



## ASX ANNOUNCEMENT

### Investor Presentation - Information Session in Sydney on 2 April 2025

**MELBOURNE, Australia (2 April 2025)** – Lumos Diagnostics Holdings Ltd (ASX: LDX, “Lumos” or the “Company”) a leader in rapid, point-of-care diagnostic technologies, is pleased to provide a copy its presentation ahead of the information session which will be held today, 2 April at 12.00pm as previously announced on 24 March 2025.

The Lumos team looks forward to seeing all those investors who can attend this information session.

**-Ends-**

***This announcement has been approved by the Disclosure Committee.***

#### **About Lumos Diagnostics**

*Lumos Diagnostics specializes in rapid and complete point-of-care (POC) diagnostic test technology to help healthcare professionals more accurately diagnose and manage medical conditions. Lumos offers customized assay development and manufacturing services for POC tests and proprietary digital reader platforms. Lumos also directly develops, manufactures, and commercializes novel Lumos-branded POC tests that target infectious and inflammatory diseases.*

*For more information visit [lumosdiagnostics.com](http://lumosdiagnostics.com).*

#### **Forward-Looking Statements**

*This announcement contains forward-looking statements, including references to forecasts. Forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions, and other important factors, many of which are beyond Lumos' control and speak only as of the date of this announcement. Readers are cautioned not to place undue reliance on forward-looking statements.*

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# Lumos Diagnostics Holdings Limited

## Investor Overview



2 April 2025

*Financial information is shown in USD unless otherwise stated.*

[www.lumosdiagnostics.com](http://www.lumosdiagnostics.com)

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# Company Overview and Key 1H FY25 Highlights



## Who is Lumos and why do we exist?

**Lumos develops, manufactures  
and distributes innovative  
diagnostic products**

– delivering actionable  
information, in real time,  
**at the point-of-care.**

**Improve the practice of medicine.**

# Company Overview



Experienced leadership team



Comprehensive & integrated offering from product concept design through to manufacture and distribution



Developed and launched one of kind proprietary point-of-care diagnostic products - FebriDx



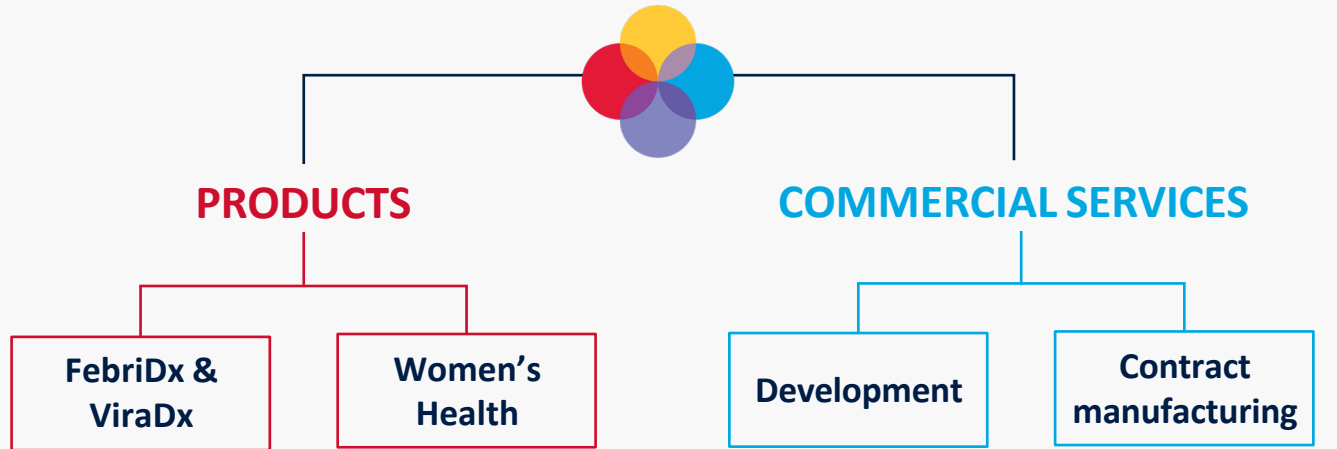
Transformational development agreements with world's leading global women's health company – Hologic



Currently developing proprietary women's health and sexual health point-of-care products

# Lumos Business Overview

Lumos offers end-to-end point of care (POC) diagnostic test development, from initial assay creation to high-volume manufacturing. We develop and sell our own tests and also create tests for customers under commercial contracts.



Proprietary and in-licensed POC diagnostic tests and systems for commercial sale

POC diagnostic tests, digital reader formats and digital applications developed for customers under commercial contracts

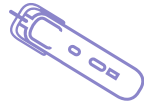
**Able to leverage R&D, manufacturing scale, and regulatory skillset across Lumos' Products and Commercial Services divisions**



# Key Highlights from 1H FY25<sup>1</sup>



Revenue of \$6.3 million for the half-year, up 128% compared to PCP (1H FY24 - \$2.8 million)



Product revenue was up 227% and Services revenue was up 118%. Gross Profit margin was a healthy 67%, an improvement of 12 percentage points over the PCP



Adjusted EBITDA loss of \$0.9 million, and improvement of 77% over the loss of \$4.2 million in the PCP



FebriDx - BARDA partnership in place to support CLIA waiver and paediatric studies with non-dilutive funding up to \$8.3 million. CLIA Waiver study commenced in December 2024 with around 350 patients tested to-date



Cash at bank of \$5.5m at 31 Dec 2024. Proforma cash of \$6.4m (including BARDA payment in Jan 2025)



Work on Hologic's fFN development agreement progressing well, albeit 4 months later than planned. Phase 3 milestone payments amount to \$3.7 million (\$4.3m - \$4.5m with expanded hardware scope of works)

1. Values in US\$. Detailed 1H FY25 financials available in Appendix

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Products Division



# Product Portfolio Approach

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Be a leader in point-of-care testing with innovative products, offering a portfolio of assays for visual read out and on a suite of differentiated, automated and connected platforms.



