

## INVESTOR WEBINAR – FY24 HALF YEAR REVIEW

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Bio-Gene Technology Limited (ASX: BGT) Chief Executive Officer, Tim Grogan will host a presentation on the 1H FY24 results, followed by a Q&A session, for investors and analysts today, **Tuesday, 5 March 2024, at 11:00am (AEDT)**.

The webinar presentation is attached.

To register for this Webinar, please use the following link:

<https://us02web.zoom.us/j/81233346624>

Approved for release by the Board of Directors.

- ENDS -

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### About Bio-Gene Technology Ltd

Bio-Gene is an Australian agtech development company enabling the next generation of novel insecticides to address the global problems of insecticide resistance and toxicity. Its unique technology is based on a naturally occurring class of chemicals proven to overcome resistance to control pests with minimal impact on human health and the environment.

Bio-Gene's technology provides multiple potential new solutions for insecticide manufacturers in applications across crop protection, grain storage, public health and consumer products. Bio-Gene's is developing and commercialising a broad portfolio of targeted insect control and pest management solutions.

**Flavocide® and Qcide®** are trademarks of Bio-Gene Technology Limited.

# Developing New Insecticides Derived From Nature to Achieve High Impact - Globally

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**Tim Grogan**  
Managing Director & CEO

5 March 2024

**FY24 Half Year Results & Update**

ASX:BGT

[www.bio-gene.com.au](http://www.bio-gene.com.au)



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# FY24 Half Year Report

## Key milestones achieved

		Significance:
1.	Review of Bio-Gene's development pipeline – public health, consumer & crop protection	Focus, clear strategy & communications
2.	STK – Qcide® Development & License Agreement	Accelerate Qcide AI development
3.	Flavocide® & Qcide® - US\$10 million research program funded by the US Centers for Disease Control and Prevention (CDC) for vector control targeting ticks as vectors of Lyme disease	High quality data for a key target pest
4.	\$2.0 million capital raise to produce Flavocide AI and to conduct key toxicology studies required to advance registration of Flavocide initially in Australia	Funding to commence Flavocide AI regulatory development in Australia
5.	Flavocide manufacturing program with a large contract toll manufacturer to support regulatory programs and to meet future product demand	Route to manufacture reduces risk
6.	Scale-up of Qcide production continues to keep pace with expected demand from commercial collaborations	Scale-up of Qcide to match regulatory developments
7.	<ul style="list-style-type: none"> <li>➤ Mr Alex Ding - appointed Chairman</li> <li>➤ Mr Tim Grogan - appointed Managing Director and CEO</li> <li>➤ Mr Roger McPherson - appointed interim Chief Financial Officer</li> </ul>	Key board and management changes

