



**BIO-GENE**  
TECHNOLOGY  
LTD

**Investor Update**

**6 September 2024**

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**Bio-Gene Technology Limited (ASX:BGT)**  
[www.bio-gene.com.au](http://www.bio-gene.com.au)

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# Agenda

## BGT - Strategic Priorities & Commercial Overview

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## FY24 Summary

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## Key Recent Developments

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*Qcide:*    ✓ 12<sup>th</sup> harvest & STK visit

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*Flavocide:*    ✓ Regulatory: APVMA PAA

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*Flavocide:*    ✓ Commercial relevance: Envu

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*Flavocide:*    ✓ Scale-up: Rallis India

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## Bio-Gene v. Biotech?

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## The Case for Investment in Bio-Gene

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# Why Bio-Gene Matters

Developing new insect control products derived from nature – to meet the increasing market demand for safe and effective solutions and to overcome insect resistance to current products.

- Insects' resistance to **insecticides and bans on unsafe** insecticides are **diminishing the pool of available products** for farmers and public health officials.
- Bio-Gene is developing **two naturally derived active ingredients**, Qcide® and Flavocide®, which control insect pests using a novel mode of action, and with **a strong safety profile**.
- Bio-Gene's two new active compounds have **proven synergy** with some key insecticide groups, meaning the overall **efficacy and safety profile may be improved** and the **patent life of these current products may be extended** when combined with Qcide and Flavocide.



# The Global Challenges We Help Solve

Bio-Gene will help meet the world's demand for sustainable agriculture and effective pest control



## The mosquito is “the world’s deadliest animal”<sup>1</sup>

- Responsible for more human deaths than any other creature on earth.
- 247 million malaria cases in 2021 (increasing) in 84 malaria endemic countries.<sup>2</sup>
- Between 2019 and 2020 malaria deaths increased by 10% to 625,000.<sup>3</sup>
- Over 32,000 cases of Dengue recorded in Singapore in 2022.<sup>4</sup>



## Pesticides are critical to farming

- 20-40% of food produced globally is lost to pests, estimated at US\$2,000 billion each year, and set to worsen with population increase, climate change, and growing resistance to insecticides.
- Aggregated across the six major Australian grain crops, the estimated present annual loss due to invertebrate pests totals A\$359.8 million.<sup>5</sup>

1. US Centers for Disease Control and Prevention

2. Global expansion and redistribution of Aedes-borne virus transmission risk with climate change, S.J. Ryan et. al

3. World Malaria Report 2022

4. NEA Launches National Dengue Prevention Campaign Early To Urge Continued Vigilance And Avert A Dengue Outbreak In 2023

5. 'The current and potential costs of invertebrate pests in grain crops', Grains Research and Development Corporation

# Experienced Board of Directors & Management Team



**Alex Ding**  
Chairman



**Tim Grogan**  
MD & CEO



**Andrew Guthrie**  
Non-Executive Director



**Peter May**  
Executive Director R&D



**Chris Ramsey**  
Non-Executive Director



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



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



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



Over 20 years experience in crop protection market.



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



**Edmond Tern**  
CFO & Company Secretary



**Dr James Wade**  
Program Manager



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



30 years' experience as CFO and across both listed and unlisted companies.



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



25+ years in agriculture





## Priorities & Commercial Overview

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# Bio-Gene's Strategic Priorities

Developing two new insecticidal active compounds for global markets



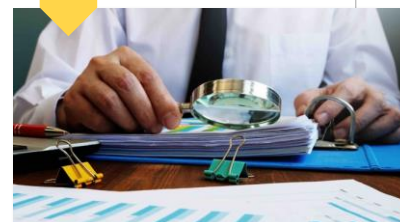
## Speed

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.

