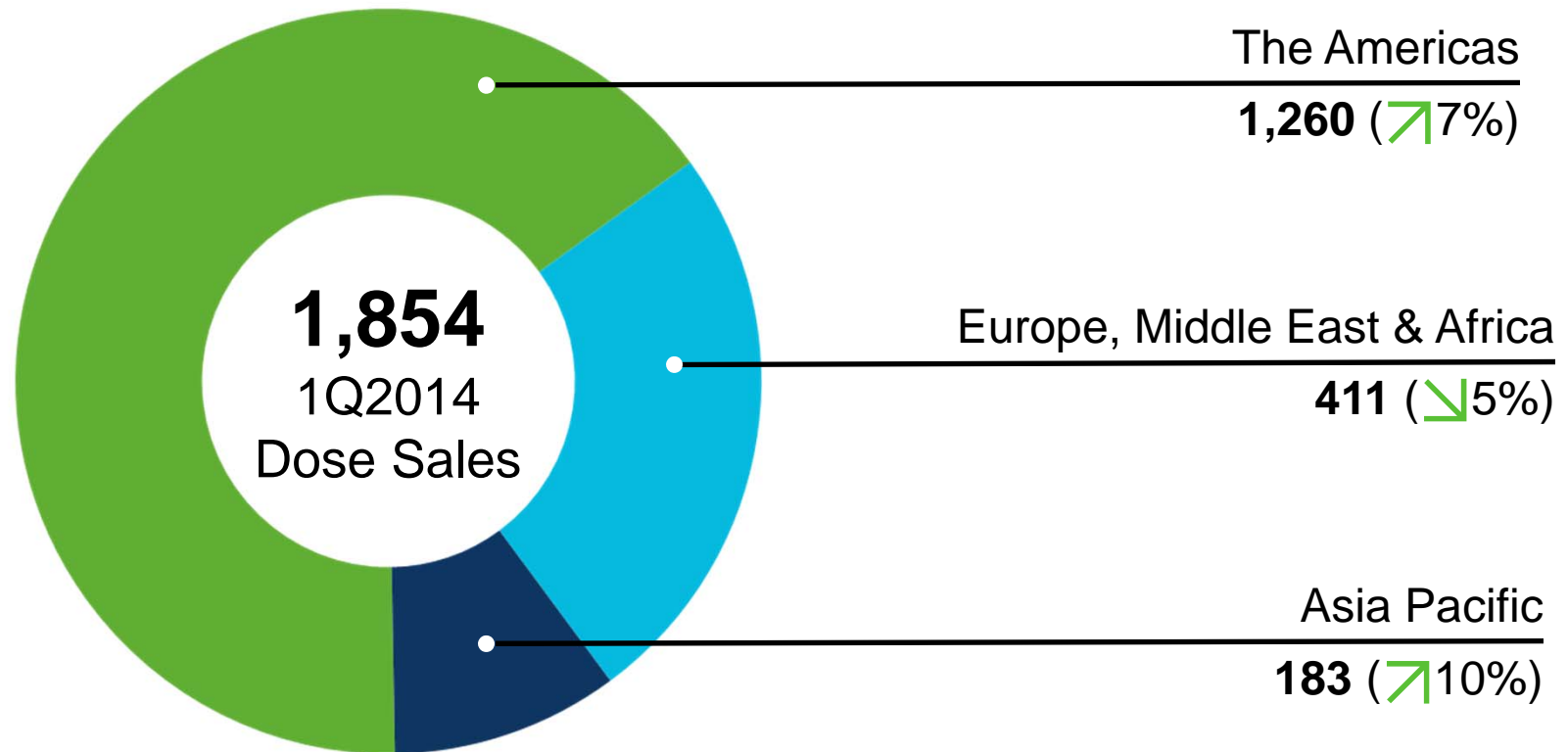
5 year CAGR 23%



# FY2013 Geographic Split of Dose Sales



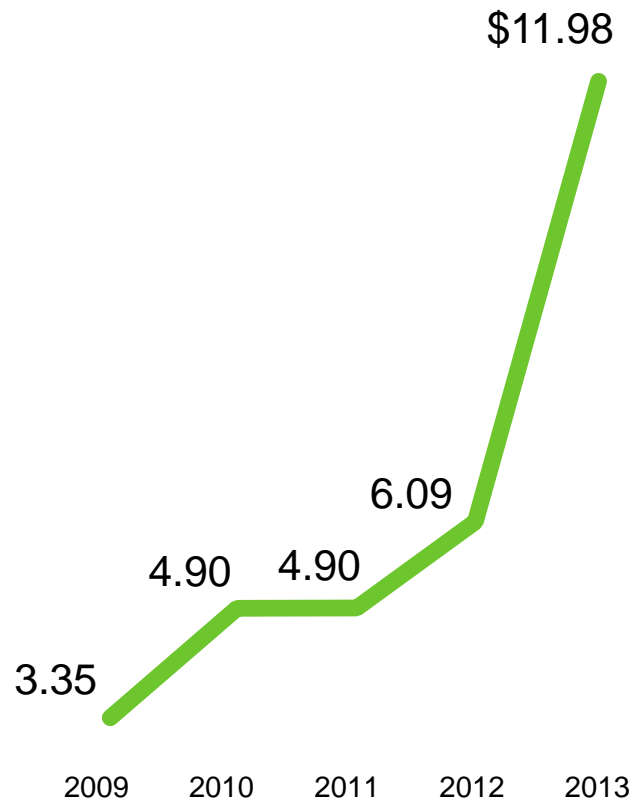
# 1Q 2014 Geographic Split of Dose Sales



# FY2013 Share price performance

## Share price

\$ (at 30 June each year)

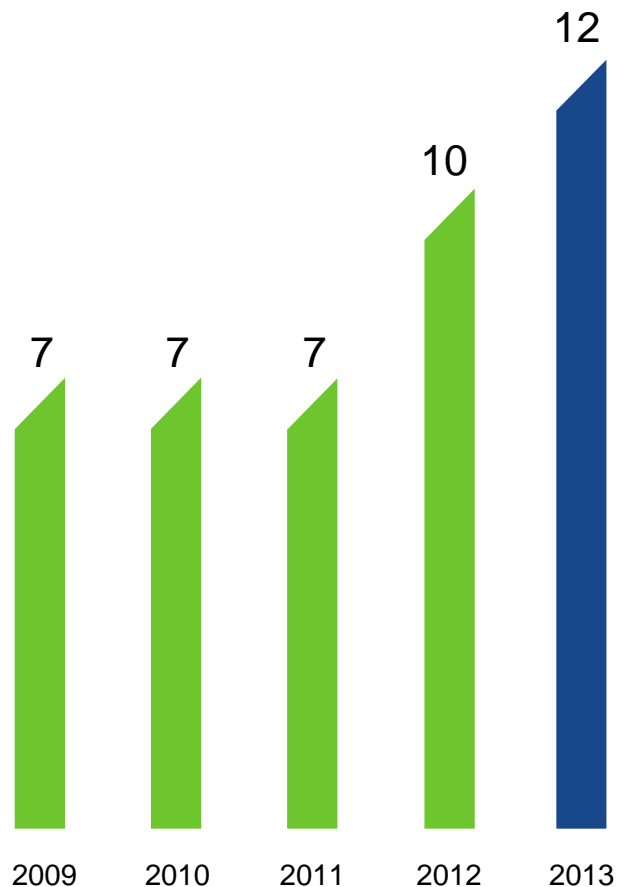


- Reflects achievement of clinical and commercial milestones
- Record dose sales in key markets
- German study shows doubling of overall survival rates
- Global manufacturing capacity to triple by 2015
- Entered S&P-ASX 200 Index
- SIRFLOX recruitment complete
- 36 consecutive quarters of growth



