



**ATOMO
DIAGNOSTICS**

**FY24 RESULTS
PRESENTATION
29 AUGUST 2024**

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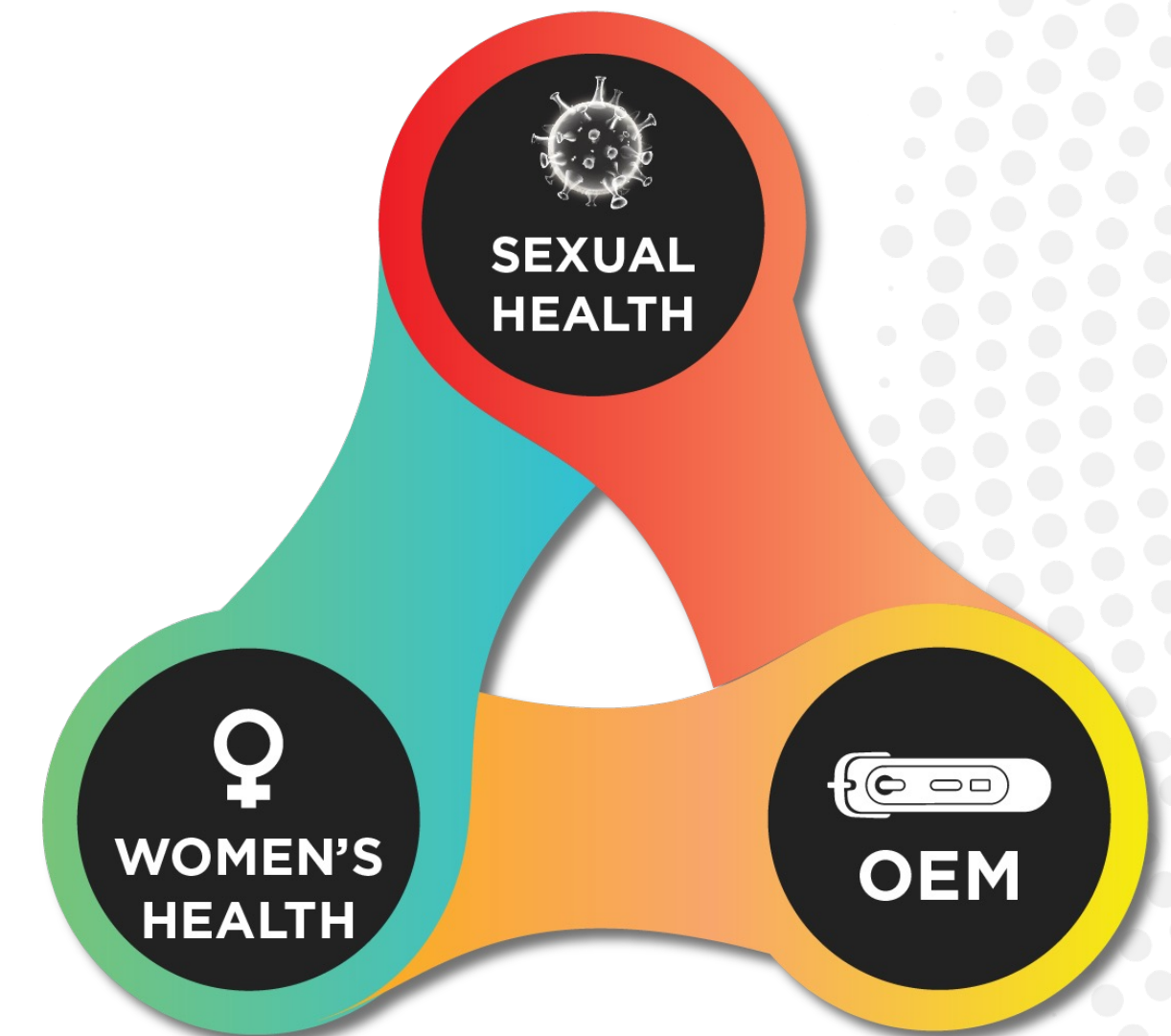
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WHY ATOMO?

Atomo is a highly differentiated commercial-stage rapid test business, with sales generated through a number of global supply channels

- Technologically proven and commercialised platforms addressing an expanding rapid-testing market driven by public health and consumer health tailwinds in a post-COVID environment
- Unique, patented, user-friendly and revenue-generating technology developed for deployment in decentralised settings, including at home
- Distribution partnerships for finished tests and significant OEM contracts validate a de-risked business model with a diversified go-to-market strategy
 - Atomo's HIV Self Test launches in Tesco and Boots (UK) and pharmacies (Europe & Australia)
 - Pascal platform supports broad pipeline for OEM developments emerging post-510(k) clearance with pathway established with the FDA to pursue CLIA waiver for FebriDx™



FAVORABLE MARKET LANDSCAPE

Expansion of decentralised and at-home diagnostics as the market demands reduced burden on healthcare infrastructure and improved convenience for patients and consumers

- Global point-of-care diagnostics market to exceed US\$75bn by 2030 [1]
- Global market for lateral flow assays (LFA) set to expand significantly with rapid testing sitting upstream of and complimentary to laboratory testing [2]
- Post-pandemic, consumers, clinicians and regulators more open to and supportive of testing out-of-clinic and increasingly in the home
 - Consumer rapid testing is now a standard ranged item in traditional pharmacy/retail channels, such as Tesco and Boots in the UK and CVS in the US
- Increased public health adoption of at-home and self-test technologies to improve efficiencies and reduce perceived stigma associated with testing for some infectious diseases
 - Governments now starting to procure and distribute HIV self-test via public health policy
- Rising incidence of infectious diseases and chronic conditions stimulating demand for accurate and rapid point-of-care testing [3]
- Home based testing now proven to be more cost effective to scale than facilities-based healthcare [4][5]

Pathology companies now actively seeking access to at home testing business models [6]

70%

of healthcare decisions are based on a diagnostic test [7]



Point-of-Care and At-Home Self Testing

Rapid testing delivers results in minutes, not days (preferred by clinicians and customers)

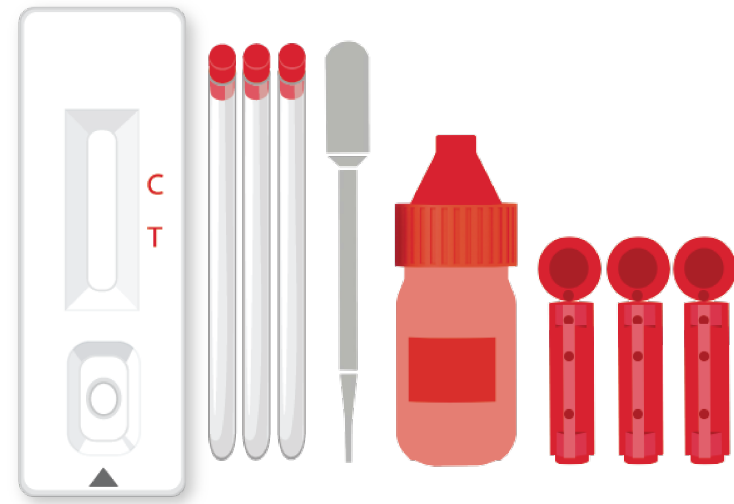


Standard Lab Testing

Self-testing, collection kit and lab testing can be complementary, depending on the test



TRANSFORMATIVE INNOVATION



Issues with Standard Multi-Component Test Kits

- Complex
 - Multiple components
 - Multiple user steps
 - Convoluted workflow
 - High error rates: 10%+ by professionals, 30%+ by untrained self-test users

“The lancet would not be out of place in a Christmas cracker”

Home allergy test kit feedback – Boots, UK

Advantages of Atomo Devices

- Accurate
 - Easy to use
 - Correct volume of blood and reagent
 - Seamless delivery to test strip
- Intuitive
 - Less than 2% error rate for first-time users

