



Personalized Medicine from a Liquid Biopsy

#### Forward-Looking Statements

This presentation contains, and any accompanying oral presentation would no doubt contain, forward-looking statements, within the meaning of the Private Securities Litigation Reform Act of 1995, regarding us (Biocept, Inc.) and our business. Forward-looking statements include all statements that are not historical facts and generally can be identified by terms such as anticipates, believes, could, estimates, expects, intends, may, plans, potential, predicts, projects, should, will, would, or the negative of those terms and similar expressions.

Forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. For details about these risks, please see our SEC filings.

All forward looking statements contained in this presentation speak only as of the date hereof, and except as required by law, we assume no obligation to update these forward-looking statements whether as a result of any new information, future events, changed circumstances or otherwise.



#### FWP Statement

This presentation highlights basic information about us and the offering to which this communication relates. Because it is a summary, it does not contain all of the information that you should consider before investing in our common stock.

We have filed a registration statement (including a prospectus, which currently is in preliminary form) with the US Securities and Exchange Commission for the offering to which this presentation relates. The registration statement has not yet become effective. Before you invest, you should read the preliminary prospectus in the registration statement (including the risk factors described therein) and other documents we have filed with the SEC for more complete information about us and the offering.

You may access these documents for free by visiting EDGAR on the SEC website at http://www.sec.gov

The preliminary prospectus, dated January 21, 2015, is available on the SEC Web site at <a href="http://www.sec.gov/Archives/edgar/data/1044378/000095012315000339/bioc-s1a\_20140930.htm">http://www.sec.gov/Archives/edgar/data/1044378/000095012315000339/bioc-s1a\_20140930.htm</a>

Alternatively, we or any underwriter participating in the offering will arrange to send you the preliminary prospectus and, when available, the final prospectus and/or any supplements thereto if you contact Aegis Capital Corp., Prospectus Department, 810 Seventh Avenue, 18th Floor, New York, NY 10019, telephone: 212-813-1010, e-mail: <a href="mailto:prospectus@aegiscap.com">prospectus@aegiscap.com</a>



# Offering Summary

Issuer	Biocept, Inc.
Exchange/Ticker	NASDAQ Capital Market / BIOC
Offering Size	Approx. \$15,000,000 of Common Stock (100% Primary)
Over-Allotment	15% (100% Primary)
Use of Proceeds	<ul> <li>Sales and marketing for test offerings</li> <li>Assay development and validation</li> <li>Automation and scale up</li> </ul>
Joint Book-Runners	Aegis Capital Corp. and Feltl and Company



#### Biocept's Liquid Biopsy Solution

#### **Answering an Unmet Medical Need**

Do I qualify for this drug?



Does my treatment need to be changed?



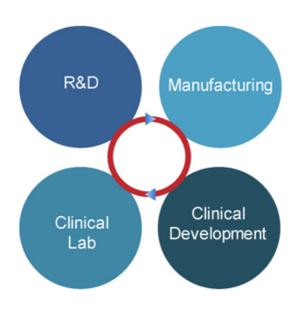
The Right Therapy for the Right Patient at the Right Time



#### **Business Overview**



CLIA facility in San Diego, CA



R & D, test kits manufactured and samples analyzed



Genomic test results sent to physicians



## Investment Highlights

Commercial stage cancer diagnostics company with groundbreaking technology platform utilizing a simple blood test

- OncoCEE™: captures circulating tumor cells (CTCs)
- <u>CEE-Selector</u>™: enhanced sensitivity for genomic mutation analysis
- Commercialized tests for breast, gastric and non-small cell lung cancer
- Test pipeline focused on solid tumor biomarkers in lung, breast, colorectal, prostate and melanoma
- Established, certified and scalable CLIA lab
- Clear path to market penetration
- Established research collaborations and strategic partnerships



