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PILL



Proteomics International

LABORATORIES LTD

Shareholder Presentation | Perth, WA

Annual General Meeting | 20th November 2015

**Global leader & innovator
in the field of proteomics**

ASX: PIQ



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2015 - an exciting year!

■ **Corporate**

- Listed @ 20 cents (April)
- Options listed @ 1 cent (October)

■ **Analytical services**

- Major contracts in food QC testing and biosimilars (April)
- WA Exporter of the Year Award [Healthcare] (September)

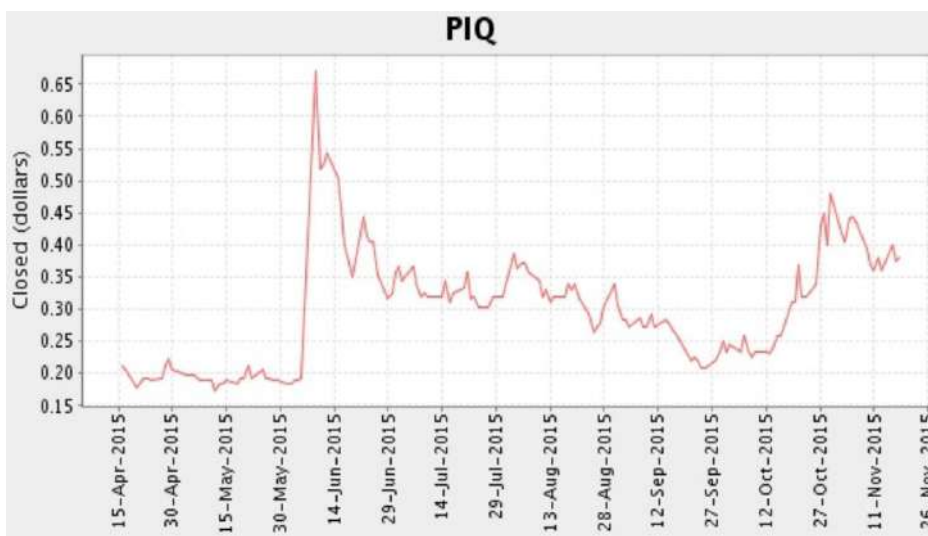
■ **Diagnostics**

- Ground breaking predictive test for diabetic kidney disease (June)
- Commercialisation agreement for China (February)
- US and Australian patents granted (September)

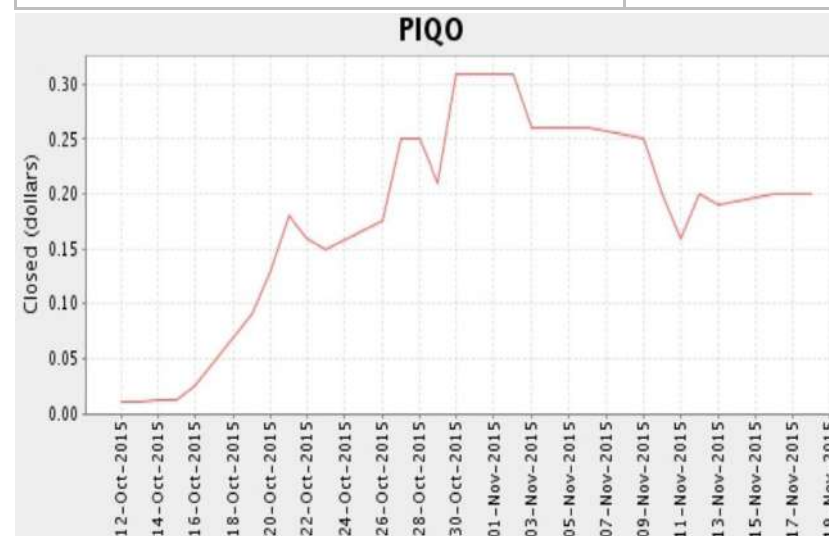
Corporate overview

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Capital Structure	
ASX code	PIQ
Shares on issue	50.6m
Listed (@20c)	16 th April 2015
Market capitalisation (@36.5c)	\$18.4m
4 month price range	21c-48c
Cash at June 30 th /Nov. 20 th	\$2.0/1.8m



Shareholders	
Top 20 Shareholders	69%
Major Shareholders	
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%



The history of PIQ

- Revenue generating Company – Established 2001
- Global leader & innovator in field of proteomics
- **World's first company** to receive ISO 17025 laboratory accreditation for proteomics services
- Proven technology with established IP
- Operates from purpose built, **state-of-the art facilities** at the Harry Perkins Institute of Medical Research in Perth, Western Australia
- Business model uses proprietary technology platform which drives three synergistic proteomics-based business units in high growth markets

