



ASX Announcement

Biotech Investors Luncheon – Emerging Biotech Conquering Global Markets

SYDNEY, May 16, 2022

Medlab Clinical Ltd (**ASX:MDC**), Recce Pharmaceuticals (**ASX:RCE**) and Genetic Technologies Ltd (**ASX:GTG**) are pleased to be joining forces to present at the inaugural “Biotech Investors’ Luncheon”, held at the Sofitel Wentworth in Sydney 12.30pm on Monday 16th May 2022.

The luncheon is proudly sponsored by Blue Ocean Equities and Davies Collison Cave Lawyers.

Together, we are demystifying biotechnology investing, broadening access to major advancements that are gaining traction around the world and allowing investors to participate in market gains.

About the Event:

Australian biotechnology companies are increasingly offering technology that show promise via the clinical and non-clinical trial path.

This creates attraction to established pharmaceutical companies. But a common problem is that some biotech’s struggle to get the message across to investors and shareholders.

The lunch is designed to allow investors to become more knowledgeable in the role of Biotech work happening in Australia, and the potential to change global ecosystems by looking at biotech from its core and getting a better understanding.

A copy of Medlab’s presentation on the day can be found attached.

- ENDS -

Authorisation & Additional information

This announcement was authorised by the Board of Directors of Medlab Clinical Limited.

About Recce Pharmaceuticals:

Recce Pharmaceuticals is pioneering the development and commercialisation of a New Class of Synthetic Anti-Infectives designed to address the urgent global health threat posed by antibiotic-resistant superbugs and emerging viral pathogens. For more information, please visit www.recce.com.au

About Genetic Technologies:

Genetics Technologies Ltd is an established Australian-based molecular diagnostics company, specialising in the development of integrated genetic risk testing.

Through its revolutionary proprietary technology, GeneType predicts an individual's risk of developing chronic disease and enables physicians to proactively manage patient health. For more information, please visit www.genetype.com

About Medlab Clinical:

Medlab Clinical Ltd is an Australian biotechnology company, developing therapeutics using its proprietary delivery platform NanoCelle®.

Its most advanced program is in cancer pain management with lead drug candidate NanaBis™, a medical cannabis product for cancer-related bone pain. For more information, please visit www.medlab.co
Medlab – *better medicines, better patient care*

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ASX:MDC

Biotech Investor Lunch | 16 May 2022

Understanding the value indicators

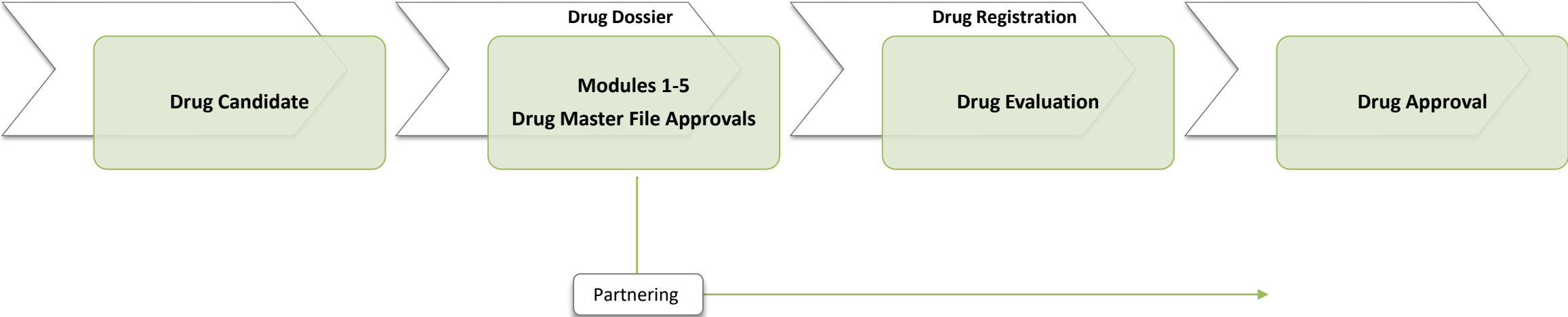
“ The NanoCelle® drug enhancement and bio-delivery technology;
applicable to a vast range of new and existing medicines, with initial
targets in pain and mental health medication ”

WHAT IS BIOTECH

Biotech is the scientific study to develop healthcare products and processes

How does MDC Focus on Biotech progression?

