

PIQL



Proteomics International

LABORATORIES LTD

Shareholder Presentation | Perth, WA

Annual General Meeting | 17th November 2016

**Global leader in applying
proteomics to MedTech**

ASX: PIQ

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2016 – a year of growth

- **Corporate**

- **Top Ten** performing IPO of 2015 (Financial Review)

- **Analytical services**

- Revenue **up 34%** (five year average sales growing at 30%)
- Major analytical contracts in **biosimilars** and food  QC testing
- WA Exporter of the Year Award; **50% export** income
- expanding into testing for clinical trials (global CRO  and in Australia, **linear** Clinical Health)

- **Diagnostics**

- **First commercialisation** agreement signed for PromarkerD, NPV US\$1.5m
- **Patents granted** for predictive test for diabetic kidney disease in US, Australia, Russia, Singapore and China
- Targeting chronic disease and areas of unmet medical need

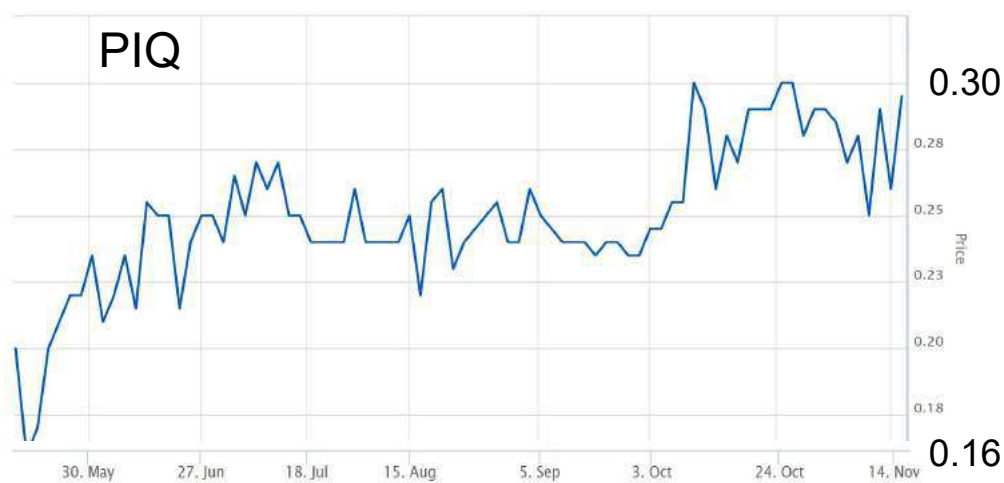




Corporate overview

| Capital Structure | |
|---|-----------------|
| ASX code | PIQ |
| Shares on issue | 50.6m |
| Market capitalisation (@ 29c) | \$14.7m |
| Listed (@ 20c); raised \$3m | 16th April 2015 |
| 6 month price range | 30c-16c |
| Cash at Sept 30 th /Nov 15 th | \$0.9/0.8m |

| Shareholders | |
|----------------------------|-------|
| Top 20 Shareholders | 70% |
| 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% |



Proteins in medicine

DNA shapes our lives. The Human Genome Project, to map human DNA, started a revolution to understand the basis of diseases beyond that of classical pathology.

Determining what is happening at the molecular level can guide treatment of diseases with precision. At its core this is about proteins.

Proteins are giant, complex biological molecules that carry out all the functions within living systems.

Proteomics is the industrial scale study of the structure and function of proteins.

Why study proteomics?

These two organisms have exactly the same genome.....



PIQ in brief

- **Revenue generating** company – Est'd 2001
- **Global leader & innovator** in field of proteomics
- World first diagnostic test at **commercialisation stage**
- **World's first company** to receive ISO 17025 laboratory accreditation for proteomics services
- Proven technology with **patents granted**
- Operates from purpose built, **state-of-the art facilities** at the Harry Perkins Institute of Medical Research in Perth, Western Australia
- **Asian focus** with global reach



Quality is Assured



Experienced board

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 15 years.

