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# ANNUAL GENERAL MEETING

**Thursday 28 October 2021**

**Managing Director's Presentation**

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# ATOMO'S VISION

Re-imagining Diagnostics

## VISION

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Empowering people to enjoy healthier, more informed lives through fast, accurate point of care testing.

## MISSION

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Re-imagining diagnostics by putting the user point of care experience at the centre of everything we do. Atomo's mission is to ensure equitable and affordable access to accurate diagnoses ensuring a seamless pathway to treatment.

## VALUES

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**Impact** - Commercialising products that matter to our users



**Innovation** - Fostering creative thinking and solutions



**Integrity** - Ensuring honesty and fairness in all that we do



**Collaboration** - Working as one global team



**Excellence** - Being recognised as experts in the field

# CORPORATE PROFILE

## Key financial details

ASX code	AT1
Share price (27/10/21)	\$0.305
Shares on issue	568.6m
Options on issue	23.7m
Market cap*	\$173m
Current cash (30/09/21)	\$15.2m

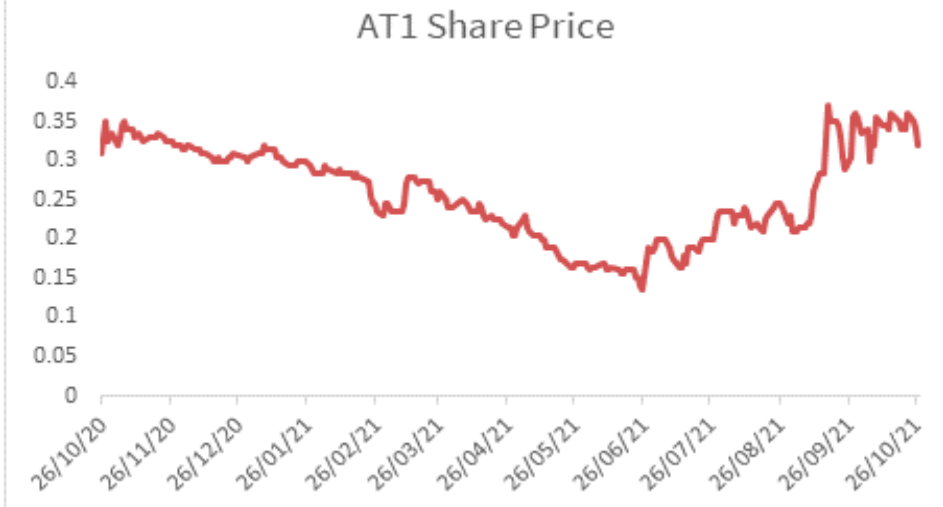
\*Undiluted

## Board Member

## Position

John Keith	Non-Executive Chairman
John Kelly	Founder and Managing Director
Dr Curt LaBelle	Non-Executive Director
Connie Carnabuci	Non-Executive Director
Dr Paul Kasian	Non-Executive Director
Deborah Neff	Non-Executive Director*

## Share price performance



## Major Shareholders

## % (undiluted)

Dalraida Holdings Pty Ltd / John Kelly	13.1%
Global Health Investment Fund I, LLC	11.4%
Ellerston Capital Limited	7.31%
Walker Group Holdings Pty Ltd	6.70%

