



**QBiotics Group**

Harnessing the power of nature to improve lives

# Annual General Meeting

## Shareholder Presentation

17 November 2023

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Dr Victoria Gordon  
Executive Director  
Strategic Alliances & Investor Relations



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# We are focusing in two key product areas

## SOLID TUMOUR CANCER

### Intratumoural injection

#### 1. Head & neck cancer

- 930,000 cases annually
- HNSCC market ~US\$2.1Bn in 2020<sup>1,2</sup>
- CAGR of 9.8% sales of \$5.2 B by 2030<sup>1,2</sup>
- No IT product approved

#### 2. Soft tissue sarcoma

- Rare disease high unmet medical need
- Global market expected by 2028 ~US\$596M
- Orphan Drug Designation potential
- Quicker registration path

## CHRONIC WOUNDS

### Gel application

- Up to 29 million cases annually
  - Market US\$14Bn in 2021<sup>1,2</sup>
  - Low competition - only one pharmaceutical wound healing product registered
  - High unmet medical need
- #### 2. Venous leg ulcers
- Market US\$4.3Bn annually
  - Current therapeutic options dressings and devices
  - High unmet need
  - Orphan Drug Designation potential



# Competitive advantages of our products

## SOLID TUMOUR CANCER

- Potentially good treatment success rate
- Local treatment and possibly systemic response
- Acts quickly
- Good cosmetic outcome
- Organ preservation
- Minimal negative impact on patient
- No need for general anaesthetic for treatment of certain cancers
- Easy to use
- Single or small number of injections
- Excellent stability - long shelf life
- Low COGs

## CHRONIC WOUNDS

- Competition low
- Single product addresses microbial load, wound infill and closure
- Acts quickly
- Minimal to no scarring
- Minimal negative impact on patient
- Easy to use
- Simple gel application
- Low COGs



# Our goals are clear

## 1. Product development and commercialisation

- Attract pharmaceutical/big biotech partners to
  - Help realise the inherent value in our products
  - Assist with development and marketing
  - Revenue to QBiotics in upfront and milestone payments and royalties on sales

## 2. Move the company to next stage of growth

- Expand talent pool
- Reach sound company valuation underpinned by valuable product portfolio
- Progress to an IPO and public listing
- Drive further commercial outcomes
- Expand product portfolio



# Key achievements

## H&NC human trials:

- Phase I/IIa met primary ends points
- Phase II treated 7 patients

## STS human trials:

- Phase II treated 8 patients
- FDA Orphan Drug Designation application

Significant KOL attention

## MOA:

Confirmation of immune response in human patients stimulated with tigilanol tiglate

## Commercialisation:

Initial discussion for human oncology programme underway and good interest shown

## STELFONTA Phase IV:

- International equine sarcoid trial 77% Complete Response
- Preliminary equine melanoma 85% Complete Response

## EBC-1013 Wound healing:

- R&D tax advanced finding approved
- Human programme soon to open FIH trial

## Communications:

- Presentations at 9 science conferences and 6 biobusiness conference
- 5 peer reviewed publications in prestigious journals

## IP protection:

- 3 patents granted in major jurisdictions
- 2 patents moved to national phase exam
- 2 provisional patents lodged

# Tigilanol Tiglolate Oncology



# Tigilanol tiglate human oncology programme

## QB46C-H07 Phase II pilot Soft Tissue Sarcoma

- Patient recruitment commenced in June
- 8 of 11 patients treated
- Recruitment expected to be finalised CYQ1 2024
- Top line data expected Q3/4 2024
- FDA Orphan Drug Designation application submitted

## QB46C-H08 Phase IIa Head & Neck Cancer

- 7 of 24-37 patients treated
- Stage One recruitment expected to be finalised CYQ2 2024
- Stage One top line data CYQ3 2024
- Stage Two recruitment expected to be finalised CYQ4 2025

## Strategy:

- Two tumour indications to support potential wide use
- Rare disease STS quicker to registration – derisk programme
- Larger patient population H&NC – support potential ↑ revenue