Focus on verticals with existing markets / reimbursement / transition from Core Lab to point-of-care / and ability to secure channel access.



Leverage broad partnering strategy for distribution and sales, secure content, share costs, and drive commercial success.

# FebriDx<sup>®</sup> A Simple And Unique Test For Microbial Infection

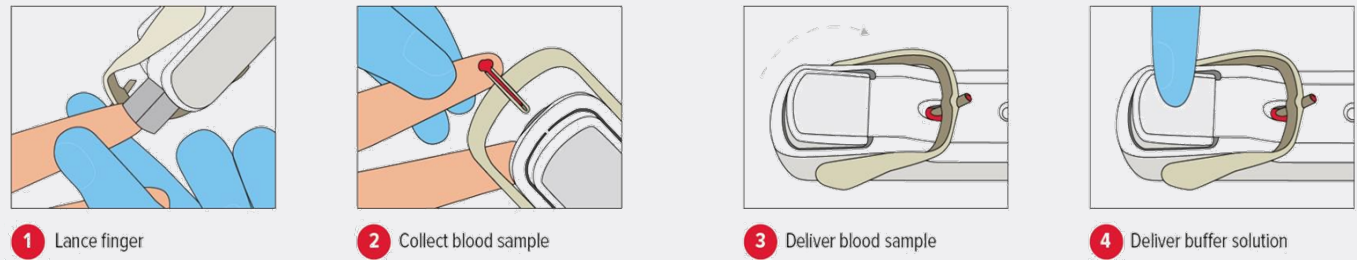
FebriDx<sup>®</sup> can rapidly identify patients who have a microbial infection<sup>1</sup> and, if positive, determine if that infection is caused by a viral or bacterial pathogen after 10 minutes



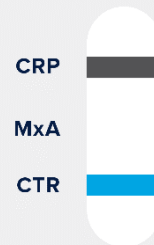
**Key: Markers for infection**

<b>CRP</b>	Inflammatory marker elevated with any infection
<b>MxA</b>	Specific marker only elevated with viral infection

## FebriDx<sup>®</sup> Test Procedure and Interpretation of Results



### BACTERIAL INFECTION



Patient can be treated with antibiotics

### VIRAL INFECTION



**Viral Infection - Antibiotics will not work**  
Patient needs to be managed differently

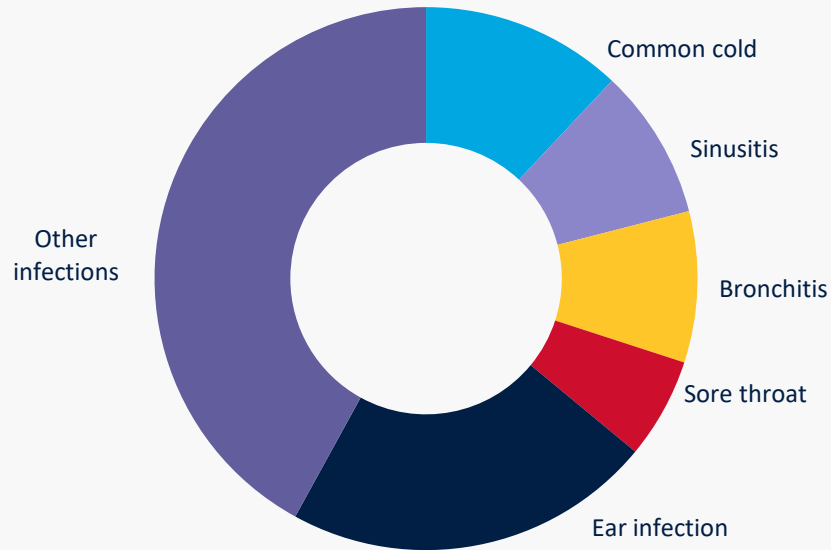
### VIRAL INFECTION



1. Microbial infection is the invasion of infectious agents into the organism, their multiplication and the reaction of host tissue against these agents. Infectious agents include bacteria, virus, parasite and fungi.

# FebriDx<sup>®</sup> Addresses a major need: Antibiotic Overprescription

## ANTIBIOTICS PRESCRIBED IN THE U.S. BY TYPE



Acute respiratory infections may account for **58%** of all antibiotics prescribed<sup>4</sup>

## ANTIBIOTICS PRESCRIBED



**211M**

Antibiotic prescriptions issued in outpatient settings each year<sup>1</sup>

**44%**

Of antibiotic prescriptions are written to treat patients with aris<sup>2</sup>

**40%**

Of these are unnecessary<sup>3</sup>

<sup>1</sup> Outpatient Antibiotic Prescriptions—United States 2021: <https://www.cdc.gov/antibiotic-use/data/report-2021.html>

<sup>2</sup> Unnecessary Antibiotics for Acute Respiratory Tract Infections: Associations with Care Setting and Patient Demographics, 2016

<sup>3</sup> Tse, J.; Near, A. *et al*; Antibiotics 2022, 11, 1058. <https://doi.org/10.3390/antibiotics11081>.

