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# Looking Back... Moving Forward...

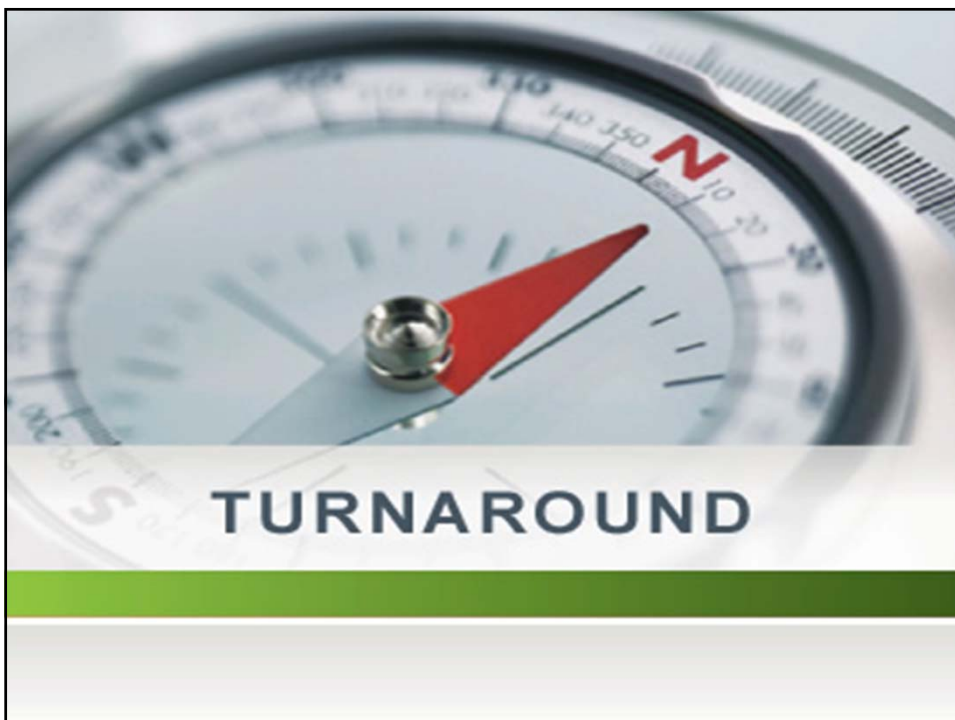
Rajen. M  
Holista Coltech (Australia) Limited





**We Survived ...**

- The global economy
- Biotech industry (global)
- Biotech industry (Australia)
- Biotech industry (Malaysia)
- Our M&A





**Actually, we have got  
better and stronger ...**

## The 3 pillars

- Develop and sell
- Share and sell
- Invent and sell

## Pillar One Develop and Sell

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Our supplement business is very  
unsexy but ...

### It Keeps Us Going ...

- Last year – AUD 6 million
- Almost doubling the business
- Planning a profit

## And Busy...

- Market leadership in several categories
  - fish oil
  - probiotics
- Launching of new products
- Testing the market