# Fully Franked Dividend

## Dividends per share Cents



- Fully franked dividend of 12 cents per share announced 4 October
- Reflects confidence and strength in long-term business growth
- 20 per cent increase on 2012
- Sirtex will return \$6.7million to shareholders this year
- Sirtex has returned \$23.9 million cash to shareholders since 2009







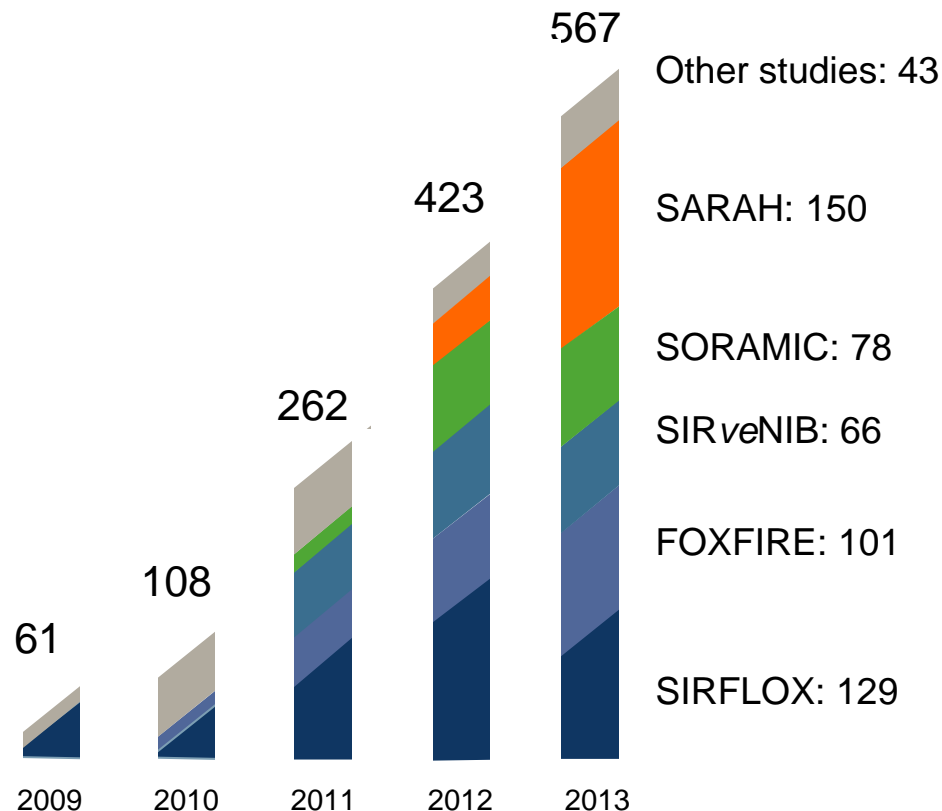
# *2020 VISION*



# 2020 Vision: Investment in clinical programs

## Global clinical study recruitment

Patients recruited @ FY2013



- Patient recruitment continues to accelerate. At the end of 1Q2014 recruitment rates were:
- SARAH **53.5%** complete
- FOXFIRE Global **56%** complete
- SORAMIC **47.5%** complete
- SIRveNIB **54%** complete
- **700+** peer review papers to date
- Evidence and awareness driving growth in clinical use globally.
- SIRFLOX results due late CY2014

