



# LEADING DIAGNOSTICS INDUSTRY SUPPLIER

FALL 2018

**TSX: MBX**  
[www.microbix.com](http://www.microbix.com)

## SUMMARY

Founded 1988  
Based in GTA  
~\$12M Annual Sales



Develops and manufactures biological products and technologies for sale in North America, Europe, and Asia Pacific.



Provides the antigens at the core of key infectious disease tests.



Operates in the high-margin life sciences field.

~\$12M Sales primarily to multinational diagnostic test manufacturers.

## MANAGEMENT TEAM

**Cameron Groome** –  
President & CEO

**Jim Currie** – CFO

**Phil Casselli** – SVP  
Business Development,  
Sales, and Marketing

**Kevin Cassidy** – VP  
Biopharmaceuticals

**Kathryn Froh** – VP  
Diagnostic Products

**Mark Luscher** – Senior  
VP, Scientific Affairs

## BOARD OF DIRECTORS

**William J. Gastle**,  
Executive Chairman

**Mark A. Cochran, Ph.D.**

**Joe Renner**

**Martin Marino**

**Vaugh C. Embro-  
Pantalony**

**Dr. Peter M. Blecher**

**Cameron Groome**

## INVESTOR RELATIONS

**Deborah Honig**

647-203-8793

[ir@microbix.com](mailto:ir@microbix.com)

## MICROBIX PRODUCTS AND TECHNOLOGIES

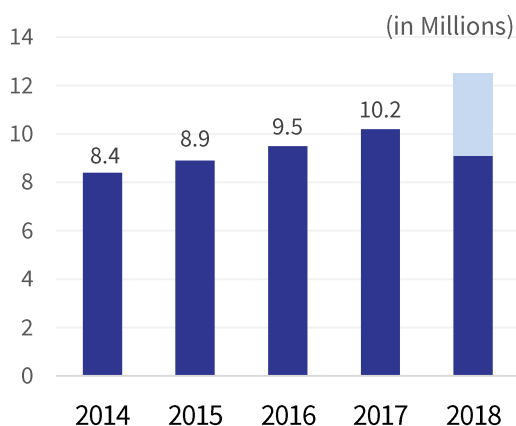
Dx Antigens

Quality Assessment  
Products (QAPs)

Kinlytic®

LumiSort®

## GROWING SALES



## COMPANY HIGHLIGHTS

- Experienced Management
- Leading Supplier
- Expanding Demand (AsiaPac)
- Technological Upgrades (Bioreactors)
- QAPs New Product Launches

## STOCK CHART



## MARKET FACTS

Price	<b>\$0.24</b>
Shares Outstanding (Basic)	<b>96.9M</b>
Shares Outstanding (Fully Diluted)	<b>137.1M</b>
52 Week High	<b>\$0.38</b>
52 Week Low	<b>\$0.22</b>

### Safe Harbour

This summary contains forward-looking statements about trends and objectives. Risks and uncertainties related to such statements could cause actual outcomes to differ materially.

Such risks include those related to customers or markets, growth drivers, production or technology, product pricing or costs, development projects, and financial results.

Forward-looking statements represent Microbix' current judgment and it disclaims any obligation to update them.



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## MARKETED ANTIGEN AND QUALITY PRODUCTS

Pathogen	Antigen	Quality
<b>RESPIRATORY</b>		
Adenovirus	•	•
<i>C. pneumoniae</i>	•	•
<i>M. pneumoniae</i>	•	•
Influenza A H1N1	•	•
Influenza A H3N2	•	•
Influenza B	•	•
Parainfluenza 1,2,3	•	•
Resp. Syncytial virus	•	•
<b>SEXUALLY- TRANSMITTED</b>		
<i>C. trachomatis</i>	•	•
<i>N. gonorrhoeae</i>	•	•
<i>T. vaginalis</i>	•	•
<b>VACCINE IMMUNITY</b>		
Measles	•	•
Mumps	•	•
Rubella	•	•
V. zoster	•	•
<b>TORCH PREGNANCY</b>		
Cytomegalovirus	•	•
Herpes simplex 1	•	•
Herpes simplex 2	•	•
Rubella	•	•
<i>Toxoplasma gondii</i>	•	•
<b>VECTOR- BORNE/OTHER</b>		
Dengue 1,2,3,4, NS1	•	•
Epstein Barr virus	•	•
Hepatitis A virus	•	•
Rotavirus	•	•
Shiga toxin 1 & 2	•	•

Microbix supplies the key biological ingredients at the heart of immunologic tests for many infectious diseases - vital to public health and with >100 global customers. The company is benefitting from the adoption of modern diagnostics in Asia-Pacific markets, such as China.



## GROWTH

- ✓ Adoption of public health tests in new regions
- ✓ Increasing orders from existing customers
- ✓ Acquisition of new customers or contracts
- ✓ Further regulation of laboratories
- ✓ Addition of new products
- ✓ Emergence of new pathogens of concern

Microbix is moving production of its largest product to a more efficient “bioreactor” process. The bioreactor process as accepted by customers and optimized, should add to capacity and improve gross margins.

## NEAR-TERM FINANCIAL OBJECTIVES

Use new technology to:

1. Meet demand growth (+ increase sales)
2. Enhance gross margins and net income
3. Drive shareholder returns

## DEVELOPMENT PROJECTS



Quality Assessment  
Products (QAPs)



Kinlytic®  
urokinase



LumiSort®  
technology