1. Can you make it?

2. Does it work?

3. Can you sell it?










4. Capability to deliver?

Build Bio-Gene's profile



# Bio-Gene's Product Pipeline

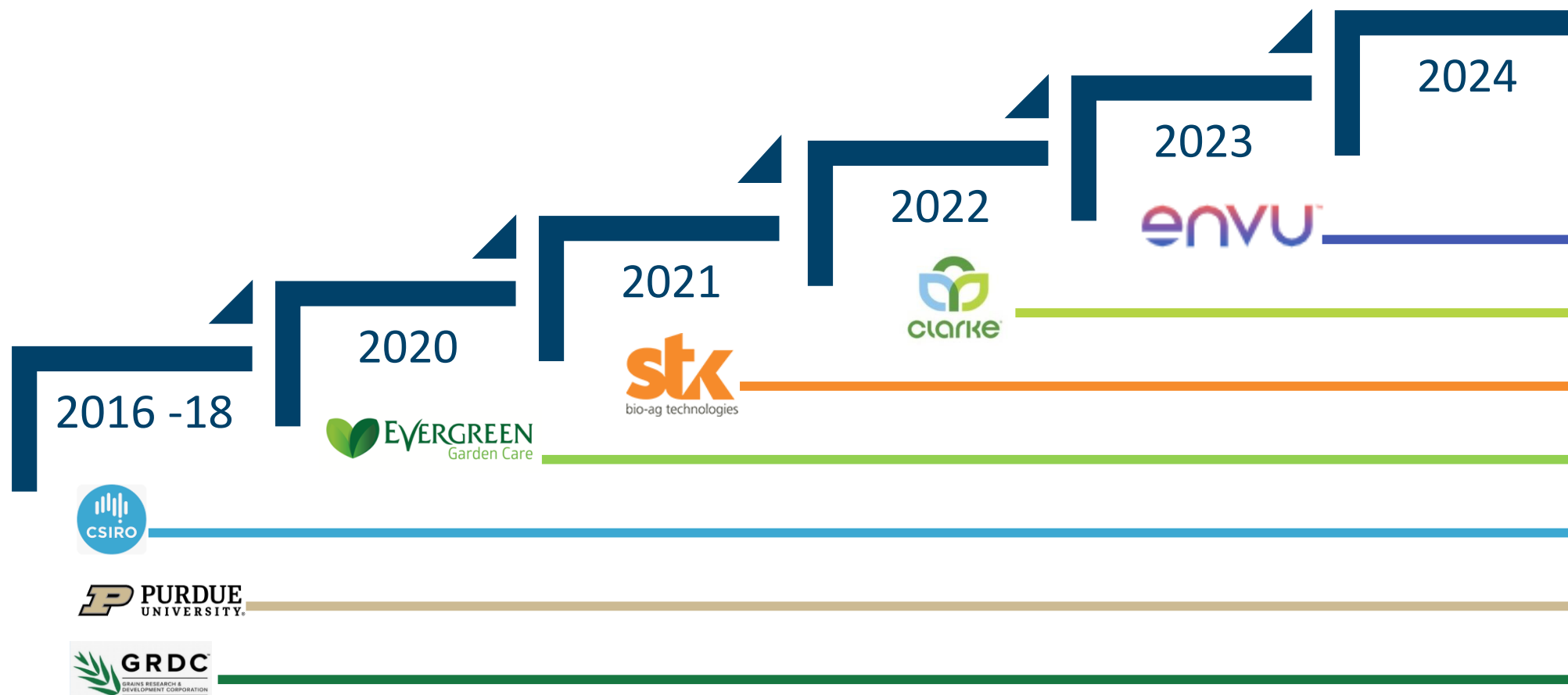
Focus on eight programs across crop protection, public health and consumer sectors.

Active constituent	Description	Sectors	Target markets	Partners
Flavocide	1 Grain Protectant	Crop protection	Admixture to grain	
	2 Outdoor Space Spray	Public health	Flying insects	
	3 Indoor Barrier Spray	Public health	Flying & crawling insects	
	4 Outdoor Barrier Spray	Public health	Flying & crawling insects	
	5 Indoor Space Spray	Consumer	Flying & crawling insects	
Qcide	6 Indoor Space Spray	Consumer	Flying insects	
	7 Outdoor Barrier Spray	Consumer	Flying insects	
	8 Outdoor Garden Spray	Consumer	Fruit & vegetables, ornamentals	 

BGT is also investigating other potential use patterns, product extensions and combinations with other active ingredients.

