

## Pacific Edge Named in TIN Report Top 10 List

Pacific Edge named number 6 in TIN Top Ten Hot Emerging Companies for 2017

Pacific Edge's global growth and positive revenue trajectory has been recognised with the cancer diagnostics company named number 6 in the TIN Top Ten List of Hot Emerging Companies for 2017.

Technology Investment Network produces the annual TIN Report tracking the progress of New Zealand's technology companies, and selection is based on revenue growth for FY17. The TIN Top Ten Hot Emerging Companies for 2017 includes firms with revenues between \$8.2 million and \$16 million, with a collective revenue increase of 37%<sup>1</sup>.

The top companies by revenue growth were named at an event in Auckland last night. A number of the high growth companies named, including Pacific Edge, are gaining traction and exposure in the US. TIN managing director, Greg Shanahan, noted that it was indicative of "a growing level of expertise and understanding of how to grow a global business. In a first for New Zealand, TIN200 companies' total revenue now exceeds \$10 billion, making them third in contribution to New Zealand's GDP behind dairy and tourism."

Pacific Edge has been building its commercial business of the US market over the past four years and now has an effective strategy that it is using to build awareness, trial and gain commercial adoption of its innovative bladder cancer diagnostic tests. A number of significant milestones were achieved in 2016 including the completion of the Federal Supply schedule, the Veteran's Administration and TRICARE contract enabling access to the US's active military and veterans, and increasing the product suite to four novel molecular diagnostic tests.

Pacific Edge's successful progress in the implementation of its strategy since launching in the US in mid-2013 is reflected in the significant uplift in commercial revenue in the past two years.

Pacific Edge CEO, David Darling, says: "Our portfolio of Cxbladder products is now in the market with Cxbladder Resolve launching in NZ in late 2016 and planned for launch in the USA late this year. Having four molecular diagnostic products across the clinical diagnosis and management pathway for urothelial cancer is a global first for any company."

"Cxbladder is being adopted at an increasing pace by urologists in our key markets. Medical products by their very nature have a high threshold of proof of performance before mainstream adoption and it is great to see this happening now particularly in our home country of New Zealand."

"We were pleased to see our positive progress recognised again in the TIN Report announced last night. We are a small company and our team continues to punch well above its weight in the global market. We remain firmly focused on high growth."

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<sup>1</sup> TIN Report 2017, 13<sup>th</sup> Edition, Technology Industry Analysis

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COMPANY ANNOUNCEMENT

**OVERVIEW** [www.pacifiedgedx.com](http://www.pacifiedgedx.com)

Pacific Edge Limited (NZX: PEB) is a New Zealand publicly listed, cancer diagnostic company specialising in the discovery and commercialisation of diagnostic and prognostic tests for better detection and management of cancer. The company is developing and commercialising its range of Cxbladder bladder cancer tests globally through its wholly owned central laboratories in New Zealand and the USA. The company's products have been tested and validated in international multi-centre clinical studies.

Pacific Edge has four proprietary, novel, accurate, molecular diagnostic products in-market providing actionable results, and better detection and management of urothelial cancer. Cxbladder Triage, Detect and Monitor are available through the company's dedicated CLIA-certified laboratories for customers in New Zealand, Australia, Singapore and the USA. Cxbladder Resolve launched in New Zealand in December 2016.

**ABOUT Cxbladder Triage** [www.cxbladder.com](http://www.cxbladder.com)

Cxbladder Triage combines the power of the genomic biomarkers with additional phenotypic and clinical risk factors to accurately identify patients with haematuria who have a low probability of bladder cancer and may not require a more extensive urological evaluation. Cxbladder Triage is a tool for use by clinicians and physicians in primary evaluation of patients with haematuria and is intended to reduce the need for an expensive and invasive work-up in patients who have a low probability of having urothelial carcinoma.

**ABOUT Cxbladder Detect** [www.cxbladder.com](http://www.cxbladder.com)

Cxbladder Detect enables the non-invasive detection of bladder and other urinary tract cancers from a small volume of a patients' urine. Cxbladder Detect was launched in 2013 in the USA and is commercially available in New Zealand, Australia and the USA as a Laboratory Developed Test (LDT) from the company's CLIA certified laboratories. Cxbladder Detect provides clinicians with a quick, cost effective and accurate measure of the presence of the cancer as an effective adjunct to cystoscopy.

**ABOUT Cxbladder Monitor** [www.cxbladder.com](http://www.cxbladder.com)

Cxbladder Monitor, the third test in the Cxbladder portfolio for urologists, is a proprietary, non-invasive, molecular diagnostic test that combines genomic biomarkers measured from a small quantity of a patient's urine, with patient specific clinical factors to better monitor bladder cancer patients for recurrence. Bladder cancer has a recurrence rate of 50-80% and requires life-long surveillance. Cxbladder Monitor accurately identifies patients with a prior history of urothelial cancer (UC) whose Cxbladder Monitor score shows that they have a low probability of recurrent urothelial carcinoma. Cxbladder Monitor is designed to be used as the preferred adjunct test to cystoscopy in the management of patients for ongoing evaluation of recurrent bladder cancer.

**ABOUT Cxbladder Resolve** [www.cxbladder.com](http://www.cxbladder.com)

Cxbladder Resolve is a proprietary, non-invasive, molecular diagnostic test that combines genomic biomarkers measured from a small quantity of a patient's urine, with patient characteristics for the identification of patients who are likely to have aggressive or more advanced bladder cancer. Cxbladder Resolve, when used as part of the primary evaluation of haematuria and/or in conjunction with other Cxbladder tests (Triage, Detect), is designed to assist clinicians by accurately identifying patients with a high probability of having high grade or late stage bladder cancer, for whom alternative or expedited treatment options may be warranted, or who can be prioritised for further investigation in high throughput settings.

Refer to [www.cxbladder.com](http://www.cxbladder.com) for more information.