

Atomo Diagnostics Limited
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Authorised by John Kelly, Managing Director



ASX Presentation

March 2022

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INTRODUCTION

Atomo Diagnostics Limited (ASX: AT1) is an innovative medical device diagnostics company supplying unique, integrated rapid diagnostic test (RDT) devices and finished point-of-care rapid tests to the global market



Headquartered in Australia with international operations, Atomo develops, manufactures and sells innovative patented devices and innovative rapid tests that address unmet user needs



Increasing market traction locally in Australia as well as established business in the US, Europe and Global Health markets selling approved Atomo finished tests to healthcare distributors and Atomo devices to diagnostic partners (OEM)



Atomo has experienced strong growth since FY19, with **\$7m** in H1 FY22 revenues from customers, exceeding FY21 revenues of \$6.7m

Cash on hand at 31/1/22 of **\$15.8m**, no debt



TRANSFORMING THE SELF TESTING EXPERIENCE

FROM Traditional 'bits in a box' LFA kits



Issues with standard rapid test kits

Low user satisfaction and regulatory challenges

Complex (multiple components, too many steps and complex workflow)

High error rates (10% by healthcare professional, 30%+ by untrained self-test users)

TO **Atomo's** user-friendly all-in-one solution



Advantages of Atomo devices

- INNOVATIVE:** One fully-patented device, >90% of users prefer
- ACCURATE:** Easy to use, always the right amount of blood and reagent seamlessly delivered to the test strip
- RELIABLE:** Less than 1% error rates (< 3% first time untrained users)

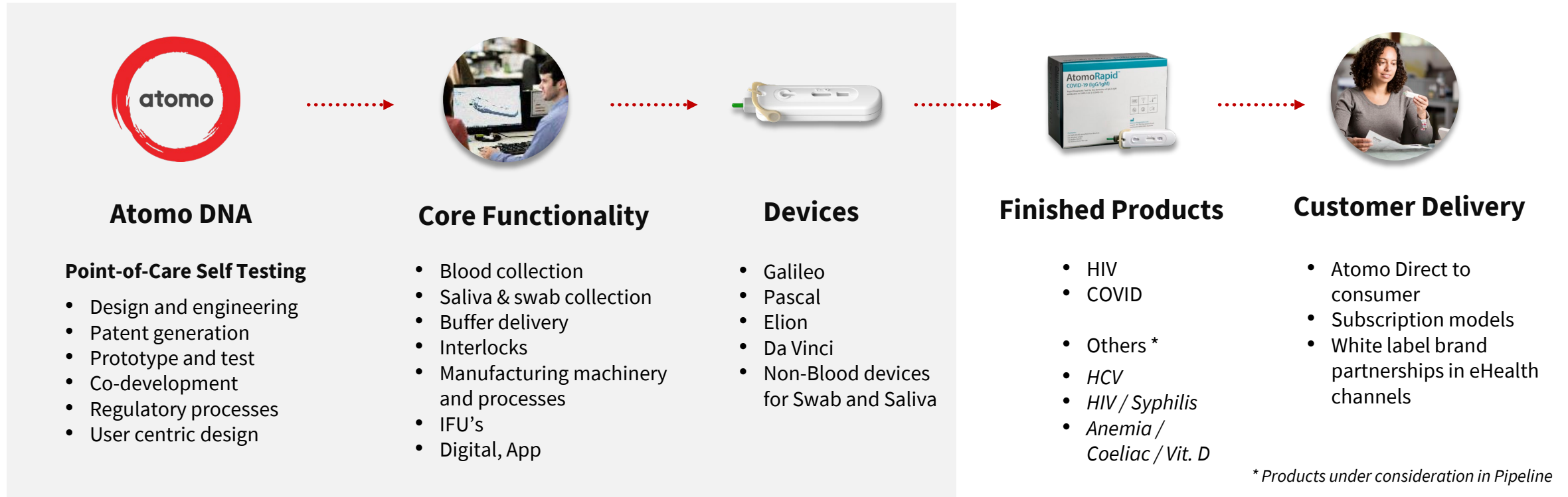
ATOMO'S CORE CAPABILITIES

The intersection between Medical Devices & Diagnostics

IP Intensive



Less IP Intensive
More sales focused



Atomo has commercialised rapid blood test devices with a level of integrated functionality and user simplicity unmatched in the rapid test market

The company is now actively focused on commercialising integrated devices that materially improve testing with swab and saliva samples



ATOMO'S LEADING EDGE DEVICE PLATFORMS

In Market

Galileo: supports professional & self test applications. WHO Prequalified.



