PACIFIC EDGE 2019 ANNUAL MEETING

31 JULY 2019





BOARD OF DIRECTORS



Chris Gallaher Independent Director, Chairman

David Darling Executive Director and Chief Executive Officer

John Duncan Independent Director

David Levison Independent Director (US-based)

Anatole Masfen Independent Director

Sarah Park Independent

Bryan Williams Independent Director

GOVERNANCE

Board of Directors

Experience in governance, finance, sales management cancer research, biotechnology and life sciences, investment and business advisory.

Subsidiary Board Directors

In-country commercial experience and scientific and/or clinical expertise.

Scientific and Clinical Advisory Boards

Expert advice on global clinical needs and product applications; and scientific progress and clinical opportunities.







MEETING AGENDA

- Presentations:
 - Address from the Chair, Chris Gallaher
 - Address from the Chief Executive Officer, David Darling
- Shareholder Discussion
- Resolutions as per Notice of Meeting:
 - Re-election of Chris Gallaher and David Levison
 - Election of Sarah Park and John Duncan
 - Authorise the Directors to fix the auditor's remuneration
 - Adoption of new Constitution
- General Business
- Close of Annual Meeting

2019 Annual Meeting



CHAIRMAN Chris Gallaher

FIRST MOVER ADVANTAGE IN A GLOBAL OPPORTUNITY IN HAEMATURIA AND BLADDER CANCER



The USA and NZ markets dominate our commercial focus

9th most common cancer in the world; 4th most common in men

79,000+ new bladder cancer cases in USA every year

17 years of R&D and validation

70% recurrence rate leads to many clinical procedures

Approx. 7 million people present with haematuria annually in the USA

Primary focus is the USA; the world's largest healthcare market

Highest medical cost of any cancer; up to US\$240k per patient lifetime

Suite of four Cxbladder tests

Commercial partnerships in USA, NZ, Australia and Singapore

"Pacific Edge's annual addressable market in the USA alone has been calculated to be worth up to US\$1.2 billion per annum."

EY-Parthenon review 2018*

^{*}EY Parthenon, a leading international consulting firm, has endorsed Pacific Edge's USA market strategy and confirmed the addressable market for Cxbladder in the USA to be more than US\$1.2 billion per annum



BOARD REPORT FOR FY19



- Board oversight of strategy implementation following detailed strategic review in February 2018.
- Now starting to realise the revenue potential of our company in early stages in the USA.
- Key milestones being achieved, although taking longer than anticipated to gain widespread commercial adoption.
- Progress continues to be made with a number of important achievements in FY19.
- Strategic focus going forward:
 - Achieve the third major milestone for national reimbursement (CMS)
 - Targeting of large institutional healthcare providers in all markets
 - Continue to build portfolio of clinical evidence to support reimbursement and adoption decisions.
- Board continues to carefully manage cash resources; achieving a cashflow breakeven position remains front of mind.
- Refreshed the Board with appointment of two new directors with relevant expertise and skills.



CHIEF EXECUTIVE OFFICER David Darling

FY19 HIGHLIGHTS AND MILESTONES



- Growth in commercial sales and billable test volumes:
 - Strong growth in NZ and US commercial sales, particularly in Q4 FY19.
- Two of three US reimbursement milestones successfully attained:
 - National price for all Cxbladder tests (US\$760 per test)
 - National product specific CPT codes for Cxbladder Detect and Cxbladder Monitor.
- High levels of adoption in NZ and addition to public healthcare provider guidelines.
- Increased focus on institutional healthcare organisations in all markets following the success of the NZ model
- Growing presence in Southeast Asia, commercial sales with Raffles Medical Group
- New sales focus in Australia driven by Pacific Edge.
- Increasing global pool of clinical evidence for Cxbladder facilitating test adoption and reimbursement.
- Increasing investor knowledge base and support.







