

# NOVACYT GROUP

## Investors Meeting

18 August 2021

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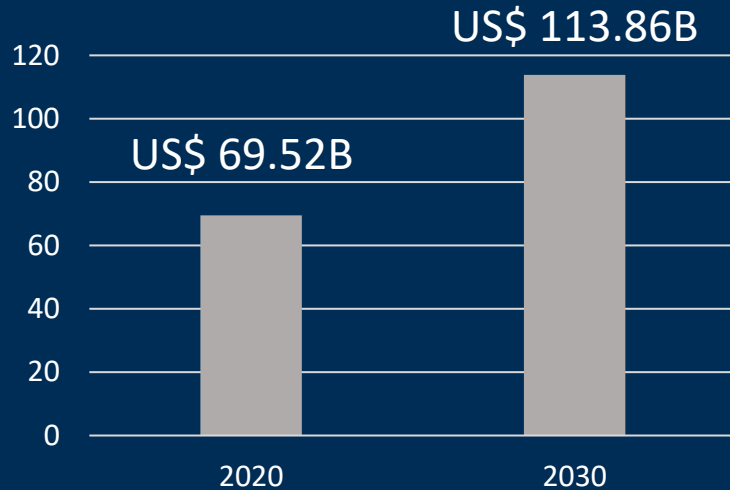
## Agenda

- Strategy Overview – Graham Mullis
- Test Menu Expansion – Trevor Reginald
- Instrument Expansion – Paul Eros
- Geographic Expansion – Guillermo Raimondo
- Investment Case – James McCarthy
- Summary & Wrap-up – Graham Mullis
- Q&A

# Large, Fast Growing Market

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## Global IVD Market



of which

## Molecular Diagnostics

2019

US\$8.3B

2030

US\$21.0B





# TO BE UPDATED – WHAT WE’VE ACHIEVED

Build on the success in COVID-19 testing to expand test menus in areas adjacent to COVID-19, and into additional prioritised market segments, delivery systems and geographies

Test Menu Expansion

Instrument Expansion

Geographic Expansion

## Underpinned by compelling IVD market dynamics

- Estimated global market size of US\$69.5 billion in 2020<sup>(1)</sup>
- Industry set to experience steady growth and continued consolidation
- Growing at a 5-year CAGR of 5%
- Analysts expect market to top US\$114 billion by 2030
- Ageing world population
- Increased technological innovation
- Rising living standards in developing countries
- Industry consolidation
- Increase in incidence of chronic and infectious diseases

(1) BIS Research; Global In Vitro Diagnostic Market, July 2020

# Strategy Update

Build on the success in COVID-19 testing to expand test menus in areas adjacent to COVID-19, and into additional prioritised market segments, delivery systems and geographies

Test Menu Expansion

Instrument Expansion

Geographic Expansion

## Underpinned by compelling IVD market dynamics

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# Innovation Centric, Patient Focused



- Innovation at the centre of Novacyt's culture and operations
- Focus on developing novel diagnostics for high unmet medical needs
- Faster and more efficient diagnosis to create real patient benefit
- Expanding test menu: ~26 new tests by end 2022



## Best-in-Class Product Development



First CE-marked COVID-19 test in 2020



First to UK market with variant testing in February 2021



First to UK market with Delta / Indian variant test in April 2021



First to UK market with Escape variants test in June 2021



Best-in-class direct to PCR assay





# Best-in-Class Product Development

## Bioinformatics



## Clinical trials



## Regulatory and manufacturing scale-up



# Industry leading in-house Bioinformatics capabilities



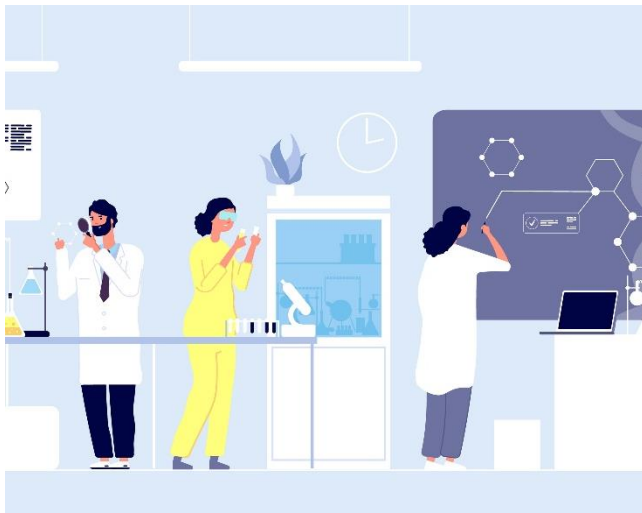
- Industry-leading Bio-informatics platform
- Applied to COVID, COVID-plus and post-COVID portfolio
- Automated platform analyzes >2m genetic sequences per week
- Machine learning approach identifies best diagnostic targets and best assay design
- Key competitive advantage vs. IVD peers
- Generates novel, innovative assays and underpins our broad patent portfolio