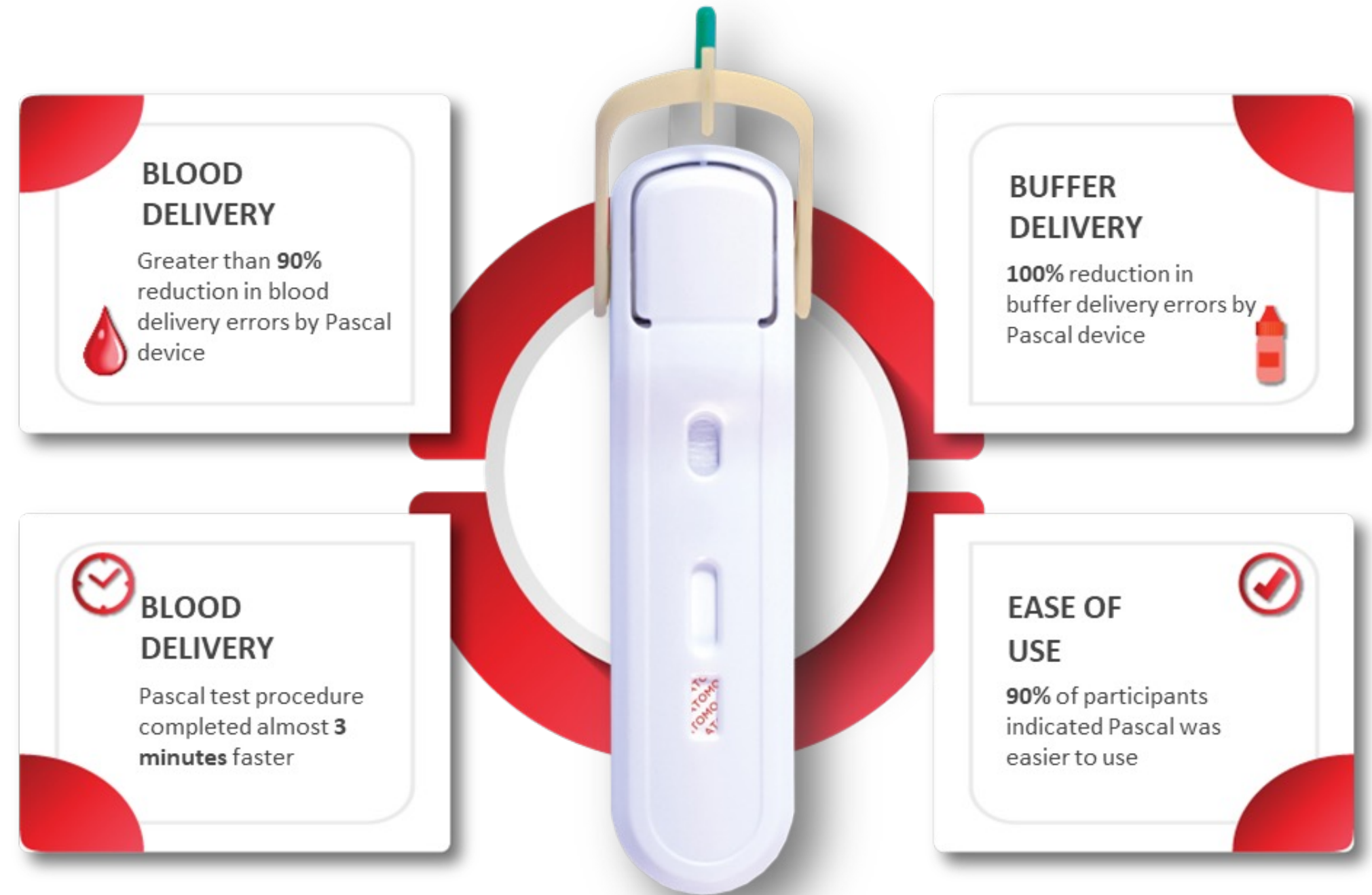
“Simple to use! Brilliant! I would rather pay for this test in future if it means it is this easy – Thank you”

Self-test user feedback – Feefo, UK

ATOMO PLATFORM DRIVING ADOPTION OF RAPID TESTING



Future of Point of Care & Rapid Testing [\[8\]](#)



Report - Comparative usability analysis of two rapid diagnostic self-test kits [\[9\]](#)

An aerial, high-angle photograph of a dense urban landscape, likely New York City. The image shows a multitude of skyscrapers and mid-rise buildings packed closely together. Many buildings have flat roofs with visible rooftop water towers and HVAC units. The lighting is bright, creating strong shadows and highlights on the building facades and roofs. The overall tone is monochromatic, with a focus on the geometric patterns and textures of the city architecture.

2024 FINANCIAL RESULTS

FY24 PROFIT & LOSS

AUD	FY24(\$m)	FY23(\$m)	(%)
Revenue	4.09	2.54	61%
Cost of sales	(2.48)	(1.88)	
Gross Profit	1.61	0.66	144%
Gross Margin	39%	26%	
Less COVID RAT sales		0.39	
Normalised Revenue*	4.09	2.15	90%
Normalised Gross Margin	39%	37%	
Other income	1.09	1.15	(5%)
Employee benefits expense	(4.04)	(4.85)	17%
Foreign exchanges gains/(losses)	0.03	0.11	(73%)
Research and development costs	(0.24)	(0.60)	60%
Professional fees expense	(0.63)	(0.82)	23%
Inventory obsolescence expense**	(0.17)	(1.17)	85%
Other expenses	(2.03)	(2.54)	20%
Underlying EBITDA	(4.38)	(8.06)	46%

- Excluding COVID sales, revenue increased year-on-year (YoY) across core business by 90%. This was predominantly made up of growth in HIV Test sales (Revenue of \$3.2m) and increased OEM Cassettes sales (Revenue of \$850k)
- With ongoing cost savings initiatives implemented across the business, OpEx for FY24 reduced \$2.73m when compared to FY23 - representing a reduction of more than 30% YoY in underlying business costs
- With improved sales revenues and margins combined with a material reduction in operating costs, overall EBITDA losses were nearly halved - down \$3.68m for the year, a reduction of 46% YoY

