



**WELCOME TO OUR
DECEMBER 2021
NEWSLETTER**

As we wind down for Christmas after what has been a huge year for IR Department and our clients, we are proud to bring you stories outside of our normal investment-themes. We hope you enjoy this newsletter and wish you and yours all the best for Christmas!

**IS RACE ONCOLOGY'S
DISCOVERY A GAME
CHANGER?**

Following a discovery by the City of Hope that Race's drug Zantrene® was the most potent inhibitor of FTO when compared to 260,000 other drugs, interest around the next steps in Race's clinical program is intensifying

**ISLAND MAY HAVE
THE ANSWER TO
DENGUE FEVER**

With 400 million sufferers per year, Dengue is a huge pandemic that continues to expand beyond geographical boundaries. Island are at the forefront of the battle and we talk with CEO Dr David Foster about this awful disease

**IS THE METAVERSE
OUR FUTURE?**

We speak with XPON's CEO for UK & Europe, Ben Fogarty, about what the future holds for us all, how virtual reality may soon become just "reality" and what the upcoming Metaverse really means



**A GROUNDBREAKING APPROACH TO
CANCER TREATMENT**

A number of breakthrough discoveries for Race Oncology's (ASX:RAC) drug Zantrene® over the past 18 months has seen the company evolve its strategy and clinical programs in order to maximise these opportunities.

What does the future for Race look like?

HEMP FOODS AUSTRALIA SPECIAL OFFER

Thanks to our client **Elixinol Wellness** (ASX: EXL), we have a special Christmas offer for you!

EXL are proud owners of Australia's most established hemp food brands, **Hemp Foods Australia**, which was founded with the mission to make a positive difference to people, communities and the planet.

We are delighted to invite you on this journey by extending a **20% discount** to all of our subscribers until 31st Jan 2022. Simply type in the special code **IRDHEMP** at checkout.

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ir department...

We're hiring!!

*IR Department is seeking an investor relations gun to join our high achieving team as **Account Director**.*

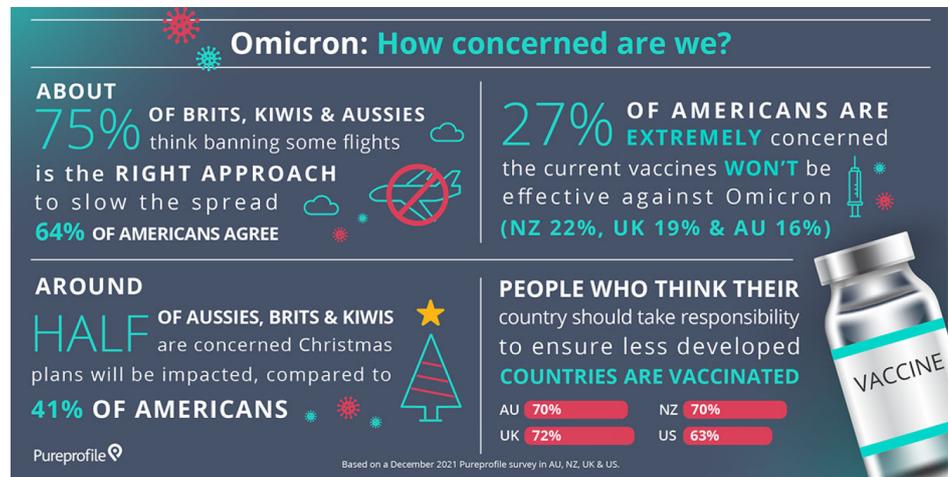
Bring your strategic brain to this newly created role, together with your experience working with ASX listed companies.

You will have a strong network of Australian and international institutional and professional investors and be able to demonstrate that you've successfully made important investor introductions for clients you've worked with previously.

[Apply here.](#)

Insights by Pureprofile (ASX: PPL)

With a new wave of infections rapidly spreading across the globe, this has once again sparked questions and concerns about how transmissible the new variant is and how much protection our current vaccines provide. <https://business.pureprofile.com/omicron-how-concerned-are-we/>



ISLAND PHARMACEUTICALS WORKING TO COMBAT DENGUE FEVER

Dengue and other Flaviviruses are becoming a global issue over the last 30 years, the emergence and/or resurgence of arboviruses has posed a considerable global health threat.

