

Qures Group Ltd

Richard G. Stead

CEO

Qures Group Ltd

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How Tears can take us from ABR to \$100m

Tears protect eyes
from pathogen ingress



Our Product

We have a unique
technology, and
means of delivery,
bringing efficacies
lacking in existing
products

Product

Hypothiocyanite

Created at point of use

Development

Enhanced stability pre and post
creation

Proof

Successful small study in URTI



The Problem

Deaths from AMR infections are rising

Forecast of >10mn worldwide by 2050*



* Reference: O'Neill reports



What payers want from a treatment for infections

Governments and Insurers

- Effective
- Fast acting avoiding - time in hospital
- Simple to administer - non-medical carers and at home
- Resistance avoided



WHAT CARERS WANT FROM A TREATMENT FOR INFECTIONS

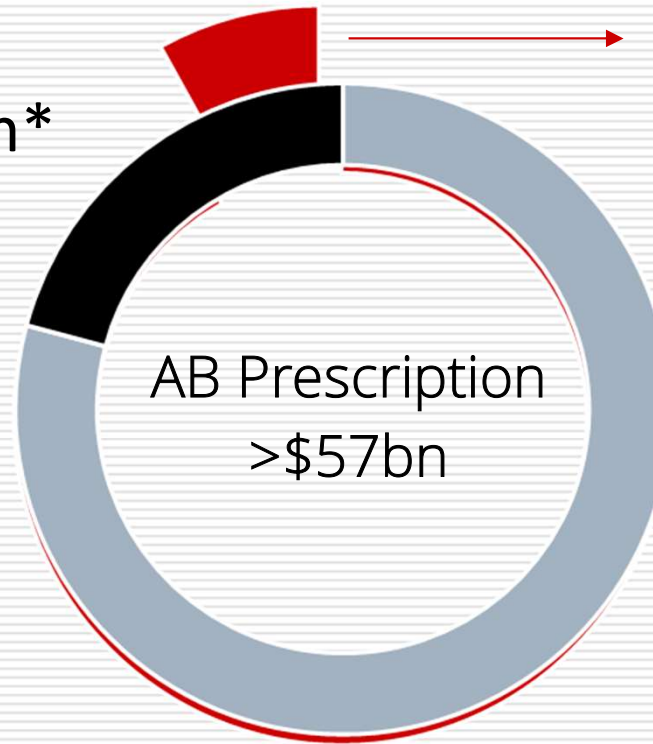
Doctors, GPs, Nurses, Health workers

- Effective
- Fast acting
- Broad spectrum effectiveness
- Simple to administer (At home)
- Resistance avoided
- Bio/Nature-identical
- Not harmful to friendly bacteria
- No adverse effects
- Cost-effective
- Complements immune system



Target Market Value

ABR Prescription is \$15bn*



Of which sales to
distributors for ABR
\$5bn*.

Our target market.

*Source: Grand View Research

**If we can achieve 1% = \$0.05bn
t/o with gp >\$0.025bn**



Growth

1. First to market for Indication A (gram-ve)
2. Secure FDA approval, thereby securing market protection



Business Models

1. Developer to Distribution to users
2. Licences to others – create our “competitors”



Summary

- Unique technology, and means of delivering it
- We satisfy application and user demands
- Modest investment of \$8-9 million
- In Year 3, exit opportunity
new funding for costs of clinical trial(s)



Do we have what they want from a treatment for infections??

YES!!!

... and more.



Can we meet the demands for ABR treatment ?

ANTI-MICROBIALS QURES

• Effective	yes/no	yes
• <u>Fast acting</u>	no	yes
• In-vivo efficacy	yes	yes
• Simple to administer	yes/no	yes
• <u>Resistance avoided</u>	no	yes
• Bio-identical	no	yes
• Not harmful to commensal bacteria	no	yes
• Absence of adverse effects	no/yes	yes
• Cost-effective	yes/no	yes/no
• Complements immune system	no	yes



Advantages/Benefits of Qures ABR treatment

- | | |
|-------------------------------------|--------------------------------|
| • Fast acting | Reduced time in hospital |
| | Reduction in lost working time |
| • Simple to administer | Can be handled by semi-skilled |
| | Home treatment possible |
| • Resistance avoided | Huge savings |
| • Not harmful to commensal bacteria | Avoid later problems |
| • Absence of adverse effects | Patient satisfaction |



Financial Programme

Years

- 1-2
- 2-3-4
- 4-5

Activity

Investment \$8

Clinical Trials

Sales T/O \$100m

GP \$50m



Team

Richard Stead	CEO	Founder
Dr Kevin Pritchard	Executive	Science
Dr Paul R Clayton	Non Exec	Medical Research
Dr Diana Garnham	Non Exec	Chair
Prof Michael Ashby	Non Exec	
Prof Neil Williams	Non Exec	
Lucy Futter	Exec	Governance and Marketing



Risks

- Slow to be granted clinical trial go-ahead.
- FDA etc do not grant marketing approvals.
- In-direct Competitors appear.
- Big pharma infringe our patents.



Next Steps

2021

- Secure funding

2022 - 2023

- Spending on research and personnel
- Regulatory programme begins

2023 - 2024

- Clinical trials

2024 /25

- Marketing approvals
- Sales start



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THANK YOU

Richard G. Stead CEO