(NZ\$'000)	FY19	FY18	% Change
Operating Revenue ¹ (test sales)	3,817	3,400	12%
Other Revenue	1,312	1,602	(18%)
Total Revenue	5,129	5,002	3%
Operating Expenses	23,038	24,646	(7%)
Total Comprehensive Loss	17,921	19,727	(9%)
Net Operating Cash Outflow	17,507	18,100	(3%)
Cash on hand as at 31 March 2019 (cash, cash equivalents and short term deposits)	12,847	16,242	(21%)

- ✓ Operating revenue from test sales up 12% y/y to \$3.8m, with total revenue for the period of \$5.1m
- ✓ Total operating expenses reduced to \$23.0m for the year, a 7% decrease on FY18
- ✓ Net loss of \$17.9m for the year, an improvement of 9% on FY18
- ✓ Net operating cash outflow reduced to \$17.5m, in line with expectations
- \$12.8m in cash, cash equivalents and short term deposits as at 31 March 2019

^{1:} Revenue excludes tests sold in the US for which cash payment has yet to be received, as well as tests completed for patients covered by the CMS. CMS tests account for approximately 47% of annual US laboratory throughput and Pacific Edge will seek reimbursement for these when it is included in the CMS' Local Coverage Determination (LCD). As at 31 March 2019, Pacific Edge has completed and invoiced a total of 17,015 tests for CMS patients in the USA, for which the company is yet to be reimbursed.



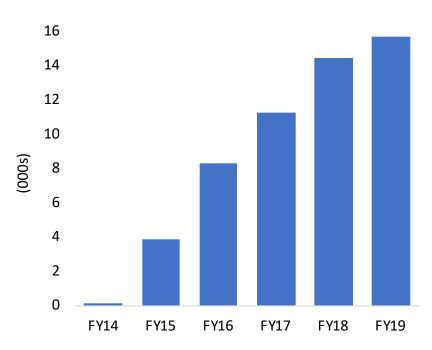




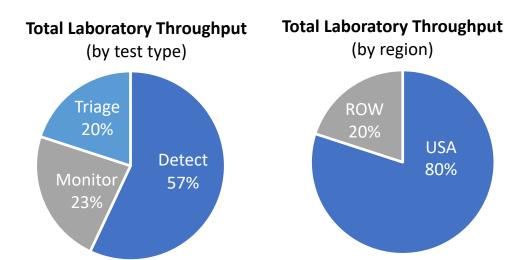
LABORATORY THROUGHPUT

(Commercial tests and User Programmes)

81% of FY19 tests were billable



CMS related tests cumulatively totalled in excess of 17,000 tests as at 31 March 2019. Will negotiate for payment of these once Cxbladder is included in LCD.



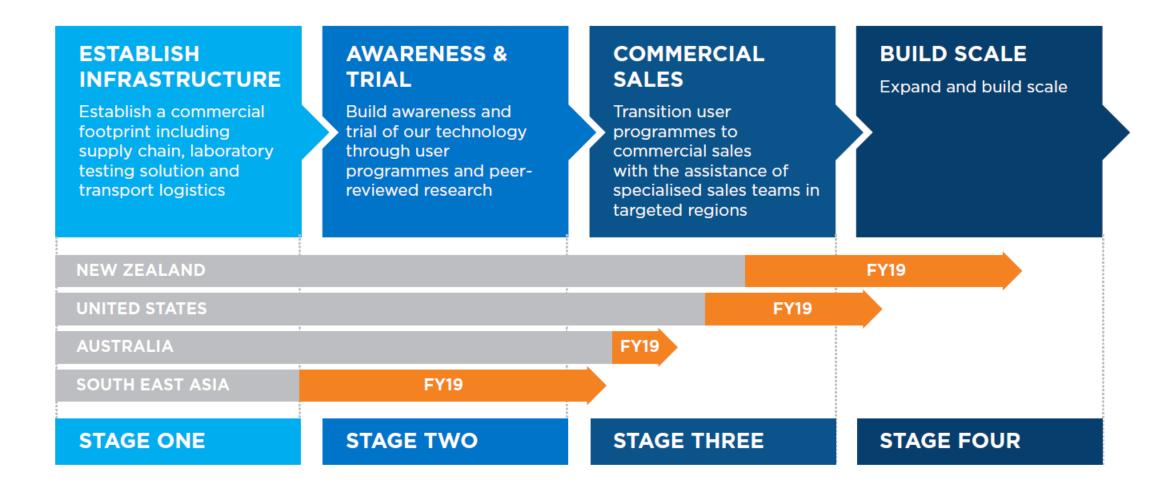
Regional Throughput by Test	USA	NZ
Cxbladder Detect	66%	20%
Cxbladder Monitor	26%	12%
Cxbladder Triage	8%	68%

Test usage determined by length of time in market for each product.