*As per substantial shareholder notices*



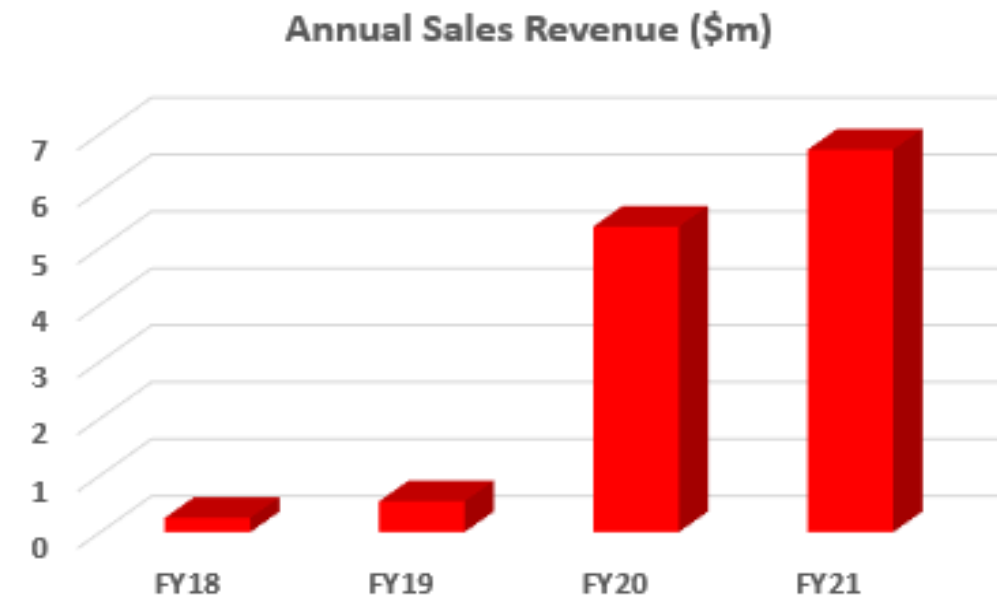
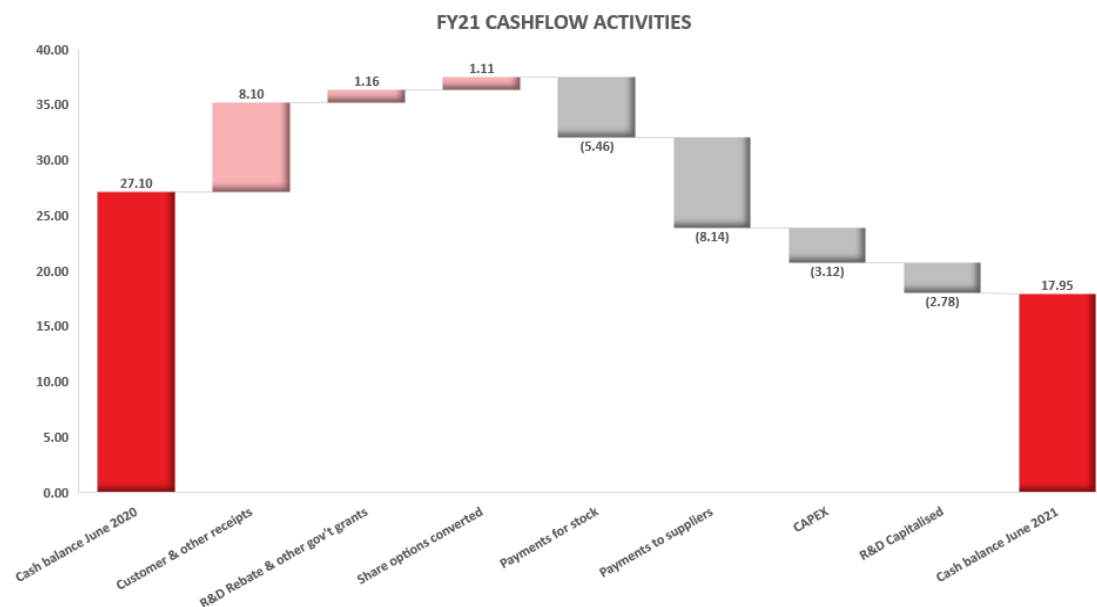
# KEY HIGHLIGHTS - FY21