# Industry-leading in-house clinical trial capabilities



- Industry-leading in-house clinical trial capabilities
- Trials required to generate high quality patient data for regulatory filings and market access
- Since Q4 2020, 15 trials in >20 UK & International locations
- Showcases best-in-class clinical performance
- Key competitive advantage vs. our IVD peers

# Regulatory and Manufacturing Scale-up



- 16 new CE-IVD products registered since 2020
- 10 new products planned by end 2022
- In-house capability to file UK, EU, US, and international registrations
- Integrated regulatory + clinical trials capacity allows rapid market access
- Track record of scaling manufacturing
- Broad portfolio of >250 assays



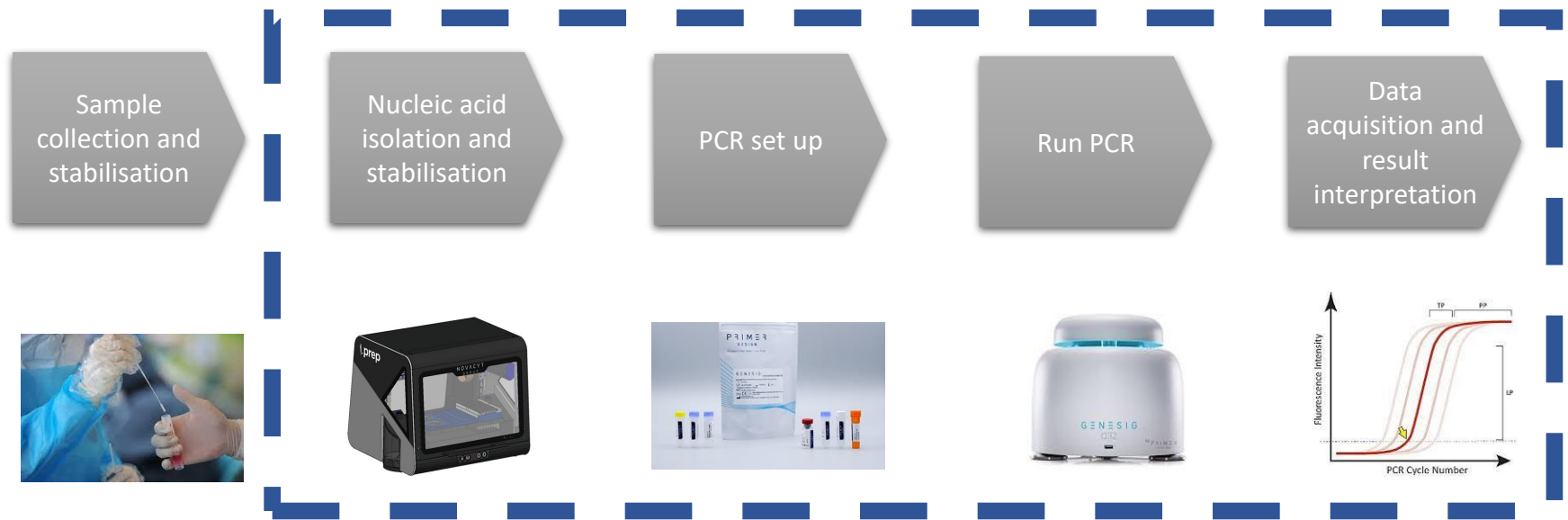
# Novacyt Focus



- Reagents
- Instruments
- Dedicated test kits

# Molecular Diagnostics

## Processing the sample



Novacyt Expertise and Focus in Molecular Diagnostics

PROmate®  
optimised  
workflow for  
genesig®  
q16 and q32



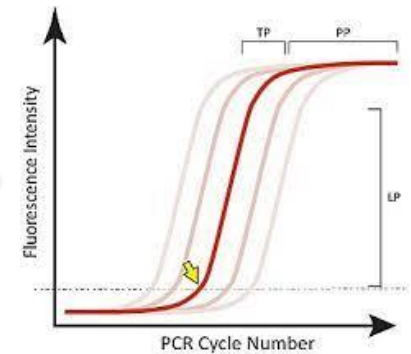
