



PACIFIC EDGE

INVESTOR PRESENTATION
FY 2022 RESULTS
26 MAY 2022



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DR PETER MEINTJES
Chief Executive Officer



GRANT GIBSON
Chief Financial Officer



AGENDA

1. Highlights
2. About Pacific Edge
3. Operational performance
4. Framing our investment Program
5. Financial Performance
6. Outlook
7. Q&A



FY 22 HIGHLIGHTS: TEST VOLUMES ACCELERATE IN THE PIVOTAL US MARKET

▲ **46%**

GLOBAL TESTING
VOLUMES
(TLT*)

Global TLT of 23,086 tests
Commercial Tests increase
48% to 19,196 tests

▲ **59%**

US TESTING
VOLUMES (TLT*)

US TLT of 18,864 tests
US Commercial Tests rise
62% to 15,572 tests

▲ **49%**

GROWTH IN
OPERATING
REVENUE

Operating revenue \$11.4M
Total revenue \$13.9M

\$19.8M

NET LOSS AFTER
TAX

Increase from \$14.2M in
FY21 amid investment for
future growth

\$105.4M

CASH, CASH
EQUIVALENTS &
SHORT-TERM
DEPOSITS

Strong balance sheet
following \$103.5M capital
raising in 2021

PACIFIC EDGE IS NOW SET TO BUILD ON
THIS SUCCESS WITH AN INVESTMENT
PROGRAM FRAMED BY THREE PILLARS

- RESEARCH AND INNOVATION
- EVIDENCE, COVERAGE AND GUIDELINES
- ADOPTION, RETENTION & REVENUE GENERATION

*TLT is the Total Laboratory Throughput including commercial, pre-commercial and clinical studies testing

Cxbladder®

PACIFIC EDGE
CANCER DIAGNOSTICS COMPANY

PACIFIC EDGE: AN OVERVIEW OF OUR BUSINESS AND THE OPPORTUNITY





Mission

To help improve people's lives and patient outcomes by providing leading solutions for the early detection and management of cancer.



Vision

A world where the early diagnosis and better treatment of cancer is within reach of everyone.

"Nobody should die of cancer"



PACIFIC EDGE AT A GLANCE



FROM IP DEVELOPMENT TO PATIENT

- **IP:** 4x patent families in urothelial cancer, with >80 patents including RNA biomarkers and their analysis algorithms
- **Cxbladder:** Advanced genomic biomarker tests from a non-invasive urine sample for the early detection and management of urothelial cancer
- **Clinical Evidence:** Peer-reviewed clinical validity and utility data that shows Cxbladder outperforms Standard of Care (SoC)
- **Reimbursement:** Cxbladder tests reimbursed by Medicare and Kaiser Health Plan
- **Patient Empowerment:** Non-invasive efficacious testing offers opportunity for increased patient compliance with surveillance and management regimes

>2,000^{1,2}

Urologists
have ordered
Cxbladder

~300K¹

Annual
laboratory test
capacity

>80,000^{1,2}

Patients
have used
Cxbladder

86*

FTE people
(38 APAC,
48 USA)

1. Company data *As at 31 March 2022

2. Figures are cumulative across company history and represent unique ordering clinicians and unique patients



UROTHELIAL CANCER IS A SIGNIFICANT GLOBAL HEALTHCARE CHALLENGE

~550K

Annual cases
and growing¹

~200K

Annual
deaths¹

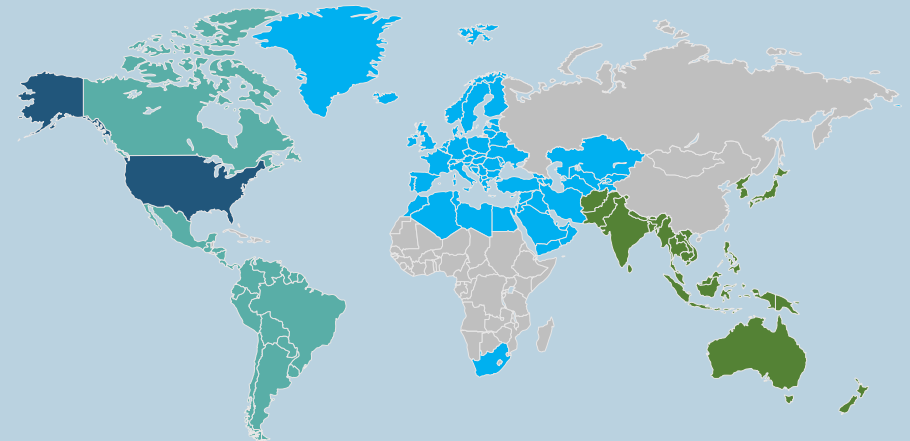
6TH

Most common
cancer in men¹

~70%

Recurrence

- Hematuria evaluation for suspected urothelial cancer has high detection and surveillance costs²
- Current American Urological Association guideline leads to recommendation for >90% cystoscopy of patients presenting with hematuria³
- Under guidelines in the US, 3.4 million patients should be worked up for cystoscopy, but only 1 million undergo the procedure⁴
- Only 40% of patients comply with existing standards of care due to invasive and high-cost diagnostic procedures⁵



- USA – TAM* US\$3.5b
- Americas (non-US) – TAM US\$0.5b
- EMEA (w/o most of Africa) – TAM US\$1.4b
- APAC (w/o China) – TAM US\$2.2b

1. Bray et al. Global cancer statistics 2018: GLOBOCAN estimates of incidence and mortality worldwide for 36 cancer types in 185 countries. *Ca Cancer J Clin.* 2018;68:394-424

2. Botterman et al. The health economics of bladder cancer: a comprehensive review of the published literature. *Pharmacoeconomics* 2003;21(18):1315-30.

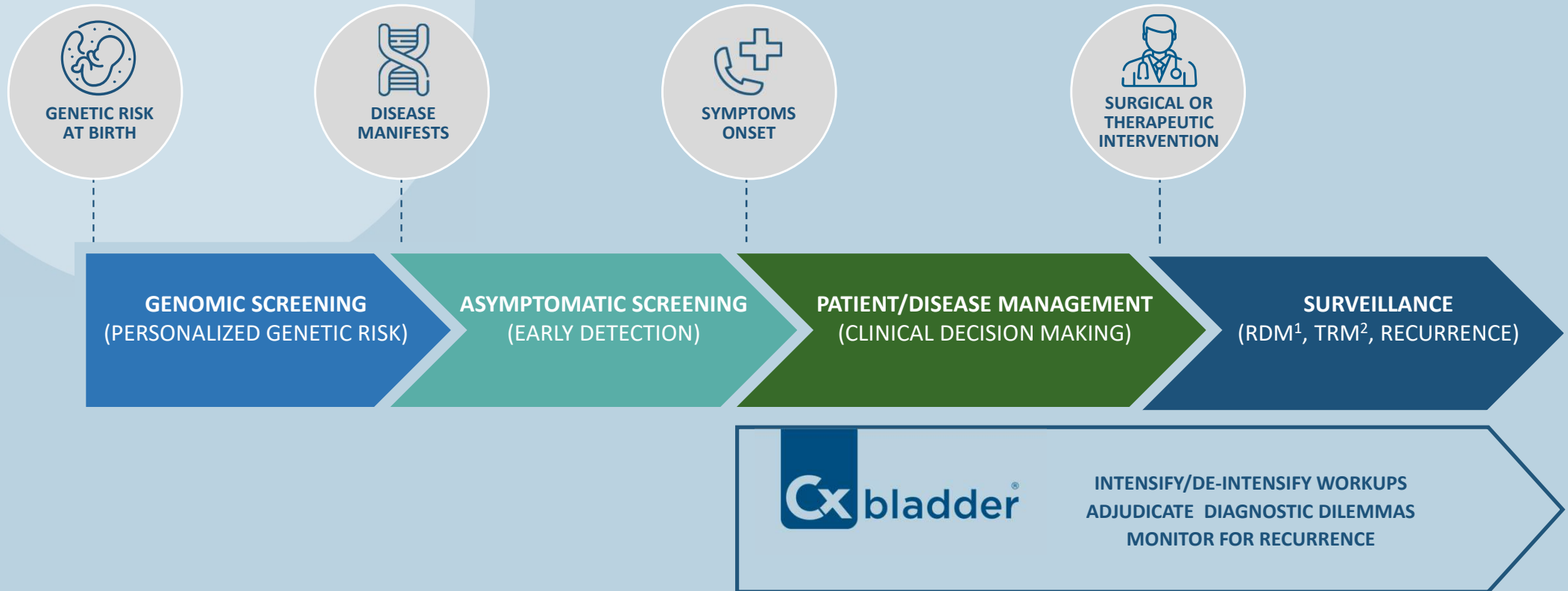
3. Woldu SL et al. (2021b) Urinary-based tumor markers enhance microhematuria risk stratification according to baseline bladder cancer prevalence. *Urol Oncol.*