<sup>4</sup> Centers for Disease Control and Prevention. MMWR, 2011, 60:1153-6

# Potential Benefits of FebriDx®

FebriDx® can deliver significant tangible benefits to participants across the health system



## Patients

- **Reduce incidence of side effects** caused by unnecessary exposure to antibiotics
- **Objective test** result providing confidence of correct diagnosis and treatment decision
- Reduce risk of **waiting-room infection**
- Reduce **misdiagnosis** and need for subsequent follow up visits



## Physicians

- Greater **confidence** on treatment decisions and need for intervention
- Reduce **risk of missing bacterial infection** in a patient
- Improve **practice workflow** allowing initial assessment conducted by practice staff
- **Reduce exposure** of staff and patients to patients with a viral infection



## Insurers and Government

- Reduce antimicrobial resistance (**AMR**)
- Provide significant **cost savings**
- from reduced AMR strains
- Additional cost savings from **unnecessary deaths** and adverse **drug reactions**
- Reduces **misdiagnosis** and subsequent follow up visits

# FebriDx<sup>®</sup> CLIA Waiver Update

## BARDA partnership agreement | October 2024

To support CLIA waiver and pediatric studies:  
non-dilutive funding up to US\$8.3m

- US\$3.0m to support CLIA waiver study
- US\$5.3m to support pediatric study (children under 12yrs old)
- Payments based on achieving certain milestones

## CLIA waiver clinical study commenced | December 2024

- Trial commenced on 19 December 2024 - first patient tested
- Around 350 patients tested to-date
- Bacterial prevalence lower than expected
- Implementing patient enrollment “enrichment” plan
- Anticipate completion in 2H CY2025



# ViraDx™

Point-of-Care test for key respiratory infections

## ViraDx highly relevant POC test for post-pandemic environment

- SARS-CoV-2 pandemic increased consumer and healthcare point-of-care testing
- ViraDx is a 3-in-1 test for COVID-19/Flu A/Flu B

## ViraDx market update

### Sales

- Majority of product sales during Q2 and Q3, with stocking orders received in October in preparation for the US flu season
- US flu season commenced some 6 – 8 weeks later than expected

### Competition

- ViraDx has achieved new customer adoption due to the rise in infection rates - despite the US market experiencing significant competition from international organizations, with aggressive pricing



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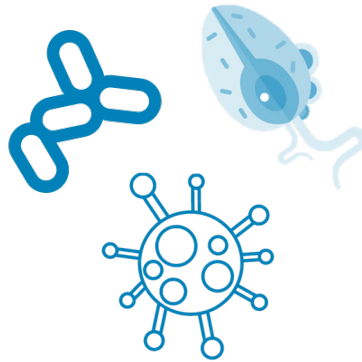
# Lumos Future Products

Women's Sexual Health - \$10B



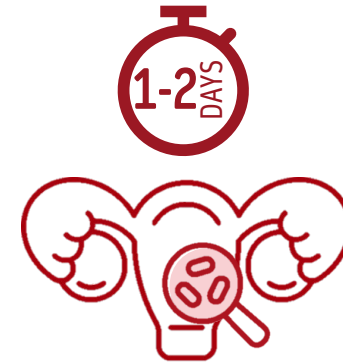
## Prevalence

Affects 30%-40% of women globally.  
>10M health care visits annually in the US.



## Clinical Need

Multiple infectious organisms.  
Similar symptoms / hard to diagnose.  
Different treatments for each.



## POC Diagnostic Need

Rapid & accurate testing on site needed.  
Identify & treat at first patient visit.  
Easy to use & trusted by clinic staff.

# Women's Sexual Health – Current Diagnostic Practices

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## IN CLINIC TESTING

### Physical Exam



### Microscopic Exam



### Pathogen Testing



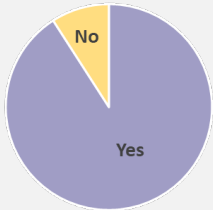
## EXTERNAL LAB TESTING

### Pathogen Testing



Current Practice

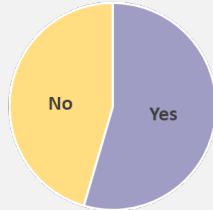
### Physical Exam



Physical exam alone is not sufficient for diagnosis.

Sample collection for further analysis required.

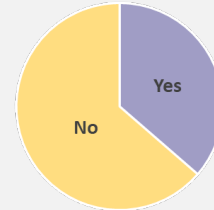
### Microscopy



Microscopy assists in identifying potential cause.

Pathogen testing is also run to confirm diagnosis and treatment.

