

ENABLING THE NEXT GENERATION OF NOVEL INSECTICIDES

# BIO-GENE TECHNOLOGY LIMITED

BIO-GENE  
TECHNOLOGY  
LTD

23 NOVEMBER 2023

Annual General Meeting –  
CEO Presentation

PRESENTED BY

Tim Grogan

CEO & MANAGING DIRECTOR





CEO's Address

Tim Grogan

ANNUAL GENERAL MEETING



# AGENDA

## **1. Bio-Gene:**

- Business model
- Success – what really matters?
- Bio-Gene's Active ingredients

## **2. FY23 Performance Highlights**

## **3. Public Health & Crop Protection**

## **4. Bio-Gene's Strategic Priorities**

# BIO-GENE'S BUSINESS MODEL

## FY 2023

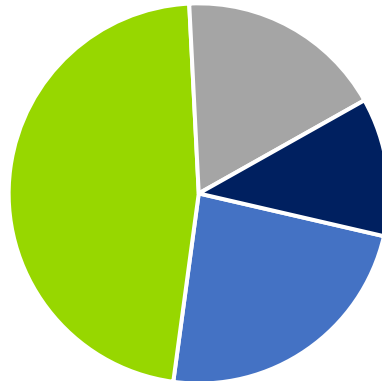
- ✓ Registration and Commercial development stage
- ✓ Licence fees, milestone payments and raw materials part support capital needs
- ✓ Critical phase of commercial development supporting future high margin royalty stream future



■ Licence Fees

## FY 2027

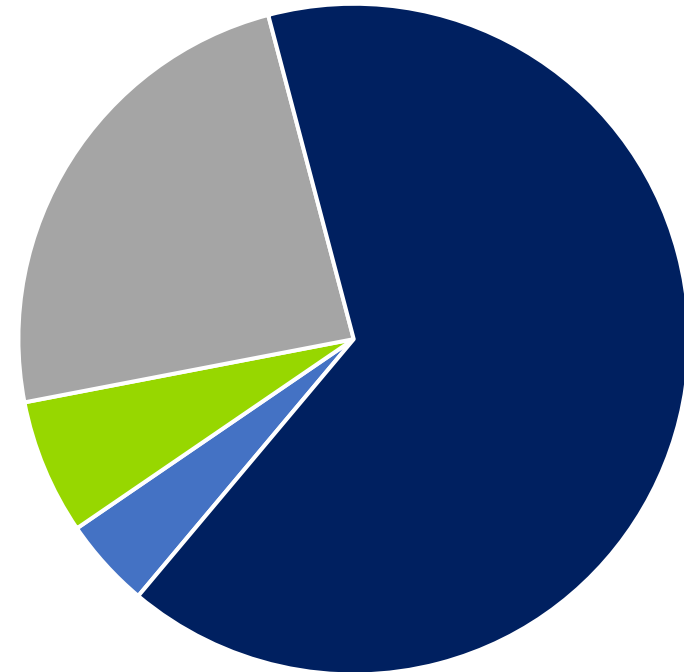
- ✓ Active ingredients first registrations
- ✓ Products developed can go to market



■ Milestone

## FY 2031

- ✓ Expanding commercialised product driving significant increase in royalty payments
- ✓ High margins



■ Raw Materials

■ Royalty



# SUCCESS – WHAT REALLY MATTERS?

Bio-Gene's Progress & De-Risking: QCIDE & FLAVOCIDE

## 1. Can you make it?

- QCIDE – AI & formulated
- FLAVOCIDE – AI & formulated
- Capacity

## 3. Can you sell it?

- Regulatory progress (e.g. tox and env. safety profile)
- Product development (milestone payments)
- Partnering status (up-front licensing fees)

## 2. Does it work?

- Product evaluations under MTA (usually confidential)
- Efficacy - each use pattern/target species
- Competitive profile versus alternatives

## 4. Do you have the capability to deliver?

- Capital – leveraged with partners & grants
- Patent portfolio
- People, collaborators, contractors and advisors

# BIO-GENE'S ACTIVE INGREDIENTS: A STEP-CHANGE FOR RESISTANT PEST CONTROL

- **Novel Mode of Action (MoA)**
  - Positive efficacy
  - Last new MoA commercialised in 2008, with current sales of US\$2.3bn
- **Natural compound**
  - Ecologically acceptable
- **A pathway to commercial production**



## **QCIDE™**

### **Natural Compound**

An extract of a specific cultivar of eucalypt, the Gympie Messmate

Trees farmed in QLD



## **FLAVOCIDE™**

### **Nature Identical Compound**

Active ingredient Flavesone is found in Nature

Synthesised via new proprietary process

Can be produced in large volumes globally

# FY23 PERFORMANCE HIGHLIGHTS

Key developments provide a clear path to formulation, registrations and commercialisation

## FY23 Key partnership, patent and achievements

STK  
Agreement

Clarke  
extension

Synergy  
results

GRDC  
support

Patent  
protection

## FY23 Financials

Income  
\$681k

Operating  
Cash flow  
(\$3.3)m

Cash  
\$3.0 m

## Key achievements subsequent year end

CDC  
program

Capital  
raise

# MOSQUITOS - A MAJOR THREAT TO PUBLIC HEALTH

Developing the next generation of insecticides to effectively control resistant insects and pests enhancing global public health, with low toxicity for human health and the environment.

## The scale of the problem



- WHO estimates more than **half the world** is at risk of vector-borne diseases
- Malaria infects close to 250 million people each year, **killing over 600,000\***
- Zika virus is a **global health emergency** and Murray River encephalitis is increasing in Australia - a deadly mosquito-borne disease that **kills one in five individuals** who contract it
- There are over **125 mosquito species** with documented resistance to one or more insecticides

## Annual sale of insecticides against mosquitos:

- Public health: government and professional pest control, **~\$640M p.a.\*\***
- Consumer use, **~\$200M p.a.**

BILL & MELINDA  
GATES foundation



*Anopheles stephensi* mosquito - anopheline mosquitoes are the only vectors of malaria.

\*World Health Organization World Malaria Report, 2022

\*\*Global Mosquito Control Professional Survey Report 2021, Forecast to 2026



# BIO-GENE'S STRATEGIC PRIORITIES

## 1. **Speed:**

- FLAVOCIDE AI & QCIDE AI - Pre-registration manufacturing & safety studies

## 2. **Focussed Product Development:**

- Focussed development/product pipeline & partnered programs (both stand-alone & combination products)

## 3. **Commercial Validation:**

- Further commercial validation & partnering (both expanded and new)

## 4. **Efficient Use of Capital:**

- Leveraged wherever possible with partners & grants

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