



ASX Announcement

July 25th, 2024

## Quarterly Activity Report Q4 FY24

### Highlights

- **Continued Growth across Atomo's HIV Self-Test business:**
  - ~400k units sold during the quarter.
  - The Australian Federal Government announces two years of funding for HIV self-test procurement across a number of programs.
  - Newfoundland launch their branded version of the Atomo HIV Self-Test in Boots – the UK's leading health and pharmacy retail chain.
- **Funded Development Programs secured:** Further purchase orders received from the Burnet Institute related to the development of two programs utilising the Pascal cassette for next-generation rapid test assays developed by Burnet.
- **Revenue: \$1.64m (unaudited)** revenue in Q4 FY24, consisting of HIV test sales, OEM Pascal sales and Development fees, bringing **unaudited YTD revenue to \$4.09m**.
- **Cash receipts:** Cash receipts from customers during the quarter of \$1.08m. Atomo finished the quarter debt-free, with **cash on hand at quarter-end of \$3.69m**.

**SYDNEY Australia, 25 July 2024** – Atomo Diagnostics Limited (ASX: AT1) (**Atomo**) is pleased to release its Appendix 4C and quarterly activity report for the three months ended 30 June 2024 (Q4 FY24).

### HIV Self-Test Business

Atomo has in the last six months received sales orders totalling over 520k units from its global health partner, Viatris, for supply into several international markets. This represents a marked increase in demand for the HIV self-test in global health markets and reflects the increased significance of Atomo's product as the only WHO prequalified self-test manufactured in Africa.



In Australia, the Federal Government committed in the May budget, to funding for the expansion of the NAPWHA run HIV Self-Test via mail-out program. Atomo is budgeting revenues of \$1.3m over the next two years from this program and continues to work with NAPWHA and Grindr to promote awareness and access to HIV Self-Testing via the program.

Atomo continues to support the Federal Government funded vending machine program national scale up which is anticipated to generate additional demand for tests in the coming months. Additionally, following South Australia Health, New South Wales Health's MyTest vending machine program was officially launched in June with Atomo supplying HIV self-tests for the project.



*My Test Program – NSW Health*

Newfoundland Diagnostics have now launched their branded version of the Atomo HIV Self-Test in Boots stores across the UK. Boots is the UK's leading health and pharmacy chain operating around 2000 stores nationally. Launch in Boots stores follows the product launch in Tesco Supermarkets across the UK earlier this year and sees the Atomo product establish itself as the leading HIV Self-Test in the growing UK pharmacy retail market.

<https://www.boots.com/newfoundland-hiv-test-10347963>

Additional registrations of the Newfoundland-branded product variants have progressed with Switzerland added to the existing approval during the quarter and a submission made to Atomo's Notified Body to add an Eastern European language variant of the Newfoundland-branded product, further expanding the territories where the product will be actively promoted through Atomo's channel partners.



## **Blood-Based Pregnancy Testing**

Atomo's application to TGA to sponsor NG Biotech's Blood Pregnancy Tests for inclusion on the Australian Register of Therapeutic Goods (ARTG) has been unsuccessful. NGB's Blood Pregnancy Tests are currently authorised for commercial supply in Europe, the UK and Brazil, and we note that NGB have supplied several hundred tests into international markets without any reported performance issues or incidents.

We are currently reviewing with NGB the feedback received from the TGA, including assessing requirements to generate the additional clinical data required for Australian compliance, and to establish a timeline for NG Biotech as manufacturer to provide Atomo with a revised Technical File that supports ARTG listing.

## **Funded Development Programs**

**Active Syphilis Test-** Syphilis rates have significantly increased in the past decade globally, with syphilis seen as a growing public health problem. The Burnet Institute has developed an active syphilis rapid test that is specific to detection of current active syphilis infections. Available rapid tests in the market cannot discriminate between current active cases of syphilis and past treated cases of syphilis. The Burnet Institute Active Syphilis test has been optimised in the Atomo Pascal cassette and Atomo and Burnet are discussing commercialisation options with a view to formalising plans in a commercial agreement.

**Liver function test (ALT) -** Atomo is collaborating with the Burnet Institute on the development of tests for monitoring Liver function (ALT) and the detection of active syphilis. The agreement will see Burnet Diagnostics using Atomo's Pascal cassette, with Atomo has receiving an additional purchase order related to the optimisation of its Pascal cassette.

**Other Opportunities:** Atomo has had several inbound enquiries for Atomo products and technology post US FDA 510(k) clearance of Lumos's FebriDx test on the Atomo Pascal platform. This combined with evidenced traction in retail channels and demonstrated user preference in independent evaluations provides a compelling value proposition to industry players increasingly focused on the transition to decentralised testing.



## Financials

Total revenue (unaudited) of \$1.64m for Q4 FY24, comprising \$1.4m for HIV test sales, and Pascal (OEM) sales of \$234k and the remaining amount from development fees, bringing revenue for **FY24 to approximately \$4.09m**, an increase of 61% on FY23 YOY.

Operating costs for Q4 FY24 were \$1.4m (unaudited) compared to equivalent costs of \$2.3m for Q4 FY23, representing a reduction of 38% in Operating costs for the quarter.

Cash receipts from customers during the quarter were \$1.08m, and Atomo finished the quarter debt-free and with **cash on hand of \$3.69m**.

In accordance with ASX Listing Rule 4.7C.3, Atomo advises that an amount of \$195k was paid during the quarter to Atomo Directors in salary and director's fees.

