

PACIFIC EDGE LIMITED INTERIM REPORT 2018

FOR THE SIX MONTHS
TO 30 SEPTEMBER 2018

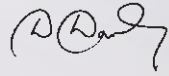


PACIFIC EDGE 
CANCER DIAGNOSTICS COMPANY

The Board of Directors of Pacific Edge Limited is pleased to present the Interim Report for the six months to 30 September 2018.



Chris Gallaher
Chairman



David Darling
Chief Executive

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CXBLADDER: ENABLING BETTER CARE

Cxbladder is a world-leading molecular diagnostic test for urothelial cancer.¹ It is non-invasive and more accurate than other tests, and provides a significant value proposition for patients, physicians and payees alike.

The suite of Cxbladder tests encompasses many of the physician's decision points across the urothelial cancer pathway, from investigation of haematuria (blood in the urine and a key indicator of bladder cancer) to detection and management of patients for recurrence of the disease.

Our goal is to enable better patient care, better clinical decision making and better use of healthcare resources by providing improved diagnosis and management of bladder cancer.

The company is targeting large healthcare organisations, particularly in the US healthcare market which offers an estimated annual market opportunity of US\$1.2 billion for Cxbladder.

In New Zealand, Cxbladder has already achieved more than 60% market penetration and is actively being used by the majority of the large public healthcare providers, replacing the gold standard, cystoscopy, in some guidelines.

¹Urothelial cancer covers cancers of the urinary tract. The majority are bladder cancer but also include epithelial cancers of the upper tract.

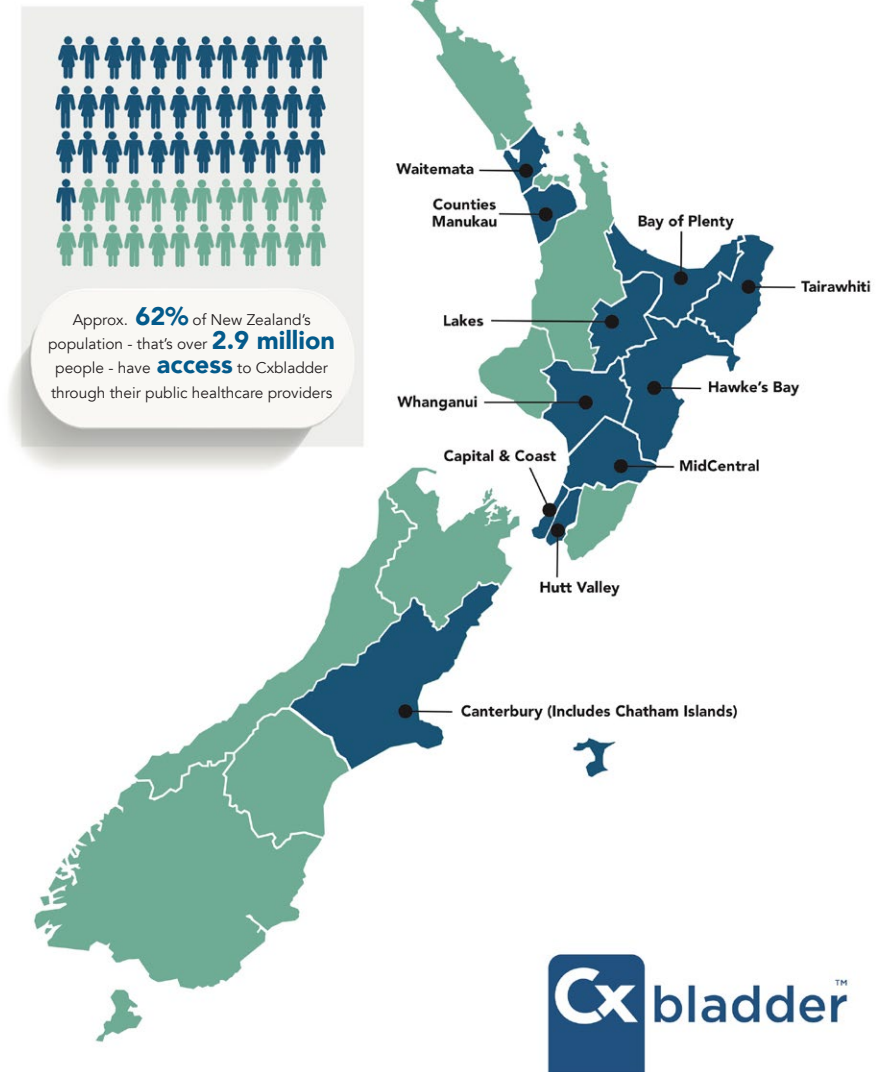


YEAR TO DATE HIGHLIGHTS

- Continuing growth in product sales and adoption of Cxbladder by leading healthcare organisations and urologists, in Pacific Edge’s targeted markets of New Zealand, Australia, Singapore and the United States.
- Increased focus on institutional healthcare organisations in all markets is providing commercial traction.
- High levels of commercial adoption of Cxbladder in Pacific Edge’s home market of New Zealand. Total contract coverage of New Zealand’s population now approximately 62%.
- Continuing commercial negotiations and start-up processes with targeted institutional customers in the USA, including Kaiser Permanente.
- Completion of two of the three milestones required for US reimbursement, being receipt of product codes and notification of a national price (US\$760 per test).
- Progress continues to be made with the third of these cornerstones, which is to have Cxbladder included in the Local Coverage Determination. This will allow for reimbursement of tests used by patients covered by the CMS.
- Commencement of commercial evaluation with Johns Hopkins Medicine, a US\$8 billion integrated global health enterprise and one of the leading health care systems in the USA.
- User Programmes underway with five targeted hospitals in Singapore. Several are nearing completion and the focus will shift to transitioning these to commercial customers.
- Taken over the sales and distribution of Cxbladder in Australia, building on the successful practices in the New Zealand market.
- Investment of \$2.6m by US private investment fund, Manchester Management Company, which specialises in biotech and life sciences investments.
- Completion of successful \$7m placement, with a number of new local and international institutional investors welcomed to the register.
- Announced \$5m Share Purchase Plan at no greater than the placement price (\$0.35 per share), which will close on 25 January 2019.

