

# Proteomics International

LABORATORIES LTD

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Corporate Presentation | [Singapore, Hong Kong, Shanghai](#)  
[Asia Biotech Invest](#) | 21<sup>st</sup>, 23<sup>rd</sup>, 27<sup>th</sup> March 2017

**Global leader in  
predictive diagnostics**

**ASX: PIQ**



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# PIQ corporate overview

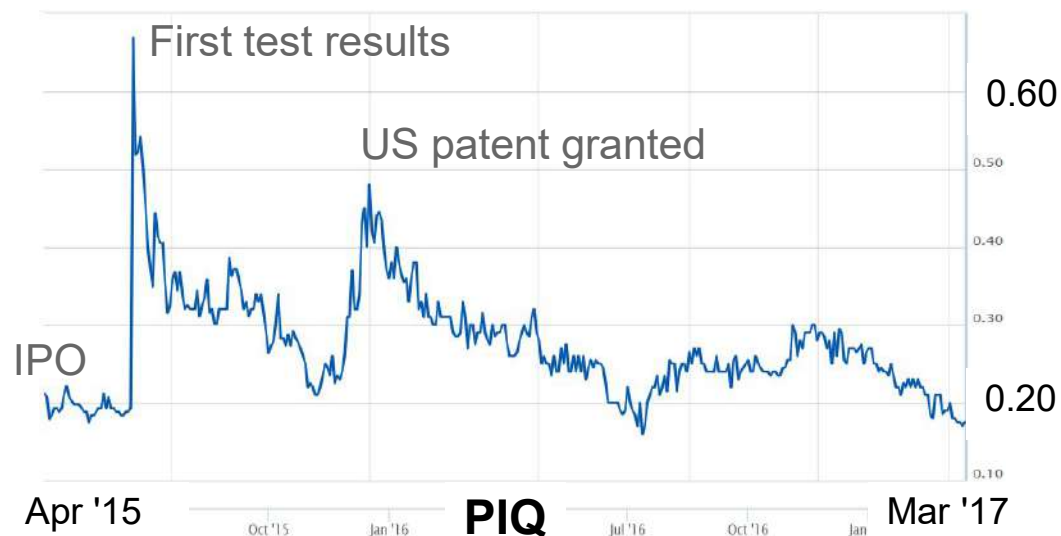


## Capital Structure

ASX code	PIQ
Shares on issue	59m
Market capitalisation (@ 19c)	\$11.2m
Listed (@ 20c); raised \$3m	Apr 2015
Placement/SPP (@ 24c); \$2m	Dec 2016
6 month price range	30c-17c

## Shareholders

Top 20 Shareholders	64.6%
<b>Major Shareholders</b>	
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 Dec 31 <sup>st</sup> 2016	\$2.4m

