

PIIL



Proteomics International

LABORATORIES LTD

Corporate Review

| Sydney

Canary Capital

| 6th June 2017

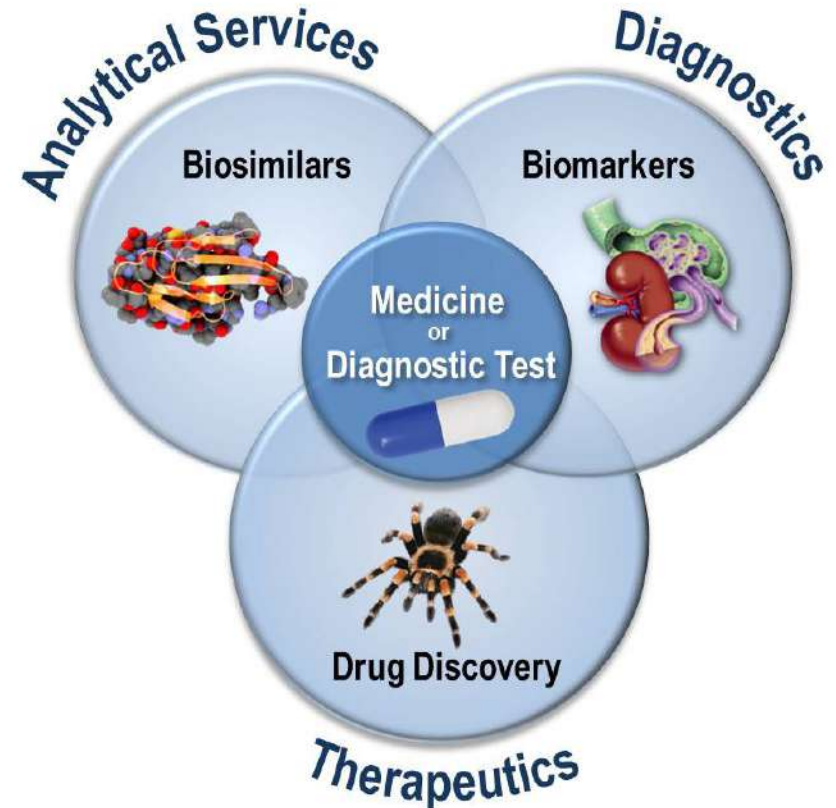
**Global leader in
predictive diagnostics**

ASX: PIQ



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



2015-17: Achievements

- **Corporate**
 - Strong IPO, successful placement end 2016
 - Board strengthened; Presence on ground in USA, Japan and India
- **Diagnostics**
 - PromarkerD proven to be predictive for diabetic kidney disease
 - Second large clinical study completed
 - First commercialisation deal signed
 - Patents secured
 - Clinical samples accessed in areas of unmet medical need for new studies
- **Analytical services – Biosimilars and Proteomics**
 - Revenue up 34% in 2016 (five year average sales growing at 30%)
 - Strong export market
- **Analytical services – Pharmacokinetic testing**
 - Upgraded accreditation in place and new instrumentation installed

2017-2018: Objectives


- **Corporate**

- Cash flow neutral
- Share price reflective of global market valuations

- **Analytical services – Biosimilars and Proteomics**

- Further new analytical contracts in biosimilars
- Opportunities to expand food  QC testing
- Revenue up 20-30%
- Export income continuing to grow (approx 50% currently)

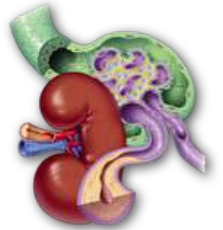
- **Analytical services – Pharmacokinetic (PK) testing**

- expanding into testing for clinical trials
- regional (WA with **linear** and then Australia-wide)
- global with  focusing on Companion Diagnostics (CDx)
- Potential revenue equal to Biosimilars

2017-2018: Objectives

- **Diagnostics – PromarkerD**

- Further commercialisation agreements signed for PromarkerD
- Sales of the test commence
- Patents granted for EU and Japan; US extended to all of kidney disease
- Regulatory approvals for US, China, and EU