At Medlab, we focus on approved medicines. This means specialised and detailed work to build Drug Dossiers (aka a Common Technical Document) that global regulatory agencies can audit and pharmaceutical companies can licence/purchase.



WHO IS MEDLAB

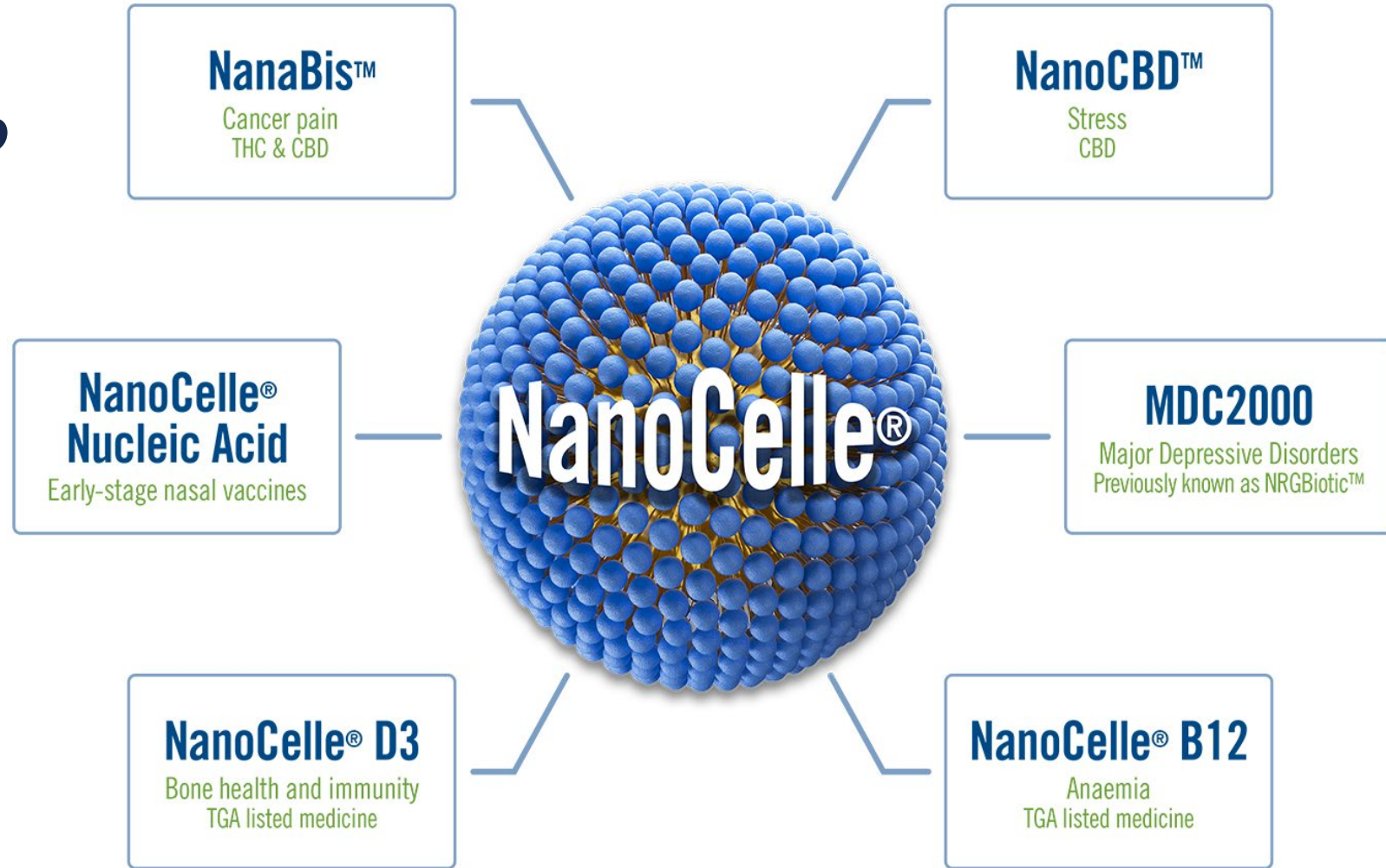
“ **Medlab Clinical Ltd** is a globally recognised Australian Biotech company, built on a proprietary drug processing and bio-delivery technology – **NanoCelle®** - that enhances the effectiveness, safety and reaction speed of new and existing medicines. Initial therapeutic focus includes pain and mental health. ”