# Multiple Commercial Partnerships

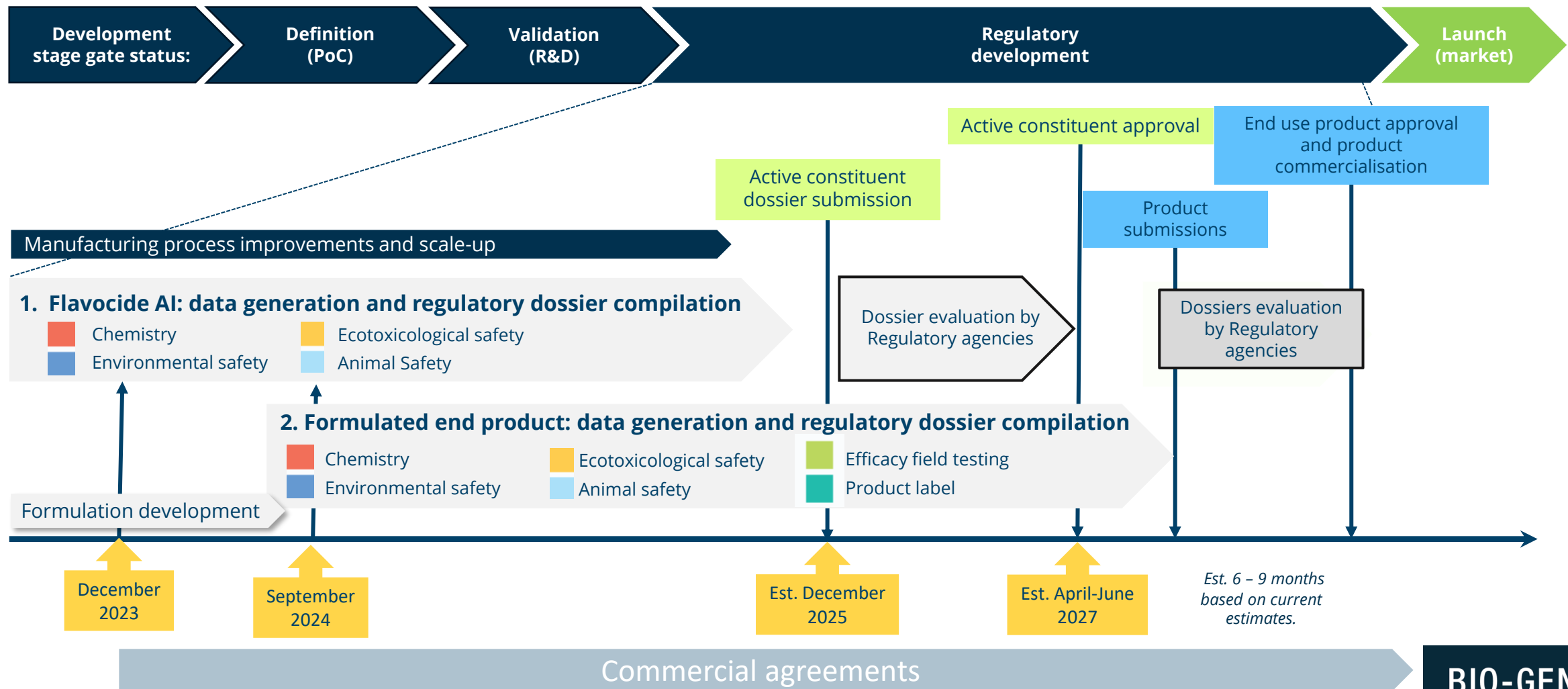
Partnering provides multiple paths to market





