

PIQL



# Proteomics International

LABORATORIES LTD

---

Shareholder Presentation | Perth, WA

Annual General Meeting | 20<sup>th</sup> November 2015

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

**ASX: PIQ**

# Disclaimer & forward-looking statements

---



This Presentation is provided by Proteomics International Laboratories Ltd (PILL, the Company).

You should not rely upon anything in this presentation and/or any information obtained from the Company, its Directors or their associates in deciding whether or not to seek to purchase the shares of the Company. This is not an offer to subscribe for securities in the Company.

The Presentation may contain quantitative statements of anticipated future performance such as projections, forecasts, calculations, forward-looking statements or estimates all of which are based on certain assumptions (Forward Looking Statements). The Forward Looking Statements may involve subjective judgements and are based on a large number of assumptions and are subject to significant uncertainties and contingencies, many of which are outside the control of the Company and may not prove to be correct.

No representation or warranty is made that any Forward Looking Statements will be achieved, or occur, or that the assumptions upon which they are based are reasonable or the calculations from which they have been derived are correct. Actual future events may vary significantly from the Forward Looking Statements. Each Recipient should undertake its own independent review of the Forward Looking Statements, including the assumptions on which they are based and the financial calculations from which they are derived.

# 2015 - an exciting year!

---

- **Corporate**

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

- **Analytical services**

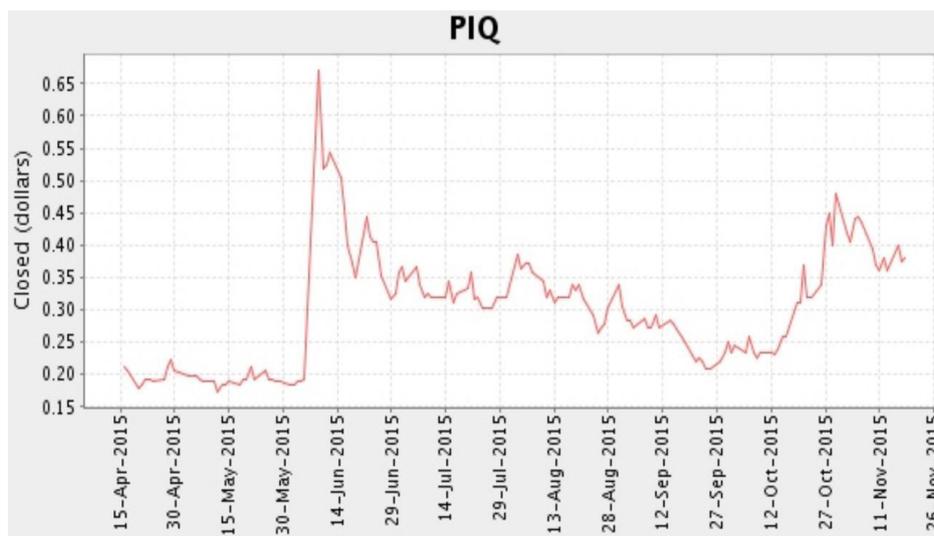
- Major contracts in food QC testing and biosimilars (April)
- WA Exporter of the Year Award [Healthcare] (September)

- **Diagnostics**

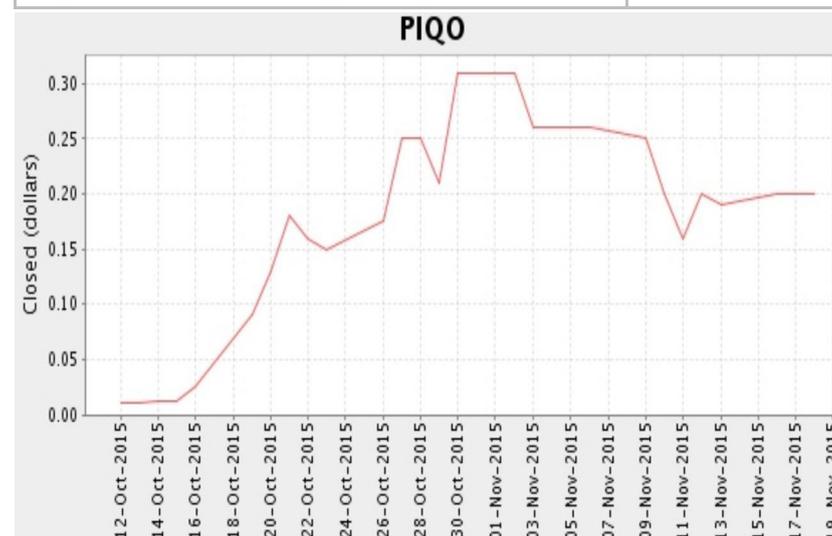
- Ground breaking predictive test for diabetic kidney disease (June)
- Commercialisation agreement for China (February)
- US and Australian patents granted (September)

