

## Q3 FY24 Quarterly Investor Presentation

**Microba Life Sciences Limited** (ASX: MAP) (“Microba” or the “Company”) is pleased to provide its Q3 FY24 Investor Presentation to be delivered at the Quarterly Investor Webinar held with CEO Dr Luke Reid and SVP, Therapeutics Prof Trent Munro at 12:00pm (midday) AEST today.

### Quarterly Investor Webinar

**Presenting:** CEO, Dr Luke Reid and SVP, Therapeutics Prof. Trent Munro

**Time:** 12:00pm (midday) AEST on Tuesday, 23 April 2024

**To register:** [Microba Q3 FY24 Investor Webinar Registration](#)

### Investor Q&As

Investors can submit questions via the Q&A functions on Zoom during the webinar. Investors with complete Microba Investor Hub accounts can also submit questions prior to the webinar via this link: <https://ir.microba.com/link/GyVVny>

### Investor Webinar Recording

The recording will be made available on the Company’s Investor Hub shortly after the webinar concludes. Investors with complete Microba Investor Hub accounts can submit and view questions and answers to Company leadership on Microba’s interactive investor platform <https://ir.microba.com/announcements>

*This announcement has been authorised for release by the Board of Directors*

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<https://ir.microba.com/welcome>

### 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)



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**MICROBA™**

# Transforming health through the human microbiome

Q3 FY24 Results

**ASX: MAP**  
**23 April 2024**

Authorised for release by the Board of Directors

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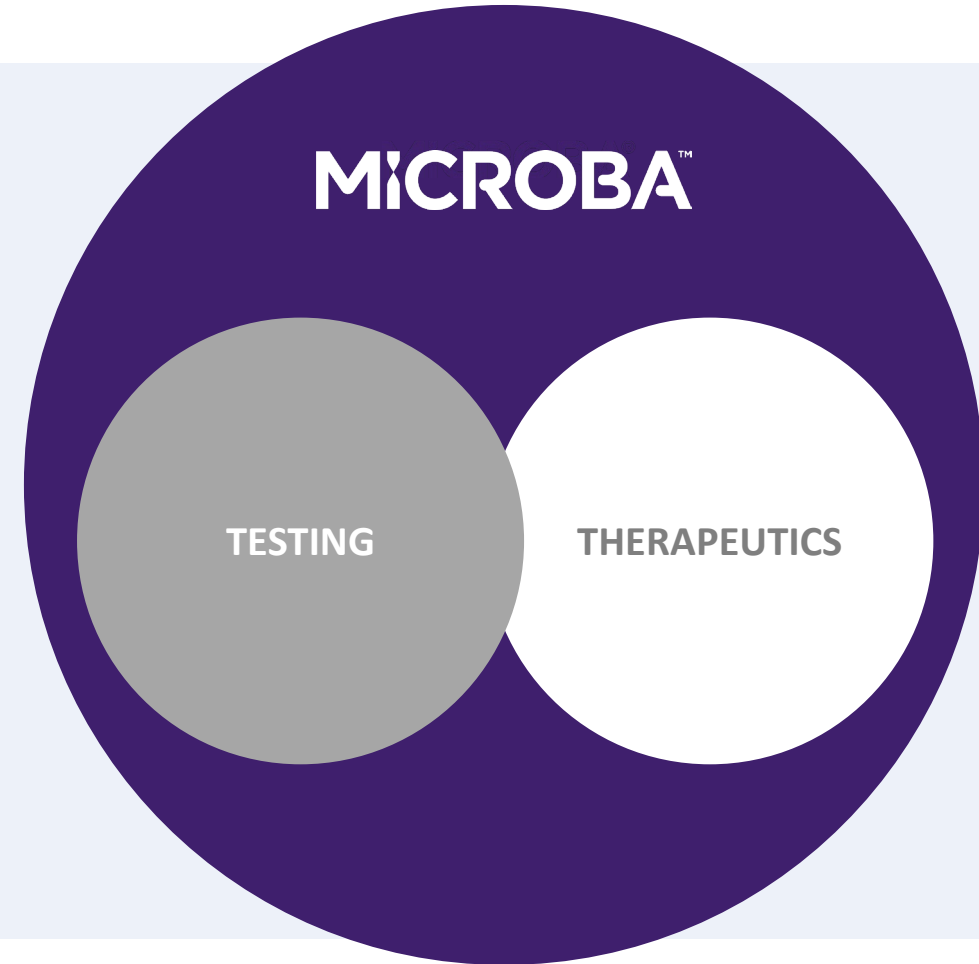
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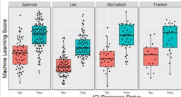





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# Microba is a Medical Diagnostic and Clinical Stage Therapeutics Company unlocking the Human Microbiome

- Microba was founded in late 2017 on world-leading metagenomic microbial genomic and microbiome analysis technology
- A clear vision for routine use of diagnostic metagenomic testing, and novel drugs developed using this technology
- Foundations and initial revenue built through *Insight* consumer microbiome test launched in 2018
- Microba's Testing business invested to develop 2 diagnostic testing products:
  - MetaXplore™** Gastrointestinal disorder test – Launched Feb 2023
  - MetaPanel™** Gastrointestinal pathogen test – Launched March 2024
- Microba's Therapeutics business invested in 3 programs:
  -  Inflammatory Bowel Disease – Phase I complete
  -  Immuno-Oncology – Preclinical lead candidate selection
  -  Autoimmune Disease – Discovery