30 years experience in research and development globally in academic and commercial entities.

Technical expertise in chemistry, immunology, & biomarker discovery.

John Dunlop PhD (UWA), BSc (UWA), Non-Executive Director

Director of several several ASX-listed companies covering mineral exploration, finance & analytical labs.

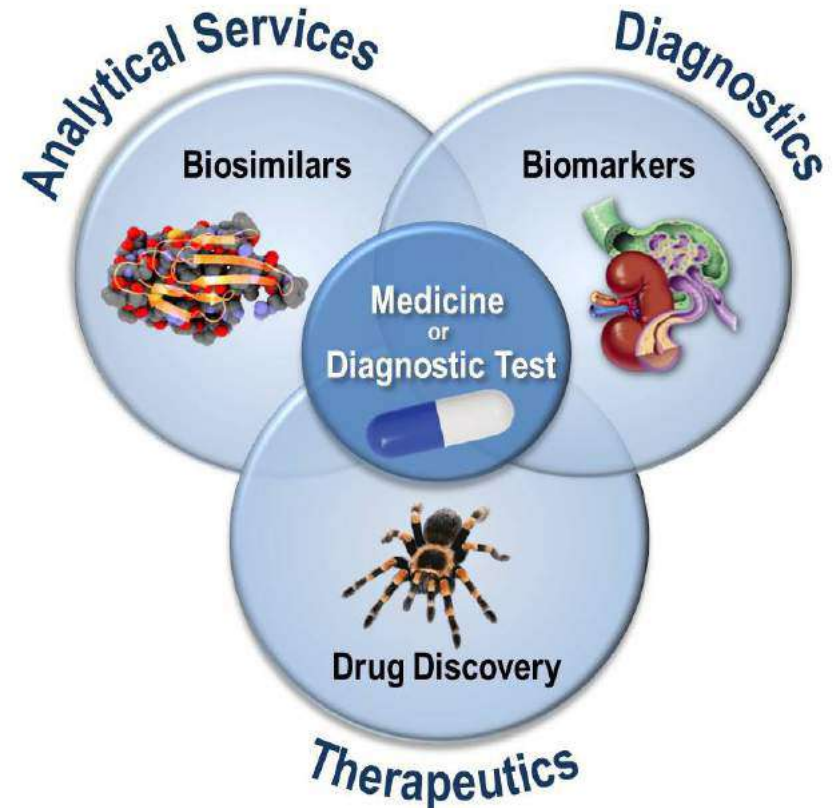
Founding Director of beta-carotene producer Western Biotechnology Ltd and Founding Director of Sheen Analytical Services (which listed as Scientific Services Ltd).

Roger Moore D.Ht. (Denmark), BPharm (U.Syd), Non-Executive Director

International pharmaceutical industry experience spanning 40 years, including almost 30 years as President of Novo Nordisk Japan. From 2000, he was appointed Novo Nordisk's Senior Vice President, Japan and Oceania Region. He has also served as a member of the Senior Management Board, Novo Nordisk A/S.

Business model

- Three synergistic business areas
- Unifying “Promarker” platform technology
 - leverage & efficiency
- Diversified product portfolio
 - blue sky potential
 - medium term deal flow
 - existing cash flow



Lead diagnostic - PromarkerD



Without PromarkerD



With PromarkerD



PromarkerD in brief

Predictive test for diagnosis of diabetic kidney disease

- International Diabetes Foundation estimates **415 million people** globally have diabetes
- According to US Centre for Disease Control, **35% of adults with diabetes have chronic kidney disease**; there is no early detection test currently available

