



Proteomics International

LABORATORIES LTD

ASX Release
4 February 2025

ASX code: PIQ

Investor Presentation

Proteomics International Laboratories Ltd (Proteomics International; ASX: PIQ), a pioneer in precision diagnostics, is pleased to release a copy of the presentation to be provided by Dr Richard Lipscombe to delegates at Euroz Hartleys 2025 Healthcare Forum being held on 4 February 2025.

Authorised by the Chairman and the Managing Director of PIQ on behalf of the Board.

ENDS

About Proteomics International Laboratories (PILL) (www.proteomicsinternational.com)

Proteomics International (Perth, Western Australia) is a wholly owned subsidiary and trading name of PILL (ASX: PIQ), a medical technology company at the forefront of precision diagnostics and bio-analytical services. The Company specialises in the area of proteomics – the industrial scale study of the structure and function of proteins. Proteomics International's mission is to improve the quality of lives by the creation and application of innovative tools that enable the improved treatment of disease.

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Euroz Hartleys 2025 Healthcare Forum

Investor Presentation

4 February 2025

Dr. Richard Lipscombe
Managing Director

This Presentation is provided by Proteomics International Laboratories Ltd (Proteomics International, Proteomics, the Company, ASX: PIQ).

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A medical technology company at the forefront of precision diagnostics

Commercialising three first-in-class tests driven by a proprietary platform technology:

PromarkerD

Diabetic Kidney Disease

COMMERCIALISATION

- A novel and accurate test for predicting the onset of chronic kidney disease in type 2 and type 1 diabetes (DKD)
- 10.5% of adults worldwide currently have diabetes with **32 million in the US alone – 1 in 3 currently have DKD**
- **US reimbursement price set at US\$391**

PromarkerEndo

Endometriosis

DEVELOPMENT COMMERCIALISATION

- Breakthrough test identifies all stages of endometriosis with high accuracy (sensitivity and specificity up to 96%)
- Affects 1 in 9 women and costs Australia alone over AU\$10Bn a year
- Current 7 – 10 years for diagnosis: **replaces ultrasound, MRI and/or diagnostic laparoscopy**

PromarkerEso

Esophageal Cancer

DEVELOPMENT COMMERCIALISATION

- A novel and accurate test to diagnose esophageal cancer - Clinical validation study identified 94% of patients with the disease
- 1 in 20 cancer deaths worldwide due to esophageal cancer
- **Replaces endoscopy/biopsy: 1.5 million per year in US**

Corporate Snapshot

ASX code	PIQ
Market Capitalisation	A\$85m
Cash (31 Dec 2024)	~A\$5.3m
Share Price (31 Jan 2025)	A\$0.645
Shares on issue	131m
Revenue & other income – FY25	A\$2.9m
Average Quarterly cash burn – FY25	A\$1.5m