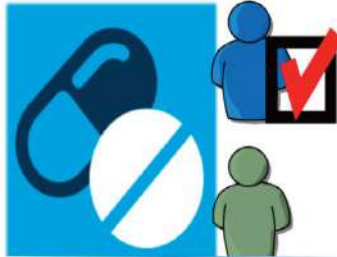
- **Diagnostics – new areas of chronic disease**

- Novel tests targeting chronic disease e.g. mesothelioma and endometriosis
- Patents on new diagnostic tests

PromarkerD - routes to market



IVD



CDx



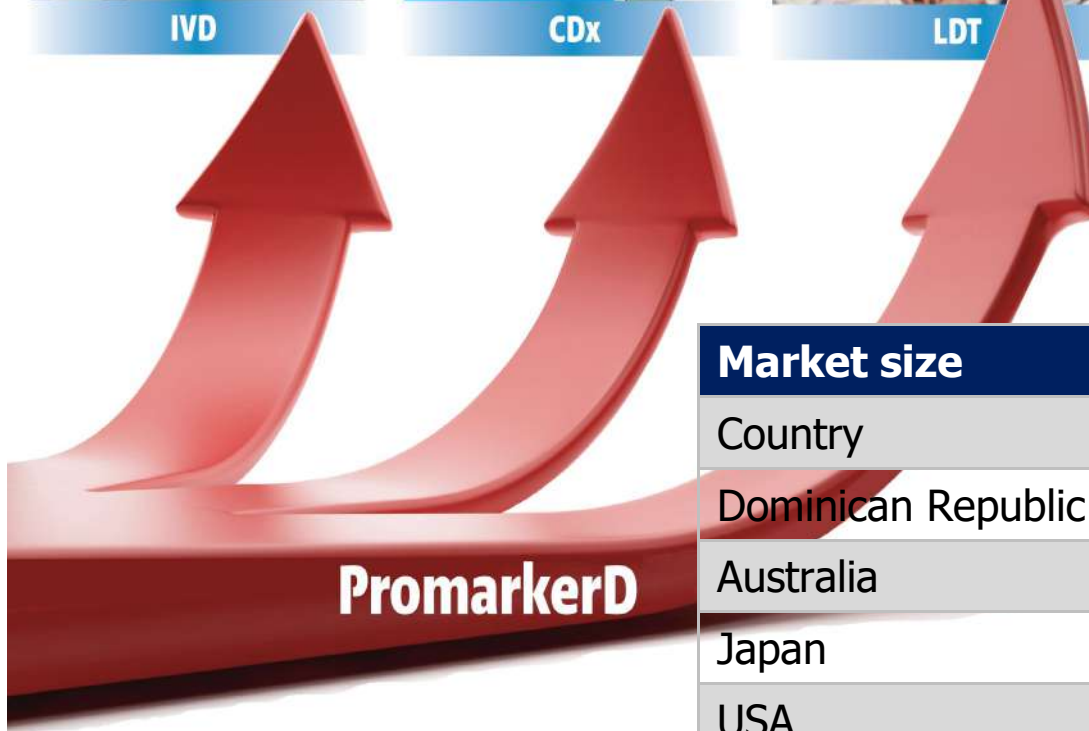
LDT

Income streams

- licensing fees
