

## **2024 Annual General Meeting Managing Director and CEO's Address**

### **Slide 1 - CEO's Address**

Thank you Alex and good morning to our shareholders and others attending today's AGM for Bio-Gene Technology.

As I did at last year's AGM, I would once again like to welcome Wally and Marie who are visiting Melbourne from north Queensland, and who grow the rare eucalypt cultivar from which Qcide® oil is extracted.

### **Slides 2 & 3 - Contents**

Today's AGM is an opportunity for me to provide you with a brief summary of our achievements during FY24, to touch on their overall significance for the company, and to also share some of my observations and insights from the past year.

You will also notice the 'new look' of our materials – and we have just gone live yesterday with a new website.

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### **Slide 4 – Company Highlights**

1. Two New Actives in Development: two insecticidal compounds derived from nature with novel modes of action:
  - » Flavocide® and Qcide® are derived from a unique sub-type of eucalypt
  - » They are able to control some major insect pests that have resistance to standard products
  - » Strong external drivers from consumers and regulators are increasing the demand for safer and more environmentally friendly products
2. Large Target Markets: Crop Protection (incl. Grain Storage), Public Health, Consumer, Animal Health, total addressable markets of \$31B, as both stand-alone and combination products
3. Focused Pipeline: of eight (formulated) product opportunities
4. Strong Partnering Progress: Clarke Mosquito (US), Evergreen Garden Care (EU, UK, AU & NZ), STK (Israel), now also working with Envu

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### **Slide 5 – Our Unique Products Derived From Nature**

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Qcide<sup>®</sup> - is an 100% natural oil extracted from the leaves of a specific cultivar of eucalypt (*Gympie messmate*) currently farmed in northern Australia. Bio-Gene completed the 12th harvest in May this year.

Flavocide<sup>®</sup> - is based on flavesone, a naturally occurring plant compound, and is synthesised and identical to the natural version as a result of a proprietary process developed by Bio-Gene that allows production in large volumes for global demand. Pilot-scale production of Flavocide was completed at Rallis India Ltd just recently.

During the past year we have noticed a very strong increase in the insect protection industry's interest and investment in biologically derived product opportunities, including botanically derived product opportunities such as Flavocide and Qcide.

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### Slide 6 – Multiple Market Segments

We have identified opportunities for Flavocide and Qcide across five very large and well-developed global market segments:

- Crop Protection
- Grain Storage
- Public Health
- Consumer Application
- Animal Health

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### Slide 7 – Our Pipeline

Early in FY24 we undertook a major review of Bio-Gene's product opportunities and this exercise sharpened our focus on priority use patterns for Flavocide and Qcide across crop protection, public health and consumer applications.

We will continue to report on progress of this pipeline as we advance regulatory development and formulation with our commercial partners.

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### Slide 8 – Flavocide Development Path

The development and sale of new insecticidal products is carefully regulated – for good reason. The safety of these products is of course key to this approval process.

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After listing on the ASX in November 2017, and all of the testing and preparations since that time, Bio-Gene is now undertaking the required safety studies and rapidly approaching the preparation and filing of a dossier of data to support our first application for registration. This is for Flavocide as an insecticidal active ingredient in Australia to control mosquitoes and other insects.

Based on current plans, this filing is due to take place in December next year. Then, shortly after the review and approval by the Australian regulator (the Australian Pesticides and Veterinary Medicines Authority) a shorter dossier related to the formulated product containing Flavocide will be able to be submitted by our commercial partner for approval.

As part of this process, it is important to remember that the active compounds present in both Flavocide and Qcide have been present in nature for a very long time and the structure of the active compounds we are developing are identical to their nature form – without modifications. This is the key difference between Flavocide and Qcide, when compared with most of the current commercially available insecticides around the world, which may have originally been inspired by nature – but then modified by synthetic chemistry.

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## Slide 9 – FY24 & Recent Achievements

I believe it is useful to consider how Bio-Gene's achievements over the past year have contributed to the key questions I outlined at our AGM 12 months ago:

### 1. *Can you make it?*

- Flavocide: During FY24 we signed an agreement with Rallis India Limited, a large contract manufacturer and part of the Tata Chemicals Group, to validate and optimise Bio-Gene's manufacturing process and to produce pilot scale batches needed for the synthesis of FLAVOCIDE. This was a highly successful campaign and has substantially reduced technical risk associated with the future large scale production of Flavocide.

This process also identified additional opportunities to reduce the estimated commercial cost of manufacture of Flavocide as scale-up takes place.

