

OBJ LIMITED

MAY 2017

PROVIDING INNOVATIVE SOLUTIONS TO THE PHARMACEUTICAL,
COSMETIC, SKINCARE, & CONSUMER PRODUCTS INDUSTRIES

OBJ – A SNAPSHOT

1

Medical & FMCG device technology, licensor & developer

2

Two areas of business:
1. Licensing technologies
2. Developing OBJ's own products

3

All technologies with patents applied for or granted globally

4

Outstanding commercial relationship with P&G:
- four products now licensed across skincare, beauty & grooming (SKII & Olay brands)
- second technology recently licensed to P&G
- other applications being considered inc oral health, deodorant

5

Japanese patch manufacturer collaborating with OBJ to bring the Bodyguard product development to commercial standard. Three parties interested to distribute once at commercial standard

6

Surface hygiene technology in testing with P&G & Unilever for possible later licensing outcome

7

Royalties now being received for the first P&G products. This will grow in coming quarters

8

Many immediate licensing opportunities including veterinary applications, haircare, oral healthcare with other P&G divisions

9

OBJ in discussions with two Accelerators, US & Singapore based, where OBJ has the potential to gain equity positions in online product distribution

10

Well funded (>\$5.7m cash) with limited spend

CORPORATE INFORMATION (A\$)

KEY STATISTICS (22.05.2017)

| | |
|--------------------------|-------------------------------|
| ASX code | OBJ |
| Current share price | \$0.054 |
| 52 week high | \$0.105 |
| 52 week low | \$0.054 |
| Shares on issue | ~1,770m |
| Market capitalisation | ~\$100m |
| Revenue (Half-year 2017) | \$1.44m (incl R&D tax rebate) |
| Cash (March 2016) | ~\$5.9m |
| Performance rights | (various hurdles) 82m |
| Options (Ex \$0.065) | 7.5m |
| Cash burn per month | ~\$200k (net) |

SHAREHOLDER BREAKDOWN

| | |
|---------------------------------|-----|
| Top 5 shareholders | 7% |
| Top 20 shareholders (inc top 5) | 21% |
| Management | 6% |