* Excluding non-recurring COVID revenue

** Prior year comparative includes \$1m COVID stock provision



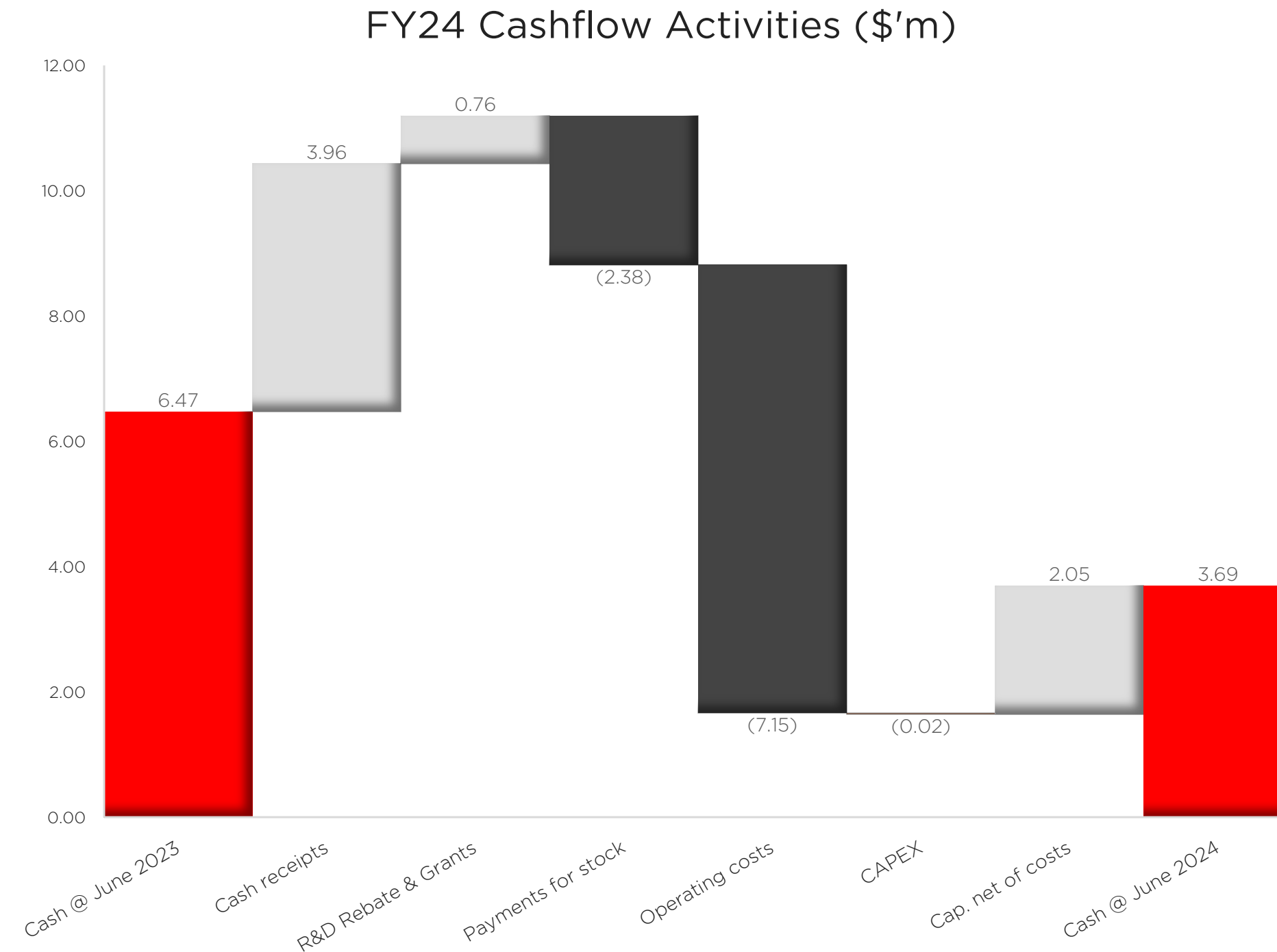
FY24 BALANCE SHEET

AUD	FY24 (\$m)	FY23 (\$m)
Cash and cash equivalents	3.69	6.47
Trade and other receivables	2.06	1.82
Inventories	1.84	2.14
Property, plant and equipment	1.64	2.50
Intangible assets	2.07	3.30
Other assets	0.08	0.23
Total assets	11.38	16.47
Trade and other payables	1.21	1.43
Other liabilities	0.08	0.25
Total liabilities	1.29	1.68
Net Assets	10.09	14.79

- Atomo had a cash balance of \$3.69 million as of 30 June 2024, and the company remains debt free
- Capitalised expenditure relating to R&D and PPE for the period was not significant
- Ongoing activities continues to focus on expanding HIV sales and increasing POC technology pipeline revenues (Pascal cassette supply and development of custom solutions).



