

# Proteomics International Laboratories Ltd



Investor Presentation

| AusBiotech

Broker Meets Biotech, Perth

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**Global leader & innovator  
in the field of proteomics**

**ASX: PIQ**

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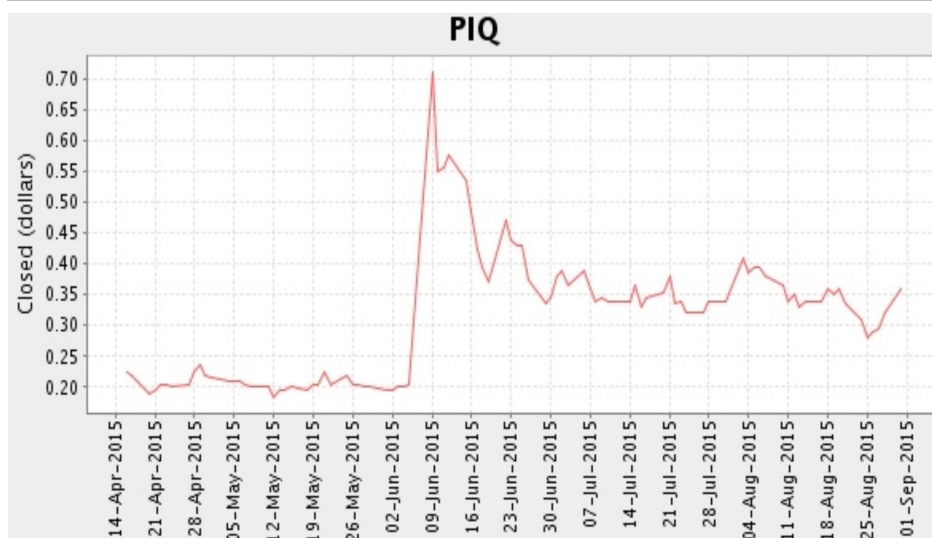
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# Corporate overview

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Capital Structure	
ASX code	PIQ
Shares on issue	50.6m
Listed (@ 20c)	16th April 2015
Market capitalisation (@ 36c)	\$18.2m
4 month price range	18.5c-77.5c
Cash on listing	\$3.05m

Shareholders	
Top 20 Shareholders	69.3%
<b>Major Shareholders</b>	
Richard Lipscombe	31.9%
XYLO Pty Ltd	12.4%
John Dunlop	7.5%
Randolph Resources Pty Ltd	3.0%
Sparrow Holdings Pty Ltd	2.1%



- ASX listed loyalty options:**
- ▶ To be offered Sept 2015
  - ▶ On 1 for 4 basis
  - ▶ 1 cent application price
  - ▶ 20 cent strike price
  - ▶ Expire March 2018

# Introducing PIQ

- ▶ Revenue generating Company – Established 2001
- ▶ Global leader & innovator in field of proteomics
- ▶ **World's first company** to receive ISO 17025 laboratory accreditation for proteomics services
- ▶ Proven technology with established IP
- ▶ Operates from purpose built, **state-of-the art facilities** at the Harry Perkins Institute of Medical Research in Perth, Western Australia
- ▶ Business model uses proprietary technology platform which drives three synergistic proteomics-based business units in high growth markets



Quality is Assured



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# Engaged in high growth markets

- **Diagnostics (biomarkers) market is \$24.1bn<sup>1</sup>**
  - ▶ Predicted to reach \$45.6bn by 2020<sup>1</sup>.
  - ▶ 'Omics' technology holds ~75% share.
- **Proteomics market to be \$20.8bn by 2018<sup>2</sup>**
  - ▶ Bio-engineered protein drugs was \$152bn (2013) CAGR 7.2%.
  - ▶ 7 of world's top 10 selling drugs were proteins therapeutics.
  - ▶ Between 2013 & 2017 drugs worth \$50bn p.a. in revenues come off patent.
- **Therapeutic peptide based drug market currently \$17bn<sup>3</sup>**
  - ▶ Growing at 10% driven by genomics and 'next generation science'.
  - ▶ Better safety levels than traditional small molecule drugs.

