

## BIO-GENE EXECUTES COMMERCIAL DEVELOPMENT AGREEMENT WITH EVERGREEN GARDEN CARE

- **Agreement covers rights to consumer pest control markets in Europe, UK, Australia and New Zealand.**
- **Evergreen commits to developing Bio-Gene product formulations and registering end-use products**
- **Commitment includes financial support from Evergreen to Bio-Gene's development and registration costs.**

Bio-Gene Technology Limited (ASX: BGT, 'Bio-Gene' or 'the Company'), an agtech development company enabling the next generation of novel insecticides, today announced the signing of a Licence and Development Agreement with Evergreen Garden Care ('Evergreen') to develop new insecticide solutions for consumer markets in the E.U., U.K., Australia and New Zealand.

Evergreen is the leading garden care company in Europe and Australasia, who's leading brand portfolio includes Scotts®, Osmocote®, Miracle-Gro®, Substral® and Fertiligene®.

This partnership formed through the agreement will provide Evergreen with exclusive access to Bio-Gene proprietary natural technology and data – including Bio-Gene products Flavocide™ and Qcide™. This will enable Evergreen to exclusively evaluate and develop natural product solutions targeting mosquito and ant control. These market segments are estimated to have a retail sales value of approximately US\$600m<sup>1</sup>. Evergreen's strategy is driven by a strong commitment to the environment, and it has an extensive research and development program to discover and develop new natural and bio control solutions for its home and garden care product ranges. This newly formed agreement with Bio-Gene will accelerate this program by working with an external expert partner. Evergreen have already successfully launched a number of natural products across its current plant protection, weed control and fertiliser ranges.

Under the terms of the agreement, Evergreen will pay licence and key milestone payments to enable the on-going development work that is required. The initial and largest of these milestone payments will be payable within the first 18 months. Upon launch of a commercially viable product, Evergreen will pay Bio-Gene an agreed on-going undisclosed royalty on all product sales containing Bio-Gene's technology. The agreement also provides an option for Evergreen to licence the right to develop Bio-Gene's active ingredients for other applications within the broad consumer application market, with the terms of those licensing arrangements to be separately negotiated.

The agreement was negotiated after recent studies were completed under a Material Transfer Agreement executed between the companies in April 2020.

Bio-Gene CEO, Richard Jagger, welcomed the agreement, saying it is a strong validation of the potential of Bio-Gene's technology for a range of commercial consumer applications.

"Evergreen's strategy fits perfectly with the unique natural technology we are developing at Bio-Gene and it is extremely encouraging such a leading company as Evergreen has committed to further the development of our technology after such an early-stage evaluation. Whilst the breadth of studies has been limited at this early stage, current observations have given both parties the confidence to proceed with a commercial agreement and the next phase of end-use product development. This program will focus on specific formulation development for mosquito and ant control, as well as expanding testing to explore a number of key consumer applications for both Qcide and Flavocide. The next stage of the development program is expected to start before the end of this calendar year.

“The Agreement with Evergreen outlines the commercial pathway and obligations of both parties, including the registration requirements of the Active Ingredients and end use products.”

“Bio-Gene will supply Evergreen with the Active Ingredients Flavocide and Qcide, with Evergreen having the responsibility of developing and registering end use products, which will complement Bio-Gene’s data procurement and application for the Active Ingredient registration.

“This represents a significant financial commitment on the part of Evergreen over the next 5 to 7 years as the work continues. The licence and milestone fees payable by Evergreen to Bio-Gene will be used to partly fund our registration costs for the Active Ingredient.”

Global Innovation and Product Director for Evergreen, Ann-Marie O’Riordan commented: “We are excited to be partnering with Bio-Gene to develop natural consumer pest control products based on molecules with a new Mode of Action. The early work we have done suggests this natural technology could be the basis of truly differentiated and efficacious products that will be essential to meet the needs of consumers in our key markets. Our commitment to invest substantial R&D funds in the further development of these products is a reflection of our confidence in the market potential of the natural technology and our commitment to delivering innovation through partnerships”.

The European market for consumer insecticide products is estimated at US\$2 billion p.a., with an anticipated CAGR of 5.4% in the coming years<sup>2</sup>. With issues of resistance and concerns over the toxicity profile of many existing products, there is considerable demand from consumers to effectively control pests with new natural products that have a high level of safety around the home.

The introduction of products with a novel Mode of Action, such as Flavocide and Qcide, provides the opportunity to address populations of pests resistant to currently used chemistry and reduce the potential of increased insecticide resistance in the future.

Approved for release by the Board of Directors.

- ENDS -

**For further information, please contact:**

*Bio-Gene Technology Limited:*

Richard Jagger  
Chief Executive Officer

P: 03 9068 1062

E: [bgt.info@bio-gene.com.au](mailto:bgt.info@bio-gene.com.au)

Roger McPherson  
CFO & Company Secretary

P: 03 9068 1062

E: [bgt.info@bio-gene.com.au](mailto:bgt.info@bio-gene.com.au)

*IR/Media*

Rudi Michelson  
Monsoon Communications

P: 03 9620 3333

E: [rudim@monsoon.com.au](mailto:rudim@monsoon.com.au)

**About Bio-Gene Technology Ltd**

Bio-Gene is an Australian agtech company enabling the next generation of novel insecticides. Bio-Gene’s novel platform technology is based on a naturally occurring class of chemicals known as beta-triketones.

Beta-triketone compounds have demonstrated insecticidal activity (e.g. kill or knock down insects) via a novel mode of action in testing performed to date. This platform may provide multiple potential new solutions for insecticide manufacturers in applications across crop protection and storage, public health, animal health and consumer applications. The Company’s aim is to develop and commercialise a broad portfolio of targeted insect control and management solutions, working with industry leaders across key market segments.

**Bio-Gene Technology Limited**

ABN: 32 071 735 950

Level 6, 400 Collins Street, Melbourne, VIC 3000

### About Evergreen Garden Care

Evergreen Garden Care (formerly Scotts International) is the leading garden care company outside North America, producing high quality garden care products designed to help people create their own green oasis amid the rush of modern life. Their market-leading brands are some of the best known and most trusted consumer brands within the home and garden care and market across the globe.

**Flavocide™ and Qcide™** are trademarks of Bio-Gene Technology Limited.

**Scotts®, Osmocote® Miracle-Gro®, Substral® and Fertiligene®** are registered trademarks. Scotts and Miracle-Gro are used under licence from OMS Investments Inc. Osmocote® is used under licence.

1. Persistence Market Research report, October 2021: *Household Insecticides Market – Global Industry Analysis 216-2020 and Forecast 2021-2031*
2. Research and Markets report, December 2019: *Europe Household Insecticides Market to 2027 - Regional Analysis and Forecasts By Insect Type; Composition; Packaging; Distribution Channel.*