



Corporate Overview

INVITROCUE

Personalized Evidence-based Oncology

**Right Drug
Right Time
Right Dose**

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AGENDA

- Mission & Vision
- Company Key Facts
- Management Team
- Products & Services
 - Types of products / services
 - Patents
- Business / Revenue Model
- Market Key Facts
- Competition
- Financial Overview
- Barrier to Entry
- Reasons to Invest

MISSION

- Invitrocue™ is a cell based life-sciences company that uses its patented technologies & proprietary know-how to gather information in human cell respond to drug compounds for new drug discovery and personalized oncology.

VISION

- Invitrocue™ offers patients information on the right drug, at the right time with the right dosage on the most optimal outcome for cancer survival, life-extension and quality of life.
- Invitrocue™ offer patient specific cancer information to guide oncologist in their selection of drugs and therapies to achieve the most optimal clinical outcome.

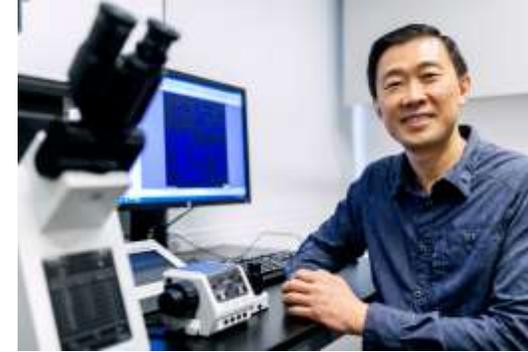
Key Facts - Company

- Incorporated in 2014 as a Singapore based life sciences company and listed in Australia Stock Exchange (ASX: IVQ) in 2016.
- Presence in Singapore, Australia, UK, Germany, China.
- High growth triple digit CAGR in revenue since 2015.
- Patented technologies with proprietary knowhow.
- Potential to establish a new standard of care to guide oncology treatments.

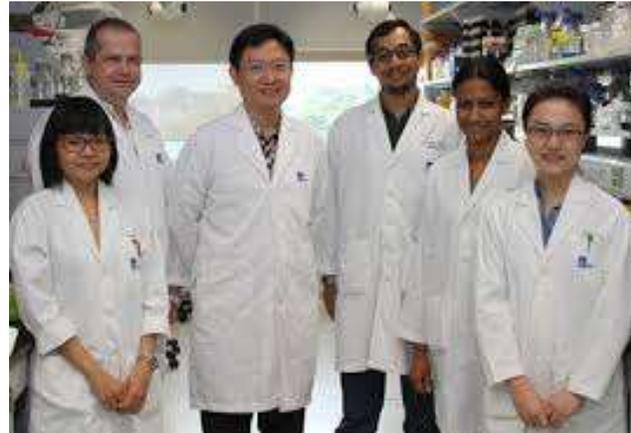
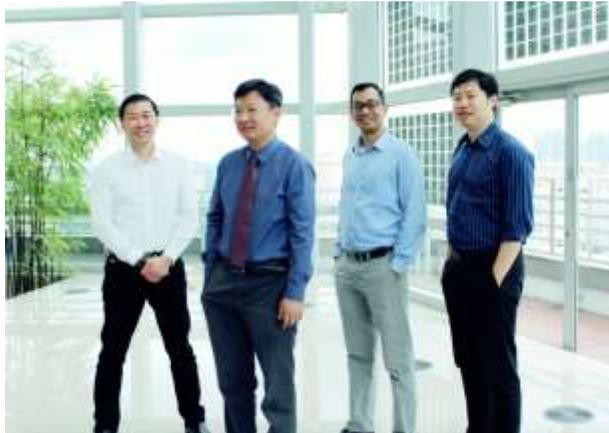
Founders



Prof Yu is a Professor in the Department of Physiology, YLL School of Medicine, National University Health System; Principal Investigator at MBI and Group Leader at the Institute of Bioengineering and Nanotechnology, A*STAR. He was trained as a cell biologist but ventured into various other disciplines such as imaging, biomaterials, tissue engineering, drug testing, and computational biology of liver fibrosis.