Results show PromarkerD can **predict which patients will progress to have a significant & rapid decline in kidney function better than any other known measure**

true-positive rate (sensitivity) 87%

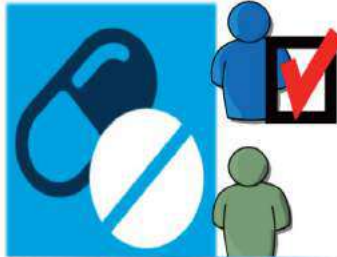
false positive rate (1-specificity) 21%



PromarkerD - routes to market



IVD



CDx

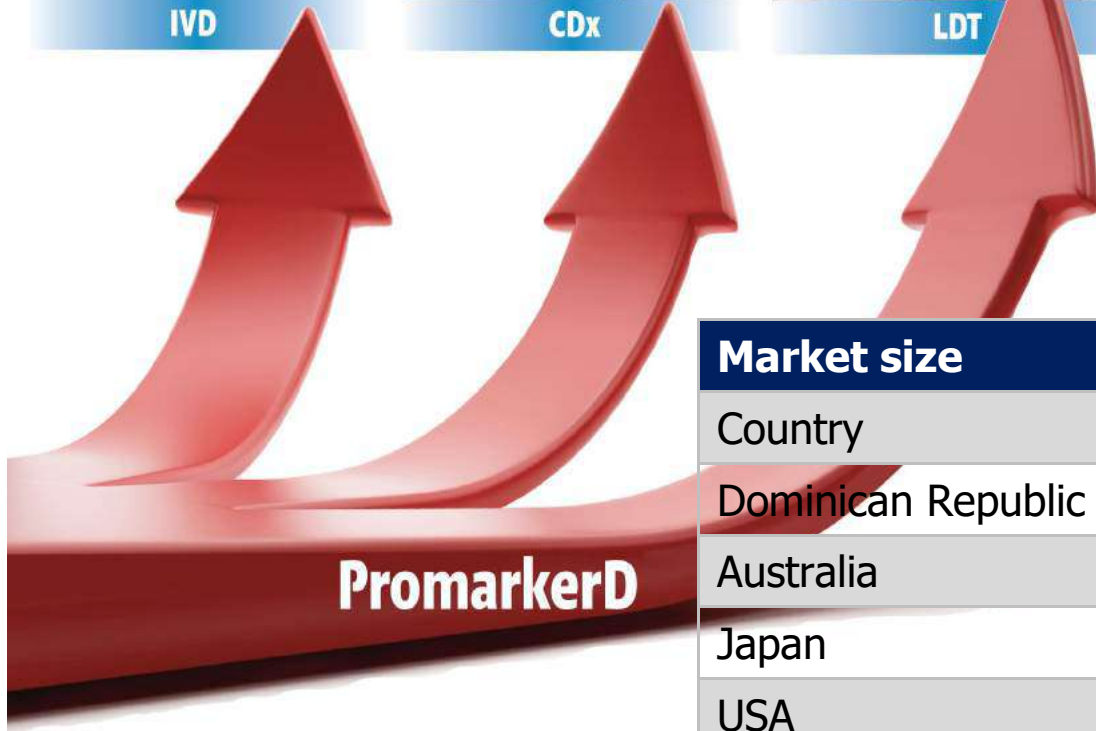


LDT

Income streams

- licensing fees
- upfront payments
- royalties

IVD = In Vitro Diagnostic
 CDx = Companion Diagnostic
 LDT = Laboratory Developed Test



| Market size | | | |
|--------------------|------------|----------------|----------|
| Country | Population | Diabetes cases | Deal NPV |
| Dominican Republic | 11m | 708,100 | US\$1.5m |
| Australia | 24m | 1,573,500 | |
| Japan | 126m | 10,556,000 | |
| USA | 324m | 37,536,200 | |
| China | 1,382m | 167,462,700 | |

PromarkerD: status

Stages

- ✓ Platform technology established
- ✓ **Clinical study – 500 patient**
- ✓ **Patent applications**
- ✓ Cross-validation (antibody assay)
 - Cross-validation (LDT)
 - **Follow-up clinical study – 500 patient**
 - Regional clinical validation studies
 - Assay kit (IVD) manufacture
 - **Assay kit (IVD) validation**