The ongoing geographical expansion of the dengue viruses, along with the explosive outbreaks of West Nile virus, chikungunya virus and more recently, Zika virus have all served as reminders that new epidemics may emerge at any time. The geographic

distribution and spread of these diseases from tropical environments to a broader geographic coverage reflects the effect of climate change as changes to climate results in equatorial and traditionally tropical environments expanding across the globe.

The epidemic potential of arbovirus, and in particular, flaviviruses reflects many factors related to the unique characteristics of their insect

vectors, the consequences of poorly planned urbanisation that creates ideal breeding habitats, the geographical expansion of vectors, changing environmental conditions and extensive global travel.

Dengue fever is a massive pandemic that continues to spread beyond geographical limits, with 400 million people affected each year. Island Pharmaceuticals (ASX: ILA) is at the forefront of the battle. Here, CEO David Foster talks about the issue:



GLIMPSE THE FUTURE WITH XPON (ASX:XPON)

We speak to Ben Fogarty, CEO (UK & Europe) from XPON Technologies Group (see video below) about what the future holds for them and the impact of the upcoming 'Metaverse'.

In the last days of October, Facebook, CEO Mark Zuckerberg introduced Meta, bringing together all Facebook apps and technologies under one new company brand. Meta's focus will be to bring the metaverse to life and help people connect, find communities, and grow businesses. Since then, the media and investment markets have been attempting to figure out what was driving Facebook's decision, whether it was cosmetic or financial, and what this means for other digital and media companies. XPON Technologies, on the other hand, is a company that is poised to take advantage of the changes and is not playing catch-up in this field. Their extended reality platform, Holoscribe has been helping brands introduce their customers to the Metaverse as it grows and evolves. Listen to the CEO of XPON's UK/EU business explain how Holoscribe enables users to quickly and easily publish rich XR and 360 content in their marketing channels without needing highly specialised technical resources, in order to drive superior customer engagement and unlock valuable growth opportunities from their campaigns.

About XPON: XPON is a founder-led technology company with a highly scalable business strategy and powerful marketing and customer experience platforms, including Wondaris and Holoscribe, fuelled by machine learning and artificial intelligence (AI) technologies. XPON Technologies listed on the ASX on 16 December. The IPO was oversubscribed, raising \$12.5 million with strong support from existing cornerstone investors and new tech-

focused institutional investors.

XPON's FY21 annualised recurring revenue (ARR) totalled \$9.2million, a 253% increase over FY20 ARR (2.6million), 192% of which was organic XPON had a strong start to FY22, growing ARR in September 2021 by \$1.8 million (19% QoQ) to \$11 million with customer retention remaining high at 99.6%.



XPON's Non-Executive Chairman, Phillip Aris, rings the bell together with Founder, MD and Group CEO, Matt Forman at the ASX during their recent IPO

XPON founder, Managing Director and Group CEO Matt Forman, said "XPON is uniquely positioned at the intersection of converging trends in data privacy and marketing technology. Because of our deep AdTech and MarTech expertise, we've been able to build machine learning and AI-powered solutions that meet marketers wherever they are on the path to moderni-

sation. Through this agile delivery of our full marketing and CX stack, we've been able to build a global MarTech company quickly, unlocking value for highly loyal blue-chip clients and smaller, hyper-growth brands alike."

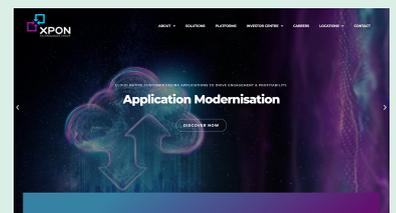
"With businesses facing stricter data privacy restrictions, shorter customer attention spans, and higher expectations for valuable brand experiences, the tools XPON offers

through the delivery of our full-stack solution are in high demand. We now have over 190 customers globally and are continuing to expand. And our flexible, agile structure enables us to respond to our customers and their customers' evolving needs."



More on XPON Technologies

XPON is listed on the ASX under the ticker code: XPON.



For more on XPON, visit xpon.ai, where you will find additional background on XPON's products and solutions, as well as a range of investor-focused resources.

CEO IN FOCUS: DR. WAYNE FINLAYSON SERVATUS LTD.

Dr Finlayson, tell us a bit about the history of Servatus and what led you to your most significant discovery.

