

**Mix&Go™ – A Universal “Glue”**  
**For Clinical Diagnostics, Life Sciences and Beyond**

**Australian Microcap Investment Conference**

**Melbourne, October 23, 2013**

**Dr. Geoff Cumming, CEO**

**Anteo Diagnostics Ltd (ASX:ADO)**



**anteo diagnostics**

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# Anteo Diagnostics Overview

- A** Biotech company with highly experienced Board and Management team
- D** evelops, manufactures and commercialises proprietary surface coatings for healthcare industry
- O** ur **Mix&Go™** is a novel “glue” with a ubiquitous array of applications

## Diagnostics (IVD) and Life Sciences (LS) – here and now

- Launch of commercial Mix&Go products in 2010
- Enables strong yet flexible binding of biomolecules to a broad variety of synthetic surfaces without causing damage to their structure or activity
- Improves the outcome of pathology tests, such as blood tests
- Commercial agreements with several companies: Bangs, Merck, Affymetrix, One World Lab, Genova etc.
- Extensive patents protect technology and applications
- Cash flow positive through 2014

## Bioseparations – the next opportunity

- Unique market opportunity to provide cost-effective solution
- Focus on rapidly growing therapeutics market
- Mix&Go makes it practical to replace current cumbersome methods with magnetic separation – a desirable but so far uneconomical solution

# Anteo – Corporate Overview

## Business Model

Revenues from product sales  
Royalties from license agreements  
Paid R&D collaborations with IVD & LS companies

## Proven Technology Platform

Proprietary technology licensed to major international healthcare companies with additional deals anticipated

## Patented Technology

Significant and growing patent portfolio

## Clear Development Path

Mix&Go development is progressing from diagnostics to next market sector: bioseparations  
Significant additional opportunities exist

## Robust Deal Portfolio

Over 80 companies are actively assessing Mix&Go in-house or through collaborative work

## Sound Commercialisation Strategy

Combination of licensing, collaborations and product sale provide diversified portfolio of revenue streams with clear path to profitability

# Recent Highlights

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## Commercial agreements

- 02/13** Partnership agreement with U.S. based One World Lab
- 02/13** Commenced paid feasibility study with global leader in lateral flow POC test manufacture
- 05/13** Sales partnership agreement with Spanish based Genova Scientific for Europe & Latin America
- 06/13** Feasibility agreement with major global healthcare company for development of a POC device
- 08/13** Commenced further paid studies with lateral flow POC company

## Patents

- 06/13** Granted European patent
- 08/13** Filed 2 new patent applications

## Government Grants

- 07/13** Received 2-year \$1.7m grant from Commercialisation Australia

# Company Snapshot

## Corporate Snapshot

ASX	ADO
Cash	\$3.10M
Market Cap.	\$49 M
52 week high	7c
52 week low	5 c
Shares on issue	770.4m
Shareholders	3,385
Avg. daily volume	1,492,505
Top 20	36%
Directors/staff	17.8%

## Major Shareholders

Shareholder	Ownership
First Cape Mgt Pty Ltd	10.02%
Austcorp 190 Pty Ltd	4.26%
Nimrod Finance Ltd	2.57%

## Board

**Mr. Mark Bouris** – Non-Executive Chairman

**Dr. Geoff Cumming** – Chief Executive Officer

**Ms. Sandra (Sam) Andersen** – Non-Executive Director

**Mr. Richard Martin** – Executive Director

**Dr. John Hurrell** – Non-Executive Director

## Executive Team

**Dr. Geoff Cumming** – Chief Executive Officer

**Dr. Joe Maeji** – Chief Scientific Officer

**Mr. Richard Martin** – Chief Financial Officer

**Dr. Tina Baumgartner** – VP Business Development & Marketing

# Mix&Go – A Game Changing Technology



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# Mix&Go - A Game Changing Technology

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Surface coatings are crucial in many industries and serve many purposes, e.g.:

- Provide adhesive properties, i.e. act like a “glue”
- Confer optical properties
- Add magnetic or electrical properties

**Mix&Go** is a universal “glue” that is uniquely suited for applications in diagnostics and life sciences:

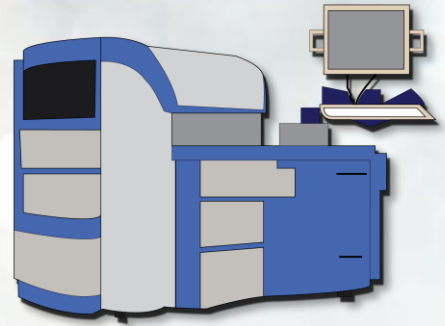
- Gentle “glue” that maintains the activity of fragile biomolecules
- Improves pathology tests → earlier disease detection
- Reduces cost of test development and manufacture
- Applicable to numerous large healthcare segments:
  - Pathology/diagnostic tests
  - Point-of-care diagnostics
  - Bioseparation
  - Drug discovery and development
- Well suited to “glue” in a variety of applications and industries outside of healthcare, e.g. Resources and Cleantech



# Current Focus: Diagnostics and Life Sciences

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## Laboratory Diagnostics



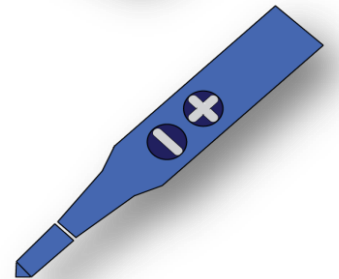
- Global IVD: \$44B (2011)
- Immunoassays: \$8.8B
- Drivers: aging population = more tests, higher Asian demand, technology innovations

## Point-of-care



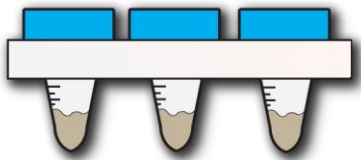
- \$8 B (2011)
- \$38B (2017 forecast)
- Drivers: price pressure, lack of qualified staff , need for immediate information, decentralisation, bedside testing

## Rapid Test Products



- \$3.7B in 2012
- Drivers: decentralised testing, broadening applications, direct to consumer marketing

