



# DIAGNOSTIC AND QUALITY PRODUCTS INNOVATOR

Winter 2020

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

## Summary

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



Develops and manufactures clinical diagnostic materials and medical devices for test quality control



Provides core biology of many key infectious disease tests.



Adding higher margin regulated quality products

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

## Management Team

**Cameron Groome** – CEO

**Jim Currie** – CFO

**Ken Hughes** - COO

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

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

**Kevin Cassidy** – VP Biopharmaceuticals

**Bo Hollas**– Dir., QA & Compliance

## Board of Directors

**William J. Gastle** Executive Chair

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

**Joe Renner**

**Martin Marino**

**Vaughn C. Embro-Pantalony**

**Dr. Peter M. Blecher**

**Cameron Groome**

## Investor Relations

**Deborah Honig**

647-203-8793

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

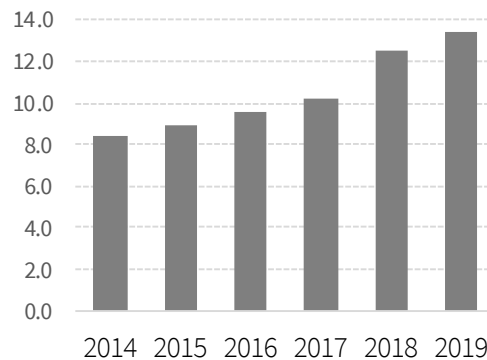
## Microbix Products And Technologies

Dx Antigens

Quality Assessment Products (QAPs)

Kinlytic®  
(Partnering Asset)

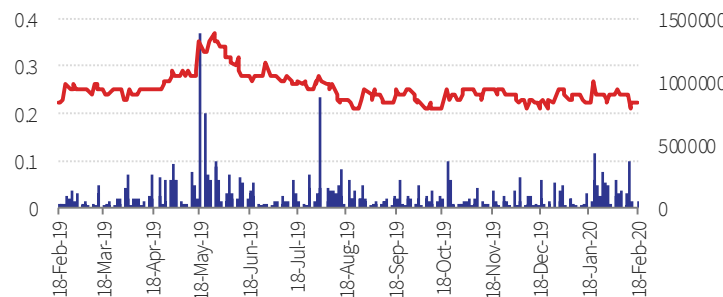
## Growing Sales



## Company Highlights

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

## Stock Chart



## 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.

## Market Facts

Price	<b>\$0.22</b>
Market Cap	<b>\$21.3M</b>
Shares Outstanding (Basic)	<b>96.97M</b>
Shares Outstanding (Fully Diluted)	<b>160.7M</b>
52 Week High	<b>\$0.39</b>
52 Week Low	<b>\$0.20</b>



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## Marketed Antigen And Quality Products

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.

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>	•	•
HPV (multiple strains)	•	•
<b>Vaccine immunity</b>		
Measles	•	•
Mumps	•	•
Rubella	•	•
V. zoster	•	•
<b>Torch pregnancy</b>		
Cytomegalovirus	•	•
Herpes simplex 1, 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	•	•

### 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 has identified an important role for its antigens, beyond usage in immunoassays, as Quality Assessment Products (QAPs™)**

### Our Potential QAPs Markets (in-vitro diagnostic controls)



~\$2.0M in sales targeted – US\$10-US\$20/unit

Usually unbranded

- Sold directly to a limited pool of lab accreditation organizations
- Likely able to double from its current base of ~\$1.0M/year



> \$2.0M in sales targeted – US\$20-US\$50/unit

Usually branded

- Sold directly to Dx OEMs that are mostly existing Microbix customers
- Dx OEM validation/specification helps with development of lab customers



> Multiple of \$10s of millions in targeted sales – > US\$50/unit

Branded

- Sold directly to CLIA-regulated lab chains, through distributors to unaffiliated CLIA-regulated labs
- Strong sales potential for HPV controls and other value-added IVD controls product categories
- Targeting multiple company and distributor accounts of > \$100K/year
- Gross margins expected of > 70% for these QAPs across multiple product formats

### 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

### Kinlytic® Urokinase

**Urokinase is a human protein that dissolves blood clots and has been used to treat multiple clot-related disorders in millions of patients**

A partner to return Kinlytic to the U.S. market is now being sought. Microbix's goal is to secure a material upfront fee and retain a meaningful proportion of economics.