



PACIFIC EDGE
CANCER DIAGNOSTICS COMPANY

1H22 INTERIM RESULTS PRESENTATION

FOR THE SIX MONTHS ENDED
30 SEPTEMBER 2021

25 November 2021

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1H22 KEY EVENTS

PLATFORM FOR GROWTH

- Dual listing on the ASX in September 2021
- Successful \$103.5 million capital raise
- Addition of new reputable global funds to the register

US COMMERCIAL OPERATIONS

- Expansion of sales team by 75%; staffing of two new sales territories; increase in support roles
- Adoption of second Cxbladder product (Cxbladder Triage) by Kaiser Permanente

NEW ZEALAND

- Two additional healthcare providers (DHBs) adopting Cxbladder into use

PIVOTAL CLINICAL EVIDENCE

- Two pivotal papers highlighting significant clinical utility of Cxbladder – from combined use of multiple Cxbladder products to evaluate haematuria patients; and use of in home sampling system for managing patients outside of the clinic
- Analysis of results from Singapore study is underway with publication in early 2022 planned to trigger SEA commercial launch

POSITIVE MOMENTUM DESPITE CONTINUING IMPACT OF COVID-19

- Resurgence of restrictions due to spread of Delta variant in the US and New Zealand
- Sporadic access to clinics and urologists for patients and for Pacific Edge sales team
- Health organisations prioritising resources to cope with Covid-19

PACIFIC EDGE CONTINUES TO ADAPT AND GROW IN THE CHALLENGING CONDITIONS:

- Virtual sales meetings and adaptation of sales and marketing plans
- Continuing use and growing recognition of the benefits of Cxbladder Patient In-Home Sampling System (PIHSS)
- USA look-back study has highlighted the significant clinical utility of Cxbladder PIHSS for managing patients outside the clinic

1H22 COMMERCIAL PROGRESS

REIMBURSEMENT

- Positive step change compared to 1H21 reflects increasing adoption and reimbursement from CMS from 1 July 2020

US REMAINS PRIMARY MARKET

- US increasing as a percentage of test use and revenue. Expected to grow further as US operations and sales team are scaled up
- 30 sales reps will be 'on the ground' by end-November 2021, up from 16 employed for most of FY21

KAISER PERMANENTE (KP)

- Focus on integrating Cxbladder into KP's electronic medical records to facilitate the 'User Experience' and drive adoption internally. Progress hampered as KP resources directed elsewhere during Covid-19 breakouts

PIVOTAL CLINICAL EVIDENCE

- Two pivotal clinical papers highlighting the significant clinical utility provided by Cxbladder. Will further evolve how urothelial cancer is diagnosed and managed. Provides additional support in favour of inclusion in guidelines and national standards

1H22 FINANCIAL SNAPSHOT

POSITIVE MOMENTUM DESPITE COVID RESTRICTIONS

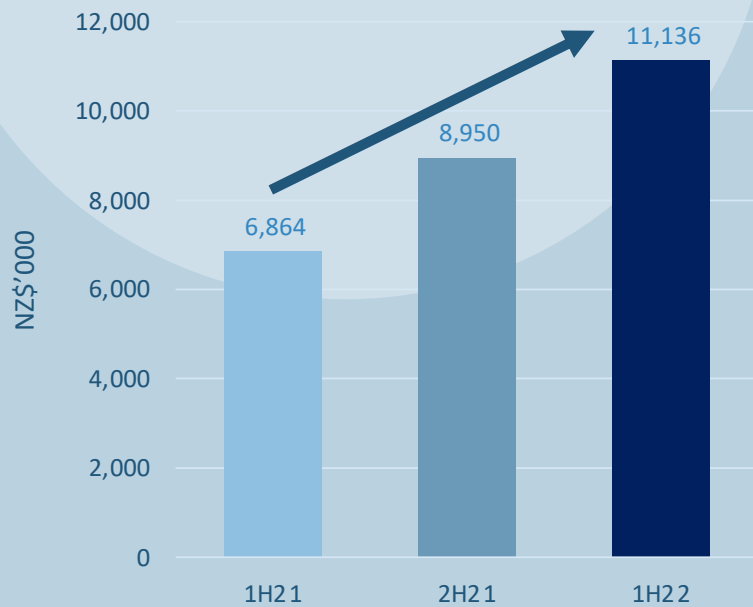
| NZ\$m | 1H22 | 1H21 | % change |
|--|-------------------|------|----------|
| Total Revenue | 6.7 | 4.1 | +66% |
| Operating Revenue (test sales) | 5.4 | 3.3 | +62% |
| Operating Expenses | 15.7 | 11.2 | +41% |
| Net Loss After Tax | 9.0 | 7.1 | +27% |
| Cash Receipts from Customers | 5.4 | 2.6 | +110% |
| Net Operating Cash Outflow | 8.6 | 7.7 | +12% |
| Cash, cash equivalents and short term deposits | 91.6 ¹ | 29.3 | |

