



**Proteomics International**

LABORATORIES LTD

ASX Release

20 November 2024

ASX code: PIQ

## **Proteomics International to present at the Bell Potter Healthcare Conference**

Proteomics International Laboratories Ltd (Proteomics International; the Company; ASX: PIQ) is pleased to release a copy of the presentation to be provided by Dr Richard Lipscombe today to attendees of the Bell Potter Healthcare Conference 2024.

Authorised by Dr Richard Lipscombe (Managing Director) and Dr James Williams (Non-Executive Chairman) on behalf of the Board of PIQ.

ENDS

### **About Proteomics International Laboratories (PILL) ([www.proteomicsinternational.com](http://www.proteomicsinternational.com))**

Proteomics International (Perth, Western Australia) is a wholly owned subsidiary and trading name of PILL (ASX: PIQ), a medical technology company at the forefront of predictive diagnostics and bio-analytical services. The Company specialises in the area of proteomics – the industrial scale study of the structure and function of proteins. Proteomics International's mission is to improve the quality of lives by the creation and application of innovative tools that enable the improved treatment of disease.

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# Proteomics International

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## Bell Potter Healthcare Conference

18-20 November 2024

Dr. Richard Lipscombe

Managing Director

# Disclaimer



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This Presentation is provided by Proteomics International Laboratories Ltd (Proteomics International, Proteomics, the Company, ASX: PIQ).

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.

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*A medical technology company at the forefront of predictive diagnostics and precision medicine*

**Commercialising three first-in-class tests driven by a proprietary platform technology:**

**Promarker**D

*Diabetic Kidney Disease*

COMMERCIALISATION

- A novel and accurate test for predicting the onset of chronic kidney disease in type 2 and type 1 diabetes (DKD)
- 10.5% of adults worldwide currently have diabetes with **32 million in the US alone – 1 in 3 currently have DKD**
- **US reimbursement price set at US\$391**

**Promarker**Endo

*Endometriosis*

DEVELOPMENT COMMERCIALISATION

- A novel and accurate test to diagnose endometriosis - identified up to 90% of patients with the disease
- Affects 1 in 9 women and costs Australia alone over AU\$10Bn a year
- Current 7 – 10 years for diagnosis: **replaces ultrasound, MRI and/or diagnostic laparoscopy**

**Promarker**Eso

*Esophageal Cancer*

DEVELOPMENT COMMERCIALISATION

- A novel and accurate test to diagnose esophageal cancer - Clinical validation study identified 94% of patients with the disease
- 1 in 20 cancer deaths worldwide due to esophageal cancer
- **Replaces endoscopy/biopsy: 1.5 million per year in US**

