

MICROBA™

At the forefront of microbiome diagnostics & therapeutics

Bell Potter Healthcare Conference 2024

ASX: MAP

19 November 2024

Authorised for release by the Chair and the CEO

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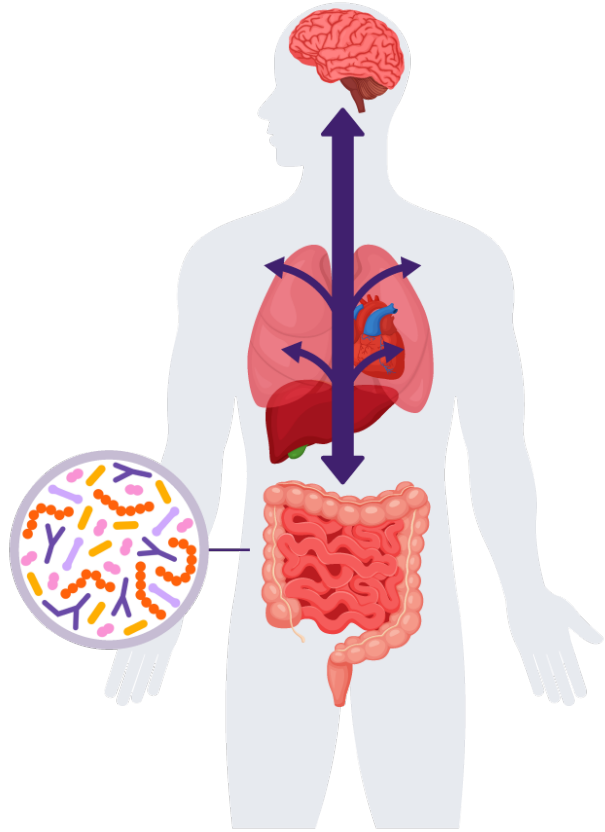
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Unequivocal evidence demonstrates that the **human gut microbiome** is a **critical component of disease**



>21,000 Research publications demonstrate a clear link between chronic diseases and the gut microbiome¹

¹ PubMed search terms "gut microbiome/microbiota" or "stool microbiome/microbiota" or "faecal microbiome/microbiota" and "disease"

Changing the microbiome can change disease outcomes

>150

Global clinical studies demonstrate that **microbiome modulation can influence disease outcomes and clinical symptoms¹**



Infectious Disease
Mental Health



Inflammatory Disease
Metabolic Disorders



Autoimmune Disease
Heart Disease



Cancer
Neurodegenerative Disease

¹ PubMed search terms "gut microbiome" and "modulate" and "clinical study" and manually selecting for clinical trials with positive results indicated in the abstracts.

Company snapshot

MICROBA®

TESTING/
DIAGNOSTICS

THERAPEUTICS

Continuous YoY revenue growth over 6 years of operations

2 diagnostic products opening a new category with an **estimated US\$15B** addressable market in the **USA alone**

World-class team

THE UNIVERSITY OF QUEENSLAND AUSTRALIA

Berkeley UNIVERSITY OF CALIFORNIA

Myriad genetics

AMGEN

natera

Cochlear™

Abbott

Nestlé Health Science

MIT Massachusetts Institute of Technology

Partnerships with market leaders incl. **Sonic Healthcare** (ASX: SHL), **SYNLAB** (GR:SYAB) + more

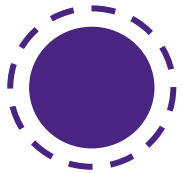
Clinical stage therapeutic lead candidate advancing to **Phase 2 clinical trial**

Our diagnostics vision:

To combat disease through microbiome health

Our diagnostics focus

Patients suffering from gastrointestinal disease



Gastrointestinal



Mental



Cardiovascular



Oncology



Longevity



Fertility

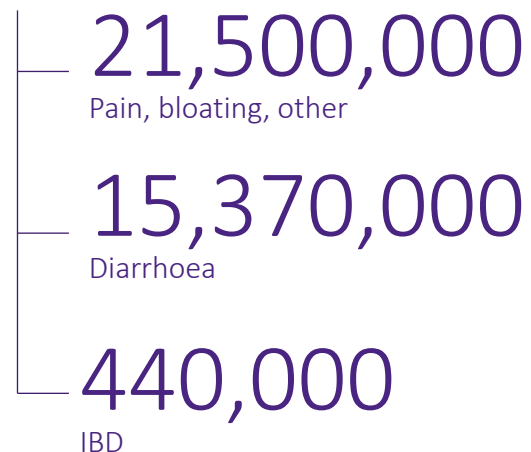


Gastrointestinal Disease

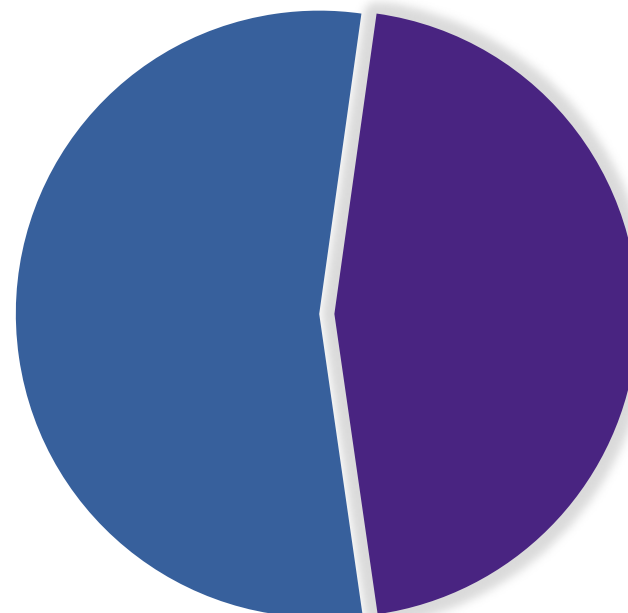
Half of patients are not getting a resolution

37,310,000

Patients presenting annually in the US with lower GI abdominal symptoms*



53%
Resolved



47%
Unresolved

% of patients achieving resolution of gastrointestinal symptoms after 5 years**

* Assessment of Medicare claims analysis. Estimated Private and Medicaid numbers extrapolated from Medicare claims analysis completed with Boston based MedTech specialist consultancy Veranex Inc.

** Gordon, J., Miller, G., & Valenti, L. (2015). The management of unresolved gastrointestinal symptoms in Australian general practice. *Australian Family Physician*, 44(9), 621-623

Addressing the GI symptom challenge

Microba's comprehensive diagnostic products

First line

Diagnosing pathogenic causes of GI symptoms

MetaPanel™



Gastrointestinal pathogen test

Launched March 2024

- ✓ Stool DNA test.
- ✓ 175 targets.
- ✓ Expertly curated clinical recommendations for targeted treatment.

Second line

Identifying functional causes and treatment options for non-pathogenic GI symptoms