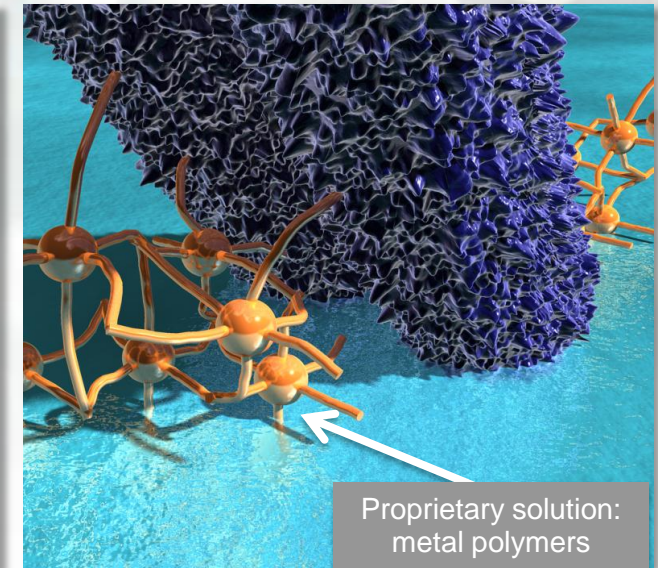
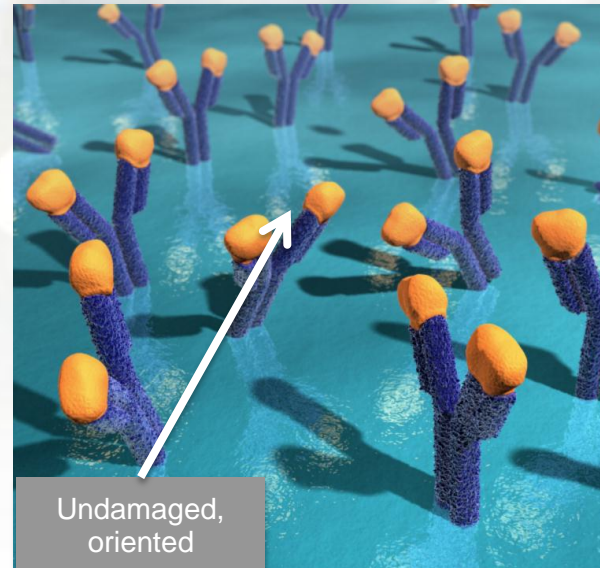
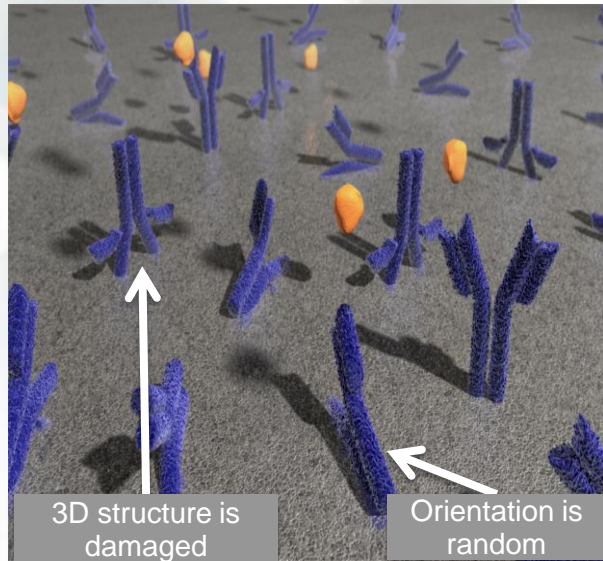
## Life Science R&D



- Very large and diverse
- Drivers: price pressure, efficiency

# Mix&Go – The Secret Sauce

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## Without Mix&Go

Consequences
Vast majority of proteins are non-functional
Lower sensitivity, LOD, dynamic range
More protein needed

## With Mix&Go

Characteristics	Benefits
Undamaged, fully functional proteins on surface	Increased performance Less non-specific binding Improved protein stability
Less protein and/or beads required	Reduced cost Saves valuable, expensive proteins
Easy and fast to use and manufacture	Improves efficiency Simpler test procedures Manufacturing faster, easier, more scalable
Improved reproducibility	Improved accuracy with improved %CV

# The Proof Is In The Data

## Sensitivity

Sensitivity improvement 4 to 50-fold!

	Mix&Go™	Traditional	Improvement
IL4	0.05 pg/mL	0.2 pg/mL	4x
Troponin I	5 pg/mL	50 pg/mL	10x
TNF-α	5 pg/mL	> 250 pg/mL	50x
HBcAg	<10 pg/mL	150 pg/mL	15x
TSH	<0.001 uIU/mL	0.006 uIU/mL	6x

