

OTC Markets Group

From OTC markets, global headquarters in lower Manhattan, you are listening to the OTCQB podcast, featuring the innovators, entrepreneurs behind the companies that trade on the venture market. Joining us today is Dr. Stephen Ponnampalam the Chief Medical Officer of Bionexus Gene Lab Corporation that trades on our OTCQB Venture Market under the ticker BGLC based in Malaysia. Bionexus is a molecular diagnostics company focus on providing services to detect early diagnosis of common diseases and assist with personalized health management. Dr. Stephen, thanks so much for joining us today.

Dr. Stephen Ponnampalam

Thank you for having me Cecilia,

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Dr. Stephen, tell us a little background about your professional experience and how you got involved with Bionexus.

Dr. Stephen Ponnampalam

Well, I'm actually both a physician and a scientist. Uh, I did my PhD first at Indiana university Bloomington Indiana before doing my MD. My PhD is in biochemistry, but involved a lot of work in molecular biology, especially in the area of gene regulation where investigated, how a photo synthetic bacterium regulated its genes in response to oxygen, tension and light intensity. I also worked at the Cleveland clinic and case Western reserve university in Cleveland, Ohio at both I focused on studies on gene regulation at the Cleveland clinic. My research focused on gene regulation in heart disease, specifically on how damaged to the blood vessels lining the heart cause and activation of gene expression in several molecules, such as cytokines interleukins growth factors, vascular smooth muscle, and how these contribute to the initial formation of the atherosclerotic plaque, which have left unchecked can cause a heart attack. I got involved with Bionexus in the year two seven at the invitation of the current CEO, Mr. George, who was a friend of the late professor C whom I met in Toronto Canada in 2011, I was sent to Canada by my research institution in Malaysia to learn about the early detection of gene expression in blood termed blood omics. From there, I was able to learn this technology and transfer to Malaysia.

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Give us an overview of your services and technology.

Dr. Stephen Ponnampalam

Well, we use RNA technology to detect the very earliest changes in a disease process. Our bodies are in equilibrium. So as to say in a balanced state, when a disease develops, there are very subtle changes that affect this balance. And that is detected in our blood. As blood is present everywhere in our bodies, the changes can be detected via a measurement of a specific RNA called messenger RNA, which can be detected readily from white blood cells. This is the core of our technology. We used this technology to detect the earliest changes that diseases specifically cancer. Our initial application of this principle was in colorectal carcinoma, but we have now expanded it to include, uh, 11 disease panel to detect early changes in nasal pharyngeal carcinoma, lung, breast, gastric, liver, prostate ovarian, and of course, colorectal cancer, other diseases too, such as, uh, um, ulcerative colitis and Crohn's disease. And also osteoarthritis.

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What is your competitive advantage in the biotechnology space and how do you plan to globally commercialize your technology?

Dr. Stephen Ponnampalam

Yeah. While our company believes that there is no similar commercialized screening for 11 diseases, you using RNA analysis, we believe that our blood screening protocol for disease detection could be utilized in conjunction with other medical procedures, such as blood or urine tests, imaging studies and biopsies. We are not in competition with these other medical procedures, which have been in the industry standard for many years, but rather to work together with them for the benefit of the patient. We believe that we have a number of competitive strengths compared to these other health diagnostic tools. Firstly, our screening is non-invasive other than a simple blood draw, unlike biopsies in one test, we can screen for 11 diseases together. Unlike conventional diagnostics, where one test can only detect one disease. Most importantly, our screening provides a predictive risk assessment for developing the 11 diseases. Most other disease detection, procedures detect diseases already present in the body.

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Dr. Stephen Ponnampalam

And in most cases in the final stages of the disease, making it difficult to treat or reverse with our analysis, patients are able to monitor the development of these diseases in the future through further medical testing, including using our protocol. In addition, patients are able to make adjustments to their lifestyles in an effort to reduce the risks of developing these diseases. Lifestyle changes may include reduction or changes to the diet smoking cessation, alcohol reduction and implementation of an exercise program. We plan to globally commercialize our technology by expanding our tests first in the Asia Pacific region, and also in north America, this would involve making doctors and other healthcare personnel more aware of our technology and the benefits of early detection of disease, especially cancer. We plan to engage these stakeholders through all means possible, including the internet and via virtual presentations and seminars

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As the world faces new social and economic challenges with COVID 19, how has this affected your business strategy for 2021?

Dr. Stephen Ponnampalam

Oh, well, as, uh, we have all been impacted by the COVID 19 pandemic and our company specifically has been affected, um, by, in terms of reduction in our samples for testing, especially our testing of cancer. As patients are more reluctant to go to our hospital during a movement control order, we have had some disruption in our supply chains with reagents, taking a longer time to arrive and increased shipping costs on the other. We have also started doing testing both by rapid tests and RTQ PCR for COVID 19, which we would've not otherwise done. And this has actually brought us significant income. We will continue to do our cancer testing and we plan to expand to other molecular diagnostic testing. Uh, later this year,

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Bio nexus began trading on the OTCQB Venture Market in July of 2020. What is your us investor relations strategy for 2021?

Dr. Stephen Ponnampalam

First of all, we are updating our website on the investor forum that was held on 17 December, 2020 to include content tech information for investors, our cash balance, our ownership and the structure of our company as was asked by many of the



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investors in the forum. Secondly, we are concerning the possibility of employing an investor relations company to help us promote the company and its technology to potential investors. We are also approaching investors on our own.

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Well, it's been a pleasure to talk with you, Dr. Steven.

Speaker 3:

Yes. And, um, thank you for having me on the, on the program. Cecilia

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Bionexus Gene Lab Corporation trades under the symbol, BGLC on our OTCQB Venture Market.

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*\*This is an autogenerated transcript and may contain typos.*