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CANACCORD US
GROWTH CONFERENCE

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ATOMO DIAGNOSTICS LIMITED | (ASX: AT1)

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INTRODUCTION

Atomo Diagnostics Limited is a medical device company supplying unique, integrated rapid diagnostic test (RDT) devices to the global diagnostic market



Headquartered in Australia with global operations, Atomo develops, manufactures and sells innovative patented devices that simplify rapid testing

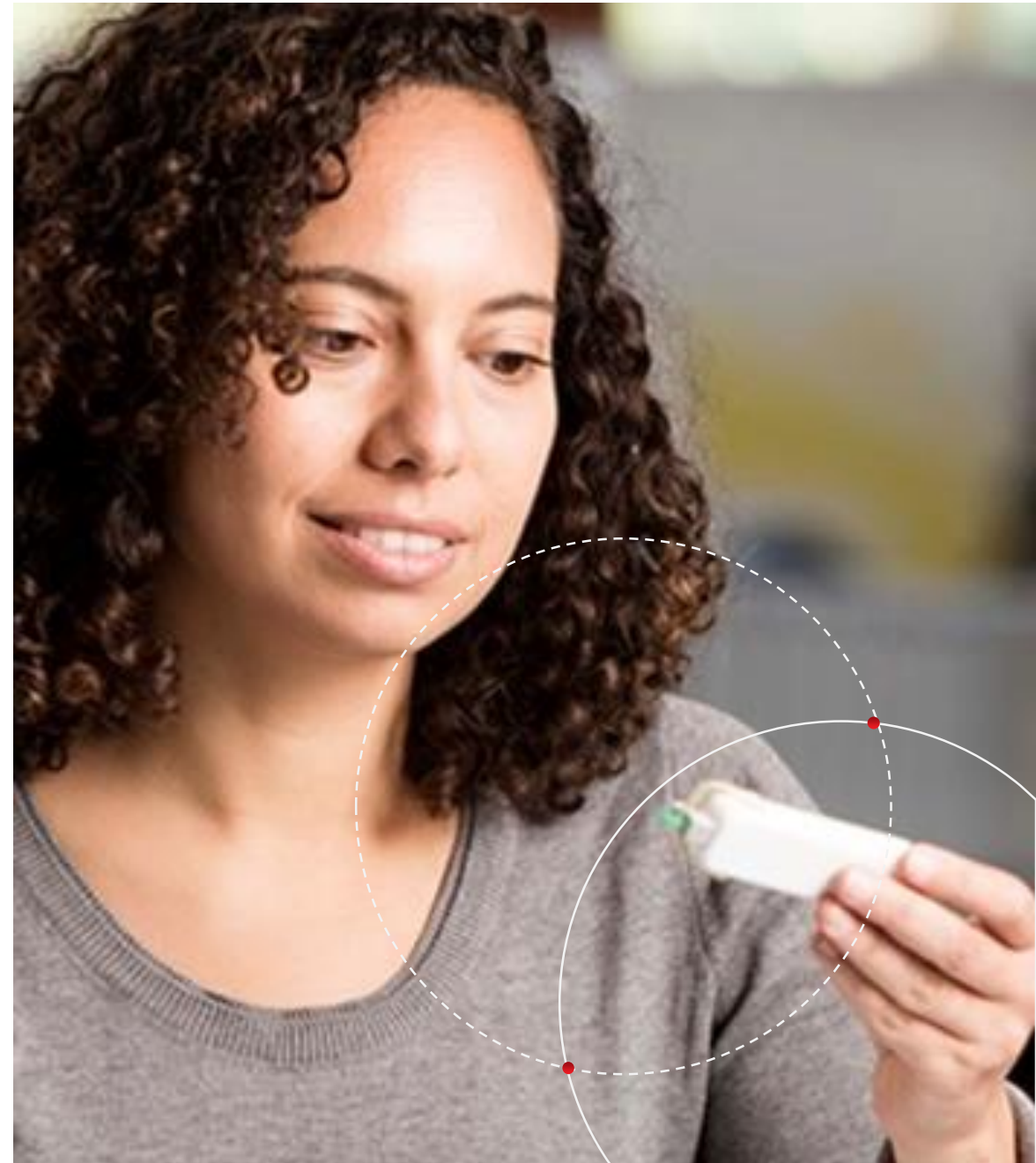


Increasing market traction in the US, Europe and other Global Health markets selling approved Atomo finished tests to healthcare distributors and Atomo devices to diagnostic customers (OEM)

