

QBiotics Annual General Meeting

CEO Presentation

Dr Victoria Gordon



QBiotics Group

Harnessing the power of
nature to improve lives.

4 November 2022

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Presentation outline



Focus areas
& key
achievements



Building the
team



Sound financial
position



Human
oncology



Veterinary
oncology



Wound healing



Tigilanol tiglate
& EBC-1013
production



QBiotics 2023

Company focus areas & key achievements

Human oncology clinical trials

Melanoma (QB46C-H04 and QB46C-H06)

- Patient recruitment extremely slow - strong competition for patients in AU
- Strategies for patient recruitment actively pursued including sites in UK and Norway
- First dose escalation achieved in Keytruda combination trial

COVID-19 Pharma Bulletin

31 October 2022



Disrupted clinical trials

- 1,214 disrupted clinical trials (+5)*
- 1,328 organizations (industry and academia) impacted (-2)
- 711 companies are impacted (+9)
- 1,460 drugs involved (+8)
- Majority of delays in oncology and CNS trials

*change since last update

Currently 845 ongoing melanoma clinical trials

QB46C-H03: Phase I/IIa Head & neck SCC

- In-life stage finalised
- Tumour biopsy data indicating immune cell infiltration
- Final report mid Nov 22

QB46C-H08: Phase II Head & neck cancers

- Patient recruitment open AU
- Investigators Meeting in UK held this week
- UK sites recruitment awaiting final MHRA regulatory approval –Dec 2022

QB46C-H07: Soft tissue sarcoma

- FDA IND approval for Phase II STS trial
- Preparation for site activation – Feb 2023

Translational research to refine MOA

- Patient blood & biopsy assessment for H&NC & STS trials with leading UK and USA
- Researchers
- In-depth MOA

Company focus areas & key achievements

Wound healing (EBC-1013)

- Positive Scientific Advice meeting with UK MHRA regulatory agency
- Protocol for first-in-human trial well advanced
- Selection of international trial sites commenced
- Human clinical trial open ~ Q3 2023

Veterinary development

- Dose definition trial for canine chronic wounds commenced

Understanding MOA

- Significant progress in biofilm antimicrobial activity and immune system stimulation
- Publication in prestigious international journal *Science Translational Medicine*

STELFONTA® for canine mast cell tumours

- Sales less than original forecast but uptake slowly improving in all markets
- Recent independent market assessment supports original projected market size
- 3rd milestone payment €500,000 from Virbac
- Australian market launch well received
- Phase IV clinical trial with AU veterinary oncologists expanding knowledge on MCT treatment

Tigilanol tiglate for other veterinary indications

- International clinical trial with leading KOLs for treating equine sarcoids completed in-life phase
- International equine melanoma clinical trial open
- Canine STS trial with specialist oncologists open, first patients recruited