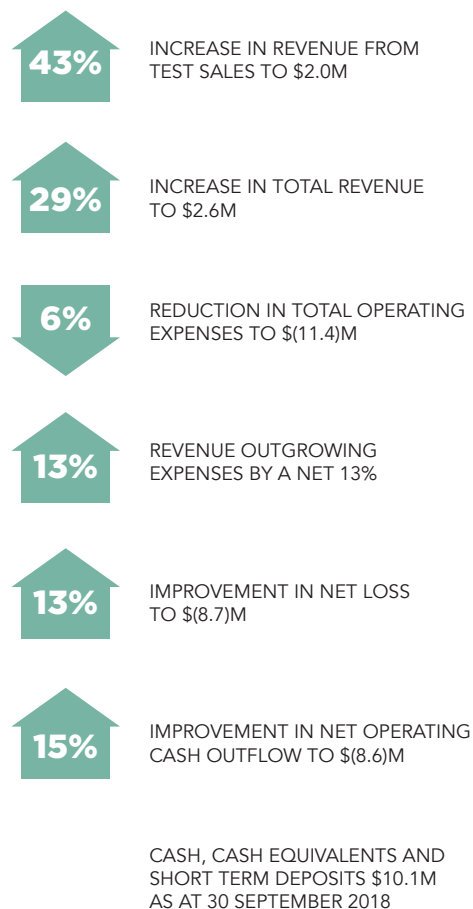
CONTRACT COVERAGE OF NEW ZEALAND’S POPULATION USING CXBLADDER

NOVEMBER 2018



FY19 FIRST HALF YEAR FINANCIAL PERFORMANCE

POSITIVE UPLIFT ON PRIOR FIRST HALF YEAR:

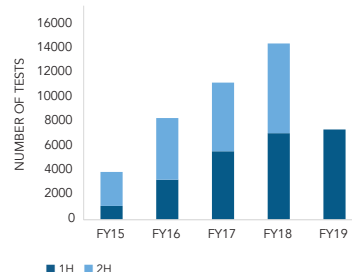


LABORATORY THROUGHPUT

Includes User Programmes and commercial tests

Total laboratory throughput for 1H19: 7,397 tests, of which approx. 82% were billable

12% increase in billable tests, consolidating and growing the strong numbers in 1H18



FINANCIAL REVIEW

We were pleased to report the continuing uplift in our financial performance, as we continue to invest into the growth of our business and drive commercial sales. Financial highlights include a 43% increase in revenue from test sales, a 15% decrease in operating cash outflow and a 13% improvement in the bottom line result.

LABORATORY THROUGHPUT

Adoption of Cxbladder is growing and commercial sales are increasing. Laboratory throughput, which includes commercial sales and tests from User Programmes, was 7,397 tests. A growing percentage of these tests are billable, up to 82% from 76% in 1H18.

OPERATING REVENUE

Operating revenue² from test sales was up 43% to \$2.0m, with total revenue for the period of \$2.6m. The company accounts for its US revenue on a cash basis, and therefore reported revenue excludes tests sold in the USA for which cash payment has yet to be received, as well as tests completed for patients covered by the Centers for Medicare and Medicaid Services (CMS).³

The average payment received per test by Pacific Edge is dependent on the mix of payers and insurance plans of each patient and can vary significantly from period to period.

INVESTMENT INTO GROWTH

While we are a young and fast growing medical technology company in the early stages of our commercial journey, we have a prudent approach to our investment into growth. Pleasingly, operating expenses for the half year were down 6% to \$11.4m with revenue outgrowing expenses by a net 13%. Operating expenses include research and development costs of \$1.7m (a 23% year on year decrease), with the remainder being direct operating costs.

NET OPERATING CASHFLOWS

Net operating cashflow improved to \$(8.6)m for the period, a 15% improvement on the previous first half year. Cash receipts from customers increased by 22% to \$2.0m, with a large portion of the cash received in 1H19 being for tests sold in prior years.

REDUCED NET LOSS

Overall, the Company reported a net loss of \$(8.7)m for the half year, an improvement of 13% on the prior first half year loss of \$(10.0)m.

FUNDING AND CAPITAL MANAGEMENT

Pacific Edge had \$10.1m in cash, cash equivalents and short term deposits at 30 September 2018 which includes the investment of approximately \$2.6m by US private investment fund, Manchester Management Company, which specialises in biotech and life sciences investments. We are undertaking a \$12m capital raise, by way of a private placement and share purchase plan, to assist in progressing our commercial objectives and becoming cash flow positive as soon as possible. A number of new and local institutional investors joined the register through the placement and the Pacific Edge's bankers receipted their fees in equity.

² Pacific Edge adopted NZ IFRS 15 in FY18. This means revenue for US based customers is now only recognised when the cash is received. Under the previous accounting standard, which took into account all tests sold but which may not have yet been paid for, operating revenue would have been \$5.6m in 1H19, compared to \$4.2m in 1H18 (an increase of 33%).

³ CMS tests account for approximately 47% of annual US Laboratory throughput and cumulatively totalled in excess of 14,000 tests as at 30 September 2018. Pacific Edge will seek reimbursement for these when it is included in the CMS's Local Coverage Determination (LCD). Until then, these tests remain in the billing and reimbursement process and revenue will be accounted for when the cash is received.



CHAIR AND CEO REVIEW

The Board and management of Pacific Edge continue to work hard to progress our commercial journey in the USA. While this is taking longer than initially anticipated, progress has been made in the 2019 financial year to date with several notable highlights.

The first was the adoption of Cxbladder into the clinical guidelines for several of the public healthcare providers in New Zealand, and the consequential replacement of the gold standard, cystoscopy.

The second was the notification of the national test price for the Centers for Medicare and Medicaid (CMS) of US\$760 per test, completing two of the three reimbursement milestones in the US. The combination of both the national price and the product specific code will enable the start of negotiations with private payers (insurance companies).

The third has been the engagement with a number of large healthcare organisations in the US, which led to the commencement of a commercial evaluation with Johns Hopkins Medicine. This is an \$8 billion integrated global health enterprise and one of the leading healthcare systems in the United States.

THE US MARKET REMAINS OUR PRIORITY

The USA market has an identified US\$1.2 billion addressable annual market for our Cxbladder bladder cancer diagnostic test⁴. We remain focused on completing agreements and building sales from the large institutional accounts and payers we are targeting, including Johns Hopkins Medicine (recently announced), Kaiser Permanente, the Veterans Administration and Tricare, the CMS and other blue chip institutions.

We have now completed two of the three cornerstones of the USA national reimbursement process, and progress continues to be made with the third of these cornerstones, which is to have Cxbladder included in the Local Coverage Determination. This will allow for reimbursement of tests used by patients covered by the CMS.

The process is largely driven by peer-reviewed, published clinical and utility evidence for the Cxbladder products, with a general 'rule of thumb' being that it takes around five years to generate the specific evidence and gain inclusion into the LCD. We commenced the LCD process in 2014 and continue to make good progress.

VALIDATION FROM NZ PUBLIC HEALTHCARE PROVIDERS AT VERY HIGH LEVELS

New Zealand's public healthcare providers continue to lead the way with some significant global firsts. The majority of New Zealand's public healthcare providers have now adopted Cxbladder into their standard of care and, in some cases, their clinical guidelines, replacing the gold standard, cystoscopy.

