

# BIOLOGICS (WW) NUTRITION

## EXECUTIVE SUMMARY

### THE PRODUCT:

Biologics (WW) is to establish a state-of-the-art nutraceutical manufacturing facility to produce a comprehensive range of health foods, health supplements and nutraceutical products as well as to support the final development of new products and their introduction to the market place.

Not only do nutraceuticals represent a potentially lucrative market for the food industry, they may be a factor in controlling health care costs.

A nutraceutical is any substance considered a food, or part of a food, with medical or health benefits, including the prevention, treatment or cure of disease.

Nutraceuticals have been around for 9,000 years.

Nutraceuticals (often referred to as phytochemicals or functional foods) are natural, bioactive chemical compounds that have health promoting, disease preventing or medicinal properties.

Nutrition as medicine, integrating diet and nutraceuticals.

"You are what you eat" is no longer a saying, it's a science. How can we make our patients healthier through nutrition. Are supplements necessary? What are nutraceuticals and when should they be used?

Nutraceuticals or functional foods are terms used to describe natural foods that demonstrate physiological benefits and/or reduce the incidence of chronic disease.

The Company, being located in the sub-tropics of south east Queensland, is able to support the expansion of the supply chain of high quality raw inputs. Herbal import replacement into Australia is currently valued at up to AU\$400 million per annum.

Product development involves the exploration of tropical forests in Papua New Guinea and surrounding islands in the Pacific Ocean as well as the forests of Central and South America including the Amazon. Ongoing support facilities incorporated within the complex include research laboratories and small production run capabilities with security of intellectual property assured.

Biologics (WW) Pty Ltd will:

- Establish the ***Biologics (WW) Institute of Traditional and Alternative Health Care.***
- Support and encourage the growth in the herbal industry to ensure quality supply of inputs.
- Support the agenda of Queensland Nutraceutical Industry Association.
- Support research of traditional herbal practices in tropical forests as well as traditional native medicinal practices throughout Australia and elsewhere.
- Support research and development of herbal medicines and health foods through Biologics (WW) owned laboratories and managed operating research teams.
- Facilitate small batch runs to enable clinical testing and market research of innovations in possible nutraceutical products.
- Establish brand name and market share in the domestic market.
- Support the needs and agenda of emerging communities and third world countries.

- Generally support the growth and relevance of organic health foods.

### **THE COMPANY:**

Biologics (WW) Pty Ltd, an Australian corporation, was founded in 2003 to provide the facilities to support the realisation of the agenda of Dr George White who has focused on nutrition and health food elements for five generations.

Lyn Hamill, Chief Executive Officer, Chemist, has focused on the health and medical industry and the needs of people and their diets for 20 years. She now leads a team to realise the Company's program.

### **MARKETS & COMPETITION:**

The market growth for nutritional products is growing nationally at twice the gross domestic product rate. This equates to annual market growth of 7% - 8%.

Good manufacturing practice (GMP) has resulted in Australian products being recognised internationally as among the highest quality in the world - most other countries, the UK, NZ and the US included, allow these same products to be sold as foods without any need for evaluation or pharmaceutical standard of manufacture.

Unlike foods, complementary medicines supplied in Australia have to be listed or registered following pre-market assessment for listable goods, or full evaluation by the Therapeutic Goods Administration (TGA) for registrable goods before they can be manufactured, imported, supplied or advertised.

Consumers can be very confident the complementary medicines they purchase in Australia are of high quality and low risk - unlike complementary healthcare products imported by mail order or via the Internet, which may not be of the same high standard.

Biologics (WW) is ideally positioned to capitalise on this market as there is significant under capacity within the domestic manufacturing sector and enormous export market growth due to the high standards imposed internally by Australian regulatory bodies, principally the Therapeutic Goods Administration (TGA) and Australian Quarantine Investigation Service (AQIS).

Queensland Government – State Development and Federal Government – Austrade are both focused on growing the production capacity of the nutraceutical industry in an endeavour to reduce imports of products to Queensland which they see possible of manufacture within and to shore up supplies for industry operators who have been severely hampered by the untimely closure of a number of production facilities within the country.

The market is growing within and overseas and supply chain has been severely interrupted by the closure of Pan Pharmaceuticals due to non-compliance with regulatory guidelines imposed by TGA.

Growth in product options is assured by ongoing research by members of QNIA and others.