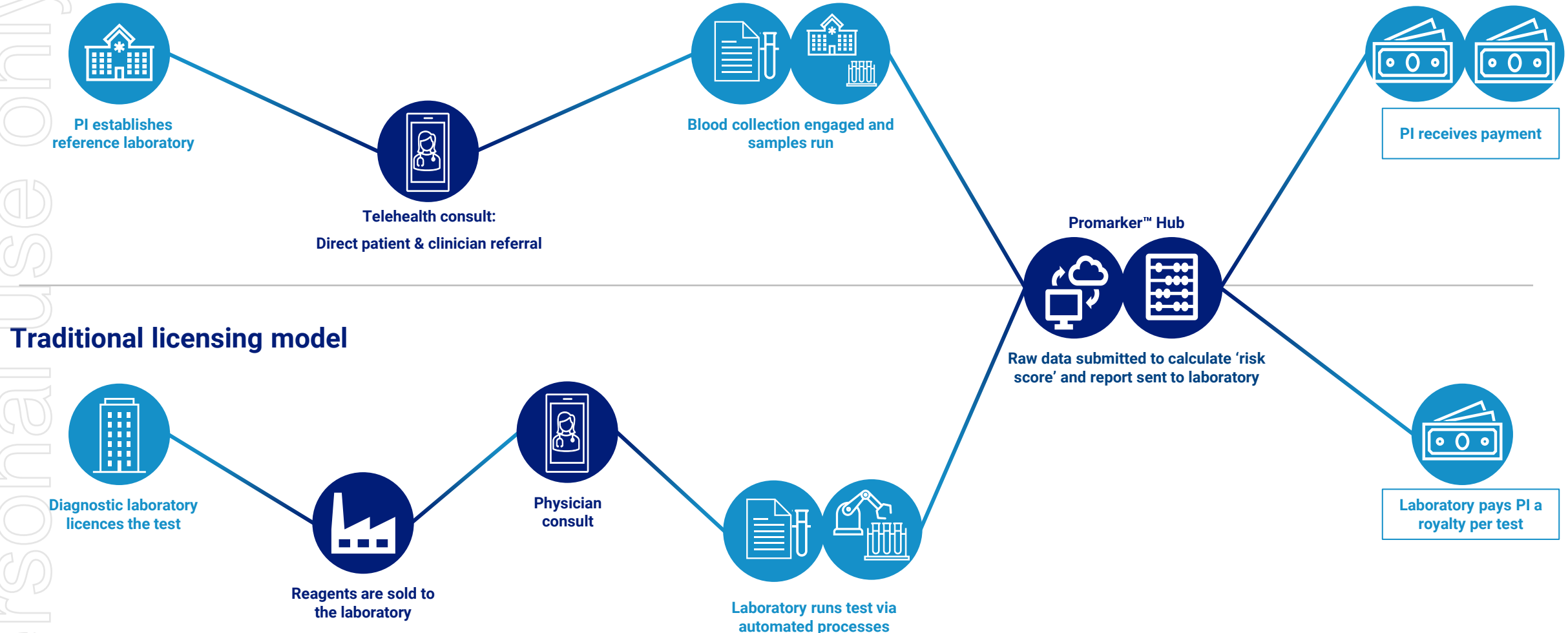


# Go-to-Market: Synergistic pathways



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Direct to consumer/patient (DTC/DTP) and digital marketing pathway – enabled by recent legislation



# Go-to-Market: Benefits

	Direct	License
Establishment and tech transfer risk	Low (PI controlled)	Medium
Time to operations	1H 2025 (Australia and US)	To follow Direct market launch
Proteomics retained test fee	High %	Low % (increasing with market validation)
Reimbursement	Out of pocket & PI owned code and pricing	Code linked to laboratory
Pricing	PromarkerD: \$391 Promarker Endo & Eso: TBA	
Throughput	Mid ('000s/month) – readily scalable	Mid-High

***Proteomics International will launch tests via the Direct strategy and leverage to reduce risk and more attractive terms to scale under licence model***

# Multiple Value Drivers in H1 CY25

Milestone	TARGET Qtr	Dec	Mar	Jun	Impact
<b>Commercial</b>					
US reference lab established					Key to first US sales and reimbursement
First Sales PromarkerD in USA					Initiate pathway to significant revenues
Australian clinical lab certification established					
PromarkerD launched in Australia/EU					Drive global uptake and future revenue
PromarkerEndo launched in Australia					First sales
PromarkerEso launched in Australia					First sales
<b>Clinical/Technical</b>					
Endometriosis Dx - results update					New first-in-class diagnostic test
Esophageal Cancer Dx - results update					New first-in-class diagnostic test
OxiDx test - results update					New first-in-class diagnostic test
<b>Regulatory/Reimbursement</b>					
PromarkerD submissions (TGA, FDA)					Assist global roll-out
Endo 'FDA breakthrough' submission					Support US roll-out
Eso 'FDA breakthrough' submission					Support US roll-out

# Summary – Exceptional Growth Opportunity

- **Disruptive, cutting-edge technology & proven in-house diagnostics platform**
- **Multiple patented products**
  - PromarkerD test de-risked, patented, revenue ready
  - PromarkerEndo and PromarkerEso tests nearing market entry
- **Tests are scalable with high margins**
- **Whole of market appeal: pharma, clinical pathology labs, diagnostic platform developers, physicians and patients**
- **Vibrant corporate activity in the precision medicine, diagnostics and CRO (clinical trials) sectors**

