

**BCAL Diagnostics Limited** 

Investor Presentation – July 2021



### **IMPORTANT NOTICE & DISCLAIMER**



#### Not a prospectus or an offer of securities

This presentation has been prepared by BCAL Diagnostics Ltd ABN 51 142 051 223 (**BCAL** or **the Company**). This presentation contains summary information about the Company, its subsidiaries and the entities, businesses and assets they own and operate (**Group**) and their activities current as at 21 July 2021 unless otherwise stated and the information remains subject to change without notice. This presentation contains general background information and does not purport to be complete. No attempt has been made to independently verify the information contained in this presentation.

#### Not an offer or financial product advice

The Company is not licensed to provide financial product advice. This presentation is not and should not be considered, and does not contain or purport to contain, an offer or an invitation to sell, or a solicitation of an offer to buy, directly or indirectly any securities, to any person in any jurisdiction to whom or in which such offer or solicitation is unlawful nor shall it (or any part of it), or the fact of its distribution, form the basis of, or be relied on in connection with or act as any inducement or recommendation to enter into, any contract whatsoever relating to any securities. This presentation is for information purposes only and is not a prospectus, product disclosure statement, pathfinder document for the purposes of section 734(9) of the Australian Corporations Act 2001 (Cth) (Corporations Act) or other offer document under Australian law or the law of any other jurisdiction. This presentation does not constitute an invitation to apply for or purchase Securities and does not include any application form for Securities. This presentation does not constitute an advertisement for an offer or proposed offer of Securities. Neither this presentation nor anything contained in it shall form the basis of any contract or commitment and it is not intended to induce or solicit any person to engage in, or refrain from engaging in, any transaction. Nothing in this presentation constitutes legal, financial, tax or other advice. Recipients of the presentation should conduct their own investigation, evaluation and analysis of the business and other data and information set out in the presentation.

Financial data All dollar values are in Australian dollars (\$ or A\$) unless otherwise stated. Any financial data in this presentation is unaudited. Past performance The operating and historical financial information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of the Company's views on its future performance or condition. Actual results could differ materially from those referred to in this presentation. You should note that past performance of the Group is not and cannot be relied upon as an indicator of (and provides no guidance as to) future Group performance.

#### **Future performance**

This presentation contains certain "forward-looking statements". The words "expect", "anticipate", "estimate", "intend", "believe", "guidance", "propose", "goals", "targets", "aims", "outlook", "forecasts", "should", "could", "would", "may", "will", "predict", "plan" and other similar expressions are intended to identify forward-looking statements. Any indications of, and guidance on, future operating performance, earnings and financial position and performance are also forward-looking statements. Forward-looking statements in this presentation include statements regarding the Company's future growth options, strategies and new products. Forward-looking statements, opinions and estimates provided in this presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions.

Forward-looking statements, including projections, guidance on future operations, earnings and estimates (if any), are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. No representation is given that the assumptions upon which forward looking statements may be based are reasonable. This presentation contains statements that are subject to risk factors associated with the Group's industry. These forward-looking statements may be affected by a range of variables which could cause actual results or trends to differ materially, including but not limited to earnings, capital expenditure, cash flow and capital structure risks and general business risks.

No representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including the Company). In particular, but without limitation, no representation, warranty or assurance (express or implied) is given that the occurrence of the events expressed or implied in any forward looking statements in this presentation will actually occur. Actual operations, results, performance or achievement may vary materially from any projections and forward-looking statements and the assumptions on which those statements are based. Any forward looking statements in this presentation speak only as of the date of this presentation.

Subject to any continuing obligations under applicable law, the Company disclaims any obligation or undertaking to provide any updates or revisions to any forward-looking statements in this presentation to reflect any change in expectations in relation to any forward-looking statements or any change in events, conditions or circumstances on which any such statement is based.

Nothing in this presentation will under any circumstances create an implication that there has been no change in the affairs of the Group since the date of this presentation.