4. Kenigsberg, A, et al. The Economics of Cystoscopy: A Microcost Analysis, *Urology* 157: 29-34, 2021.

5. Schrag, D et al. Adherence to Surveillance Among Patients With Superficial Bladder Cancer *JNCC*, Volume 95, Issue 8, 16 April 2003.

TAM is the Total Addressable Market based on Pacific Edge estimates.

MOLECULAR DIAGNOSTICS VALUE CHAIN: PATIENT JOURNEY



1. RDM: Residual Disease Monitoring
2. TRM: Therapeutic Response Monitoring.

CXBLADDER IN THE PATIENT CARE PATHWAY

Typical standard of care on the patient care pathway

Primary Care Physician
Patient presents with hematuria and clinician cannot rule out cancer. Patient referred to urologist

Urologist
Current guidelines for hematuria evaluation recommend >90% get cystoscopy¹ ahead of diagnosis & treatment

Urologist
Monitor for recurrence with cystoscopy, frequency varies according to patient presentation

Cxbladder™
TRIAGE

For use in the **PRIMARY CARE** and **SPECIALIST** settings to de-intensify hematuria workup or rule out urothelial cancer (UC)

Cxbladder™
DETECT

For use by **SPECIALISTS** to detect the presence of urothelial cancer and adjudicate diagnostic dilemmas

Cxbladder™
MONITOR

For use by **SPECIALISTS** to monitor for recurrence at a frequency proportional to risk

VALUE PROPOSITION

Cxbladder TRIAGE (CxbT) Cxbladder DETECT (CxbD) Cxbladder MONITOR (CxbM)



Assists clinicians to **safely de-intensify** hematuria evaluation from low incidence populations
Sensitivity 95% / NPV 99%

Assists clinicians to **adjudicate diagnostic dilemmas** (e.g. equivocal cystoscopy & atypical cytology) in any patient population
Sensitivity 82% / Specificity 85% / NPV 97%

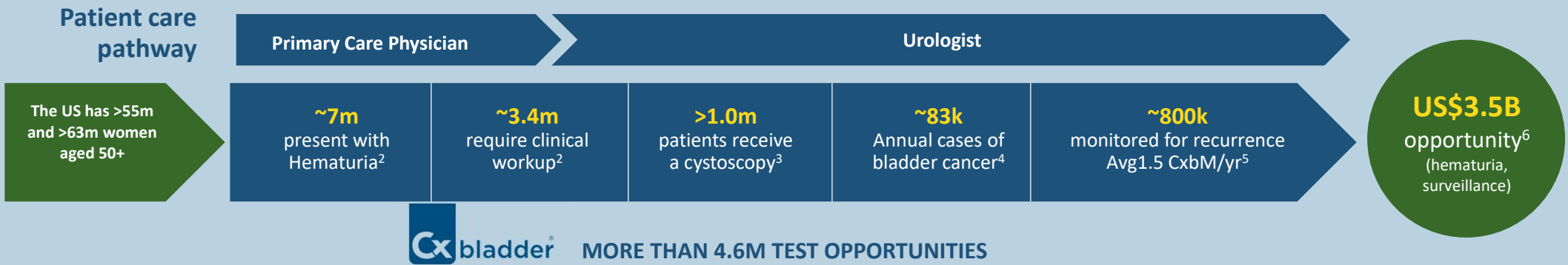
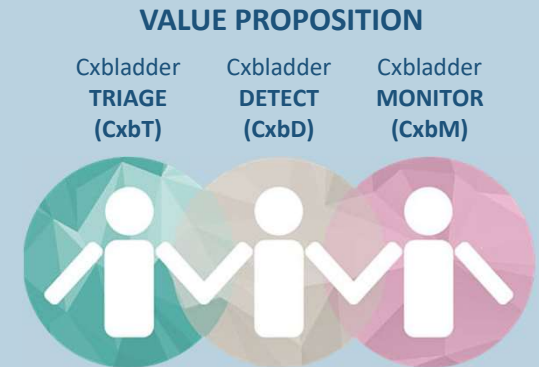
Assists clinicians in **monitoring for UC recurrence**. Intended to reduce the frequency of surveillance cystoscopy and improve patient compliance
Sensitivity 93% / NPV 97%

Sensitivity: the likelihood of the test to be positive in a patient with the disease **Specificity:** the likelihood of the test to be negative when the patient does not have the disease; **NPV:** the likelihood of a negative test being a true negative.

¹Woldu SL et al. (2021b) Urinary-based tumor markers enhance microhematuria risk stratification according to baseline bladder cancer prevalence." Urol Oncol.



UROTHELIAL CANCER (UC) IN THE US MARKET



¹ American Cancer Society, 2019 29

² Presentation from Dr Sia Daneshmand (Director of Urologic Oncology and Clinical Research, USC) July 2019 2. NIH National Cancer Institute, 2021 4. Bladder Cancer Advocacy Network, 2017

³ Kenigsberg, A, et al. The Economics of Cystoscopy: A Microcost Analysis, Urology 157: 29-34, 2021.

