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# Corporate overview

## Capital Structure

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<table>
<thead>
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<tbody>
<tr>
<td>ASX code</td>
<td>PIQ</td>
</tr>
<tr>
<td>Shares on issue</td>
<td>50.6m</td>
</tr>
<tr>
<td>Listed (@ 20c)</td>
<td>16th April 2015</td>
</tr>
<tr>
<td>Market capitalisation (@ 36c)</td>
<td>$18.2m</td>
</tr>
<tr>
<td>4 month price range</td>
<td>18.5c-77.5c</td>
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<tr>
<td>Cash on listing</td>
<td>$3.05m</td>
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## Shareholders

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<th>Top 20 Shareholders</th>
<th>69.3%</th>
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### Major Shareholders

- Richard Lipscombe: 31.9%
- XYLO Pty Ltd: 12.4%
- John Dunlop: 7.5%
- Randolph Resources Pty Ltd: 3.0%
- Sparrow Holdings Pty Ltd: 2.1%

### ASX listed loyalty options:

- To be offered Sept 2015
- On 1 for 4 basis
- 1 cent application price
- 20 cent strike price
- Expire March 2018
Introducing PIQ

- Revenue generating Company – Established 2001
- Global leader & innovator in field of proteomics
- **World’s first company** to receive ISO 17025 laboratory accreditation for proteomics services
- Proven technology with established IP
- Operates from purpose built, **state-of-the art facilities** at the Harry Perkins Institute of Medical Research in Perth, Western Australia
- Business model uses proprietary technology platform which drives three synergistic proteomics-based business units in high growth markets
Engaged in high growth markets

- **Diagnostics (biomarkers) market is $24.1bn**
  - Predicted to reach $45.6bn by 2020.
  - ‘Omics’ technology holds ~75% share.

- **Proteomics market to be $20.8bn by 2018**
  - Bio-engineered protein drugs was $152bn (2013) CAGR 7.2%.
  - 7 of world's top 10 selling drugs were proteins therapeutics.
  - Between 2013 & 2017 drugs worth $50bn p.a. in revenues come off patent.

- **Therapeutic peptide based drug market currently $17bn**
  - Growing at 10% driven by genomics and 'next generation science'.
  - Better safety levels than traditional small molecule drugs.

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3. Research and Markets: Global Peptide Therapeutics report 2014
Business model

- Three synergistic business units
- Unifying platform technology
  - leverage & efficiency
- Existing revenue generation & deal flow
  - multiple major upside opportunities
Diagnostics – personalised testing

Unlike our genes, the protein make-up in our bodies changes considerably over time – e.g. a cancerous cell will have significantly different proteins to a healthy cell.

PIQ's proteomics-based technology platform is developing next generation diagnostic tests based on differences in the protein make-up of people with and without a particular disease.

PIQ can produce a set of biomarkers to test for a particular condition, and to enable personalised medicine, rather than a one-size-fits-all approach to treatment.

It is not just limited to medicine. It has widespread application in plants and animals. In agriculture, for example, it can used to determine why a grain survives better in a particular environment.
Predictive test for diagnosis of diabetic kidney disease

- International Diabetes Foundation estimates **387 million people** globally have diabetes; in Australia alone, total cost to the health system and productivity loss is **~$10bn annually**

- According to US Centre for Disease Control, 35% of adults with diabetes have chronic kidney disease and **20% will end up with kidney failure**

- Results show PromarkerD can predict which patients will progress to have a significant decline in kidney function better than any other known measure, capturing **9 out of every 10 positives**; (ASX 9/6/15)

- PromarkerD can be commercialised as:
  - **specialist diagnostic test** run by clinical laboratories (laboratory developed test - LDT)
  - **clinical pathology test** produced by diagnostic companies (in vitro diagnostic - IVD)
  - **companion diagnostic test** (CDx) used to monitor a patient’s response to drug therapy - personalised medicine tailoring treatments to individual needs

- Potential income streams include **licensing fees, upfront payments and royalties**
Why PIQ?

- **Leveraged business model**
  - Established income ~$1m per annum reduces burn
  - Analytics division underpins cash flow (revenue grew 27% in 2015)

- **Strong IP position**
  - Patents pending in major jurisdictions for ground-breaking PromarkerD diagnostic

- **Proven technology platform**
  - Proof of concept established with multiple applications for bespoke diagnostic tests, e.g. Alzheimer's

- **Established company in emerging sector**
  - Key regional presence, but with global reach
  - Pending deal flow amidst fast-growing international activity

  ★ **Commercialisation agreement in China & engaged with major US pharma**
  ★ **387 million, 10% uptake, $50 test, 5% royalty, $100 million per year**
Supplemental: Changing lives......