## Key Priorities and Use of Funds

- Continued growth of HIV sales into new markets including New Zealand, and Eastern Europe, as well as a focus on promoting and scaling emergent public health-funded programs in Australia and assessing public health funded opportunities in Europe and the US.
- Support existing OEM partners Lumos and NG Biotech as they focus on expanding the marketing and sales of their rapid test products in Europe, Australia, the US and South America.
- Attending the ADLM conference and the Next Generation Dx Summit in Q1 FY 25 in the US, to continue to raise levels of awareness and engagement related to the company and its unique easy to use rapid solutions.



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*This announcement was authorised by the Board of Directors.*

#### **About Atomo**

Atomo is an Australian medical device company supplying unique, integrated rapid diagnostic test (RDT) devices to the global diagnostic market. Atomo's patented devices simplify testing procedures and enhance usability for professional users and untrained self-testers. The Company has supply agreements in place for tests targeting infectious diseases including COVID-19, HIV, viral vs bacterial differentiation and female health.

See more at [www.atomodiagnostics.com](http://www.atomodiagnostics.com).

#### **Forward looking statements**

This announcement may contain forward-looking statements which may be identified by words such as "believes", "considers", "could", "estimates", "expects", "intends", "may", and other similar words that involve risks and uncertainties. Such statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of Atomo or its Directors and management and could cause Atomo's actual results and circumstances to differ materially from the results and circumstances expressed or anticipated in these statements. The Directors cannot and do not give any assurance that the results, performance or achievements expressed or implied by the forward-looking statements contained in this announcement will actually occur and investors are cautioned not to place undue reliance on these forward-looking statements.

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of Entity**

Atomo Diagnostics Limited

**ABN**

37 142 925 684

**Quarter Ended ("current quarter")**

30 June 2024

Consolidated statement of cash flows		Current Quarter A\$'000	Year to date (12months) A\$'000
<b>1. Cash flows from operating activities</b>			
1.1 Receipts from customers		1,079	3,807
1.2 Payments for			
(a) research and development		( 51)	( 218)
(b) product manufacturing and operating costs		( 1,286)	( 3,110)
(c) advertising and marketing		( 17)	( 114)
(d) leased assets		-	-
(e) staff costs		( 884)	( 4,126)
(f) administration and corporate costs		( 367)	( 1,835)
1.3 Dividends received (see note 3)		-	-
1.4 Interest received		32	152
1.5 Interest and other costs of finance paid		-	-
1.6 Income taxes paid		-	-
1.7 Government grants and tax incentives		-	761
1.8 Other (provide details if material)			
<b>1.9 Net cash from / (used in) operating activities</b>		<b>( 1,494)</b>	<b>( 4,683)</b>
<b>2. Cash flows from investing activities</b>			
2.1 Payments to acquire or for:			
(a) entities		-	-
(b) businesses		-	-
(c) property, plant and equipment		64	34
(d) investments		-	-
(e) intellectual property		( 68)	( 48)
(f) other non-current assets		-	

## Quarterly cash flow report for entities subject to Listing Rule 4.7B

Consolidated statement of cash flows		Current Quarter A\$'000	Year to date (12months) A\$'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	<b>Net cash from / (used in) investing activities</b>	<b>( 4)</b>	<b>( 14)</b>
3.	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	2,259
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	( 209)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	( 46)	( 181)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	<b>Net cash from / (used in) financing activities</b>	<b>( 46)</b>	<b>1,869</b>
4.	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	5,208	6,470
4.2	Net cash from / (used in) operating activities (item 1.9 above)	( 1,494)	( 4,683)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	( 4)	( 14)

## Quarterly cash flow report for entities subject to Listing Rule 4.7B

Consolidated statement of cash flows		Current Quarter A\$'000	Year to date (12months) A\$'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	( 46)	1,869
4.5	Effect of movement in exchange rates on cash held	25	46
4.6	<b>Cash and cash equivalents at end of period</b>	3,688	3,688

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current Quarter A\$'000	Previous Quarter A\$'000
5.1	Bank balances	3,688	5,208
5.2	Term deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>3,688</b>	<b>5,208</b>

6.	Payments to related parties of the entity and their associates	Current Quarter A\$'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	195
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		



## Quarterly cash flow report for entities subject to Listing Rule 4.7B

**7. Financing facilities**

*Note: the term "facility" includes all forms of financing arrangements available to the entity.*

*Add notes as necessary for an understanding of the sources of finance available to the entity*

7.1 Loan facilities

7.2 Credit standby arrangement

7.3 Other (please specify)

7.4 **Total financing facilities**

<b>Total facility amount at quarter end A\$'000</b>	<b>Amount drawn at quarter end A\$'000</b>
-	-
-	-
-	-
-	-

7.5 **Unused financing facilities available at quarter end**

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7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

<b>8. Estimated cash available for future operating activities</b>	<b>A\$'000</b>
8.1 Net cash from / (used in) operating activities (Item 1.9)	( 1,494)
8.2 Cash and cash equivalents at quarter end (Item 4.6)	3,688
8.3 Unused finance facilities available at quarter end (Item 7.5)	-
8.4 Total available funding (Item 8.2 + Item 8.3)	3,688
8.5 <b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	<b>2.50</b>

8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

1. Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer: Not applicable.

2. Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer: Not applicable.

3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: Not applicable.

**Compliance statement**

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 25 July 2024

Authorised by: .....The Board  
(Name of body or officer authorising release see note 4)

**Notes**

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee] ". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's Corporate Governance Principles and Recommendations, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.