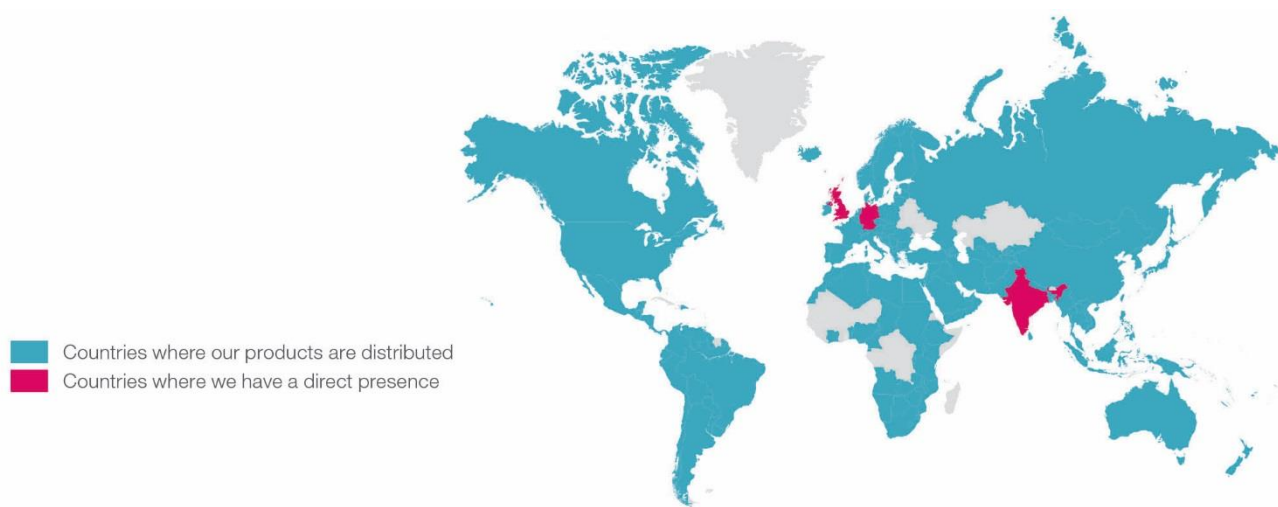




## Final Results Year ended 31 March 2016



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# Omega Presentation Team

- “ Andrew Shepherd – Chief Executive
- “ Colin King – Chief Operating Officer
- “ Kieron Harbinson – Chief Financial Officer
- “ Jag Grewal – Sales & Marketing Director

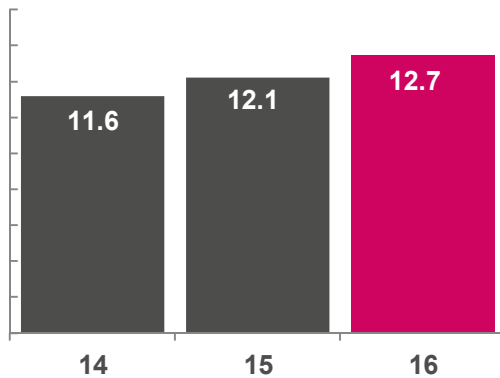
# Introduction

- “ Financials
- “ Core business update
- “ Allergy update
- “ Visitect® CD4 update
- “ Pune update/Global Health
- “ Accelerated Growth Plans
- “ Summary