### **WHAT IS SPECIAL ABOUT THIS BUSINESS?**

Complementary medicines have significant potential to impact favourably on healthcare costs.

Herbal medicines in general have relied on traditional applications rather than on evidence based data. It is imperative that the herbal medicines industry progresses to pharmaceutical status by generating evidence-based data through scientifically grounded laboratory investigations and clinical trials. In doing so, it will obtain government policy recognition at the public health level.

Herbal medicines evaluated for safety and efficacy to pharmaceutical standards have the potential to significantly impact in a positive way on the Pharmaceutical Benefits Scheme (PBS) and assist in the maintenance of general public 'wellness'.

Queensland has the potential to assume a lead role in this multi-billion dollar industry (e.g. 5% of the current global market would return approximately AU\$5 billion pa in 2004). This potential lead role in

the herbal and ancillary industries has its foundation in the geographic and climatic diversity of regional Queensland, supportive existing infrastructure and the proactive role of the Queensland government.

Raising the standard of health for all those who wish to participate in the products and services of Biologics (WW) is a priveleged agenda for Biologics (WW) to follow.

**FINANCIAL REQUIREMENTS:**

Funding required is AUD40 million. It is anticipated that these funds will be used for land and buildings (\$12,000,000) manufacturing of the test equipment (\$18,000,000), and working capital (\$10,000,000).

**PROFITABILITY:**

The projected return on funds invested (ROI) in year three, 61.6% year four, 75.6%, year five 90.5%, based on EBIT divided by funds now required.

Break even in cash flow will occur in month eighteen. Profitability is expected to grow from year to year, supporting shareholders equity growth greater than 25% per annum.

**CONTACT INFORMATION:**

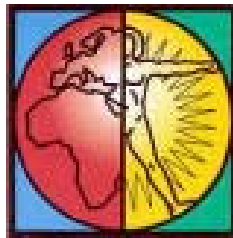
**BIOLOGICS (WW) Pty Ltd**

**Nutrition Division**

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**Queensland    Australia**

**"Health for all Through Traditional and Alternative Health Care"**



# BIOLOGICS (WW) NUTRITION

## EXECUTIVE SUMMARY - BREIF

Biologics (WW) is to support the delivery of a comprehensive range of organic health products. The quality bench mark of nutraceuticals being employed by Biologics (WW) is the same as that applied to pharmaceuticals.

Nutritional product range is based on many years of research by many experts. The result is a leading edge program with focused vigour in raising the quality of health in the community.

The Company is to facilitate the development of many researchers by providing laboratory support and access to production capabilities for small runs to enable product realisation in the market place.

Focus is on the domestic market within Australia which is significantly under supplied. Global agenda extends to supporting the needs of emerging communities and economies.

After this round of funding, no further capital requirements are envisaged as a number of proven processes are now available for production.

Conservative profit projections after restructuring with AUD40 million are:

Year 2016	Year 2017	Year 2018	Year 2019	Year 2020
(AU\$3,400,000)	AU\$14,000,000	AU\$28,000,000	AU\$35,000,000	AU\$41,000,000

## CONTACT INFORMATION:

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**Nutrition Division**

**Queensland    Australia**

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# BIOLOGICS (WW) NUTRITION

## BENEFITS for USERS of TECHNOLOGY

Application: “NUTRITION”: the order by which you need nutrition is:

- Amino Acids, then
- Enzymes,
- Nitrogen protein,
- Minerals and trace minerals,
- Organic vitamins, and then
- Citrus bio flavanoids.

