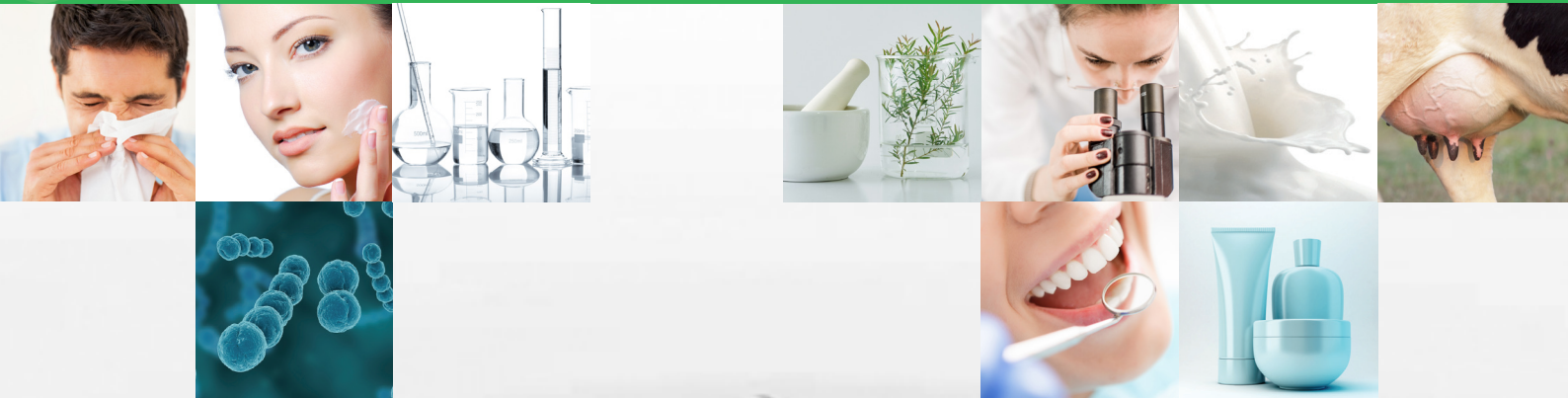
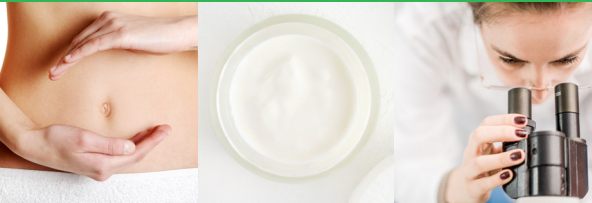


Harnessing Nature's Solutions



Quantec

Value From Every Drop.



Quantec Limited is a New Zealand-based company specialising in high-value bioactives from natural products, which are backed by solid science. These bioactives are then developed into proprietary ingredient formulations for use in finished product applications such as human health and animal health. Quantec discovered and patented IDP® its novel milk fraction, which has proven antimicrobial and anti-inflammatory properties. As part of a proprietary selective broad-spectrum antimicrobial, anti-inflammatory, and immune modulating ingredient, this formulation can be used in a variety of applications such as foods, supplements, personal care, cosmetics and animal health remedies.

Quantec has proven expertise to commercialise bioactive-based products globally in the human and animal health sectors, either through sub-contracting or joint venture relationships. Quantec is based at the Waikato Innovation Park in Hamilton, New Zealand. The Waikato Region is home to over a third of New Zealand's dairy farms. New Zealand's dairy production is almost exclusively grass-fed, pastoral grazing-based production, resulting in some of the highest content of milk solids in the world from a relatively low-stress environment.

Quantec maintains a committed and highly talented group of scientists, engineers and sales and marketing experts in both animal and human health. With decades of experience in chemistry, microbiology, animal science, physiology and engineering, this team has a proven track record of taking novel, world-first products to market.