# **Biocept Executive Team**

David Hale Chairman	CEO of Hale BioPharma Ventures with over 36 years as a life sciences sector leader Chairman (current or former) of Santarus (acquired by Salix), Conatus, Micromet (acquired Amgen), and SkinMedica (acquired by Allergan) CEO of Hybritech (acquired by Lilly), Gensia (acquired by Teva)			
Michael Nall President and CEO	More than 25 years in healthcare sales, marketing and commercial operations     16 years in cancer diagnostics and genomics     Most recently General Manager N. American Sales and Marketing for Clarient—a GE Healthcare Company			
William Kachioff SVP, Finance and CFO	25 years life sciences industry experience     15 years of experience in public company finance     Abbott Labs, Cutera, Coulter Pharmaceutical, Althea, Vivus     Diverse finance and operations management experience			
Lyle Arnold, Ph.D.  SVP, R&D and CSO	Senior R&D Leadership at Gen-Probe, Incyte Genomics, Genta     Founder/ Co-founder Oasis Biosciences, Molecular Biosystems, Aegea Biotechnologies     Former faculty member, UCSD School of Medicine and member, UCSD Cancer Center     40 issued US and more than 140 issued and pending patents worldwide			
Veena Singh, MD SVP and Sr. Medical Director	Board certified molecular pathologist, UCSD, Cedars Sinai trained     Numerous publications, serves on CAP committees for oncology biomarkers     Most recently Medical Director – bioTheranostics			
Raaj Trivedi VP Commercial Operations	More than 15 years in the biotechnology and diagnostics industry     Served as VP of Marketing and VP of Business Development at Clarient – a GE Healthcare Company     Life Technologies Commercial Leader for Oncomine Biomarker Discovery Panel			



























# Multifaceted Growth Strategy

#### Sales and Marketing Investment

- Physician and hospital market for treatment decisions
- Biopharma and research services
- Collaboration and partnership agreements

#### Research and Development

- Clinical utility studies
- Validation of test in pipeline
- Enhanced technology

#### Operational Efficiency

- Investment in automation
- Optimize capacity of infrastructure





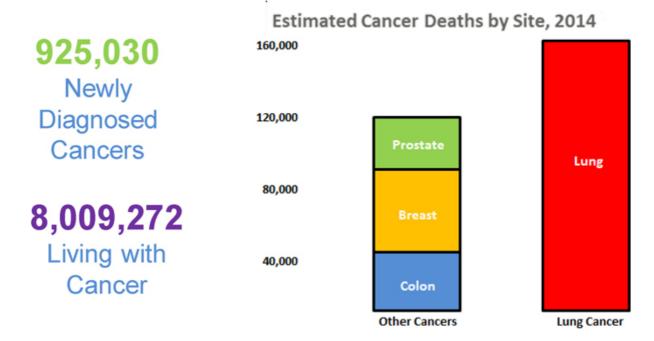
#### 2014 Accomplishments

- ✓ Appointed Veena Singh as SVP and Senior Medical Director
- ✓ Appointed Raaj Trivedi as Vice President Commercial Operations
- ✓ Recruited a national sales team to support commercialization
- ✓ Implemented reimbursement and managed care plan
- ✓ Gained coverage for approx. 19M patients in large PPO network
- ✓ Awarded additional issued patents in Europe, China and S. Korea
- ✓ Gained and expanded collaborations with MD Anderson, Rosetta and Insight
- ✓ Launched Clinical Research Services in Circulating Tumor DNA
- ✓ Secured \$10 Million Term Loan Facility With Oxford Finance LLC
- ✓ Increased menu of testing:
  - ✓ ER in breast cancer; ALK, ROS1 and T790M/EGFR in NSCLC and HER2 in gastric cancer.



