

## Q3 FY23 Quarterly Investor Presentation

**Microba Life Sciences Limited** (ASX: MAP) (“Microba” or the “Company”) is pleased to provide its Q3 FY23 Investor Presentation to be delivered at the Quarterly Investor Webinar held today with CEO Dr Luke Reid at 10:30am AEST.

**Presenting:** Microba CEO, Dr Luke Reid

**Time:** 10:30am AEST on Thursday 20 April 2023

To register for the Quarterly Investor Webinar please click the link below. Investors can submit questions prior to the webinar to [simon@nwrcommunications.com.au](mailto:simon@nwrcommunications.com.au) or do so via the Zoom Q&A function during the webinar.

[Register for the Quarterly Investor Webinar here](#)

*This announcement has been authorised for release by the Chairman and CEO.*

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### **About Microba Life Sciences Limited**

Microba Life Sciences is a precision microbiome company driven to improve human health. With world-leading technology for measuring the human gut microbiome, Microba is driving the discovery and development of novel therapeutics for major chronic diseases and delivering gut microbiome testing services globally to researchers, clinicians, and consumers. Through partnerships with leading organisations, Microba is powering the discovery of new relationships between the microbiome, health and disease for the development of new health solutions.

**For more information visit: [www.microba.com](http://www.microba.com)**

Microba encourages all current investors to go paperless by registering their details with the designated registry service provider, Automic Group.

**MICROBA™**

# Transforming health through the human microbiome

**20 April 2023** | *Authorised for release by the CEO & Chairman*

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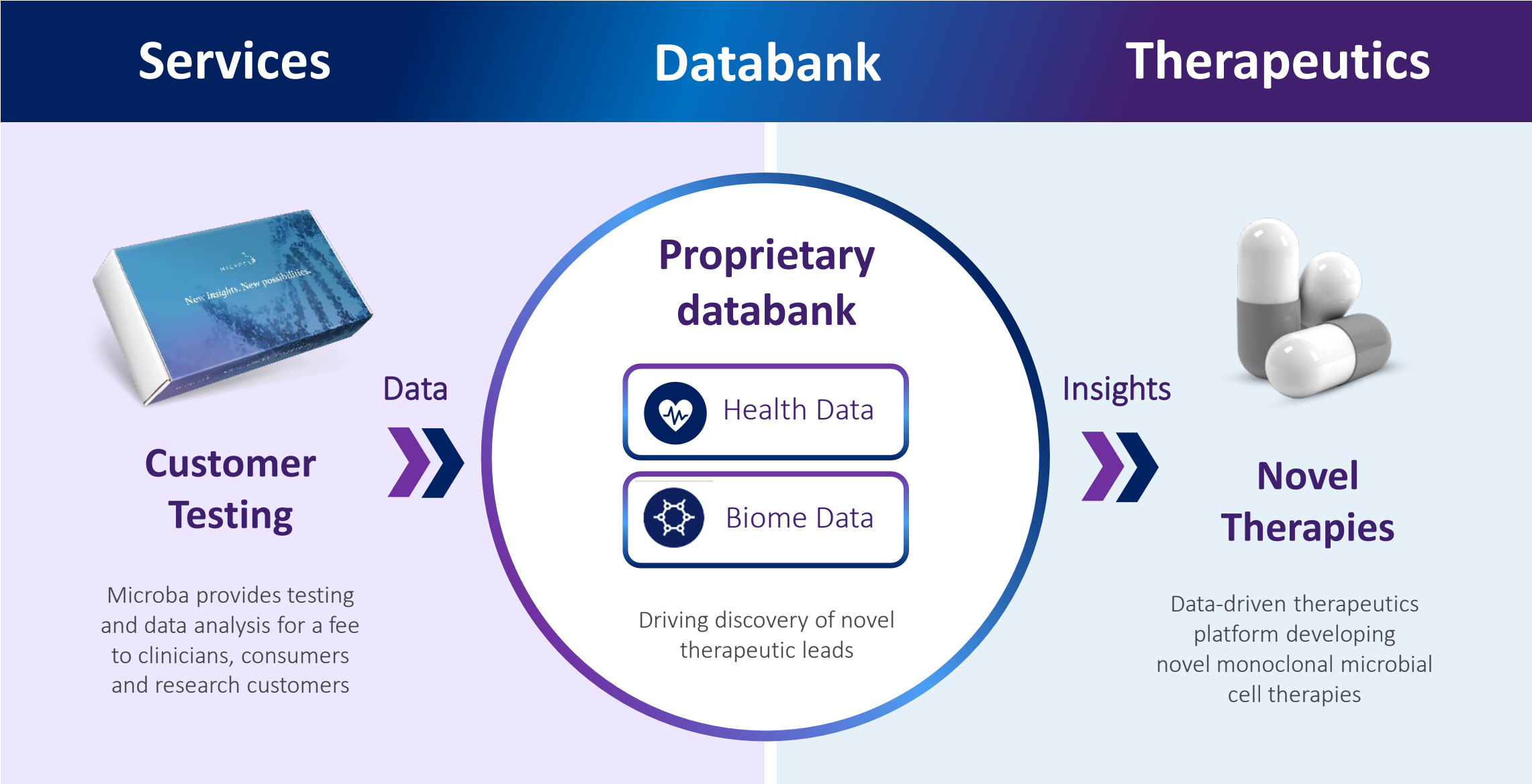
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# Two core business segments driven by a proprietary databank



# Company Snapshot



**Continuous YoY revenue growth** over 5 years of operations



Partnerships with market leaders incl. **Sonic Healthcare** (ASX: SHL), **Ginkgo Bioworks** (NYSE: DNA), **SYNLAB** (GR:SYAB) + more



