



**QBiotics Group**

Naturally Inspired.  
Scientifically Defined.



# QBiotics Group Company Overview

## Bell Potter Healthcare Conference

Dr Victoria Gordon  
CEO & Managing Director

*11 November 2021*

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# Presentation Outline



General Overview



Tigilanol tiglate lead  
oncology programme



EBC-1013 wound healing  
programme



QBiotics Group milestones  
2021-2022



# QBiotics is a leading Australian life sciences company



**Unlisted life sciences company** specialising in the development and commercialisation of plant-derived, cell signaling small molecules



Focus on two high value, unique programmes in **oncology and wound healing**



**Strong commercial position** with veterinary product on market and partnerships with leading global pharma companies **MSD** and **Virbac**



**Substantial IP coverage** with composition of matter and use patents on all products



Board and team renowned for growing **globally successful companies**



20+ year track record, with **proven ability** to successfully commercialise and launch products



**Company poised** for substantial growth, with four human oncology trials in progress/late stage planning and wound healing soon to enter human clinical phase



**Secure runway** with **~\$95m** cash at bank

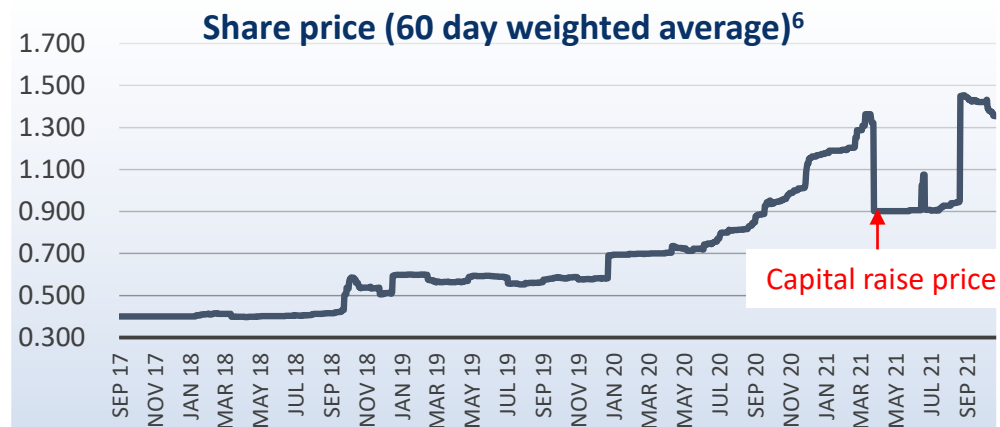
# QBiotics public unlisted entity - corporate snapshot<sup>2</sup>

All amounts in AUD

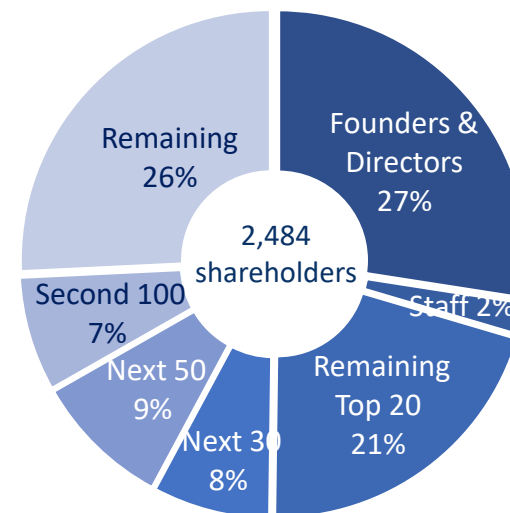
Public unlisted company, founded in 2000; pivoted from contract R&D to drug development in 2010	
Corporate Head Office	Brisbane, Australia
No. employees	53
Share price 60 day weighted average <sup>1</sup>	\$1.41
Shares on issue <sup>2</sup>	486 million
Market capitalisation at last capital raise price <sup>3</sup>	\$437 million
Options on issue <sup>4</sup>	17 million
Option exercise prices <sup>4</sup>	\$0.67 - \$1.51
Capital raised since 2000	\$193 million
R&D tax incentives received since 2000 <sup>5</sup>	\$40 million
Current cash at bank <sup>2</sup>	\$95 million
Quarterly burn rate <sup>2</sup>	\$5.4 million

1. Based on the completed trades in the grey market during Sep/Oct 2021.
2. As at 30 October 2021.
3. Market cap calculated using the \$85M share placement of \$0.90 per share in H1 2021.
4. Each option entitles shareholders to one ordinary share. 14.7m vested; 2.4m vesting in 2022-2024.
5. QBiotics receives A\$0.435 for every A\$1.00 spent on eligible R&D.
6. 60-day weighted average share price using grey market data.