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#### **Target Market**



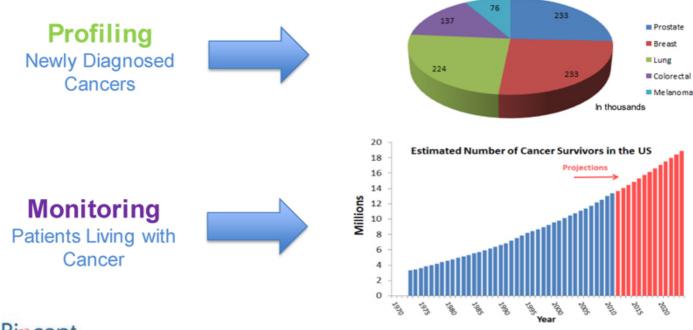
 Incidence data for 2014 and prevalence data for 2010 of breast, lung, colon, prostate, melanoma, gastric and deaths data provided by National Cancer Institute: <a href="http://seer.cancer.gov/statfacts/">http://seer.cancer.gov/statfacts/</a>



# Liquid Biopsy Opportunity

# "...liquid biopsies have a multi-billion dollar market potential that could eventually exceed \$10B"

Cowen and Company Liquid Biopsy Industry Report, November, 2014





DeSantis, et al (2014). Cancer Treatment & Survivorship Statistics

#### Limitations of Tissue Biopsy

#### Cancer is a heterogeneous disease

- Molecular properties differ within a tumor
- Primary tumor biopsy may not reflect current disease condition
- Therapy causes changes in tumor cells

#### Biopsy is invasive

- May not be feasible based on patient condition or tumor accessibility
- Impractical for periodic monitoring for progression / recurrence

#### Biopsy tissue is limited

- Greater demand due to molecular profiling
- Surgery is costly

#### **Liquid Biopsy Addresses Limitations in Standard of Care**



#### Reducing Healthcare Costs

Average cost of biopsy: \$14,6341

Average cost when adverse events such as collapsed lung, bleeding or pneumonia occurred was 4X higher<sup>1</sup>

Average cost of blood draw: between \$6 and \$167 2

.... potentially saving our healthcare system billions

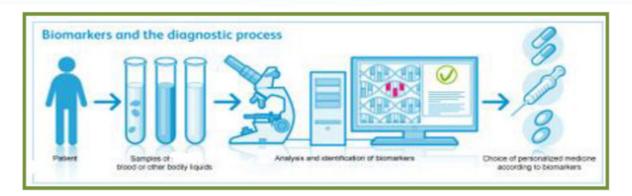


<sup>1</sup>Lokhandwala T, Dann R, Johnson M, et al. Costs of the Diagnostic Workup for Lung Cancer - A Medicare Claims Analysis. Presented at: 2014 Chicago Multidisciplinary Symposium in Thoracic Oncology; October 30-November 1, 2014; Chicago, Illinois. Presentation Number: 103.

2http://clearhealthcosts.com/blog/2012/12/how-much-does-a-blood-test-cost-it-could-be-16-or-117/



#### New Molecular Paradigm

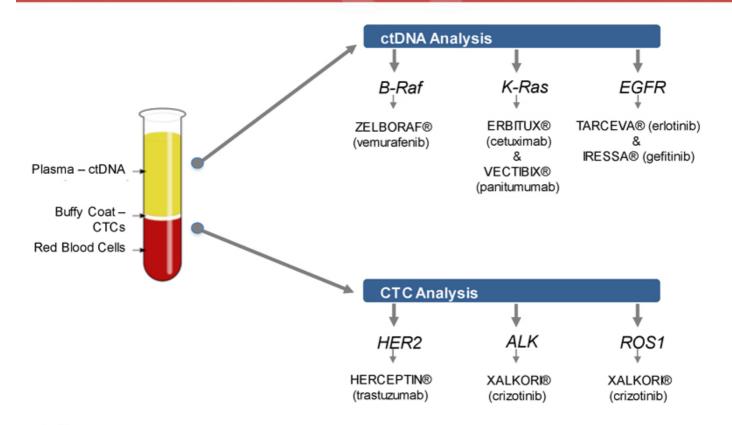


- o Liquid biopsy (CTCs and ctDNA) surrogate for tumor tissue biopsy
- o Repeatable for monitoring patient response to treatment
- o Provides tumor biomarker status when tissue is not available
- o Reduce false negatives attributable to heterogeneity
- o Detect metastasis, recurrence and biomarker conversion
- Qualify more patients for targeted therapies
- o 66% of researchers say analysis of CTCs will be the standard of care by 2017\*