**Large, unique, proprietary** microbiome databank



3 key therapeutic programs with lead IBD drug candidate **progressing to Phase I trial**



World-leading technology in the emerging and rapidly growing **US\$4.89 billion** microbiome sector<sup>1</sup>



Globally **leading microbiome expertise** complemented by drug discovery experts including Prof. Ian Frazer

# Recent Milestones



## EXPANSION INTO 6 NEW COUNTRIES

Signed and operational in Poland, Hungary, Romania, Croatia, Türkiye and Czech Republic



## NEXT GEN HEALTHCARE TESTING LAUNCHED

New MetaXplore™ test range launched to healthcare professionals with strong initial uptake



## ETHICS APPROVAL TO COMMENCE PHASE I CLINICAL TRIAL

Received formal Human Research Ethics Committee (HREC) approval for Phase I clinical trial of lead drug candidate MAP 315



## FIRST POSTIVE ANIMAL DATA FOR CANCER PROGRAM

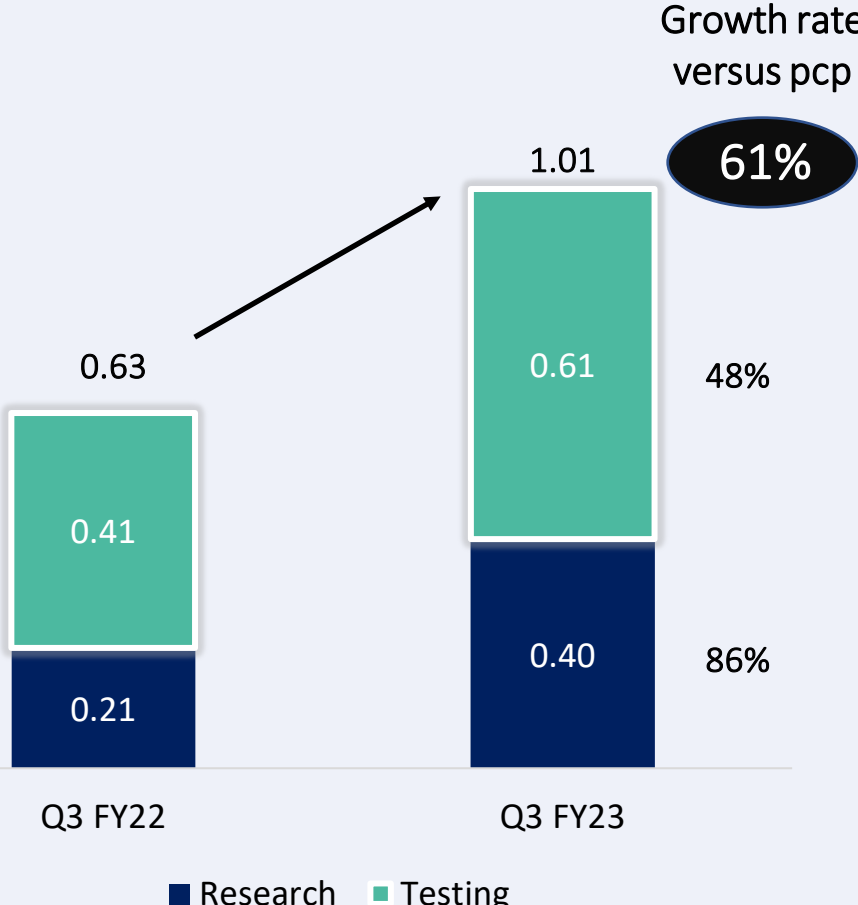
A significant reduction in tumour size was observed for Microba's therapeutic leads in a mouse model of melanoma

# Microbiome Services

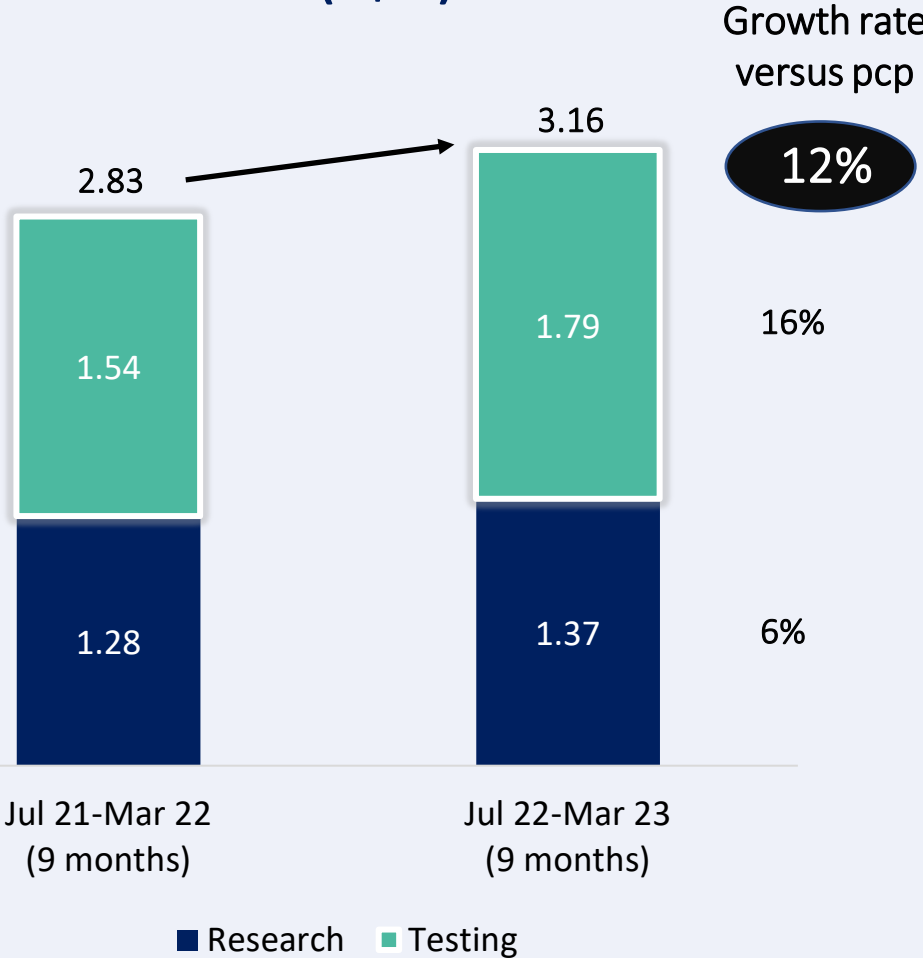
Driving global revenues  
and data growth

