



PACIFIC EDGE
Cancer Diagnostic Company

Annual Meeting of Shareholders

24 August 2017

BOARD OF DIRECTORS

Chris Gallaher	Independent Director Chairman
David Band	Independent Director
Bryan Williams	Independent Director
David Levison	Independent Director
Anatole Masfen	Independent Director
David Darling	Executive Director and Chief Executive Officer

GOVERNANCE

Board of Directors

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

Subsidiary Board Directors

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

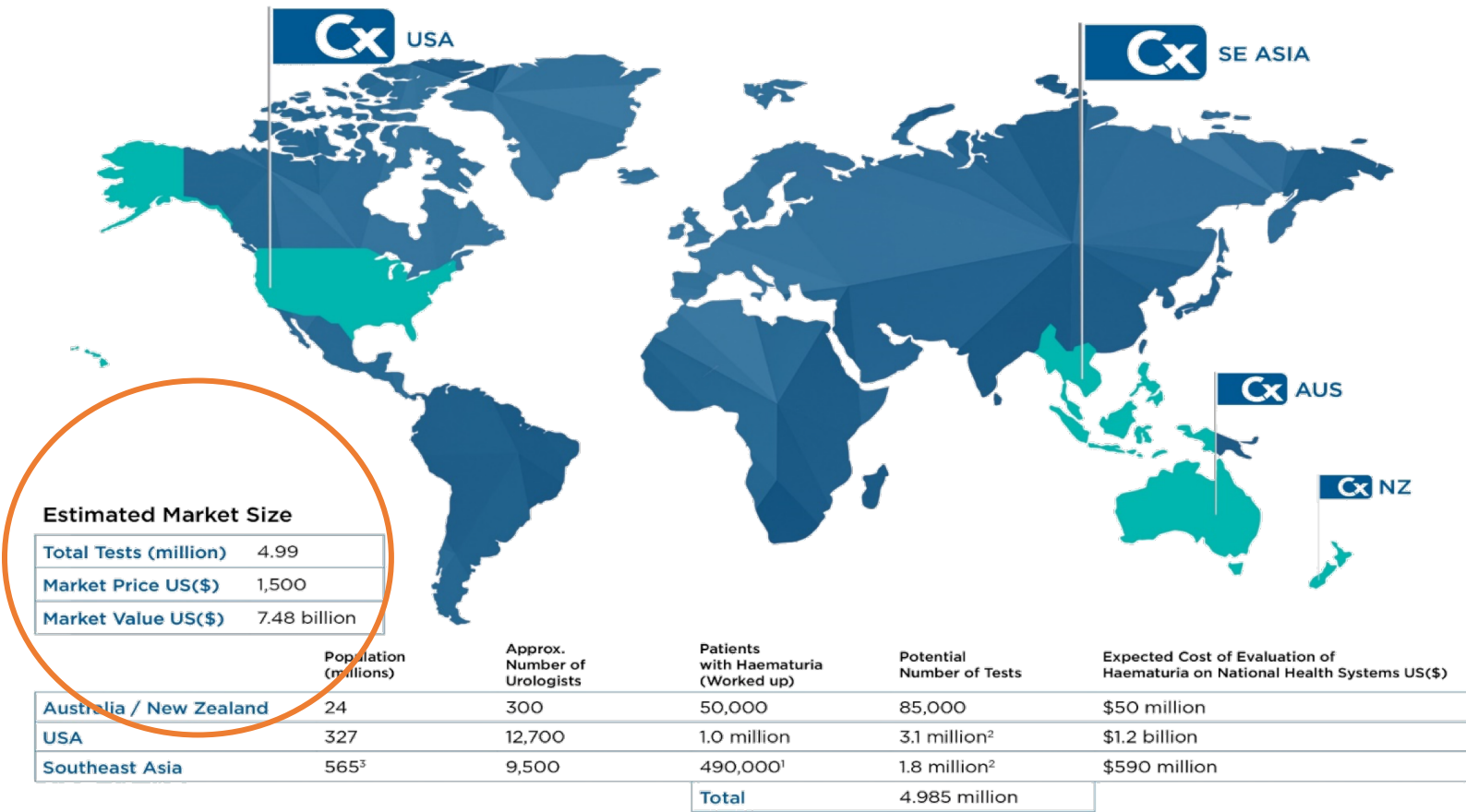
Scientific and Clinical Advisory Boards

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 David Darling as a Director
 - Re-election of Bryan Williams as a Director
 - Authorise the Directors to fix the auditor's remuneration
- General Business
- Close of Annual Meeting