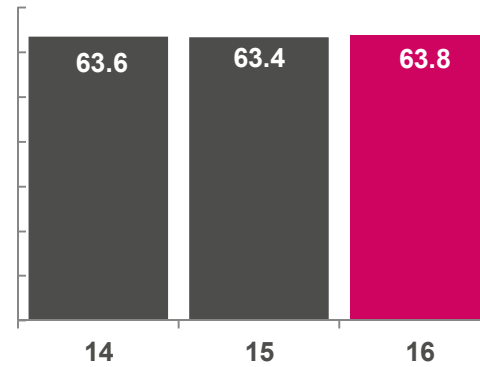
# Financial KPIs

## Year ending 31 March 2016

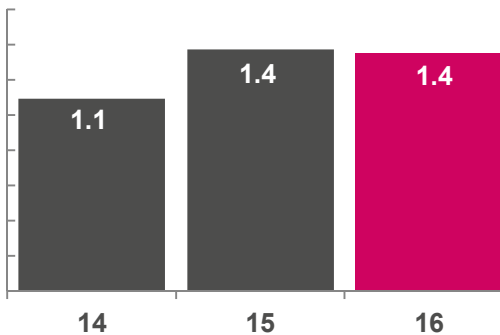
Sales (£m)  
**£12.7m** ▲ 5%



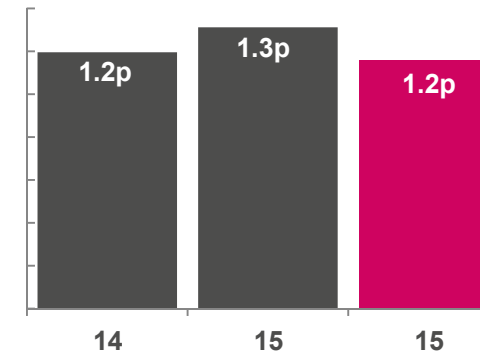
Gross profit (%)  
**63.8%** ▲ 40 bps



Adjusted PBT (£m)  
**£1.4m** ▼ 2%



Adjusted EPS  
**1.2p** ▼ 8%



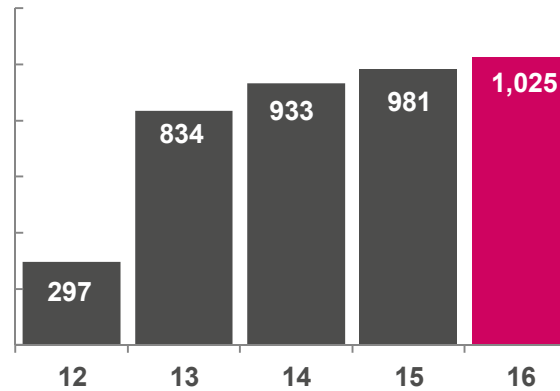
Adjusted PBT stated before acquisition costs, share-based payments, IFRS-related discount unwinds and amortisation of intangible assets

# Capitalised development – IAS38

## Year ending 31 March 2016

### Allersys® expenditure

Cumulative spend to date of £4.1m

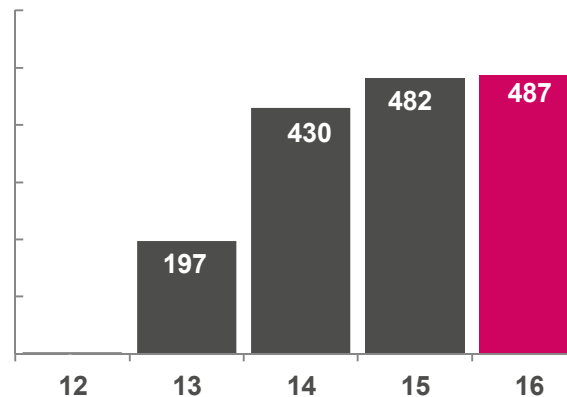


**£1,025k**

▲ 5%

### Visitect® CD4 expenditure

Cumulative spend to date of £1.6m



**£487k**

▲ 1%



**Omega**  
DIAGNOSTICS  
GROUP PLC

## Group cash flow

### Year ending 31 March 2016

	2016	2015
EBITDA	£1.3m	£1.4m
Working capital/other movements	£0.2m	(£0.3m)
Investing activity	(£2.0m)	(£2.0m)
Financing	(£0.2m)	(£0.2m)
<b>Decrease in cash</b>	<b>(£0.7m)</b>	<b>(£1.1m)</b>
Opening cash	£2.0m	£3.1m
<b>Closing cash</b>	<b>£1.3m</b>	<b>£2.0m</b>

# Core Business

## Allergy and Autoimmune

### Main products:

- Allergozyme
- Allergodip
- Genesis Elisa

**£3.2m** (↓13%)

## Food Intolerance

### Main products:

- Genarrayt<sup>®</sup>/Foodprint<sup>®</sup> Microarray
- Food Detective<sup>®</sup>
- CNS laboratory service

