

**ASX ANNOUNCEMENT**

**AGM PRESENTATION BY CEO**

**SYDNEY, Friday, 10 October 2014: Cellmid Limited (ASX: CDY)** – Attached is the presentation to be given by Maria Halasz, the Chief Executive Officer, at Cellmid's Annual General Meeting to be held today at 11:00am at Cliftons, Level 13, 60 Margaret Street, Sydney, 2000.

End

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Maria Halasz, CEO  
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**Cellmid Limited (ASX: CDY)**

Cellmid is an Australian biotechnology company developing innovative novel therapies and diagnostic tests for inflammatory diseases and cancer. Cellmid holds the largest and most comprehensive portfolio of intellectual property related to midkine and midkine antagonists globally. The Company's most advanced development programs involve using its anti-midkine antibodies for the treatment of cancer and inflammatory diseases. In addition, Cellmid is commercialising midkine as a biomarker for cancer diagnosis. Elevated midkine concentration in the blood and other body fluids is strongly indicative of cancer. For further information please see [www.cellmid.com.au](http://www.cellmid.com.au).

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# CELLMID LIMITED

CEO PRESENTATION  
ANNUAL GENERAL MEETING

10 October 2014  
Maria Halasz CEO

This presentation contains forward-looking statements that are subject to risks and uncertainties. Such statements involve known and unknown risks that may cause the actual results, performance or achievements of Cellmid to be materially different from the statements in this presentation.

Actual results could differ materially depending on factors such as the availability of resources, the results of clinical studies, the timing and effects of regulatory actions, the strength of competition and the effectiveness of the Company's patent protection.

# Cellmid Limited (CDY:ASX)

## 12 MONTHS SHARE PRICE PERFORMANCE



## KEY STATISTICS

- Share price 3 cents
- Market cap \$21
- Shares on issue 736M
- Options 290M
- Cash (30 June 2014) \$2.5M
- Top 20: 35%
- 6 month turnover 675M shares (\$23.6M)
- Base cash burn \$300K/m (before revenue)

## BOARD

- Dr David King (Chairman)
- Maria Halasz (CEO and MD)
- Graeme Kaufman (NED)
- Martin Rogers (NED)

## MANAGEMENT

- Maria Halasz (CEO and MD)
- Darren Jones (Head of Product Development)
- Koichiro Koike (General Manager, Japan)
- Emma Chen (General Manager, Australia)

# Cellmid Limited

Midkine oncology  
antibody program

Clinic ready antibody drug in  
multiple cancers

Novel target with strong validation  
from 690+ publications

Comprehensive intellectual property  
with 50 patents in cancer

Companion biomarker patented,  
validated with assay

Midkine cancer  
diagnostics

Cxbladder for monitoring bladder  
cancer patients

Quest LungDx for differentiating  
indeterminate lung nodules

Fujikura Kasei for Japanese latex  
diagnostics and supply

Diagnostic collaborations in liver,  
colorectal cancer and glioma

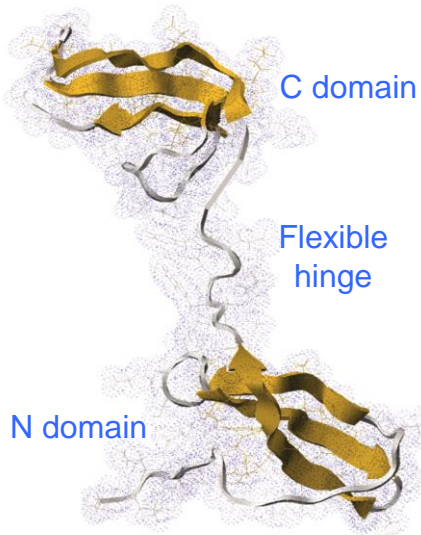
Advangen: Consumer  
health

Novel anti-aging hair care products  
(FGF5 inhibitors)