MetaXplore™



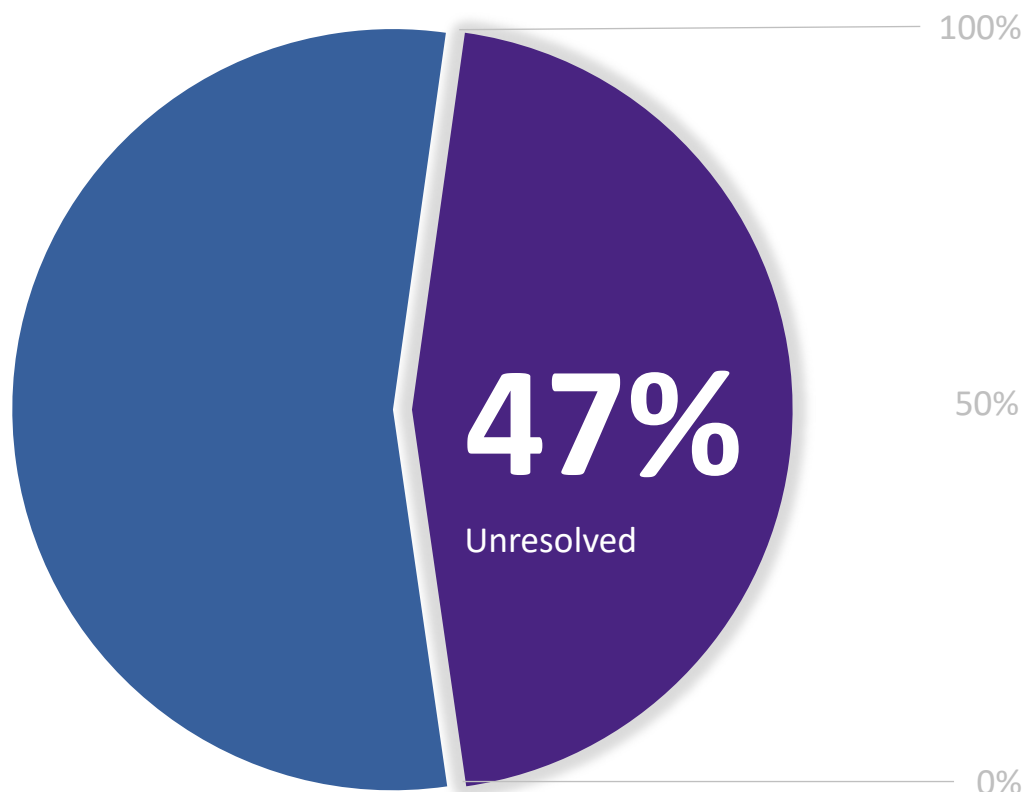
Gastrointestinal disorder test

Launched February 2023

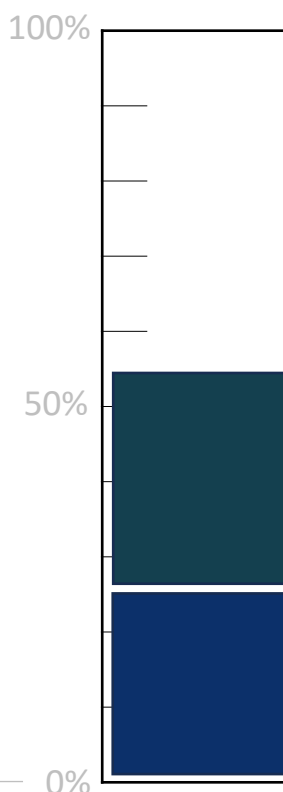
- ✓ Stool DNA + targeted biomarker test.
- ✓ 7 functional GI markers. >28k microbiome markers.
- ✓ Expertly curated clinical recommendations for personalised treatment.

Getting answers for patients in need

Closing the gap on GI symptom diagnosis and treatment