⁴EY Parthenon review of Cxbladder market size in the USA. Company strategy review document.

Timely, accurate diagnosis, ease of use and rapid turnaround are important considerations in urologic health and are the hallmarks of Cxbladder.

By including Cxbladder within the urology workup in regional settings such as New Zealand's East Coast, many patients can get the peace of mind that they don't have bladder cancer from our easy-to-use urine test, thereby avoiding a cystoscopy and the need to travel long distances to the hospital.

The commercial use of Cxbladder by New Zealand public healthcare providers has been shown to reduce the number of unnecessary invasive tests and reduce lengthy waiting times for patients referred for investigation of haematuria and can have a significant impact on the timeliness and quality of care for urology patients.

Cxbladder's total contract coverage of New Zealand's population is now approximately 62% and the remaining public healthcare providers are expected to follow suit. We expect to see the contribution from New Zealand's public healthcare providers continue to contribute to commercial test throughput growth in the second half of FY19.

OTHER MARKETS

We are also making good progress in Singapore, which provides us with a stepping stone into South East Asia with an estimated 1.8 million Cxbladder test opportunities per year in the region. User Programmes are now underway in five hospitals we have targeted. Several are nearing completion and we are focused on transitioning these to commercial customers as quickly as possible.

In Australia, we have recently taken over the sales and distribution of Cxbladder, building on the sales and marketing practices we have successfully utilised in the New Zealand market.

INCREASED FOCUS ON LARGE HEALTHCARE ORGANISATIONS

Following the success in New Zealand with the increased uptake by the national public healthcare providers, we have increased our focus on large institutional healthcare organisations in our USA, South East Asia and Australasian markets. The impact Cxbladder makes for the large healthcare providers who have burgeoning patient needs, few resources and need to show value changes for their clinical services, is very clear.

While these customers can take longer to bring to completion, once commercial agreement is reached, they can provide significant volume, require lower sales maintenance and deliver more sustainable, longer term growth opportunities.

The recently announced commercial evaluation by Johns Hopkins Medicine is an example of this in action. An initial group of urologists are using Cxbladder for patients requiring investigation of haematuria (blood in the urine) for the presence of bladder cancer. Payment will be received by Pacific Edge for these tests.

This commercial evaluation will allow Johns Hopkins' urologists to evaluate and determine the best fit for Cxbladder within their clinical practice and provide data specific to their organisation and patients. It is a significant achievement for a small company like Pacific Edge to gain access to world leading organisations such as this.

GROWING CLINICAL VALIDATION

We have a growing library of clinical studies and papers which builds the clinical evidence and demonstrates the outperformance of our product compared to other commonly used tests and procedures in use today. These are important for our discussions with healthcare organisations and reimbursement entities seeking validation of the clinical utility of our product, and are also an

essential part of the Local Coverage Determination (LCD) evaluation process that we have underway in the USA, for CMS patients.

OUTLOOK

Successful commercialisation of medical devices is a long process involving significant resources of time and investment into the development of the clinical evidence to support the reimbursement.

Many of the foundations for commercial success have now been completed. There is no longer any question of Cxbladder's clinical performance and the real difference it is making for physicians, patients and payees alike. We are seeing growing adoption of Cxbladder in all markets and the progressive translation into sales growth.

In line with annual trends, we are expecting a stronger second half year as Americans with private healthcare insurance reach their annual fixed deductible level (the amount a patient must pay before their insurance cover commences) and they start to undertake the medically recommended actions and treatments for which they will be reimbursed by their insurance company.

We also expect to see demand from public healthcare providers in New Zealand positively impact commercial test throughput volumes in the second half of FY19.

Laboratory throughput is expected to increase by approximately 20% in the second half of FY19, taking laboratory throughput for the full year to approximately 16,000 to 17,000 tests (FY18: 14,448 tests). Approximately 82% of these tests are expected to be billable, equating to a 14% year-on-year increase in commercial test volumes.

The expected laboratory throughput in FY19 excludes test volumes from any new commercial agreements which have yet to be signed. The New Zealand market is expected to make a growing contribution to total laboratory throughput in FY19.

We remain focused on completing the national US reimbursement process for CMS patients, with the final step being inclusion in the Local Coverage Determination, which will allow us to be reimbursed for tests used by patients covered by the CMS.

Forward growth in commercial tests in the US will benefit from having national product specific codes for Cxbladder and a national CMS reimbursement price. These milestones enable us to move into the process of negotiating contract terms with private payers, which will enable a shortening of the overall commercial transaction time and a positive reduction in the time to receipt of cash.

We now have a proven business model, as can be seen in the uptake of Cxbladder in New Zealand, and we will use learnings from this to replicate our success in other international markets. We are prudently managing our costs and capital expenditure and are focused on gaining adoption from the large healthcare organisations which will be drivers of success in our business. While our original growth expectations have been impacted by the longer than expected time to conclude commercial arrangements with two large US customers, we are making good progress with other key milestone achievements.

We remain committed to the company's strategy. Hard won experience tells us that everything in the USA market takes longer than we planned, however good progress has been made in the half year, and we remain focused on achieving our key milestone of cashflow breakeven as we take Cxbladder to the world.



Chris Gallaher
Chairman



David Darling
Chief Executive Officer

NEW OPPORTUNITIES IN THE CHANGING HEALTHCARE MARKET

We are constantly monitoring trends in healthcare and the opportunities these offer for our company. New legislation in the USA is coming to bear this year with the implementation of the Medicare Access and CHIP Reauthorization (MACRA) Act of 2015. This new legislation will see physicians move from a fee-for-service model to a value based healthcare offering. The Act requires physicians to outline value-based solutions to be implemented in their business. For urologists, one of the very few value-based solutions available to them would be Cxbladder.

Technology is changing 'how and where' healthcare is delivered and some of the big trends are 'virtual medical care' and 'Doctor to your house in an hour'.

In the future, many doctor-patient contacts will be online and healthcare will be delivered to the patient in their home. This will help to reduce costs and will free up limited resources for specialist, trauma and emergency situations. Cxbladder is ideally suited to this environment due to its multiple integrated products, ease of use, ability to transport across international borders and a fast laboratory turn-around time.

We also expect to see more large corporates follow in the footsteps of Amazon, Berkshire Hathaway and JPMorgan Chase, as well as ComCast, which are developing their own solutions for employee healthcare, whether this be forming their own healthcare companies and employee plans, using technology and apps to access healthcare services or co-operating more closely with existing insurers to get the best provision for their employees.

