



**Proteomics International**  
LABORATORIES LTD

**ASX Release**  
**4 February 2025**

**ASX code: PIQ**

## **Investor Presentation**

Proteomics International Laboratories Ltd (Proteomics International; ASX: PIQ), a pioneer in precision diagnostics, is pleased to release a copy of the presentation to be provided by Dr Richard Lipscombe to delegates at Euroz Hartleys 2025 Healthcare Forum being held on 4 February 2025.

Authorised by the Chairman and the Managing Director of PIQ on behalf of the Board.

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 precision 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

LABORATORIES LTD

## Euroz Hartleys

## 2025 Healthcare Forum

Investor Presentation

4 February 2025

**Dr. Richard Lipscombe**

Managing Director

# Disclaimer



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*A medical technology company at the forefront of precision diagnostics*

**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

- Breakthrough test identifies all stages of endometriosis with high accuracy (sensitivity and specificity up to 96%)
- 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**

# Corporate Overview



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## Corporate Snapshot

|                                    |          |
|------------------------------------|----------|
| ASX code                           | PIQ      |
| Market Capitalisation              | A\$85m   |
| Cash (31 Dec 2024)                 | ~A\$5.3m |
| Share Price (31 Jan 2025)          | A\$0.645 |
| Shares on issue                    | 131m     |
| Revenue & other income – FY25      | A\$2.9m  |
| Average Quarterly cash burn – FY25 | A\$1.5m  |

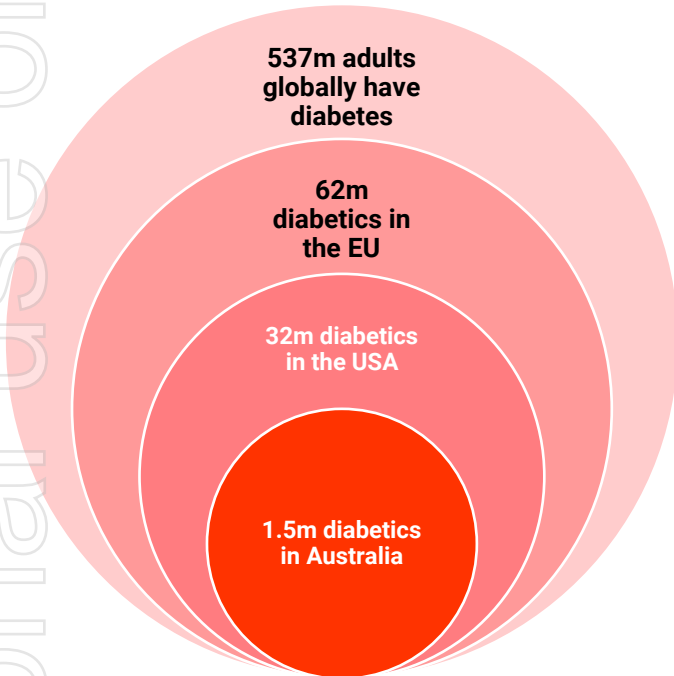


## Financial and Corporate

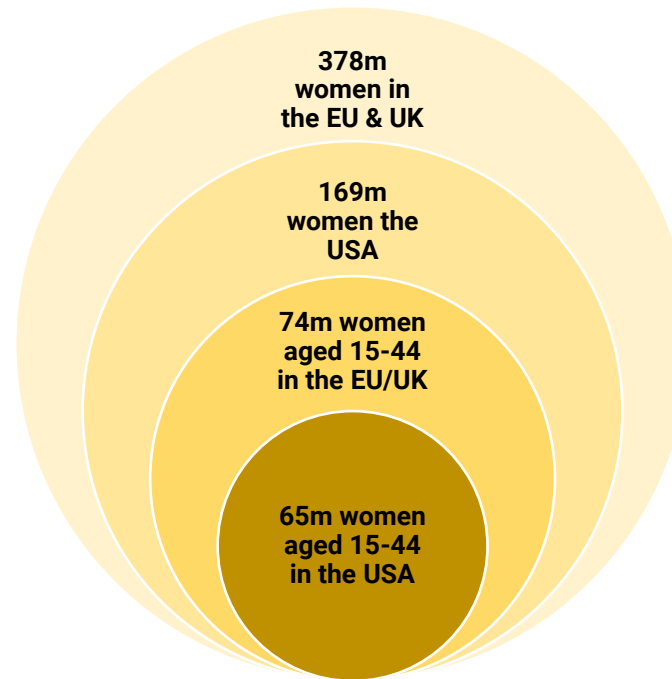
- Top 40 Shareholders hold 41%
- Directors are highly aligned with shareholders holding 13%
- State-of-the-art laboratories
  - Specialist proteomics technology platform
  - Cutting edge facility with world leading accreditation: ISO 17025 (analytical) and ISO 13485 (manufacturing), expanding to include ISO 15189 (clinical testing)
  - Establishing US reference laboratory (with CLIA certification)
  - Analytical services – pharmacokinetic (PK) testing & biosimilars
  - Headquartered on QEII Medical Campus, Perth, WA
- Revenue generating
  - Bioanalytical service business helps offset cash burn
  - Launching three tests in 2025 for sales of PromarkerD, PromarkerEso & PromarkerEndo
- Corporate
  - Board renewal: Industry experienced Chair and NED appointed
  - Recruited senior executives to accelerate test commercialisation

