



## COMPANY NEWSLETTER

October 2018

### MESSAGE FROM THE MANAGING DIRECTOR



Hello and welcome to our October newsletter which covers more advances across Proteomics International's three key areas of PromarkerD commercialisation, R&D for new biomarker discovery, and analytical services.

Leading the way is the expansion of the Promarker™ technology platform for biomarker discovery to other chronic diseases with significant unmet medical need. Most notable during the quarter was the discovery of potential biomarkers for both endometriosis and the parasite *Giardia*.

We also feature mainstream media coverage for PromarkerD, our world-leading predictive diagnostic test for diabetic kidney disease now licensed in the USA and Mexico. There are also stories on new partnerships, and Proteomics International's recent export award.

This quarter we introduce another important member of the team – our Regional Sales Manager for India, Sreeja Sony. Sreeja coordinated Proteomics International's recent trade visit, and plays a key role in developing business opportunities from the fast growing India biopharmaceutical and biotechnology industries.

In the days ahead Proteomics International will be attending the AusBiotech National Conference in Brisbane - if you're attending please come and see us at the Team Perth Pavilion. Otherwise we hope to meet you at our AGM (November 22) or one of the subsequent investor events around Australia (details to be published on our website).

Richard Lipscombe, PhD  
Managing Director

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## Potential biomarkers discovered for endometriosis and *Giardia*

Proteomics International discovered several potential biomarkers in the blood that could be used to test for endometriosis, a condition that affects one in ten women in their reproductive years and costs \$12,000 per year for every person diagnosed. The research has now progressed to a proof of concept study to identify candidates with greater statistical confidence. If successful, it may lead to patentable intellectual property.

Development of an improved diagnostic test for the parasite *Giardia* continues in collaboration with

Murdoch University Veterinary School and a leading US veterinary company. The test under development is strain specific and could be used to test if pets infected with *Giardia* present a risk to their owners. A proof of concept study is currently underway for this project.

Proteomics International also received ethics approval for a discovery study to identify biomarkers for asthma and chronic obstructive pulmonary disease (COPD), which together cost healthcare systems tens of billions of dollars a year.

[\[Full article\]](#)

### DIAGNOSTICS RESEARCH AND DEVELOPMENT - THE PROMARKER™ PIPELINE



The Promarker™ research pipeline and typical timeline is as follows:

Ethics & governance approval (3 months), Discovery (3-6 months), Proof of concept (3-6 months), Clinical studies (12 months)

## Proteomics International targets next generation diagnostics in Europe

Proteomics International and Irish clinical diagnostics company Atturos signed an agreement that will see the two companies expand the use of mass spectrometry for new diagnostic tests. Atturos is a University College Dublin spin out company founded to commercialise the

OCProDx test, a pioneering blood test that can determine whether diagnosed prostate cancer is confined to the prostate. Europe is a key commercial target for both OCProDx and PromarkerD.

[\[Full article\]](#)

## PromarkerD in the News

Following the June quarter announcements of licensing deals for Proteomics International's lead diagnostic test in the USA and Mexico, the PromarkerD technology appeared in both [The Australian](#) and [SBS](#) on-line on 7 September, and in the [Australian Financial Review](#) (right insert) on 8 September 2018.

### Australian test for 30m US diabetics

A new Australian-developed blood test could help 30 million American diabetics predict whether they will develop kidney disease.

Using technology developed by a Perth-based firm, doctors in the United States will be able to predict whether diabetes patients will require a kidney transplant or dialysis within four years, giving them a chance to avert a health crisis.

Current tests can only detect diabetic kidney disease once there has been damage done to the organ as there are no early symptoms.

The Australian test kit, called PromarkerD, was developed by Proteomics International to run proteins found in the blood which act as biomarker "fingerprints" through an algorithm that determines the likelihood of a diabetic's kidney deteriorating.



## Proteomics International 2018 Annual Report

It has been a year of significant milestones in the company's development, laying the foundation for exciting times in 2018-19.

## WA Export Award Win in the Health and Biotechnology category

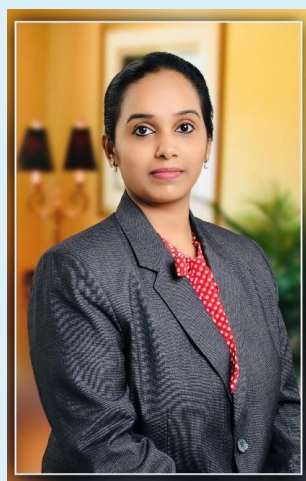
Proteomics International is proud to announce that it has received recognition for its export success by winning the WA Export Award in the Health and Biotechnology category at the 30th Western Australia Industry & Export Awards 2018.