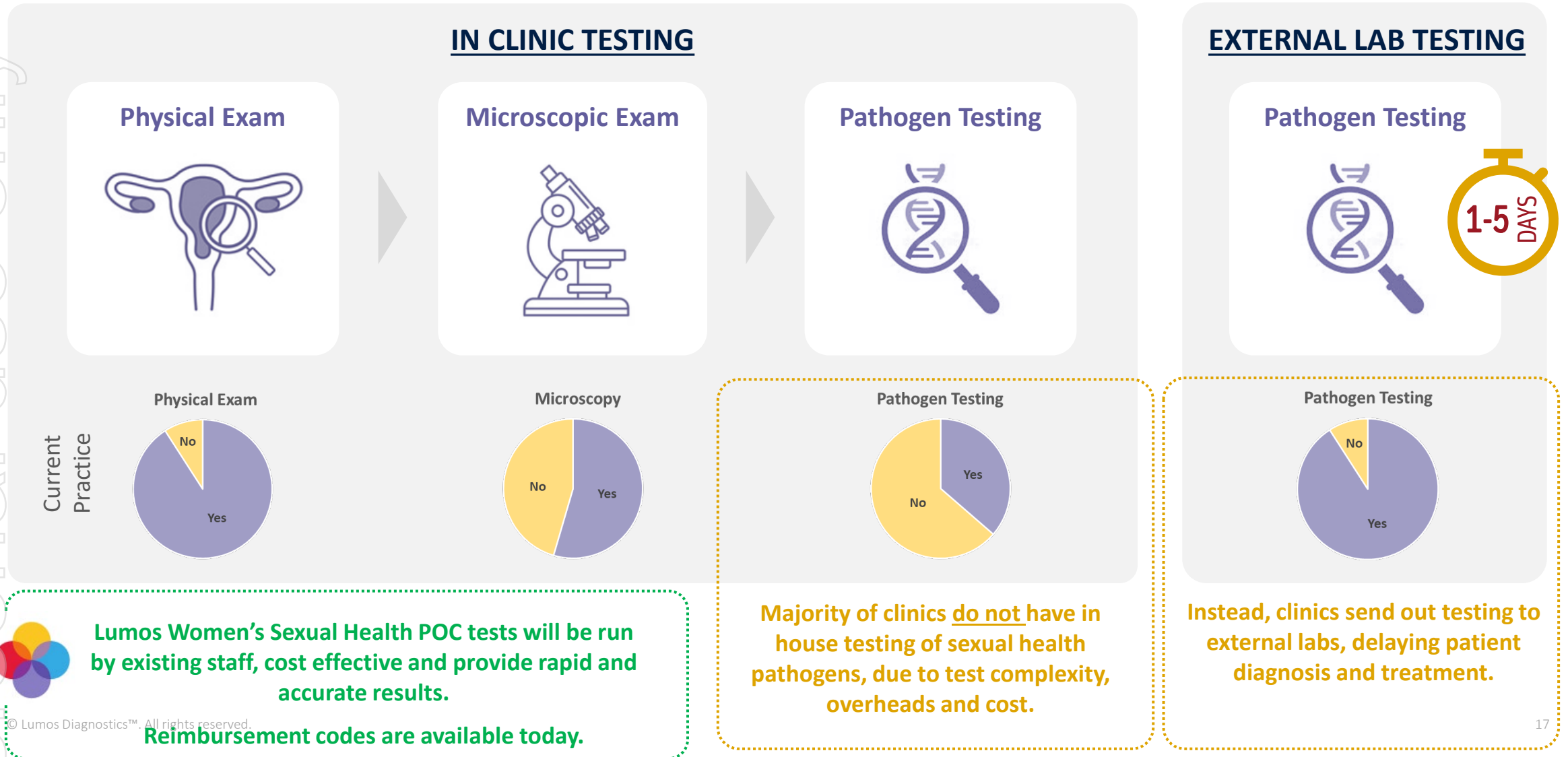
### Pathogen Testing



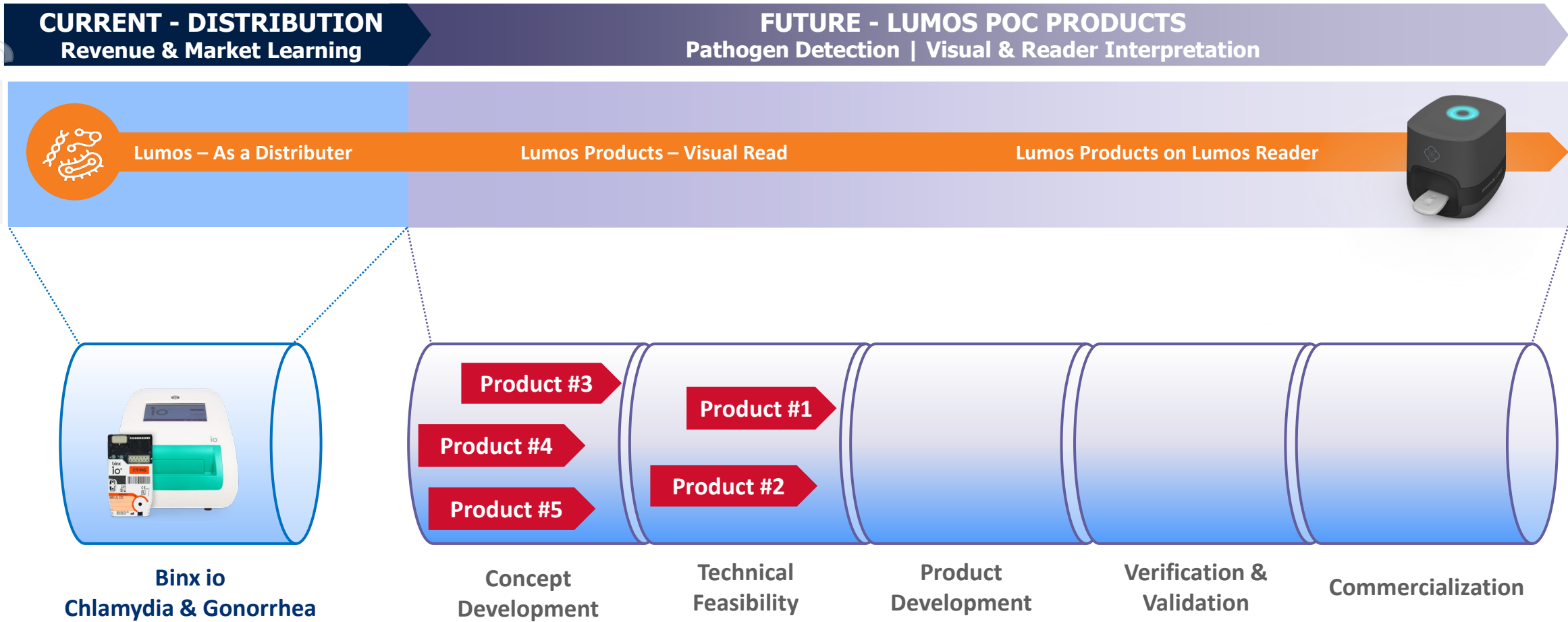
Pathogen Testing today requires expensive instrumentation and skilled staff, which is a barrier for adoption.