% of patients achieving resolution of gastrointestinal symptoms after 5 years



28%* new insights with **MetaXplore™**

24%** new diagnoses with **MetaPanel™**

52% receiving critical new diagnoses and treatment recommendation for these patients.

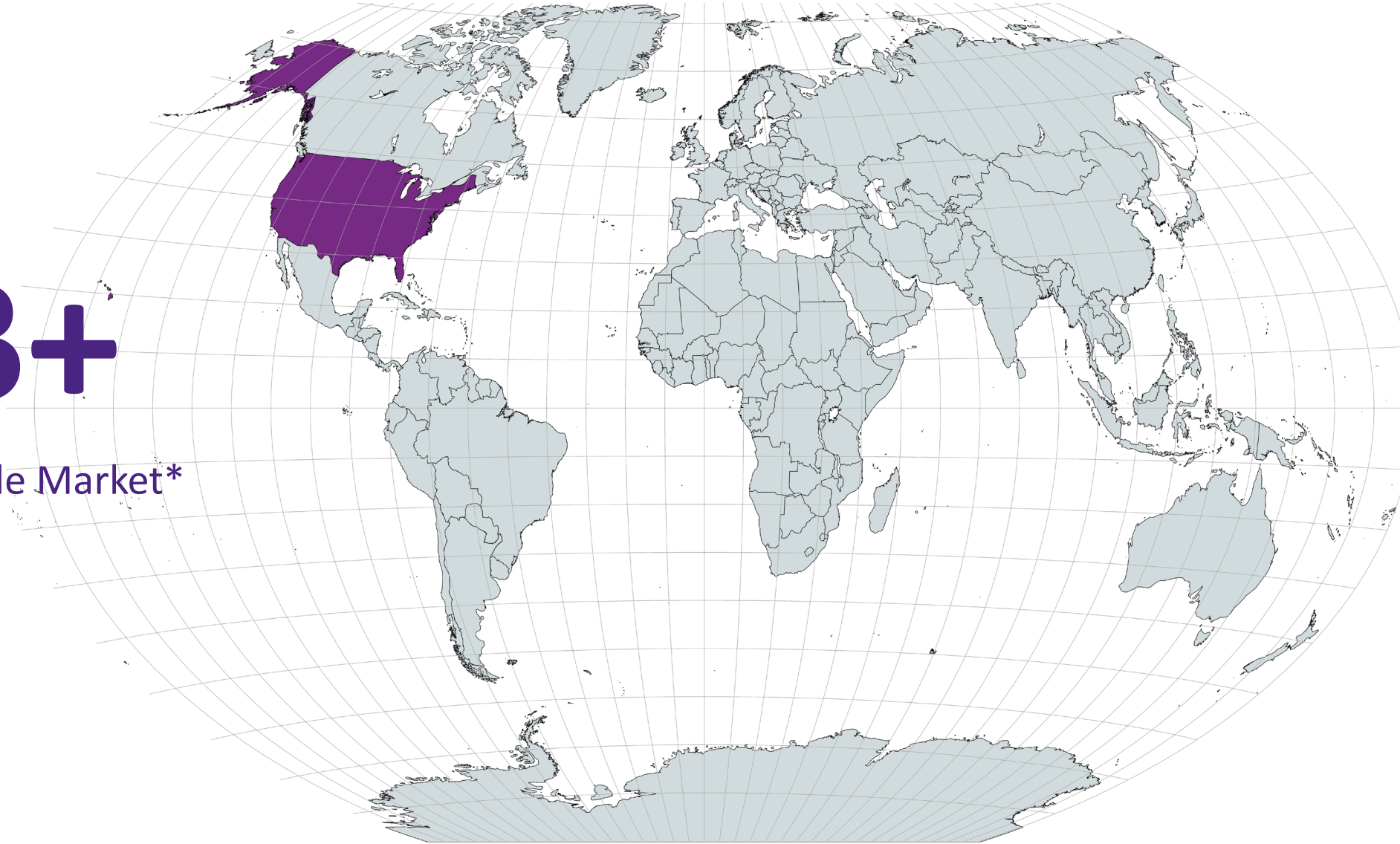
* Study of first 17 months of MetaXplore test results in clinical practice in Australia