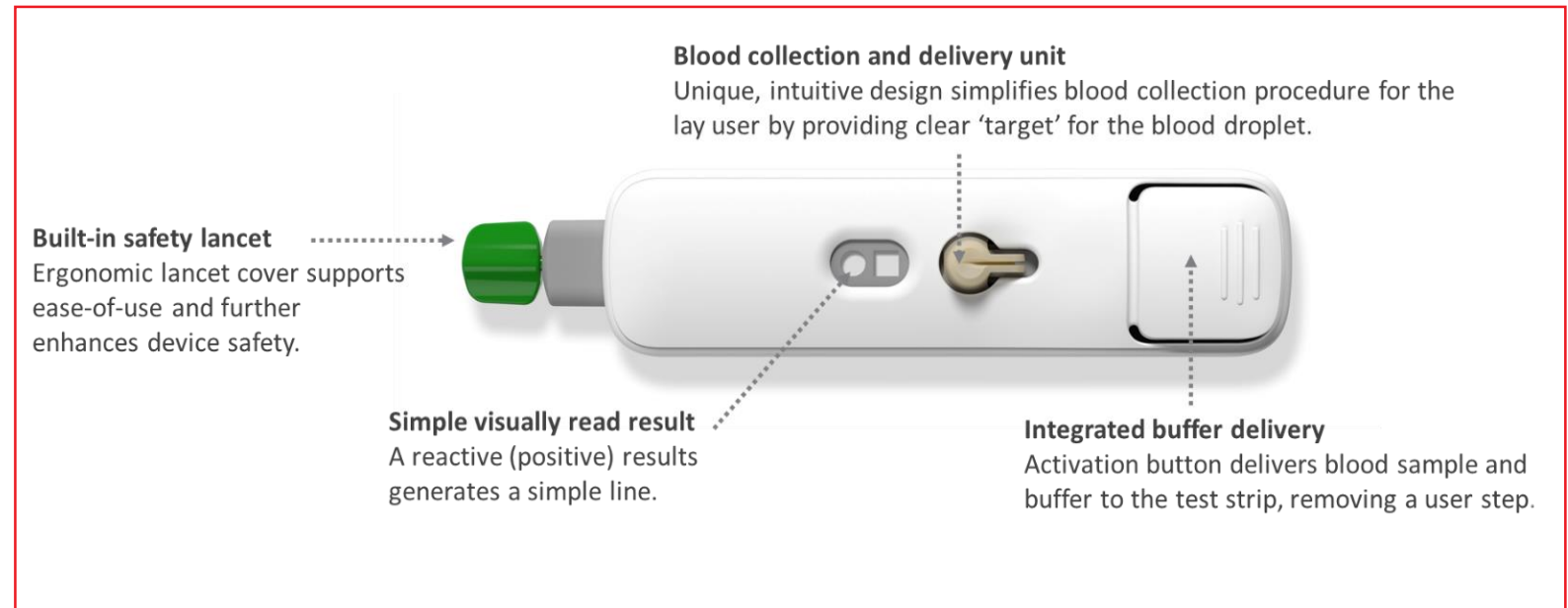


Successful IPO in April 2020, raising A\$30m, with strong demand from institutional investors, and a positive initial first quarter reporting a 10x increase in operating revenues for FY20 - \$5.3m (unaudited).

Market capitalisation is approximately A\$210m



PATENTED PROTECTED SOLUTIONS



Standard lateral flow 'bits in a box' test kits typically contain multiple accessories adding complexity with user errors common and regulatory challenges for self testing

Atomo has developed a range of unique, integrated devices that deliver blood-based rapid diagnostic testing

The test process can be completed in just three simple user steps, with the result provided after 15 minutes

JOURNEY TO DATE

Atomo secures impact loan & follow on equity from GHIF and a grant from the Gates Foundation

Atomo secures CE Mark for its HIV Self-Test

Atomo and Mylan partner for HIV Self-Test

Commencement of initial sales to HIV distributors

Atomo sets up its own South African assembly and packing facility for HIV demand

Atomo secures COVID deals for North America and Europe

FY 16

FY 17

FY 18

FY19

FY20

Atomo launches in the South African market to establish performance and market acceptance

Access Bio and Atomo announce development of world's first Hepatitis C self-test

Atomo HIV self-test approved by Australian TGA as first and only HIV self-test

Atomo (Mylan) HIV self-test prequalified by WHO

Atomo successfully lists on ASX (AT1)