1. Excludes proceeds of \$23.5m from the Retail Offer component of the capital raising which was received 20 October 2021

STRONG YEAR ON YEAR GROWTH IN TEST THROUGHPUT AND SALES

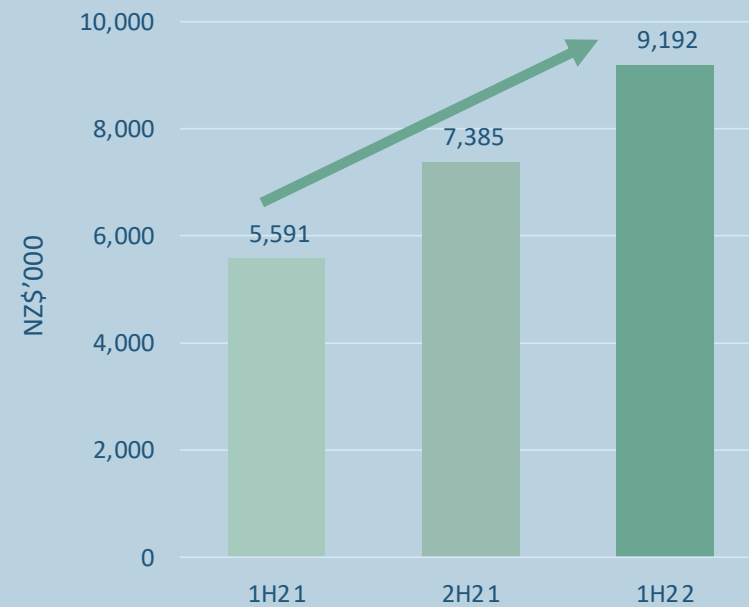
TOTAL LABORATORY THROUGHPUT (TLT)

