Interim Results for the six months ended 30 September 2021

14 December 2021
Presenting Team

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*CEO*

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Yourgene Health: a leading integrated technologies and services business, enabling the delivery of genomic medicine
Expanded core portfolio
Integrated genomic services & technologies

Genomic Services

CRO Core Services:
• DNA extraction
• Genotyping
• Microarray
• Methylation
• QC
• Gene expression

genoScore™LAB test (Alzheimer’s risk)

Research services:
• Whole exome
• RNA sequencing

Genomic Technologies

• DPYD
• Cystic Fibrosis
• QST*R - rapid aneuploidy analysis / pregnancy loss
• Ranger® Technology: LightBench & NIMBUS select
• Yourgene Flex Analysis software
• SP150 (sample prep platform)

Intersection shows NIPT and COVID both CE-IVD products (IONA® Nx and Clarigene®) that are run in Genomic Services

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*Integrated* genomics portfolio

Core competencies *integrate* from Technologies into Services:

- *ClariGene® SARS CoV-2 CE-IVD* provided foundations for operating our COVID-19 testing service (Genomic Services)

- *IONA® Nx NIPT Workflow* translated into IONA® test / IONA® Care, running on the Illumina NGS platform

Integrated portfolio of Technologies and Services provides bespoke flexibility for customers:

- *IONA® NIPT workflow, lab (Technologies)* customers use the Service labs to develop sample volumes before workflow installed and as an enabling back-up lab

- *LightBench™* sold through Technologies, also used by Services in our lab workflows

- Services support development programmes for pharma partners

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Our strategic growth story

- **2015**
  - Headcount: 10
  - Revenue: £0m
  - Products: 1

- **2016**
  - Headcount: 65
  - Revenue FY 18: £6.2m
  - Products: 20

- **2017**
  - Acquisition of Yourgene Biosciences in Taiwan
  - Expansion of NIPT portfolio and clinical genetics services
  - Customer and commercial base in APAC

- **2018**
  - Acquisition of Elucigene Diagnostics
  - Expansion of PCR product portfolio across Reproductive health including Cystic Fibrosis
  - Launch of DPYD

- **2019**
  - Refreshed plc Board
  - Rebranded to **Yourgene Health plc**
  - Thermo debt written off
  - Illumina settlement

- **2020**
  - Expanded into **Americas**
  - Signed contracts with blue-chip customers for Ranger® technology
  - COVID testing services wins on DHSC framework tenders

- **2021**
  - Acquisition of Coastal Genomics, Ex5 Genomics and Adgenix DPNI
  - Addition of Ranger Technology for sample preparation – platform, reagents & consumables
  - Launch of IONA® Nx NIPT Workflow
  - Launch of Yourgene Genomic Services
  - Launch of Clarigene® Sars CoV-2

**A leading genomic medicine company**

2021:
- Headcount: 230
- Revenue H1: £17.5m
- Products: 100+
Business highlights
Business highlights

- Overall good growth for IONA® Nx workflow, overcoming supply chain disruption challenges and extended validation phases. All issues now fully resolved and confidence in the IONA® Nx workflow is stronger than ever.
- IONA® Nx moving from transition phase to pipeline expansion and since year end has been installed as a CE-IVD or technology transfer in labs in the USA, Mexico, Singapore, Switzerland and Italy.
- Successful attainment of earn-out milestones for the Coastal Genomics business acquired in H1 FY21 with $2m equity issued. Over performance due to contract wins with two US diagnostic majors of which Labcorp supported digital marketing campaigns with customer webinar in post-period.
- Expansion of geographical reach with indirect distribution channels strengthened in Middle East, Africa and Eastern Europe.
- DPYD chemo-toxicity assay revenues doubled as a result of strong domestic and international adoption and on track to be a £1m+ pa product.
- UK COVID-19 testing service scaled significantly through a combination of public contracts and direct to consumer retail channels:
  - Generating £9.0m revenue, compared to £0.4m in H1 FY21.
  - Public tender contract award in August 2021 for UK National Microbiology Framework (COVID-19 testing) delivered £0.6m in H1 revenues, with further £0.6m post period end.
  - Clarigene® product sales contribute an additional £1.4m in the period (H1 FY21: £0.2m).
Post-period end highlights

