




Lumos Diagnostics Holdings Limited

Annual General Meeting

A horizontal bar with a series of colored segments: yellow, orange, red, purple, blue, and green.

Rob Sambursky, MD
CEO and President
Lumos Diagnostics
28 October 2021

Disclaimer and Important Information



This presentation (Presentation) has been prepared solely for informational purposes by Lumos Diagnostics Holdings Limited (Company).

The information contained in this document ("Document") has been prepared by Lumos Diagnostics Holdings Limited (referred to as "Lumos" or "Company"). This Document is current as at the date of this Document and should be read in conjunction with other Lumos periodic and continuous disclosure announcements filed with the Australian Securities Exchange (ASX), available at www.asx.com.au.

The information in this Document is not intended to form the basis of any investment decision in relation to the Company or its assets and should not be considered as a recommendation to the Recipient to acquire securities in the Company. This Document is not a prospectus, profile statement or disclosure document and does not constitute an offer or invitation to acquire securities or otherwise invest in the Company, and no agreement to subscribe for securities will be entered into on the basis of this Document.

No representation or warranty, expressed or implied, is or will be made, and no responsibility or liability is or will be accepted by the Company, any of their respective officers, servants, agents or advisers (collectively "Limited Parties") as to or in relation to the accuracy, reasonableness, completeness or reliability of the information in this Document or any other written or oral information made available to any Recipients or their advisers. Any liability therefore is hereby expressly disclaimed. In particular, no representation or warranty is given as to the achievability or reasonableness of any future projections, management estimates or plans, prospects, returns or forecasts.

To the fullest extent permitted by law, the Limited Parties will not have any responsibility or liability for any loss or damage (whether foreseeable or not), however arising (including as a result of negligence), in relation to or in connection with the provision of this Document, the Recipient's or any other person's purported reliance on this Document, the failure to provide information of which any of the Limited Parties becomes aware or any errors in or omissions from this Document.

None of the Limited Parties makes or gives any representation, warranty or guarantee, express or implied, that the information in this Document is accurate, current, reliable or complete, has been or will be audited or independently verified, or that reasonable care has been taken in compiling, preparing or furnishing it. Various statements in this Document constitute statements relating to intentions, future acts and events including forecast financial information ("Forward Looking Statements"). Forward Looking Statements involve subjective judgment and analysis, known and unknown risks, uncertainties and other important factors that may cause those future acts, events and circumstances to differ from the way or manner in which they are expressly or impliedly portrayed herein.

The Limited Parties do not make or give any representation, warranty or guarantee, express or implied, that any Forward Looking Statements will be achieved or proven correct, or that any assumptions or projections on which the Forward Looking Statements are based are reasonable. No historical financial information, forecast financial information, estimates or projections contained in this Document or any other financial information derived from that information, can be relied upon as a promise or representation, as to the past, present or the future. Past performance is not necessarily a guide to future likelihood of achievement or reasonableness of any Forward Looking Statement, forecast financial information or other forecast. The Limited Parties do not undertake any obligation to (and expressly disclaim any obligation to) provide the Recipients with access to any additional information or to correct any inaccuracies herein which may become apparent or to disseminate any updates or revisions to any Forward Looking Statements in this Document to reflect any change in expectations in relation to any such statements or any change in events, conditions or circumstances on which any such statement is based.

This document also contains statistics, data and other information relating to markets, market sizes, market shares, market positions and other industry data pertaining to the Lumos business and markets. Such information is generally based on independent market and industry data or research. Lumos has not independently verified and cannot give any assurances as to the accuracy and completeness of the information sourced from market and industry data or research contained herein. Accordingly, the accuracy and completeness of such information is not guaranteed. There is no assurance that any of the forecasts or projections contained in the independent market and industry data or research will be achieved. Forecasts and projections involve risks and uncertainties and are subject to change based on various factors. You should note that market data and statistics are inherently predictive and subject to uncertainty and not necessarily reflective of actual market conditions.

Neither the receipt of this Document by any person nor any information contained in it or supplied with it or subsequently communicated to any person in connection with a proposed investment in the Company constitutes, or is to be taken as constituting, the giving of investment or financial product advice (or any other advice) to any such person. Each such person should make their own independent assessment of the merits or otherwise of investing in the Company and should seek their own professional advice in respect of any future investment opportunity and not act on the basis of any matter contained in this Document. In providing this Document, the Company has not considered the objectives, financial position, taxation situation or other needs of any particular Recipient.