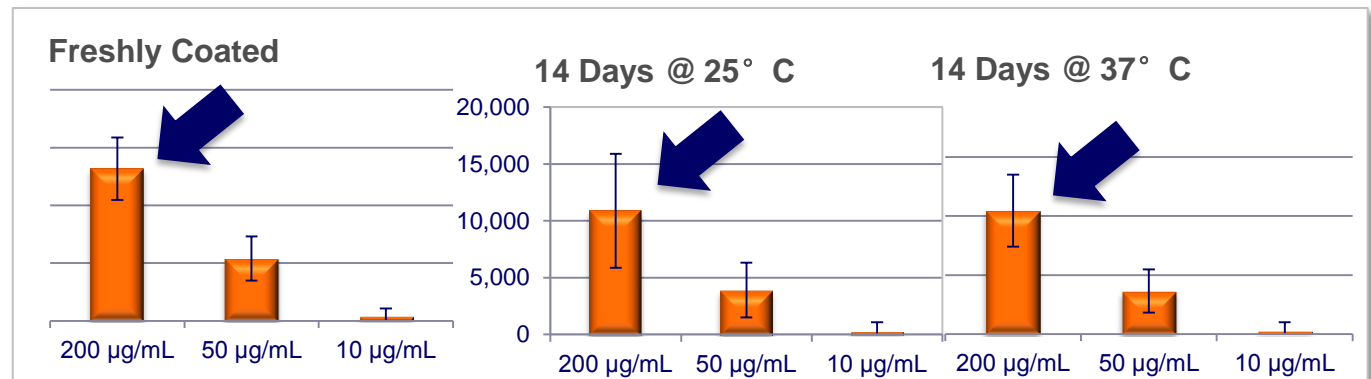
## Cost

More than 8-fold reduction in cost of goods sold

	Mix&Go™	Traditional
Capture antibody (CaB) concentration	0.125 mg/mL	1.0 mg/mL
cAb Cost per Plate*	\$1.10	\$8.80
Plate Cost*	\$0.55	\$4.92
<b>Total Cost</b>	<b>\$1.65</b>	<b>\$13.72</b>

## Stability

Stability even at high temperatures - better shelf life



# Mix&Go – Better Tests Faster!

**Mix&Go** can improve all aspects of test development and manufacture so better tests can be developed faster

**Performance Is Key,**  
e.g. sensitivity, limit of detection

**Fast Development**  
Increases speed to market

**Less Raw Materials**  
Improved margins

**New Test Possible**  
for fragile proteins

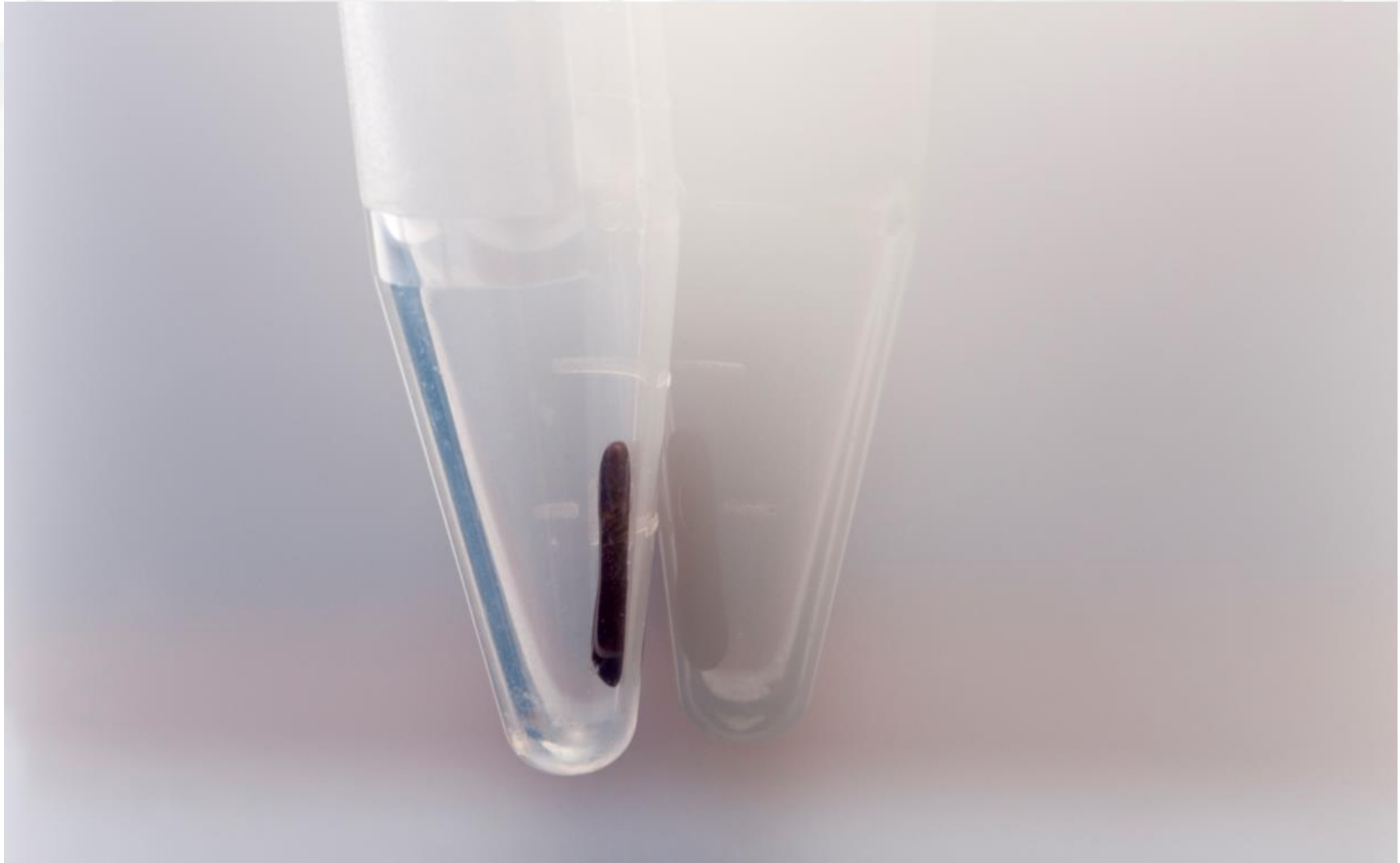
**Ease of Manufacture**  
User-friendly, stable, robust