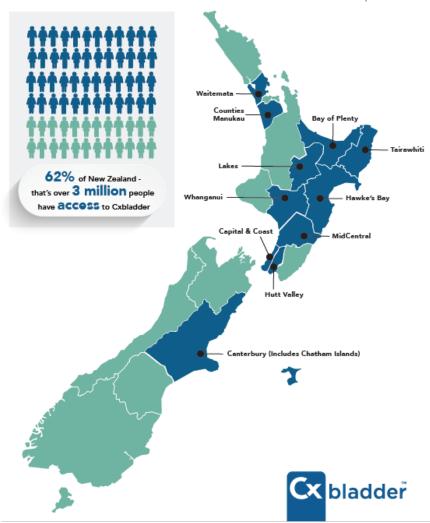


GROWING COMMERCIAL ADOPTION IN HOME MARKET (NEW ZEALAND)

- New Zealand's public healthcare providers are leading the global adoption of Cxbladder.
- Majority have now adopted Cxbladder into their standard of care and, in some cases, their clinical guidelines, replacing the gold standard cystoscopy
- Demand from NZ public healthcare providers exceeded expectations with strong growth from new and existing customers, particularly in Q419.
- Counties Manukau, Tairāwhiti, Capital & Coast and Hawkes Bay District Health Boards all signed commercial agreements in FY19 bringing total contract coverage of New Zealand's population to more than 60%.
- Canterbury DHB's comprehensive commercial look-back over Cxbladder use on 570 patients published providing compelling support to change guidelines
- Demand from New Zealand's public healthcare providers is continuing its growth in FY20.

Contract Coverage of New Zealand's Population Using Cxbladder

April 2019





CONTINUED REIMBURSEMENT PROGRESS IN THE US



Two of three milestones required for national public reimbursement in the US were completed in FY19:



 Receipt of Product Specific CPT codes for Cxbladder Detect and Cxbladder Monitor (January 2019)



Allows Pacific Edge to move into contract negotiations with private payers



 Notification of a National Price for all Cxbladder tests of \$760 per test in (October 2018)



 Progress being made with the third and final milestone, to have Cxbladder included in a Local Coverage Determination (LCD), which will allow for reimbursement by CMS



FOCUS ON INSTITUTIONAL HEALTHCARE ORGANISATIONS IN ALL MARKETS

- Building on success achieved with large public healthcare providers in New Zealand.
- Ongoing commercial negotiations and start up processes with multiple targeted institutional customers in the USA.
- FY19 commenced commercial evaluation with John Hopkins Medicine, a US\$8 billion integrated global health enterprise and one of the leading health care systems in the USA.

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.





INSTITUTIONS IN SOUTHEAST ASIA AND THE USA USING OR EVALUATING CXBLADDER



USA

- Carolina Urologic Research Center
- City of Hope
- Cleveland Clinic
- Cornell
- Fox Chase CC
- Johns Hopkins CC
- MD Anderson
- Moffitt CC
- Ohio State University CC
- Penn State Milton S. Hershey
 Medical Center
- Rush University
- Thomas Jefferson University
- TriStar Medical Center
- UCLA

USA

- University of California-San Diego
- University of California-San Francisco
- University of Chicago
- University of Colorado
- University of Michigan
- University of Minnesota
- University of Oklahoma
- University of Pennsylvania
- University of Southern California
- UT Southwestern
- VA Accounts
- Wellstar

Singapore

- Singapore General Hospital
- Tan Tock Seng
- Khoo Tech Puat Hospital
- KK Womens and Childrens Hospital
- National University Hospital



GROWING CLINICAL EVIDENCE FOR CXBLADDER

- Publication of peer-reviewed papers is key to gaining coverage and positive reimbursement decisions.
- Library of comprehensive clinical evidence for physicians, healthcare payers (reimbursement) and healthcare providers alike.
- Application to have Cxbladder included in an LCD has been supported by the recent publication of further compelling clinical evidence expanding the clinical utility of Cxbladder.
- Cxbladder already in guidelines for some NZ public healthcare providers.
- On 10 July 2019, Cxbladder Monitor was added to the National Comprehensive Cancer Network guidelines in the USA.