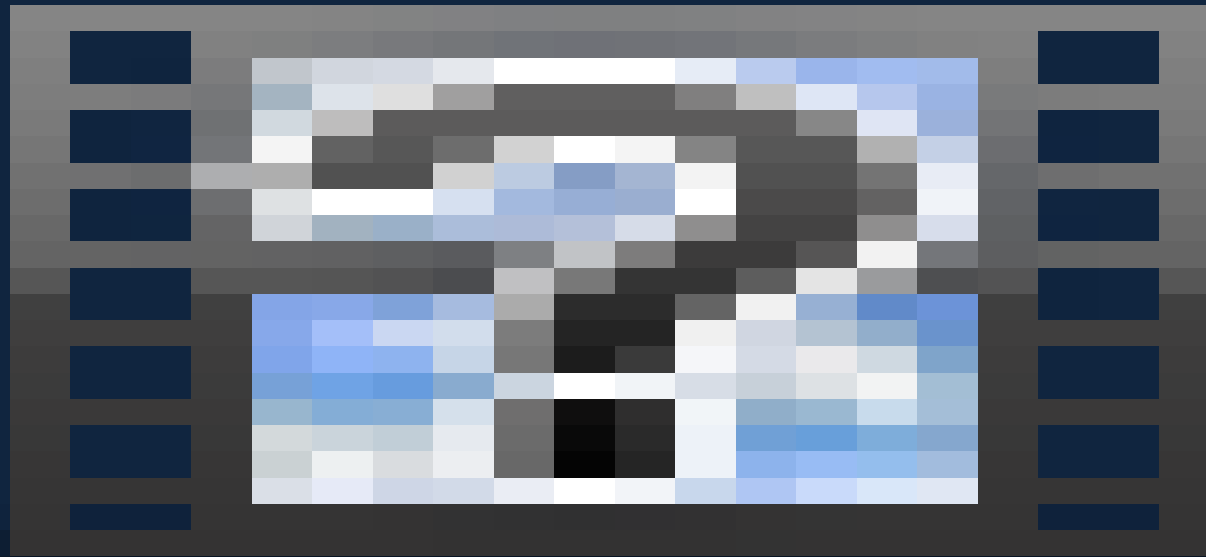
DRUG DELIVERY TECHNOLOGY



OBJ uses physical rather than chemical science to enhance product performance



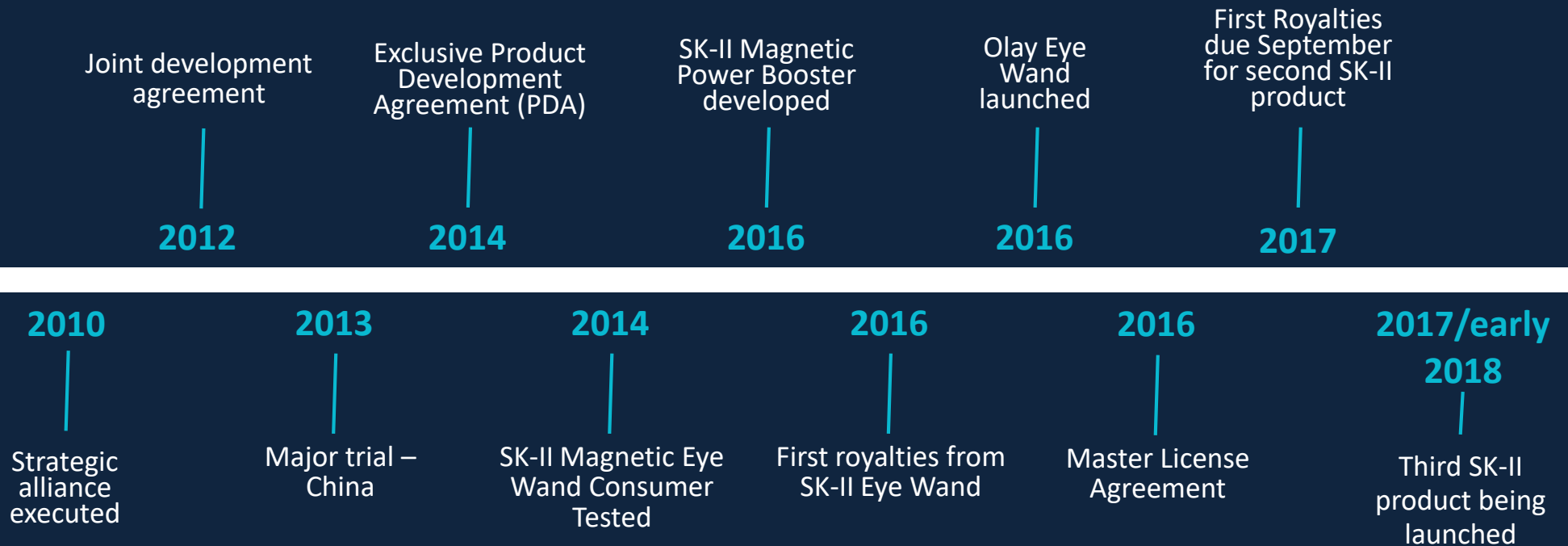
Uses weak atomic force physics to control processing in drug & ingredient delivery that limit existing product efficacy & performance



TECHNOLOGY PLATFORMS

| MAGNETIC MICRO-ARRAY TECHNOLOGY | PARTNER | PRE-CLINICAL | PRODUCT DEVELOPMENT | IN MARKET |
|----------------------------------------|--------------------------------------|--------------|---------------------|-----------|
| Skincare | P&G – exclusive | ✓ | ✓ | ✓ |
| OTC Healthcare | Pfizer, RB, Mentholatum evaluating | ✓ | | |
| Rx Healthcare | Pfizer considering | ✓ | | |
| DCE (EMULSION MANIPULATION TECHNOLOGY) | | | | |
| Skincare | P&G, J&J evaluating | ✓ | | |
| BODYGUARD | | | | |
| BodyGuard suite | Non-exclusive signed w/ Japanese co. | ✓ | ✓ | |
| SURFACE & SKIN HYGIENE | | | | |
| Surface hygiene | Unilever & P&G evaluating | ✓ | ✓ | |
| ADVANCED PACKAGING | | | | |
| Skincare | P&G evaluating | ✓ | ✓ | |

HISTORY WITH PROCTER & GAMBLE



PARTNERING & LICENSING

Pathway to profitability

PROCTER & GAMBLE
(P&G) IS THE
WORLD'S LARGEST
FMCG COMPANY



PDA executed giving P&G exclusive rights to skin care applications for the magnetic micro array – extends through to 2021



Eye Wand licensed & in-market with Olay & SKII brands



Wave II licensed product being launched in September quarter in Asia with SKII – over four hundred thousand of these devices manufactured to date ready for distribution this year with more to come



