



positive



detection and diagnostics

Marcum Microcap Conference
June 1, 2016

Safe Harbor

Information contained in this presentation may contain forward-looking statements, including, but not limited to: PositiveID's ability to participate in the next generation BioWatch opportunity, PositiveID's ability to complete development and commercialization of Firefly Dx, and PositiveID's ability to successfully integrate Thermomedics and ENG into its operations. These forward-looking statements are not statements of historical fact and represent only PositiveID Corporation's beliefs regarding future performance, which is inherently uncertain. There are a variety of factors, many of which are beyond the control of PositiveID Corporation, which affect operations, performance, business strategy and results and could cause actual results and experience to differ materially from the expectations and objectives expressed in any forward-looking statements. Additional information about these and other factors that could affect PositiveID Corporation's business is set forth in PositiveID Corporation's various filings with the Securities and Exchange Commission, including those set forth in PositiveID Corporation's Form 10-K filed on April 12, 2016, and Forms 10-Q filed on May 16, 2016, November 12, 2015, and August 13, 2015, under the caption "Risk Factors." PositiveID undertakes no obligation to update or release any revisions to these forward-looking statements to reflect events or circumstances after the date of this statement or to reflect the occurrence of unanticipated events, except as required by law.



Detection and Diagnostics

- Innovative, disruptive products positioned to revolutionize biological testing, detection and diagnostics
- Leading molecular diagnostic technologies using multiplex polymerase chain reaction (PCR) chemistry that are accurate, rapid, easy-to-use, cost-effective, assay agnostic
- Evolving, growing need for infectious disease and bio-threat detection requires point-of-need testing capabilities
- Proven technologies with 22 patents/patents pending
- Two recent acquisitions: E-N-G Mobile Systems, specializing in mobile labs and homeland security vehicles, and Caregiver® FDA-cleared non-contact thermometer
- Synergistic product lines, distribution channels, and customer opportunities
- Strong partners, experienced management
- Record revenues of \$2.9M reported in 2015; Q1 2016 revenues of \$1.7M
- Continued growth of the business organically and through complementary acquisitions



Products



Management Team and Advisors

Executives	
William J. Caragol Chairman and CEO	25 years experience managing technology companies, mainly with public companies - Deloitte, Condor Technology Solutions, East Wind Partners, Millivision
Lyle L. Probst President	15 years managerial experience in bio-detection, including time at Lawrence Livermore National Labs and SAIC
Allison Tomek Sr. VP Corp. Dev.	15 years public company experience with technology and healthcare companies – Andrx Corporation, VeriChip
Gary O’Hara, CTO Thermomedics	25 years of experience in medical device product innovation and business development; invented the first commercialized infrared tympanic thermometer
Board of Advisors	
Dr. Kimothy Smith	Former Senior Advisor for International Biodefense for DHS Office of Health Affairs, and Chief Scientist for OHA, leadership experience at LLNL
Yuval Rabin	Yuval has held senior executive positions at AARP, The Principal Group, Ericsson, Airbus Industries, Nokia. Son of late Israeli Prime Minister Yitzhak Rabin
Michael Campbell	Entrepreneur and executive, with specialty in government and political relations; candidate for Lieutenant Governor of SC
Thomas DiNanno	Served as Deputy Asst. Secretary for Critical Infrastructure Protection at DHS, and Special Asst. to the Chief of Staff in the DHS
Board of Directors	
Ned L. Siegel	Former U.S. Ambassador to the Commonwealth of the Bahamas, and Senior Advisor to the U.S. Mission for the 61 st Session of the UN General Assembly
Michael Krawitz	20 years public company experience with technology companies; juris doctorate from Harvard University
Jeffrey Cobb	25 years executive management experience with technology companies



High Profile Customers and Partners

- Federal, state & local governments
- Large commercial integrators
- Healthcare products distributors
- Command & communications agencies
 - Pacific Gas & Electric, City of Los Angeles
- National & state laboratories
 - Sandia, Lawrence Livermore
- Cellular providers
 - AT&T, Sprint
- TV stations & broadcast
 - NBC, CBS, and ABC affiliates
- International customers