62% growth on 1H21



COMMERCIAL TESTS

64% growth on 1H21

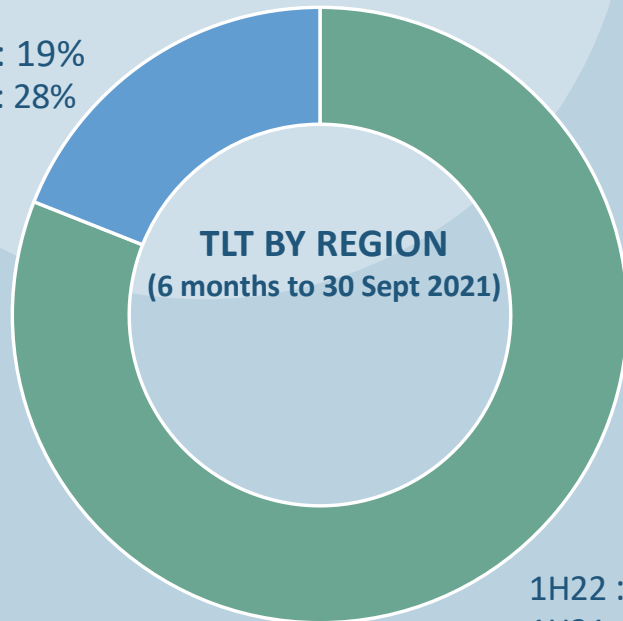


TOTAL LABORATORY THROUGHPUT BY REGION AND TEST TYPE

US continues to grow in importance, up to 81% of TLT and commercial tests

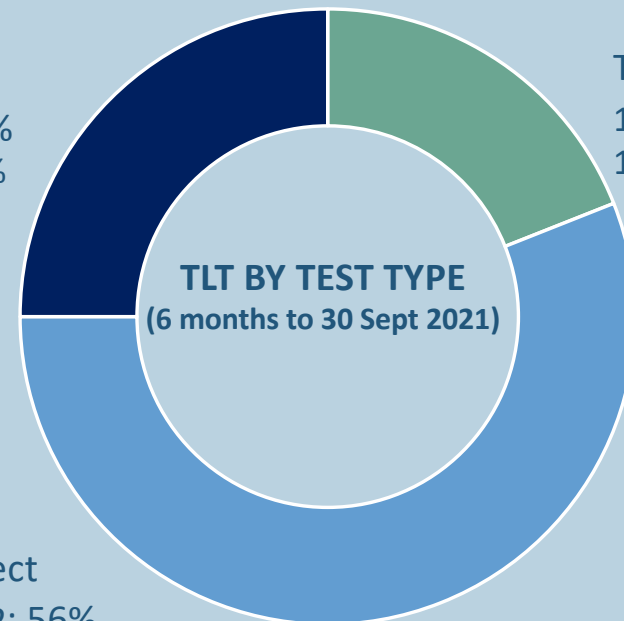
Growth in TLT for Cxbladder Detect, led by growth in US test volumes (which are weighted towards Detect)

ROW
1H22: 19%
1H21: 28%



USA
1H22 : 81%
1H21 : 72%

Monitor
1H22: 25%
1H21: 24%

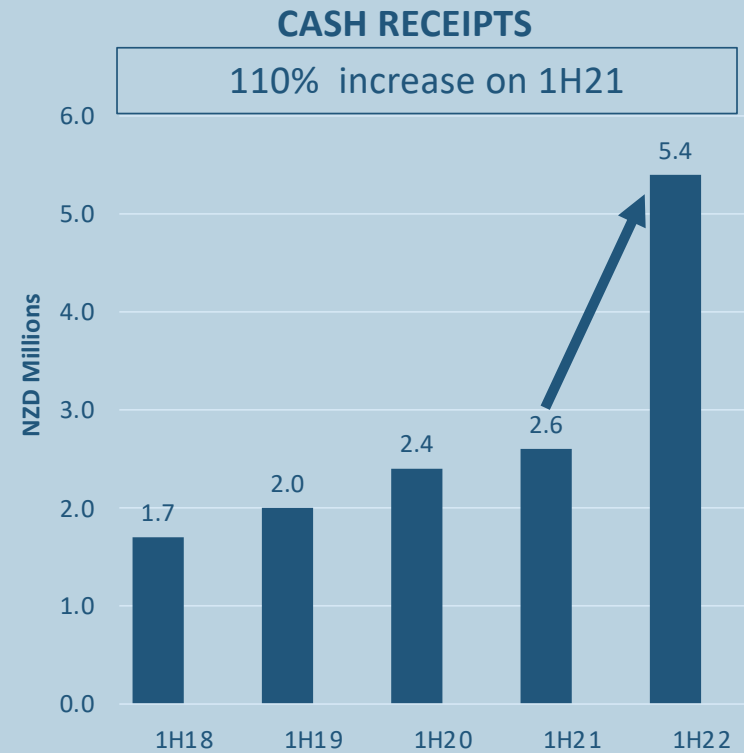
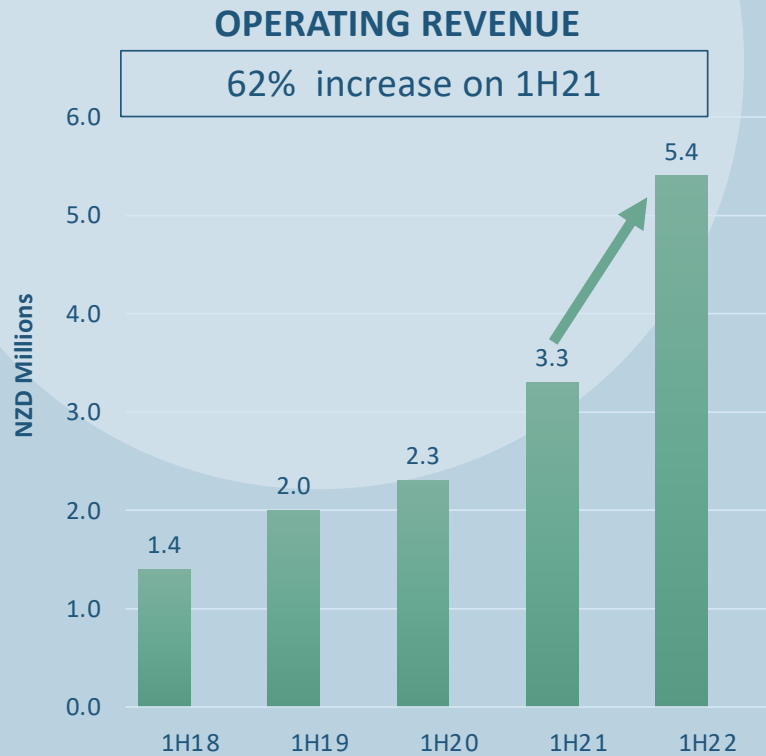


