

PIQ



Proteomics International

LABORATORIES LTD

121 Tech Investment Hong Kong

13th June 2019

ASX: PIQ

BUILDING A GLOBAL
DIAGNOSTICS BUSINESS

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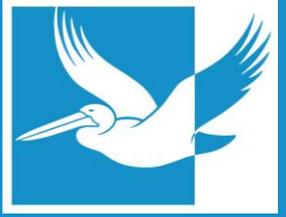


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CORPORATE OVERVIEW

Proteomics International Laboratories Ltd (PIQ: ASX) is a medical technology company at the forefront of predictive diagnostics and bioanalytical services

PREDICTIVE DIAGNOSTICS

PromarkerD

- World-leading predictive diagnostic test for diabetic kidney disease
- Accurately predicts four years prior to typical diagnosis
- Predictive diagnosis can prolong disease onset, resulting in significant benefits to the patient and healthcare system
- Additional tests in the pipeline

BIOANALYTICAL SERVICES

- Strong demand from large pharmaceutical companies for these specialised analytics
- Year on year revenue growth
- Revenue offsets the cash burn from R&D and product development

CORPORATE SNAPSHOT – 11/06/2019

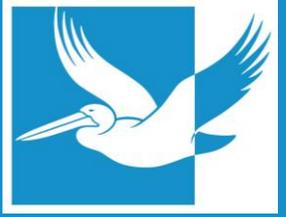
ASX code	PIQ
Share Price	\$0.34
Shares on issue	80.5m
Cash (31 Mar 2019)	\$2.6m
Enterprise Value	\$25.4m
Revenue – FY18	\$2.2m
Monthly Burn	~\$100k
Directors Hold	30%





BUILDING A GLOBAL DIAGNOSTICS BUSINESS

ENORMOUS MARKET	PromarkerD, a predictive test for diabetic kidney disease is being rolled out now. 425m adults have diabetes globally.
DE-RISKED CLINICALLY	PromarkerD clinical studies completed successfully and validated by peer review.
COMMERCIALY READY	Licensing deals for PromarkerD have been recently executed in Mexico, Spain & Dominican Republic. In discussions with various US partners. Sales Commenced.
GLOBAL SCALABILITY	PromarkerD is being rolled out through established diagnostic laboratories under license/royalty agreements. Multiple territories expected to be generating sales in 2019.
NO COMPETITION	PromarkerD is the world's only commercial test for predicting the onset of diabetic kidney disease. Patented globally.
DEEP PIPELINE	PromarkerD is the first commercial application of the company's platform technology. There is evidence that the technology could be applied to Endometriosis, Gastro, Asthma & Lung Disease - all major market opportunities.
LEAN AND SCALABLE	Low fixed costs, strong balance sheet and already generating over A\$2.2m. Additional major territories under discussion. Truly a global opportunity.
ALIGNED MANAGEMENT	Highly credentialed and experienced Board and Management that are aligned with shareholders. Founder & MD, Dr Richard Lipscombe holds 23.7% - Directors hold 30%.



A MAJOR OPPORTUNITY

THE PROBLEM

- ▶ 425 million people have diabetes
- ▶ 1 in 3 diabetic adults currently have chronic kidney disease

- ▶ There are no early symptoms of diabetic kidney disease. **Kidney function can fall below 15-20% with no symptoms.**
- ▶ There is currently no available test for predicting the onset of diabetic kidney disease
- ▶ Diabetic kidney disease **leads to dialysis (US\$72,000 p.a.)** or kidney transplant
- ▶ **Total cost of diabetic kidney disease = US\$100Bn**



THE SOLUTION

PromarkerD: A predictive diagnostic test for diabetic kidney disease

- ▶ PromarkerD can **diagnose** diabetic patients already suffering from chronic kidney disease that the current gold standard tests miss
- ▶ PromarkerD can predict the onset of disease **before** clinical symptoms appear
- ▶ Doctors can then prescribe an early therapeutic treatment to stop the onset of disease