# Corporate overview

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



Shareholders	
Top 20 Shareholders	69%
<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%



# 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

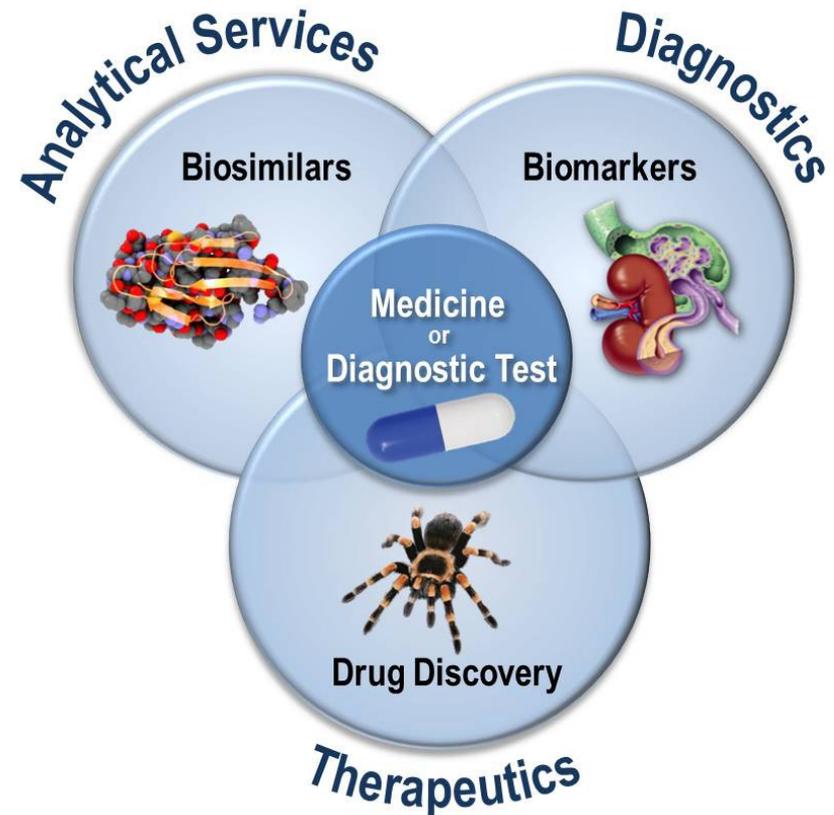


Quality is Assured



# 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%**

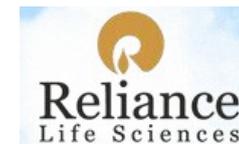
- PromarkerD can be commercialised as:
  - **specialist diagnostic test** run by clinical laboratories (laboratory developed test - LDT)
  - **clinical pathology test** produced by diagnostic companies (in vitro diagnostic - IVD)
  - **companion diagnostic test** (CDx) used to monitor a patient's response 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



# 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**

# Please contact

---

## **Richard Lipscombe**

Managing Director

T: +61 8 9389 1992 | E: [enquiries@proteomicsinternational.com](mailto:enquiries@proteomicsinternational.com)

[www.proteomicsinternational.com](http://www.proteomicsinternational.com)

## **Terry Sweet**

Chairman

E: [t.sweet@proteomicsinternational.com](mailto:t.sweet@proteomicsinternational.com)

## **Greg Wood**

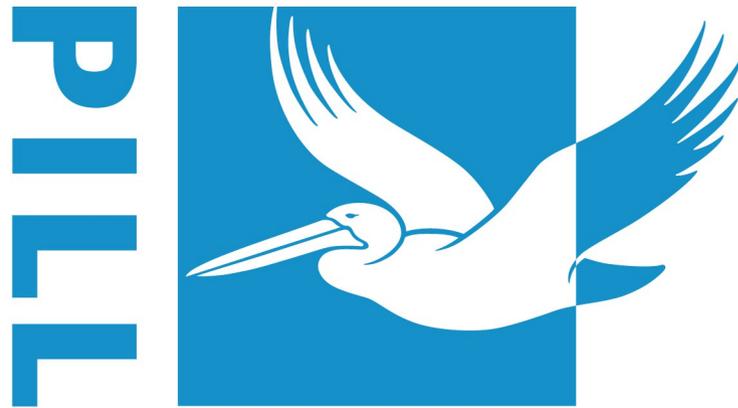
Financial Advisor, K S Capital

M: +61 416 076 377 | E: [g.wood@kscapital.com.au](mailto:g.wood@kscapital.com.au)

## **James Moses**

Director (Head of Business Relations)

M: +61 420 991 574 | E: [j.moses@proteomicsinternational.com](mailto:j.moses@proteomicsinternational.com)



**Proteomics International**

LABORATORIES LTD