Servatus was inspired by a friend of mine that I met in the early 80s in the US, who was another Australian. He was one of the first Australians to be employed in the US in what's called 'Biotech Alley', which is in the San Francisco area and was the home of a cluster of biotech start-ups. At the time, I was in Berkeley University. Over the years we'd crossed paths and had threatened to work together for about 30 years and finally in 2010 I bumped into him again and I said what are you working on? It was a discovery of the engineered proteins that Servatus is working on and the wild type protein that's found in your body naturally is not stable for long enough. We set about designing or re-engineering the molecule to last longer in the body, so it is a bit more stable, the longer serum half-life, and that was what led to the instigation of Servatus. Over the years I've been working on the microbiome as well. We brought that into the company at the same time and then we discovered there was a link between the human protein we were engineering and what was going on in the bacteria. I think the most significant discovery was the idea that the bacteria could be working the same way or having some effect in the same way as the human protein that we were working on.

Servatus recently closed an oversubscribed capital raising to advance clinical trials across a range of areas – arthritis, insomnia, inflammatory Bowel disease Ulcerative colitis among others, how was this raising received among shareholders and how will you use these funds?

That's right, we just raised \$7.5 million to advance our programs for microbiome therapeutics with strong support from our sophisticated investors. We went to the current shareholders early in the capital raise and we were certainly not asking for the amount that we ended up with, we were asking for less and we were pleasantly surprised by the fact that they oversubscribed the capital by a long way, so I guess they're pretty happy with the way the company's been going over the years and where we're headed. It's a very exciting space. We will use the funds to accelerate the clinical trials that we're working on, the insomnia and the rheumatoid arthritis amongst other priorities. We'll also look to accelerate some of our OTC products that we've soft launched as well. The capital raising has opened up the scope for us to grow, we can do a lot more with other trials that we had planned but didn't have the resources to actually continue with. We're already doing quite a few trials at the moment so we are really pleased to be in such a strong position to accelerate new opportunities to build Servatus into a large business in the field of microbiome therapeutics.

You are considering taking the company public next year, you have some world class manufacturing facilities in Queensland and you're targeting a very exciting new area with microbial biotherapeutics programs - is this just the beginning?

Yes, we're not interested in just making a small company here, we're trying to do something that will be a long-lasting, large company. I'm very passionate about being able to develop this business in Australia which in the past has not had a great track record of commercialising science. Certainly in Australia we've got some good science and we've got the resources, but we've never been able to put the two together.



IR Department sat down with Dr Wayne Finlayson of Servatus Ltd to discuss his vision for the company, his 30 year career in the biopharmaceutical and biotechnology sector and life outside of work. He was Executive Director of Intergene (listed on NASDAQ), with specific responsibility for technology and in 1990, he founded Progen Pharmaceuticals and was Managing Director and CEO. Wayne holds a BSc (Hons) and a PhD in Organic Chemistry from La Trobe University. After completing his doctorate, he was a post-doctoral Research Fellow for three years at the University of California, Berkeley, in the USA.

To some degree we've been experts making holes in the ground but actually not taking that next step to high-tech industries and so forth. Here at Servatus we're a very resourceful company and I think I'd just like to demonstrate that it can be done here, totally within the company. We may look at an IPO next year, its certainly under consideration, but we are looking at a number of opportunities as well.

Is microbiome the most exciting field in modern medicine?

Well it's got to be one of the most exciting areas, I think there's a few - Crispr you may have heard of, Crispr gene-editing technology, that's pretty exciting, in fact we're using some of it as well, but also Mrna vaccine technology, that's been pretty exciting and has been very topical in the last couple of years, but the microbiome is different. I think people have realised that treating organs as a sort of 20th century thinking, whereas treating the whole organ system, including the microbiome, which has a big effect on whether drugs work or not, is what's really exciting and things like, for example our insomnia trial, we had not considered insomnia ourselves until we did a couple of experiments, but what surprised us was when we talked with a sleep clinic and some of the sleep doctors there had never even considered that insomnia could be treated by treating the gut, so that was just a bit of an eye-opener for us. These are experts in their field and even today they had never considered it so there's a lot of areas that the microbiome will have an effect and has been shown now to have an effect on a lot of parts of the body and it should be considered as a major organ in itself.

How did you get started in science?

I hated Art and English at school and was always interested in physics and chemistry and so went to university to do a science degree and after my honours degree I decided to do a PhD in organic chemistry. I was more interested in why things happened at the molecular level of what was going on, which is sort of reminiscent of what happens at the molecular level of biology. I went through university and went to the US, got involved at Berkeley with gene cloning in the early days of gene cloning and the likes Genentech could see the potential in early biotech and I guess got interested in the commercial side of science and that's essentially how I started.

[click here for the full interview](#)



SERVATUS
Biopharmaceuticals