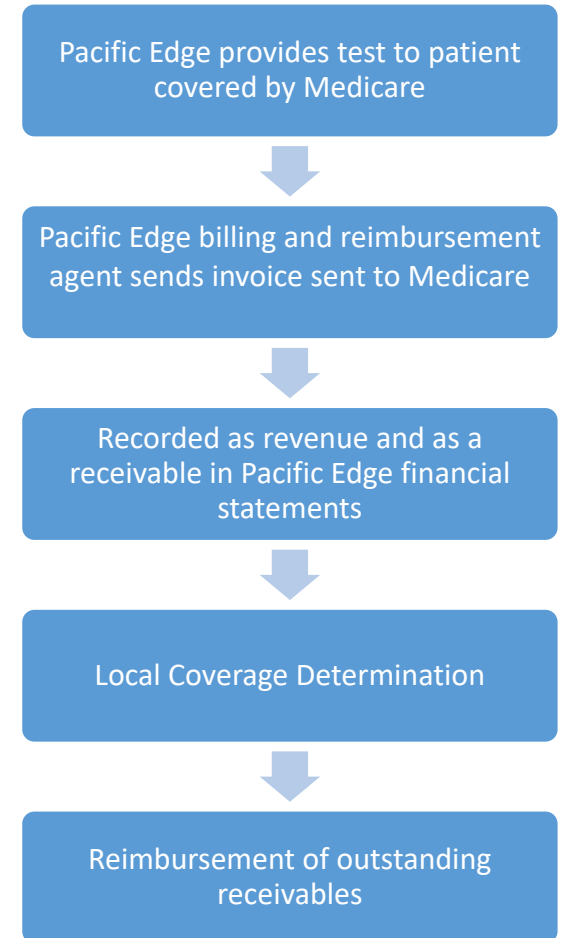
TARGETING LARGE SCALE MARKETS



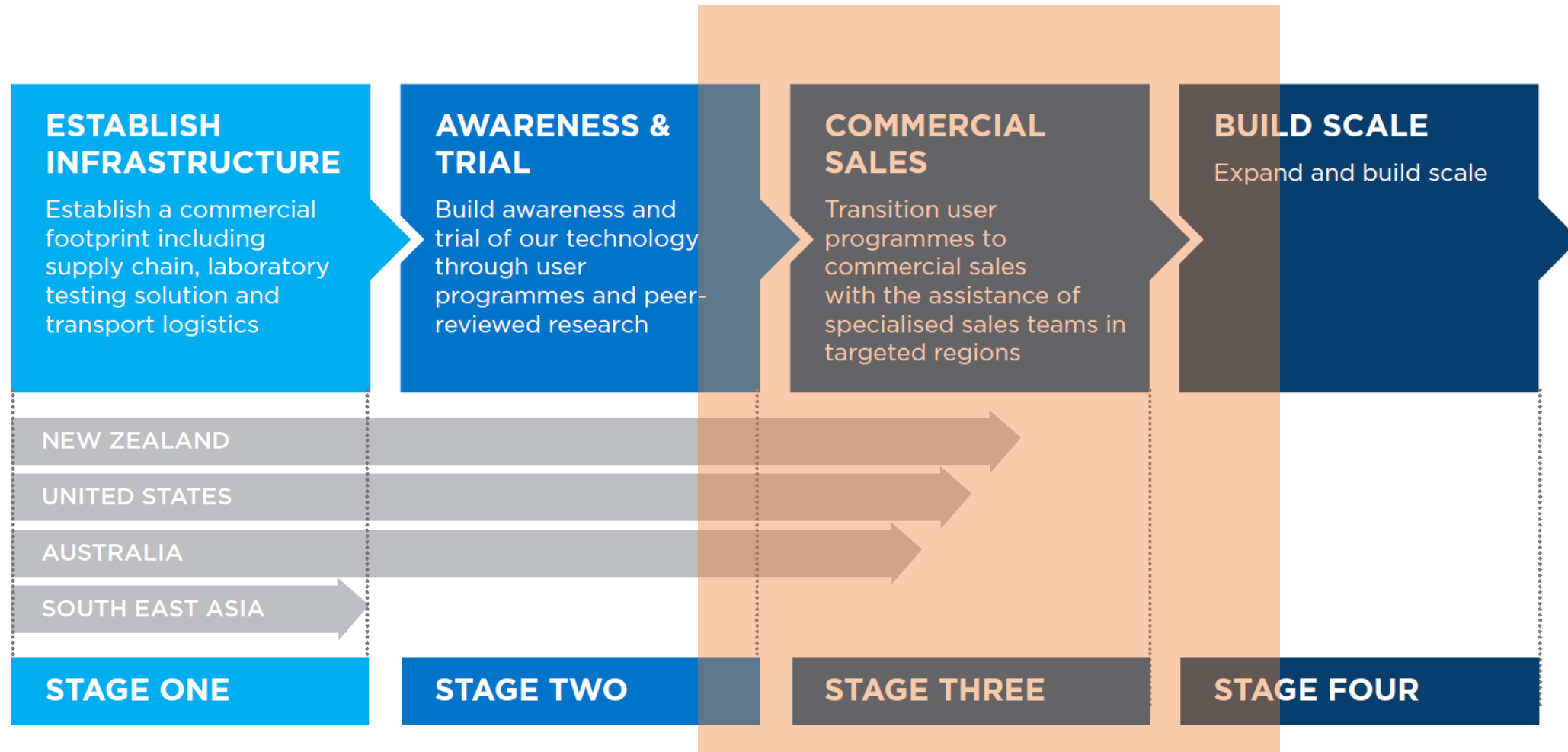
Market Estimates based on management estimates and analysis:
 1. Normal urological work-up patients and medical tourists (Singapore had 1.34 million medical tourists in 2015, serviced by 15 registered clinics)
 2. Includes all three tests Cxb-T, Cxb-D, Cxb-M
 3. Singapore, Taiwan, Indonesia, Malaysia, Philippines, Thailand, Vietnam.

USA REVENUE RECOGNITION

- USA generates 90% of Pacific Edge's revenue
- Until now, has been dominated by tests run for CMS patients
- Recovery of the revenue from these tests is largely controlled by the completion and attainment of the Local Coverage Determination
- Due to age of some of these receivables, a prudent and conservative approach was taken, resulting in a bad debt write down and provision in FY17 accounts
- Well progressed in process to attain Local Coverage Determination
- Moving forward, there will be increased customer diversity as we gain more revenue from non-federally funded customers such as the VA, reducing the exposure to the CMS