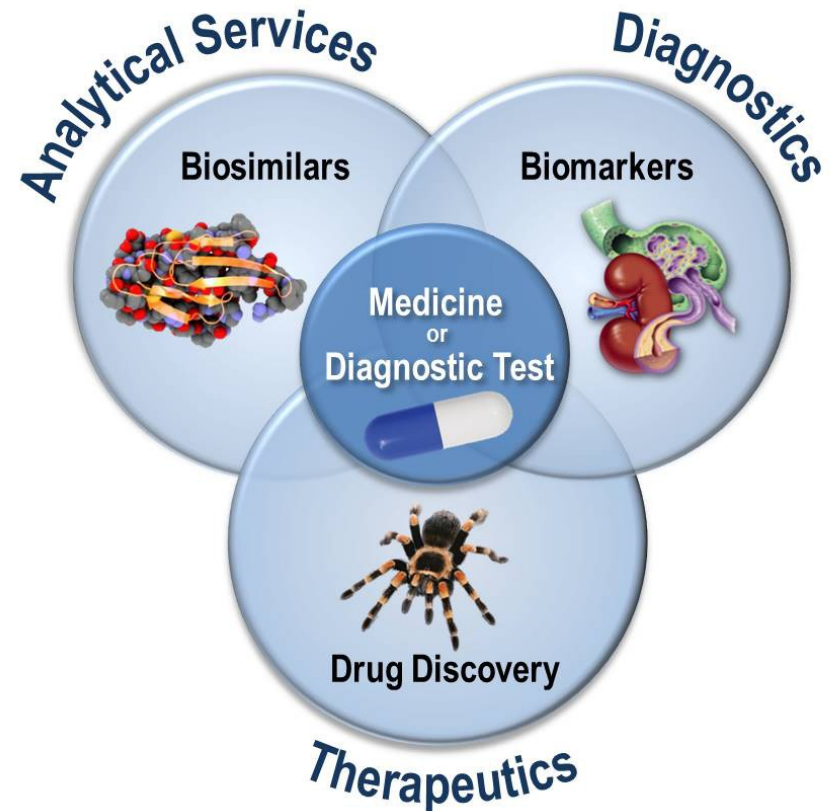
1. Markets and Markets: Biomarker market report 2015

2. Markets and Markets: Proteomics market report 2014

3. Research and Markets: Global Peptide Therapeutics report 2014

# Business model

- ▶ Three synergistic business units
- ▶ Unifying platform technology
  - leverage & efficiency
- ▶ Existing revenue generation & deal flow
  - multiple major upside opportunities



# Diagnosics – personalised testing

Unlike our genes, **the protein make-up in our bodies changes considerably over time** – e.g. a cancerous cell will have significantly different proteins to a healthy cell.

PIQ's proteomics-based technology platform is developing next generation diagnostic tests based on differences in the protein make-up of people **with and without** a particular disease.

PIQ can produce a set of biomarkers to test for a particular condition, and to enable **personalised medicine**, rather than a one-size-fits-all approach to treatment.

It is not just limited to medicine. It has **widespread application** in plants and animals. In agriculture, for example, it can be used to determine why a grain survives better in a particular environment.

# Predictive test for diagnosis of diabetic kidney disease

- ▶ International Diabetes Foundation estimates **387 million people** globally have diabetes; in Australia alone, total cost to the health system and productivity loss is **~\$10bn annually**
- ▶ According to US Centre for Disease Control, 35% of adults with diabetes have chronic kidney disease and **20% will end up with kidney failure**