CURRENT BUSINESS FOCUS

COVID-19

- Atomo rapid test devices in high demand to respond to global pandemic and increased testing
- Access Bio (US) – Take or pay for North America, 2m contracted products to be sold by Q3 CY21, and an additional 2m annual rollover mechanism
- NG Biotech (France) – OEM contract for France and UK, 1.75m devices ordered to date
- Australian TGA approval just granted, commercialisation in Australia and South East Asia to follow

HIV Self-Test

- Atomo's HIV self-test is the only HIV self-test approved in Australia (TGA). It is also approved in Europe (CE Mark) and is prequalified by the World Health Organisation (WHO)
- Distribution partnership with NASDAQ listed Mylan Pharmaceutical covering more than 100 countries
- HIVST roll-out progressing globally with initial sales into Africa, Europe, Australia & South East Asia and South America

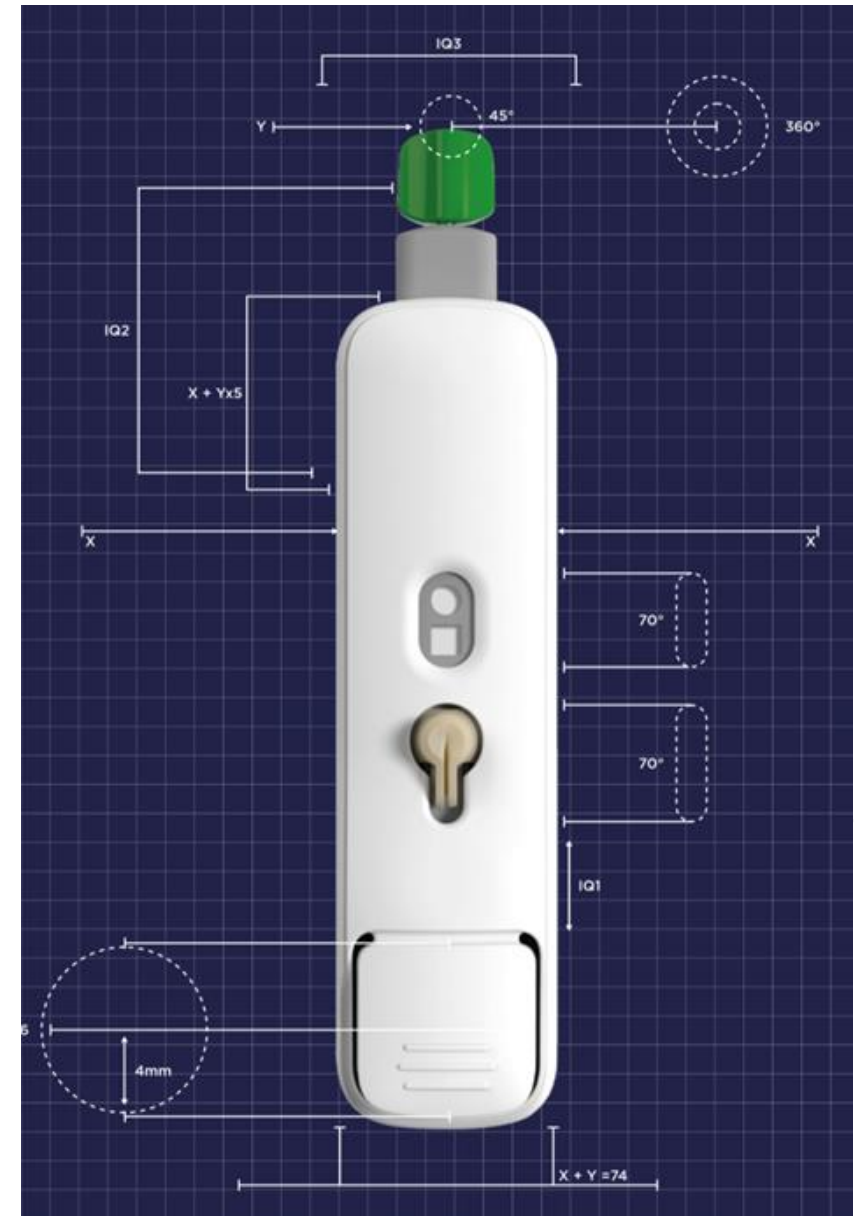
OEM

- Agreements to supply US and European customers with assembled Atomo devices for various rapid test products
- Initial markets include a screening test to distinguish between viral/bacterial infection (antimicrobial resistance - AMR) and female fertility