Key team additions

Primary focus is strengthening our clinical trial capabilities

Chief Translational Research
Officer

Dr Steven Ogbourne

Human Clinical Project Managers

Katrina Pirlo

Sarah Knight

Human Clinical Quality Manager

Leonora Pearson

Senior Research Chemist

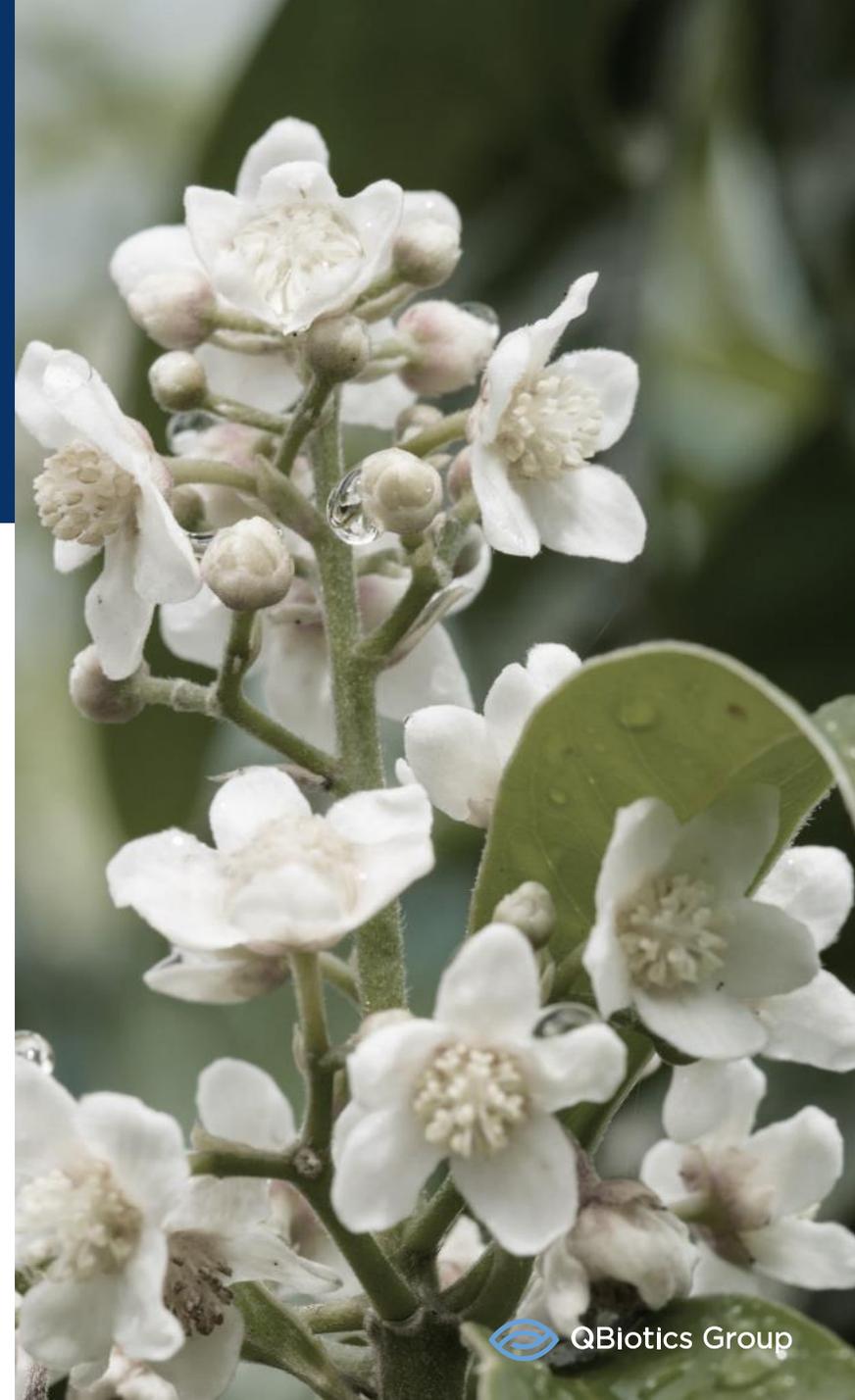
Dr Simone Gaeta

Senior Veterinary Research
Scientist

Dr Raphael Labens

Research Scientist – Antimicrobial
Therapeutics

Dr Joana Stokniene



Sound financial position

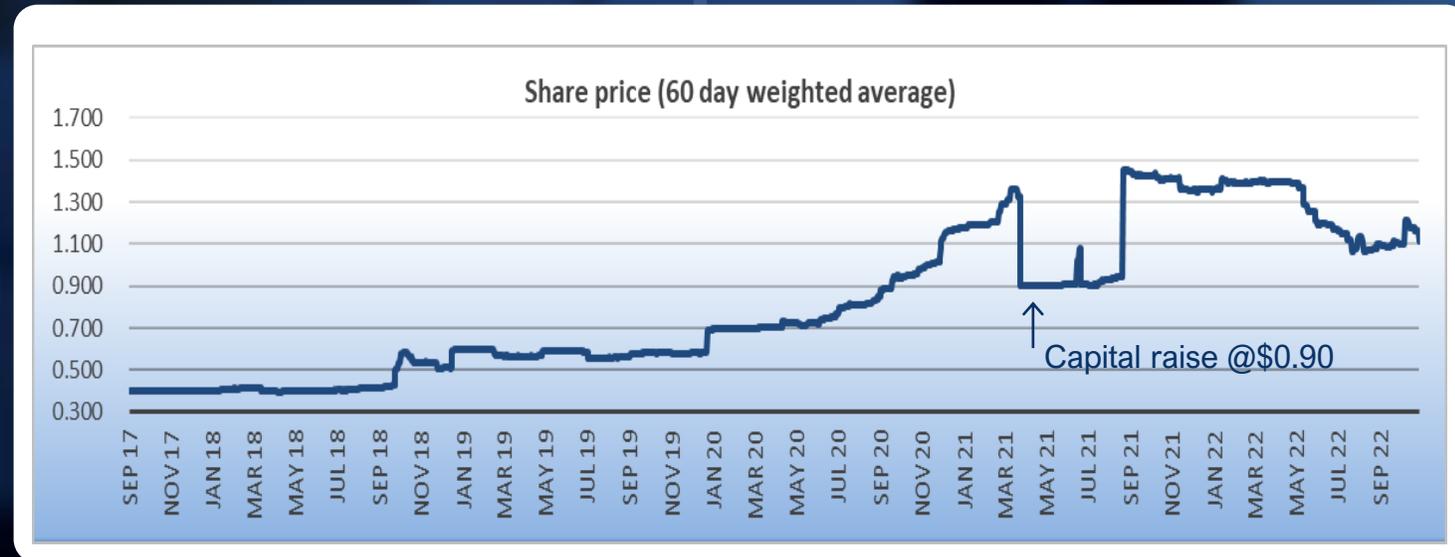
Cash at bank AU\$74.3 (Sept 22)

