Atomo Diagnostics Limited
701 – 703 Parramatta Road
Leichhardt NSW 2040
Australia



MANAGING DIRECTOR'S AGM PRESENTATION

4 NOVEMBER 2020

ATOMO DIAGNOSTICS LIMITED | (ASX: AT1)

INTRODUCTION

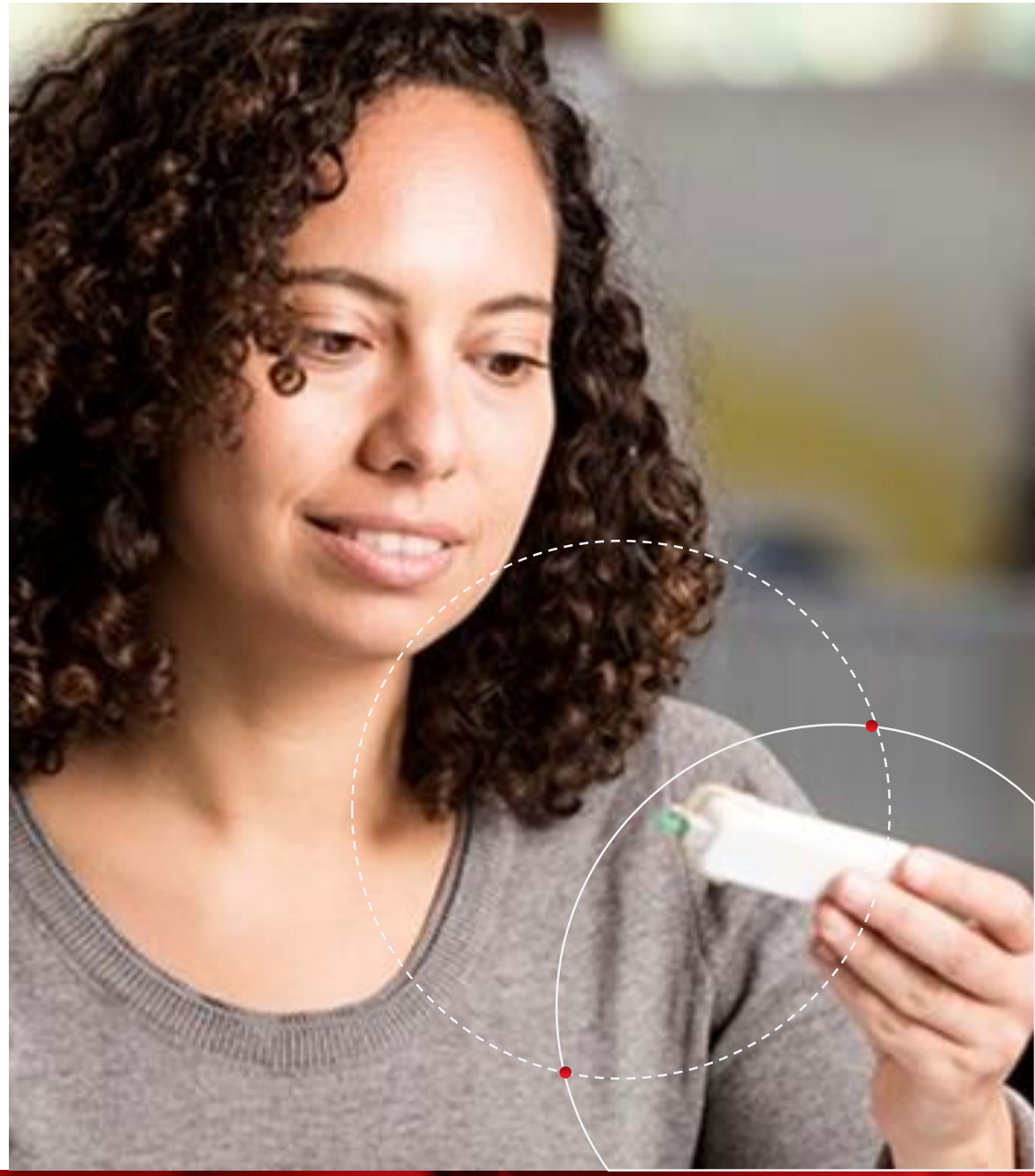
Atomo Diagnostics Limited (ASX: AT1) is a medical device company supplying unique, integrated rapid diagnostic test (RDT) devices to the global diagnostic market

