



Interim Results

Six months ended 30 September 2015



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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

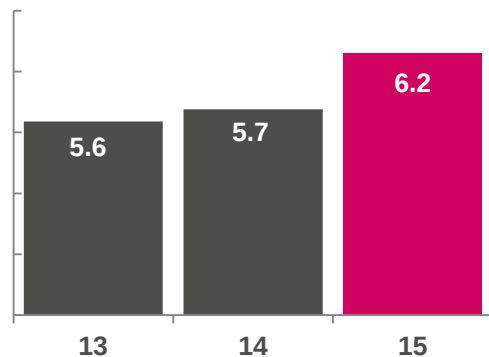
- Financials
- Core business update
- Allergy update
- Visitect CD4 update
- Pune update/Global Health
- COO insight
- Summary

Financial KPIs

Six months ended 30 September

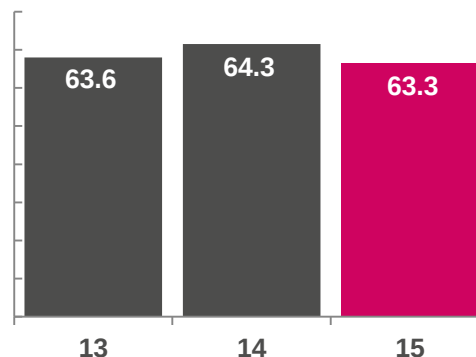
Sales (£m)

£6.2m ▲ 8%



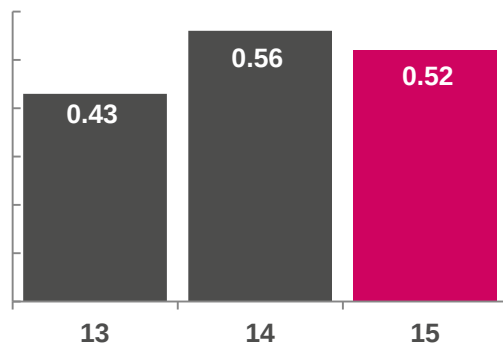
Gross profit (%)

63.3% ▼ 100 bps



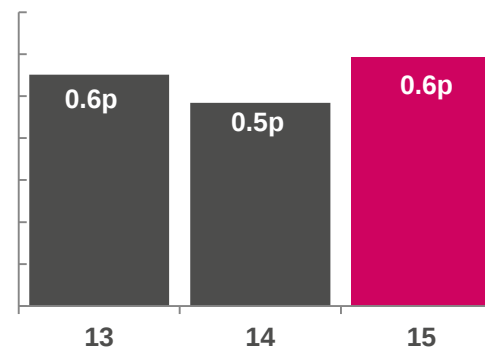
Adjusted PBT (£m)

£0.52m ▼ 8%



Adjusted EPS

0.6p ▲ 23%



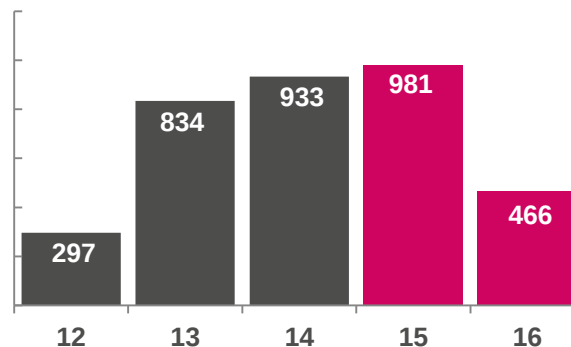
Adjusted PBT stated before share-based payments,
IFRS-related discount unwinds and amortisation of intangible assets