## Pillar Two Share and Sell

**Not inherent technology but of  
high value in terms of science  
and impact on humanity**

**Man's Most Mortal  
Enemy?**

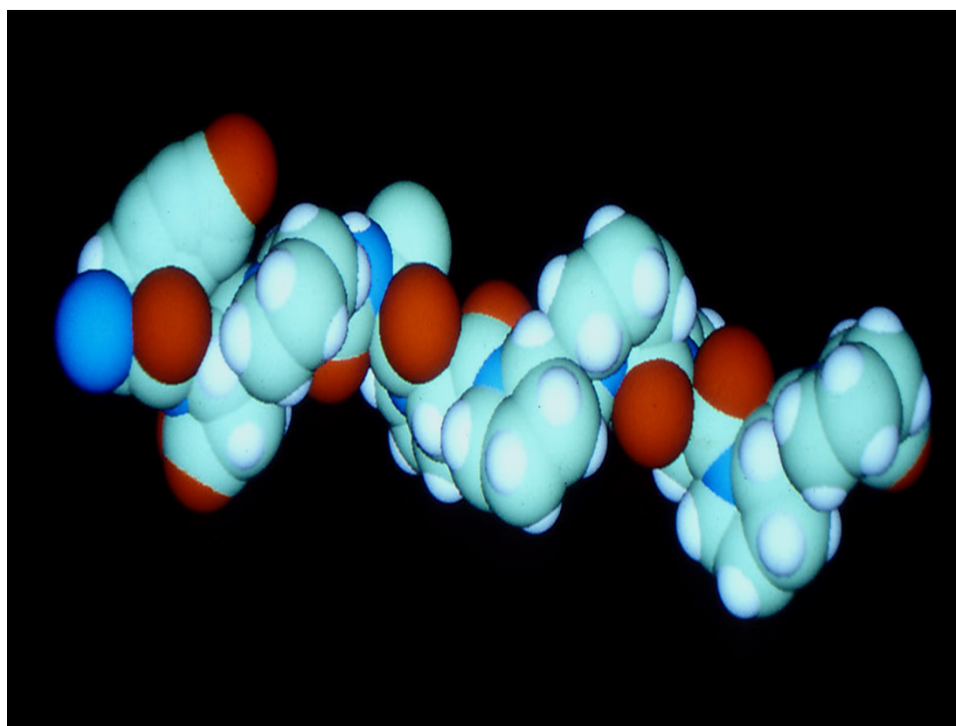
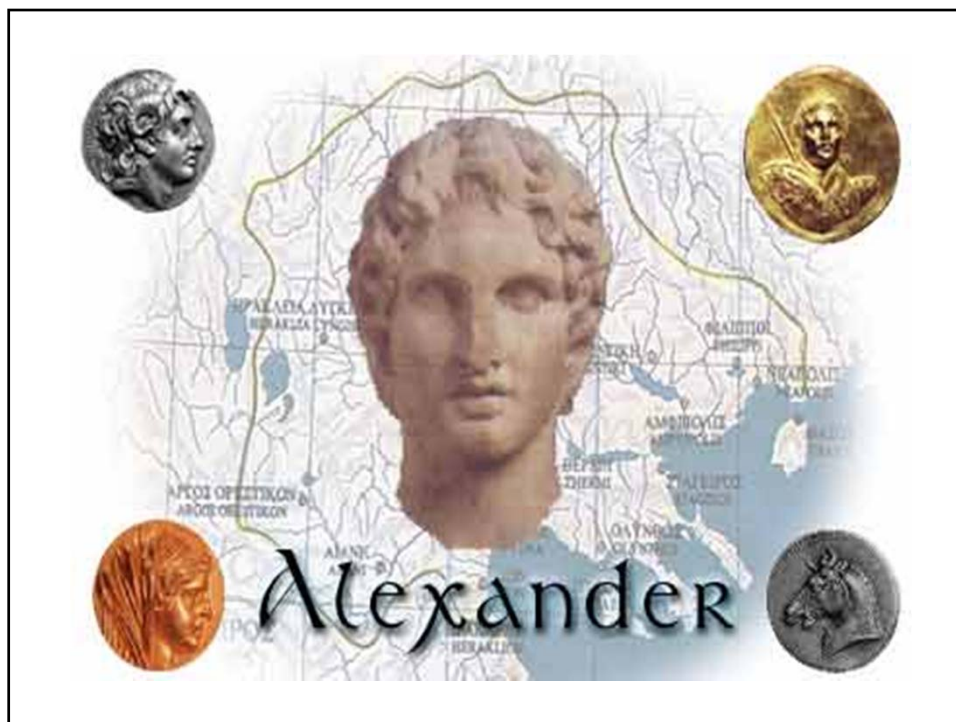




**“No animal on Earth has touched so directly and profoundly the lives of so many human beings. For all of history, and all over the globe, she has been a nuisance, a pain, and an angel of death. The mosquito has killed great leaders, decimated armies, and decided the fate of nations. All this, and she is roughly the size and weight of a grape seed” –**