**Scalable**  
From R&D to manufacturing  
without changes in procedure



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# Bioseparations – A Significant Market Opportunity



# Bioseparation or How to Get a Pure Protein

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**Bioseparation:** isolating rare proteins or cells from a complex mixture without contamination, e.g. the purification of

- Therapeutic antibodies/biologic drugs
- Vaccines for human and veterinary use
- Rare cells, e.g. stem cells or circulating tumor cells
- Proteins for R&D purposes

## Anteo's Solution: **Mix&Go**

- Enables preferred magnetic isolation approach which currently is too expensive
- Easy scale-up from R&D batches to large scale manufacturing batches
- Easy to automate, a critical aspect in large scale manufacturing

Mix&Go can change the way proteins are purified, positively impacting large industries from biological drug and vaccine manufacturing to stem cell research

# Bioseparation – The Opportunity

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## Current Approach

Chromatography:

- Time consuming
- Expensive
- Hard to automate
- Capacity constraints

## Alternative

Magnetic separation:

- Technically superior
- Currently unaffordable

## Paradigm Shift

With **Mix&Go** magnetic separation can become reality

- technically superior solution
- economically advantageous

## Large Opportunity

- Protein and protein drug manufacturing: \$3-5B
- Vaccine manufacturing: \$620M in 2015

**Leverage Mix&Go in bioseparations to create significant long-term revenue streams for Anteo**

# Bioseparations: Why Now?



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## Internal Drivers

- **Proof of concept** - Mix&Go approaches show better performance than conventional methods
- **Improvement** - Mix&Go can generate novel, versatile approaches for bio-separation
- **Patent Application Filed** - securing a strong IP position
- **Opportunity** to move up value chain
- **Global network** and relationships developed through Mix&Go that will fast-track market penetration

