

## ASX Release

# Anatara Investor Presentation

BRISBANE, 18th October 2017: Anatara Lifesciences (ASX:ANR) is pleased to release its latest institutional roadshow presentation and market update that will be delivered to investors this week by CEO & Chairman, Dr Mel Bridges and Co-Founder and Chief Scientific Officer, Dr Tracey Mynott.

The presentation highlights the Company's key achievements and recent commercial activities:

- Current negotiations with #1 global animal health company, Zoetis Inc, regarding a commercial agreement for the worldwide development, distribution and marketing of Detach<sup>®</sup>
- Submission of the Company's dossier to the Australian Pesticides and Veterinary Medicines Authority (APVMA), seeking regulatory approval to register Detach<sup>®</sup> for commercial marketing in Australia
- Preparing Detach<sup>®</sup> for commercial launch in the Australian market
- Revenue up 12.6% to \$3.2 million, including the receipt of milestone payments under the Zoetis Research Evaluation and License Option Agreement, receipt of the 2015-16 R&D tax rebate and successful grant funding applications

The presentation also includes a status update on the Company's efforts to develop its product pipeline, extending from its core application to control diarrhoea in pigs, to human gastrointestinal conditions such as Irritable Bowel Syndrome, Inflammatory Bowel Disease and Traveller's Diarrhoea.

A copy of the presentation follows.

### For more information please contact:

Investor inquiries	Media inquiries
Dr Mel Bridges Chairman & CEO, Anatara Lifesciences +61 (0) 413 051 600 mbridges@anataralifesciences.com	Jane Lowe IR Department +61 (0) 411 117 774 jane.lowe@irdepartment.com.au

### About Anatara Lifesciences

Anatara Lifesciences is developing therapeutics for gastrointestinal diseases in production animals and humans. Its lead product Detach<sup>®</sup> is a natural plant based product that aids in the control of diarrhoea and will help address global concerns around the overuse of antibiotics in production animals that is contributing to the rise of so-called "super bugs" that make infectious diseases harder to treat. The Anatara team has a strong track record in biological science as well as building and growing international biotech companies.





# Investor Update

October 2017



**ANATARA**  
LIFESCIENCES

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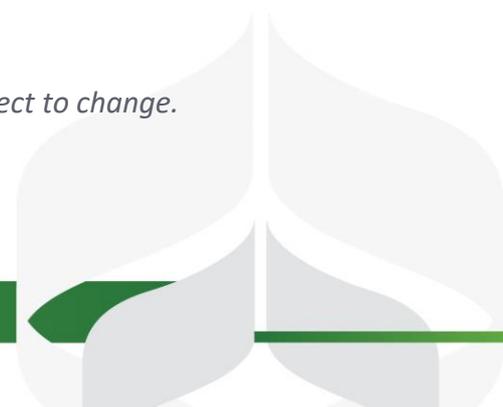
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# Investment Highlights

- Anataro is commercialising non-antibiotic oral products for gastrointestinal disease in animals and humans where there is a significant unmet need
- Lead product, Detach<sup>®</sup> poised for launch, supported by:
  - Negotiations with leading animal health company, Zoetis Inc, for a worldwide development, distribution and marketing agreement
  - Direct efforts to prepare for Australian launch, including gathering market intelligence, acceptance testing and seeking marketing approval
  - Commencement of human development program; establishment of a research laboratory in Melbourne
  - Extension of IP and growth in Anataro's team and infrastructure, with several key appointments
- Company well funded with \$12.3m in bank
- Strong growth since IPO, with share price up 254% since listing