**£7.0m** ( 19%)

## Infectious Diseases

### Main products:

- Immutrep Syphilis
- Micropath Bacterial tests
- Dengue Elisa

**£2.5m** (↓ 1%)



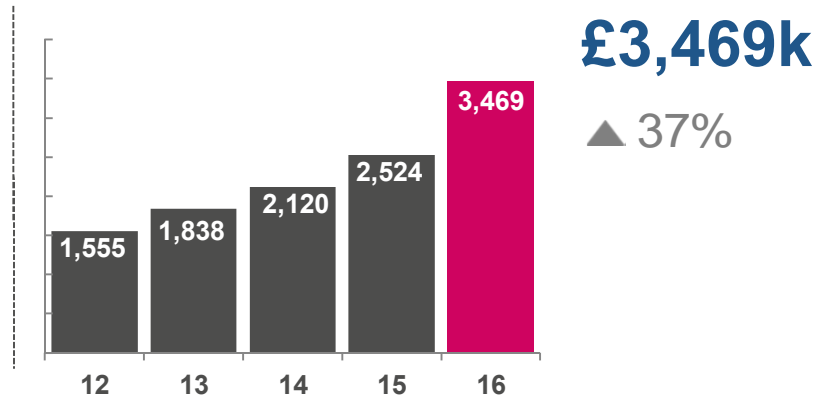
# Flagship Product Sales

## Year ending 31 March 2016

### Genarrayt<sup>®</sup> Reagent Sales

Top five markets = 70% of sales

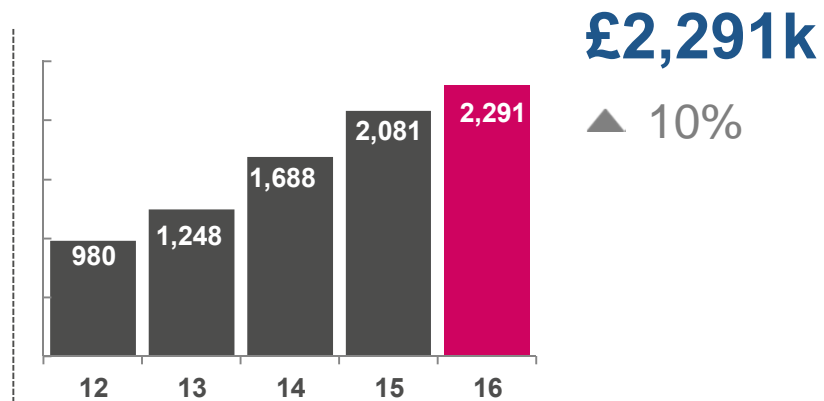
18 systems placed taking the total number of installations to 168



### Food Detective<sup>®</sup> Sales

Top five markets = 62% of sales

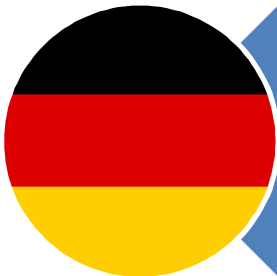
Strong growth in Europe, Latin America and China



# Core Business – Regional Highlights



Infectious disease performed well, particularly in Nigeria and Bangladesh offset by economic issues in Brazil  
Food Intolerance continues to grow existing 'mature' EU markets as well as North America, China, Latin America and Middle East.



Continuing slow decline in domestic business.  
Low rates of reimbursement making testing unattractive in smaller doctor practices.  
Plan to reverse fortunes with Allergodip® / Allergodip® App for export markets.



Continued growth across all segments.  
Increased focus on Food Intolerance products.  
Growth in allergy with Allergodip® product line.  
Investment in business development.

# Allergy Segment



## Core laboratory segment

- Automation
- Developed world markets
- Allersys® strategy



## Mid market ELISA

- Semi-automated
- Declining market
- Holding strategy



## Small lab / doctors office

- Manual
- Screening/panel tests
- Emerging markets
- Allergodip® / OmegApp strategy

# Allersys®



41 allergens  
optimised.