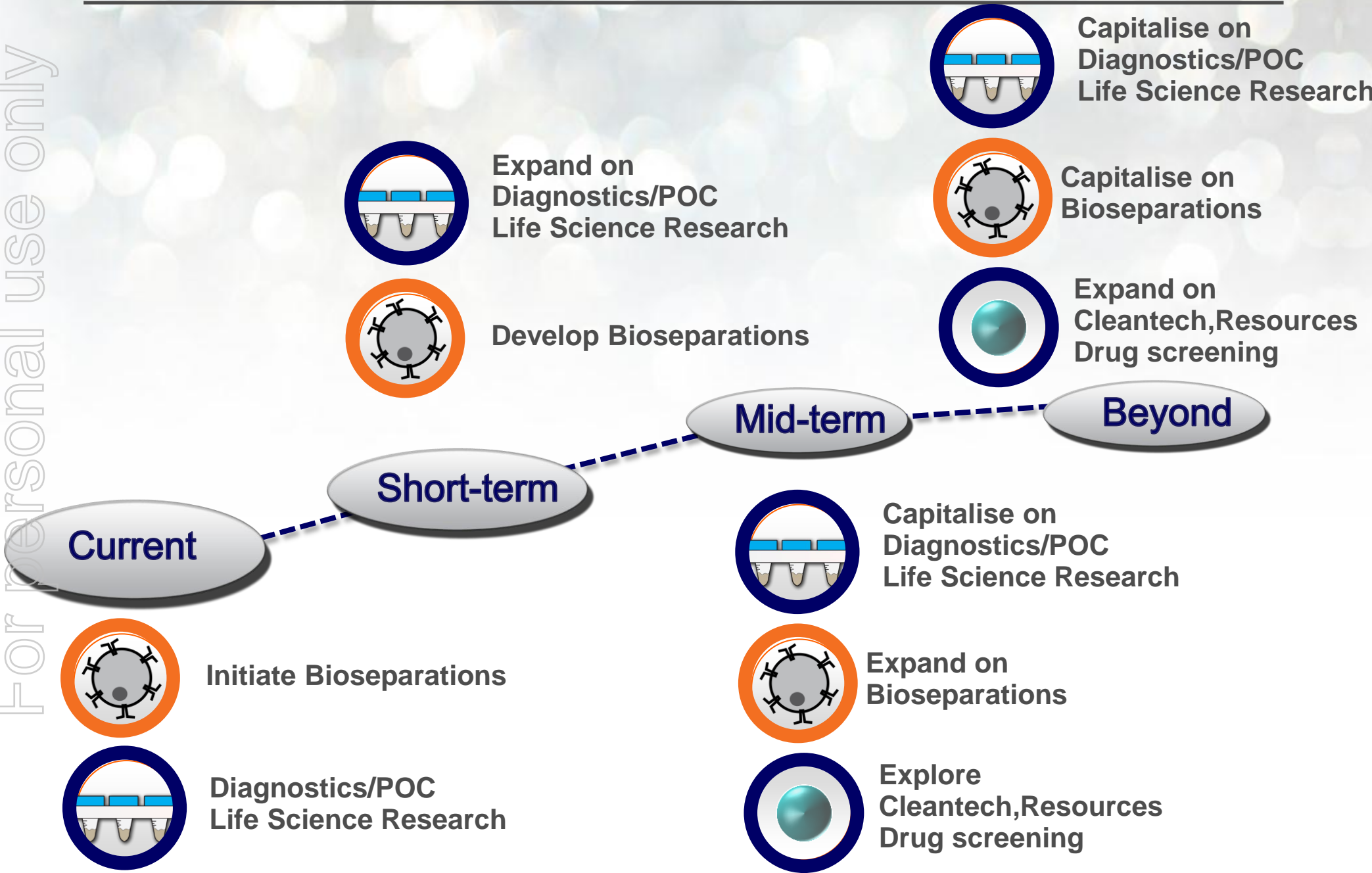
## External Drivers

- **Increased importance** - Biologics/protein drugs play an ever more important role: 7 out of the top 10 drugs sold in 2012 were biologics
- **Market need** - expressed desire by users to move to magnetic separation but unfavorable economics currently prevent that move
- **Changing needs** – an ever increasing variety of biological molecules requiring new approaches