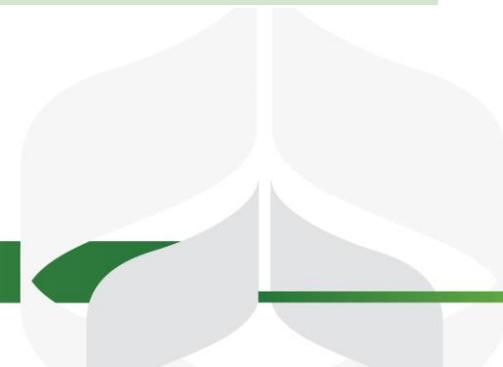


# Key Financial Details

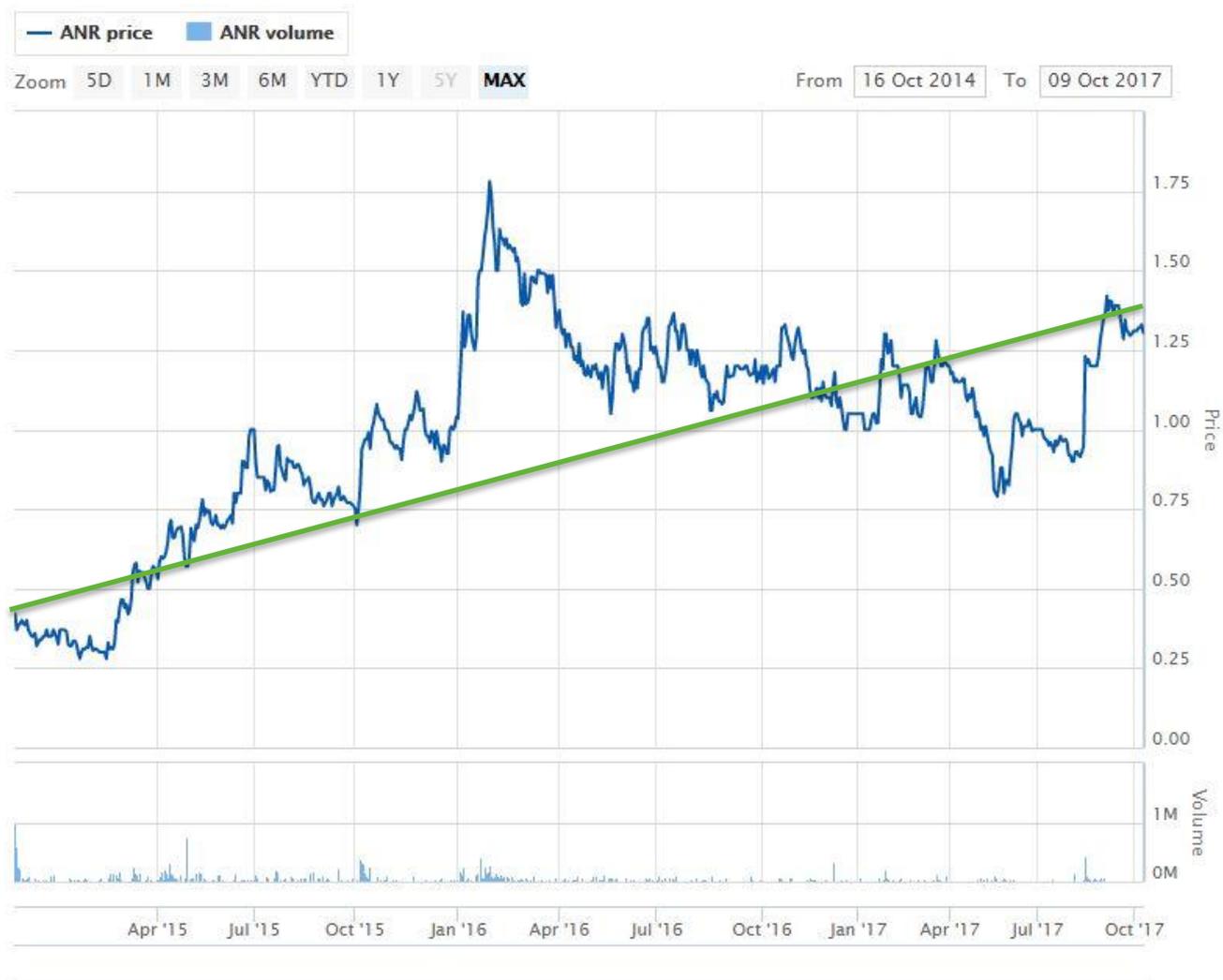
<b>ASX Code</b> <b>ANR</b>	<b>Market Capitalisation<sup>1</sup></b> <b>\$64.7 million</b>	<b>Share Price<sup>1</sup></b> <b>\$1.31</b>
<b>Current Cash<sup>2</sup></b> <b>\$12.3 million</b>	<b>Ordinary Shares</b> <b>49,413,236</b>	<b>Share Price</b> <b>up 254%</b> <b>since IPO</b>

1. As at 10 October 2017

2. Appendix 4E - 30 June 2017



# ANR Share Price Chart



Share price from IPO to 10 October 2017



# Non-antibiotic oral products for gastrointestinal disease in production animals and humans

## Key Investor Message

The Anataro team is focussed on delivering commercial outcomes through application of the Company's technology in both the pork industry, and in human health. More than ever, the world is looking for safe and effective solutions to gut health.



