



# Proteomics International

LABORATORIES LTD

ASX Release  
12 November 2020

ASX code: PIQ

## Israel becomes the first Middle Eastern market for PromarkerD immunoassay test

- Proteomics International appoints Zotal Ltd as the exclusive distributor for PromarkerD in Israel
- The Licence Agreement is the first Middle Eastern market for PromarkerD, the world's first predictive test for diabetic kidney disease
- Israel is recognised as a global leader in the life-science industry and renowned for its early adoption of cutting-edge medical technologies
- One in eight adults in Israel has diabetes, and the disease is the country's fifth leading cause of death
- Partnership marks the second distribution agreement for the easy-to-use, high volume immunoassay version of the test and comes just weeks after agreement to distribute PromarkerD in Italy

Proteomics International Laboratories Ltd (Proteomics International; ASX: PIQ) has signed a distribution agreement to bring PromarkerD, the world's first predictive test for diabetic kidney disease, to the Middle East.

The licensing agreement provides leading medical distributor Zotal Ltd with the right to sell the immunoassay version of PromarkerD (PromarkerD (IA)) to clinical laboratories where it will be used for patient monitoring and to assist in diabetes disease management. Israel has a growing elderly population with a real demand for easy, accessible, affordable diagnostics.

The partnership is the second distribution agreement for the immunoassay version of the test, and comes just weeks after the announcement of a licence to bring PromarkerD (IA) to Italy [ASX: 16 October].

Israel has one of the highest diabetes mortality rates among OECD countries, with diabetes the fifth leading cause of death in Israel<sup>1</sup>. Based on data from the Israeli Diabetes Registry, there are currently 550,000 people in Israel with diabetes, and the same number at the stage defined as pre-diabetes. Globally a third of people with diabetes currently have chronic kidney disease and PromarkerD will become the only test available in the Middle East for predicting the onset of the condition.

Zotal Head of Personalized and Predictive Medicine, Dana Cohen said *"The Israeli Ministry of Health attaches great importance to the prevention of diabetes by improving the monitoring of the disease. The PromarkerD test could be a win-win for patients and the healthcare system and meaningful cost saving tool."*

Israel is recognised as a global leader in the life-science industry and renowned for its early adoption of cutting-edge medical technologies - its healthcare and biotech industry employs 83,000 people across 1,600 life sciences companies. The country's R&D spending, as a proportion of GDP, is the

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<sup>1</sup> [www.healthdata.org/israel](http://www.healthdata.org/israel)

highest in the OECD and Israel's healthcare technology market is estimated at US\$6.2 billion (7.5% of GDP).

The agreement with Zotal is for two years, exclusive to Israel, and exclusive to PromarkerD (IA). Proteomics International will receive payment for each kit sold. Further details of the licence agreement are commercially sensitive and remain confidential. As for any novel test, market penetration cannot be predicted accurately, hence for the new licence it is not possible to quantify the financial impact on Proteomics International in any given timeframe.

Zotal will now complete product registration and reimbursement applications for PromarkerD with the Israeli Department of Medical Devices, Ministry of Health, which is expected to take approximately six months. As part of preparing for PromarkerD sales, Zotal will engage with Israeli Key Opinion Leaders for the promotion and early adoption of the test by major hospitals. The engagement with these KOLs will complement recent scientific publications [ASX: 12 October; 5 November] to help drive awareness and understanding of PromarkerD's benefits in new markets.

Proteomics International managing director Dr Richard Lipscombe said the immunoassay technology was cost-effective and standard to clinical diagnostics laboratories around the world. *"The recently-released PromarkerD immunoassay kit allows hundreds of blood samples to be analysed quickly as part of a panel of routine blood tests,"* he said. *"The platform opens up a host of new market opportunities, including more traditional distribution agreements with proven companies like Zotal."*

Dr Lipscombe said Proteomics International was continuing discussions with diagnostic and pharmaceutical companies to bring PromarkerD to more regions around the world. *"We believe entering both the European and Middle Eastern markets in recent weeks will drive demand for PromarkerD in 2021 and beyond."*

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#### **About PromarkerD ([www.PromarkerD.com](http://www.PromarkerD.com))**

PromarkerD is a predictive test for the early detection of chronic kidney disease (CKD) in patients with type-2 diabetes. CKD is one of the major complications arising from diabetes and if unchecked can lead to dialysis or kidney transplant.

The patented PromarkerD test system uses a simple blood test to detect a unique 'fingerprint' of the early onset of disease by measuring three serum proteins (ApoA4, CD5L and IGFBP3), combined with three routinely available conventional clinical variables (age, high-density lipoprotein (HDL)-cholesterol and estimated glomerular filtration rate (eGFR)).

In clinical studies published in leading journals PromarkerD correctly predicted 86% of otherwise healthy diabetics who went on to develop chronic kidney disease within four years. The PromarkerD immunoassay, the PromarkerD mass spectrometry assay, and the PromarkerD software hub have each achieved CE Mark registration in the European Union.

Further information is available through the PromarkerD web portal.

To visit the PromarkerD ADA virtual booth please see: [www.PromarkerD.com/product](http://www.PromarkerD.com/product)

#### **About Zotal Ltd ([www.zotal.co.il](http://www.zotal.co.il))**

For more than three decades, Zotal has been a leading provider of high-quality, state-of-the-art products for the medical and life sciences market in Israel, selling and supporting products in varying environments including life science research laboratories, fertility clinics and clinical diagnostic laboratories. Zotal is focusing its efforts in broadening the personalised medicine and predictive diagnostic products intended for selecting appropriate and optimal therapies.

#### **About Proteomics International Laboratories (PILL) ([www.proteomicsinternational.com](http://www.proteomicsinternational.com))**

**Proteomics International Laboratories Ltd**

ABN 78 169 979 971

Box 3008, Broadway, Nedlands, WA 6009, Australia

T: +61 8 9389 1992 | E: [enquiries@proteomicsinternational.com](mailto:enquiries@proteomicsinternational.com) | W: [www.proteomicsinternational.com](http://www.proteomicsinternational.com)

Proteomics International (Perth, Western Australia) is a wholly owned subsidiary and trading name of PILL (ASX: PIQ), a medical technology company at the forefront of predictive diagnostics and bio-analytical services. The Company specialises in the area of proteomics – the industrial scale study of the structure and function of proteins. It received the world’s first ISO 17025 laboratory accreditation for proteomics services, and operates from state-of-the-art facilities located on Perth’s QEII Medical Campus.

Proteomics International's business model is centred on the commercialisation of the Company's world-leading test for diabetic kidney disease, PromarkerD. The Company offsets the cash burn from R&D and product development through provision of specialist analytical services, whilst using its proprietary Promarker™ technology platform to create a pipeline of novel diagnostic tests.

**For further information please contact:**

Dr Richard Lipscombe

Managing Director

T: +61 8 9389 1992

E: [enquiries@proteomicsinternational.com](mailto:enquiries@proteomicsinternational.com)

Dirk van Dissel

Corporate Advisor & Investor Relations

T: +61 408 326 367

E: [dirk@candouradvisory.com.au](mailto:dirk@candouradvisory.com.au)