



ASX Announcement

20 October 2023

HIV Self-Test – Market Update

SYDNEY Australia, 20 October 2023 – Atomo Diagnostics Limited (ASX: AT1) (**Atomo**) is pleased to provide an update on growth across its HIV Self-Test Business.

- **Launch of the Atomo manufactured *Newfoundland HIV Self-Test* in Tesco Supermarkets across the UK**
- **A variation agreement with Newfoundland to expand the commercial partnership to include Colombia, and a commitment to supply of 30,000 tests in the first year**
- **Commencement of a number of public health ‘free test to patient’ trials in Australia at both State and Federal level, funded for up to 15,000 tests**

During FY24, Atomo has made significant progress in advancing its HIV Self-Test business across key markets.

Newfoundland Diagnostics

Following the appointment by Atomo of Newfoundland Diagnostics (**Newfoundland**) as its sole distributor for the UK and Europe earlier in 2023, and the registration of Atomo’s CE Marked Newfoundland branded HIV Self-Test, Atomo commenced supply to Newfoundland during Q1 FY24 under an initial purchase order for 200k units, with a further 220k units committed prior to year-end, and with provision for an extension of the contract into 2024 and 2025 with growing annual volume commitments.

Following delivery of 150,000 units to Newfoundland, Atomo is pleased to see the Newfoundland HIV Self-Test now launched, and being stocked in Tesco stores across the UK. Tesco is one of the world’s largest supermarket chains, with approximately 3,500 stores across the UK alone. Although the revenue impact is unknown at this stage, the offering at scale of the HIV Self-Test in Tesco stores is considered to be material from a commercial and growth perspective, given the size of Tesco’s market reach in the UK.



In recognition of the strong emerging relationship between Atomo and Newfoundland, the parties have amended their supply and distribution agreement to include the territory of Colombia. This will support Newfoundland's efforts to roll out further into other global markets. An initial commitment for 30k units is anticipated to support launch late in FY24. Further territories remain under active discussion between the parties.

Australia

Sales continue to clinics and pharmacies, with emerging engagement with State and Federal Governments suggesting imminent adoption of HIV Self-Testing within public health channels. NAPWHA (National Association of People with HIV Australia) recently launched a program to distribute up to 12,000 free Atomo HIV Self Tests to communities that are either over-represented in new (or late) diagnoses or under-represented in testing data across Australia. Additionally, Atomo continues to see interest from a number of State Health Departments with regards to the implementation of vending machine programs based on successful pilots run in South Australia and Queensland with public health rollout anticipated later in FY24.

For more information, please contact:

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This announcement was authorised by the Managing Director & CEO of Atomo.

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.

**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.