R&D tax Incentive AU\$6.4M (Dec 22)

Quarterly burn rate ~AU\$9M

Secondary market share price AU\$1.11

Share price drop but fairing well against industry average



Human Oncology



Human oncology clinical programme summary

Patient recruitment melanoma trials a major concern in AU – investigating UK & Norway sites

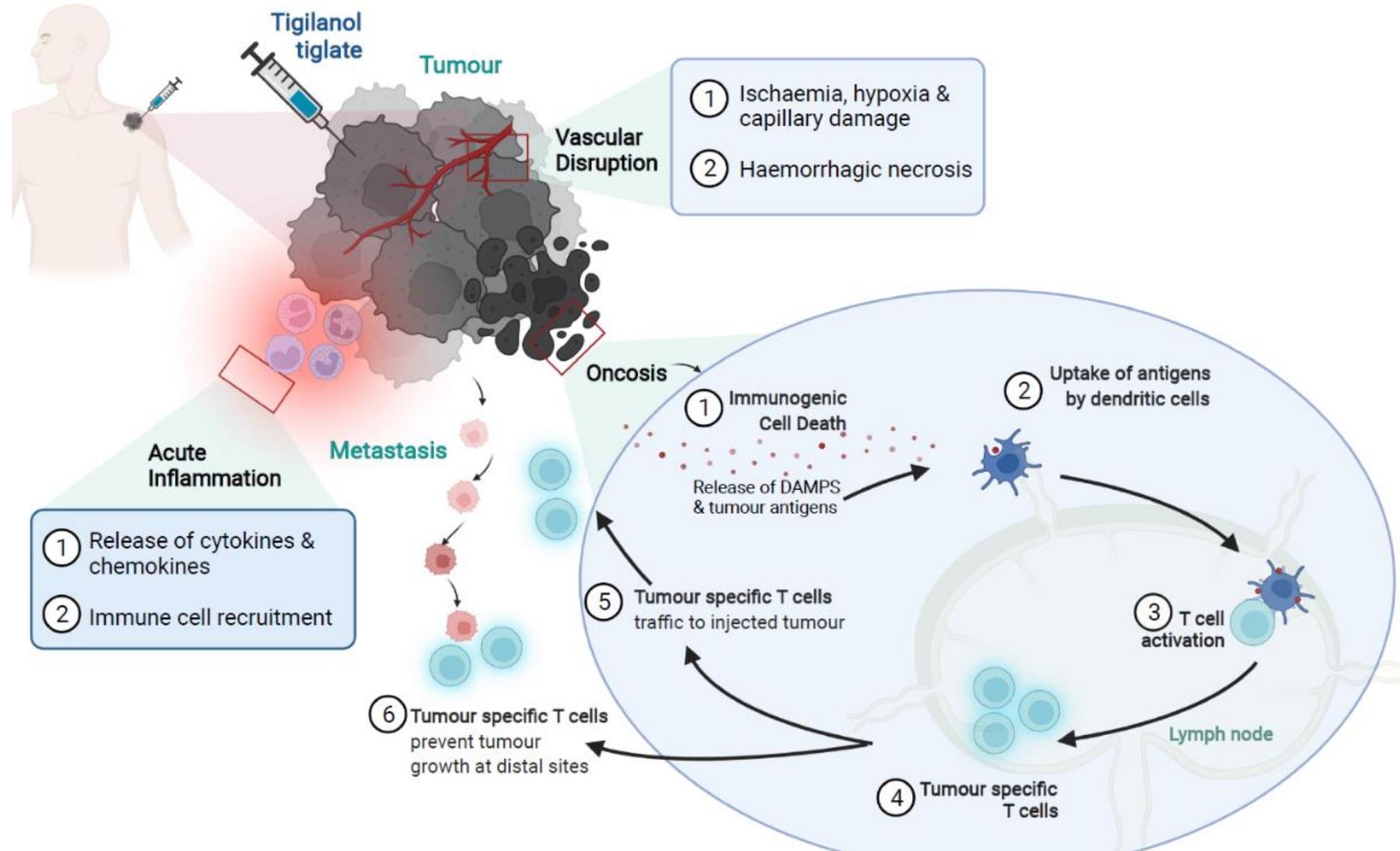
Site initiation still slow average 9 months – working closely with CRO to meet timelines

