



INVITROCUE™
Transforming bioanalytics

AGM Presentation
November 30 2017

'Growing and Global'

Invitrocue (ASX:IVQ)
CEO, Steven Fang



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Commercial Pathway & Value Inflection Points

2016

- Achieved triple-digit CAGR since 2015
- Fast-growing revenue stream
- International recognition of IP portfolio
- Global engagement with prestigious cancer centers

2017

- First revenue achieved for Onco-PDO
- Identified and engaged KOLs for each cancer type by country

2018

- Initial launch of services through clinical KOLs
- Move to kit-based sales of the same price point
- Commercial rollout of Onco-PDO to Asia Pacific and Europe

Looking forward

- Launch of cancer-specific proprietary kits for scale-up in other labs in 2018-2019
- Continued revenue growth bases on commercial validation of core cell-based assaying business
- Expansion of Onco-PDO to the European market

Major Announcements for 2017

NOVEMBER

- Successful placement completed with strategic investors

OCTOBER

- Two keystone publications in Nature Medicine & Nature Communications respectively

SEPTEMBER

- Senior appointments to management team and scientific leadership

AUGUST

- International award received recognising InvitroCue's use of intellectual property

JULY

- Establishment of joint innovation laboratory with the Genome Institute of Singapore to develop *in vitro* cancer models
- Ethics approval received from Garvan Institute in Sydney, successful placement completed with strategic investors

MAY

- Expansion of cell based assay business into skin and wound healing

FEBRUARY

- Collaboration announced with Garvan Institute in Sydney

Achievements for 2017

WHAT WE SAID WE WOULD DO

Grow Sales in cell base assay

Secure new / repeated orders

First Indications for PDO

Garvan Institute Trial

First Joint Lab to offer PDO service

Market expansion

WHAT WE ACHIEVED

Sales grew by 643% to \$708K

New customers / repeated contracts

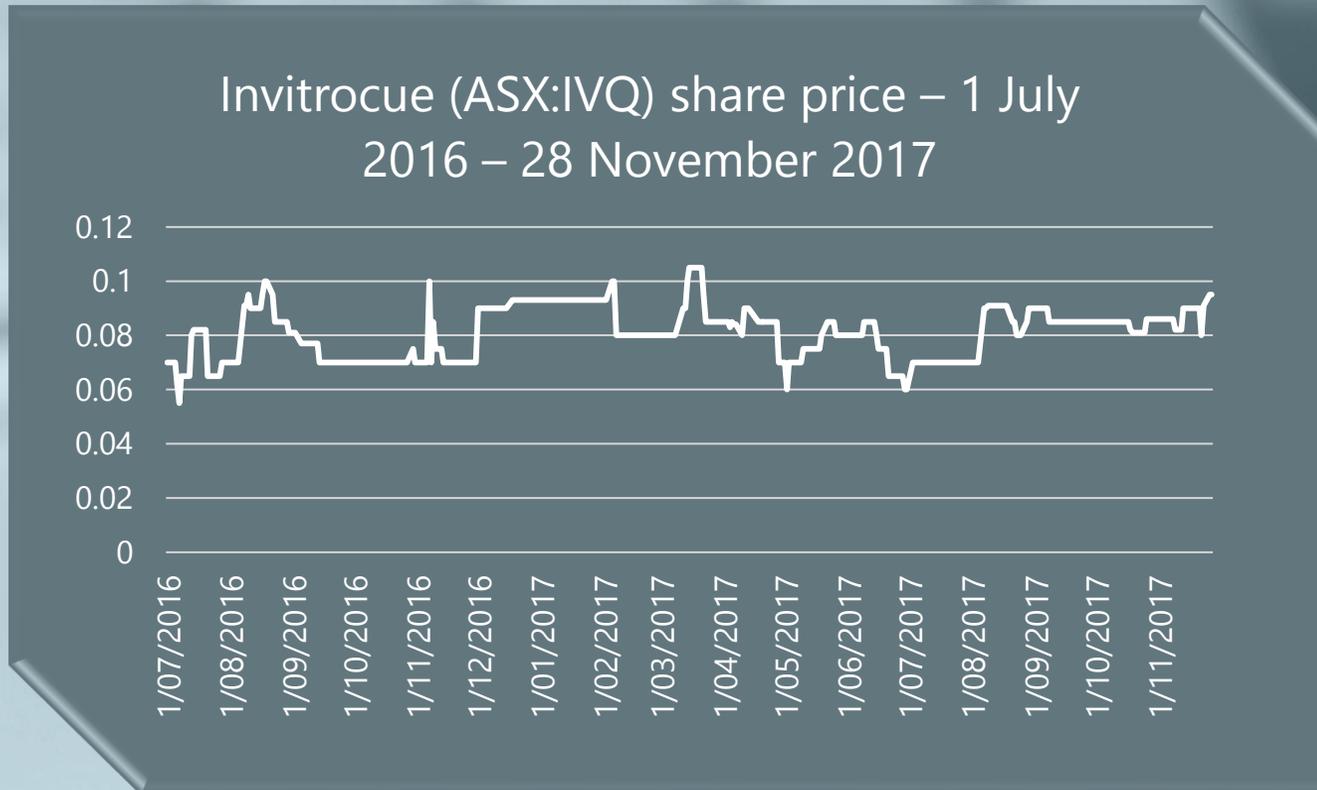
OSCC + Colorectal Cancer

Secured ethics approval, awaiting validation trial

Launch July 2017 by Minister of Trade Hamilton Smith

Currently operate in 4 countries; Singapore, Hong Kong, China, Australia

Share Price Performance



Market Cap:
\$44.35M

Share Price:
\$0.095

72 week lowest and highest:
\$0.055 – \$0.14

Core Services and Products

Liver Cell Services and Products

- Lab based human liver models
- 3D cell culture platform and cell-based assay business
- Used for drug testing to reduce risk, cost and shorten time to market
- Used to assess safety and effectiveness of drugs in infectious diseases and wound healing