# Q3 Financial Highlights – Strong growth in Personal Testing revenue

Q3 FY23 Revenue versus pcp\*  
(A\$m)



FY23 YTD Revenue versus pcp\*  
(A\$m)





# Microba's leading international bench of healthcare partners



**\$9.3bn Revenue**  
**Partnership: UK, Germany, Belgium, Australia, US, NZ & Switzerland**



**\$5.8bn Revenue**  
**Partnership: Europe & LATAM**



**Leading GI Diagnostics in US**  
**Partnership: US**





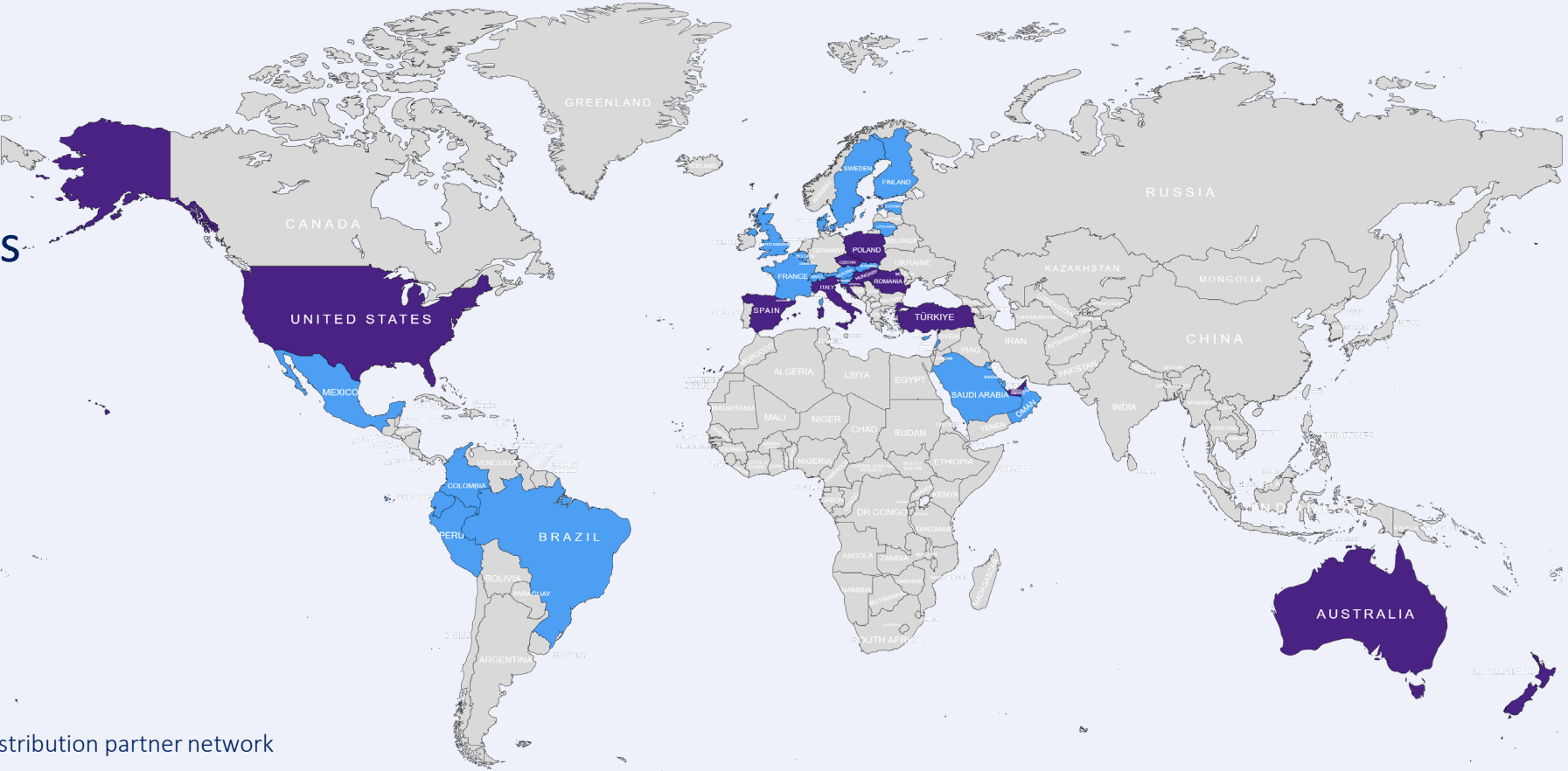
**Raised USD \$800m**  
**Partnership: GCC Region**