Our revenue model is partnering. MDC is actively engaging with over 70 partnering opportunities through Royalties, Joint Ventures & Asset Sales with priority focus on 5 major partnering deals currently in advanced negotiations



NanoCelle®: Our validated delivery platform is patented and protected in all western regions until 2036



WHAT IS NANOCELLE® AND WHY IS IT SO IMPORTANT



<https://vimeo.com/611215328>

“ NanoCelle® has a diverse use, but principally it is designed to improve a medicines bioavailability and improve patient compliance, this includes a reduced risk profile effectively making the medicine safer and more tolerable ”

01

NanoCelle® is the registered name of our clinically validated, patent protected delivery platform, that uses nanoparticles to significantly enhance medicines. Medicine delivered by oral buccal mouth, topical or nasal spray.

02

NanoCelle® bypasses the gastrointestinal tract, known as 1st pass metabolism, this means we can administer a lot less of a medicine, vastly reduce the patient's exposure to harmful side effects, whilst conferring the intended therapeutic benefits

03

NanoCelle® is a key differentiator to our programmes, such as the cannabinoid cancer pain program - NanaBis™

04

The NanoCelle® technology optimises the bioavailability of medicines, making compounds more easily and rapidly absorbed by the body

05

The NanoCelle® process can additionally **improve** the **stability** of medicines, such as removing the expensive requirement of storing vaccines at sub-zero temperatures.

THE PROBLEM BY NUMBERS

PAIN

- **Bone pain is one of the most common types of pain in cancer patients** [1]. Approximately 60–84% of patients with advanced cancer are estimated to experience varying degrees of bone pain [2].
- This condition affects millions of patients worldwide, with nearly **450,000 patients annually in the USA alone**.

STRESS

- More than **three-quarters of adults report symptoms of stress**, including headache, tiredness, or sleeping problems. (APA 2019)
- About one-third of people around the world report feeling stressed, worried, and/or angry in 2019 (Gallup)
- **Stress costs businesses an estimated \$125 billion to \$190 billion** in additional health care expenditures per year (Management Science, 2016)
- Size of Market: **USD 7.01 billion**

MENTAL HEALTH

- In 2020-21, 3.4 million Australians aged 16-85 years (17%) saw a health professional for their mental health.
 - 13% of people saw a GP for their mental health
 - 8% saw a psychologist.
- **6.2% of Australians** aged 16 to 85 have **experienced an affective disorder** in the last 12 months.³ This is equivalent to **1.16 million people today**.
- **One in seven** Australians will experience depression in their lifetime.
- Global Depression Treatment market size valued at **USD 12.06 billion** (2019).

THE OPIOID EPIDEMIC BY THE NUMBERS



70,630

people died from drug overdose in 2019²



10.1 million

people misused prescription opioids in the past year¹



1.6 million

people had an opioid use disorder in the past year¹



2 million

people used methamphetamine in the past year¹



745,000

people used heroin in the past year¹



50,000

people used heroin for the first time¹



1.6 million

people misused prescription pain relievers for the first time¹



14,480

deaths attributed to overdosing on heroin (in 12-month period ending June 2020)³



48,006

deaths attributed to overdosing on synthetic opioids other than methadone (in 12-month period ending June 2020)³

SOURCES

1. 2019 National Survey on Drug Use and Health, 2020.
2. NCHS Data Brief No. 394, December 2020.
3. NCHS, National Vital Statistics System. Provisional drug overdose death counts.