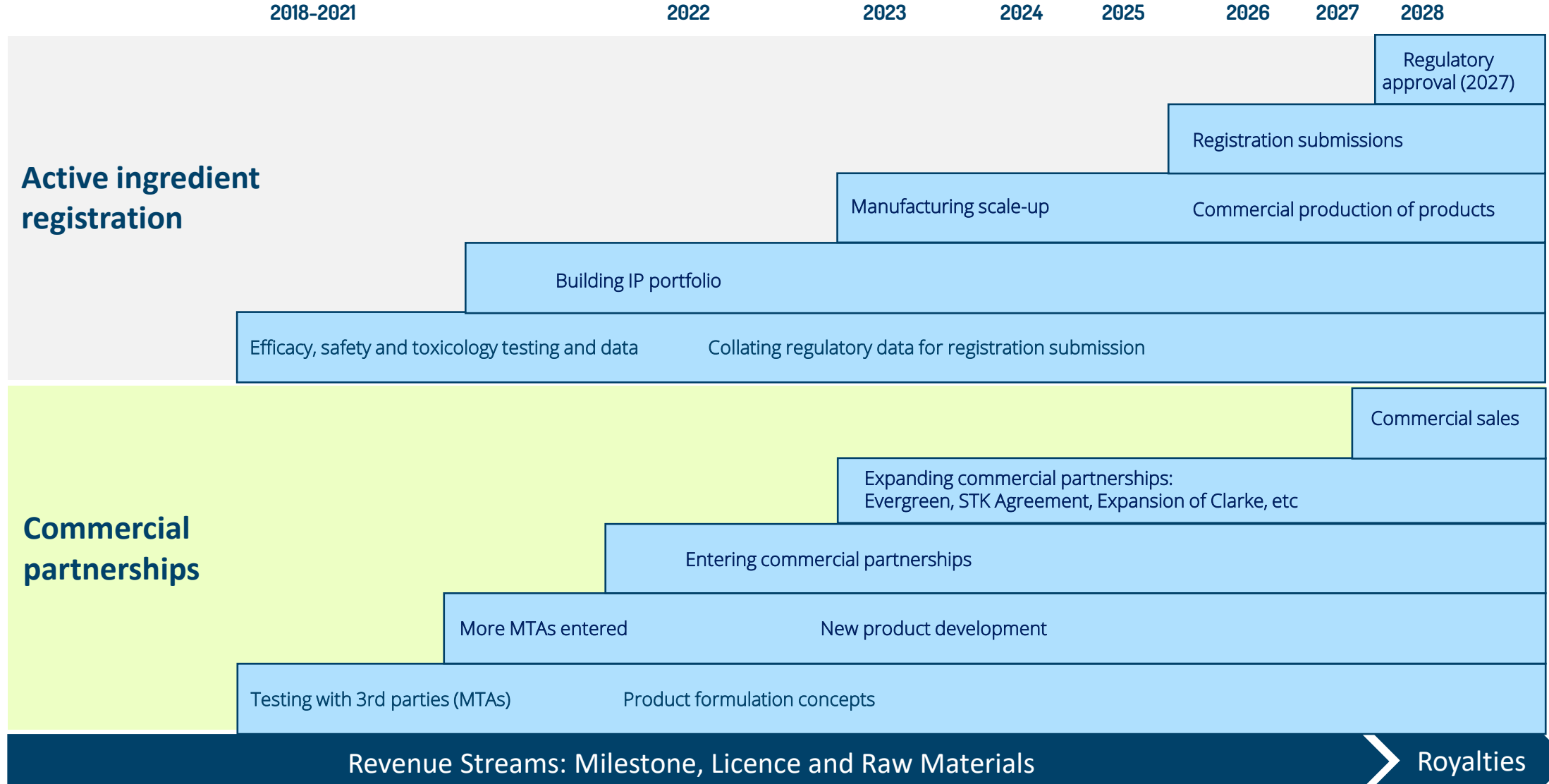
# Flavocide Development Path

Regulatory approval of a formulated product is a two-step process.



\* Timeline based on current estimates.