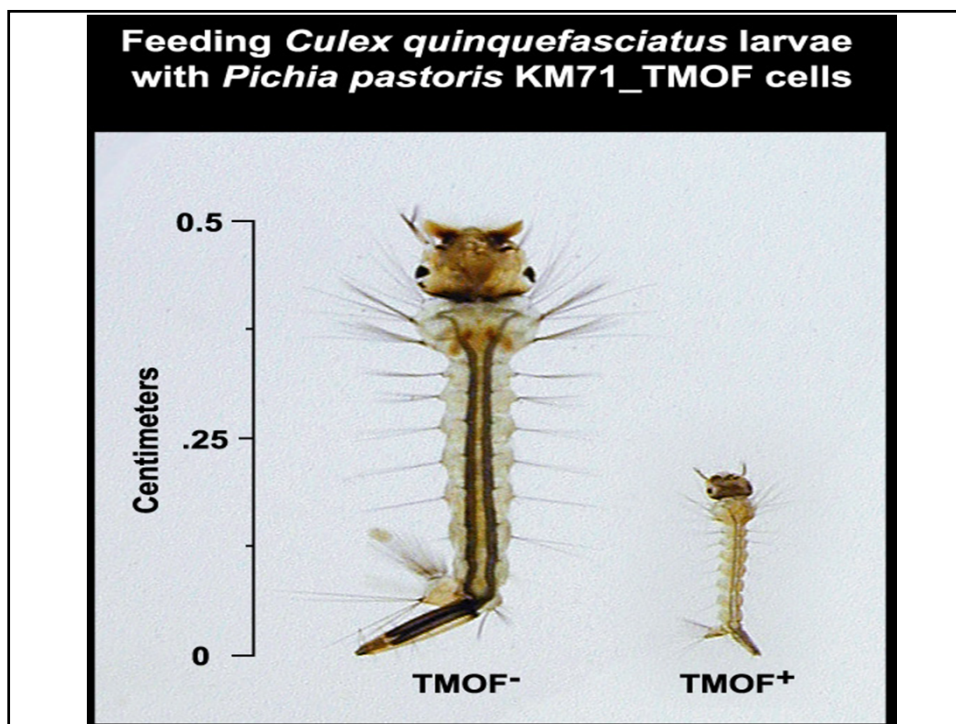
*Preface to Mosquito  
Andrew Spielman and Michael D’Antonio.*

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# TRYPsin MODIFYING OOSTATIC FACTOR (TMOF)



## TMOF

- Mosquito enzyme that blocks digestion
- Superior larvae control
- Possible government tender





**Wider license exclusivity  
- worldwide outside the  
United States**



## **Pillar Three** **Invent and Sell**

### **Collagen Business Re-engineered**

- Change of product focus
- Change of market focus
- Improving our IP
- Further R&D
- Internally financed





From medical  
and cosmetic to

**FOOD**

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Hydrolysis :  
300 kilo dalton molecule  
chopped 100 times

Food Grade Collagen

We are going to sell 150 – 300  
times more collagen per  
customer



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What we would sell in 1 day in food grade collagen will be equal to a year in what we sell in a 300 days ....