These new channels are disrupting the more traditional sales model in the USA. We are watching closely and have the ability to quickly adapt our sales strategy and redirect our specialised sales force, as and when required.



INTERIM FINANCIAL STATEMENTS

FOR THE SIX MONTHS
TO 30 SEPTEMBER 2018



STATEMENT OF COMPREHENSIVE INCOME

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018

		UNAUDITED SEPT 2018 6 MONTHS (\$'000)	UNAUDITED SEPT 2017 6 MONTHS (\$'000) RESTATE	AUDITED MARCH 2018 12 MONTHS (\$'000)
	NOTES			
REVENUE				
Operating Revenue	5	2,033	1,425	3,400
Total Operating Revenue		2,033	1,425	3,400
Other Income	5	442	538	1,242
Interest Income		169	81	231
Foreign Exchange (Loss)/Gain		(5)	8	129
Total Revenue and Other Income		2,639	2,052	5,002
OPERATING EXPENSES				
Laboratory Operations		2,356	2,289	4,619
Research		1,666	2,156	4,384
Sales and Marketing		4,434	4,401	9,436
General & Administration		2,902	3,245	6,207
Total Operating Expenses	6	11,358	12,091	24,646
NET (LOSS) BEFORE TAX		(8,719)	(10,039)	(19,644)
Income Tax Expense		-	-	-
(LOSS) FOR THE YEAR AFTER TAX		(8,719)	(10,039)	(19,644)
Translation of Foreign Operations		1	(26)	(83)
TOTAL COMPREHENSIVE (LOSS) attributable to equity holders of the Company		(8,718)	(10,065)	(19,727)
Earnings per share for (loss) attributable to the equity holders of the Company during the year				
Basic and Diluted Earnings per share		(0.019)	(0.024)	(0.045)

Note: These Statements are to be read in conjunction with the Notes to the Financial Statements.

STATEMENT OF CHANGES IN EQUITY

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018

	NOTES	SHARE CAPITAL (\$000)	RETAINED EARNINGS (\$000) RESTATED	SHARE BASED PAYMENTS RESERVE (\$000)	FOREIGN CURRENCY TRANSLATION RESERVE (\$000) RESTATED	TOTAL EQUITY (\$000) RESTATED
UNAUDITED 6 MONTHS TO SEPT 2017						
Balance as at 31 March 2017		111,596	(94,507)	2,889	851	20,829
Adjustment on adoption of NZ IFRS 15 (net of tax)	4	-	(5,968)	-	112	(5,856)
Restated Balance as at 31 March 2017	4	111,596	(100,475)	2,889	963	14,973
Loss After Tax (as restated)		-	(10,039)	-	-	(10,039)
Other Comprehensive Income (as restated)		-	-	-	(26)	(26)
TOTAL COMPREHENSIVE (LOSS) attributable to equity holders of the Company		-	(10,039)	-	(26)	(10,065)
<i>Transactions with owners in their capacity as owners:</i>						
Issue of Share Capital (net of expenses)		-	-	-	-	-
Exercise of Employee Share Options		112	-	(18)	-	94
Share Based Payments-Employee Remuneration		80	-	-	-	80
Share Based Payment-Employee Share Options		-	-	140	-	140
Balance as at 30 September 2017		111,788	(110,515)	3,011	937	5,222
AUDITED 12 MONTHS TO 31 MARCH 2018						
Balance as at 31 March 2017		111,596	(100,475)	2,889	963	14,973
Loss after tax		-	(19,644)	-	-	(19,644)
Other Comprehensive Income		-	-	-	(83)	(83)
TOTAL COMPREHENSIVE (LOSS) attributable to equity holders of the Company		-	(19,644)	-	(83)	(19,727)
<i>Transactions with owners in their capacity as owners:</i>						
Issue of Share Capital (net of expenses)	8	20,020	-	-	-	20,020
Exercise of Employee Share Options		112	-	(18)	-	94
Share Based Payments-Employee Remuneration		96	-	-	-	96
Share Based Payment-Employee Share Options		-	-	1,184	-	1,184
Balance as at 31 March 2018		131,824	(120,119)	4,055	880	16,640
UNAUDITED 6 MONTHS TO SEPT 2018						
Balance as at 31 March 2018		131,824	(120,119)	4,055	880	16,640
Loss after tax		-	(8,719)	-	-	(8,719)
Other Comprehensive Income		-	-	-	1	1
TOTAL COMPREHENSIVE (LOSS) attributable to equity holders of the Company		-	(8,719)	-	1	(8,718)
<i>Transactions with owners in their capacity as owners:</i>						
Issue of Share Capital (net of expenses)	8	2,600	-	-	-	2,600
Share Based Payment-Employee Remuneration		88	-	-	-	88
Share Based Payment-Employee Share Options		-	-	284	-	284
Balance as at 30 September 2018		134,512	(128,838)	4,339	881	10,894

Note: These Statements are to be read in conjunction with the Notes to the Financial Statements.

BALANCE SHEET

AS AT 30 SEPTEMBER 2018

	UNAUDITED SEPT 2018 6 MONTHS (\$'000)	UNAUDITED SEPT 2017 6 MONTHS (\$'000) RESTATED	AUDITED MARCH 2018 12 MONTHS (\$'000)
NOTES			
CURRENT ASSETS			
Cash and Cash Equivalents	4,560	3,997	5,242
Short Term Deposits	5,500	-	11,000
Receivables	836	991	1,064
Inventory	846	1,014	752
Other Assets	912	643	472
Total Current Assets	12,654	6,645	18,530
NON-CURRENT ASSETS			
Property, Plant & Equipment	876	942	854
Intangible Assets	273	346	281
Total Non-Current Assets	1,149	1,288	1,135
TOTAL ASSETS	13,803	7,933	19,665
CURRENT LIABILITIES			
Payables and Accruals	2,771	2,589	2,926
Finance Leases	90	69	73
Total Current Liabilities	2,861	2,658	2,999
NON-CURRENT LIABILITIES			
Finance Leases	48	54	26
Total Non-Current Liabilities	48	54	26
TOTAL LIABILITIES	2,909	2,712	3,025
NET ASSETS	10,894	5,221	16,640
Represented by:			
EQUITY			
Share Capital	8	134,512	111,788
Accumulated Losses	(128,838)	(110,515)	(120,119)
Share Based Payments Reserve	4,339	3,011	4,055
Foreign Translation Reserve	881	937	880
TOTAL EQUITY	10,894	5,221	16,640
FURTHER INFORMATION:			
Return on Assets (%)	(63%)	(127%)	(100%)
Return on Equity (%)	(80%)	(192%)	(119%)
Debt to Equity Ratio (%)	27%	52%	18%
Net Tangible Assets Per Share (\$)	0.022	0.012	0.035

Director

Director

Dated 29th day of November 2018

For and on behalf of the Board of Directors

Note: These Statements are to be read in conjunction with the Notes to the Financial Statements.