Triage
1H22: 19%
1H21: 27%

Detect
1H22: 56%
1H21: 49%

STEP CHANGE IN REVENUE GROWTH AND CASH RECEIPTS

DRIVEN BY LCD INCLUSION, AND INCREASING REIMBURSEMENT AND ADOPTION



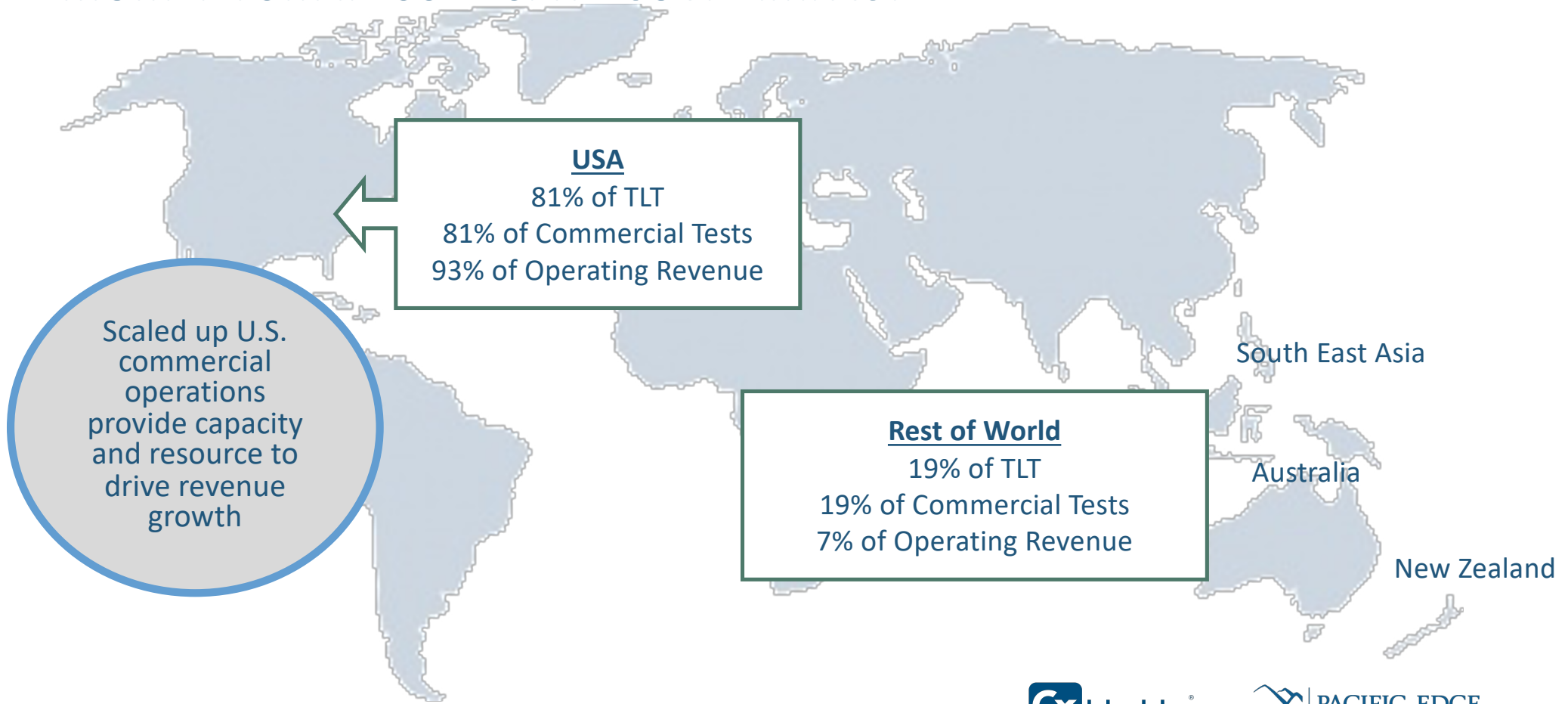
OPERATING EXPENSES

INCREASE IN OPERATING EXPENSES DRIVEN BY INVESTMENT IN GROWTH AND ESCALATING TEST VOLUMES PROCESSED THROUGH THE LABORATORIES

| (NZ\$000) | HY22 | HY21 | % Change |
|----------------------------|---------------|---------------|------------|
| Laboratory Operations | 3,076 | 2,540 | 21% |
| Research | 2,572 | 2,339 | 10% |
| Sales and Marketing | 6,179 | 3,366 | 84% |
| General and Administration | 3,888 | 2,908 | 34% |
| TOTAL | 15,715 | 11,153 | 41% |

- Laboratory expenses driven by volume growth
- Research: Progress of clinical studies and patient recruitment being hampered by Covid-19
- Sales and Marketing driven by investment in US sales team (sales reps increased from 16 for most of FY21 to 28 as at 30 Sept 21), marketing and support costs.
- General and Administration uplift driven by increased people capability to support growth and ASX listing costs

USA REMAINS OUR PRIMARY MARKET MOMENTUM IN US DESPITE COVID IMPACT



POSITIVE GROWTH OUTLOOK

- Well positioned to capitalise on recent commercial milestones and as Covid-19 restrictions ease
- US remains primary focus
- Recent clinical evidence supports adoption of multiple products and Cxbladder PIHSS patient testing
- Publication of new clinical evidence will support additional US guideline inclusion and greater adoption of Cxbladder
- Continued focus on adoption by remaining NZ public healthcare providers, to take population coverage to 100%
- Southeast Asia has the potential to become a market of scale over time with an accessible population base larger than the U.S
