



ASX / MEDIA RELEASE

24th August 2016

FY16 Net Profit After Tax Increases 32.8% to \$53.6 Million

- Global dose sales increased 16.4% to 11,931 units
- Revenue from sale of goods increased 32.0% (up 16.9% constant currency) to \$232.5 million
- Earnings per share increased 31.3% to 93.7 cents
- Final dividend per share increased 50.0% to 30.0 cents
- Operating cash flow increased 25.5% to \$65.2 million
- Cash and Cash equivalents increased 44.7% \$107.0 million

Sydney, Australia; 24th August 2016 - Sirtex Medical Limited (ASX: SRX) is pleased to report a record full year Net Profit After Tax (NPAT) of \$53.6 million for the period ended 30th June 2016, representing an increase of 32.8 per cent compared to the previous corresponding period (pcp).

Mr Gilman Wong, Chief Executive Officer of Sirtex Medical commented “This record profit result once again highlights the continued execution of our strategies that seek to expand our global footprint, build clinician awareness and referrals, and increase reimbursement coverage for patients suffering from liver cancer. Our core SIR-Spheres[®] Y-90 resin microspheres business represents a long term growth opportunity for Sirtex, given our FY16 dose sales imply we have only penetrated approximately 2% of our annual addressable market opportunity, globally.”

Full Year Financial Highlights

	FY 2015 \$'000	FY 2016 \$'000	% change
Dose sales	10,252 units	11,931 units	+ 16.4%
Revenue from sale of goods	176,088	232,492	+ 32.0%
EBITDA	53,258	74,366	+39.6%
Profit before tax	52,768	69,998	+ 32.7%
Net profit after tax	40,345	53,582	+ 32.8%
Cash and cash equivalents*	73,941	107,025	+ 44.7%
Cash flow from operations	51,974	65,211	+ 25.5%
Earnings per share (cents)	71.4	93.7	+ 31.2%
Total Clinical Investment**	20,473	20,631	+ 0.9%

* Inc. cash on deposit for >90 days. Sirtex has no debt. ** Includes capitalised and expensed items, ex-SIRFLOX amortisation

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Significant Profit Growth Continues

Sirtex Medical's FY16 reported NPAT increased by 32.8 per cent to \$53.6 million, driven by strong double digit dose sales growth, measured operating expenditure growth necessary to expand the business globally, and the transactional benefit of a lower Australian Dollar versus the US Dollar and Euro over the period. Constant currency Adjusted NPAT growth¹ was up 17.3 per cent on the pcp.

Gross margins increased 50 basis points or 0.5 per cent to 84.8 per cent, reflecting the positive impact of higher volumes and mix benefits attributable to a higher percentage of dose sales in the key US market. Reported EBITDA increased 39.6 per cent to \$74.3 million, representing an EBITDA/sales margin of 32.0 per cent, up from 31.3 per cent in the pcp. NPAT margins were relatively flat at 23.0 per cent compared to 22.9 per cent in the pcp, reflecting the impact of a full financial year of SIRFLOX amortisation of \$3.0 million versus \$0.25 million in the pcp. The effective tax rate was unchanged at 23.5 per cent.

A final dividend of 30.0 cents per share was declared for the full year, up 50.0 per cent versus the pcp. The record date for the dividend is 28th September with the payment date on the 19th of October 2016.

Strong, Double-Digit Growth in Global Dose Sales and Revenues

Global dose sales of SIR-Spheres microspheres increased 16.4 per cent to 11,931 units compared to 10,252 units sold in the pcp. Our footprint of treatment centres certified to use our product increased 9.1% to 1,003 centres, globally.

The Americas dose sales of 8,420 units rose 19.0 per cent compared to the pcp with revenues growing 35.4 per cent. Dose sales in Europe, Middle East and Africa (EMEA) of 2,528 units were up 11.2 per cent compared to the pcp, with revenues growing 20.0 per cent. Dose sales in the Asia Pacific (APAC) region of 983 units increased 8.9 per cent compared to the pcp with revenue growth of 20.9 per cent.

The Americas continue to remain a key driver for dose sales and revenue growth into the future and now represent 70.6 per cent of our global mix by volume (up from 69.0 per cent in the pcp) and 79.7 per cent by revenue (up from 77.7 per cent in the pcp). The strong increase in dose sales is attributable to further awareness and utilisation of SIR-Spheres microspheres in the US market, an increase in the number of hospitals (treatment sites) certified to use our treatment by 14.4 per cent to 564 sites compared to the pcp, and a material increase in our sales and marketing infrastructure following the release of the SIRFLOX data at ASCO in early June 2015.

These initiatives harmonise with the continued 'deep and wide' market strategy in the US market, which aims to increase the number of procedures within existing treatment sites but also new treatment sites certified to use SIR-Spheres microspheres. We anticipate the benefits of these initiatives to continue in subsequent periods.

