



**ASX Announcement**

**28 October 2022**

## **Atomo Investor Webinar Presentation**

**Monday 31<sup>st</sup> October from 10am AEST** - Atomo Diagnostics Limited (ASX:AT1) (**Atomo**) is pleased to announce its participation in the Coffee Microcaps Morning Meeting.

Chief Executive Officer John Kelly and Chief Financial Officer Will Souter will discuss key highlights from the September Quarter, and provide an overview of the Company which is a global leader in the user-centred design of innovative, accurate and reliable rapid diagnostics

This webinar can be viewed live via Zoom and will provide viewers the opportunity to hear from, and engage with, a range of ASX-listed leading micro/mid cap companies.

To access further details of the event and to register at no cost, please copy and paste the following link into your internet browser:

[https://us02web.zoom.us/webinar/register/WN\\_j7Ow44oiTKKeCi1V26H9PA](https://us02web.zoom.us/webinar/register/WN_j7Ow44oiTKKeCi1V26H9PA)

A recorded copy of the webinar will be made available following the event.

### **For more information, please contact:**

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**Investor Queries**

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*This announcement was authorised by the Chief Executive Officer*

### **About Atomo**

Atomo is an Australian headquartered medical device company supplying unique, integrated rapid diagnostic test (RDT) devices to the global diagnostic market.

Atomo's unique patented devices simplify testing procedures, enhance usability and improve reliability across rapid point-of-care (POC) and at-home testing applications. The Company has successfully commercialised a number of products across international markets and has supply agreements in place for testing applications targeting infectious diseases including COVID-19, HIV, viral vs bacterial differentiation and female health.

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

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## COFFEE MICROCAPS WEBINAR

31 OCTOBER 2022

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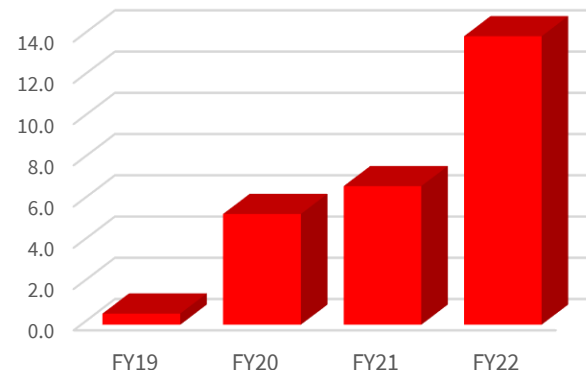
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# QUARTERLY SUMMARY

- **Cash receipts:** cash receipts from customers for Q1 FY23 of \$1.4m, with \$892k in receipts from HIV rapid test sales and a further \$472k from COVID-19\* rapid antigen test sales
- **Revenue:** revenue (unaudited) of \$877k for Q1 FY23, comprising \$400k from HIV Self-Test sales, \$388k from COVID-19 rapid test sales and \$89k from OEM sales
- **HIV business:** 100k tests sold during the quarter, with registration of the test in new countries ongoing and momentum building
- **COVID-19 business:** COVID-19 rapid antigen test demand picked up early in the quarter but moderated over the period
- **OEM:** Recommencement post pandemic of NG Biotech marketing their hCG rapid pregnancy test in Europe and product registration in Brazil, with an initial order during the quarter and a further larger order subsequent to quarter end, bringing the total orders to date in FY23 of 146k units

Annual Sales Revenue (\$m)



- Total annual customer revenue increased by **108% to \$14m**
- At the end of Q1 FY23, Atomo was debt-free and with cash on hand of **\$11.25m**



# KEY VALUE DRIVERS

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- 1 A visionary company reimagining consumer focused solutions and delivering best in class usability in the growing point of care testing market
- 2 Strong financial position, committed investors, an experienced board & management team and a motivated cohort of professionals in the business
- 3 Capital spend complete with technology broadly developed and manufacturing base installed, qualified and available to generate significant economic returns
- 4 Broad acceptance and rapid growth in decentralised and home-based testing segments, where meeting user expectations of convenience and simplicity is paramount
- 5 Validated unique platforms for the OEM market and for Atomo finished products addressing high growth opportunities
- 6 Proven innovators – award winning products, robust patent portfolio and proprietary knowhow successfully applied to address market needs