REVENUE CHANNELS

- Operating revenues for FY20 of approximately A\$5.3 million (unaudited): 10x increase on FY19 revenue
- Total units manufactured and sold in FY20 approximately 1.57 million, compared with 146,000 in FY19
- First material agreement executed in 2018 with revenues commencing in 2019
- Atomo now has a number of revenue channels that are expected to grow over time:
 - **NG Biotech (France)** – a high sensitivity pregnancy test: CE Marked in Europe for both professional use and consumer self-test, and US FDA planned for 2021.
 - **RPS / Lumos (US)** – Anti Microbial Resistance (FebriDx): CE Marked test to distinguish between viral and bacterial infection in primary health settings.
 - **Access Bio (US / Korea)** – HIV Professional Use, Global Health a high volume test targeted at global health HIV screening tenders.
 - **Mylan (US) – HIV Self-Test:** an exclusive distribution partnership covering more than 100 countries, commercial launch commenced in FY20.
 - **NG Biotech (France): COVID-19:** CE Marked COVID antibody test for Europe.
 - **Access Bio (US): COVID-19:** COVID antibody test using Atomo's RDT device for North America (subject to FDA EUA).



COVID-19 CONTRACTS

	Customers	Key terms	Update and opportunity	
	<p>NG Biotech SAS</p>  <p>NG Biotech logo: A stylized 'NG' in a blue circle with 'biotech' and 'Next Generation' text below it.</p>	<ul style="list-style-type: none">Existing Atomo partner for pregnancy testingFrench companyhttps://ngbiotech.com/	<ul style="list-style-type: none">2.46m devices to be ordered in CY20CE Marked COVID-19 test on Atomo platformOEM contract, plus extension to allow Atomo to sell finished product into ANZ and SE AsiaSigned late March 2020Exclusive markets - France and UK	<ul style="list-style-type: none">1.75m units ordered to date for FranceSales to French Ministry of Defense and Public Health Hospital GroupsNew channel opened - Professional Use testing via French PharmaciesPotential to expand into other markets, especially in Europe as well as a variant for Self Test
	<p>Access Bio Inc</p>  <p>Access Bio logo: A blue square with a green plant growing from it, and the text 'ACCESSBIO' below.</p>	<ul style="list-style-type: none">Existing Atomo partner for HIV and Hep-C testingUS headquartered and listed on Korean Stock Exchange [KOSDAQ: 950130]http://www.accessbio.net	<ul style="list-style-type: none">Take or pay commitment for 2m products to be sold by Q3 CY21Access Bio standard rapid test has already been granted FDA EUA *Revenue sharing agreementCo-branding – Atomo and Access BioSigned late July 2020Exclusive markets – USA, Canada, Mexico	<ul style="list-style-type: none">Submission to FDA via EUA planned for CLIA Waived Professional Use in this coming quarterMechanism to automatically extend agreement for a further 12 months with an additional 2 million units committed for the second periodNon-exclusive rights to sell into a large number of global markets including Central and South America, Africa, the Middle East, Korea and JapanCo-branding introduces Atomo devices and brand to the North American healthcare market

OTHER KEY CONTRACTS

Customers

Key terms

Update and opportunity

Lumos Diagnostics



- Existing Atomo partner for FebriDx; a rapid test to distinguish between viral and bacterial infection in primary care settings
- US private company
- <https://lumosdiagnostics.com/>

- Long term supply agreement
- Atomo provides best-in-class devices for exclusive use by Lumos in relation to its FebriDx test, in exchange for commercial commitments by Lumos

- Best in class AMR screening test in the market
- FebriDx has already secured CE Mark and is being sold in Europe, including under evaluation by the UK's NHS via Project Condor for COVID testing
- Proven utility as a triage test for detecting acute COVID infection (sensitivity of 93% & specificity of 86%)
- [https://www.journalofinfection.com/article/S0163-4453\(20\)30432-1/fulltext](https://www.journalofinfection.com/article/S0163-4453(20)30432-1/fulltext)

Mylan Pharmaceutical



- Existing exclusive Atomo partner for distribution of Atomo's HIV Self-Test
- US company, listed on the NASDAQ (MYL)
- <http://mylan.com>

- A strategic partnership with Mylan as part of the global pharmaceutical company's plans to commercialize Atomo's WHO prequalified HIV rapid diagnostic tests
- https://www.who.int/diagnostics_laboratory/evaluations/pq-list/191003_amended_pqpr_0320_090_00_mylan_hiv_self_test_v2.pdf?ua=1

