4 April 2025

Q4 25 CXBLADDER VOLUMES RISE AND KEY METRICS IMPROVE

Pacific Edge sees lift in number of US clinicians ordering Cxbladder and number of tests ordered per clinician

DUNEDIN, New Zealand – Cancer diagnostics company Pacific Edge (NZX, ASX: PEB) today announces tests processed at its laboratories in Q4 25 improved 6.8% on the prior quarter (Q3 25), lifted by increased adoption in the US.

Total laboratory throughput (TLT) in Q4 25 rose to 7,577 tests from 7,092 tests in Q3 25.

Q4 25 US TLT was 6,490 tests up 11.7% from the 5,808 tests in Q3 25, lifted by an increase in the number of unique US ordering clinicians to 914 from 866[1] in Q3 25 and an increase in the number of tests each US clinician orders to 7.1 from 6.7[1] in Q3 25. The US volume lift follows continuing incremental improvements in sales force efficiency, up to 406 tests per sales FTE from 379 tests in Q3 25, and a seasonal post-holiday rebound.

The American Urological Association's (AUA) February 2025 inclusion of Cxbladder Triage with a 'Grade A'[2] evidence rating in its new microhematuria guideline has changed our sales pitch to clinicians, medical policy makers and healthcare payers, and generated renewed interest in Cxbladder among the broader urology customer base.

The longer-term impact of this change may take some time to affect the daily lab throughput figures, and as we await various coverage-related events, our commercial team will focus on profitability per sales resource in the wake of the guideline update before seeking to expand the size of the team. Further commentary on the implications of this guideline for Pacific Edge are detailed in the investor update released today.

Q4 25 Asia Pacific TLT was 1,087 tests down 15% on the 1,284 tests in Q3 25, with the decrease partly reflecting a reduction in evaluation and clinical study volumes as we continue to focus on commercial testing volumes and see the impact of budgetary constraints within some Health New Zealand – Te Whatu Ora regions.

Total volumes for the year to the end of March 2025 (FY 25) were down 11.5% to 28,894 tests from 32,633 in FY 24, with the fall reflecting the reduction in the sales force compared to the prior financial year in response to the uncertainty over Medicare coverage of Cxbladder.

In addition to the commentary on the guideline, the Q4 25 investor update also provides:

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[1] The number of ordering clinicians in Q3 25 and the tests per ordering clinician has been restated to reflect post period adjustments.

[2] The AUA defines 'Grade A' evidence as evidence with a high certainty rating and notes evidence of this grade makes it "very confident that the true effect lies close to that of the estimate of the effect".

- An overview of the new evidence demonstrating the clinical utility of Cxbladder Monitor in the surveillance for the recurrence of bladder cancer and the cost savings it delivers to healthcare payers.
- Our formal rebuttal of the evidentiary review of 'Genetic Testing in Oncology: Specific Tests' (L39365) Local Coverage Determination released on 9 January 2025.
- Advances in our clinical evidence generation program and how the AUA guideline inclusion has further validated the role our clinical science team plays in creating shareholder value.

Released for an on behalf of Pacific Edge by Grant Gibson, Chief Financial Officer.

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OVERVIEW

Pacific Edge: www.pacificedgedx.com

Pacific Edge Limited (NZX/ ASX: PEB) is a global cancer diagnostics company leading the way in the development and commercialization of bladder cancer diagnostic and prognostic tests for patients presenting with hematuria or surveillance of recurrent disease. Headquartered in Dunedin, New Zealand, the company provides its suite of Cxbladder tests globally through its wholly owned, and CLIA certified, laboratories in New Zealand and the USA.

Cxbladder: www.cxbladder.com

Cxbladder is a urine-based genomic biomarker test optimized for the detection and surveillance of bladder cancer. The Cxbladder evidence portfolio developed over the past 14 years includes more than 20 peer reviewed publications for primary detection, surveillance, adjudication of atypical urine cytology and equivocal cystoscopy. Cxbladder is the focal point of numerous ongoing and planned clinical studies to generate an ever-increasing body of clinical utility evidence supporting adoption and use in the clinic to improve patient health outcomes. Cxbladder has been trusted by over 4,400 US urologists in the diagnosis and management of more than 100,000 patients, including the option for in-home sample collection. In New Zealand, Cxbladder is accessible to 75% of the population via public healthcare and all residents have the option of buying the test online.