# The Key Commercialisation Steps – Flavocide

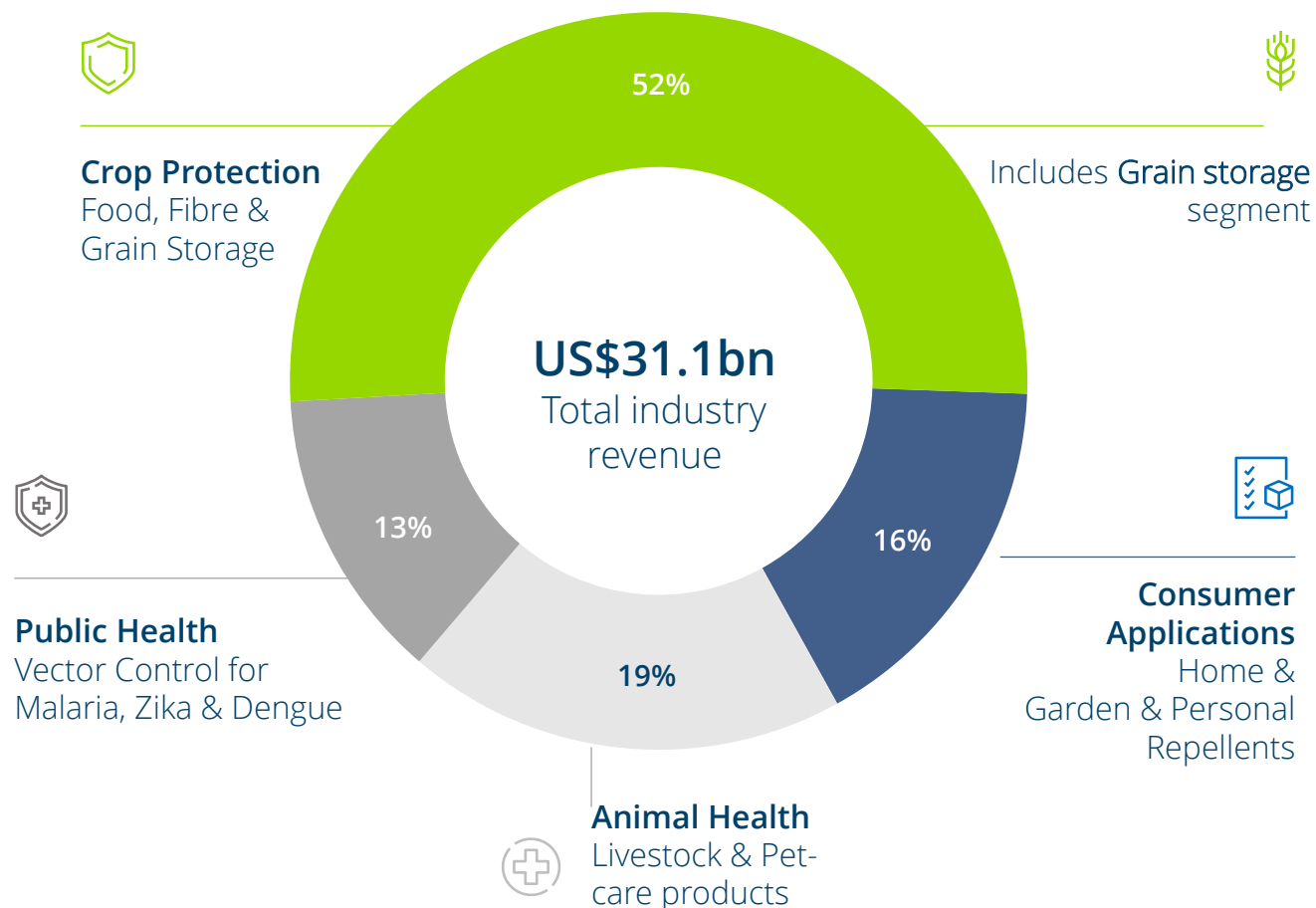


\* Timeline based on current estimates.



# Bio-Gene's Products Target Five Market Segments

Bio-Gene is targeting five large well-developed global markets







## FY24 Summary & Recent Developments

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# FY24 Performance Highlights

Key developments in accordance with strategic priorities

STK  
Commercial  
Agreement  
(Qcide)

US CDC Vector  
Control  
Program

New  
Chair, CEO  
& Co Sec

Raised  
\$2.0m

Pipeline  
Review

Elevated  
Formulation  
Development

R&D Tax  
Incentive  
\$504k

## FY24 Financials

Income  
\$18k

Operating  
Cash flow  
(\$2.75)m

Cash  
\$2.2 m

## Key achievements subsequent year end

APVMA  
Pre  
Application  
Assistance  
(Flavocide)

Envu  
Mosquito  
Program  
(Flavocide)

Flavocide  
Pilot Scale  
Manufacture  
(Rallis)

# Qcide Harvest and New Crop Opportunity

## Progress developing Qcide for full-scale production

- **Completed 12th Qcide harvest**
  - improvements in harvesting, processing to optimise oil yield
  - improving trees and establishing systems for commercial production of seedlings for expanding Qcide oil production capacity
- **Recent visit to Australia by STK**
  - Supports commercialisation of Qcide as a completely natural pest control solution
  - Beyond Australia, there is also potential to meet increased demand for oil through expansion of Qcide production to suitable overseas territories
- **New crop opportunity**
  - *Eucalyptus cloeziana* trees provide a viable additional crop for Australian farmers
  - Key factor in the commercial success of Qcide scale-up will be establishing a strong network of growers
  - Bio-Gene planning to increase collaboration with farmers to grow *Eucalyptus cloeziana* trees for seed and oil production





# Progressing Regulatory Development

Bio-Gene's study plans for Flavocide on track following APVMA feedback

- Bio-Gene proactively engaged with the Australian Pesticides and Veterinary Medicines Authority (APVMA) to obtain Pre-Application Assistance (PAA) for our study plans for Flavocide
- APVMA's feedback clarified the range of studies required and assisted in fine-tuning our existing strategy for regulatory approval
- Bio-Gene is currently on track to file the regulatory dossier for Flavocide as an active ingredient by the end of 2025

