

# INOVIQ AND PROMEGA ANNOUNCE GLOBAL JOINT MARKETING AGREEMENT FOR EXO-NET EXOSOME ISOLATION AND NUCLEIC ACID PURIFICATION SOLUTIONS

- INOVIQ and Promega sign a global joint marketing agreement for INOVIQ's EXO-NET® exosome capture technology and Promega Nucleic Acid purification systems
- Initial deal enables co-marketing of both INOVIQ and Promega products to deliver exosome solutions to global customers for manual and high-throughput exosome isolation and nucleic acid extraction
- Agreement expected to deliver world-class exosome tools and technologies to researchers, pharma and clinical laboratories globally to enable their exosome isolation, biomarker discovery and diagnostics needs in a market expected to reach US\$8.7b by 2029

**Melbourne, Australia and Madison, WI USA, 6 July 2023:** [INOVIQ Limited](#) (ASX:IIQ) (**INOVIQ**), an innovative developer of exosome solutions and precision diagnostics, and [Promega Corporation](#) (**Promega**), a global leader in innovative technologies, tools and technical support to the life sciences industry, today announced a joint marketing agreement to co-market INOVIQ's EXO-NET® exosome capture technology and Promega Nucleic Acid purification systems worldwide.

## Joint marketing agreement

INOVIQ and Promega have formalized a global joint marketing agreement that will offer world-class exosome solutions for manual and high-throughput exosome isolation and nucleic acid extraction to researchers and industry for exosome-based biomarker discovery and diagnostics development.

This agreement combines the expertise of global biotechnology leader Promega in the creation, production and marketing of an extensive range of research tools, technologies and automation solutions, with INOVIQ's disruptive EXO-NET technology, exosome capture tools and exosome-based diagnostics expertise.

Under the agreement, global customers will be offered a wide range of Promega manual and automated nucleic acid extraction reagents and instruments combined with INOVIQ's EXO-NET exosome capture tools to enable their exosome isolation, biomarker discovery and diagnostics research.

Deliverables in the agreement relate to co-marketing materials and activities for INOVIQ and Promega products. The initial term of the agreement is three years, with one-year automatic renewals unless terminated by either party. Furthermore, INOVIQ and Promega anticipate expanding the agreement to cover a range of exosome solutions for exosome isolation, characterisation and analysis kits, and instruments.

## INOVIQ EXO-NET exosome capture technology

Dr Leeorne Hinch, INOVIQ Chief Executive Officer, said: *"Promega is the ideal partner to expand the global reach of INOVIQ's EXO-NET exosome capture technology. Together, INOVIQ and Promega can provide innovative exosome solutions to researchers, pharmaceutical companies and clinical diagnostic labs, enabling their exosome isolation, biomarker discovery and diagnostics research."*

*Promega has already proven to be an invaluable collaborator, having supported INOVIQ to optimise its EXO-NET exosome capture technology on High-Throughput (HT) sample processing equipment capable of handling 96 samples per run within 40 minutes. A HT EXO-NET solution was critical to the ongoing development and clinical validation of INOVIQ's exosome-based Ovarian Cancer Test. This blood test has the potential to aid in earlier detection of ovarian cancer, when it can be cured and help save women's lives. Our new HT EXO-NET solution truly enables the development and commercialisation of exosome-based diagnostics in clinical laboratories worldwide."*

### **Promega Nucleic Acid purification systems**

Promega, a global leader in providing innovative tools and technologies to the life sciences industry, was founded in 1978 by its Chairman and CEO, Bill Linton, and is headquartered in Madison, WI, USA. The company's 2022 annual revenue was over US\$700 million. Promega employs over 2000 employees across 16 countries, and provides over 4,000 products supporting research across genomics, proteomics, cellular analysis and molecular diagnostics. Its product portfolio includes reagents, enzymes, antibodies, assays and instrumentation used in applications for DNA, RNA and protein analysis, drug discovery, and genetic identity testing. Promega products are used by researchers in academic institutions, pharmaceutical companies, clinical diagnostics laboratories, and other life science organizations worldwide.

Tom Livelli, Promega Vice President, Life Sciences, said: *"We look forward to partnering with INOVIQ to co-market its disruptive EXO-NET exosome isolation tools alongside Promega Nucleic Acid extraction reagents and instruments to deliver world-class exosome solutions to our global academic, pharma and clinical customers."*

*Promega recently collaborated with INOVIQ to optimise a high-throughput exosome isolation and nucleic acid extraction solution for our customers worldwide. This new HT exosome isolation and biomarker analysis solution solves an industry challenge needed to commercialise exosome-based diagnostics. Promega is committed to realizing the commercial potential of exosomes for drug discovery and development of non-invasive diagnostics for use in screening, liquid biopsies and precision medicine across Oncology, Neurology, Cardiology, Immunology and other indications."*

### **Contributing to precision medicine**

INOVIQ's Chairman, Dr Geoff Cumming said: *"This joint marketing agreement with Promega represents a significant step forward for our company as we continue to seek new markets for our products. The agreement was progressed to this point during a recent US business trip by our CEO, Dr Learne Hinch, and CSO, Dr Greg Rice, and is among several key outcomes resulting from this trip. We will keep the market informed of further developments as they are realised."*

Both INOVIQ and Promega are poised to leverage their expertise and resources to advance exosome-based biomarker discovery and diagnostics development, further contributing to the field of precision medicine.

