



COMPANY NEWSLETTER

EDITION #7 October 2016

MESSAGE FROM THE MANAGING DIRECTOR



Welcome to our third quarter newsletter. The stories highlighted in the following pages illustrate the growth that PILL is enjoying across all areas of the business. I hope that as a valued client, friend or stakeholder you will share my excitement in these developments.

Leading the news is PILL's first licensing deal for PromarkerD, which could be worth millions of dollars to the Company. Our partners at Omics Global Solutions and Macrotech share PILL's vision in improving healthcare outcomes for diabetes, and this deal is as an important stepping stone on the path to commercialising PromarkerD in the USA and beyond.

Underpinning these activities, Proteomics International is continuing to strengthen its customer support and business development and our staff profile features John 'Chuck' Morrison, Head of Business Development. Chuck has a wealth of corporate experience, specialising in diagnostics, and leads a strong multi-lingual team. Echoing this, we have also launched a new website specifically for India.

Proteomics can be applied to most areas of biological research. As part of the company's on-going R&D programme we have commenced new projects using the Promarker ("protein marker") discovery platform in areas of unmet medical need – endometriosis and mesothelioma.

If you would like more information on any of these features or to discuss a project please contact us. We look forward to sharing more news on progress across our development pipelines next time.

Richard Lipscombe, PhD
Managing Director

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PromarkerD hits Latin America

PILL announced the first commercialisation deal for its PromarkerD assay in August 2016. This agreement will see an exclusive licence granted to Omics Global Solutions and its sister company Macrotech Farmacéutica to distribute the diabetic kidney disease test in the Dominican Republic. A key facet of the deal is that the kits will be manufactured in the US territory of Puerto Rico and thus, can come under the umbrella of the US FDA guidelines. This first agreement has the potential to act as a stepping-stone into the US market, and to pave the way for other global markets including China, India and Japan.

PromarkerD is a specialist test that uses the unique make-up of protein ‘fingerprints’ in a person’s blood to provide an early detection of the onset of diabetic kidney disease. There is currently no commercially available test for predicting the onset of the disease.

Worldwide 2015 415 million people with diabetes
2040 642 million people with diabetes



IDF Diabetes Atlas | Seventh Edition 2015



This licence will provide significant economic benefit to PILL. Although the Dominican Republic has only 10.6 million people, the net present value of financial terms is in excess of US\$1.5M for the first nine years of the agreement.

According to the International Diabetes Foundation, 860,000 people or 8.1 per cent of adults in the Dominican Republic have diabetes – lower rate than in many of the world’s most populous countries including the US (12.8 per cent) and China (10.6 per cent) where the combined number of diabetics is over 180 million.

Staff Profile

Chuck Morrison – Head of Business Development

Chuck Morrison has over 36 years experience in life sciences, biotechnology, and diagnostic industries. Chuck has a degree in chemistry and an MBA from Boston University. He has held several management positions while at NEN Life Sciences and DuPont before focusing on Business Development at PerkinElmer. Chuck has successfully executed many licensing deals and several global acquisitions while in that role.



Chuck is based in Massachusetts, USA and joined the Company on a consulting basis in May 2014. Upon listing Chuck became head of PILL’s global business development team. Chuck is supported by Dr Pearl Tan, Dr Roop Judge Azevedo, Dr Javed Khan and Ms Sreeja Sony.

Chuck’s experience has led to the first successful license deal for PromarkerD with Omics Global Solutions for the Dominican Republic. Chuck has negotiated a mutually beneficial deal that could lead to the first commercial products within 18 months. Chuck continues to manage this relationship to ensure the successful transfer of technical knowhow. Chuck will manage further licensing efforts worldwide for PromarkerD.

In Chuck’s role as Head of Business Development he is also responsible for advising the Business Development team in their commercial efforts to drive our Biosimilars testing and Biomarker Discovery businesses. This team manages an active business development lead pipeline for PILL’s service business with a focus on Asia and India.



Promarker platform – Investigating new diagnostic biomarkers

PILL is currently expanding its diagnostics portfolio using the versatile Promarker platform, and is investigating protein ‘fingerprints’ associated with endometriosis and mesothelioma.

Endometriosis occurs when the tissues that line the uterus spread and surround other organs. The condition causes chronic pain and infertility, and affects one in ten women in their reproductive years. Currently the gold standard for detection is an invasive laparoscopy, where a camera is inserted into the pelvis through a small cut in the abdominal wall. The lack of understanding about endometriosis has hidden the serious economic burden the disease places on society. The condition is estimated to cost Australia \$7.7 billion annually, two thirds of which is attributed to lost productivity.

Mesothelioma, an asbestos-related cancer, is thought to kill 59,000 people annually according to the World Health Organisation. Patients are usually diagnosed later in life, often in their 70’s, because there is a long latency period between asbestos exposure and the manifestation of symptoms. Early detection is crucial because there is a strong correlation between the age of diagnosis and survival.



India website launched



PILL has been expanding its operations in the Indian Biotech market to drive the uptake of its biosimilars, analytics and biomarker services. The Company conducted a trade visit to India in April this year and appointed a full-time sales and marketing manager based in New Delhi. Launch of the India website is part of PILL’s strategic marketing initiative to cater to the existing need of the Indian market and drive cash flow through fee-for-service work.

Please visit www.proteomicsindia.com

Video: Biosimilars - Synergy between Australian industry and Indian pharmaceuticals

Dr Richard Lipscombe, Managing Director, shared his views and thoughts on the great union of the manufacturing skills present in India with the analytical skills we have in Australia...



[Watch](#)

Australian Trade and Investment Commission

PILL receives R&D Tax Incentive

The Company has been boosted by the receipt of more than half a million dollars in R&D tax incentive for FY2016. PILL’s sustainable business model sees the Company complement the revenue generated from analytical services to fund pioneering research into next generation diagnostic tests and drug discovery. In 2015-16, PILL spent \$1,270,252 on R&D, focusing on the discovery and development of new diagnostic biomarkers.

The Federal R&D tax incentive, administered by AusIndustry, encourages companies engaging in beneficial research to Australia by providing a cash rebate of 43.5% for qualifying activities.

Annual Report

[Click here](#) to view PILL’s 2016 Annual Report

Research Report

SA Capital has initiated coverage on PILL. To view a copy of the research report [click here](#)



PROTEOMICS – FAST FACT PANEL

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Listing
Australian Securities Exchange

Market Capitalisation based on share price of 25 cents
A\$12.65 million

Stock Code
ASX: PIQ

Cash Position
A\$0.9 million (30/06/2016)

Issued Capital – Ordinary shares
50.6 million


Proteomics International is a wholly owned subsidiary of Proteomics International Laboratories Limited (ASX: PIQ).

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Forward looking statement

Any forward looking statements in this newsletter have been prepared on the basis of a number of assumptions which may prove incorrect and the current intentions, plans, expectations and beliefs about future events are subject to risks, uncertainties and other factors many of which are outside Proteomics International Laboratories Limited's control. Important factors that could cause actual results to differ materially from any assumptions or expectations expressed or implied in this newsletter include known and unknown risks. As actual results may differ materially to any assumptions made in this newsletter, you are urged to view any forward looking statements contained in this newsletter with caution. This newsletter should not be relied on as a recommendation or forecast by Proteomics International Laboratories Limited, and should not be construed as either an offer to sell or a solicitation of an offer to buy or sell shares in any jurisdiction.