- DPYD adoption recommended in November 2021 by experts in Spain, the fifth such country to recognise the benefits of using a DPYD genotyping test to help identify cancer patients at risk of higher toxicity from DPD deficiency
- Expect to continue provision of COVID-19 testing to all our existing partners, both public and private until the end of Q4
- Further contract secured under National Microbiology Framework for COVID-19 sequencing, details to follow
- Coastal Genomics, acquired in August 2020, rebranded as Yourgene Health Canada as part of corporate integration and embedding the Ranger® technology as a core part of the Group’s broadened genomic technologies portfolio. New facility in Vancouver to increase manufacturing scale up four-fold to support US customer contracts
- Commercial team further enhanced with new appointments in key regions including LATAM, Singapore and Taiwan
- Continued investment in global headcount to 280 (30 Sept. 2020: 178)
Financials
Financial highlights

- Revenues increased by 113% to £17.5m (H1 FY21: £8.2m)
  - Genomic Services segment up 260% to £10.5m
  - Genomic Technologies segment up 32% to £6.9m
- Gross profit up 107% to £10.2m (H1 FY21: £4.9m)
- General admin expenses up 55% to £8.1m (H1 FY21: £5.2m) inc:
  - growth-focused expenditures on UK COVID-19 testing,
  - continuation of the NIPT transition to IONA® Nx,
  - and expansion of strong US commercial personnel
- Adjusted EBITDA* of £2.1m (H1 FY21: loss of £0.2m)
- Cashflow neutral at operating level (H1 FY21: outflow £1.2m)
- Cash and cash equivalents as at 30 September 2021: £4.7m (31 March 2021: £7.0m);
Revenues

- Revenues increased by 113% to £17.5m (H1 FY21: £8.2m)
- Different regions recovering at different rates from pandemic
- Growth primarily driven by Genomic Services in UK
- Diversifying portfolio of territories and offerings, enabling rapid future growth despite market turbulence
Financial update

- Gross profit up 105% to £10.2m (H1 FY21: £4.9m)
- General administrative expenses up 55% to £8.1m (H1 FY21: £5.2m)
- Adjusted EBITDA favourable swing of +£2.4m (H1 FY21: -£0.7m)
- Reduced investment in Genomic Services infrastructure as we leverage FY21 opex
- Growth-focused expenditures in Genomic Technologies for continuation of the NIPT transition to IONA® Nx and expansion of strong US commercial platform with local personnel
Financial update

- Trading activity becomes cash positive for the first time
- Working capital increases are for inventory and debtors
- Debtors c.60 days turnover, down from 75 at 31 March 2021
- Capex demands reducing after IONA® Nx transition and Genomic Services expansion
- No further financing required since August 2020 raise to acquire Coastal Genomics but debt facility secured to provide additional growth capital and to fund future M&A activity
Growth Strategy and Outlook
Growth Strategy

Portfolio Expansion
- Execution and delivery of product roadmaps for Technologies portfolio
- Customer collaborations and IP focus
- Expansion of service offering

Geographic Expansion
- Continue to focus on growth in Americas, with expansion and additional resource for LATAM
- APAC rejuvenation with new distributor channels and key business appointments
- EMEA channel management expansion into new regions

Market Penetration
- Key commercial appointments across regions to expand market facing teams
- Execution of digital content marketing, conference attendance and customer collaborations
- Leverage existing channels and customer partnerships to sell range & open new segments

M&A
- Continue to act as a consolidator to drive inorganic growth to support the strategic priorities of both Genomic Services and Genomic Technologies divisions
- Execute on milestone earn-outs for business growth of Coastal Genomics
# Expanded core portfolio

## Diversifying our customer segments

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<tr>
<th>Genomic Technologies</th>
<th>Portfolio</th>
<th>Customer segment</th>
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<td>Ranger® Technology</td>
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<td>Labs: public, hospital, private, academia, reference labs</td>
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<td>Biotech / Diagnostic companies</td>
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<td>Yourgene Genomic Services</td>
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<td>NIPT workflows</td>
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<td>Labs: public, private, hospital, reference labs, academic</td>
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<td>Yourgene Genomic Services</td>
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<td>Reproductive Health PCR</td>
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<td>Labs: public, private, hospital, reference labs, academic</td>
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<td>Yourgene Genomic Services (coming soon)</td>
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<td>Precision Medicine: DPYD</td>
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<td>CRO Core Services</td>
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<td>Pharma / Clinical research orgs</td>
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<td>Biotech / Diagnostic companies</td>
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<td>Labs</td>
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<td>Clinical NIPT service</td>
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<td>Back up for (Genomic Technologies) lab customers</td>
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<td>Healthcare professionals</td>
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<td>Hospitals / clinics (private / public)</td>
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<tr>
<td>Other clinical assays (oncology/geno-score)</td>
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<td>Labs: public, private, hospital, reference labs, academic</td>
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<td>CRO</td>
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Core capabilities