# Tigilanol tiglate MOA proving up in the clinic

## QB46C-H03 Phase I/IIa Head & Neck Cancer

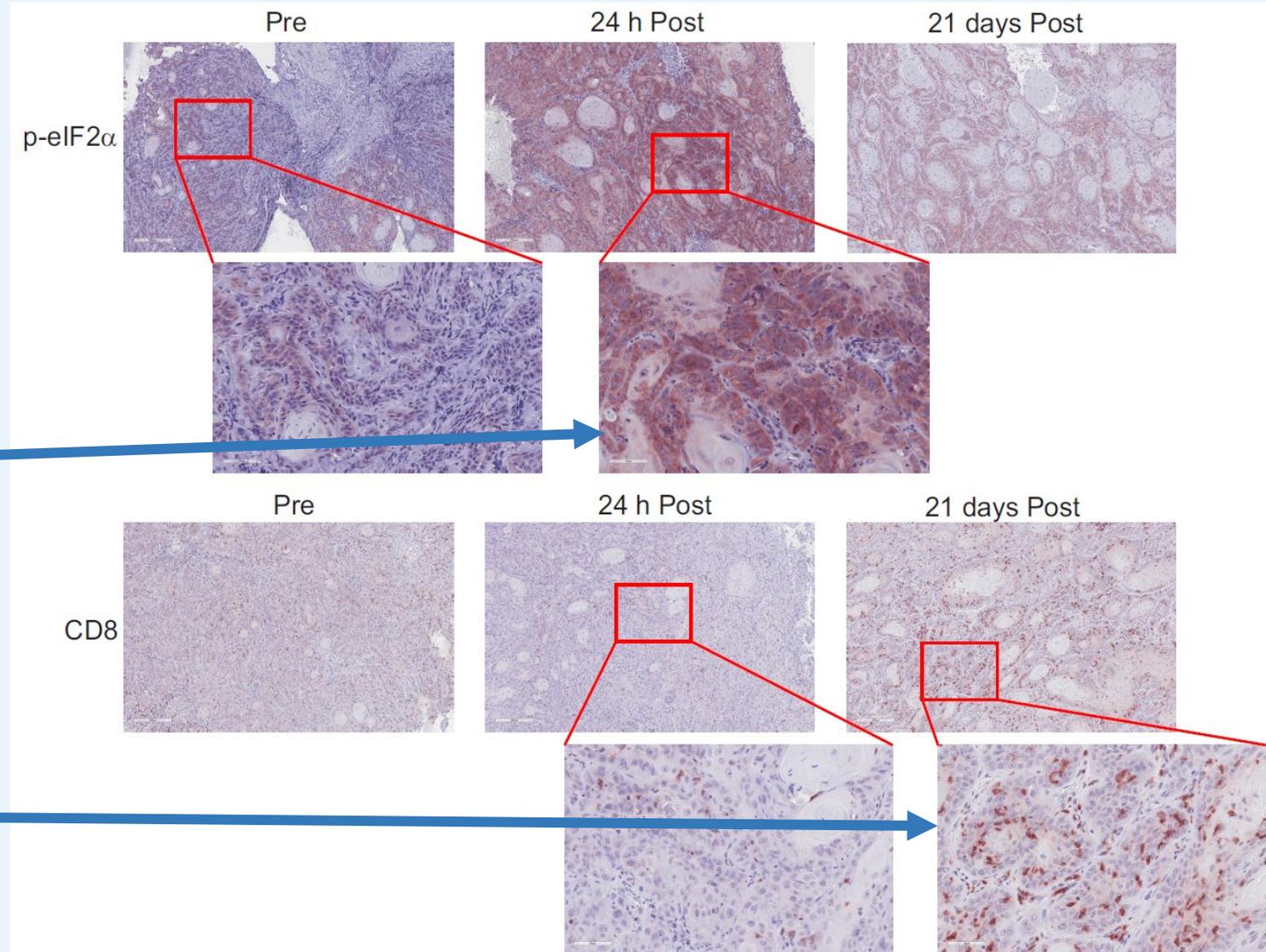
- 19 patients treated
- Met primary end point of safety and tolerability
- Demonstrated immune system involvement

Pathognomonic marker of immunogenic cell death (p-eIF2 $\alpha$ ):

- Present in treated tumours by 24 hr
- Not present in untreated tumour

CD8+ T cells:

- Minimal background pre-treatment and at early timepoints
- At time of excision: CD8+ T-cells ~ 10% of tumour cell numbers



# Partnering & commercialization of human oncology programme

- Partner tigilanol tiglate to realise the intrinsic value in the drug → **tumour agnostic**
- Validation of the technology with potentially significant impact on company valuation
- Revenue potential from mix of upfront and milestone payments, and royalties on sales

## Two pronged approach

- Presentation at major conferences and organised meetings with BD from selected companies
- Introduction by KOLs to key people within the companies

Currently in discussions



# Tigilanol tiglate brand name STELFONTA®

~20,000 dogs treated to date



- Market reassessed and confirmed original forecast



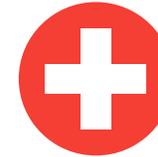
- Disruptive technology
- Difficult to convince GPs to use the drug – but uptake after initial use
- Annual growth across markets still positive but from a very small base



- Phase IV clinical trial development in other canine tumours and in horses to expand market and uptake



  
EUROPEAN MEDICINES AGENCY



  
SWISSmedic



  
FDA



  
Australian Government  
Australian Pesticides and  
Veterinary Medicines Authority