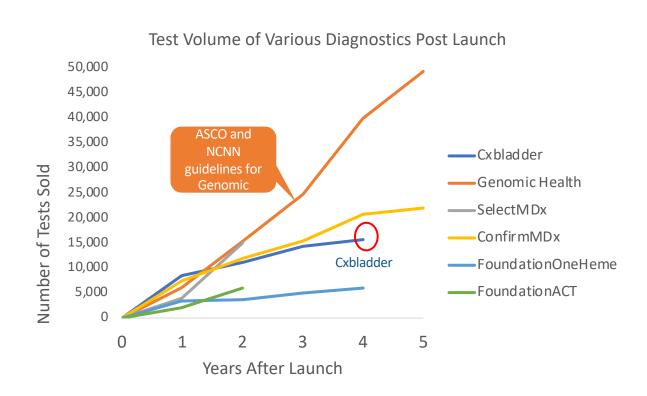
"This is first time urinary urothelial biomarkers have been included in the guidelines..." Dr Sia Daneshmand New York presentation 18 July 2018





COMMERCIAL PROGRESS IN LINE WITH PEERS





Source: EY Parthenon review of Cxbladder strategy in the USA 2018 (Updated by PE)

Cxbladder's commercial progress is currently in line with peers in the diagnostics world; gaining coverage and reimbursement decisions will be key to driving volume.

Cxbladder is tracking in line with Genomic Health and MDx Health:

- Sales of Cxbladder are currently in line with those of Genomic Health's Oncotype Dx and MDx Health's ConfirmMDx at the time of their launch
- Continuing to gain coverage and positive reimbursement decisions will be crucial to help accelerate test volume
- Guideline inclusion has also served as a key catalyst for sales volume and physician adoption



DIAGNOSTIC OUTPERFORMANCE PUBLISHED IN WORLD #1 CLINICAL JOURNAL



DEMONSTRATES SIGNIFICANT CLINICAL UTILITY OF CXBLADDER

Diagnostic outperformance published in global number one* ranked urology journal, European Urology, in May 2019.

Results:

- Use of Cxbladder resulted in 35% of patients avoiding cystoscopies.
- Cxbladder correctly adjudicated all atypical cytologies and equivocal cystoscopies

Conclusion:

- Cxbladder providing enhanced diagnostic outcomes not currently available from existing technology.
- Enables physicians to remove the diagnostic dilemma faced, when existing gold standard tests and procedures are not able to determine a clear diagnostic outcome.
- This real world outcome positions Cxbladder for consideration for inclusion in other international guidelines

EUROPEAN UROLOGY XXX (2019) XXX-XXX

ക്ഷ

vailable at www.sciencedirect.com journal homepage: www.europeanurology.com



Evaluation of Cxbladder and Adjudication of Atypical Cytology and Equivocal Cystoscopy

Badrinath Konety a.*, Neal Shore b. Andrew Karim Kader c. Sima Porten d. Siamak Daneshmand Tony Lough J. Yair Lotan 8

vivolge, U. San Diga, Lu Julia, CA, USA; ¹Department of Unology, U. San Francisca, San Francisca, CA, USA; ¹USC Institute of Unology, USC San Francisca, San Francisca, CA, USA; ¹USC Institute of Unology, USC/Norris amprehensive Cancer Center, University of Southern Colifornia, Los Angeles, CA, USA; ¹Pacific Edge Ltd, Dunedin, New Zedand; ¹University of Teas outhwestern Medical Center, Department of Unology, Dalkas, TA, USA

Article history

Statistical Editor

Cytology Atypical cytology Equivocal cystoscopy Cxbladder

Background: Cxbladder diagnostic tests combine genomic information from urinary mRNA with phenotypic information to either rule out low-risk individuals or identify patients at a high risk of urothelial carcinoma (UC). Objective: To evaluate the performance of Cxbladder and urine cytology, and Cxblad-

Objective: To evaluate the performance of Cibiladder all vitines (vitiology, and Cibiladder all vitines) (eds.) and cipiladder all vitines (eds.) and cipiladder (eds.) and 1784 consecutive, prospectively recruited patients with hematuria or previously diagnosed UC provided 852 samples with both local cytology and Cxbladder results; 153 had atypical

Uc provided 822 samples with both local cytology and collabadier results: \$5\$ had altypical prologies and 14 had both applical ophicity and equivocal protocopy.

