



# Starpharma Holdings Limited

ASX:SPL  
OTCQX:SPHRY

**Web conference for Australian Healthcare Companies**

24 June 2009

Dr Jackie Fairley CEO



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 presentation 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.



## Company Overview

- World leader in nanomedicine - developing dendrimer products for pharmaceutical and life-science applications
- ASX and OTCQX listed; operations in Australia & USA
- Lead product VivaGel® in clinical development under IND to prevent HIV and Genital Herpes
- Deep pipeline of dendrimer programs - drug delivery, siRNA delivery and drug optimisation
- Commercial relationships for technology with companies including Dade Behring (Siemens), SSL plc, Elanco (Eli Lilly), EMD Merck, Sigma Aldrich, Stiefel Inc., Qiagen
- Largest shareholders include Dow Chemical Co., Acorn, Platinum LLC; ~22% US shareholding



### Starpharma Holdings Limited (1/6/09)

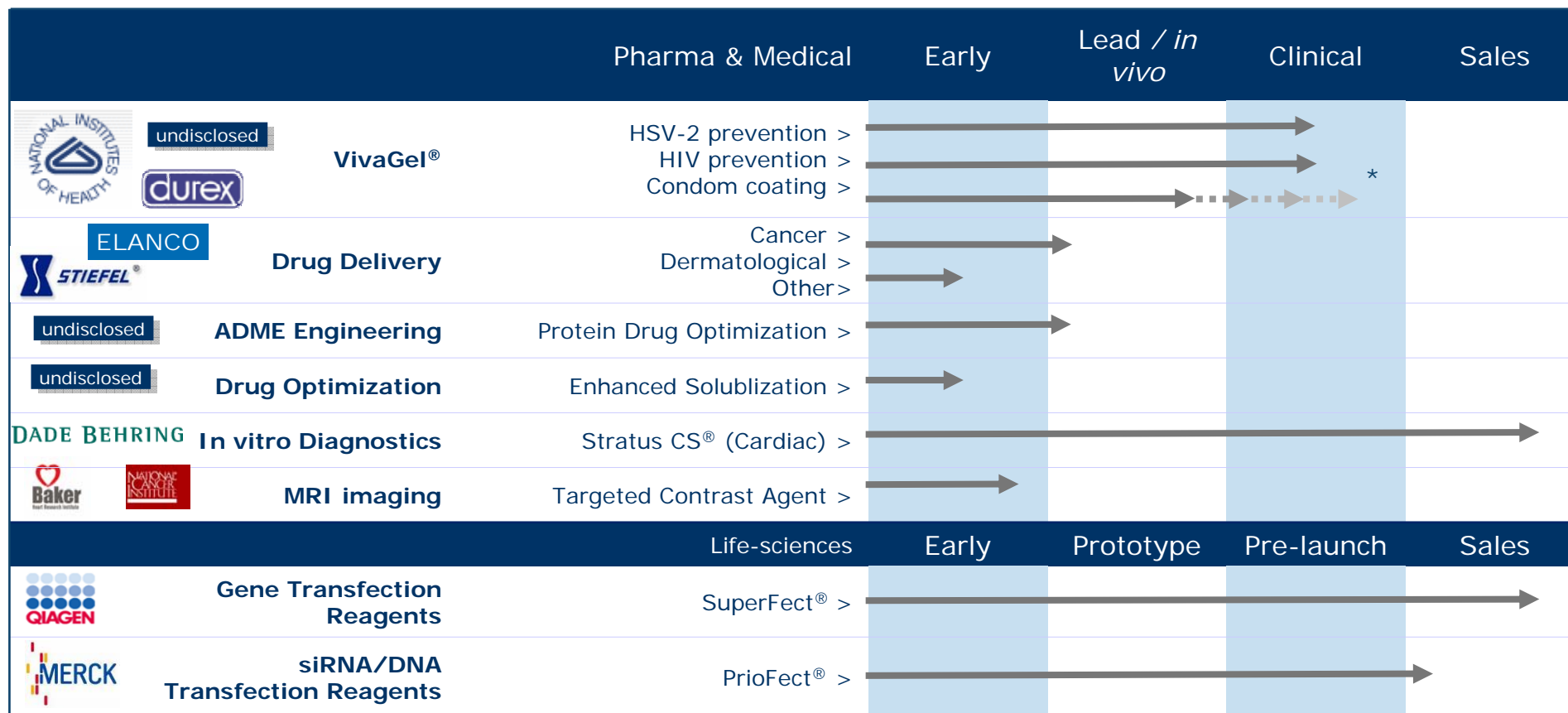
ASX Code	SPL
Level 1 ADR (OTCQX)	SPHRY
Share Price SPL AUD*	32c
Shares on Issue	207.2M
Market Capitalisation AUD	~ \$65M
Average Mthly Volume: ASX	~2M shares
Average Mthly Volume: OTCQX	~1.1M shares#
Cash on Hand AUD	~\$12M*