Americas revenue growth of 35.4 per cent (18.9 per cent constant currency) to \$185.2 million materially outpaced dose sales growth during the period and was attributable to the depreciation of the Australian dollar against the US dollar, which positively impacted translated product revenues. Our US dollar list price remained unchanged during the year at US\$16,000 per dose.

¹ Constant currency was applied by restating FY16 at FY15 average rates: AUD/USD – 0.837, AUD/EUR – 0.696, AUD/SGD – 1.095. A determination of the constant currency effect for sales revenue and NPAT has not been subject to external review or audit or prepared in accordance with Australian Accounting Standards, IFRS or the Corporations Act 2001. Constant currency provides one measure of comparability between the periods. Adjusted NPAT excludes SIRFLOX amortisation and legal settlement (post-tax).

In Europe, the Middle East and Africa (EMEA), dose sales growth of 11.2 per cent was recorded, which represents 21.2 per cent of our global mix by volume (down from 22.2 per cent in the pcp). We increased the number of hospitals certified to use our treatment by 5.2 per cent to 306 sites during the year compared to the pcp.

EMEA product revenues grew 20.0 per cent (13.2 per cent constant currency) to \$38.9 million compared with the pcp, reflecting the benefit of a lower Australian dollar versus the Euro and positive mix effects associated with a higher proportion of sales in higher priced European markets including the UK, Germany and Belgium. Sirtex remains committed to expanding reimbursement coverage for our therapy across the EMEA region, with key reimbursement achieved in the Netherlands and South Africa during the period. We anticipate securing further new government reimbursement during FY17 and new market entries are planned.

Asia Pacific (APAC) dose sales grew 8.9 per cent to 983 doses compared to the pcp. APAC represents 8.2 per cent of our global mix by volume (down from 8.8 per cent in the pcp). Growth reflected a solid double digit growth performance in Australia, with dose sales growing close to 20 per cent. In Asia, a solid performance was delivered in Taiwan, Singapore and Thailand. However, dose sales growth was impacted by the continued dispute with our distributor based in South Korea. We recently settled this dispute, with a new distributor appointed and sales are expected to recommence during FY17.

Strong APAC revenue growth of 20.9 per cent (16.7 per cent constant currency) to \$8.4 million was recorded versus the pcp, reflecting price increases implemented in several markets coupled with the mix benefits attributable to a increased percentage of dose sales in the higher priced Australian and Singaporean markets. The number of hospitals certified to use our treatment across the region was 133 sites.

Operating Expenses

Sirtex continued to invest in the infrastructure necessary to support our *2020Vision* strategy during the year. In the 2016 financial year, total operating expenses grew 30.3 per cent to \$129.9 million.

Our sales and marketing expenditure increased by 21.9 per cent to \$79.3 million, which represented 34.1 per cent of sales, down from 37.0 per cent in the pcp. Over the period, Sirtex significantly expanded its sales and marketing infrastructure particularly in the US, following the results of the SIRFLOX clinical study and presentation at ASCO in June.

Administration expenses, which grew by 37.2 per cent to \$20.9 million, represents 9.0 per cent of sales. Medical Affairs expenses grew 36.4 per cent to \$6.4 million or 2.7 per cent of sales, due to costs associated with the establishment of the RESIN liver tumour patient registry in the US and costs to service the expanding clinician base. The RESIN registry aims to recruit over 500 patients per annum with both primary and secondary (metastatic) liver cancer, and is specific to SIR-Spheres[®] Y-90 resin microspheres.

Regulatory and Quality Assurance expenses grew by 20.6 per cent to \$3.9 million, driven by increases in regulatory requirements associated with new manufacturing and market approvals.

As reported previously, we have commenced amortising the capitalised costs associated with the SIRFLOX study over an eight year period under AASB 138 *Intangible Assets*. Amortisation expense attributable to SIRFLOX was \$3.0 million during the period.

Global staff numbers grew 13 per cent to 279, reflecting additions across predominately the sales and marketing infrastructure during the period.

All Major Clinical Studies Completed Recruitment in FY16

Our total clinical investment of \$20.6 million (excluding SIRFLOX amortisation expense), was up 0.9 per cent compared to the pcp, reflecting the completion of patient recruitment in the SORAMIC and SIRveNIB clinical studies in March and June 2016, respectively and costs associated with monitoring and follow up for our remaining FOXFIRE, FOXFIRE Global and SARAH clinical studies.