# **CONTENTS**



1.	Introduction	4
2.	Industry and market	7
3.	Company overview	16
4.	Key people	24



#### **BCAL DIAGNOSTIC OVERVIEW**





A viable blood test for breast cancer diagnosis: BCAL Diagnostics has developed a non-invasive blood based diagnostic approach to complement current imaging technologies



Patient, clinician & health provider focused: Additional information at the screening stage can improve early and accurate detection, help minimise patient anxiety and reduce overall health costs



**Novel approach:** Breast cancer detected via confirmation of a fingerprint of lipid markers from blood powered by proprietary Al algorithms demonstrated in early studies

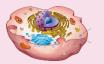


**Potentially transformative:** Real potential to be a cost-effective test for all women regardless of age, race or geographic location

#### **BCAL Diagnostic Test**



Blood collected at standard blood collection point



Extracellular vesicles (EV) enrichment from blood plasma



**Extraction of markers for evaluation** 



Evaluation by Liquid Chromatography Mass Spectrometry (LCMS)



Data analysis of markers (AI algorithm to drive higher accuracy and sensitivity)

#### **WHY BCAL**

#### Breast cancer blood test product ready for major patient study





# Blood test for range of breast cancers

No comprehensive blood test exists for breast cancers where mammography is the current gold standard

(70% accuracy with 20% false positives)



# Promising results to date

Showed accurate identification of cancer especially in early stages, independent of age

(91% Specificity and 87% accuracy in set 5)



# Widens population for screening

Suitable for under 40s, those in rural regions, those that have selfexcluded from mammography

(approx. 50% of female population)



# Staged rollout strategy

Initial stage will be as an adjunct test with mammography, before rollout as a monitoring tool and screening tool for breast cancer



# Initial territories defined

Clinical pathway with Australia, US and EU as initial target territories, with opportunities in Middle East and India



# Highly experienced team

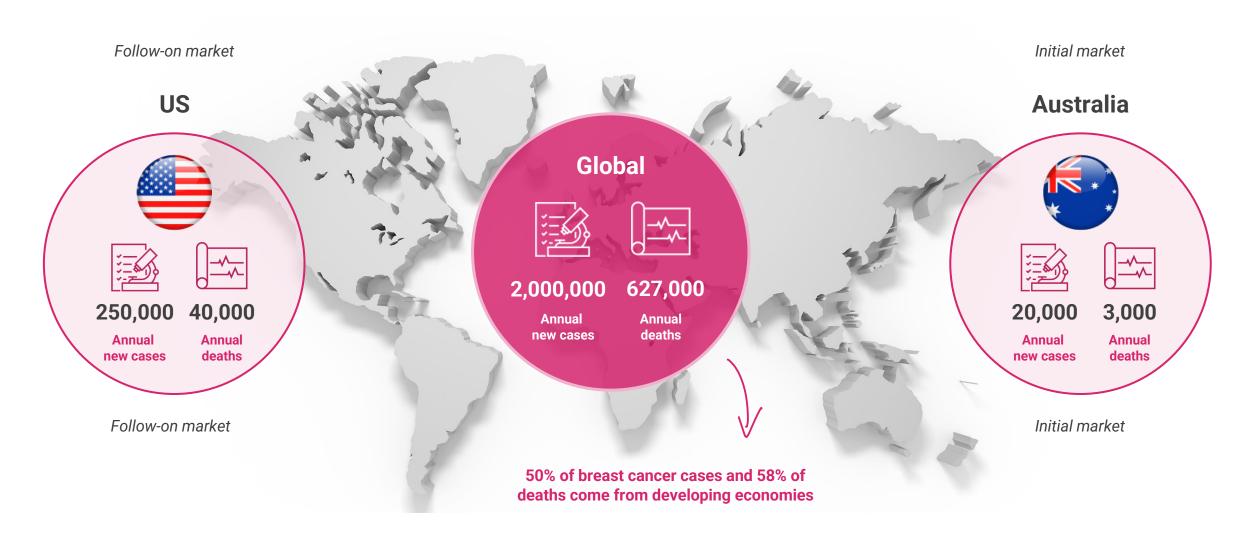
Experienced Board, management team & Scientific Advisory Board with extensive expertise in breast cancer



### **INCIDENCE OF BREAST CANCER**

BCAL diagnostics
Breast cancer blood screening. For every woman, everywhere.

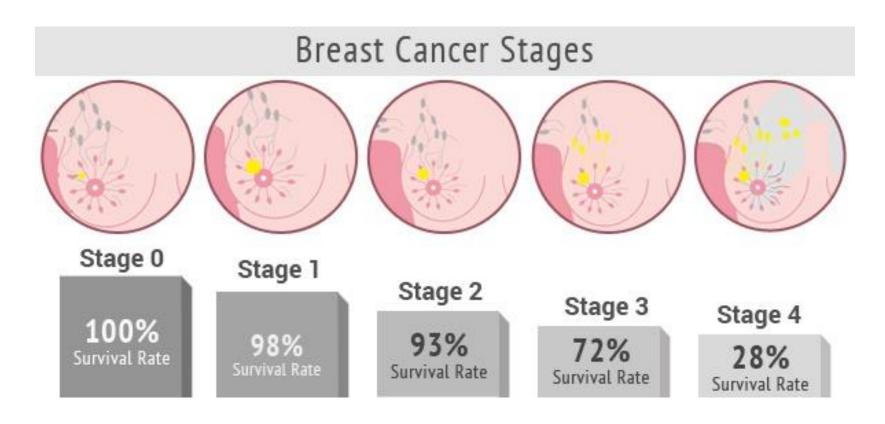
Estimated 1-in-7 women at risk of a breast cancer diagnosis