Management Team



Dr. Fang founded CordLife in 2001, and negotiated the merger with Cytomatrix in 2003 which led to the establishment of CyGenics and its subsequent IPO on the Australian Stock Exchange on 18th June 2004. The CyGenics group was renamed as CordLife in 2007 to focus on its core business in tissue banking, and diversified Cytomatrix through a new strategic equity partnership with Deakin University of Australia. With over 23 years of business development and managerial experience in the Asia Pacific region, Dr. Fang has accrued an immense depth of knowledge of the medical and healthcare industry. He previously worked for Sterling Winthrop, Baxter Inc and Becton Dickinson, where he undertook various Market Development and General Management responsibilities.

Products & Services

- Products

- Patented 3-dimensional scaffold used in growing of human cells
- Patented Human liver cells for new drug testing & research work

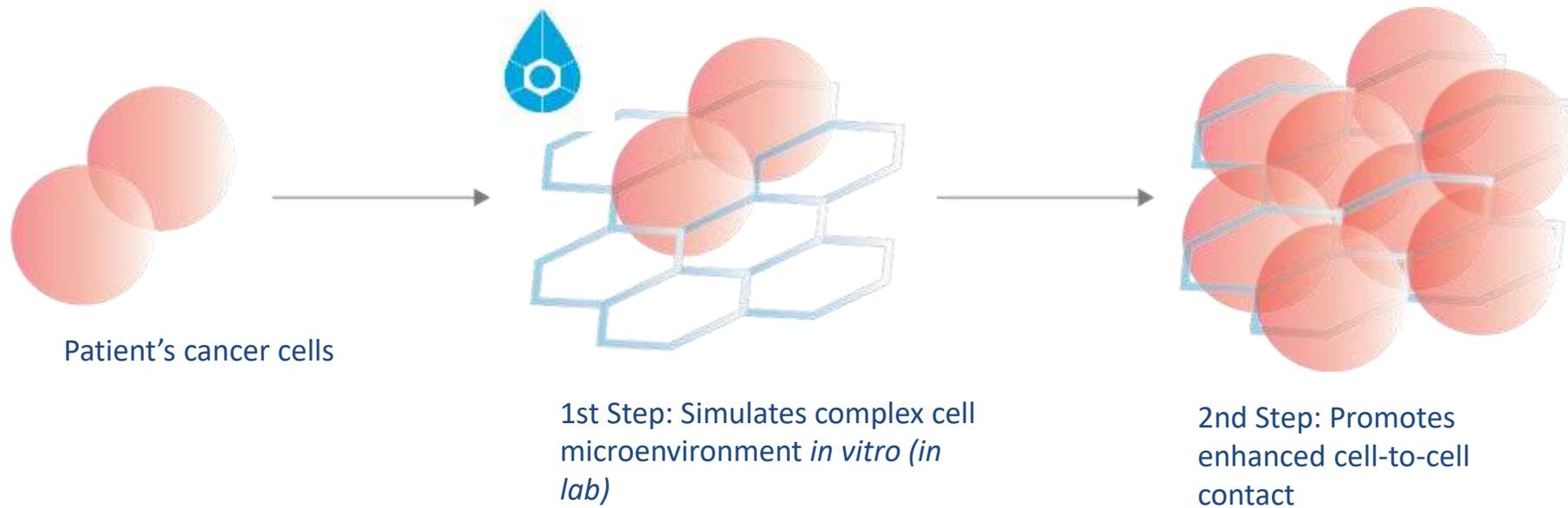
- Services

- Personalized [evidence-based] Oncology

1. Oncologist order IVQ Personalized Oncology test for patient.
2. Cancer tissue or biopsy taken from patient by Oncologist or surgeon.
3. Cancer tissue is sent to IVQ laboratory for processing.
4. Processed cancer cells for patient is put into 3-dimensional scaffold & multiplied.
5. Patient's multiplied cancer cells are put into standard multi-well plates in equal proportions.
6. This creates a cancer replica of that patient in each well which can then be tested with selected drugs or therapy.
7. Time is allowed for patient's cancer cells to respond to the selected drugs.
8. Standard automated system scan & reads patient's cancer cells to determine clinical effect of drug/s or therapy on that patient's cancer cells.
9. Results are reported back to oncologist to help inform & guide use of drugs / therapy for that patient.