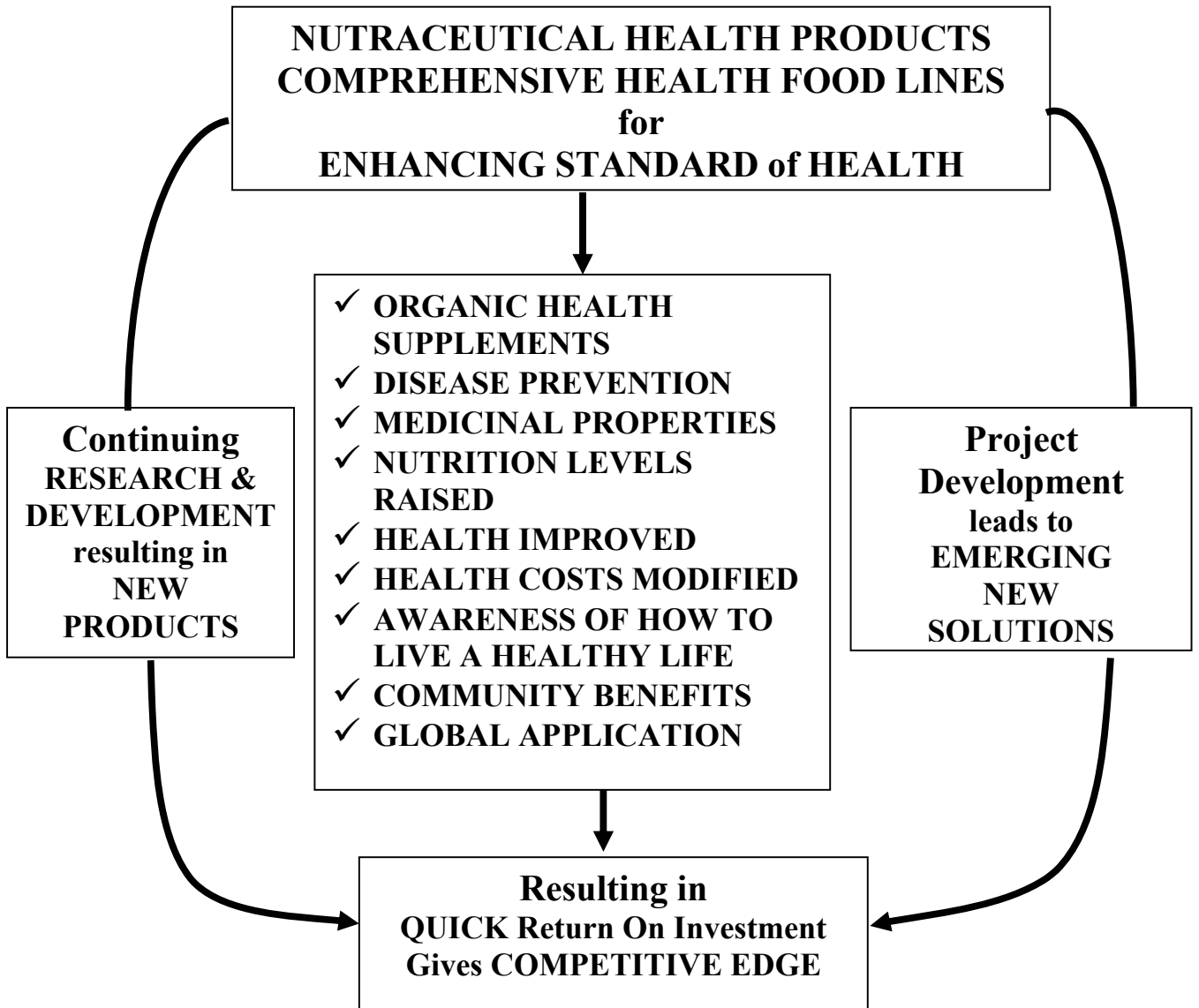
Application: “NUTRACEUTICALS”:

- Pharmaceutical grade processing.
- Product concentration is 30 fold.
- Production process TGA and FDA approved.
- Safe from GMO's.
- Certificates of analysis available upon request from independent laboratories.
- Packaged with low pressure enzyme catalyzed, inert pH.
- No thermal degradation.
- Phytosols used for extraction – non-flammable and non-toxic.
- Sold only to health practitioners who must be licensed by a board or approved by examination.
- Suppliers are profit *and* health orientated.
- Specific clinical research ongoing.
- Constant association upgraded information.
- Ongoing clinical research by health professionals.
- Certified organic.
- Guaranteed uncontaminated sources.
- Disintegrates within 40 minutes at body temperature.
- Patented processing method.
- Preparations are stabilised for storage and viability.

Application: “PRODUCT DEVELOPMENT”:

- Ongoing research in native forests and the use of traditional foods and herbs.
- Development within owned laboratories of higher efficiencies in concentrations.
- Biologics (WW) Institute of Traditional and Alternative Health Care.

# BIOLOGICS (WW) NUTRITION



- ⇒ This Technology is where others are not.
- ⇒ This is VERY old Technology done better.
- ⇒ Bringing huge advantages to community.
- ⇒ Intellectual property progressing years ahead.