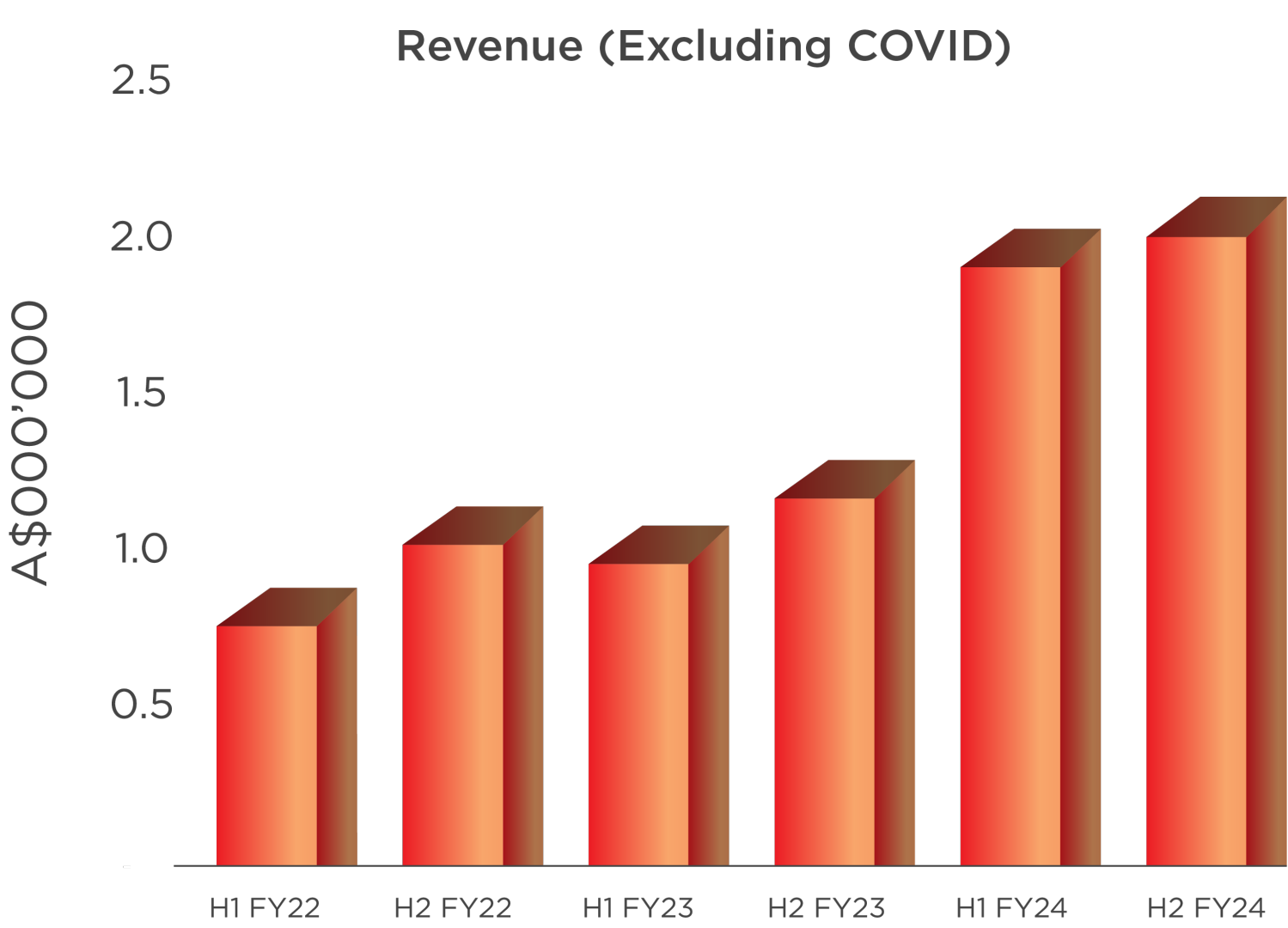
FY24 CASH FLOW



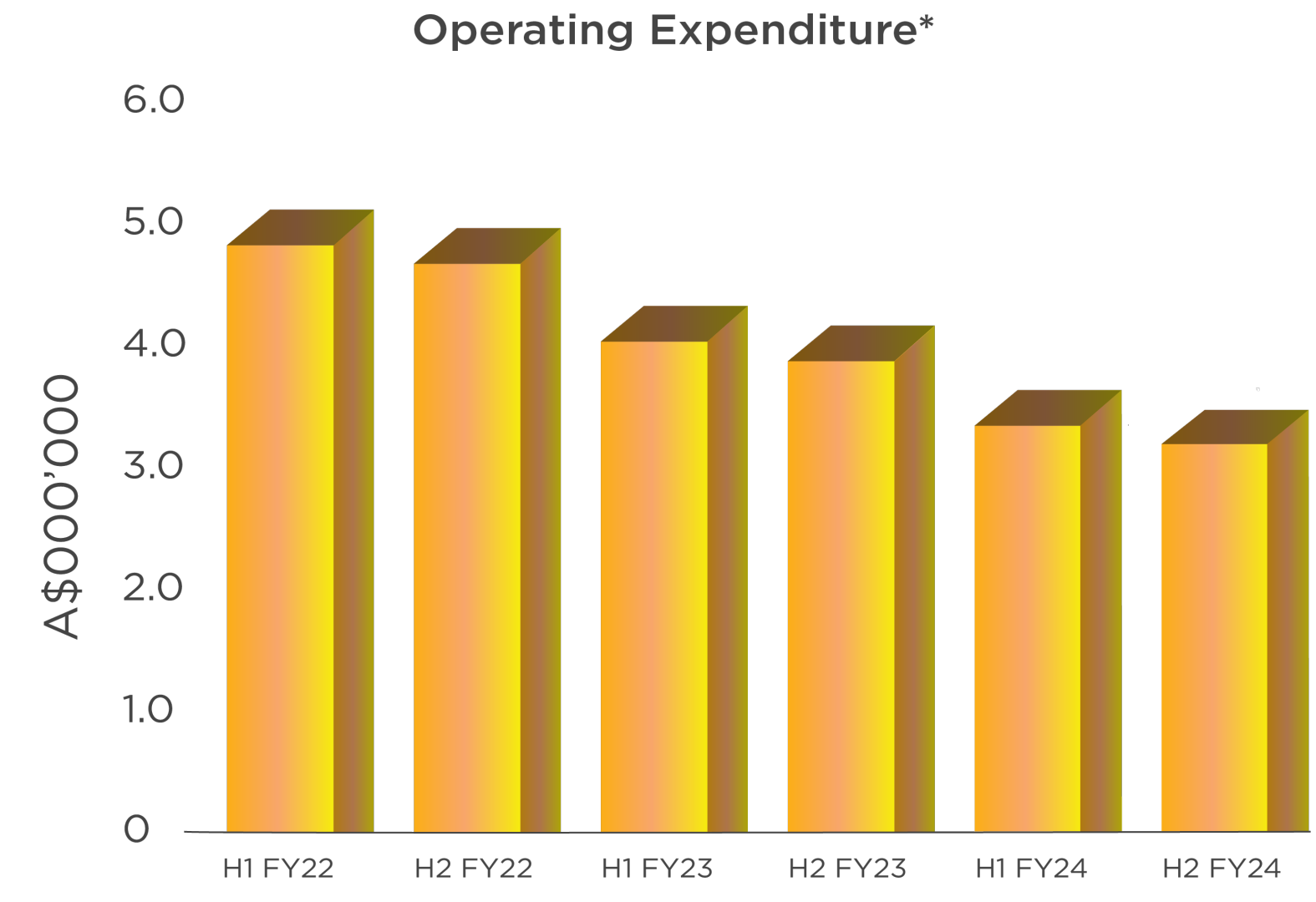
- Cash receipts for the period totalled \$6.8m
 - ~\$4m was received from product sales
 - \$761k received from the R&D tax rebate
 - ~\$2m capital raised net of transaction costs
- Cash payments for stock of \$2.38m
- OpEx and CapEx activities in line with expectations and cost saving initiatives implemented during the period
- The year-end cash balance of \$3.69m, no debt

SUPPORTIVE FINANCIAL TRENDS

Well positioned for profitability with no need for significant CapEx to fund future revenue growth



Revenue, gross profit and gross profit margin all show material improvement



OpEx continues to reduce materially, having come down ~30% over the past two years*

*Excluding one-off impairments/stock write offs

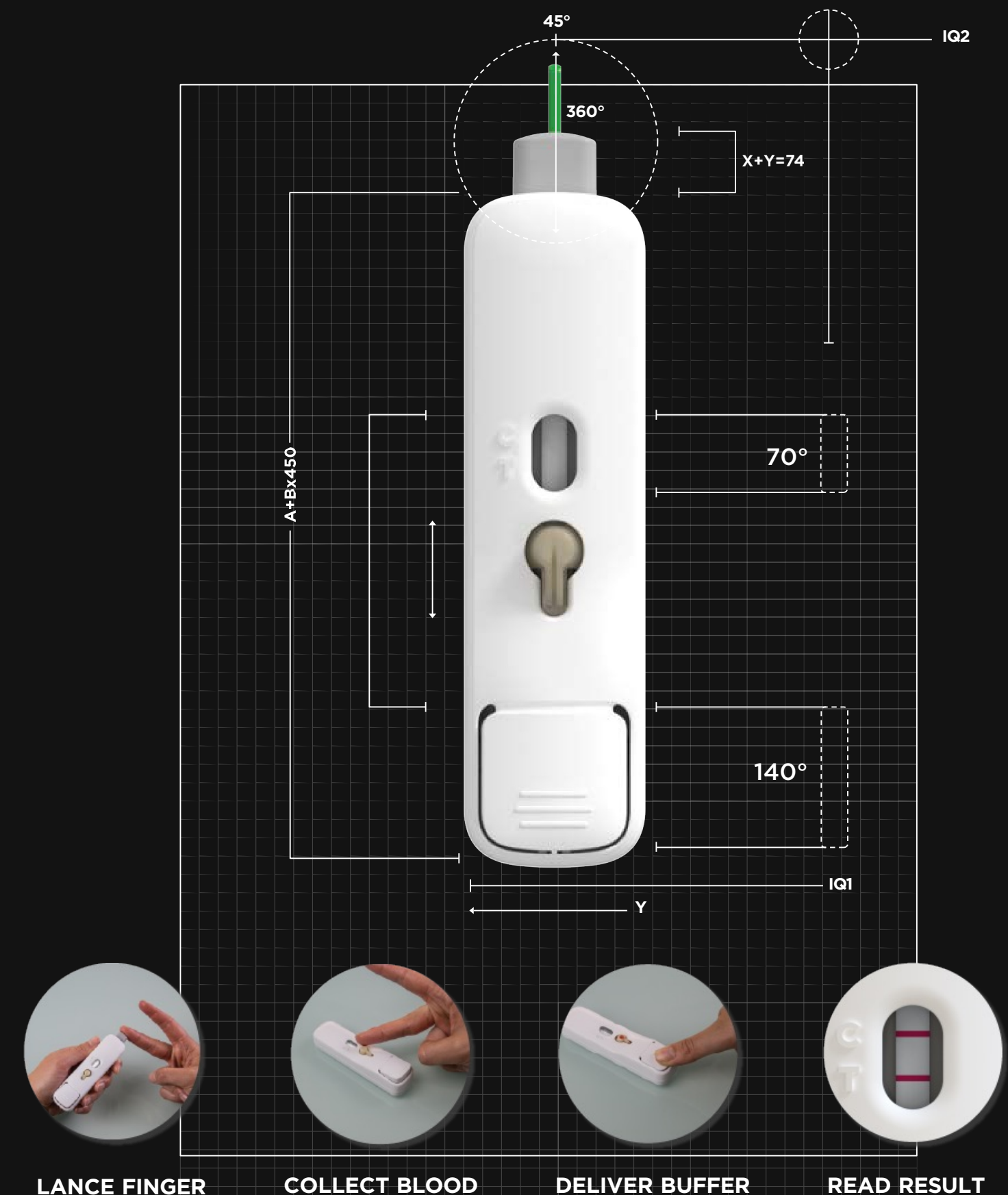


TECHNOLOGY SOLUTIONS & PRODUCTS

BLOOD TESTING

Atomo's solutions offer improved performance and best in-class usability in point-of-care and self-testing

