



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

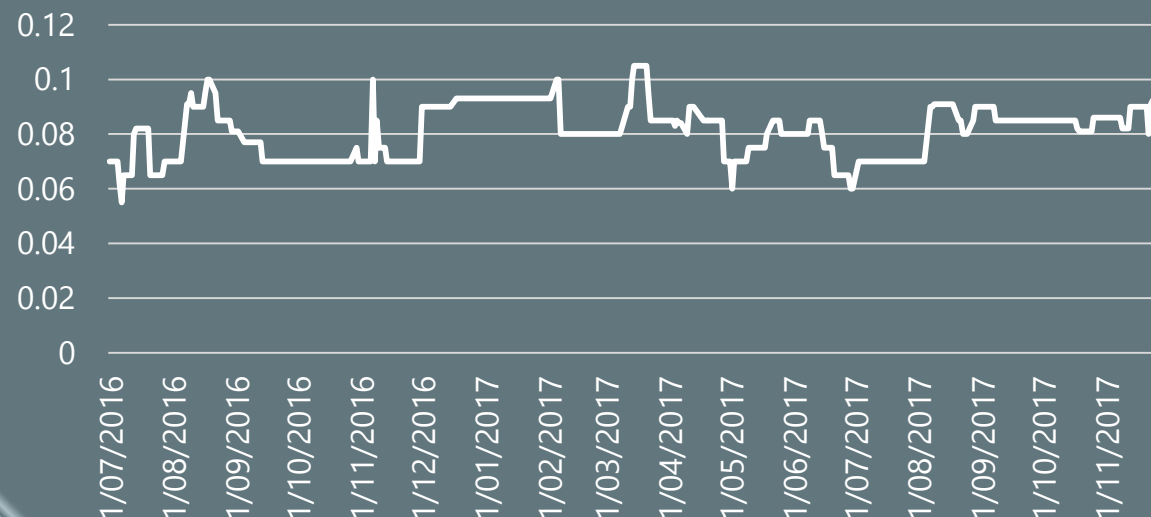
Secured ethics approval, awaiting validation trial

Launch July 2017 by Minister of Trade Hamilton Smith

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

# Share Price Performance

Invitrocue (ASX:IVQ) share price – 1 July  
2016 – 28 November 2017



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™

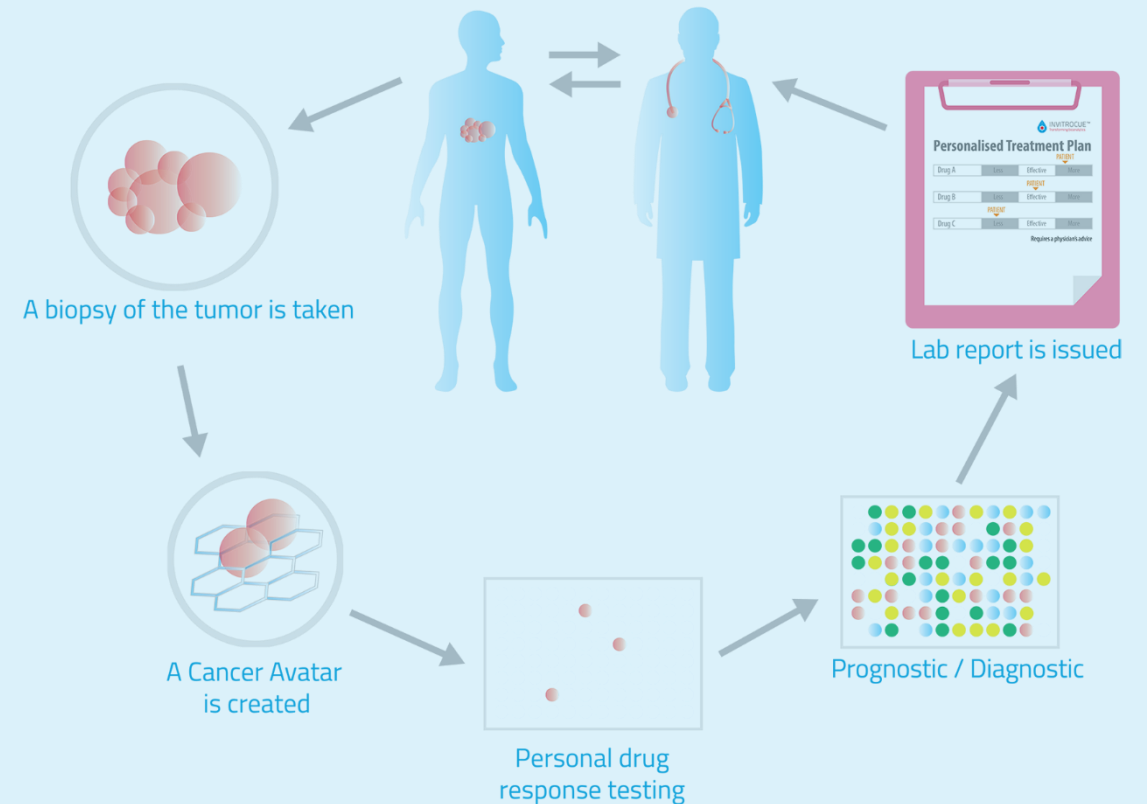


# Platform Technology: Onco-PDO™

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

Demonstrated  
Track Record

Deep Scientific  
Expertise

Extensive  
International  
Networks

Strong  
Commercial Focus

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



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Thank You

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