



INVITROCUE™
Transforming bioanalytics

AGM Presentation
November 30 2017

'Growing and Global'

Invitrocue (ASX:IVQ)
CEO, Steven Fang



Disclaimer

This document does not, and does not purport to, address any or all issues which are or may be material or of interest to the Recipient in connection with its own due diligence review of the Company, or otherwise. The Recipient may not, and by receiving this document the Recipient acknowledges that it is not entitled to and agrees not to, rely on any part of this document (whether as to a matter of fact, forecast, opinion or belief) for any purpose whatsoever.

Certain statements in this document relate to the future. These forward looking statements involve known and unknown risks, uncertainties, assumptions and other important factors that could cause the actual results, performance or achievements of the Company and the Business to be materially different from future results, performance or achievements expressed or implied by such statements. Such forward looking statements are based on numerous assumptions regarding present and future business strategies and the environment in which the Company will operate in the future. No representation, assurance or guarantee is given that the occurrence of the events expressed or implied in any forward looking statements in this document will actually occur. The forward looking statements in this document reflect views held only at the date of this document.

Past performance information given in this document is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance. By accepting this document, the Recipient agrees that it will make and rely solely upon its own due diligence investigations and enquiries and will not in any way rely upon any of the information in this document or use this document for any purpose other than as information to assist the Recipient and its advisers to undertake its own due diligence investigations and enquiries.

None of these statements, opinions, projections, forecasts or other forward-looking information contained in this document have been independently verified and no commitment, representation, or warranty, express or implied, is made in relation to their accuracy, reasonableness or completeness. Furthermore, where statements in this document are taken from or attributed to sources created by third parties, the Recipient should have regard to those sources and rely on its own enquiries.

Invitrocue has prepared this document based on information available to it at the time of preparation and subject to the qualifications in this document. To the maximum extent permitted by law, neither the Company nor any of its respective related bodies corporate or other affiliates, directors, officers, employees, representatives, agents, advisors or their respective advisors' affiliates or partners, directors, officers, employees or contractors (each a Limited Party and together with the Limited Parties) takes any responsibility for the contents of this document or any action taken by the Recipient or any other person on the basis of any information in the document. The Limited Parties disclaim any obligation or undertaking to disseminate after the date of this document any updates or revisions to any forward looking statements to reflect any change in expectations in relation to those statements or any change in events, conditions or circumstances on which any such statement is based. To the maximum extent permitted by law any and all liability in respect of this document and the information contained within it is expressly excluded including without limitation any direct, indirect or consequential liability, expenses, losses, damages or costs incurred by the Recipient or any other person as a result of their receipt or use of this document or arising from the information in this document being inaccurate or incomplete in any way for any reason, whether by negligence or otherwise. No Limited Party makes any representation or warranty, express or implied, as to the currency, accuracy, completeness, reliability, fairness or correctness of the information contained in this document or about Invitrocue generally or any opportunity to invest in Invitrocue in the future.

Commercial Pathway & Value Inflection Points

For personal use only

2016

- Achieved triple-digit CAGR since 2015
- Fast-growing revenue stream
- International recognition of IP portfolio
- Global engagement with prestigious cancer centers

2017

- First revenue achieved for Onco-PDO
- Identified and engaged KOLs for each cancer type by country

2018

- Initial launch of services through clinical KOLs
- Move to kit-based sales of the same price point
- Commercial rollout of Onco-PDO to Asia Pacific and Europe

Looking forward

- Launch of cancer-specific proprietary kits for scale-up in other labs in 2018-2019
- Continued revenue growth bases on commercial validation of core cell-based assaying business
- Expansion of Onco-PDO to the European market

Major Announcements for 2017

NOVEMBER

- Successful placement completed with strategic investors

OCTOBER

- Two keystone publications in Nature Medicine & Nature Communications respectively

SEPTEMBER

- Senior appointments to management team and scientific leadership

AUGUST

- International award received recognising InvitroCue's use of intellectual property

JULY

- Establishment of joint innovation laboratory with the Genome Institute of Singapore to develop *in vitro* cancer models
- Ethics approval received from Garvan Institute in Sydney, successful placement completed with strategic investors

