



**ASX Announcement**

**2 November 2023**

## **2023 Annual General Meeting – Chairman’s Address**

In accordance with ASX Listing Rule 3.13.3, Atomo Diagnostics Limited (**Atomo**) attaches the Chairman’s Address to be delivered at Atomo’s 2023 Annual General Meeting.

**For more information, please contact:**

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*This announcement was authorised by the Managing Director & CEO.*



On behalf of my fellow directors, I welcome you warmly to Atomo Diagnostics' (Atomo) Annual General Meeting for 2023.

We gather in person on the lands of the Gadigal People of the Eora Nation, the Eoera lands reach west to the Nepean, south to the Georges River and north to the Hawkesbury. To my fellow New Zealanders tena kotu, tena kotu, katoa.

I am joined by fellow directors, our company secretary, auditor, external counsel and Atomo's senior executives.

I will shortly ask for your involvement in considering several resolutions.

I will talk about Atomo's financial year to 30 June 2023, and our current year, then inviting John Kelly, Atomo's CEO and Managing Director, to discuss both in further detail.

Throughout our last financial year and now, we see the continuing adoption of rapid tests by consumers, and professional users. The material change in Atomo's revenue mix and magnitude reflects the change from the extreme demand for COVID rapid tests during the pandemic.

Revenues are being replaced by longer term demand (across Atomo's devices) for Atomo's products and those of our partners. Corresponding with demand and product innovation are increasing levels of acceptance from regulators and public health of the merits of rapid testing.

Briefly on regulators and public health, we celebrated our partner Lumos Diagnostics' 510(k) clearance from the US FDA for its FebriDx test, representing the first FDA approval for Atomo's PASCAL platform. We announced in FY23 submission to the Australian TGA's of AtomoNow, the Atomo blood based rapid pregnancy test, and continue to progress the submission. In public health we are working with government agencies in Australia and elsewhere in making our flagship HIV Self Test more easily available.

For those who are more recent Atomo shareholders, our warm welcome. Let me talk about what we do in rapid diagnostics.

Atomo develops, commercialises and supplies devices for rapid diagnostic tests. We sell finished rapid tests for professional users and consumers. Our tests detect infectious diseases, chronic health conditions, and consumer wellness.

Atomo participates in three identified markets in the development and commercialisation of diagnostic devices. These comprise infectious disease testing, OEM+ devices, and consumer health and wellness.

Each of these markets involves Atomo's scale deployment of our patented technologies, often through partnering.

Our work in infectious diseases is led by Atomo's HIV Test. Demand spans Global Health Programmes and increasingly developed consumer markets. We are delighted in partnering with Newfoundland through which our HIV Self Tests are on the shelves of Tesco in the UK, our extensive local marketing sees our tests on the shelves of 170 Australian pharmacies.



In global health, our continuing relationship with Viatrix Inc sees growing in-country approvals for the sale of our HIV tests, especially amongst developing countries. In the OEM+ market, during the year we supplied devices to NG Biotech, Access Biotech, and Lumos Diagnostics to house their proprietary rapid tests.

Our third market, consumer health and wellness, continues to respond to individuals exercising greater control over their health. Signs of this change are reflected in discussions with rapid test development companies and consumer retail companies about adding tests to our platforms.

Turning to our financial management. I mentioned Atomo's change on year-on-year revenues and sales mix reflected the absolute shift index demand with the pandemic passing. Our corresponding ramp up is in the production and delivery of our patented products.

Atomo's shareholders and the broader market supported our capital raise shortly after the end of the last financial year. Funds are being invested for regulatory approvals and commercial launch of existing products. We welcomed a number of new shareholders to our register and thank them for their interest and engagement in the company.

The Board and Executives are exercising appropriate care in financial management, prioritising revenue growth and judicious regard for spending, the latter focused very much on supporting the promotion and delivery of existing Atomo products.

To this end the Board very much acknowledges the considerable efforts across the Executive team and the wider Atomo workplace to seek efficiency across our activities. I am pleased to report that these efforts are underway while concurrently we see strong positive engagement through our work place surveys.

On behalf of Atomo's Board and Management, we gratefully acknowledge the tireless efforts of those who provide services and advice to Atomo - Maria Clemente, our Company Secretary of BoardRoom, Grant Hummel of HWLE, Gareth Few of BDO, Canaccord and Bell Potter.

Atomo's Board of Directors shares substantial commercial, governance, and industry experience across the critical aspects of our business. Amongst the Board's priorities is ensuring that we have the capabilities and domain expertise to govern our global business effectively.

Our Board comprises Deborah Neff, Paul Kasian, Curt LaBelle, John Kelly, and me. Deborah chairs our People, Culture, Nomination and Remuneration Committee, and Paul chairs Audit and Risk, pillars of our corporate governance. I sit on both Committees.

You will be shortly asked to consider Cheri Walker for re-election to Board, in keeping with Atomo's Board process.

In closing, I share the Board's strong recognition of the Atomo team's commitment to developing and implementing the company's strategy, while making sense of, and realising new opportunities.

The decentralisation of health services, diagnostics and care, continues to evolve. The adoption of rapid diagnostics has changed users' behaviours and expectations of testing by location, speed to results and timelier prescription. These changes align with Atomo's proven competencies and its focus on developing tests that address unmet consumer needs. Atomo's competitive positioning draws from our product and commercialisation expertise. We are excited about this year and those ahead. I welcome John to talk about what we are up to in further detail. Thank you for your enthusiastic support, questions, and interest in Atomo.

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