# ATOMO'S DEVELOPMENT ETHOS

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**Atomo brings a level of product engineering excellence, human factors experience, consumer-centric design thinking and product validation rigor previously unseen in the diagnostics industry**

*Our overriding product marketing requirement for any Atomo program is that our products deliver overwhelming user preference when compared to the incumbent products*

***“We want our products to make the current market solution seem obsolete”***

Users (whether healthcare workers or consumers) should feel that the product has been specifically designed for them, and that the product:

- looks and feels fit for purpose
- removes steps requiring complexity, user judgement or ambiguity
- makes the user feel confident in the process - that everything has happened as intended
- makes the user happy to use the product again and to recommend to others

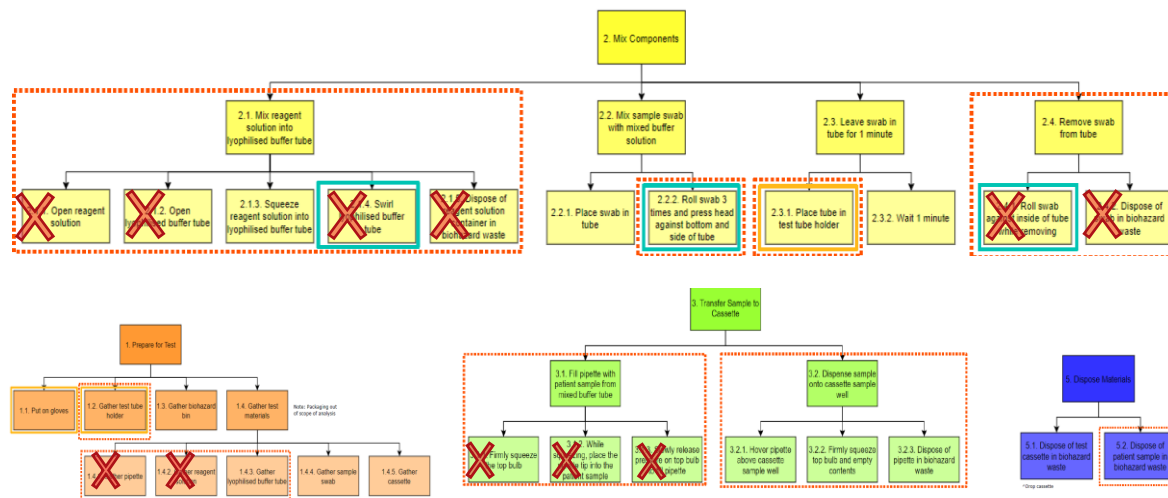


# USABILITY TASK ANALYSIS

To design a product that truly addresses user needs, it is critical to really understand what causes sources of error