Positive Investigators Meeting Phase II H&N Cancer – potentially better recruitment rate

| Tumour Type | Phase | Treatment | Patient No. | Patients treated | No. sites | Location | Lead sites/stage |
|--------------------------|------------------------|------------------------|-------------|-----------------------------|-----------|---------------|--|
| Skin & subcut. | Phase I/IIa H01/2 | Mono TT | 22 | 22 | 4 | AU | Finalised |
| Head & neck cancer | Phase I/IIA H03 | Mono IT | Up to 20 | 19 | 2, 2 | AU, IN | Reporting Kinghorn Cancer Centre |
| | Phase II H08 | Mono IT | 37 | Recruiting AU UK Nov/Dec | 2, 6-8 | AU, UK | The Royal Marsden Hospital |
| Melanoma | Phase I/IIA H06 | TT - IT Pembro – IV | 16-22 | 3 | 3 | AU ? UK/NW | Melanoma Institute of Australia |
| | Phase II H04 | Mono IT | 20 | 1 | 4 | AU ? UK/NW | Royal Prince Alfred Hospital |
| STS | Phase IIA pilot H07 | Mono IT | 10 | Open Feb 23 | 1 | USA | Memorial Sloan Kettering Cancer Centre |
| Special Access Scheme | Intent to treat | Mono TT | N/A | 3 | 2 | AU | Kinghorn Cancer Centre Melanoma Institute of Australia |