PromarkerD FEATURED at the AMERICAN DIABETES ASSOCIATION



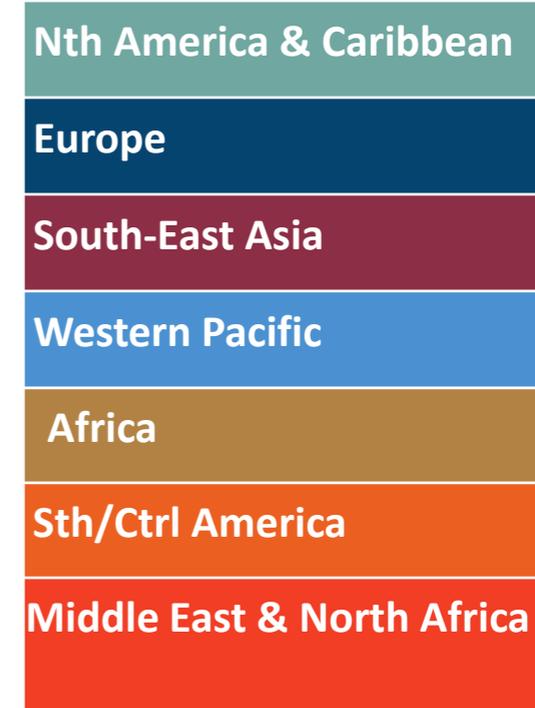
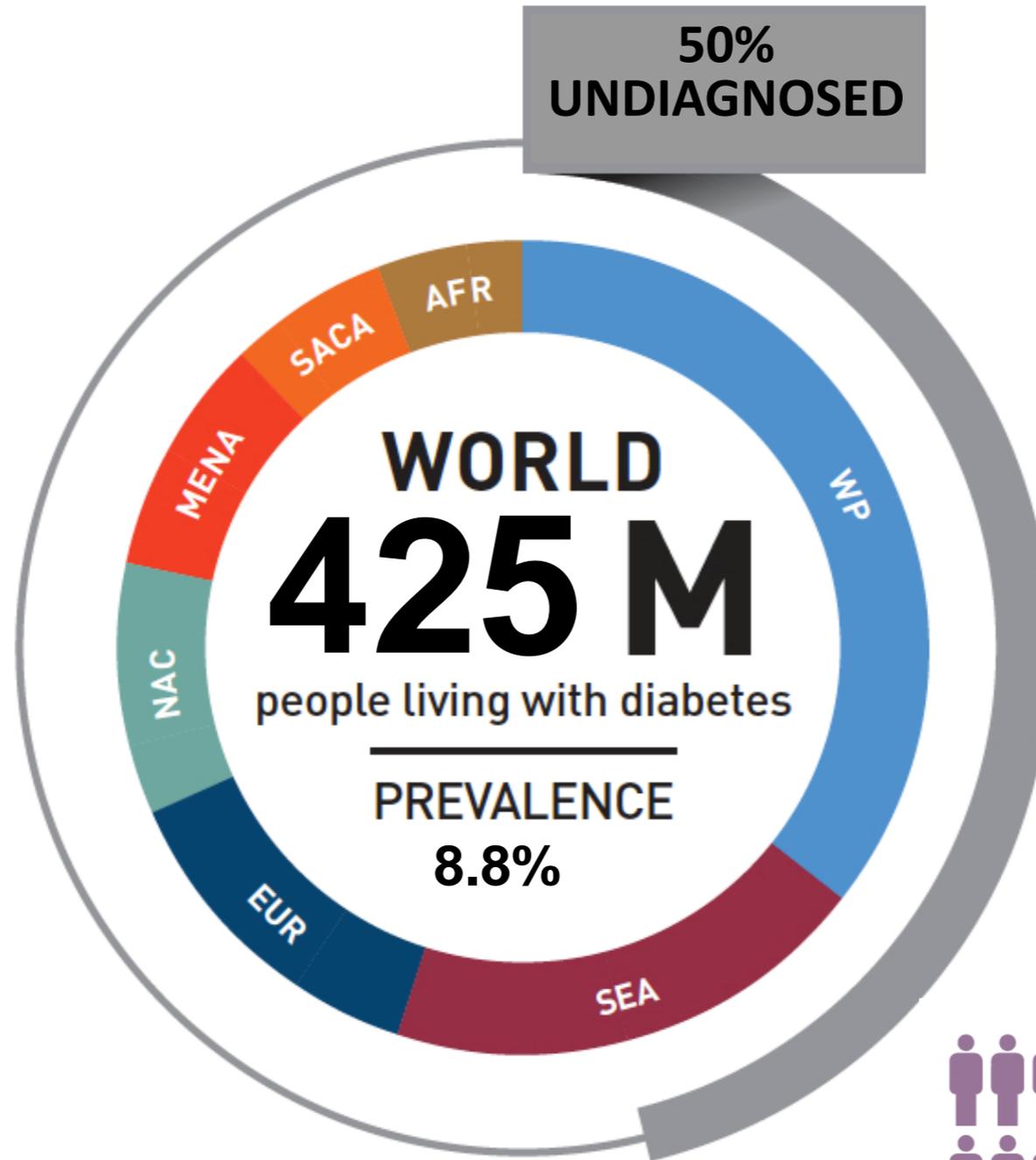