Yes ... it is 1 day versus 1 year (almost!) in terms of collagen sales

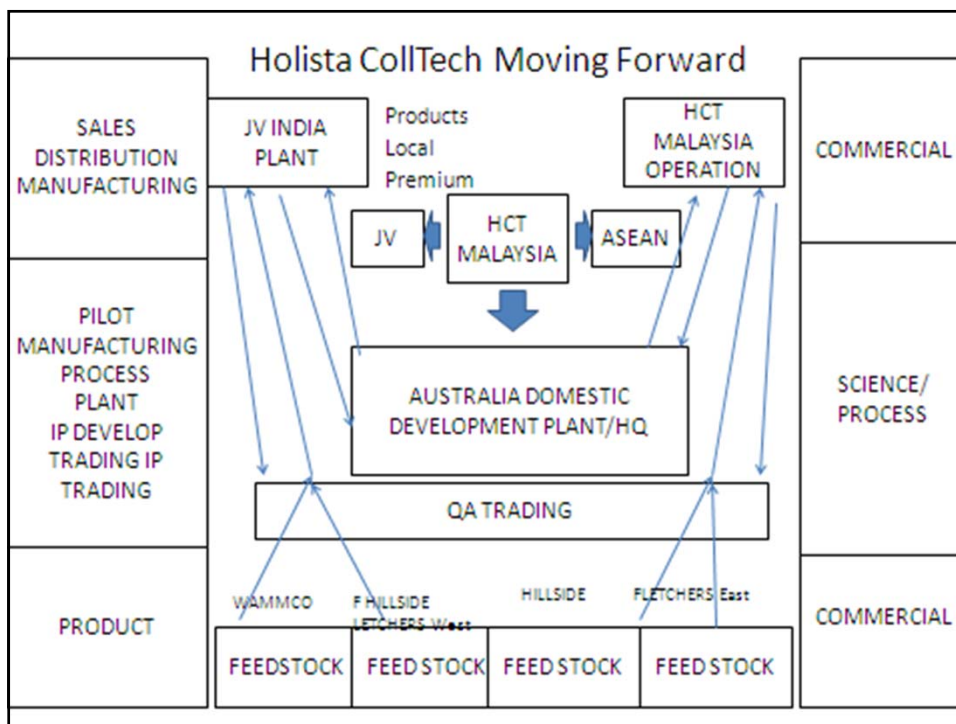
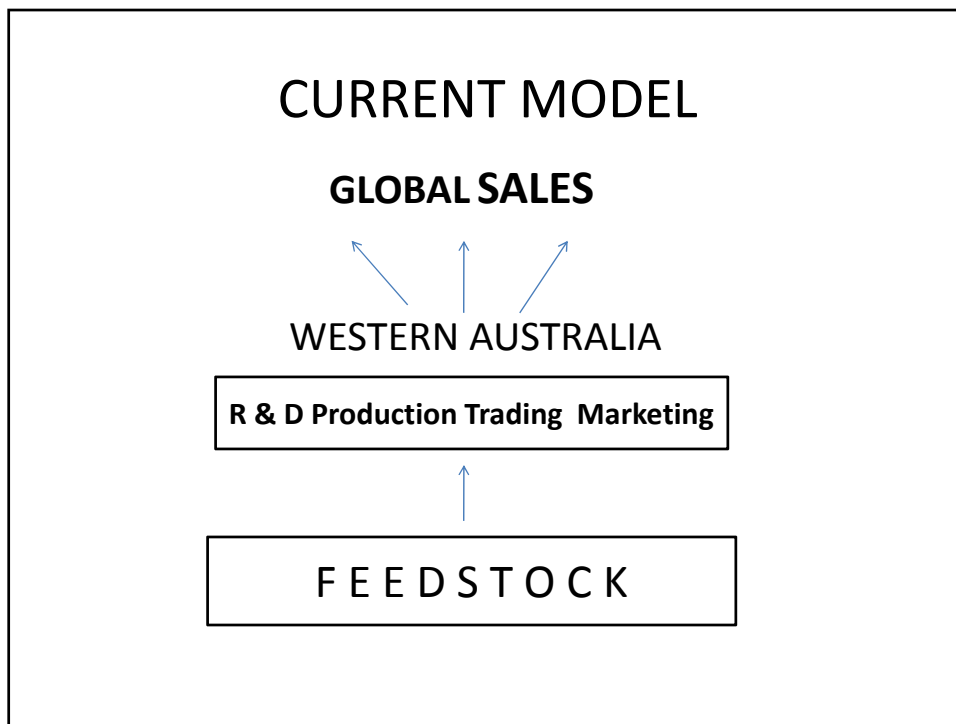
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## 300X More Collagen Per Customer



The food grade collagen market  
is in North Asia ...

