



**PACIFIC EDGE**

Cancer Diagnostic Company

## **FY15 Interim Results Presentation**

for the six months to 30 September 2014

28 November 2014

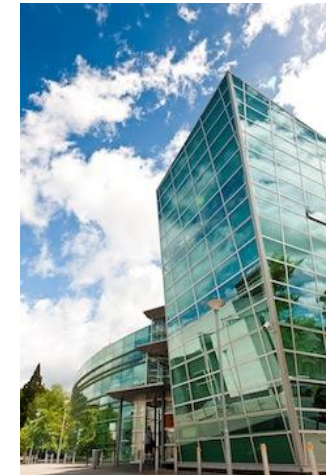
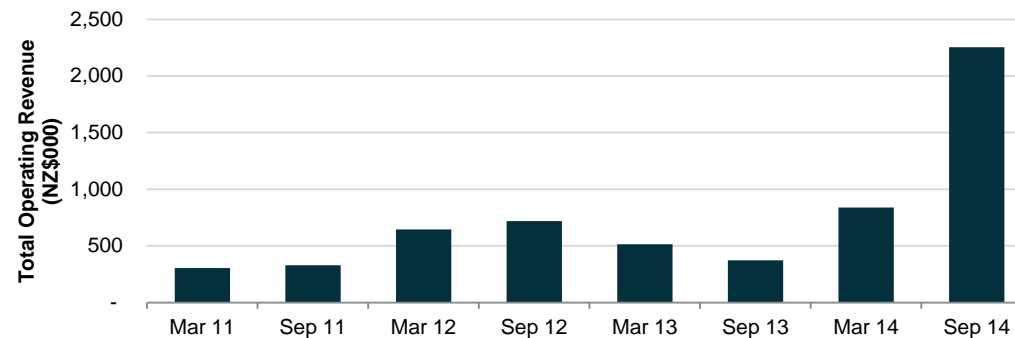
David Darling, CEO

# First Half Growth Highlights

Strong revenue growth reflects the Company's positive commercial progress following the launch of its revolutionary bladder cancer detection test, Cxbladder, into the US market in mid-2013

	HY14 NZ\$(000)	HY13 NZ\$(000)	Change (%)
Revenue from ordinary activities	1,598	183	773
Profit (loss) from ordinary activities after tax attributable to security holder	(4,859)	(4,971)	(2)
Net profit (loss) attributable to security holders	(4,734)	(4,757)	0
Interim / Final Dividend: The company does not propose to pay dividends to shareholders			

