

# atomo

## Atomo Diagnostics Limited (ASX: AT1)

### Investor Update

29 July 2020

*This announcement was authorised by John Kelly, Managing Director*

*Atomo Diagnostics Limited  
701 – 703 Parramatta Road  
Leichhardt NSW 2040*

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# Introduction

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**Atomo Diagnostics Limited (“Atomo”) (ASX: AT1) is a medical device company supplying unique, integrated rapid diagnostic test (RDT) devices to the global diagnostic market**

- Headquartered in Australia with staff in Europe and Africa, Atomo develops and manufactures innovative patented devices that simplify rapid testing
- Significant proven market traction selling approved Atomo finished products to distributors and devices to diagnostic customers (OEM) across global markets
- Successful IPO in April 2020, raising \$30m, with strong demand from institutional investors, and admission to the S&P Dow Jones All Ordinaries Index during the quarter



# Current Business Focus

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## HIV Self-Test

- Atomo's HIV self-test has secured regulatory approval in Australia (TGA) and Europe (CE Mark) and is prequalified by the World Health Organisation (WHO)
- Mylan and Owen Mumford - rolling out globally

## COVID-19

- Atomo devices in high demand to respond to global pandemic
- NG Biotech – OEM contract for France and UK, 1.75m devices ordered to end Q2 CY20
- Access Bio – Partnership and revenue share for North America, 2m products to be sold by Q3 CY21

## OEM

- Contracts to supply multiple global customers with Atomo devices
- Markets include a range of infectious diseases and female fertility



# Corporate

## Key financial details

ASX code	\$AT1
Share price (28/07/20)	\$0.40
Shares on issue	561.1m
Options on issue	31.7m
Market cap*	\$225m
Current cash (30/6/20)	\$27.1m

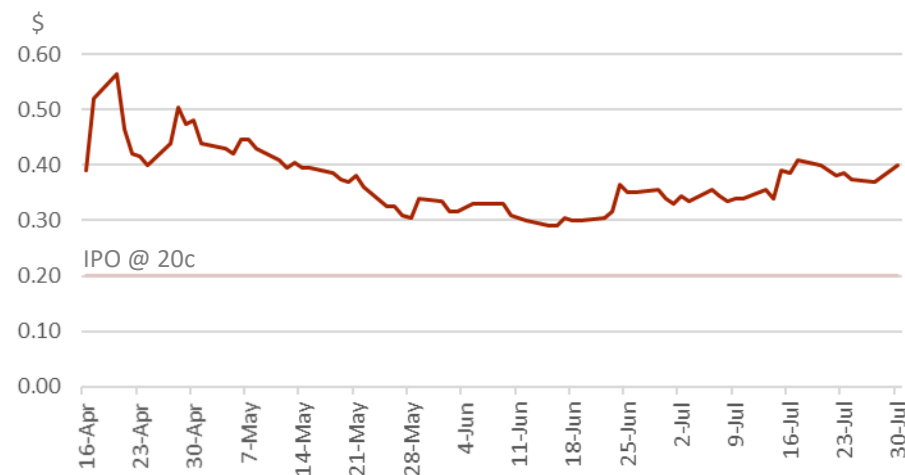
\*Undiluted

## Major Shareholders

% (undiluted)

Dalraida Holdings Pty Ltd	13.1%
Global Health Investment Fund I, LLC	11.4%
Walker Group Holdings Pty Ltd	8.32%
Perennial Value	5.70%
Ellerston Capital	5.26%
Blueflag Holdings	2.45%
Grand Challenges Canada	2.03%

## Share price performance

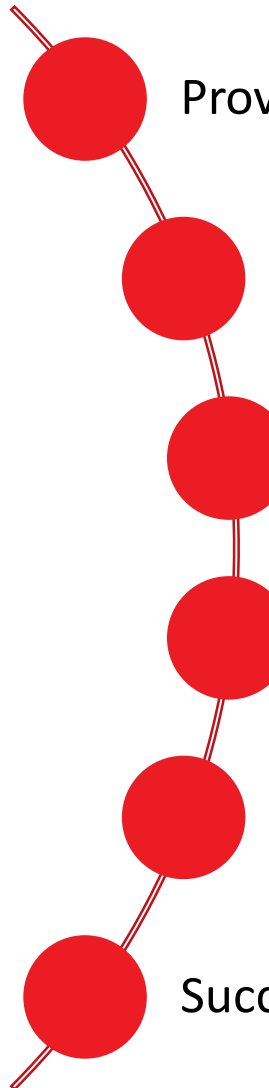


## Board and Management

John Keith	Non-Executive Chairman
John Kelly	Founder and Managing Director
Dr Paul Kasian	Non-Executive Director
Curt LaBelle	Non-Executive Director
Connie Carnabucci	Non-Executive Director
Will Souter	Chief Financial Officer