- **Atomo COVID-19 rapid tests** – Added by the TGA to the ARTG in H1 FY21 for supply in Australia. Tests launched in Q2 & Q3 FY21. Circa. 50k, primarily antibody test units sold in 2H FY21.
- **Regulatory Approval** – Atomo devices have now achieved broad regulatory approvals including FDA, CE Mark, TGA & WHO prequalification (Atomo and Customer Finished tests)
- **HIV** - Global health agreement signed between Mylan (Viatris)/Atomo and Unitaid in Q4 FY21 covering more than 135 countries. Initial orders commenced
- **OEM/Co-development business** – Ongoing technical and commercial engagement progressing with several leading multinational diagnostics companies seeking access to Atomo's rapid blood test platforms and proprietary functionality for non-blood test applications
- **US market entry** – Business development/commercial resourcing and local entity infrastructure currently being established to support expanded engagement in the US
- **New product development** - Atomo commences development of first non-blood rapid test platform in Q4 FY21
- **Financials** – Sales growth of 25%, cash receipts of ~\$8m and cash at bank of \$18m at 30/6/21

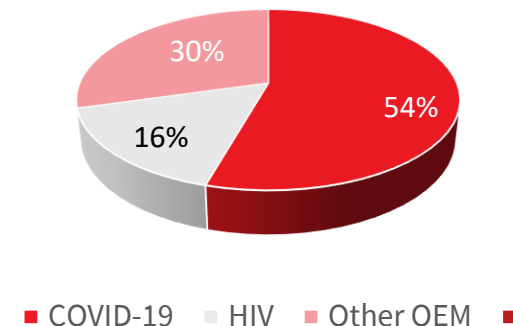


# FY21 SUMMARY FINANCIALS

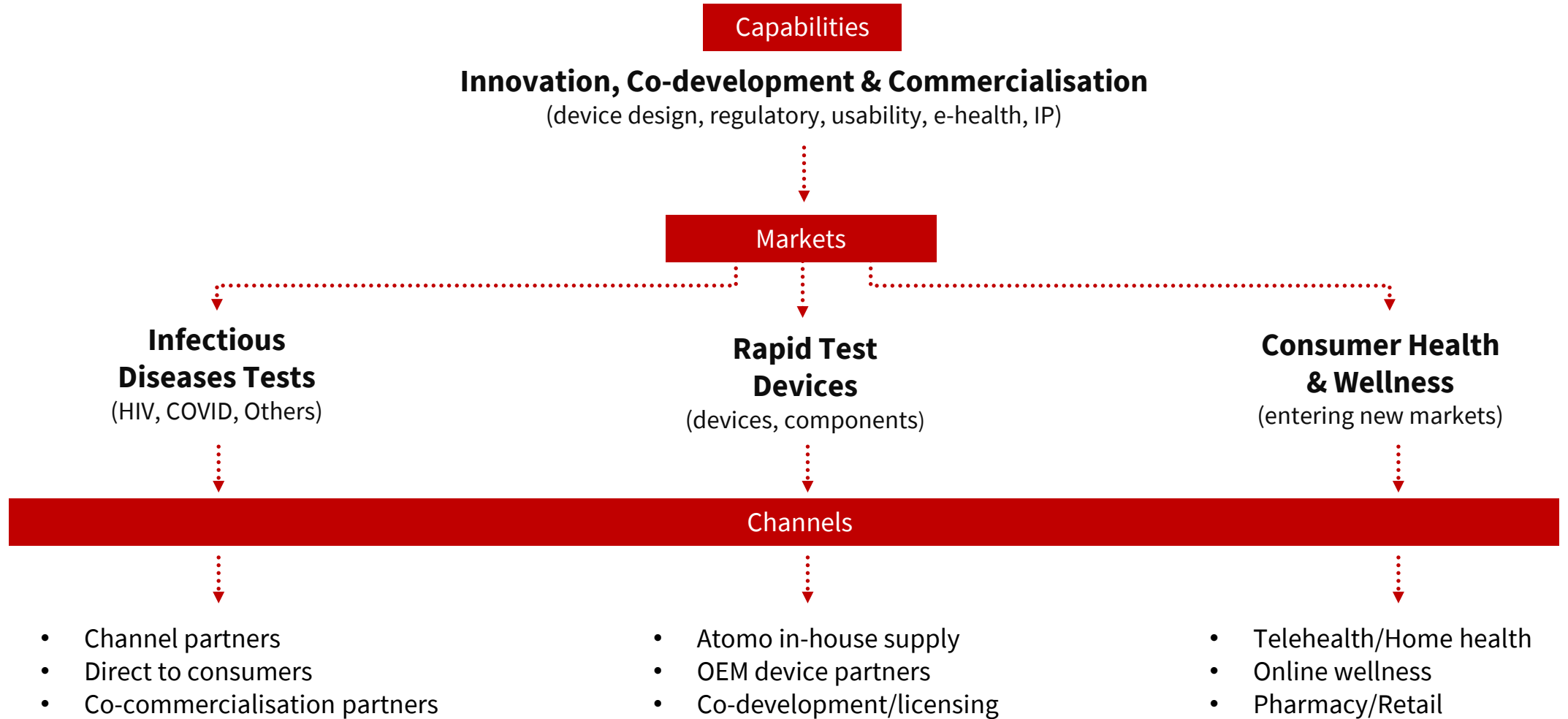
AUD	FY21	FY20	Variance
Sales (\$m)	6.72	5.37	25%
Gross Margin (\$m)	3.42	3.19	7%
GP margin (%)	51%	60%	
EBITDA (\$m)	(4.79)	(2.38)	(101%)



