



COMPANY NEWSLETTER

April 2018

MESSAGE FROM THE MANAGING DIRECTOR



This has been another busy and action packed quarter for Proteomics International as we continue the commercialisation of PromarkerD, expanding our diagnostics platform, and growing the company's revenue streams.

The March launch of our PromarkerD test represents a breakthrough in the predictive diagnosis of diabetic kidney disease and could help hundreds of millions of people worldwide avoid this debilitating disease.

We are also excited to have partnered with clinical services specialist CPR Pharma Services to target the improved development of drugs through using precision medicine, biomarkers, and new tools like companion diagnostics.

To support our growth strategy, in February we conducted a productive Trade Visit to India, the world's leading manufacturer of biosimilars. The trip also highlighted new opportunities in the biomarker area as the Indian biotechnology sector, now worth over US\$11 billion, continues to grow and diversify.

This quarter we introduce another key member of our team – Eric Button, located in North Carolina (USA). Eric has a wealth of experience in diagnostics commercialisation and a track record of bringing new products to market in the diabetes space. Eric is working closely with the PromarkerD team.

Finally, but my no means least, the company has completed the exercise of its ASX listed options with amazing take up of 90% from its Option Holders. The total funds raised of \$3.4 million mean Proteomics International is now strongly positioned to implement its growth plans.

Richard Lipscombe, PhD
Managing Director

IN THIS ISSUE

- ❑ **PromarkerD test officially launched**
- ❑ **PromarkerD patent granted in Japan**
- ❑ **Team profile**
Mr Eric Button:
Diagnostics commercialisation
- ❑ **Strategic alliance and investment in CPR Pharma Services**
- ❑ **Proteomics completes Exercise of Options raising \$3.4 million**

PromarkerD Diagnostic Test Officially Launched

[\[Full article\]](#)

Proteomics International's world-leading PromarkerD test for diabetic kidney disease was officially launched in the Dominican Republic. The pioneering diagnostic test was launched by Proteomics International's partner Omics Global Solutions (Puerto Rico, USA) through its distributor in the Dominican Republic, Macrotech Farmacéutica, the exclusive provider of dialysis services in the country. The company remains engaged with potential partners to bring PromarkerD to market in mainland USA, Mexico, Japan, Australia, China and Europe.



About Omics Global Solutions (OGS)

OGS was established to launch innovative products based on the "omics" sciences (proteomics, genomics, etc.) to have an impact on the lives of patients, their caregivers, and medical professionals involved with their treatment. Located in Puerto Rico (USA) it has partnered with Macrotech Farmacéutica to serve the population of the Spanish speaking Caribbean.

Image (from the left): Luben Ron (General Manager, OGS), Rene Baez Robiou (MD) (Key Opinion Leader), Ricardo Garcia (MD) (Clinical Advisory Board Member, OGS), Dr Noemi Santiago (Commercialisation Team, OGS), Dr Dolores Mejia (MD) (Advisory Board Leader, OGS), Felix Escaño (MD) (Key Opinion Leader), Chuck Morrison (Head of Business Development, Proteomics International), Dr Horacio Serrano (Scientific Director, OGS)

The International Diabetes Federation estimates 422 million adults worldwide now have diabetes, which is the major cause of kidney disease accounting for approximately 44% of new cases. One in three adult diabetics will develop chronic kidney disease (CKD).

CKD is a disorder in which patients show progressive loss of kidney (renal) function usually accompanied by excess protein in the urine (proteinuria). Ninety percent of kidney function can be lost without experiencing any symptoms and in Australia 53 people die every day from the disease. Many CKD patients progress to a need for dialysis or kidney transplant, or experience excessive mortality from cardiovascular-related diseases.

Medicare spending in the USA for patients with CKD aged 65 and older exceeded US\$50 billion in 2013, and represented 20% of all Medicare spending in this age group.

Team Profile

Mr Eric Button: Diagnostics Commercialisation

Targeting the commercialisation of PromarkerD in the US, Proteomics International has engaged Mr Eric Button, the president of NeoMark Ventures, Inc, a consulting and investment firm specialising in the development and commercialisation of emerging diagnostic technologies. For the past 20 years, Eric has been at the forefront of new diagnostics product development, including the commercialisation of three novel diabetes tests.



As Senior Vice President of Diagnostics at Metabolon, Eric introduced Quantose IR and Quantose IGT for the diagnosis of prediabetes. Prior to that, as the founder and President of GlycoMark Inc., Eric directed the foundational scientific studies and the intellectual property, regulatory, and commercialisation/partnering strategies for the first, novel FDA-cleared diabetes test introduced in the US in the past 20 years.

Eric has previously established partnerships with several of the world's leading diagnostic laboratories, as well as a multitude of specialised/smaller labs. Eric's role for Proteomics International is focused on commercialising PromarkerD in the vibrant US market for specialist laboratory testing (so-called Laboratory Developed Tests that are run by certified laboratories). Eric has already identified several commercialisation prospects for the company which are being pursued.