Microba's **Healthcare & Pathology Partners**

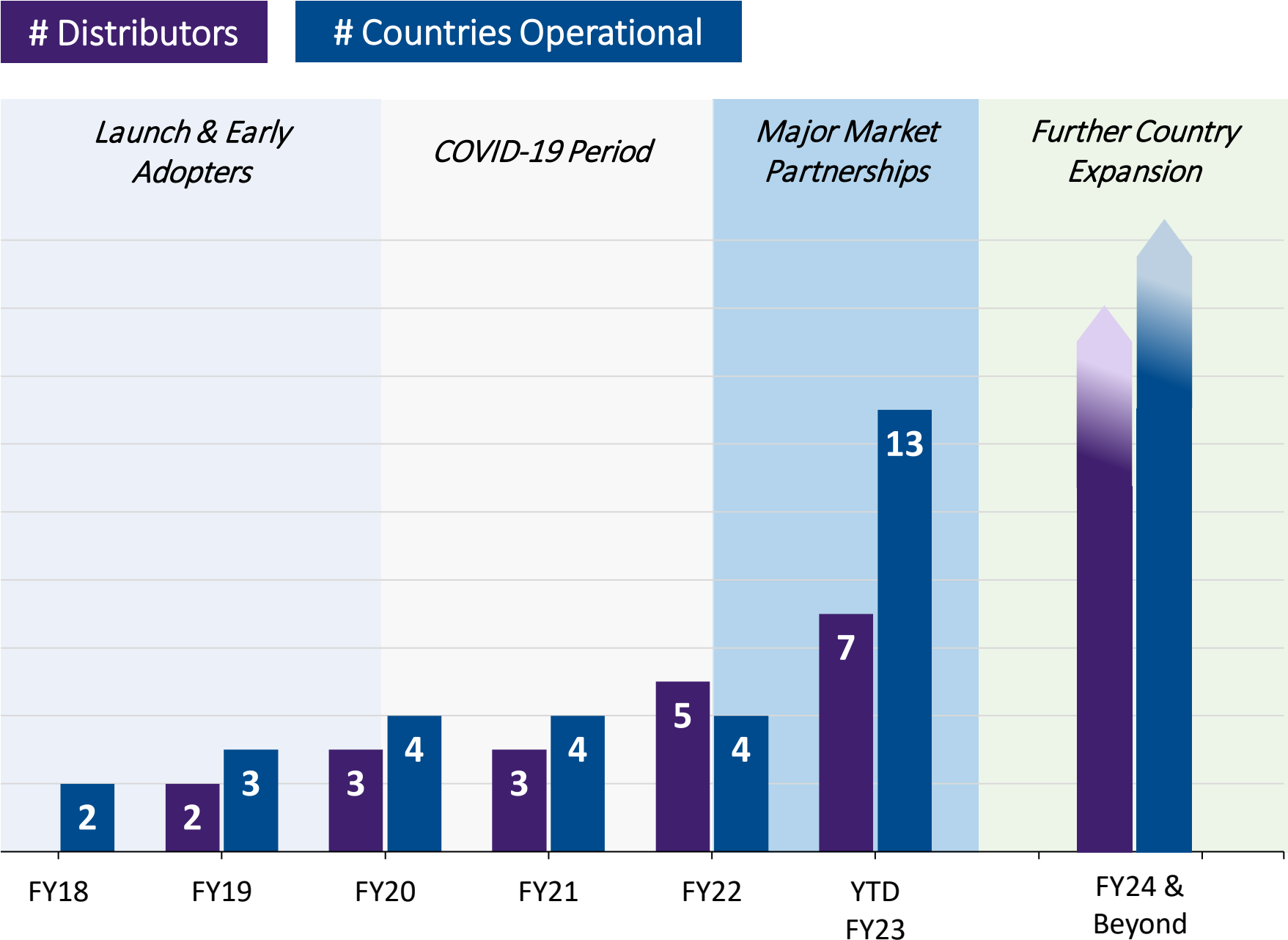
# Significant international distribution expansion for Microba's testing services

Leading bench of healthcare partners provides access into **35 countries with 13 now operational**

-  Contracted partner/s operational
-  Access to this country through existing distribution partner network



# Strong growth in operational countries



FY23 operational country target now exceeded

Operational countries up from 4 to 13 year to date.

Sonic Healthcare expected to impact revenue from FY24

Staged rollout being executed to ensure market success

# Global growth driven through Microba’s distribution partner network

Executing to progressively move partners through Microba’s partner success program to provide Microba-powered testing to their customers.

## Partner Success Program Stages



Stage	Details
Planning & Contracting	21 countries (Including Sonic Healthcare companies)
Operationalisation	United States (LUM)
Sales & Marketing Activation	Australia (MH), United Arab Emirates (G42), Portugal (SYAB), Czech Republic (SYAB), Türkiye (SYAB), Poland (SYAB), Croatia (SYAB), Romania (SYAB), Hungary (SYAB), Italy (SYAB), United States (GEN)
Execution & Growth	Australia (MAP), Australia (MG), New Zealand (MG), Spain (SYAB)

# Next Generation microbiome testing product range launched in Australia to healthcare professionals



- Large addressable market
  - >30%** of the population suffer from a disorder of gut-brain interaction (DGBI) related to the bowel<sup>1</sup>
  - >20%** of the population is estimated to suffer from a chronic health issue which may be influenced by their gut microbiome<sup>2</sup>
- 2 years of research & development to bring the product to market
- Following the launch in Australia, expected to be rolled out through Microba's growing international distribution partner network.