# FY24 Half Year Report

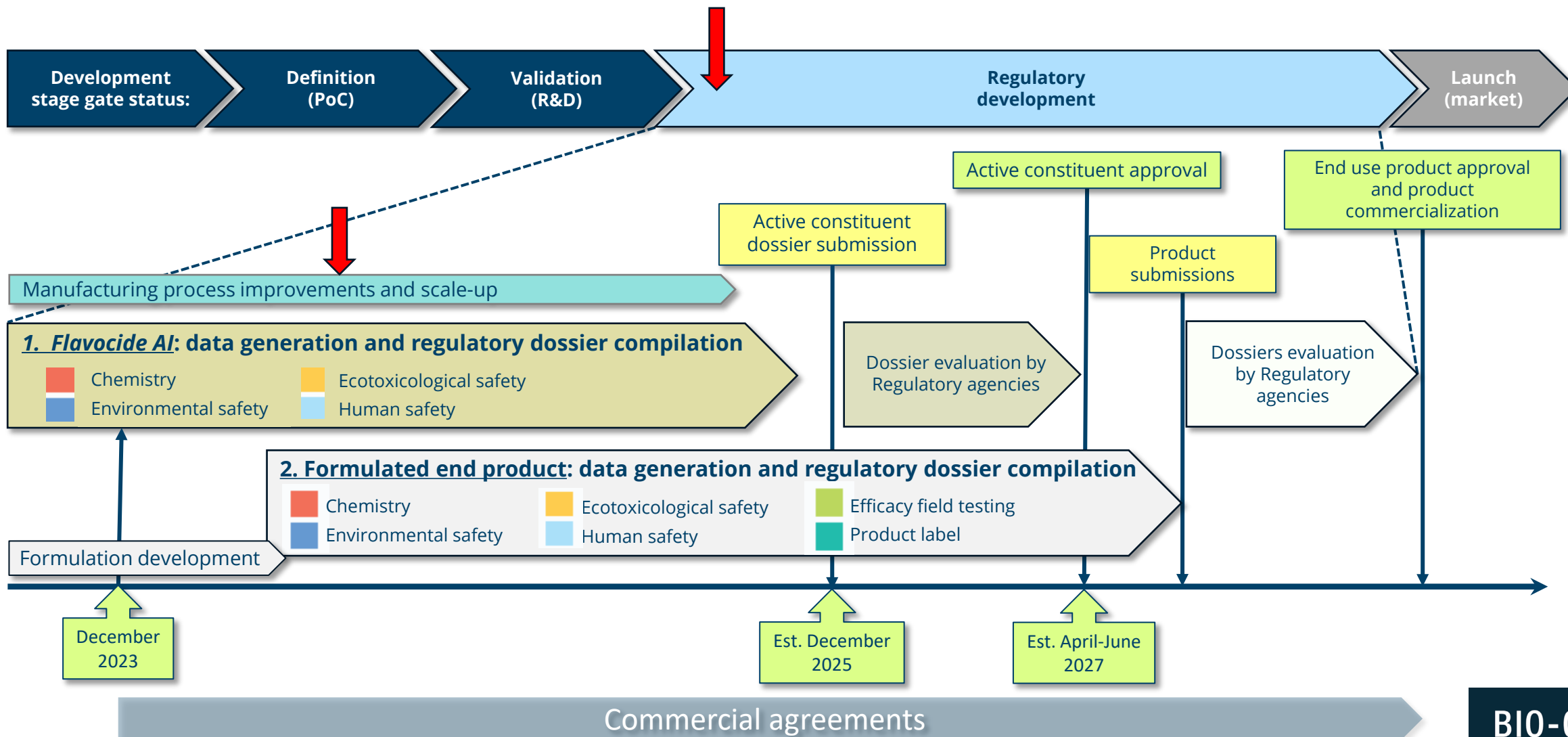
## Summary Statements

<b>Profit &amp; Loss (\$'000)</b>	<b>1H24</b>	<b>1H23</b>
<b>Revenue</b>		
Revenue from continuing operations	18,755	-
Other income	150,963	89,625
<b>Expenses</b>		
Research & Development	(717,065)	(1,221,659)
Commercialisation Expenses	(170,656)	(147,782)
Intellectual Property	(190,244)	(134,657)
Other Expenses	(431,253)	(466,282)
<b>Profit before tax</b>	<b>(1,509,218)</b>	<b>(1,970,380)</b>
Tax expense	-	-
<b>Net profit after tax</b>	<b>(1,509,218)</b>	<b>(1,970,380)</b>

<b>Balance Sheet (\$'000)</b>	<b>Dec 2023</b>	<b>Jun 2023</b>
<b>Assets</b>		
Cash & cash equivalents	3,226,960	2,990,527
Intangibles	221,657	240,128
Other Assets	844,006	604,578
<b>Total Assets</b>	<b>4,292,683</b>	<b>3,835,233</b>
<b>Total Liabilities</b>	<b>601,580</b>	<b>613,884</b>
<b>Net Assets</b>	<b>3,691,103</b>	<b>3,221,349</b>

<b>Cash Flow (\$'000)</b>	<b>1H24</b>	<b>1H23</b>
<i>Receipts from customers</i>	21,557	-
<i>Payments to suppliers &amp; employees</i>	(1,811,317)	(2,129,237)
<i>Other revenue</i>	44,819	43,606
<i>Interest &amp; other finance costs paid</i>	-	-
<i>Income tax paid</i>	-	-
<b>Net cash used in operating activities</b>	<b>(1,744,941)</b>	<b>(2,085,631)</b>
<b>Net cash provided by investing activities</b>	<b>2,400</b>	-
<b>Net cash provided by financing activities</b>	<b>1,978,974</b>	-
<b>Cash &amp; Cash equivalents at end of period</b>	<b>3,226,960</b>	<b>4,256,250</b>