- ENDS -

*Authorised by the Company Secretary, Mark Edwards.*

## COMPANY CONTACTS

**Dr Leearne Hinch**  
Chief Executive Officer  
E [lhinch@inoviq.com](mailto:lhinch@inoviq.com)  
M +61 400 414 416

**Dr Geoff Cumming**  
Non-Executive Chairman  
E [geoff.cumming@inoviq.com](mailto:geoff.cumming@inoviq.com)  
M +61 417 203 021

**Jane Lowe**  
IR Department  
E [jane.lowe@irdepartment.com.au](mailto:jane.lowe@irdepartment.com.au)  
M +61 411 117 774

## ABOUT INOVIQ LTD

INOVIQ Ltd (ASX:IIQ) (**INOVIQ**) is developing and commercialising next-generation exosome solutions and precision diagnostics to improve the diagnosis and treatment of cancer and other diseases. The company has commercialised the EXO-NET pan-exosome capture tool for research purposes and the hTERT test as an adjunct to urine cytology testing for bladder cancer. Our cancer diagnostic pipeline includes blood tests in development for earlier detection and monitoring of ovarian, breast and other cancers. For more information on INOVIQ, visit [www.inoviq.com](http://www.inoviq.com).

## ABOUT PROMEGA CORPORATION

Promega Corporation (**Promega**) is a leader in providing innovative solutions and technical support to the life sciences industry. The company's portfolio of over 4,000 products supports a range of life science work across areas such as cell biology; DNA, RNA and protein analysis; drug development; human identification and molecular diagnostics. For 45 years these tools and technologies have grown in their application and are used today by scientists and technicians in labs for academic and government research, forensics, pharmaceuticals, clinical diagnostics and agricultural and environmental testing. Promega is headquartered in Madison, WI, USA with branches in 16 countries and over 50 global distributors. Learn more at [www.promega.com](http://www.promega.com).

## ABOUT EXOSOMES AND THE GLOBAL EXOSOMES MARKET

**Exosomes** are small extracellular vesicles (EVs, or exosomes) released by cells. They are nanometre-sized lipid membrane packages that encapsulate (and protect from degradation) DNA, RNAs and proteins. Exosomes and the messages they carry form part of the cell-to-cell communication system and play an important role in health and disease. Intercepting and reading exosomal messages has important applications in the research, diagnosis and treatment of many diseases, including cancer, neurological, cardiovascular, inflammatory and other diseases and disorders.

Clinical interest in exosomes has grown exponentially due to their commercial potential in biomarker discovery, earlier disease detection, companion diagnostics, targeted therapies, drug delivery and regenerative medicine. However, the exosome promise has been limited by slow, impure and inefficient traditional methods to isolate exosomes. This has created a need for improved exosome isolation methods that deliver *speed, purity and yield* for research and commercial applications.

INOVIQ has developed and commercialised **EXO-NET** to enable *fast, efficient and scalable* exosome isolation from biofluids to intercept and decode the messages that they contain. This information can be used for assessing patient well-being or disease risk, diagnosis of disease, selecting the best treatment option, or monitoring a patient's response to treatment.

The **global exosome research market** was valued at US\$144 million in 2021 and is expected to reach US\$661 million by 2026, growing at a CAGR of 35.6%.<sup>1</sup> North America was the largest geographic segment representing 41.5% of the market followed by Europe at 20%. The Kits and Reagents product segment in which INOVIQ's EXO-NET research tools fit, was valued at US\$71 million in 2021 and is forecast to reach US\$311 million by 2026.

<sup>1</sup> 2022. Exosome Research Market - Global Forecast to 2026. Markets&Markets

The **global exosomes market** was valued at US\$1.8 billion in 2022 and is forecast to reach US\$8.7 billion by 2029, growing at 25% CAGR.<sup>2</sup> Market growth is driven by increased investment in exosome research, the rising prevalence of chronic diseases, increased demand for non-invasive diagnostics and targeted therapies, and technological advancements in exosome isolation and purification. North America was the largest geographic segment in 2022. Clinics (hospitals and clinics) were the largest end-users, followed by Pharmaceutical (biomarker discovery and drug development) and Academic (academic and research institutes) segments.

### FORWARD LOOKING STATEMENTS

This announcement contains certain 'forward-looking statements' within the meaning of the securities laws of applicable jurisdictions. Forward-looking statements can generally be identified by the use of forward-looking words such as 'may', 'should', 'expect', 'anticipate', 'estimate', 'scheduled' or 'continue' or the negative version of them or comparable terminology. Any forecasts or other forward-looking statements contained in this announcement are subject to known and unknown risks and uncertainties and may involve significant elements of subjective judgment and assumptions as to future events which may or may not be correct. There are usually differences between forecast and actual results because events and actual circumstances frequently do not occur as forecast and these differences may be material. The Company does not give any representation, assurance or guarantee that the occurrence of the events expressed or implied in any forward-looking statements in this announcement will actually occur and you are cautioned not to place undue reliance on forward-looking statements.

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<sup>2</sup> 2023. Exosomes Market: Global Industry Analysis and Forecast for the Period 2023-2029. MMR: [www.maximizemarketresearch.com/market-report/exosomes-market/189733/](http://www.maximizemarketresearch.com/market-report/exosomes-market/189733/)