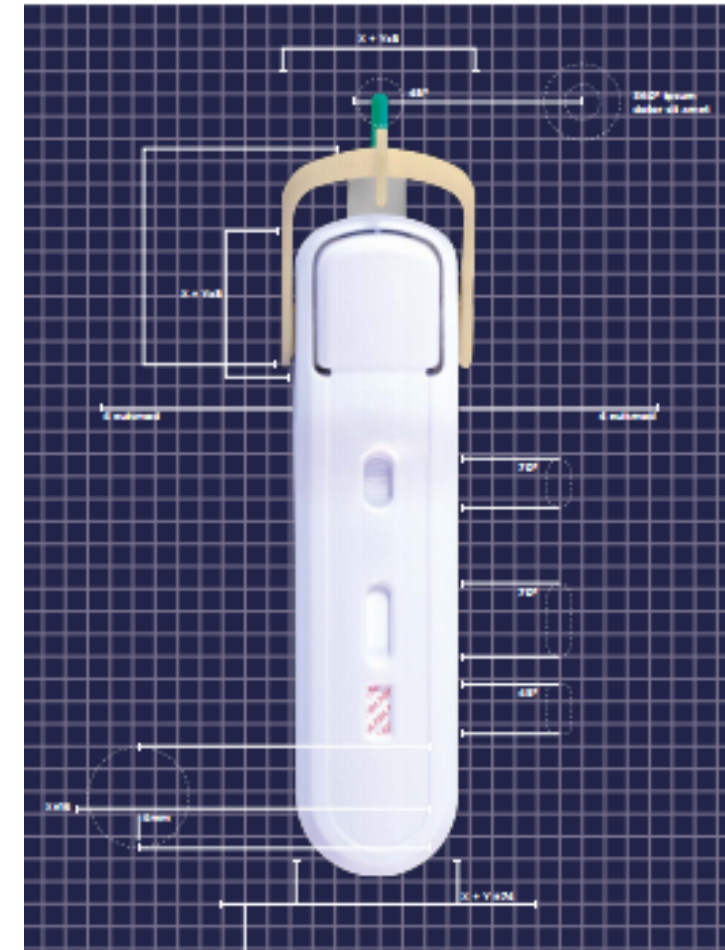
- The only integrated rapid HIV self test prequalified by the World Health Organisation (**WHO**)
- Agreement covers more than 100 countries across 4 continents
- Significant growth now being seen in the HIVST market with increased global health tender activity and a limited pool of eligible products

US FOCUS - FY21 ONWARDS

- Majority of operating revenues expected from US Customers
- Significant long term US shareholder (11.4%), Global Health Investment Fund – board seat
- Material North American expansion from recent COVID-19 deal
- US market well advanced in acceptance of point of care, telehealth and consumer OTC / wellness – a core focus for Atomo's award winning user-friendly solutions
- Significant US based OEM opportunities for other test applications
- Seeking to grow operational footprint in US via establishment of a US business development presence and potential expansion of manufacturing capability