# Flavocide® Active Constituent - Development Update



# Flavocide® & Qcide® Active Constituents - Development Update

- **Flavocide scale up (India):**  
Approx. 250kg total planned for June 2024  
(equivalent to approx. 500 Ha.)
- **Pre-application Assistance (APVMA - PAA):**  
Filed – an opportunity to obtain technical advice before submitting an application and provides confirmation that a proposed submission will contain relevant information to address the safety, efficacy criteria
- **Qcide regulatory, 2024 harvest planning & STK visit**
- **Continuing to identify a partner for Flavocide for use as a stored grain protectant**



The Flavesone (Red colour) is the crude material in the reactor under stirring

The post-distilled product

# Commercial Partner: Clarke Mosquito Control Products, Inc.

## Flavocide®: U.S. Professional Use – public health & residential



**Segments:**

1. Professional public health mosquito market
  - Insecticide sales value of the Public Health mosquito market in the US: US\$100 million p.a.
2. Residential mosquito control on private properties
  - Insecticide sales value of residential mosquito control in the US: US\$150 million p.a.

**Progression:**

April 2020 – Materials Transfer Agreement  
October 2021 – Option Agreement  
April 2022 - Commercial License & Development Agreement  
April 2023 - Extension to residential mosquito control (private properties)

**About:**

**Based:** St Charles, Illinois (US)  
Clarke is a global environmental products and services company specializing in the science of mosquito control.

**Commercial:**

Flavocide - Commercial License & Development Agreement

- **Field of Use:** (1) Professional public health mosquito control (mosquito abatement districts, municipalities, counties and states) & (2) Residential mosquito control on private properties
- **Territories:** USA & Cayman Islands (exclusive)
- **BGT:** Data procurement and application to register Flavocide® AI in USA
- **Clarke:** Develop and register of end use products

**Payments:**

Milestone payments, technology transfer fees, royalties on sales

**Stage:**

Current stage: Formulation & product development

**Significance for Bio-Gene:**

**Clarke Mosquito Control has the required product development, regulatory, sales and marketing expertise to exploit the commercial opportunity for mosquito control using Flavocide® in the US, and potentially in other territories.**







# Commercial Partner: Evergreen Garden Care

## Flavocide® & Qcide® : Consumer markets, mosquito and ant control

**Segment** 1. Consumer markets, mosquito and ant control (EU, UK, Australia and New Zealand)

- Retail sales value est. of approx. US\$600m p.a.
- EU market for consumer insecticide products is estimated at US\$2B p.a., with an anticipated CAGR of over 5%

**Progression** April 2020 – Materials Transfer agreement  
October 2021 - Commercial License & Development Agreement

**About:** **Based:** Camberley, UK  
Evergreen Garden Care (formerly Scotts International) is the leading garden care company outside North America, producing high quality garden care products, has a strong focus on new natural and bio control solutions for its home and garden care product ranges

**Commercial:** Flavocide & Qcide - Commercial License & Development Agreement:

- **Field of Use:** Consumer markets, mosquito and ant control
- **Option:** an option for Evergreen to license the right to develop Bio-Gene's AIs for other applications within the consumer application market, with terms to be separately negotiated
- **Territories:** E.U., U.K., Australia and New Zealand (exclusive)
- **BGT:** Supply AIs, Data procurement and application to register Flavocide® and Qcide® Ais in the territories
- **Evergreen:** develop and register end use products

**Payments:** Milestone payments, license fees, royalties on sales



**Stage:** Current stage: Formulation & product development

**Significance for Bio-Gene:** Evergreen Garden Care has strong expertise in consumer (home & garden) product development and marketing. It also has a strong presence in the UK, EU, AUS and NZ home garden care markets, with a range of complementary products.