**Sales Revenue Split by Product**

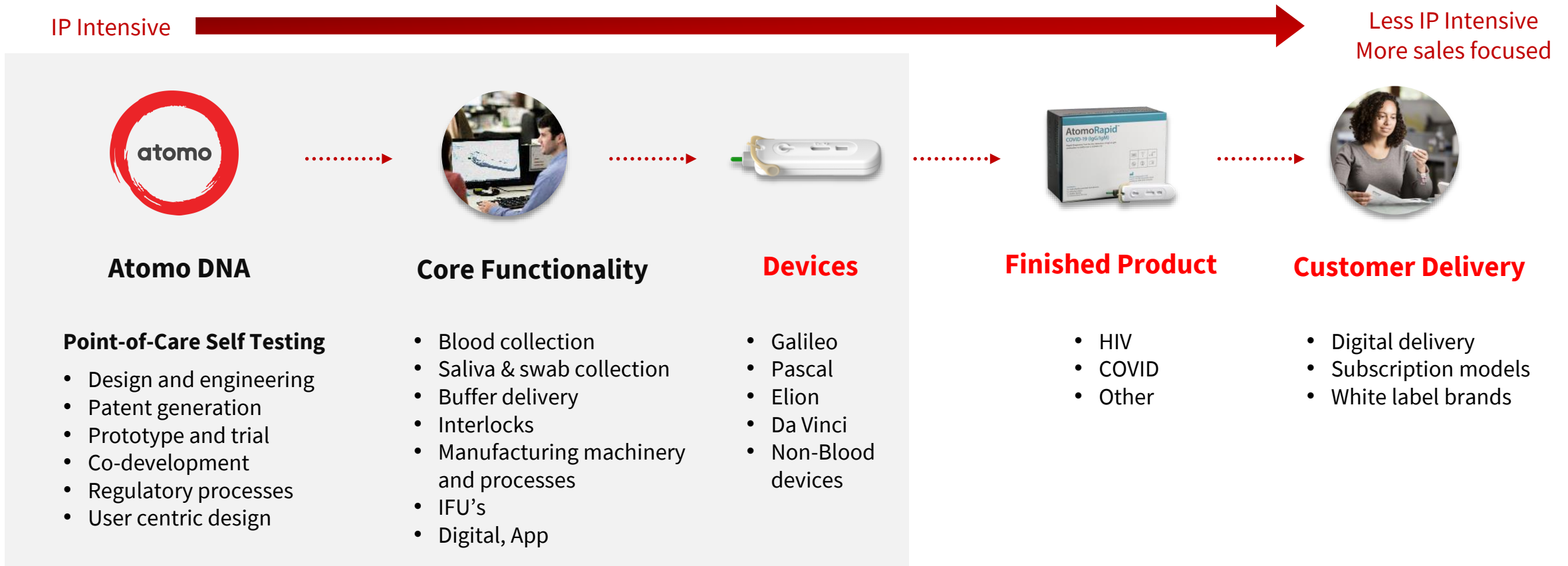


# STRATEGIC FOCUS



# ATOMO'S CORE CAPABILITIES

The intersection between Medical Devices & User-friendly Diagnostics





# PRODUCTS AND CUSTOMERS

	PRODUCTS	CUSTOMERS / CHANNELS
<b>Infectious Diseases Tests</b> (HIV, COVID, Others)	<b>HIV-</b> Self Test and Professional  <b>COVID-</b> Antigen and Antibody	Iyeza, Owen Mumford (UK/EU) Mylan/Viatris (LMIC), Australia - Distributors  Atomo branded Antigen tests (Australia) OEM device for Antibody tests (NG and ABI)
<b>Rapid Test Devices</b> (devices, components)	<b>Blood Devices-</b> Galileo, Pascal, Elion (pending)  <b>Non-Blood-</b> Swab and Saliva (commenced)	NG Bio, Lumos, ABI  In process
<b>Consumer Health &amp; Wellness</b> (entering new markets)	<b>HIV-</b> Direct to consumer Australia  <b>COVID-</b> Emerging market in Australia	Expansion to pharmacy and removal of restrictions on advertising and promotion  ST submission pending – eCommerce/ Pharmacy

# ATOMO'S INFECTIOUS DISEASE BUSINESS



## HIV



### USA:

No commercial partner in place or rights granted for POC or HIVST

### EUROPE:

No commercial rights granted for POC  
HIVST – distribution rights with Owen Mumford (OM)

### LMIC MARKETS:

POC rights not committed  
HIVST – distribution rights with Viatris

CE MARK  
POC & ST

### CHINA:

No commercial rights granted for POC  
HIVST rights with Viatris

### AUSTRALIA:

No commercial rights granted for POC or HIVST  
Atomo markets its tests directly

WHO  
ST PQ

TGA  
POC & ST

## COVID-19



### COVID Antigen - Australia

Atomo has an opportunity to sell up to 20 million antigen tests during FY22 & 23.



### COVID OEM Devices

With extended market life, we see some opportunity to supply custom cassettes to leading COVID antigen home tests



### Neutralising Antibody

There is some prospect of neutralising antibody testing becoming a sizeable market channel



# CO-DEVELOPMENT BUSINESS



**GOAL:** To become the leading provider of integrated Rapid test devices by leveraging Atomo's capabilities, IP and know-how by offering Co-Development partners access to Atomo's platforms and proprietary components

Leverage existing platforms



Accelerate roll-out of current technologies with existing approvals to existing markets (Europe, Australia) and new markets (US) with potential for partners to upgrade existing products to an Atomo platform



Elion: developed but not yet commercialised

Development beyond blood



Atomo's development & usability expertise, portfolio of patent protected technologies and proprietary know-how to enhance a Partner's portfolio of assets, products and sample types