# Creating Optimised Workflow



Automated sample handling  
&  
PCR set up



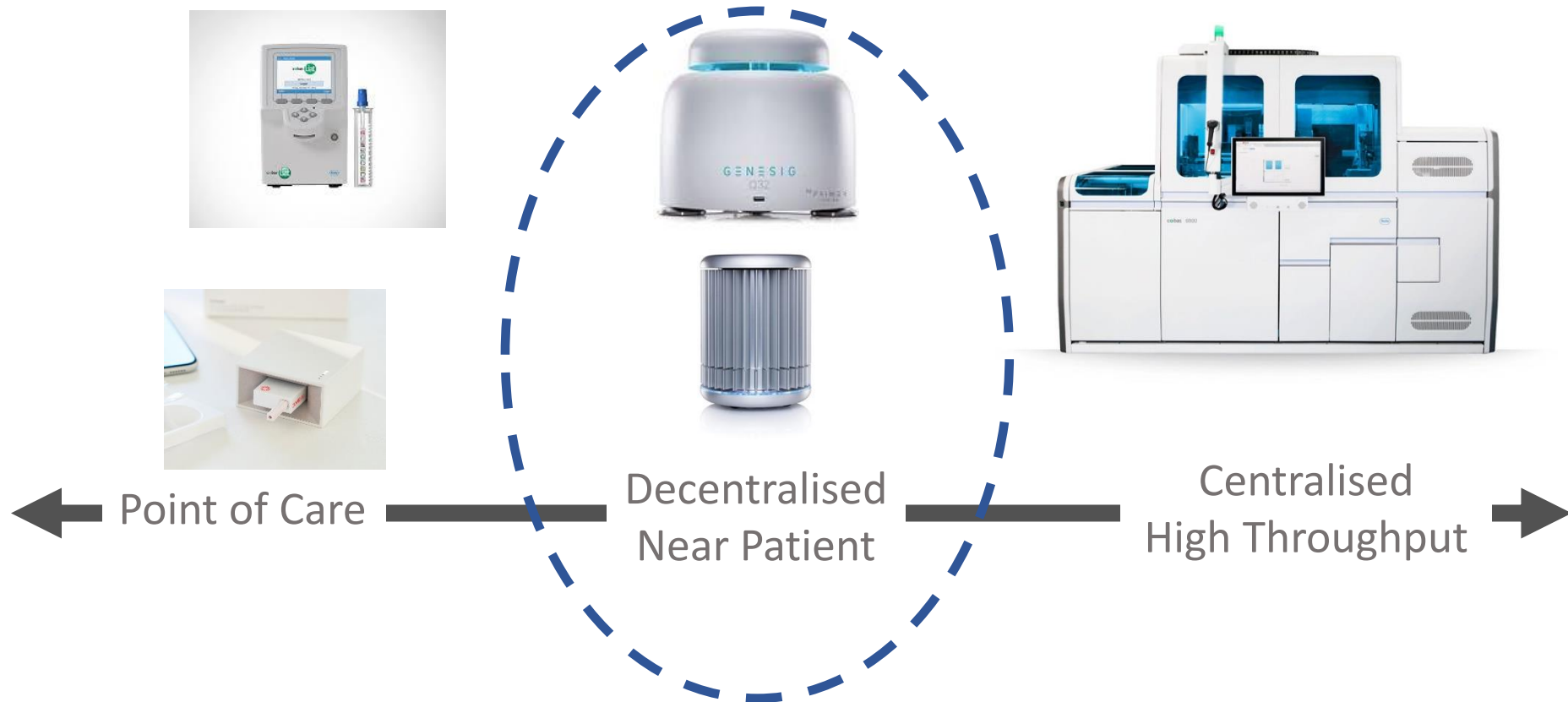
Best-in-Class PCR



Automated data acquisition  
&  
result reporting



# Decentralised – Near Patient Testing



# Decentralised “Point-of-Impact” Testing

## Q- Series Instrumentation

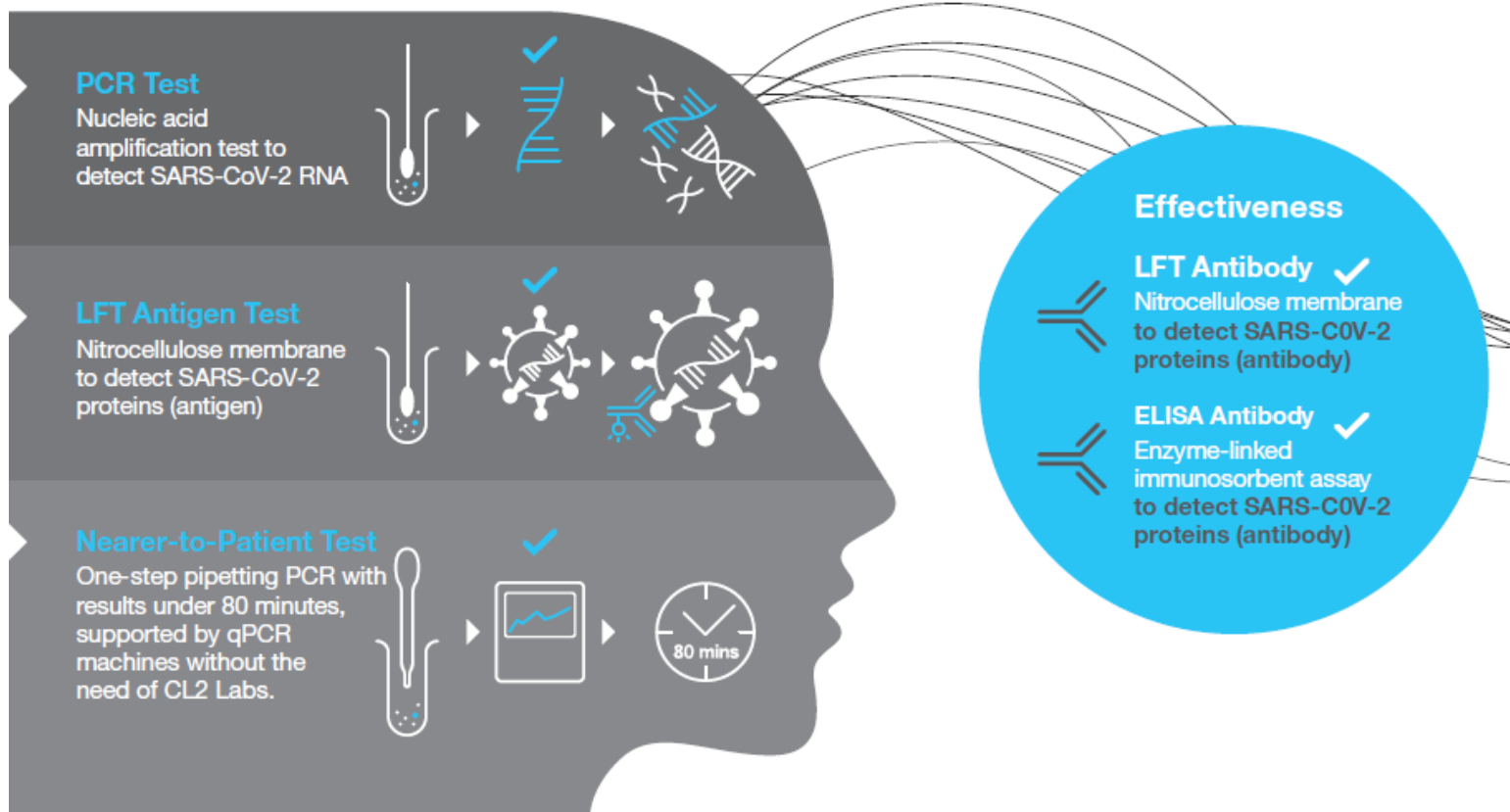


- Small footprint
- Optionality
- Low complexity yet powerful
- Small batches - improved throughput
- Modular
- Unique software
- Linking instruments
- Grow with workload