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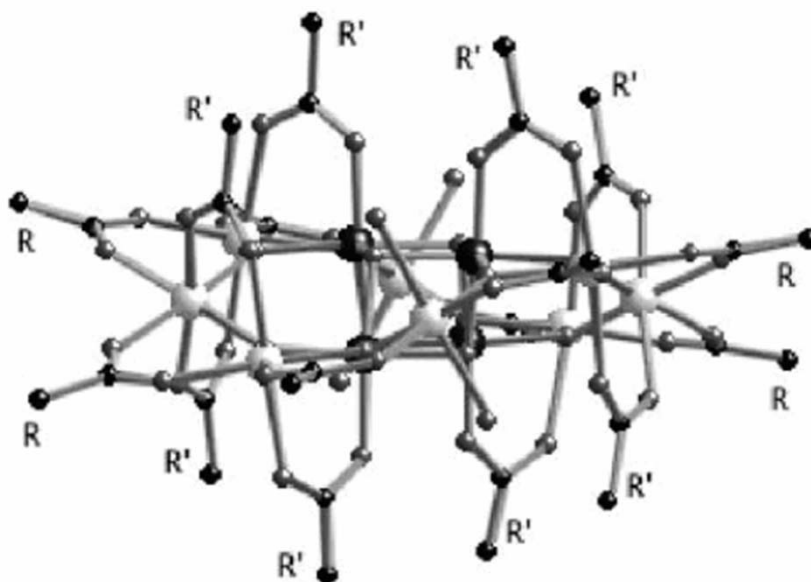
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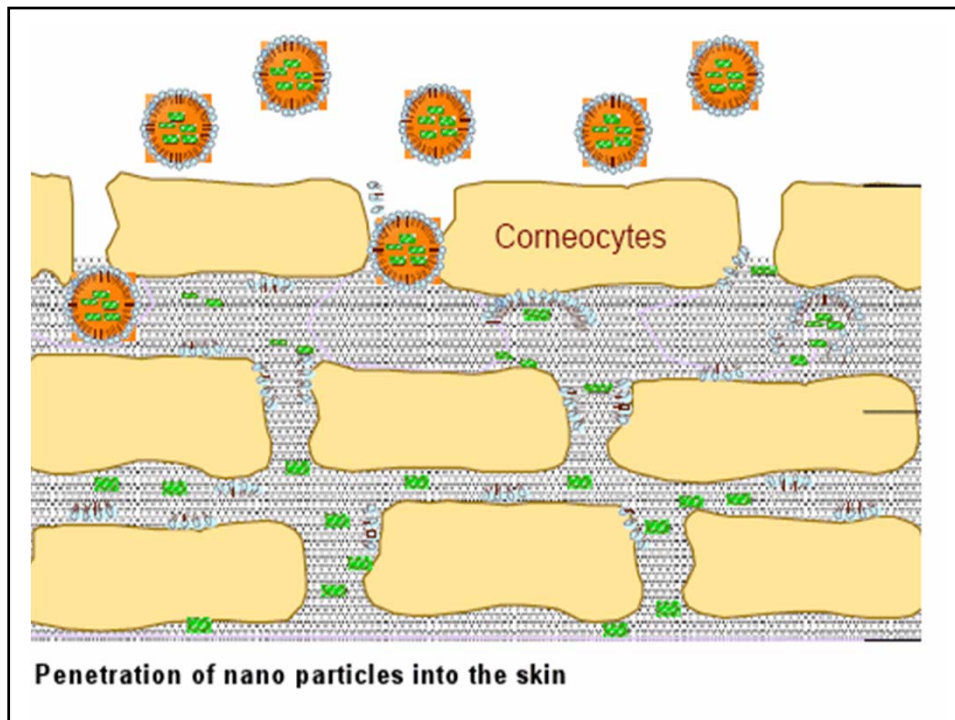
New business in sheep fat?