Capitalised development – IAS38

Six months ended 30 September 2015

Allersys® expenditure

Cumulative spend to date of £3.5m

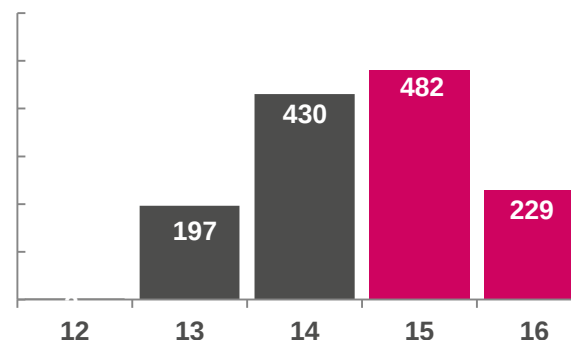


£466k

48% of FY15
run rate

Visitect® CD4 expenditure

Cumulative spend to date of £1.3m



£229k

48% of FY15
run rate

Group cash flow

Six months ended 30 September 2015

	2015	2014
EBITDA	£0.7m	£0.7m
Working capital/other movements	(£0.1m)	(£0.4m)
Investing activity	(£1.0m)	(£1.1m)
Financing/Equity fundraise	-	(£0.1m)
(Decrease)/increase in cash	(£0.4m)	(£0.9m)
Opening cash	£2.0m	£3.1m
Closing cash	£1.6m	£2.2m

Core Business

Allergy and Autoimmune

Main products:

- Allergozyme
- Allergodip
- Genesis Elisa

£1.59m (↓13%)

Food Intolerance

Main products:

- Genarrayt®/Foodprint® Microarray
- Food Detective®
- CNS laboratory service

£3.34m (↑20%)

Infectious Diseases

Main products:

- Immutrep Syphilis
- Micropath Bacterial tests
- Dengue Elisa

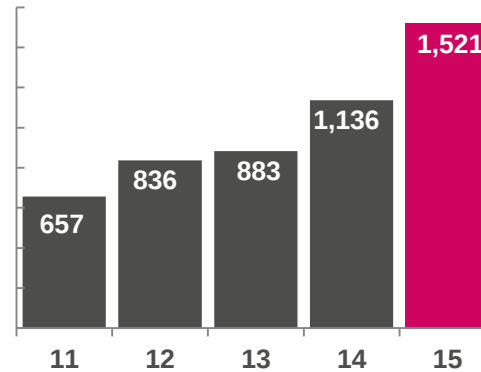
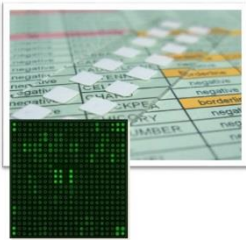
£1.22m (↑13%)