MAY

- Expansion of cell based assay business into skin and wound healing

FEBRUARY

- Collaboration announced with Garvan Institute in Sydney

Achievements for 2017

WHAT WE SAID WE WOULD DO

Grow Sales in cell base assay

Secure new / repeated orders

First Indications for PDO

Garvan Institute Trial

First Joint Lab to offer PDO service

Market expansion

WHAT WE ACHIEVED

Sales grew by 643% to \$708K

New customers / repeated contracts

OSCC + Colorectal Cancer

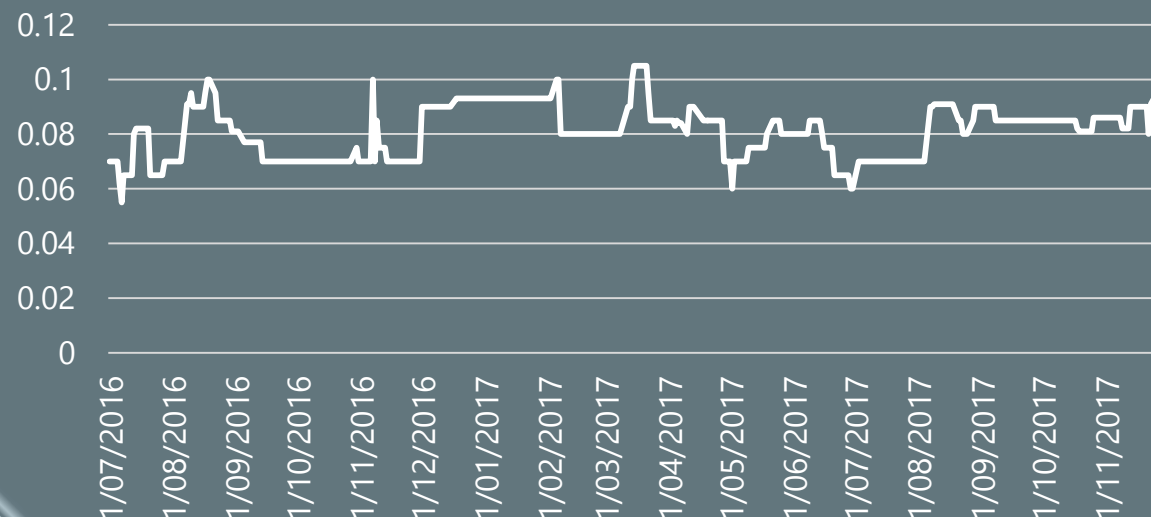
Secured ethics approval, awaiting validation trial

Launch July 2017 by Minister of Trade Hamilton Smith

Currently operate in 4 countries; Singapore, Hong Kong, China, Australia

Share Price Performance

Invitrocue (ASX:IVQ) share price – 1 July
2016 – 28 November 2017



Market Cap:
\$44.35M

Share Price:
\$0.095

72 week lowest and highest:
\$0.055 – \$0.14

Core Services and Products

Liver Cell Services and Products

- Lab based human liver models
- 3D cell culture platform and cell-based assay business
- Used for drug testing to reduce risk, cost and shorten time to market
- Used to assess safety and effectiveness of drugs in infectious diseases and wound healing

Personalised Precision Oncology

- Use of proprietary **Onco-PDO™ technology** platform for the growth of tumor avatars to help reduce the guesswork and cost involved for cancer treatment

Human Liver Services and Products

Liver Cell Services and Product Offering

Pre-clinical liver assay services:

- Drug Metabolism (DMPK) assays
- Liver toxicity assays
- Infectious diseases assays testing for Hep B and Hep C
- Liver disease modeling

Humanised liver products:

- HepaCur fresh hepatocytes (liver cells)
- Mice carrying humanised liver cells



Human Liver Products: Market Opportunity

Rising need for *in vitro* human liver models for screening for liver disease drugs due to:

- Growing geriatric population and increasingly unhealthy lifestyle patterns driving increase in global liver disease cases
- Current lack of an available effective cure for a number of liver diseases:
 - Hepatitis B
 - Fatty liver and non-alcoholic steatohepatitis (NASH)
- Global liver disease treatment market valued at \$12.4 billion in 2009