# Key FY17 Achievements

- Submission of dossier to the APVMA, seeking Detach<sup>®</sup> regulatory approval
- In negotiation with #1 global animal health company, Zoetis Inc, for a worldwide commercial agreement for Detach<sup>®</sup>
- Revenue up 12.6% to \$3.2 million<sup>1</sup>
- Commercial readiness for Australian Detach<sup>®</sup> product launch
  - Progressing a parallel strategy to be independently ready for an Australian Detach<sup>®</sup> product launch
  - Appointment of Dr Tim Ahern D. VSc. as Product Manager
  - Extensive market research project completed, launch strategy underway
  - Design of a proprietary dosing device for optimal Detach<sup>®</sup> delivery
- Completion of Target Animal Safety Study – confirming Detach<sup>®</sup> is safe
- Establishment of a “no maximum residue limit” status for bromelain with the European Medicines Authority, confirming the active pharmaceutical ingredient in Detach<sup>®</sup> is safe as a food grade product
- Positive regulatory meetings with USA, EU and Canadian authorities



# Key FY17 Achievements Cont.

- Receipt of ~\$840,000 R&D tax refund for 2015-16 activities
- Establishment of research facility in Melbourne
  - Expansion of the R&D team
  - Appointment of Dr Tracey Brown as Chief Development Officer
- \$315,000 Science and Industry Endowment Fund's (SIEF) STEM+ Business Fellowship Program Grant Funding to further develop bromelain fractions for the human and veterinary product pipeline
- \$100,000 QLD Government Ignite Ideas Grant Funding to assist in our Detach<sup>®</sup> Product Experience Trials
- Progression of 2 key patent applications
  - Detach<sup>®</sup> patent proceeded to National Phase
  - Bromelain fraction patent proceeded to International Phase
- Renewal of Anataras SME status with the EMA
- Renewal of Anataras fee-waiver status with the FDA



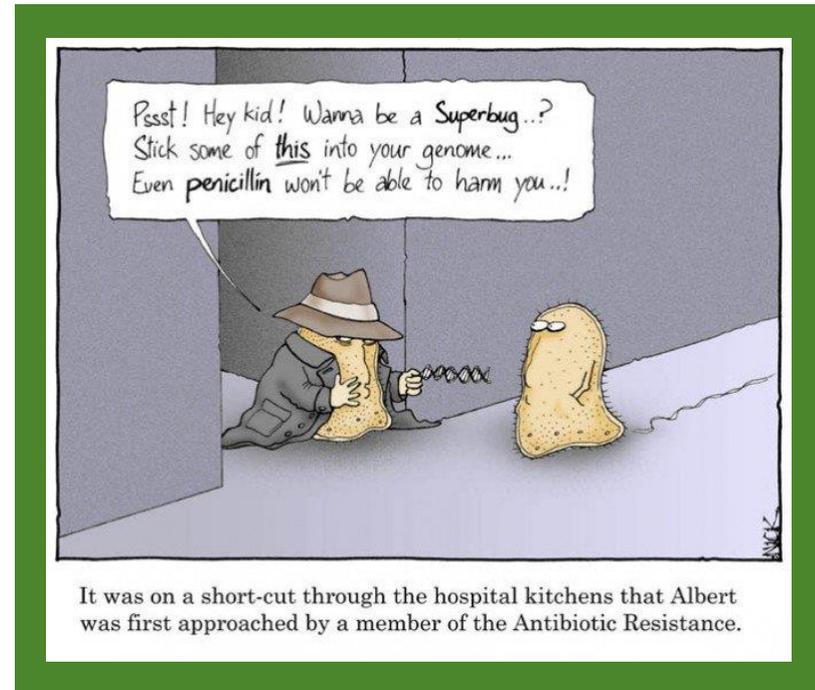
# Need to combat antimicrobial resistance (AMR)