## Share Price (grey market AU\$)



## Summary of shareholders<sup>2</sup>



Cornerstone Investor  
True partnership



# Experienced Board with diverse range of skills



**Rick Holliday-Smith**

Non-Executive Chairman  
Chair ASX, Cochlear



**Dr Victoria Gordon**

CEO & Managing Director  
CSIRO, Boral Timber



**Dr Paul Reddell**

CSO & Executive Director  
CSIRO, Rio Tinto



**Mr Nicholas Moore**

Non-Executive Director  
CEO Macquarie Group



**Dr Sue Foden**

Non-Executive Director  
CD3, BTG, Evgen Pharma



**Mr Andrew Denver**

Non-Executive Director  
Cochlear, Speedex,



**Prof. Bruce Robinson**

Non-Executive Director  
Chair NHMRC, MBS



**A/Prof. Steven Ogbourne**

Non-Executive Director  
Peplin, Leo Pharma



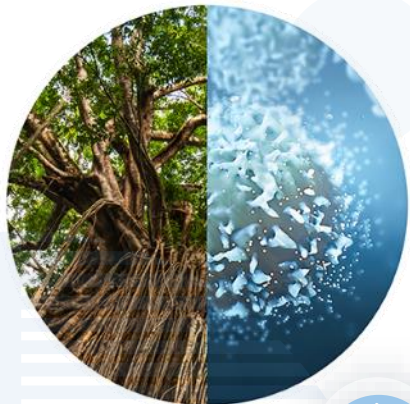
**Mr Hamish Corlett**

Non-Executive Director  
TDM, Somnomed



**Mr Neville Mitchell**

Non-Executive Director  
Cochlear, Fisher & Paykel



# Discovery platform EcoLogic™ underpins diverse product pipeline

Rich pool of biologically active cell signaling small molecules



Scientifically based  
discovery of bioactive  
molecular scaffolds



Search strategies →  
prediction of cell signaling  
emergent properties

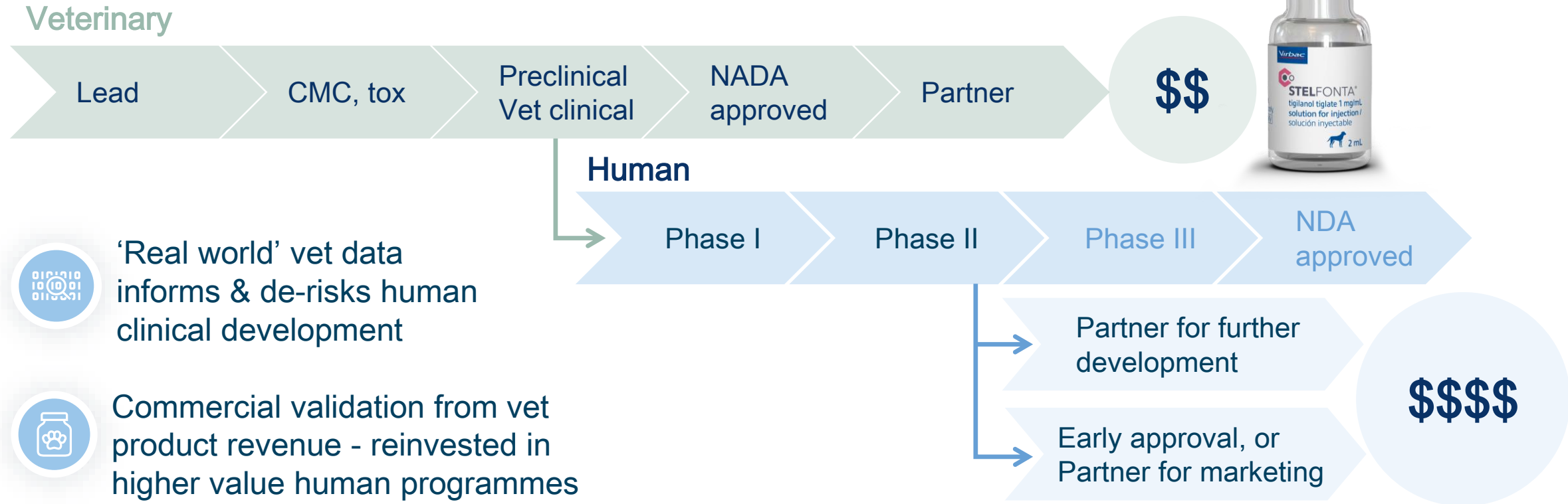


Collections in AU tropical  
megadiverse rainforest →  
megadiversity in molecules

Ecological function/role	Cellular processes involved	Market Niche	Current programmes
Feeding deterrents	Modulation of receptor signalling pathways	Oncology, Neurology Inflammatory diseases	<b>Oncology</b> Tigilanol tiglate
UV & oxidative stress protectants	Quenching of free radicals Modulation of cell stress & repair	Wound healing Inflammatory diseases	<b>Wound healing</b> EBC-1013
Microbial anti-virulence factors	Virulence signal inhibition Biofilm disruption Toxin production inhibition	Bacterial & fungal infections Wound healing	Antibiotic molecule pool – lead selection
Mutualism & symbioses with micro-organisms	Pattern recognition receptor signalling	Inflammatory diseases	Anti-inflammatory molecule pool