Timing

Publication end 2016

Publication end 2016

Granted 2016; on-going

Complete

Results due Nov 2016

Results due early 2017







Commencing Q1 2017

Commenced Sept 2016

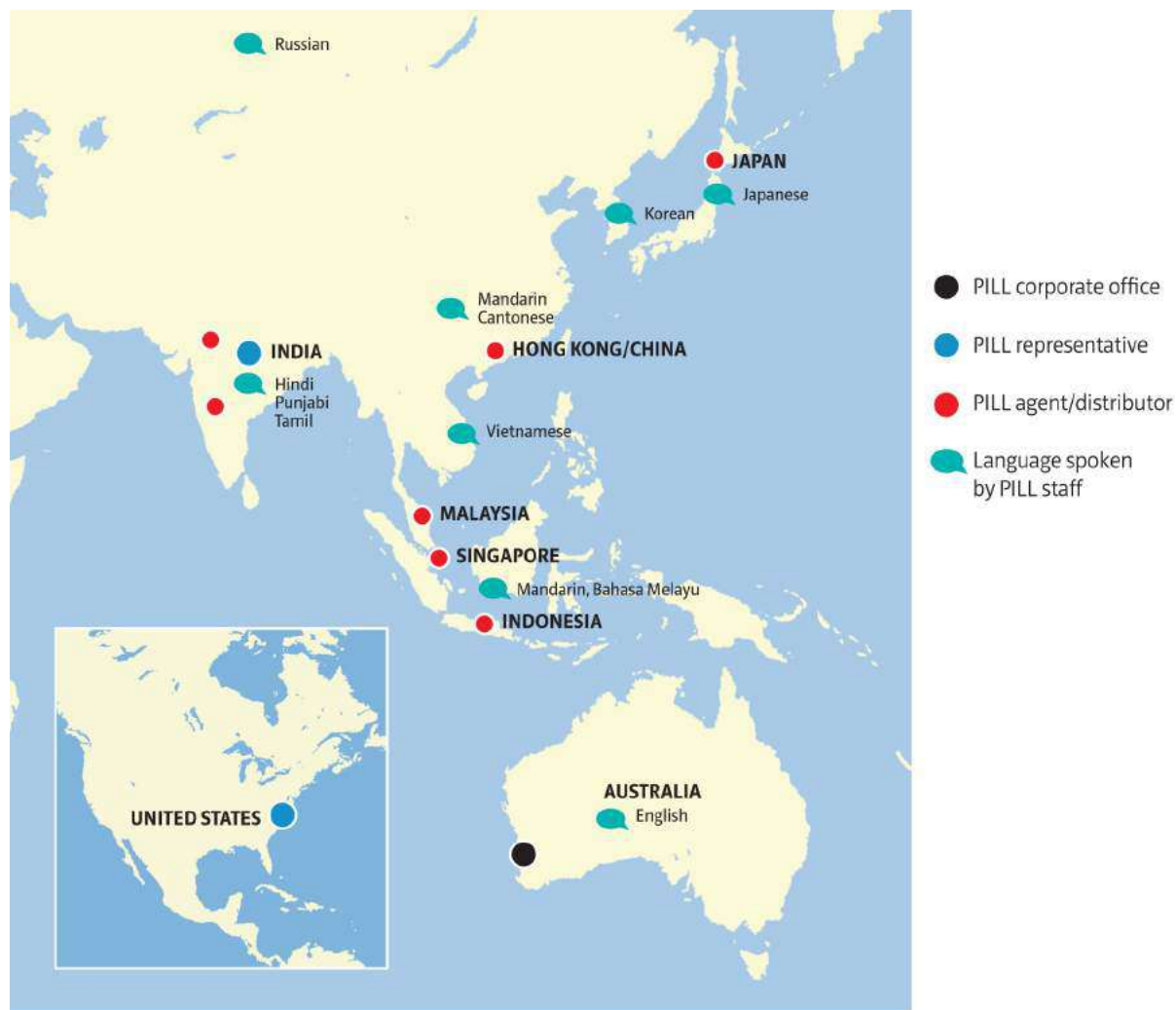
Due Q2/Q3 2017

Diagnostics in development

Projects and Timelines

| | | Project start | Q1 | Q2 | Q3 | Q4 |
|---|---|----------------------------|---|--------------|-------------------|--------------|
| DIAGNOSTIC BIOMARKER PROJECT AREAS | | PRIORITY ACTIONS 2016/2017 | | | | |
|  | D1 Diabetic Kidney Disease | | Commercialisation | | | |
|  | D2 Alzheimer's Disease - Ongoing project | | Data review and assessment of future work | | | |
|  | D3 Endometriosis - New project | | Discovery | Discovery | Cohort Collection | Verification |
|  | D4 Parasites - Ongoing project | | Verification | Verification | Validation | Validation |
|  | D5 Asbestos related conditions - New project | | | Discovery | Verification | Verification |
|  | D6 Lung conditions - New project | | | | Discovery | Verification |

Asian focus – global reach



Analytical services expanding

Protein drugs can perform highly complex functions that simple chemicals cannot perform.

Seven of the worlds ten best selling drugs are protein-based drugs.

Drug developments - comparison of size and complexity



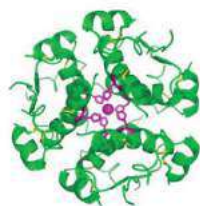
21 atoms

Aspirin

analgesic first derived from tree bark.
180 atomic mass units



Penny Farthing
20kg



723 atoms

Insulin

peptide used in diabetes management.
5,808 atomic mass units
32 x aspirin



Mini Cooper
650kg



25,000 atoms

Herceptin®

engineered Monoclonal Antibody used for treating breast cancer and chronic kidney failure.
150,000 atomic mass units
850 x aspirin • 26 x insulin