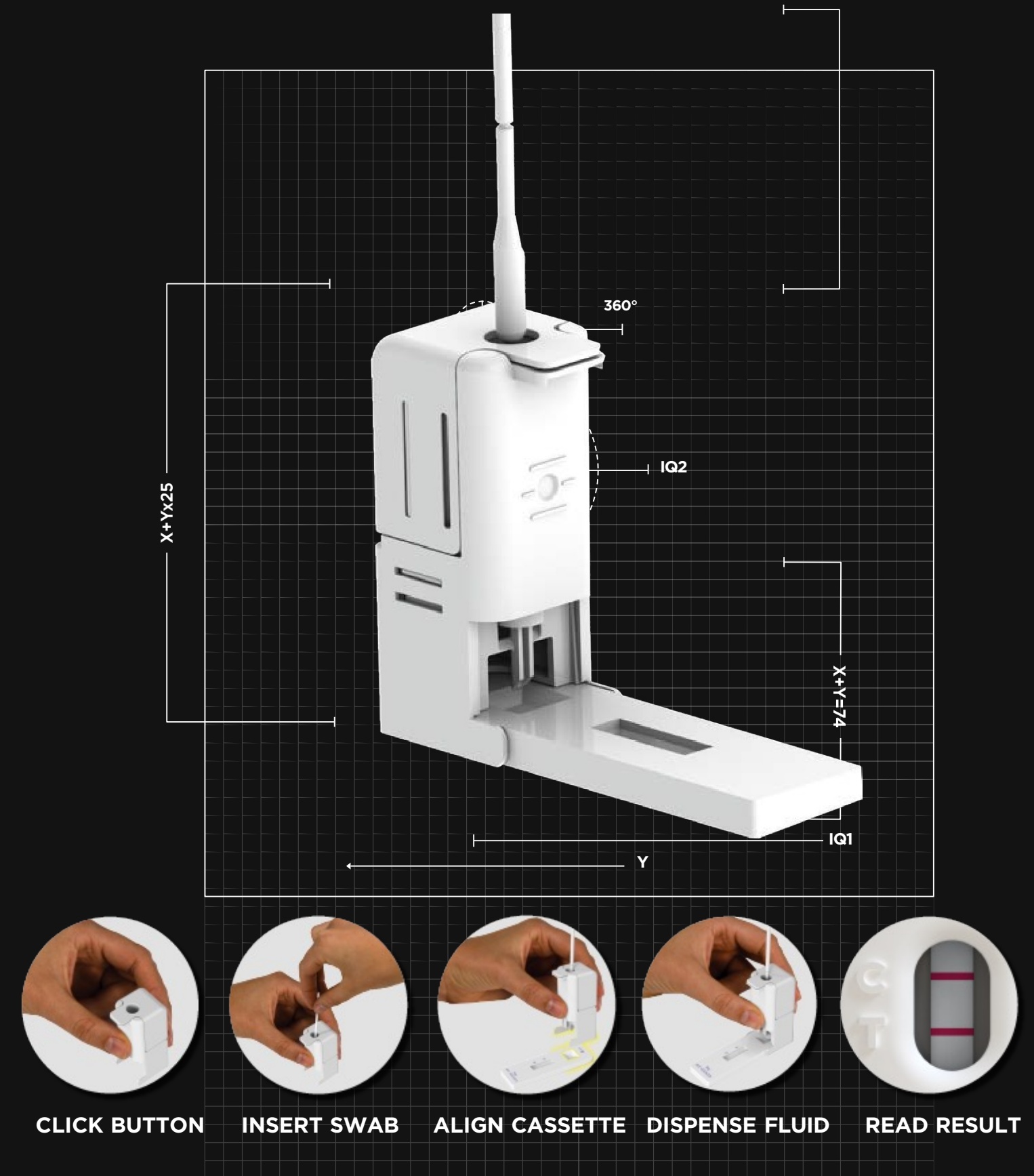
- Built-In Safety Lancet
 - Eliminates the risk of hazardous sharps injuries by locking the needle inside the device after use
- Accurate Blood Collection and Delivery
 - Blood collection unit designed to collect and deliver the correct sample volume to the test strip
- Integrated Buffer Delivery
 - In-built buffer storage blister allows for button activated delivery of the required quantity of buffer to the test strip
- Interlocked User Steps
 - Devices design forces correct sequence of user steps improving reliability and compliance



SWAB TESTING

The Atomo Curie Platform utilises Atomo's existing core IP and know-how to improve usability and performance of swab-based rapid tests

- Compatible With Existing Swab-Based LF Strip Tests
 - Compatible with existing rapid test cassettes and swabs (nasal, nasopharyngeal, throat, vaginal)
- Integrated Patented Blister Technology
 - In-built buffer blister allows for button activated mixing of buffer and sample
- Improved Sample Delivery Process
 - Proprietary process and a controlled volume of buffer delivered to improve sample concentration line intensity



DIGITAL COMPATIBILITY

Atomo has developed solutions to deliver compatibility with POC reader and for at-home enabled smartphone-based testing, maximising ease of use, repeatability and accuracy of results

○ Reader Compatibility

- Atomo platforms are easily adapted for use in a range of POC reader formats for both traditional visual and fluorescence test readers

○ Atomo App

- A custom mobile application for self-test users has been developed for standard lateral flow cassettes or Atomo's Pascal cassette
- Image analysis capable of reading line intensity to provide semi-quantification of results
- Eliminates common user errors such as use of expired test and not waiting for enough time to read result
- Digital animation of steps of use further improves ease of use and performance



PRODUCT REGISTRATIONS

Product Registrations – Atomo as Listed Manufacturer

○ HIV Self Test | US\$4bn (2026) [\[10\]](#)

- TGA | Australia
- WHO PQ | LMIC
- CE Mark | UK & Europe

○ COVID-19 Antibody Test (Discontinued)