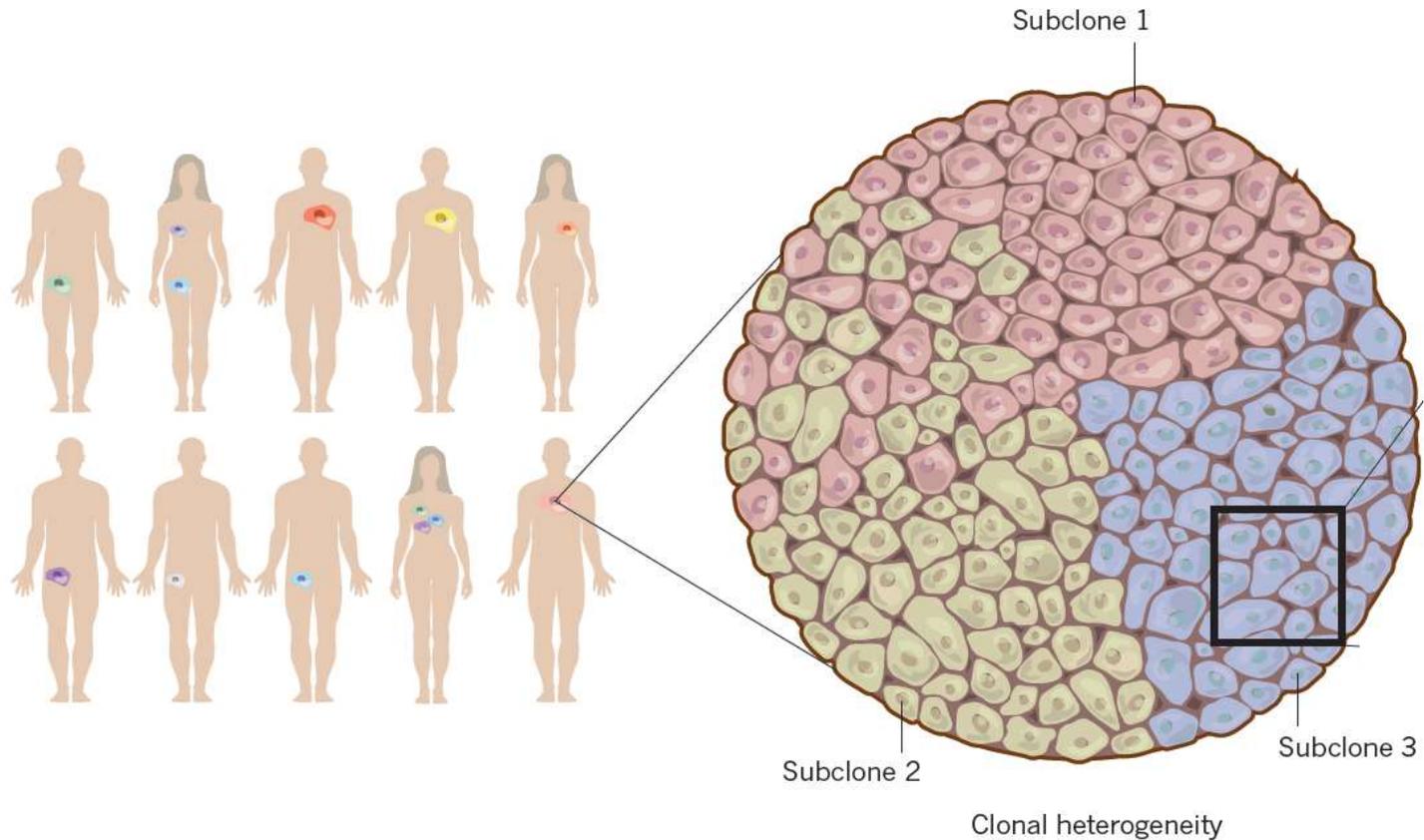
Patient-Derived Organoid (PDO)

Underlying patented technology in '3D cell-based scaffolding' creates multiple asset in toxicology, infectious diseases and **Personalized oncology services**.