Beta sites



CE Mark



120+  
allergens

Commercial Roadmap with IDS / mutual partners



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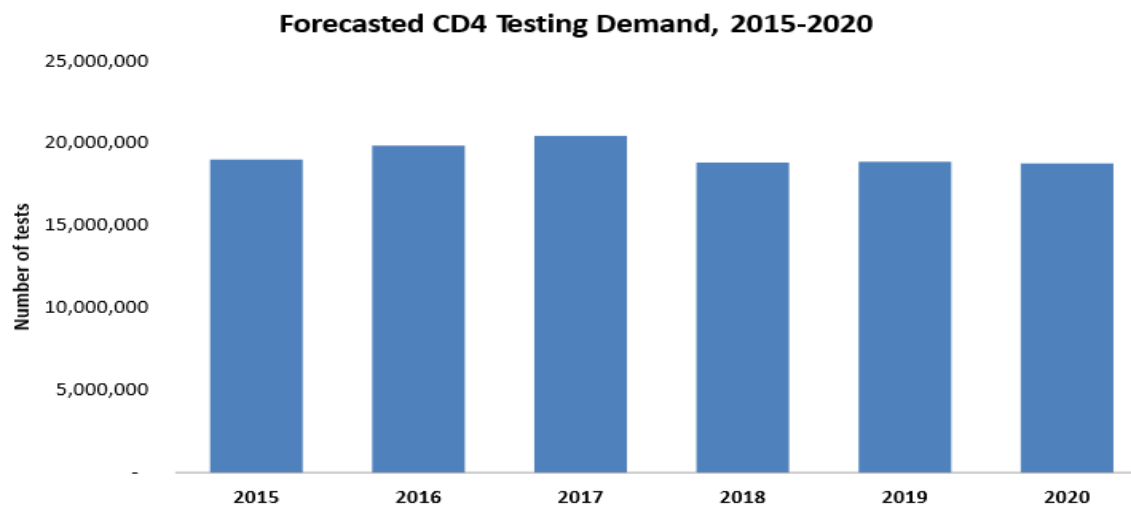
## VISITECT® CD4 Development Update

- “ Significant progress in addressing the ambient temperature effect
- “ We have developed a design that, if proven, would not require an external sample treatment method
- “ The new design has given encouraging results during internal testing indicating that there is no significant difference in test result between 20-35°C
- “ We are now gathering data from testing of patient samples at a large HIV testing laboratory
- “ We remain confident about the commercialisation of the test

## Significant demand

Well documented and reinforced at the recent Diagnostic Manufacturers Meeting hosted by WHO & UNAIDS in Geneva (March 2016)