STATEMENT OF CASH FLOWS

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018

	UNAUDITED SEPT 2018 6 MONTHS (\$'000)	UNAUDITED SEPT 2017 6 MONTHS (\$'000)	AUDITED MARCH 2018 12 MONTHS (\$'000)
NOTES			
CASH FLOWS TO OPERATING ACTIVITIES			
Cash was provided from:			
Receipts from Customers	2,026	1,655	3,420
Receipts from Grant Providers	663	225	944
Interest Received	250	82	115
	2,939	1,962	4,479
Cash was disbursed to:			
Payments to Suppliers & Employees	11,610	12,101	22,575
Net GST change	(59)	46	4
	11,551	12,147	22,579
Net Cash Flows To Operating Activities	9	(10,185)	(18,100)
CASH FLOWS FROM INVESTING ACTIVITIES:			
Cash was provided from:			
Proceeds from Short Term Deposits	5,500	8,000	8,000
	5,500	8,000	8,000
Cash was disbursed to:			
Purchase of Short Term Deposits	-	-	11,000
Capital Expenditure on Plant and Equipment	19	153	195
Capital Expenditure on Intangible Assets	71	106	140
	90	259	11,335
Net Cash Flows From Investing Activities	5,410	7,741	(3,335)
CASH FLOWS FROM FINANCING ACTIVITIES:			
Cash was received from:			
Ordinary Shares Issued	2,623	94	21,414
	2,623	94	21,414
Cash was disbursed to:			
Repayment of Finance Leases	43	17	59
Issue Expenses	23	-	1,298
	66	17	1,357
Net Cash Flows From Financing Activities	2,557	77	20,057
Net (Decrease) in Cash Held	(645)	(2,367)	(1,378)
Add Opening Cash Brought Forward	5,242	6,564	6,564
Effect of Exchange Rate Changes on Net Cash	(37)	(200)	56
Ending Cash Carried Forward	4,560	3,997	5,242

Note: These Statements are to be read in conjunction with the Notes to the Financial Statements.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018

1. SUMMARY OF ACCOUNTING POLICIES

The unaudited interim financial statements (“Interim Financial Statements”) presented are those of Pacific Edge Limited (“the Company”) and its subsidiaries (“the Group”). The Company is registered and domiciled in New Zealand for the purpose of developing and commercialising new diagnostic and prognostic tools for the early detection and management of cancers. Pacific Edge Diagnostics New Zealand Limited and Pacific Edge Diagnostics USA Limited are sales and marketing entities which also manage and operate the laboratories used for the detection of bladder cancer. Pacific Edge Pty Limited’s purpose is to research and develop the Cxbladder product and other prognostic tools. Pacific Edge Diagnostics Singapore Pte Limited is a sales and marketing entity and Pacific Edge Analytical Services Limited is a dormant entity.

The Company is a for-profit entity for the purposes of complying with Generally Accepted Accounting Practices, registered in New Zealand under the Companies Act 1993 and is a reporting entity for the purposes of the Financial Markets Conduct Act 2013. The Company is listed with NZX Limited with its ordinary shares quoted on the NZX Main Board.

(a) Basis of Preparation of Financial Statements

The Interim Financial Statements for the six months ended 30 September 2018 have been prepared in accordance with the requirements of the NZX Main Board Listing Rules.

The Interim Financial Statements have been prepared in accordance with NZ IAS 34 - Interim Financial Reporting. In complying with NZ IAS 34, these consolidated Interim Financial Statements also comply with IAS 34 - Interim Financial Reporting and should be read in conjunction with the Company’s 2018 Annual Report.

The Interim Financial Statements are prepared on the basis of historical cost, except where otherwise identified. The presentation currency used in the preparation of the financial statements is New Zealand dollars and all values are rounded to the nearest thousand dollars (\$000).

(b) Accounting Policies

The Group has adopted NZ IFRS 9 Financial Instruments in the 2019 financial year. This has not had a material impact on the financial statements.

All other accounting policies have been applied on a basis consistent with those used in the audited financial statements of Pacific Edge Limited for the year ended 31 March 2018.

(c) Restatement of Comparatives

The Group made the decision to adopt NZ IFRS 15 (Revenue from Contracts with Customers) at the end of the 2018 financial year. This has impacted previously reported revenue and receivables balances and resulted in a restatement of comparatives in these interim financial statements. Please refer to note 4 for further details or note 2 in the 2018 Annual Financial Statements.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018

(d) Authorisation

The Interim Financial Statements were authorised by the Board of Directors on 29 November 2018.

(e) Audit

The Interim Financial Statements for 2017 and 2018 have not been audited. The comparative full year financial results for the year ended 31 March 2018 have been audited.

(f) Basis of Consolidation

The following entities and the basis of their inclusion for consolidation in these Interim Financial Statements are as follows:

Name of Subsidiary	Place of Incorporation (or registration) and Operation	Principal Activity	Ownership Interests & Voting Rights	
			30 Sept 2018 (%)	30 Sept 2017 (%)
Pacific Edge Diagnostics New Zealand Limited	New Zealand	Sales, Marketing, Commercial Laboratory	100	100
Pacific Edge Pty Limited	Australia	Biotechnology Research & Development	100	100
Pacific Edge Diagnostics USA Limited	USA	Sales, Marketing, Commercial Laboratory	100	100
Pacific Edge Analytical Services Limited	New Zealand	Dormant Company	100	100
Pacific Edge Diagnostics Singapore Pte Limited	Singapore	Sales & Marketing	100	100

2. INVESTMENT AND ADVANCES IN SUBSIDIARIES

The Interim Financial Statements incorporate the assets and liabilities and results of Pacific Edge Diagnostics New Zealand Limited, Pacific Edge Diagnostics USA Limited, Pacific Edge Diagnostics Singapore Pte Limited, Pacific Edge Analytical Services Limited and Pacific Edge Pty Limited, all of which are 100% owned by the Company. Subsidiaries have a 31 March balance date. The investments in and advances to subsidiaries are eliminated on consolidation in the Group financial statements.

3. DIVIDENDS

The Company does not propose to pay dividends to shareholders similar to previous years.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018

4. RESTATEMENT

NZ IFRS 15: Revenue from contracts with customers (NZ IFRS 15)

The Group previously reported in the Financial Statements for the year ended 31 March 2018 it had early adopted NZ IFRS 15 from 1 April 2017 which resulted in changes in accounting policies and adjustments to the amounts recognised in the financial statements. In accordance with the transition provisions in NZ IFRS 15, the Group adopted the new rules retrospectively and has restated comparatives for the 2017 financial year. None of the available practical expedients have been applied.

