ASX Announcement **27 October 2022**

2022 Annual General Meeting – MD & CEO's Address

In accordance with ASX Listing Rule 3.13.3, Atomo Diagnostics Limited (**Atomo**) attaches the Managing Director & CEO's Address to be delivered at Atomo's 2022 Annual General Meeting.

For more information, please contact:

John Kelly

Atomo Diagnostics

john.kelly@atomodiagnostics.com

Phone: +61 401 922 279

This announcement was authorised by the Managing Director & CEO.

Atomo Diagnostics Limited
Level 1, 3-5 George Street
Leichhardt
NSW 2040
Australia

CEO PRESENTATION - AGM

27 OCTOBER 2022

PRIVATE AND CONFIDENTIAL

DISCLAIMER

This presentation has been prepared by Atomo Diagnostics Limited ("Atomo") based on information available as at the date of this presentation. The information in this presentation is provided in summary form and does not contain all information necessary to make an investment decision. Reliance should not be placed on the information or opinions contained in this presentation. An investor must not act on the basis of any matter contained in this presentation but should make its own assessment of Atomo as part of its own investigations.

This presentation has been provided for general information purposes only. It does not constitute an offer, invitation, solicitation or recommendation with respect to the purchase or sale of any security in Atomo, nor does it constitute financial product advice or take into account any individual's investment objectives, taxation situation, financial situation or needs.

Although reasonable care has been taken to ensure that the facts stated in this presentation are accurate and that the opinions expressed are fair and reasonable, no representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, neither Atomo, nor any of its officers, directors, employees and agents, nor any other person, accepts any responsibility or liability for the content of this presentation including, without limitation, any liability arising from fault or negligence, for any loss arising from the use of or reliance on any of the information contained in this presentation or otherwise arising in connection with it. This disclaimer also extends to all and any information and opinions contained in, and any omissions from, any other written or oral communications transmitted or otherwise made available to the recipient in connection with the opportunity outlined in this presentation and no representation or warranty is made in respect of such information.

The information presented in this presentation is subject to change without notice and Atomo does not have any responsibility or obligation to inform you of any matter arising or coming to their notice, after the date of this presentation, which may affect any matter referred to in this presentation. The cover image is illustrative only.

This presentation may contains certain forward looking statements that are based on Atomo's beliefs, assumptions and expectations and on information currently available to Atomo management. Such forward looking statements involve known and unknown risks, uncertainties, and other factors which may cause the actual results or performance of Atomo to be materially different from the results or performance expressed or implied by such forward looking statements. Such forward looking statements are based on numerous assumptions regarding present and future business strategies and the business, economic and competitive environment in which they operate in the future, which are subject to change without notice. Past performance is not necessarily a guide to future performance and no representation or warranty is made as to the likelihood of achievement or reasonableness of any forward looking statements or other forecast. To the full extent permitted by law, Atomo and its directors, officers, employees, advisers, agents and intermediaries disclaim any obligation or undertaking to release any updates or revisions to information to reflect any change in any of the information contained in this presentation (including, but not limited to, any assumptions or expectations set out in the presentation).

ATOMO'S VISION

Re-imagining Diagnostics

VISION

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

MISSION

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 and a seamless pathway to treatment.

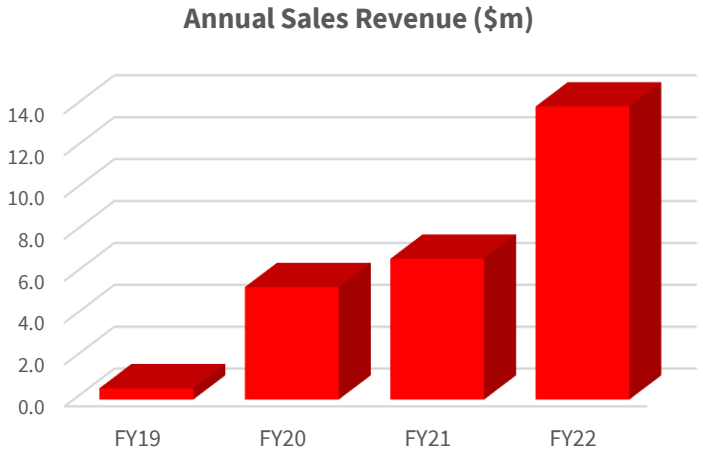
VALUES

- **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

FINANCIAL SUMMARY

AUD	($m)	($m)	(%)
Revenue	12.34	6.72	84%
Cost of sales	(8.09)	(3.30)	(145%)
Gross Profit	**4.25**	**3.42**	**24%**
Gross Margin	**34%**	**51%**	
Licence and settlement fee income	1.65	-	100%
Total revenue	**13.99**	**6.72**	**108%**
Gross Margin (inc lic & fees)	**42%**	**51%**	
Other income	1.03	0.81	27%
Employee benefits expense	(4.10)	(3.81)	(8%)
Foreign exchanges gains/(losses)	0.09	(0.41)	122%
Research and development costs	(1.41)	(0.82)	(72%)
Professional fees expense	(2.33)	(1.79)	(30%)
Other expenses	(2.88)	(2.19)	(32%)
Underlying EBITDA	**(3.70)**	**(4.79)**	**23%**