Headquartered in Australia with global operations, Atomo develops, manufactures and sells innovative patented products that simplify rapid testing

Increasing market traction in the US, Europe and Global Health markets selling approved Atomo finished tests to healthcare distributors and Atomo devices to diagnostic customers (OEM)

Strong growth across key business segments:

- Atomo has delivered a 10x increase in operating revenues of $5.4m in FY20
- Further material COVID contracts signed during FY21 and yet to generate revenues

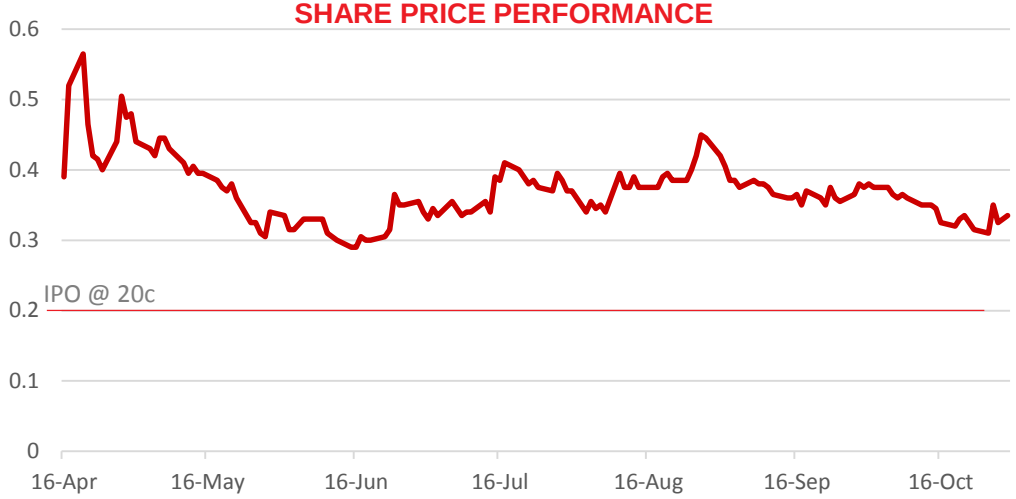


CORPORATE SNAPSHOT

KEY FINANCIAL DETAILS	
ASX code	AT1
Share price (30/10/20)	$0.33
Shares on issue	563.3m
Options on issue	29.7m
Market cap*	$189m
Current cash (30/9/20)	$26.4m