#### **EARLY DIAGNOSIS IS IMPORTANT**



Early breast cancer diagnosis leads to better survivability



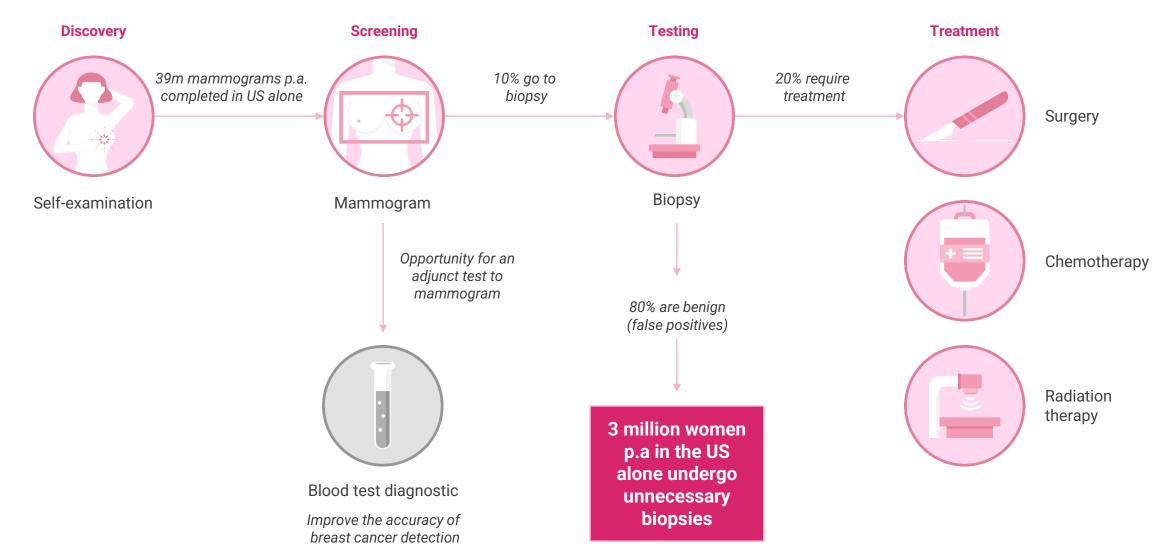
Breast cancer stage 1-4 survivability

Source: https://www.pinkribbon.org.pk/stages-breast-cancer/

### **CURRENT SCREENING PROCESS**



Early breast cancer diagnosis leads to better survivability



## **LIMITATIONS OF MAMMOGRAPHY**

50% of women choose to self-exclude



Not definitive (20% of breast cancers are missed – false negatives)

(prone to false positives)

Over 40 y/o only



Prone to selfexclusion (painful, uncomfortable, cultural reasons)