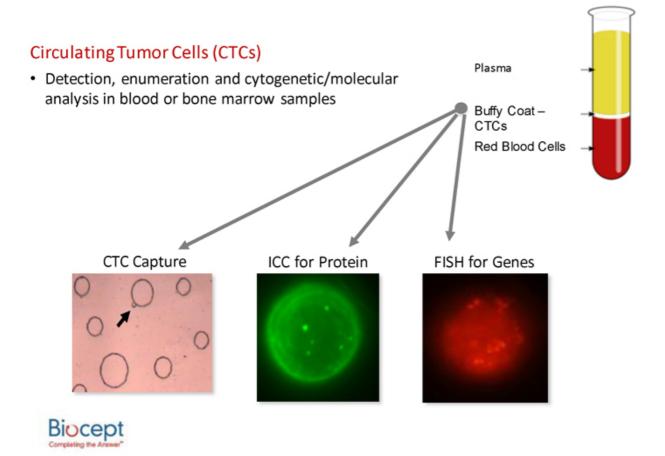
\*CTC industry overview - Hanson and Wade 2013

#### Platform Overview

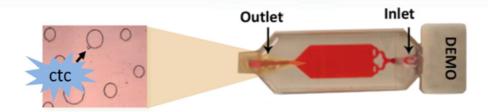




# **OncoCEE CTC Testing**



#### **CEE® Microfluidic Channel**



- Patented arrangement of posts optimized for ultra-sensitive rare cell capture
- Mounted on glass slide and transparent, enabling direct microscopic visualization of captured CTCs
- Multiple assays can be performed on captured CTCs
- Cells can be released for further analysis, including CEE-Selector mutation analysis, and is intended for next generation sequencing at Biocept or with industry partners

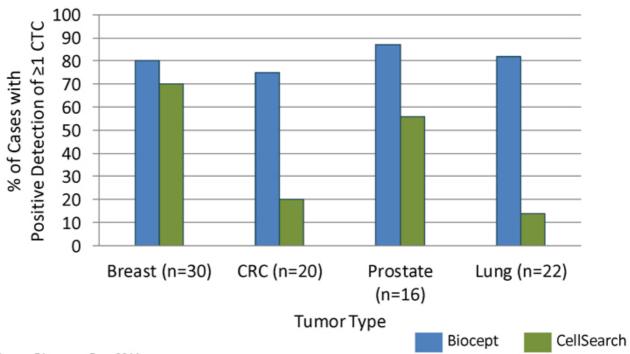


# OncoCEE<sup>TM</sup> A New Standard in Oncology Diagnostics

OncoCEE™ Platform	CellSearch (J&J) Platform	
<ul> <li>✓ Proprietary CTC antibody capture cocktail</li> <li>✓ Not limited to "traditional" epithelial CTCs</li> <li>✓ Captures more CTCs</li> </ul>	<ul> <li>Single capture antibody</li> <li>Limited to "traditional" epithelial CTCs</li> </ul>	
✓ Immediate post-capture biomarker analysis	No biomarker analysis offered under FDA clearance	
✓ Tests for Breast, Gastric, Lung cancers with Colon, Prostate, Melanoma planned	Only available for Breast, Colon, Prostate	



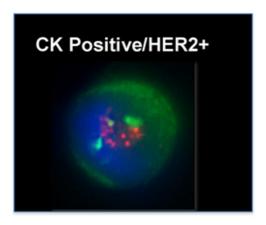
# Published CTC Enumeration Comparison\* *Traditional Definition of CTCs (CK+, CD45-, DAPI+)*



