Enabling scientific advances to positively impact human health
Your genes. Your health.

Yourgene Health plc AGM 2019

17 September 2019 @ 4pm
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Overview of Yourgene Health plc
Yourgene Health

Key commentary

• **International molecular diagnostics group** which develops and commercialises genetic screening products and services in **over 60 territories**
  • First forays into US market via new Yourgene Health Inc entity

• **Proprietary DNA analysis technology** used to develop safer and improved non-invasive screening tests

• **Acquired Elucigene Diagnostics** in April 2019 for an enterprise value of £8.8m
  • Integration proceeding very well, strong cultural alignment and synergy savings >£0.5m

• **Group now has a suite of leading CE-IVD NGS & PCR products** focused on **reproductive health** including non-invasive prenatal screening (NIPT), Cystic Fibrosis and invasive prenatal aneuploidy screening

• Technology agreements with **Thermo Fisher** and **Illumina**, market leaders in NGS and PCR instrumentation

• **Pipeline of new innovative diagnostic solutions** in development for reproductive health and **oncology** clinical segments
  • DPYD, the Group’s first oncology product, launched to better screen patients for chemotoxicity
Yourgene Health

By numbers

A leading NIPT test over 99% accurate\(^{(1)}\)

67% volume growth year on year

£8.9 million for year ending 2018/19 revenue (45% growth)

£12.5 million pro-forma revenue\(^{(2)}\)

Sales in over 60 countries

Global partners

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\(^{(1)}\) Relating to Down’s syndrome, Edwards syndrome and Patau's syndrome
\(^{(2)}\) Pro-forma revenue calculated as £8.9m revenue calculated for 12 months to 31 March 2019 for Yourgene Health and £3.6m to 31 December 2018 for Elucigene Diagnostics
Key investment highlights

1. A leading next generation portfolio of NIPT and PCR solutions in large, fast growing markets with quantitative benefits versus standard of care

2. Blue-chip industry partnerships including leading NGS players, Thermo Fisher and Illumina

3. Real commercial momentum, with clean balance sheet

4. In-house development expertise with pipeline of additional complementary products

5. Elucigene is Yourgene’s latest acquisition in a fragmented market that presents opportunity for further consolidation

6. Experienced management team with combined c.20% shareholding and track-record of executing a commercialisation strategy
### Transformational 24 months

**Foundation for future growth**

_Elucigene Diagnostics acquisition offers an opportunity to accelerate Yourgene’s future growth strategy_

#### 2017

<table>
<thead>
<tr>
<th>Building a Global Platform</th>
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<tbody>
<tr>
<td>✓ Completion of Yourgene Biosciences acquisition</td>
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<tr>
<td>✓ Increased access to Asia, the world’s fastest growing NIPT market</td>
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<tr>
<td>✓ IONA® test validated for Thermo Fisher’s Ion S5 instrument range</td>
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<td>✓ New laboratory partnerships established in Europe, Middle East and Asia</td>
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<tr>
<td>✓ 24,000 NIPT tests completed in the year ended 31 March 2017</td>
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#### 2018

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<th>Positioning for Accelerated Growth</th>
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<td>✓ NGS collaborations agreed with Abnova and Coastal Genomics</td>
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<td>✓ Lyn Rees appointed CEO</td>
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<td>✓ Final litigation settlement with Illumina ended three and a half year IP dispute</td>
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<td>✓ Entered into licence and supply partnership agreement with Illumina</td>
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<tr>
<td>✓ 50,000 NIPT tests completed in the year ended 31 March 2018</td>
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<td>✓ Changed name to Yourgene Health</td>
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#### 2019+

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<th>Accelerating Ahead</th>
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<tr>
<td>✓ Major capital and commercial agreement with Thermo Fisher, writing off £12.7m of loans for 9% shareholding in Company</td>
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<td>✓ High throughput product launched (Sage 32 plex)</td>
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<tr>
<td>✓ 82,000 NIPT tests completed in year ended 31 March 2019</td>
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<td>✓ Transformational acquisition</td>
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<td>✓ Product line expansion with DPYD launch</td>
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<td>✓ Deliver US market entry</td>
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<tr>
<td>• Regulatory submission for NIPT on Illumina platform</td>
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Current and potential future products

Current Product Portfolio

1. **Pre-birth**
   - Male Factor Infertility

2. **1st Trimester**
   - QST*R Pregnancy Loss Genetic Thrombosis Risk Test

3. **2nd Trimester**
   - Invasive Rapid Aneuploidy (QST*R)