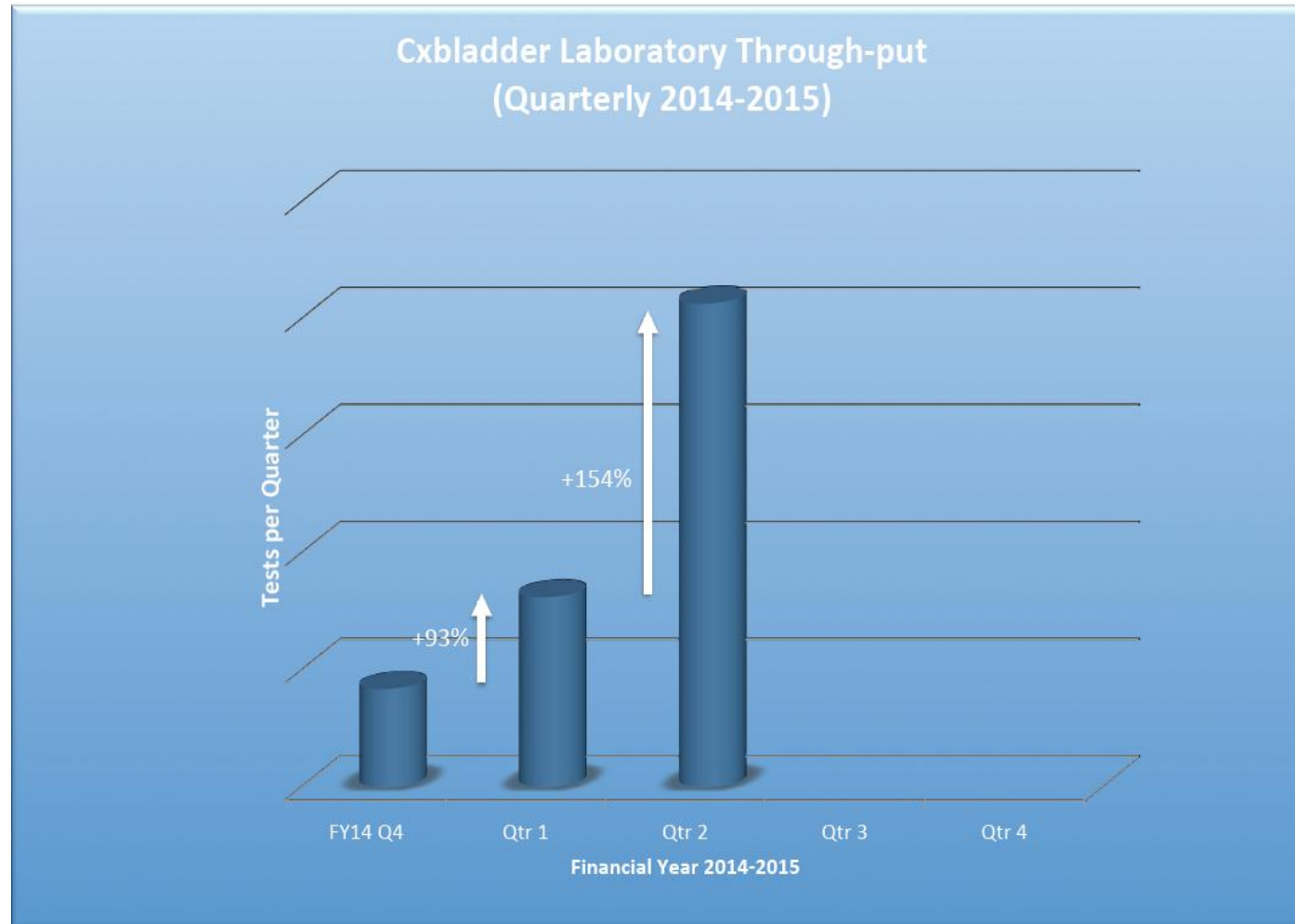
Annual revenue showing strong trend<sup>(1)</sup>



# Vastly Improving Number of Cxbladder Tests Processed through Pacific Edge's Laboratories

Increase of 93%  
from Q4 2014 to  
Q1 2015

Increase of 154%  
Q1 to Q2 2015



# United States Update

- Signed agreements with National Provider Networks – Multiplan, FedMed, ACPN, Stratos
- Kaiser Permanente signed to a User Program for 2015 completion
- User programmes in place with with a growing number of Large Urology Group practices
- Commercial sales achieved and revenue growing in the US
- US sales executive team expanded from four to twelve through August and September this year

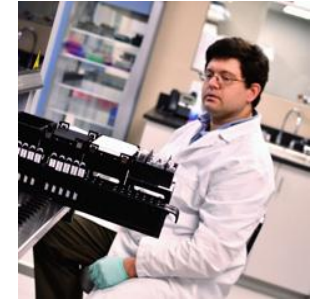
## US focus for FY15

- Increase the number of User Programmes
- Continue to translate existing user programmes into paying commercial relationships
- Grow the total sales of Cxbladder



# New Zealand and Other Jurisdictions: Update

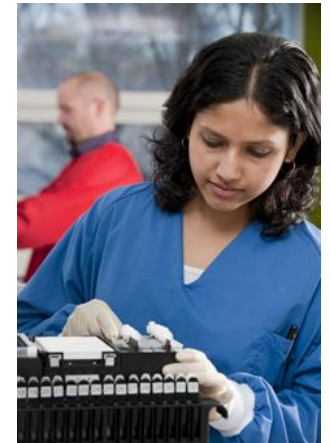
- Successfully completed two validation studies with Waitemata and Canterbury District health boards with results supporting clinical study findings
- Signed agreements with Urologists servicing BOP and Lakes District Health Boards
- Continuing to work with National Health Council to put Cxbladder into the Standard of Care in NZ
- Launched the e-commerce platform for Urologists and patients in NZ
- Commercial sales achieved and revenue growing in the New Zealand market
- Commercial sales from Healthscope, our licensed partner in Australia, are slow
- Commercial partnership in Spain expected to start soon