- upfront payments
- royalties



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

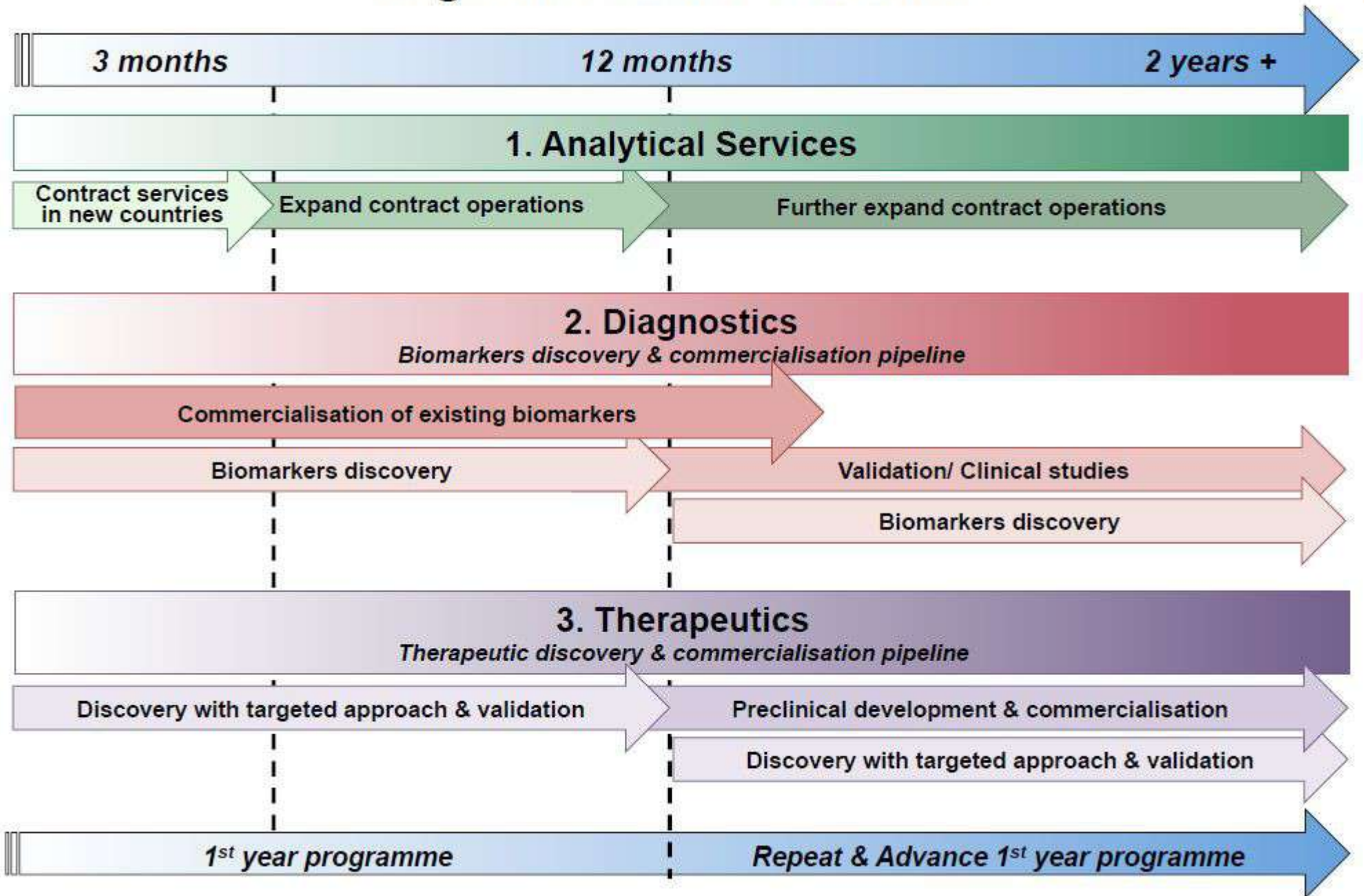


Market size			
Country	Population	Diabetes cases	Deal NPV
Dominican Republic	11m	505,700	US\$1.5m
Australia	24m	1,079,600	
Japan	126m	7,202,200	
USA	324m	29,251,600	
China	1,382m	109,649,100	