Flagship Product Sales

Six months ended 30 September 2015

Genarrayt Reagent Sales

Top five markets = 66% of sales

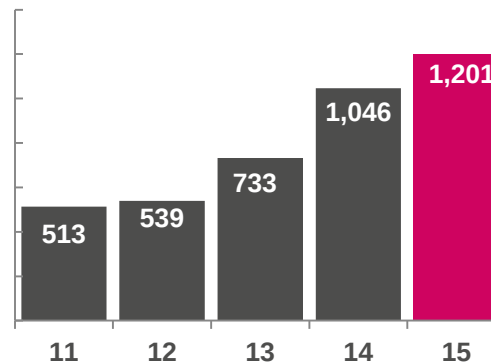


£1,521k

▲ 34%

Food Detective Sales

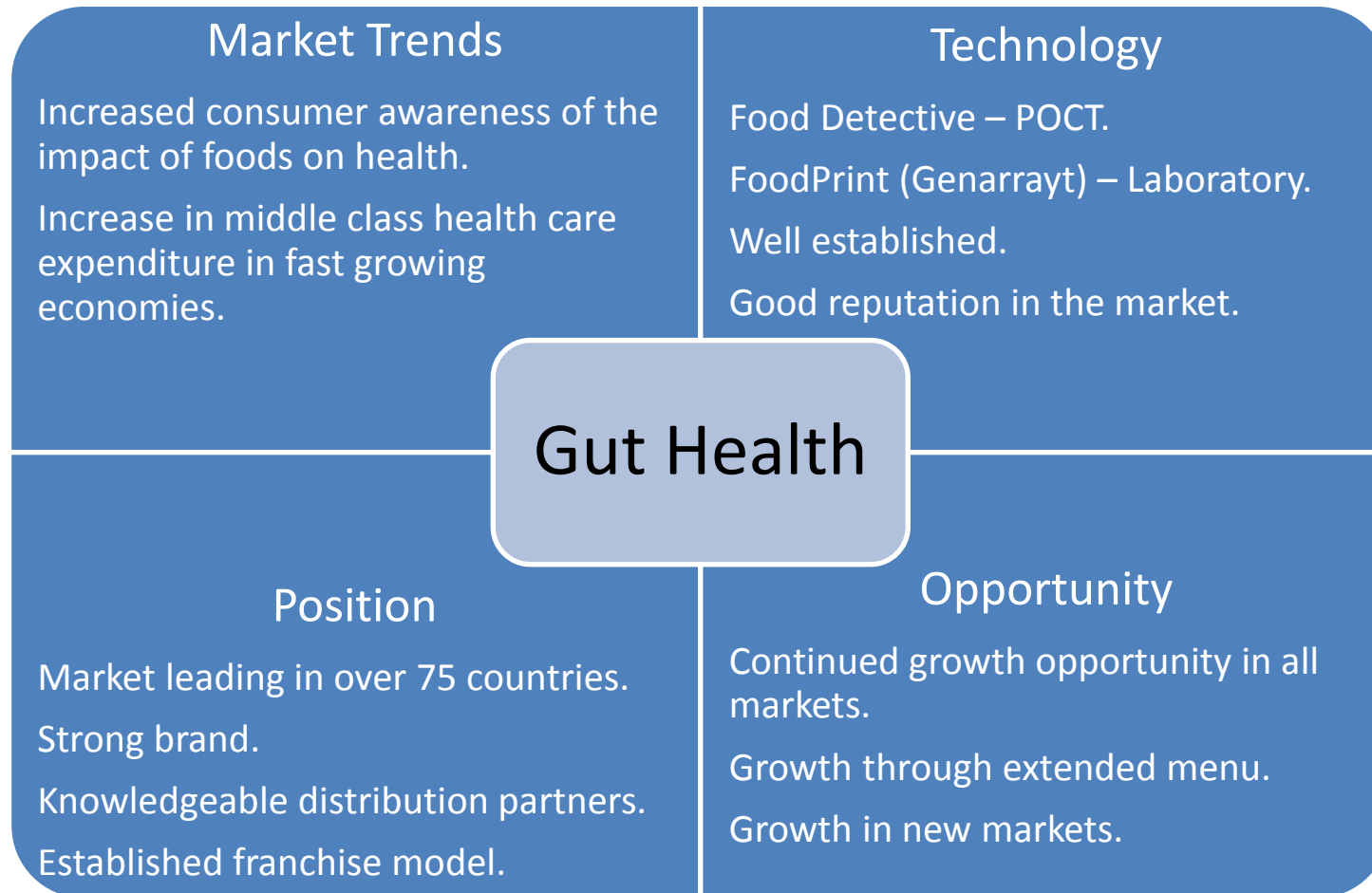
Top five markets = 68% of sales



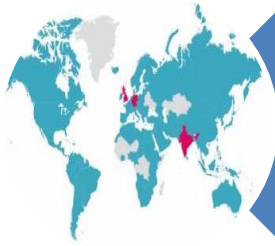
£1,201k

▲ 15%

Food Intolerance Segment

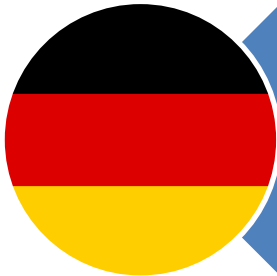


Core Business – Regional Highlights



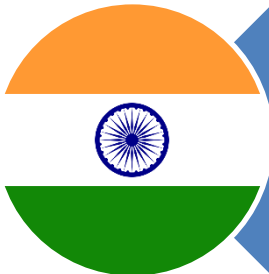
Infectious disease performed well in Africa, Middle East and UK.