# Looking Forward

## Objectives

- Focusing on American healthcare market
- Roll-out of Cxbladder Triage
- Evaluating the roll-out to South East Asian markets in Singapore, Taiwan and Thailand
- Developing new bladder cancer diagnostic tests
- Aiding the launch of Cxbladder triage in New Zealand as a precursor for the US
- Targeting gross revenues of over \$NZ100m after five full years of trading
- Continuing to rollout our User Programmes to targeted clinical groups and urologists in the US, New Zealand and Australia



# Balance Sheet and Cash Flow 1H15

**Cash and equivalents of \$14.7m** as at 30 September 2014

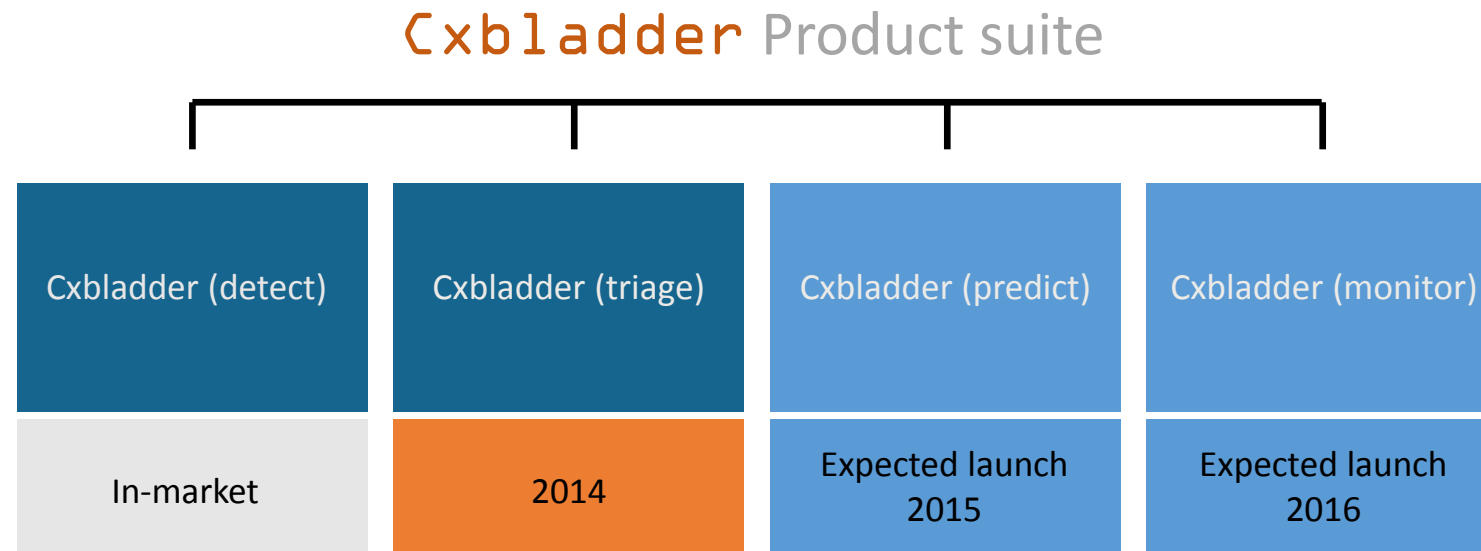
**Utilisation of \$0.6m of cash in 1H15**, including funding received from short term deposits

Sufficient funds in place to **continue development and growth strategy** in existing markets in medium term

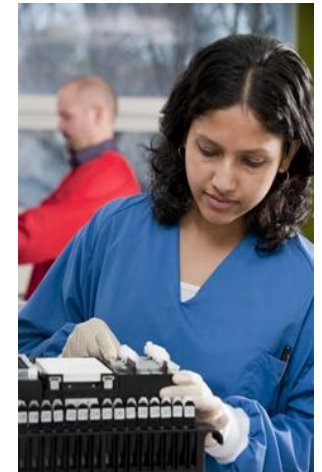
**Lean corporate structure**



# New Product: Cxbladder Triage launches on time and to plan in December 2014



*This “family of bladder cancer products means Pacific Edge is able to provide a ‘one-stop-shop’ solution for urologists*





[www.pacifedge.co.nz](http://www.pacifedge.co.nz)  
[www.cxbladder.com](http://www.cxbladder.com)  
[www.pacifedgedx.com](http://www.pacifedgedx.com)

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