Results for the year ended 31 March 2020

28 July 2020
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Presenting Team

Lyn Rees
Chief Executive Officer

- Joined July 2018
- 18 years with BBI Group, most recently as CEO for nine years
- Expertise in executing organic and acquisitive growth initiatives including product diversification and commercial globalization
- Completed and integrated seven acquisitions during his tenure at BBI Group

Barry Hextall
Chief Financial Officer

- Joined June 2015
- Significant experience in medical device, instrumentation and diagnostic sectors including with Immunodiagnostic Systems plc, JRI Orthopaedics and Zeneca (formerly ICI)
- Chartered Management Accountant
Table of Contents

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• Financial Information
• Business Update

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About Yourgene Health PLC
Yourgene Health
Company Overview

• International molecular diagnostics group developing and commercialising genetic screening products and services

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

• Successfully acquired Yourgene Bioscience in March 2017, Elucigene Diagnostics in April 2019 and AGX-DPNI in March 2020

• Group has a suite of leading CE-IVD NGS & PCR products focused on reproductive health and precision medicine

• AIM listed (YGEN) on London Stock Exchange. Headquarters in Manchester, UK with facilities in Singapore, US and Taiwan

A leading NIPT test over 99% accurate\(^{(1)}\). A comprehensive menu in Reproductive Health and Molecular Genetics. Growing Oncology and Infectious Disease offering.

87% revenue growth year on year to £16.6m (2019: £8.9m)

First adjusted EBITDA of £1.3m, +£4.7m improvement from 2019

Sales in over 60 countries, now including US

Blue chip global partnerships
## Strategic priorities for growth

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<tr>
<th>Organic</th>
<th>Inorganic</th>
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<tr>
<td><strong>Product penetration</strong></td>
<td><strong>M&amp;A</strong></td>
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<tr>
<td><em>Sell More in Existing Channels</em></td>
<td><em>Consolidator in the Market</em></td>
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<td>Drive worldwide sales of NIPT, Reproductive Health &amp; molecular genetics products and services by targeting further expansion through direct and key distribution channels</td>
<td>Delivering integration benefits of the Elucigene acquisition, creating a strong platform for future M&amp;A activity</td>
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<td><strong>Geographic expansion</strong></td>
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<td><em>Sell into New Territories</em></td>
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<td>Expand directly and through distributors into new geographies, including those opened up by Illumina licence agreement</td>
<td>Considering additional selective synergistic M&amp;A opportunities</td>
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<tr>
<td><strong>Product expansion</strong></td>
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<td><em>New Product Lines and Content</em></td>
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<td>Leverage our technical and regulatory expertise and partnerships to extend our genetic testing offering</td>
<td>Fragmented market with minimal medium-sized entities, presents opportunity for consolidation</td>
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<td>Support diagnostic majors and bioinformatics specialists with IVD product contract development partnerships</td>
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Yourgene Health is an international molecular diagnostics group which develops and commercialises genetic products and services.

The group works in partnership with global leaders in DNA technology to advance diagnostic science.

- Expanding product portfolio of clinically relevant IVD products and services
- Broad technology & platform capabilities to suit customer and market needs
- International lab footprint, established routes to commercialisation
Product Portfolio

Clarity from complexity

NIPT

Reproductive Health

Molecular Genetics
  * Oncology
  * Research Services
  * Infectious Diseases
  * Core Technology

Growing Technology Portfolio

Growing Geographical Reach

Growing Product and Service Portfolio
Financial information:
Full Year Results to 31 March 2020
Revenue growth driven by global progress

Revenue progression

Commentary

• Revenues up 87% to £16.6m from £8.9m
• 36% organic growth
• Revenues enhanced by acquisitions of Elucigene Diagnostics (UK) in April 2019 and AGX-DPNI (Fra) in March 2020
• Elucigene delivered +12% like for like growth
• Strong growth against all regions
• Gross profits grew 122% to £10.2m from £4.6m
• Gross margin increased to 62%
2020 Financial Highlights

Income Statement & bridge

Commentary

• First adjusted EBITDA as operational gearing reaches scale

• £4.7m improvement in adjusted EBITDA* to £1.3m from (2019: loss of £3.4m)

• Operating loss reduced to £3.2m from £4.8m, with half of 2020 figure being due to non-cash share-based payments charge
2020 Financial Highlights