ASX ANNOUNCEMENT  
8 August 2024

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**Bio-Gene's registration plans for Flavocide® on track following APVMA feedback**

Highlights

- Studies planned for the Flavocide® insect control active ingredient regulatory dossier are confirmed following feedback received from the Australian Pesticides and Veterinary Medicines Authority (APVMA)
- APVMA provides assistance on the regulatory requirements to facilitate registration of new active ingredients
- Flavocide is a novel insecticidal active ingredient derived from nature being developed by Bio-Gene for use in public health, agriculture and by consumers



**Australian Government**

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**Australian Pesticides and  
Veterinary Medicines Authority**

# Demonstrating Product Efficacy & Interest

## Bio-Gene and Envu collaborate to evaluate Flavocide for use in public and private sector mosquito management

- About Envu (ex. Bayer Environmental Sciences)
- Evaluating Flavocide for mosquito management across a range of professional applications
- Shown to effectively control mosquitoes
- Flavocide complements Envu's product pipeline and Envu offers potential access to the international professional non-crop market



**ANNOUNCEMENT**  
14 August 2024

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**Bio-Gene and Envu collaborate to evaluate Flavocide™ for use in public and private sector mosquito management**

**Highlights**

- Joint collaboration evaluating Flavocide™ for mosquito management across a range of professional applications
- Flavocide complements the product pipeline of forward-thinking effective chemistries Envu offers for the global professional non-crop market
- Flavocide shown to effectively control mosquitoes

*"Flavocide is derived from nature and, based on our testing completed to date, has demonstrated a favorable profile to combat mosquitoes. Our combined efforts are already showing promising results in the testing phase, and we are excited about the potential benefits for consumers and professionals in the field."* **Bernard Jacqmin, Senior Vice President - Head of Global Innovation for Envu**





# Ability to Scale-up Flavocide

Can be produced at a consistent quality and yield at pre-commercial scale

- Appointed Rallis India Limited, one of India's leading Agri-sciences companies and a subsidiary of Tata Chemicals Limited
- Successful pilot-scale production of Flavocide demonstrates Flavocide can be produced at a consistent quality and yield at pre-commercial scale
- Flavocide to be used in planned studies to support application for registration

*"We look forward to continuing to work closely with Bio-Gene to enable the successful global commercialization of Flavocide-based solutions over the next few years."* **Dr Gyanendra Shukla, Managing Director & Chief Executive Officer for Rallis**





ASX ANNOUNCEMENT  
2 September 2024

**Bio-Gene and Rallis India Limited  
achieve key Flavocide® production milestone**

**Highlights**

- Successful pilot-scale production of Flavocide® conducted by Rallis India Limited, one of India's leading Agri-sciences companies and a subsidiary of Tata Chemicals Limited
- Demonstration that Flavocide® can be produced at a consistent quality and yield at precommercial scale
- Flavocide® produced by Rallis India Limited to be used in planned testing activities to advance the registration process for Flavocide®
- Capacity to produce Flavocide® in sufficient quantities for future supply to Bio-Gene's commercial licensees





# Bio-Gene: How Do We Compare to a Biotech Company?

## Key Similarities:

- Source of patented product innovation
- Developing regulated products (TGA, FDA v. APVMA, EPA)
- Partnering with large companies for development, marketing and distribution
- Up front, milestone & royalties on sales

## Key Differences:

- Shorter development timeline
- Less costly development process
- No requirement for human clinical trials
- Efficacy not assessed by all regulators
- Multiple target markets
- Multiple partners
- Additional revenue from supply of active ingredients to partners





# Summary: Investment Case for Bio-Gene

**A strong focus on the key factors for commercial success**

- ✓ Bio-Gene is developing **two naturally derived active ingredients to control insect pests**, overcoming resistance via a novel mode of action.
- ✓ **Substantial global market opportunity** with growing need for novel solutions, given insect resistance and demands for safer/more natural products
- ✓ Third party **commercial validation** with current partnership and development partners
- ✓ **High margin business model** with significant operating leverage
- ✓ **Experienced management team and board**, focused on execution of strategy and generating returns for shareholders



**BIO-GENE**  
TECHNOLOGY  
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# Bio-Gene Technology Limited

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