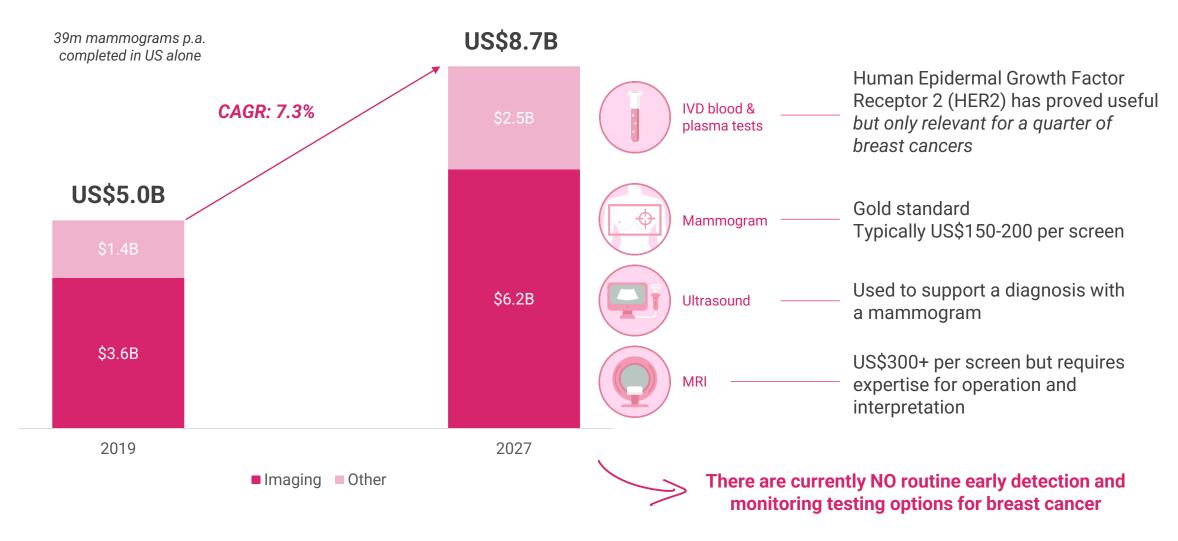
Limited by breast density

Limited remote access

# BREAST CANCER DIAGNOSTICS GLOBAL MARKET SIZE



No blood test for breast cancer diagnosis



# NO ROUTINE MONITORING & EARLY DETECTION TESTS IN HIGH RISK GROUPS LEADS TO DRASTIC ACTION



Some women who carry the BRCA1 and BRCA2 gene elect to have mastectomies

# Angelina Jolie has double mastectomy due to cancer gene

③ 14 May 2013 ☐ Comments





Hollywood actress Angelina Jolie has undergone a double mastectomy to reduce her chances of getting breast cancer.

The 37-year-old mother of six has explained her reasons for having the surgery in the New York Times.

She said her doctors estimated she had an 87% risk of breast cancer and a 50% risk of ovarian cancer. "I decided to be proactive and to minimise the risk as much I could," she wrote.

- If a woman has inherited a fault in their BRCA1 and BRCA2 genes, she has a high chance of developing breast or ovarian cancer
- Currently, some women are opting for breast mastectomies (breast removal) as a preventative measure
- There are no current routine monitoring and early detection diagnostics tests in the market

Sharon Osbourne has double mastectomy after discovering genetic defect that leaves her at greater risk of breast cancer

#### **ROLLOUT STRATEGY**



Clinical studies will provide data to support each of these claims

#### Strategy defined to provide a sequenced path to market

**Adjunct test** 

1. Adjunct test to traditional mammogram screening **Monitoring** 

2. Monitor breast cancer patients through the disease lifecycle

**Early Warning** 

3. Monitor women who carry the BRCA1 and BRCA2 gene

**Diagnostic** 

4.
Comprehensive breast cancer screening for all patients

Improves mammography results to better accuracy

No monitoring diagnostic currently in the market for women who have had breast cancer

No safe routine early detection diagnostic currently in the market with women opting for breast removal

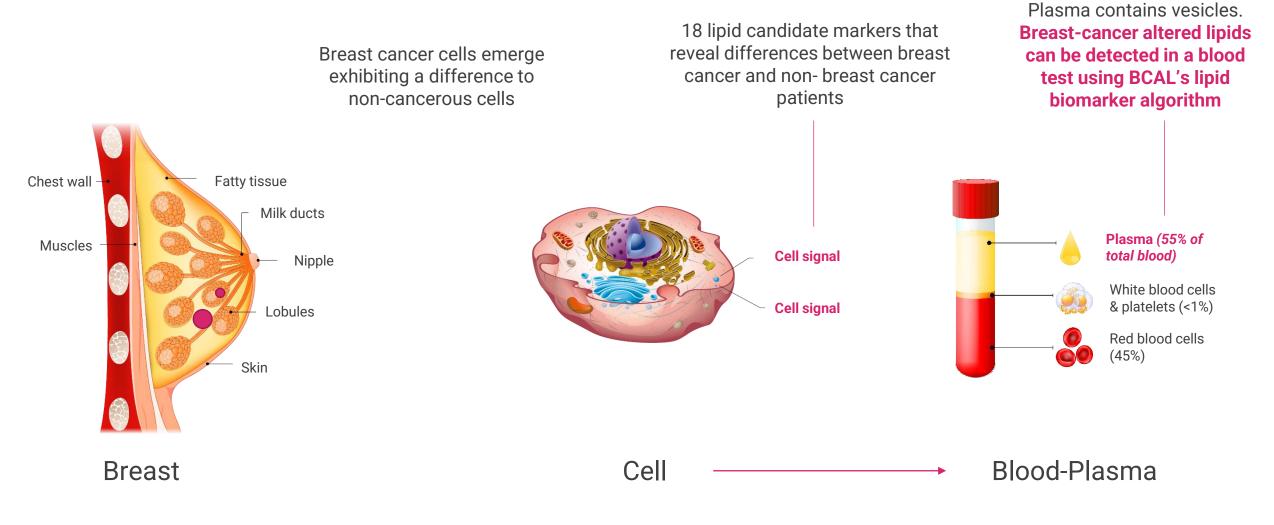
Improvements of AI\* algorithm positions as a diagnostic long term