Following its initial assessment of NZ IFRS 15 in 2017, the Group previously indicated that there would not be a significant impact on the financial statements from the adoption of this standard. This assessment was based on the expected completion of large customer agreements during FY18, in particular inclusion in the Local Coverage Determination (LCD) with the Centers for Medicare and Medicaid (CMS) and signing a commercial contract with Kaiser Permanente. As these agreements were not concluded during FY18, the Group reassessed the impact of NZ IFRS 15 and decided that the adoption of this standard would have a significant impact on the recognition of revenue relating to Cxbladder tests undertaken for US customers. There is no material impact for contracts with customers not based in the US.

The Group presented the FY18 Interim Financial Statements on the basis it was not intending to adopt NZ IFRS 15 from 1 April 2017. Due to this significant impact on the Group's reported financial results, the Group subsequently decided it was appropriate to early adopt NZ IFRS 15. An explanation of the change in revenue recognition can be found in Note 2 of the 2018 Annual Financial Statements. The tables below outline the changes required to the previously reported comparative Interim Financial Statements from 30 September 2017.

Impact of NZ IFRS 15 on Previously Reported Financial Results

The specific financial statement line items affected by the change to the accounting policy for revenue recognition are shown below. The 31 March 2017 balance sheet adjustments were disclosed in the 31 March 2018 financial statements. These have been included again here for transparency of movements.

Opening Balance Sheet 31 March 2017	2017 Previously Reported (\$000)	Adjustment (\$000) (i)	Transition Adjustment (\$000)	2017 (\$000) RESTATED	
Balance Sheet					
Accounts Receivable	6,519	(290)	(5,566)	663	a
Total Current Assets	22,397	(290)	(5,566)	16,541	a
Total Assets	23,563	(290)	(5,566)	17,707	a
Net Assets	20,829	(290)	(5,566)	14,973	a
Accumulated Losses	(94,507)	(284)	(5,684)	(100,475)	c
Foreign Translation Reserve	851	6	106	963	b
Total Equity	20,829	(290)	(5,566)	14,973	a

NOTES TO THE FINANCIAL STATEMENTS

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018

(i) This adjustment represents the correction of the FY15 incorrect application of the accounting policy and the restated foreign currency impact.

a) The transition adjustments reduce accounts receivable at 31 March 2017 to remove all previously recognised Cxbladder tests trade receivables from the period that cannot be recognised under NZ IFRS 15.

b) Represents the foreign currency translation adjustment relating to adjustments a) above.

c) Reflects the net of adjustments a) and b) above.

Statement of Comprehensive Income for the six months ended 30 September 2017

The specific financial statement line items affected by the change to the accounting policy for revenue recognition are as follows:

For the 6 months ended 30 September 2017	2017 Previously Reported (\$000)	Adjustment (\$000) (ii)	Transition Adjustment (\$000)	2017 (\$000) RESTATED	
Operating Revenue	4,225	-	(2,800)	1,425	a
Total Operating Revenue	4,225	-	(2,800)	1,425	a
Total Revenue	4,852	-	(2,800)	2,052	a
General & Administration	4,671	-	(1,426)	3,245	b
- Bad Debts	674	(277)	(397)	-	b
- Doubtful Debts	752	-	(752)	-	b
Total Operating Expenses	13,517	(277)	(1,149)	12,091	b
Net Loss Before Tax	(8,665)	(277)	(1,097)	(10,039)	c
Loss for the year after Tax	(8,665)	(277)	(1,097)	(10,039)	c
Translation of Foreign Operations	(220)	4	190	(26)	d
Total Comprehensive Loss	(8,885)	(273)	(907)	(10,065)	e
Basic and Diluted Earnings per Share (\$)	(0.022)	(0.000)	(0.002)	(0.024)	e

(ii) This adjustment represents the correction of the previously recognised FY15 revenue that was written off in FY17 including the related foreign currency impact.

a) US Cxbladder test revenue has reduced with the change in policy to a cash receipts basis.

b) The bad and doubtful debts expense recognised for trade receivables relating to US Cxbladder tests has been reversed.

c) Reflects the net of adjustments a) and b) above.

d) Represents the foreign currency translation adjustment relating to adjustments a) and b) above.

e) The adjustment to total comprehensive loss and included in the calculation for basic and diluted earnings per share is the net of adjustments c) and d) above.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018

Reclassification of Expenditure

Expenses within the Statement of Comprehensive Income have been reclassified from the previously reported Interim Financial Statements for the six months ended 30 September 2017. The expenses from the six months ended 30 September 2018 have been prepared on this new basis. The expenses for the year ended 31 March 2018 are consistent with what was previously reported in the 31 March 2018 financial statements. The reclassification has been made to better represent the nature of the costs as the business evolves to allow for improved comparability.

These reclassifications do not change the total expenses recognised for the six months ended 30 September 2017. However, total expenses for the 2017 half year have changed as a result of the implementation of NZ IFRS 15, which is further explained in Note 4 above.

The following reclassifications have been made for the six months ended 30 September 2017:

- Employee benefits, including salaries, wages, superannuation and health and disability plans, previously included in other expenditure and totalling \$3,262,000, have been re-allocated to the functional areas as follows:
 - Laboratory Operations: \$700,000
 - Sales and Marketing: \$2,562,000
- Overhead expenditure, previously included in Other Expenses, totalling \$2,195,000 has been re-allocated to the functional areas as follows:
 - Laboratory Operations: \$971,000
 - Research: \$397,000
 - Sales and Marketing: \$827,000

5. REVENUE

	Unaudited Sept 2018 6 Months (\$000)	Unaudited Sept 2017 6 Months (\$000)	Audited March 2018 12 Months (\$000)
Cxbladder Sales			
- US	1,837	1,274	3,188
- Rest of World	196	151	212
Total Operating Revenue	2,033	1,425	3,400
Other Income			
Grant Income	352	417	853
Research Rebate Received	90	121	389
Total Other Income	442	538	1,242

NOTES TO THE FINANCIAL STATEMENTS

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018

6. OPERATING EXPENSES

	Unaudited Sept 2018 6 Months (\$000)	Unaudited Sept 2017 6 Months (\$000) RESTATED	Audited March 2018 12 Months (\$000)
Operating Expenses			
Amortisation	79	90	188
Auditors Remuneration - Audit Fees	118	56	89
- Other Assurance Services (refer below)	3	9	26
Depreciation	116	179	316
Directors Fees	136	137	275
Employee Benefits	5,184	5,773	11,129
Employee Share Scheme Expenses	88	80	96
Employee Share Options	284	141	1,184
Rental and Lease Expense	594	544	1,136
Other Operating Expenses	4,756	5,082	10,207
Total Operating Expenses	11,358	12,091	24,646

Other Assurance Services

Other assurance services performed by the auditor includes; agreed upon procedures, review procedures and a review of the Callaghan Innovation Growth Grant claim.