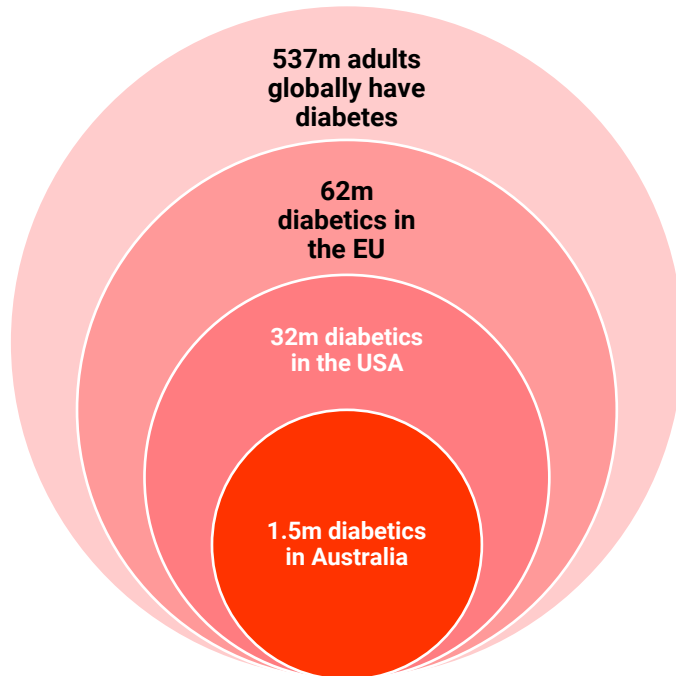


Financial and Corporate

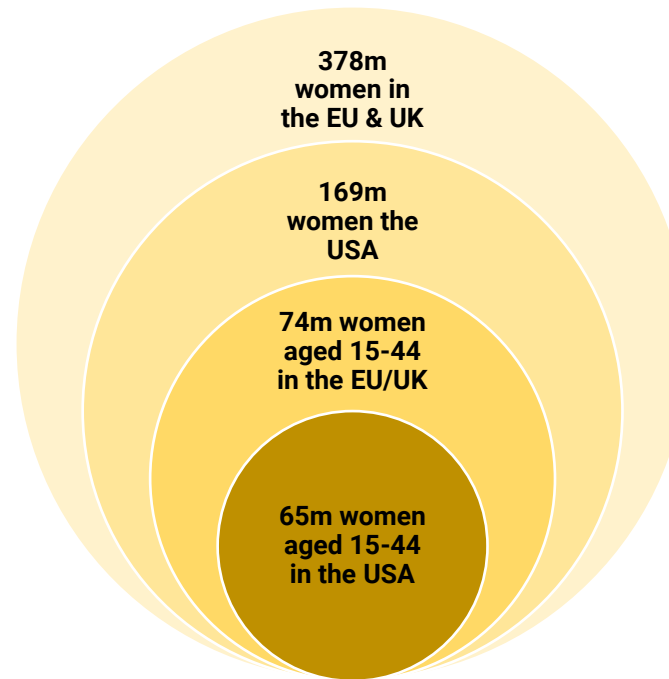
- Top 40 Shareholders hold 41%
- Directors are highly aligned with shareholders holding 13%
- State-of-the-art laboratories
 - Specialist proteomics technology platform
 - Cutting edge facility with world leading accreditation: ISO 17025 (analytical) and ISO 13485 (manufacturing), expanding to include ISO 15189 (clinical testing)
 - Establishing US reference laboratory (with CLIA certification)
 - Analytical services – pharmacokinetic (PK) testing & biosimilars
 - Headquartered on QEII Medical Campus, Perth, WA
- Revenue generating
 - Bioanalytical service business helps offset cash burn
 - Launching three tests in 2025 for sales of PromarkerD, PromarkerEso & PromarkerEndo
- Corporate
 - Board renewal: Industry experienced Chair and NED appointed
 - Recruited senior executives to accelerate test commercialisation

The Need: Target Populations for DKD, Endo and Eso

10.5% of the global adult population have diabetes

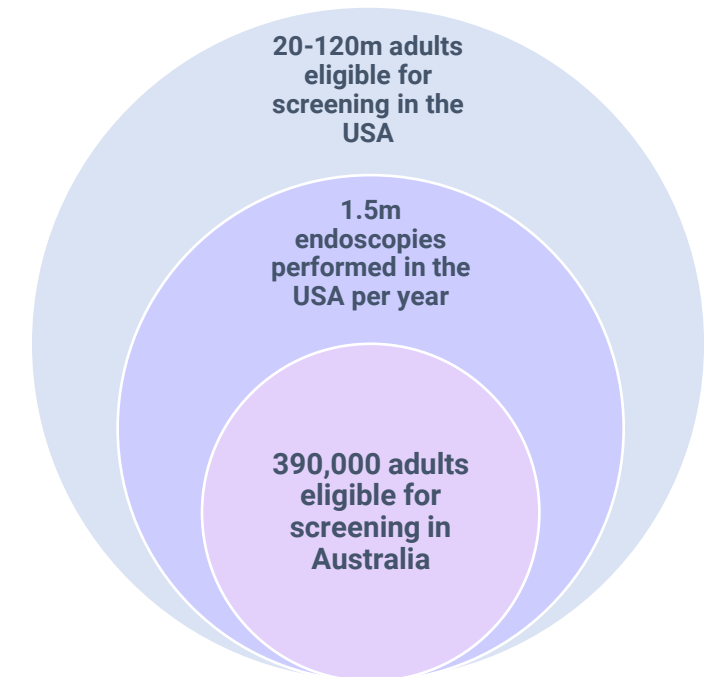


1 in 9 women have endometriosis



1-2% of western populations at risk of Esophageal Cancer

(Diagnosed by endoscopy with biopsy)