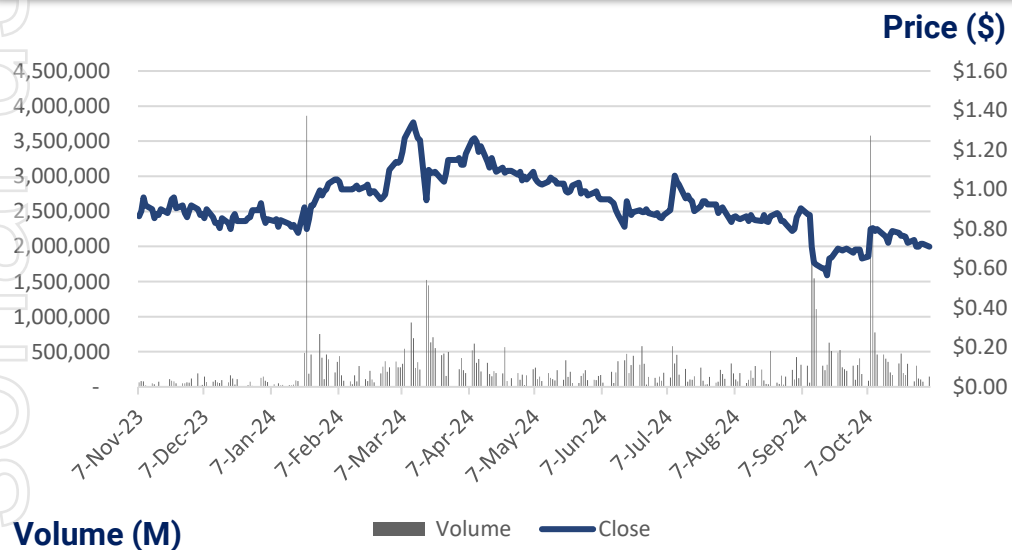


Supplemental

# Corporate Overview

## Corporate Snapshot

ASX code	PIQ
Market Capitalisation	A\$91m
Cash (30 Sept 2024) (+ R&D Tax Incentive ~\$2m H1 FY25)	~A\$5.1m
Share Price (15 Nov 2024)	A\$0.70
Shares on issue	131m
Revenue & other income – FY25	A\$2.7m
Average Quarterly cash burn – FY25	A\$1.5m



## Financial and Corporate

- Top 40 Shareholders hold 41%
- Directors are highly aligned with shareholders holding 13%
- Institutional placement raised \$6.5m with leading Asian and Australian funds participating [ASX: 23 January 2024]
- State-of-the-art laboratories
  - Accredited (ISO 17025 and ISO 13485) cutting-edge facility
  - Specialist proteomics technology platform
  - Analytical services – pharmacokinetic (PK) testing & biosimilars
  - Headquartered on QEII Medical Campus, Perth, WA
- Revenue generating
  - Bioanalytical service business helps offset cash burn
  - Current revenue does not include sales of PromarkerD, PromarkerEndo or PromarkerEso
- Corporate
  - Board renewal: Industry experienced Chair and NED appointed
  - Recruiting executives to accelerate test commercialisation

# Board of Directors



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## **Dr James Williams** PhD (Melbourne), MBA (UWA), BSc, Hons (Aberdeen), GAICD, Non-Executive Chair

Accomplished manager, director, scientist and investor with experience covering all aspects of life-science technology translation. Involved from startup to commercialisation, including CEO, CTO, Director and Chair roles, of numerous biotech companies (including Dimerix (DXB.ASX) and iCeutica) which have resulted in five Food and Drug Administration (FDA) approved drugs, medical devices and diagnostics.



## **Dr Richard Lipscombe** PhD (London), MA (Oxon), Co-Founder & Managing Director

Led the Company from foundation through listing in 2015 to today. 30 years biotechnology experience in R&D and product commercialisation in academic and commercial entities. Technical expertise in chemistry, immunology, biomarker discovery & clinical proteomics.



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

Over 25 years with multi-national corporations, CEO of Imdex (ASX:IMD), prior role as MD of SGS India for 8 years. Previously held CFO and COO roles and was Senior Manager at a leading global management consultancy firm.



## **Neville Gardiner** BBus (Accounting and Business Law) (Curtin), Non-Executive Director

Seasoned finance professional with over 30 years' experience providing corporate advice to Boards of public and private companies. He was Co-Founder and MD of Torridon Partners, an independent corporate advisory firm, which was acquired by Deloitte in 2016, where he became Partner in their M&A Advisory team.



## **Aaron Brinkworth** GAICD, BHLthSc (ECU), Non-Executive Director (appointed 8 Nov 24)

Over a 22-year career at Gilead Sciences, Inc. (Nasdaq: GILD), he held senior commercial, patient access and strategic licensing roles. Mr Brinkworth has led Gilead's Asia Pacific commercial and access operations where he was responsible for developing high performing sales, marketing, and distribution networks across the region. Mr Brinkworth currently serves as non-executive Director for Resonance Health Ltd (ASX: RHT).

# Contact



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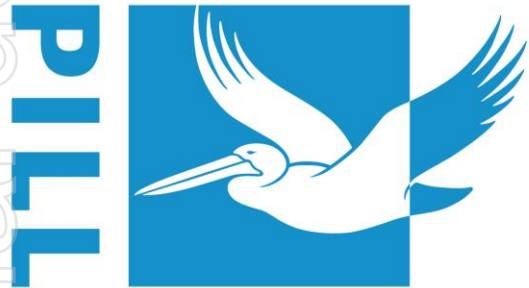
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