\*Pecot et al, Cancer Discovery, Dec. 2011



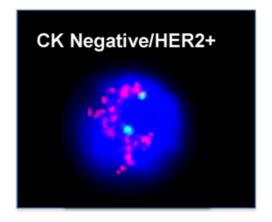
#### Biocept Technology Detects More CTCs



- Traditional definition of CTC
- Biocept captures more of these due to antibody cocktail and microfluidic channel design

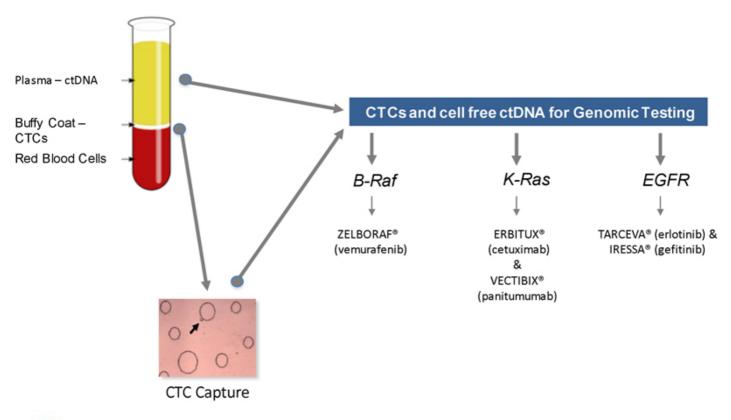
<sup>\*</sup>Mayer et al. Cancer Genetics, 2011





- >50% of HER2 Positive cells are CK negative\* and are considered to be a tumor cell
- CK negative cells missed by competitors
- Biocept captures these types of cells

# Ground-Breaking CEE-Selector Platform



Biocept Completing the Arower

# Advantages of CEE-Selector™ Platform

# Mutation determination sensitivity 10-100x better than competing platforms\*

- Allows for both CTC and cell free ctDNA analysis
- Detects 1 mutation out of >10,000 normal DNA
- Works with various nucleic acid targets (DNA and RNA)
- Compatible with sequencing and PCR instruments
- Multiplexing reduces costs and enhances reimbursement
- Potential applications in all stages of cancer

\*Biocept internal data



#### OncoCEE™ Product Profiles

<u>Italicized and underlined biomarkers are currently available to Biocept customers</u>

Product	Tumor Type	OncoCEE™ CTC	CEE-Selector™
OncoCEE-BR <sup>TM</sup>	Breast	Enumeration of CTCs, HER2, ER, PR	ER mutation
OncoCEE-GA <sup>TM</sup>	Gastric	Enumeration of CTCs, HER2	Currently no clinically actionable mutations identified
OncoCEE-LU <sup>TM</sup>	Lung	Enumeration of CTCs, ALK, ROS1, MET	EGFR, K-ras, B-raf mutations, ALK mutations
OncoCEE-CR <sup>TM</sup>	Colon	Enumeration of CTCs, EGFR	K-ras, B-raf mutations
OncoCEE-PR <sup>TM</sup>	Prostate	Enumeration of CTCs, AR, and PTEN deletion (blood or bone marrow)	Currently no clinically actionable mutations identified
OncoCEE-ME <sup>TM</sup>	Melanoma	Enumeration of CTCs	B-raf and N-ras mutations



#### Established CLIA Facility



- CLIA inspected and certified
- CAP accredited for high complexity testing
- Manufacturing and lab operations in place
- Scalable for future growth
- Laboratory information system with client portal
- Adjacent clinical development and research facility
- Automation solutions in place