COMMERCIAL TRACTION



CHIEF EXECUTIVE OFFICER

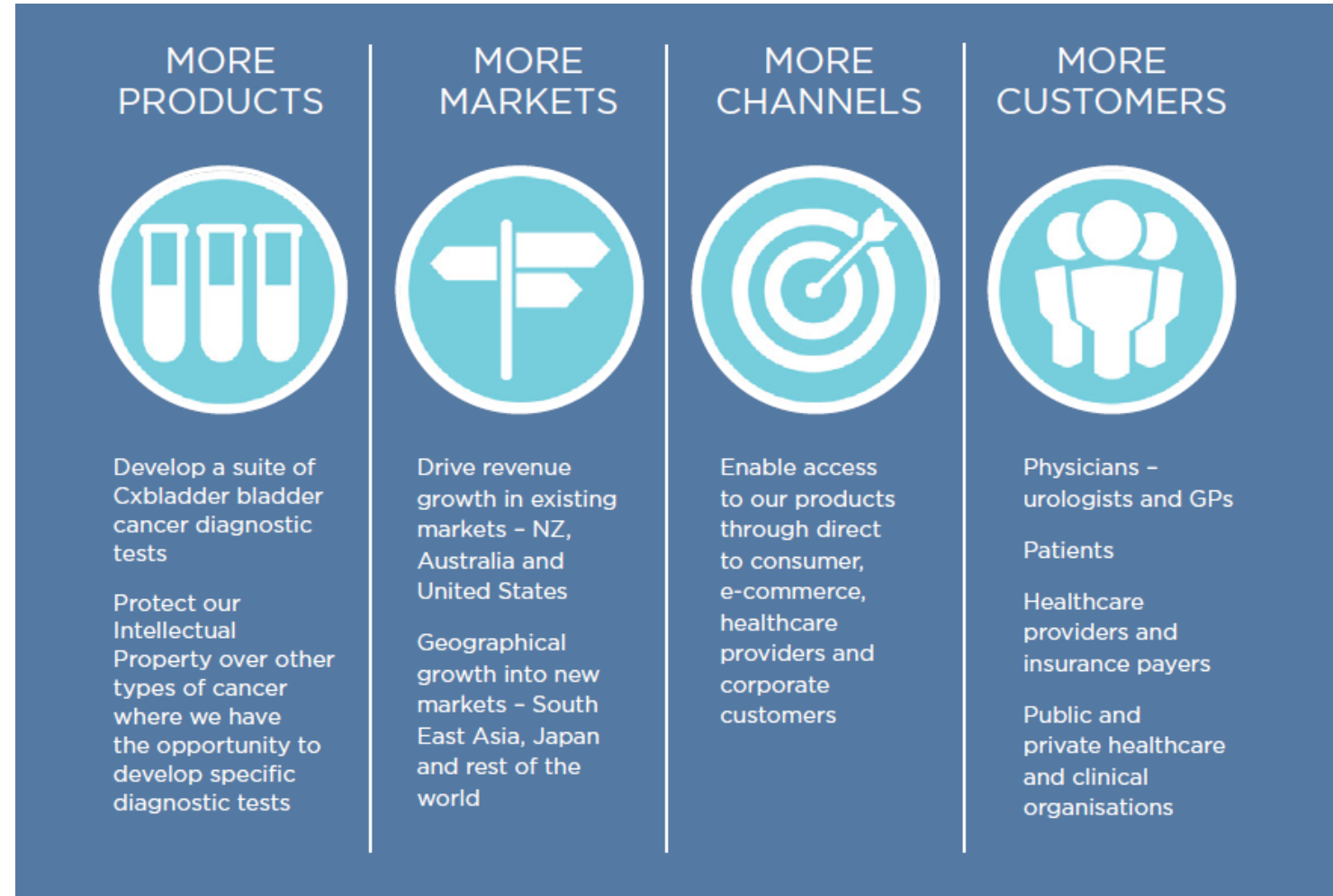
David Darling



OUR PURPOSE AND STRATEGY

Delivering Innovative Solutions for the Early Detection and Management of Cancer

- Focus on haematuria and urothelial cancer; commercialising a suite of Cxbladder tests (one-stop-shop)
- The United States is the world's largest healthcare market and our primary focus.
- Have commercial partnerships in New Zealand and Australia and are establishing a presence in Singapore.
- Estimate that there are up to 5 million test opportunities for Cxbladder on patients with urothelial cancer in these markets every year, with an estimated total market size of up to US\$7.5 billion.
- Targeting high growth. Four main areas of investment: People, Intellectual Property, Market Expansion and Product Development