USPs • macroporous • homogenous distribution of spheroids in pores • controlled and well-defined spheroid size, prevents necrosis of the core • scalable with multi-well plates format in high-throughput screening • suitable with routine analytical techniques • low-cost of implementation

Different populations display different responses to treatment

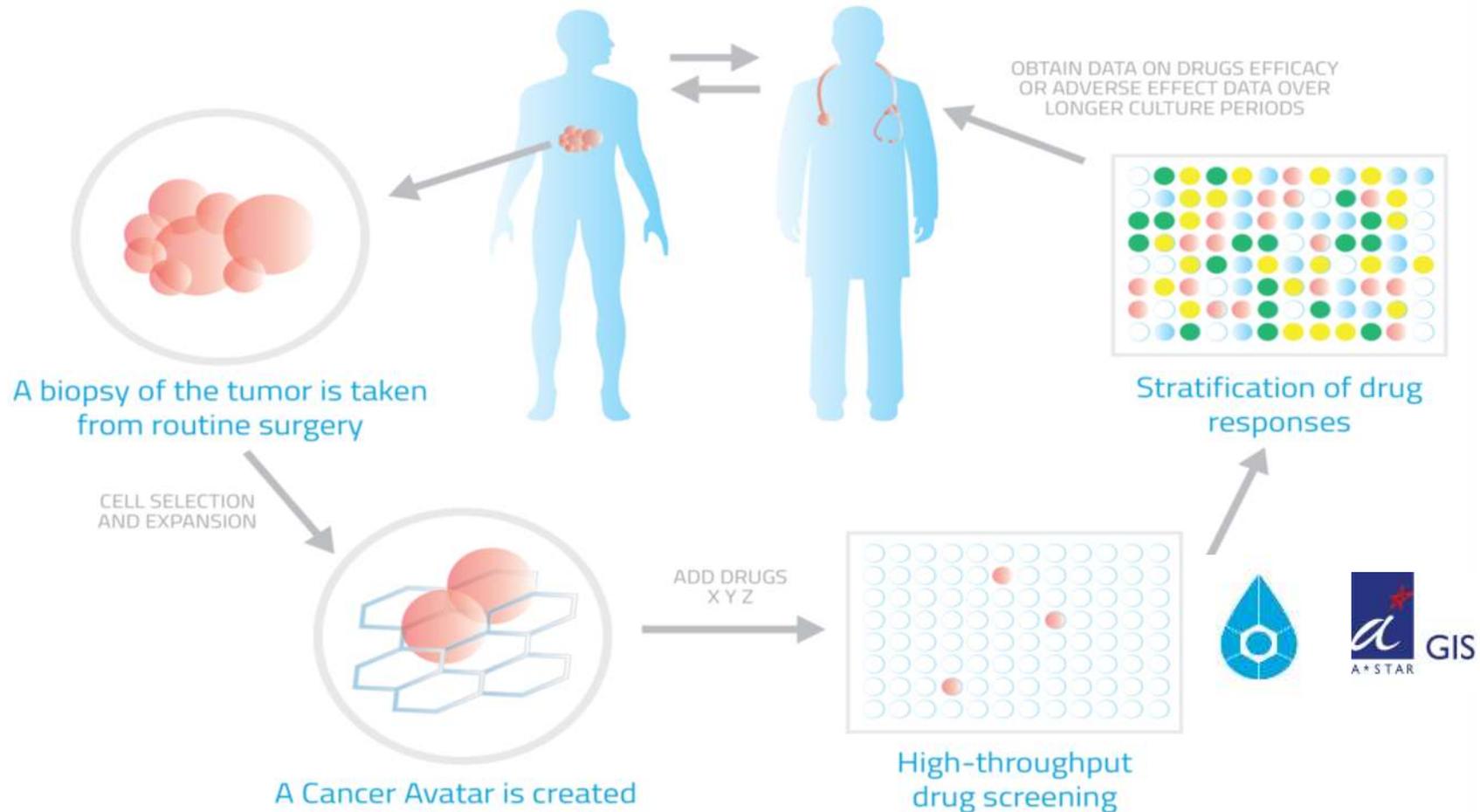


Its important to develop representative models that recapitulate this diversity

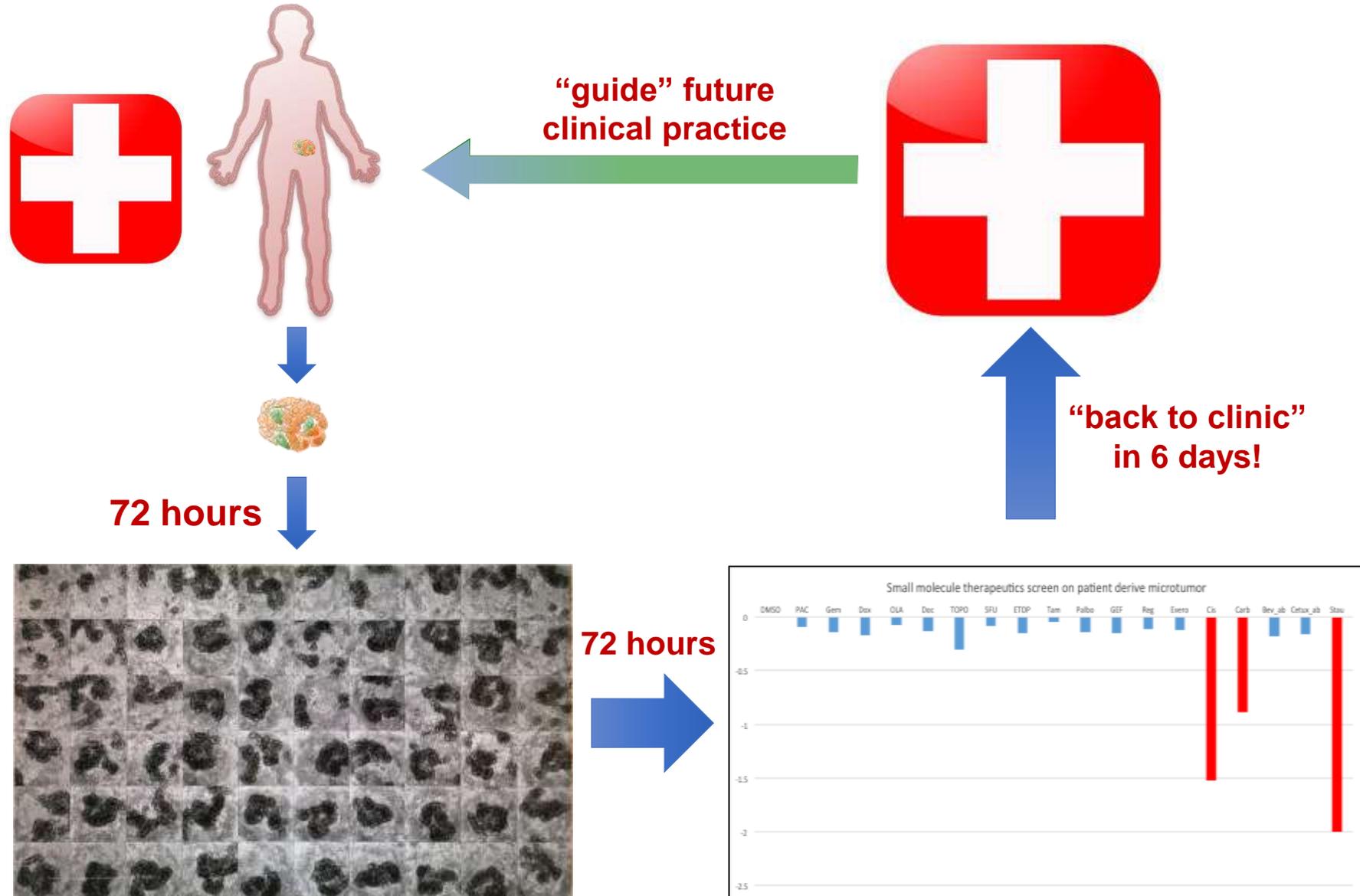


Phenotype Approach: Personalized Precision Oncology

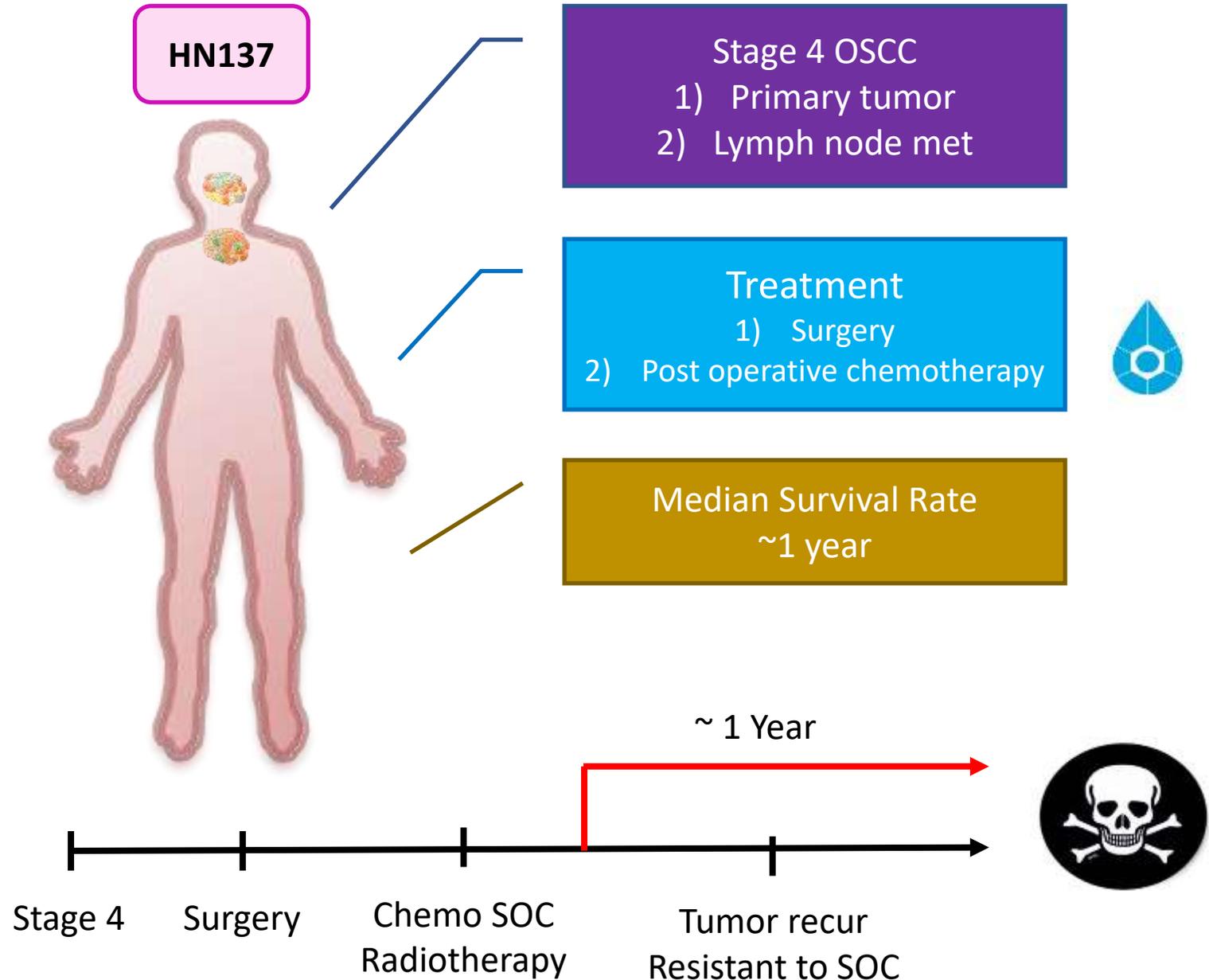
Onco-PDO ANALYTICS TESTING



Real-time guidance for treatment

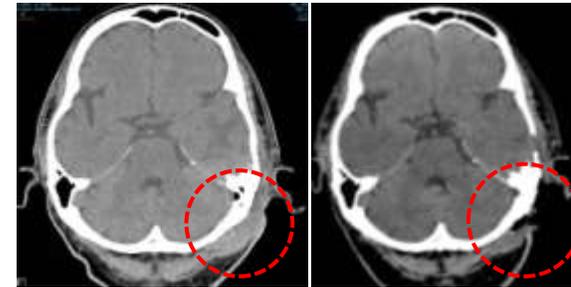