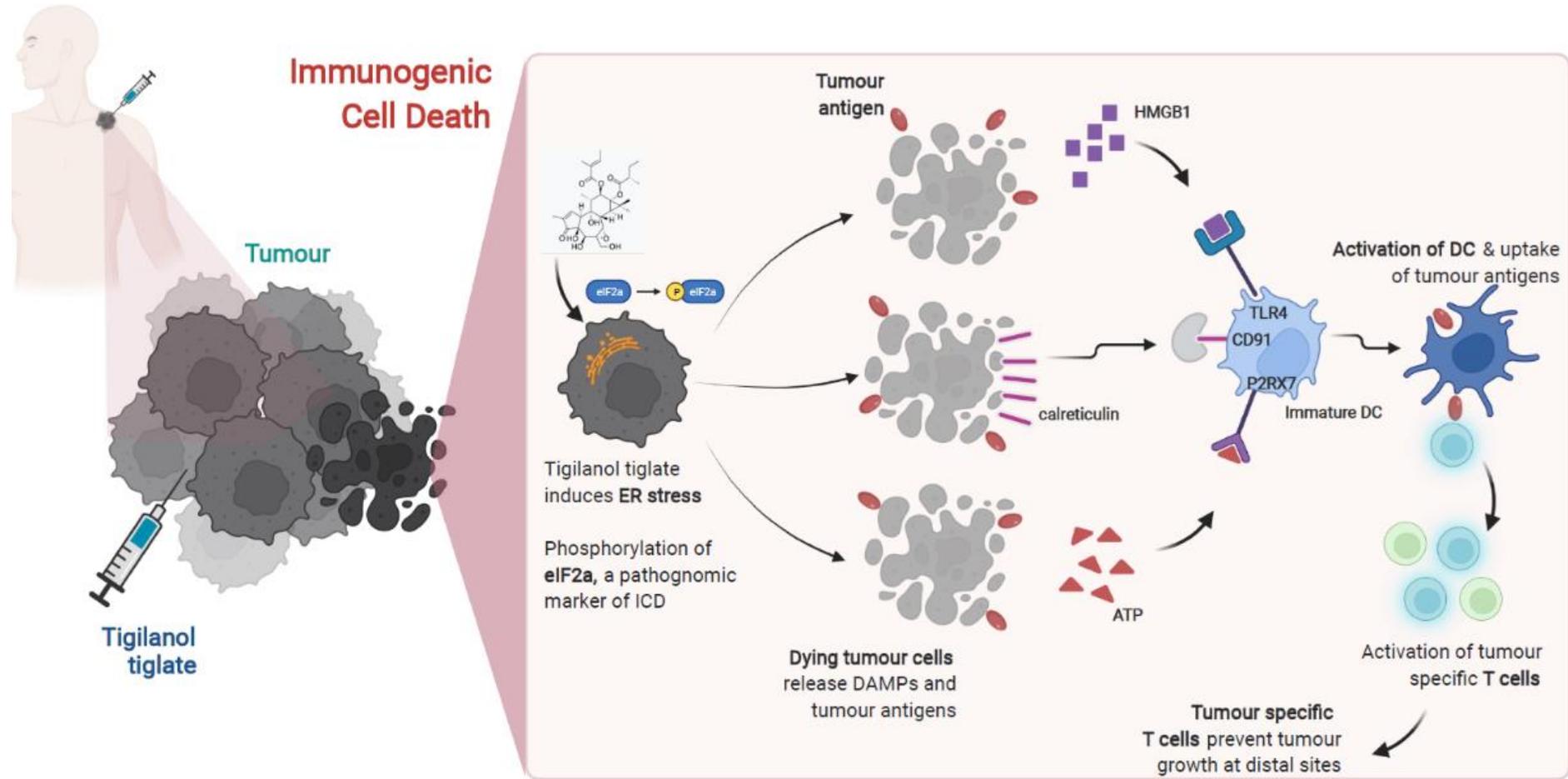
Mode of action revisited

Tigilanol tiglate acts directly through cell killing and indirectly through immune activation



Mode of action revisited

Tigilanol tiglate induces immunogenic cell death



Translational research with leading institutes adding value to the human oncology programme

Examination of patient's blood and tumour biopsies providing information on how the drug works locally and systemically



Blood assessment

- PBMCs TSNE/U-MAP for population changes:
- T-cell population
- NK cells and markers of proliferation
- Myeloid lineages present post-injection
- ctDNA
- HPV -ve and +ve
- T cell receptor sequencing

The Royal Marsden
Centre for Translational Immunotherapy



Tumour biopsy assessment

- Vasculature disruption related – CD31 (IHC)
- Immunogenic cell death related – eIF2 α for ER stress, HMBG1 and calreticulin as DAMPs
- TILS – B, T and NK cells (IHC)
- Modulation of checkpoint pathways -- PD-1, PD-L1. CTLA-4

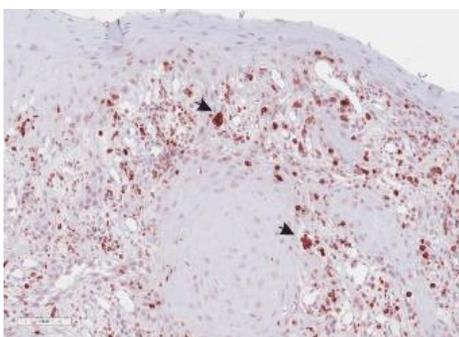
Memorial Sloan Kettering
Cancer Center Research Unit

QIMR Berghofer Medical
Research Institute

QB46C-H03 Head & neck cancer trial trial

Window of opportunity
before surgery

Preliminary analysis
indicates immune
cell infiltration of
patient's treated
tumours



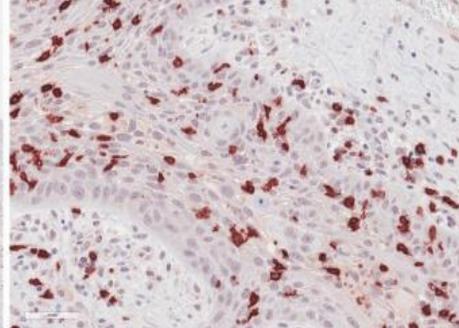
Day 15

CD68
staining of
phagocytic
cells
(patient
206)