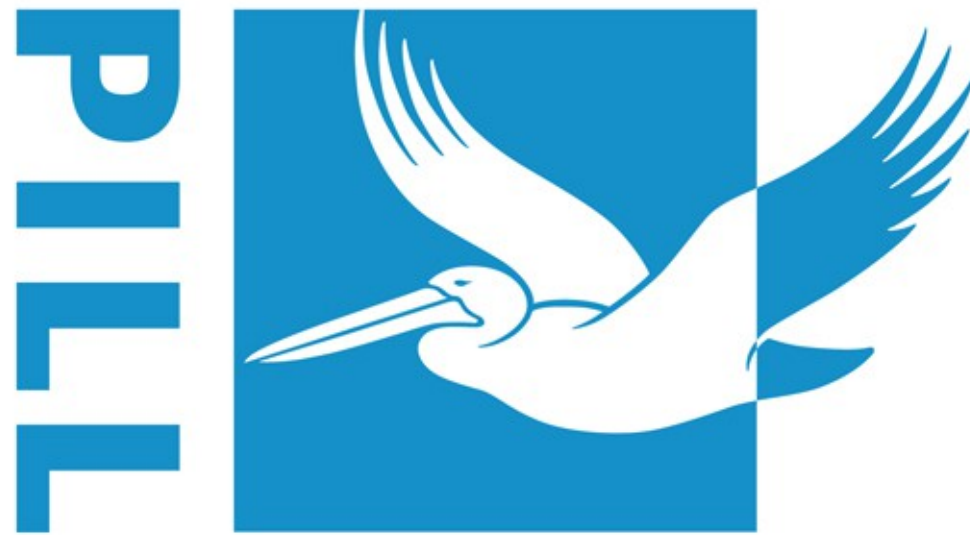
- ▶ **Results show PromarkerD can predict which patients will progress to have a significant decline in kidney function better than any other known measure, capturing 9 out of every 10 positives; (ASX 9/6/15)**

- ▶ PromarkerD can be commercialised as:
  - **specialist diagnostic test** run by clinical laboratories (laboratory developed test - LDT)
  - **clinical pathology test** produced by diagnostic companies (in vitro diagnostic - IVD)
  - **companion diagnostic test** (CDx) used to monitor a patient's response to drug therapy - personalised medicine tailoring treatments to individual needs
- ▶ Potential income streams include **licensing fees, upfront payments and royalties**



# Why PIQ?

- **Leveraged business model**
  - ▶ Established income ~\$1m per annum reduces burn
  - ▶ Analytics division underpins cash flow (revenue grew 27% in 2015)
- **Strong IP position**
  - ▶ Patents pending in major jurisdictions for ground-breaking PromarkerD diagnostic
- **Proven technology platform**
  - ▶ Proof of concept established with multiple applications for bespoke diagnostic tests, e.g. Alzheimer's
- **Established company in emerging sector**
  - ▶ Key regional presence, but with global reach
  - ▶ Pending deal flow amidst fast-growing international activity
    - ★ **Commercialisation agreement in China & engaged with major US pharma**
    - ★ **387 million, 10% uptake, \$50 test, 5% royalty, \$100 million per year**



**Proteomics International  
Laboratories Ltd**

# Supplemental: Changing lives.....

DNA shapes our lives. The Human Genome Project, to map human DNA, was the single largest undertaking in the history of biological science. Completed in 2003 it was a US\$4 billion international collaboration.

Today, cumulative benefits are estimated at US\$1 trillion, and the foundation was laid for transformational changes in medicine, from stem cell therapies to cloning.

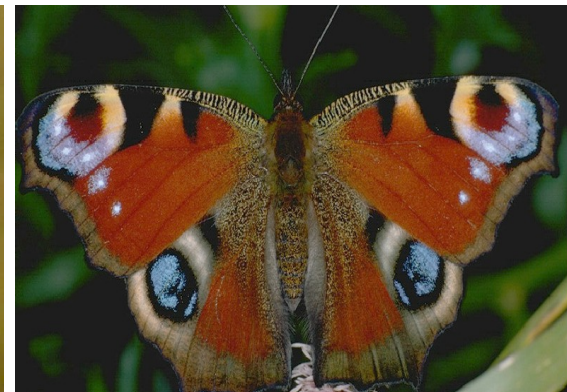
The next generation progression of science and technology is the **proteome - the industrial scale study of the structure and function of proteins.**

Proteomics is now an integral part of the biotechnology and life sciences industries and plays an essential role in understanding disease and biological systems.

**Proteomics International is acknowledged as a global leader and innovator in this field.**

## Why study proteomics?

*These two organisms have exactly the same genome.....*



# Supplemental: Board & management

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## **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 for 14 years.
- 30 years experience in research and development globally in academic and commercial entities.
- Technical expertise in chemistry, immunology, peptide synthesis & high performance computing.