Molecular Diagnostics

M-BAND: Automated Bio-Threat Detection

- M-BAND is a bio-aerosol monitor that tests for airborne bio-threats in high-traffic locations; developed with \$30M of contract funding from U.S. DHS
- Uses industry gold standard PCR chemistry for more sensitive and specific test results in a shorter period of time than competing technologies, on 30-day autonomous service cycles
- The Boeing Company paid PositiveID \$2.5M license fee in 2013 for exclusive manufacturing and distribution rights in North America; PSID has exclusive right to provide monthly reagents/assays to Boeing for M-BAND units
- Intellectual property underlying M-BAND is part of the proven technology, including patented sample preparation and purification, used to develop Firefly Dx
- Faster time to detection saves lives



Molecular Diagnostics

Firefly Dx: Rapid, Point-of-Need Testing

- Firefly Dx designed to provide accurate biological detection in less than 30 minutes at the point-of-need using a handheld device
- Uses real-time PCR for lab-quality results, faster and less expensively than existing systems; sample is inserted directly into disposable cartridge; one-button operation
- Current systems require taking a sample back to a central lab for confirmatory result, costing additional time and money
- Benchtop prototype successfully detected Zika, MRSA, MSSA, C. diff, E. coli, influenza, etc.
- Field-testable unit targeted by early 2017 to prepare for regulatory approvals and commercial sales in 2017
- Strong partners: Space Act Agreement with NASA; DHS SenseNet contract with ENSCO; Cooperative R&D Agreement with USSOCOM
- Targeting large and growing markets: global molecular diagnostics market projected to reach \$45B by 2020; global PCR market estimated at \$13B by 2020; global food safety testing market at \$19.7B by 2018



Mobile Labs

E-N-G: Specialty Vehicles



- Recent acquisition of E-N-G transforms PositiveID with the addition of revenue, cash flow, synergistic technology platform, strong customers
- E-N-G is a leader in mobile labs, homeland security, command and communications vehicles, and TV and broadcast vans, with a 25+ year operating history
- Average revenue of over \$4M per year for the last 10 years, with solid gross margins; strong pipeline of opportunities
- Fastest growing segment of E-N-G's business is mobile labs, which includes chemical, biological, nuclear, radiological and explosives testing in the field
- PositiveID's bio-detection expertise combined with E-N-G's mobile technology capabilities creates a turnkey mobile lab system able to conduct analysis and full biological testing-to-result in the field
- Global bio-detection market projected to reach \$5.6B by 2016



Medical Devices

Caregiver[®]: Non-Contact Thermometer

- Caregiver is an FDA-cleared, clinical-grade, infrared thermometer that measures forehead temperature in adults, children, and infants, without contact
- Caregiver reduces contamination risk and saves medical facilities the cost of probe covers (\$0.05 to \$0.10 per temp), storage space, and disposal costs
- Established distribution channel/customers overlap with expected customer base for Firefly Dx
- Signed agreements with leading healthcare products distributors
- Acquisition of Caregiver brings manufacturing and FDA expertise, strong management team, and revenue with strong gross margins
- Global market for medical thermometers forecast to exceed \$1 billion by 2020 with infrared thermometers experiencing the fastest growth driven in part by concerns over the spread of highly infectious diseases like Ebola



Capitalization

<i>(Shares and \$ in thousands)</i>	Current	Ownership %	
		Basic	Diluted
Equity			
Common Shares	604,141 ⁽¹⁾	100.0%	78.5%
Series I Preferred - Board and Mgmt	85,374		11.1%
Options and Warrants	80,536 ⁽²⁾		10.5%
Diluted Shares	770,051		100.0%
Convertible Debt	\$ 7,090 ⁽³⁾		

(1) Share counts as of May 18, 2016

(2) Approximately 95% at the money (2¢ to 3¢)

(3) Convertible notes with embedded derivatives as of Mar. 31, 2015



Highlights

- Product lines developed from patented and patent-pending technologies addressing large government AND commercial markets with unmet needs
- Strong partners/customers and distribution network
- Experienced management team; outstanding scientists with proven track records
- Vast Firefly Dx market opportunity: global molecular diagnostics market estimated at \$45B by 2020; global PCR market estimated at \$13B by 2020; food safety testing projected to reach \$19B by 2018
- Targeting Firefly Dx units for customer evaluation in early 2017 and preparing for commercial sales in 2017
- Recent acquisitions complement long-term strategy and provide near-term revenue and cash flow across synergistic technology platforms
- \$2.9M of revenue reported for the year ended 2015; \$1.7M of revenue reported for Q1 2016
- Projecting 2016 revenues of \$5-6 million