MAJOR COST/BENEFIT FACTOR TO DRIVE UPTAKE

With PromarkerD	Without PromarkerD
Unequivocal Cost Benefit	
Test Price US\$60 Predicts kidney disease with 86% accuracy up to four years out	VS Dialysis cost US\$72,000 per year ongoing for the patient's life
Unequivocal Patient Benefit	
Non invasive blood test Patients can alter habits / receive treatment to stop onset of the disease	VS Dialysis machine for term of life

MARKET SIZE?

- Hundreds of millions of people could benefit from this test in terms of early treatment to mitigate the onset of kidney disease. Kidney disease is one of the major complications of diabetes which is fatal unless managed by dialysis which is costly and detrimental to quality of life.
- Globally, kidney disease and the diabetes epidemic cost health systems \$850 billion in 2017.



expected increase

+ 204
MILLION



2017



2045

Targeting Type 2 Diabetes
(~95% of diabetics)



MARKET BREAKDOWN - PromarkerD™

REGION	PARTNER	MARKET SIZE (DIABETICS)	TOTAL POTENTIAL OPPORTUNITY*	
	Mexico	Patia Biopharma	13m	US\$72m p.a.
	Spain	Patia Europe	3.6m	US\$20m p.a.
	Dominican Republic	Omics Global	1.1m	US\$6m p.a.
TARGET MARKETS				
	United States	In Discussions	30m	US\$165m p.a.
	European Union	In Discussions	33m	US\$181m p.a.
	Japan	In Discussions	10m	US\$55m p.a.
		Total	90.7m	US\$499m p.a.



JANSSEN COLLABORATION - CDx

Proteomics International and Janssen Research & Development (Janssen) have formed a collaboration, utilizing PromarkerD to help assess the effectiveness of canagliflozin (Janssen diabetes drug) as a treatment for diabetic kidney disease.

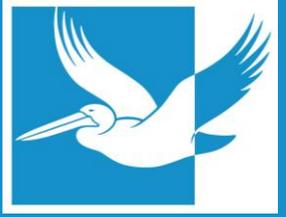
POSITIVE PHASE 3 RESULTS

- Janssen's Phase 3 clinical trial found that canagliflozin significantly reduces the risk of renal failure in patients with type 2 diabetes and chronic kidney disease.
- First drug in 20 years to significantly reduce the risk of renal failure, dialysis or kidney transplantation.

POTENTIAL COLLABORATION UPSIDE

- Upon positive results from the study, PromarkerD may become a Complementary Diagnostic (CDx) test for the therapeutic treatment of diabetes complications with canagliflozin.
- **Becoming a Complementary Diagnostic means a PromarkerD test could be used:**
 - upon prescription of canagliflozin for diabetes; and
 - throughout a patient's course of treatment (potentially lifetime) to monitor the risk of developing chronic kidney disease