*“We have reached an historic turning point. We must not let this moment pass. The cost of inaction would be unbearable.”*

*Dr Tedros, Director-General, World Health Organisation (WHO) 2017 UNGA*

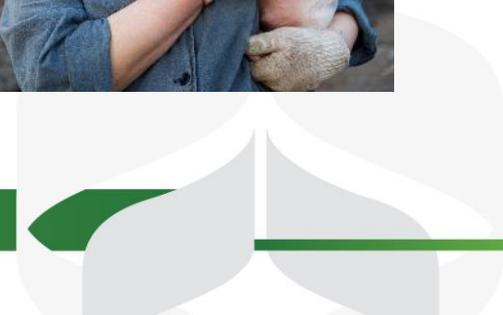
*AMR driven by the overuse of antimicrobials*

- **70%** of bacteria globally has developed some level of resistance to antibiotics<sup>1</sup>
- **10 million**: the number of people who will die every year due to AMR by 2050<sup>2</sup>
- **\$100 trillion**, the estimated total GDP that will be lost globally by 2050 if AMR isn't tackled<sup>2</sup>



# Lead Product - Detach<sup>®</sup>

- Natural, safe, non-antibiotic product that aids in the control of diarrhoea (known as scour in livestock)
- Meets the need to reduce the use of antibiotics and zinc oxide in animal production
- Unlike antibiotics and zinc oxide, Detach<sup>®</sup> is unlikely to contribute to antimicrobial resistance



# Lead Indication – Pigs

Diarrhoea affects millions of piglets born each year



Millions of piglets weaned per year

**20% more piglets die before weaning due to health issues**



# Market Opportunity is clear

- Detach<sup>®</sup> addresses a **major need** – effective non-antibiotics to control diarrhoea
- Governments are increasingly banning antibiotics for growth promotion and restricting prophylactic use in animal production
- Global animal antibiotic & antimicrobial market valued at ~ \$4.7 billion by 2021<sup>1</sup>. Production animals 70%. Pigs lead by market share of 25%.
- Pork is #1 consumed animal protein in the world
- Global demand for animal protein is rising as the human population grows and more people shift toward a meat-based diet
- Consumers expect their food to be safe
- Retailers are pledging to offer ‘*antibiotic free*’ meat



# Consumer Pressure



- Consumers are increasingly demanding antibiotic-free meat.
  - In the US in 2015, sales of antibiotic-free beef, pork and chicken grew 44% faster than meat not labelled antibiotic-free<sup>1</sup>
- In 2016, McDonald's USA met its commitment to stop serving chicken treated with antibiotics important to human medicine
  - In August 2017, the group announced it would begin curbing the use of the most important antibiotics to human medicine in its **global** chicken supply in 2018
- Major food retailers such as KFC, Subway, Panera Bread, Chipotle, Chick-Fil-a, and food processors, Tyson Foods and Perdue have all pledged to use antibiotic-free chicken in their products. With Chipotle and Panera Bread extending their antibiotic-free policy across all meat products.



# Consumer Pressure

## ConsumerReports<sup>™</sup> meat on drugs

The overuse of antibiotics in food animals & what supermarkets and consumers can do to stop it



**coles**

ALL COLES BRAND FRESH PORK FROM THE MEAT DEPARTMENT IS

**SOW STALL FREE PORK**

FOR BETTER ANIMAL WELFARE

HELPING AUSTRALIA GROW

That's why all our Coles Brand fresh pork is

OUR CHICKEN GUARANTEE

— —

**RAISED WITHOUT**  
*the use of*  
**ANTIBIOTICS**

awguarantee.ca

**COLES Beef**  
**NO ADDED HORMONES**  
*More Tender*

**NO BULL**

Beef that's free from Hormone Growth Promoters (HGP) is a scientific proven to be more tender.

That's no bull. Because when we say quality food costs less at Coles, we mean it.

Quality food costs less at **coles**

**coles**

ALL COLES BRAND EGGS ARE:

**CAGE FREE EGGS**

FOR BETTER ANIMAL WELFARE

HELPING AUSTRALIA GROW

That's why Coles Brand Eggs are all Free Range or Barn Laid and 100% Australian Grown.