Atomo assesses all workflow tasks and identifies sources of error

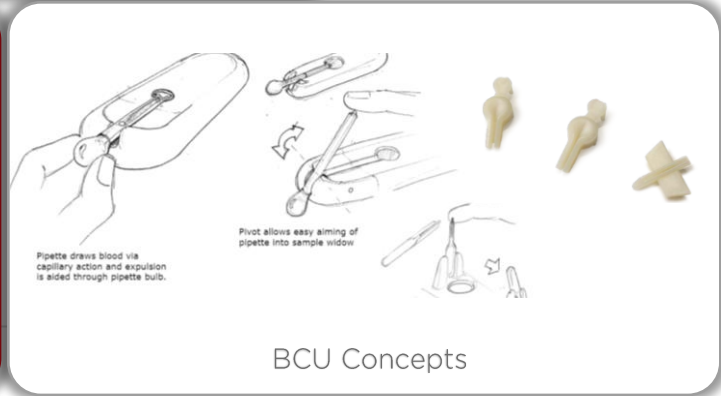
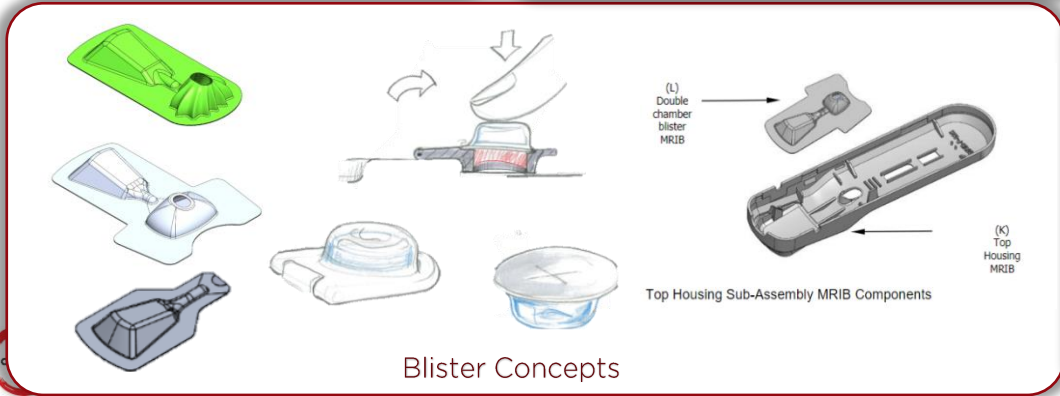
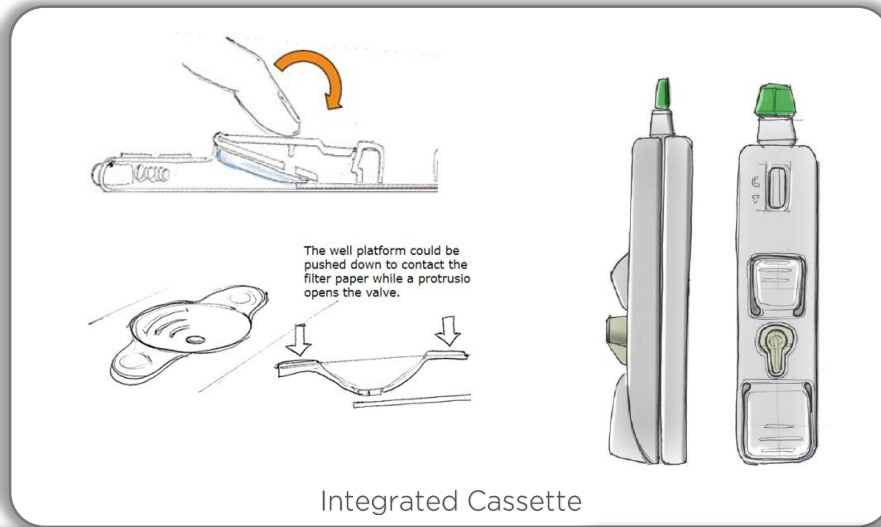
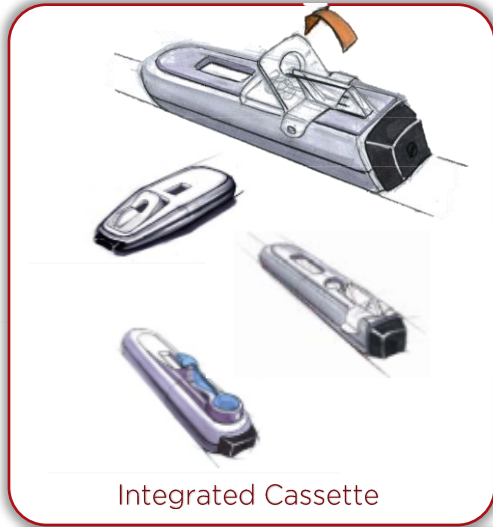
Atomo products are designed to optimise deployment in untrained cohorts



Conducting an initial usability review

Task analysis focuses on identifying tasks that can be removed and sources of error that can be reduced