Quantec Awards

Year 2009

Science Entrepreneur Award (Dr. Rod Claycomb)



Year 2018

Natural Health Products NZ Supreme Award
Fernmark License Programme Growth Award



Year 2019

Natural Health Products NZ Supreme Award
Cawthron Institute Innovation Award
(New Zealands first ever back to back winner)



Company History

- 1940's – 1960's
- Alex Harvey Industries (AHI)
- Plastics Manufacturing
 - World's First Herd Recording Milk Meter
- 1960's
- Carter Holt Harvey (CHH)
- Plastic Products Division
 - Relationship with world famous Ruakura Research Centre
 - Growing portfolio of milking machine products
- 1970's – 1980's
- CHH Plastic Products Growth
- Established Waikato Milking Systems
 - Developed Eazi-Breed CIDR device for controlling animal reproduction
 - Expansion into US market through Dairy Express
- 1990's
- DEC International (NZ) Ltd
- Vision to all – value to dairy through on farm technology (sensors, automation, fractionation)
 - Patented on-farm separation of lactoferrin from cow's milk using membrane technology
- 1999
- DEC International (NZ) Limited
- Hired Dr Rod Claycomb to build R&D division
 - Focal points were (1) milk sensing and (2) on-farm fractionation
- 2001
- Sensortec Limited
- World's first company focussed on milk sensing
 - Greenfield Project – world's first pastoral robotic milking project (partnership with NZ dairy industry)
- 2003 – 2005
- Milk Fractionation Project
- World's first on-farm milk fractionation robot (University of Waikato collaboration)

Quantec Highlights

- 2005
- Discovered IDP® (Immune Defense Proteins)
- On-farm fractionation prototype completed
 - IDP® milk protein patent filed
- 2006
- Quantec Limited
- Established to commercialise on-farm fractionation technology and milk protein technology.
 - Started working on Animal Health pharmaceutical applications; non-antibiotic, nil milk-withhold mastitis treatment
- 2008
- Drs Bragger and Claycomb bought the business from DEC
 - Explored expansion into Human Health
- 2009
- Mastitis Treatment patent filed
- 2010
- IDP® launched in USA
- 2011
- China IDP® product launched
- 2012
- IDP® launched in Taiwan and Japan
- 2014
- EPIOLOGY® Skincare launched in New Zealand
- 2015
- EPIOLOGY® Skincare launched in Mexico
- 2016
- Microbiome patent filed
- 2018
- IDP® Oil Emulsion patent filed
 - Launched EPIOLOGY® Skincare in Guatemala
- 2019
- Milk Bioactivity patent filed



John Birch

John is Quantec's chairman and an investor in the company. Until recently John has also assumed the role of Executive Chair primarily taking responsibility for the establishment of the Chinese subsidiary.

John's background is in the dairy industry, specifically, the construction of large dairy production factories. In recent years he has focussed on corporate governance and managing a number of diverse investments. He has a passion for companies such as Quantec who have a technical nature, a heavy focus on establishing strong IP positions and a primary goal of building commercially viable products.

At a board level John brings strong commercial skills together with a wide experience in a number of different industries.



Kate Wilson B.Sc. (Phys/Chem), M.Sc. (Hons) (Phys), FNZIPA

Intellectual Property Strategist, Registered Patent Attorney (AU, NZ)

Kate Wilson has in-depth knowledge of the dairy industry. She grew up in the Waikato, the heart of New Zealand's dairy industry and before entering the field of intellectual property worked in research at Ruakura Agricultural Research Centre - establishing strong links with world-class researchers in the dairy industry. Her links to dairy strengthened through her professional law career as a patent attorney and IP strategist where she worked closely with iconic dairy companies nationally and internationally.

Kate's involvement with Quantec began at its inception when she was involved in drafting their original patents and providing IP advice while at her firm James & Wells - which she left as Managing Partner in 2016. She was delighted to be asked to join the Board as an independent director in 2017 and has enjoyed being able to contribute at Board level and being able to learn from the other Board members.



Earl Rattray

Earl Rattray's professional career began as an Agricultural Economist prior to entering the dairy industry in the 1980's, progressing from share-milking to multiple farm ownership, and senior dairy industry leadership roles. He was a founding board member of Fonterra, New Zealand's largest commercial entity, and was the founding Chairman of the New Zealand Dairy Companies Association. He retains interests in several medium and large-scale dairy farming companies, in New Zealand, Chile, USA, Australia and India.

Earl is a Fellow of both the Institute of Directors in New Zealand, and the New Zealand Institute of Primary Industry Management. He has previously served as an external member of the Reserve Bank of New Zealand Official Cash Rate Review Committee, and currently manages his own dairy industry consultancy, Dairy Link Ltd, specialising in New Zealand and Asian dairy sector insight and analysis.