Freshly Prepared  
**Baked Chicken Breast Nuggets**  
16-18 breaded nugget shaped breast patties with rib meat

**PERDUE** **No Antibiotics Ever!**

**Whole Grain**  
Made with **100% All Natural Chicken**  
No Preservatives  
No Fillers

**25% Less Fat**  
Than USDA data for breaded fried boneless chicken\*

Our Chickens Are Raised With

- ✓ No Antibiotics Ever
- ✓ No Animal By-Products
- ✓ All Vegetarian Diet
- ✓ Cage Free in the USA

No Hormones or Steroids Added\*

USDA PROCESS VERIFIED

180 CALORIES 25g PROTEIN 2g FIBER 5g SUGAR 11g FAT

NET WT. 12 OZ. (340g)

# Key Features of Detach<sup>®</sup>

- Detach<sup>®</sup> is an orally administered, non-antibiotic product for the control of scour in piglets
- Detach<sup>®</sup> is **safe** and **effective**. It is the result of more than 20 years of scientific research and development
- Detach<sup>®</sup> is made from a **natural product** extracted from plants
- Detach<sup>®</sup> meets the need to reduce antibiotics in production animals
- Detach<sup>®</sup> does not target the pathogen. Unlike antibiotics, Detach<sup>®</sup> is **unlikely to contribute to antimicrobial resistance**
- Peer-reviewed publications in high impact academic journals



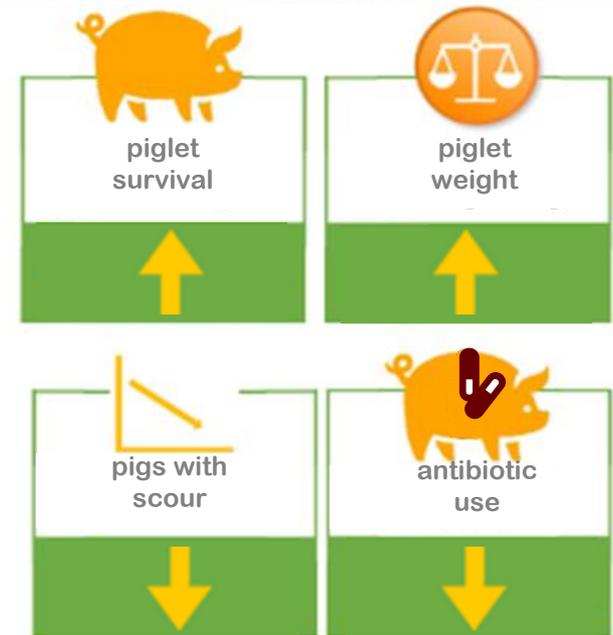
# Field Trial Summary

- Thirty-seven trials conducted in Australia, Asia and EU on more than 11,000 piglets
- Detach<sup>®</sup> is safe and effective
- Trials conducted in different age groups, in different geographical locations, under different clinical scenarios (mild and severe conditions) and under different management conditions

## Detach<sup>®</sup>

- **increased piglet survival**
- **increased piglet weight**
- **reduced piglets with scour**
- **reduced antibiotic use**