HAEMATURIA AND UROTHELIAL CANCER

A SNAPSHOT OF BLADDER CANCER



Highest total medical costs of any cancer: US \$240K per patient

4th most common in men

11th most common in women

50%-80% recurrence rate

79,030 diagnosed in 2017 in the USA

600K + living with bladder cancer

5th most common cancer



Haematuria is symptomatic of bladder cancer

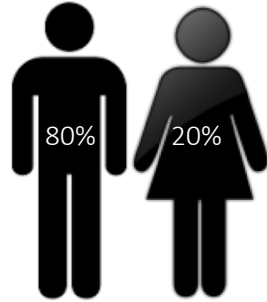
- 7 million people in the USA present with haematuria every year
- Clinical guidelines require they be worked up with expensive and invasive procedures
- Following treatment patients are required to be monitored every 4-6 months for up to five years with expensive and invasive procedures
- The high recurrence rate means that many patients are monitored for the rest of their lives

This provides Pacific Edge with a significant market opportunity for its Cxbladder suite of tests.

CXBLADDER SPANS THE CLINICAL PATHWAY

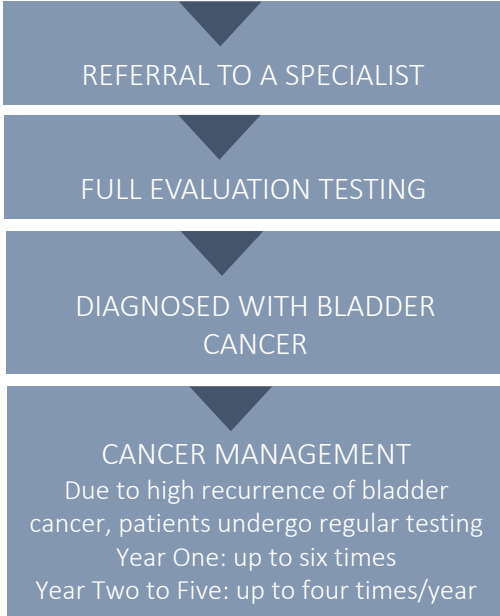
A World First

PRIMARY HEALTHCARE
(General Practitioner)



1.5 MILLION PATIENTS WITH
HAEMATURIA
PRESENTING TO HEALTHCARE ANNUALLY

SECONDARY HEALTHCARE (Specialist healthcare
Provider/Urologist/Specialist Cancer Clinic)



UROTHELIAL CANCER: Non Invasive, Accurate, Fast, Low Cost, High Utility

Cxbladder Triage
In-Market
2015/16

Frontline tool for use by
physicians in the early
evaluation of haematuria
(blood in the urine)

Cxbladder Detect
In-Market 2013/14

For use by urologists for
patients who have been referred
for a full work up detects those with
cancer