- TGA | Australia

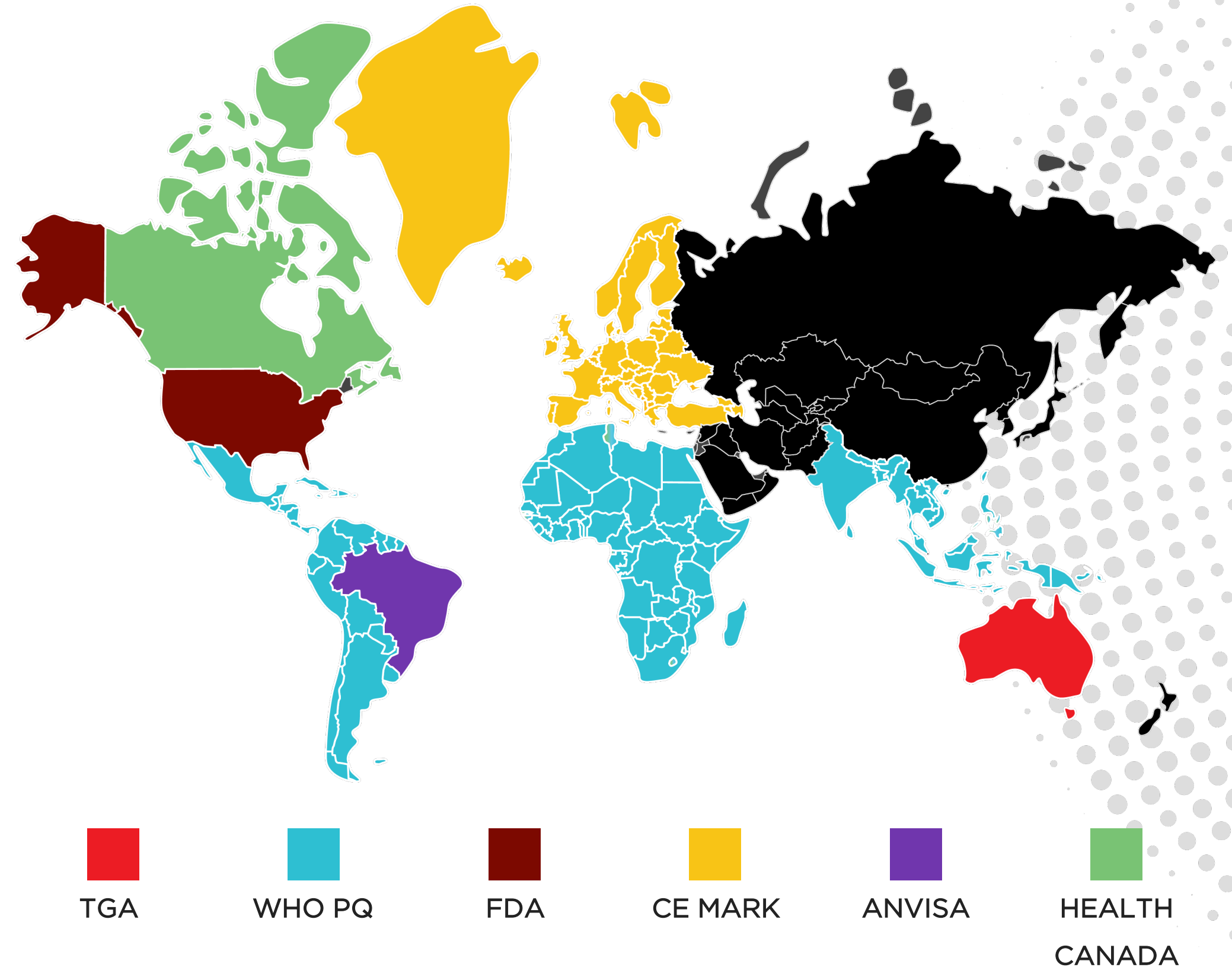
Product Registrations – Atomo Partners

○ Pregnancy Test | US\$2.1bn (2026) [\[11\]](#)

- CE Mark | UK & Europe
- ANVISA | Brazil

○ FebriDx | US\$5.2bn (2026) [\[12\]](#)

- FDA (510k) | USA
- CE Mark | UK & Europe
- TGA | Australia
- Health Canada | Canada

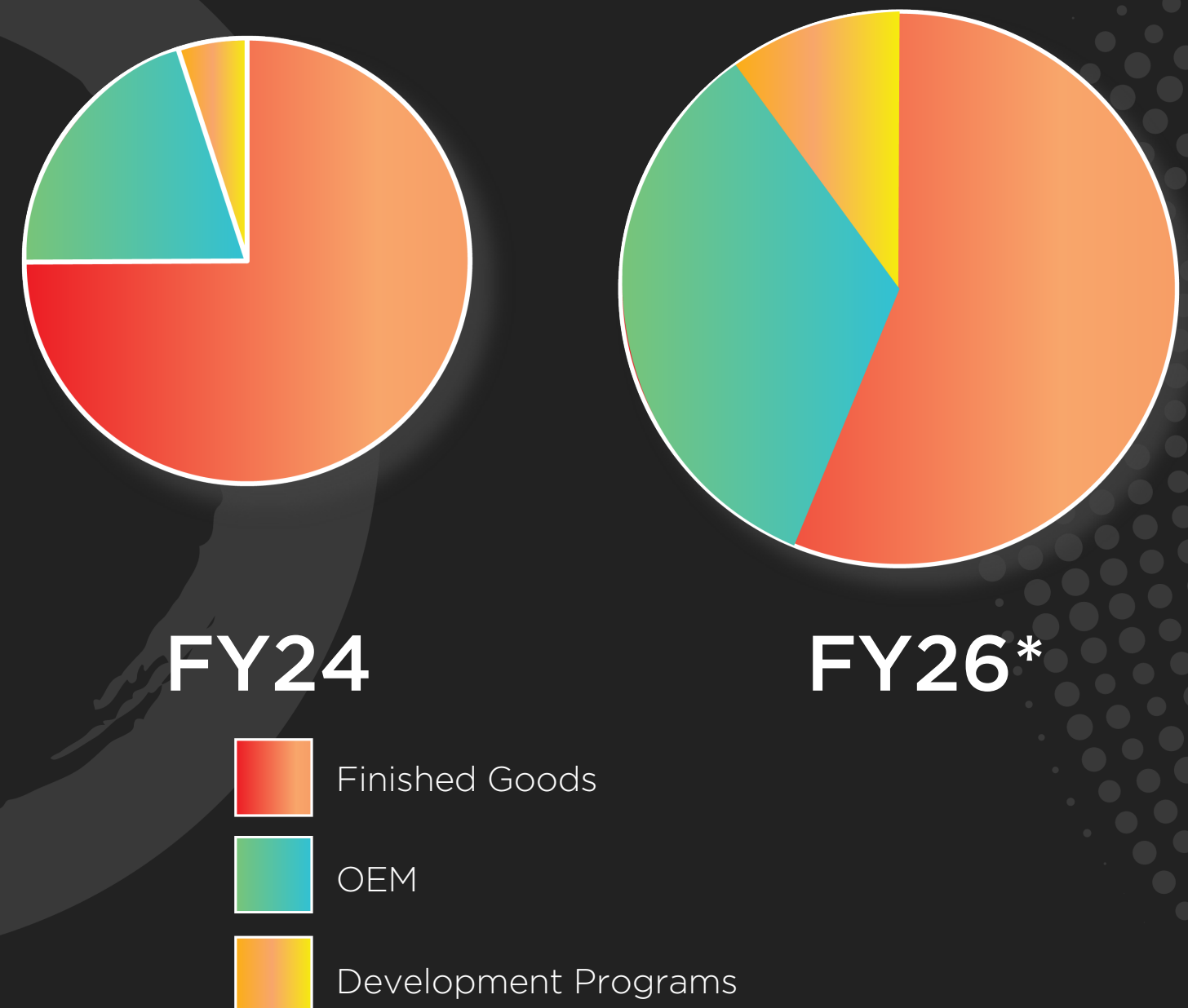


COMMERCIALISATION STRATEGY

Atomo has developed user-friendly platforms that support a broad range of diagnostic applications and technologies, enabling the company to generate revenues from a number of commercial channels

- Finished Goods | Supplying Finished Test Products to Distributors and selling direct through Atomo
 - Atomo HIV Self-Test and others
- OEM | Supplying Assembled Platforms to Diagnostics Partners for their Own Finished Test Products
 - Lumos Diagnostics, NG Biotech and Burnet Diagnostics
- Development Programs | Supporting Development and Custom Cassette Solutions for Diagnostic Partners
 - Burnet Institute and others

