

PIQL



# Proteomics International

LABORATORIES LTD

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Corporate Presentation

| Melbourne, Australia

Australia Biotech Invest

| 26 & 27<sup>th</sup> October 2016



**Global leader in applying  
proteomics to MedTech**

**ASX: PIQ**

# Disclaimer & forward-looking statements

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# Corporate overview

Capital Structure	
ASX code	PIQ
Shares on issue	50.6m
Market capitalisation (@ 29c)	\$14.6m
Listed (@ 20c); raised \$3m	16th April 2015
6 month price range	30c-16c
Cash at September 30 <sup>th</sup>	\$0.9m

Shareholders	
Top 20 Shareholders	70%
<b>Major Shareholders</b>	
Richard Lipscombe	31.9%
XYLO Pty Ltd	12.4%
John Dunlop	7.5%
Randolph Resources Pty Ltd	3.0%
Sparrow Holdings Pty Ltd	2.1%



# Introducing PIQ



- **Revenue generating** company – Est'd 2001
- **Global leader & innovator** in field of proteomics
- World first diagnostic test at **commercialisation stage**
- **World's first company** to receive ISO 17025 laboratory accreditation for proteomics services
- 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

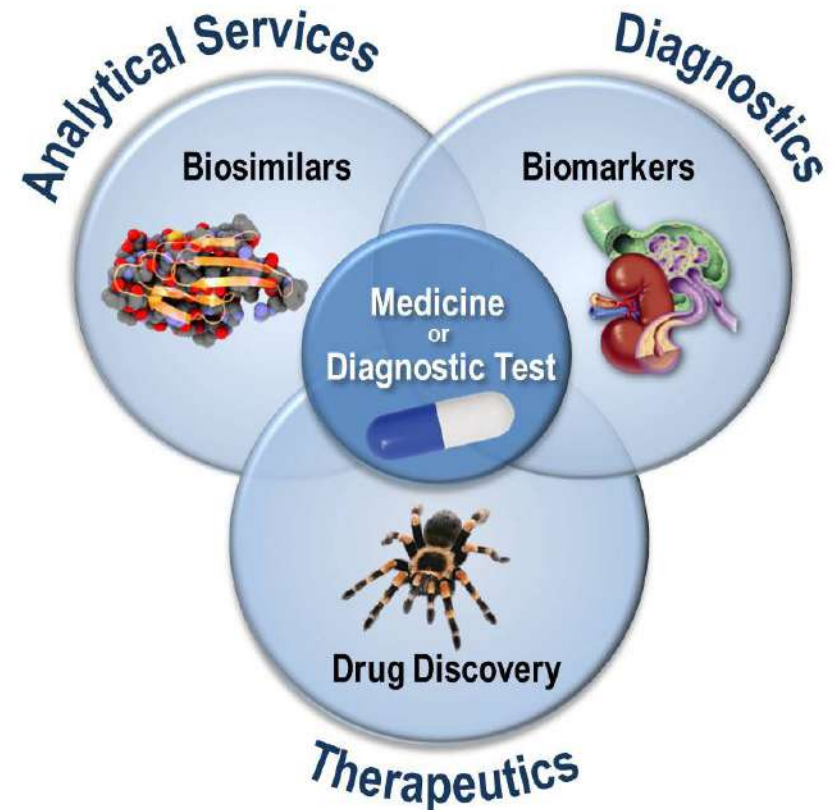


Quality is Assured



# 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



# 2016 FY and beyond: milestones hit



## ■ Corporate

- **Top Ten** performing IPO of 2015 (Financial Review)
- Options listed @ 1 cent

## ■ Analytical services

- Revenue **up 34%** (five year average sales growing at 30%)
- Major analytical contracts in **biosimilars** and food QC testing
- **50% export** income; WA Exporter of the Year Award [Healthcare]
- expanding partnership with global CRO, inVentiv Health



## ■ Diagnostics

- Ground breaking predictive test for diabetic kidney disease
- **Patents granted** in US, Australia, Russia, Singapore and China
- **First commercialisation** agreement signed, NPV US\$1.5m