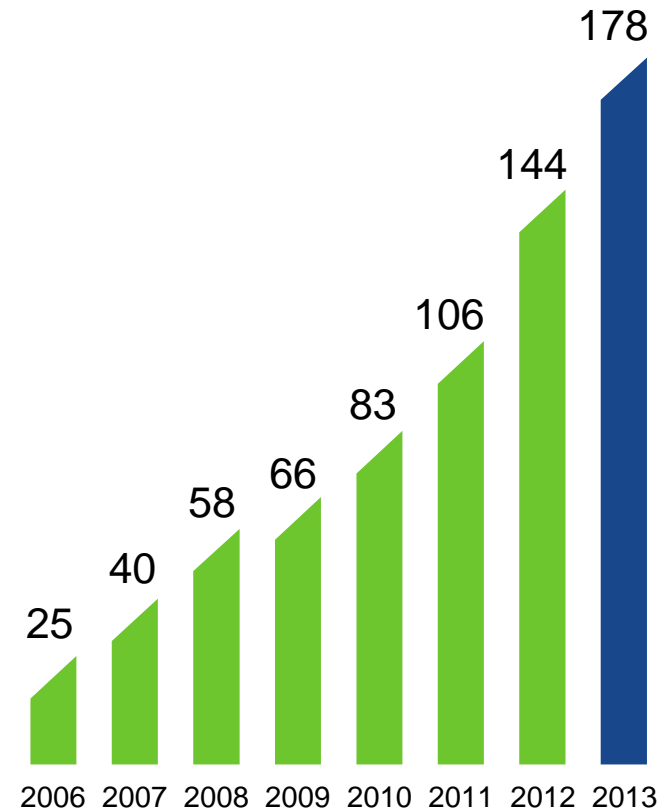




# 2020 Vision: Investment in people

- Our people are another key pillar for expansion and growth
- Internal focus on skills development, leadership training to equal the best
- Remuneration policies ensure we attract and retain the best people
- Sirtex has high staff retention levels
- Head count will continue to grow in key areas such as clinical, sales and marketing support to bolster capability and capacity for growth.

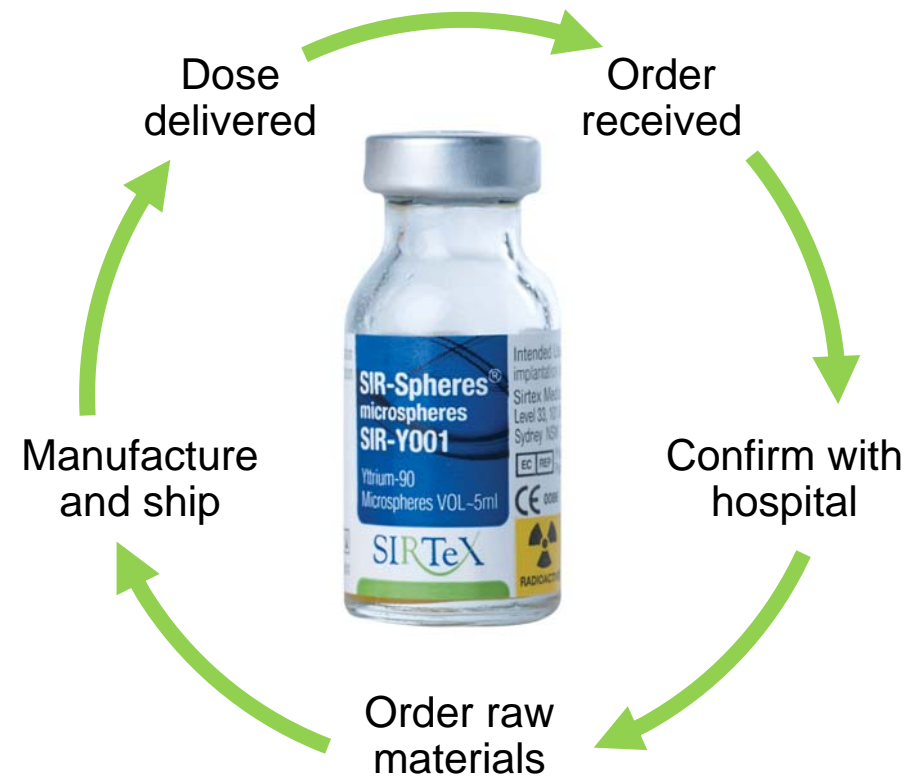
## Growth in employee numbers Since 2006



# 2020 Vision: Investment in manufacturing and logistics

- Capacity to deliver and distribute our product to customers anywhere in the world within very short time frames
- A valuable global supply chain capable of delivering a range of products and services to our growing customer base
- Provides a solid foundation for expansion and global growth
- SIR-Spheres microspheres are delivered on time to customers at 600 hospitals in over 30 countries.