As a professional director, Earl currently holds several senior Governance roles in the Agribusiness, Infrastructure and Agri-tech sectors. He is Chairman of Animal Breeding Services (NZ) Ltd, Maclon Ltd and Binsar Farms Pvt Ltd (India). He is currently an independent director of NZ Food Innovation (Waikato) Ltd, Inframax Construction Ltd and Dairy Farms NZ Ltd.



Dr Rod Claycomb PhD

Dr Rod Claycomb is Quantec's Co-Founder and Innovation Director. He has an extensive background in the dairy industry, filling roles from pure and applied research through commercialisation. Prior to Quantec, he was the founding CEO of Sensortec Ltd, a company set up to develop and commercialise sensor technologies for the measurement of biological components in fluids, particularly milk. His areas of expertise include bioactives, biosensors, agritechnology and R&D business management.



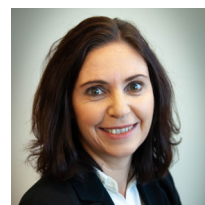


Raewyn McPhillips MBA, PGDipMgtSt, PGDipBusAdmin, BSC

Chief Executive Officer

Raewyn McPhillips took over the role of Quantec CEO in 2018, joining the company after several years as International Trade Manager at Tatua Dairy Co-operative. Prior to that she held leadership roles in strategy and operations, supply chain and business improvement at Waikato District Health Board and multinational dairy co-operative Fonterra.

Ms McPhillips has a strong background in both business and science, beginning her career as a laboratory technician before moving on to technical and programme management roles at Kiwi Co-operative Dairy Company (now Fonterra). She has held positions in both the public and private sectors across key business areas including strategy and operational functions, international trade, business improvement, policy management, knowledge management, supply chain, and sales and marketing.



Dr Judy Bragger PhD

Dr Judy Bragger is Quantec's Co-Founder and emeritus Senior Scientist, before retiring after nine years with Quantec. Dr Bragger led Quantec's research into the properties and commercial applications of natural bioactives. Her extensive research experience is in biochemistry and microbiology, having worked for more than 12 years at the University of Waikato studying thermophilic organisms isolated from hot springs for thermostable enzymes useful for commercial applications, and working on a collaborative project with research groups at Fonterra Research, Massey University and IRL.



Dr Colin Ogle PhD

Dr Colin Ogle is Quantec's Technical and Regulatory Manager for regulatory affairs. Dr Ogle has been involved with R&D and registration of animal health products in New Zealand, Australia and United States through his entire career and has worked in technical support of the manufacture and quality control of these products. He has also specialized in analytical laboratory support for leading research institutes such as HortResearch and NIWA Ecosystems, and has an interest in medical applications of chemistry. His key role at Quantec is to lead the animal and human health technologies from feasibility through to global registrations.



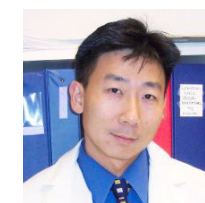
Dr Katharine Adam PhD

Katharine Adam is a Microbiologist at Quantec Ltd. Katharine's role involves researching the properties of Quantec's Immune Defence Protein (IDP) and developing new applications for it. Believing there is always more to know, Katharine holds four degrees, three in science and one in psychology (just in case the microbes start getting ideas). Katharine has a lifelong interest in food and small things, she once won a prize in a fishing competition for the smallest fish, it was 17 mm long. Katharine has served on the organising committee for the New Zealand Microbiological society's annual conference and recently finished her third term as a Board Member for Wondernauts early childhood education centre. Outside work, Katharine enjoys baking with her daughter, and eating with her husband.



Kirin Tsuei

Kirin stands at the forefront of fastest growing segment trend: Preventative health and wellness in US, New Zealand, Taiwan and China. He's spent the last 14 months in China as General Manager of Quantec's Chinese subsidiary. Prior to entering the Chinese market, he spent five years with New Zealand Trade & Enterprise in Taiwan where he helped numerous New Zealand biotech companies enter the Taiwan market. He also has experience with global pharmaceutical and consumer health with Mead Johnson and Novartis. Kirin is a US registered dietitian and graduated from University of California in Davis. A pragmatic thinker with deep life science knowledge, he understands various market opportunities in product development. Kirin has a large and professional network of experts from different specialized backgrounds in FMCG, medical nutrition and cosmeceuticals.