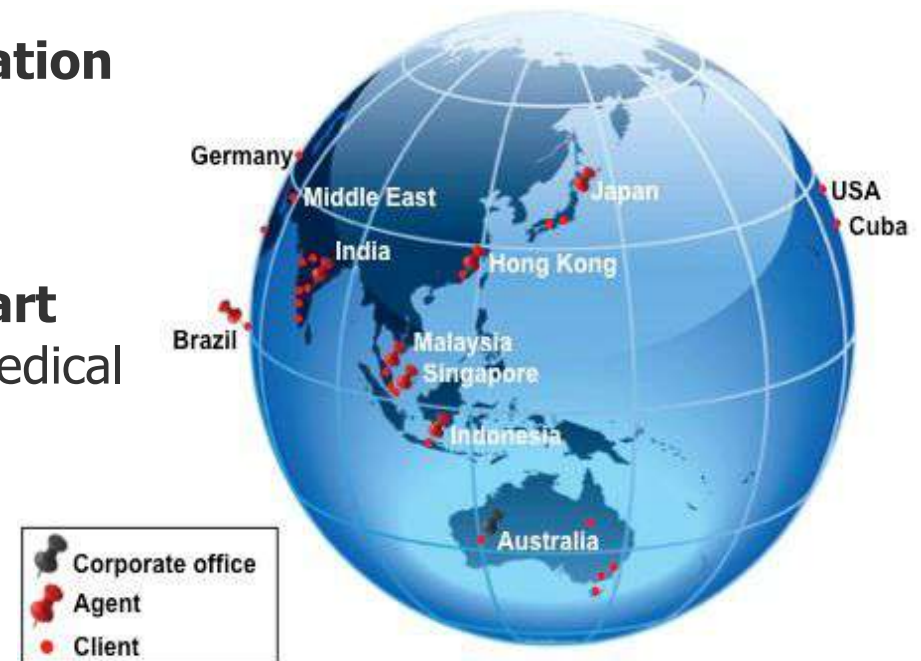
# Introducing PIQ



- **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
- **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



Quality is Assured



# A world leading predictive diagnostic test - PromarkerD



Without PromarkerD



With PromarkerD





# PromarkerD in brief



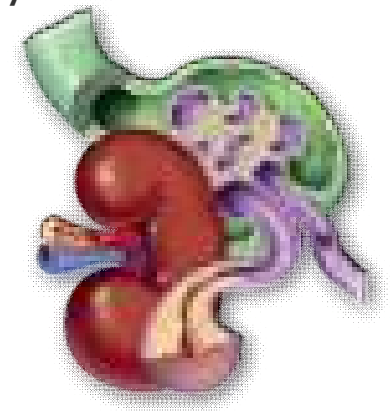
## Predictive diagnostic test for diabetic kidney disease

### 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”

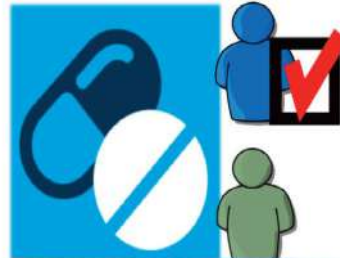


PromarkerD **predicted** 95% of the patients who were previously kidney-disease free and go on to develop chronic kidney disease

# 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
Singapore	6m	541,600	
Japan	126m	7,202,200	
USA	324m	29,251,600	
China	1,382m	109,649,100	

**PromarkerD**

# PromarkerD: status



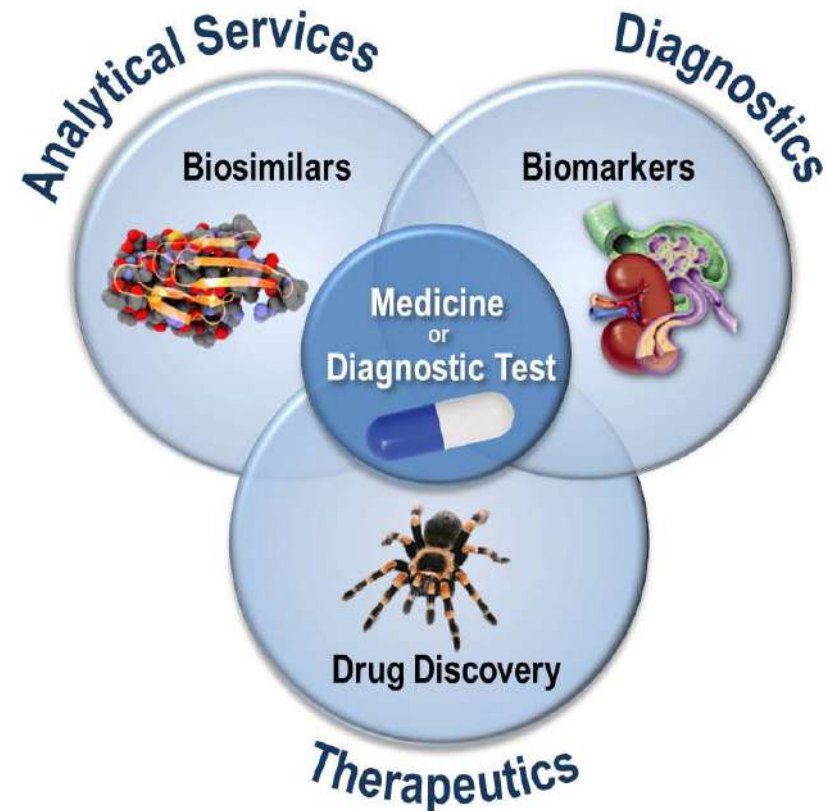
<b>Stages</b>	<b>Timing</b>
■ Platform technology established	✓
■ Predictive diagnostic study results	✓
■ Patents granted in USA & China	✓
■ Diagnostic test data published	✓
■ <b>Independent market assessment</b>	✓
■ Predictive test data published	Due Q2 2017
■ <b>Validation study results – 500 patient</b>	<b>Due Q2 2017</b>
■ Regional clinical validation studies	Commencing Q2 & Q3 2017
■ Prototype kit manufacture complete	Due mid 2017
■ <b>First commercial sales</b>	<b>Due end 2017</b>



