

ABINGDON
HEALTH

Preliminary results for the Year ended 30 June 2024

Chris Yates - CEO
Chris Hand - Chairman

October 2024



Expertise in Lateral Flow



Dr Chris Hand
Chairman,
Board Member



Chris Yates
Chief Executive Officer
Board Member



Mary Tavener
Director, Board Member



Max Duckworth
Board Observer

- Co-founder of Abingdon Health
- 30+ years' experience in the medical diagnostics industry
- Co-founded Cozart plc, sold to Concateno plc in 2007 (now part of Abbott)
- BSc in Applied Biochemistry from Brunel University and a DPhil from the Faculty of Medicine, University of Oxford

- Co-founder of Abingdon Health
- Appointed CEO in July 2015
- Previously held CFO positions in two medical diagnostic groups, both AIM-listed (Immunodiagnostic Systems Holdings PLC and Cozart plc)
- MA Economics from University of Cambridge.
- Fellow of Institute of Chartered Accountants of England and Wales.

- Senior Independent NED of Abingdon Health and Chair of the Audit Committee
- Former CFO and Board member of AIM-listed Advanced Medical Solutions plc
- Member of the Chartered Institute of Management Accountants and a Fellow of the Association of Corporate Treasurers

- Early investor and board member (until IPO) in Abingdon Health
- Impact investor with significant experience in healthcare companies across diagnostics, devices, drugs and data
- Formerly a senior executive at a Fortune 500 energy company

To strengthen board further, recruitment of a CFO and an additional independent NED is underway

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Introduction

- **Dedicated lateral flow research, development & manufacturing (CRO & CDMO), offering a range of additional services to support a wide range of customers:**
 - Regulatory
 - Analytical laboratory service & clinical trial support
 - Packaging design & packaging service
 - Commercialisation
- **Acquired IVDeology in May 2024, for up to £0.7m, to enhance regulatory expertise**
- **Acquired CS (Life Sciences) Group, for up to £3.2m, in August 2024 following a successful placing for £5.6m (gross)**
 - CS Group specialises in meeting global regulatory requirements of its international client base in the IVD and medical device markets
- **Sufficiently funded to support next growth phase of the business**



Abingdon and its market

- Focused on the Lateral Flow market which is large and growing:
 - \$23bn market forecast (2027): product mix changing
 - COVID-19 widespread use of lateral flow has reduced barriers to adoption
 - Technology is simple, cost-effective, easy-to-use
 - Supports decentralisation of testing
- Technology used across a range of sectors: clinical (point-of-care, self-test), animal health, plant pathogen, food testing, environmental testing
- Abingdon is a recognised knowledge leader in lateral flow technology
- Focused on CRO & CDMO “fee for service” business model
- Expanding presence in largest medical diagnostics market with planned expansion into USA
- Broadening market reach into broader IVD and medical device market through recent acquisitions of IVDeology and Compliance Solutions group



“The rapid diagnostic market is forecast to be worth over \$280 billion by 2033 growing at a cumulative annual growth rate (CAGR) of 20.8% between 2023 and 2033. The lateral flow segment is estimated to be the largest segment of the rapid testing market...”

Source: Abingdon Health 2024 Annual Report

Focused Strategy

Lateral Flow CRO & CDMO



- Lateral flow experts
- CRO & CDMO service
- Additional services:
 - Regulatory, clinical trial & analytical expertise
 - Packaging design and service
- Commercialisation service

Broaden and deepen service offering



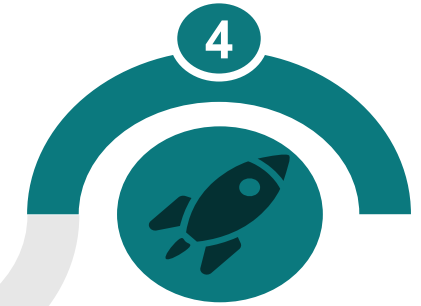
- Grow customer base
- Support customers in transiting products through to manufacture: annuity income
- Expand service proposition: analytical services
- Expand international reach: Establish presence in USA
- Organic growth or by acquisition

Self-testing lateral flow sales & distribution



- Range of 15 self-tests under the Abingdon Simply Test® brand
- Range of other innovative CDMO self-tests (Salistick) & branded self-tests (CYD)
- Distribution online, through Amazon & into major retailers & across Europe through distribution
- OEM service solution for major retailers eg Boots

Expand range and reach



- Abingdon Simply Test® will be the trusted brand for consumers, retailers and distributors
- Comprehensive range of self-tests; mix of generic and proprietary
- Distribution to cover all major European territories
- Expand OEM customer base