Employee Share Scheme Expenses

Employee Share Scheme Expenses are a non-cash expense. These relate to shares issued to employees in lieu of cash bonuses.

Employee Share Options

Employee Share Options are a non-cash expense. Refer to Note 10 of the annual report for details of the accounting policy for Employee Share Schemes.

Other Operating Expenses

The major categories of expenditure which make up operating expenses, but are not disclosed separately above include Laboratory costs, Information Technology costs, Compliance and Regulatory costs, NZX and Registry fees, Investor Relations costs, Consultants and Contractors.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018

7. SEGMENT INFORMATION

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker. The chief operating decision-maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Chief Executive Officer who makes strategic decisions.

There are two operating segments at balance date:

1. Commercial: The sales, marketing, laboratory and support operations to run the commercial businesses worldwide
2. Research: The research and development of diagnostic and prognostic products for human cancer.

The reportable operating segment Commercial derives its revenue primarily from sales of Cxbladder detection tests and the reportable operating segment Research derives its revenue primarily from grant income. The Chief Executive Officer assesses the performance of the operating segments based on net (loss) for the period.

Segment income, expenses and profitability are presented on a gross basis excluding inter-segment eliminations to best represent the performance of each segment operating as independent business units. The segment information provided to the Chief Executive Officer for the reportable segment described above, for the period ended 30 September 2018, is shown below.

Unaudited 6 Months to 30 September 2018	Commercial (\$'000)	Research (\$'000)	Less: Eliminations (\$'000)	Total External Income (\$'000)
Income				
Operating Revenue - External	2,033	-	-	2,033
- Internal	76	-	(76)	-
Other Income	41	577	(176)	442
Interest Income	2	167	-	169
Foreign Exchange Gain	-	(4)	(1)	(5)
Total Income	2,152	740	(253)	2,639
Expenses				
Expenses	7,348	4,068	(253)	11,163
Depreciation & Amortisation	66	129	-	195
Total Operating Expenses	7,414	4,197	(253)	11,358
Loss Before Tax	(5,262)	(3,457)	-	(8,719)
Net Cash Flow to Operating Activities	(5,506)	(3,106)	-	(8,612)

NOTES TO THE FINANCIAL STATEMENTS

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018

Audited 12 Months 31 March 2018	Commercial (\$'000)	Research (\$'000)	Less: Eliminations (\$'000)	Total External Income (\$'000)
Income				
Operating Revenue - External	3,400	-	-	3,400
- Internal	154	-	(154)	-
Other Income	127	2,137	(1,022)	1,242
Interest Income	2	3,158	(2,929)	231
Foreign Exchange Gain	-	129	-	129
Total Income	3,683	5,424	(4,105)	5,002
Expenses				
Expenses	18,834	9,413	(4,105)	24,142
Depreciation & Amortisation	191	313	-	504
Total Operating Expenses	19,025	9,726	(4,105)	24,646
Loss Before Tax	(15,342)	(4,302)	-	(19,644)
Net Cash Flow to Operating Activities	(14,072)	(4,028)	-	(18,100)

Unaudited 6 Months 30 September 2017 (RESTATED)	Commercial (\$'000)	Research (\$'000)	Less: Eliminations (\$'000)	Total External Income (\$'000)
Income				
Operating Revenue - External	1,425	-	-	1,425
- Internal	47	-	(47)	-
Other Income	94	745	(301)	538
Interest Income	-	81	-	81
Foreign Exchange Gain	-	8	-	8
Total Income	1,566	834	(348)	2,052
Expenses				
Expenses	7,810	4,360	(348)	11,822
Depreciation & Amortisation	122	147	-	269
Total Operating Expenses	7,932	4,507	(348)	12,091
Loss Before Tax	(6,366)	(3,673)	-	(10,039)
Net Cash Flow to Operating Activities	(6,362)	(3,823)	-	(10,185)

Eliminations

These are the intercompany transactions between the subsidiaries and the Parent. These are eliminated on consolidation of Group results.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018

Segment Assets and Liabilities Information:

As at 30 September 2018	Commercial (\$000)	Research (\$000)	Total (\$000)
Total Assets	2,493	11,310	13,803
Total Liabilities	2,100	809	2,909

As at 31 March 2018	Commercial (\$000)	Research (\$000)	Total (\$000)
Total Assets	1,977	17,688	19,665
Total Liabilities	1,917	1,108	3,025

As at 30 September 2017 (RESTATED)	Commercial (\$000)	Research (\$000)	Total (\$000)
Total Assets	2,070	5,863	7,933
Total Liabilities	1,570	1,142	2,712

Sales between segments are carried out at arm's length. Post adoption of NZ IFRS 15, the revenue from external parties reported to the Chief Executive Officer is measured in a manner consistent with that in the Statement of Comprehensive Income.

Total Laboratory Throughput:

	Commercial (#tests)	Research (#tests)	Total (#tests)
Six months to 30 September 2018	6,078	1,319	7,397
Twelve months to 31 March 2018	11,866	2,582	14,448
Six months to 30 September 2017	5,439	1,680	7,119

Laboratory Throughput is a key metric for the Group: Laboratory Throughput provides evidence of the increasing usage of Cxbladder products globally and the rates of adoption between different customer segments. Total laboratory throughput includes billable/commercial tests, which are invoiced to customers (including CMS tests), and tests which are not considered to be billable as these tests relate to user programs or other non-chargeable activities.

Billable/commercial test numbers are also a key metric for the Group: the tests are those for which the Company is actively seeking reimbursement and cash receipts. Given the time lag in the US between processing a Cxbladder test and receiving the associated cash receipts, reported revenue based on the application of our accounting policy and billable tests do not correlate in the same time period with one another. Billable test numbers also include tests for CMS patients, which are all invoiced to CMS but for which revenue is not being recognised.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018

Note that the Commercial and Research split shown above is reflective of the Billable/ Non-Billable split of laboratory throughput. Therefore the total of the Commercial tests equals the total of the billable tests and all Research tests shown above are non-billable. Non-billable tests may however be commercial in nature (ie. will lead to a commercial relationship).

Additions to non-current assets for the period include:

	Commercial (\$000)	Research (\$000)	Total (\$000)
Property, Plant & Equipment	80	25	105
Intangible Assets	-	71	71
Total Additions to Non Current Assets	80	96	176

The amounts provided to the Chief Executive Officer with respect to total assets and total liabilities are measured in a manner consistent with that of the financial statements. These assets and liabilities are allocated based on the operation of the segment and the physical location of the asset.