**\$2.8 million  
revenue in  
2014**

Highly basic 13kD  
(121aa) protein with 2  
functional domains



- Growth factor prominent in embryogenesis, but barely detectable in healthy adults
- In adults, midkine expression occurs in two settings:
  - **Malignancy**
  - **Inflammation**
- >90% amino acid identity between mammalian species



**Allows strong validation in animal models**

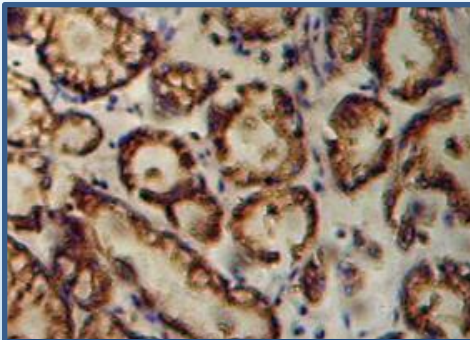
**Midkine is an important cancer target**

Midkine is up-regulated in at least 26 cancer types

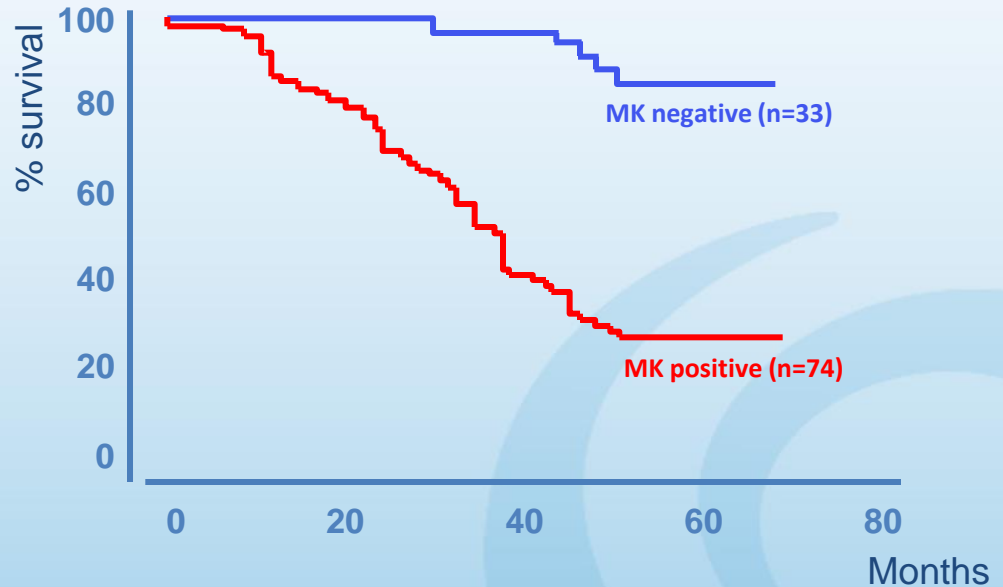
	Breast	Prostate	Ovarian	Cervical	Uterine	Lung (NSC)	Lung (SC)	Lung (brain mets)	Neuroblastoma	Glioblastoma	Medulloblastoma	Primitive neuroectodermal	Meningioma	Neurofibromatosis type I	Gastric	GI stromal	Bladder	Colorectal	Duodenal	Oral SCC	Esophageal SCC	Hepatocellular	Bile Duct	Pancreatic	Thyroid	Osteosarcoma	Renal	CLL
<b>Blood</b>	<	<	<		<	<	<	<	<					<	<	<		<	<	<	<	<	<	<	<			<
<b>Tissue</b>	<	<	<	<	<	<	<	<	<	<	<	<	<		<	<	<	<		<	<	<		<	<	<		
<b>Urine</b>		<													<		<	<			<	<	<	<	<		<	

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Human prognostic studies confirm clinical relevance



