



# iX Biopharma Ltd

Corporate Update, AGM 2020



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# AGENDA

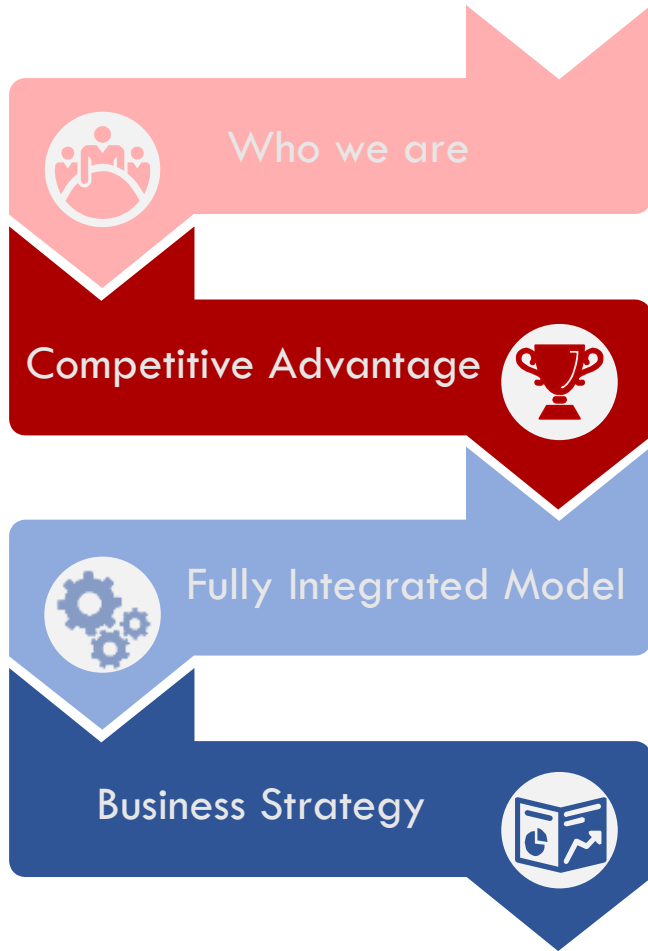


- 1) Company Overview
- 2) Gaining Access to New Markets
- 3) COVID-19 Impact
- 4) Summary



# COMPANY OVERVIEW

# Company Profile



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➤ Specialty pharmaceutical company with expertise in drug delivery systems

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➤ Developed a patented sublingual wafer technology, WaferiX

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➤ Drug formulation > Clinical studies > Regulatory > Manufacturing > Sales

➤ Competitive advantages through lower cost of sales, better operating efficiencies & quality control, speed to market & IP protection

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➤ Leverage iX's sublingual wafer technology, WaferiX to better deliver pharmaceutical compounds to address unmet medical needs

➤ Commercialise, either on our own or in partnership with third parties

# GMP Manufacturing Facility

- Situated in Croydon, Melbourne  
(40mins drive from central business district)
- Total land area - 12,000m<sup>2</sup>
- Built to Pharma grade - 3,173m<sup>2</sup>
  - ✓ TGA licensed GMP facility
  - ✓ Manufacturing
  - ✓ Clean rooms - 23
  - ✓ Lab testing
  - ✓ Warehousing
  - ✓ Administration
- ✓ Carpark – 74 lots
- Unused area - 3,000m<sup>2</sup>





# iX Syrinx Pty Ltd



1

## State of the art manufacturing equipment



Freezer Dryers

Blister Packing Machine

- Extensive suite of state of the art equipment including tablets, capsules, freeze drying & packaging machines

2

## Manufacturing capabilities

- Patented sublingual wafers manufactured using proprietary freeze drying process
- 24 highly trained professionals with 5 PhD specialists (with backgrounds in pharmaceutical development, organic & analytical chemistry), 3 pharmacists & 3 medical specialist advisors

3

## Freeze drying capacity

- Demand for wafer products exceed current freeze drying capacity
- Plan to increase capacity by six fold by 1Q 2021 (subject to COVID conditions)

# WaferiX, A Proprietary Drug Delivery Technology

- WaferiX is a novel, patented, non-invasive & fast-dissolving sublingual wafer that delivers various active compounds safely via the oral mucous membrane located under the tongue
- Proven & validated platform technology - Australian TGA approval received for Wafesil



Intravenous

- ✓ Fastest way to get drug into the system
- ✗ Invasive / Expensive
- ✗ Hospital setting



