



PACIFIC EDGE
Cancer Diagnostic Company

Full Year Results Presentation
For the twelve months to 31 March 2016

26 May 2016

David Darling, CEO

02: FY16 HIGHLIGHTS

Another Year of Commercial Progress and Growth Particularly in the US

Uplift in Commercial Revenue

Growing customer numbers in the United States and other targeted markets

Milestone Achievements in United States

Expanded US sales team

Signed Federal Supply Schedule Agreement with VA

Kaiser Permanente User Programme progressing well

Good Commercial Progress in Other Markets

New Commercial Partnership in Australia

First User Programme started in Singapore

Inclusion in CDHB new haematuria HealthPathway and available to Urologists and GP's in CDHB region

Launch of Third Product, Cxbladder Monitor

Launched in NZ in late 2015

Progressive rollout into other markets over 2016

03: OUR STRATEGY

Growth Strategy Primarily Focused on the US Market

OUR OFFER

Delivering innovative solutions for the early detection and better management of bladder cancer

Current focus on building suite of Cxbladder diagnostic tests, to help detect and manage bladder cancer

Our tests are non-invasive, accurate, fast, easy to use and cost effective

OUR MARKETS

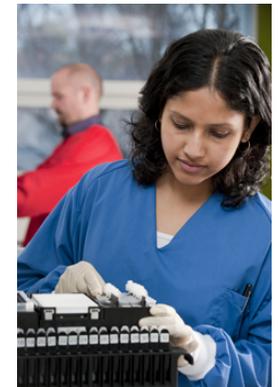
Primary market is the US, one of the world's largest healthcare markets

Pacific Edge tests are also sold commercially in Australia and New Zealand

Continuing to investigate new global market opportunities – identified opportunity in South East Asia

INVESTING FOR GROWTH

Four main areas of investment - People, Intellectual Property, Market Expansion and Product Development



04: FY16 REVENUE

Uplift in Product Sales

In the past two years, operating revenue has grown from \$150,000 to \$4.98 million.

Continuing growth in product sales, particularly in North America. Includes licence fees from Tolmar Australia following establishment of new commercial partnership in February 2016

Third year of funding from a \$4.5 million Callaghan Innovation Grant

	FY16 NZ\$(000)	FY15 NZ\$(000)	Change (%)
Operating Revenue	4,976	1,900	162%
Other revenue	2,218	2,232	
Total Income	7,193	4,132	74%



162% increase in operating revenue compared to the previous year

LABORATORY THROUGHPUT
Includes User Programmes and commercial tests



114% increase in test throughput compared to the previous year

05: FY16 FINANCIAL SNAPSHOT

Continuing Investment into Four Strategic Areas

PEOPLE

- Expansion of the USA sales team to 18 executives
- Increased the commercial, marketing and product development teams in New Zealand

PRODUCT DEVELOPMENT

- Launch of Cxbladder Triage into the USA
- Launch of Cxbladder Monitor in New Zealand in late-2015

MARKET EXPANSION

- Building momentum and gaining traction in the USA
- New commercial partnership in Australia
- Increasing uptake from healthcare organisations and urologists in New Zealand
- Investigation into South East Asia

INTELLECTUAL PROPERTY

- Continuing to apply for and receive patents for Pacific Edge's diagnostic technologies

	FY16 \$NZ'000	FY15 \$NZ'000
Total Revenue and Income	7,193	4,132
Total Expenses	22,870	16,607
Net Loss Before Tax	(15,676)	(12,475)
Income Tax Expense	-	-
Net Loss After Tax	(15,676)	(12,475)
Foreign Exchange Translation	223	154
Comprehensive Loss After Tax	(15,453)	(12,322)

06: FY16 FINANCIAL POSITION – BALANCE SHEET

Capital the Main Source of Funding For Growth

Cash and cash equivalents \$24.16 million as at 31 March 2016

Debt free with funding from capital and technology grants for new product development, commercialisation, USA rollout and investigation into South East Asia

Successful capital raising with a total of \$35.3 million raised through a fully underwritten rights offer completed in July 2015

Funds are being invested into expanding the commercial programme in the USA, launch of new Cxbladder products, progression of South East Asia opportunity and subsequent commercial programme in South East Asia