# QBiotics' innovative approach to business

Vet to human business model - maximises commercial returns





# Diverse product pipeline with multiple commercial opportunities

	Area	Molecule	Species	Target	Stage of development						
					Discovery	Pre-clinical	Phase I	Phase II	Phase III	Registration / marketing	
Human	Oncology	Tigilanol tiglate	Human	Head & neck squamous cell carcinoma	Phase IB/IIA monotherapy						QBiotics Group
			Human	Melanoma (stage IIIB-IVM1C)	Phase IB/IIA Keytruda +TT therapy						MSD
			Human	Melanoma (stage IIIB in transit)	Phase II/A/B monotherapy						QBiotics Group
			Human	Soft Tissue Sarcoma	Phase IIA - monotherapy						QBiotics Group
	Wound healing	EBC-1013	Human	Venous Leg Ulcers	CMC & toxicology						QBiotics Group
			Human	Burns/blast wounds	Veterinary models						QBiotics Group
	Next generation antibiotics	Lead molecules	Human	Multiple resistant organisms	Screening						QBiotics Group
Veterinary	Oncology	Tigilanol tiglate	Canine	Mast Cell Tumour	STELFONTA® – marketed USA, EU, UK, AU					Virbac	
			Canine and equine	Soft Tissue Sarcoma Sarcoids	STELFONTA® – label extensions						QBiotics Group
	Wound healing	EBC-1013	Equine	Acute/chronic wounds	Veterinary clinical case studies						QBiotics Group

# Tigilanol Tiglate: Lead oncology programme



**QBiotics Group**  
Naturally Inspired.  
Scientifically Defined.

# Tigilanol tiglate: a unique solution for solid tumours



## Monotherapy

### Alternative or adjunct to surgery

- Small molecule
- Intratumoural - reduced off-target toxicity
- Rapid tumour destruction and good site healing
- Potential for better functional results - better cosmetic outcomes
- Simple to use, usually single injection
- General anaesthetic usually not needed



## Combination therapy

### Highly active area for deal-making – greater pricing flexibility

- Combine with checkpoint inhibitors (CPI's) and/or chemotherapy
- MSD collaboration to evaluate tigilanol tiglate in combination with Keytruda®



## Validated product

### STELFONTA® marketed and producing repeatable revenue

- Proof of concept validated in canines
- STELFONTA® approved and marketing in USA, EU, UK, AU
- Virbac distribution & marketing deal



## Growth opportunities

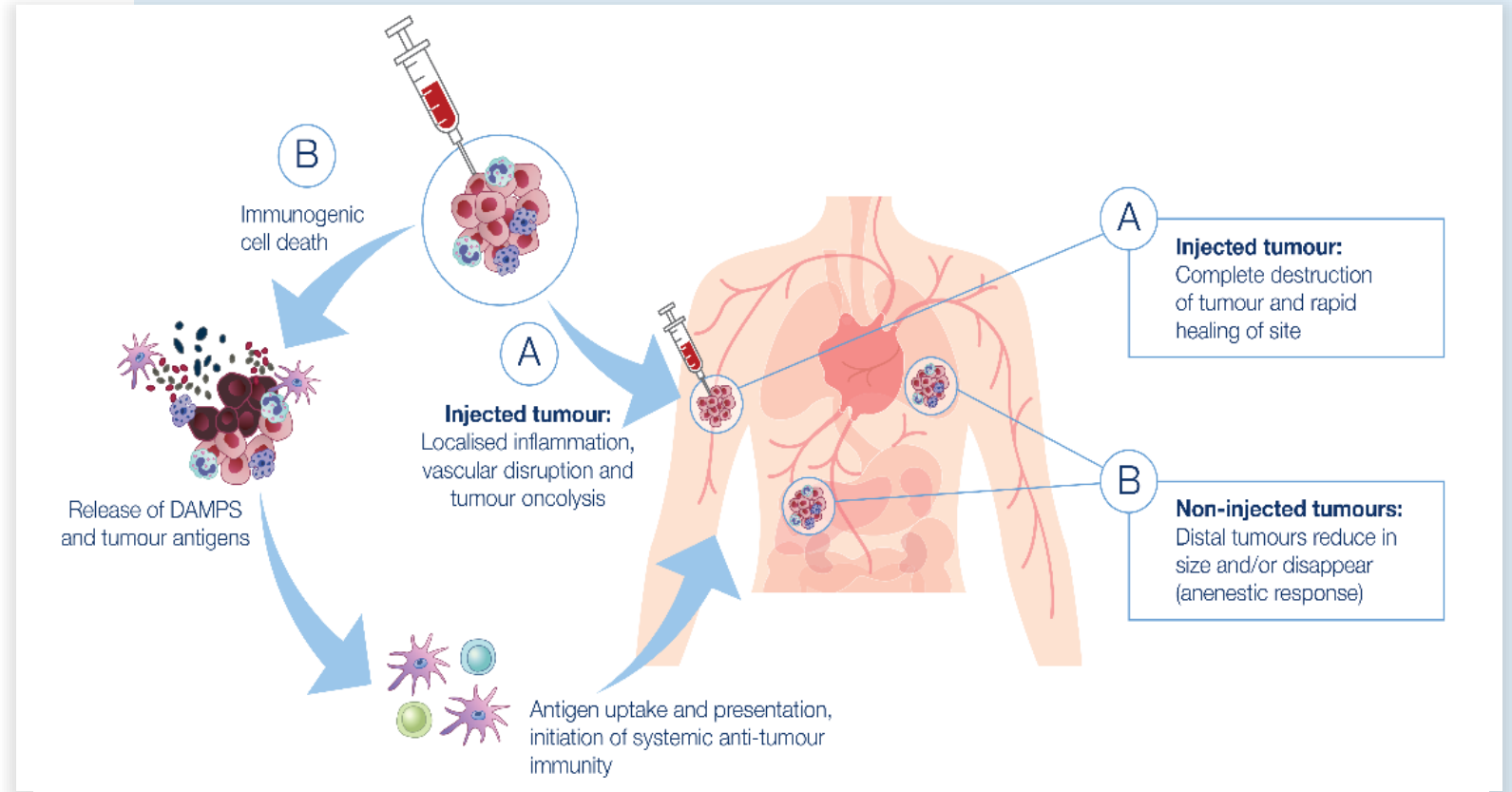
### Tigilanol tiglate is a genuine 'pipeline in a product'

