

INOVIQ ENGAGES US-BASED CONTRACT SALES TEAM TO ACCELERATE EXO-NET ROLL-OUT

- INOVIQ engages US-based Percorso Life Sciences to provide contract sales force and logistics services to accelerate commercial roll-out of EXO-NET® products in the USA
- Contract sales force covers the key East-Coast, West-Coast and Mid-West US regions
- Services include marketing, sales, inventory, logistics and warehousing of EXO-NET research tools to academia and biopharma customers
- Engagement in line with INOVIQ's strategy to first commercialise EXO-NET as a research tool in the global exosome research market, which is expected to reach US\$661 million by 2026, with US representing 41.5% of market

Melbourne, Australia, 21 July 2022: INOVIQ Limited (ASX:IIQ) (INOVIQ or the Company) is pleased to announce that it has engaged US-based Percorso Life Sciences LLC (Percorso) under a Services Agreement to provide contract sales and logistics services, accelerating the commercial roll-out of INOVIQ's EXO-NET research products in the USA.

CEO Dr Learne Hinch said: *"This agreement with Percorso Life Sciences is a key step toward driving our EXO-NET research tool sales in the largest geographic market segment for exosome research products globally. It signals a ramp up in our commercial focus for EXO-NET and is another important milestone for INOVIQ. It also expands access to potential collaboration opportunities for exosome-based diagnostic and therapeutic applications."*

Percorso is an experienced service provider, supporting many international companies to sell research tools, reagents, and diagnostic products throughout the USA. We are excited to partner with them."

Percorso is engaged to provide recruitment services, personnel management of sales representatives, marketing and sales, and inventory, logistics and warehouse services for INOVIQ products. The agreement commences on 21 July 2022 and is for an initial term of 15-months. Either party may terminate the agreement immediately for cause, or upon 90 calendar days written notice during the Initial Term and 30 calendar days in any further term.

Bryan Rittenberry, Chief Business Officer and Partner at Percorso said: *"Percorso is very excited about the potential for EXO-NET in the US market and thrilled to partner with INOVIQ to support the marketing and sales of this next generation exosome capture tool. We have a successful history of partnering with life science companies to seamlessly support their marketing, business development and sales activities in the USA. We believe that EXO-NET is an important technology that will provide US researchers with a much-needed tool to take the next steps to advance their exosome research."*

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%.¹ North America is 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, is the largest, valued at US\$71 million in 2021 and forecast to reach US\$311 million by 2026. This market growth is driven by life sciences

¹ Markets&Markets, 2022. Exosome Research Market - Global Forecast to 2026.

research, the high global cancer prevalence and increasing interest in exosome-based discovery, diagnostic and therapeutic applications.

INOVIQ's EXO-NET PIPELINE

INOVIQ's first product developed from its EXO-NET technology is the pan-EXO-NET research tool for capture of exosomes from biofluids. Exosomes are cell-derived small extracellular vesicles that contain various molecules that can be identified and potentially used as diagnostic biomarkers of disease or for drug targets. Pan-EXO-NET's high yield, purity and scalability makes it a valuable tool for use in discovery programs and clinical studies for research organisations and biopharma.

As part of INOVIQ's strategy to capture the exosome research market, INOVIQ intends to develop a portfolio of EXO-NET research tools for isolation of specific subsets of extracellular vesicles to support various indications including oncology, neurodegenerative, cardiometabolic and inflammatory conditions. INOVIQ is also planning to build a portfolio of EXO-NET powered exosome-based diagnostics for detection of cancer and other diseases. The Company recently announced its first collaboration with the University of Queensland (UQ) to develop a world-first exosome-based ovarian cancer screening test using INOVIQ's EXO-NET technology and UQ biomarkers.

Authorised by the Company Secretary, Tony Di Pietro.

– ENDS –

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ABOUT INOVIQ

INOVIQ Ltd (ASX:IIQ) (INOVIQ) is developing and commercialising innovative diagnostic and exosome-based products to improve the diagnosis and treatment of cancer and other diseases. The Company has commercialised the hTERT test used as an adjunct to urine cytology testing for bladder cancer and the EXO-NET pan-exosome capture tool for research purposes. Our cancer diagnostic pipeline includes blood tests in development for earlier detection and monitoring of ovarian, breast, prostate, and other cancers. For more information on INOVIQ, see www.inoviq.com.

ABOUT PERCORSO LIFE SCIENCES

Percorso Life Sciences LLC is a consulting firm that specializes in operations, executive management, commercialization, and subsidiary formation. Percorso executes transparently, allowing clients easy access to the global life science marketplace. Percorso has been operating in the global life science market since 2007 and has successfully led, assisted, and facilitated business operations for greater than 40 clients. Client product offerings range from reagents to instruments, basic science to pharma, with direct sales to OEM and B2B products across the entire spectrum. For more information, see www.percorsols.com.

FORWARDING 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.