- Strong revenue growth in FY22
- OpEx steady (<A$1m per month)
- Underlying EBITDA 23% improvement on FY21



- Total customer revenue increased by **108% to $14m**
- **Cash on hand at end of Q1 FY23: $11.25 million**

FY22 - KEY ACHIEVEMENTS

1. Completion of industralisation of operations to support volume production (Atomo's second generation blister machine and cassette capacity up to 18 million units per annum)

2. Successful participation in the local COVID-19 rapid test market with more than $10 million in sales for the year

3. Set up of Atomo's business and scale up of commercial engagement in the US, including senior resources joining the company and participation at key conferences

4. Development of an Atomo integrated swab device to increase the addressable market being actively targeted by the company

5. Appropriate use of funds to ensure strong balance sheet and sufficient capital to support FY23 activities

KEY VALUE DRIVERS

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. Proven innovators – award winning products, robust patent portfolio and proprietary knowhow successfully applied to address market needs
4. Validated unique platforms for the OEM market and for Atomo finished products addressing high growth opportunities
5. Capital spend complete with technology broadly developed and manufacturing base installed, qualified and available to generate significant economic returns
6. Broad acceptance and rapid growth in decentralised and home-based testing segments, where meeting user expectations of convenience and simplicity is paramount

ATOMO'S DEVELOPMENT ETHOS

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

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

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

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



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.

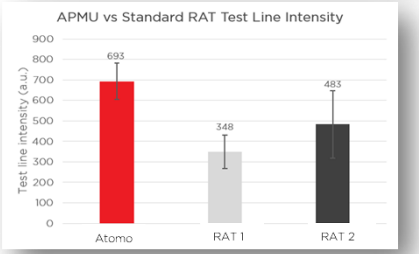
Test Strip
The device can be adapted to accommodate most blood-based lateral flow test strips.

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



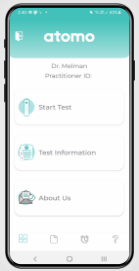


Atomo has partnered with NG Biotech to manufacture and supply the Pascal platform for use in the Blood Precision hCG Pregnancy Test

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*





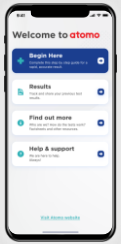
Quick data capture and upload to cloud

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*

PRODUCT CHANNELS

CHANNELS

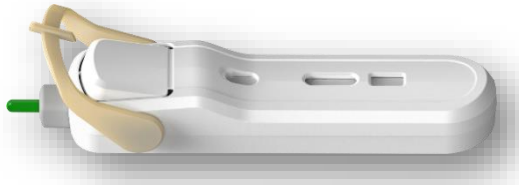
Infectious Diseases Testing
(HIV, COVID and Others)



Healthcare Distributors

- Viatris, Owen Mumford, Atomo Direct, large US distributors, others

OEM Devices
(Devices, components, licenses)



Diagnostics companies suppling finished rapid tests

- Lumos, NG Biotech, leading IVD companies in POC or entering home test markets
- Atomo's own finished products requirements

Consumer Health & Wellness
(Retail and emerging telehealth)



Direct to consumer healthcare businesses

- eCommerce and Retail
- Vitamin D, Coeliac, Anemia, Allergy, Thyroid and STI's

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

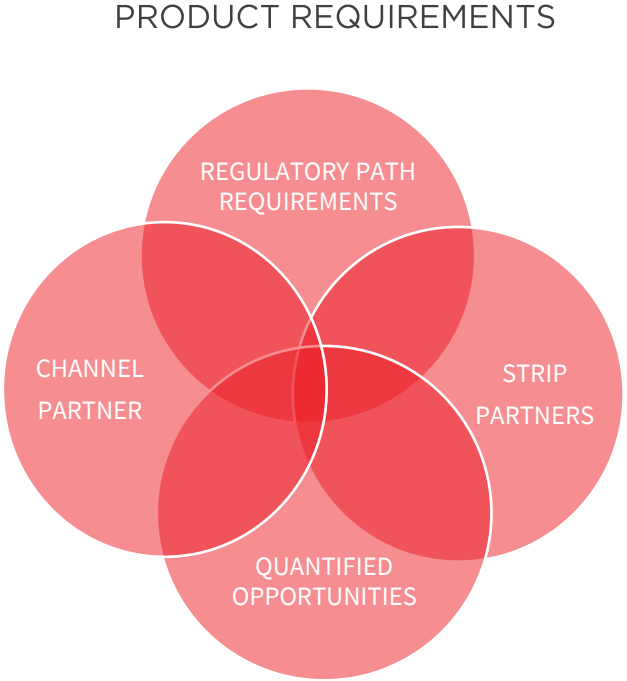


Inspecting a batch of custom Pascal devices manufactured for a potential new OEM customer seeking to assess performance of their existing test in a self-test compatible format

COMMERCIALISATION STRATEGY

Over the last 9 months, Atomo has been focusing on development of a go-to-market and partnership strategy involving a number of key elements

- Channel partner feedback on prioritisation of customer demand for at-home self test products, and identifying preferred shortlist
- Progressing discussions on potential channel partner agreements
- Reviewing and finalising industrial partners (assay and manufacturing) to ensure robust supply chain and ability to scale



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:

- 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 incluede:

- 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