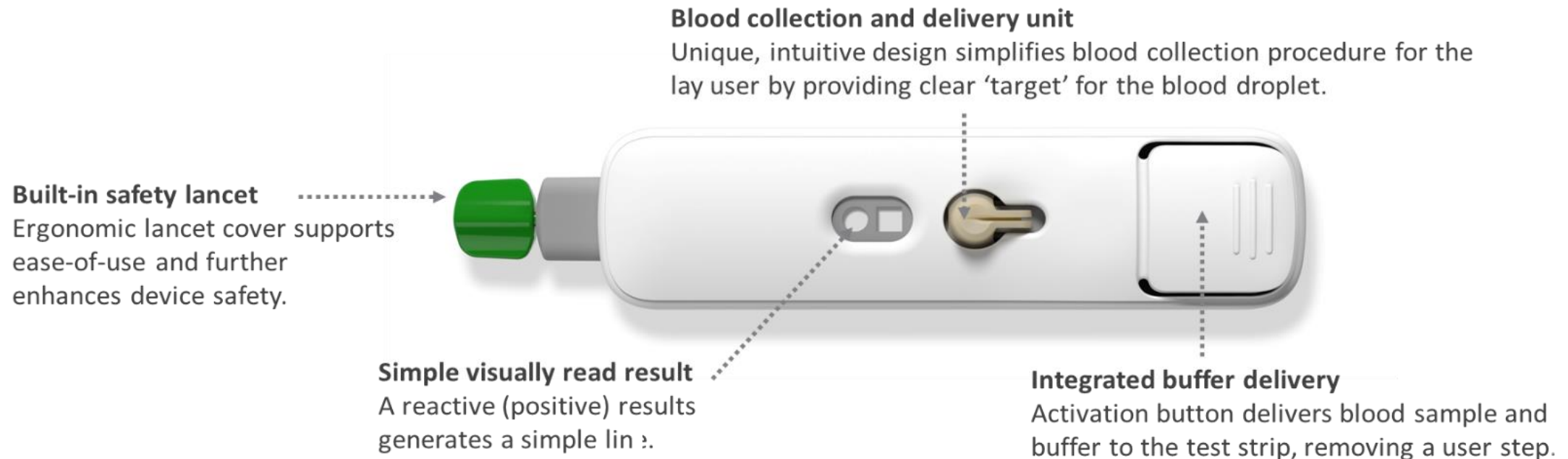
# Investment Highlights

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- Proven technology - the world's first fully integrated, blood-based rapid lateral flow tests
  - Large global market - US\$4.57 billion<sup>1</sup> lateral flow test revenues recorded globally in 2019
  - Multiple revenue streams secured from multiple diagnostic applications and customers
  - Significant proven market traction selling across global markets
  - Strong IP protection with scalable production and a cost-effective global supply chain
  - Successful pivot to deliver user friendly rapid tests for COVID-19

# Patented Protected Solutions

- Atomo has developed a range of unique, integrated devices for blood-based rapid diagnostic testing
- The test process can be completed in just three simple user steps, with the result provided after 15 minutes