Jon Curran BMS, MAF

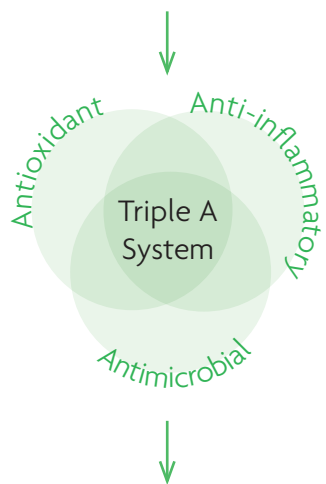
Jon Curran started with Quantec in March 2019. Jon has practised as a Chartered Accountant and has held financial management roles in commercial, not-for-profit and Council-controlled organisations. Jon has recently returned to the Waikato after spending seven years working in Wellington, New Zealand. Prior to working for Quantec, Jon held the positions of Chief Financial Officer for Waikato Regional Airport Limited and Chief Financial Officer for H. G. Leach & Company Ltd, a company with activities in waste management, quarrying, transport and contracting. Jon was also a Director for H G Leach Fiji Ltd. during his time with that company. Jon enjoys time in the outdoors and has competed in many multisport and triathlon events.





IDP® is a patented formulation based on milk bioactive proteins, that is extracted from pure natural milk. IDP® is produced as an innate immune complex by the cow as a defensive shield against infection and inflammation, protecting both the mother and the calf.

A uniquely powerful and synergistic Triple-A Action
(anti-inflammatory, antioxidant, antimicrobial).



Supports good bacteria flora
Selects to kill bad bacteria

IDP® Barrier Function

Oral

Used in gums, pastes, rinses or gels for cleaning and soothing the gums or cheeks to maintain oral health.

Throat

Used in lozenges or sprays for soothing the surface of the throat to help sore throat and reduce redness.

Skin

Used in topical formulations for reducing bacteria and redness or irritation.

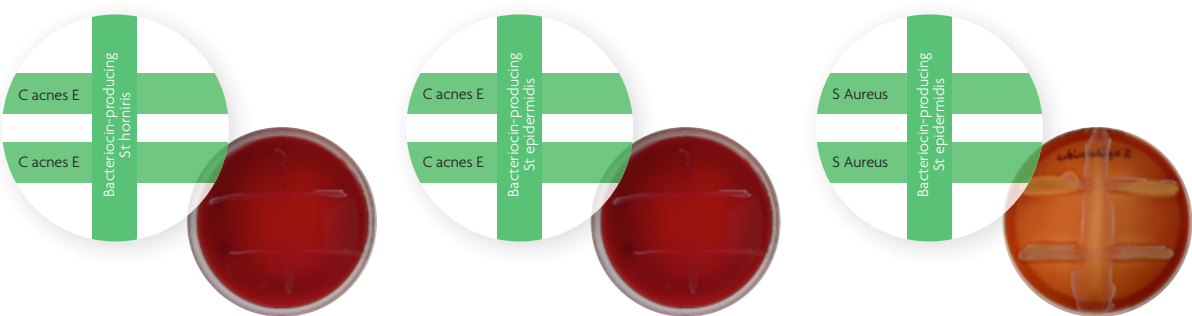
Gut

Used in powder, tablet, liquid or capsule form for promoting a healthy digestive system.

IDP Global Patents

Family	Platform	Patents	Status
Cationic Fraction	IDP	NZ547859, NZ565229, NZ574229	Granted
		AU207255983	Granted
		US12/304108	Granted
		CA2687890	Granted
		UK547859	Granted
		GE547859	Granted
		FR547859	Granted
Microbiome Support	IDP	NZ719276	Filed
		PCT/NZ2017/050043	Filed
Milk Bioactivity Testing	IDP	NZ742157	Filed
IDP Oil Emulsion	IDP	NZ744458	Filed

Microbiome Support – Skin Microbiome



- Bacteriocin-producing S epidermidis inhibits pathogenic S aureus strains extremely well.
- Non-selective antimicrobials, such as benzoyl peroxide, effectively kill both commensal and pathogenic organisms, thereby taking away the skin microbiome's ability to support healthy skin function.
- Ideal antimicrobial activity combines a selective approach and a supplementary antimicrobial functionality.
- Such microbiome support is true for any surface of the body, even internal surfaces of the mouth, throat or gut.