1. Zhu X.C., Zhang J.L., Ge C.T., Yu Y.Y., Wang P., Yuan T.F., Fu C.Y. Advances in cancer pain from bone metastasis. *Drug Des. Dev. Ther.* 2015;9:4239–4245. [PMC free article] [PubMed] [Google Scholar]
2. Mercadante S. Malignant bone pain: Pathophysiology and treatment. *Pain.* 1997;69:1–18. doi: 10.1016/S0304-3959(96)03267-8. [PubMed] [CrossRef] [Google Scholar]
<https://www.beyondblue.org.au/media/statistics>
<https://www.abs.gov.au/articles/first-insights-national-study-mental-health-and-wellbeing-2020-21>

UNDERSTANDING THE CATALYSTS

2021 Produced significant validation for Medlab

01



NanaBis™

- Ethics approval for the NanaBis™ Phase III trials in AU & UK.
- AU Government agreed to future expenses on NanaBis™ development.

02



NanoCelle®

- Patent protection for NanoCelle®.
- NSW Government funded NanoCelle® use with two Universities for a Nanoparticle, Nasal COVAX. This is a significant validation of the NanoCelle® technology and its many commercial applications across a broad range of medical therapeutic products. The collaboration incurs no expense to Medlab under a non-refundable, non-dilutive NSW Health grant.

03



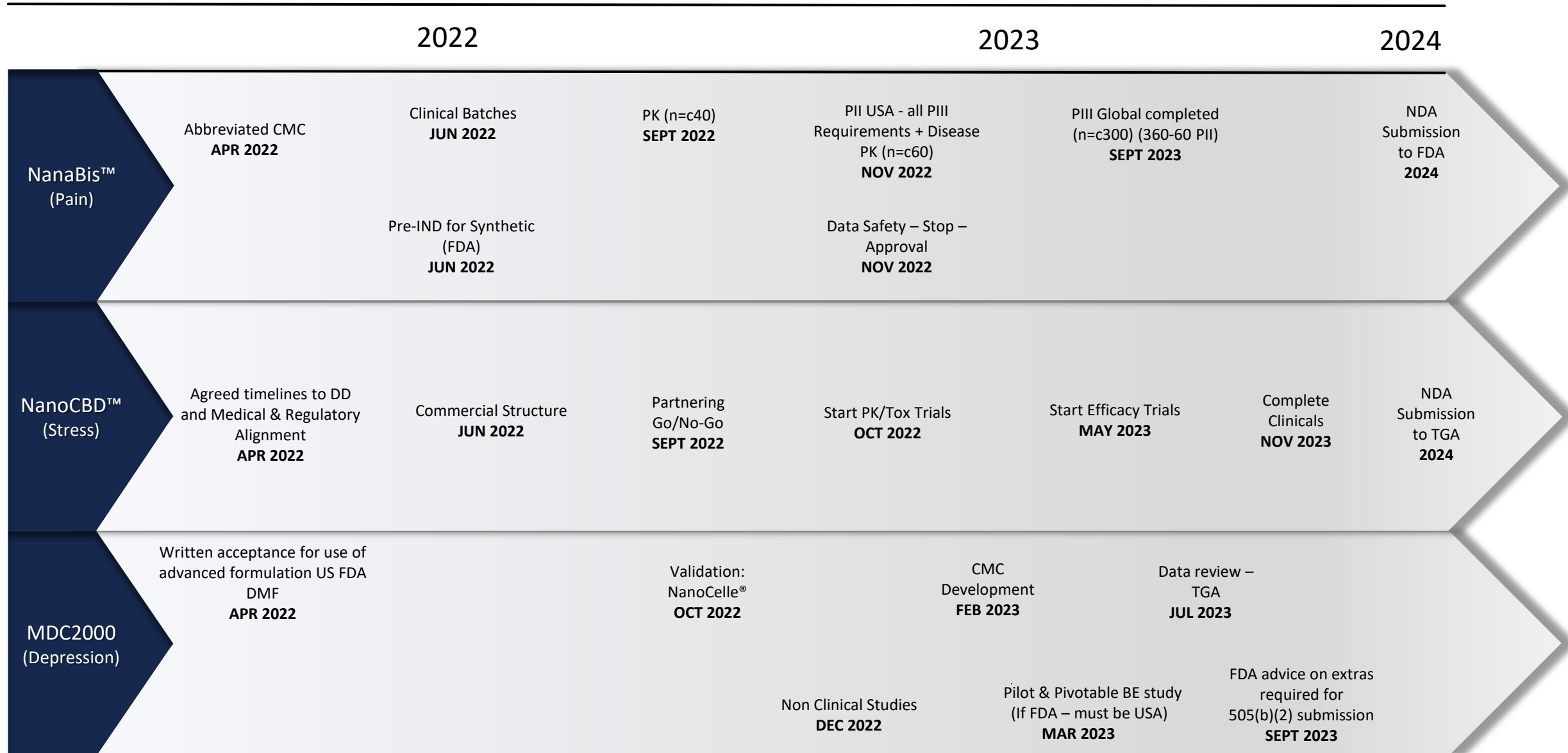
- Medlab is addressing significant **unmet medical needs** globally. The work to meet successful drug registration is extremely technical and detailed.
- **Medlab significantly progressed** 4 of the 5 essential modules required for the NanaBis™ NDA package for **final submission to the FDA**. Much of this work can also be directly applied to the NanoCBD™ package, saving time and money.

