

Proteomics International
LABORATORIES LTD

Investor Presentation

October 2019

ASX: PIQ

BUILDING A GLOBAL
DIAGNOSTICS BUSINESS

DISCLAIMER



This Presentation is provided by Proteomics International Laboratories Ltd (PILL, the Company).

You should not rely upon anything in this presentation and/or any information obtained from the Company, its Directors or their associates in deciding whether or not to seek to purchase the shares of the Company. This is not an offer to subscribe for securities in the Company.

The Presentation may contain quantitative statements of anticipated future performance such as projections, forecasts, calculations, forward-looking statements or estimates all of which are based on certain assumptions (Forward Looking Statements). The Forward Looking Statements may involve subjective judgements and are based on a large number of assumptions and are subject to significant uncertainties and contingencies, many of which are outside the control of the Company and may not prove to be correct.

No representation or warranty is made that any Forward Looking Statements will be achieved, or occur, or that the assumptions upon which they are based are reasonable or the calculations from which they have been derived are correct. Actual future events may vary significantly from the Forward Looking Statements. Each Recipient should undertake its own independent review of the Forward Looking Statements, including the assumptions on which they are based and the financial calculations from which they are derived.



CORPORATE OVERVIEW

Proteomics International Laboratories Ltd (ASX: PIQ) is a medical technology company at the forefront of predictive diagnostics and bioanalytical services

PREDICTIVE DIAGNOSTICS

PromarkerD

- World-leading predictive diagnostic test for diabetic kidney disease
- Accurately predicts four years prior to typical diagnosis
- Predictive diagnosis can prolong disease onset, resulting in significant benefits to the patient and healthcare system
- Additional tests in the pipeline

BIOANALYTICAL SERVICES

- Strong demand from bio-pharmaceutical companies for these specialised analytics
- Year on year revenue growth
- Revenue offsets the cash burn from R&D and product development

CORPORATE SNAPSHOT – 18/10/2019

ASX code	PIQ
Share Price	\$0.33
Shares on issue	80.8m
Market Capitalisation	\$26.6m
Cash & Receivables (30 Jun 19) R&D Rebate of \$1.1m Q2 FY19	~\$2.2m
Revenue & other income – FY19	\$2.7m
Directors Hold	28%





BUILDING A GLOBAL DIAGNOSTICS BUSINESS

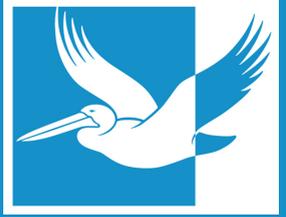
ENORMOUS MARKET	PromarkerD, a predictive test for diabetic kidney disease (DKD) is being rolled out now. 425m adults have diabetes globally.
DE-RISKED CLINICALLY	PromarkerD clinical studies completed and validated by peer reviewed publications.
COMMERCIALY READY	Licensing deals for PromarkerD have been executed in Mexico, Spain & Dominican Republic. In discussions with potential global partners. Sales commenced in Europe and DR.
GLOBAL SCALABILITY	PromarkerD is being rolled out through established diagnostic laboratories under license/royalty agreements.
JANSSEN COLLABORATION	PromarkerD utilised to help assess the effectiveness of canagliflozin (Janssen drug) as a treatment for DKD. Large opportunity if PromarkerD becomes a Complementary Diagnostic.
LIMITED COMPETITION	PromarkerD is the world's only commercial test for predicting the onset of diabetic kidney disease. Patented globally.
DEEP PIPELINE	PromarkerD is the first commercial application of the Company's Promarker™ platform technology. The technology is also being applied to Endometriosis, Gastro, Asthma & Lung Disease - all major market opportunities.
LEAN AND SCALABLE	Low fixed costs, strong balance sheet and already generating income over A\$2.7m (FY19). Additional major territories under discussion. Truly a global opportunity.
ALIGNED MANAGEMENT	Highly credentialed and experienced Board and Management that are aligned with shareholders. Founder & MD, Dr Richard Lipscombe holds 23.5% - Directors hold 28%.