Pascal: with integrated buffer, supports professional & self test applications



510k (Lumos: FebriDx in process and anticipate imminently)

Elion Self Test: Especially designed to be the most user friendly self-test with the most simple blood delivery system



Getting Ready for Market

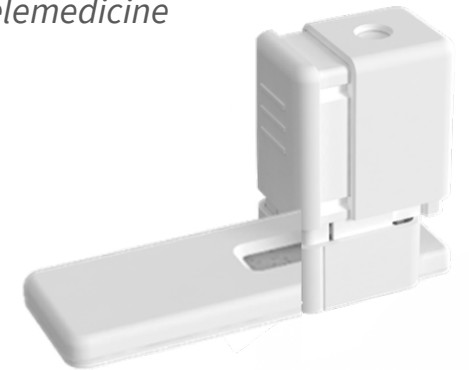
DaVinci Combo Self Test:

- two unique assays in a single rapid test.
- Metered sample volumes to each test strip
- integrated reagent delivery



Customizable Apps: to support home testing and telemedicine

Expansion beyond blood testing: portfolio of patents and device development that support Swab and Saliva rapid testing

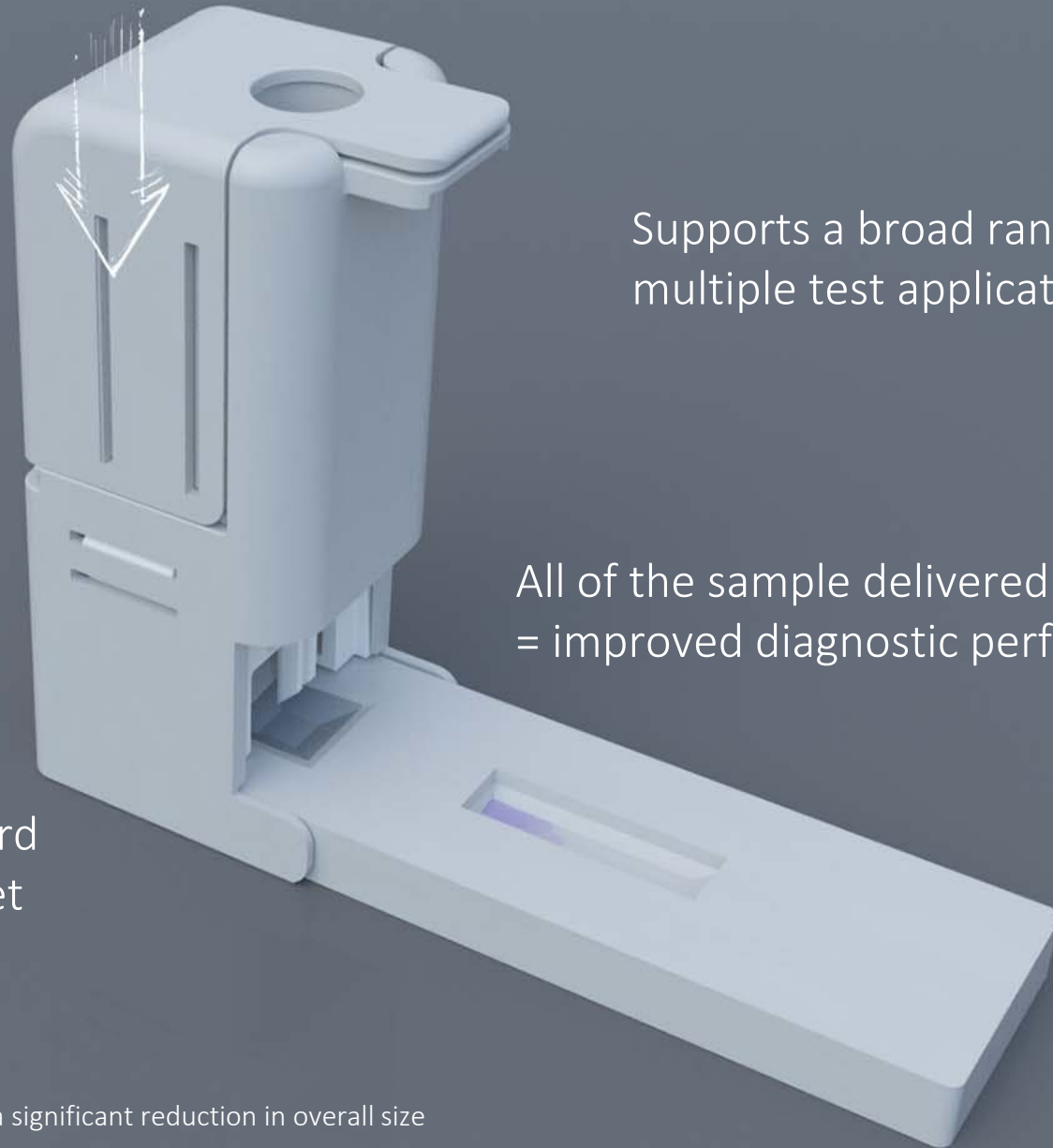


SIMPLIFYING SWAB TESTING*

Reduced user steps =
lower error rates

Integration of Atomo blister
and automatic delivery =
simple and efficient

Compatible with existing standard
cassettes in market = large target
market, simple upgrade