# Microba's evolution into a medical diagnostic and clinical stage therapeutics company

	2018	2019	2020	2021	2022	2023	2024	
<p><b>Testing</b></p>	<p>Insight non-diagnostic test launched directly to consumers</p> 	<p>Agreement with Europe's largest medical diagnostics company SYNLAB. <i>[Commercialisation delayed by COVID-19]</i></p> 	<p>Laboratory receives NATA ISO15189 accreditation for MetaPanel, and future diagnostics.</p> 	<p>Strategic investment &amp; agreement with global medical diagnostics leader <b>Sonic Healthcare</b>.</p> 	<p>New master agreement with Europe's largest medical diagnostics company <b>SYNLAB</b>.</p> 	<p><b>MetaXplore™</b> launched in Australia to healthcare professionals</p> 	<p><b>MetaPanel™</b> launched March 2024 in Australia through the Sonic Healthcare network</p> 	
<p><b>Therapeutics</b></p>	<p>Databank starts with human research ethics approval for opt-in data collection program</p> 	<p>Therapeutic discovery commences.</p> 	<p>IBD Program established.</p> 	<p>Allergy program with IFF Stage 1 signed</p> 	<p>IO Program established.</p> 	<p>AI Program established with Ginkgo Bioworks investment</p> 	<p>Allergy program with IFF Stage 2 signed</p> 	<p>AI program with Ginkgo Bioworks Stage 1 discovery complete</p> 
					<p>IPO</p>	<p>IBD Phase I clinical trial complete</p> 	<p>IBD Phase II Ready*</p> 	

# Q3 Results

## Financial & Business Highlights

# Q3 Financial Highlights

Strong Revenue Growth in Australia, First Full Quarter of Revenue from Invivo Clinical in the United Kingdom

**\$4.00m in revenue for Q3**

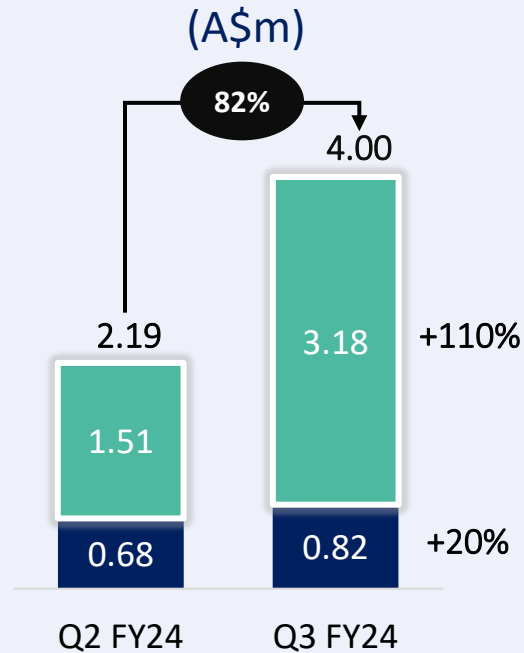
**+82% QoQ**

**+297% YoY**

### Q3 Revenue growth YoY\*



### Q3 Revenue growth QoQ\*



■ Research ■ Personal & Supplements

- \$4.03m in Q3 FY24 cash receipts, up 217% QoQ and up 224% YoY
- Personal Testing and Supplements Q3 revenue grew, +110% QoQ, +420% YoY
- Research Testing Q3 revenue grew, +20% QoQ, +107% YoY.
- FYTD FY24 unaudited revenue totalled \$7.28m.

# Recent Milestones & Highlights

## TESTING

- 1) Strong growth for Gastrointestinal Disorder Test, MetaXplore, in Australia.**
  - 1,100 tests sold during Q3 FY24, 28% sales growth QoQ, 1,167% YoY
  - Over 1,400 healthcare professional accounts now registered, up from circa 1,000 in Q2 FY24.
- 2) Invivo Clinical achieved \$2.23m in sales for Q3 FY24.**
  - Focused on targeted growth activities within existing 5,900 healthcare professional accounts, and 197 new healthcare professional accounts
- 3) Gastrointestinal Pathogen Test, MetaPanel™, launched in Australia with Sonic Healthcare (ASX: SHL).**
  - Launched in March 2024
  - First sales achieved across NSW, VIC, QLD, SA, WA and TAS. Launch events held across 4 states.

## THERAPEUTICS

- 1) Inflammatory Bowel Disease Program – Progressing to Phase II ready.**
  - Activities were conducted to prepare MAP 315 for Phase II.
  - New data produced supporting MAP 315 mechanisms of action
- 2) Immuno-Oncology Program – Preclinical advancement & Dataset growth**
  - New pre-clinical data generated
  - Dataset doubled to more than 1,000 individuals
- 3) Autoimmune Program – Stage 2 Functional Screening 70% complete**
  - Data generated on fibrosis, gut barrier integrity, nuclear receptor biology, GPCRs and ER stress



# Microbiome Services

Driving global revenues  
and data growth

# Q3 Revenue Highlight - Australia MetaXplore growth

**28%**

Growth QoQ

**1,167%**

Growth YoY

**1,100**

Tests Sold in Q3

**2,854**

Tests Sold FYTD

**350**

Q3 New HCPs registered

**1,400**

HCPs registered all time

- Strategic clinician education and sales efforts in Australia over the last 6 months are materialising in an acceleration of growth in test sales
- Multiple growth campaigns executed including direct clinician engagement, webinar, new support materials, EDMs and social media engagement
- Over 30% growth in HCP registrations in the quarter providing a strong pipeline for continued sales growth over quarters ahead.

**MetaXplore™**

# Q3 Revenue Highlight - Australia MetaPanel launched

	Launch Event Completed	First Test Sales
NSW	✓	✓
VIC	✓	✓
QLD	✓	✓
SA		✓
WA		✓
TAS	✓	✓
ACT		

- First doctor referrals and sales achieved across New South Wales, Victoria, Queensland, South Australia, Western Australia and Tasmania
- Launch events held across New South Wales, Victoria, Queensland and Tasmania. Launch events scheduled for ACT, South Australia and Western Australia in Q4.
- Stage 1 of the sales strategy is focused on Gastroenterology specialists, with Stage 2 to target General Practice (GP) doctors.
- With planned education activities, marketing engagement strategies and KOL advocacy we expect adoption to translate into meaningful sales volume and revenues in FY25.