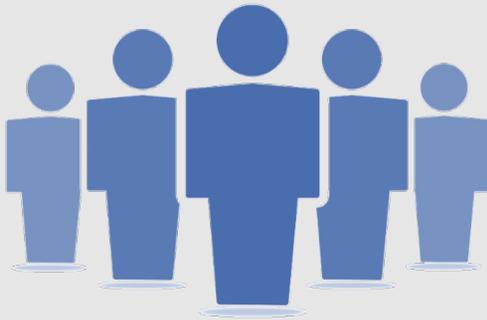
	FY16 \$NZ'000	FY15 \$NZ'000
Cash, Cash Equivalents and Short Term Deposits	24,160	7,819
Trade Receivables, Inventory and Other Current Assets	6,933	3,452
Property, Plant and Equipment	990	1,118
Intangible Assets	248	244
Total Assets	32,331	12,633
Payables and Accruals	2,523	1,931
Total Liabilities	2,523	1,931
Equity	29,807	10,703

07: PRIMARY FOCUS ON US HEALTHCARE MARKET

FY16 OBJECTIVE

Build Infrastructure for Growth

ACHIEVED: Expand to 18 sales executives covering 19 targeted major metropolitan regions



Completed recruitment of 18 specialised sales executives.

New personnel are now fully trained and mobilised

Focused on building relationships with existing and new customers including identified VA healthcare clinics in each sales area

Pacific Edge is targeting sales activity in 19 major metropolitan regions, which it has identified as covering the majority of its potential market in the USA.

08: CAPTURE TRANSFORMATIONAL CUSTOMERS

FY16 OBJECTIVE

Capture Transformational Customers

ACHIEVED: Complete the Federal Supply Schedule process to gain access to the Veterans Administration (VA)

IN PROGRESS: Centre for Medicaid and Medicare Services (CMS) processes to allow access to these patient groups and initiate commercial relationship

Veterans Administration (VA)

Gained registration on the Federal Supply Schedule

Pacific Edge now has the ability to market and sell its Cxbladder products to the VA's clinicians and health providers who provide care for 8.8 million US veterans and their families



Centre for Medicaid and Medicare Services (CMS)

Working to finalise the process with the CMS in the near future

This will allow Pacific Edge to claim reimbursement for Cxbladder tests for the elderly people who use Cxbladder tests and are covered under Medicare



09: USER PROGRAMMES

Increase in User Programmes, Future Focus on Transition to Commercial Customer

FY16 OBJECTIVE

Enhance Awareness and Foster Strong Adoption

ONGOING: Continue to roll out User Programmes to targeted urologists and clinical groups, particularly in the USA

IN PROGRESS: Complete the Kaiser Permanente User Programme and transition this into commercial sales in the following year



User Programmes: These are a key component of the adoption of Cxbladder tests by urologists

Continued to build the number of User Programmes with a focus on Large Urology Groups (LUGs) which have five or more urologists and community practices with one to four urologists

Increase in User Programmes in the second half as the expanded sales team reached more target urologists

Kaiser Permanente

Initiated large scale User Programme with Kaiser Permanente in Southern California in late June 2015, to recruit 2,000 patients

Recruitment now completed after introduction of a new electronic recruiting platform in late-2015

We now expect the User Programme to be completed in 2016 calendar year. Following this, we will be working to transition Kaiser Permanente into a large scale commercial customer

10: OTHER MARKETS

Good Progress in New Zealand, Australia and South East Asia

FY16 OBJECTIVE

Grow Our International Presence

ACHIEVED: Finalise business case for entry into the SEA market and look to establish operations in Singapore

ONGOING: Continue to identify new market opportunities and expand our international presence

South East Asia: Entered into a User Programme Study with a leading hospital in Singapore earlier in the first half year to generate data specific to Singapore and to enable physicians to use Cxbladder Detect in their clinical setting

Continuing discussions and working through approval process with several other leading hospitals to allow them to evaluate Cxbladder products in their own clinical settings

In process of establishing commercial base in Singapore which will provide a hub for further investigation into SEA

Two distinct market opportunities being evaluated:

- Patients requiring testing and management for bladder cancer
- Rapidly growing number of medical tourists who come to the region for regular wellness and medical checkups.

Australia: Established new commercial partnership with Tolmar Australia in February 2016

New Zealand: Continue to work closely with urologists in New Zealand

Signed agreement with Canterbury DHB to provide Cxbladder technology for primary care referral in the evaluation of haematuria (blood in the urine).