<sup>1</sup>Sperber, Ami D., et al. (2021): 99-114. DOI: [10.1053/j.gastro.2020.04.014](https://doi.org/10.1053/j.gastro.2020.04.014)

<sup>2</sup>Estimated based on current literature on the understanding of the role of the microbiome in chronic disease (Vijay, Amrita, and Ana M. Valdes. (2022): 489-501. DOI: [10.1038/s41430-021-00991-6](https://doi.org/10.1038/s41430-021-00991-6)) and burden of these chronic diseases (Australian Bureau of Statistics (2020-21), [Health Conditions Prevalence](https://www.abs.gov.au/HealthConditionsPrevalence), ABS Website, accessed 20 March 2023.)

# Positive uptake of new MetaXplore™ healthcare test with Australian healthcare professionals

## In the first 7 weeks following launch:

- Over 300 healthcare professionals from across Australia registered for referral access
- Initial patient referral and sales volumes have exceeded internal expectations
- 12 regional roadshows complete reaching >140 healthcare practitioners



# Microbiome Therapeutics

Developing novel monoclonal  
microbial cell therapies

# A therapeutic revolution.

## Novel, precision microbiome therapeutics

### Precision Microbiome Therapeutics

- Precision microbiome analysis platform delivering unparalleled accuracy, coverage & depth.
- Data driven discovery platform utilising one of the worlds **most advanced & highly curated microbiome datasets.**
- Next generation approach to microbiome drug development **identifying single keystone species and their biology to develop Live Biotherapeutics.**



### Innovative Pipeline

- ✓ Excellent safety profile
- ✓ Scalable GMP manufacturing for high dose oral delivery
- ✓ Potent and novel biology mediated by Live Biotherapeutic strategy

### Strong Corporate Profile

- ✓ US Pharmaceutical Executive leadership
- ✓ Technically robust multi-disciplinary team
- ✓ Global partners

### Microba Partners

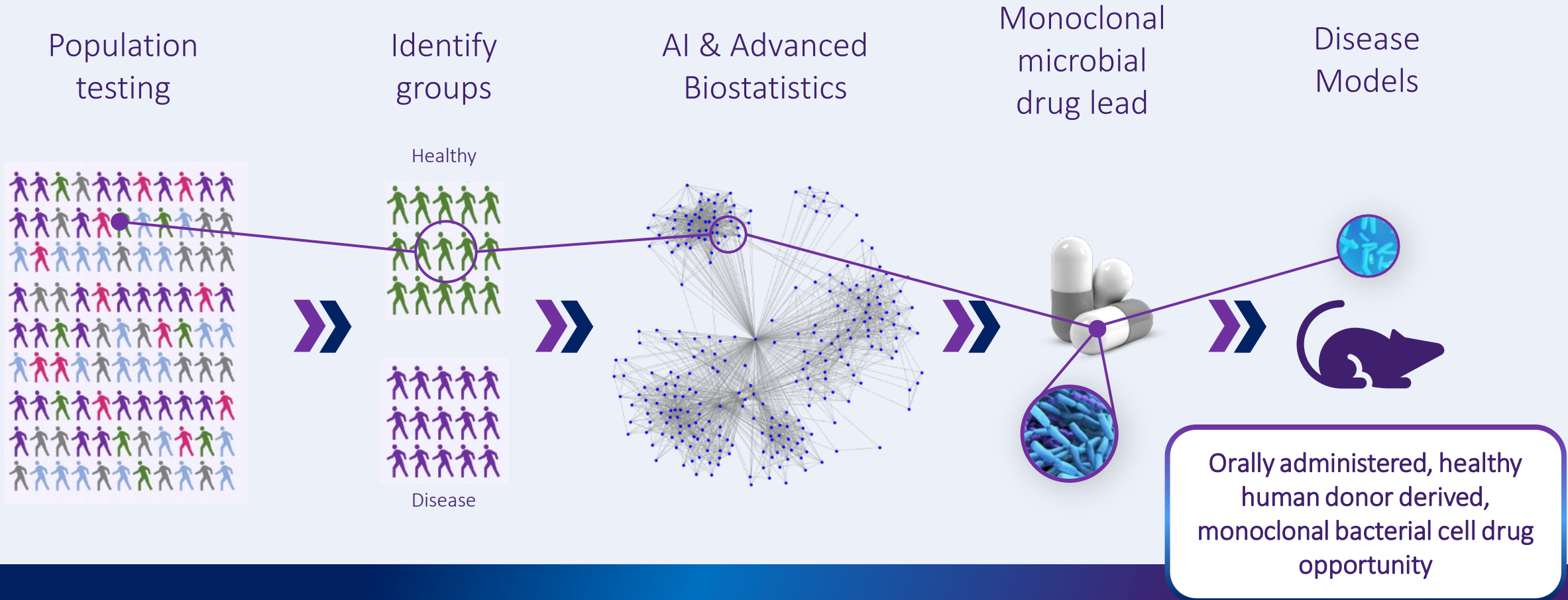


### Team Experience





# Repeatable, scalable, data-driven platform **discovering novel monoclonal microbial cell therapies**



Proprietary microbiome databank driving **multiple therapeutic opportunities through a capital light platform**

# Rapid progress tapping the therapeutic potential of the human microbiome for major chronic diseases

## Inflammatory Bowel Disease



### PROGRESSING TO PHASE I

#### Recently Completed

- ✓ Manufacturing scale up
- ✓ FDA Pre-IND meeting requested
- ✓ FDA Pre-IND meeting outcome
- ✓ Phase I HREC submission
- ✓ Phase I HREC approval

#### Upcoming milestones

- cGMP manufacturing complete
- Phase I trial commencement



## Cancer Immunotherapy



### PRECLINICAL

#### Recently Completed

- ✓ Leads discovered
- ✓ Leads isolated
- ✓ First animal model results

#### Upcoming milestones

- Immunological MOA studies
- Lead candidate selection



## Autoimmune Diseases



### SCREENING

#### Recently Completed

- ✓ Program commenced
- ✓ Strains provided to Ginkgo
- ✓ First in vitro screening results