  
Veterinary  
Medicines  
Directorate

# Converting interest in STELFONTA® into prescription



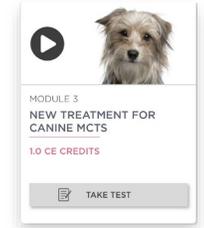
## **Pet parents** Request STELFONTA

1. Dedicated website for pet owners
2. Strong social media
3. Educated on STELFONTA
4. Request from Veterinarian
5. Support through treatment



## **GP veterinarians** Prescribe STELFONTA

1. Educated and confident in STELFONTA treatment
2. Super user programme
3. Consultation with STELFONTA expert



## **KOLs** Prescribe STELFONTA

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



# Equine sarcoids Phase IV international trial

- 33 tumours in 23 horses treated
- Primary efficacy single treatment resulted in 57% CR
- Cumulative efficacy following up to 3 treatments efficacy to 75% CR
- No recurrence at 6 months – continuing follow up

No registered treatment for equine sarcoids



# EBC-1013 Wound Healing



# EBC-1013 current focus on chronic wounds

6.5 million cases

US chronic wounds p.a.<sup>1</sup>

14-29 million cases

globally p.a.<sup>2</sup>



Driven by ageing and increasing incidence of diabetes and obesity



Current treatments - advanced wound dressings and medical devices, not pharmaceuticals



None approved in EU



Significant Unmet Need: 10% of chronic wounds do not heal

- Phase I/IIa clinical trial open Q1 2024
- Delay due to novel drug candidate
- Clinical assessment approach required further consideration
- KOL involvement

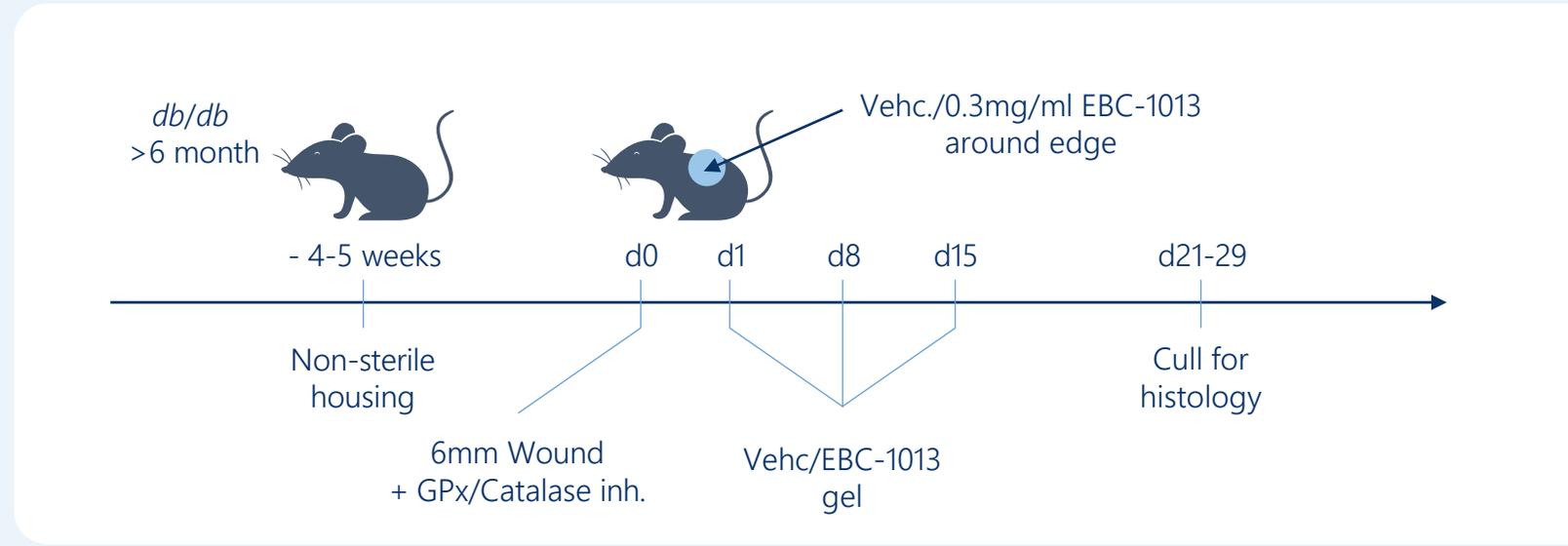
- Presentations at major conferences
- Early interest from possible partner pharma companies



1. Hurlow et al, Defying the Recalcitrant Wound, Woundsource.com, Sponsored by ConvaTec.

2. Nussbaum et al, An Economic Evaluation of the Impact, Cost, and Medicare Policy Implications of Chronic Nonhealing Wounds. Value Health, 2018 Jan;21(1):27-32.