**MetaPanel™**

# Q3 Revenue Highlight – United Kingdom, Invivo first full QTR

**1,668**

Q3 Tests Sold

**4,947**

Tests Sold FYTD

**32,883**

Q3 Supplements Units

**94,244**

FYTD Supplements Units

**197**

Q3 New HCPs registered

**5,931**

HCPs registered all time

- First full quarter of sales and revenue were delivered, generating \$2.23m in sales
- Financial and corporate integration is now complete
- Focussed on sales growth within 5,900 existing accounts, and activating the 197 new accounts registered during the quarter through targeted sales activities, broadened marketing activities and educational programs.
- Launch of the MetaXplore Gastrointestinal Disorders test in the UK is scheduled to occur in FY25 to drive growth in GI testing.

**invivo**<sup>®</sup>

# Next generation gastrointestinal diagnostic tests

## Gastrointestinal pathogen test

### MetaPanel™



- One sample.
- 175 targets.
- Expertly curated clinical recommendations for targeted treatment.

**Clinical question:** Is it a pathogen causing these symptoms in my patient?

**MetaPanel test solution:** Detects the broadest range of pathogens, allowing for confident diagnosis or exclusion of an infectious pathogen cause for the patients symptoms

## Gastrointestinal disorder test

### MetaXplore™

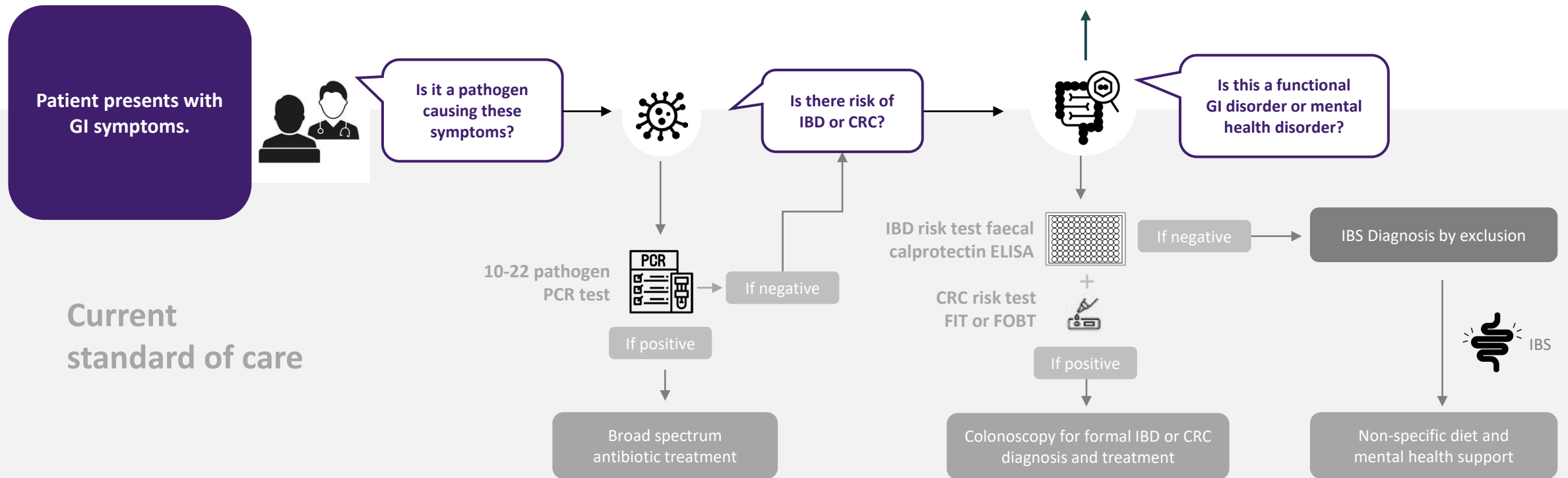


- 7 functional GI markers.
- >28k microbiome markers.
- Expertly curated clinical recommendations for personalised treatment.

**Clinical question:** Is it a functional microbiome or GI disorder causing these symptoms in my patient?

**MetaXplore test solution:** Comprehensive test covering a core set of functional gastrointestinal biomarkers, together with the most comprehensive microbiome analysis available