** Study of first 4 months of MetaPanel test results in clinical practice in Australia

A multi-billion dollar diagnostics market opportunity

\$15B+

USA Total Addressable Market*



* Assessment of Medicare claims analysis. Estimated Private and Medicaid numbers extrapolated from Medicare claims analysis completed with Boston based MedTech specialist consultancy Veranex Inc. Assumes minimum revenue per test of US \$416.78 aligned to CPT code 57507. This is viewed to be the minimum with the top pricing predicate at US \$2126.20

Changing lives every day

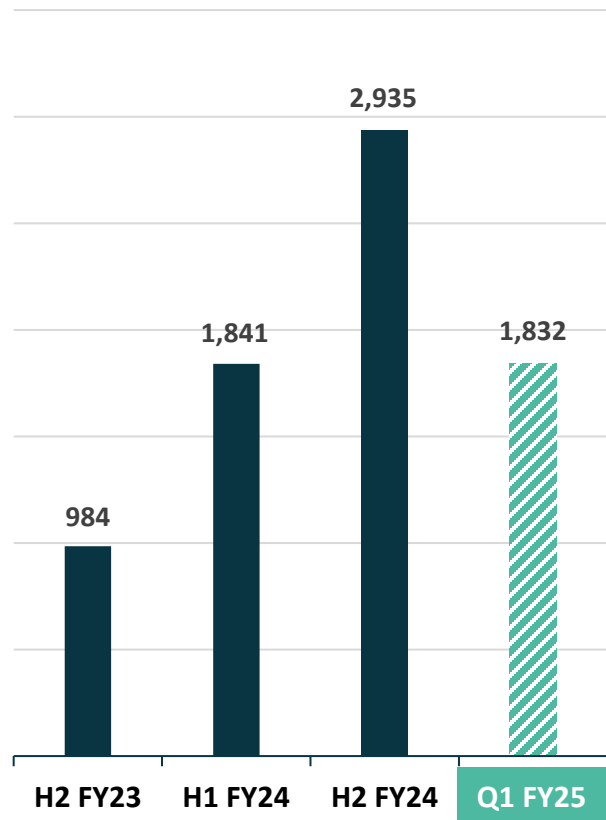
*“I have struggled with gastrointestinal symptoms for over half my life. I have tried resolving with many specialists, restrictive eating plans and natural therapies. My MetaXplore test this year identified clear problems and a personalised treatment plan. I am grateful that through following the treatment plan **I have achieved complete resolution to my symptoms and can enjoy eating unrestricted for the first time in 35 years.**”*