- Multiple solid tumour types
- External and internally located tumours
- Four human clinical trials in progress or late stage preparation in:
  - Head & Neck SCC
  - Melanoma (monotherapy and Keytruda® combination)
  - Soft tissue sarcoma

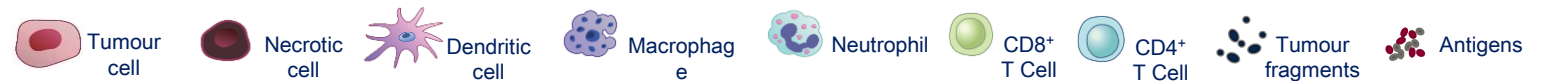
# Tigilanol tiglate mode of action

Tigilanol tiglate is a Protein Kinase C activator

- A. Induces rapid tumour destruction in injected tumours within 5-7 days and induces good healing of site
- B. Non-injected tumours regress by immune-mediated mechanisms

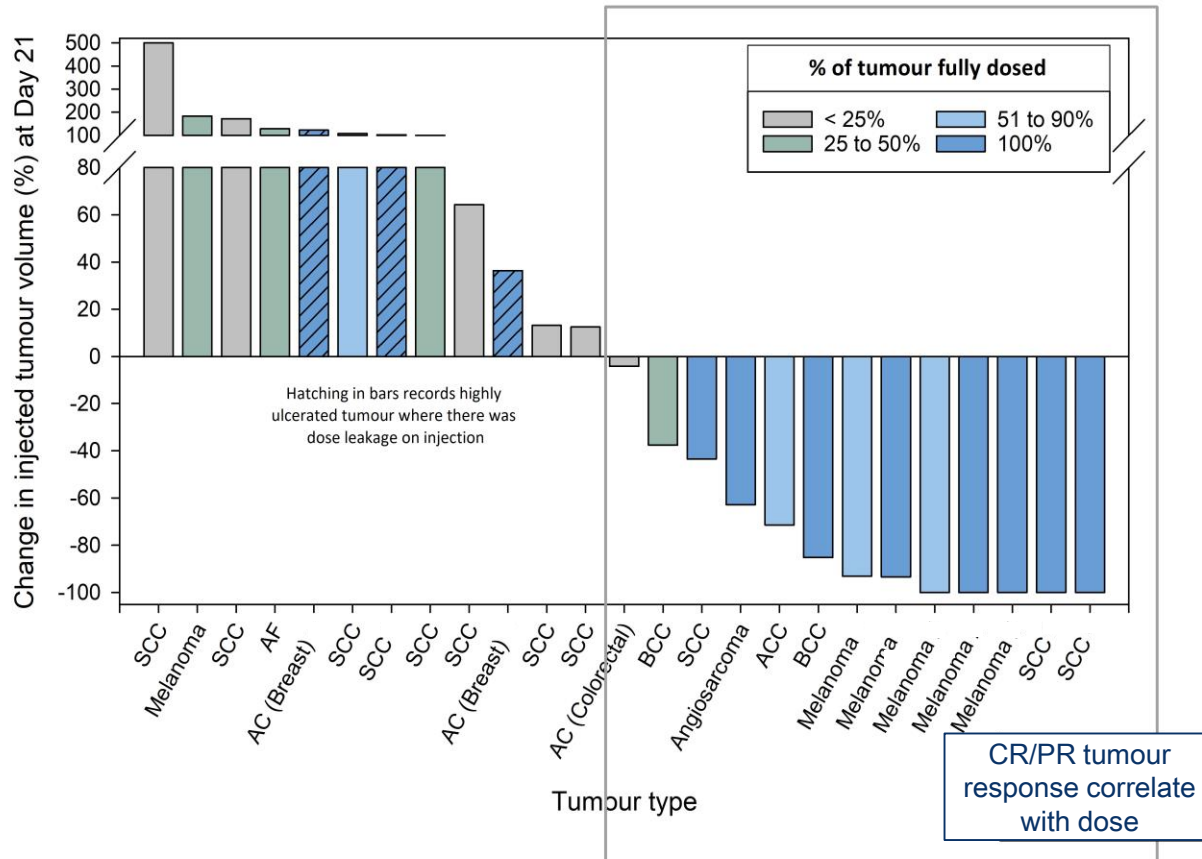


DAMPS = Damage Associated Molecular Patterns



# Clinical Phase I/IIA QB46C-H01/2 safety trial

Good safety, and efficacy response in 9 tumour types<sup>1</sup>



Efficacy signals seen in Squamous Cell Carcinoma (SCC), Melanoma (BRAF), Basal Cell Carcinoma (BCC), Angiosarcoma, Atypical Fibrosarcoma (AF) Fibrosarcoma, breast and colorectal Adenocarcinoma (AC) and Adenoid Cystic Carcinoma (ACC)

## Study Overview:

Open-label, 22 patient dose escalation single IT injection of tigilanol tiglate

**Population:** Advanced, refractory tumours

**Dosing** mg/m<sup>2</sup> (body surface area) - safety trial

Intended efficacy treatment is based on 50% tumour volume

So most patients received sub-therapeutic doses

## Good safety results

Tigilanol tiglate was well tolerated