# Patient pathway — Advancing the standard of care for GI symptoms



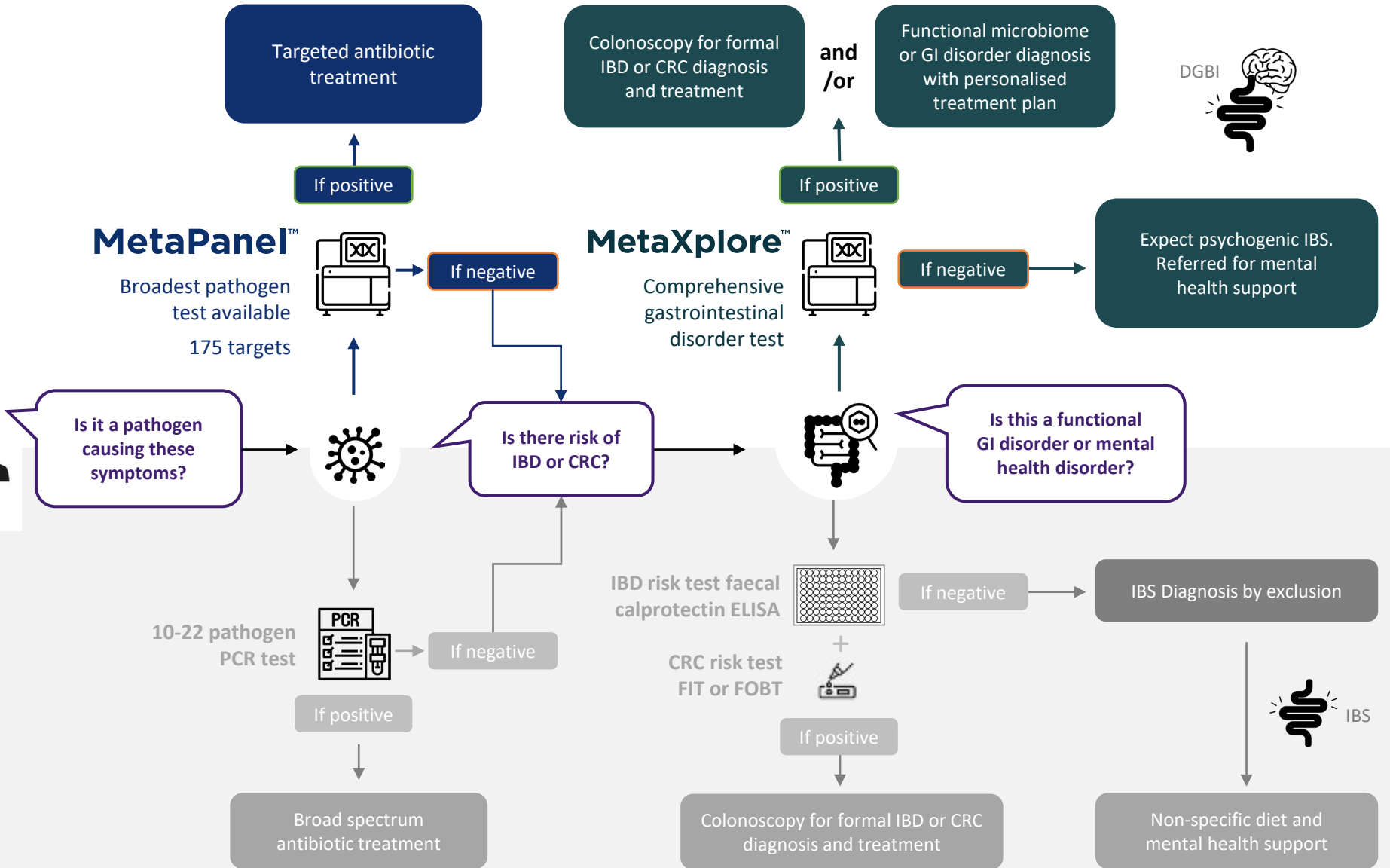
Current standard of care

# Patient pathway — Advancing the standard of care for GI symptoms

## New Microba care pathway

Patient presents with GI symptoms.

## Current standard of care

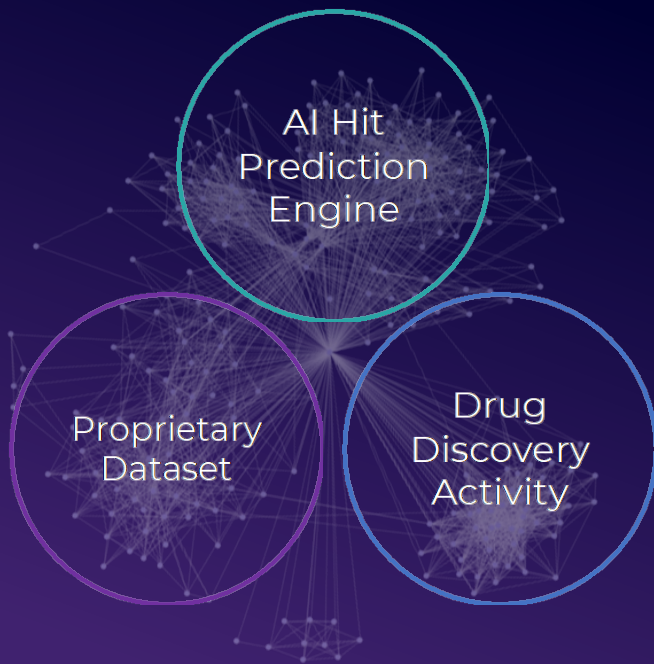


# **Microbiome Therapeutics**

Developing novel monoclonal  
microbial cell therapies



# | Microba is Pioneering an Advanced AI/ML Approach for the Development of Next Generation Precision Live Biotherapeutics



World's most advanced bioinformatic pipeline for metagenomic microbiome analysis

Large human dataset with deep health metadata powering AI/ML\* discovery

Pipeline of single strain live biotherapeutic candidates



Lead candidate MAP 315 safe and well tolerated in Phase I study with unique MOA

MAP 315 is nearing Phase 2 ready for IBD (mild to moderate Ulcerative Colitis)



Identified oncology leads with checkpoint synergistic anti-tumour activity



Advanced candidate discovery program in auto-immune disease partnered with Ginkgo

Combines Human data driven leads with advanced high-throughput biodiscovery



Active collaboration with IFF for allergy treatment

# Microba is a leader in Precision Microbiome Therapeutics

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

## The Microba Competitive Advantage

- ✓ Potent and novel biology mediated by Live Biotherapeutic strategy
- ✓ Demonstrated scalable GMP manufacturing process
- ✓ Oral delivery and Excellent safety profile

## Microba Partners



## Leadership Experience



# | Recent Program Highlights



## **Inflammatory Bowel Disease Program**

Progressing to Phase 2 ready.

- Phase 1 study completed successfully demonstrating excellent safety profile and first indication of potential engraftment
- Phase 2 clinical study design completed, Phase 2 CMC and regulatory nearing completion.



## **Immuno-Oncology Program**

Preclinical advancement & dataset growth.

- Growing preclinical data package demonstrating induction of a specific and targeted immune response
- Expanded clinical dataset to support lead assessment and lead candidate decision making, now with ~1,000 individuals
- Over 1,900 clinical samples received from the Precision Oncology Screening Platform Enabling Clinical Trials (ProSPeCT) study.



