Enabling scientific advances to positively impact human health

Your genes. Your health.

Yourgene Health
Overview

Clarity without complexity
Introducing the 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 globalisation
- Completed and integrated seven acquisitions during his tenure at BBI Group

Barry Hextall
Chief Financial Officer

- Joined June 2015
- Significant experience in medical device and diagnostic sectors including with Immunodiagnostic Systems plc, JRI Orthopaedics and Zeneca (formerly ICI)
- French-speaker with extensive experience in and with French businesses
- Chartered Management Accountant
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Yourgene Health

Key highlights

• 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

• Acquired Elucigene Diagnostics in April 2019 for an enterprise value of £8.9m

• Group 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

• Pipeline of innovative diagnostic solutions in development for reproductive health and oncology including DPYD - the Group’s first oncology product

• Positive H1 results demonstrating commercial momentum and financial progress towards profitability

A comprehensive menu of Reproductive Health assays

Strengthening research and oncology offering with the leading NIPT test over 99% accurate(1)

56% organic growth year on year

Revenues £7.8 million for the six months to 30 September 2019, up 97% First EBITDA(2) of £0.3m

Sales in over 60 countries, including US

Multiple global partnerships

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(1) Relating to Down’s syndrome, Edwards syndrome and Patau’s syndrome

(2) adjusted EBITDA calculated as earnings before interest, tax, depreciation, amortisation and acquisition-related expenses
## Strategic priorities for growth

<table>
<thead>
<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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<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, Cystic Fibrosis and other Reproductive Health 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>Expand directly and through distributors into new geographies, including those opened up by Illumina licence agreement</td>
<td>Leverage our technical and regulatory expertise and partnerships to extend our genetic testing offering</td>
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Support diagnostic majors and bioinformatics specialists with IVD product contract development partnerships

Considering additional selective synergistic M&A opportunities

Fragmented market with minimal medium-sized entities, presents opportunity for consolidation
Our Products

NIPT & Reproductive Health

We currently have a growing range of products which includes:

- NIPT solutions
- Cystic Fibrosis diagnostic test
- Genetic thrombosis risk test
- Rapid aneuploidy analysis
- Male factor infertility testing
- Recurrent pregnancy loss

The group is currently focused on delivering simple, clinically useful and accurate molecular diagnostic solutions, primarily for reproductive health and oncology.
Product expansion
Reproductive Health lifecycle

Pre-conception:
- Male Factor Infertility

Carrier screening for Cystic Fibrosis

Prenatal:
- QST*R Recurrent Pregnancy Loss
- Genetic Thrombosis Risk Test
- Non-invasive prenatal testing (NIPT): IONA® test and Sage prenatal screen
- QST*R Rapid Aneuploidy Analysis

Newborn screening for Cystic Fibrosis
Oncology testing
Areas for future growth

Risk assessment
- Diagnostics test to complement traditional risk factors
  - Applied to high-risk patients to identify disease early
  - Used for definitive diagnosis & general cancer typing
  - Assess severity and/or risk of recurrence
  - Used to predict efficacy or safety response to specific treatment
  - Recurrence monitoring

Screening
  - BRCA1 /2 Screening service
  - cfDNA screening breast, lung, colon cancer service

Diagnosis
  - Menu in development

Staging & prognosis
  - DPYD Biomarker companion diagnostics menu in development

Therapy selection

Monitoring
  - cfDNA screening breast, lung, colon cancer service
Our Services

Quality accredited laboratories in UK and Asia

- Research services:
  - Whole genome sequencing
  - Exome sequencing
  - Metagenomic sequencing

- Genetic analysis services:
  - Oncology:
    - cfDNA screening for breast, colon, lung cancer
    - BRCA1/2 screening
    - Cancer hotspot screening
  - Reproductive health:
    - NIPT
    - PGS

The group is currently focused on delivering simple, clinically useful and accurate molecular diagnostic solutions, primarily for reproductive health and oncology.
Yourgene Contract Development
Partnership programmes

• Partnership programme to work with companies to support their diagnostic development plans

• Expertise in developing *in vitro* diagnostic products

• Cross-functional development programme with expertise in research and development, clinical, quality, regulatory and commercialisation

• We can deliver from inception to commercialisation and through the regulatory approval process for a wide portfolio of territories

• World class experience in diagnostic development from launching the first CE-IVD non-invasive prenatal screening to driving companion diagnostic collaborations including FDA approval
Recent Activity
France Transaction Summary
Earnings enhancing distributor acquisition