Opening up shop in China totally different ball game

Waikato dairy biotech company about to take step up with 'woofie' physical presence, writes **Andrea Fox**

Doing business in China for six years has taught Waikato dairy biotechnology company Quantec a textbook of lessons, now it's taking that learning to the wire.

Quantec, which specialises in high-value bioactives from natural products developed into proprietary ingredients for use in finished human and animal health applications, is moving from selling products in China to setting up shop there.

Following its own advice that a Kiwi company venturing into China should control its own destiny – which means avoiding joint ventures – Quantec has registered a 'woofie', business slang for a Wholly Foreign-owned Enterprise (WFOE), one of just a few New Zealand dairy companies to do so.

A WFOE is a company established in China but wholly owned by one or more foreign investors. The WFOE's job is to be Quantec in China. Appointment of a general manager is imminent.

The Hangzhou-based WFOE will control distribution of Quantec's IDP immune defence proteins patented and trademarked products, and

status is essential for the company to sell to hospitals and pharmacies. The WFOE will own employment and set up headquarters.

The groundwork for getting Quantec to this stage in China has been done by Birch and founder and managing director Dr Rod Claycomb. The pair have been regular visitors to China over the years, 'rolling up our sleeves, meeting people'.

'We've made mistakes and picked ourselves up again. There's been a lot of organic learning,' said Birch.

One mistake was being seduced by the common view it would be easier to do business by having a Chinese partner.

Quantec's joint venture (JV) lasted one board meeting. Conflict between the Chinese on the other side of the table couldn't be resolved and given China's mind-boggling requirement that director decisions must be unanimous, Claycomb and Birch felt extremely lucky common sense prevailed so they could exit, as they might still be negotiating a way out years on.

'Being involved in a JV can mean you're a passenger in a culture you don't understand,' Birch said.

'We're starting to feel we're walking. We've gone through the toddler stage, we understand the market pretty clearly. We're developing deeper relationships which allow us to get very good professional advice.'

Quantec's physical move into China was paved by forming a Hong Kong registered holding company which would be the sole shareholder of its WFOE.

China, but acknowledge getting it right is probably easier for a nimble firm with empowered local agents and decision makers than a big corporate sending middle management there to do basics such as opening a bank account, which can be a challenge in itself.

They found a 'solid' distributor for IDP whose territory was the two and a half cities, massive enough markets without trying to take on Beijing or Shanghai.

Good legal advice was essential, Birch said. An early sign a relationship is downwell is 'they keep talking and the actual transaction never crystallises'.

'Valuable at home, the signing of a contract would appear to be just another phase in the negotiation,' Claycomb said. Another essential is a translator who understands the nuances of Chinese communication, which doesn't mean a Westerner who speaks Chinese. That person should understand the business well.

Birch: 'A mistake people make is planning for the future too much, paying for big promises when they only need a desk. You must have a business plan to register a business, and we started off small.'

The pair say China's business practices are every bit as sophisticated as New Zealand's – they're just very different.

'They've been diligent about protecting Quantec's science-backed IDP trademark is a minefield,' said Claycomb. 'China is one of the only countries with a first-to-file rule instead of first-to-use.'

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DAIRY NEWS

NATIONAL WORLD OPINION AGRIBUSINESS MANAGEMENT FARM HEALTH MOTORING RURAL LIFE

Wednesday, 11 April 2018 12:55

Natural health a winner for firm

Written by Rural News Group

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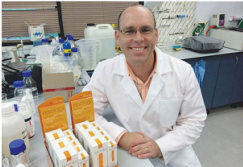
The Hamilton dairy biotech company Quantec won the supreme award at the recent Natural Health Products NZ annual awards in Nelson.

The event recognised the successes of New Zealand companies developing, manufacturing and exporting natural products, functional foods, complementary medicines, 'cosmeceuticals' and 'nutraceuticals' industries.

The supreme award acknowledged Quantec as the best overall entrant in the four awards categories open at this year's event.

Quantec chief executive Dr Rod Claycomb says it's great to be recognised.

"We've experienced sustainable growth over the past nine years – a factor I imagine played a part in us receiving this award.



Quantec chief executive Dr Rod Claycomb.