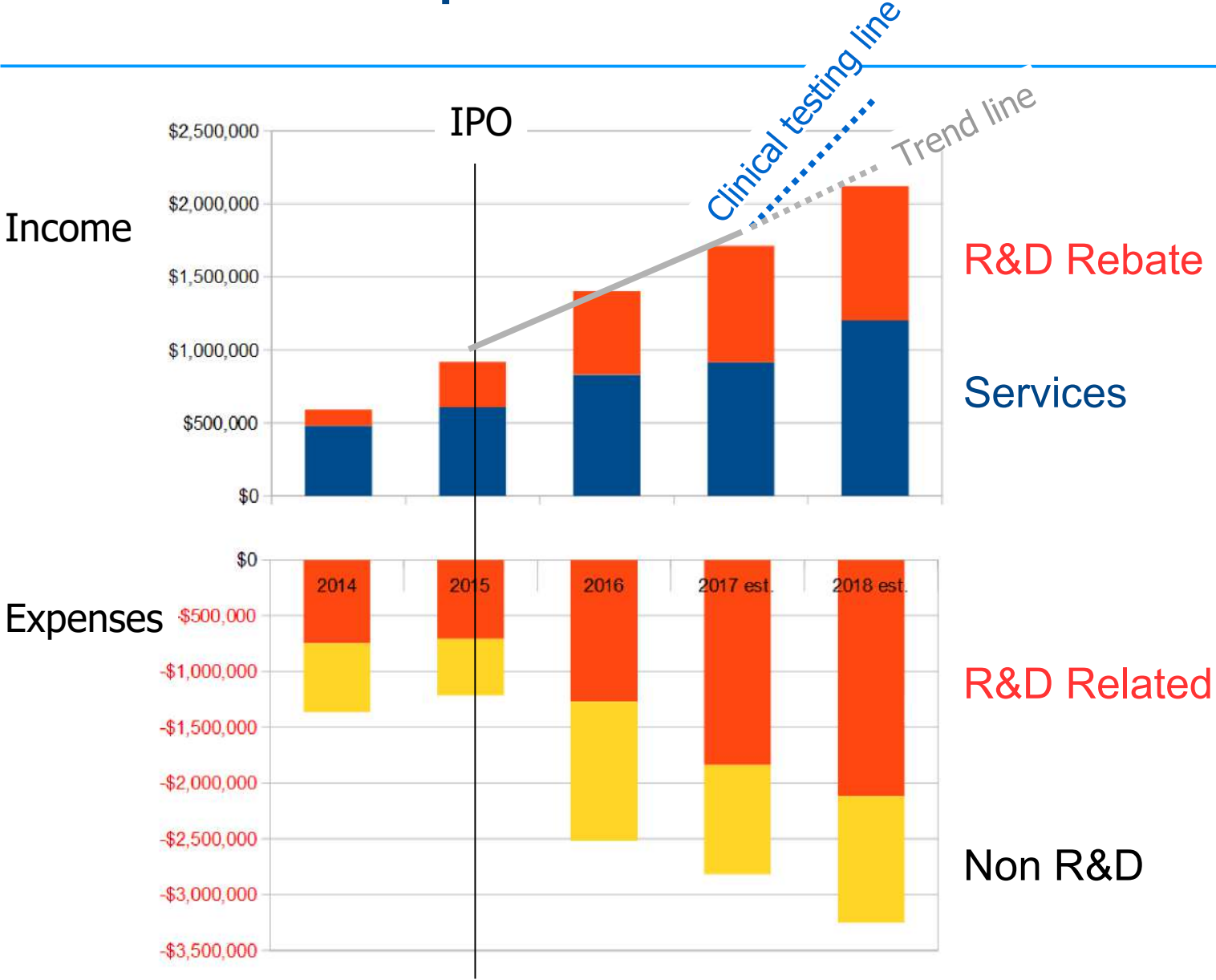
PromarkerD: milestones

Stages	Timing
■ Platform technology established	✓
■ Predictive diagnostic study results	✓
■ Patents granted in USA & China	✓
■ Diagnostic test data published	✓
■ Independent market assessment	✓
■ Predictive test data published	Due Q2 2017
■ Validation study results – 500 patient	Due Q2 2017
■ Prototype kit manufacture complete	Due mid 2017
■ First commercial sales	Due end 2017