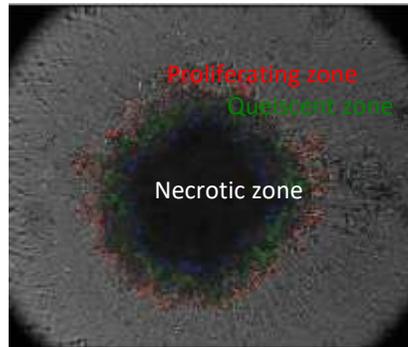
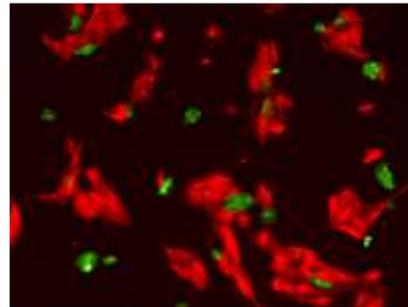


Head and Neck cancer: Patient HN137

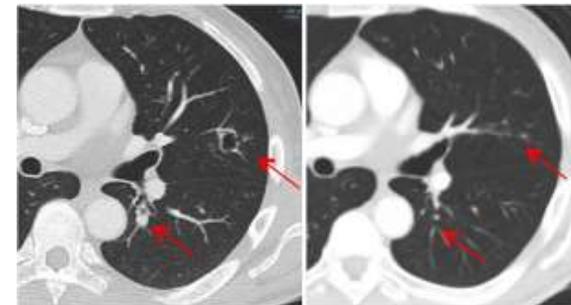


Models predict clinical response

Non-responsive to Cisplatin
(Standard-of-care)



Response in the clinic!



Gefitinib and EGFR
antagonists/TKIs
efficiently target primary
tumor cells (Green cells)

- **Biomarker is a SNP in a lncRNA**

Business & Revenue Model

- Business Model
 - Fee for service
 - Sales of kits
- Revenue Model
 - 2017 : EUR\$3000 per cycle fee for service
 - 2018 : Move to kits based sales of the same price point
- Roll Out Strategy
 - 2017 : Identify & engage Key Opinion Leaders for each cancer area by country.