# ATOMO'S CONCEPT DEVELOPMENT EXPERIENCE





# ITERATIVE DESIGN APPROACH



Development of the Atomo Galileo Platform



# DISRUPTIVE INNOVATION



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

Home allergy test – UK, Boots feedback page



***“I would rather pay for this test in future (than use a free test) if it means it is this easy”***

Atomo HIV Self Test user – UK, Feefo

## Issues with standard rapid test kits:

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

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

## Advantages of Atomo devices

**ACCURATE:** Easy to use, correct volume of blood and reagent seamlessly delivered to the test strip

**INTUTIVE:** Less than 1% error rates (< 3% first time untrained users) \*



# MEETING USER NEEDS IS EVERYTHING

**All surveyed users found it easy to use and said that they would recommend it to others.**

South Africa, Iyeza Health

**“Super easy quick test, top instructions and quickly implemented”**

Self Test User ,Germany, Amazon

**“Super Easy, Quick to Use.”**

Self Test User, Germany, Amazon

**“Simple to use! I've previously used the free HIV test, but had difficulty getting enough blood into the tube, I also had to wait days for my test results. With this test I only needed a small amount of blood and got a result in minutes. Brilliant!**

**I would rather pay for this test in future if it means it is this easy - Thank you.”**

Self Test User ,UK, Feefo



# LEADING TEST PLATFORMS

Atomo platforms offer improved performance and usability in a variety of point of care settings and across an increasing number of sample types

## BLOOD

### Accurate Blood Collection

The easy-to-use blood collection unit is designed to collect exactly the right sample volume, ensuring optimal test performance.

### Integrated Buffer Delivery

The unique, patented mechanism delivers the required quantity of chase buffer at the touch of a button.

### Easy-to-Read Results

The results can be easily read and interpreted by a professional or self test user

### Built-in Safety Lancet

The auto-retracting safety lancet eliminates the risk of hazardous sharps injuries by locking the needle inside the device after use for safe disposal.

### Test Strip

The device can be adapted to accommodate most blood-based lateral flow test strips.

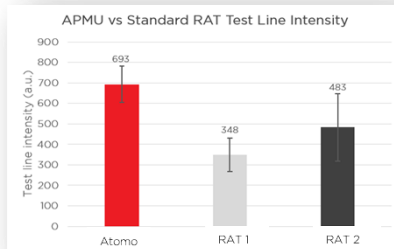
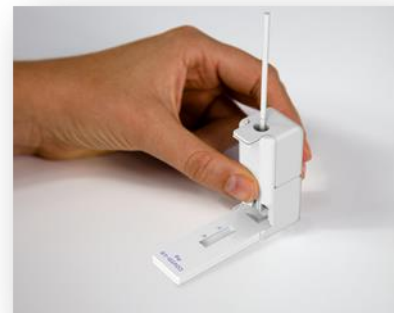
## SWAB



Supports a broad range of swabs and multiple test applications (Nasal, nasopharyngeal, throat, STI and other types of swabs)



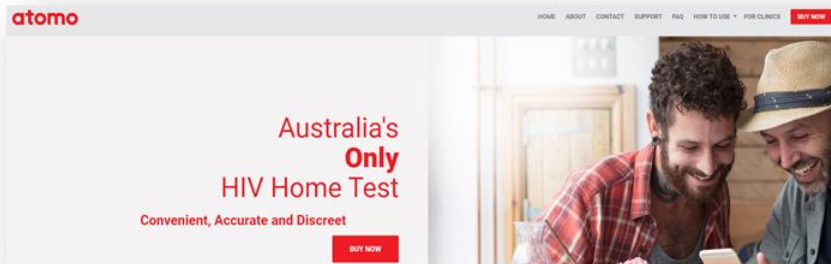
The device has integrated Atomo's patented blister technology. The device can automatically deliver a controlled, sample concentrate volume of buffer and sample to the test strip



# FINISHED PRODUCTS

**Atomo has developed and successfully launched the world's first integrated, blood-based RDT solutions for professional use and self-test HIV screening:**

- With regulatory approvals including CE Mark for Europe, Australian TGA, and prequalification by the World Health Organisation, the company's HIV business is growing. Finished product assembly is carried out at the company's certified facility in South Africa