\* After May 09 equity raise  
# 1ADR = 10 ASX shares

Starpharma is a world leader in the development of dendrimer products for pharmaceutical, life-science and other applications



## Pharmaceutical and Life Sciences Product Pipeline



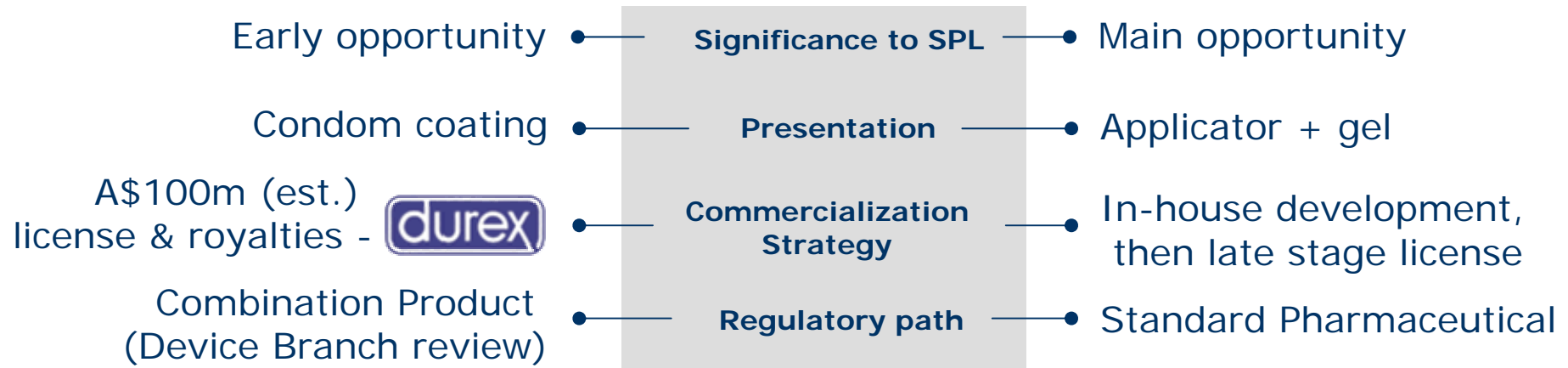
\*Condom coating: accelerated development program



***“ An HIV vaccine may never be found”***  
 Professor Baltimore, Nobel Prizewinner and authority on HIV.  
 The Times February 2008

**VivaGel® - for the Prevention of Sexually Transmitted Infections (STIs)**

Two Products in Development





## VivaGel<sup>®</sup> Condom Coating License Agreement with Durex<sup>®</sup> - September 2008

Estimated total receipts in excess of A\$100m

### ▪ Starpharma to receive:

- royalties on SSL sales
- milestones
- development assistance

### ▪ Value to Starpharma:

- Estimated receipts in excess of A\$100m
- Nearer term revenue potential (device route)
- Enhancement of VivaGel<sup>®</sup> brand
- Commercial validation of VivaGel<sup>®</sup> and microbicides