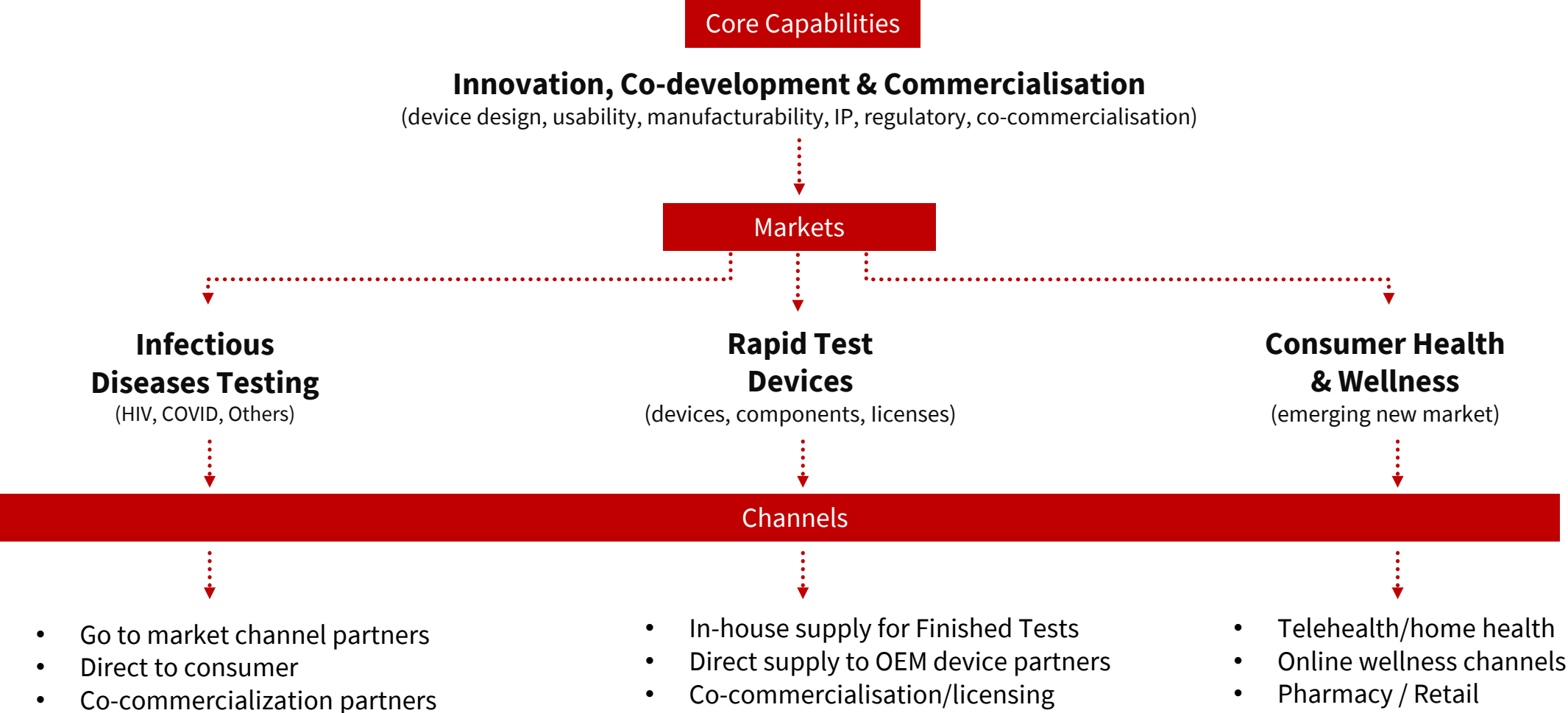


Supports a broad range of swabs =
multiple test applications

All of the sample delivered to the test
= improved diagnostic performance

* Initial swab prototype, currently being optimized including a significant reduction in overall size

ATOMO'S STRATEGIC FOCUS



TELEHEALTH: ESTABLISHED IN THE MARKET

Consumer Interest

76%

now interested in telehealth versus 11% usage in 2019



Investor Focus

Venture funding doubled

for digital health 2019-2020, on track to double again 2020-2021



Provider Acceptance

64%

of providers are more comfortable with telehealth



\$50B

**Point-of-Care
Diagnostics Market by 2025**

Regulatory and Reimbursement

80 new services

In the US, approved by the Centers for Medicare & Medicaid, with increasing access to virtual care



Source: McKinsey & Co, Telehealth: A ~~quarter~~ trillion-dollar post-COVID19 reality? May 2021

CLINIC AT HOME THE NEXT HEALTHCARE FRONTIER *two thirds*

of all clinical decisions are based on a diagnostic test



POINT OF CARE/ LABS

Hospital & Physician Networks

(in physician office, hospital, etc.)

Treatment Programs with provider (e.g. PrEP)



EHEALTH DOCTOR CONSULTATION/ LAB, POC & SELF-TESTS

Telemed Providers

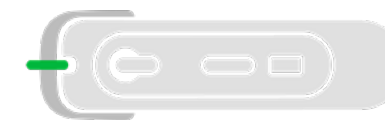
Amwell, Plushcare,
Teladoc
Ro
Amazon Care
MeMD

Adult Health Specialists

Nurx,
Him & Hers, etc.

Wellness

Everlywell,
Cerascreen
BioIQ
Prima, etc.



CONSUMER/ SELF-TESTS

Retail Pharmacy Clinics

Target, Walmart,
Albertsons, Costco,
Walgreens, CVS, etc.

