



ASX Announcement

4 November 2020

**Chairman's AGM Address**  
**Atomo Diagnostics Limited**  
**2020 Annual General Meeting**  
**Chairman's Address**

In talking with John Kelly about this year's AGM, mindful that following our listing we now have in excess of 8,000 shareholders, we thought that perhaps I briefly recap Atomo for you and talk a little about our recent history, with John briefing you on what Atomo is focusing on as we move through FY21 and beyond.

Following social distancing practices, Atomo was the first "virtual" listing on the ASX, completed successfully on April 16 2020, and one of the few companies that came to market during that period. Atomo was included on June 20 into the ASX All Ordinaries Index. Looking back on all that was achieved, and on behalf of Atomo's Board and Management, we thank the tireless efforts of those who have provided valuable services to Atomo – including HWLE, Company Matters, Link Registry, KPMG, BDO, Canaccord, Bell Potter, Morgans, Beswick Lynch, Alex Munroe and the tireless Nick Navarra.

**A brief recap of our recent history**

As you know Atomo develops, commercialises and supplies devices for rapid testing as well as finished rapid tests for both professional users and consumers. These tests detect and test for infectious diseases, chronic health conditions and consumer wellness. We have developed a range of unique, integrated devices that deliver blood-based rapid diagnostic testing that minimises complexity, prioritising the ease of use and accuracy of results, delivered within 15 minutes.

Our headquarters are in Sydney with expanding global operations.

Atomo has two business models for developing and commercialising diagnostic devices; the first business model is selling finished Test Products and the second is selling original equipment manufacturer (OEM) devices, what we call OEM Platform to other diagnostic companies for their own finished tests. The corresponding marketing strategies allow Atomo to maximise commercial opportunities to seek scale across a breadth of rapid test applications and geographies. Our increasing traction in US, European and other Global Health markets is underpinning growth in both business models.

Funds raised through our listing are in part financing the expansion of our production capacity. During 2020 we more than doubled our production capacity to 750,000 devices monthly. Anticipated demand sees us continuing to invest in growing our capacity with Atomo on track to be able to produce 1.3 million devices monthly, reaching 1.7 million per month by the end of FY21.

Atomo's commitment to evolving rapid testing and the flexible nature of our diagnostic platforms allows us to respond promptly and cost effectively to identified opportunities. This focus and commitment enables us to help address public health demands, including those arising from the ongoing COVID 19 pandemic.

In response to the COVID 19 pandemic, we have signed agreements with Access Bio and NG Biotech to commercialise each company's COVID 19 antibody rapid diagnostic test on Atomo's platform, under agreements covering the North American, European and Australian markets amongst others. We have also announced that Atomo is launching the marketing of Access Bio's COVID 19 antigen test in Australia, New Zealand and India.

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Atomo's "test agnostic" approach to rapid testing allows us flexibility in bringing new tests to markets while adding markets to our existing breadth of Atomo finished tests. You may recall that Atomo's first Finished Product tests for HIV were made available for professional use with a subsequent version approved for self-test use. We are proud that Atomo's HIV self-test is one of a small number that have been prequalified by the World Health Organisation and is the only HIV self-test approved by the Therapeutic Goods Administration (TGA) for use in Australia.

Atomo supplies NADAQ listed Mylan Pharmaceuticals and UK based healthcare company Owen Mumford with HIV tests for sale through contracts covering more than 100 countries, across Europe, Asia, Africa and Central & South America. Atomo markets its HIV products directly in Australia. Atomo's branded products were also extended to meet these demands, taking responsibility for regional distribution of Atomo branded COVID 19 rapid antibody and antigen tests.

The appeal of Atomo's integrated user-friendly platforms and their proven utility in HIV testing is also underpinning growth of our OEM Platform business. Supply contracts have been extended to manufacture devices for other rapid test products including for fellow Australian rapid testing company Lumos Diagnostics to house its FebriDx rapid test, allowing point-of-care testing to distinguish bacterial from viral infections.

The public health response to COVID 19 is accelerating profound changes already directing the future state of rapid diagnostics. These changes are led by decentralising of diagnostics without loss of accuracy in results. So faster to test, to diagnose and so faster to act and respond. These changes are core to Atomo's longstanding beliefs in improving the speed and accuracy of Point of Care and Consumer diagnosis across an ever-broadening range of tests. Atomo remains very well positioned amongst these accelerating changes.

## Looking ahead

Atomo is well positioned to sustain meaningful growth rates across Finished Products and OEM contracts. Combining the growth of recurring revenues with established partners and proven responsiveness to emerging opportunities, we are well capitalised to deliver on our advised global strategy.

## Board renewal

Atomo's Board of Directors bring strong commercial and industry experience across critical aspects of our business. One of the Board's priorities is to ensure that we have capabilities and domain expertise to govern our global business effectively. We were delighted this year to welcome Connie Carnabuci and Paul Kasian to join our board. Connie and Paul bring a wealth of experiences and skills that continue building the Board's diversity and depth. Connie chairs our Remuneration & Nomination Committee, Paul chairs Audit - leading critical pillars in our corporate governance processes. The balance of our board is made up of Curt LaBelle, John and me.

We also welcomed Gillian Nairn as Company Secretary who is invaluable in advising on and documenting the processes that we shared with you through our offering prospectus and kept you updated on these processes.

## The Atomo Team

Lastly and most importantly, the Board recognises the outstanding efforts of the Atomo team. These efforts are under the tireless leadership of CEO John Kelly, alongside his executive team of CFO Will Souter, CCO Fabio Baglioni and COO Mark Smith. As we have seen throughout the last financial year and beyond, Atomo continues to navigate successfully through changing conditions identifying and acting on new opportunities. We are excited about the years ahead and I welcome John to talk about what we are up to now and as excitingly what's next. We thank you for keen support, questions and interest in Atomo.



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*This announcement was authorised by John Keith, Chairman.*

### **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 and viral vs bacterial differentiation.

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

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