# Additional Opportunities

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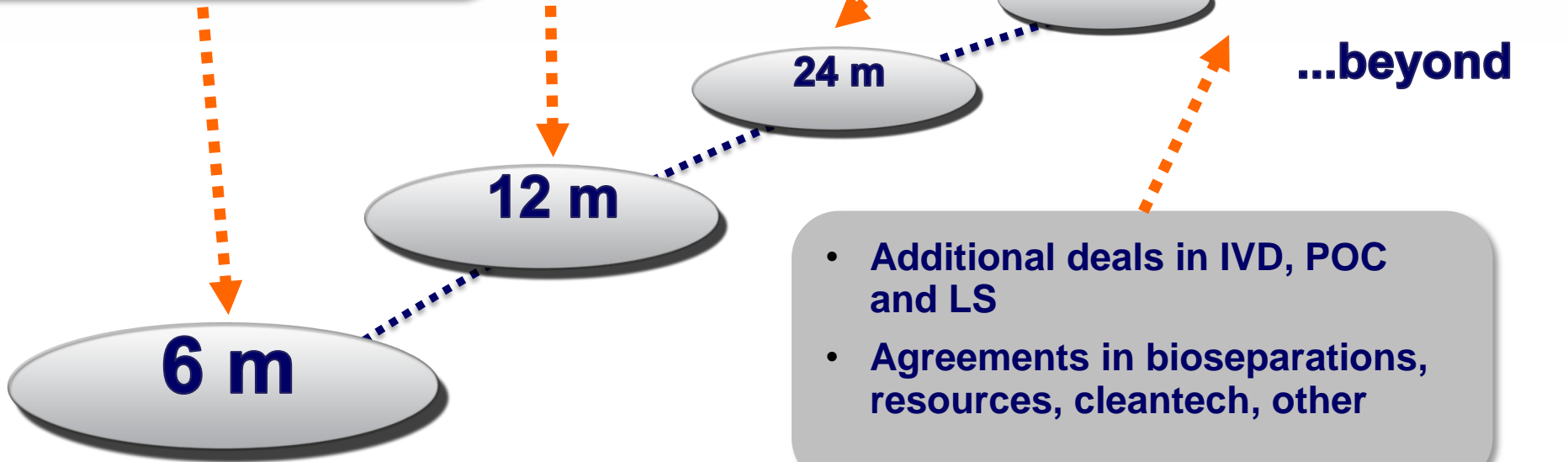
# Targets and Timeline

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- Agreement with top-tier POC company
- 2-3 agreements with LS companies

- Agreement w/ top tier IVD
- Agreement(s) w/ mid-tier IVD
- Agreement(s) w/ POC company
- Deal(s) w/ LS companies

- Agreement with top-tier POC company
- Agreement with mid-size IVD



**24 m**

**12 m**

**6 m**

**...beyond**

- Additional deals in IVD, POC and LS
- Agreements in bioseparations, resources, cleantech, other

# Keypoints

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- **Mix&Go** is a proprietary platform technology with broad applicability in diagnostics, life sciences, bioseparations and beyond
- **Mix&Go is proven** licensed and gaining significant traction in commercial markets
- **Mix&Go** success means Anteo is becoming cash flow positive
- Focus on diagnostics and life sciences with expansion into bioseparations provides Anteo significant revenue opportunities
- **Strong leadership** - Board and management team in place to drive growth
- **Global team** resources and network to capitalise on growth opportunity

Anteo's **Mix&Go** is an enabling technology beneficial to many industries and applications. **Mix&Go** is quickly gaining traction in the diagnostic and life sciences industries and has significant mid-term potential in bioseparations and long term in a large number of applications in health care and other industries.

# Contact Information



Thank you very much for your interest in Anteo Diagnostics  
For more information please contact:



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