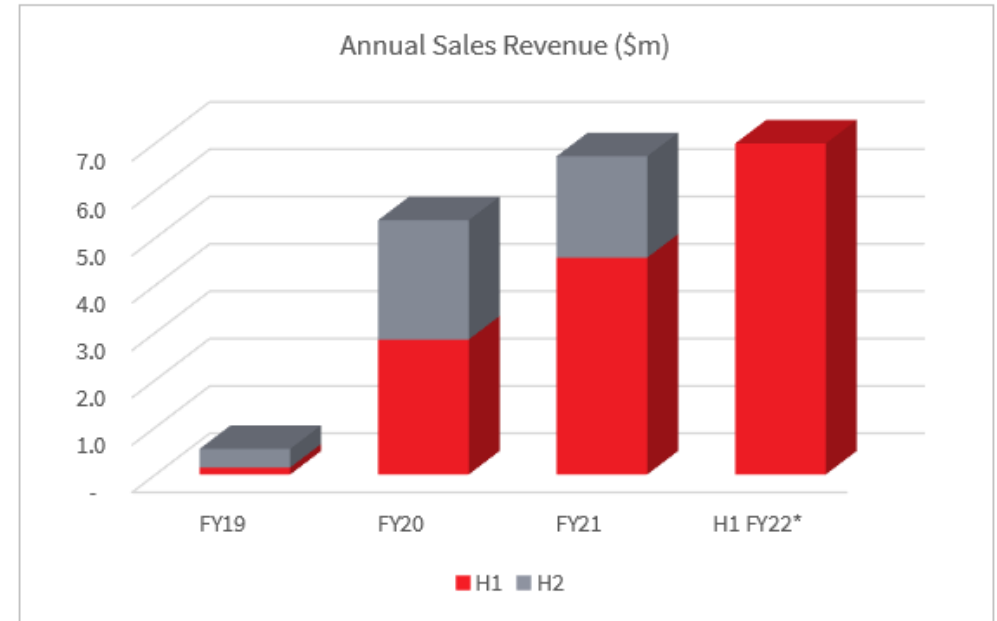
Strategic opportunity / home testing market:

Rapidly emerging new market for eHealth enabled healthcare in the home, cannibalising lab/clinic-based models as well as challenging traditional retail and pharmacy channels

This consumer-focused market requires solutions that are inherently user friendly and address limitations with current kits formats

Corporate snapshot

- Strong revenue growth, with **H1 FY22 sales of \$7.0m**, 53% higher than the prior comparable period
- Quality balance sheet, with >\$30m in assets including **\$15.8m** in cash on hand and no debt
- Strong cash receipts, with **\$7.7m** in cash inflows from customers in H1 and a further \$1.8m in R&D rebate receipts
- Continued **investment in R&D** and core capital items
- Experienced board and management, major shareholder support



MAJOR SHAREHOLDERS

% (UNDILUTED)

Dalraida Holdings Pty Ltd	11.45%
Global Health Investment Fund I, LLC	11.40%
Ellerston Capital	7.31%
Walker Group Holdings Pty Ltd	6.62%

BOARD AND MANAGEMENT

John Keith	Non-Executive Chairman
John Kelly	Co-founder and Managing Director
Deborah Neff	Non-Executive Director
Dr Curt LaBelle	Non-Executive Director
Dr Paul Kasian	Non-Executive Director
Will Souter	Chief Financial Officer



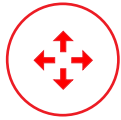
HIGHLIGHTS



A proven innovator: commercialised the world's first fully integrated rapid blood tests for at-home use



Expansion into swab testing market: development of an integrated swab test device incorporating the Atomo's proprietary reagent blister and design know-how to minimise user errors and simplify steps of use



Resurgent OEM pipeline: the utility and benefits of Atomo's solutions now clearly demonstrated, the company is seeing increased OEM interest from diagnostic companies seeking to commercialise new products beyond COVID



Significantly expanded market for home-based testing: the COVID-19 pandemic has normalized at-home testing and transformed the landscape for home-based healthcare, now supported by regulators and government



Installed operations base: reducing capex, with investment in capacity now complete and the ability to manufacture 20 million Atomo cassettes annually supported by second-gen blister manufacturing machine



Strong financial position: \$15.8m cash in bank as of 31 January 2022, no debt and strong Q3 revenues anticipated



*In the US, telehealth as a share of medical consults went from 0.2% to 13% at the peak of the COVID-19 pandemic, and has stabilised at ~6% of all consults**