Sources:

<https://www.statista.com/statistics/755225/population-of-europe-bygender/#:~:text=In%202023%2C%20the%20female%20population,male%20population%20of%20358.3%20million>

International Diabetes Federation (IDF) Atlas 10th Edition 2021 [Age group 20-79 years]

<https://www.medscape.com/viewarticle/990519?form=fpf>

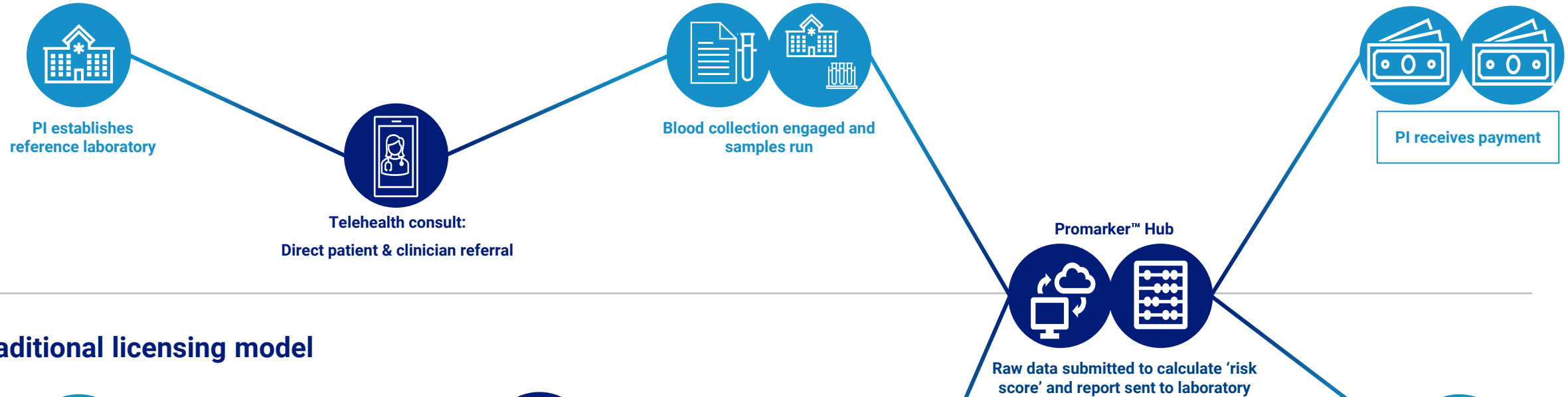
<https://www.cancer.org.au/assets/pdf/9-august-2020>

(European Commission)(Statistics Times)(ONS.gov).

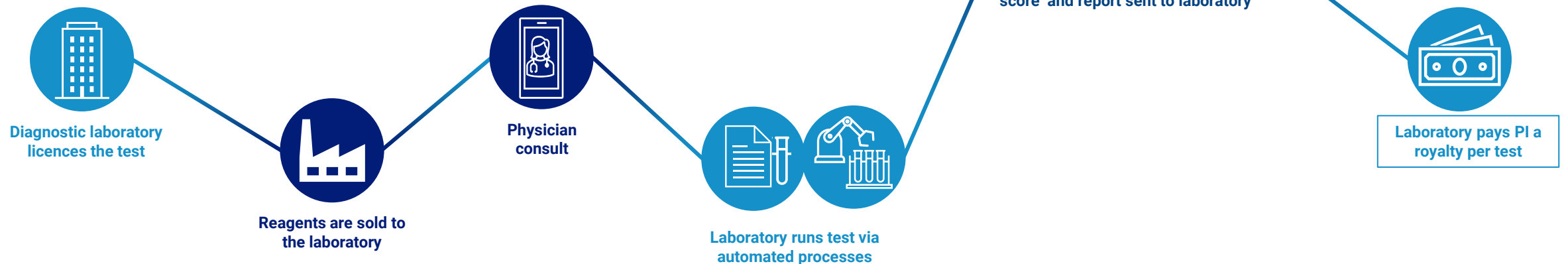
Australian eligible adults screening determined as midpoint of 1-2% of Australian population of ~26m