PROTEOMICS Vs TYPICAL BIOTECHS

ALL THE UPSIDE WITHOUT THE CLINICAL RISKS, COSTS & EXTENDED TIMELINES

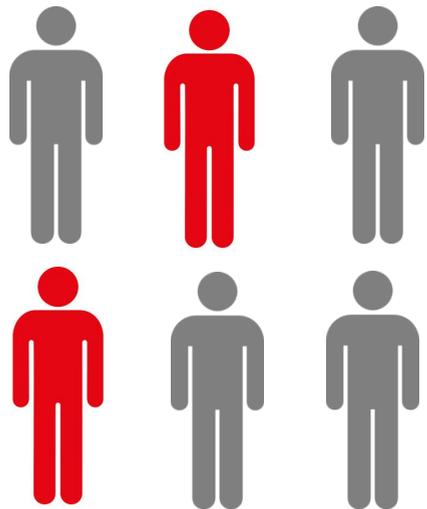
Features	PIQ	Typical Biotechs
Enormous markets	✓	✓
Minimal clinical risk	✓	X
No waiting for results	✓	X
Short clinical development (for new products)	✓	X
No binary outcome	✓	X
Licensing deals executed	✓	X
Commercially ready product(s) – revenue generating	✓	X
Existing revenues and low cash burn	✓	X
Limited capital requirements	✓	X
Platform technology	✓	Potentially
Peer reviewed	✓	Potentially
Tight capital structure	✓	Potentially



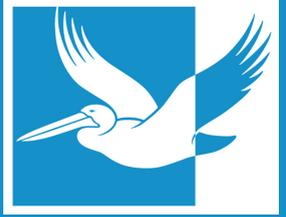
PROMARKER – PLATFORM TECHNOLOGY



Promarker™ is a platform technology that can identify unique protein biomarkers ‘fingerprints’



The platform identifies and links the unique protein biomarkers to specific diseases, enabling Proteomics to formulate commercial diagnostic tests



THE PROMARKER TECHNOLOGY

PLATFORM TECHNOLOGY : PROMARKER™



PromarkerD – DIABETIC KIDNEY DISEASE TEST

- PromarkerD – predictive test for diabetic kidney disease up to four years in advance
- Licensing deals executed in Mexico, Dominican Republic, Spain
- **Enormous global markets**
- **Sales commenced**



OTHER POTENTIAL DIAGNOSTICS

- Proven platform to create diagnostic tests
- Pipeline tests: Endometriosis, Gastro, Asthma & lung disease - all major global opportunities



ANALYTICAL SERVICES

- Best in class Quality Control testing
- Biosimilars & biologics
- Food quality (e.g. milk)
- Pharmacokinetic (PK) testing for clinical trials
- **YoY Revenue growth**

PromarkerD



PREDICTIVE TEST FOR DIABETIC KIDNEY DISEASE



A MAJOR OPPORTUNITY

THE PROBLEM

- ▶ 425 million people have diabetes
- ▶ 1 in 3 diabetic adults currently develop chronic kidney disease

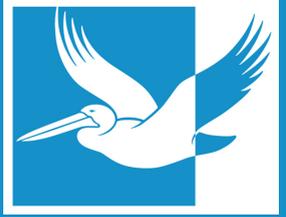
- ▶ There are no early symptoms of diabetic kidney disease. **Kidney function can fall below 15-20% with no symptoms.**
- ▶ There is currently no available test for predicting the onset of diabetic kidney disease
- ▶ Diabetic kidney disease **leads to dialysis (US\$72,000 p.a.)** or kidney transplant
- ▶ **Total cost of diabetic kidney disease = US\$50 billion per year in USA alone**



THE SOLUTION

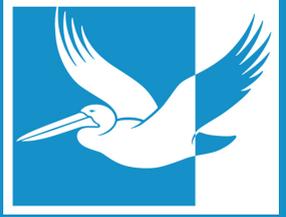
PromarkerD: A predictive diagnostic test for diabetic kidney disease

- ▶ PromarkerD can **diagnose** diabetic patients already suffering from chronic kidney disease that the current gold standard tests miss
- ▶ PromarkerD can **predict** the onset of disease **before** clinical symptoms appear
- ▶ **Doctors can then prescribe an early therapeutic treatment to stop the onset of disease**