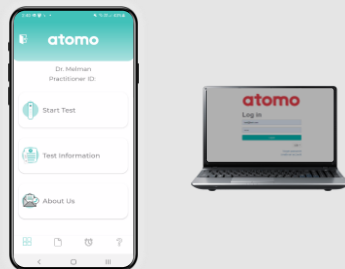
Atomo has partnered with NG Biotech to manufacture and supply the Pascal platform for use in the Blood Precision hCG Pregnancy Test

We continue to work with NG to support commercial scale up of the Pascal based pregnancy test in markets outside of France and the UK where the test has been initially launched



# DIGITAL HEALTH OFFERINGS

## Clinician App\*



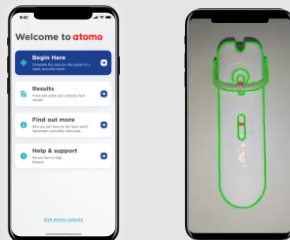
Quick data capture and upload to cloud

Image Recognition to interpret results

Qualitative and Semi-Quantitative results

Atomo's patented Blood delivery QC algorithm

## ST User App\*



Video and animation of user steps – multiple languages

Image Recognition to interpret results (less user error)

Qualitative and Semi-Quantitative results

Atomo's patented Blood delivery QC algorithm

## Multi Use Reader\*\*



Affordable, accurate and disposable reader platform - LED based

Integrated lancet, blood and buffer delivery (modified Pascal)

Qualitative and Semi-Quantitative results

Can be updated to Bluetooth compatible

Supports 20-100 tests in the field

## Desktop Reader\*\*



Bespoke platform designed for small desktop reader

Integrated buffer and blood delivery (based o Pascal)

Fully quantitative results

Network compatible

Back-end software already validated and commercialised

\* Fully developed and ready for commercialisation

\*\* Proof of concept developed – not fully developed for commercialisation



# EXPANDING DEMAND FOR OEM SUPPLY

Atomo is actively engaging with a receptive diagnostic market

## Resurgent Interest in New Products and Home Testing

- Atomo has seen a significant increase in enquiries and interest in new product development alongside increased interest in point of care and home-based testing post pandemic
- Atomo's executive team have been in the US several times this calendar year to support commercial engagement at conferences and to build awareness for the Atomo solutions available to potential customers.
- We are encouraged by increased interest in home testing post pandemic and the ongoing transition to home based healthcare delivery underway the US and remain confident that our unique solutions will prove attractive to the market as this segment continues to expand in the coming years

## Scalable Solutions

- With existing in market products and customers, regulatory approvals and established production demonstrated, Atomo's products are in a position to establish themselves as the gold standard for rapid testing
- Atomo can offer customers volume cassette supply of finished product using their test strips as part of manufacturing launch and scale up



*Inspecting a batch of custom Pascal devices manufactured for a potential new OEM customer seeking to assess performance of their existing test in a self-test compatible format*

# STRATEGY FOR FY23 AND BEYOND

Switching focus and investment from expansion of installed manufacturing capacity (now complete) to commercial scale up and business development, including focusing on:

- Continued scale up of our HIV business globally
- Expansion of senior commercial resourcing and associated engagement with market and channel partners
- Attendance at key industry conferences – AACC, Next Gen Dx, Medica and Arab Health
- Refreshed marketing, collateral and increased promotion – website, materials, videos.
  - Atomo video: <https://www.youtube.com/watch?v=RVA3BBcOUP4&t=23s>

Scale up of Atomo's OEM customer base utilising our proven blood testing platforms, eHealth solutions and in future Atomo's swab device, across key OEM channels:

- Support existing partners ramp up plans for FY23 with OEM supply
- Direct engagement and promotion to diagnostic companies
- Establish a number of reseller partnerships – development companies with access to new test programs
- Explore adjacent market opportunities, including animal health

Commercialise a range of new Finished Tests for Home and POC market channels for the US market. Areas of focus include:

- Expanding the rollout out of the Pascal based blood-based pregnancy test for home use as well as a screening test in A&E / Emergency
- An App/reader supported semi-Quant test for home monitoring
- A swab-based test utilising the Atomo swab device (once commercialised) – applications of potential interest include COVID / Flu A & B combo plus a number of STI's

*A vending machine supplying the Atomo HIV Self test at an Australian University*





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