PromarkerD patent granted in Japan [\[Full article\]](#)

Proteomics International has been granted a patent for PromarkerD in Japan, where annual healthcare expenditure on diabetes is the 5th highest in the world at US\$28 billion. Early detection of diabetic kidney disease is particularly important in Japan because organ transplants are rare. Proteomics International has industry experts leading the commercialisation of PromarkerD in the country, which has 7.2 million adults with diabetes. PromarkerD patents have now been granted in Japan, Australia, China, Russia, Singapore, and the USA, with other major jurisdictions pending (Note: Subsequent to the quarter patents were granted in Europe).

Strategic alliance and investment in CPR Pharma Services [\[Full article\]](#)

Proteomics International and clinical services specialist CPR Pharma Services have partnered to target the fast-growing area of clinical trials. The alliance sees the company provide its predictive diagnostics and analytical services capability to complement CPR's position as a regional leader in the provision of clinical services and laboratory testing in clinical trials. The global clinical trials market is projected to reach \$22 billion by 2021.

The partnership will provide further commercial opportunities for the Promarker™ technology, with the application of the proven discovery platform to create new diagnostic tests for drug development. With a complete clinical trial program typically costing \$100 million, a new Promarker™ companion diagnostic test (that helps stratify patients for clinical trials) could save biopharma companies millions of research dollars and help bring treatments to market faster.

Synergies in combining diagnostics and clinical trials



Companion Diagnostics (CDx) are a key tool to develop drugs more efficiently

- Validated biomarkers can be commercialised as diagnostic kits, including use in clinical trials to measure and monitor effectiveness, or toxicity of a drug treatment
- The FDA states a Companion Diagnostic.... provides information that is essential for the safe and effective use of a corresponding drug or biological product
- Identify patients in need | More accurate dosing | Monitor side effects | Improved success rate

The partnership was cemented with a share swap in which Proteomics International issued 3,868,305 fully paid ordinary PIQ shares to acquire 10% of the fully diluted issued share capital of CPR. Based on the 30 day VWAP of \$0.3045 per share, the stake was valued at \$1.2 million.

Proteomics completes Exercise of Options raising \$3.4 million [\[Full article\]](#)

Proteomics International raised the maximum available amount of \$3.4 million through the exercise of its listed options. Existing option holders exercised 90% of their entitlements, including more than \$1 million exercised by Proteomics International directors.

The underwriter Alto Capital exercised the final 10% of the options outstanding, or \$341,808. Alto Capital had underwritten \$2 million of PIQ options, but the overwhelming support of option holders meant the shortfall was low. The additional funds will help drive the ongoing commercialisation of PromarkerD and accelerate the growth of the business.

PROTEOMICS – FAST FACT PANEL

COMPANY CONTACTS

Dr Richard Lipscombe
Managing Director

Mr Chuck Morrison
Head of Business Development

Mr Shane Herbert
Customers Services Manager

Dr Pearl Tan
Chief Operating Officer

Dr Scott Bringans
Research Manager

Mr Paul Hart (Canary Capital)
Investor Relations

AGENTS

India

Proteomics International – India
www.proteomicsindia.com
info-india@proteomics.com.au
P: + 91 8527 699 192

Malaysia/ Indonesia/ Thailand

Apical Scientific Sdn. Bhd.
www.apicalscientific.com
info@apicalscientific.com
P: + 603 8943 3252

Singapore

Axil Scientific Pte Ltd
www.axilscientific.com
peptide@axilscientific.com
P: + 65 6775 7318

Japan

Leave a Nest Co. Ltd
www.leaveanest.com
info@leaveanest.com
P: + 81 3 6277 8041

Hong Kong/ China

Asia Bio Channel Limited
www.asiabiochannel.com
bcoissac@asiabiochannel.com
P: + 852 9845 4791

Latin America

LinkPharma LLC
www.linkpharma.co
customerservice@linkpharmaus.com
P: +1 813 319 3972

Listing

Australian Securities Exchange

Stock Code

ASX: PIQ

Canary Capital

www.canarycapital.com.au
phart@canarycapital.com.au
P: +61 3 9890 6846
M: +61 421 051 474

Cash Position

A\$2.7 million (31/03/2018)

Issued Capital – Ordinary shares

80.1 million

Market Capitalisation based on share price of 21 cents

A\$16.8 million

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

FOR FURTHER INFORMATION PLEASE CONTACT:

Proteomics International Laboratories Limited

+61 8 9389 1992

info@proteomics.com.au (general)
bd@proteomics.com.au (business development)

www.proteomics.com.au
www.proteomicsinternational.com

QEII Medical Centre
6 Verdun Street, Nedlands
Perth WA 6009 Australia

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.