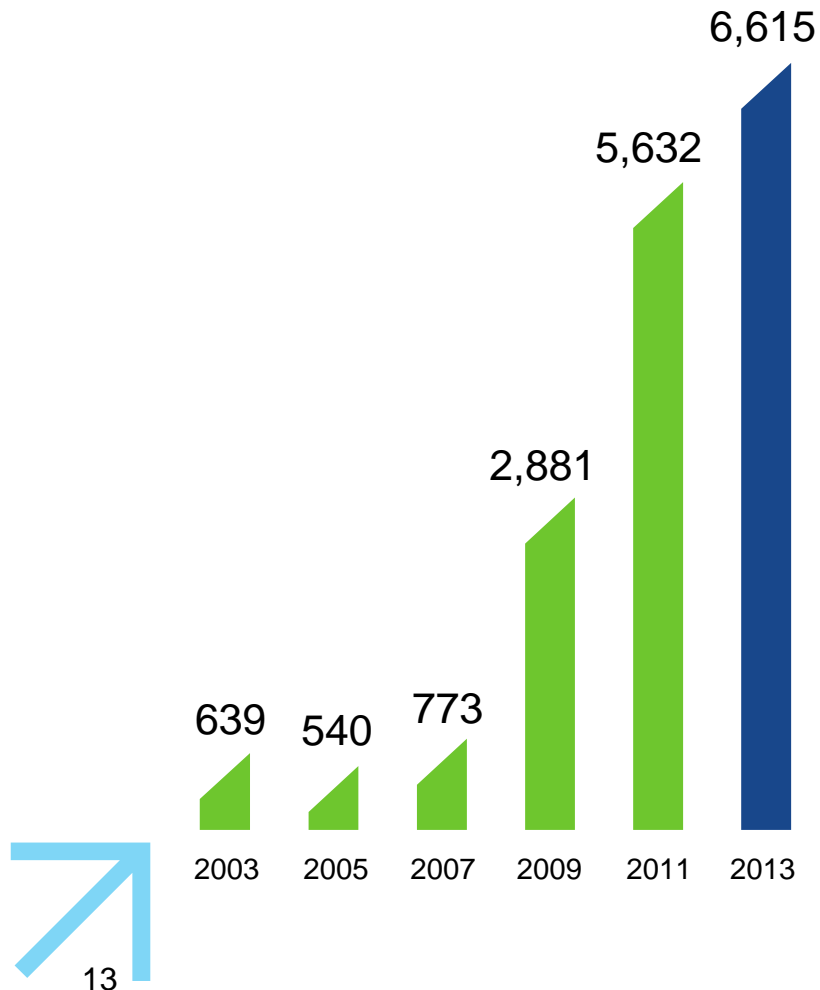
SIR-Spheres microspheres are made to order and delivered to customers within 72 hours



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# 2020 Vision: Investment in Research and Development

## R&D Commitment Investment in R&D



- Focus is to translate ‘good ideas’ into commercial global products
- New SIR-Spheres microspheres delivery apparatus to begin testing in 2014
- Multiple active collaborations worldwide with leading institutions
- New master research agreement with National Cancer Centre of Singapore and SingHealth.
- Australian National University Sirtex Professorial Chair.

# A very positive outlook

## **Sirtex has delivered a decade of growth and performance**

- FY2013 another year of record dose sales (7,299) and revenues (\$100 million)
- Dividend of 12 cents underlines our confidence in the business and future growth
- In December 2012, Sirtex entered the S&P-ASX 200

## **2020 Vision Strategy delivering platform to launch our next growth step**

- Global manufacturing capacity set to triple by 2015
- SIRFLOX (mCRC) level one clinical data on schedule for release late calendar 2014
- SARAH (HCC) level one clinical data on schedule for release late 2015

## **Sirtex is positioned to deliver another decade of growth and performance**

- Evidence and awareness are unlocking clinical growth
- Market opportunities exist outside current indications for SIR-Spheres microspheres
- Pipeline of innovations and new products will fuel long term growth and value creation over many years.





Thank You







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