# Commercial Partner: STK Bio-Ag Technologies

## Qcide<sup>®</sup>: Crop protection, aquaculture, professional turf & ornamentals

<b>Segment</b>	1. Crop protection, aquaculture, professional turf & ornamentals (worldwide non-exclusive)
<b>Progression</b>	2021 – Material Transfer Agreement January 2023 – Binding Term Sheet July 2023 – Qcide Development & License Agreement
<b>About:</b>	<b>Based:</b> Israel STK applies advanced botanical science and bio-ag technology in the development and commercialisation of botanical crop protection solutions and has operations and product registrations in more than 30 countries
<b>Commercial:</b>	Qcide - Agreement: <ul style="list-style-type: none"> <li>● <b>STK Field of Use:</b> Crop protection, aquaculture, professional turf &amp; ornamentals</li> <li>● <b>Territories:</b> Worldwide (non-exclusive)</li> <li>● <b>Bio-Gene:</b> full access to AI registrations to support other commercial opportunities in crop and non-crop applications, retains exclusive rights to the public health, animal health and consumer markets for Qcide globally</li> <li>● <b>STK:</b> fund all costs associated with securing the registration of Qcide AI, utilise its existing expertise and capabilities in plantations and extraction technology to develop a secondary manufacturing and supply source for Qcide</li> <li>● Opportunity for Bio-Gene to become sales agent for STK products in AUS &amp; NZ</li> </ul>



**Stage:** Current stage: product & regulatory development

**Significance for Bio-Gene:** **STK's significant expertise and its commitment to fund the development and registration of Qcide (and the potential development of an additional source of Qcide) will significantly accelerate the commercial development of Qcide.**

# Bio-Gene's Strategic Priorities



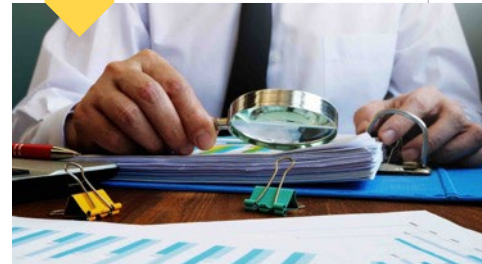
## Speed

particularly the pre-registration manufacturing and safety studies for Flavocide and Qcide active ingredients.



## Focused Product Development

to deploy our resources against a pipeline of the most commercially attractive development products and partnered programs (both as stand-alone and combination products) that can be developed as soon as possible.



## Commercial Validation

to build on existing commercial partnerships and secure the resources of additional larger partners and funding organisations to support the development of additional commercially attractive botanically derived insecticides.



## Efficient Use of Capital

to leverage the funding from shareholders wherever possible with partner contributions and grants.

# Developing Biological Products - Critical Success Factors



1

## A unique IP portfolio

For a strong and defensible position.

2

## Products with a Strong Data Package

Showing how and why the new products are unique.

3

## Strong Partnerships

To enable (multiple) market access.

4

## Ability to Manufacture Product

Cost-effectively and with consistent quality.

5

## Access to Required Capital

To achieve development milestones.

# Bio-Gen Investment Proposition

Key Expectations for CY 2024 & 2025

Flavocide AI & Qcide AI – data for regulatory filing (est. December 2025 for Flavocide)

New & expanded partnering (both Flavocide & Qcide)

Medium and Long-Term Factors Supporting Sustained Value Creation

Strong industry need for new product innovations

Botanically derived products

New Mode of Action and patentable formulations

Multiple opportunities from Flavocide & Qcide

Able to address growing levels of resistance

High margin, low-cost licensing business model

# Bio-Gene's Board and Management Team

Strong experience in new product development and international partnering.



**Alex Ding**  
Chairman



Previously partner at two law firms and expert in M&A, capital markets, and general corporate law



**Tim Grogan**  
MD & CEO



30 years experience growing companies in the agtech, food and human health sectors



**Andrew Guthrie**  
Non-Executive Director



32 years experience in agriculture globally, formerly a member of Syngenta's leadership team



**Peter May**  
Executive Director R&D



20+ years experience in crop protection market



**Chris Ramsey**  
Non-Executive Director



over 30 years experience in agriculture business start up, development, marketing & agronomy



**Roger McPherson**  
CFO & Company Secretary



15+ years experience as CFO & Company Secretary across both listed & unlisted companies



**James Wade**  
Program Manager



PhD with 10+ years experience in research in a broad range of agricultural verticals