Most common AEs – expected and desired, due to MOA

No Maximum Tolerate Dose declared

## Impressive signs of efficacy for a safety trial

Treatment Response	6 (27%)
Complete Response	4 (18%)
% of tumour volume treated a	48%
Injected tumour CR/PR (21 days) <sup>b</sup>	60%
Injected tumour CR/PR/SD (21 days) <sup>b</sup>	

CR = Complete Response; PR = Partial Response; SD = Stable Disease; PD = Progressive Disease.

a Dose-escalation study, so whole tumour not always treated

b Injected tumour response based on % change in tumour volume from Day 1 to Day 21 (RECIST 1.1)



# Tigilanol tiglate: QB46C-H01 safety trial clinical example – metastatic melanoma

- First 3 tumours treated with single tigilanol tiglate injection
- 4th tumour, lung and sternum tumour untreated but also responded – indicates abscopal response



**Pre-treatment**



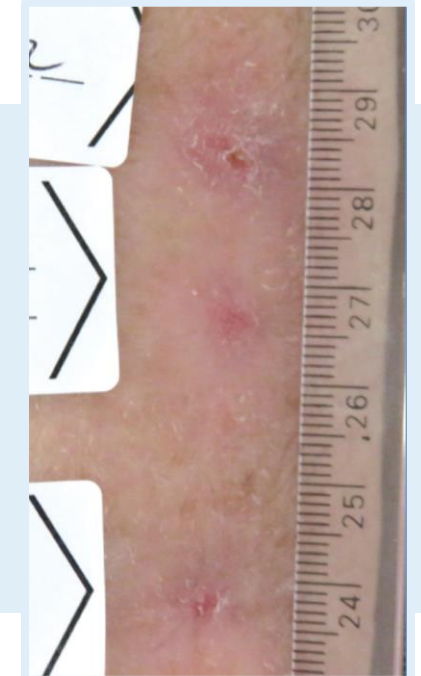
**30 mins:**  
Haemorrhagic  
necrosis of the tumour  
mass has commenced



**Day 3:** Necrotic tumours  
sloughing.

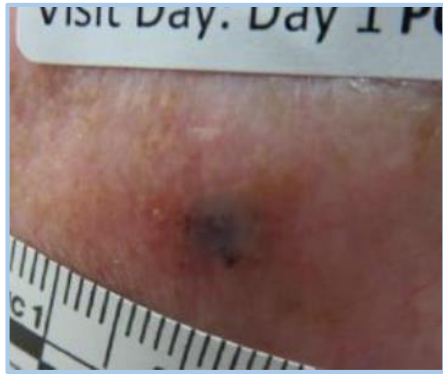


**Day 7:** Tumours  
destruction progresses

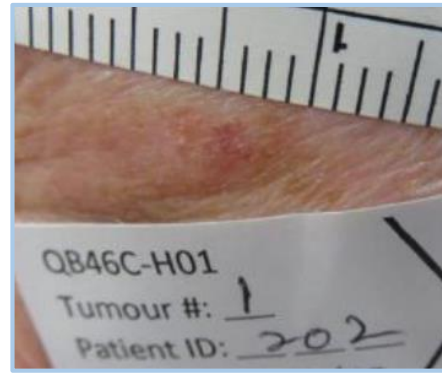


**Day 35:** Complete  
Response  
(destruction) of all  
tumours, site healed  
with good cosmesis.

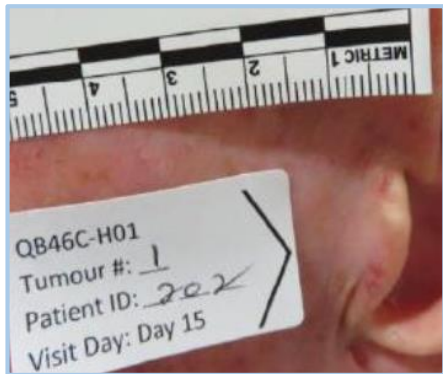
# Tigilanol tiglate: QB46C-H01 safety trial clinical example Head & Neck Squamous Cell Carcinoma