THE COUNTRY

25 Mar, 2018 12:48pm

Quantec to put years of China business lessons to the test

25 Mar, 2018 12:48pm

Quantec to put years of China business lessons to the test



Rod Claycomb, managing director of Quantec, (left) and John Birch, executive chairman of Quantec (right). Photo / Alan Gibson

NZ Herald

By: Andrea Fox

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OTHER SECTORS - 11 April 2019

Gut health at heart of biotech success

by Richard Rennie

The Quantec management team with their natural products supreme award are, back from left, Cici Zhao, Dr Katharine Adam and Dr Colin Ogle with, front, Dr Rod Claycomb and Raewyn McPhillips.

Chinese consumers' understanding of the brain-gut health axis is paying dividends for Hamilton biotech firm Quantec following the launch of an award-winning nutrition drink. Co-founder Dr Rod Claycomb and chief executive Raewyn McPhillips spoke to Richard Rennie about the exciting potential of some of the company's patented ingredients.

QUANTEC took out this year's supreme award from the natural health products industry for the second time in as many years, making it the only company to do so.

It is a reflection of the recent success the company has enjoyed following the launch of its milk protein and flax seed oil drink on the Chinese market.

Chief executive Raewyn McPhillips said the award was hard-earned with a product posing significant technical challenges.

It took the combined expertise of seven companies to see it finally make the shelf in China.

Everything from packaging, which is a state-of-the-art, high-value squeeze container, to the tricky science behind combining an oil (flax seed) with an aqueous milk protein took the development to a new level in terms of complexity.

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Launch into China a mint deal

Quantec has signed a major deal to sell its patented milk protein ingredient – IDP – to Auckland-based NZ New Zealand.

NZ New Zealand has secured exclusive rights to the unique ingredient for use in oral care and infant care consumer products manufactured in New Zealand and exported to China.

NZ New Zealand's first IDP-based product will be a mint to fight halitosis, launched under its existing Purel brand.

The company also plans to capitalise on IDP's proven ability to kill bad bacteria in the mouth and reduce inflammation by manufacturing a flavoured chewable tablet for Chinese children to boost their oral health.

The general manager of Auckland-based NZ New Zealand, Lavinia Huang, says, 'Purel was IDP-based products as a springboard into the Chinese market for oral health products that address the cause of bad breath and boost people's immune systems.'

'Purel and Quantec share a desire to deliver high-quality, safe and healthy products manufactured in New Zealand into the Chinese market.'

Products were initially launched at a major baby and infant products expo in Shanghai from 17-19 July and then rolled out progressively to other cities and regions including Beijing, Hunan, Hubei, Jiangsu and Zhejiang. They will be sold online as well as in baby care shops.

Based at the Waikato Innovation Park in Hamilton, New Zealand, Quantec is a company specialising in the discovery and commercialisation of high-value bioactives from natural products.

In 2006, Quantec discovered and patented its novel milk fractions, comprised of native immune defence proteins (IDPs), that has proven antimicrobial and anti-inflammatory properties.

Founder and managing director, Dr Rod Claycomb, explains that IDP 'is a unique ingredient in that it is naturally derived from fresh milk. Plus, when used in an oral care product, IDP targets and kills organisms responsible for bad odour but leaves healthy mouth organisms unharmed.'

Quantec and NZ New Zealand have worked together extensively to develop some unique formulations, scope the Chinese market and test consumers' attitudes toward IDP-based products.

Dr Claycomb says, 'We've been working with NZ New Zealand for over a year to test the Chinese market and prepare for market introduction. As a result of time spent in-market, Quantec projects China has the potential to be a \$2m market for us.'

'Chinese consumers look very favourably on New Zealand dairy products and we expect Purel's mint and chewable tablets to fulfil a real market need.'

'Several years ago we were fortunate to secure New Zealand Trade and Enterprise funding for expert growth, which has been invaluable in helping us to get to this stage. That funding allowed us to engage international marketing consultants, publicise Quantec and IDP in China and attend Chinese trade shows.'

The terms of the deal between Quantec and New Zealand New Zealand remain confidential.

Above: NZ New Zealand trade fair stand in Shanghai.


IDP's chewable tablets for oral health.