ANALYTICAL SERVICES

**WORLD'S FIRST COMPANY TO RECEIVE ISO 17025 LABORATORY ACCREDITATION
FOR PROTEOMICS SERVICES**

BIOSIMILARS & BIOLOGICS

**Assisting pharmaceutical companies
develop generic drugs**

PHARMACOKINETIC TESTING

**Pre-clinical and clinical quantitative
testing of any new investigational drug**

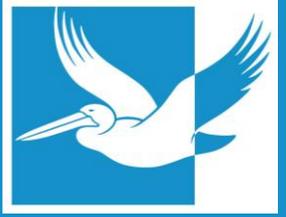
**PROTEOMICS INTERNATIONAL'S ANALYTICAL SERVICES HAVE DELIVERED
YoY REVENUE GROWTH, SUCCESSFULLY OFFSETTING THE R&D COSTS**



PROTEOMICS Vs TYPICAL BIOTECHS

ALL THE UPSIDE WITHOUT THE CLINICAL RISKS, COSTS & EXTENDED TIMELINES

Features	PIQ	Typical Biotechs
Enormous markets	✓	✓
Minimal clinical risk	✓	X
No waiting for results	✓	X
Short clinical development (for new products)	✓	X
No binary outcome	✓	X
Licensing deals executed	✓	X
Commercially ready product(s) launch imminent	✓	X
Existing revenues and low cash burn	✓	X
No need for additional capital to be raised	✓	X
Platform technology	✓	Potentially
Peer reviewed	✓	Potentially
Tight capital structure	✓	Potentially



MILESTONES & UPCOMING CATALYSTS

EXCEPTIONAL GLOBAL OPPORTUNITY

- ✓ **Proven diagnostics business with global potential**
- ✓ **Scalable licensing model with high margins and negligible rollout cost**
- ✓ **Minimal burn rate ensures rollout is funded**
 - Established revenue reduces burn, trending to cash flow positive
- ✓ **Strong IP position**
 - Patents granted in major jurisdictions for ground-breaking PromarkerD diagnostic algorithm
- ✓ **Proven technology platform - pipeline of potential globally significant tests**
 - Proof of concept established with PromarkerD: Endometriosis, asthma etc undergoing pre-clinical work
- ✓ **World leading technology in an area of unmet medical need**

SHARE PRICE CATALYSTS

PromarkerD

Further licencing deals in major territories

Expansion of deals in existing territories

Patents in other global jurisdictions

European CE Mark approval

Results from Janssen trial

Diagnostic capability to assist drug developers to market kidney disease treatments

Analytical services

Revenue growth from biosimilars & PK testing

Diagnostic test development

Endometriosis, gastro, asthma and lung disease

Pipeline expansion into other chronic diseases

BOARD & MANAGEMENT

DIRECTORS HOLD
30%



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 18 years. 30 years experience in research and development globally in academic and commercial entities. Technical expertise in chemistry, immunology, & biomarker discovery.



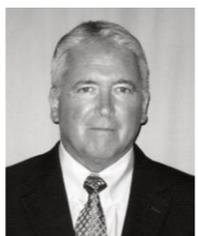
Roger Moore R (Denmark), BPharm (U.Syd), Non-Executive Director

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 & Oceania Region. He has also served as a member of the Senior Management Board, Novo Nordisk A/S.



Paul House GAICD, BCommerce (UWA), Non-Executive Director

Over 25 years with multi-national corporations, most recently serving as MD, SGS India for 8 years. Previously held CFO and COO roles, and was Senior Manager at a leading global management consultancy firm.



Chuck Morrison BSc (Boston), MBA (Boston), Business Development

36 years in life sciences, biotechnology, and diagnostic industries including DuPont and PerkinElmer.

CONTACT



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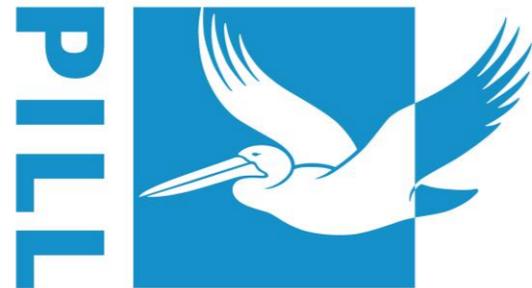
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