MK-positive IHC  
Gastric adenocarcinoma

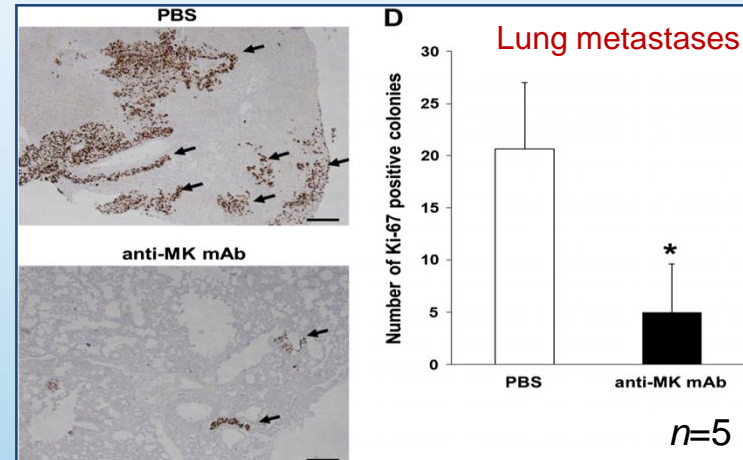
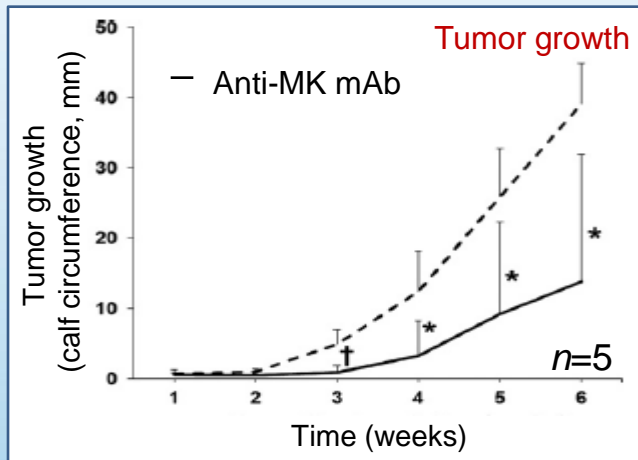


Zhao et al Mol Med Report 2012



## Midkine antibody slows tumour growth and metastasis

- Midkine antibody inhibits primary tumour growth and slows metastasis in osteosarcoma
- Intra-muscular xenograft (143B cell line)
- IP injection 24h post xenograft, then every 5 days to 42 days (dose 4mg/kg)



Sueyoshi et al Can Lett 2011

# Midkine in the literature

Oncogene

**BJP**  
British Journal of  
Pharmacology

Cell Death &  
Differentiation

Heart

Midkine is one of the most extensively validated disease targets

2014: British Journal of Pharmacology *Midkine Special Edition*

2012: Springer book

2010-14: 3 Midkine Symposia, well attended by global research leaders from 15 countries

WILEY Blackwell  
BRITISH PHARMACOLOGY SOCIETY  
Mine Ergüven · Takashi Muramatsu  
Ayhan Bilir Editors

THE JOURNAL OF IMMUNOLOGY

kidney INTERNATIONAL Official journal of the International Society of Nephrology

The American Journal of  
**PATHOLOGY**

**The FASEB Journal**  
The Journal of the Federation of American Societies for Experimental Biology

Midkine: From Embryogenesis to Pathogenesis and Therapy

blood  
AMERICAN SOCIETY OF  
HEMATOLOGY

Cancer Research

Clinical Cancer Research  
The Journal of Clinical and Translational Research

Springer

PNAS  
Proceedings of the National Academy of Sciences of the United States of America www.pnas.org

THE EMBO JOURNAL



## 3<sup>rd</sup> midkine symposium highlights

### Significant new findings on midkine biology, manufacture and clinical utility reported

- Serum-stable, drug-like MK manufacture achieved at large scale for clinical use by one of the company's commercial partners → A major milestone for Cellmid's MK therapeutic protein programs
- Cellmid's anti-MK antibodies shown to overcome drug-resistance in the deadly brain cancer glioma in pre-clinical efficacy studies conducted by the company's collaborators at Complutense University, Spain → Clinical relevance
- Cellmid's anti-MK antibody shown to enhance bone fracture healing *in vivo* in animal studies conducted by the company's collaborators at the University of Ulm, Germany → Utility
- Precise mechanism of action by which MK promotes inflammatory cell infiltration into tissues was presented by an academic delegate from Ludwig-Maximilians University, Germany → Insight into how anti-MK therapeutics might disrupt this process