Reimbursement is available, however insurers often reject claims due to the high cost.

# Women's Sexual Health – The Opportunity



# Lumos Product Roadmap | Women's Sexual Health



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# Commercial Services Division



# Commercial Services Capabilities

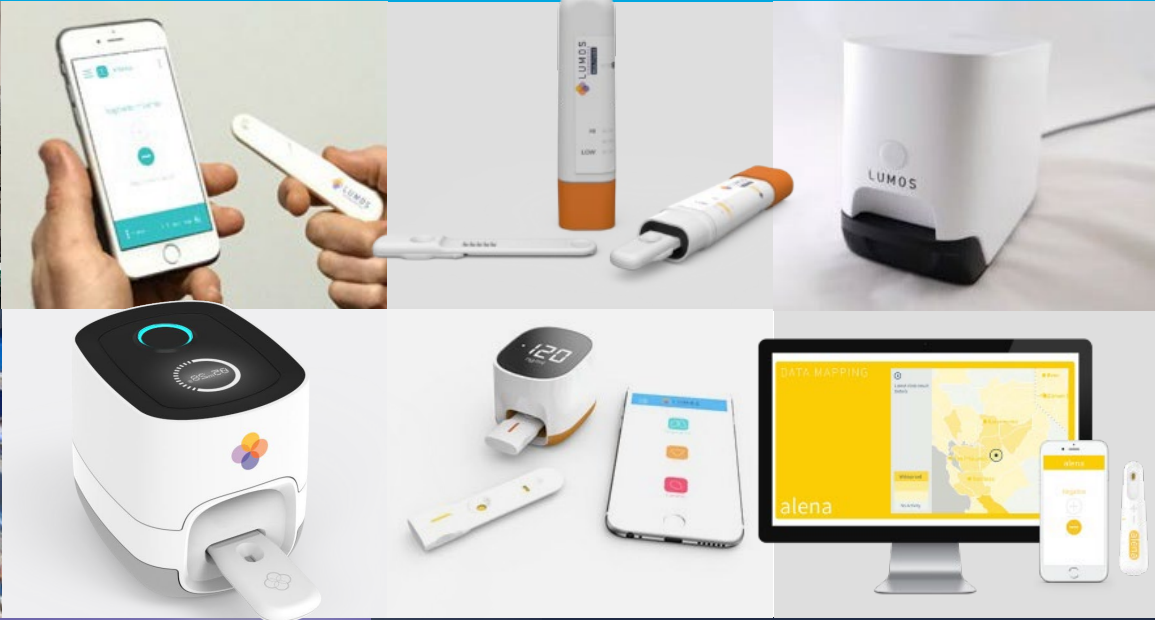
Lumos offers the full range of in-house expertise required to deliver a complete, commercially ready solution.