# COVID-19 Portfolio

## Diagnostics solutions beyond disease progression

Various diagnostics solutions that extend the life-cycle of revenue at different stage of disease progression









# Commercial footprint

## Maximising existing customer base and international presence

Revenue split by region <sup>1)</sup>



Customer base >5000 customers



Network >400 distributors



Own commercial structure, doubled in 18 months

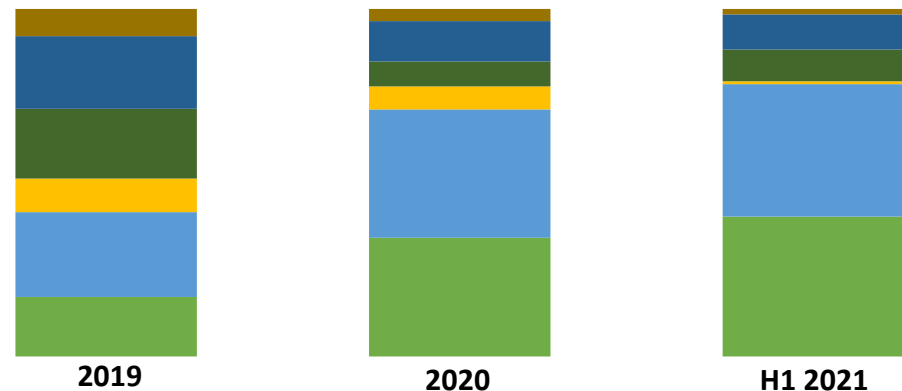


Global presence

Powered by Bing

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Strong brand



1) Revenue excludes sales to DHSC

■ UK & I ■ Europe ■ Middle East ■ Asia ■ Americas ■ Africa

# Top Line Growth

Main pillars to bring us to the next level

## Share of Wallet Expansion

### Maximising revenue streams of our existing customer base

- Leveraging menu expansion
- New instruments placements
- Cross-selling
- Consultative selling

## Market Share Gains

### Generating new revenue streams

- Direct investments in UK, US, +
- Leveraging our brand
- Leveraging innovation strength
- Expanding distributor network

**CRM to increase customer intimacy and relevance as a partner**

# Investment Case

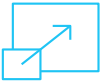
Novacyt is committed to pioneering the next generation of diagnostics to meet a new era of global healthcare challenges with best, first to market, IP protected tests, driven by patient and clinician needs



Rapidly growing, high margin market



Over 200 highly qualified experts with global reach (161 countries)



Scalable production capability / Low CAPEX / High cash conversion



Proven ability to rapidly develop and commercialise leading products



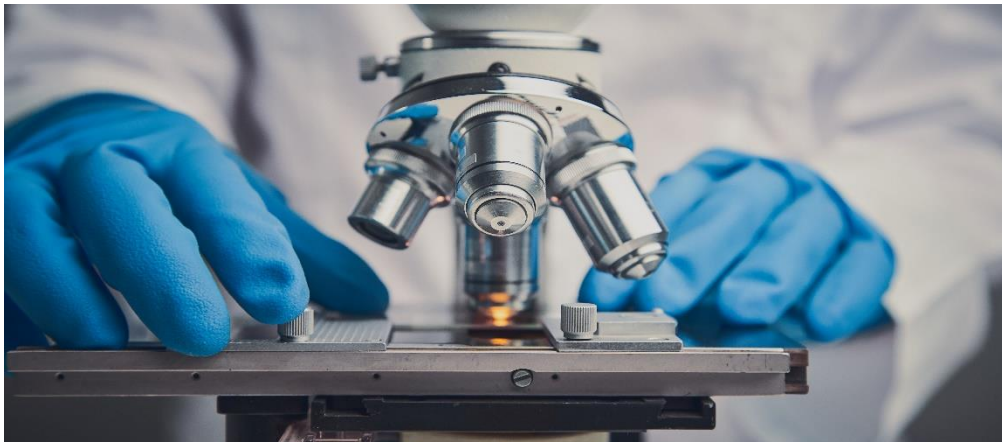
Balance sheet strength and management capabilities to acquire and integrate complementary acquisitions