Food Intolerance continues to grow existing 'mature' EU markets as well as China, Latin America and Middle East.



Continuing slow decline in domestic business.
Additional Euro headwinds.

Low rates of reimbursement making testing unattractive in smaller doctor practices.



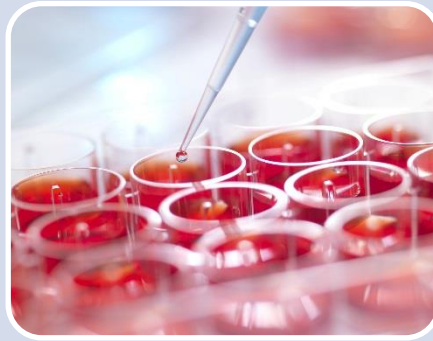
Continued growth across all segments.
Increased focus on Food Intolerance products.
Growth in allergy with Allergodip product line.

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



8 allergens
under active
development



37 allergens
currently
optimised



26 allergens
completed
claim support



CE mark of
launch panel
early FY17

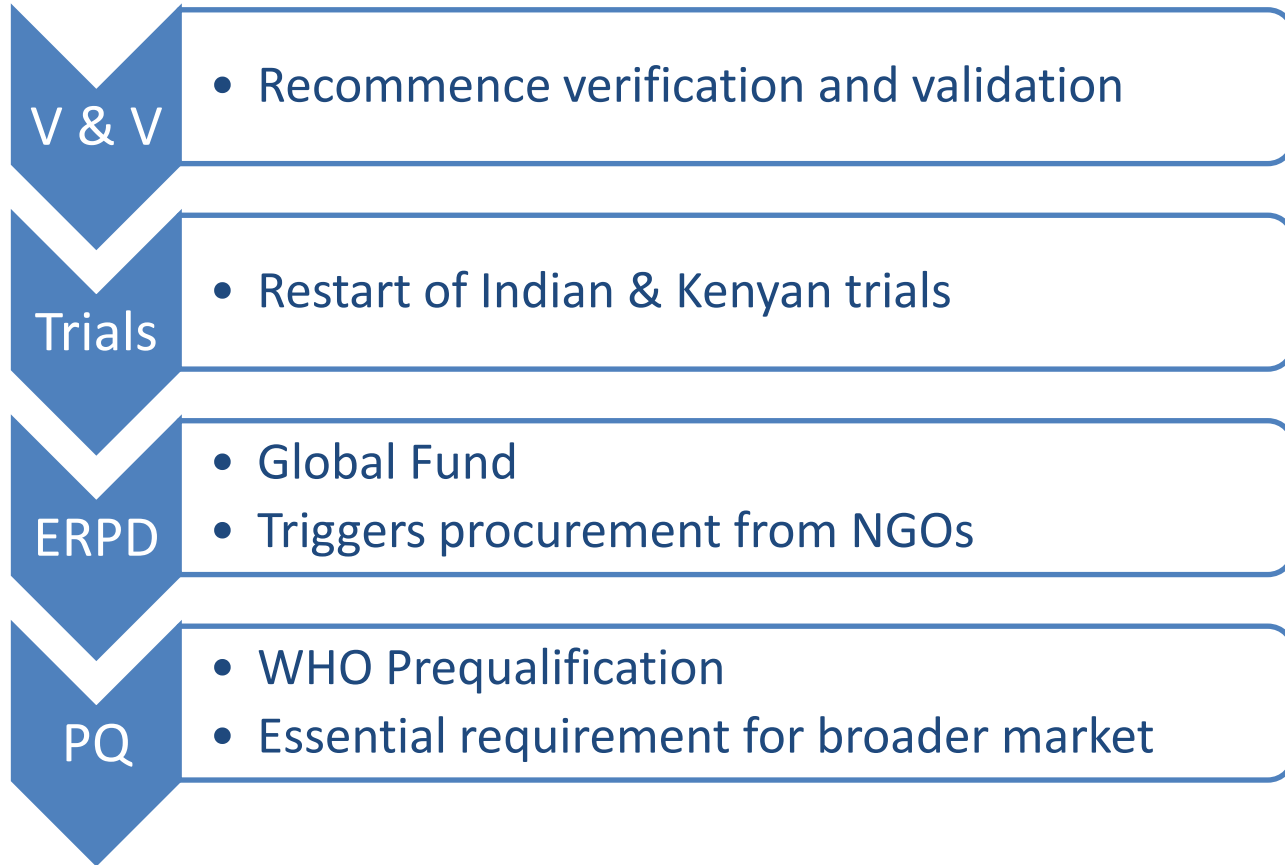
Field evaluations - Spain, Italy, Germany, France