## What We Achieved?

- R&D
- Prototype – 3 kilo Dalton
- Proprietary “Halal” enzyme
- Pilot plant
- Collagen extraction plant
- All necessary approvals
- Internal financing





## Nano Collagen

- University of Western Australia
- Provisional patent
- University of Hamdrad
- Prototype
- True nano molecule
- Validation
- Toxicity

## Nano Collagen

- Liposome encapsulated
- Chose layer of skin
- Clinical studies
- Patent filing





Taking Our Herbal Research To  
New Heights

**INDIAN JOINT VENTURE**





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## The “Intelligent” Ingredient business ...

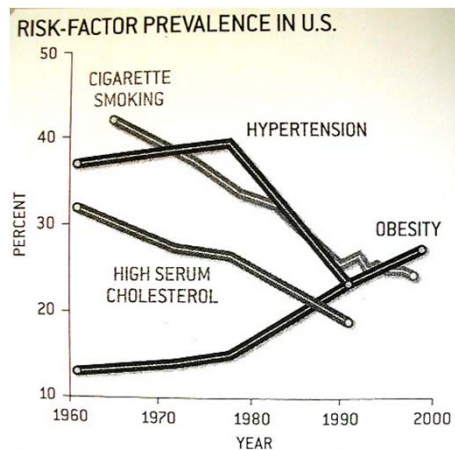
### The 4 “S” Tsunami

- Starch
- Sugar
- Salt
- Saturated fats



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## It Keeps Going Up ...



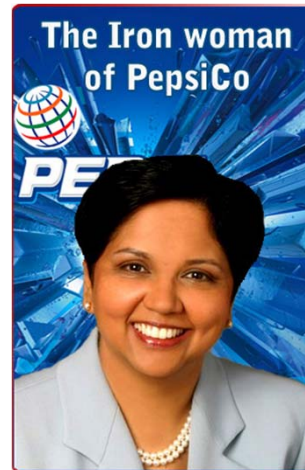
SOURCE: Centers for Disease Control and Prevention



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“By 2012, 20% of the company’s revenue will come from the “good for you” foods category”



## Our Ingredient Range

- Natural
- Generally regarded as Safe (GRAS)
- Test and proven – Oxford University
- Patented
- Possible “exclusivity” arrangement

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## Presenting Three Premier Value Adders

- Low GI Formula
- Low Fat Chip formula
- Low sodium salt substitute



## The Technology Innovators

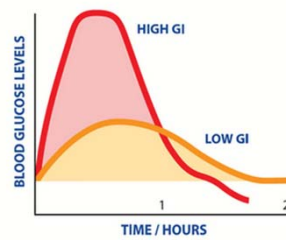


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## Low GI Bread Mix



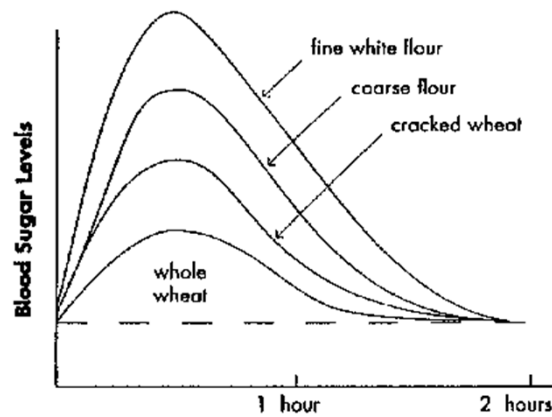
## The GI Concept



The amount of carbohydrate in the reference and test food must be the same.



## GI Modification



## Unique Approach

- Asian botanicals
- GRAS
- 1-3 % added
- No change in bread characteristics
- 40% reduction in GI
- Reproducible in all bread mixes

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We The **ONLY** Company In The  
World That Can This ...