# The Need: Target Populations for DKD, Endo and Eso

10.5% of the global adult population have diabetes

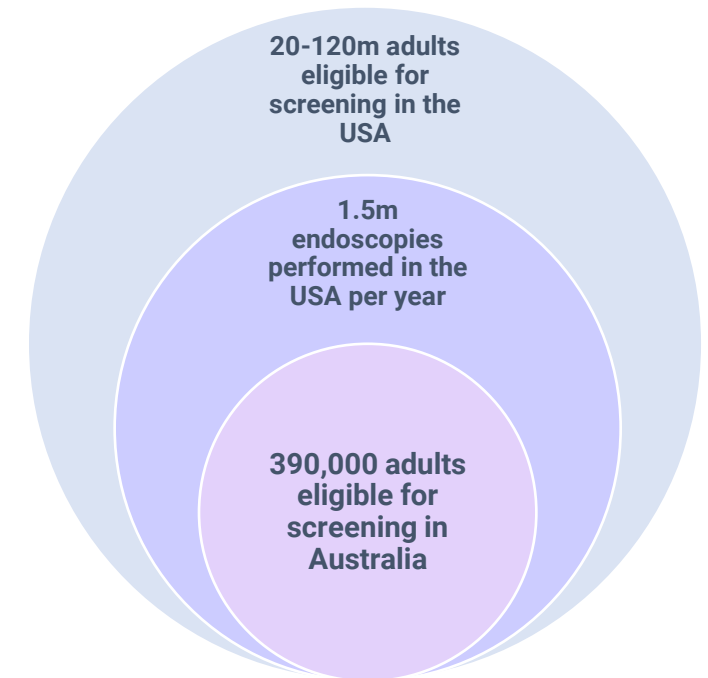


1 in 9 women have endometriosis



1-2% of western populations at risk of Esophageal Cancer

*(Diagnosed by endoscopy with biopsy)*



Sources:

<https://www.statista.com/statistics/755225/population-of-europe-bygender/#:~:text=In%202023%2C%20the%20female%20population,male%20population%20of%20358.3%20million>

International Diabetes Federation (IDF) Atlas 10th Edition 2021 [Age group 20-79 years]

<https://www.medscape.com/viewarticle/990519?form=fpf>

<https://www.cancer.org.au/assets/pdf/9-august-2020>

(European Commission)(Statistics Times)(ONS.gov).

Australian eligible adults screening determined as midpoint of 1-2% of Australian population of ~26m

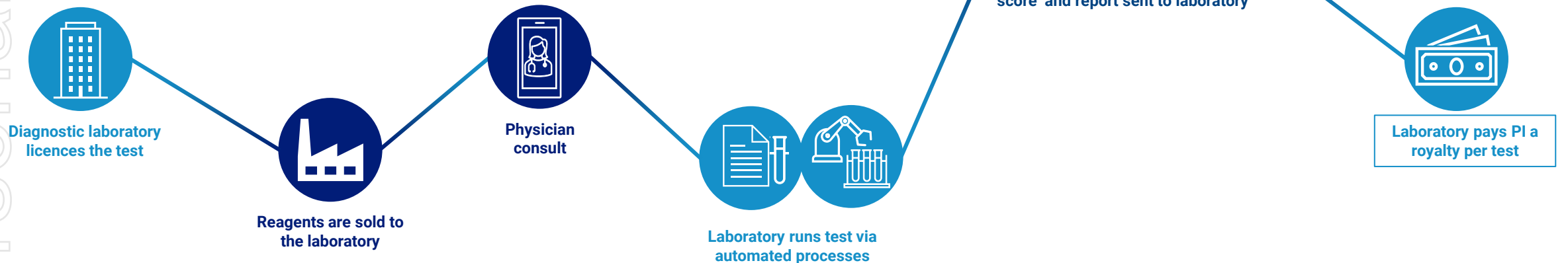
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# Go-to-Market: Synergistic pathways