- Australia is in the early stages of commercial take-up - opportunity to deliver sales and volume growth
- Appointment of new CEO, Dr Peter Meintjes (commencing January 2022)

US GROWTH DRIVERS

- Strong growth in revenue and cash receipts expected from CMS and Kaiser Permanente once Covid-19 restrictions ease
- Scaled up commercial operations with 30 sales reps covering 21 sales territories will be operating by end-November 2021 (up from 22 as at 31 March 2021)
- Sales focus is on growing the commercial adoption of Cxbladder by Kaiser Permanente and other large healthcare institutions of scale, and further increasing reimbursement coverage from private payers
- U.S. commercial launch of the fourth Cxbladder test (Cxbladder Resolve) to be initiated with key customers



Enquiries to
David Darling
CEO
Pacific Edge Limited

P +64 3 479 5802
M +64 21 797 981
E david.darling@pelnz.com

www.pacificedgedx.com
www.cxbladder.com

GLOSSARY

- **Commercial Tests** are those tests for which the Company is actively seeking reimbursement and cash receipts, and tests performed at no charge in order to gain new customers.
- **Total laboratory throughput (TLT)** includes commercial tests and non-commercial tests related to customer's start-up User.
- **CMS** - Centers for Medicare and Medicaid Services.
- **Medicare** – the federal health insurance programme for people who are 65 or older administered by the CMS or CMS's contractors
- **Medicare Advantage** – part of the Medicare programme. A type of Medicare health plan offered by Medicare-approved private insurance companies, rather than the federal government. Often includes policy advantages over the standard Medicare policy