*Undiluted

SHARE PRICE PERFORMANCE

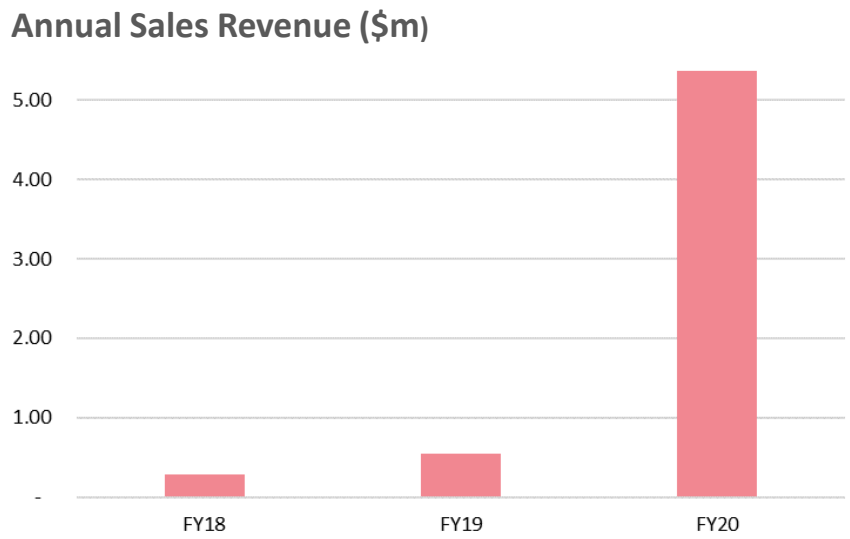


MAJOR SHAREHOLDERS	% (UNDILUTED)
Dalraida Holdings Pty Ltd	13.1%
Global Health Investment Fund I, LLC	11.4%
Walker Group Holdings Pty Ltd	6.69%
Perennial Value	6.35%
Ellerston Capital	5.26%

BOARD AND MANAGEMENT	
John Keith	Non-Executive Chairman
John Kelly	Co-founder and Managing Director
Connie Carnabuci	Non-Executive Director
Dr Curt LaBelle	Non-Executive Director
Dr Paul Kasian	Non-Executive Director
Will Souter	Chief Financial Officer

FINANCIAL HIGHLIGHTS

FY20



- Revenue in FY20 of $5.37 million ~10x FY19, driven primarily by:
  - the acceleration of HIV rollout via Mylan
  - significant demand for COVID-19 antibody testing devices
- Gross Profit of $3.19m; Gross Margin of 60% (up from 18%)
- EBITDA loss of $2.38: (down from $4.08 million in FY19)

Q1 FY21

Key metrics

	$m
Cash receipts from customers	3.04
Net cash from operating activities	0.34
Net cash from investing activities	(1.08)
Net cash from financing activities	0.12
Cash at end of the period	26.35

- Cash receipts in Q1 FY21 were $3.04m primarily driven by receipts from COVID-19 antibody OEM business
- Q1 (unaudited) sales of approximately $2.5m
- Cash outflows primarily related to building inventory levels, supply chain replenishment, investment in manufacturing and R&D

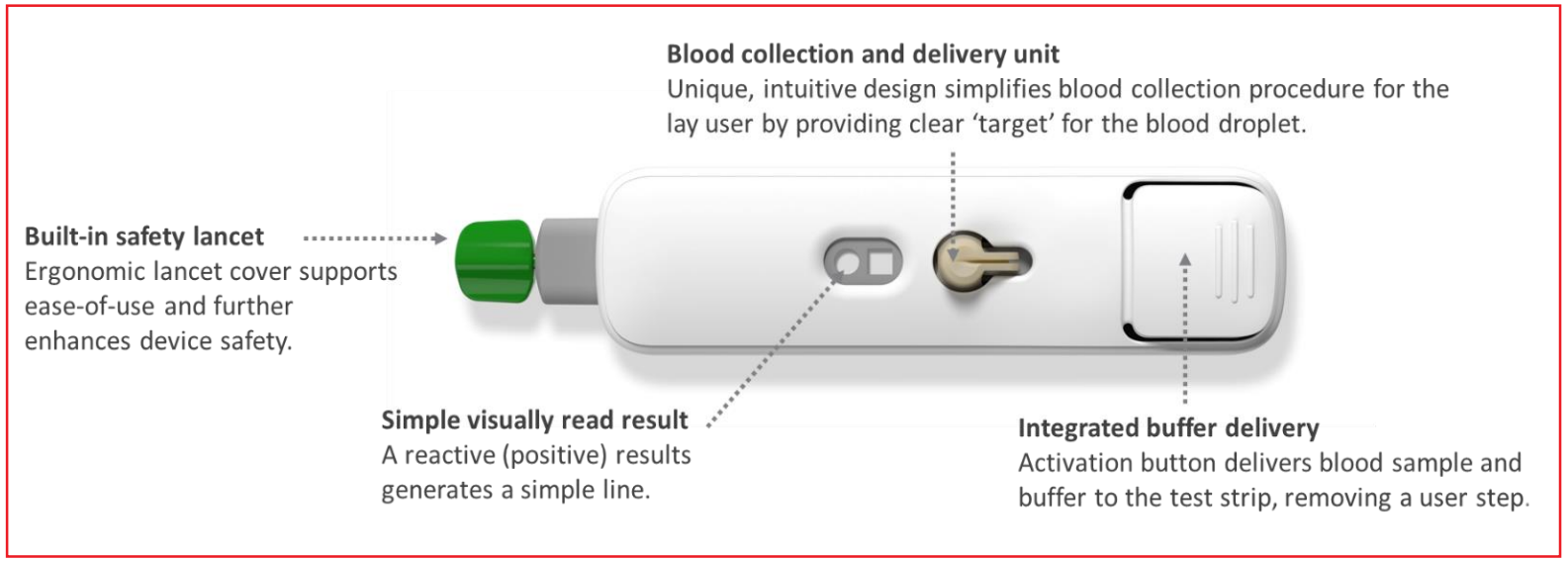
^ A reconciliation between the statutory loss and the underlying EBITDA is at Appendix 1. Underlying EBITDA is defined as earnings before interest, tax, depreciation and amortisation, and non-recurring IPO expenses