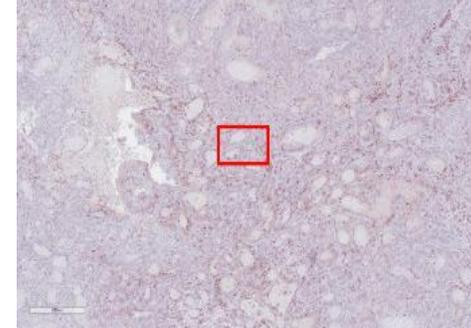
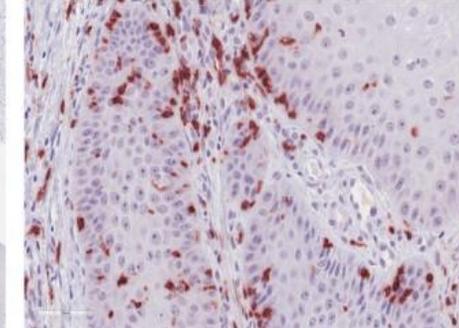
Day 15

CD8
staining for
killer T cells
(patient
210)



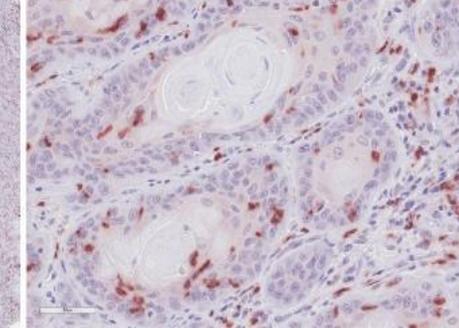
Day 15

CD8
staining for
killer T cells
(patient
204)



Day 21

CD8
staining for
killer T
cells
(patient
205)



Results

Phagocytic cells (CD68 staining)

- Minimal background pre-treatment, 1 Hr and 24 Hrs
- At time of surgery: 20% strongly staining phagocytic

Killer T-cells (CD8 staining)

- Minimal background of killer T-cells pre-treatment, 1 Hr and 24 Hrs
- At time of excision: killer T-cells ~ 10% of tumor cell numbers

Developing human tigilanol tiglate programme towards a sound commercial outcome



Clinical Strategy

Building value in the programme

- Potential for pan tumour registration
- As a monotherapy
- In combination with other drug
- Local & systemic efficacy



Commercialisation strategy

Preparation for commercialisation

- Market assessment and positioning
- Identify target companies
- Present/participate at bio business conferences
- Build relationships

Veterinary Oncology



STELFONTA® sales slow but positive growth

3rd milestone payment €500,000 from Virbac



United Kingdom

Sales Growth +31% vs PY

- 27% of vets prescribed STELFONTA
- 90% intend to prescribe STELFONTA again
- 39% already prescribed multiple times

European Union

Sales Growth +30% vs PY

Growth markets:

- Germany +48%,
- Scandinavia +26%
- Italy +40%

America

Sales Growth 11% and Strong Plans

- 17% of vets prescribed to date
- 83% intend to prescribe again
- 41% already prescribed multiple times

Australia

Already 3rd largest market

- Launched October 2021
- Strong sales with continued momentum
- 8% clinic penetration

Task: More vets prescribing STELFONTA® - Education and Confidence
Once vets have prescribed STELFONTA®, repeat prescription is strong = STELFONTA® performs

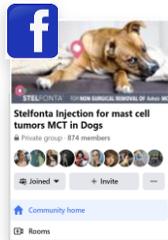
Converting interest in STELFONTA[®] into prescription



Pet parents

Request STELFONTA

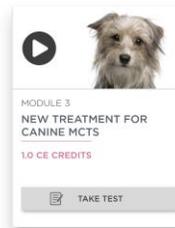
1. Aware of STELFONTA
2. Educated on how STELFONTA works
3. Request from Veterinarian
4. Support through treatment



GP veterinarians

Prescribe STELFONTA

1. Educated and confident in STELFONTA treatment
2. Sampling
3. Consultation with STELFONTA expert



KOLs

Prescribe STELFONTA

1. Further build the community
2. Global Scientific Advisory Boards
3. Publications
4. Scientific Conferences



STELFONTA Australia

Virbac activity:

- Primary sales team focus
- Pre-and post prescription technical support
- National conferences
- Clinic penetration targets
- Repeat purchase metrics