Continues to add enormous value to Cellmid's therapeutic and diagnostics programs through collaborations and partnerships



## MK diagnostics: Cxbladder

- Launched in USA in March 2013
- Monitoring bladder cancer patients for re-occurrence
- \$800K revenue for Cellmid in 2014, \$1 million to date
- Reimbursement secured for more than 150 million Americans so far
- Cellmid will receive single digit royalty from sales
- First royalty is expected in late 2014
- Developed by licensee Pacific Edge Biotechnology (\$300 million market cap)
- Pacific Edge maintains target of \$100 million in sales in year 5 from launch

## MK diagnostics: LungDx

- Diagnosing lung cancer in indeterminate pulmonary nodules identified by CT-scans
- Currently being developed by Quest Diagnostics
- \$250K received by Cellmid to date
- Clinical validation in progress including PLCO study funded by NIH
- Cellmid will receive single digit royalty from sales
- Update is expected in March 2015 on progress

## MK diagnostics: Fujikura Kasei

- Latex assay platform using Cellmid antibodies
- \$600K revenue received by Cellmid to date
- Multiple cancer indications, Japan only
- Clinical validation in progress in ESCC
- Cellmid will sell antibodies for the test in addition to receiving double digit royalties from product sales
- Material supply and license agreement to be signed in 2015



# Midkine: 2014 highlights

- 18 Jul 2013** **Fujikura exercises option to license Cellmid's diagnostics**
- 29 Jul 2013 Cellmid collaborates on early diagnosis of colorectal cancer
- 01 Aug 2013** **Cellmid receives Pacific Edge milestone shares**
- 03 Oct 2013 Midkine antibodies effective in cancer - clinical direction for its MK antibodies determined
- 08 Oct 2013 Key patent for midkine antibodies to prevent and treat cancer, inflammatory and autoimmune diseases granted in EU
- 18 Oct 2013 Key patent for treating autoimmune disorders using midkine antibodies granted in Japan
- 18 Dec 2013 Results of completed CK3000 diagnostic study – healthy MK levels determined
- 10 Feb 2014 Patent for surgical adhesion using MK-specific RNA/DNA antisense molecules allowed in the USA
- 06 Mar 2014 BJP publishes special issue of midkine
- 15 Apr 2014 Cellmid signs Mk Tribody collaboration agreement with Biotechnol
- 30 Apr 2014 Significant new findings presented at 3rd midkine symposium in Kyoto
- 07 May 2014 Cellmid selects lead antibody (CAB102) for clinical trials
- 19 Jun 2014 Manufacturing partner appointed for CAB102 antibody
- 20 Jun 2014 Celera/Quest diagnostic license update

# Advangen: anti-aging hair products inhibiting FGF5



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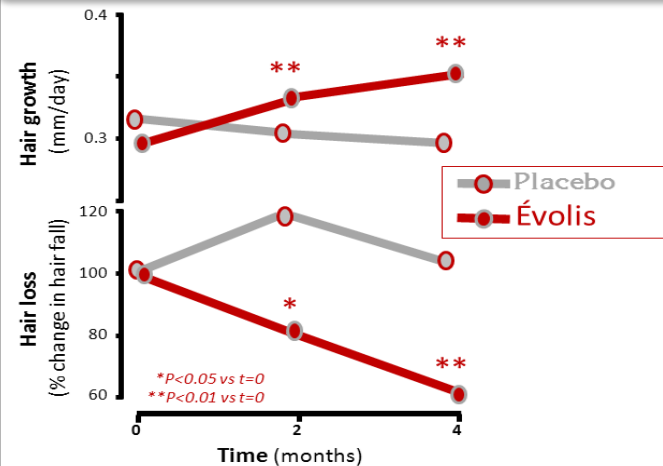