⁴ National Cancer Institute 2021 forecast

⁵ Pacific Edge Estimate

⁶ Pacific Edge estimates at US\$760/Per test



FY22 OPERATIONAL PERFORMANCE

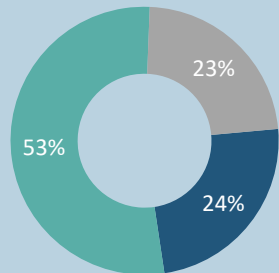


GLOBAL: COMMERCIAL TESTS GROWING STRONGLY AS US ACCELERATES

Total Lab Throughput (TLT) has increased 46% to 23,086 tests in FY22

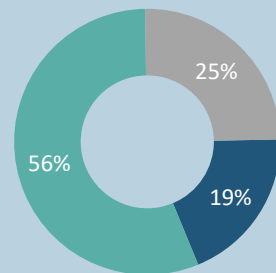
- Stronger US growth despite COVID continuing to impact sales efforts throughout the financial year
- Account Executives hired in the US during FY22 are moving to tenured and improving contribution
- Growth in Cxbladder Detect in test mix reflects growing US test volumes

FY21 Testing Volumes (TLT) by Type



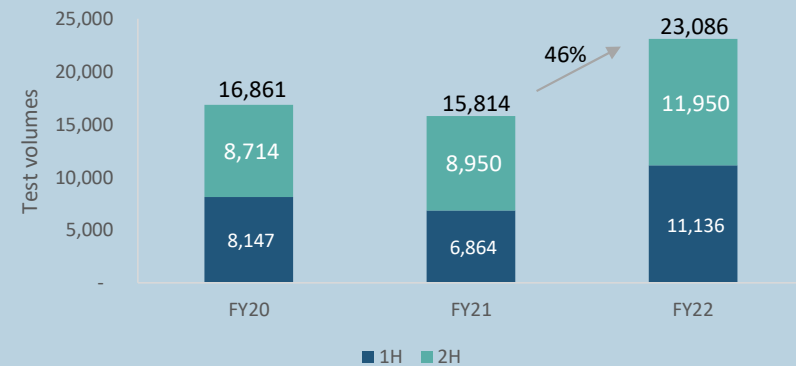
■ Triage ■ Detect ■ Monitor

FY22 Testing Volumes (TLT) by Type

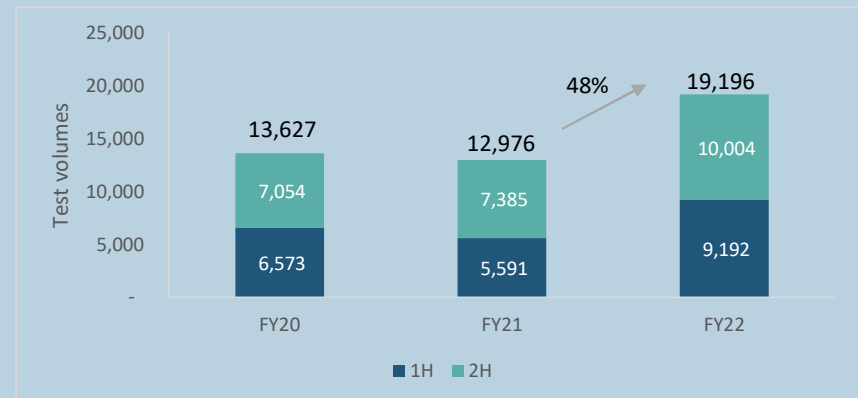


■ Triage ■ Detect ■ Monitor

PEL: Global Testing Volumes (TLT*)



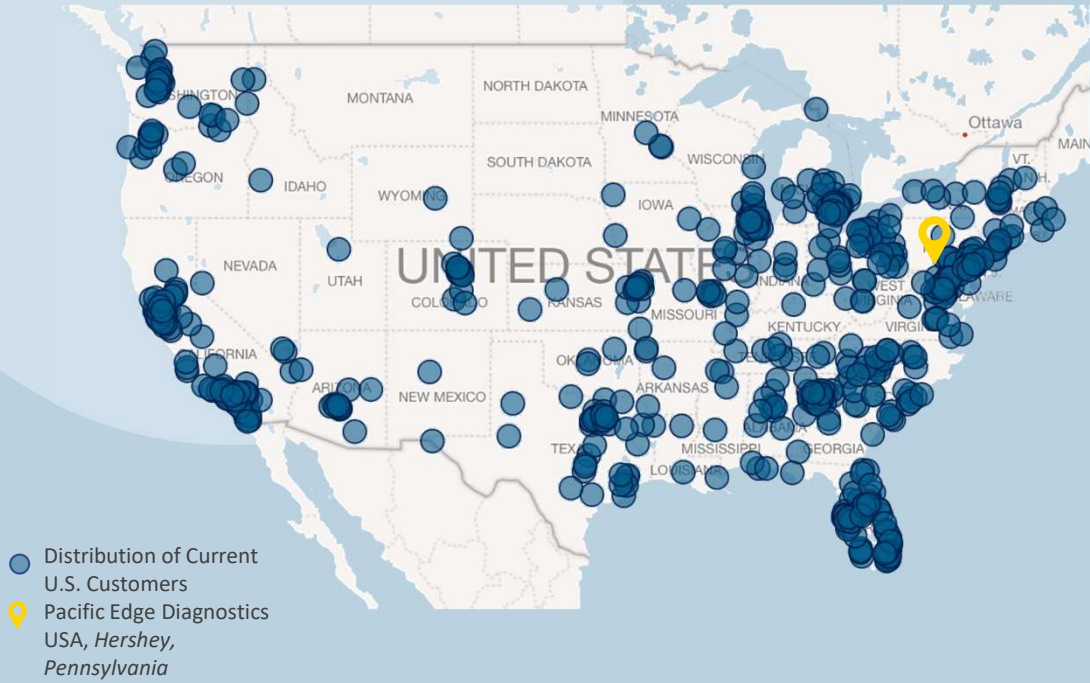
PEL: Global Commercial Testing Volumes



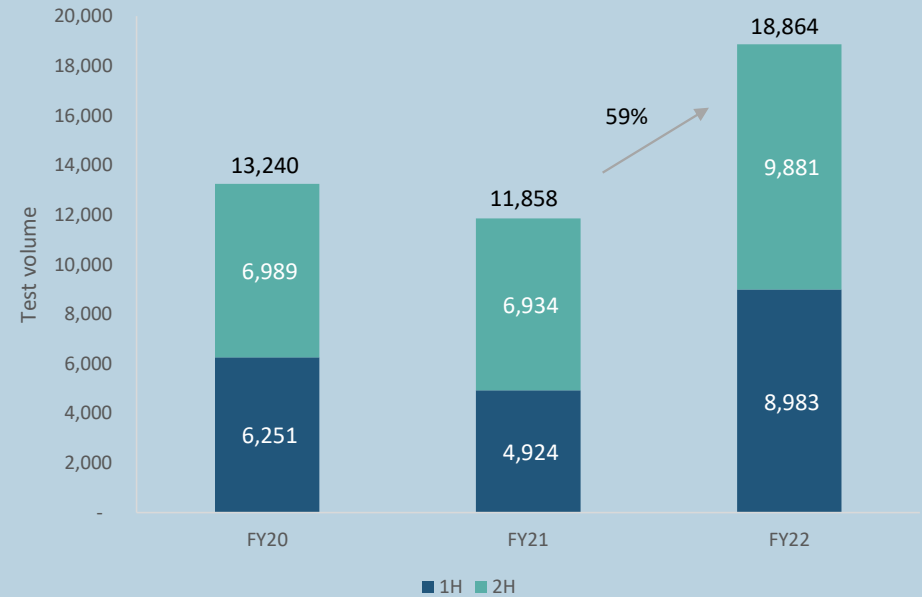
*TLT is the Total Laboratory Throughput including commercial, pre-commercial and clinical studies testing



AMERICAS: SALES ACTIVITY AND INDICATORS



Americas' Testing Volume (TLT)