04



- **Synthetic THC and CBD Drug Master Files** now recognised by the US FDA – the recent technological ability to move to synthetics is an extremely positive step which further de-risks the NanaBis™ and NanoCBD™ New Drug Applications (NDA's).

UNDERSTANDING THE PRODUCT DEVELOPMENT CATALYSTS - TIMELINE



ITS NOT JUST INVESTMENT RESEARCH ANALYSIS

One of our potential Partners recently undertook an in-depth and significantly expensive Due Diligence and subsequent Independent Expert analysis on NanaBis™ suited to their potential territories.

What we can share at this time is:

- Document is European facing with the EMA as the central regulatory agency
- NanaBis™ is much needed and would be well received
- The time to peak sales is shorter than expected and volumes are hugely meaningful
- Pricing placed NanaBis™ in the early 200€ a bottle
- NanaBis™ subject to re-imburement in given territories



Battling anxiety and depression, as well as pain, can be exhausting. The right treatment can offer a new outlook on life, as in Jinhee's case. [Read Jinhee's story..](#)



For Catherine, Endometriosis presented as intense pelvic pain, nausea and light-headedness/ dizziness leading up to her period. [Read Catherine's story..](#)



When prostate cancer spreads, it most frequently goes to the bones and this is what happen in Josef's case. [Read Josef's story..](#)

FINANCIALS AND CORPORATE PERFORMANCE

At the time of writing, Medlab's total sales revenue, for first six months to 31 Dec 2021, was \$3M, being 45% increase from same time last year, with a net loss after tax of \$3.1M, a decrease of 42.3%.

For further information please refer to ASX announcement regarding Medlab Half Year report [here](#).

As at end of March 31, 2022, Medlab **cash in the bank was \$8.6M**, and \$2.7M cash burn for the quarter. Operating revenue for the quarter amounted to \$1.3M.

Expected future monthly cash burn rate to be less than \$1M, as we optimised the savings generated from divesting / licencing out the AU nutraceuticals business.

Majority of the expenditure, including salaries, are R&D related and hence subject to rebate claimable R&D Grants.

Revenue (circa \$5M) already confirmed for the balance of 2022 includes:

- \$0.2M extraordinary income in April
- \$3.8M R&D Grant income in September
- \$0.25M Pharmacare Licence Royalty in November
- \$0.4M Amortised Service Income – April to December

This is short of any potential partnering deals Medlab is currently working on.

Continually generating revenues and optimising costs will allow Medlab to focus its core Pharma strategies. Future spend on R&D Claim (to include international costs) is approved for NanaBis™ development with circa \$12M cash back annualized over 3 years against future expenses of the program.



THE NEXT 12 MONTHS

- 01 Expanded ethical compassionate sales of NanaBis™ and NanoCBD™ in AUS, with UK coming online now and USA later in 2022.
- 02 NanaBis™ trial progression with FDA meetings on CMC data - estimated July/August 2022
- 03 NanoCBD™ trial progression with partner estimated September 2022
- 04 Stronger and clearer investor engagement in AUS and USA
- 05 Active engagement with over 70 partnering opportunities and significant progress on 5 major partnering deals
- 06 Government readout on NanoCelle® siRNA COVAX collaboration – estimated October 2022





THANK YOU

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