Oral

- ✓ Convenient / Inexpensive
- ✗ Low bioavailability; “first pass metabolism”
- ✗ Variability

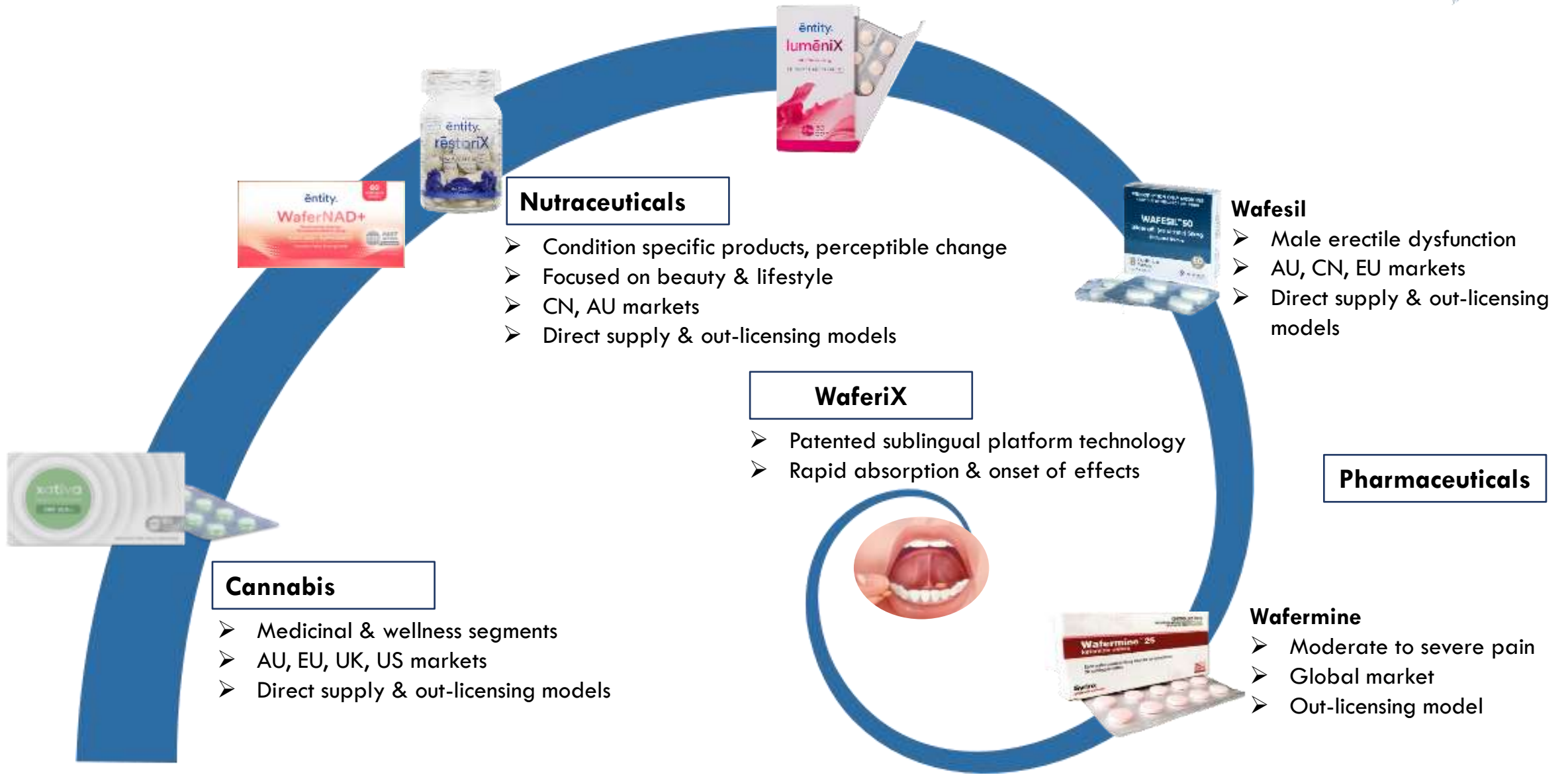


WaferiX Sublingual

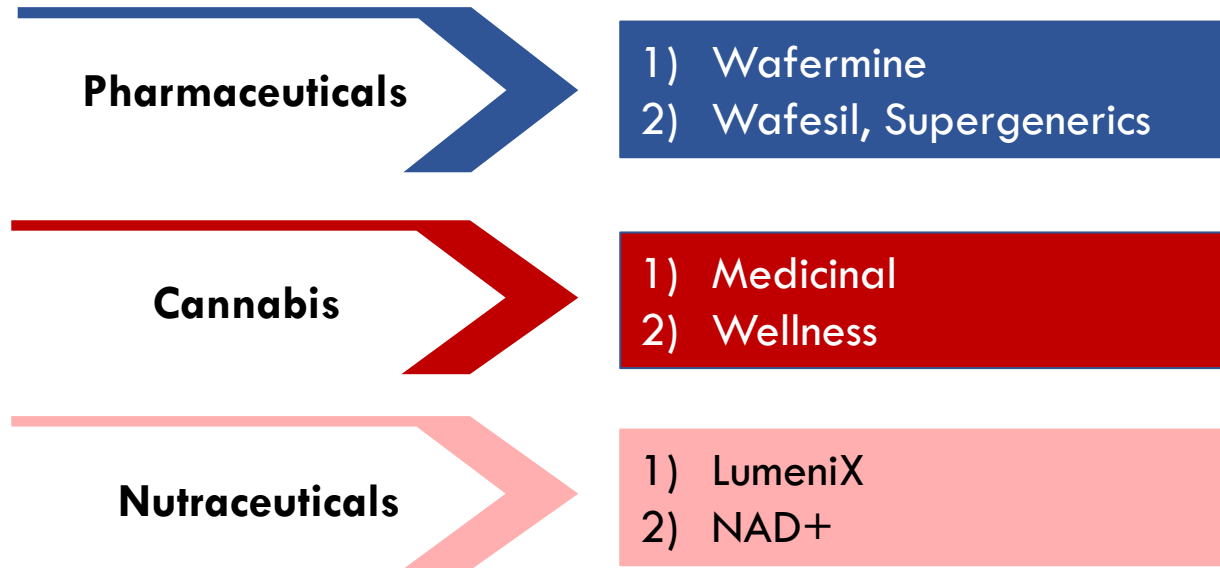
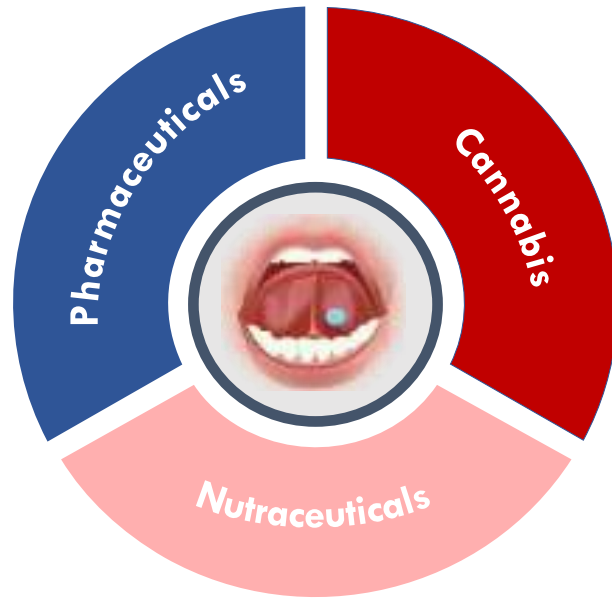
- ✓ Rapid absorption; avoids “first-pass metabolism”
- ✓ Rapid therapeutic action & predictable effect
- ✓ Increased bioavailability
- ✓ Convenient & easy to use



# Diversified products & markets



# WaferiX to drive 3 growth engines



## Competitive advantages of sublingual wafer;

- ✓ fast disintegration
- ✓ rapid onset of therapeutic action
- ✓ easy to use
- ✓ ~ 1 million wafers sold across Australia, Singapore & China



# Wafermine



- Potent non-opioid painkiller, safer than opioids (no respiratory depression)
- Can be used as a substitute or adjunct to opioids
- When approved, it will be the World's first ketamine drug approved for pain management
- Well-positioned for out-licensing:
  - ✓ Following a successful End-of-Phase-2 meeting with US FDA in late 2019, FDA agreed with iX proposed Phase 3 clinical programme
- Plan to partner 3<sup>rd</sup> party for development of Phase 3 & product commercialisation
  - ✓ Completed valuation of Wafermine by an independent, experienced valuer of pharmaceutical licensing assets
  - ✓ Appointed a professional financial adviser (pharmaceutical licensing)