PATENT PROTECTED SOLUTIONS

Traditional ‘bits in a box’ kits



Atomo’s fully integrated user-friendly solutions



Standard lateral flow ‘bits in a box’ test kits typically contain multiple components adding complexity with user errors common and regulatory challenges for self testing

Atomo has developed a range of unique, integrated devices that deliver blood-based rapid diagnostic testing

The test process can be completed in just three simple user steps, with the result provided after 15 minutes

** The Atomo Elion device shown above is designed and developed, and is currently being commercialised*

WHAT OUR CUSTOMERS SAY

"We believe the incorporation of novel Atomo technology will improve ease of use and accuracy, allowing for broader acceptance in outpatient settings."

Dr. Robert Sambursky, President and CEO, Lumos Diagnostics

"These solutions reduce error rates and improve care and have significant commercial potential in both the developing world and in developed healthcare markets."

Dr. Curt LaBelle, Managing Partner, Global Health Investment Fund

"Atomo has created a product that addresses unmet user needs in POC testing with superior accuracy, usability and simplicity"

Milovan Stankov Puges, CEO, NG Biotech

*"Our partnership with Atomo to supply HIV rapid diagnostic tests for self-testing is an important step in our collective goal of preventing HIV infections and expanding treatment." **

Heather Bresch, CEO, Mylan

"Atomo's all-in-one test devices, which simplify and standardize test procedures, will help us improve the performance and user-friendliness of our HIV test for our customers."

Young Ho Choi, CEO and Founder, Access Bio Inc.

PROGESS DURING FY21

- ✓ COVID-19 antibody test deal with US Co. Access Bio completed for North America
- ✓ Initial order received from Access Bio for 2 containers (~250,000 devices) for production builds to support pending product launch in the US
- ✓ Import permit received by DIVOC for Indian evaluation with product now submitted. Evaluation and product registration anticipated this quarter.
- ✓ Atomo COVID-19 antibody test approved by TGA
- ✓ Distribution agreement signed with leading health test delivery partner (disclosed)
- ✓ COVID-19 antigen test deal with Access Bio for Australia. Product dossier submitted to TGA for approval
- ✓ Production capacity increased to 750,000 devices per month



ANTICIPATED PROGESS DURING H.2 FY21

- Atomo COVID-19 antibody and antigen rapid tests to be launched in Australia
- The Atomo / Access Bio CareStart COVID-19 rapid test to be launched in North America
- US business and dedicated resources to be set up to support increased focus on US market scale up and support for Atomo's US customer based
- New OEM sales contracts to be secured
- Atomo to confirm commercialisation of a further two Finished Test Products
- Atomo to launch a digital solutions program to support the increasing transition to decentralised healthcare



The items above reflect the Company's intentions in FY21 only. They have been provided as a general guide and should not be relied upon as an indication or guarantee of future performance. There is no guarantee that these items will eventuate.