Americas' Commercial Testing represent 84% of FY22 volumes

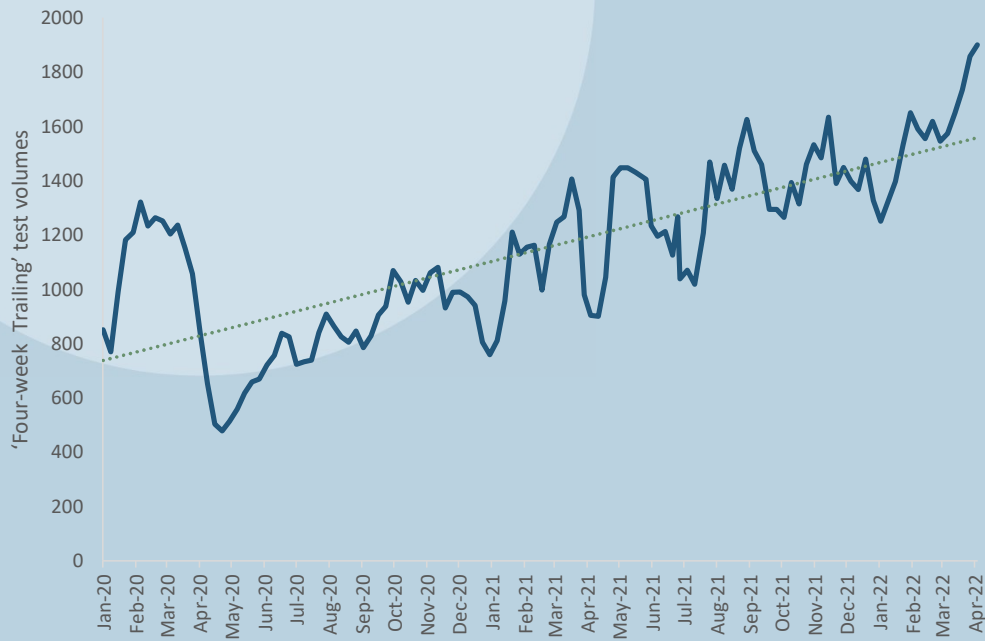
- Stronger US growth (59%) despite COVID continuing to affect sales efforts throughout the financial year
- Sales activity is clustered predominantly in urban population centres
- Continued to increase the number of US Account Executives during FY22, with 23 at the end of March 2022, up from 18 at the end March 2021¹

¹ These Account Executives were supported by three Regional Sales Directors, who have been in place over the entire financial year.

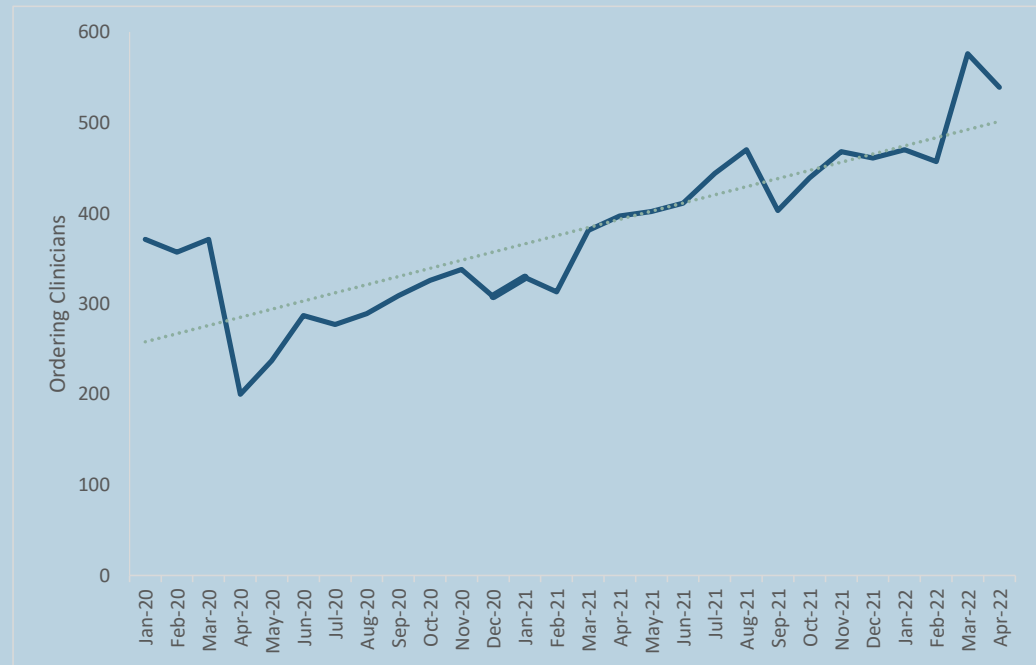


AMERICAS: COVID IMPACT AND RECOVERY

Americas 'Four-week Trailing' Testing Volumes (TLT)



Americas Monthly Ordering Clinicians



- Number of reported tests/week has tracked COVID waves, and is showing promising increasing signs
- Number of unique ordering clinicians has tracked COVID waves, and is showing promising increasing signs

AMERICAS: KEY PAYORS ALREADY ACTIVATED



- Centers for Medicare and Medicaid Services (CMS) covers more than 61.5m US citizens over 65 and people on low incomes
- Average age of patients presenting with hematuria is over 70 years old. Consequently, the payor landscape skews towards Medicare with more than two thirds of our patient population covered by Medicare
- Focus is on selling to urologists, who order Cxbladder tests based on medical necessity



- The Kaiser Health Plan covers over 12.5m members, with >85% of those members in California
- Following internal utility evaluation, clinic-by-clinic rollout continues starting in Southern California where the test was evaluated
- Volume growth is steady, and is expected to increase after Electronic Medical Record (EMR) integration. This is viewed as a marathon, not a sprint
- Cxbladder Triage adoption at Kaiser enhances the case for reimbursement by CMS

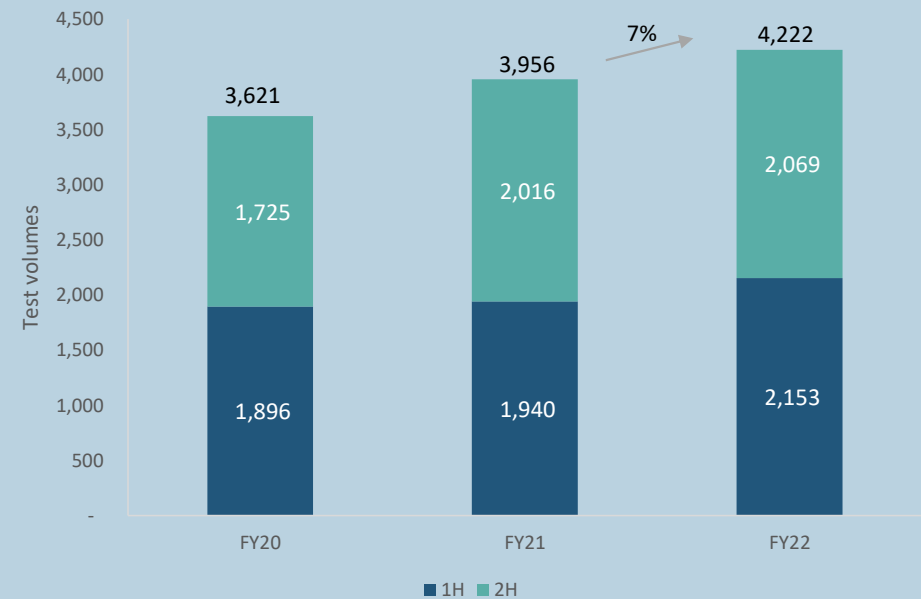


- The Veterans Health Administration (VHA) within the Department of Veterans Affairs (VA) is the second largest integrated healthcare system in the US serving >9m veterans each year
- The DRIVE clinical study is an important engagement with VA urologists to determine utility in a cohort of VA patients
- As the study nears completion, Pacific Edge expects to slowly migrate the study sites and other VA sites to commercial adoption as part of a site-by-site rollout
- Cxbladder Triage adoption at the VA enhances the case for reimbursement by CMS