The distribution of this document in jurisdictions outside Australia may be restricted by law. Persons who come into possession of this document who are not in Australia, should seek advice on and observe any such restrictions. Any failure to comply with such restrictions may constitute a violation of applicable securities laws. In particular, this document does not constitute an offer to sell, or a solicitation of an offer to buy, any securities in the United States.

Non-IFRS financial measures

Recipients should note that certain financial data included in this Document is not recognised under the AAS and is classified as 'non-IFRS financial information' under Regulatory Guide 230 'Disclosing non-IFRS financial information' published by ASIC. The Company believes that this non-IFRS financial information provides useful information to users in measuring the financial performance and condition of Lumos. The non-IFRS financial measures do not have standardised meanings under AAS, and therefore may not be comparable with similarly titled measures presented by other entities, nor should these be interpreted as an alternative to other financial measures determined in accordance with AAS. Investors are cautioned not to place undue reliance on any non-IFRS financial information, ratios and metrics included in this Document.

FY21 At A Glance



“

While FY20 was all about integration and transformation, FY21 represented strategic action and growth.

The Lumos team achieved major accomplishments this year across all aspects of our business.

Rob Sambursky, MD
President & CEO
Lumos Diagnostics



A\$25.0M total revenue in FY21 ► **198%** YoY increase



A\$22.7M Commercial Services business unit revenue in FY21 ► **188%** YoY increase



Global manufacturing capacity expanded up to **10 million** rapid diagnostics tests per month



A\$2.3M Products business unit revenue in FY21 ► significant YoY increase



FebriDx® U.S. multicentre clinical trail (DISRUPT) complete and U.S. FDA 510(k) submitted



Developed two **Lumos-branded POC diagnostic products** for launch in FY22

Lumos Business Model



Lumos is a fully integrated innovator, developer and manufacturer of rapid POC diagnostic solutions that allow clinicians and patients to make important medical decisions quickly and accurately.



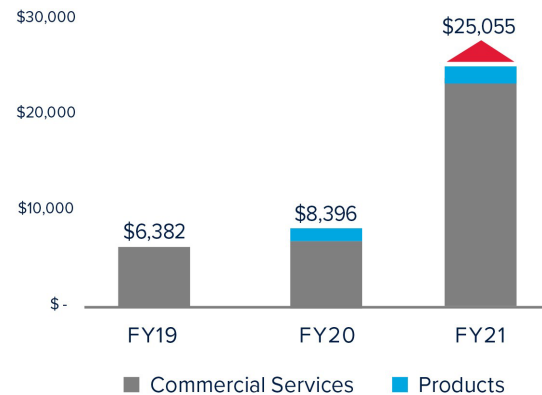
¹MarketsandMarkets Report, 2021

FY21 Revenue

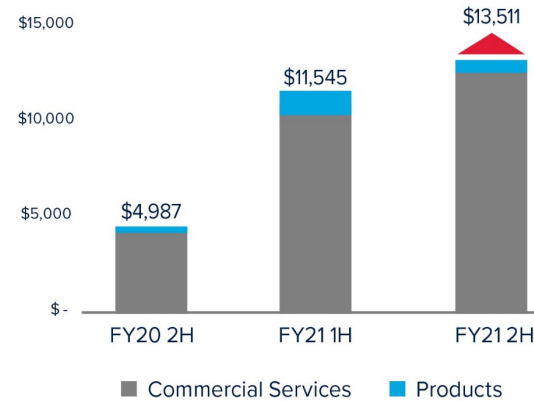


(A\$ in thousands)

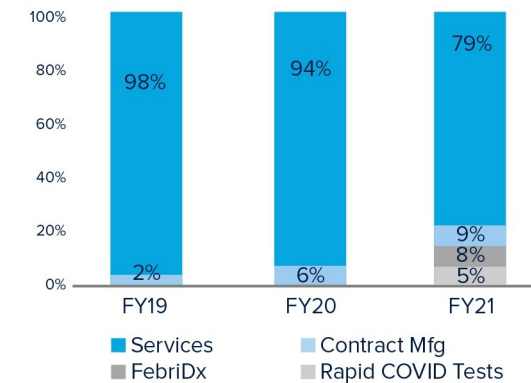
GROUP REVENUES (STATUTORY)



GROUP REVENUES (HALF YEAR)



