



Proteomics International
LABORATORIES LTD

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Proteomics to expand operations in Indian Market

- **PILL to expand operations in Indian biotech sector – rapidly growing global biotech hub forecast to be worth \$US100b by 2025.**
- **PILL to conduct India trade visit this month to drive uptake of biosimilars analytics and biomarker services.**
- **Company appoints Regional Sales Manager for India as part of its Indian growth strategy.**

Life sciences company Proteomics International Laboratories Ltd (ASX: PIQ) (the Company, PILL) is pleased to announce the expansion of its operations in the massive Indian biotechnology industry.

India represents a significant, global biotechnology jurisdiction, forecast to grow at an average rate of 30% per year to be worth US\$100 billion by 2025. PILL has operated successfully in India since 2004, and will now expand its operations to take advantage of the burgeoning opportunities for its proteomics-based services.

PILL to conduct Indian Trade visit

The Company will undertake a trade visit to India this month, from the 18th to the 28th April, to promote its biosimilars analytics and biomarker services. Managing Director Dr Richard Lipscombe, Contract Services Manager Andreja Livk and Computational Proteomics specialist Dr Javed Khan will meet with senior biotech sector decision makers in the following key biotech centres;

- Mumbai: 18th - 20th April
- Pune: 21st April
- Ahmedabad: 22nd April
- Hyderabad: 25th - 26th April
- Bangalore: 27th - 28th April

In conjunction with the Australian Trade Commissioner, PILL will also host a series of invitation only events in Mumbai, Hyderabad and Bangalore. **Further information on the trade visit and for inquiries to attend any of the events or to meet with the Company are available via the PILL company website.**

Market opportunity

Backed by strong government support, intensive R&D activities and a rising demand for healthcare services, India's biotech industry is forecast to be one of the major global growth sectors of the next 10 years. The industry generated estimated revenues of \$US7 billion in FY15 led by the bio-pharmaceutical sector.

Biosimilars

India is a leading manufacturer of biosimilars - protein-based generic drugs. Between 2013 and 2017, 12 protein-based drugs (also known as biopharmaceuticals and biologics) with combined revenues of \$50 billion come off patent. This has created a major opportunity for biosimilar manufacturers to develop

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generic versions of these drugs. PILL has one of the few global ISO 17025 accredited laboratories for proteomics testing services, which allows it to accurately analyse the protein make-up of these complex generic drugs as being like-for-like with the brand-name drugs they seek to replace. This technical QA/QC biosimilar analysis represents a substantial export market for PILL and a growing opportunity for its analytical services business.

Biomarkers - PromarkerD

India has a growing incidence of diabetes, one of the major global health problems. It is estimated the country has 66 million known diabetics, and there were more than one million diabetes related deaths in 2014 alone. This provides another substantial market opportunity for PILL's PromarkerD, the world's first proteomics-derived predictive (prognostic) test for the diagnosis of Diabetic Kidney Disease.

Regional Sales Manager for India appointed

In support of PILL's Indian growth strategy, the Company is pleased to advise of the appointment of Ms Sreeja Sony as Regional Sales Manager for India. Based in Delhi, she will be responsible for engaging new and existing clients directly, plus also co-ordinating PILL's agency network in India. Ms Sony has a Masters in Biotechnology from M.B. Khalsa College in Indore and a Bachelors in Biotechnology from Oxford College of Science, Bangalore. She has a strong depth of relative career experience with seven years in biotech related sales, including six years specialising in proteomics.

Proteomics International Laboratories Managing Director Dr Richard Lipscombe said:

"We see India as a huge growth market for our disruptive proteomics-based products and services and we are excited by the opportunity to expand our presence in this key international biotechnology hub. Our trade visit and the appointment of Sreeja Sony are key components of our Indian strategy, and we look forward to sharing news of our progress in due course."

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About Proteomics International Laboratories (PILL)

PILL is an ASX listed (ASX: PIQ) life science company focused on the area of proteomics – the industrial scale study of the structure and function of proteins. Proteomics is an integral part of the biotechnology and life sciences industries and plays a key role in understanding disease and biological systems.

PILL is recognised as a global leader in its field. It received the world's first ISO 17025 laboratory accreditation for proteomics services, and operates from state-of-the art facilities at the Harry Perkins Institute of Medical Research in Perth, Western Australia. The Company's business model uses its

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proprietary technology platform which operates across three synergistic areas, each massive growth markets:

- 1. Diagnostics:** Biomarkers of diseases and personalised medicine - focus on diabetic kidney disease and Alzheimer's disease. The biomarkers market is estimated to double in size to \$45.6 billion by 2020.
- 2. Analytical services:** Specialist contract research, analytical testing and consultancy - fee for service model. The specialist proteomics market alone represents a massive global market estimated to be worth \$20.8 billion by 2018.
- 3. Drug discovery:** Therapeutic drug discovery with a focus on painkillers and antibiotics. The peptide therapeutics market is currently estimated to be worth \$17 billion.

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