## DEVELOPMENT & MANUFACTURING



## ASSAY

## PLATFORM TECHNOLOGIES

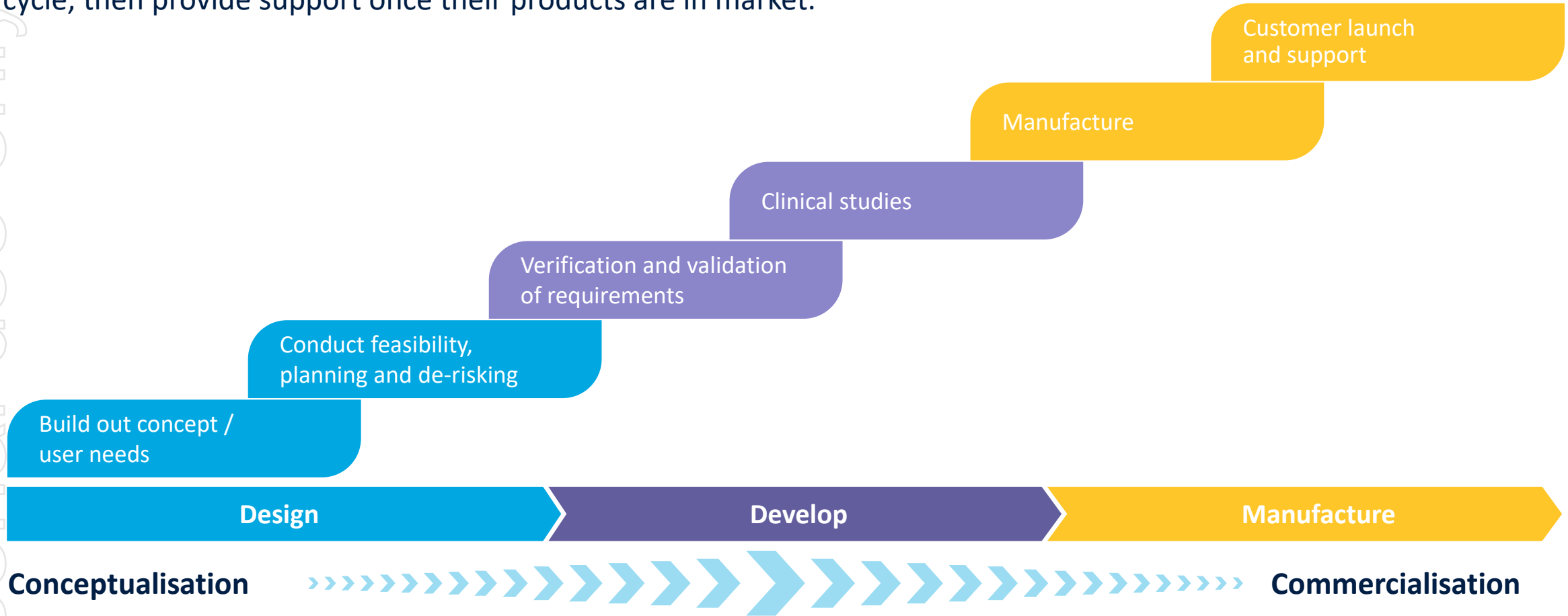


## READERS

## EMR & CONNECTIVITY

# How we add value to partners

We work with partners through the whole diagnostic product development cycle, then provide support once their products are in market.



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# Hologic - Strategic Partnership

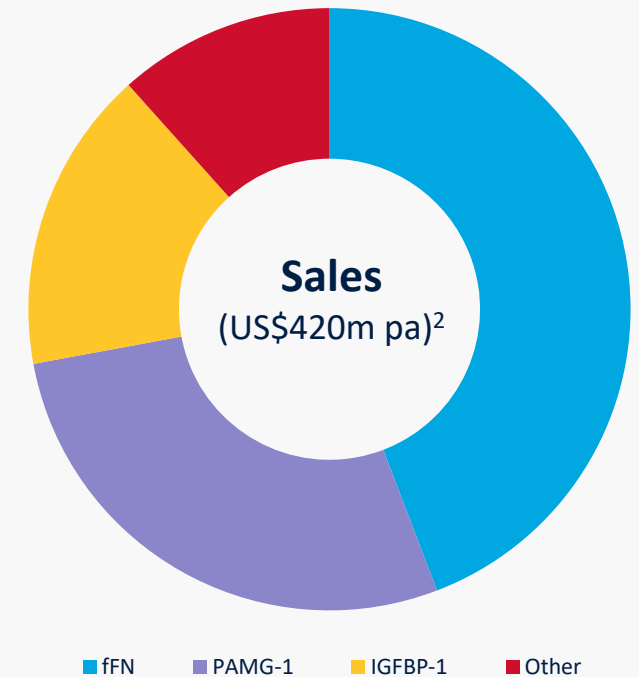
## Fetal Fibronectin (fFN)<sup>1</sup>

### Historic relationship with Lumos <> Hologic – working together at multiple levels

- Two agreements signed in FY24 for the development of an improved version of one of Hologic's leading in-market women's health products, **Fetal Fibronectin (fFN)**, including adapting it for use on Lumos' proprietary reader platform
  - **IP Agreement** - US\$10.0m - exclusive license to the Lumos proprietary reader and POC technologies for next generation fFN product - **received**
  - **Development Agreement** - up to US\$5.5m over an estimated 24-month period for following milestones:
    - **Phase 1: Product Definition and Planning** - US\$0.4m - **completed**
    - **Phase 2: Assay Feasibility** - US\$0.6m – milestone 1 **completed** /milestone 2 **in-progress**
    - **Phase 3: System Prototype Delivery** – US\$3.7m – 6 milestones – **commenced**
    - **Expanded scope of work** – announced Mar 2025 - US\$0.6 - 0.8m for delivery of new hardware features - **commenced**
- **Expected Development Agreement completion by Dec 2025**

<sup>1</sup>ASX announcements 11 January 2024, 15 January 2024, 16 January 2024, 6 May 2024, 4 June 2024, 19 June 2024. 3 March 2025 2. Global Market Insights, [www.gminsights.com](http://www.gminsights.com)

fFN is a biomarker indicating a heightened risk of pre-term delivery and is the largest segment of the pre-term birth diagnostic kit market





# Hologic - fFN Product development overview and opportunity

Current test:  
Rapid fFN TLIQ

USA



Next generation test  
concept (mock-up)



## Hologic – the opportunity ahead



Verification  
and validation



Clinical  
study



Manufacturing



Second test  
development and IP

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## Key Priorities



# Key Priorities



Implement bacterial positive enrichment strategy for FebriDx CLIA waiver trial to speed up the study