MAJOR COST/BENEFIT FACTOR TO DRIVE UPTAKE

With PromarkerD	Without PromarkerD
Unequivocal Cost Benefit	
Test Price US\$55 Predicts kidney disease with 86% accuracy up to four years out	VS Dialysis cost US\$72,000 per year ongoing for the patient's life
Unequivocal Patient Benefit	
Non invasive blood test Patients can alter habits / receive treatment to stop onset of the disease	VS Dialysis machine for term of life



TESTS BUILT TO CAPTURE MASS MARKET

LABORATORY DEVELOPED TEST (LDT)

- Utilises **mass spectrometry** or **immunoassay** technology to identify specific biomarker proteins
- Certified facilities can run the LDT within their own specialist laboratories
- The LDT permits fast adoption of a new test in advanced markets
 - **Fast regulatory pathway**
 - **Builds market demand**

Example – LDT with Atturos

- Clinical diagnostics firm, Atturos (Ireland), is equipped to run the mass spectrometry LDT version of PromarkerD, making the test available for license partners in the European Market

IN VITRO DIAGNOSTIC TEST (IVD)

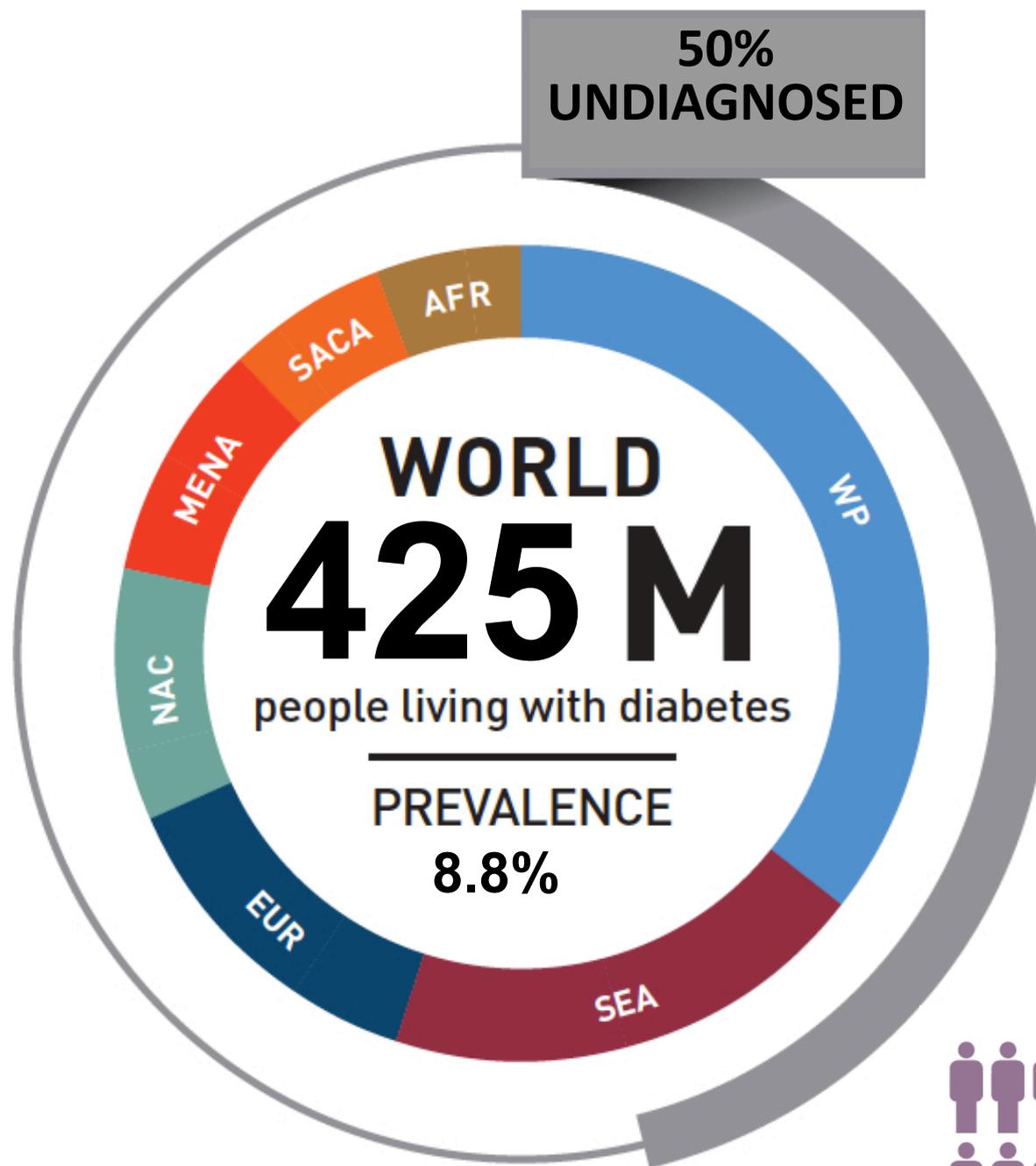
- Utilises the **immunoassay** with key **antibody reagents** to identify specific biomarker proteins
- Can be manufactured as either an immunoassay **kit** or configured to run on an **automated machine platform** processing hundreds of samples at a time
- Useable in clinical pathology laboratories around the world, subject to regulatory approval
- Assay validated – **Ready to commercialise**