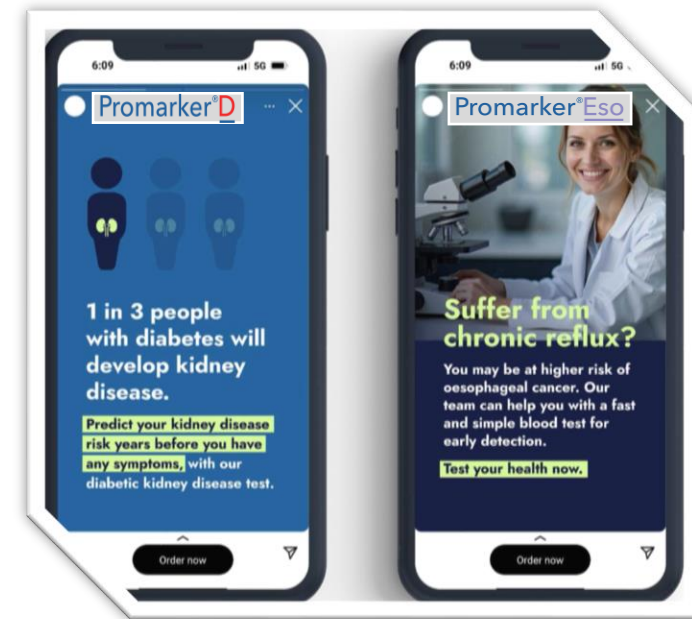
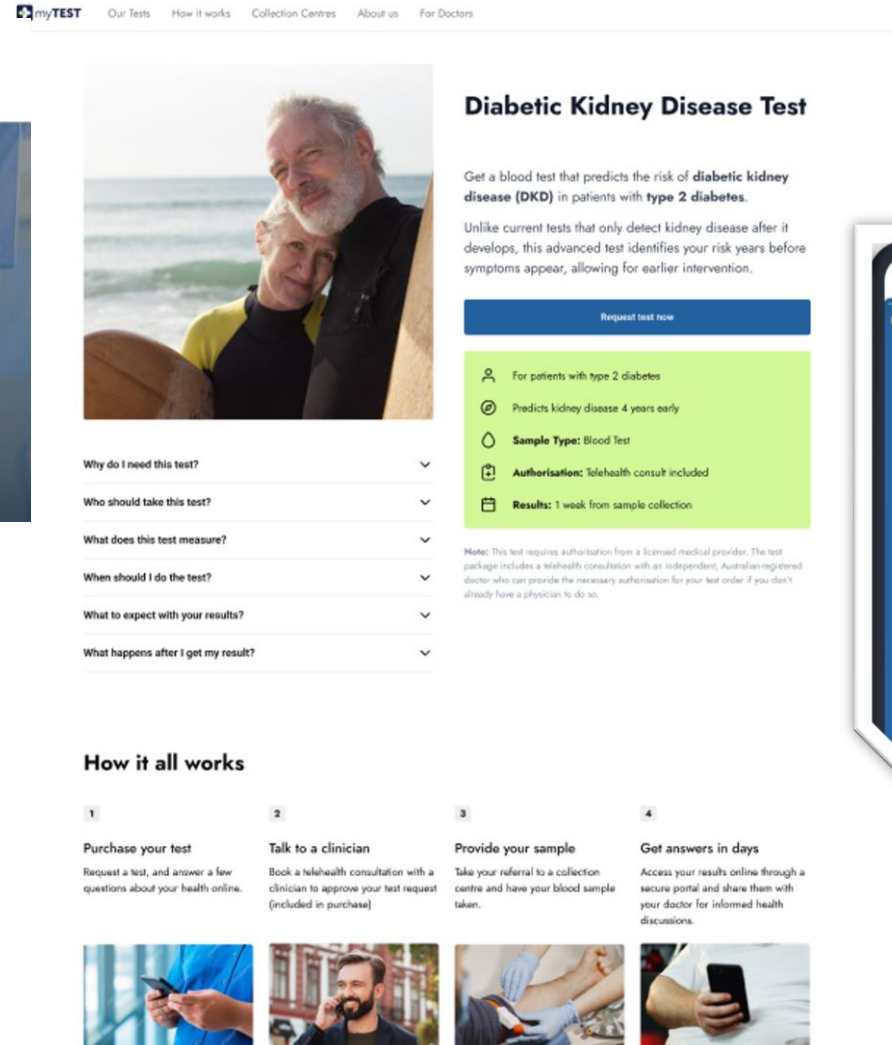
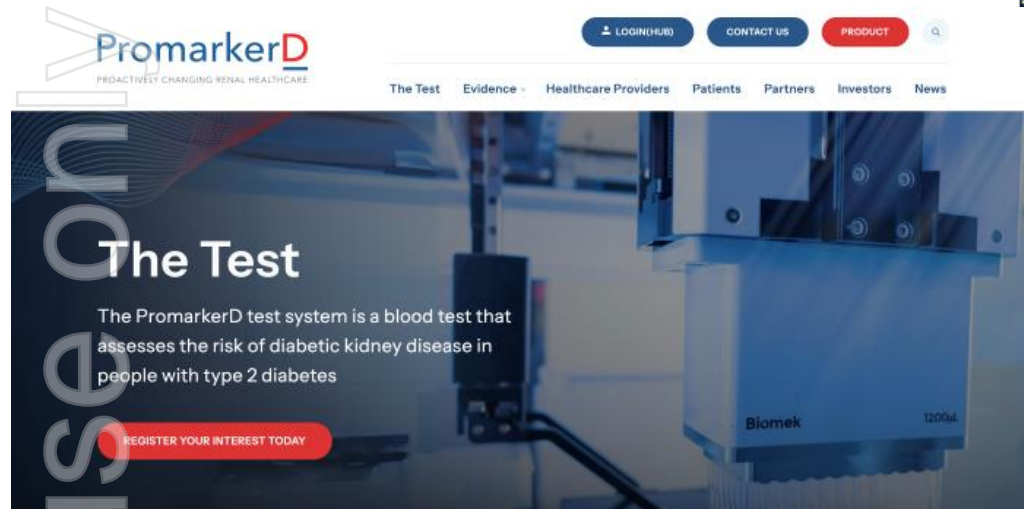
## Direct to consumer/patient (DTC/DTP) and digital marketing pathway