**Sarah Driessens**  
Global Regulatory Affairs Lead



Masters with 10+ years of Regulatory experience

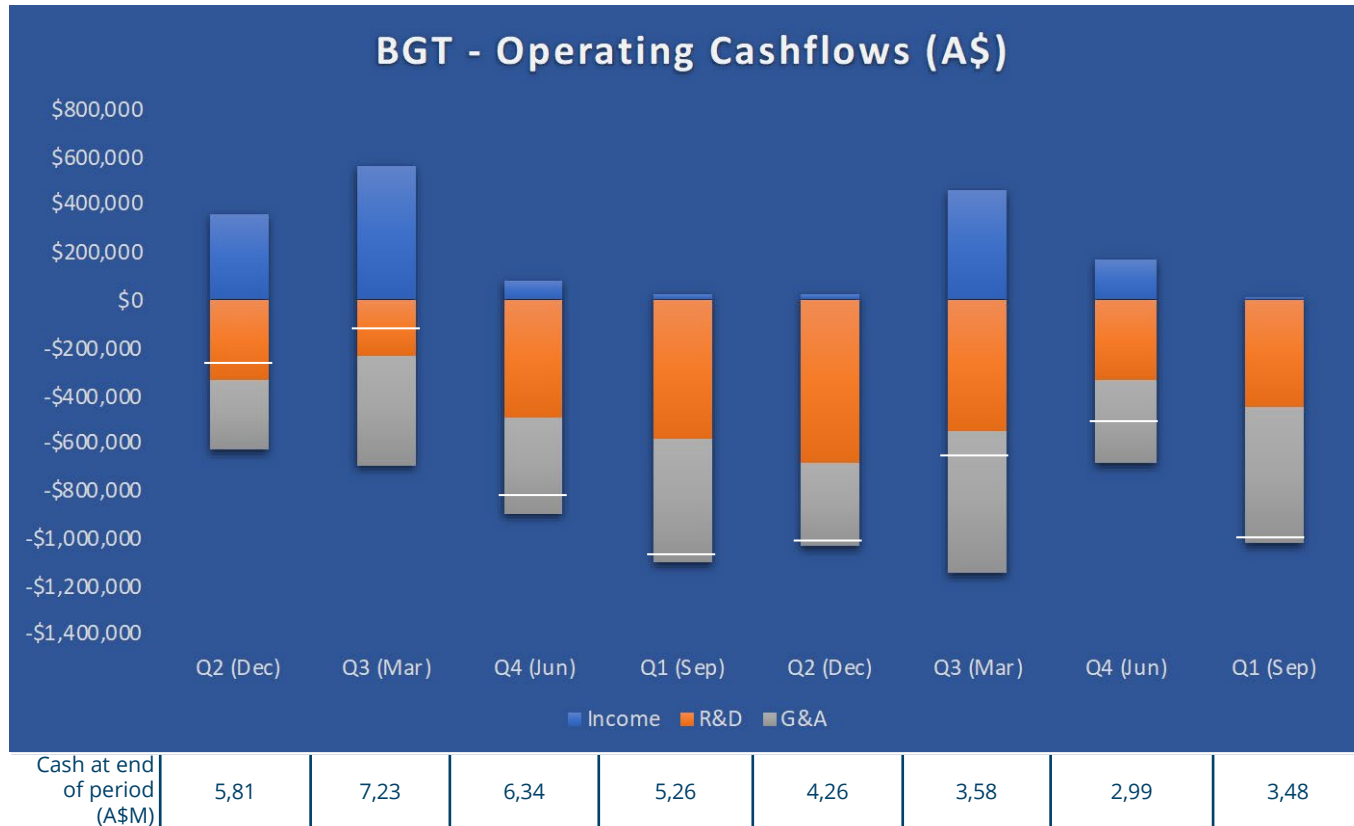


**Richard Jagger**  
Commercial Advisor  
(Business Development)



25+ years in agriculture

# Bio-Gen – Key Corporate Metrics



## Corporate Fundamentals

Market Capitalisation	Approx A\$ 8.5M
Listing	ASX:BGT
Shares on issue	201,361,570
Average Daily Trading	60.823

## Financial Position

Cash Balance (31 Dec 23)	A\$ 3.2 million
Runway:	Q2 CY2024

# Bio-Gene Technology Limited

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