\* Harnessing the power of AI to build algorithms that continue to learn from new samples added to achieve higher accuracy of detection over time

#### **OPPORTUNITY FOR BLOOD TEST**



Altered lipid expression can be detected using a relatively simple process to the user





## KEY DEVELOPMENT/SCIENTIFIC MILESTONES



INVESTOR ROADSHOW - JULY 2021

Significant development to date to bring BCAL to current position

#### 2017-2021

Completed studies whose results showed accurate identification of cancer especially in early stages, independent of age, with 91% specificity and 87% accuracy in some cohorts using 18 candidate lipid markers

#### Cohort testing

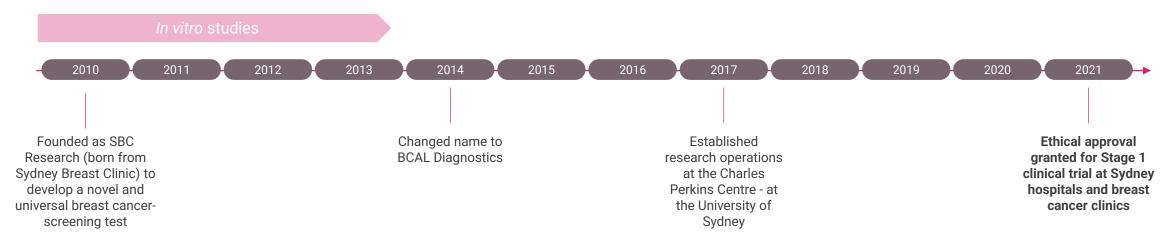
#### 2013-2017

"Proof of concept" studies with North American and Australian partners to confirm that the lipids of interest were contained in cell signals

#### Proof of concept studies

# 2010-2013 Completed *in vitro* studies that identified alterations in certain lipids from breast cancer cells

**BCAL DIAGNOSTICS LIMITED** 



17

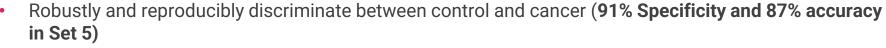
#### 2017-2021 TESTING RESULTS



Reproduced and replicated in Australia results from US proof-of-concept testing from 2013 to 2017

#### **Findings**





Demonstrated in early stage Invasive Ductal Carcinoma (IDC)



	Breast cancer disease segment	Lipid markers identified	Accuracy	Sensitivity	Specificity
* Cohort 1 (88 people)	IDC – up to 80% of invasive breast cancer cases diagnosed	392 lipids analysed, 25 candidate markers identified	83%	73%	86%
Cohort 2 (200 people)	Focused on IDC early Stage 1 and Stage 2	450 lipids analysed, 12 candidate markers identified	83%	81%	84%
Cohort 3 Set 5 (Partial: 108/201 people)	Focused on IDC early Stage 1 and Stage 2	<ul> <li>800+ lipids analysed, Reproducible in cohort 2 &amp; 3 450</li> <li>18 candidate markers from cohort 2 + "improved 18" using cohorts 2 &amp; 3</li> </ul>	87%	83%	91%

- Cohort refers to a group of people who share a certain characteristic, in this case presence of absence of breast cancer at ~ 50:50 ratio
- A marker is a specific lipid whose level is helpful in distinguishing between breast cancer and healthy samples
- · Cohort 4 includes 301 samples currently being analysed

## **CLINICAL STUDY PROGRAM**



	Study 1, Stage 1	Study 1, Stage 2	Study 2	
<b>Collection type</b>	Single	Single	Multiple	
Aim	Feasibility of BCAL as adjunct test to mammogram and establish workflow	Test as adjunct test to mammogram	Monitoring tool for recurrence	
Target findings	<ul> <li>Initial performance of 18 candidate markers</li> <li>Optimise algorithm</li> <li>Establish workflow</li> </ul>	<ul> <li>Assess performance of algorithm from Stage 1</li> <li>Compare results to mammogram</li> </ul>	<ul> <li>Evaluate 18 markers before and after surgery</li> <li>Evaluate before and after post-treatment to track recurrence</li> <li>Identify better markers for disease monitoring</li> </ul>	
Clinical partners	<ul> <li>Lead breast care surgeons and clinicians at NSW BreastScreen in Sydney Local Health District at the Royal Prince Alfred Hospital</li> <li>Chris O'Brien Lifehouse</li> <li>Sydney Breast Clinic (SBC)</li> <li>NSW Health Statewide Biobank</li> <li>GenesisCare</li> </ul>			
No of Participants	1,000	2,000	2,500	