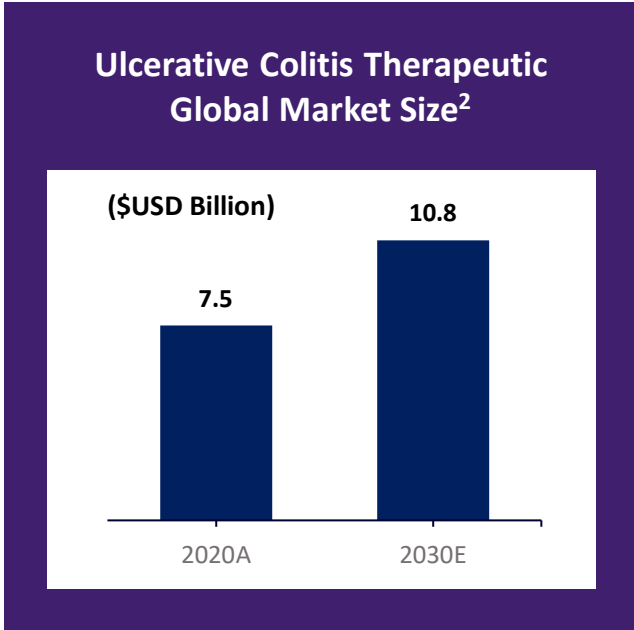
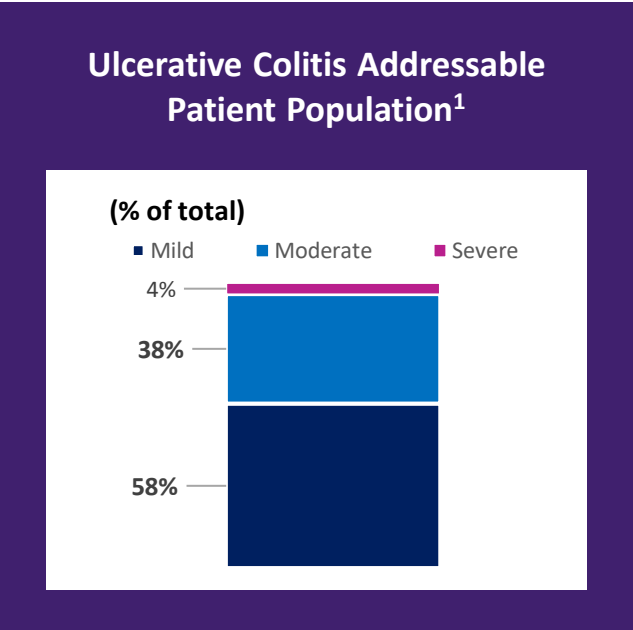
#### Upcoming milestones

- Stage 1 activity screening complete
- Stage 2 activity screening complete

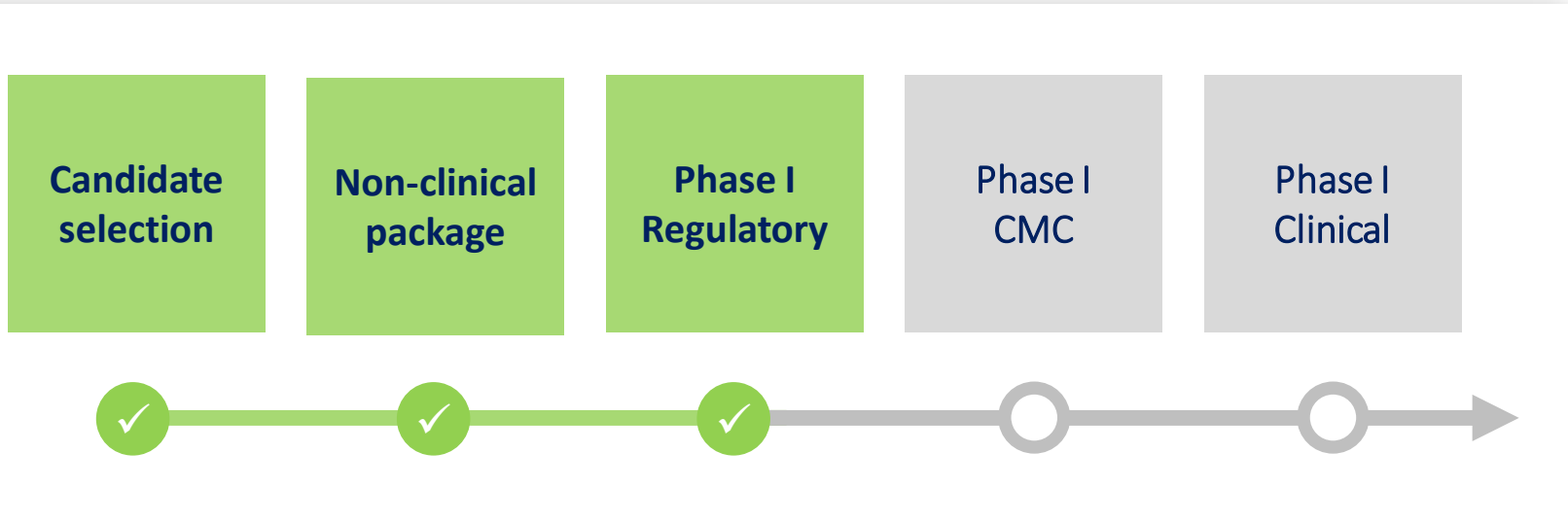
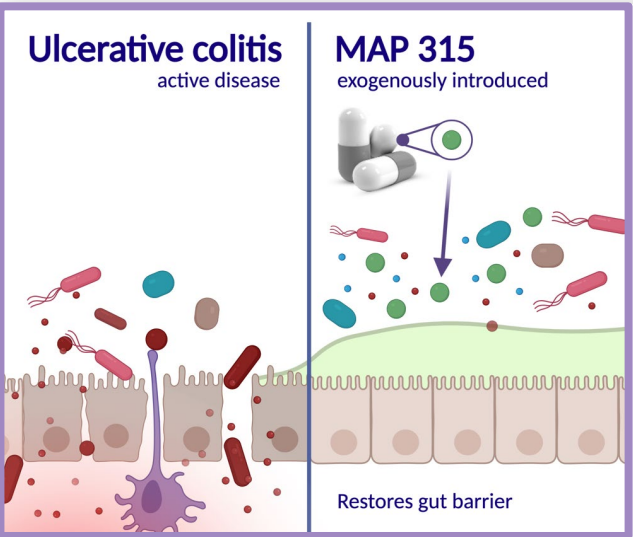