APAC: NEW ZEALAND AT THE FOREFRONT WITH ADOPTION BY PRIMARY CARE

- More than 70% of New Zealand's population are already covered by individual DHB agreements. Further market adoption in New Zealand is expected to be slower than other regions with APAC
- COVID restrictions impacted our sales efforts leading to a slower rate of growth in New Zealand during FY22
- The upcoming consolidation of the District Health Boards in New Zealand provides an opportunity for greater coverage and more consistent usage of Cxbladder
- Promoting additional hospitals to utilize Cxbladder in Primary Care (aka the "Canterbury Model") provides an opportunity for additional growth in New Zealand
- Early commercial testing volume received from Northern Health in Melbourne with nine other Australian hospitals trialling Cxbladder
- Singapore clinical studies completed enrolment; business case underway to determine go-to-market approach

APAC Test Volumes (TLT)



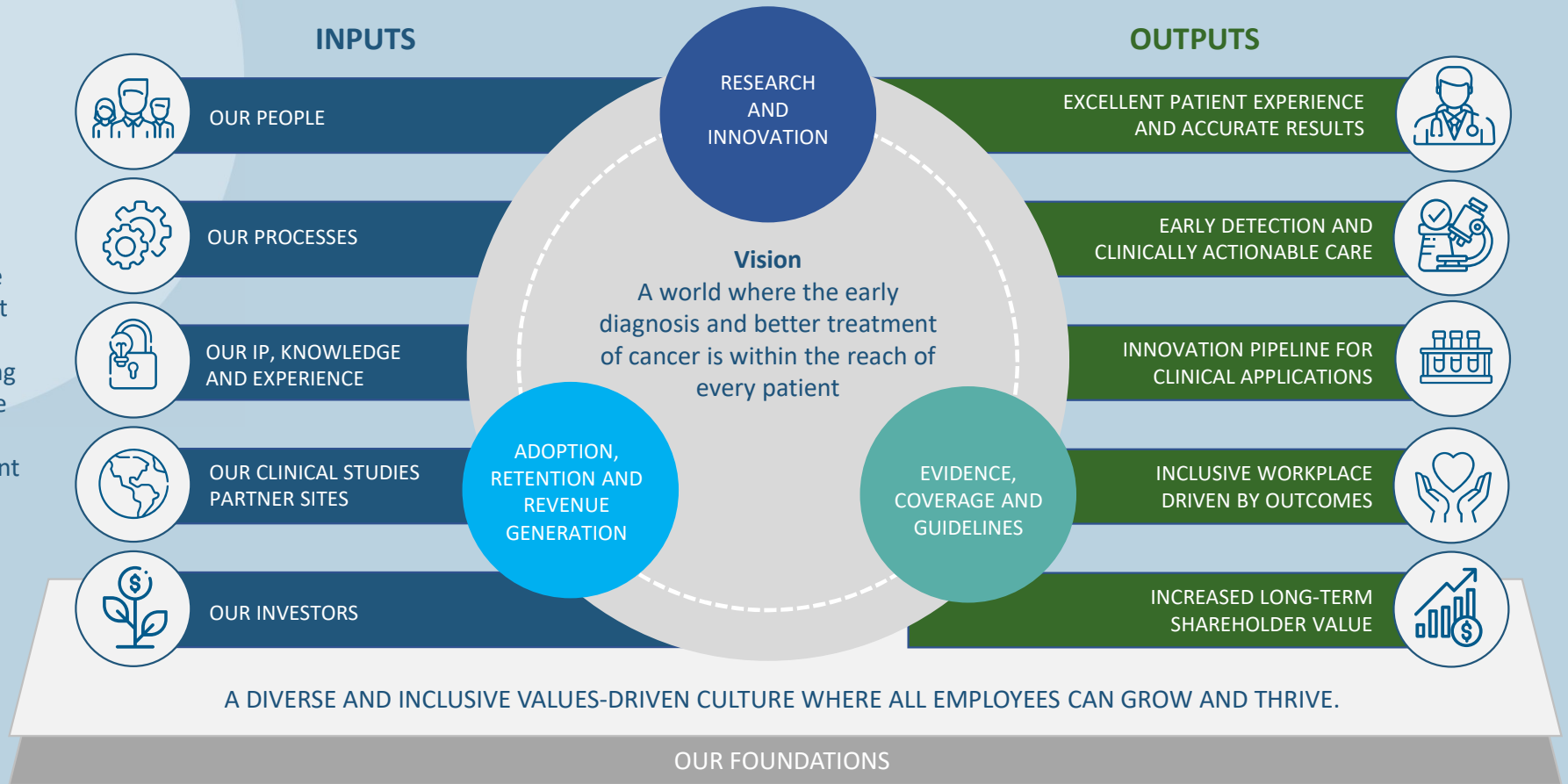
Commercial tests represent 82% of FY22 volumes

THE FUTURE: PACIFIC EDGE INVESTING FOR GROWTH



FRAMING OUR INVESTMENT PROGRAM

Mission
To help improve lives and patient outcomes by providing leading solutions for the early detection and management of cancer.



1) RESEARCH AND INNOVATION:

UNDERSTANDING THE ENTIRE COMMERCIALISATION PATHWAY



FOCUS AREAS:

1. Evaluate 'product concepts' to address unmet clinical needs through market research and scientific/clinical advisory boards
2. Evaluate cutting-edge technologies to meet the market requirements of desired product concepts
3. Continue to build a patent portfolio for novel clinical applications of cutting-edge molecular technologies
4. Turn patented technology into clinically-validated molecular diagnostic tools that address an unmet clinical need

RESEARCH AND INNOVATION: DRIVING IP TO TECHNOLOGY

\$190M

Accumulated investment in Cxbladder over 10+ years

4

Patent families spanning RNA and analysis algorithms

KEY IP

Ability to stabilise RNA/DNA and determine gene expression signatures in urine

FY22 ACHIEVEMENTS

- Publication of TDR study covering CxbR, alone and in combination¹
 - Important insights on distinguishing High Impact Tumours
 - More R&D needed to develop CxbR as a clinically actionable test
- Singapore Observational Study – patient enrolment complete despite COVID disruption

FY23 FOCUS

- Singapore Observational Study
 - Data analysis complete. Publication pending
- Explore market potential of various product concepts including:
 - Prognostics or companion diagnostics in urology
 - Adjacent disease (with molecular signal in the urine)
- Enhance Pacific Edge's information infrastructure



1. Raman, D et al The Diagnostic Performance of Cxbladder Resolve, Alone and in Combination with Other Cxbladder Tests, in the Identification and Priority Evaluation of Patients at Risk for Urothelial Carcinoma. Journal of Urology, Vol. 206, 1380-1389, December 2021

2) EVIDENCE, COVERAGE AND GUIDELINES: CHANGE CLINICAL PRACTICE



FOCUS AREAS:

Generate high-quality clinical validation and utility evidence through clinical studies

Use Clinical Utility evidence to:

- Drive the adoption of Cxbladder by clinicians, insurers and hospitals ahead of guideline inclusion
- Pursue inclusion of Cxbladder in globally-relevant standards and guidelines of clinical care across the breadth of patient pathways
- Foster trusted relationships with key opinion leaders, relevant uro-oncology centres of excellence, professional societies and patient advocacy networks to drive a broader awareness and demand for Cxbladder
- Develop the scientific and clinical credibility of the Cxbladder brand



GLOBAL GUIDELINES PIVOTAL TO THE WIDESPREAD ADOPTION OF CXBLADDER

Recognition in national guidelines deepens and accelerates commercial use of Cxbladder tests and entrenches coverage by nationally relevant healthcare institutions.