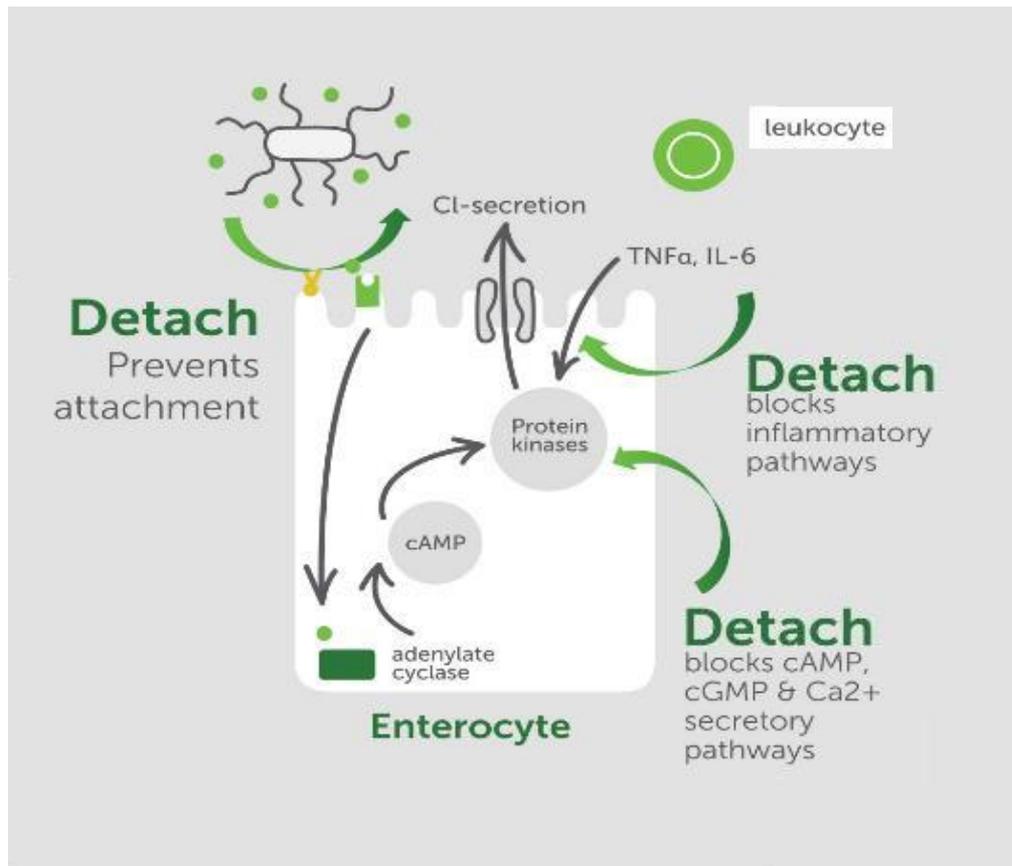
## DETACH FIELD TRIALS



# Detach<sup>®</sup> Triple Mode of Action

Detach<sup>®</sup> does not target the pathogen

Detach<sup>®</sup> acts on the underlying cause of diarrhoea



1. Chandler and Mynott. 1998. *Gut* 43:196-202
2. Mynott, et al., 1996. *Gut* 38:28-32
3. Mynott, et al. 1997. *Gastroenterol.* 113:175-184
4. Mynott et al. 1999. *J. Immunol.* 163:2568-2575

# Detach<sup>®</sup> - Commercial Readiness

- Commercially validated, supported by demand
- APVMA review of this application is currently underway and has met all prospective review timelines
- Anticipated Australian product launch in early 2018
- Manufacturing tested at commercial scale and global supply confirmed
- Market position of Detach<sup>®</sup> is supported by industry, government, retailer and consumer demand
- Focus now is on finalising market launch plan
  - Intelligence gathering, market understanding and parallel (alternative) launch plans being finalised
- Design of a proprietary dosing device for optimal product delivery on farms



# Zoetis at a glance



- Zoetis (zō-EH-tis) are the **#1 global animal health company**
- **60+ years** of experience in animal health
- **120+ countries** in which Zoetis products are sold
- **~\$5 billion** annual revenue
  - 65% revenue from farm animal products
  - 34% revenue from companion animal products
- **10,000 staff** including 3600+ field force
- **8 animal species** – cattle, swine, poultry, sheep, fish, dogs, cats and horses
- **5 product categories** – anti-infectives, vaccines, medicinal feed additives, parasiticides & other pharmaceutical products



# What Next?

## Detach<sup>®</sup> - A Pipeline in a Product

### **Potential product extensions for the active components of Detach<sup>®</sup>**

#### **Partnering and Development Opportunities for:**

- Human gastrointestinal conditions (diarrhoea; inflammatory bowel disease; irritable bowel syndrome)



# Anatara technology – for humans

Anti-secretory and anti-inflammatory action of Detach<sup>®</sup> actives may be used to control diarrhoea in gastrointestinal conditions, such as:

- Inflammatory bowel disease
- Irritable bowel syndrome and
- Traveller's diarrhoea