Personalised Precision Oncology

- Use of proprietary **Onco-PDO™ technology** platform for the growth of tumor avatars to help reduce the guesswork and cost involved for cancer treatment



Human Liver Services and Products

Liver Cell Services and Product Offering

Pre-clinical liver assay services:

- Drug Metabolism (DMPK) assays
- Liver toxicity assays
- Infectious diseases assays testing for Hep B and Hep C
- Liver disease modeling

Humanised liver products:

- HepaCur fresh hepatocytes (liver cells)
- Mice carrying humanised liver cells



Human Liver Products: Market Opportunity

Rising need for *in vitro* human liver models for screening for liver disease drugs due to:

- Growing geriatric population and increasingly unhealthy lifestyle patterns driving increase in global liver disease cases
- Current lack of an available effective cure for a number of liver diseases:
 - Hepatitis B
 - Fatty liver and non-alcoholic steatohepatitis (NASH)
- Global liver disease treatment market valued at \$12.4 billion in 2009

Most new
drugs fail in
clinical trials
due to liver
toxicity



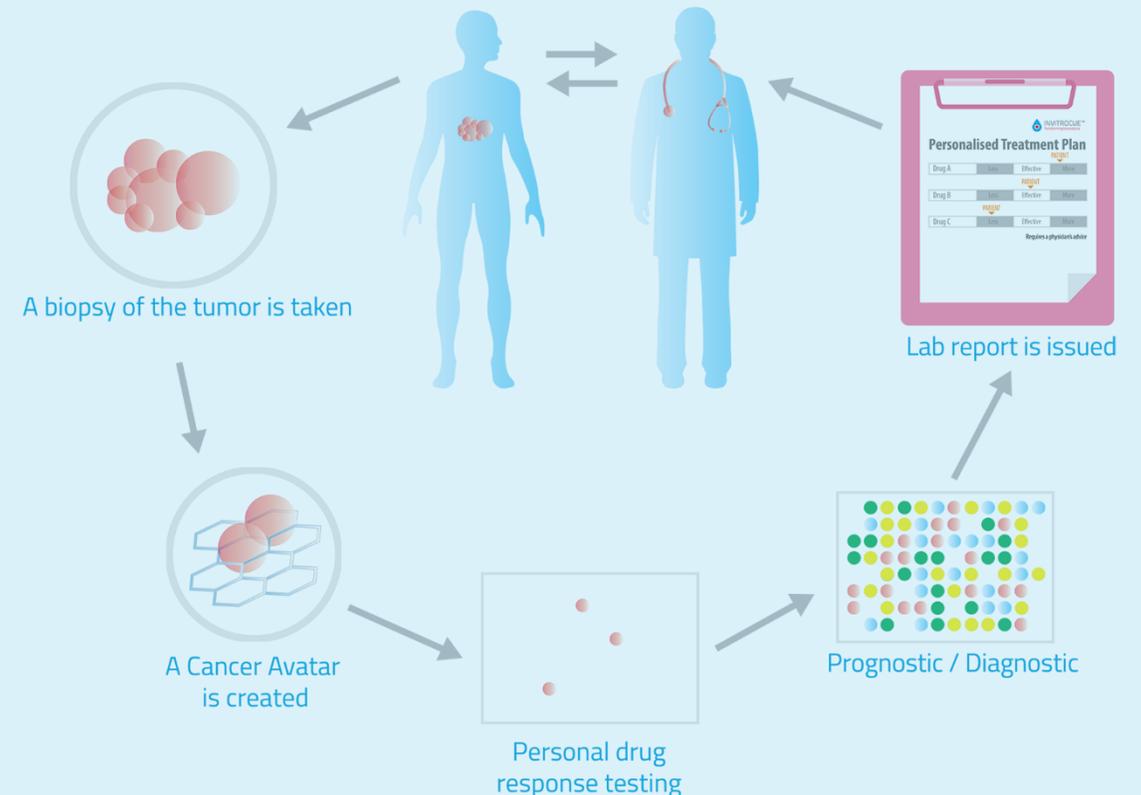
Personalised Precision Oncology: Onco-PDO™

Platform Technology: Onco-PDO™

Our proprietary 3D cell-scaffolding technology, Onco-PDO™ (Oncology Patient-Derived Organoid) enables:

- patient-derived cancer cells (organoids) to be cultured in laboratories
- Organoids used for testing against a panel of drugs to guide oncologist's clinical decisions specific to each patient

Onco-PDO™ PERSONALISED DRUG TESTING



High Caliber Management Team

Dr Steven Fang,
Executive Director and Founder

Martin D. Bach,
Vice President of Operations

Dr Ramanuj Dasgupta,
CSO (Non-Exec), Onco-PDO

Dr Sunny Tan,
Senior VP, Scientific Affairs and Business Development

Tony Adams,
Senior VP, Investor Relations

Demonstrated
Track Record

Deep Scientific
Expertise

Extensive
International
Networks

Strong
Commercial Focus



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Transforming bioanalytics

Thank You

For more information please contact
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