A SECTOR SEEING GROWTH & TRANSFORMATION

An emerging high growth opportunity

The U.S. telehealth industry is forecast to grow 30 percent annually over the next five years

This year will see telehealth revenues projected to hit $10 billion

Telehealth Market - Global Outlook and Forecast 2020-2025, Jul 2020
https://www.arizton.com/market-reports/telehealth-market-size-analysis

- Atomo is seeking to secure channel partners to provide demand pull for its planned range of consumer tests
- Atomo is bringing to market digital reader and eHealth App solutions to support its products and customers

A long-term transition to decentralised healthcare delivery, accelerated by the global COVID-19 Pandemic

This is driving significant growth in the global medical technology and diagnostics sectors

Telehealth has now emerged as a disruptive and permanent channel for health delivery

Doctor's office visits are out, and Zoom calls are in!

A generation of consumers is looking for mobile-friendly, at-home health care options - it's not as if anyone likes sitting around in waiting rooms or showing up in person to provide bodily fluids for testing

Article - Telehealth Dealmaking Is Up At Every Stage—And So Are Valuations, Joanna Glasner, October 29, 2020
https://news.crunchbase.com/?s=telehealth

SMART SOLUTIONS

Pascal Digital Solution

- Compatible with existing Pascal products, this low cost disposable clip-in reader can measure line intensity, record time and place of test and meets eHealth, patient traceability and telehealth requirements
- Supports professional use doctor office and community testing as well as home monitoring applications