The company's export award reflected the company's doubling of export derived revenue to \$795,000 for the 2018 financial year, coupled with growth in long term markets such as India, and expansion into new markets with first sales to China and the Netherlands.

[\[Full article\]](#)



L to R: Shane Herbert (Customer Services Manager), Hon Bill Johnston MLA, Dr Richard Lipscombe (Managing Director)



### Team Profile

#### Sreeja Sony: *Regional Sales Manager - India*

Sreeja Sony joined Proteomics International in April 2016 and is the company's Regional Sales Manager – India. Sreeja is responsible for Proteomics International's business development activities in India, with a particular emphasis on expanding the company's Biologics and Biosimilars services portfolio in India.

Sreeja has significant customer services experience in proteomics, gained from working with clients in the pharmaceutical industry and academia. She is experienced in business development, customer support, logistics and purchasing.

Sreeja holds a Masters in Biotechnology from Punjab Technical University, equipping her with strong technical and scientific knowledge in proteomics. Sreeja's unique skillset ensures that she is well-placed to drive the company's business development activities in India.

## Revenue increasing: major Analytical Services contract secured with BiosanaPharma

The company announced an analytical testing contract with BiosanaPharma worth over \$300,000, making it Proteomics International's largest biosimilars contract to date. The study will examine BiosanaPharma's good manufacturing practice (GMP) production run to establish product quality by comparison against existing reference products from around the world.

[\[Full article\]](#)

## Strong Balance Sheet to support company growth

Proteomics International bolstered its balance sheet with \$928,399 received from the sale of its shareholding in CPR Pharma Services. The company also received \$834,403 in R&D Tax Incentive Rebate.

Proteomics International continues to invest heavily in

## Proteomics International India Trade Visit (September 2018)

Proteomics International's Business Development team visited Bangalore and Hyderabad to meet with senior decision makers in the biotech and pharmaceutical sectors. The team presented on the company's accredited biosimilars, analytics and biomarker services, and Pharmacokinetic testing capabilities.

The company hosted a networking event in Hyderabad, with Dr Sesikeran, Chairman of the Review Committee on Genetic Modification (RCGM) as the guest of honour and key speaker. The event was well-received, with attendees from Hyderabad's Genome Valley and India's biopharma industry.

[\[Full article\]](#)

the commercialisation of its world-leading diabetic kidney disease test, PromarkerD, its biomarker discovery program centred on the Promarker™ technology platform, and developing new fee-for-service analytical methods.

## PROTEOMICS – FAST FACT PANEL

### COMPANY CONTACTS

**Dr Richard Lipscombe**  
Managing Director

**Mr Chuck Morrison**  
Head of Business Development

**Mr Shane Herbert**  
Customers Services Manager

**Dr Pearl Tan**  
Chief Operating Officer

**Dr Scott Bringans**  
Research Manager

**Susan Fitzpatrick-Napier**  
Media Contact

### AGENTS

#### India

Proteomics International – India  
www.proteomicsindia.com  
info-india@proteomics.com.au  
P: + 91 8527 699 192

#### Malaysia/ Indonesia/ Thailand

Apical Scientific Sdn. Bhd.  
www.apicalscientific.com  
info@apicalscientific.com  
P: + 603 8943 3252

#### Singapore

Axil Scientific Pte Ltd  
www.axilscientific.com  
peptide@axilscientific.com  
P: + 65 6775 7318

#### Japan

Leave a Nest Co. Ltd  
www.leaveanest.com  
info@leaveanest.com  
P: + 81 3 6277 8041

#### Hong Kong/ China

Asia Bio Channel Limited  
www.asiabiochannel.com  
bcoissac@asiabiochannel.com  
P: + 852 9845 4791

#### Latin America

LinkPharma LLC  
www.linkpharma.co  
customerservice@linkpharmaus.com  
P: +1 813 319 3972

#### Listing

Australian Securities Exchange

#### Stock Code

ASX: PIQ

#### Cash Position

A\$2.6 million (30/09/2018)

#### Issued Capital – Ordinary shares

80.1 million

#### Market Capitalisation based on share price of 25 cents

A\$20 million

Proteomics International is a wholly owned subsidiary of Proteomics International Laboratories Limited (ASX: PIQ)

## FOR FURTHER INFORMATION PLEASE CONTACT:

Proteomics International Laboratories Limited

 +61 8 9389 1992

 info@proteomics.com.au (general)  
bd@proteomics.com.au (business development)

 www.proteomics.com.au  
www.proteomicsinternational.com

 QEII Medical Centre  
6 Verdun Street, Nedlands  
Perth WA 6009 Australia

#### Forward looking statement

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