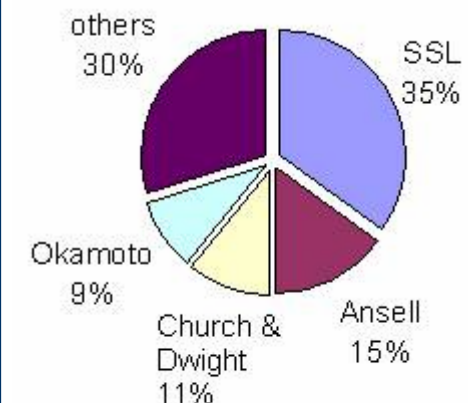
### ▪ SSL International plc to market near-globally

- Durex<sup>®</sup> brand (#1 globally)
- Now ~40% share of global market,
- Sell in more than 100 countries,
- Experience with other coated condoms regulatory approval

### Condom Market at a Glance

Total Sales: US\$3.26B (2006)  
Top 4 sales: 70% of total  
Sales Growth: 4-5% annually

**Chief Factor in growth:**  
awareness of AIDS and STIs



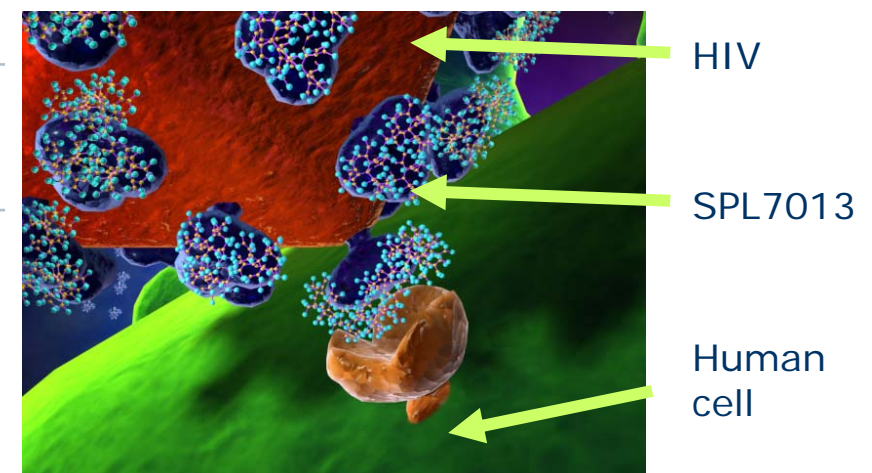
source: "Condoms - a global strategic business report 2005"

Condoms represent a US\$3.26B market; VivaGel<sup>®</sup> offers a premium product



## VivaGel<sup>®</sup> - Microbicide for the Prevention of HIV and Genital Herpes

<b>Product</b>	Topical vaginal microbicide (+ condom coating)
<b>Indications:</b>	Under development: Prevention of STIs in women Two INDs - HIV and genital herpes (HSV-2)
<b>Presentation:</b>	Applicator delivered Gel (or coating for condoms)
<b>Active:</b>	Pharmaceutical grade Dendrimer (SPL7013)
<b>Mechanism:</b>	Dendrimer inactivates HIV and HSV-2 Binds to receptors on the virus; blocks cell entry
<b>Motivation:</b>	Vaccines & condoms ineffective; Significant and growing recognition that microbicides offer best prevention option
<b>Other:</b>	Fast Track Status; >\$26M NIH support Highly active in HIV & Herpes in stringent animal models Potent contraceptive activity in animals Activity shown in HPV; other pathogens under investigation





## Portfolio: Drug/Protein Delivery

**Concept:** Conjugation of drug to dendrimer to improve delivery and pharmacokinetic properties

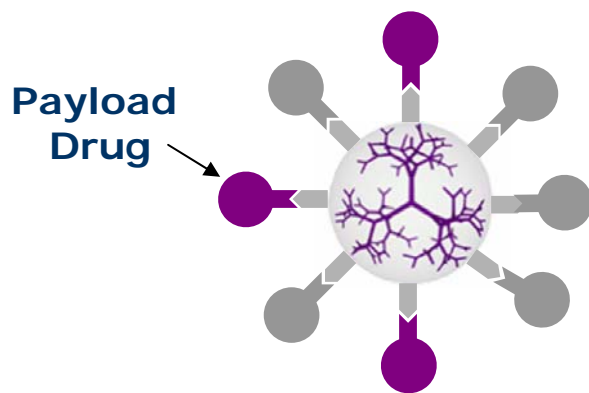
**Dermal Research Collaboration : Stiefel Laboratories Inc**



