

11February 2013 Company Announcements Office Australian Stock Exchange Level 6, 20 Bridge Street Sydney NSW 2000

## NEWSLETTER

Dear Shareholders,

I am giving a presentation at the BIO Investor Conference in New York 11 February 2013 (NAET). The following slides will form the basis of the presentation.

Dr Geoff Cumming CEO Anteo Diagnostics Limited

12/02/2013



## **Forward Looking Statement**

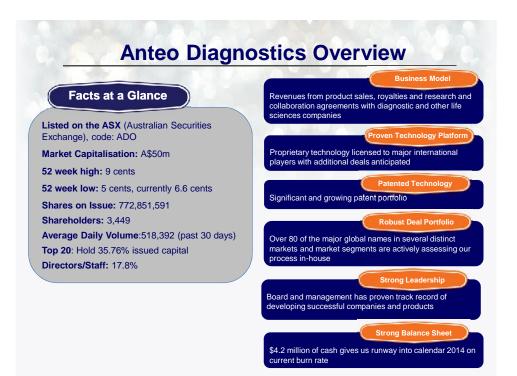
The purpose of the presentation is to provide an update of the business of Anteo Diagnostics (ASX:ADO). These slides have been prepared as a presentation aid only and the information they contain may require further explanation and/or clarification. Accordingly, these slides and the information they contain should be read in conjunction with past and future announcements made by Anteo and should not be relied upon as an independent source of information. Please contact Anteo and/or refer to the Company's website for further information.

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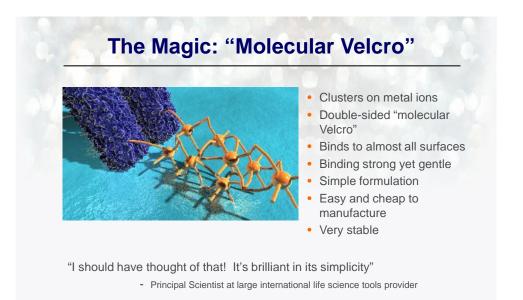




## **Mix&Go Solution** Traditional Chemistry Mix&Go Better protein attachment means Better, more sensitive diagnostic tests •

- Lower cost tests
- Faster test development times
- Novel, technically difficult tests can be developed

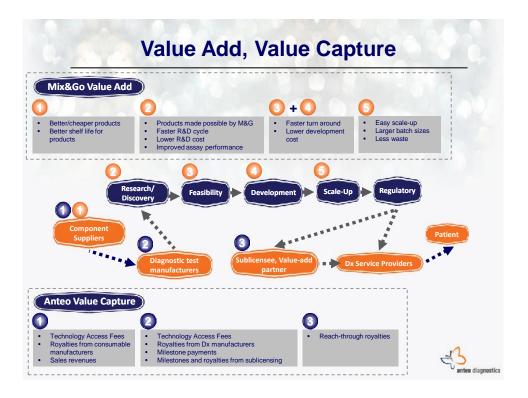


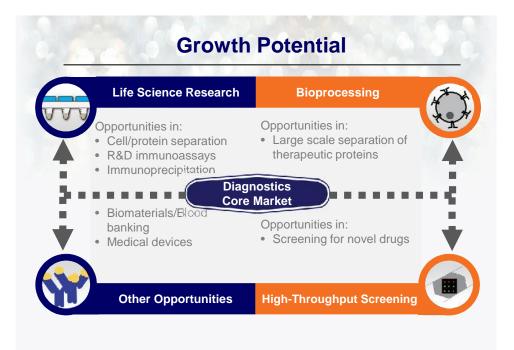


"Mix&Go is so easy to use, it's surface chemistry without the chemistry!"

- Senior Scientist at top 5 IVD company







Model	Characteristics
Licensing	
Technology Access Fee Wilestone Payments Royalties Royalties on sub-licensee sales	<ul> <li>Predictable, long-term revenue stream</li> <li>Little direct competition</li> <li>Focus on business development, key account management</li> <li>Limited sales and marketing required</li> </ul>
Sales	
Direct and/or through 3rd parties Stand-alone or bundled with reseller's product/system	<ul> <li>Faster source of smaller revenues</li> <li>Sales to well-defined market segments with proven need</li> <li>Ability to serve market segments otherwise difficult to reach, e.g. academic users</li> </ul>
&D Collaboration	
FTE reimbursement	<ul> <li>Source of limited short term revenues</li> <li>Main purpose: support licensing activities when more customization is needed</li> </ul>
Joint product development → licensing	<ul> <li>Used to develop optimal processes</li> </ul>