STUDY NAME	START	TOTAL PATIENTS	% RECRUITMENT AT 31 DEC 2015	% RECRUITMENT AT 30 JUN 2016	TYPE OF LIVER CANCER
SIRFLOX	2006	530	100%	100%	mCRC
FOXFIRE FOXFIRE GLOBAL	2010	573	100%	100%	mCRC
SARAH	2012	460	100%	100%	HCC
SORAMIC	2010	420	97%	100%	HCC
SIRveNIB	2011	360	95%	100%	HCC

mCRC – metastatic colorectal liver cancer or secondary liver cancer; HCC = hepatocellular carcinoma or primary liver cancer

The results of the SIRveNIB and the SARAH studies are expected in the first half of calendar year 2017. The results of the combined overall survival analysis of the FOXFIRE, FOXFIRE Global and SIRFLOX studies representing over 1,100 patients, will also be available in the first half of calendar year 2017.

Research & Development Update

During the reporting period we invested a total of \$10.8 million into R&D, up 25.4 per cent over the pcp. R&D expenditure is allocated across a select number of programs which seek to improve our current SIR-Spheres microspheres product under the SIR-Spheres Evolution program, and the development of a range of different platform technologies, such as carbon cage nanoparticles, polymer coated magnetic nanoparticles and a novel radioprotector compound.

We expect to provide a comprehensive update to shareholders on our R&D pipeline in late 2016.

Cash flow

Cash from operating activities increased 25.5 per cent to \$65.2 million. Gross operating cash flow to EBITDA (GOCF/EBITDA) was 95.7 per cent, highlighting the strong conversion of EBITDA to cash flow for the company. With an increased focus on debtors in the second half, full year debtor days declined by 5.0 per cent or three days to 57 days compared to the pcp and 68 days at the first half. We also materially increased our creditor days by 24 days to 69 days versus the pcp. These movements positively impacted cash generation for the period. Accordingly, net cash flow for the full financial year was very strong, with cash and cash equivalents² of \$107.0 million, representing an increase of 44.7 per cent over the previous corresponding period.

² Includes cash on deposit for >90 days.

Dividend

The Board declared a final partially franked dividend of 30.0 cents per share for the 2016 financial year, an increase of 10.0 cents or 50.0 per cent over the previous corresponding period. The record date for the dividend is the 28th of September and the payment date the 19th of October.

Outlook

Sirtex remains in a very strong financial position and we will continue to expand our core SIR-Spheres microspheres business globally through continued strong investment into sales and marketing, clinical and medical functions required to build awareness and drive adoption. This supports the long term growth existing markets, facilitates new market entries and delivers expanded reimbursement for patients.

A large, under-penetrated market opportunity lies ahead; with approximately 2 per cent penetration implied by our FY16 dose sales. We anticipate double digit dose sales growth will continue in FY17 whilst we await the results of the three major clinical studies due to report findings in the first half of calendar year 2017.

Finally, our *2020Vision* continues to drive our planning and execution strategies across the globe with progress made under each of our three pillars, namely SIR-Spheres microspheres, research & development and mergers & acquisitions.

Additional details about Sirtex's 2016 financial results are included in the Company's Appendix 4E, Appendix 4G and Annual Report, which have been released separately to the ASX today.

As previously announced to the ASX on 8th August 2016, Sirtex will host an Investor Conference Call to discuss the 2016 financial results, including a Q&A session at 9:30 a.m. AEST today. Details of which are provided below.

Participants are encouraged to register at least 5-10 minutes prior to the commencement of the call, using the details provided, below.

Toll Free Dial-in Details: Conference ID: 5954 7058

Australia Toll Free: 1800 123 296
Australia Local Dial: +61 2 8038 5221

USA: 1855 293 1544
Hong Kong: 800 908 865
Singapore: 800 616 2288
United Kingdom: 0808 234 0757
New Zealand: 0800 452 782
Canada: 1855 5616 766
Japan: 0120 985 190

Webcast Link

The slide presentation and audio can also be viewed by pasting the following link into your browser:
<http://webcast.openbriefing.com/2946/>

A recording of the call and slide presentation will be made available in the 'Investors' section of the Company website shortly after the conclusion of the call at: <http://www.sirtex.com/au/investors/>

About SIR-Spheres® Y-90 Resin Microspheres

SIR-Spheres Y-90 resin microspheres are a medical device used in interventional oncology and delivered via Selective Internal Radiation Therapy (SIRT), also known as radioembolisation, directly to liver tumours. SIR-Spheres Y-90 resin microspheres are approved for supply in key markets, such as the United States, European Union and Australia.

About Sirtex Medical

Sirtex Medical Limited (ASX:SRX) is an Australian-based global healthcare business working to improve outcomes in people with cancer. Our current lead product is a targeted radiation therapy for liver cancer. Over 67,000 doses have been supplied to treat patients with liver cancer at more than 1,000 medical centres in over 40 countries. For more information please visit www.sirtex.com.

For further information please contact:

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