Immunoassay production

- TGR Biosciences (Australia) developed the PromarkerD advanced immunoassay for use across global markets
 - kit version is subject to regulatory approval (i.e. equivalent of 510k or CE Mark)

MARKET SIZE?

- Hundreds of millions of people could benefit from this test in terms of early treatment to mitigate the onset of kidney disease. Kidney disease is one of the major complications of diabetes which is fatal unless managed by dialysis which is costly and detrimental to quality of life.
- Globally, kidney disease and the diabetes epidemic cost health systems \$850 billion in 2017.



expected increase
+ 204
MILLION



2017

2045

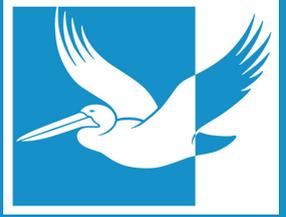
Targeting Type 2 Diabetes
(~90% of diabetics)



MARKET BREAKDOWN - PromarkerD

REGION	PARTNER	MARKET SIZE (DIABETICS)	TOTAL POTENTIAL OPPORTUNITY*	
	Spain	Patia Europe	3.6m	US\$20m p.a.
	Mexico	Patia Biopharma	13m	US\$72m p.a.
	Dominican Republic	Omics Global	1.1m	US\$6m p.a.
TARGET MARKETS				
	United States	In Discussions	30m	US\$165m p.a.
	European Union	In Discussions	33m	US\$181m p.a.
	Japan	In Discussions	10m	US\$55m p.a.
		Total	90.7m	US\$499m p.a.

* Assumption: Test Price US\$55 & Royalty 10%



JANSSEN COLLABORATION

Proteomics and Janssen Research & Development (Janssen) have formed a collaboration, utilising PromarkerD to help assess the effectiveness of canagliflozin (Janssen diabetes drug) as a treatment for diabetic kidney disease.

POSITIVE PHASE 3 RESULTS

- Janssen's Phase 3 clinical trial found that canagliflozin significantly reduces the risk of renal failure in patients with type 2 diabetes and chronic kidney disease.
- First drug in 20 years to significantly reduce the risk of renal failure, dialysis or kidney transplantation.