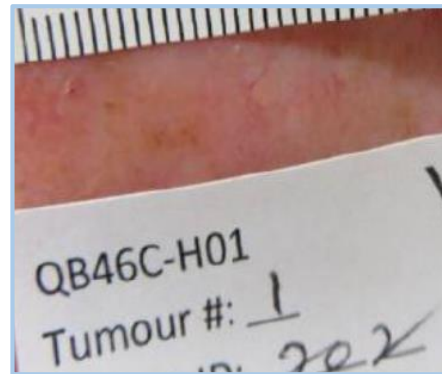
**Pretreatment**



**Day 1: Tumour vasculature haemorrhagic necrosis**



**Day 15: Tumour destroyed (CR) & site healed**



**Day 15: Close up to show no scarring**

## Case summary:

Patient with squamous cell carcinoma on the cheek:

- Single IT injection of tigilanol tiglate
- Rapid tumour destruction with Complete Response at 15 days
- Tumour site healed, using tigilanol tiglate's superior wound healing properties within 15 days
- Good cosmetic outcome is particularly important in head and neck cancer to reduce disfigurement and loss of organ function

# Tigilanol tiglate human clinical trials



Multiple indications

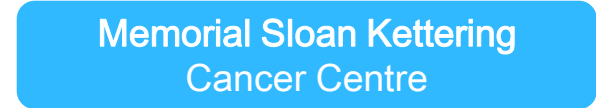


Working with prominent investigators



Collaborative partnering

Tumour Type	Phase	Treatment	Patients Treated	Number of Sites	Site Location
Head & Neck Cancer	Phase I/IIA	Mono IT	19	2, 2	AU, IN
	Phase IIA/B	Mono IT	Not open	2, 4	AU, UK
Melanoma	Phase I/IIA	TT - IT Pembro - IV	3	4	AU
	Phase IIA/B	Mono IT	0	4	AU
Soft Tissue Sarcoma	Phase IIA exploratory	Mono IT	Not open	1	USA
	Phase IIB	Mono IT	N/A	TBD	USA/TBD
Special Access Scheme	Intent to treat	Mono TT	3	2	AU





**STELFONTA**<sup>®</sup>  
tigilanol tiglate 1 mg/mL

Registered and marketed for  
treating Mast Cell Tumours in dogs

Informing & financially supporting human development



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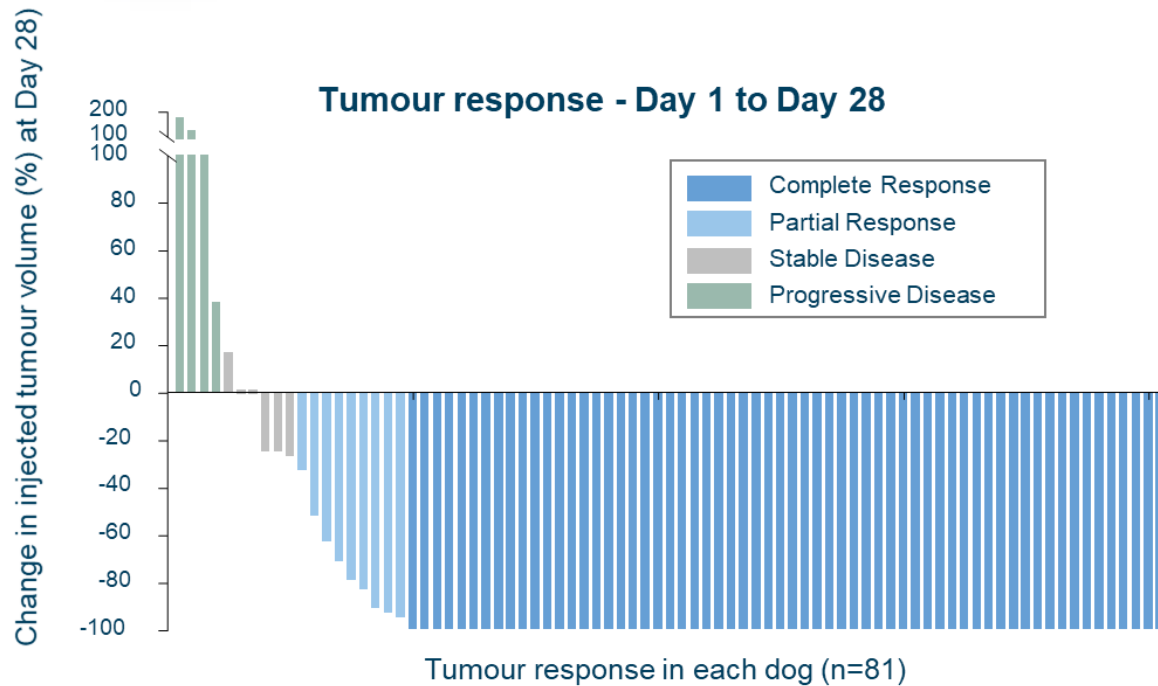


# STELFONTA<sup>®</sup>: tigilanol tiglate oncology vet programme

## FDA-CVM registration trial for canine Mast Cell Tumours (MCT)



75% CR single injection (p<0.001 vs control<sup>1</sup>)  
 88% CR 2<sup>nd</sup> injection partial responders  
 Durable response 89% tumour free 12 months



**Day 0: Pre-treatment**



**Day 1: Haemorrhagic necrosis**



**Day 7: Tumour destroyed**



**Day 28: CR officially declared, site healed**

**Good response in other tumour types**

<sup>1</sup> De Ridder *et al* (2020). *Journal of veterinary internal medicine*, 35(1): 415-429.