There are no unallocated assets or liabilities.

8. SHARE CAPITAL

	Sept 2018 6 Months Shares (000)	Unaudited Sept 2018 6 Months (\$000)	Unaudited Sept 2017 6 Months (\$000)	Audited March 2018 12 Months (\$000)
Opening Balance	466,322	131,824	111,596	111,596
Issue of Ordinary Shares - Rights Issue and Direct Offers	8,195	2,623	-	21,318
Issue of Ordinary Shares - Exercise of Share Options	-	-	112	112
Issue of Ordinary Shares - Employee Remuneration	275	88	80	96
Less: Issue Expenses	-	(23)	-	(1,298)
Movement	8,470	2,688	192	20,228
Closing Balance	474,792	134,512	111,788	131,824

There are 474,792,378 (March 2018: 466,321,801 and September 2017: 399,704,401) Ordinary Shares on issue.

All fully paid shares in the Company have equal voting rights and equal rights to dividends. All Ordinary Shares are fully paid and have no par value.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018

9. RECONCILIATION OF CASH USED FROM OPERATING ACTIVITIES WITH OPERATING NET LOSS

	Sept 2018 6 Months (\$000)	Sept 2017 6 Months (\$000) RESTATED	March 2018 12 Months (\$000)
Net Loss for the Period	(8,719)	(10,039)	(19,644)
Add Non Cash Items:			
Depreciation	116	179	316
Loss on Disposal of Property, Plant and Equipment	-	-	10
Amortisation	79	90	188
Employee Share Options	284	141	1,184
Employee Bonuses Paid in Shares in Lieu of Cash	88	80	96
Effect of Exchange Rates on Net Cash	6	(9)	(131)
Total Non Cash Items	573	481	1,663
Add Movements in Other Working Capital items:			
(Increase) in Receivables and Other Assets	(80)	(292)	(383)
(Increase)/Decrease in Inventory	(94)	(190)	72
(Decrease)/Increase in Payables and Accruals	(292)	(145)	192
Total Movement in Other Working Capital	(466)	(627)	(119)
Net Cash Flows to Operating Activities	(8,612)	(10,185)	(18,100)

10. CONTINGENT LIABILITIES

There were no known contingent liabilities at 30 September 2018 (March 2018: Nil and September 2017: Nil). The Company and Group have not granted any securities in respect of liabilities payable by any other party whatsoever.

11. CAPITAL COMMITMENTS

There are no capital commitments at 30 September 2018 (March 2018: Nil and September 2017: Nil).

12. SUBSEQUENT EVENTS

New Capital

The Company announced on the 29th of November 2018 that it is completing a private placement to new and existing shareholders. This private placement is expected to result in additional capital for the Company of up to \$7m. The Company also announced on the same day a Share Purchase Plan to raise up to \$5m of capital from existing shareholders. The Share Purchase Plan has not been underwritten and is expected to open in December 2018 and close in January 2019.

NOTES TO THE FINANCIAL STATEMENTS

FOR THE SIX MONTHS ENDED 30 SEPTEMBER 2018

National Pricing for CMS

On the 12th of October 2018, the Company announced that the preliminary national CMS reimbursement rate of US\$760 per Cxbladder test had been publicly notified. This pricing was finalised during November 2018 and takes effect from 1 January 2019. Obtaining the pricing is the second of three steps to enable the Company to be reimbursed by CMS for Cxbladder tests performed for CMS patients. The third and final step is the inclusion of Cxbladder in the Local Coverage Determination (LCD) which the Company continues to work towards achieving.

13. GOING CONCERN

The Interim Financial Statements have been prepared on the going concern basis which assumes that the Company will have sufficient cash to pay its debts as they fall due for a minimum of 12 months from the signing of the Interim Financial Statements.

As at 30 September 2018, the Company had \$10.060m of cash and cash equivalents on hand (2017: \$3.997m) and net assets of \$10.894m (2017: \$5.221m). Cash receipts totalling \$2.939m were received in the six month period to 30 September 2018 (2017: \$1.962m) along with additional capital of \$2.623m (2017: \$94k). Net cash out flows from operating activities for the six month period to 30 September 2018 were \$8.612m (2017: \$10.185m).

While the Company continues to incur operating losses, the Company remains solvent and continues to pay its debts as they fall due. The Company continues to progress commercial negotiations with targeted large scale health organisations in the USA and whilst these negotiations are taking longer than expected to complete, the Company continues to make good progress with these negotiations. The new contracts that will result from these commercial negotiations will have a significant positive impact on the Company's financial position once they are concluded.

The Company has prepared cash flow forecasts which indicates that if these commercial negotiations continue to be delayed, the Company may not have sufficient cash to meet its minimum expenditure commitments and support its current levels of activity. The Company may therefore need to raise additional funds to continue as a going concern.

To address the future additional funding requirements of the Company, the Directors have:

- Entered into discussions to secure additional equity funding from current or new shareholders,
- Continued to monitor the Company's ongoing working capital requirements and minimum expenditure commitments, and
- Continued to focus on maintaining an appropriate level of expenditure in line with the Company's available cash resources.

The Directors are confident that they will be able to obtain additional equity funding to enable the Company to meet its minimum expenditure requirements and support its planned level of expenditure. However, in the event that the Company is not able to successfully complete the fundraising, a material uncertainty may exist which may cast significant doubt on the Company's ability to continue as a going concern with the current capital and cost structures.

COMPANY DIRECTORY

As at 30 September 2018

Issued Capital

474,792,378 Ordinary Shares

Registered Office

Anderson Lloyd
Level 10, Otago House
Cnr Moray Place and Princes Street
Dunedin

Directors

C. Gallaher – Chairman
D. Darling
D. Levison
A. Masfen
S. Park (appointed 6 December 2018)
B. Williams

Chief Executive Officer

David Darling

Nature of Business

Research, develop and commercialise new diagnostic and prognostic tools for the early detection and management of cancers.

Auditors

PricewaterhouseCoopers
Dunedin

Bankers

Bank of New Zealand
Dunedin
ANZ
Dunedin

Solicitors

Anderson Lloyd
Level 10, Otago House
Cnr Moray Place and Princes Street
Dunedin

Securities Registrar

Link Market Services Limited
138 Tancred St
Ashburton

Company Number

1119032

Date of Incorporation

27th February 2001

PACIFIC EDGE COMMUNICATIONS

Websites

www.pacificedgedx.com
www.cxbladder.com
www.bladdercancer.me

Facebook

www.facebook.com/PacificEdgeLtd
www.facebook.com/Cxbladder

Twitter

@PacificEdgeLtd
@Cxbladder

LinkedIn

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