



DIAGNOSTIC AND QUALITY PRODUCTS INNOVATOR

August 2020

TSX: MBX
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, CPA – CFO

Ken Hughes, Ph.D. - COO

Phil Casselli – SVP Business Development, Sales, and Marketing

Mark Luscher, Ph.D. – 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

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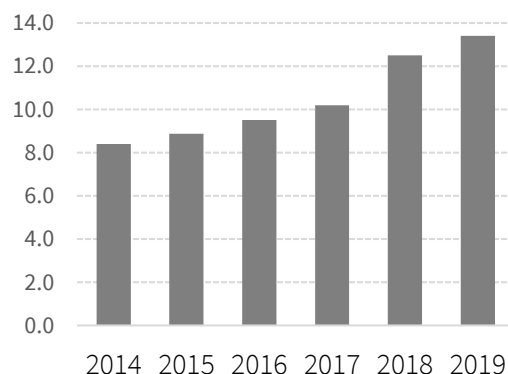
Microbix Products And Technologies

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



Market Facts

Price (Aug 17)	\$0.27
Market Cap	\$27.75M
Shares Outstanding (Basic)	108.77M
Shares Outstanding (Fully Diluted)	160.7M
52 Week High	\$0.38
52 Week Low	\$0.17

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
Respiratory		
Adenovirus	•	•
<i>C. pneumoniae</i>	•	•
<i>M. pneumoniae</i>	•	•
Influenza A H1N1	•	•
Influenza A H3N2	•	•
Influenza B	•	•
Parainfluenza 1,2,3	•	•
Resp. Syncytial virus	•	•
SARS-CoV-2	•	•
Sexually-transmitted		
<i>C. trachomatis</i>	•	•
<i>N. gonorrhoeae</i>	•	•
<i>T. Vaginalis</i>	•	•
HPV (multiple strains)	•	•
Vaccine immunity		
Measles	•	•
Mumps	•	•
Rubella	•	•
V. zoster	•	•
Torch pregnancy		
Cytomegalovirus	•	•
Herpes simplex 1, 2	•	•
Rubella	•	•
<i>Toxoplasma gondii</i>	•	•
Vector-borne / Other		
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. Microbix has also created a growing line of innovative, proprietary, and branded quality controls (QAPs™) to help ensure test accuracy.

Growth

- ✓ Usage of public health Dx in new regions
- ✓ Increasing orders from existing customers
- ✓ Acquisition of new customers & contracts
- ✓ Further regulation of laboratories
- ✓ Addition of new QAPs products
- ✓ Sales to clinical laboratory markets
- ✓ Emergence of new pathogens of concern

MBX is developing a new market for its expertise by creating Quality Assessment Products (QAPs™)

Potential QAPs Markets (for QC/QA of in-vitro diagnostic tests)



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

- Sold directly to a limited pool of lab accreditation organizations
- Targeted 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, mostly existing Microbix customers
- Dx OEM validation/specification helps to secure lab customers
- Inclusion of MBX's QAPs with Dx OEM test kit consumables



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

- Licensed/registered for sale in Canada, EU and U.S.
- Available as liquid vials or as room-temp stable swabs
- Sold directly to clinical lab chains or via distributors
- Engaged with five distributors now covering >22 countries
- Growing sales of leading COVID-19 (SARS-CoV-2) and HPV controls
- Targeting multiple lab and distributor accounts of >\$100K/year
- Gross margin of >70% for these QAPs across multiple formats

Near-term Financial Objectives

Use new technology to:

1. Meet Ag demand growth
2. Launch new innovative QAPs
3. Enhance margins & income
4. Sustained & growing +ve EPS
5. 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 needed project funding and retain a meaningful proportion of post-launch economics.