Financial Highlights

- **Strong commercial progress across the Group**
 - **FY 2024 revenue of £6.1m, 52% ahead of FY 2023 (49% excluding acquisition)**
 - **H2 2024 showed revenue growth of 55% compared to H1 2024**
 - **Gross margin of 60% (2023:51%)**
 - **Q4 2024 was cashflow positive**
- **Strong revenue growth from a diverse range of CDMO customers across integrated service offering, including:**
 - **contract development, technical transfer, manufacturing; and**
 - **regulatory, quality assurance and commercial support**
- **Cash balance of £1.4m (31 Dec 2023: £2.0m) – Additional proceeds of net £5.1m raised post-year end**
- **Adjusted* EBITDA losses reduced significantly to £1.1 (2023: £2.9m loss)**
- **The Board anticipates solid revenue growth in FY 2025, with priority on moving the Group to a sustainably positive cashflow position**

**Earnings before interest, tax, depreciation, amortisation and one-off costs as outlined above, is a non-GAAP measure used by management and is not an IFRS disclosure.*

Operational Highlights

- 51% year-on-year growth in CRO/CDMO revenues business year-on-year
- Three customer products transitioned into manufacturing in FY24:
 - Salignostics (saliva pregnancy test)
 - LoopDX (sepsis)
 - Up Front Diagnostics (stroke)
- Good progress with Abingdon products in H2 2024 (revenues up 56% year-on-year), including launch of three Boots own-label branded products: Vitamin D, Iron (Ferritin) and Saliva Pregnancy
- Continued expansion of product range and sales and distribution platform expected in FY25 to generate further product sales growth
- New US commercial office and R&D laboratory targeted for Q4 of calendar year 2024
- Planned investment in product development, analytical lab service expansion



Recent Acquisitions

- **Acquisition of IVDeology in May 2024, a UK-based provider of regulatory services to the IVD market**
 - Strengthens Abingdon's existing regulatory service offering regulatory "fee for service" business model across UKCA, IVDR & Quality Management Systems
 - Significant recent and ongoing change within regulatory landscape offers further opportunities to grow customer base e.g. IVDR implementation, UKCA marking
- **Acquisition of Compliance Solutions (Life Sciences) in August 2024, a provider of regulatory services in international IVD and medical device markets**
 - Preparation of technical files for regulatory approvals, including preparing CE-mark, FDA and other regulatory submissions, clinical strategy advice and protocol design and regulatory inspection gap analysis;
 - Design, implementation and maintenance of quality management systems, (incl. GMP and FDA compliance and equipment validation);
 - Technical file and design file reviews, clinical evaluation reports and biological safety evaluations; and
 - Internal audit programmes; supplier audits, pre-audit preparations (e.g. FDA, MHRA, Notified Body, unannounced) and mock inspections.
- **Established IVDeology and CS (Life Sciences) customer bases allow cross-selling of Abingdon Health services (e.g. development, analytical laboratory services)**



Expansion into USA & Board/Exec changes

- Abingdon is planning to open a commercial office and R&D laboratory in the United States during Q4 of calendar year 2024
- USA has the largest diagnostics market globally, accounting for 39% of the global market (Source: Vision Research Reports)
- Chris Yates, CEO, will focus on global commercial growth, and management of US operations
- Chris Hand will be appointed Executive Chairman and will manage day to day R&D, operational and financial activities
- These changes will be effective from 15 October 2024
- Board being strengthened with recruitment of CFO and additional independent NED. Processes ongoing



Product development

- The recent placing provided funds which will be applied to product development – both to provide an enhanced offering to our CDMO customers and standalone products.
- Examples include:
 - Use of a lateral flow assay combined with molecular testing allows sensitive results to be generated quickly, with ease and away from the laboratory. Combination of the existing Abingdon PCRd product with isothermal amplification
 - Sustainable housings, including continuation of development of the Eco-flo system using non-plastic materials following evaluation of initial devices
 - Use of smartphone technology such as Abingdon’s patented AppDx®



Analytical Laboratory Expansion

The Group will invest up to £1.0m of the proceeds of the recent placing to strengthen its analytical laboratory service. Added synergies present via IVDeology and Compliance Solutions (Life Sciences)

The Group has been providing this service since 2023 as part of its strategy to offer a comprehensive contract development and manufacturing service and to support its customers in bringing products to market. The services of an analytical laboratory make a significant contribution to a product's technical file, including:

- Stability;
- Specificity;
- Detection limits;
- Interference; and
- Cross-reactivity.



The Group is expanding its in-house analytical laboratory services and will extend these capabilities to a range of other test formats, including PCR, LAMP, isothermal amplification assays, antigen and antibody detection immunoassays and other point-of-care assays, in addition to supporting basic research.

Summary & outlook

- **Solid commercial progress, with FY2024 revenues 52% ahead of FY2023**
- **Enhanced service offering with acquisitions of IVDeology and Compliance Solutions Life Sciences group**
- **Further service expansion through investment in analytical laboratory service**
- **Board anticipates continued solid revenue growth in FY2025**
- **Expansion into USA and announced management changes will support this growth plan**
- **Sufficiently funded to support the next phase of growth**