Cxbladder Resolve
NZ Launch Dec 2016
US Rollout 2018

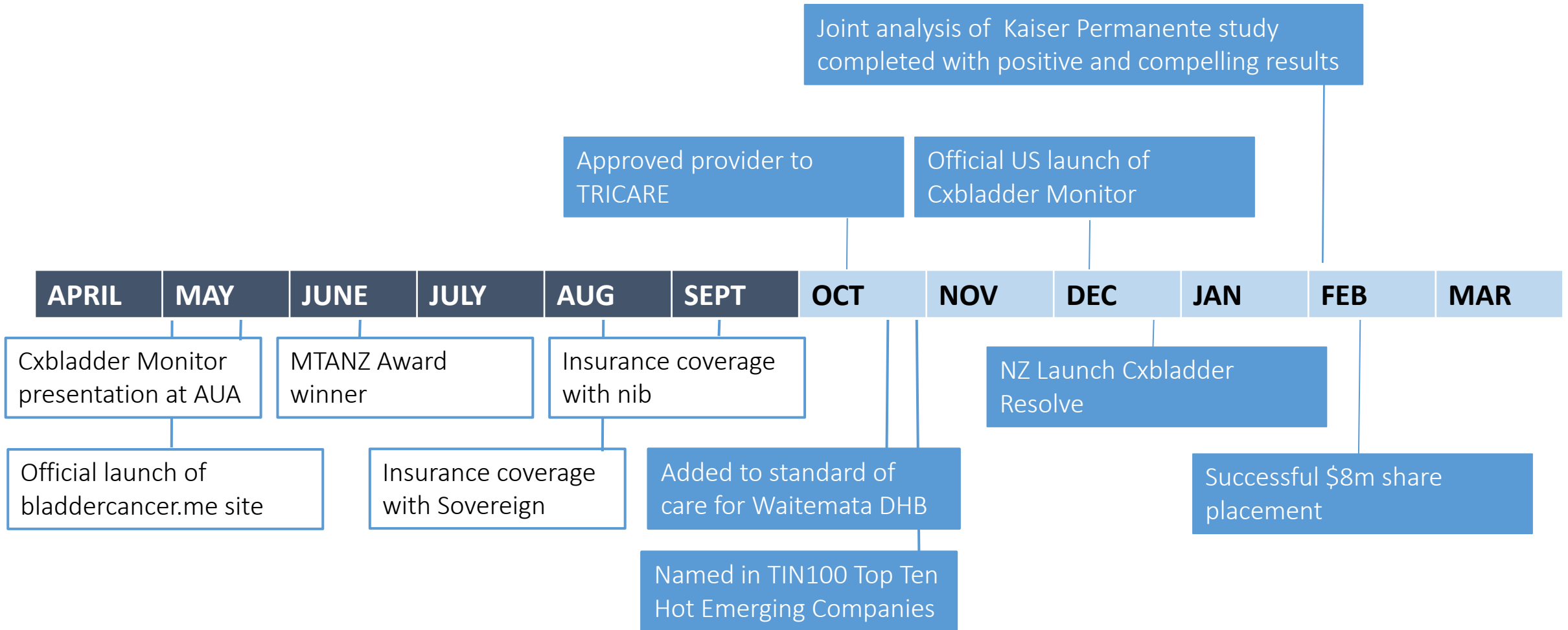
For use by the urologist in the work-up
and management of the patient. Help
segregate low grade tumours from high
grade and late stage tumours

Cxbladder Monitor
NZ Launch Dec 2015
US Launch Dec 2016

Help physicians monitor
bladder cancer in patients,
particularly for the recurrence
of bladder cancer

FY17 MILESTONES

Significant Progress Achieved



FY17 FINANCIALS (FOR 12 MONTHS TO 31 MARCH 2017)

62% Uplift in Product Sales

Positive growth in product sales from new and existing customers, particularly in North America.