REVENUE MIX BY BUSINESS SEGMENT



COMMENTARY

A record year

- Lumos reporting group revenues of A\$25.0M, up \$198% on FY20
- Commercial Services revenue of A\$22.7M, up 188% on FY20, 91% of group revenue
- Product revenue of \$2.3M with initial commercial sales of FebriDx® in the UK, Germany and Canada
- Increasing diversification of revenue mix

Strong demand for services during FY21

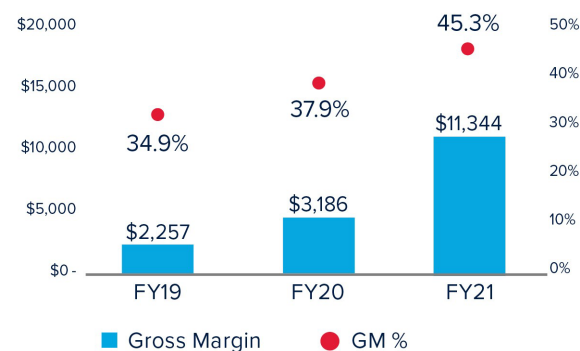
- High demand from partners for development and contract manufacturing services
- Won 30 proposals for work spanning 10 different programs
- High levels of staff utilisation (95%) with an aim to return to industry norm (80—85% utilisation) in FY22

FY21 Margin, OPEX & EBITDA

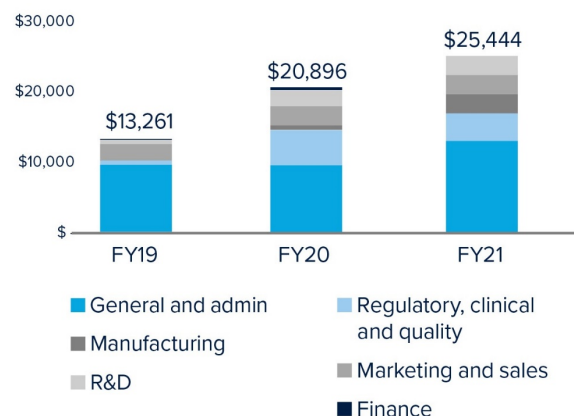


(A\$ in thousands)

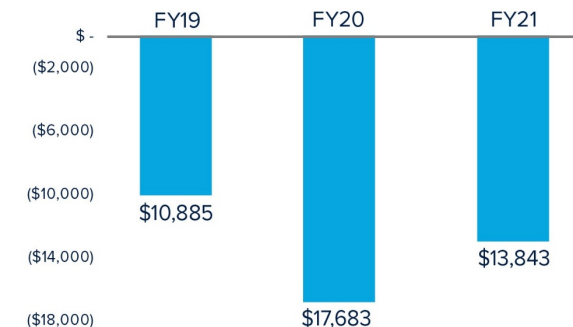
GROSS MARGIN (PRO FORMA)¹



OPERATING EXPENSES (PRO FORMA)



EBITDA (PRO FORMA)



COMMENTARY

Gross margin evolving with revenue mix

- Ahead of prospectus forecast
- Higher margin development services driven by pandemic demand
- Contract manufacturing margins remain strong as opportunities initiated in FY21 carry over in FY22
- Product margins expected to improve as sales volumes increase

Investment in growth and operations

- Actual EBITDA ahead of prospectus forecast by \$0.9M
- DISRUPT clinical trials to submit for U.S. FDA clearance for FebriDx®
- Addition of commercial manufacturing capacity able to produce 10 million tests per month
- Increased investment in European and North American sales and marketing infrastructure

¹ Pro-forma gross margin analysis in recent prospectus reflected impact of out-sourced reader development services under Planet Innovation MSA which is expected to reduce in FY22.

FY22 First Quarter Highlights



LISTED ON THE ASX



Listed on the Australian Stock Exchange (ASX) on 5 July 2021 following a successful Initial Public Offering (IPO) that raised A\$63M at \$1.25 per share.

APPOINTED STRATEGIC HEALTHCARE ADVISER



Appointed Dr Jerome Adams, immediate former U.S. Surgeon General, as a Strategic Healthcare Adviser on Lumos' Medical Advisory Board.

EXPANDED OPERATIONS



Commenced operations at its new manufacturing facility in Sarasota, Florida, USA capable of producing up to 10 million POC test strips per month.

Performed on 11 active R&D service contracts at various stages of development.

FEBRIDX FEATURED IN MEDICAL JOURNALS



FebriDx® was featured in two highly regarded peer-reviewed medical journals:

The Journal of Health Economics & Outcomes Research (JHEOR)

The British Medical Journal (BMJ)

FY22 Outlook



“

Lumos is well positioned as an emerging technology leader in the rapidly growing global POC diagnostics industry. Looking ahead, there are attractive near- and long-term growth opportunities in every segment of our business.