Go-to-Market: Synergistic pathways

Direct to consumer/patient (DTC/DTP) and digital marketing pathway



Traditional licensing model



Direct to consumer/patient (DTC/DTP) digital platform

PromarkerD
PROACTIVELY CHANGING RENAL HEALTHCARE

LOGIN(HUB) CONTACT US PRODUCT

The Test Evidence Healthcare Providers Patients Partners Investors News

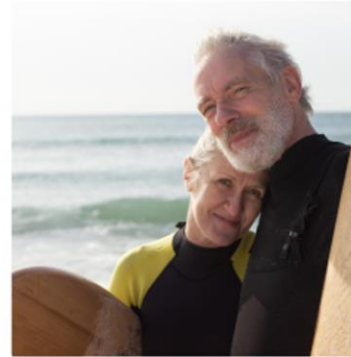
The Test

The PromarkerD test system is a blood test that assesses the risk of diabetic kidney disease in people with type 2 diabetes

REGISTER YOUR INTEREST TODAY

- Preparing to launch in Australia in Q1 CY25
 - Automated immunoassay established
 - Clinical accreditation in progress
 - Blood collection logistics established
 - GP practices engaged
 - Beta-testing digital platforms

myTEST Our Tests How it works Collection Centres About us For Doctors



Diabetic Kidney Disease Test

Get a blood test that predicts the risk of **diabetic kidney disease (DKD)** in patients with **type 2 diabetes**.

Unlike current tests that only detect kidney disease after it develops, this advanced test identifies your risk years before symptoms appear, allowing for earlier intervention.


Request test now

- For patients with type 2 diabetes
- Predicts kidney disease 4 years early
- Sample Type: Blood Test
- Authorisation: telehealth consult included
- Results: 1 week from sample collection

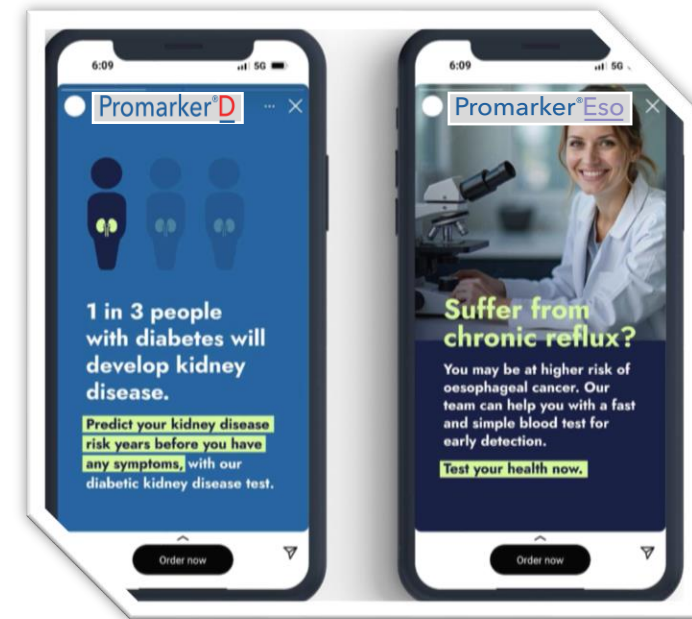
Note: This test requires authorisation from a licensed medical provider. The test package includes a telehealth consultation with an independent, Australian registered doctor who can provide the necessary authorisation for your test order if you don't already have a physician to do so.

- Why do I need this test?
- Who should take this test?
- What does this test measure?
- When should I do the test?
- What to expect with your results?
- What happens after I get my result?

How it all works

- Purchase your test**
Request a test, and answer a few questions about your health online.
 - Talk to a clinician**
Book a telehealth consultation with a clinician to approve your test request (included in purchase)
 - Provide your sample**
Take your referral to a collection centre and have your blood sample taken.
 - Get answers in days**
Access your results online through a secure portal and share them with your doctor for informed health discussions.
- 

Disclaimer: This test is conducted in line with ISO 15189:2022 standards, adhering to National Association of Testing Authorities (NATA) accredited methodologies.