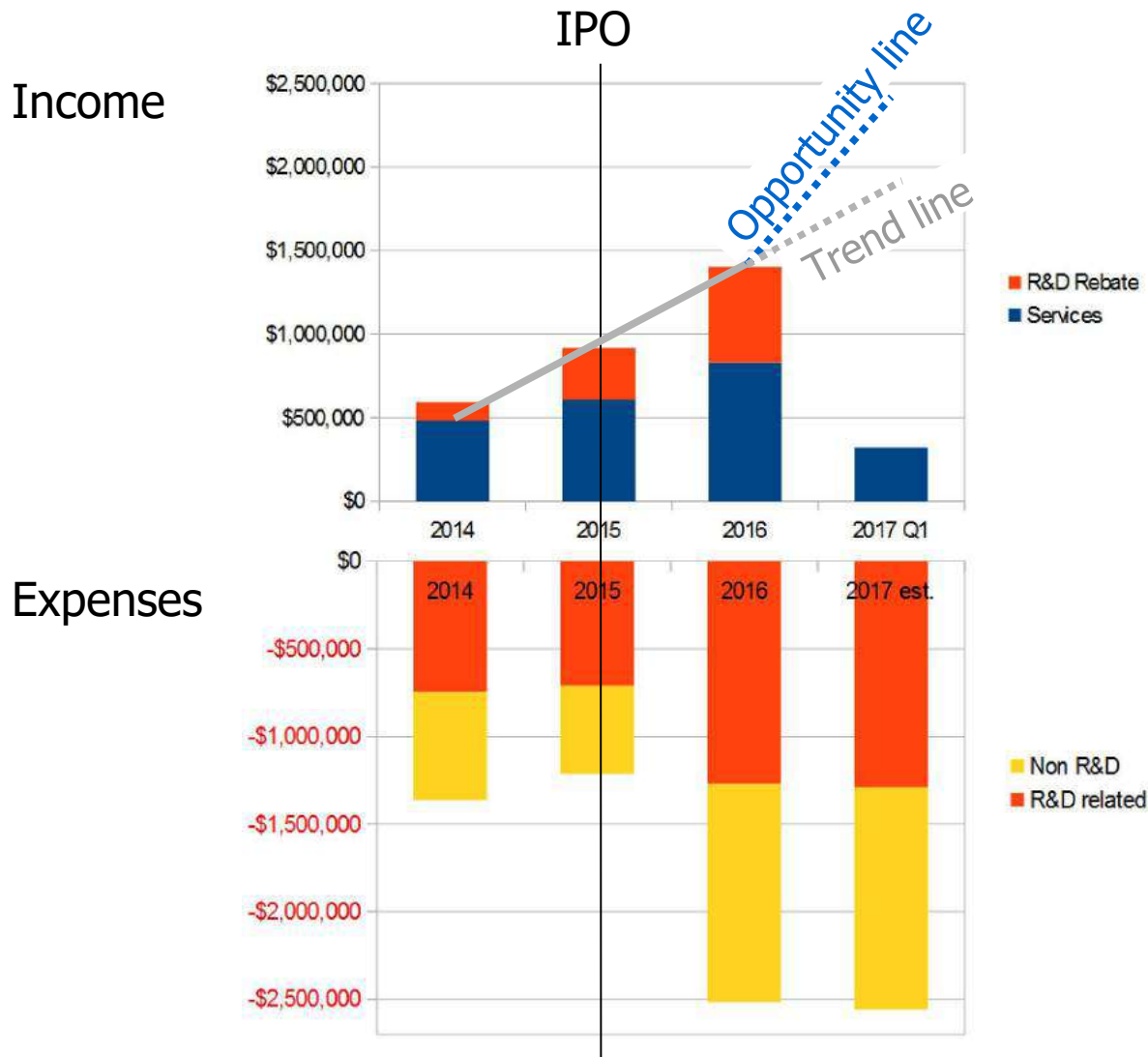


F18 Jet Fighter
17,000kg

Fast-growing markets

- biosimilars & biologics QC
- clinical trials testing (pharmacokinetic studies)
- biomarker discovery
- companion diagnostics

Income growing, expenses stable



Income streams

- analytical services grew at 34% in 2016
- 2017 on budget for 30% growth year on year
- new testing services commencing January 2017
- deal flow from diagnostics licensing has started

Pending newsflow

- **Analytical services**
 - Expansion into new regional markets
 - Growth of services and volume

- **Diagnostic test development**
 - Endometriosis/Mesothelioma
 - Pipeline expansion into other chronic diseases

- **PromarkerD**
 - Key Opinion Leader review
 - Clinical validation study announced
 - Assay kit manufacture
 - Licensing deals for IVD, LDT, and/or CDx



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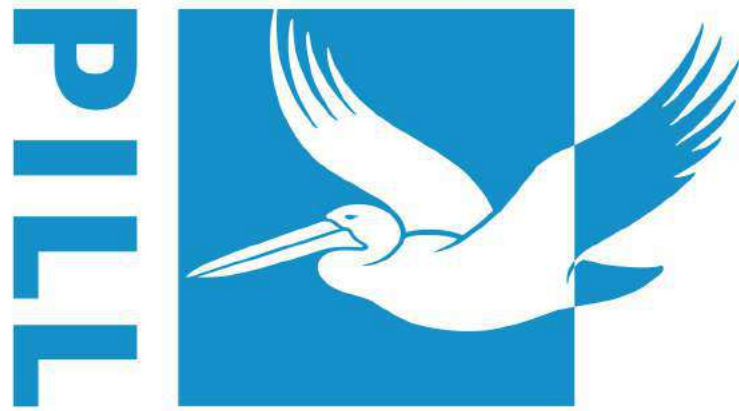
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