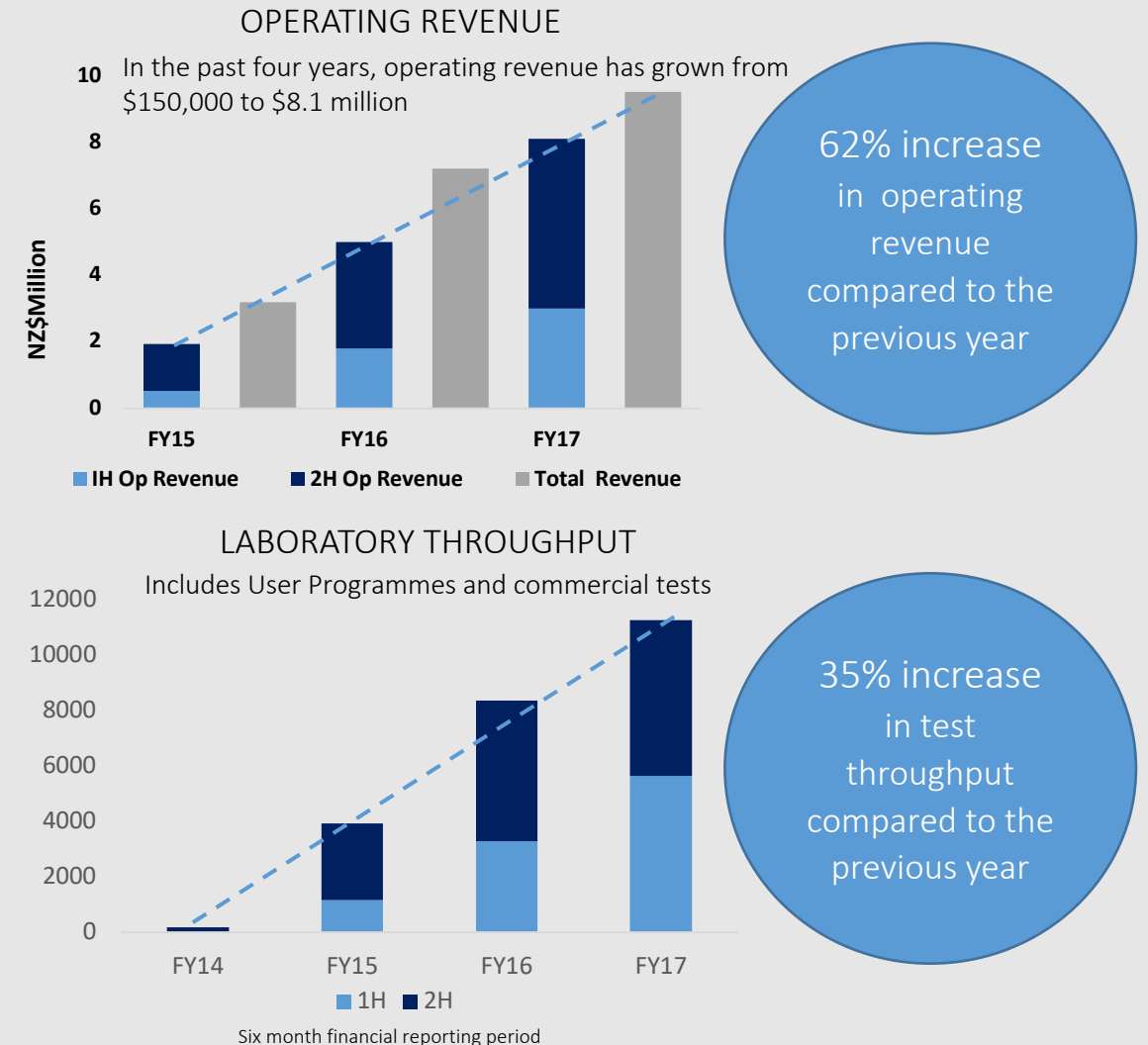
Sales and revenue expected to progress in FY18 as transformational customers come online

Continued investment into four strategic areas: People, Products, Market Expansion, Intellectual Property

Operating revenue outgrowing expenses

Net operating cashflow at a similar level to the previous year \$(17.9)m

Operating loss \$14.9 million (excluding \$6.2m of non-cash items)



TRANSFORMATIONAL CUSTOMERS

Veterans Administration and TRICARE

VETERANS ADMINISTRATION

COMPLETED ✓ Signed Federal Supply Schedule Agreement (Feb 2016) and negotiated contract price for tests (2016)

In Progress Targeting large VA clinics. Anticipate User Programmes for the larger key sites as per other large non-VA customers



TRICARE

COMPLETED ✓ Approved as a provider and negotiated contract price for tests (October 2016)

In Progress The Pacific Edge US sales team are leveraging existing relationships with high volume sites in targeted areas. Anticipate User Programmes for the larger key sites as per other large customers



KAISER PERMANENTE

COMPLETED ✓ Completion of large scale User Programme in first half FY17 and positive analysis with compelling findings

In Progress In final negotiations with Kaiser Permanente regarding clinical use of Cxbladder