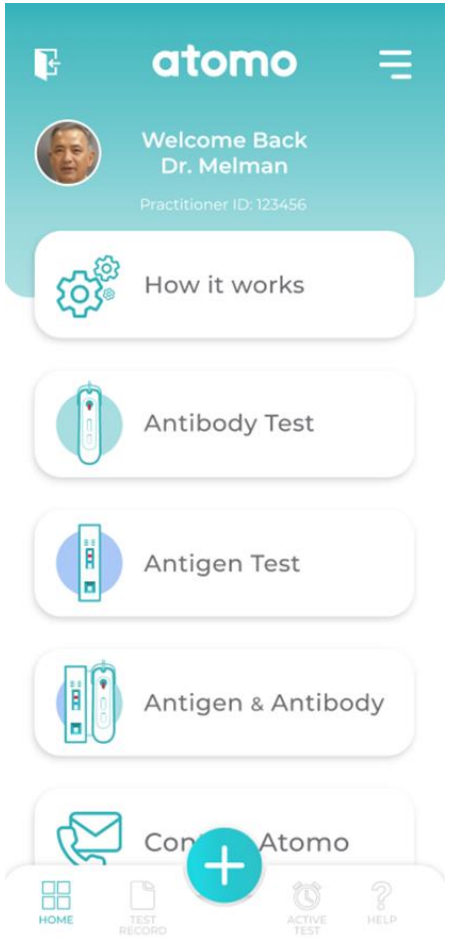




User App / eHealth

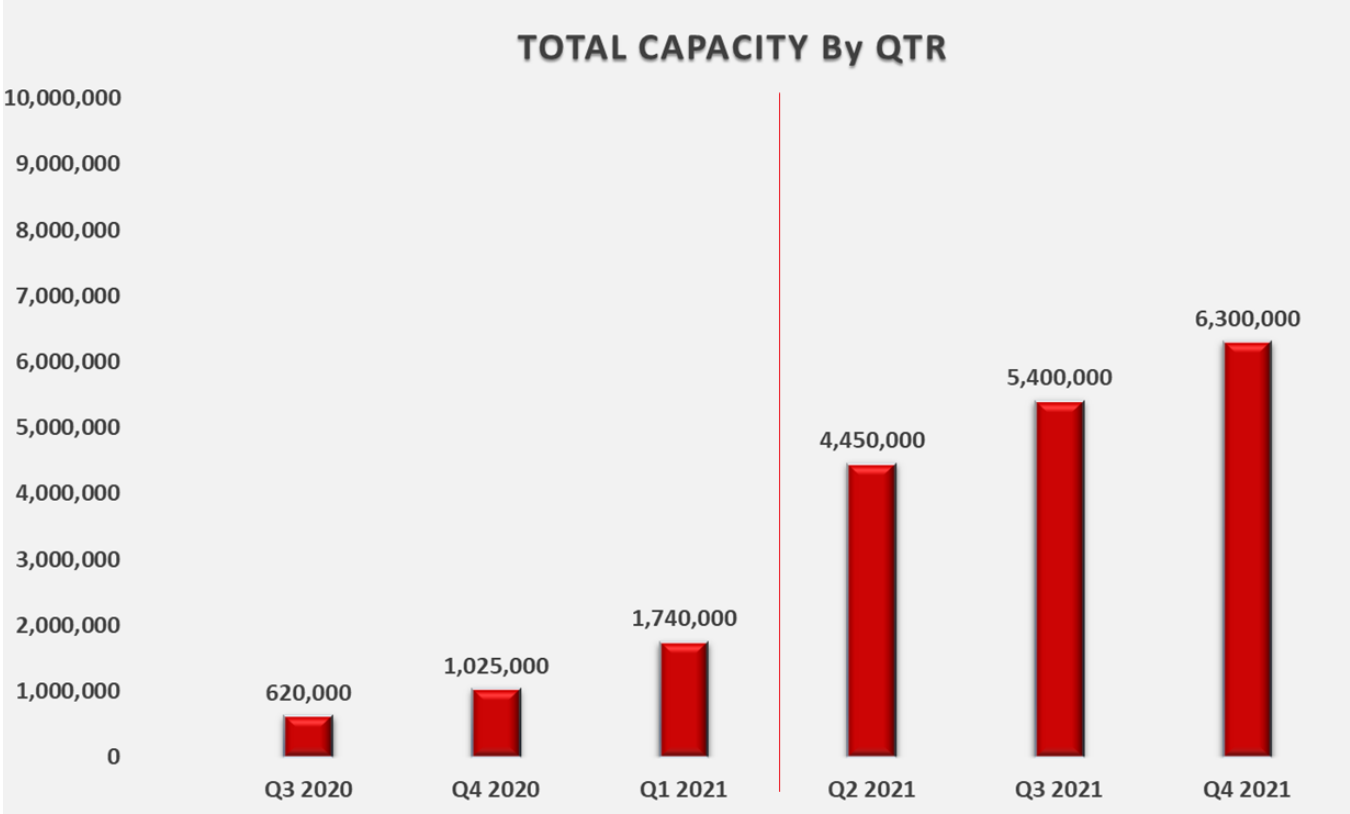
- Designed initially to support professional users screen for COVID-19 in point of care settings
- Plans to develop a self test App for at home consumer use





INCREASING CAPACITY

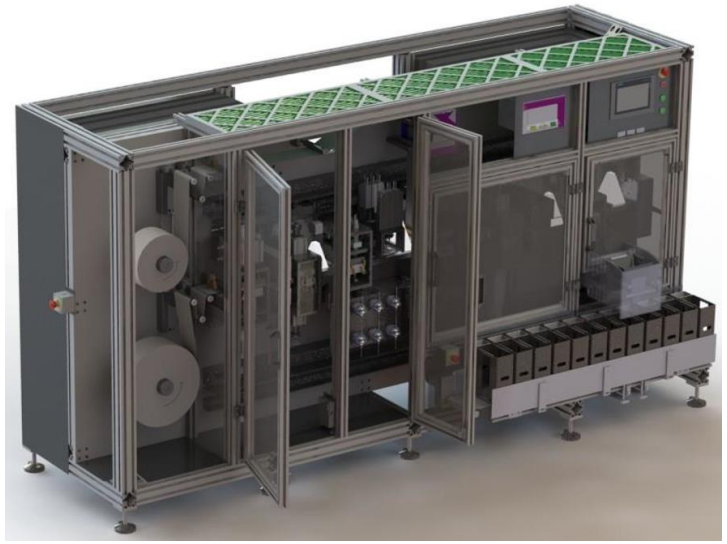
Continued investment in manufacturing capacity expansion *