## **Autoimmune Disease Program**

Stage 2 Functional Screening 70% complete.

- Stage 1 data demonstrated leads with potent anti-inflammatory and/or anti-fibrotic activities
- Stage 2 screening data generated on fibrosis, gut barrier integrity, nuclear receptor biology, GPCRs and ER stress
- On track for Q4 completion

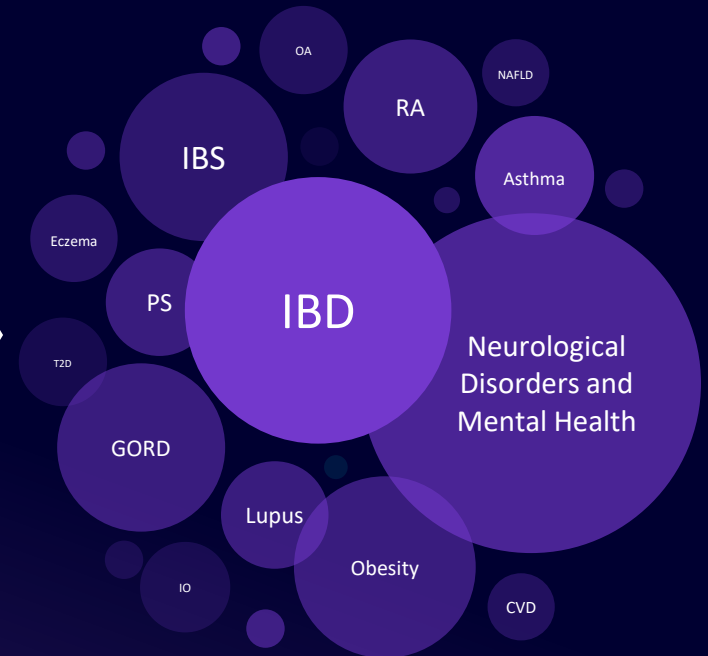
## Microbiome Databank

Health Data

Biome Data

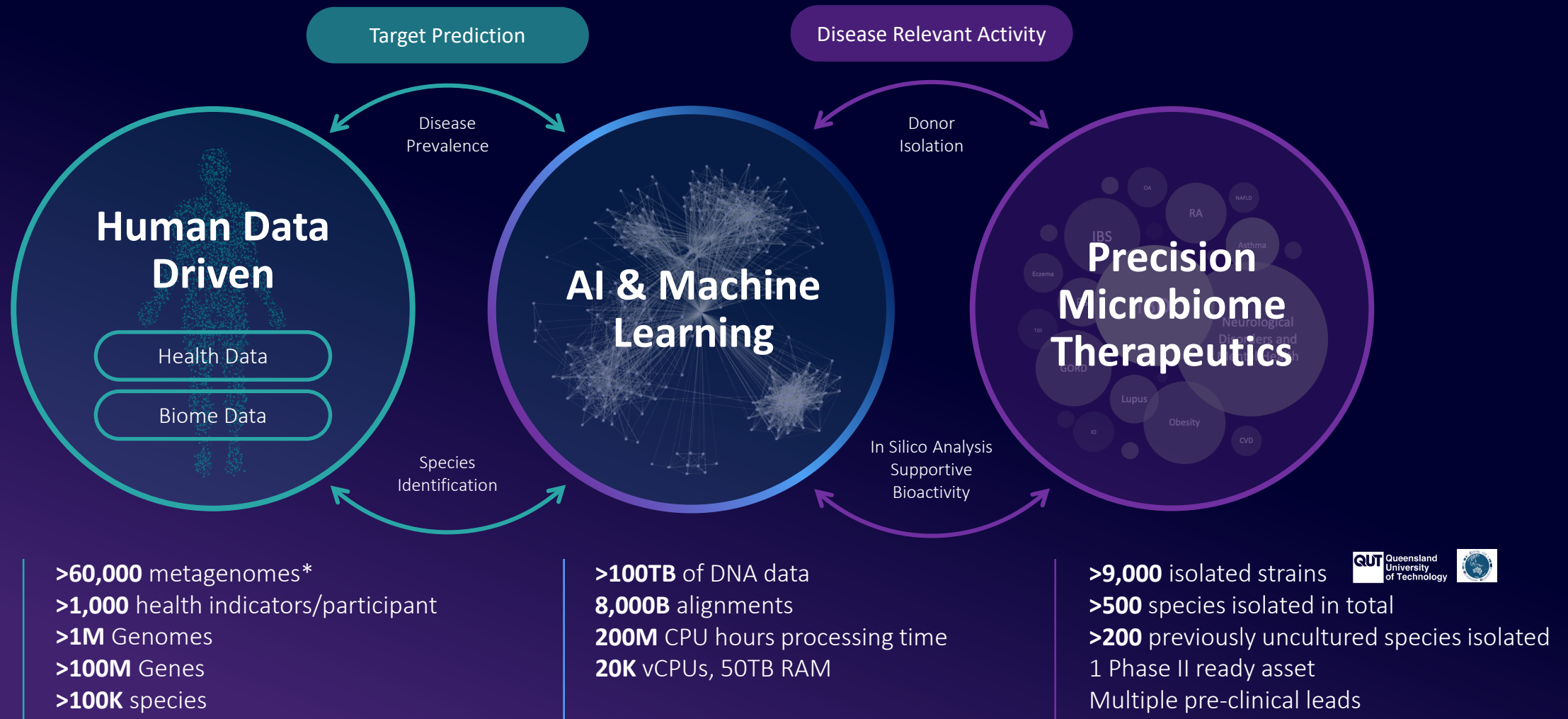


# Human data driven insights

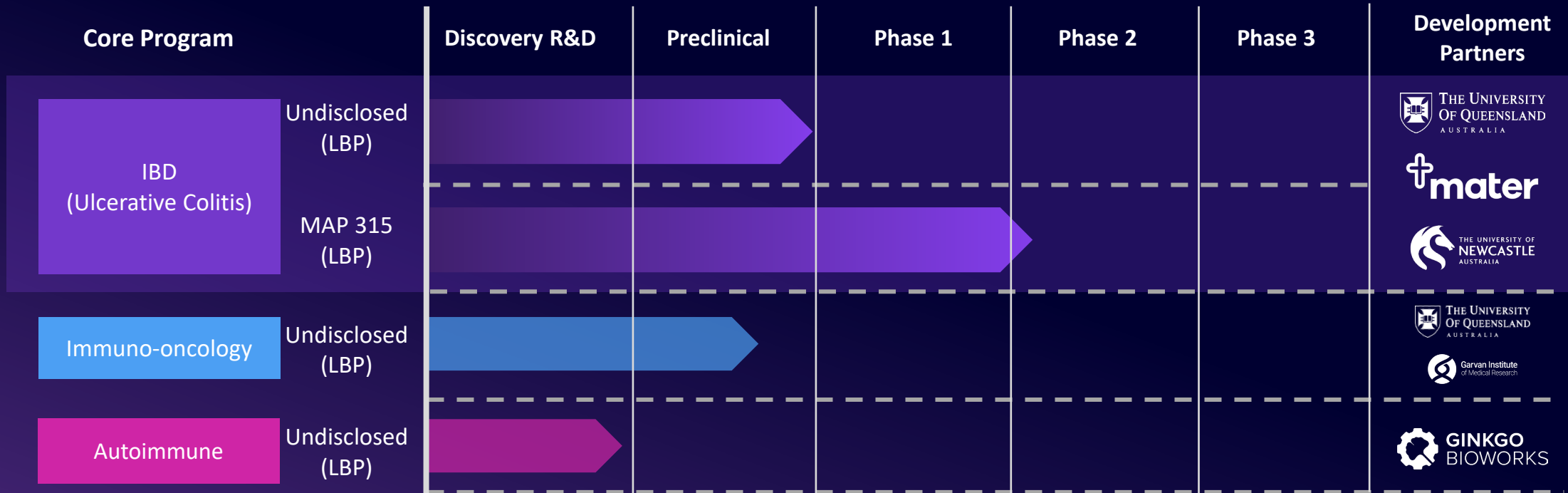


## Precision Microbiome Therapeutics

# | Microba is Pioneering an Advanced AI/ML Approach for the Development of Next Generation Precision Live Biotherapeutics



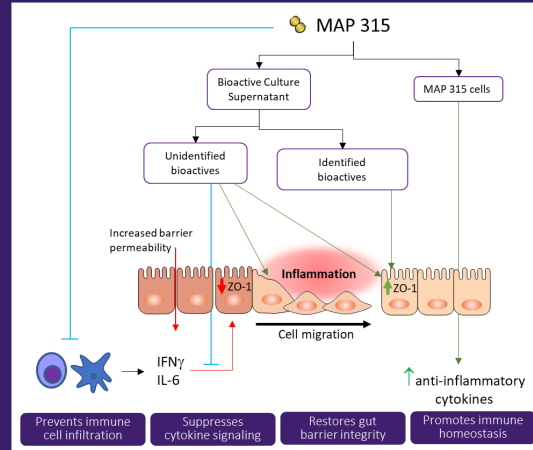
# Therapeutic Pipeline



# Inflammatory Bowel Disease Program : MAP 315

## New data supporting MOA

Additional supporting data including new insights into how MAP 315 promotes mucosal healing (modulation of WNT signaling, restoration of gut barrier integrity) and immune homeostasis (induction of regulatory T cells) was generated supporting the mechanisms of action for MAP 315.

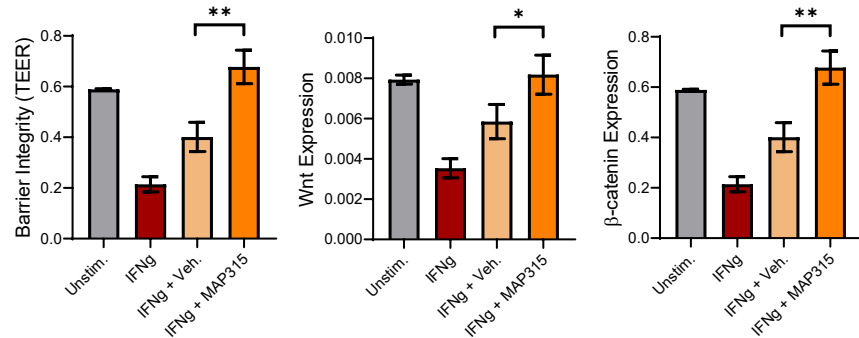


## Phase II trial readiness

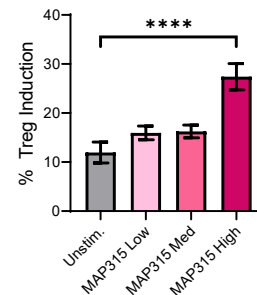
Study start timing currently being determined - Adaptive Patient Study, N = 140 to 200 examining induction of remission

- Phase 1 data package = complete
- Protocol development = complete
- Final CMC pack = in process
- IND filing = drafting

MAP 315 ameliorates IFN $\gamma$  induced loss of gut barrier integrity and restores WNT pathway signaling

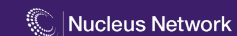


MAP 315 induces regulatory T cells



## Phase I trial summary – Concluded Dec 2023

- ✓ Safe and well tolerated at both low and high doses
- ✓ No clinically significant safety signals from assessments.
- ✓ Faecal kinetics assessed by metagenomic analysis indicated ability to successfully deliver live MAP 315 into the gastrointestinal tract



# Oncology Program

## Expanded Clinical Dataset for Lead Discovery

- ~1,000 metagenomics samples from 8 studies across multiple cancer types have been compiled to discover gut microbiome signatures associated with patient response to checkpoint inhibitor immunotherapy
- Robust signals have been discovered spanning geography, clinical indication, and checkpoint inhibitor regimens, enabling high-throughput *in vitro* screening of potential lead species for disease-relevant activities in human immunological models



Results of integrated machine learning analysis of clinical datasets, demonstrating a consistent metagenomic signature of patient response to ICI. Models were trained on species abundances using ten-fold cross validation. Final models predict response with an accuracy of 87%.