**MetaXplore patient,
South Australia**

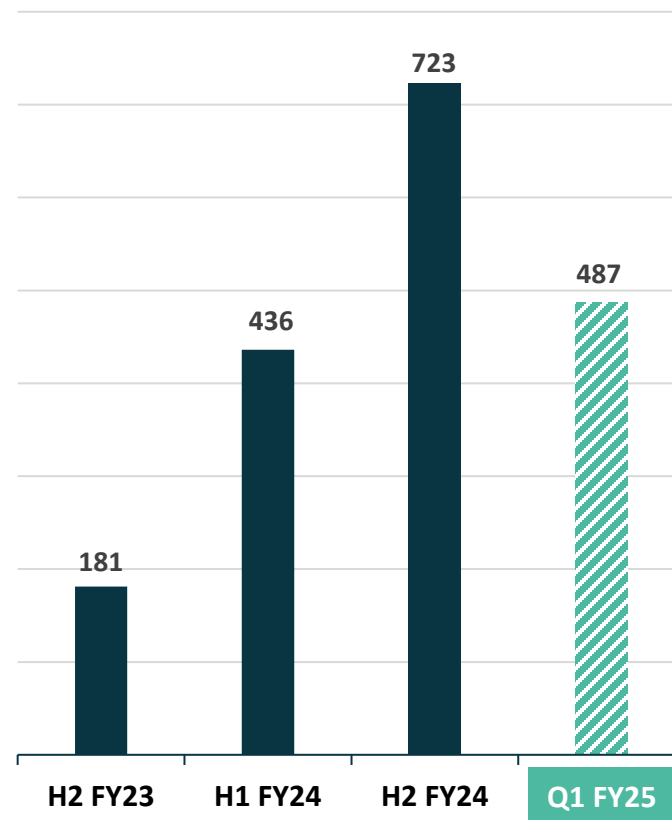
Our diagnostics traction

Growing MetaXplore sales and clinical adoption in Australia

MetaXplore Test Sales Volume



MetaXplore Ordering Clinicians

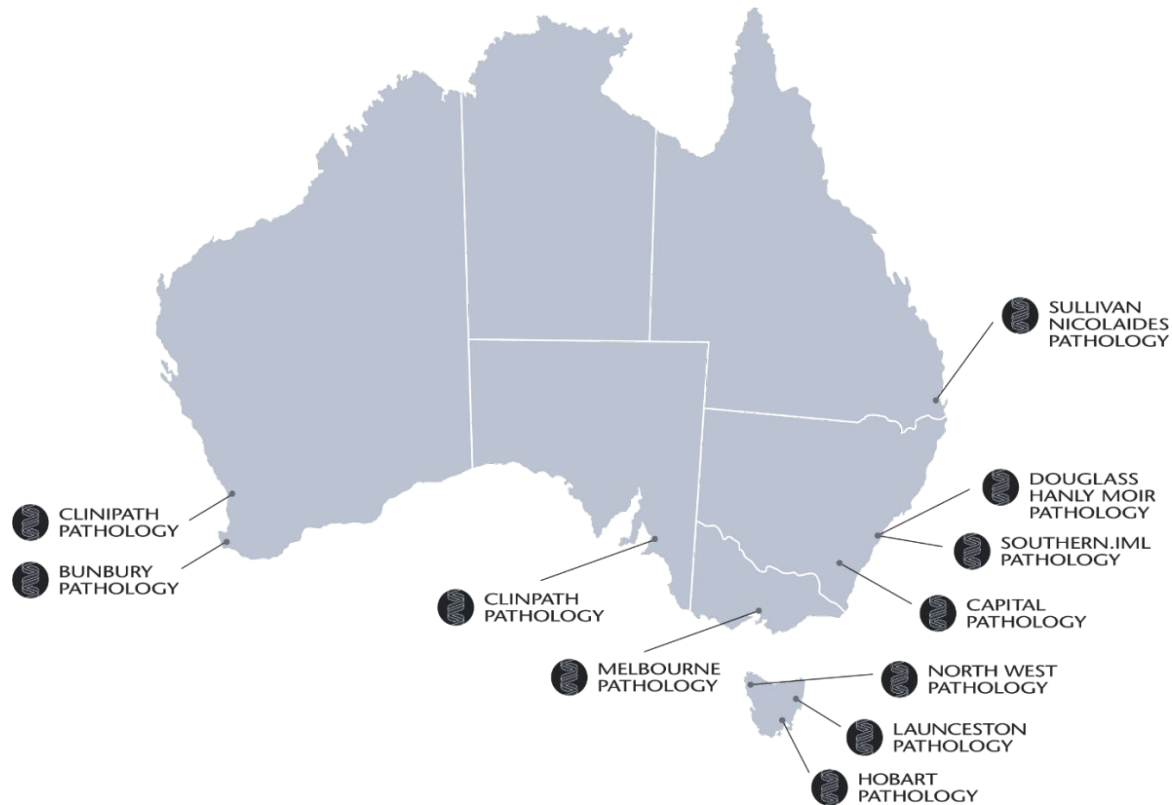


- **1,832 tests sold, up 101% vs PCP.**
 - **Strong start to Q2 with October a record sales month**
- **487 ordering clinicians, up 81% vs PCP**
- **Growth activities:**
 - Targeted sales and marketing activities focused on high prescribing potential clinicians
 - Clinician education
 - KOL engagement
 - Utility studies and publications

Australia

MetaXplore™

MetaPanel sales building across Australia



- Doctor referrals and sales continuing to build monthly across the country, focused around the major east coast states New South Wales, Victoria and Queensland.
- Assoc. Prof. Michael Wehrhahn from Douglass Hanly Moir (Sonic Healthcare NSW) presented at Gastroenterology Week 2024 . The leading event of the year for Gastroenterologists.
- **Growth activities:**
 - Targeted sales and marketing activities focused on gastroenterology specialists and general practice
 - Clinician education
 - KOL engagement
 - Utility studies and publications

Transitioning to growth in the United Kingdom



invivo
Powered by MICROBA

Improving human health through precision microbiome testing, *together.*

Join Pioneer Program →

MetaXplore™ GI Plus
Functional Gut Microbiome Profile
Gastrointestinal Health Markers
Targeted Pathogen & Parasite Panels
STOOL SAMPLE KIT

CO-BIOME
LABORATORY

“From our leading position in market, we expect Microba’s world leading MetaXplore™ will become the most favoured microbiome test for healthcare professionals in the UK”

Quote from Invivo Head of Clinical Innovation

The fundamental investment thesis of the Invivo Clinical acquisition was the ability to accelerate Microba’s entry of it’s world leading MetaXplore™ test into the United Kingdom through an established team and customer base.

The UK market demand and anticipation for access to MetaXplore has been compelling since the acquisition was announced.

The team have now commenced MetaXplore access in the UK in October with first orders already received, setting up for full market access in 2025.

Supporting the UK growth strategy, the Invivo sales force was doubled at the end of the quarter.

This focus and investment are expected to translate into growth in H2 FY25.