POTENTIAL COLLABORATION UPSIDE

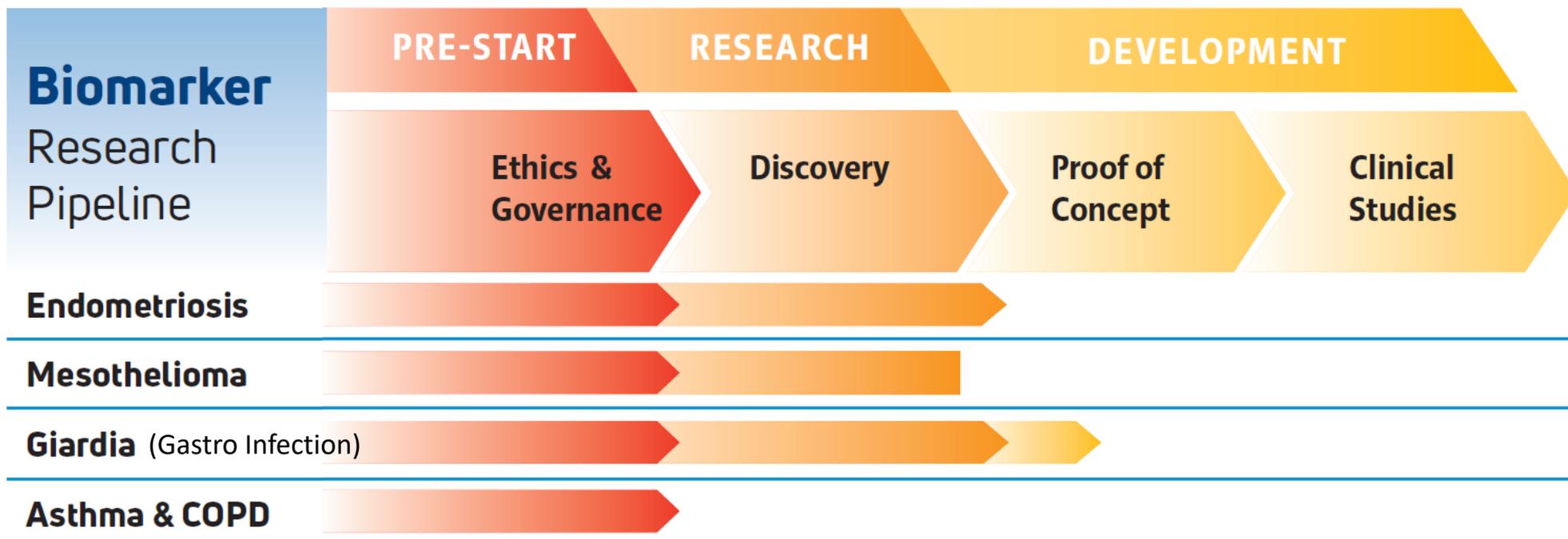
- Upon positive results from the study, PromarkerD may become a Complementary Diagnostic (CDx) test for the therapeutic treatment of diabetes complications with canagliflozin.
- **Becoming a Complementary Diagnostic means a PromarkerD test could be used:**
 - upon prescription of canagliflozin for diabetes; and
 - throughout a patient's course of treatment (potentially lifetime) to monitor the risk of developing chronic kidney disease



DIAGNOSTICS PIPELINE

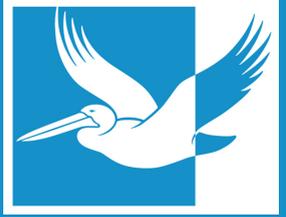
FURTHER GLOBAL POTENTIAL IN NEW MARKETS

- ▶ Proteomics endeavours to leverage its Promarker™ Platform to develop and commercialise a suite of diagnostic tests
- ▶ Potential for faster market adoption for a new diagnostic test, post a successful PromarkerD commercialisation
- ▶ Enormous markets and revenue potential



The Promarker™ research pipeline and typical timeline is:

- Ethics & gov approval (3 months)
- Discovery (3-6 months),
- Proof of concept (6 months)
- Clinical studies (12 months)