Rob Sambursky, MD
President & CEO
Lumos Diagnostics



Solid, **diversifying revenue mix** in FY22 driven by expansion of product business and contract manufacturing



Broader engagement with clients as a result of expanded Commercial Services offerings



New commercial scale manufacturing facility providing significant **new revenue stream** in FY22



FebriDx U.S. commercialisation following U.S. FDA 510(k) clearance and the follow-on publication of clinical trial results and U.S. cost analyses

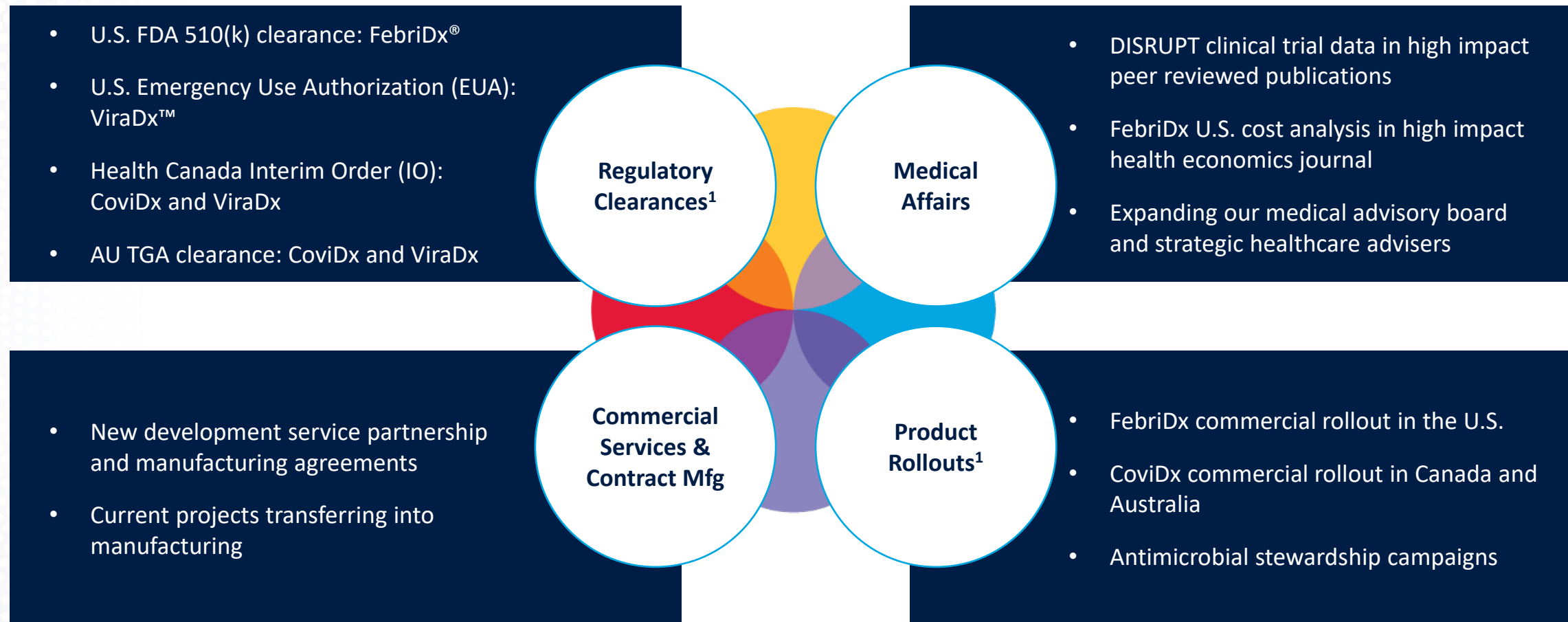


Product portfolio expansion with broader market access and expected launches of **CoviDx** and **ViraDx** in FY22

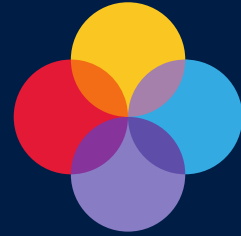


Expanded sales of **Lumos-branded digital POC diagnostic products** through existing distribution channels

FY22 Milestones & Achievements



¹ Pending required regulatory approvals in each country



LUMOS
DIAGNOSTICS

www.lumosdiagnostics.com