



Company	Clinuvel Pharmaceuticals Ltd
Code	CUV
Meeting	AGM
Date	Wednesday, November 11, 2020
Venue	Virtual (Lumi)
Monitor	Poll on all items

Number attendees at meeting	----
Number of holdings represented by ASA	7
Value of proxies	\$65,000
Number of shares represented by ASA	3089
Market capitalisation	\$1.0b
Were proxies voted?	Yes, on a poll
Pre AGM Meeting?	Yes, with CFO and Company Secretary Darren Keamy & Investor Relations Manager Malcolm Bull

Opportunistic Clinuvel targets Skincare market

The AGM began with the chairman’s address where he introduced himself and his role within the company and shortly after began addressing his concerns for a minority group of ‘shorters’ who have been creating a lot of turbulence in the share price of CUV. Clinuvel have been making good progress in growing earnings, with promising research outcomes and no debt on its balance sheet. To our knowledge, CUV has been subject to short selling activity for over a year. The Chairman went on to discuss his shareholding in the company and said that he hopes to see his investment go from \$30m to \$200m over the next five years all things going well but notwithstanding the shorters. This seemed an odd way to go about starting an AGM, but clearly demonstrated he had skin in the game.

During the discussion we had several technological interruptions, some longer than others which reflects the recency of this technology. ASA hope that these teething issues will be resolved for any future AGMs.

During the address of the item relating to the remuneration report we heard questions from investors supporting the ASA position that using only TSR as a measure for the issue of long term of performance rights was wrong, given market sentiment and volatility. Mr Blijdorp countered that it was a valid Key Performance indicator and will be retained. The questions throughout the meeting primarily focused on Performance rights that people sought to seek clarification on such as outcomes of clinical trials and whether a poor outcome would warrant a lapse in rights. The chair responded that such a situation would be evaluated by the board.

The results of the meeting were as follows, giving a strike to the remuneration report. The ASA had voted against the remuneration report and for the other two resolutions, in line with the overall voting. Given the strike, we feel that the structure of the LTI will be examined during the course of next year, in order to avoid a second. We will of course offer our advice.

Items	2020		2019	
	For	Against	For	Against
1 Adoption of the remuneration report	64.65%	35.35%	88.96%	9.79%
2 Re-election of Chair Willem Blijdorp	89.44%	10.56%	n/a	n/a
3 Election of Mr Jeffrey Rosenfeld	98.42%	1.58%	n/a	n/a

In contrast to the chair, The CEO Mr. Wolgen began his address in good spirits. He also welcomed the ASA and investment house representatives and thanked them for the feedback, which he stated was always appreciated. He described the new business model for Clinuvel indicating that CUV will be composed of a) a pharmaceutical segment which treats patients with an unmet medical need and b) a Health care division which will focus on products that don't require a prescription but repurpose ingredients used in the pharmaceutical division. Mr Wolgen indicated that the new 'health solutions' range will require communications both from a shareholder and consumer perspective. The new segment will be able to leverage off years of existing research and development and be used by a much larger market as DNA repair is the concern of all who are exposed to protracted periods in the sun. Wolgen went on to clarify that the products will not be competing directly with the cosmetic giants but rather be focusing on specialist aspects of skin care without disrupting other markets.

Following Mr Wolgen was a patient testimonial of an Australian woman who suffered EPP and who gave us an account of the pain and suffering she experiences and how the treatment of EPP with Scenesse® has changed her life. This was a novel testimonial for their Scenesse®

There followed 15 minutes of questions and answers which among other things dealt with: the process of clinical trials, the path of emerging product lines, progress in China and the possibility of a Nasdaq listing.