Including the properties of temperature of

^{*}European Urology - has an Impact Factor Rating of 17.58 and is currently read by more than 20,000 urologists across the globe.



COMPELLING RESULTS FROM CLINICAL LOOK-BACK STUDY



SUPPORTS THE INCLUSION OF CXBLADDER IN A CLINICAL PATHWAY FOR THE INVESTIGATION OF HAEMATURIA

Published by the Canterbury District Health Board (CDHB) in the New Zealand Medical Journal (June 2019) on 571 haematuria patients.

Results:

- Cxbladder Triage had a sensitivity of 95.5% and a negative predictive value (NPV) of 98.6%.
- When combined in the new guidelines, imaging and CxbT had a sensitivity of 97.7% and NPV of 99.8%.
- All bladder cancers of significance were diagnosed by the combined use of imaging and CxbT before cystoscopy
 was undertaken

Inclusion of a molecular marker of bladder cancer in a clinical pathway for investigation of haematuria may reduce the need for cystoscopy

I Davidson Genham McGooch Brott Shan

ABSTRACT

All to assemble productions of the control of the c

opening on opening assessment and system of the state of

are numerous. As such his investigan are numerous. As such his investigan posed of a number of tests. Approximately 600 patients are accepted each year to facility 600 patients are accepted each year to facility. Utology Department for evaluation of the maturia. All referrals are accepted if they have laboratory confirmation of hieranturia and the investigations complete of the most common important cause of hieranturia is labilder cancer. While a

learn cherished by patients and als tates patients seeing a specialist un it were safe not to undertake cysto a group of garients presenting with turis, then their work-up could go a completed by clinicians other than ogist, such as general practitions of the country of the country of the patients when their work-up or the patients who may require cystosci imaging was emphasised in a recof guidelines for assessing microh

55 NOME 22 Jane 2009, Vol. 11
500 1175-678-09

Conclusions:

- The high NPV of this new clinical pathway enabled approximately one-third of patients with haematuria to be managed without cystoscopy and other related procedures.
- Importantly, the patient with haematuria would also safely avoid the social disruption and discomfort of a secondary care visit for cystoscopy.
- The new pathway should be applicable in any health system with effective general practice or primary care and the ability to inform GPs of locally recommended assessment and management of haematuria.
- This real world outcome positions Cxbladder for consideration for inclusion in other international guidelines.





THE OPPORTUNITY FOR CXBLADDER

DETECTING AND MANAGING UROTHELIAL CANCER (UC) CREATES A SIGNIFICANT HEALTHCARE CHALLENGE GLOBALLY



UC is a major global health problem:

- 500,000 new cases annually
- 200,000 deaths annually
- 9th most prevalent cancer but 4th in men
- Highest recurrence rates of any cancer

In the USA:

- 10.5 million patients present with hematuria annually and 3.4 million are worked up to look for urothelial cancer
- 81,000 new cases of UC diagnosed each year
- 70% recurrence of the disease following treatment
- More than 800,000 people living with bladder cancer will present annually up to 3 to 4 times a year for evaluation for the recurrence of UC
- Average lifetime costs of over US\$240,000 per patient.
- Direct costs for bladder cancer predicted to reach \$4.9 billion in 2020

Kidney are upper tract (not including kidney) Ureter Bladder are bladder cancer Urothelial

NIH National Cancer Institute, 2016. Bladder Cancer Advocacy Network, 2017.