GROWING AND MORE BALANCED FUTURE REVENUE CHANNELS



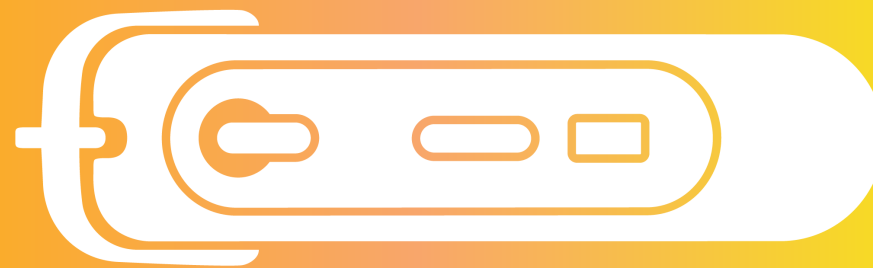
*Estimated Revenue Mix

Size of revenue pie is illustrative only and does not constitute a forecast





OEM

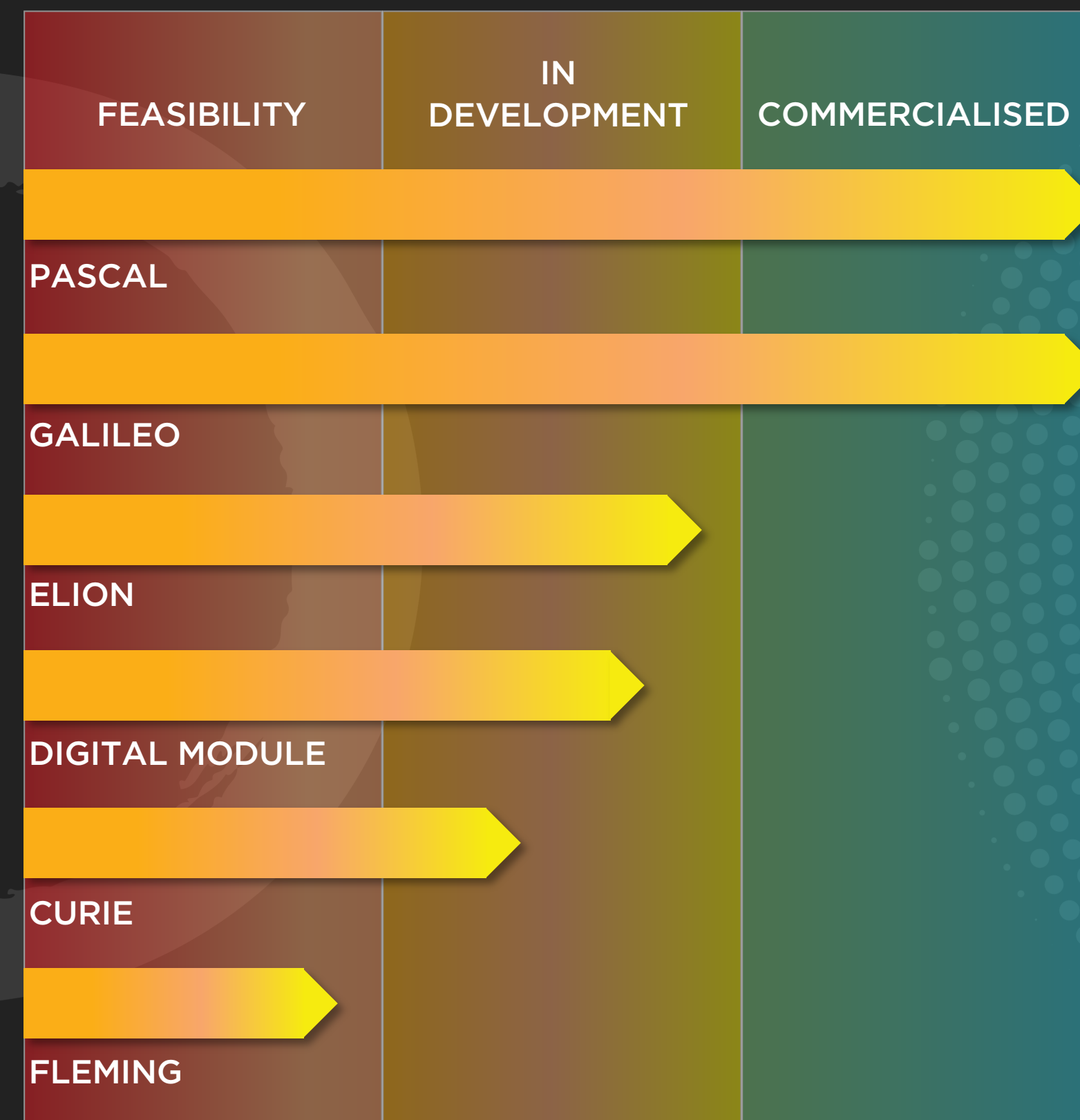


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COMMERCIALISATION PIPELINE BY PLATFORM

Atomo's lateral flow platforms have been developed to provide best-in-class usability and performance with blood and swab samples

- Pascal – Commercialised and Supplied to Customers
 - NG Biotech | UK & Europe
 - Lumos Diagnostics | USA, Canada, Europe & Australia
 - Burnet Diagnostics | Australia (In Development)
- Galileo – Commercialised in a Finished HIV Test Product
 - Atomo HIV Self Test | Australia
 - Newfoundland Diagnostics | UK & Europe
 - Viatrix | Global Health (LMIC)
- Elion – Ready for Commercial Application / Development
 - Custom cassettes supplied
- Curie and Fleming– Ready for Commercial Application/Development



OEM CUSTOMERS



Lumos Diagnostics is a US company specialising in rapid, cost-effective point-of-care test solutions

Utilising Atomo's Pascal product, Lumos' FebriDx™ platform is registered in leading healthcare markets, including Europe, Canada, Australia and most recently with FDA 510(k) clearance in the US and with CLIA waiver activity in process

FebriDx assists with the differentiation of viral and bacterial acute respiratory infections and is a tool in the flight to minimise unnecessary prescription of antibiotics, a growing public health challenge



NG Biotech is a French diagnostics company focusing on the development and manufacture of novel in-vitro diagnostics products for use at the point-of-care

Utilising Atomo's Pascal platform, NG's blood-based Precision+ pregnancy test offers results in 5 minutes

Pregnancy can be detected earlier in blood than in urine; and with blood, hCG levels do not drop off after first morning flow making it more reliable to use throughout the day.

Registered and launched over the last 18 months in France, the UK, Spain, Italy, Portugal, the UAE and Brazil

NEW CUSTOMERS

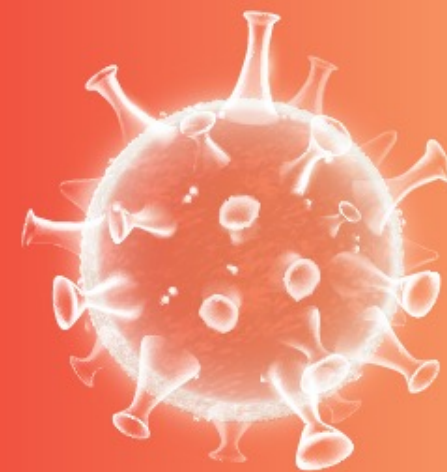
Atomo is working on several development programs with potential new customers ranging in size from university backed start-ups through to a top global IVD company

Opportunities include new customers for Pascal, a Swab based rapid test and adaption of Pascal to support improved usability with rapid molecular solutions

Atomo has worked with the Burnet Diagnostics Initiative (BDI) to optimise their (ALT) Liver function test in the Pascal cassette. Atomo has now received an initial order from Burnet for 21,000 units to be manufactured by Atomo to support the test being used in a large clinical trial



FINISHED TESTS



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HIV MARKET OPPORTUNITIES

- The HIV diagnostics market value is expected to grow to US\$4bn by 2026 with a CAGR of 7.9% [13]
- HIV self-testing is expected to grow to US\$531m by 2026 at a CAGR of 30%. This very high growth rate is driven by convenience and privacy offered by self-testing kits as well as growing initiatives by public health to promote HIV testing [14]
- Emergent customer demand has encouraged large-scale retailers to stock self-tests, including Tesco supermarkets and Boots pharmacies in the UK, as well as pharmacy chains in Germany and Australia
- Adoption and funding of HIV self-test procurement by governments as evidenced recently through committed Australian government funding for HIV Self Tests. Atomo has the only approved HIV self-test in Australia. No blood test is currently approved in the US for self-test use
- Preferred purchasing of African manufactured HIV (PEPFAR & Unitaid) tests, favourable to Atomo [15]