Swab and saliva rapid test concepts in development

Custom Development

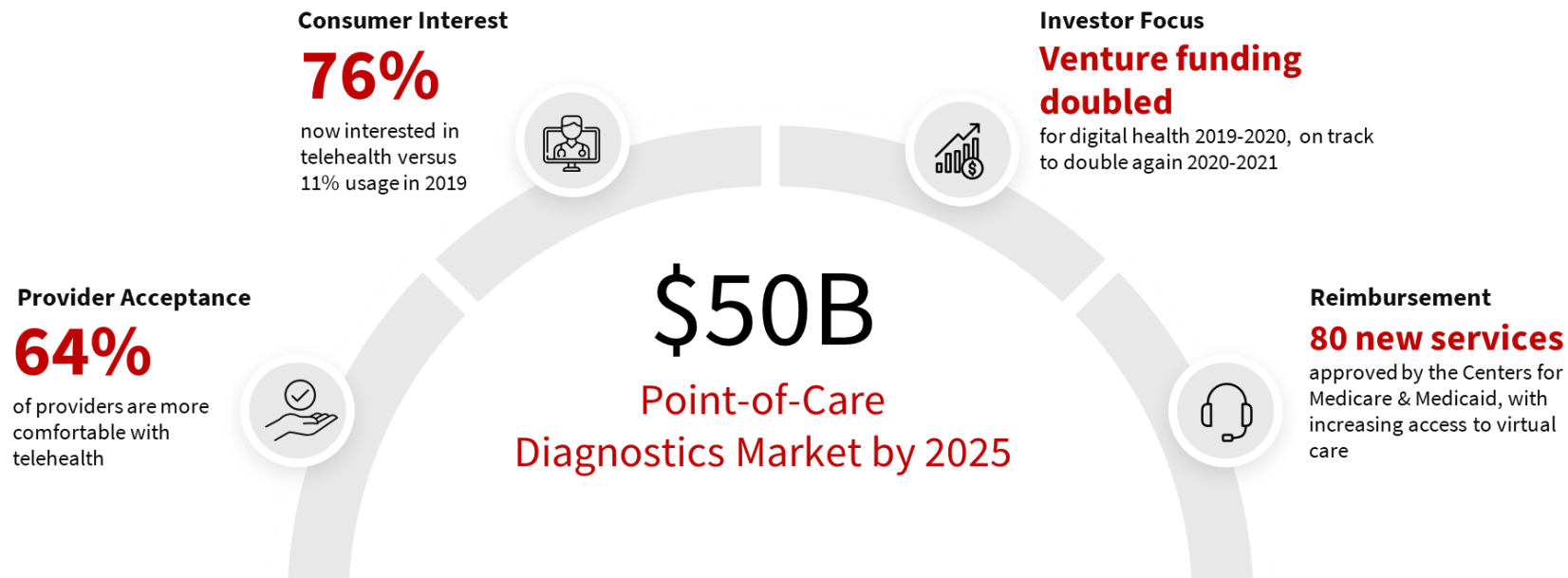


Work with partners for bespoke solutions that leverage Atomo's existing technology, that allow for cost-sharing new developments, and create locked in customer relationships through supply, licensing and royalties

Technical discussions in process

# TELEHEALTH: OPENING NEW MARKETS FOR ATOMO

- COVID-19 has accelerated personalised, predictive and preventive medicine programs
- Consumer adoption and growth in Telehealth, POCT, OTC and at-home self-testing markets
- Telehealth consultations 38x higher than before the pandemic\*
- Historical uncertainty from health care providers towards self-testing/at-home testing has been reduced
- Precedents have been set with regulatory authorities to approve self-testing technologies
- Usability, simplicity and accuracy are critical for diagnostics use in these settings



# PRIORITIES FOR FY22\*



Capitalising on local COVID-19 opportunities, including launch of a self-test product (subject to TGA approval), and increasing resources to support growing demand across public health and private sector channels



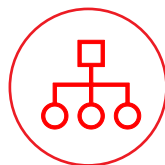
Progressing strategic partnership opportunities with large diagnostics companies looking to improve the usability and marketability of their existing point-of-care testing products, as they seek to enter the rapidly growing home-based telehealth market



Growing Atomo's HIV business through the support of key partners rolling out Atomo's HIV products globally, developing new markets and expanding Atomo's domestic sales channels given recent supportive TGA changes enabling pharmacy sales and product advertising



Ongoing development of non-blood rapid test solutions, including for swab and saliva rapid testing and so significantly expanding Atomo's addressable market in point-of-care testing (POCT)



Establishing Atomo's US business and upgrading the Company's commercial and business resources, capabilities and infrastructure