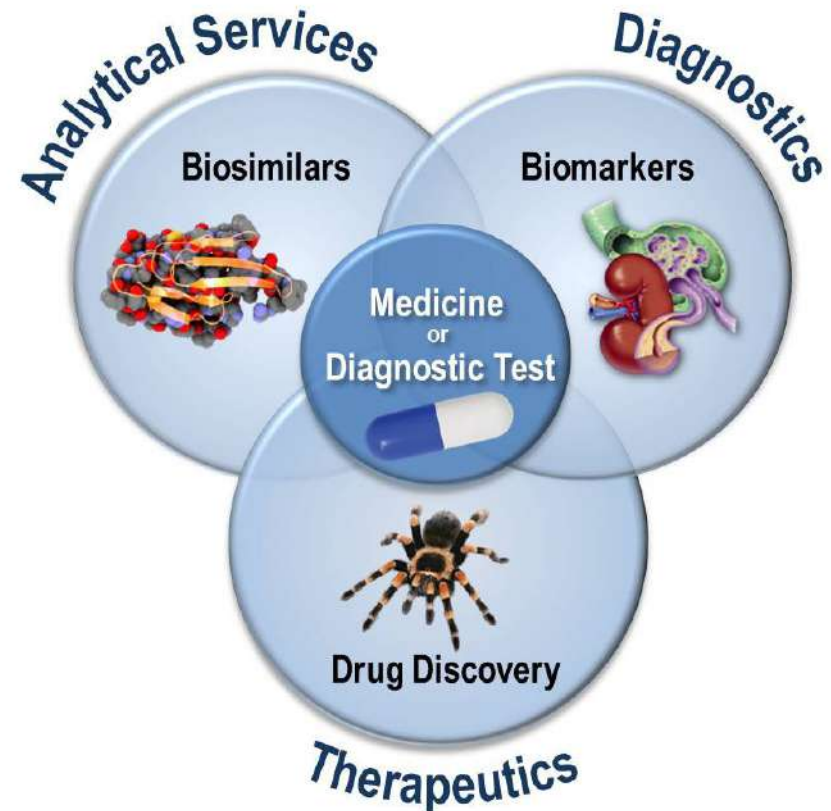


Quality is Assured



Business model

- Three synergistic business units
- Unifying platform technology
 - leverage & efficiency
- Existing revenue generation & deal flow
 - multiple major upside opportunities



Highlights: Diagnostics

Predictive test for diagnosis of diabetic kidney disease

- International Diabetes Foundation estimates **387 million people** globally have diabetes
- According to US Centre for Disease Control, 35% of adults with diabetes have chronic kidney disease and **20% will end up with kidney failure**

Results show PromarkerD can predict which patients will progress to have a significant decline in kidney function better than any other known measure; specificity 89%, sensitivity 68%

- PromarkerD can be commercialised as:
 - **specialist diagnostic test** run by clinical laboratories (laboratory developed test - LDT)
 - **clinical pathology test** produced by diagnostic companies (in vitro diagnostic - IVD)
 - **companion diagnostic test** (CDx) used to monitor a patient's response to drug therapy - personalised medicine tailoring treatments to individual needs
- Potential income streams include **licensing fees, upfront payments and royalties**

Highlights: Analytical services

- Proven track record in analysing protein drugs
 - Blue chip, global client base with **50% export** income (priced in USD)
 - Analytical & consulting services income in 2015 **grew 27%** year on year
 - Major contracts post listing: a2 Milk Company (quality control testing) & major biopharmaceutical company for biosimilars (generic protein drugs) testing
 - Latest US FDA guidance (May 2014) for biosimilars recommends extensive and robust comparative structural studies – this is driving demand for services
 - Partnered with global CRO, inVentiv Health Clinical – expanding global reach



Bharat Serums and
Vaccines Limited



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Why PIQ?

- **Leveraged business model**
 - Established income reduces burn
 - Analytics division underpins cash flow
- **Strong IP position**
 - Patents granting in major jurisdictions for ground-breaking PromarkerD diagnostic
- **Proven technology platform**
 - Proof of concept established with multiple applications for bespoke diagnostic tests, e.g. Alzheimer's
- **Established company in emerging sector**
 - Key regional presence, but with global reach
 - Pending deal flow amidst fast-growing international activity

Strategic alliances | Out-licensing | Joint ventures



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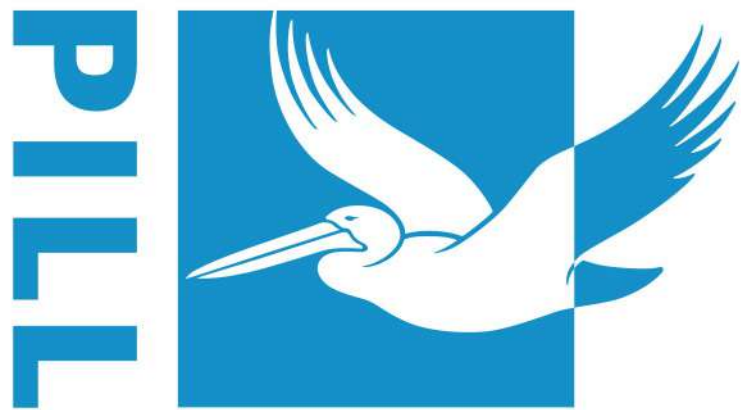
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