## **John Dunlop** BSc (UWA), Non-Executive Director

- Director of several several ASX-listed companies covering mineral exploration, finance & analytical labs.
- Founding Director of beta-carotene producer Western Biotechnology Ltd and Founding Director of Sheen Analytical Services (which listed as Scientific Services Ltd).

## **Bill Parker** PhD (UWA), BSc (London), Non-Executive Director & Co-founder

- 30 years experience in commercial and university laboratories.
- Director and founder of ASX listed Western Biotechnology Ltd (subsequently acquired by Hoffman La-Roche).

## **Chuck Morrison** Bsc (Boston), MBA (Boston), Head of Business Development

- 37 years in life sciences, biotechnology, and diagnostic industries including DuPont and PerkinElmer.

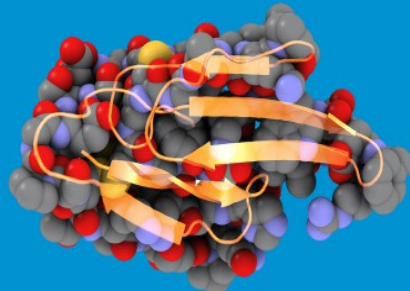
# Supplemental: Proprietary platform technology



- One proven and proprietary platform, multiple uses:
  - Diagnostics - biomarker discovery
  - Analytics - biosimilars testing
  - Therapeutics - drug discovery



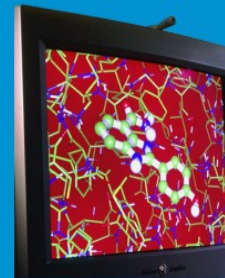
Plasma samples



Protein bio-signatures



Mass Spectrometry



Computer screening



DIAGNOSTIC TEST OR  
MEDICINE

**The methodology was developed as part of a \$7m self-funded R&D program**

# Supplemental: Transactions in our sector

- **Proteome Sciences** (AIM: PRM)
  - ▶ Biomarker discovery, validation and assay development in Alzheimer's, breast cancer & cosmetics.
  - ▶ Revenue **GBP1.56m in 2014**; raised A\$5m June 2015; **market cap A\$80m** (14th Aug 15).
  
- **Applied Proteomics Inc**, private San Diego-based company
  - ▶ Biomarker discovery focused on colorectal & pancreatic cancer.
  - ▶ **Raised \$28m** in Aug 2013 from Malaysia's Genting Berhad, Domain Associates and Vulcan Capital; **raised \$22.5m** in 2012.
  
- **Caprion Proteomics**, Canada
  - ▶ Biomarker discovery and immune monitoring in diabetes, oncology & infectious diseases.
  - ▶ Thallion Pharmaceuticals sold Caprion Proteomics to Capital Growth Partners in 2011 in a deal valued at **\$28m**.

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## Supplemental: Analytical services

PIQ offers one of the world's only internationally accredited laboratories for proteomics analysis.

This analytical services business **leverages its proteomics technology** platform's ability to test & validate the protein composition of a wide range of products.

It has major application in the generic drug market (biosimilars) with manufacturers of generic drugs seeking to have their compounds validated as like-for-like against blockbuster drugs they seek to replace as they come **off patent**.

12 protein-based drugs with **combined revenue of \$50bn** will come off patent by 2017 - this is driving a booming generics industry in the world's emerging economies.

The composition of these biosimilars requires **rigorous testing** prior to receiving regulatory approval for commercial use – part of PIQ's specialist service offering.

# Supplemental: Analytical services

- Proven track record in analysing protein drugs
  - ▶ Blue chip, global client base with **50% export** income (priced in USD)
  - ▶ Analytical & consulting services income in 2015 **grew 27%** year on year
  - ▶ Major contracts post listing: a2 Milk Company (quality control testing) & major biopharmaceutical company for biosimilars (generic protein drugs) testing
  - ▶ Latest US FDA guidance (May 2014) for biosimilars recommends extensive and robust comparative structural studies – this is driving demand for services
  - ▶ Recently **partnered with global CRO**, inVentiv Health Clinical – expanding global reach



Bharat Serums and Vaccines Limited



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