# STELFONTA® market opportunity

Market opportunity ~US\$350m annually<sup>2</sup>



**7.68m**  
~ global canine cancer cases, per year<sup>1</sup>

Surgery is standard of care - used in 79% of MCT cases. STELFONTA® highly competitive alternative

**Limited Competition**  
Palladia® (Zoetis) approved for MCT's, but only used in 3% of cases<sup>3</sup>

**45%** of dogs develop cancer, and **75%** of dog owners seek a treatment

**Virbac**

Strong partner with marketing capabilities in >100 countries

## Excellent business proposition for veterinarians



Reduced treatment time



No expensive equipment



Anaesthesia usually not needed



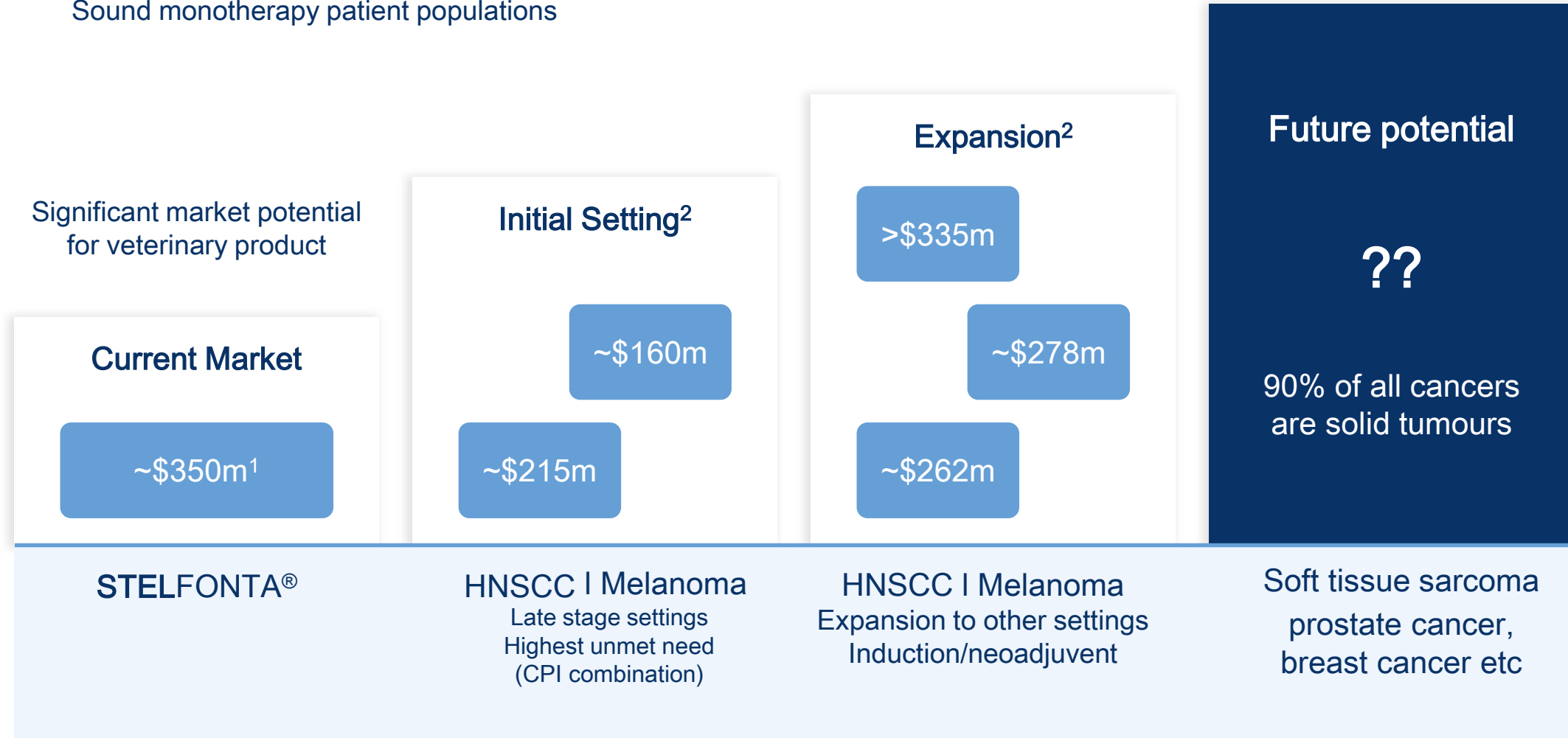
Profit margins better than surgery



<sup>1</sup>Brakke Consulting Report, October 2014. "Cancer in Dogs and Cats" | <sup>2</sup>Withrow, S.J. and Vail, D.M. 2007. Small Animal Clinical Oncology, Elsevier Inc, Canada 402-421. | <sup>3</sup>KG Market Sense market assessment and Market Research for QBiotech