 - 2018 : Introduce service through other cancer hospitals & clinics through pathology laboratories with supply of kits.

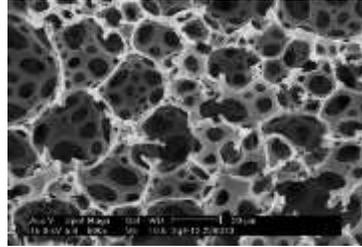
Key Facts - Market

- National Institute of Health USA projected the cost of cancer treatment in USA alone to be USD\$158 billion by 2020.
- Personalized Medicine in Oncology will become part of the Standard of Care globally.
- New England Oncology teaching hospital; “With precision medicine, the cost per benefit will be lower because we will not be treating the 80% of patients who will not respond, which is what we do today with most of our treatments.”
- Director of Northeastern US Integrated Health System; “A biomarker can identify whom a drug is for and, even more importantly, whom it’s NOT for.”
- Pharmacy Director of Mountain State Integrated Health System; “I think determining the value of treatments should a decision shared among patients, payers and providers.”

Key Facts – Cancer Indications

- 2017
 - Head, Neck & throat cancer / squamous cell carcinoma
 - Bowel & Colon Cancer / Colorectal cancer
- 2018
 - Lung cancer / SLCC – NSLCC
 - Triple negative Breast cancer
 - Ovarian cancer
 - Prostate cancer

Competition



	IVQ PDO	PDX
Price	\$3000	\$50,000 - \$80,000
Respond Time	< 2 weeks	3 – 4 months
Use Animals	No	Yes
Accuracy	High	Medium
Scalability	High	Low

PDX : Patient derived tumor xenografts (PDX) are created when cancerous tissue from a patient's primary tumor is implanted directly into an immunodeficient mouse.