The **third product** licensed to P&G for the Olay brand is (as advised by P&G) to be launched in the second half 2017 (larger volumes than Wave II)



Second technology exclusively licensed to P&G (2017) – first stage underway (upfront payments & royalties of > \$300,000). Detailed terms of the second stage under negotiation & expected to be executed mid-2018 with expected further milestone & royalties of approx \$1m



Other applications under discussion include healthcare, deodorant & film forming mask technologies

REVENUES & CASH COLLECTION FROM P&G



THE PROCESS OF LICENSING FEE RECEIPTS

- P&G orders directly from the manufacturer. P&G sale occurs when the product containing OBJ technology leaves the P&G warehouse
- OBJ receives royalties approx. 45 days from end of each quarter. 4C report delivered up to 210 days after the start of each sales quarter
- Ramp up of Wave I expected June quarter & receipts September quarter. Ramp up of Wave II expected September quarter & receipts from December quarter (all calendar 2017)
- Receipt of first upfront payments for second technology expected in June quarter.
- **Based upon P&G's revenue guidance, OBJ expects to be able to operate the business with increasing revenues, maintaining low levels of expenditure and is not expecting to raise further capital in the immediate future to fund existing business**

OBJ 4 PART REVENUE STRATEGY

OBJ ESTABLISHED A 4 PART STRATEGY IN 2014 BUILT UPON SECURING THE FIRST LICENSEE TO VALIDATE THE TECHNOLOGY (P&G)

1.

Building up of licensing income from P&G's multiple micro array products & achieving cash flow positive position (Q1 2018)



2.

Invest in OBJ's own products & license to third parties at higher licensing fees. Second technology now licensed to P&G, Bodyguard under evaluation by three potential partners & surface hygiene under development. Cash flow is starting Sept 2017



3.

Gain equity in online product sales with "Accelerators" so that OBJ can secure wholesale pricing revenues rather than straight licensing income. Two Accelerators are evaluating the commercialisation of several products. Both have expressed strong confidence in commercialising OBJ's technologies



4.

Move into the pharmaceutical markets which are numerous – Curtin University ibuprofen clinical trial starting later 2017

OBJ's MARKETS

➤ OBJ's **skincare markets** licensed to P&G are sized at least \$12 billion dollars annually for face cleansing, anti ageing & other skin care applications

The \$2 billion **Bodyguard** market is broken into several sectors being;

-
- Vitamins, minerals & supplements
 - Natural glucosamine based applications
 - NSAID (diclofenac, ibuprofen etc)

First Bodyguard products due into market end of 2018

➤ **Second technology licensed to P&G skincare technology** will be aimed at a several billion dollar per year online market

➤ **Personalised non skincare** using OBJ's powered device technology with smart phone app is estimated also at several billion dollars per annum



ACCELERATORS

Quickly bringing products to market



OBJ is in discussions with two Accelerators, one based in the USA & one in Singapore. These entities raise capital & market & launch new innovative products online with major brands. Both Accelerators are working with P&G . Accelerators bring new products to market more quickly than the majors & provide the required capital



The US-based Accelerator is keen to commercialise one of the internally developed products of OBJ using multiple distributors. OBJ is in discussions for equity participation in the business that OBJ may secure as well as license fees. OBJ is retaining US advisors to manage the transaction



OBJ is also in discussions with a Singapore-based Accelerator regarding equity participation in an entity to be capitalised that will commercialise OBJ's technologies in conjunction with P&G

BODYGUARD CLINICAL TRIAL RESULT



Clinically shown that Bodyguard & its proprietary drug-free formulation provided superior restoration of pain free mobility in cases of chronic osteoarthritis than topical non-steroidal, anti-inflammatory gel (Novartis Voltaren)

Clinically shown to preserve joint lubrication & energy absorption during exercise which translated into superior restoration of function & greater joint pain reduction than current analgesics

Now established that OBJ's technology platforms have increased the efficacy of a wide range of therapeutic agents including vitamins, minerals, electrolytes & supplements that are significantly limited by normal first pass metabolism. Discussions well advanced with Reckitt Benckiser, Pfizer & Beiersdorf

Product design now maturing for Kneeguard – other joint treatments commencing.