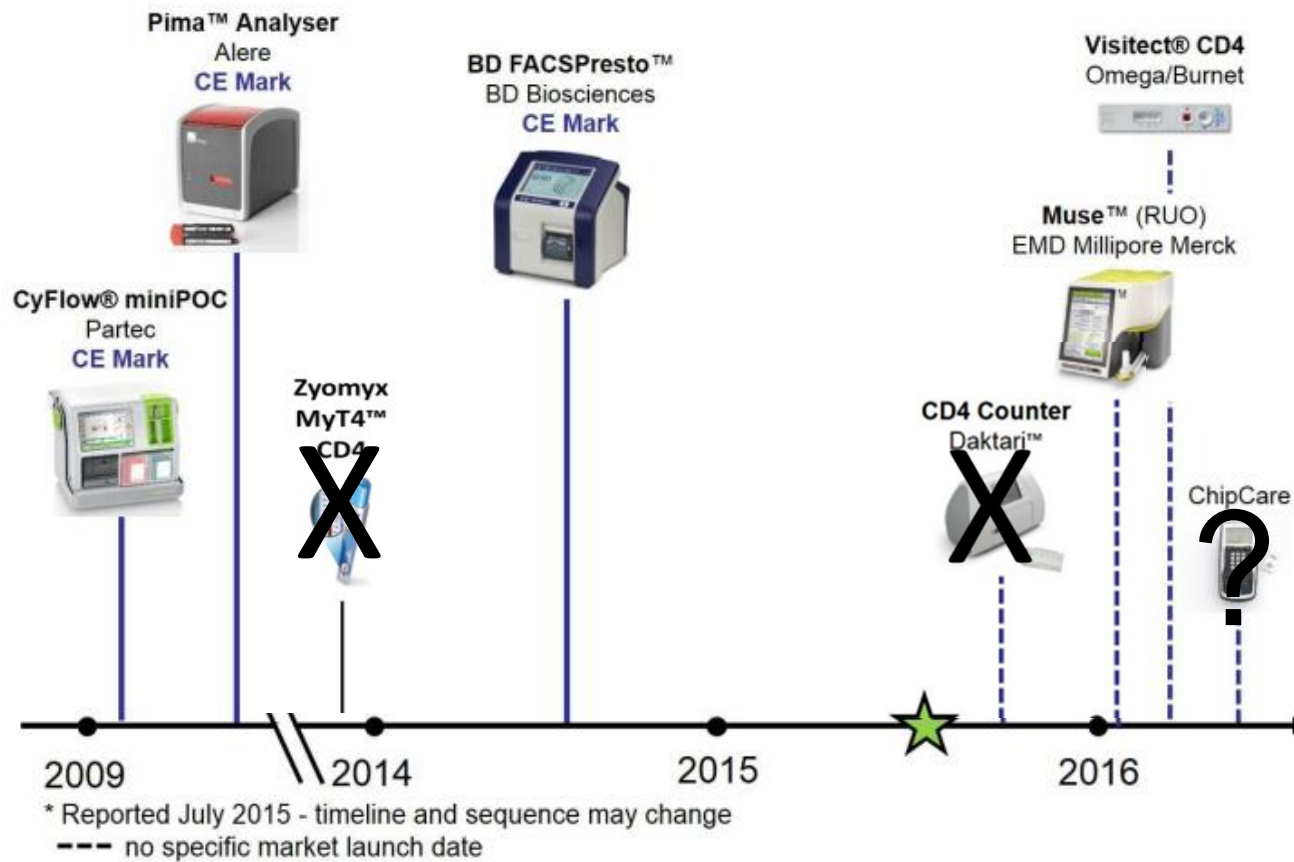
CD4 testing volumes are expected to remain roughly flat as countries increase patient initiation targets and scale up viral load monitoring



*Note: Forecast based on scale-up in 21 high-ART patient burden countries and estimates for remaining low and middle-income countries. Need is estimated using projected ART patient numbers and testing guidelines, which incorporate implementation of test and treat in select countries.*

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# Competitor Landscape



## Rapid Test Manufacturing – Pune, India



- “ Opening ceremony Oct 2015
- “ Early performance data for malaria RDTs promising
- “ Manufacturing capacity for menu extension in Global Health:
  - “ Syphilis
  - “ Dengue
  - “ Chikungunya
  - “ Brucella
  - “ Leptospira
  - “ *S. typhi*





# Growth opportunities

Leveraging  
core business

Aligned  
employees  
committed to  
continuous  
improvement

Efficient,  
effective &  
compliant  
processes

Framework  
where ALL  
employees  
can contribute

Maintaining  
customers at  
the heart of  
our  
organisation

Accelerated  
Growth

One  
Company

Execute &  
Deliver

Employees

Customer  
Focus

## Strategic Goals

## Growth opportunities – Low Risk Development



### Food Intolerance / Sensitivity

- Product improvements – Software & Automation
- Panel Extension – Regional Variants



### Allergy

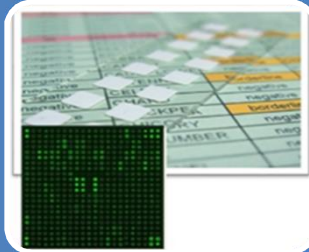
- Allersys® – Product expansion 40 to 120
- Allergodip® & App – Quantifying dipstick
- Panel Extension – Regional Variants



### Global Health

- Pune Facility – Malaria, Dengue, Syphilis

## Growth opportunities – Market Driven



### Food Intolerance / Sensitivity

- CNS Market Expansion (USA ) – Clinical Labs
- China via mid tier lab segment and consumer POC testing
- Grow existing markets