Results to support claim as adjunct test to traditional mammogram screening

Results to support claim to monitor breast cancer patients through the disease lifecycle

### **KEY PARTNERSHIP - GENESISCARE**

BCAL diagnostics
Breast cancer blood screening. For every woman, everywhere.

CRO and Market entry partner in Australia, UK, Spain and the USA



Master Services Agreement signed with GenesisCare as Contract research organisation (CRO) and market entry partner



Currently participating in over 120 investigator-led and sponsored clinical trials



Clinical network of more than 6,000 doctors, specialists and support staff reaching over 440,000 patients globally

#### Over 440 centres globally including in key territories



#### **COMMERCIAL PATHWAY**



- 2021 - 2022 - 2023 - 2024 - Ongoing

Clinical Study 1 Stage 1

Clinical Study 1 Stage 2 and Study 2

Complete studies 1 and 2 to provide documentation for regulatory submissions in Australia, EU and US

#### Regulatory

Regulatory submissions to Australia, EU and US markets

#### LDT

Develop Laboratory Developed Test (LDT) via CLIA certified "High Complexity" Laboratory USA to create initial access and acceptance

Launch Product 1.0 Adjunct to mammogram

Establish and expand sales channels using cleared claims

Develop product 2.0 Adjunct improved

Launch

#### Develop product 3.0 monitoring

Progress monitoring and early warning products to market

#### **KEY PARTNERS**



Strong group of university and commercial partners to accelerate commercialisation

Intellectual property

Research and Development

**Clinical** studies

Downstream partners



University of Louisville (USA)

Science

Izon (New Zealand)

The Sydney Breast Clinic (Australia)



GenesisCare (Australia)

IP owners provides rights to BCAL to 2031

Patents granted in Australia, EU and Japan. Patents pending in USA and Canada IVD kit research



GenesisCare (Australia) Market entry partner in Australia, UK, Spain and USA



Australian Proteome Analysis Facility (Australia)

and facility



Royal Prince Alfred Hospital (Chris O'Brien Lifehouse) (Australia)



Thermo Scientific (Australia & USA)

Research facility



Cancer Institute of NSW (Australia)



**Insight Stats** 



University of Wollongong (Australia)

### **PATENT SUMMARY**



Application title	Filing date	Application number	Status
Methods for Detection Cancer	371 date <sup>1</sup> : Dec. 19, 2012	US 13/805,352	PENDING – Notice of Appeal filed May 6, 2019; response to outstanding final Office action due December 6, 2019
Methods for Detection Cancer	Dec. 21, 2012	CA 2,803,865	PENDING – Waiting for next action by CIPO; Next annuity due June 22, 2020.
Methods for Detection Cancer	Dec. 20, 2012	JP Patent No. 5944385 (App. No. 2013- 516721)	GRANTED – Next annuity due June 3, 2020
Methods for Detection Cancer	Jan. 7, 2013	AU Pat. No. 2011270968 (App. No. 2011270968)	GRANTED – Next annuity due June 22, 2020
Methods for Detection Cancer	Jan. 23, 2013	EP Pat. No. EP 2585833 (App. No. 11798823.8)	GRANTED –National entries finalized in DE, GB, FR, BE, IT, NL, DK, FI, SE, IE, ES; Next annuities due June 22, 2020
Methods for Detection Cancer	July 5, 2013	HK Pat. No. 1180764 (App. No. 13107899.2)	GRANTED – Next annuity due June 22, 2021
Methods for Detection Cancer	May 29, 2015	JP Patent No. 6092302 (App. No. 2015- 109485)	GRANTED – Next annuity due Feb. 17, 2020
Methods for Detection Cancer	Aug. 12, 2016	AU 2016213855	GRANTED – Next annuity due June 22, 2020
Methods for Detection Cancer	March 27, 2017	EP 17163073.4	PENDING – Written Response to Summons to Oral Proceedings due September 4, 2019; Next annuity due June 22, 2020

<sup>&</sup>lt;sup>1</sup>The 371 date is the date the application met 35 U.S.C. § 371 requirements for U.S. national stage entry, which may be relevant to the patent term adjustment calculation. The filing date for prior art purposes for a U.S. national stage entry application is the filing date of the corresponding PCT application.