**ELANCO**

**May 2009: Deal signed with Elanco (division of Eli Lilly & Company)**

**Opportunity for further deals**



### **Applications include:**

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

\*enhanced permeability & retention effect



## Share Performance v's ASX Small Ordinaries Index (XSO) – 1 year



## VivaGel Condom Coating – SSL Market Share Boosted by Russian Acquisition

- SSL condom sales grew by 5.5% to March 2009
- SSL recently increased stake in leading Russian/CIS condom company, BLBV
- Acquisition increased SSL's condom sales by 20% and global market share to ~40%



**starpharma**

### Shareholder Update: June 2009

Welcome to the latest edition of Starpharma's Shareholder Update, a periodic newsletter designed to keep our shareholders informed of recent company developments.

This edition of the Starpharma Shareholder Update details important recent developments for Starpharma including:

- Successful \$7.1 million capital raising taking the company's cash reserves to approximately \$12 million;
- The increased global market share of SSL International, our partner for the VivaGel® -coated condom;
- The signing of a deal with Eli Lilly's animal health company Elanco; and
- Starpharma's DNT becomes cash flow positive.

#### Starpharma's partner SSL International strengthens position in global condom market

Starpharma's partner for the VivaGel® -coated condom SSL International (LSE: SSL), owner of the world's leading condom brand Durex®, has strengthened its position in the global condom market with news that it has acquired majority ownership of two market leading companies in Russia and Eastern Europe.

once the VivaGel® -coated condom is launched. Under the agreement with SSL, Starpharma receives milestone payments and royalties on SSL sales of product.

Despite current general economic conditions, SSL has continued to grow, particularly in the condom market with its sales of Durex® condoms increasing by 5.5% for the year end March 31 2009. Furthermore the company has demonstrated that it is committed to growth through innovation. SSL CEO Garry Watts said:

*"By growing sales of our brands through innovation... we are now aiming at a new target for the three years to March 2012 of growing Earnings per Share by at least 50%."*

SSL's continued growth and commitment to innovative products is extremely positive for Starpharma.

This move secures SSL greater coverage in the vast Russian condom market in which one of these companies has an estimated 60% market share. This is great news for Starpharma, says CEO Dr Jackie Fairley.

*"As we continue to work with SSL to finalise development of the VivaGel® -coated condom, the capture of additional market share by SSL is a very positive development. Anything that strengthens SSL's market access for the product will impact favourably on Starpharma's returns."*

In its preliminary results for the year ending 31 March, SSL said the estimated full year impact would have been to increase sales by over £110 million, with branded condoms and lubricants sales representing approximately 50% of this amount. This development represents a significant boost for Starpharma's exposure to the market

#### Starpharma adds \$7 million to balance sheet

Starpharma has successfully raised \$7.1 million in capital with the completion of a share placement to institutional and sophisticated investors, together with proceeds raised from its share purchase plan (SPP). (cont. pg 2)

1

## Value Drivers for Starpharma

### VivaGel®

- Complete Expanded Safety/IIa trial trials; advance to HIV & Herpes efficacy trials
- Investigate other potential applications e.g. Bacterial Vaginosis, HPV, Chlamydia
- Advance development; undertake Phase II trial in Bacterial Vaginosis

### VivaGel® Condom coating

- Complete co-development with SSL plc
- Regulatory filings for VivaGel® coated condom
- Growth of SSL's position in the global condom market



### Expand Dendrimer-based Commercial Relationships and programs

- Establish further commercial partnerships for pharmaceutical applications
- Execute deals and advance collaborations - pharmaceuticals, siRNA delivery, diagnostics
- Investigate potential for SPL7013 as hyaluronidase inhibitor
- Advance selected other partnerships & applications eg. animal health, water remediation, cosmetics





## Starpharma Holdings Limited

ASX: SPL

OTCQX: SPHRY

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