# Novel mechanism to prevent hair aging: thinning, shedding and volume loss

- 21% increase in hair growth rate\*
- 35% reduction in hair loss\*
- Significant increase in growing follicles\*
- 74% found the treatment beneficial for hair growth\*

\*Double blinded placebo controlled clinical study

## Clinical study results



Evolis treatment increased hair growth and reduced hair loss. Over 4 months of treatment clinical trial subjects treated with *P. officinale* extracts had significant increases in hair growth rates as well as reduced hair fall

## Market for anti-aging hair products

- Addressing hair thinning, volume loss, hair quality concerns
- 38% of women over 35 have excessive hair thinning\*
- Hair care market topped \$80 billion in 2013\*\*
- Anti-aging hair care is the fastest growing segment in the cosmetics, shampoos and hair lotions segments\*\*
- 92% of growth from emerging markets Brazil, China and India\*\*
- 49% of total hair care market is in emerging markets\*\*

*\*Independent market research*

*\*\*Euromonitor international*

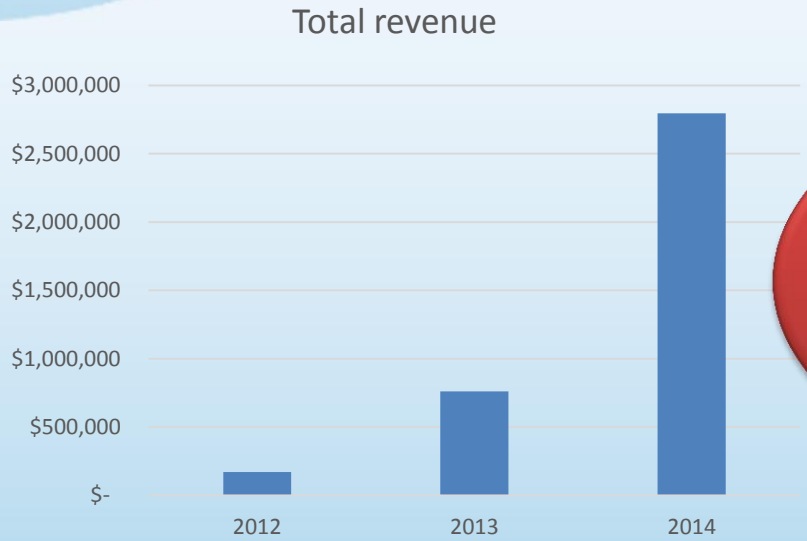
## Advangen: 2014 highlights

September 2013	Signed major Japanese distribution agreement with Natural Garden
December 2013	Filed provisional patent application for new FGF5 inhibitors
January 2014	Signed Chinese distribution agreement with Huana Likang
February 2014	Completed new formulation with patented ingredient (évolis plus)
March 2014	Commenced discussions with potential distributors and licensees for évolis plus in USA and Europe
April 2014	Commercial launch into salons commenced in Australia
June 2014	Completed topical safety study of évolis plus

# Financial performance

2012 - 2014

# Revenue history 2012 - 2014

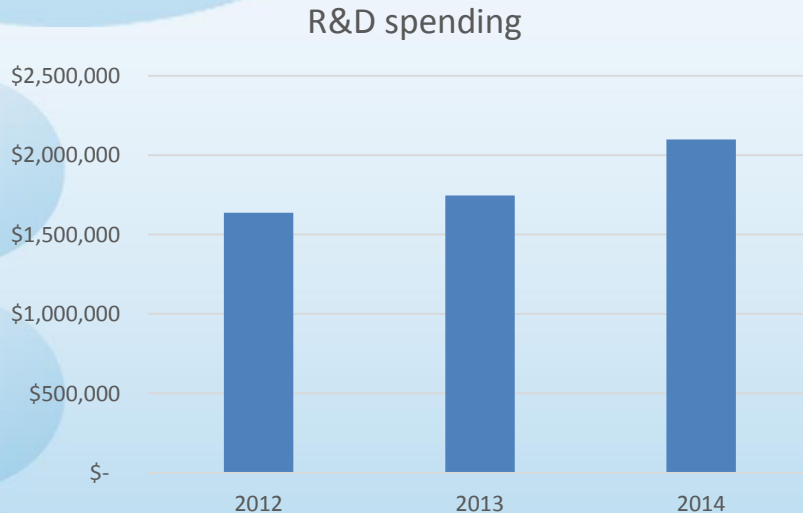


Total revenue increased from \$171,000 to \$2.8 million between 2012 and 2014 (up 1500%)