** Good operating leverage at $1m investment per 3 million annual capacity increase*

Next gen blister manufacturing

We have commenced process improvement and build for additional automated blisters machines to support the expansion of Pascal and Elion in OEM markets, as well as providing 'best in class' platforms for future Atomo finished products



STRATEGIC PRIORITIES

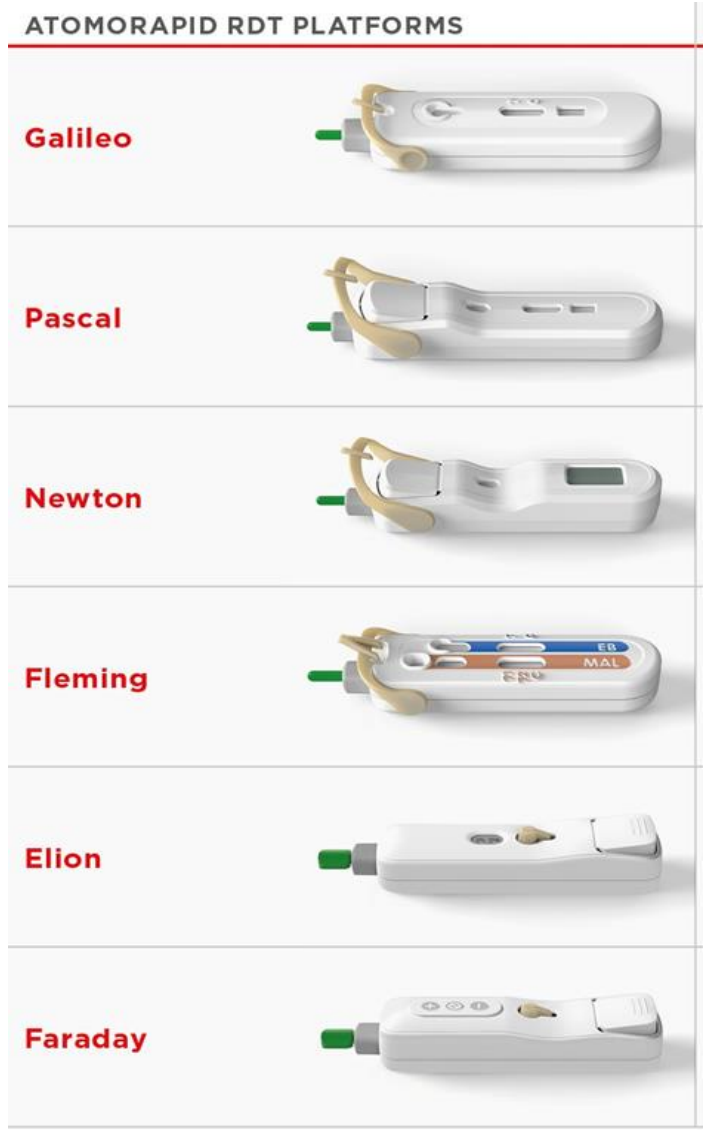
Continued expansion of device sales revenues via new OEM contracts in existing lateral flow rapid test markets. To support that Atomo has appointed a US based Business Development resource and has commenced an OEM engagement program.

Set up a US footprint with commercial and operational capabilities. This business will drive OEM expansion and support Atomo's North American customer base

Launch new Finished Products in high value segments across primary care POCT and emerging consumer health segments. Atomo is negotiating with partners a number of potential products for existing lateral flow markets

Expand Atomo's portfolio to include solutions targeting non-blood rapid testing, as well as seeking to commercialise Atomo user integrated solutions for new emerging diagnostic technologies that can improve upon the performance of lateral flow products

Expansion of Atomo solutions into home and community settings via digital solutions that provide quantification, results traceability and link to care, as well as supporting consumer self test usability



Atomo Platform range: commercialised, in development or potential future development



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