



PACIFIC EDGE
Cancer Diagnostic Company

Special Meeting and 2016 Progress Report

26 February 2016

David Darling, CEO and Chris Swann, Chairman

PURPOSE OF SPECIAL MEETING

To approve an increase in the total pool of directors' fees from \$198,000 to \$275,000

- This will allow for payment of director's fees to newly appointed, US-based, independent director, David Levison, of \$77,000 (the amount of the increase).
- There will be no increase in the fees paid to all other Pacific Edge Board directors, who are currently paid between \$30,000 and \$36,000 per director per annum, with the chairman paid approximately \$59,000. The managing director does not receive director's fees.
- The Board recognises that there is a disparity between the market rates paid in the US and New Zealand for suitably qualified directors. Accordingly, in order to attract a suitably qualified US person, the Company needs to pay US market rates. The Board has taken advice and determined that the appropriate fee for a US based director is \$77,000 per annum. An offer has made to David Levison on this basis, subject to obtaining shareholder approval of today's resolution.

DAVID LEVISON

David is an experienced and successful executive, with highly relevant skills and an indepth knowledge and experience in the US healthcare market, which has been identified as Pacific Edge's primary growth opportunity

- CEO and a Director of CardioDx, a specialist molecular diagnostic company, since 2004
- Overseen capital raising of \$225m+ of private equity for CardioDx
- Previously a Venture Partner in Texas Pacific Ventures, specialising in healthcare and molecular diagnostic companies
- Prior to this, Founder President and CEO of iScribe (sold to AdvancePCS) and President of Oncology Therapeutics Network (sold to Bristol-Myers Squibb)
- David holds an MBA from Stanford Graduate School of Business, and a Bachelor of Economics from Williams College.



RESOLUTION

That pursuant to clause 25 of the Company's Constitution and NZX Listing Rule 3.5.1 the maximum aggregate amount per annum payable by the Company to its Directors be increased to \$275,000.

The Directors and their associates are excluded from voting on this resolution and from exercising any discretionary proxies pursuant to NZX Listing Rule 9.3.1.

PROXIES AND POSTAL VOTES

We have received the following valid votes and proxies:

PROXIES AND POSTAL VOTES

	FOR	AGAINST	DISCRETIONARY	VALID VOTES/ PROXIES RECEIVED	% OF TOTAL ISSUED CAPITAL
Approval for increase in total director's fees	128,779,392	27,394,223	520,439	156,694,054	41.61 %
	82.19 %	17.48 %	0.33 %		

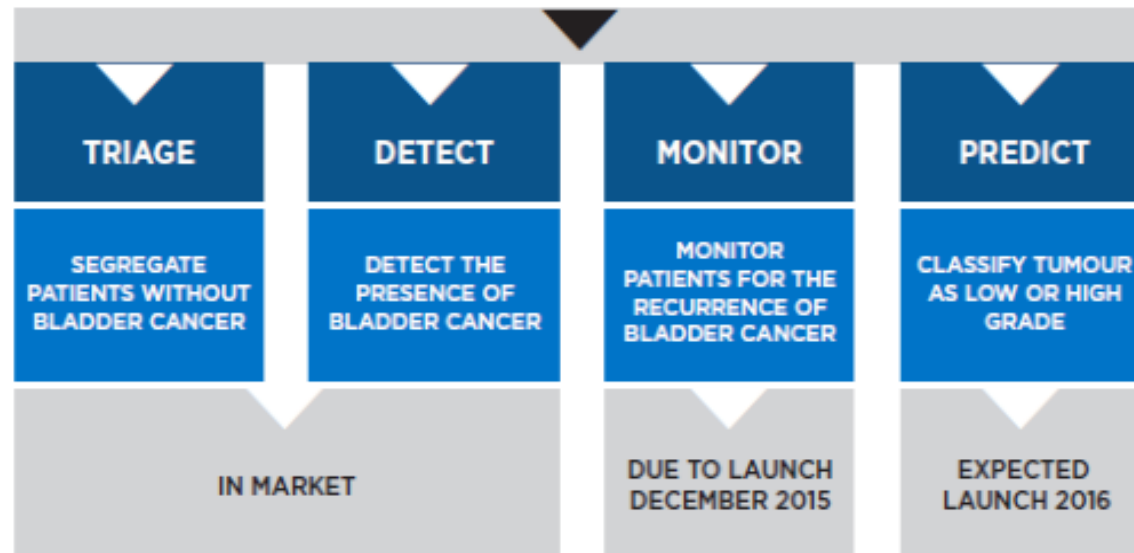
2016 PROGRESS REPORT

Chief Executive Officer, David Darling



PRODUCT DEVELOPMENT

ONE STOP SHOP OF CXBLADDER PRODUCTS



Pacific Edge is the only cancer diagnostics company in the world to offer three proprietary molecular diagnostic products for the detection and management of bladder cancer and designed to meet different clinical needs.

- Cxbladder Detect: Initially launched in New Zealand with US launch in 2013
- Cxbladder Triage: Launched in NZ in late 2014, and in the US in 2015
- Cxbladder Monitor: Launched in NZ in late 2015, on time and to specification, and now being readied for launch in US in 2016

USA HEALTHCARE MARKET

EXPANDED US SALES FORCE

- Achieved targeted sales force size with 18 sales executives covering 19 targeted major metropolitan regions
- Pacific Edge has identified these regions as covering 60% of its potential market in the USA.

LAUNCH OF NEW PRODUCTS INTO US MARKET

- Cxbladder Detect: In market since 2013
- Cxbladder Triage: Launched in the US in 2015
- Cxbladder Monitor: Being readied for launch in US in 2016

KAISER PERMANENTE USER PROGRAMME RECRUITMENT NEARING COMPLETION

- Recruitment progressing well and expected to be completed on time in 2016
- Kaiser Permanente has more than 17,000 physicians employed across 38 hospitals and more than 600 medical offices and other facilities

GOOD PROGRESS WITH VA AND CMS

- Expect to receive approval for registration on the Federal Supply Schedule in the near future
- Working to finalise the process with the CMS



OTHER MARKETS

AUSTRALIA

- February 2016: Announced new commercial partnership with Tolmar Australia Pty Limited, a specialised uro-oncology company which provides medicine and support to men with advanced prostate cancer
- Tolmar will provide sales and marketing for Pacific Edge's Cxbladder tests in Australia, supported by the Pacific Edge team in New Zealand and the company's Melbourne based in-country manager
- Tolmar has a team of eight highly skilled and specialised sales people who will encourage trial and commercial use of Cxbladder with urologists

NEW ZEALAND

- Continuing to develop clinical partnerships and encourage uptake of our Cxbladder technology

SOUTH EAST ASIA

- Investigating the market opportunity
- Establishing a presence in Singapore as a beachhead into the rest of the SEA region
- User Programme Study is underway with a leading hospital in Singapore to generate data specific to Singapore and to enable physicians to use Cxbladder Detect in their clinical setting



STRATEGIC OPPORTUNITIES FOR GROWTH

Targeting High Growth Over The Medium Term by Creating More Products and Building Sales in an Increasing Number of Markets



www.pacifedge.co.nz
www.cxbladder.com
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