# Tigilanol tiglate significant potential for human and vet market

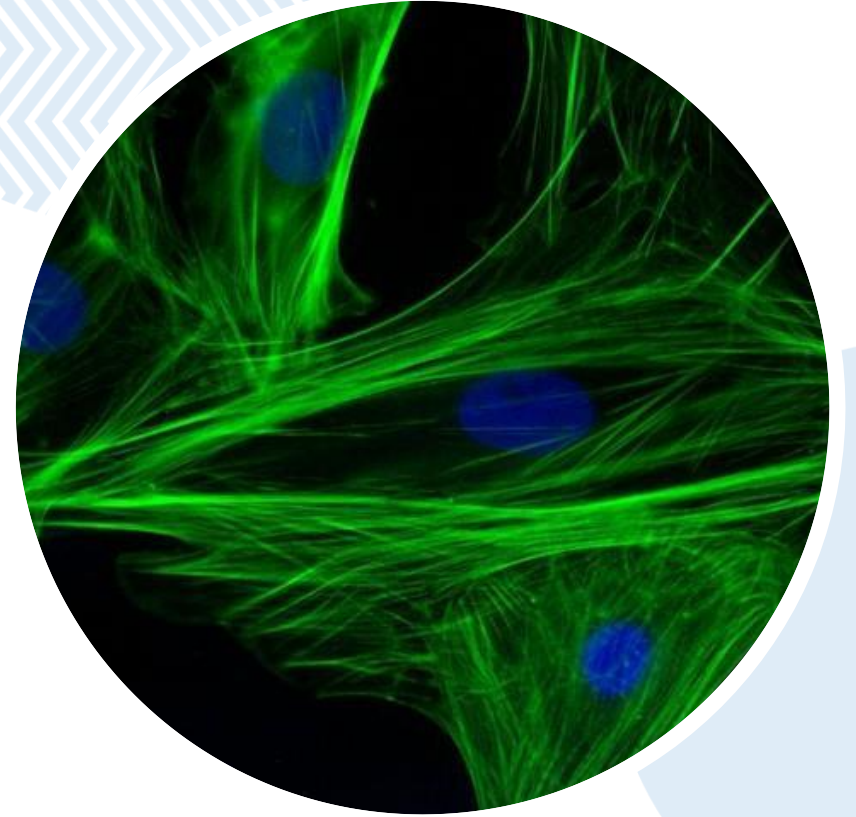
Sound monotherapy patient populations



<sup>1</sup>KG Market Sense veterinary canine MCT/STS market assessment for QBiotech (2016).

<sup>2</sup>Cello Health Bioconsulting, 2021. Peak sales forecast in different settings based on primary and quantitative research.

Future area:  
Wound healing (EBC-1013)



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# Veterinary clinical data demonstrates potential in EBC-1013

Exceptional wound healing capabilities demonstrated in two example cases:

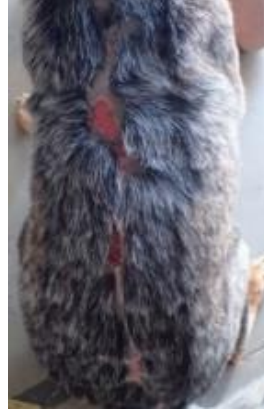
Thermal burn signs of infection commencing: 3 gel applications 7 days apart



Pre-treatment: 8 days after burn



Day 14



Day 38



Day 73

Only treatment was **EBC-1013 gel**

- ✓ No bandaging
- ✓ No lotions
- ✓ No antibiotics
- ✓ Good quality of life during healing process

Surgical acute wound: Closure & skin grafting not possible: gel 3 gel applications 7 days apart



Pre-treatment



Day 19



Day 42



Day 63



Day 78



# Multiple value driving milestones for 2021 - 2022



## Corporate

- ✓ Capital raise \$85m
- ✓ Cornerstone investor TDM Growth Partners
- ✓ Strengthened corporate governance and quality
- ✓ Expanded the team with 16 new positions



## Oncology Tigilanol tiglate

- ✓ PIB/IIA TT/Keytruda<sup>®</sup> melanoma patient recruiting
  - PIB/IIA HNSCC finalised and reported
  - PIIA HNSCC patient recruiting
  - PIIA/B melanoma patient recruiting
  - Phase IIA pilot STS patient recruiting
  - STELFONTA<sup>®</sup> - drive USA, EU, UK and AU sales
- ✓ Advance market opportunity to other canine tumours and equine sarcoids



## Wound Healing EBC-1013

- Formal toxicology complete
- Drug manufacturing ready for human clinical
- Human Phase I trial regulatory submissions
- ✓ Equine development progressing





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**Thank you**

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