- Most influential and largest urological association in the world
- U.S. based - 23,000 members worldwide.
- Standards of care relevant to Cxbladder:
 - Hematuria and micro-hematuria management
 - Non-muscle invasive bladder cancer (NMIBC). (Standard makes an allowance for the use of biomarkers in surveillance)
- Guidelines reviewed as new evidence emerges
- Pacific Edge can influence this process by publishing new clinical evidence

www.auanet.org



- Leading urologic authority in Europe
- Netherlands-based, 18,000 members
- Standards relevant to Cxbladder
 - Non-muscle invasive bladder cancer (NMIBC)
 - Guidelines loosely followed in New Zealand, Australia and Singapore, but localised at a national and regional level
- Guidelines recently reviewed with favourable biomarker language and are updated regularly

www.uroweb.org

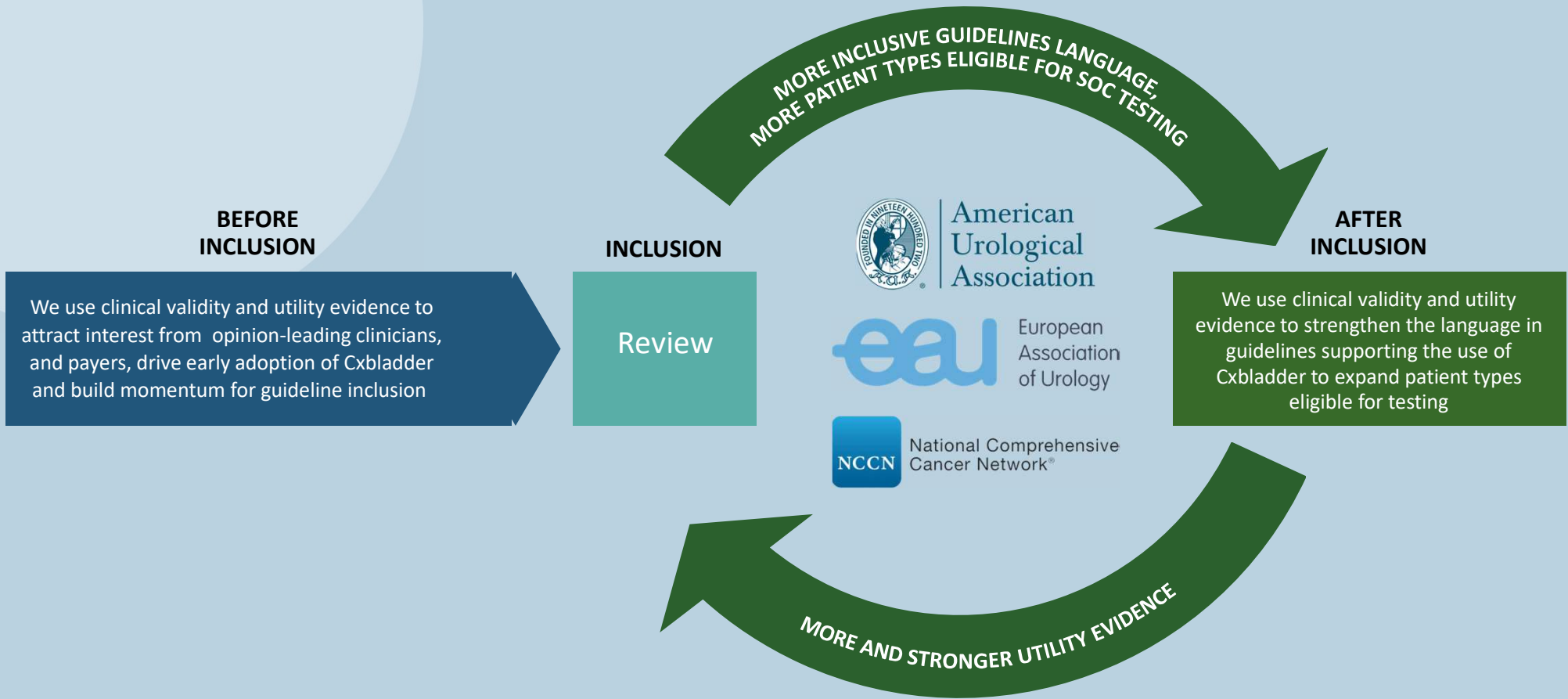


- US-based not-for-profit alliance of 32 leading US cancer centres
- Bladder cancer standard suggests biomarkers may be considered during surveillance of high-risk non-muscle-invasive bladder cancer
- Guidelines reviewed annually

www.nccn.org



STRENGTHENING THE CASE FOR CXBLADDER IN KEY GUIDELINES



CLINICAL EVIDENCE GENERATION TOWARDS GUIDELINE INCLUSION (1/2)

STUDY	AIM	LOCATIONS	ENROLLED SITES*	STATUS**
US Primary study	Prospective, single-arm, observational study to develop clinical evidence for Cxbladder tests in facilitating early detection, intensifying or de-intensify hematuria evaluation and assistance in adjudicating equivocal cystoscopy	USA	12/12	Enrolment complete Analysis complete Publication pending
Singapore Study	Prospective, single-arm, observational study to develop clinical evidence for Cxbladder tests in facilitating early detection, intensifying or de-intensify hematuria evaluation and assistance in adjudicating equivocal cystoscopy	Singapore	4 / 4	Enrolment complete Analysis complete Publication pending
STRATIFY (formerly RCT)	<p><u>S</u>afe <u>T</u>esting of <u>R</u>isk for <u>A</u>symptomatic Microhematuria, <u>F</u>emales & <u>Y</u>ounger patients</p> <p>Demonstrate the clinical utility of Cxbladder using a prospective, two-arm randomized design to safely risk-stratify patients and rule out from further hematuria evaluation</p> <ul style="list-style-type: none"> • Safely risk stratifying patients in order to rule out from cystoscopy • Demonstrate the clinical utility of Cxbladder against the AUA guidelines 	USA Canada	10 / 11	Recruitment re-started after COVID-related delays Full data collected 2023 Q4
DRIVE (formerly VA Study)	<p><u>D</u>etection and <u>R</u>isk Stratification in <u>V</u>eterans Presenting with Hematuria</p> <p>Prospective, single-arm, observational study to demonstrate the performance and utility of Cxbladder tests in risk stratifying Veterans presenting with hematuria</p> <ul style="list-style-type: none"> • Demonstrate performance with Veterans and contribute to commercial adoption of Cxbladder for use with Veterans • Pivotal for the adoption of Cxbladder by Veterans Affairs but relevant to the AUA • Recruitment re-started after COVID-related delays • Targeting inclusion of all veterans presenting for evaluation of hematuria 	VA Sites (USA)	7 / 11	Study expanded to get more data on low-risk patients Full data collected mid 2025

*Estimated number of enrolled sites

**All dates are best-case estimates and subject to change



CLINICAL EVIDENCE GENERATION TOWARDS GUIDELINE INCLUSION (2/2)

