

ENABLING THE NEXT GENERATION OF NOVEL INSECTICIDES

BIO-GENE TECHNOLOGY LIMITED

23 NOVEMBER 2023

Annual General Meeting –
CEO Presentation

PRESENTED BY

Tim Grogan

CEO & MANAGING DIRECTOR



BIO-GENE
TECHNOLOGY
LTD



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

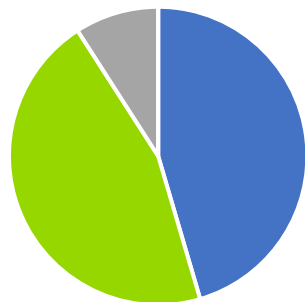
3. Public Health & Crop Protection

4. Bio-Gene's Strategic Priorities

BIO-GENE'S BUSINESS MODEL

FY 2023

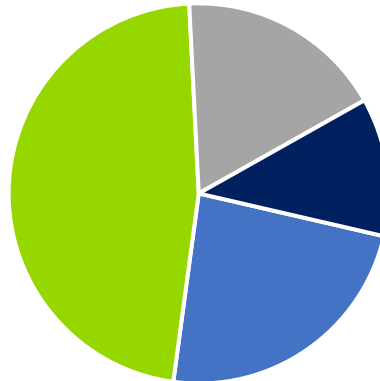
- ✓ Registration and Commercial development stage
- ✓ Licence fees, milestone payments and raw materials part support capital needs
- ✓ Critical phase of commercial development supporting future high margin royalty stream future



■ Licence Fees

FY 2027

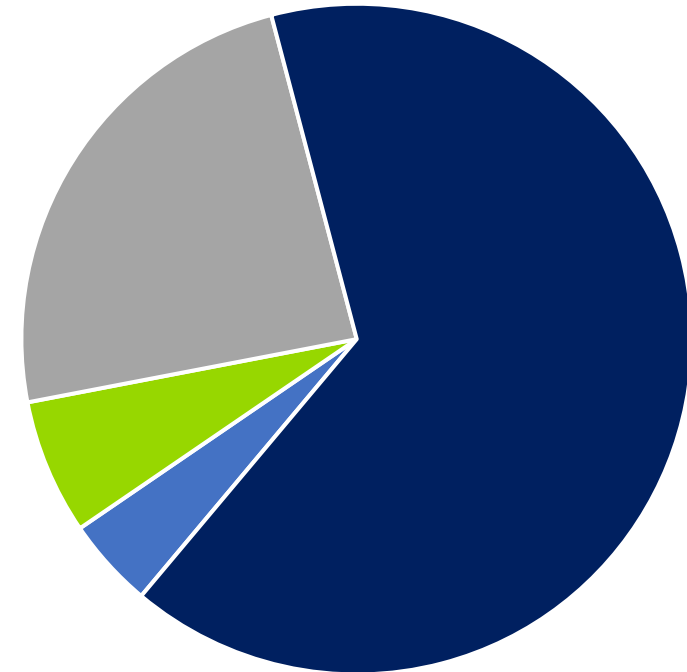
- ✓ Active ingredients first registrations
- ✓ Products developed can go to market



■ 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**

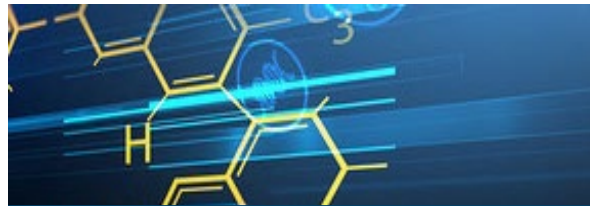


QCIDE™

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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