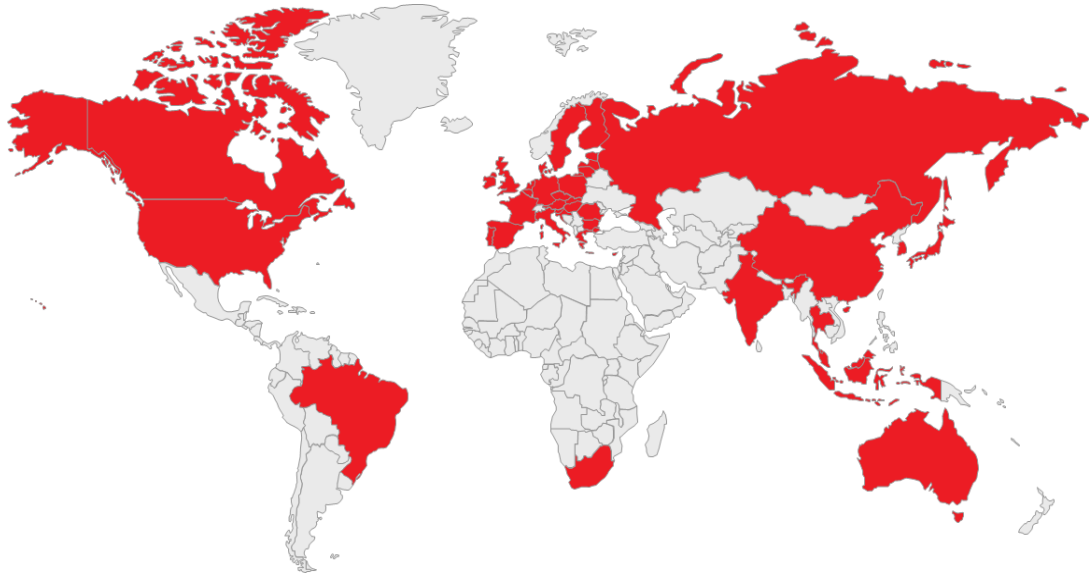
New Products

- Atomo intends to commercialise a number of additional Atomo rapid test products with focus on the North American and European markets;
- Segments of interest include OTC/Consumer applications such as allergy and autoimmune, cancer screening, wellness and nutritional health



Atomo's fully integrated Pascal device

EXTENSIVE PRODUCT AND MANUFACTURING IP & KNOW HOW



Extensive IP Portfolio:
Several patent families granted or pending (territories in red)*



Atomo's proprietary automated blister machine operating: PA, USA.



Atomo's wholly owned HIV facility in Cape Town, South Africa.

CORPORATE

KEY FINANCIAL DETAILS

ASX code	AT1
Share price (11 th August 20)	\$0.375
Shares on issue	561.1m
Options on issue	31.7m
Market cap*	\$210m
Cash on hand (30/6/20)	\$27.1m

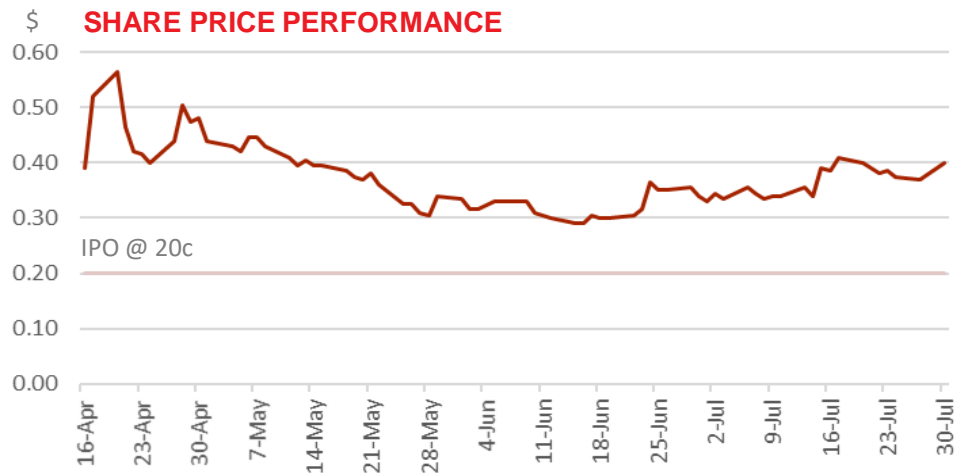
*Undiluted

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
Connie Carnabuci	Non-Executive Director
Dr. Curt LaBelle	Non-Executive Director
Dr. Paul Kasian	Non-Executive Director
Will Souter	Chief Financial Officer

OUTLOOK



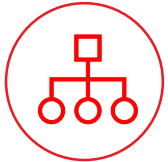
Grow COVID revenues over the next three years through rollout across North America, Europe, Australia and S.E. Asia



Continue to deliver manufacturing scale —Atomo intends to increase total device production capacity to 1.3m units per month by January 2021



Ongoing roll-out of our HIV Self-Test business in partnership with Mylan Pharmaceutical and others



Expansion of revenues from OEM products to existing OEM customers in the US and Europe and engaging new customers



Launch new Atomo finished products test and entry into new point of care test markets; including the growing consumer wellness segment



The Atomo Mylan HIV Self Test has been prequalified by the World Health Organisation and has CE Mark and Australian TGA approvals

INVESTMENT HIGHLIGHTS

Multiple sales channels -
secured across a number of
diagnostic applications and
customers

**Significant revenue
growth – 10x FY20 vs
FY19 revenue**

Large global market -
US\$4.57 billion lateral flow
test revenues recorded
globally in 2019 *

Robust IP protection –
patents granted with
significant proprietary
knowhow and
manufacturing
processes

Unique technology –
the world's first fully
integrated, blood-based rapid
lateral flow test solutions

Versatile solutions –
rapid pivot to deliver
user friendly rapid
tests for COVID-19



atomo diagnostics

SIMPLY BETTER DIAGNOSTICS

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