# GAINING ACCESS TO NEW MARKETS

# Wafesil & Silcap – China, Australia, SG



- China Pharmaceutical Market
  - ✓ Wafesil out-licensed to Yiling Pharmaceutical Ltd for China market in April 2020
- Australia telemedicine
  - ✓ Commenced sale of Wafesil & Silcap through telemedicine
  - ✓ Patients consult with & obtain prescriptions from doctors digitally, & medicine is delivered to their homes
  - ✓ Telemedicine adoption is on the rise, spurred by pandemic
- Wafesil European EMA registration filed, outcome expected 1H 2021
- Silcap Singapore HSA registration filed, marketing approval expected in this quarter



# Entity – China



- Entity has opened flagship stores on Tmall Global & JD Worldwide
  - ✓ Tmall & JD together command 85% of the cross border e-commerce market
- 2 leading products well-received by Chinese consumers;
  - 1) LumeniX, sublingual glutathione wafers, for skin beauty and fairness
  - 2) RestoriX, supplement containing nicotinamide, to increase NAD levels in the body for improved energy & vitality, DNA & cellular repair

entity. | 上海医药集团海外品牌

天猫国际 进口保税

LumeniX®让你拥有后天养成的  
亮白好肌肤+良好抵抗力

谷胱甘肽 全身美白 增强抵抗力

WaferiX® 透透谷胱甘肽 专利技术 的有效方式

打造润白雪肌 提升机体免疫力

entity. lumēniX

1件9折 2件88折

¥453 2盒吃出透亮灯泡肌

Promotional activities on Tmall.com

Entity源自澳大利亚 甄选天然 健康之选

entity. | 海外旗舰店 活动时间: 10月01日-10月10日

提升能量与活力 关闭衰老基因 修复细胞DNA

entity. restoriX

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买2件到手价 ¥11/件 2件9折-领券满120减30 Nad+ 补充人体内的青春分子

Promotional activities on JD.com



# Medicinal Cannabis – Australia



- Commenced supply of Xativa, broad spectrum CBD (cannabidiol), in Australia
  - ✓ Formulated using WaferiX sublingual delivery technology
  - ✓ World's first freeze-dried medicinal cannabis sublingual wafer
  - ✓ Doctors prescribe Xativa for anxiety & pain
  - ✓ Xativa was featured by Nine News Australia
  
- Products available in the market
  - 1) Flowers, which are toxic and variable in absorption when smoked/vaporised
  - 2) Oils, tinctures & capsules have low, variable absorption & slow onset of effect
  
- Xativa is formulated using WaferiX, & offers:
  - 1) Rapid disintegration & maximum SL absorption
  - 2) Fast, predictable therapeutic action
  - 3) Ease of use
  - 4) Discretion



Xativa 12.5mg



Xativa 25mg



# COVID-19 IMPACT

# Expansion of Production Capacity



- COVID-19 has impacted all industries and changed the way we conduct business
- Supply chains have been disrupted
- Our wafer production capacity expansion plan has been impacted
  - ✓ Expansion planned in early 2020, now delayed due to border closures
  - ✓ Installation engineers from equipment vendor (China) were unable to travel to Australia
  - ✓ Alternative arrangements were agreed to install the equipment, expected completion by 1Q 2021
  - ✓ On completion, wafer capacity is expected to increase by six-fold, enabling economies of scale



*Freezer Dryers for Wafer Production*



# Impact on Deal Making



## ➤ Travel Restriction

- Strong interest in WaferiX technology for superior drug delivery from US, China, EU, UK
- Face to face meetings, the essential element of deal making, is not possible with border closures
  - ✓ Especially in China where “Guan Xi” is paramount
- Video conferencing can start a process but closure can be difficult
  - ✓ Without trust being established
  - ✓ Due diligence is limited to data room only



# SUMMARY

# Summary



## ➤ Balance Sheet strengthened with \$10.2M placement in Sep 2020

### 3 Growth Engines

#### Wafermine

Acute pain market ~US\$7B

- ✓ Commenced out-licensing process

### Market Access

Global

#### Cannabis

Markets potential (US\$)  
AU \$1.2B, EU \$2.3B, US \$22B

- ✓ Global phenomenon, consumer driven
- ✓ For medicinal & wellness
- ✓ Sublingual wafer technology disruptive v existing tincture, vaping, smoking

Immediate - AU, EU  
Future - US

#### Nutraceuticals & Supergenerics

E-commerce, Out-licensing

- ✓ Consumers are demanding for better & safer drug administration
- ✓ WaferiX technology ideal for more effective dosage forms, extend product life cycles
- ✓ High growth opportunities in China

Immediate,  
CN, AU, EU, SG





Thank You