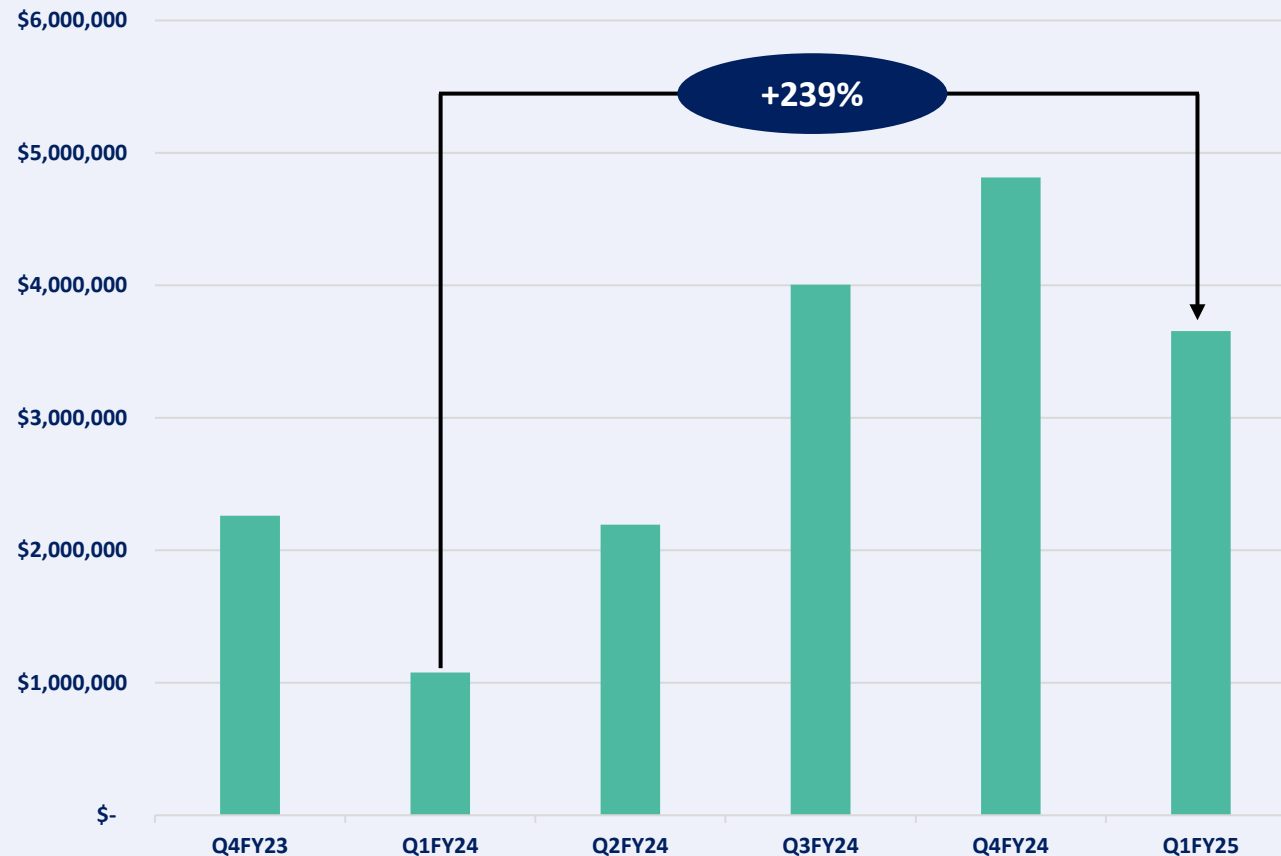
United Kingdom

invivo[®]

Q1 Financial Highlights

Record Q1 revenue, strong sales momentum in Australia, primed for UK growth

Revenue by Quarter



Record Q1 revenue, with MetaXplore adoption and revenue continuing to accelerate in Australia

- offsetting the historical impact of seasonal softness due to holiday periods in both northern and southern hemispheres impacting Q1 vs Q4

MetaXplore sales commenced in the UK in October, with first orders already received

Accelerating growth through strategic appointments



Eric Davis
Chief Growth Officer



Chris Saad
Chief Product Officer



Our therapeutics vision

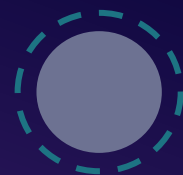
To combat disease through microbiome health

Our primary therapeutic focus

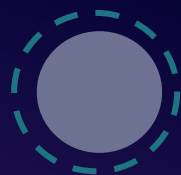
Clinical: Patients suffering from Inflammatory Bowel Disease