### **BOARD OF DIRECTORS**





Jayne Shaw Executive Chair

- Co-owner of Sydney Breast Clinic and a co-founder of BCAL Diagnostics with Ron Phillips
- Experienced healthcare Board member including Cardiology, Orthopaedics, and Women's Health
- Previously established an Australian and international consulting business which was sold to Healthsouth a large USA Healthcare company, and was co-founder of Vision Group, that was successfully listed on the ASX
- Continues to work with private equity firms on local and international healthcare transactions
- Current Board positions are The Woolcock Research Institute, The Citadel Group, Corum Group (ASX: COO) and Mabel Technologies



The Hon. Ron Phillips AO
Non-executive Director

- Co-owner of Sydney Breast Clinic which was recently sold to Healthscope and a co-founder of BCAL Diagnostics
- Previously developed a successful consulting business in the Health and Aged Care Industry
- Recently retired as Chair of the Sydney Local Health District and as Director of Westmead IVF
- Served 15 years in the NSW
   Parliament which included serving as
   Minister for Health and Deputy Leader
   of the Opposition



Jonathan Trollip
Independent Non-executive Director

- A globally experienced Director with over 30 years of commercial, corporate, governance and legal and transactional expertise
- Currently non-executive Chairman of ASX listed Global Value Fund Ltd Future Generation Investment Company Ltd , Antipodes Global Investment Company Ltd and Plato Income Maximizer Limited
- He is a non-executive director of ASX listed Kore Potash Limited, Propel Funerals Limited and holds private company directorships in the commercial and not-for-profit sectors
- Previously a partner with law firm Herbert Smith Freehills
- A Fellow of the Australian Institute of Company Directors



Dr. Merilyn Sleigh Independent Non-executive Director

- Over 30 years' experience as a senior executive and non-executive director in Australia's biotechnology sector
- Previously Chief Executive Officer and Managing Director of EvoGenix Limited, that listed on the ASX before acquisition by a larger company
- Held non-executive director positions with ASX-listed companies Clover Corporation, Tyrian Diagnostics Ltd and Adalta Ltd
- Formerly Dean of the Faculty of Life Sciences, University of NSW; Director of Research & Development at Australian biotech Peptech Ltd and a research scientist and senior manager with CSIRO
- Holds a Doctorate in Philosophy and is a Fellow of the Australian Institute of Company Directors



Mark Burrows AO Independent Non-executive director

- An advocate for early diagnosis of breast cancer and other cancers
- Cofounded Baring Brothers Burrows & Co in Australia in the early 80s, then in 1999 was appointed the Managing Director / Deputy Chairman of ING Barings in London. Joined Lazard as a Managing Partner and was appointed Lazard Australia's inaugural Chairman
- Has been a principal financial advisor to some of the most significant and transformative corporate and government transactions in Australia
- Served as a Non-Executive Director for Australian and UK public companies including as Chairman and Deputy Chair of Brambles, Fairfax Media and Telstra
- Advised the United Nations, G20 and corporates on climate initiatives relating to the financial sector

#### **KEY PEOPLE**







- Over 30 years of international pharmaceutical and biotechnology experience
- Worked in Australia, the USA and UK with companies including Peptech, Roche, Cambridge Antibody Technology and Biota Holdings
- Led many successful fundraising campaigns and licensing initiatives including the awarding of a \$230m USA Government contract
- Chairs the Advisory Board of the i3 Institute at the University of Technology Sydney (UTS)
- A Non-executive Director at ASX listed, Anatara Lifesciences
- Previously a Board Member of the Victorian Endowment for Science Knowledge and Innovation (veski), Diabetes Victoria, TechInSA, and the Diabetes Vaccine Development Centre



Guy Robertson
Chief Financial Officer & Company Secretary

- A Finance Director/Chief Financial Officer for a number of companies within the Jardine Matheson Group over a period of 16 years
- Provided CFO consulting services to many large corporations and SMEs
- CFO/Company Secretary for a number of Australian public companies including Evogenix Limited and is currently a Director of ASX-listed entities Metal Bank Limited and Hastings Technology Metals Ltd
- Company Secretary for Bioxyne Limited, Artemis Resources Limited and Truscreen Limited