Go-to-Market: Benefits

	Direct	License
Establishment and tech transfer risk	Low (PI controlled)	Medium
Time to operations	1H 2025 (Australia and US)	To follow Direct market launch
Proteomics retained test fee	High % (75-100% depending on contractors)	Low % (5-25% increasing with market validation)
Reimbursement	Out of pocket & PI owned code and pricing	Code linked to laboratory
Pricing	PromarkerD: United States USD391; Australia <i>tba</i> PromarkerEndo: <i>tba</i> PromarkerEso: <i>tba</i>	
Throughput	Mid ('000s/month) – readily scalable	Mid-High ('000s/m to 100,000s/m)

Proteomics International will launch tests via the Direct strategy to reduce risk and leverage more attractive terms for out-licencing

Multiple Value Drivers in H1 CY25

Milestone	TARGET Qtr	Dec	Mar	Jun	Impact
Commercial					
US reference lab established					Key to first US sales and reimbursement
First Sales PromarkerD in USA					Initiate pathway to significant revenues
Australian clinical lab certification established					
PromarkerD launched in Australia/EU					Drive global uptake and future revenue
PromarkerEndo launched in Australia					First sales
PromarkerEso launched in Australia					First sales
Clinical/Technical					
Endometriosis Dx - results update		✓			New first-in-class diagnostic test
Esophageal Cancer Dx - results update		✓			New first-in-class diagnostic test
OxiDx test - results update		✓			New first-in-class diagnostic test
Regulatory/Reimbursement					
PromarkerD submissions (TGA, FDA)					Assist global roll-out
Endo 'FDA breakthrough' submission					Support US roll-out
Eso 'FDA breakthrough' submission					Support US roll-out

Summary – Exceptional Growth Opportunity

- **Disruptive, cutting-edge technology & proven in-house diagnostics platform**
- **Multiple patented products**
 - PromarkerD test de-risked, patented, revenue ready
 - PromarkerEndo and PromarkerEso tests nearing market entry
- **Tests are scalable with high margins**
- **Whole of market appeal: pharma, clinical pathology labs, diagnostic platform developers, physicians and patients**
- **Vibrant corporate activity in the precision medicine, diagnostics and CRO (clinical trials) sectors**
- **First sales for each test in the first half of this year (H1 CY25)**

Supplemental

Board of Directors



Dr James Williams PhD (Melbourne), MBA (UWA), BSc, Hons (Aberdeen), GAICD, Non-Executive Chair

Accomplished manager, director, scientist and investor with experience covering all aspects of life-science technology translation. Involved from startup to commercialisation, including CEO, CTO, Director and Chair roles, of numerous biotech companies (including Dimerix (DXB.ASX) and iCeutica) which have resulted in five Food and Drug Administration (FDA) approved drugs, medical devices and diagnostics.



Dr Richard Lipscombe PhD (London), MA (Oxon), Co-Founder & Managing Director

Led the Company from foundation through listing in 2015 to today. 30 years biotechnology experience in R&D and product commercialisation in academic and commercial entities. Technical expertise in chemistry, immunology, biomarker discovery & clinical proteomics.



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

Over 25 years with multi-national corporations, CEO of Imdex (ASX:IMD), prior role as MD of SGS India for 8 years. Previously held CFO and COO roles and was Senior Manager at a leading global management consultancy firm.



Neville Gardiner BBus (Accounting and Business Law) (Curtin), Non-Executive Director

Seasoned finance professional with over 30 years' experience providing corporate advice to Boards of public and private companies. He was Co-Founder and MD of Torridon Partners, an independent corporate advisory firm, which was acquired by Deloitte in 2016, where he became Partner in their M&A Advisory team.



Aaron Brinkworth GAICD, BHLthSc (ECU), Non-Executive Director (appointed 8 Nov 24)

Over a 22-year career at Gilead Sciences, Inc. (Nasdaq: GILD), he held senior commercial, patient access and strategic licensing roles. Mr Brinkworth has led Gilead's Asia Pacific commercial and access operations where he was responsible for developing high performing sales, marketing, and distribution networks across the region. Mr Brinkworth currently serves as non-executive Director for Resonance Health Ltd (ASX: RHT).

Dr Richard Lipscombe

Managing Director

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