Gastrointestinal



Autoimmune



Oncology



Allergy



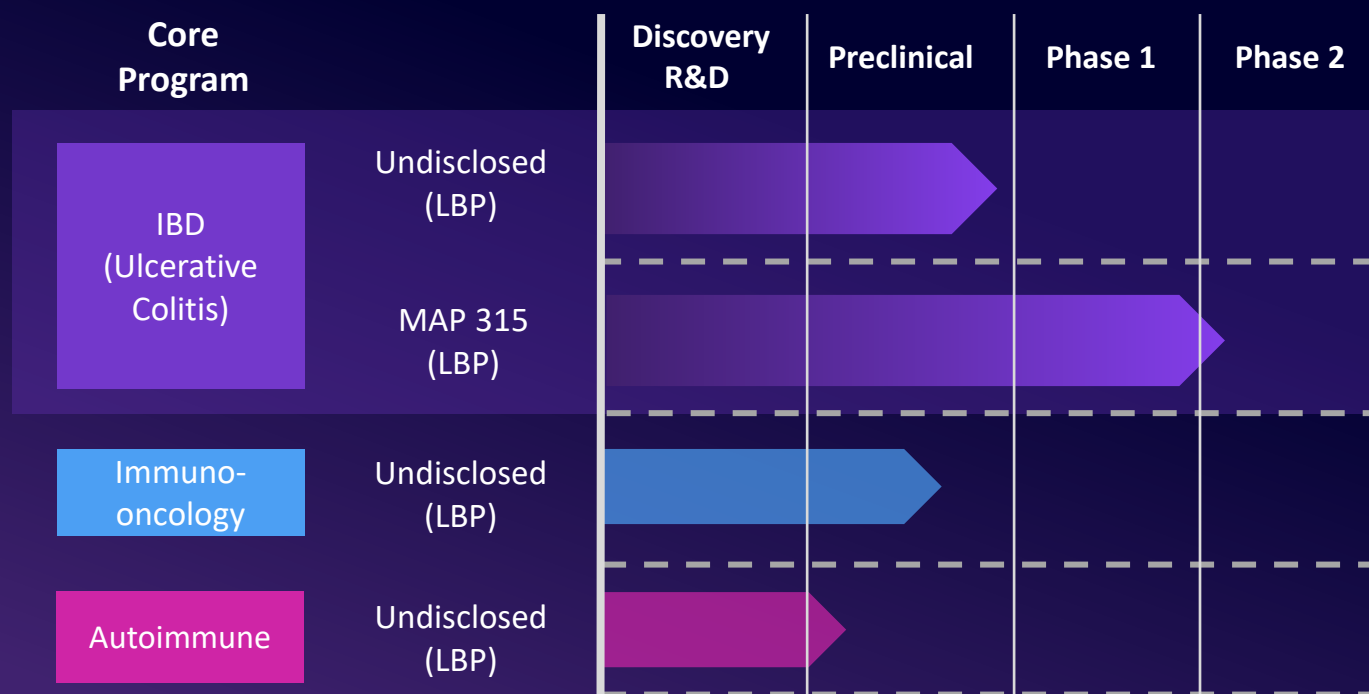
Neuro



Cardiovascular













Therapeutic Development Programs continue to advance



- **Inflammatory Bowel Disease Program**
 - Advancing MAP315 to Phase 2.
- **Immuno-Oncology Program**
 - Clinical data and sample set grown to >4,500 patients supporting this program.
- **Autoimmune Program**
 - Generated pre-clinical data supporting lead activity.

Recent IBD Transactions

Date	Deal Type	Licensee / Acquiror	Licensor / Target	Stage	Upfront	Total Deal Value
July 2024	Acquisition			Phase 2 active	-	US\$3.2B
June 2024	License			Preclinical	\$150m	US\$1.7B
October 2023	Acquisition			Phase 2 complete	-	US\$7.2B
October 2023	License			Phase 2b active	\$500m	US\$1.5B
Apr 2023	Acquisition			Phase 2A complete	-	US\$10.8B

<https://www.reuters.com/markets/deals/eli-lilly-acquire-morphic-holding-32-billion-2024-07-08/> , <https://www.reuters.com/business/healthcare-pharmaceuticals/abbvie-inks-immune-disorder-drug-licensing-deal-with-chinas-futuregen-2024-06-13/> , <https://investor.roivant.com/news-releases/news-release-details/roche-enters-definitive-agreement-acquire-telavant-including> , <https://www.sanofi.com/en/media-room/press-releases/2023/2023-10-04-05-00-00-2754288> , <https://www.merck.com/news/merck-completes-acquisition-of-prometheus-biosciences-inc/>

Key areas of focus

Diagnostics

- Australia - diagnostic sales growth and clinical adoption
- United Kingdom - diagnostic test launch
- United States - US reimbursement path

Therapeutics

- IBD therapeutic Phase 2 trial
- Therapeutic asset partnering

Financial Snapshot

ASX Code	MAP
Market capitalisation ¹	\$72m
Shares on issue	447.85m
52-week low / high ¹	\$0.145 / \$0.23
Cash Balance (30 Sep 2024)	\$16.4m
R&D Tax Incentive Refund (Received 15 Nov 24)	\$6m

Major Shareholders

Shareholder	Ownership % ²
Sonic Healthcare	19.14%
Perennial	14.32%
SA Microba Holdings	7.48%
Thorney Investment Group	6.69%
Macrogen	3.98%
Philip Hugenholtz	3.84%
Gene Tyson	3.82%

¹ At 18 November 2024 | ² At 30 June 2024

MICROBA™

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