\* The Atomo Elion device shown above is developed but not yet commercialised

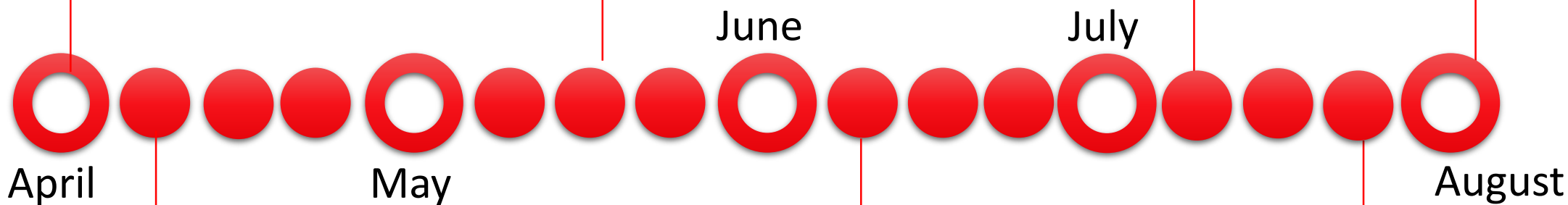
# Progress since IPO

**Atomo secures supply deal with NG Biotech** for COVID-19 antibody rapid testing (RDT) in France & UK

**Atomo and NG Biotech expand** COVID-19 partnership to include ANZ and SE Asia

**Atomo Quarterly FY20 Revenue\*** exceeds \$5m. NG orders 1.75M devices

**Additional manufacturing capacity** anticipated – 500k devices monthly



**Atomo lists on the ASX (AT1)** raises \$30m, strong institutional support


**Atomo included on the S&P Dow Jones All Ords.**


**Atomo signs agreement with Access Bio** for COVID-19 RDTs in North America Committed 2M units over 14 months

\* Annual revenue based on unaudited financials and is an estimate



# COVID-19 Contracts

Customers	Key terms	Update and opportunity
<p><b>NG Biotech SAS</b></p> <ul style="list-style-type: none"><li>Existing Atomo partner – pregnancy testing</li><li>French company,</li><li><a href="https://ngbiotech.com/">https://ngbiotech.com/</a></li></ul> 	<ul style="list-style-type: none"><li>2.46m devices to be ordered in CY20</li><li>CE Marked COVID-19 test on Atomo platform</li><li>OEM contract, plus extension to allow Atomo to sell finished product into ANZ and SE Asia</li><li>Signed late March 2020</li><li>Exclusive markets - France and UK</li></ul>	<ul style="list-style-type: none"><li>1.75m units ordered to date for France</li><li>Sales to French Ministry of Defense and Public Health Hospital Groups</li><li>New channel opening via Professional Use testing via French Pharmacies</li><li>Potential to expand into other markets, especially Europe</li></ul>

<p><b>Access Bio Inc</b></p> <ul style="list-style-type: none"><li>Existing Atomo partner – HIV and Hep-C</li><li>US headquartered and listed on Korean Stock Exchange</li><li><a href="http://www.accessbio.net">http://www.accessbio.net</a></li></ul> 	<ul style="list-style-type: none"><li>Commitment to 2m products to be sold by Q3 CY21</li><li>Access Bio standard test has FDA EUA</li><li>Revenue sharing agreement</li><li>Co-branding – Atomo and Access Bio</li><li>Signed late July 2020</li><li>Exclusive markets – USA, Canada, Mexico</li></ul>	<ul style="list-style-type: none"><li>Anticipated submission to FDA in this coming quarter</li><li>Non-exclusive rights to sell into a large number of global markets including Central and South America, Africa, the Middle East, Korea and Japan</li><li>Mechanism to automatically extend agreement for a further 12 months with an additional 2 million units committed for the second period</li><li>Co-branding introduces Atomo brand to North American healthcare market</li></ul>
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## Q4 FY20 – Quarterly Update

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- Cash receipts for Q4 FY20 of \$1.84m more than double Q1-Q3 FY20 combined
- Revenues for FY20 (unaudited) in excess of \$5 million: approximately 10 x FY19 revenue
- \$30m of cash into the company via IPO deployed as per Use of Funds from the Prospectus, including:
  - \$7.7m to fully repay GHIF debt principal and interest
  - \$756k in interest to Convertible Note holders, all Convertible Notes converted into equity at IPO
  - \$628k invested in expanding manufacturing capacity to meet growth – 500k units per month by August, 1m units per month by end CY20
- Significant new customer demand driven by COVID-19 point of care antibody testing
- Atomo finished quarter with no debt and cash on hand of \$27.1m

# Outlook

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- Support and grow a global COVID-19 business through partnerships with NG Biotech and Access Bio contract
- Continue to deliver manufacturing scale up for Galileo and Pascal
- Ongoing roll-out of our HIV Self-Test business
- Expansion of sales of OEM products to existing and new OEM customers
- Develop and expand new Atomo rapid test products and entry into new point of care test markets; including consumer self test



*The Atomo HIV Self Test is the first and only HIV self-test to have been approved by the Australian Therapeutic Goods Administration (TGA)*

**atomo diagnostics**

SIMPLY BETTER DIAGNOSTICS

**John Kelly**

**Managing Director**

**[john.kelly@atomodiagnostics.com](mailto:john.kelly@atomodiagnostics.com)**

**+61 401 922 279**

**[atomodiagnostics.com](http://atomodiagnostics.com)**