# BIO-GENE TECHNOLOGY LIMITED

30 NOVEMBER 2021

**Annual General Meeting** 

PRESENTED BY

Robert Klupacs

NON-EXECUTIVE CHAIRMAN

Richard Jagger

CEO & MANAGING DIRECTOR





## **DISCLAIMER**

This presentation has been prepared by Bio-Gene Technology Limited (ASX:BGT) (the Company). This presentation is not, and should not be considered, an offer or invitation to apply for or purchase securities in the Company or as a recommendation or inducement to make an offer or invitation in respect of securities in the Company. No agreement to subscribe for securities will be entered into on the basis of this presentation or any information contained in this presentation.

This presentation is not a prospectus, product disclosure document or other offering document under Australian law or under the law of another jurisdiction. This presentation is provided for general information purposes only and is selective, does not purport to contain all relevant information and has not been independently verified.

Neither the Company nor its advisors have any responsibility or obligation to inform any recipient of any matter arising or coming to their notice after the date of this presentation, which may affect any matter referred to in the presentation. The Company releases material information as announcements to the ASX (ASX:BGT). Recipients seeking further information in respect of the Company should review the Company's announcements as released to ASX from time to time.

Nothing in this presentation constitutes investment, legal, tax, accounting or other advice. The recipient should consider its own financial situation, objectives and needs and conduct its own independent investigation and assessment, including obtaining investment, legal, tax, accounting or other advice as it considers necessary or appropriate.

The distribution of this presentation (including electronic copies) outside Australia may be restricted by law and persons who come into possession of this presentation outside Australia should seek advice on and observe any such restrictions. Any failure to comply with such restrictions may constitution a violation of applicable securities laws.

This presentation may contain statements relating to intentions, future acts and events (Forward Looking Statements). Forward Looking Statements involve subjective judgment and analysis, known and unknown risks, uncertainties and other important factors that cause those future acts, events and circumstances to differ from the way or manner in which they are expressly or impliedly portrayed. no representation, warranty or guarantee, express or implied, is given that any Forward Looking Statements will be achieved or proven correct, or that any assumptions or projections on which the Forward Looking Statements are based are reasonable.

No financial information (unless also contained in financial reports released to ASX), estimates or projections contained in this presentation or as derived from such financial information, estimates or projections can be relied upon as a promise or representation as to any present or future matter.

To the maximum extent permitted by law, neither the Company nor any of its associates, directors, officers, employees, advisors or representatives make any representation or provide any warranty, express or implied, as to the accuracy, reliability or completeness of the information contained in this presentation or any subsequent information provided to the recipient including, but not limited to, any financial projections, estimates or other historical information.

# OUR STRATEGIC OBJECTIVE

Generate multiple revenue streams from technology licensing fees, milestone payments and royalties by



Securing & owning active ingredient product registrations



Working with strong commercial partners on product development; marketing and distribution



Developing proprietary manufacturing and production know-how



Potential partnership agreements across multiple geographies and different end-use markets, with collaboration programs now underway in two of our target segments

## IMPORTANT POSITIVE PROGRESS OVER THE PAST 12 MONTHS

Board review and appointments

Additional efficacy data

Discussions re potential commercial relationships with both existing and new collaboration partners

Studies have been completed that articulate the novel mode of action

Additional MTAs signed with global companies to undertake preliminary analysis of our products

Additional Eco tox data for registration dossier

BASF stage 3 interim results

Confirmation of yield improvements via extraction process at Qcide harvest

Flavocide manufacturing validation

Patent allowances granted in Australia and U.S., with further applications in other major commercial markets

Clarke program stage 2 feedback & next steps

Agreements with commercial partners
- Evergreen and Clarke

Registration review process with external global consultants

## 2021 FINANCIAL YEAR



# CONSUMER PRODUCTS: EVERGREEN COMMERCIAL DEVELOPMENT AGREEMENT

## Evergreen is a market leader in consumer products across Europe and in Australia/New Zealand

#### Initial Field of Use

Fly & mosquito electric evaporator Ant bait gel and ant spray

ROFR to negotiate additional applications within consumer market

#### **Initial Territory**

E.U., U.K., A/NZ

ROFR to negotiate additional territories within consumer market

#### Revenue Model

Up-front licence fee

Milestone payments prior to registration

On-going royalties on end-use product sales

Development costs borne by Evergreen

#### Market Opportunity

Initial Field of Use: US\$600m<sup>1</sup>

Total European consumer insecticide market: US\$2b1



# PUBLIC HEALTH: NEW OPTION AGREEMENT SIGNED ON CLARKE MOSQUITO PROJECT

Clarke is the largest vertically integrated company in public health mosquito control