# Inflammatory Bowel Disease program – MAP 315

## Addressing a key gap in existing therapy for UC sufferers



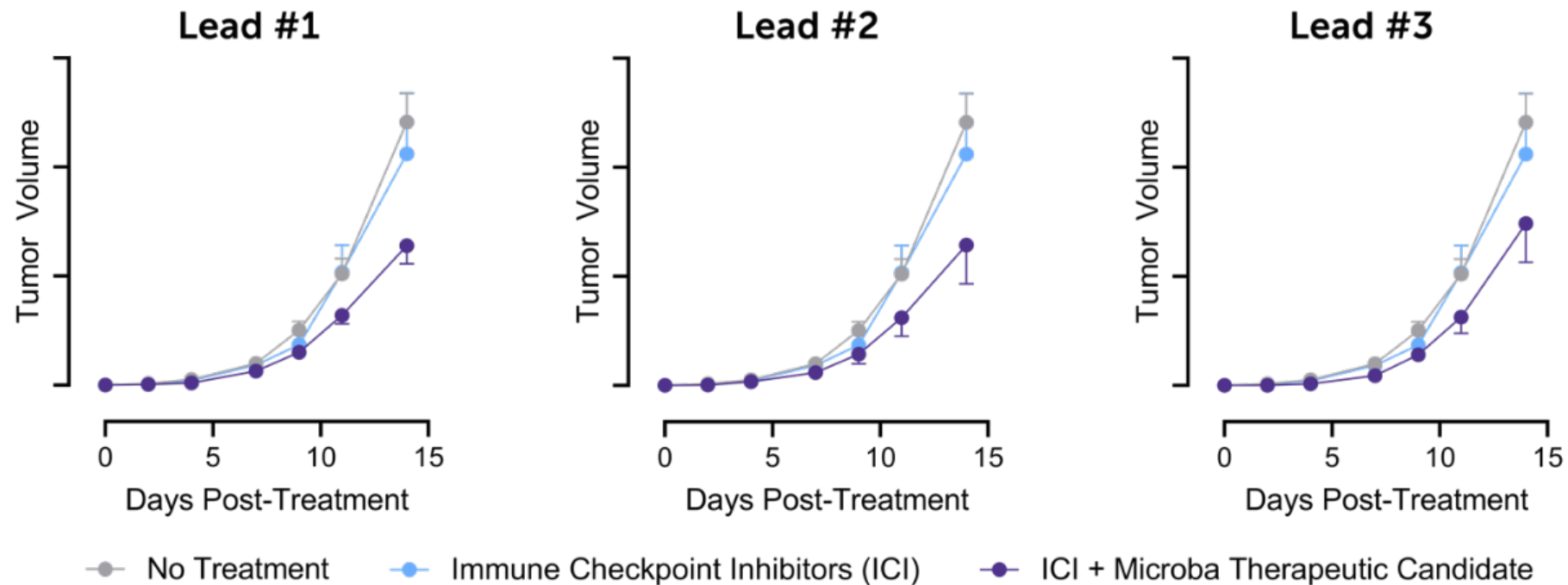
**MAP 315** has the potential to provide **novel, potent therapeutic benefit** to UC patients through addressing a **key gap** in existing care – **epithelial and mucosal healing**



<sup>1</sup> <https://www.crohnscolitisfoundation.org/sites/default/files/2019-02/Updated%20IBD%20Factbook.pdf>  
<sup>2</sup> <https://www.nature.com/articles/d41573-021-00194-5>, <https://www.alliedmarketresearch.com/ulcerative-colitis-market>

# Immuno-oncology program – Positive first animal data for Cancer Program

Positive animal efficacy data has been generated for Microba's immuno-oncology therapeutic leads. A significant reduction in tumour size was observed in combination with immune checkpoint inhibitor (ICI) treatment in a mouse model of melanoma.



The global ICI market is valued at over US\$30B<sup>1</sup> – a novel therapeutic that increases response to these drugs represents a substantial commercial opportunity

# Autoimmune disease program - Positive first in vitro results

## Positive first results building towards biobank of valuable therapeutic assets

- ✓ Novel high-throughput anaerobic cultivation and screening platform has been established in partnership
- ✓ First results have been delivered identifying leads with:
  - anti-inflammatory activity;
  - effects on gene transcription associated with immune modulation; and
  - other biological mechanisms of relevance to autoimmune and other chronic diseases
- ✓ Program tracking positively to deliver a deeply characterised biobank containing therapeutic leads for multiple autoimmune diseases

## Program Overview

- 2 year discovery program which commenced in May 2022
- Leveraging Ginkgo synthetic biology capabilities and Microba's data driven drug discovery pipeline for the purpose of identifying drug candidates for Psoriatic Arthritis, Autoimmune Liver Disease and Lupus
- Both parties are contributing investment and intellectual property to the program.