Barrier to Entry

- Patents
 - Existing - Patented granted on use of 3-dimensional scaffold & executed in key markets to include USA, UK, Germany, Australia, Singapore, Japan, China
 - New – patents in progress on newly discovered Biomarkers to determine Survival and Metastasis for selected cancer indications.
- Know-How
 - Black boxing on the use of specific cell growth media / enzyme & protocol optimized for each cancer type.
 - Production of cancer specific processing kits that will include IVQ's patented 3-dimensional scaffold & proprietary media / enzyme protocols.
- Biomarkers
 - Proprietary with in-process patent.
 - Will be sold as kits alongside its service business

Reasons to Invest

- Important and existing unmet market needs
 - 15 million new cancer patients every day
 - Potential to redefine standard of care in the treatment of cancer with Personalized Oncology
 - Estimated >USD\$ 300 billion current global market size for oncology analytics
- Novel, innovative & patented products & services
 - Initial launch of services through key clinical opinion leaders lab in 2017-2018.
 - Launch of cancer specific proprietary kits for scale up in all other labs by 2018-2019.
- Diversified Operating Risks
 - Fast growing meaningful revenue stream.
 - Company having triple digits CAGR since 2015.
 - Multi-revenue streams to include services and products.
 - Highly scalable business & revenue model.
 - Immediate go to market, with no or low regulatory hurdles.
- Attractive Exits & IRR
 - Potential dual listing or relisting within next 24 – 36 months to extract significantly higher valuation
 - Strong interest from pharmaceutical firms to acquire specific cancer test or access to data.
 - Strong licensing potentials for specific cancer tests.

KOLs and Advisory Support

Prof. Alex MATTER MD

Chief Executive Officer at Experimental Therapeutics Centre and D3, A*STAR Singapore; Emeritus Professor of Medical Faculty at the University of Basel; Honorary Adjunct Professor of Yong Loo School of Medicine, National University of Singapore.

Decades of experience in drug discovery and development in large pharmaceutical companies.

Dr. Ram DASGUPTA PHD

Senior Investigator, A*STAR Singapore Genome Institute of Singapore and presently Invitrocue Senior Scientific Director

Scientific and technology experience in cancer research and drug discovery.

Prof. Joseph King-Tak LEE MD FACR

Recent Chair and presently Distinguished Professor of Radiology at the University of North Carolina; Visiting Professor in the Department of Diagnostics Imaging at the National University of Singapore and Hong Kong University

Provides new insight in interdisciplinary fields of biomedical imaging, functional imaging and advancements in imaging biomarkers.

Prof. Simon CROFT BSC PGCE PHD FRSB

Professor of Parasitology, Faculty of Infectious and Tropical Diseases, London School of Hygiene and Tropical Medicine.

Extensive experience and knowledge on antimicrobial and antiprotozoal therapies, in-vitro experimental models for drug screening application in infectious diseases.

Prof. Shervanthi HOMER-VANNIASINKAM BSC MBBS MD FRCSEd FRCS

Consultant Vascular Surgeon, Leeds University Teaching Hospitals; Founding Professor of Surgery, Warwick University; Professor of Engineering & Surgery, University College London.

Curated knowledge of patient-derived xenografts and organoids.

Associate Prof. Soo Yong TAN MBBS FRCPATH DMJ Dphil

Head of the Department of Pathology, National University Hospital and Yong Loo School of Medicine, National University of Singapore.

Provides valuable insights on histopathology practices and tissue biorepository laboratories in emerging markets.

Contact Us



AUSTRALIA CORPORATE OFFICE

InvitroCue Limited
Level 2, 350 Kent Street Sydney, NSW 2000 Australia

SINGAPORE CORPORATE OFFICE

InvitroCue Pte Ltd
11 Biopolis Way, Helios #12 – 07/08, Singapore 138667

Emails:

Dr. Steven Fang, CEO
Steven.fang@invitrocue.com

Martin Bach, Vice President Operations
martind.bach@invitrocue.com