#### **Results of Phase 2 Testing**

Very positive results indicate the suitability of Bio-Gene products as mosquito control technology

Target formulations identified for progression to Phase 3 field trials

Confidence for both companies to move forward with commercial negotiations as per the Option agreement

#### **New Option Agreement Signed**

90 Days to complete full commercial terms

Exclusive period to begin Phase 3 field testing

Agreement is for the U.S. market

Cost of studies borne by Clarke, with shared report of results

#### **Next Steps**

Clarke to confirm timing for the field component of Phase 3 trials (somewhat weather dependent)

Field studies designed to confirm suitability of laboratory developed formulations for field use & EPA registration

#### Market Opportunity

Initial Field of Use: US\$100m<sup>1</sup>

Global market \$650m<sup>1</sup>



# CROP PROTECTION: UPDATE ON BASF STORED GRAIN PROJECT

#### BASF is the world's largest chemical company

### Details of Current Agreement with BASF

Term of exclusivity to have option for stored grain market within Australia

#### **Results of Phase 3 Testing**

Field testing will be completed Nov/Dec 2021

Lab testing required to test stored grain efficacy F1 progeny

Report to then be generated

Final reporting on these results expected early in 2022

#### **Further Discussions**

Bio-Gene and BASF are discussing terms covering the commitment required of each party to progress the commercial development of Flavocide as a stored grain protectant Final stage of Phase 3 will show the ability for Flavocide, when used in combination, to control the full range of stored grain pests, over 9 months (commercially acceptable time frame).

Market opportunity in Australia is relatively small, but there is significant global potential (A\$1b)<sup>1</sup>





## IMPORTANT PROGRESS ACROSS OTHER KEY AREAS

#### I.P. Developments

- Additional research underway has the potential to identify new I.P. for the company
- I.P. can be in the form of patents, technical knowhow, trade secrets

#### **Review Of Reg Requirements**

- Completed a regulatory review analysis with global consultants to look at the specific data requirements for USA, European Union and Australia across our different market segments
- Clear understanding developed relating to read-across potential for different applications and regulatory jurisdictions.

#### **Additional MTAs**

- Bio-Gene has signed 4 new MTAs this calendar year with international companies focused across all areas of insecticide use
- Studies performed by these companies ultimately give Bio-Gene additional options for going to market

#### Manufacturing

- Flavocide manufacturing validation – scale-up process has confirmed ability to produce larger quantities
- Qcide: Last harvest confirmed production improvements based on modified temperature and pressure

#### **Efficacy testing**

- Additional studies underway for specific company evaluation of technology
  - Animal Health
  - Consumer
  - Crop Protection
  - Public Health
- Extension work to identify additional key targets and applications to support our commercial discussions and further develop our I.P. portfolio

#### **Patent Allowances**

- 2 granted in Australia
- 1 recently granted in United States
- Under review in other key markets

# KEY PRIORITIES FOR THE NEXT 12 MONTHS



2020-2021

2018-2020

- Proof of principle efficacy testing
- Preliminary safety data
- Product formulation concepts
- Testing with 3<sup>rd</sup> parties

- Efficacy data in multiple settings
- Advancing safety and tox testing
- Confirming novel Mode of Action claims
- Development agreements and additional MTAs

#### 2021-2022

- Manufacturing scaleup
- Building regulatory data package
- Securing initial agreements with commercial partners
- Converting additional MTAs into collaborative development agreements

 Additional application testing internal and with partners

2022-2024

- Applying for formal recognition of novel Mode of Action
- Completing data package for final submission

- First regulatory approval and commercial sales
- Additional registration submissions
- Potential new product development program

# BIO-GENE TECHNOLOGY LIMITED

Annual General Meeting

THANK YOU