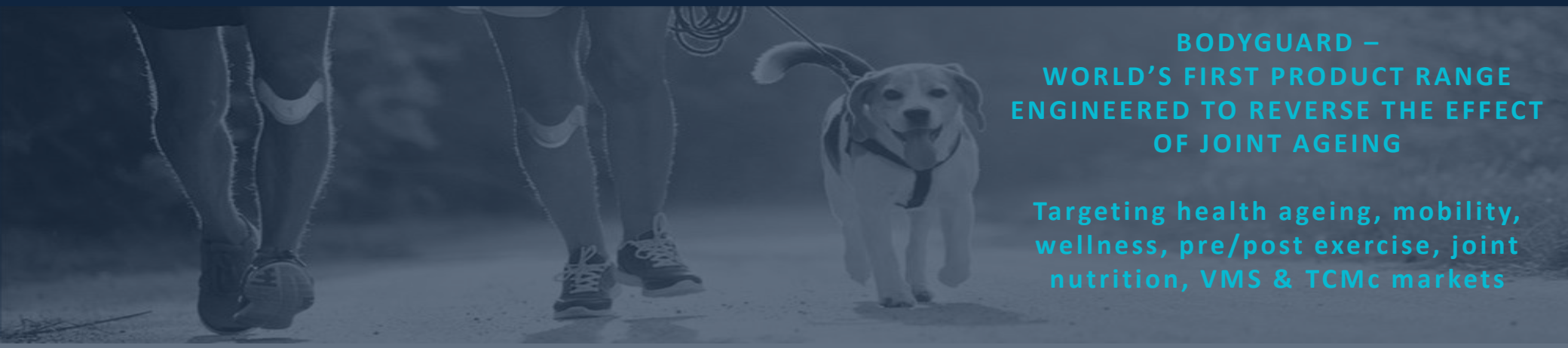
**Collaborative
Development
Agreement with
Japanese
manufacturing partner**

INTERNAL PRODUCT DEVELOPMENT – BODYGUARD

- ✓ May 2015 – commencement of trial at UQ
- ✓ Feb 2016 – results from UQ trial prove highly successful
- ✓ July 2016 – discussions advance with several potential distributors
- ✓ Oct 2016 – hydro gel formulation developed, superior to traditional drug-in-adhesive methods
- ✓ Mar 2017 – collaboration agreement signed with international manufacturing partner, will include right to non-exclusive distribution
- ✓ April 2017 – pharmaceutical clinical trial announced



- ❑ Secure Accelerator to fund & market the Bodyguard products
- ❑ Collaboration with manufacturer progresses
- ❑ Appointment of distribution partner(s)
- ❑ Confirmation of claims support / mass manufacturing capability
- ❑ Studies to optimise alternative formulations / consumer responses
- ❑ Launch of BodyGuard targeting the knee
- ❑ Expansion of the BodyGuard suite of products



**BODYGUARD –
WORLD'S FIRST PRODUCT RANGE
ENGINEERED TO REVERSE THE EFFECT
OF JOINT AGEING**

**Targeting health ageing, mobility,
wellness, pre/post exercise, joint
nutrition, VMS & TCMc markets**

Highlights



- ❑ First licensing revenues underway & expected to build through 2017
- ❑ OBJ expects increasing revenue based upon P&G's revenue guidance
- ❑ Licensed products (microarray) now being distributed by P&G
- ❑ Two additional microarray products licensed to P&G ready for distribution, two more under development
- ❑ Second technology licensed to P&G & expected to be commercialised over next 18 months
- ❑ Successful Bodyguard clinical trial completed at UQ – Japanese manufacturer engaged. Distribution discussions with three parties in different markets/market segments
- ❑ Two Accelerators in discussions to fund OBJ's technologies in conjunction with P&G
- ❑ Board of Directors being strengthened with addition of two new Directors
- ❑ All technologies patent pending or have patents granted

BOARD OF DIRECTORS



MR GLYN DENISON

Non-Executive Chairman

Glyn has more than 30 years experience in international business development including 16 years in technology-intensive industries. Glyn has worked in Europe, China, South-East Asia & Australia & has extensive networks & contacts across Europe.



MR JEFFERY EDWARDS

Managing Director

Jeff is responsible for scientific & technology development of the Company as well as business development & the Company's international partnering programs.



DR CHRISTOPHER QUIRK

Non-Executive Director

Chris has been involved for 25 years in both teaching & research at the University of Western Australia & has worked both in the public & private sector as a consultant dermatologist. Dr Quirk is a Fellow of the Australasian College of Dermatologists & a member of the American Academy of Dermatology.

NON EXEC/EXECUTIVE DIRECTORS

OBJ is presently searching for a suitably experienced Non Executive Director as well as an Executive Director with industry knowledge in the fast moving consumer goods market to boost the Board's expertise moving forward.



GLYN DENISON

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