# Summary – TO BE UPDATED

- Rapid development of an extensive and innovative PCR COVID-19 product portfolio to address customer needs
- Future of Novacyt secured
- Repaid all long-term debt
- Significantly strengthened the balance sheet
- Delivered on a number of strategic objectives, including acquisition of IT-IS International, establishment of UK commercial infrastructure and expansion of IP portfolio
- Continued strong demand for COVID-19 testing in 2021
- Updated strategy to deliver long-term growth through product, instrument, and geographic expansion in key areas, supplemented by M&A

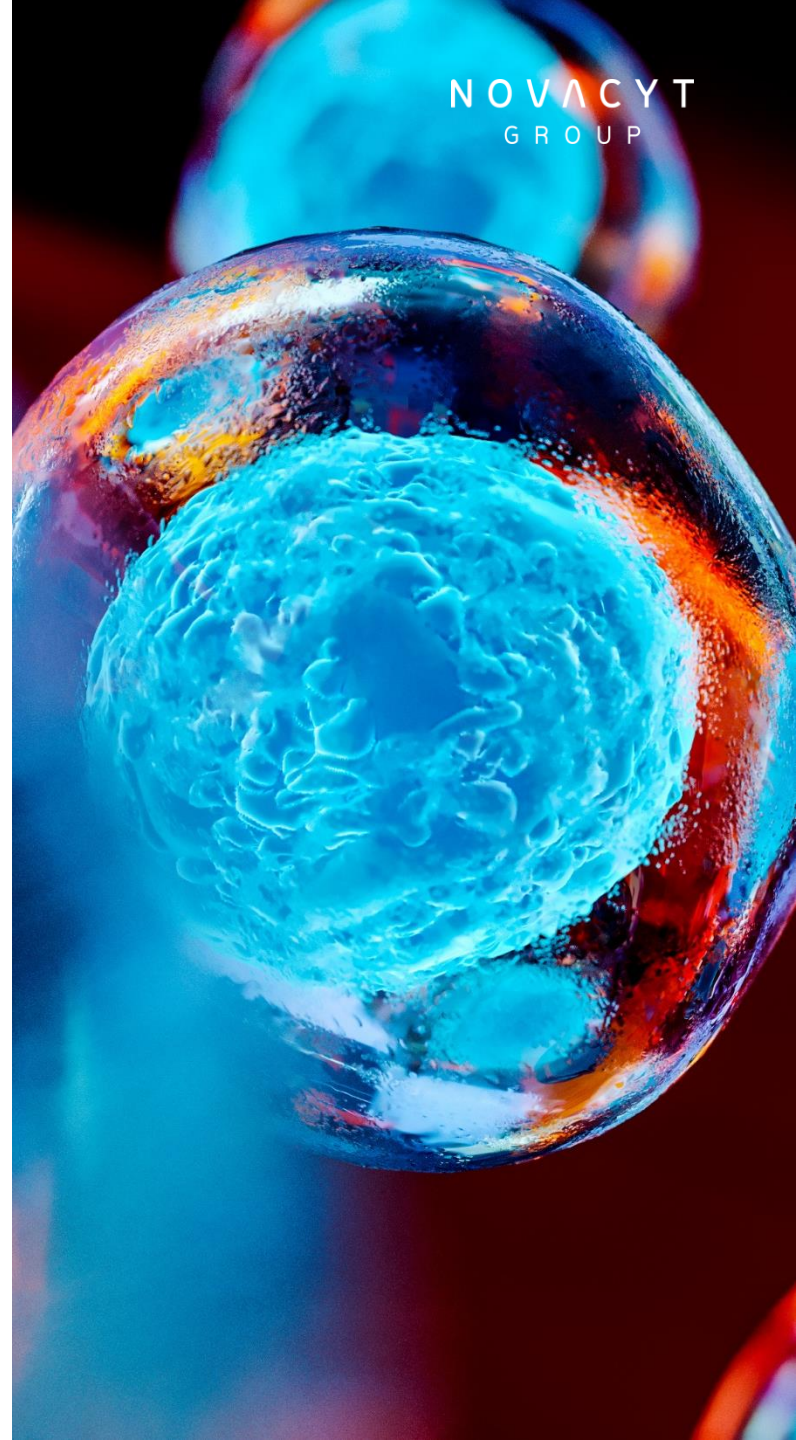


# Q&A



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# Thank you for joining us at the 2021 Investors Webcast

Thank you to all of our shareholders and employees for supporting the business through this transformative change

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