## OMICO & PrOSPeCT study

- Microba is a collaborating partner in the landmark \$185M program, which is the largest precision oncology and cancer genomics initiative in Australia
- Microba has joined companies which as Bayer, Illumina and Sonic Healthcare to advance precision oncology
- Microba has already received over 1,900 clinical samples, building a unique opportunity to generate a large, richly annotated clinical metagenomics dataset to power current and future microbiome oncology programs





# Autoimmune Program



## Stage 2 Screening

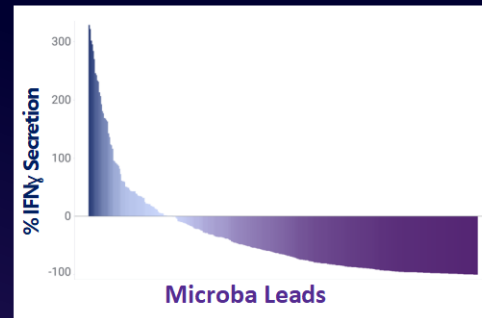
- Data generated showing impact on fibrosis, gut barrier integrity, nuclear receptor biology, GPCRs and ER stress
- Next assays to include broad gene expression and cytokine profiling.
- On track for Q4 completion

## Stage 1 Screening – Concluded Dec 2023

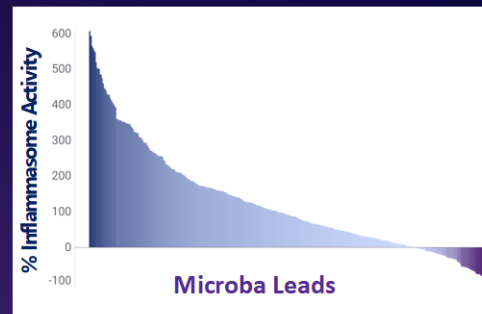
- ✓ Analysed 182 strains selected through Microba's data driven drug discovery platform
- ✓ 62% of strains demonstrated significant immunomodulatory activity
- ✓ 18% of strains demonstrated significant impact on the inflammasome
- ✓ 35 strains selected to move into Stage 2 functional screening

## Observing broad and potent immunomodulatory activity

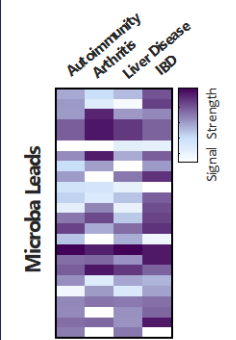
### Suppression of Th1 Immune Response



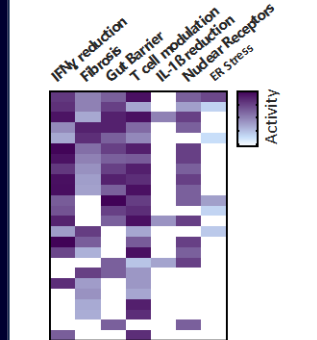
### Inflammasome Suppression



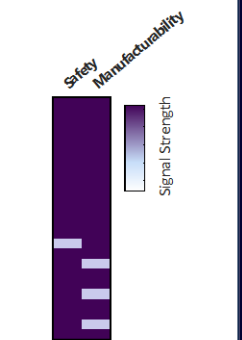
### Health Association



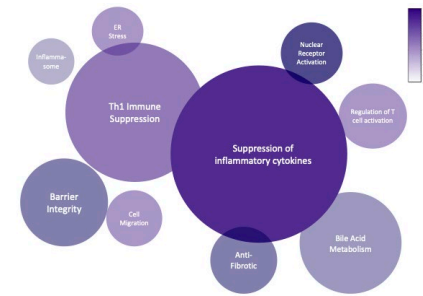
### Disease-relevant activity



### Safety and Manufacturability



### Biological Activity



# Advancing allergy treatment partnership with multi-national probiotics leader IFF

## Stage 2 signed to complete isolation and activity assessment

- Strain isolation activities underway and on track
- Strong collaboration built between both teams
- IFF have an option to license the strains and intellectual property on commercial terms which may result in future royalties and milestone payments

## Stage 1 complete discovering therapeutic leads

- ✓ Nov 2021 Microba signed a therapeutic partnership with IFF to develop novel treatments for multiple forms of allergy
- ✓ Stage 1 leveraged Microba's data-driven drug discovery platform to identify multiple leads
- ✓ IFF subsequently executed their option to proceed into a Stage 2 agreement to further pursue those leads



**iff** THE PROVEN LEADER IN PROBIOTICS

NYSE IFF | Market cap \$19.6B\* | HQ New York

### IFF Achieves Industrial Scale Production of a Strict Anaerobic 'Next Generation' Probiotic Strain

Oegstgeest, The Netherlands – Mar. 16, 2023 – IFF—a leading global player in the health and wellbeing industry—today reveals it has achieved the successful production of a strict anaerobic 'next generation' probiotic strain at industrial scale. The remarkable milestone demonstrates IFF's unique capabilities in fermentation, downstream processing and formulation in this space. IFF's advancement in identifying new microbiome solutions and establishing safe and efficient production at industrial scale will ultimately support commercially viable innovation in the dietary supplement market in years to come.