MAGIC MUSIC

HOME

NZ Scientists acne discovery


30/06/2017



Scientists at New Zealand based biotechnology company Quantec Ltd have filed a patent on a new discovery related to acne prevention. It has discovered its patented ingredient IDP, which was developed by the company in 2009, fights bad bacteria on the skin's surface while maintaining the health of the skin's microbiome. IDP is sourced from New Zealand cow's milk. While most of the time bad bacteria within the microbiome will not cause problems, sometimes the bad bacteria can cause infection. If bad bacteria multiply, they can gain a foothold and can invade other places on the body where it doesn't normally reside. This is what is happening when you get pimples on your skin, James talks with Dr Rod Claycomb Managing Director, Quantec and Epilogy.

WAIKATO BUSINESS NEWS

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Global market growing for award-winning Waikato firm

BY RICHARD WALKER ON 30/04/2019

WAIKATO AGRIBUSINESS NEWS

The awards keep coming for a Waikato firm that has a growing presence in China and is eyeing Latin America for its natural health products.

Quantec has taken out the supreme award at the annual Natural Health Products NZ awards for the second year in a row, also adding the Cawthron Institute Innovation award.

It won with a nutraceutical that combines flaxseed oil with bioactive dairy protein.

Milk Protein & Flaxseed Oil Laitap quickly sold out its first 90,000 run in China, and a second run will soon be ready to go.

Established in 2009, Quantec specialises in extracting high-value bioactives from natural ingredients which are developed into proprietary formulations for use in human and animal products. Its patented IDP product is used by its customers to make products such as dietary health supplements and skincare products.

IDP® Milk Protein Powder Drink

- Rebalances healthy gut flora
- Strengthens immune function
- Supports digestive health



Flaxseed Oil and IDP® Bioactive Milk Protein Immune Gel

- Boosts immune health
- Supports gut comfort
- Supports joint health and mobility

A product for both brains

First Brain



Second Brain



IDP® Makes EPIOLOGY® Distinctive

- Protects the skin
- Clinically proven to reduce acne blemishes (equal to the one of the leading OTC indications)
- Proven to decrease skin's redness and irritation
- Supports the skin's microbiome
- Patented and natural bioactive complex
- Free from harsh synthetic active ingredients
- Gentle enough for sensitive skin (no synthetic chemicals and minimal ingredients)
- Ideal "first step" for mild to moderate indications
- Improvement in redness and irritation makes it an ideal complement to prescription remedies for more severe indications.





EPIOLOGY® Anti-Acne Foaming Cleanser

EPIOLOGY® Anti-Acne Foaming Cleanser is an SLS-free foaming cleanser. Designed to work as a pre-wash cleanser before applying EPIOLOGY® Advanced Anti-Acne Cream. Assists in the prevention of acne by gently cleansing the skin, removing the build-up of excessive oils and killing acne causing bacteria. The EPIOLOGY® Anti-Acne Cleanser contains moisturisers and is pH balanced to minimise stress on the skin.



EPIOLOGY® Advanced Anti-Acne Cream

EPIOLOGY® Anti-Acne Cream contains the patented anti-bacterial ingredient IDP®, a uniquely powerful natural defense shield shown to eliminate the spread of acne bacteria, reduce skin redness and irritation and promote wound-healing. EPIOLOGY® Advanced Anti-Acne Cream naturally soothes the burning and itching associated with acne, leaving the skin clearer.



EPIOLOGY® Spot Gel

EPIOLOGY® Spot Gel is a discreet colour and fragrance-free formula containing double the strength of the patented natural ingredient IDP®, which has powerful anti-bacterial, antioxidant and anti-redness activities. Dermatologist recommended and suitable for all skin types the powerful gel formula penetrates deeply to prevent formation of pimples and reduce scarring.



EPIOLOGY® Advanced Recovery Mask

EPIOLOGY® Advanced Recovery Mask is a revitalising mask containing the patented ingredient IDP®, which rescues and restores troubled skin caused by acne breakouts. It is designed as both a preventative solution and a recovery solution that can be used weekly for a more time-intensive solution, in combination with daily use of the EPIOLOGY® Cleanser, Cream and Spot Gel.



The New Zealand Factor



Known around the world for its high quality dairy products, New Zealand has earned a reputation for clean, safe products that comply with rigorous health and safety standards. The country is also widely regarded as leading the international farming community in animal welfare and agricultural sustainability.

Quantec[®]

Value From Every Drop.

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