# Revenue analysis 2014

	2012	2013	2014
<b>Sales revenue</b>	\$ 29,106	\$ 541,649	\$ 1,150,931
<b>Licensing income</b>	\$ -	\$ 49,233	\$ 1,438,707
<b>Other</b>	\$ 122,941	\$ 170,406	\$ 206,310
<b>Total</b>	<b>\$ 152,047</b>	<b>\$ 761,288</b>	<b>\$ 2,795,948</b>

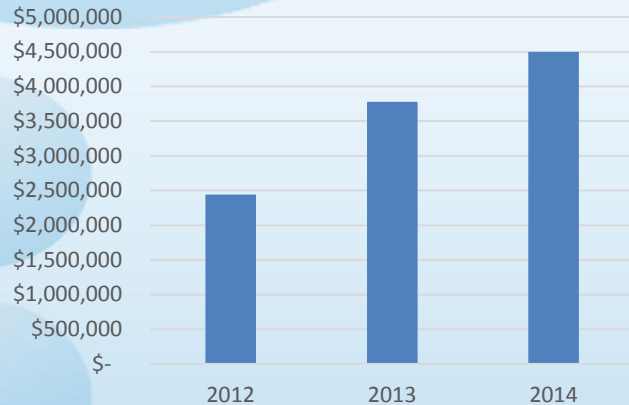
# R&D spending between 2012 - 2014



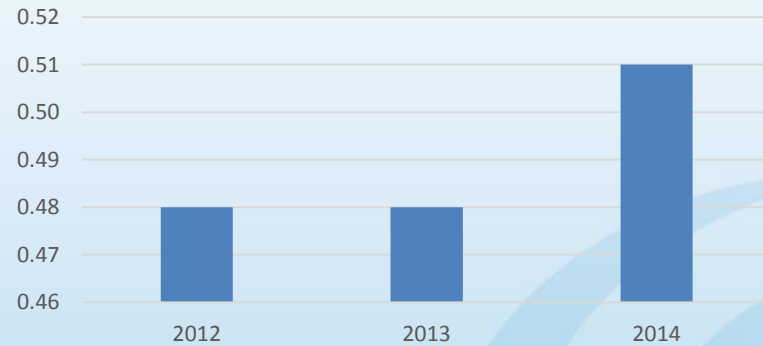
R&D spending increased from \$1.6 million to \$2.1 million as antibody program getting closer to the clinic

# Assets between 2012 - 2014

Current assets



Net tangible asset backing per share in cents



- Current assets increased by 84% between 2012 and 2014
- Net tangible asset backing continued to increase strongly during the period even with issuing new equity

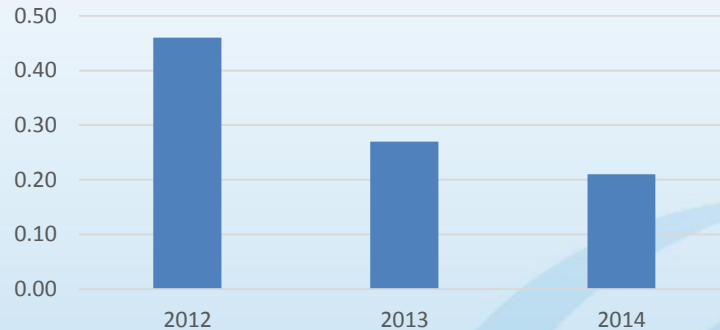


## Loss between 2012 - 2014

Loss after income tax



Loss per share in cents



- Loss down from \$1.9 million in 2012 to \$1.5 million in 2014 (25%), even with increased research and development expenses
- Loss per share down from 0.46 cents in 2012 to 0.21 cents in 2014 (54%)