"We've made this breakthrough achievement thanks to our cutting-edge process development capabilities—which encompass small-scale, high-throughput and high-information tools—paired with our large-scale manufacturing skills and deep investments in our teams, facilities and certifications," said Sebastian Stahl, director for Process R&D at IFF. "Not only does the successful production of Akkermansia at industrial scale demonstrate that we have the know-how and technologies to identify promising microbiome solutions, but we're also experts at establishing their safe and efficient production."

The production of a 'next generation' probiotic at scale is another cornerstone of IFF's strategy to refresh and deliver microbiome-science-based solutions through a mixture of strategic partnerships and investments in research and development and builds on the company's existing leadership in the areas of probiotics, prebiotics and botanical extracts.

"We are proud of this milestone in IFF's history, and we are confident in our ability to commercialize our extensive microbiome pipeline, comprising in-house developments, as well as projects with external partners or customers," said Sebastien Guery, vice president, Health, IFF.

# Microba is developing the 3<sup>rd</sup> Generation of Microbiome Therapeutics using a human data driven approach

## 1 First Generation



### Faecal Doner Derived & FMT



**FDA approval Nov 30 2022**  
Faecal doner derived enema drug product



**FDA approval April 27 2023**  
Faecal doner derived oral capsule drug product

## 2 Second Generation



### Bacterial Consortia



**Vedanta Biosciences**  
Vedanta Biosciences Raises \$106.5M in Funding



**SER-155**  
Phase Ib showing engraftment reduction in pathogens

## 3 Next Generation



### Single Strain & Small Molecule












**Microba**  
**MAP 315** Phase I IBD  
Advancing oncology & autoimmune pipeline

# Outlook



# Upcoming Company Milestones

2023 JUL - DEC	2024 JAN - MAR	2024 APR - JUN
<b>Testing</b> New country expansion 	<b>Testing</b> Invivo Clinical integration 	<b>Testing</b> Stage 2 US commercialisation strategy
<b>Testing</b> First Sonic partners operational 	<b>Testing</b> Sonic MetaPanel national launch 	<b>Testing</b> MetaPanel launch expansion
<b>Therapeutics - IBD MAP 315 program</b> Phase I participant dosing complete 	<b>Therapeutics - IBD MAP 315 program</b> Phase II clinical trial ready 	<b>Therapeutics - IBD MAP 315 program</b> Phase II clinical trial readiness bolstered
<b>Therapeutics - IBD MAP 315 program</b> Phase I complete 	<b>Therapeutics – IO Program</b> Studies to support candidate selection 	<b>Therapeutics – IO Program</b> Lead candidate selection
<b>Therapeutics – IO Program</b> Immunological pre-clinical results 	<b>Therapeutics - Autoimmune Program</b> Stage 2 screening on track 	<b>Therapeutics - Autoimmune Program</b> Stage 2 screening complete
<b>Therapeutics - Autoimmune Program</b> Stage 1 activity screening complete 		



# | Therapeutic program milestone tracking

## Inflammatory Bowel Disease



### PHASE I COMPLETE

#### Recently Completed

- ✓ Phase I HREC approval
- ✓ cGMP manufacturing complete
- ✓ Phase I trial commenced
- ✓ Phase I participant dosing complete
- ✓ Phase I complete

#### Upcoming milestones

- Phase II ready



## Immuno-Oncology Program



### PRECLINICAL

#### Recently Completed

- ✓ Leads discovered
- ✓ Leads isolated
- ✓ First animal model results
- ✓ Immunological pre-clinical data

#### Upcoming milestones

- Lead candidate selection



## Autoimmune Diseases



### STAGE 2 SCREENING

#### Recently Completed

- ✓ Program commenced
- ✓ Strains provided to Ginkgo
- ✓ First in vitro screening results
- ✓ Stage 1 activity screening complete

#### Upcoming milestones

- Stage 2 activity screening complete



# MICROBA™



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# Two core business segments driven by a world leading technology

## MiCROBA®

World leading microbiome analysis technology

Proprietary databank

Advanced AI and biostatistics powering a diagnostics and therapeutics platform

## Testing Business

Next generation gastrointestinal diagnostics

2 clinical tests.

GASTROINTESTINAL PATHOGEN TEST

**MetaPanel™**

GASTROINTESTINAL DISORDERS TEST

**MetaXplore™**

2 channels to market.

PATHOLOGY PARTNER CHANNEL



PRIMARY TARGET CLINICIANS

Gastroenterologists  
General Practitioners  
Other Specialists

DIRECT TO PRACTITIONER CHANNEL



PRIMARY TARGET CLINICIANS

Integrative General Practitioners  
Integrative Specialists  
Dieticians  
Nutritionists  
Naturopathic practitioners

## Therapeutics Business

Precision microbiome therapeutics

Data driven therapeutic development platform.

ADVANCED AI/ML APPROACH UNDERPINNED BY WORLD LEADING TECHNOLOGY

NOVEL PIPELINE OF MICROBIOME THERAPIES – POTENT, ORAL DELIVERY, SAFE & MANUFACTURABLE

3 therapeutic programs.

**INFLAMMATORY BOWEL DISEASE PROGRAM**

CLINICAL INDICATION  
Mild-moderate Ulcerative Colitis

DEVELOPMENT STAGE  
Phase 1 Complete  
Phase 2 Readiness



**IMMUNO-ONCOLOGY PROGRAM**

CLINICAL INDICATION  
Multiple cancers to enhance check-point inhibitor treatment response

DEVELOPMENT STAGE  
Pre-clinical. Lead candidate selection



**AUTOIMMUNE DISEASE PROGRAM**

CLINICAL INDICATION  
Lupus, psoriatic arthritis & autoimmune liver disease

DEVELOPMENT STAGE  
Discovery