- Qcide: The twelfth Qcide harvest and on-farm oil extraction and efficiency developments were completed. Qcide production optimisation remains focused on tree improvement and processing efficiency to support programs to scale-up production area and oil extraction.

### 2. *Does it work?*

Flavocide:

- Bio-Gene's insecticidal active ingredients were selected for inclusion in US Centre for Disease Control (CDC) funded vector control program targeting tick vector of Lyme disease.

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This program is coordinated by the Midwest Centre of Excellence for Vector Borne Disease (MCE-VBD) with \$US10 million funding from the CDC.

- Strong progress has been made in the formulation development activities aligned with the specific use patterns of the company's product pipeline in crop protection, public health and consumer applications.
- Envu evaluation: Bernard Jacqmin, Senior Vice President - Head of Global Innovation for Envu - *"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."*

Qcide:

- Product testing and registration-related activities continued in collaboration with STK Bio-Ag Technologies (STK). STK representatives visited Australia to progress plans for scaled-up Qcide production and regulatory programs to support commercialisation of Qcide.

### 3. **Can you sell it?**

Flavocide:

- During FY24 we appointed an experienced European regulatory consulting firm to undertake study concept management and monitoring for the Flavocide registration enabling testing program. This appointment is in addition to our existing Australian-based regulatory consultants.
- We made a Pre-application Advice (PAA) submission made to the Australian regulator (APVMA) to confirm that the existing and planned data package will satisfy the requirements for Flavocide active ingredient registration.
- The planned regulatory-enabling studies for Flavocide® are now underway, with the current key milestone of filing the registration dossier with the APVMA currently planned to take place in December 2025.
- In addition to our announcement with Envu, our engagement with current commercial partners Clarke and Evergreen, and a pipeline of potential other commercial partners, continues to create demand for Bio-Gene's products, including stand-alone and potentially combination products.

Qcide:

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- We signed a Development and Licence Agreement with STK Bio-Ag Technologies (STK) formalising the earlier binding term sheet.

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

- Bio-Gene successfully raised \$2.0 million via a placement and share purchase plan. Capital raised enabled the production of Flavocide for use in key toxicology and other studies required for inclusion in the dossier of data to support an application for registration in Australia.
- Board and Executive Changes: In August 2023 Alex Ding was appointed as Chairman and I began my role as Managing Director and CEO from 28 August 2023. Then in April 2024 Edmond Tern was appointed as Bio-Gene's Chief Financial Officer and Company.
- During FY24 further patents were granted in various countries.
- R&D tax incentive of \$504,000 received in January 2024 and then a further \$535,000 was received last month.

During FY24 Bio-Gene has made very strong progress across each of these four areas since our last AGM.

During the year, \$2.75 million in net cash was used to fund operations, which included \$1.7 million expenditure on R&D, Commercialisation Expenses and on Intellectual Property. We ended the year with \$2.2 million in cash.

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#### **Slide 10 – Bio-Gene's Strategic Priorities**

Our strategic priorities are:

#1 – Speed - particularly the pre-registration manufacturing and safety studies for Flavocide and Qcide active ingredients.

#2 - 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.

#3 - Commercial validation - to build on existing commercial partnerships and secure the resources of additional large companies and funding organisations to support the development of additional commercially attractive botanically derived insecticides.

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#4 - Efficient use of capital - leveraging the funding from shareholders wherever possible with partner contributions and grants.

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### Slide 11 – Forward Milestones & News Flow

Bio-Gene has a strong pipeline of milestones and news flow over the next 12 – 18 months. This covers the further regulatory development of Flavocide and Qcide, further commercial partnering across our pipeline and to funding and grant support.

The future success of Bio-Gene is dependent on the right combination of great technology, supportive capital, along with the efforts of our people, to create commercially attractive new insecticidal actives derived from nature that achieve high impact worldwide.

I would like to thank the Bio-Gene management team for their work during FY24, the Bio-Gene Board and shareholders for your continuing support.

I look forward to updating you on Bio-Gene's further commercial development and delivering on our strategic priorities in FY25.

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### Slide 12 – Questions?

I'll now hand back to the Chairman for Q&A. Thank you Alex.

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### About Bio-Gene Technology Limited

Bio-Gene is an Australian company developing novel bio-insecticides to address the global challenges of insecticide resistance and toxicity. Its unique products are based on a naturally occurring class of compounds proven to overcome resistance to control pests with minimal impact on human health and the environment.

Bio-Gene's products have multiple applications across public health, crop protection, grain storage, and consumer use. They provide new options derived from nature to meet market demand for effective and safe pest management solutions.

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