Statements of Financial Position & Cashflows

Commentary

- Cash used by operations halved to £2.1m (2019: £4.0m); positive before growth working capital

- Cash and cash equivalents at 31 March 2020 of £2.8m (31 March 2019: £1.3m)

- Post period end receipts of £0.8m for warrants / options exercise and £0.5m for R&D tax credit

- Net cash (cash less borrowings) improved to £2.4m (31 March 2019: net cash of £1.0m)
Business Update
Yourgene inorganic strategic growth plan
M&A track record

• Elucigene Diagnostics (UK) acquired April 2019; 2.5x revenue / 9x EBITDA
  • 20% synergy savings
  • 12% like for like revenue growth in year 1
  • Global expansion, increased from 30 to over 60 countries
  • Expanded product portfolio with PCR-based reproductive health range

• AGX-DPNI (France) acquired March 2020; 4x incremental EBITDA
  • Immediate EBITDA uplift of c. £0.5m pa from internalising distributor margin in year 1
  • Market penetration - closer to NIPT customers ahead of IONA® Nx NIPT roll-out
  • Access to new French speaking markets
  • On track to reach first ratchet target based on accelerated growth
Product & Service Expansion
Growing our portfolio

• Expanded our Molecular Genetics portfolio to include the following:
  • Infectious Disease range:
    • Launched Clarigene™ SARS CoV-2 Test RUO
    • Clarigene™ SARS CoV-2 Test CE-IVD (due summer 2020)
  • Core Technology enablers – launched Yourgene Flex™ Analysis Software
  • Oncology – launched our first precision medicine DPYD test for chemotoxicity
  • Research Services – capabilities now in Manchester as well as Taipei including:
    • Whole genome sequencing, Whole exome sequencing
    • Library construction, DNA / RNA extraction

• IONA® Nx NIPT Workflow – receives CE mark and commercially available

• Active pipeline of new products and services in our roadmap planned
  • New complementary oncology products to support DPYD
  • New reproductive and NIPT products planned
IONA® Nx NIPT Workflow

CE-IVD launch and commercial roll-out

- CE-IVD mark received for the IONA® Nx NIPT Workflow on 15th June 2020. It runs on the Illumina NextSeq 550Dx Next Generation Sequencing platform.
- We are planning to install the test to run as part of our own laboratory service run from our facilities in Manchester.
- Planning and scheduling is underway with existing IONA® customers across Europe to transition to the IONA Nx.
- Market development planning for the introduction of IONA® Nx in new territories.
- Schedule of regulatory submissions to allow launch into new regions over the coming months.
Geographical Reach

• Excellent progress in expanding our commercial footprint into new territories including:

  • Yourgene Health Inc established in USA with our first US sales role and first US revenue

  • Present in over 60 countries compared with 30 last year

  • Expanded our European sales team with key appointments to support the IONA® Nx NIPT roll-out
Infectious Disease Portfolio
Responding to COVID-19

Three fold commercial response, utilising the companies expertise across of service testing, contract manufacture and product development:

- COVID-19 testing service laboratory in Manchester processing non-NHS samples from corporate partners and private healthcare professionals incl. Caxton FX
- Approved supplier contract manufacturing project for components of a partners SARS CoV-2 kit
- Launched Clarigene portfolio of infectious disease products: Clarigene:
  - SARS CoV-2 RUO (launched June 2020)
  - Clarigene SARS CoV-2 CE-IVD (due summer 2020)
- There is unprecedented global demand for COVID-19 testing but the market is dynamic and unpredictable as a result.
Outlook

- Roll-out of the new IONA® Nx NIPT Workflow to existing and new regions - it combines this gold standard for reliability and accuracy with a market leading sequencer and we believe this will be a strong driver of growth in the future.

- Launch of the CE-marked version of the Clarigene™ SARS CoV-2 Test - will have two viral targets and assay controls, making it more desirable from the reimbursement perspective across several European regions

- We understand that the COVID-19 testing market is dynamic and, to a certain extent, unpredictable as a result

- Market forecasts for 2021 and beyond see our growth trajectory continuing and heralds a move towards full profitability in the near term

- We remain confident that we can deliver against these forecasts and that both IONA Nx and our Clarigene products will be major contributors to this growth