## Traditional licensing model



## Direct to consumer/patient (DTC/DTP) digital platform



### Preparing to launch in Australia in Q1 CY25

- Automated immunoassay established
- Clinical accreditation in progress
- Blood collection logistics established
- GP practices engaged
- Beta-testing digital platforms



# Go-to-Market: Benefits



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|   | Direct  | License   |
|---|---|---|
| <b>Establishment and tech transfer risk</b> | Low (PI controlled)   | Medium  |
| <b>Time to operations</b>                   | 1H 2025 (Australia and US)  | To follow Direct market launch                  |
| <b>Proteomics retained test fee</b>         | High % (75-100% depending on contractors)   | Low % (5-25% increasing with market validation) |
| <b>Reimbursement</b>                        | Out of pocket & PI owned code and pricing   | Code linked to laboratory                       |
| <b>Pricing</b>                              | PromarkerD: United States USD391; Australia <i>tba</i><br>PromarkerEndo: <i>tba</i><br>PromarkerEso: <i>tba</i> |   |
| <b>Throughput</b>                           | Mid ('000s/month)<br>– readily scalable   | Mid-High ('000s/m to 100,000s/m)                |

***Proteomics International will launch tests via the Direct strategy to reduce risk and leverage more attractive terms for out-licencing***

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# Multiple Value Drivers in H1 CY25



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| 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**
- **First sales for each test in the first half of this year (H1 CY25)**

# Supplemental

# 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).

## Dr Richard Lipscombe

**Managing Director**

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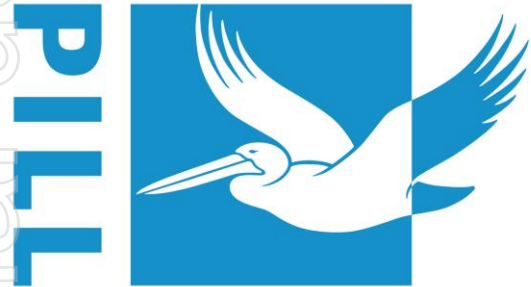
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