Dr. Amani Batarseh Chief Scientist

- Graduated magna cum laude from La Roche College in Pennsylvania where she had a Pacem in Terris scholarship for academic excellence
- Received a fellowship to pursue her PhD at Georgetown University, Washington, DC in Biochemistry and Molecular & Cellular Biology
- Completed post-doctoral studies at Harvard University, McGill University and Wollongong University
- In Canada managed and established two mass spectrometry laboratories at the Research Institute of McGill University Hospital and The Glen Hospital in Montreal, respectively
- Expertise combines molecular biology with lipidomics and mass spectrometry to answer biological questions



Alison Cook (Mew), MSc Regulatory and Commercialisation Manager

- Management and leadership experience of more than 30 years across the biopharmaceutical, diagnostic and health service sectors
- Previously CEO of Genetic Technologies Ltd, and spent 13 years in senior executive roles at CSL Limited
- At CSL Limited, served in senior executive positions across the Animal Health, Biosciences and Pharmaceutical Divisions
- Consulted widely across the life sciences industry, including in technical operations, strategy and management, and is familiar with healthcare's complex technical and regulatory requirements
- Holds a Master of Science (Microbiology) and graduated from the Executive Development Program at Melbourne Business School

#### SCIENTIFIC ADVISORY BOARD







- Founder and CEO of Lipidomics
   Consulting Ltd., a consulting business
   providing unique services for customers
   globally in the field of Lipidomics with
   over 20 years academics, healthcare
   and industry expertise
- Received his Ph.D. in biology from the Technical University in Dresden,
   Germany. His expertise includes highthroughput technologies for the precise assessment of lipidomes enabled by advanced mass spectrometry, automation, and software tools towards discovery of biological architectures and of diagnostic biomarkers for clinical purpose
- Has a number of patents for biomarker discovery, numerous peer-reviewed publications and an editor of a widely read Lipidomics book.
- Current president of the newly founded International Lipidomics Society.



A/Prof. Craig Gedye BSc(Hons), MBChB, FRACP, PhD

- A medical oncologist and cancer researcher working for people with melanoma, brain, prostate, bladder and kidney cancers at the Calvary Mater Newcastle, and is the Clinical Research Director at the NSW Health Statewide Biobank
- His research in the School of Medicine and Public Health at the University of Newcastle/Hunter Medical Research Institute focuses on complexity and heterogeneity in cancer.
- Leads several national cancer clinical trials for the ANZUP and COGNO trials groups, and is a member of the Mark Hughes Scientific Advisory Committee, HNEHLD Clinical Trials Ethics Subcommittee and ANZUP Cancer.
- Has been awarded numerous scholarships, fellowships, grants, investigator-initiated clinical trials, publications, conference presentations and prizes.



Dr. Sanjay Warrier (Associate Prof.)
BSc (Med) MBBS FRACS MS

- Consultant Breast Oncology and Oncoplastic Surgeon at Chris O'Brien Lifehouse, Royal Prince Alfred and Mater Hospitals. He is also a Visiting Medical Officer at BreastScreen NSW.
- An Associate Professor of the University of Sydney with the Royal Prince Alfred Academic Institute. He is lead researcher at the Institute with goals of developing and creating a culture of academia within the Breast Department.
- Won the Patron's Prize at the Royal Prince Alfred Hospital for best scientific research. Sanjay has also published many papers and co-authored articles in peer reviewed journals and magazines.
- Sanjay is Chairman of Post-Fellowship Training for BreastSurgANZ, a role that involves training future breast surgeons in Australia and New Zealand.



Prof. Peter Meikle
PhD, Baker IDI Lipidomics Melbourne

- Peter is an NHMRC Senior Research Fellow at the Baker Institute.
- He leads the Obesity and Diabetes Program and is Head of the Metabolomics laboratory.
- He is also Editor in Chief of the journal Metabolites and holds affiliate positions at the University of Melbourne, Monash University and the NHMRC Clinical Trials Centre, University of Sydney.
- The Metabolomics laboratory uses state of the art tandem mass spectrometry to obtain metabolic profiles from cell and animal models in addition to clinically relevant human samples. This approach is providing an improved understanding of disease mechanisms leading to new biomarkers for improved diagnosis and risk assessment as well as new therapeutic strategies in the areas of obesity, diabetes and cardiovascular disease.



Dr. Mary Rickard OAM
MBBS, BSc(Med)(Honsll), DRACR, DDU, MPH,
RANZCR

- Received a Member of the Order of Australia award in 2002, for service to medicine through the integration of population-based screening for early detection of breast cancer, and the development of education programs for health professionals.
- Involved in consulting with numerous breast screening and diagnostic training programs across South East Asia, in particular Singapore, Indonesia, Malaysia, Thailand, Japan and most recently Mongolia.