CENTRES FOR MEDICARE AND MEDICAID

In Progress Regulatory process to gain a Local Coverage Decision with the CMS is well progressed



OTHER CUSTOMERS

In Progress US sales team continuing to target individual urologists and large urology practices to initiate new User Programmes, and transition early adopters into commercial customers. The focus will be on large practices in academic centres

Work with academic centres and hospitals to gain acceptance of Cxbladder into their care pathways

OTHER MARKETS

New Zealand, Australia, South East Asia

AUSTRALIA

- Tolmar Australia - dedicated urology sales executives leveraging their existing networks
- Targeting large hospitals as well as individual urologists
- Three Cxbladder products now available in market

NEW ZEALAND

- Agreements with several large public healthcare providers to include Cxbladder in clinical pathway
- Cxbladder under cover by two Australasian healthcare insurance providers

SOUTH EAST ASIA

- Commercial base now established in Singapore including distribution and logistics process to allow test analysis in New Zealand
- Signed up new User Programmes with two large hospitals.
- Signing up two more User programs with large Singaporean hospitals



REVENUE OUTLOOK AND DRIVERS

FY18 Revenue Uplift Expected In Line With Annual Trends

MARKETS

- United States remains the primary focus
- New Zealand: Continue to encourage uptake by DHBs
- Australia: Conversion of User Programmes and greater sales coverage
- Singapore: Grow User Programme base and initiate first commercial customer

PRODUCTS

- Increased product range entering the market, particularly in the US
- Rollout of Cxbladder Predict (launched in December 2016)

CUSTOMERS

- Conversion of User Programmes to commercial customers
- Bring Kaiser Permanente on board as commercial customer
- Build commercial relationships and initiate User Programmes with targeted large scale VA facilities
- Complete the regulatory process to gain an LCD for CMS

SALES CHANNELS

- Encourage inclusion of Cxbladder in Standard of Care
- Obtain Local Coverage Decision (LCD) from the CMS
- Commercial agreements with large scale organisations
- Initiate new User Programmes
- Increased marketing investment, particularly into digital media



PRIORITIES FOR FY18

MARKETS

- United States remains the primary focus
- New Zealand: Continue to encourage uptake by DHBs
- Australia: Conversion of User Programmes with early adopters
- Singapore: Grow User Programme base with new urology practices and hospitals

PRODUCTS

- Rollout of Cxbladder Resolve in Australia, with soft launch in US by year-end
- Leverage the combined power of the Cxbladder suite across the haematuria and urology pathways affecting the Standard of Care

CUSTOMERS

- Bring Kaiser Permanente on board as commercial customer
- Build commercial relationships with targeted large scale VA facilities and urology practices that service the active military
- Initiate User Programmes with targeted Veterans Administration sites
- Complete the regulatory process for Centers for Medicare and Medicaid Services
- Transition early adopters into commercial customers

SALES CHANNELS

- Continue to initiate new User Programmes
- Increased marketing investment, particularly into digital media
- Targeting institutional and large practice academic sites in the US

SHAREHOLDER DISCUSSION



RESOLUTIONS

RESOLUTION 1: That David Darling, who retires by rotation and is eligible for re-election, be re-elected as a Director of the Company

RESOLUTION 2: That Bryan Williams, who retires by rotation and is eligible for re-election, be re-elected as a Director of the Company

RESOLUTION 3: That the Directors of the Company be authorised to fix the auditor's remuneration for the ensuing year

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
Re-election of David Darling (Resolution 1)	151,751,045 86.06%	23,180,250 13.15%	1,393,236 0.79%	176,324,531	44.11%
Re-election of Bryan Williams(Resolution 2)	151,622,650 85.96%	23,157,600 13.13%	1,614,849 0.92%	176,395,099	44.13%
Authorisation to fix the auditors' remuneration (Resolution 3)	174,689,682 99.05%	90,109 0.05%	1,577,984 0.89%	176,357,775	44.12%

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.pacifiedgedx.com

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