STUDY	AIM	LOCATIONS	ENROLLED SITES*	STATUS**
DEDUCT	<p>Detection of Disease in the Upper traCT</p> <p>Prospective, single-arm, observational study to validate performance of Cxbladder for the detection of urothelial carcinoma (UC) in the upper tract (UTUC)</p> <ul style="list-style-type: none"> Evaluate Cxbladder to safely avoid ureteroscopy Safely risk stratify patients suspected to have UTUC and avoid unnecessary ureteroscopy and radiation exposure through imaging Targeting inclusion of Cxbladder utility for UTUC in AUA guidelines 	USA	0 / 4	Pilot data analysed in early 2024 – decision point to expand the study
LOBSTER	<p>Longitudinal Bladder Cancer Study for Tumor RecurRence</p> <p>Prospective, single-arm, observational study to evaluate the performance characteristics and clinical utility of CxbM in a new surveillance protocol vs standard of care over four visits</p> <ul style="list-style-type: none"> Safely risk stratify patients under surveillance for recurrence of UC Safely alternate CxbM with cystoscopy for intermediate and high-risk patients under surveillance for recurrence of UC Targeting AUA guidelines inclusion for biomarkers as an alternative to cystoscopy in a surveillance setting 	USA (including some VA sites) Australia	2 / 10	First patient expected in 2022 Q2
MONSTER	<p>Monitoring Study of post-Treatment Effectiveness for Residual Disease</p> <p>Single-arm, observational study to validate the performance characteristics of Cxbladder against white light cystoscopy during surveillance of UC</p> <ul style="list-style-type: none"> Christchurch District Health Board study to measure tumor burden To safely risk stratify patients for residual disease prior to the 6-week re-resection for high grade patients or the 3-month flexible cystoscopy check for all patients 	NZ	0 / 1	In planning, once pilot analysed then consider expansion to USA

*Estimated number of enrolled sites

**All dates are best-case estimates and subject to change



3) ADOPTION, RETENTION AND REVENUE GENERATION



FOCUS AREAS:

1. Diversify sales process to target Strategic Accounts differently, including education and Key Opinion Leader (KOL) engagement activities by our Medical Affairs team
2. Drive protocolized adoption of Cxbladder at the earliest point in the patient care pathway
3. Increase event marketing, sponsorship and marketing communications to amplify our clinical evidence generation within the urology and oncology communities
4. Establish “in-network” or contracted relationships for the reimbursement of Cxbladder with government healthcare funders and private payors
5. Empower patients through patient awareness and patient advocacy initiatives through established societies and our Cxbladder website



CAPITALIZING ON EARLY MOMENTUM (1/2)

TARGET US RELATIONSHIPS

13,790

Practicing urologists¹

1,900

Large urology group practice sites²

>2,000

Clinicians that used Cxbladder in FY22³

AMERICAS INITIATIVES

- **Direct Sales Force:**
 - Up to 9 additional Account Executives and 1 Regional Sales Director to be added to the sales team taking the total to up to 40*
 - New Marketing & Sales Support Managers (+2 FTE)*
 - New Virtual Sales Team (up to +5 FTE)* to enhance the customer experience and streamline test ordering and results delivery
 - Strategic Accounts Sales personnel (up to +2 FTE)
- **Medical Affairs Team:**
 - VP Medical Affairs, leading a team of Medical Science Liaison (MSL) (3-5 FTE)*
 - MSLs are educators and experts on clinical, scientific and medical matters relevant to products and urology in general
 - Drive Key Opinion Leader (KOL) engagement with speakers' bureaus, advisory boards and similar
 - Targeting podium presentations of our clinical evidence at major conferences



¹ American Urological Assn Census 2021, ² BHN Network ³ Company data
*All planned hires subject to achievement of business milestones.

CAPITALIZING ON EARLY MOMENTUM (2/2)

ENGAGING WITH CLINICIANS AND CUSTOMERS

50

Urology conferences across the US and APAC

4 + 36

Planned total Sales Execs*

5

New virtual sales team members*

AMERICAS INITIATIVES

- **Marketing Activities:**
 - Conference podiums, presentations, posters
 - Conference advertising/sponsorship
 - Increased and targeted marcom activities
- **Customer Experience:**
 - Electronic Medical Records (EMR) integration – streamlining customer ordering and reporting.
 - PIHSS – continued promotion of our patient in-home sampling system
 - Managed Care – focus on simplifying EOB, billing and claims processing

APAC INITIATIVES

- Adding remaining New Zealand DHBs, driving Cxbladder to primary care.
- Market development through clinical studies in Australia, Singapore
- Commencement of commercial revenue in Australia
- New APAC business development manager (+ 1FTE)



¹ American Urological Assn Census 2021, ² BHN Network ³ Company data

*36 Account Execs and 4 Regional Sales Directors. Executives All planned hires subject to achievement of business milestones.

PATIENTS: BUILDING THE CX BRAND AND ADVOCACY

UNITED STATES OF AMERICA

The Bladder Cancer Advocacy Network (BCAN) represents the voice of the patient in the USA:

- Dedicated to advancing research and supporting those impacted by the disease
- Large and growing community of patients, caregivers, survivors, advocates, medical and research professionals
- Coordinate networking, knowledge sharing, and fundraising events throughout year
- Provide a range of educational resources and support services for patients and caregivers

Planned partnership activity:

- Sponsorship of Walk to End Bladder Cancer events around the country and thought leadership and networking events
- Co-development of leading patient resources

Evolution of Cxbladder.com as a resource hub for patients and caregivers:

- Growing library of clinical and care-focused articles designed to address topics of interest and common questions




BCAN[®]
Bladder Cancer Advocacy Network

PATIENTS: BUILDING THE CX BRAND AND ADVOCACY

APAC

Cancer Society New Zealand:

- New Zealand's leading organisation dedicated to reducing cancer incidence, and care
- Work closely with communities and decision makers to provide leadership around cancer control

Planned partnership activity:

- Collaboration on patient resources. Starting In May 2022 (Bladder Cancer Awareness Month) this will focus on educational video to promote awareness of bladder cancer symptoms and risk factors among high-risk groups



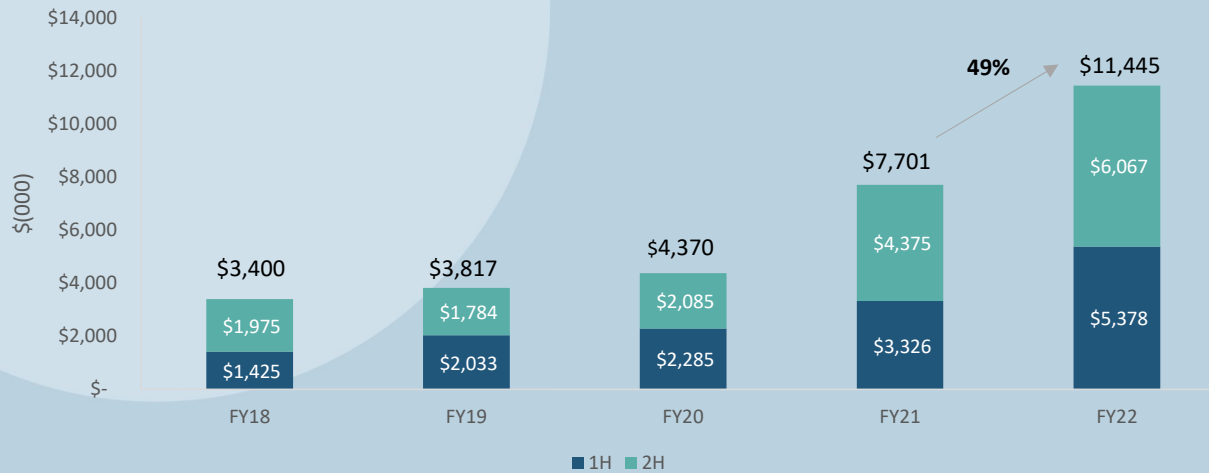


GRANT GIBSON
Chief Financial Officer



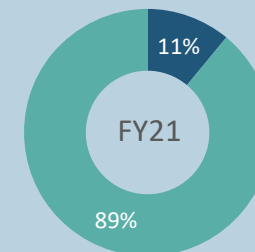
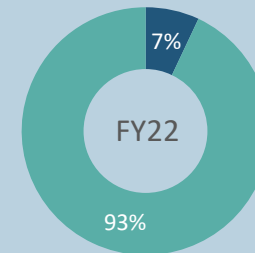
THE US AND TEST VOLUME GROWTH DRIVING REVENUES