- Development and manufacturing of regulated in vitro diagnostic reagents
- Scalable, integrated automation workflows
- Bioinformatics & Software
- Cell-free DNA expertise and detection technologies
- Bespoke solutions to suit different customer needs

**Capability case study:**

*LightBench™ – powered by Ranger® Technology*

- **Software**, platform, reagents and consumables
- **Scalable, Automated** size selection
- **Utilised across multiple Genomic Services** workflows: IONA® Nx, IONA® Care, Sage 32plex and research services
- **Used in cell-free DNA applications** such as liquid biopsy, oncology, viral & NIPT
Outlook

The next chapter

- Strong momentum in the US, in evidence from our first completed US business trip since travel re-opened. Ranger® Technology and NIPT are the key focus with exciting pipelines from April 2022
- Continued progress with COVID-19 customers, both public and private. Building on existing partnerships developed through COVID-19 for future growth across other applications and segments
- Multiple tenders in place for Genomic Services, around both COVID and additional service solutions
- New international facilities are allowing for a four-fold increase in manufacturing and services capacity to meet growing customer needs
- H1 run rate sustained in H2 YTD, providing basis for sustainable momentum for rest of year and into FY 2023
Questions & Answers
• Thank you to “Investor Meet Company” for hosting the event on their platform
• Any questions that we didn’t have time to answer we will try to answer via the IMC portal
• A copy of this presentation and the recording will also be made available on the IMC portal and the Yourgene Health website

(https://www.yourgene-health.com/investors/company-information/investor-presentations)

https://www.investormeetcompany.com/yourgene-health-plc/

To be kept up to date with Yourgene Health plc news and to receive relevant investor communications on the Company going forward, please email Walbrook PR at yourgene@walbrookpr.com to subscribe
Appendix
Ranger® Technology

- Ranger® Technology offers industry-leading scalability and precision for the size selection process, ensuring maximal enrichment, every time.
- A game changing technology in DNA sample preparation developed by Coastal Genomics, Canada, which was acquired by Yourgene in August 2020
- LightBench® is a neat bench-based platform with reagents and consumables to perform fragment length analysis, library quantification and enrichment of DNA of interest
- Ideal for cfDNA applications like NIPT and oncology
- Recent presentation about Ranger Technology at a Labroots webinar by Kim Holden at our customer, Labcorp
Appendix
DPYD

• 5-fluorouracil (5-FU) is a chemotherapy agent used to treat a range of cancers. Some patients have reduced DPD activity and these patients are at an increased risk of severe or fatal 5-FU toxicity
• Therefore, implementation of DPD deficiency screening by genotyping will allow a more accurate prediction of toxicity and chemotherapeutic response
• Our simple PCR based genotyping test enables a lab to identify patients with a DPD deficiency
• These patients can then be prescribed an alternative treatment or lower dose
• Many regions including NHS England, Wales, Belgium, Spain, Germany have issued guidelines for routine DPD screening and many use our test
Appendix

NIPT – IONA® Nx NIPT Workflow

• Non-invasive prenatal testing is a an advanced screening test using DNA in the mother's blood to estimate the increased risk of a fetus being affected by chromosomal disorders such as Down’s syndrome and other trisomies. It is safer, fast and more accurate than other methods and carries no risk to the baby.

• Yourgene launched the world’s first CE-marked kitted product to enable labs to run non-invasive prenatal screening workflow in-house (the IONA® test – based on Thermo Fisher Ion Torrent sequencer) in 2015

• Yourgene signed an agreement with Illumina with FTO in key regions, Yourgene developed then launched IONA® Nx NIPT Workflow (on Illumina NextSeq platform)

• IONA® Nx has been installed in labs across Europe and other regions

• The IONA® Nx NIPT workflow underpins the SAFE test with St George’s NHS Trust NIPT following a tender win, St George’s is one of three genomic central hubs in UK offering NIPT to women through the NHS