### Allergy

- Mid Tier Lab segment via Allersys®
- Emerging markets via Allergodip® & App



### Global Health

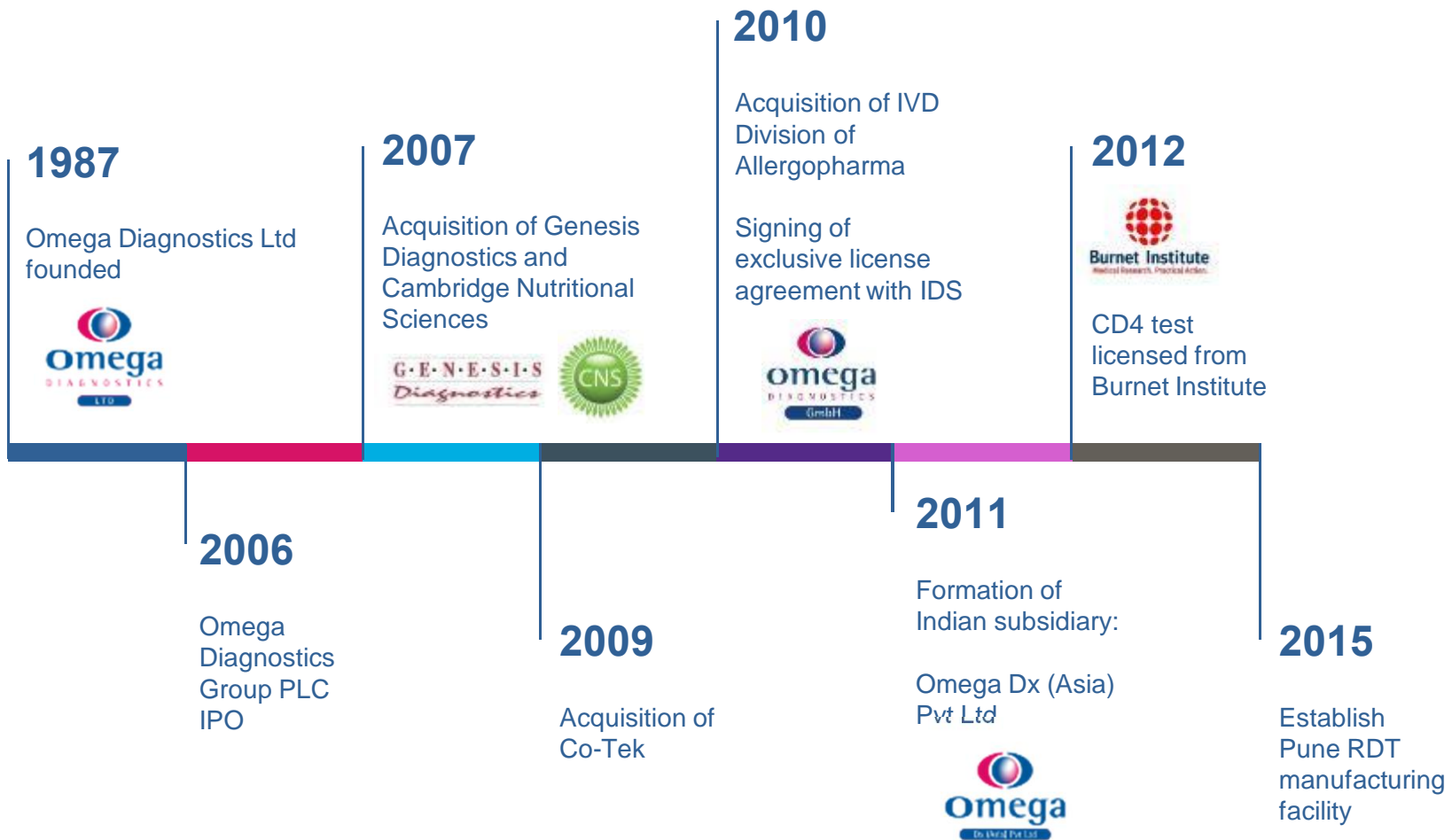
- NGO Network
- Leverage existing distributor base in resource poor countries

# Summary

- “ Core business continues to perform well with significant growth opportunities in Food Intolerance
- “ 41 Allergen launch panel ready for commercialisation
- “ Visitect® CD4 . significant progress and remain confident of commercialisation of the test
- “ First product entering validation phase in our Pune manufacturing site
- “ A three year plan to maximise growth built on core business

# APPENDICES

# A Brief History



# Omega Senior Management Team