Most new
drugs fail in
clinical trials
due to liver
toxicity

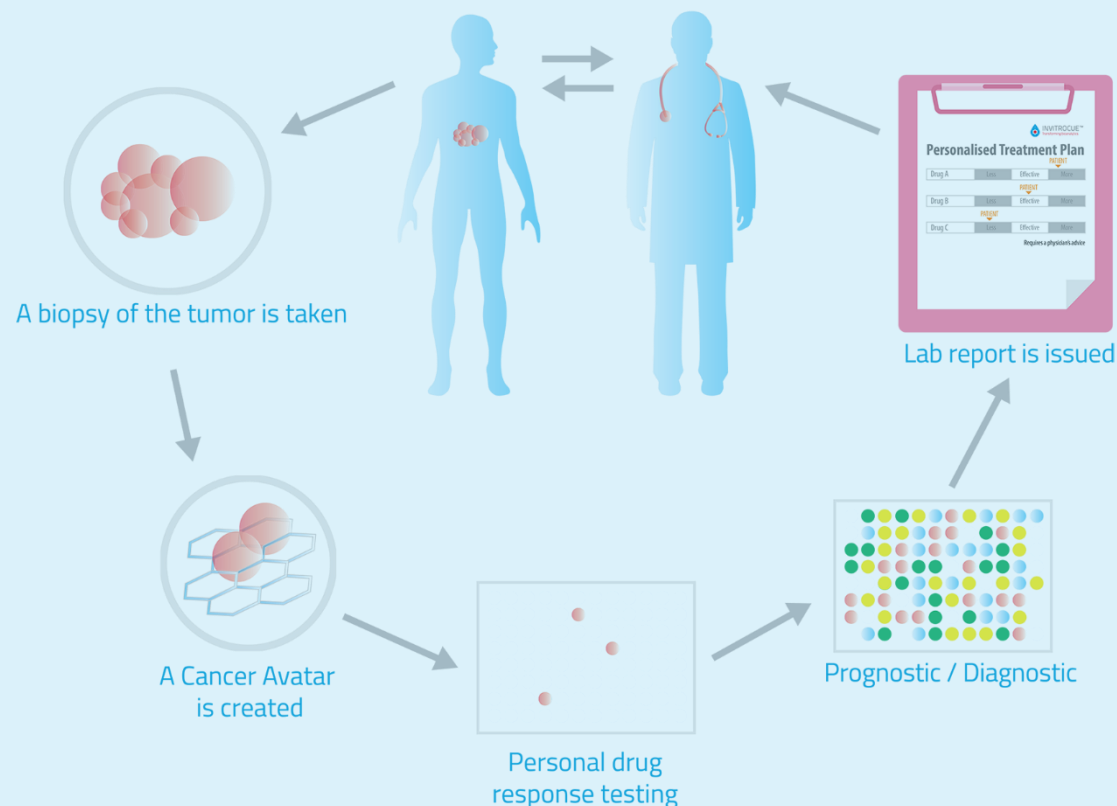
Personalised Precision Oncology: Onco-PDO™

Platform Technology: Onco-PDO™

Our proprietary 3D cell-scaffolding technology, Onco-PDO™ (Oncology Patient-Derived Organoid) enables:

- patient-derived cancer cells (organoids) to be cultured in laboratories
- Organoids used for testing against a panel of drugs to guide oncologist's clinical decisions specific to each patient

Onco-PDO™ PERSONALISED DRUG TESTING



High Caliber Management Team

Demonstrated
Track Record

Deep Scientific
Expertise

Extensive
International
Networks

Strong
Commercial Focus

Dr Steven Fang,
Executive Director and Founder

Martin D. Bach,
Vice President of Operations

Dr Ramanuj Dasgupta,
CSO (Non-Exec), Onco-PDO

Dr Sunny Tan,
Senior VP, Scientific Affairs and Business Development

Tony Adams,
Senior VP, Investor Relations



INVITROCUE™
Transforming bioanalytics

Thank You

For more information please contact

Steven Fang

steven.fang@invitrocue.com