Disorders of significant unmet need not addressed by current products

Major therapeutic area with wide consumer knowledge

- Google *“gut health books”*

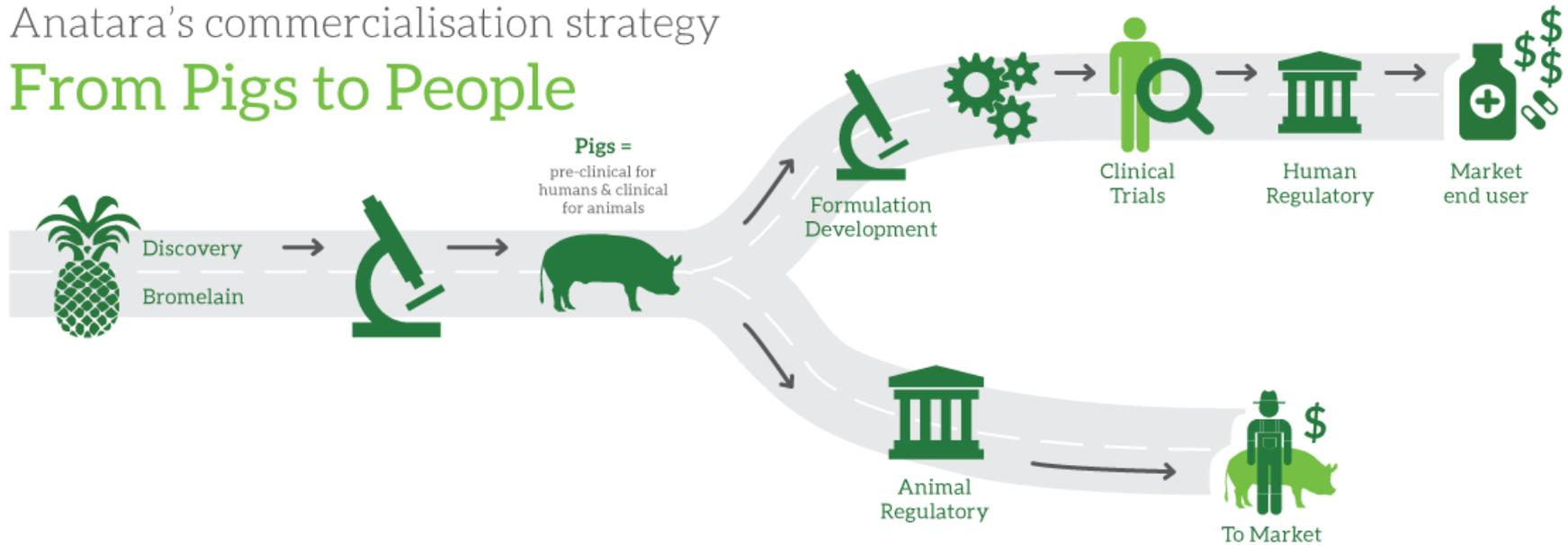




# Detach<sup>®</sup> - Leverage Pigs to People

Anatara's commercialisation strategy

## From Pigs to People



Detach<sup>™</sup>  
- From Pigs  
to People

- Mode of action clearly understood, based on decades of research
- Same mechanism of action for treatment of disease in pigs and humans
- Margin of safety studies (1x, 3x and 5x dose) in piglets completed (Target animal safety studies)
- Pre-clinical program for animals demonstrating safety and efficacy lowers the development risk for humans



# Major Market Opportunity for Anantara Human GI disorders/disease

- Substantial patient population with unmet need despite availability of numerous therapies
- GI disorders are highly symptomatic and a common reason why people seek medical treatment
- GI disorders are associated with significant quality-of-life issues because of pain and **abnormal bowel habits**
- Need for effective therapies that are safe enough for chronic use
- Major Pharma have significant interest in GI therapeutic area