ANALYTICAL SERVICES

**WORLD'S FIRST COMPANY TO RECEIVE ISO 17025 LABORATORY ACCREDITATION
FOR PROTEOMICS SERVICES (PROTEIN TESTING)**

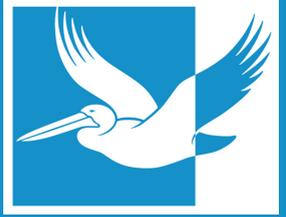
BIOSIMILARS & BIOLOGICS

**Assisting pharmaceutical companies
develop generic drugs**

PHARMACOKINETIC TESTING

**Pre-clinical and clinical quantitative
testing of any new investigational drug**

**PROTEOMICS' ANALYTICAL SERVICES HAVE DELIVERED YoY REVENUE GROWTH
OFFSETTING R&D AND PRODUCT DEVELOPMENT COSTS**



MILESTONES & UPCOMING CATALYSTS

EXCEPTIONAL GLOBAL OPPORTUNITY

- ✓ **Proven diagnostics business with global potential**
- ✓ **Scalable licensing model with high margins and negligible rollout cost**
- ✓ **Minimal burn rate ensures rollout is funded**
 - Established revenue reduces burn, trending to cash flow positive
- ✓ **Strong IP position**
 - Patents granted in major jurisdictions for ground-breaking PromarkerD diagnostic algorithm
- ✓ **Proven technology platform - pipeline of potential globally significant tests**
 - Proof of concept established with PromarkerD: endometriosis and gastro undergoing pre-clinical work
- ✓ **World leading technology in an area of unmet medical need**

SHARE PRICE CATALYSTS

PromarkerD

- **Further licencing deals in major territories**
 - diagnostics, pharmaceuticals, service providers
- **Regulatory approval: European CE Mark**
- Patents in other global jurisdictions
- **Results from Janssen trial**
 - diagnostic capability to assist drug developers to market kidney disease treatments

Analytical services

- New contracts for protein QC, biosimilars & PK testing

Diagnostic test development

- Endometriosis, gastro, asthma and lung disease
- Pipeline expansion into other chronic diseases

BOARD & MANAGEMENT

DIRECTORS HOLD
28%



Terry Sweet FAICD, Chairman

Director of several listed companies over the past 30 years in both executive and non-executive capacities. Companies include XRF Scientific Ltd, where he was Managing Director for 4 years, Western Biotechnology Ltd, Heartlink Ltd, and Scientific Services Ltd.



Richard Lipscombe PhD (London), MA (Oxon), Founder & Managing Director

Successfully managed the Company since listing in April 2015. 30 years experience in research and development globally in academic and commercial entities. Technical expertise in chemistry, immunology, & biomarker discovery.



Roger Moore R (Denmark), BPharm (U.Syd), Non-Executive Director

International pharmaceutical industry experience spanning 40 years, including almost 30 years as President of Novo Nordisk Japan. From 2000, he was appointed Novo Nordisk's Senior Vice President, Japan & Oceania Region. He has also served as a member of the Senior Management Board, Novo Nordisk A/S.



Paul House GAICD, BCommerce (UWA), Non-Executive Director

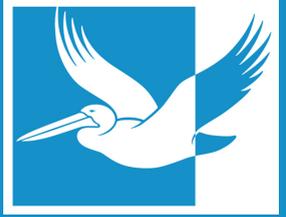
Over 25 years with multi-national corporations, recently serving as MD, SGS India for 8 years. Previously held CFO and COO roles, and was Senior Manager at a leading global management consultancy firm.



Chuck Morrison BSc (Boston), MBA (Boston), Business Development

Over 35 years in life sciences, biotechnology, and diagnostic industries including DuPont and PerkinElmer.

CONTACT



Richard Lipscombe

Managing Director

T: +61 8 9389 1992

E: r.lipscombe@proteomicsinternational.com

www.proteomicsinternational.com

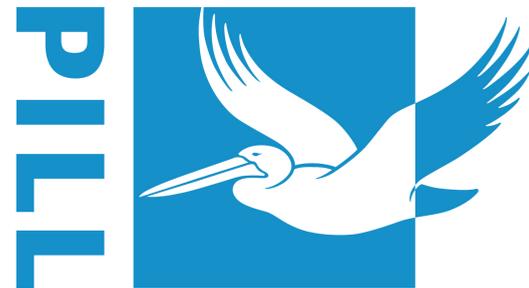
Dirk van Dissel

Corporate Advisor & Investor Relations

Adelaide Equity Partners

T: +61 8 8232 8800

E: dvandissel@adelaideequity.com.au



Proteomics International

LABORATORIES LTD

Alastair Murray

Corporate Advisor & Investor Relations

Adelaide Equity Partners

T: +61 8 8232 8800

E: amurray@adelaideequity.com.au

ASX: PIQ