# 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



# Why PIQ?



- **Leveraged business model**

- Established revenue ~\$1m per annum reduces burn, trending to cash flow positive
- Analytics revenue grew 34% in 2016

- **Strong IP position**

- Patents granted in major jurisdictions for ground-breaking PromarkerD diagnostic

- **Proven technology platform**

- Proof of concept established with multiple applications for bespoke diagnostic tests, e.g. Endometriosis, Mesothelioma, Gastro

- **World leading technology in an area of unmet medical need**

- Frost & Sullivan identifies “**high adoption potential**” for PromarkerD
- **Current and pending deal flow** amidst fast-growing international activity

★ **415 million, 5% uptake, \$50 test, 5% royalty, \$50 million per year**

# Please contact

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Managing Director

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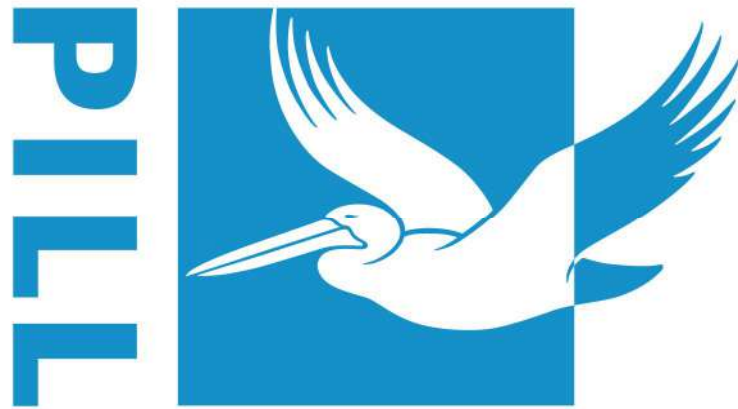
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# Supplemental: Changing lives.....



DNA shapes our lives. The Human Genome Project, to map human DNA, was the single largest undertaking in the history of biological science. Completed in 2003 it was a US\$4 billion international collaboration.

Today, cumulative benefits are estimated at US\$1 trillion, and the foundation was laid for transformational changes in medicine, from stem cell therapies to cloning.

The next generation progression of science and technology is the **proteome - the industrial scale study of the structure and function of proteins.**

Proteomics is now an integral part of the biotechnology and life sciences industries and plays an essential role in understanding disease and biological systems.

**Proteomics International is acknowledged as a global leader and innovator in this field.**

## Why study proteomics?

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





# Supplemental: Board & management

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## **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

Thirty years experience in research and development globally in academic and commercial entities. Successfully managed the Company for 16 years.  
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.

## **Chuck Morrison** MBA (Boston), Bsc (Boston), Head of Business Development

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