Target milestones & timeline



Income & Expenditure

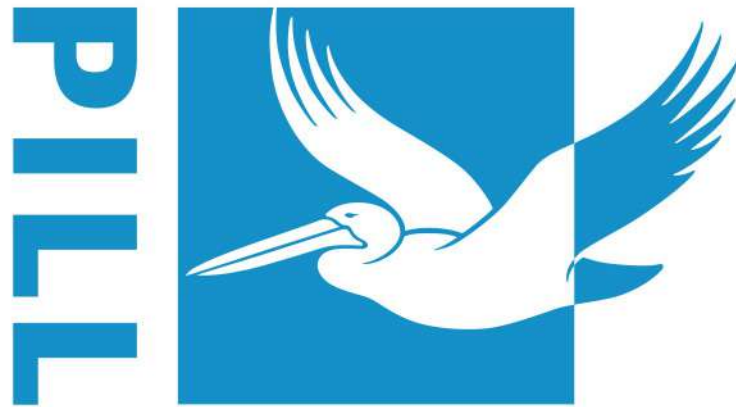


Pending newsflow

- **PromarkerD**
 - Presentation of validation data at premier US Diabetes conference
 - Key Opinion Leader review and academic publications
 - Assay kit manufacture updates
 - Licensing deals & partnerships for IVD, LDT, and/or CDx

- **Analytical services**
 - New major contracts for Biosimilars
 - First contracts in clinical testing (Pharmacokinetics)

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



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PIQ corporate overview

Capital Structure	
ASX code	PIQ
Shares on issue	59m
Market capitalisation (@ 16c)	\$9.5m
Listed (@ 20c); raised \$3m	Apr 2015
Placement/SPP (@ 24c); \$2m	Dec 2016
6 month price range	30c-15c

Shareholders	
Top 20 Shareholders	64.6%
Major Shareholders	
Lipscombe	27.5%
XYLO PL	10.6%
Dunlop/Randolph Res PL	9.2%
HSBC Nominees	3.1%
Sparrow Holdings PL	1.8%



Balance sheet and P&L	
Income 2015-16	\$1.4m
Cash burn 2015-16	\$1.3m
Income 2016-17 (est.)	\$1.9m
Cash burn 2016-17 (est.)	\$1.0m
Cash at Mar 30 th 2017	\$1.8m

Introducing PIQ



Revenue generating company – Est'd 2001

Global leader & innovator in field of proteomics

World's first company to receive ISO 17025 laboratory accreditation for proteomics services



Quality is Assured

Diversified business model

World first diagnostic test at **commercialisation stage**

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



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 16 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 R (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.

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.....



A world leading predictive diagnostic test - PromarkerD



Without PromarkerD



With PromarkerD



PromarkerD in brief

Predictive diagnostic test for diabetic kidney disease

The Problem

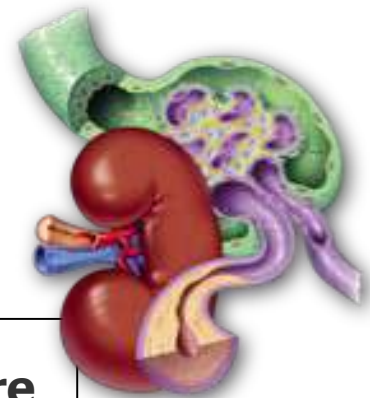
International Diabetes Foundation estimates **415 million people** globally have diabetes

According to US Centre for Disease Control, **35% of adults with diabetes have chronic kidney disease**; there is **no early detection test** currently available

The Solution

Clinical study: 576 diabetic patients followed for 4 years

A standard blood test used to produce a protein "fingerprint"









PromarkerD predicted 86% of the patients who were previously kidney-disease free and go on to develop chronic kidney disease

true-positive rate (sensitivity) = 86% / false positive rate (1-specificity) = 22%

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

Analytical services expanding

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

Seven of the world's 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



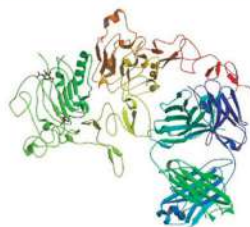
723 atoms

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

Asian focus – global reach