CLINICAL PATHWAY FOR UC/BLADDER CANCER IN USA

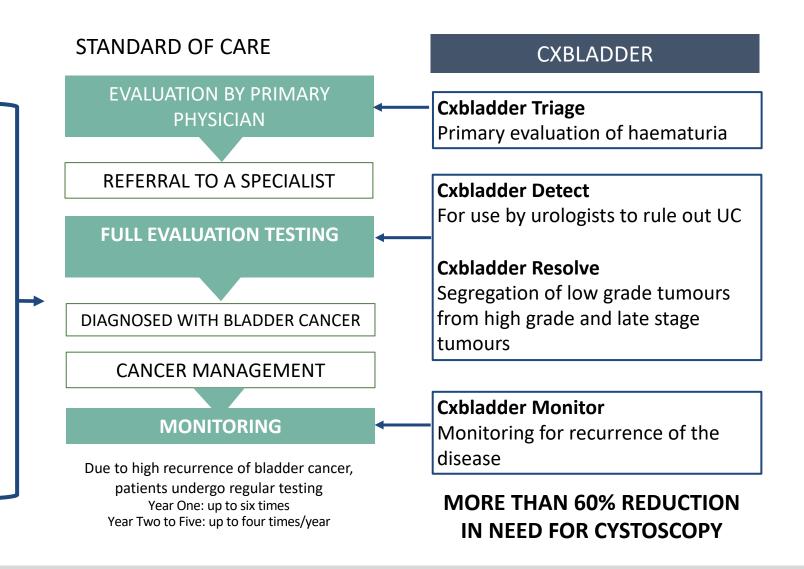


HISTORICAL TESTING

Historically, diagnosis and monitoring of bladder cancer has involved an arduous regime of invasive and expensive tests over the lifetime of the patient.

In the USA alone, up more than 5 million cystoscopies were performed in 2018

A cystoscopy is a painful, invasive and expensive procedure that requires a tube with a scope to be inserted in to the urethra.









PATIENT FEEDBACK REGARDING CYSTOSCOPY: BCAN SURVEY IN OVER 900 US PATIENTS WITH UC

CYSTOSCOPY PATIENTS REPORTED MODERATE TO SEVERE:

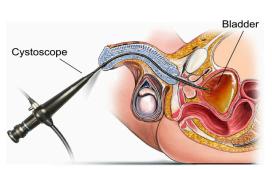
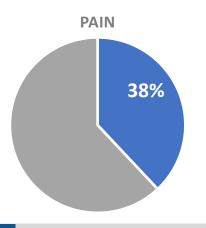
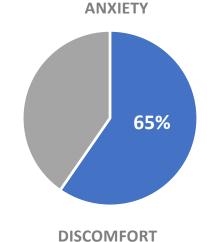
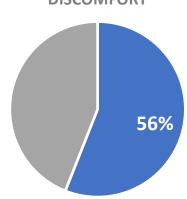


Figure 1
A flexible cystoscopy







PATIENT COMMENTS

- "I recommend being put to sleep. Dealing with these while awake was horrible."
- "Asked doc for valium to relax, as anxiety is rampant and pain is terrible."
- "Avoid office cystoscopy and insist on procedure being done in the operating room under general anesthesia."
- "Cystoscopy has to be done under general anesthesia because it is so painful. Urination is extremely painful for two to three days afterwards."
- "How clean is the tool? I get a lot of infections post cystoscopy and TURBT."
- "Usually ends with an infection."
- "Barbaric. Needs to be a better and more comfortable process."
- "There has to be a better, non-invasive procedure.
 My urothelial passage has been destroyed, now have a suprapubic catheter."

Source: Daneshmand: Bladder Cancer Advocacy Network patient survey, 2018, UROLOGY TIMES, In press.





CXBLADDER: FILLING AN UNMET CLINICAL NEED

The suite of non-invasive Cxbladder tests represents a paradigm shift in performance offering physicians, patients and payers significant increases in utility and outcomes

PROBLEM:

- Existing detection and management of UC involves expensive and invasive tests.
- Performance of the existing tests and procedures fall short of physicians' expectations.
- Lack of confidence in most widely used urine-based tests (eg, cytology, FISH).
- Some patients are unable to undergo standard work-up procedures.
- Less than 40% compliance in surveillance patients.