4. **3rd Trimester**
   - Cystic Fibrosis

5. **Post-birth**
   - Miscarriage

New Product Roadmap

- Apply successful existing model to additional tests
- Partnering across the value chain
- Diversify into gene analysis
- Inorganic product acquisition

Potential Future Products

- DPYD 5FU chemotoxicity
- CF US version
- PCR development capability
- NGS variants of Elucigene products

Solutions across the Reproductive Health pathway

Launch 18 Sept 2019
Business update
Integration highlights

• Integrated marketing and range-selling now effective
• Global sales team conference held in July
• £0.5m annualized integration cost synergies identified and implementation underway
• Head office UK property consolidation well advanced
• Registered office changed to Citylabs 1.0
• All departments combined into single management structure
• Process, systems and regulatory harmonization plan developed for implementation by mid 2020
• First IVD product launched post acquisition
• Integrated manufacturing operations
• Strong cultural alignment
DPD Deficiency can cause severe and sometimes lethal side effects in patients receiving 5-Fluorouracil (5-FU) chemotherapy used to treat a range of cancers:
- Colorectal, Gastric, Head and Neck, Breast

Estimated that 2 million people are treated with 5-FU every year.
- 10-20% of these patients will be hospitalised because of DPD deficiency (200,000 - 400,000).
- 0.1-1% of these patients will die as a result of DPD deficiency (2,000 – 20,000).

DPYD genotyping can identify these patients with DPD deficiency allowing an alternative treatment to be offered. Recommended by The Clinical Pharmacogenetics Consortium (CPIC) guidelines

Elucigene® DPYD assay can prevent 5-FU associated toxicity:
- Prevents unnecessary deaths.
- Reduces the incidence of hospital admissions.

Launching tomorrow at the Bionow Precision Medicine conference in Manchester
Territory Expansion

- United States remains the largest market for medical devices, at more than USD $150 billion
- Yourgene Health Inc established
- First US commercial member of staff employed to drive business development and progress commercial opportunities in the US
- In August we secured our first customer revenues from the US
- Progress being made on strategy for market entry into China and Japan
Transformational Areas of Focus

• NIPT land grab
• Full integration of Elucigene
• US, Japan, China market entry strategy
• Value model → high margin
• Leverage Thermo Fisher and Illumina relationships
• Expand product portfolio – reproductive health, oncology and direct to consumer segments
• Scalable business processes and systems
• Careful selection of other M&A targets
## Strategic priorities for growth

### Organic

**Product penetration**
- *Sell More in Existing Channels*
  Drive worldwide sales of NIPT, Cystic Fibrosis and other Reproductive Health products and services by targeting further expansion through direct and key distribution channels

**Geographic expansion**
- *Sell into New Territories*
  Expand directly and through distributors into new geographies, including those opened up by Illumina licence agreement

**Product expansion**
- *New Product Lines and Content*
  Leverage our technical and regulatory expertise and partnerships to extend our genetic testing offering

### Inorganic

**M&A**
- *Consolidator in the Market*
  Delivering integration benefits of the Elucigene acquisition, creating a strong platform for future M&A activity

  Considering additional selective synergistic M&A opportunities

  Fragmented market with minimal medium-sized entities, presents opportunity for consolidation
Investor Communications Update

- **Walbrook PR** appointed 1 August 2019 to handle all Media Relations & Investor Relations
  - *Proactive team specialising in growing AIM companies & Lifesciences focused*
  - Register for YGEN investor updates on news, media / analyst commentary, investor access events, webcasts, video content and a regularly updated 2-page company summary
  - Regular investor-access events planned to allow direct access to management
  - Email yourgene@walbrookpr.com
  - Increased Media engagement

- **We understand the desire for news-flow however:**
  - Highly competitive landscape
  - We have a broader product portfolio and customer base
  - But we are not in a position to announce every new customer win
  - Focus on strategic customer collaborations and new markets
www.yourgene-health.com

Yourgene Health plc
Citylabs 1.0
Nelson Street
Manchester
M13 9NQ
United Kingdom

Telephone: +44 (0)161 667 6865
Email: info@yourgene-health.com

Lyn Rees – CEO
Email: lyn.rees@yourgene-health.com
Tel: +44 (0)161 667 1054

Barry Hextall – CFO
Email: barry.hextall@yourgene-health.com
Tel: +44 (0)161 667 6866