ATOMO'S HIV BUSINESS

AUSTRALIA & NZ

- Atomo HIV Self Test is the only approved test in the Australian market
- Self-test procurement announced in the May budget with national scale-up of all self-test programs [\[18\]](#)
- HIV testing in Australia estimated to be ~3m tests per annum
- Anticipated launch in the New Zealand pharmacy market late 2024



GLOBAL HEALTH MARKETS

- WHO estimates HIV self-testing markets in LMIC to be worth \$US58m by 2025 [\[17\]](#)
- Atomo is the only manufacturer currently offering an African-made prequalified HIV self-test
- Viatris have purchased 540,000 HIV tests to date during CY2024



UK and EUROPE

- Increasing adoption of consumer self-test through mainstream retail channels, such as pharmacy, supermarket and e-commerce
- Around half a million at-home HIV tests supplied in the UK in 2022 [\[16\]](#)
- Atomo has supplied 250,000 tests to Newfoundland Diagnostics over the last 18 months



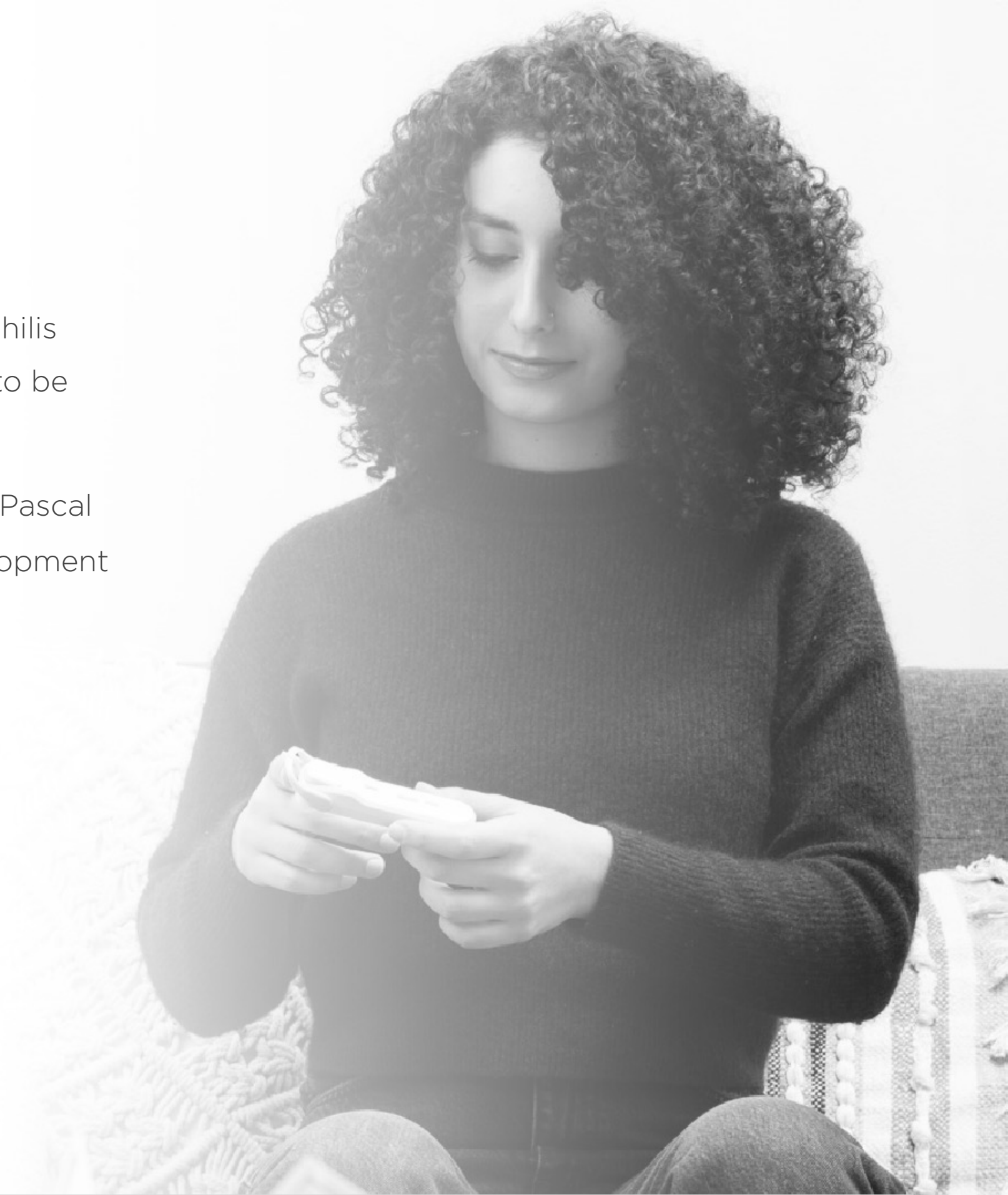
BURNET DIAGNOSTICS INITIATIVE

Active Syphilis

- Substantial increase in syphilis cases around the world, with ~7m new cases of syphilis globally in 2020 according to WHO data. The Syphilis testing market is expected to be worth around US\$1.4bn by 2026, growing at a CAGR of 5.6% [\[19\]](#) [\[20\]](#)
- Having successfully optimised BDI's Active Syphilis test assay in the AtomoRapid Pascal cassette, the parties are now working together on an agreement to support development and commercialisation
- Results demonstrate a significant improvement in discriminating active syphilis from past-treated cases amenable to self-testing. The Burnet Active Syphilis test represents a significant improvement from current rapid tests on market that typically detect antibodies in both active and past-treated syphilis

Liver Function (ALT)

- Liver function (ALT) is considered an important clinical biomarker for a range of conditions associated with liver injury. Adapted to the AtomoRapid Pascal device, the first application being targeted is for use as a liver health monitoring tool for drug induced liver injury



OPPORTUNITIES IN WOMEN'S HEALTH

Blood Pregnancy

- The pregnancy hormone hCG typically appears in blood earlier than urine, making blood ideal for early detection. Unlike urine pregnancy tests, blood tests are reliable any time of day
- Atomo is currently working with NG Biotech to determine a plan and feasibility to address requirements to update NG's Product Dossier for resubmission to the TGA

Iron Deficiency (Ferritin)

- To support a potential portfolio in women's health, Atomo has completed development work on a ferritin rapid test to detect and monitor anaemia and iron deficiency
- Planning now complete regarding a small clinical trial in Pascal to support IVDR and TGA submissions



GOALS

Near-Term

- Progress go-to-market pathway to support entry into CLIA and OTC channels in US
- Complete strategic partnership with Burnet Diagnostics for commercialisation of further Pascal-based finished tests
- Continue restructuring of Atomo's operational footprint to achieve targeted reducing in Cost of Goods and OpEx
- Secure new customers for Atomo cassette development / supply

Medium/Long-Term

- Establish pipeline of development programs with long-term supply agreements
- Secure US FDA approval for an Atomo Finished Test in the US market
- Deliver customer proprietary technology solutions beyond lateral flow, such as molecular and microfluidics where workflows remain a challenge and Atomo's functionality improves usability and performance



INTELLECTUAL PROPERTY PORTFOLIO

- Family 1: Diagnostic System
PCT/AU2011/000315
- Family 2: Sampling Assembly
PC/AU2011/001321
- Family 3: Fluid Control in Integrated Testing Devices
PCT/IB2014/066210
- Family 4: Integrated Fluid Module and Test Device
PCT/AU2016/051134
- Family 5: Integrated Blood Testing Device
PCT/AU2018/051114
- Family 6: Pre-Mix Test Vessel
PCT/AU2022/050812
- Family 7: Automated Verification & Guidance of Test Procedure
PCT/AU2022/051076



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