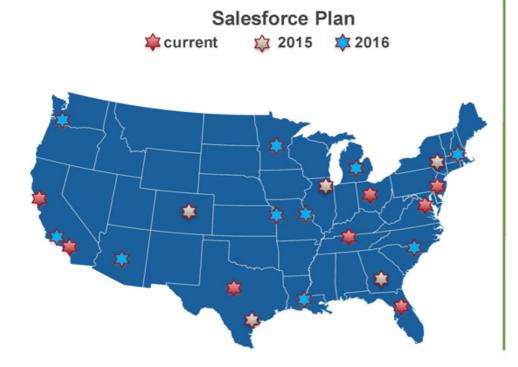
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#### **Targeted Commercialization Strategy**

- Raise awareness of the value of CTCs and ctDNA
- Drive OncoCEE adoption
  - Market directly to oncologists and other physicians
  - Develop key opinion leader speakers
- Build relationships with patient advocacy groups
- Publish studies with major cancer centers
- Participate in medical meetings / symposia
- Deepen payor relationships and expand reimbursement coverage
- Expand strategic partnerships with pharma and biotech for personalized diagnostics



## Driving Adoption for Growth



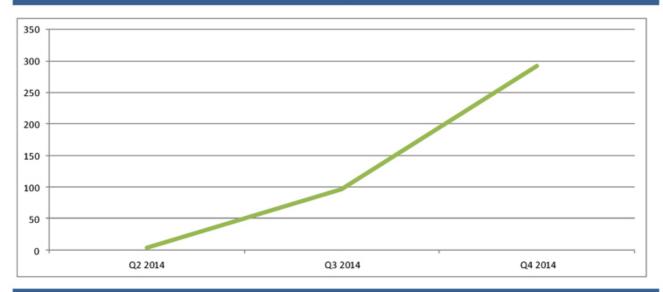
#### **Commercial Team**

- ✓ Head of sales and marketing
- √ Regionally based sales team
- √Sales team for pharma
- ✓ Managed care expert
- ✓ Internal marketing
- ✓ Leverage partner sales forces



## Increasing Adoption

# Commercial Samples Per Quarter



Average reimbursement per sample YTD: \$1,062



#### Revenue and Reimbursement

- Utilize established CPT codes for coverage today
  - Medicare covers analysis component of testing
  - Select private payors cover CTC capture, enumeration and analysis
  - Seeking Medicare coverage for capture and enumeration
- Diversified revenue streams
  - Grow clinical trial business and other fee for service channels
  - Establish new revenue sources through partnerships
- Perform clinical utility study against tissue biopsy
  - Health economics impact
  - Goal is to show improved outcomes with reduced costs



#### **Clinical Studies**





#### Patent Portfolio

#### **Biocept Developed Solutions**

CEE-Sure™ Stability Transport Tube Patent pending



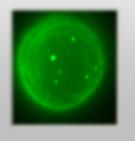
One US and associated foreign patents pending

Patented
CEE®
Microfluidic Channel

Outlet Inlet

Multiple issued patents in US, EU, China and Korea

OncoCEE™
Chemistry: Antibody
Cocktail
Patent pending



Two US and associated foreign patents pending for capture; one US and associated foreign patents pending for detection

CEE-Selector™ Mutation Analysis Patent pending



One US and associated foreign patents pending



# Current Capital Structure (as of 12/31/14 - excluding shares in this offering)

	Shares Outstanding	%
Common Stock	4,449,603	72%
Equity Awards <sup>1</sup>	1,157,812	19%
Warrants <sup>2</sup>	<u>610,774</u>	9%
Fully Diluted Shares Outstanding	<u>6,218,189</u>	<u>100%</u>

<sup>&</sup>lt;sup>1</sup> Average option exercise price of \$6.29

<sup>&</sup>lt;sup>2</sup> Average exercise price is \$9.47/share



# Leading Cancer Diagnostic Companies

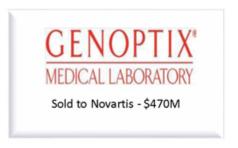












<sup>\*</sup> Market Cap close of market – January 16, 2014



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