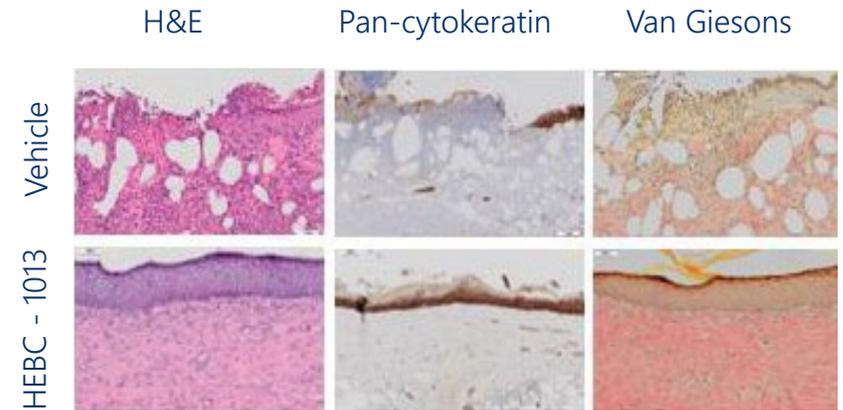
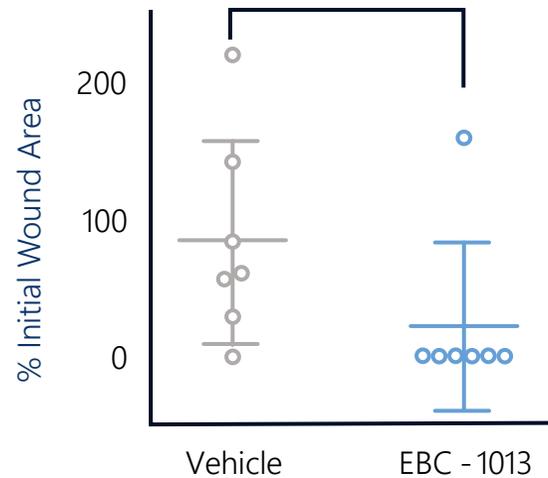
# EBC-1013 stimulates closure of infected wounds in diabetic mouse model



Complete wound closure was observed in db/db mice treated with EBC-1013 within 21 to 26 days



Significant histopathological differences in the resolved treated wound in maturation of the underlying dermis and adhesion of the re-epithelialised epidermis to the basement membrane



# Business & communication

# Continuing to build investor awareness for future IPO

Meetings and presentations with brokers  
Attending and presented at conferences



# Intellectual Property

## Granted patents in major jurisdictions

- ✓ Tigilanol tiglate composition of matter 5-year extension (to 2031)
- ✓ Tigilanol tiglate combination with immune checkpoint inhibitor patent
- ✓ Methods and compositions of wound healing patent

## Patent applications

National Examination phase:

- Use of tigilanol tiglate monotherapy to induce abscopal/systemic immune effects
- Effects of EBC-1013 in disrupting multi-drug resistant Gram-negative bacterial biofilms

Provisional phase:

- Manufacturing methods for epoxytiglanes
- Methods of treating tumours combining tigilanol tiglate with radiotherapy or with other chemotherapeutics

# Publication of our science

## WOUND HEALING

- Xue *et al.* (2023) Defining *in vitro* topical antimicrobial and antibiofilm activity of epoxy-tigliane structures against oral pathogens. *Journal of Oral Microbiology* 15, 2241326

## EPOXYTIGLIANE CHEMISTRY

- Maioli *et al.* (2023). Novel Skeletal Rearrangements of the Tigliane Diterpenoid Core. *Journal of Natural Products* (in press)

## STELFONTA

- Ziea *et al.* (2022). Stelfonta®: A New Mast Cell Tumour Treatment Option for Dogs. *Control and Therapy* 5950, 309, December 2022, 9-12.

## DISCOVERY

- Raju *et al.* (2023). Polysciasoside B and C: new dammarane-type triterpene glycosides from the leaves of Australian rainforest plant *Polyscias australiana* (Araliaceae). *Natural Product Research* 28: 1-8.
- Raju *et al.* (2023). Ternstroenol F: a new pentacyclic triterpenoid saponin isolated from the Australian rainforest plant *Ternstroemia cherryi*. *Natural Product Research* 37: 2421-2426.



# Value driving milestones

## Primary focus:

Human oncology programme partnering

Human oncology

Human Wound Healing

STELFONTA

IPO and Public listing

- Finalise STS patient recruitment and report trial data
- Finalise Stage One of H&NC trial and report interim data
- Commence investigator led trial in deep seated tumours
- Commence Phase I/IIa clinical trial
- Publish equine sarcoids data and present at conferences
- Finalise additional Phase IV trials in dogs and horses
- Identify IPO window
- Meet product development and commercialisation milestones



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Thank you &  
questions