Low Fat Chips



## The Problem

- The “fat” issue
- The “oiliness” issue
- Need to throw away “soggy” chips
- The “High GI” Issue

## Our Patent

- Asian botanicals
- GRAS
- Pre-soak
- 39% reduction in fat content
- Tested and validated in Oxford

## The Problems

- Salt in the “next sugar”
- Linked to blood pressure and heart disease
- Cheap ingredient ... “Abundant”
- Makes food taste better
- Spikes thirst

## Low Sodium Salt



**Periodic Table of Elements**

PDF (Larger) PDF (Small) PDF (A4) Periodic Table PNG About Contact Advertise Donate English (US) Go

Series Properties Orbitals Isotopes  Names  Electrons  Wide

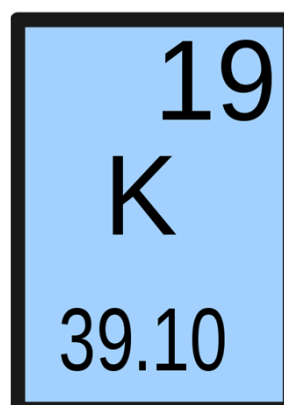
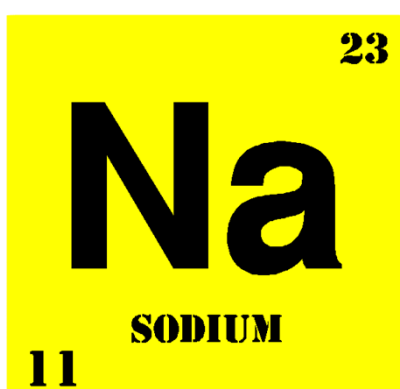
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
1 H 1	2 He 2																
3 Li 3	4 Be 4																
5 Na 11	6 Mg 12																
7 K 19	8 Ca 20	9 Sc 21	10 Ti 22	11 V 23	12 Cr 24	13 Mn 25	14 Fe 26	15 Co 27	16 Ni 28	17 Cu 29	18 Zn 30	19 Ga 31	20 Ge 32	21 As 33	22 Se 34	23 Br 35	24 Kr 36
9 Rb 37	10 Sr 38	11 Y 39	12 Zr 40	13 Nb 41	14 Mo 42	15 Tc 43	16 Ru 44	17 Rh 45	18 Pd 46	19 Ag 47	20 Cd 48	21 In 49	22 Sn 50	23 Sb 51	24 Te 52	25 I 53	26 Xe 54
11 Cs 55	12 Ba 56	13 La 57	14 Hf 72	15 Ta 73	16 W 74	17 Re 75	18 Os 76	19 Ir 77	20 Pt 78	21 Au 79	22 Hg 80	23 Tl 81	24 Pb 82	25 Bi 83	26 Po 84	27 At 85	28 Rn 86
13 Fr 87	14 Ra 88	15 Ac 89	16 Th 90	17 Pa 91	18 U 92	19 Np 93	20 Pu 94	21 Am 95	22 Cm 96	23 Bk 97	24 Cf 98	25 Es 99	26 Fm 100	27 Md 101	28 No 102	29 Lr 103	

For elements with no stable isotopes, the mass number of the isotope with the longest half-life is in parentheses.

Design and Illustration Copyright © 1987 Michael Davitt. 1999, 2000, 2002, 2007. Last updated: October 13, 2007.

The subgroup numbers 1-10 were adopted in 1988 by the International Union of Pure and Applied Chemistry. The names of elements 112-118 are the Latin equivalents of those numbers.

## Our Technology



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## The Challenge

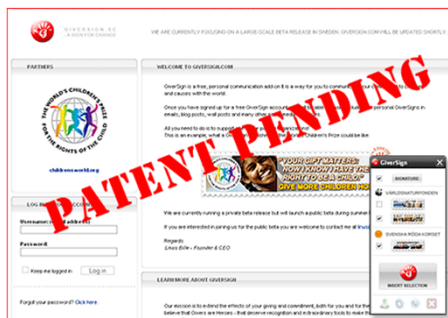
- Both monovalent atoms
- Relatively easy to “switch”
- Bitter or “metallic after taste”
- Naturally “block” the sodium channels on the tongue

## Ongoing Research At Oxford



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## Patent Being Written





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**Set the vision**

**Chart the direction**

**Execute the plan**