- On 7 July 2015, 3 pilot batches showed deterioration in performance after 5 weeks' storage
- Root cause analysis revealed a raw material issue
- All subsequent batches set up on stability and stored at room temperature since 7 July 2015 have exhibited no deterioration
- We now have 6 months stability at room temperature and continue to monitor long term stability
- **We believe that we do not have a systemic stability issue**

- The test line response varies with a change in running temperature
- The cause has been identified
- A potential solution has been identified, we are working on ways of incorporating that solution into the device and still meet the conditions for intended use (resource poor settings)

Visitect® CD4

Commercialisation



Rapid Test Manufacturing

Pune, India



- Transfer of manufacturing of existing range of RDTs including Visitect Malaria
- Benefits include:
 - Lower manufacturing cost
 - Avoidance of import duties
 - Access to high volume tenders
- Manufacturing capacity for menu extension in Global Health



Global Health Opportunities



Top four products identified for development

- Neonatal Syphilis
- High sensitivity Malaria
- HIV/Viral Load
- TB

Second tier product targets:

- Dengue
- Schistosomiasis
- Trypanosomiasis

Making a Step Change

3 to 5 year vision

- Core Business – Accelerated Growth
 - Gut Health
 - New market opportunities
 - Product extensions
 - Allergy
 - Allersys
 - Allergy dipstick test (Allergodip)
 - Global Health
 - Pune Facility
- Process Improvements
 - E.g. Research and pre design control phases
- Accountability

Summary

- Core business continues to perform well with significant growth opportunities
- Allersys approaching commercialisation
- Visitect CD4 – significant progress but still challenges to overcome
- Pune manufacturing capability providing foundation for future growth
- Developing a 3-5 year plan to accelerate growth

APPENDICES

A Brief History

1987

Omega Diagnostics Ltd founded



2007

Acquisition of Genesis Diagnostics and Cambridge Nutritional Sciences

G·E·N·E·S·I·S
Diagnostics



2010

Acquisition of IVD Division of Allergopharma

Signing of exclusive license agreement with IDS



2012



CD4 test licensed from Burnet Institute

2006

Omega Diagnostics Group PLC IPO

2009

Acquisition of Co-Tek

2011

Formation of Indian subsidiary:

Omega Dx (Asia) Pvt Ltd



2015

Establish Pune RDT manufacturing facility

Omega Senior Management Team

Bill Rhodes
NED

David Evans
Chairman

Andrew Shepherd
CEO

Colin King
COO

Kieron Harbinson
CFO

Jag Grewal
S&M Director

Mike Gordon
Operations
Director

Iain Logan
Group FC

**Dr Edward
Valente**
R&D Director

**Karsten
Brenzke**
Omega GmbH

Jamie Yexley
Genesis/CNS

Prashant Maniar
Omega Dx (Asia)