FDA pre-submission for FebriDx pediatric study in April 2025



Continue to drive FebriDx product awareness and sales into US urgent care centers



Deliver on Hologic fFN development milestones - milestone 2 from Phase 2 & Phase 3 milestones



Progress to formal product development on the first Lumos branded women's health diagnostics test

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## Appendix – Other Information



# Board of Directors



**Sam Lanyon**

Non-Executive Chair



**Bronwyn Le Grice**

Non-Executive Director



**Lawrence Mehren**

Non-Executive Director



**Catherine Robson**

Non-Executive Director



**Doug Ward**

Managing Director & CEO

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# Highly Experienced Leadership Team



**Doug Ward**  
CEO & Managing Director

Doug Ward has more than 30 years of biotech and medical technology experience at notable global healthcare companies including Roche, GE, Siemens, Bayer, Chiron and Hologic.

With a deep understanding of the life sciences ecosystem, Mr. Ward excels at setting the strategic direction for global companies. He brings experience across all company functions, including Commercial Leadership, R&D, Operations, Quality, Regulatory, Service, and Support.

Mr. Ward earned his Bachelor of Arts in Pre-medicine Studies from Ohio Wesleyan University.



**Barrie Lambert**  
Chief Financial Officer

Barrie Lambert has more than 25 years of international experience in high growth companies from the medical device research and development services and manufacturing sector, as well other sectors. Prior to joining Lumos Diagnostics, he was CFO of Planet Innovation, one of the founding shareholders of Lumos.

Mr. Lambert has a broad background in governance, strategy, finance, M&A, operations, technology and sales. He holds a BA in Accounting from the University of South Australia and an MBA from University of Sydney. He is a chartered accountant and a graduate of the Australian Institute of Company Directors.



**Sacha Dopheide, PhD**  
Chief Technology Officer

Sacha Dopheide, PhD has more than 15 years of experience in the in vitro diagnostic device industry, ranging from point-of-care devices to laboratory analyzers. She has held an executive leadership role within Lumos Diagnostics since its 2017 acquisition of Kestrel Bioscience.

Dr. Dopheide has experience managing the full range of product development for both immunoassays and their accompanying electronic readers from proof of concept through development, verification and external validation trials. She holds a BSc with First Class Honours in Biochemistry and Molecular Biology from Monash University. She received her PhD in Medicine in 2000, for which she was awarded the Victoria Fellowship for Excellence in Medical Research.



**Paul Kase**  
SVP of Commercial Operations

Paul Kase brings more than 28 years of medical sales and leadership experience in the point-of-care diagnostic testing market to Lumos Diagnostics.

Mr. Kase is a proven leader in coaching and developing best-in-class sales teams that consistently meet and exceed revenue goals. His experience also extends to overseeing customer and technical support divisions, commercial product launches, key opinion leader development, and the creation of distributor networks in the hospital and primary care markets.

Mr. Kase earned his Bachelors in Economics and English from Bucknell University.

# Company Snapshot

## Issued Capital

Shares	748.5m
Options	157.4m

## Market Capitalization (AUD)

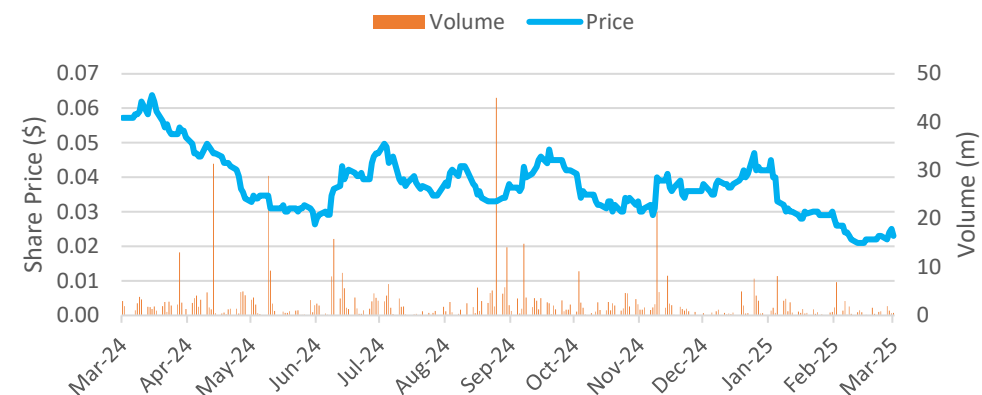
Share price <sup>1</sup>	A\$0.023
Market value	A\$17.2m
Pro-forma Cash (31 Dec 2024 – in AUD)	A\$8.7m
Enterprise value	A\$8.5m

## Substantial shareholders

Tenmile Ventures	19.9%
Ryder Capital	17.0%

<sup>1</sup>As at close on 28 March 2025

## Share Price & Volume



## Board and Management

Sam Lanyon	Non-Executive Chairman
Doug Ward	CEO & Managing Director
Bronwyn Le Grice	Non-Executive Director
Lawrence Mehren	Non-Executive Director
Catherine Robson	Non-Executive Director
Barrie Lambert	CFO