CXBLADDER:

- Accurate Objective Detection
- Reduces Invasiveness
- Confirms absence of UC with high NPV
- Effectively triages patients
- Replaces need for further adjunct urine-based tests in primary workup
- Clarifies atypical or equivocal results from other tests
- Changes Clinical Practice
- Promotes Efficient Health Care Delivery







FY20 OUTLOOK

KEY OBJECTIVES GOWING FORWARD



SUCCESS WITH THESE OBJECTIVES WILL ADD SIGNIFICANT GROWTH TO OUR BUSINESS:

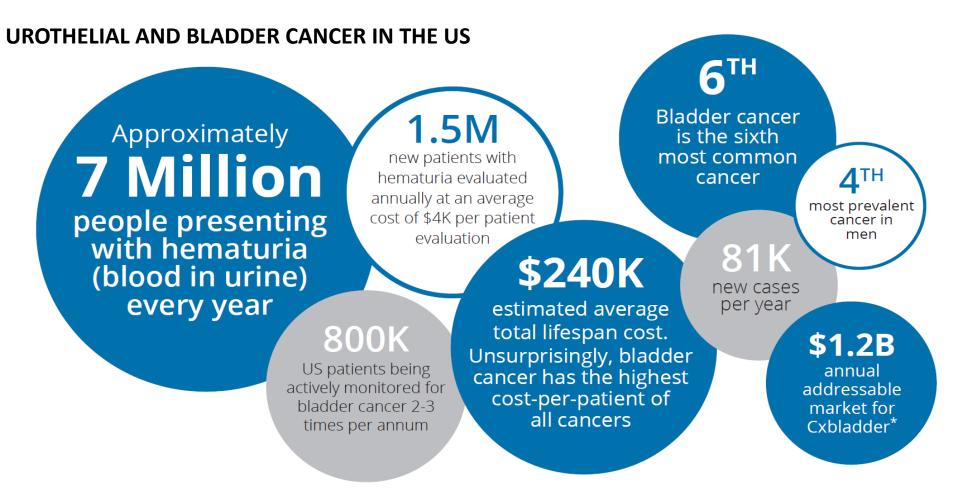
- **GLOBAL REACH**: Grow the number of large institutional healthcare customers globally and build on initial sales to these organisations.
- USA: Successfully achieve the third and final USA reimbursement milestone to gain inclusion in the LCD, upsell additional Cxbladder tests to contracted customers, and build on initial sales to the VA and other organisations.
- NEW ZEALAND: Further accelerate the roll out of Cxbladder in New Zealand to obtain widespread contract
 coverage with public health care providers (DHBs), upsell additional Cxbladder tests to each of the
 contracted DHBs.
- AUSTRALIA: Replicate the successful NZ sales and marketing model in Australia to drive sales.
- **SE ASIA**: transition User Programmes in Singapore into commercial customers, and progress discussions with potential strategic partners in South East Asia.
- **TEST ADOPTION**: Increase the commercial adoption of Cxbladder in the USA, Australia and South East Asia markets by leveraging the clinical validation and commercial success of Cxbladder in New Zealand.
- **CLINICAL EVIDENCE**: Continue to build out the evidence portfolio to drive further positive reimbursement decisions and addition to international guidelines.



OUR PRIMARY FOCUS REMAINS THE USA MARKET



A SCALE OPPORTUNITY IN BOTH THE EVALUATION OF HAEMATURIA AND MONITORING FOR RECURRENCE



*EY-Parthenon business review of the US market opportunity







FY20 expectations are for:

- Continued growth in commercial sales from new and existing customers.
- Demand from public healthcare providers in New Zealand to grow strongly and positively impact on laboratory throughput volumes.
- New Zealand business to be cashflow positive in FY20.
- Total operating expenses to remain in line with FY19.
- USA demand to be positively impacted from having national product specific CPT codes for Cxbladder and a national CMS reimbursement price in place.
- Compelling clinical evidence published in top tier international journals to facilitate test adoption, coverage and reimbursement in FY20.

Cxbladder is now covered in NCCN guidelines as an approved clinical intervention for high risk patients being monitored for recurrence with an expected pivotal impact on US commercial sales.





SHAREHOLDER DISCUSSION





BUSINESS OF THE MEETING



RESOLUTIONS



Resolution 1: That Chris Gallaher, who retires by rotation and is eligible for re-election, be re-elected as a Director of the Company.

Resolution 2: That David Levison, who retires by rotation and is eligible for re-election, be re-elected as a Director of the Company.