Pacific Edge Operating Revenue



- Operating revenue for FY22 49% up on the prior year to \$11.4m
- Seeing an acceleration in test volumes with new hires and easing of COVID restrictions (strong growth from March '22 to May '22)
- US continuing to contribute an increasing share of revenue

Regional Revenue Split



ACCELERATING INVESTMENT TO CAPTURE THE US OPPORTUNITY

Year to 31 March	2022 \$000	2021 \$000	Variance \$000	Change %
Operating revenue	11,445	7,701	3,744	49%
Total revenue	13,878	10,439	3,439	33%
Operating expenses	(33,666)	(24,662)	(9,004)	37%
Total comprehensive loss	(19,674)	(14,177)	(5,497)	39%
Cash receipts from customers	10,942	6,747	4,195	62%
Net operating cash outflow	(17,552)	(13,570)	(3,982)	29%
Net cash, cash equivalents and short-term deposits	105,412	23,129	82,283	356%

- Operating revenue growth of 49%
- Operating expenses up 37%, with sales and marketing making up 56% of this growth as we invest in future growth
- Cash receipts rise strongly year on year (up 62%), as reimbursement rates continue to increase
- Strong balance sheet following the \$103.5m capital raise in September / October 2021

OPERATING COSTS RISING IN LINE WITH CAPITAL RAISING PROGRAM

Operating Expenses Year to 31 March	2022 \$000	2021 \$000	Variance \$000	Change %
Laboratory Operations	6,498	5,466	1,032	19%
Research	5,135	4,584	551	12%
Sales and marketing	14,277	9,202	5,075	55%
General and administration	7,756	5,410	2,346	43%
Total operating expenses	33,666	24,662	9,004	37%

INVESTING IN FY23 TO DELIVER IN FY24

- Operating expenses increase 37% to \$33.7m
- Majority of expansion (56%) is in sales and marketing as we increase Account executives in the US, and COVID restrictions ease and face to face meetings recommence
- Laboratory operating expenses have increased in line with volumes
- R&D expenditure rising with clinical trial expansion and investment for long-term growth
- G&A up by \$2.3m with capital raising and ASX listing adding \$0.8m
- Expect increase in the coming year as investment for growth continues



DR PETER MEINTJES
Chief Executive Officer



OUTLOOK: INVESTING FOR LONG TERM GROWTH



- Pacific Edge expects its investment in innovation, evidence, people, and brand to drive growth in test volumes and revenue
- We also expect that the selling environment, including international travel will improve with COVID restrictions easing as the disease becomes endemic
- Consequently, Pacific Edge is excited and optimistic that the investment priorities outlined here are well aligned with long-term shareholder value, and we remain well-positioned to deliver that over the coming years

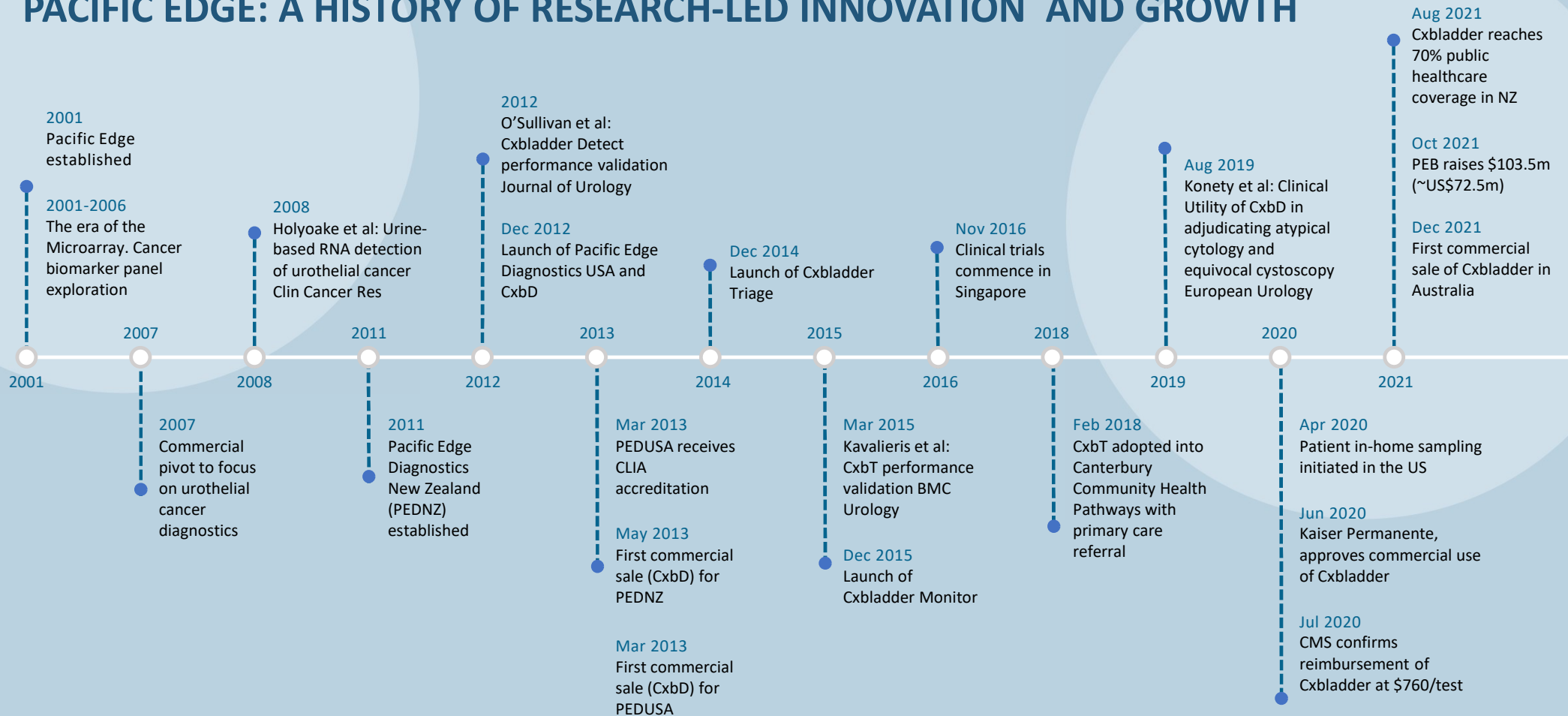
Q&A



APPENDIX



PACIFIC EDGE: A HISTORY OF RESEARCH-LED INNOVATION AND GROWTH



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