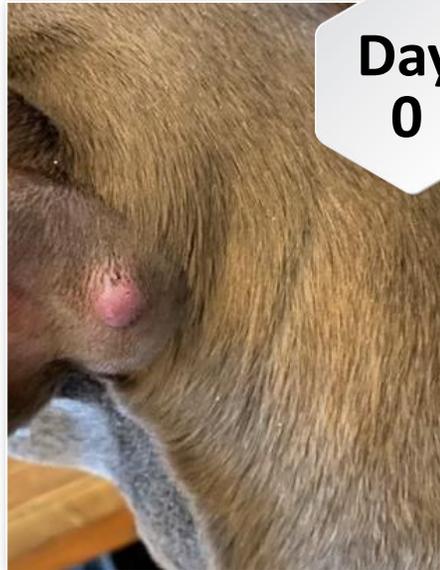


Australian Veterinary
Association National
Conference

Vet Expo: STELFONTA
Booth and Lecture



- 6-year-old American Bulldog
- Mast Cell Tumour left ear base
- Alternative treatment – extensive surgery/ear removal
- Single STELFONTA treatment



Day
0



Day
1



Day
3



Day
7



Day
14



Day
28

Mast cell tumour nasal planum

Alternative treatment
Is a rhinectomy



Day 0



Day 5



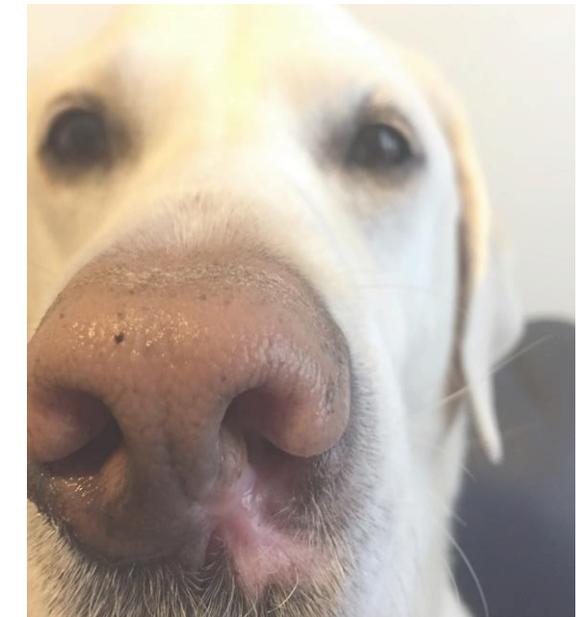
Day 9



Day 16



Day 47



CR & wound
healing Day 47

Wound Healing



EBC-1013 wound healing advancing towards human clinical trial

Human clinical

- Scientific Advice meeting held with UK Medicines and Health Products Regulatory Agency (MHRA) with positive feedback
- Protocol drafted
- CRO engaged
- Investigator and site selection commenced

Veterinary Clinical Models

- Dose determination studies ongoing in dogs and horses
- Supporting both veterinary and human clinical development programmes

Preclinical

- Final GLP toxicology study commenced
- CMC – API & DP at GMP multiple batch production
- MOA – refining antimicrobial activity associated with biofilm disruption and immune system stimulation

Traumatic wound following dog attack

Case:

Infected wound 8.6cm² dog leg
Bone exposed

Treatment:

0.4mg EBC-1013 applied 6 days after initial injury

Wound intervention:

None - wound healed without bandage

Adverse events:

None



Full wound closure Day 25



Day 0



Day 4



Day 11



Day 25

Tigilanol tiglate and EBC-1013 production

- 5th shade shelter constructed
- Expanding arboretum for discovery activities
- Refining active pharmaceutical ingredient (API) manufacture for both programmes – expanding patenting coverage



Value driving milestones for 2023



Human Oncology

Tigilanol tiglate

- Primary focus on patient recruitment – melanoma; H&NC
- Open QB46C-H07 STS trial in USA
- Interim translational research data
- Build towards a deal with a partner



Vet Oncology

STELFONTA®

- Continue to work with Virbac to increase market reach
- Finalise current equine and canine clinical trials and publish data



Wound Healing

EBC-1013

- Finalise toxicology programme
- Gain MHRA CTA approval
- Commence first-in-human safety trial

Thank you



QBiotics Group

Harnessing the power of
nature to improve lives.

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