# Anatara Opportunity: Consumers Want Natural Products

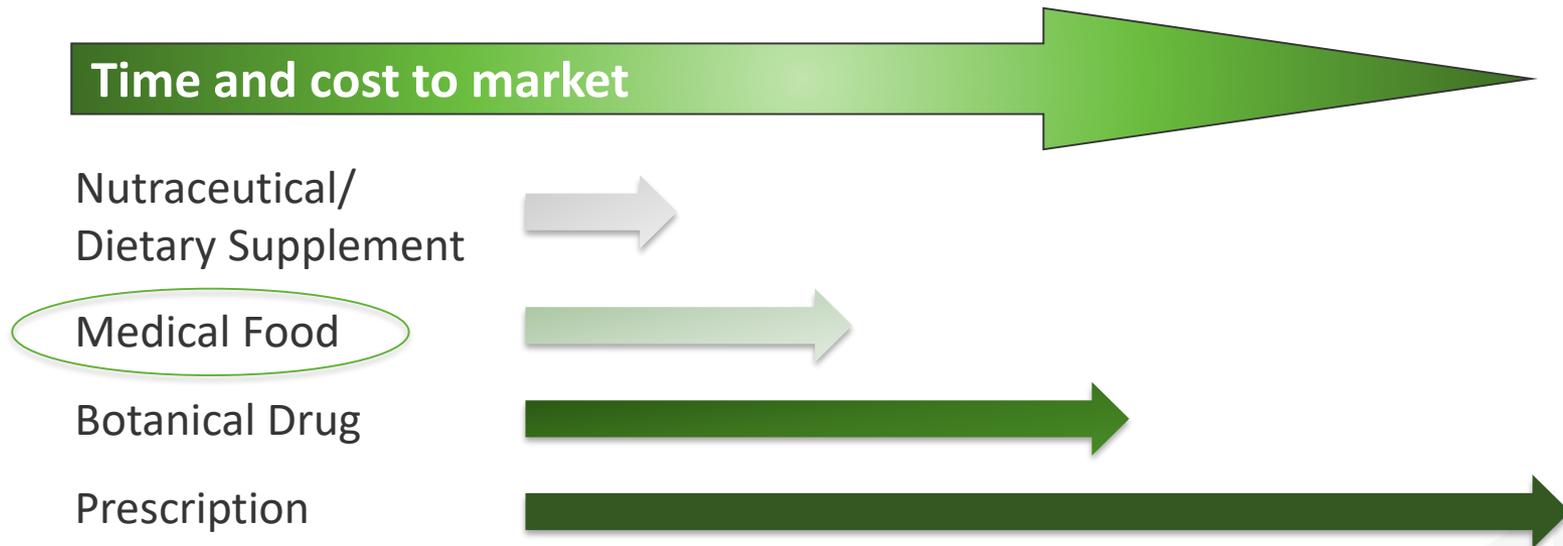
- Concern about adverse effects of conventional drugs with suboptimal efficacy
- 44% of IBD and IBS patients use non-prescription products to assist in the control their disease<sup>1</sup>
- Patients perceive natural products offer a gentler way of managing chronic conditions
- People increasingly worried about their health take control of illness into their own hands
- Major Pharma have consumer health businesses or a focus on “wellness” - Large focus on plant botanicals
- A significant opportunity exists for compounds that can be administered orally, with a similar or better effect, ***and with a low side effect profile*** when compared with existing IBS and IBD treatments



# Development Options

Anatara have several development options

1. Pharmaceutical Development (Single molecular entity)
2. Non-Prescription - Natural Health Products, Complementary Medicine, Medical Foods, Botanical Drugs (Proprietary extracts)



**Strategic decision to move forward with non-prescription products first – offers fastest route to market.**

# Detach<sup>®</sup> for Humans – Development Plans

## Goal

- To develop proprietary bromelain-based medical foods and/or dietary supplements for the management of diarrhoea associated with gastrointestinal disorders

## Strategy

- Leverage off the strong preclinical data obtained on Detach<sup>®</sup>
- Undertake proof of concept studies in relevant models
- Conduct human clinical studies to support efficacy claims



# Thank you

*Anatara's naturally derived products will offer a safe and effective non antibiotic solutions for gastrointestinal diseases. The Company is uniquely positioned to fulfil a currently unmet need in the global health market.*

Dr Mel Bridges, CEO & Chairman, Anatara Lifesciences

Dr Mel Bridges, CEO, Chairman & Co-founder  
mbridges@anatara.com  
+61 413 051 600

Dr Tracey Mynott, CSO & Co-founder  
tmynott@anatara.com  
+61 405 050 113

[www.anataralifesciences.com](http://www.anataralifesciences.com)  
 @AnataraANR