# Lead diagnostic - PromarkerD



Without PromarkerD



With PromarkerD



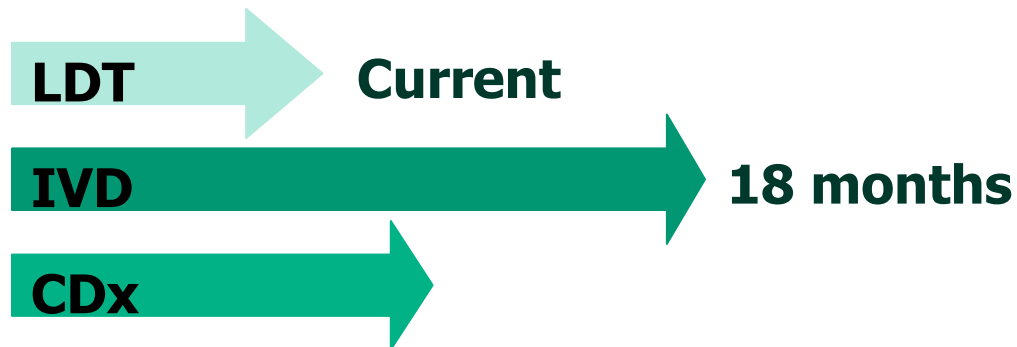
# PromarkerD in brief

## Predictive test for diagnosis of diabetic kidney disease

- International Diabetes Foundation estimates **412 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

Results show PromarkerD can **predict** which patients will progress to have a significant & rapid decline in kidney function better than any other known measure; *sensitivity 87%, specificity 79%*

### Routes to market



### Income streams

- licensing fees
- upfront payments
- royalties





# PromarkerD: status

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## Stages

- ✓ Platform technology established
- ✓ **Clinical study – 500 patient**
- ✓ **Patent applications**
- ✓ Cross-validation (antibody assay)
  - Cross-validation (LDT)
  - **Follow-up clinical study – 500 patient**
  - Regional clinical validation studies
  - Assay kit (IVD) manufacture
  - **Assay kit (IVD) validation**

## Timing

- Publication end 2016
- Publication end 2016**
- Granted 2016; on-going**
- Complete
- Results due Nov 2016
- Results due early 2017**
- Commencing Q1 2017
- Commenced Sept 2016
- Due Q2/Q3 2017**

# Why PIQ?

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- **Leveraged business model**
  - Established income ~\$1m per annum reduces burn, trending to cash flow neutral
  - 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
- **Established company in emerging sector**
  - Key regional presence, but with global reach
  - Current and pending deal flow amidst fast-growing international activity
  - **Expansion opportunities** in biomarker discovery, CDx, and analytical testing

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



# Please contact

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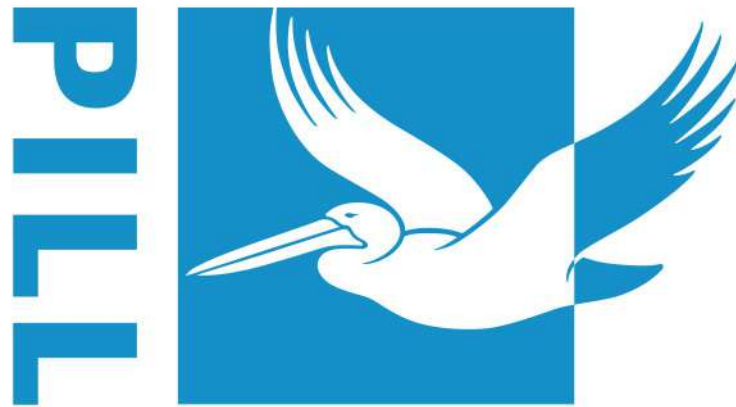
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# Supplemental: Changing lives.....

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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

Successfully managed the Company for 15 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** 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.

# Supplemental: Engaged in high growth markets

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- **Diagnostics (biomarkers) market is \$24.1bn** <sup>1,2</sup>
  - Predicted to reach \$45.6bn by 2020.
  - Personalised medicine market forecast to exceed \$149bn.
- **Biosimilars market to be \$6.2bn by 2020** <sup>3</sup>
  - Bio-engineered protein drugs market was \$152bn (2013) CAGR 7.2%.
  - 7 of world's top 10 selling drugs in 2015 were proteins therapeutics, and biosimilars seek to replicate these billion dollar blockbuster drugs as they come off patent.
- **Therapeutic peptide based drug market currently \$18bn** <sup>4</sup>
  - Forecast to grow at 10% per year during 2016-2025 driven by better safety levels than traditional small molecule drugs.

1. Markets and Markets: Biomarker market report 2015

2. Grand View Research: Personalised Medicine Report 2016

3. Markets and Markets: Biosimilars market report 2015

4. Future Market Insights: Peptide Therapeutics Report 2016