DNA shapes our lives. The Human Genome Project, to map human DNA, was the single largest undertaking in the history of biological science. Completed in 2003 it was a US$4 billion international collaboration.

Today, cumulative benefits are estimated at US$1 trillion, and the foundation was laid for transformational changes in medicine, from stem cell therapies to cloning.

The next generation progression of science and technology is the proteome - the industrial scale study of the structure and function of proteins.

Proteomics is now an integral part of the biotechnology and life sciences industries and plays an essential role in understanding disease and biological systems.

Proteomics International is acknowledged as a global leader and innovator in this field.

Why study proteomics?
These two organisms have exactly the same genome.....
Supplemental: Board & management

**Terry Sweet** FAICD, Chairman
- Director of several listed companies over the past 30 years in both executive and non-executive capacities.
- Companies include XRF Scientific Ltd, where he was Managing Director for 4 years, Western Biotechnology Ltd, Heartlink Ltd, and Scientific Services Ltd.

**Richard Lipscombe** PhD (London), MA (Oxon), Founder & Managing Director
- Successfully managed the Company for 14 years.
- 30 years experience in research and development globally in academic and commercial entities.
- Technical expertise in chemistry, immunology, peptide synthesis & high performance computing.

**John Dunlop** BSc (UWA), Non-Executive Director
- Director of several several ASX-listed companies covering mineral exploration, finance & analytical labs.
- Founding Director of beta-carotene producer Western Biotechnology Ltd and Founding Director of Sheen Analytical Services (which listed as Scientific Services Ltd).

**Bill Parker** PhD (UWA), BSc (London), Non-Executive Director & Co-founder
- 30 years experience in commercial and university laboratories.
- Director and founder of ASX listed Western Biotechnology Ltd (subsequently acquired by Hoffman La-Roche).

**Chuck Morrison** Bsc (Boston), MBA (Boston), Head of Business Development
- 37 years in life sciences, biotechnology, and diagnostic industries including DuPont and PerkinElmer.
Supplemental: Proprietary platform technology

- One proven and proprietary platform, multiple uses:
  - Diagnostics - biomarker discovery
  - Analytics - biosimilars testing
  - Therapeutics - drug discovery

The methodology was developed as part of a $7m self-funded R&D program
Supplemental: Transactions in our sector

- **Proteome Sciences** (AIM: PRM)
  - Biomarker discovery, validation and assay development in Alzheimer's, breast cancer & cosmetics.
  - Revenue **GBP1.56m in 2014**; raised A$5m June 2015; **market cap A$80m** (14th Aug 15).

- **Applied Proteomics Inc**, private San Diego-based company
  - Biomarker discovery focused on colorectal & pancreatic cancer.
  - **Raised $28m** in Aug 2013 from Malaysia's Genting Berhad, Domain Associates and Vulcan Capital; **raised $22.5m** in 2012.

- **Caprion Proteomics**, Canada
  - Biomarker discovery and immune monitoring in diabetes, oncology & infectious diseases.
  - Thallion Pharmaceuticals sold Caprion Proteomics to Capital Growth Partners in 2011 in a deal valued at **$28m**.
Supplemental: Analytical services

PIQ offers one of the world’s only internationally accredited laboratories for proteomics analysis.

This analytical services business leverages its proteomics technology platform’s ability to test & validate the protein composition of a wide range of products.

It has major application in the generic drug market (biosimilars) with manufacturers of generic drugs seeking to have their compounds validated as like-for-like against blockbuster drugs they seek to replace as they come off patent.

12 protein-based drugs with combined revenue of $50bn will come off patent by 2017 - this is driving a booming generics industry in the world's emerging economies.

The composition of these biosimilars requires rigorous testing prior to receiving regulatory approval for commercial use – part of PIQ’s specialist service offering.
Supplemental: Analytical services

- Proven track record in analysing protein drugs
  - Blue chip, global client base with **50% export** income (priced in USD)
  - Analytical & consulting services income in 2015 **grew 27%** year on year
  - Major contracts post listing: a2 Milk Company (quality control testing) & major biopharmaceutical company for biosimilars (generic protein drugs) testing
  - Latest US FDA guidance (May 2014) for biosimilars recommends extensive and robust comparative structural studies – this is driving demand for services
  - Recently **partnered with global CRO**, inVentiv Health Clinical – expanding global reach
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