11: DELIVER A 'ONE STOP SHOP' OF CXBLADDER PRODUCTS

FY16 OBJECTIVE

IN PROGRESS: Deliver a 'one stop shop' of Cxbladder Products



Cxbladder Triage
NZ Launch Dec 2014
US Rollout 2015

To be used by clinicians and physicians responsible for the primary detection of bladder cancer as a frontline tool in the early evaluation of haematuria (blood in the urine)

Cxbladder Detect
In-Market 2013/14

Designed for use by urologists, for patients who have been referred for a full work up

Cxbladder Monitor
NZ Launch Dec 2015
US Rollout in 2016

Help physicians monitor bladder cancer in patients

Cxbladder Predict
Expected Launch 2016

Help segregate low grade tumours from high grade and late stage tumours

12: LAUNCH PRODUCTS INTO MARKET

FY16 OBJECTIVE

ACHIEVED: Launch Cxbladder Triage in the USA

IN PROGRESS: Commercialisation of Cxbladder Monitor and Predict, with initial launch in New Zealand and a fast follow up in the USA

Cxbladder Triage available in market in New Zealand from December 2014; Launch into the US commenced in July 2015

A number of leading urologists are currently trialling Cxbladder Triage in their clinical settings

Cxbladder Triage performance published in peer reviewed science paper in the prestigious international medical journal, BMC Urology, in April 2015

Received CLIA approval for Dunedin laboratory in August 2015. Working through the process to achieve CLIA approval for US laboratory in 2016.

Cxbladder Monitor successfully launched in New Zealand December 2015; rollout in NZ and Australia planned in 2016

Positive clinical study results presented by Dr Yair Lotan at AUA Conference in San Diego in May 2016

Official US launch timed to coincide with peer reviewed scientific publication of the study in mid-2016

Cxbladder Predict planned to launch in New Zealand later in 2016

13: PROTECT OUR INTELLECTUAL PROPERTY

FY16 OBJECTIVE

ONGOING: Protect Pacific Edge's intellectual property, over a range of diagnostic technologies, in markets around the world



PATENTS ACCEPTED/GRANTED FY16

Title	Country
Gastric Cancer I	China
Gastric Cancer II	Europe
Bladder Cancer Markers	Australia, Korea, Taiwan
Gene Expression Ratios	China, Korea
Gastrointestinal Cancer – Prognosis	Japan
Colorectal Cancer – Prognosis	Korea

14: ENGAGE WITH THE PEOPLE WHO MATTER

FY16 OBJECTIVE

ACHIEVED: Launch online patient community for bladder cancer patients, bladdercancer.me

Pacific Edge is the leading sponsor of bladdercancer.me, an online referral site to enable patients to seek the most appropriate healthcare providers and solutions, including information on the suite of Cxbladder products

Site went live in late-December 2015. Official marketing launch of the site in May 2015 to coincide with Bladder Cancer Awareness Month in the US

Provides online, relevant resources for bladder cancer patients:

- Peer support
- Access to appropriate healthcare providers
- Symptom tracking



Login Join now

Welcome to Bladdercancer.me

An online community where people affected by bladder cancer can connect with one another, share experiences and support each other in a safe, secure environment.

How it works

15: STRATEGIC OPPORTUNITIES FOR GROWTH

Targeting High Growth Over The Medium Term by Creating More Products and Building Sales in an Increasing Number of Markets



16: LOOKING FORWARD: GROW THE BUSINESS

PRIORITIES FOR FY17

MARKETS

- US: Remains the primary focus for growth
- Australia: Work with Tolmar Australia to build awareness and increase sales of Cxbladder tests in Australia
- SEA: Establish a base in Singapore for further investigation into South East Asia, continue to support current User Programme in Singapore and initiate new User Programmes with targeted healthcare providers
- NZ: Continue to work closely with healthcare providers and urologists in New Zealand to encourage uptake of Cxbladder

PRODUCTS

- Rollout of Cxbladder Monitor into the United States and Australia
- Launch Cxbladder Predict in New Zealand

SALES CHANNELS

- US sales team to continue targeting large Urology practices and integrated healthcare providers as well as targeted, large Veterans Administration healthcare providers
- Identify and investigate new sales channels
- Increase online marketing and product awareness, including ongoing support for patient community, bladdercancer.me

CUSTOMERS

- Complete Kaiser Permanente User Programme and progress to commercial relationship
- Continue to progress discussions with Centre for Medicare and Medicaid Services
- Continue to initiate new User Programmes and transition early adopters into commercial customers

17: BOARD AND MANAGEMENT

Providing The Experience and Capability to Deliver on Pacific Edge's Growth Strategy

MANAGEMENT TEAM

Experienced and knowledgeable in the following areas:

Development and international commercialisation of biomedical and biotech businesses

Leadership

New product development

Research and development

Commercial experience including in-market knowledge.

GOVERNANCE

Board of Directors

Experience in governance, finance, cancer research, biotechnology and life sciences, investment and business advisory. Two new directors appointed in past two years.

Subsidiary Board Directors

In-country commercial experience and scientific expertise.

Scientific and Clinical Advisory Boards

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

The opportunity for our Cxbladder technology is significant and we anticipate another year of growing returns as we work towards our goal of providing a 'one stop shop' of high performance Cxbladder products for urologists.

QUESTION AND ANSWER



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