# Financial performance 2012 - 2014

	2012	2013	2014	% change 2012-2014	
Total revenue	\$ 171,273	\$ 761,288	\$ 2,795,948	up	1532%
Loss after income tax	\$ 1,972,483	\$ 1,541,307	\$ 1,480,836	down	25%
R&D spending	\$ 1,636,711	\$ 1,746,369	\$ 2,100,000	up	28%
Current assets	\$ 2,441,636	\$ 3,778,936	\$ 4,499,891	up	84%
Loss per share	0.46	0.27	0.21	down	54%
Net tangible asset backing per share	0.48	0.48	0.51	up	6%
Revenue/Expenditure ratio	6%	25%	59%		






# Outlook for 2015 and beyond

## Planned phase 1/2a clinical study\*

- 1Q2015: Complete single dose toxicity studies
- 2Q2015: Complete dose escalation studies
- 2Q2015: pre-IND meeting
- 2Q2015: Commence open label study in multiple solid tumours
- 4Q2015: Expected completion of phase 1/2a
  - Late or end stage patients with prior chemotherapy
  - 12 patients in 4 groups of 3 each
  - Log 3 dose escalating (4 doses, 1 per week)

The above is subject to a number of internal and external factors including the availability of funding and resources, the outcome of studies and the timing and effects of regulatory actions.





# Therapeutic pipeline

Platform	Disease	Program	R&D	Pre-Clinical	Phase 1	Phase 2	Phase 3	On Market	Anticipated Milestones	Year
Anti-Midkine Antibodies	<i>Solid tumours</i>	CAB102							Phase I clinical testing	2015
	<i>Kidney injury, inflammatory diseases</i>	CAB101							Collaboration	2015
Midkine Tribodies	<i>Oncology indications</i>	MK Tribody							Lead generation	2015
Midkine Protein	<i>Myocardial Ischemia</i>	CMK103							IND-enabling studies	2015
	<i>Alopecia</i>	STAY-MK							IND-enabling studies	2015

All dates are indicative only and are subject to risks associated with funding, as well as technical and business uncertainties

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# Diagnostic pipeline

Platform	Licensee	Disease/Target	Program	Utility	Proof of Concept	Clinical Validation	Regulatory Approval	On Market
MK mRNA Multiplex (Urine)	Pacific Edge Biotechnology	<i>Bladder Cancer</i>	Cxbladder	Detection, monitoring recurrence				
MK Protein Multiplex (Blood)	Quest Diagnostics	<i>Lung Cancer</i>	LungDx	Early detection				
MK Protein (Blood)	Fujikura Kasei	<i>Multiple Cancers</i>	Cancer Screen	Pan-cancer screening				
MK Protein (Blood)		<i>Midkine</i>	MK ELISA	Companion Dx				

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# Milestone timetable

		4Q 2014	1Q 2015	2Q 2015	3Q 2015	4Q 2015	1Q 2016	2Q 2016	3Q 2016
<b>Cancer Therapeutic</b>	IND enabling studies	[Bar]							
	Pre-IND meeting			★					
	Phase 1/2a			[Bar]					
<b>Cancer Diagnostics</b>	Fujikura license		★						
	Cxbladder royalty		★						
	LungDx (Quest)				★				
<b>Consumer health</b>	New product range			[Bar]					
	USA, EU distribution				★			★	

★ Key milestones

The above is subject to a number of internal and external factors including the availability of resources, the results of studies, the timing and effects of regulatory actions, the strength of competition and the effectiveness of the Company's patent protection.

# Summary

Oncology program ready for phase 1/2a clinical studies commencing in mid-2015

Diagnostics assets expected to continue to generate revenues

Consumer health division is growing rapidly and close to monetization



High value oncology platform underpinned by revenue producing assets



# Thank you

[www.cellmid.com.au](http://www.cellmid.com.au)



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