



Proteomics International

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Proteomics and Linear offer end-to-end testing and clinical trials

Medical technology company Proteomics International Laboratories Ltd (ASX: PIQ) (PILL) and clinical trial specialists Linear Clinical Research Ltd (Linear) are set to offer a combined advanced analytical testing and clinical trial package from January 2017.

- PILL and Linear sign partnership deal to offer a comprehensive analytical testing and clinical trial package
- Potential to double PILL's analytical services revenue and break new ground in companion diagnostics
- Partnership to target the fast-growing biopharmaceuticals and oncology markets
- New service to commence January 2017

The partnership agreement will see PILL expand its service offering to conduct advanced bioanalytical testing for clinical trials performed at Linear, and has the potential to significantly increase revenue for both parties.

PILL will test the patient response to drugs during clinical trials (pharmacokinetic testing), analysing blood samples to determine how long a drug stays in a person's system. It will become one of only three companies to provide this specialist testing in Australia.

In addition to bioanalytical services, Linear will now be able to offer advanced pre-trial sample analysis and biomarker discovery through PILL's disruptive Promarker technology.

PILL managing director Dr Richard Lipscombe said our services income continues to grow strongly, now averaging \$100,000 per month, and this deal has the potential to double that. "We're delighted to enter into this exciting agreement with Linear, which will be strongly beneficial to our respective businesses," he said. "It builds upon our existing world-leading and internationally accredited expertise in protein analysis."

Linear chief executive Dr Michael Winlo said the partnership will provide new capabilities for clinical trial offerings in Australia. "We see the potential for a long-term and mutually beneficial relationship that will help our global clientele bring their innovations to patients faster."

The partnership breaks new ground in targeting companion diagnostics (CDx) to help drug developers bring drugs to market more efficiently. The deal presents a unique opportunity for PILL to use its Promarker biomarker discovery platform to analyse clinical trials samples to search for biomarkers for drug response. Companion diagnostics can provide insights for regulators on how a new drug is behaving, and which people are responding to treatment.

Under the agreement, Linear and PILL will work together to expand their client base in the fast-growing biopharmaceuticals industry, where there are 1500 biologics and biosimilars currently in

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clinical trials. The companies will each draw on their complementary strengths in the North American, Chinese and Japanese (Linear), Middle East and Indian (PILL) markets.

Linear and PILL are both headquartered at the QEII Medical Campus in Western Australia, allowing for seamless operation of analytical services and trial activities at the same site. Linear has strong connections with all of the major tertiary hospitals in WA including the Sir Charles Gairdner, Royal Perth and Fiona Stanley, providing a deep pool from which to recruit trial patients.

Australia's excellent clinical research reputation, efficient regulatory pathway and attractive R&D incentives have seen the country become a global hub for clinical trials. The massive US biotechnology and pharmaceutical sector in particular—Linear's main market—is attracted to Australia as a clinical trial destination because therapeutic drug candidates are able to move into human trials without requiring an Investigational New Drug submission. Australian clinical trial data is also recognised and accepted by all the major global regulatory bodies including the US Food and Drug Administration, and European Medicines Agency.

The deal follows an existing partnership between PILL and global drug development company inVentiv Health Clinical.

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About Proteomics International Laboratories (PILL)

PILL (ASX: PIQ) is a medical technology company focused on the area of proteomics – the industrial scale study of the structure and function of proteins. PILL is recognised as a global leader in the field of proteomics. It received the world's first ISO 17025 laboratory accreditation for proteomics services, and operates from state-of-the art facilities located on the QEII Medical Campus in Perth, Western Australia. The Company's business model uses its proprietary technology platform across three integrated areas of diagnostics, drug discovery and analytical services.

About Linear Clinical Research Ltd (Linear)

Linear is a wholly owned, not-for-profit, subsidiary of the Harry Perkins Institute of Medical Research located within the QEII Medical Campus. Linear was founded in 2010 with a mission to bring new therapies to the patients and researchers of WA and has completed over 145 clinical trials to date including more than 100 Phase I trials. Linear has extensive experience in true first time in human and first in patient studies covering 19 different therapeutic areas. Linear has a particular strength in Oncology. More than 90% of Linear's business is from overseas clients.

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