Resolution 3: That Sarah Park, who was appointed as a Director by the Board during the year, be elected as a Director of the Company.

Resolution 4: That John Duncan, who was appointed as a Director by the Board during the year, be elected as a Director of the Company.

Resolution 5: To record the re-appointment of PricewaterhouseCoopers as auditor of the Company and to authorise the Directors to fix the auditors' remuneration for the ensuing year.

Resolution 6: That the Company revoke its existing Constitution and adopt a new Constitution in the form and manner described in the Explanatory Notes, with effect from the close of the Annual Meeting.



PROXIES AND VOTING



We have received the following valid votes and proxies:

PROXIES AND POSTAL VOTES

		FOR	AGAINST	DISCRETIONARY	VALID VOTES/PROXIES RECEIVED	% OF TOTAL ISSUED CAPITAL
1	Re-election of Chris Gallaher	192,616,683	2,365,098	3,129,581	198,111,362	38.78%
2	Re-election of David Levison	192,758,126	2,223,655	3,129,581	198,111,362	38.78%
3	Election of Sarah Park	192,843,562	2,135,237	3,084,397	198,063,196	38.77%
4	Election of John Duncan	192,671,282	2,307,517	3,084,397	198,063,196	38.77%
5	Authorisation to fix the auditors' remuneration	194,677,638	349,327	3,084,397	198,111,362	38.78%
6	Adopt a new Constitution	194,401,312	23,060	3,129,581	197,553,953	38.67%

Voting instructions for those voting online are available at: http://www.linkissuers.co.nz/VirtualAnnualMeeting/OnlinePortalGuide.pdf





OTHER BUSINESS



CLOSE OF THE MEETING

Presentations are available at www.pacificedgedx.com

David Darling
Chief Executive Officer
Pacific Edge Limited

Tel: +64 3 479 5802 Mobile: +64 21 797981

Email: david.darling@pelnz.com

www.pacificedge.co.nz www.cxbladder.com www.pacificedgedx.com



DISCLAIMER



Information

The information in this presentation is an overview and does not contain all information necessary to make an investment decision. It is intended to constitute a summary of certain information relating to the performance of Pacific Edge Limited . The information in this presentation is of a general nature and does not purport to be complete. This presentation should be read in conjunction with Pacific Edge's other periodic and continuous disclosure announcements, which are available at nzx.com.

Not financial product advice

This presentation is for information purposes only and is not financial or investment advice or a recommendation to acquire Pacific Edge securities, and has been prepared without taking into account the objectives, financial situation or needs of individuals. Pacific Edge, its directors and employees do not give or make any recommendation or opinion in relation to acquiring or disposing of shares. In making an investment decision, investors must rely on their own examination of Pacific Edge, including the merits and risks involved. Investors should consult with their own legal, tax, business and/or financial advisors in connection with any acquisition of securities.

Future performance

This presentation contains certain 'forward-looking statements', for example statements concerning the development and commercialisation of new products, regulatory approvals, customer adoption and results of future clinical studies. Forward-looking statements can generally be identified by the use of forward-looking words such as, 'expect', 'anticipate', 'likely', 'intend', 'could', 'may', 'predict', 'plan', 'propose', 'will', 'believe', 'forecast', 'estimate', 'target', 'outlook', 'guidance' and other similar expressions. The forward-looking statements contained in this presentation are not guarantees or predictions of future performance and involve known and unknown risks and uncertainties and other factors, many of which are beyond the control of Pacific Edge and may involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct. There can be no assurance that actual outcomes will not materially differ from these forward-looking statements. A number of important factors could cause actual results or performance to differ materially from the forward-looking statements. The forward-looking statements are based on information available to Pacific Edge as at the date of this presentation. Except as required by law or regulation (including the NZX Main Board Listing Rules), Pacific Edge undertakes no obligation to provide any additional or updated information whether as a result of new information, future events or results or otherwise.

No representation

To the maximum extent permitted by law, Pacific Edge and its advisers, affiliates, related bodies corporate, directors, officers, partners, employees and agents make no representation or warranty, express or implied, as to the currency, accuracy, reliability or completeness of information in this presentation.