NYSE: DNA | Market cap \$2.5B\* | Boston HQ




#



# The start of a therapeutic revolution



**APPROVED 30 Nov 2022**  
Faecal donor derived enema drug product

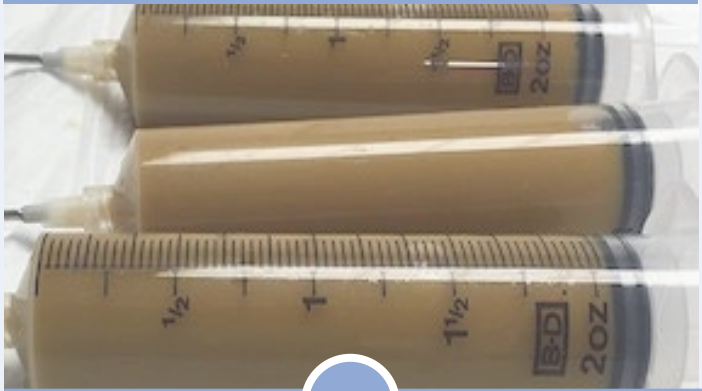


**26 April PDUFA date for anticipated FDA approval**  
Faecal donor derived oral capsule drug product



**RECENT FDA APPROVAL HAS CLEARED THE PATH TO MARKET FOR LIVE MICROBIOME DRUGS, A NEW MODALITY.**

**First Generation**  
Faecal Donor Derived













**Second Generation**  
Bacterial Consortia



**Next Generation**  
Single Strain & Small Molecule



# Some recent IBD and microbiome deals

Licensee / Acquiror	Licensor / Target	Date	Type	Deal size	Indication / clinical stage
 <b>MERCK</b>	 <b>Prometheus Biosciences</b>	Apr 2023 (pending)	Acquisition	Total deal size: US\$10.8b	Ulcerative Colitis (phase 2) Crohn's disease (phase 2A) Autoimmune diseases (phase I or pre clinical)
 <b>Nestlé HealthScience</b>	 <b>Enterome</b>	July 2022	R&D collaboration and license agreement	Total deal size: Undisclosed Upfront: €40m Sales / regulatory milestones: Undisclosed	Food allergies and IBD (pre clinical)
 <b>Pfizer</b>	 <b>ARENA PHARMACEUTICALS</b>	Mar 2022	Acquisition	Total deal size: US\$6.7b	Ulcerative Colitis (phase 3), Crohn's disease (phase 2/3), Atopic dermatitis (phase 2 complete)
 <b>Roche Genentech</b> <small>A Member of the Roche Group</small>	 <b>NOVOME BIOTECHNOLOGIES</b>	Nov 2021	R&D collaboration and license agreement	Total deal size: US\$605m Upfront: US\$15m Additional payments: US\$590m	IBD (Discovery)
 <b>Nestlé HealthScience</b>	 <b>SERES THERAPEUTICS</b>	Jul 2021	Licensing agreement in US/Canada	Total deal size: US\$525m Upfront: US\$175m Sales / regulatory milestones: Up to US\$225m	Recurrent Clostridioides difficile infection (Phase 3)

<https://www.merck.com/news/merck-strengthens-immunology-pipeline-with-acquisition-of-prometheus-biosciences-inc/>

<https://www.enterome.com/news-events/enterome-signs-major-strategic-rd-collaboration-with-nestle-health-science-to-develop-and-commercialize-new-allermimics-and-endomimics-immunotherapies-for-food-allergies-and-inflamm/>

<https://www.pfizer.com/news/press-release/press-release-detail/pfizer-completes-acquisition-arena-pharmaceuticals>

<http://novomebio.com/wp-content/uploads/2021/11/Novome-and-Genentech-Enter-into-Strategic-Collaboration.pdf>








<https://ir.serestherapeutics.com/news-releases/news-release-details/seres-therapeutics-nestle-health-science-announce-ser-109-co>

# Outlook





# Upcoming Milestones for 2023

2023 JAN – MAR	2023 APR - JUN	2023 JUL - DEC
<p><b>Services</b> New healthcare product full launch </p>	<p><b>Services</b> New international distribution deals</p>	<p><b>Services</b> New country expansion</p>
<p><b>Services</b> New international distribution deals </p>	<p><b>Therapeutics - IBD MAP 315 program</b> HREC Approval for Phase I trial </p>	<p><b>Services</b> First Sonic partners operational</p>
<p><b>Therapeutics - IBD MAP 315 program</b> Phase I HREC Submission </p>	<p><b>Therapeutics - IBD MAP 315 program</b> GMP manufacture complete for Phase I</p>	<p><b>Therapeutics - IBD MAP 315 program</b> Phase I participant dosing complete</p>
<p><b>Therapeutics - IBD MAP 315 program</b> FDA Pre-IND meeting outcome </p>	<p><b>Therapeutics - IBD MAP 315 program</b> Phase I trial commencement</p>	<p><b>Therapeutics - IBD MAP 315 program</b> Phase I complete</p>
<p><b>Therapeutics - IO Program</b> Pre-clinical results </p>		<p><b>Therapeutics – IO Program</b> Immunological pre-clinical results</p>
<p><b>Therapeutics – Autoimmune Program</b> First <i>in vitro</i> screening results </p>		<p><b>Therapeutics - Autoimmune Program</b> Stage 1 activity screening complete</p>

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