# Profit & Loss Summary – 1H FY25

Strong revenue growth and EBITDA improvement

Six months ended 31 Dec	1H FY25	1H FY24	% Change
Services revenue	5,468	2,510	+118%
Products revenue	838	256	+227%
<b>Total Revenue</b>	<b>6,306</b>	<b>2,766</b>	<b>+128%</b>
Gross Profit	4,239	1,523	+178%
<i>GP Margin (%)</i>	<i>67%</i>	<i>55%</i>	<i>+12ppts</i>
Other income	964	19	n/m
Operating expenses	6,141	5,709	+8%
<b>Adjusted EBITDA</b>	<b>(938)</b>	<b>(4,167)</b>	<b>-77%</b>
Depreciation & amortisation	(1,344)	(1,294)	+4%
Finance Costs	(300)	(802)	-63%
Share based payments	(222)	(150)	+48%
Income tax expense	-	-	-
<b>Net (loss) after tax</b>	<b>(2,804)</b>	<b>(6,413)</b>	<b>-56%</b>

(US\$ in thousands)

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## Revenue

- Total revenue \$6.3m (+128%)
- **Services revenue** \$5.5m (+118%) - Positive impact from Hologic Development and IP agreements
- **Products revenue** \$0.8m (+227%) - ViraDx sales in the US flu season and FebriDx US and International sales

## Gross profit

- Gross profit \$4.2m (+178%).
- GP margin 67% v's 55% (Hologic agreements impact)

**Other Income** is primarily from BARDA grant of \$925K recognised, for milestone 1 & 2 (payment was received in January)

## Operating Expenses

- \$6.1m (+8%). Additional costs from FebriDx CLIA waiver trial, and some employee expenses (+4%)

**EBITDA loss** of \$0.9m, an improvement of \$3.2m (-77% on PCP)



# Balance Sheet Summary – 1H FY25

Improved net asset position

Period ending	31 Dec 2024	30 Jun 2024	+/-
<b>Assets</b>			
Cash	5,532	6,479	-947
Inventories	1,346	784	+562
Trade & other receivables	1,639	672	+967
Contract assets	1,782	1,010	+772
Right of use assets	6,861	7,267	-406
Intangibles	8,414	9,685	-1,271
Other assets	920	941	-21
<b>Total Assets</b>	<b>26,494</b>	<b>26,838</b>	<b>-344</b>
<b>Liabilities</b>			
Trade & other payables	2,558	2,389	+169
Lease liabilities	7,807	8,060	-253
Employee benefits	1,106	1,715	-609
Contract liabilities	5,233	7,565	-2,332
<b>Total liabilities</b>	<b>16,704</b>	<b>19,729</b>	<b>-3,025</b>
<b>Net Assets</b>	<b>9,790</b>	<b>7,109</b>	<b>+2,681</b>

(US\$ in thousands)

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- **Inventory mainly** raw materials for ViraDx ahead of US flu season
- **Trade & Other Receivables** includes BARDA receivable of \$0.9m
- **Contract Assets** primarily accrued income (timing of accrual milestone payments) on Hologic development agreement
- **Intangibles** consists of readers, FebriDx IP and Other items (reduction due to amortization and FX movement on AUD)
- **Employee Benefits** impacted by timing of payroll and vacation
- **Contract Liabilities** deposits and pre-payments by customers, mainly Hologic IP agreement.
- **Net Assets** includes capital raise during the 1H FY25

# Cashflow Summary – 1H FY25

Closing cash \$5.5m - well supported capital raise

Six months ended 31 Dec	1H FY25	1H FY24	+/-
Receipts from customers	3,009	2,438	+571
Payments to suppliers & employees	(9,158)	(7,401)	-1,757
Proceeds from grants	94	471	-377
Net interest received / (paid)	(261)	(349)	+88
<b>Cash used in operating activities</b>	<b>(6,316)</b>	<b>(4,841)</b>	<b>-1,475</b>
Payments for PP&E	(17)	(9)	-8
Capitalised product development	-	(9)	+9
<b>Investing activities</b>	<b>(17)</b>	<b>(18)</b>	<b>+1</b>
Proceeds from issue of shares (net of costs)	6,222	4,999	+1,223
Redemption of convertible notes	-	(1,110)	+1,110
Lease payments	(438)	(679)	+241
<b>Financing activities</b>	<b>5,784</b>	<b>3,210</b>	<b>+2,574</b>
<b>Net decrease in cash</b>	<b>(549)</b>	<b>(1,649)</b>	<b>+1,100</b>
Opening cash	6,479	3,015	+3,464
Effects of FX movement on cash	(398)	13	-411
<b>Closing cash</b>	<b>5,532</b>	<b>1,379</b>	<b>+4,153</b>

(US\$ in thousands)

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- **Receipts from customers** at \$3.0m, is lower than revenue reported mainly due to recognising revenue on Hologic IP agreement (cash received in FY24) and accrued revenue on Hologic development agreement (monthly accrual v's cash received on milestone achievement)
- **Payments to suppliers & employees** at \$9.2m, increased by \$1.8m, 24%, from the PCP. Main movements are FebriDx CLIA waiver trial costs and working capital (mostly inventory increase for flu season)
- **Cash burn total cash** usage for the HY is \$6.8m v's \$5.5m in prior HY (operating + investing + lease payments). Increase due to expenses on FebriDx CLIA waiver trial costs (where costs are refunded in arrears by BARDA) and additional inventory.
- **Capital raise** in Sept 2024 - \$6.2m (net of costs)
- **FX movement** on AUD held was negative \$0.4m
- **Closing cash** as at 31 December 2024 of \$5.5m (pro-forma \$6.4m including \$0.9m from BARDA collected in January 2025)

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