- Acquisition of distributor margins from established partner in key growth market (Adgenix S.a.r.L.)
  - Consideration of £2m up front plus earn-outs of up to £1.4m
- Government reimbursement for NIPT in France agreed early 2019
- Timed ahead of anticipated market growth and Illumina-based NIPT launch
- Immediate EBITDA uplift of c. £0.5m pa from internalising distributor margin in year 1
- Direct commercial operations in France, enabling further range selling and greater control of French customer base
- Access to new French speaking markets
- Product expansion – opportunity with bladder cancer assay
- £2.5m equity raise to fund initial cash consideration & working capital
French Market Opportunity

Market dynamics

- NIPT distributor appointed 2015, AdGeniX S.a.r.L., focused on private lab/clinic networks, first customer live in 2016
- Government reimbursement introduced early 2019
- 16% market share estimate in 2019
- Paris client has international affiliates who are prospects
- South-west client is expanding network, has active connections in Lebanon, and prospective ones in Morocco
- Reproductive Health business (Elucigene) has national coverage, mostly in public sector
- Pipeline of new business opportunities

Source: Yourgene
France is a bridge to a significant global population
## Deal Impact on strategic priorities

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<td><strong>First direct commercial presence for YGEN in post-Brexit EU</strong></td>
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<td>Internalises distributor margin, strengthens IONA® NX roll-out and enables range-selling</td>
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<td>Opens up French-speaking Africa, especially Morocco</td>
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<td>Potential future rights to newly launched bladder cancer assay</td>
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Latest NEWS
Contract manufacturing agreement

• Contract manufacturing agreement with Novacyt S.A. (RNS 25 March ‘20)
• Citylabs facility to initially manufacture critical components for the Primerdesign COVID-19 test
• Discussions to expand the agreement to produce final finished versions of the COVID-19 testing kits
• Yourgene’s own PCR production will continue and is well prepared to scale up own product production should COVID-19 test requirements expand
• Also expanding lab capabilities to support the NHS in COVID-19 laboratory service testing
Outlook
Positive outlook

Raising the bar in 2020

• The business has been transformed, providing a strong foundation for rapid growth which is already delivering results
• A wider portfolio of first-class products that are leading the way in the growing genetic testing market creating range selling opportunities
• The business is excited for the launch of the IONA® test on the Illumina platform – a key driver of future growth
• Large commercial and geographic footprint into 60 territories with many significant new markets still available, including the US
• Leveraging strong technical capabilities to develop more content and offer additional products and services to more customers as the adoption of genetic testing becomes more widespread
Appendix: Additional Information
Reproductive Health

the IONA® test
non-invasive prenatal screen: safe, fast, accurate

- CE-IVD NIPT screening designed for clinical labs
- Results available in 3–5 days
- Overall accuracy of >99% for trisomy 21, 18 and 13
- <1% false negative results, low re-draw rate of <0.5%
- Sex determination available
- Requires as little as 2% fetal fraction
- Software for data management and sample tracking
- MyNIPT® portal for safe access to reports and secure communication
- Analysis software for trusted and reliable reporting
Fetal (placental) DNA leaks into the maternal blood circulation

The cause of Down’s syndrome is an extra copy of chromosome 21

If the foetus has Down’s syndrome then the relative amount of chromosome 21 DNA in the blood stream will increase

The same is true for Edward’s syndrome (chromosome 18), and Patau syndrome (chromosome 13)

The IONA® and SAGE™ tests detect these increases

The underlying technologies are capable of detecting other similar abnormalities
Key Features of the IONA® Test

**EASY IMPLEMENTATION**
Verified and validated so you don’t have to

**VERSATILE**
Uses likelihood ratios for easy integration with combined test result

**FAST**
Results provided within 3-5 working days reducing anxious waiting times

**BUILT FOR LABS**
IONA® Software for Analysis
Premaitha Workflow Manager

**ACCURATE**
>99%\(^{(1)}\) detection rate for trisomy conditions

**ROBUST**
<0.5% redraw rate Valid results with as little as ≥2% fetal fraction

**QUALITY**
CE-IVD: no tech transfer required and no hidden costs
Leading technical support and training

(1) Relating to Down’s syndrome, Edwards syndrome and Patau’s syndrome
Reproductive Health

Rapid Aneuploidy Analysis

- For those women identified as being at high risk of carrying a Down’s syndrome fetus, chorionic villus sampling (10-12 weeks) or amniocentesis (14-18 weeks) is offered.
- Elucigene QST*R kits use the DNA based QF-PCR technique. One PCR: One analysis: One report. Simple and robust.
- Individual results can be obtained within a few hours of receipt of samples.
- QST*Rplusv2 is a highly multiplexed, single tube assay containing a total of 22 markers.
- CE-IVD
- Validated for use on the ABI3500 Genetic Analyzer.

Not available in the United States.
Cystic Fibrosis Diagnosis

Elucigene CF-EU2v1

- Market leading PCR assay
- Identifies 50 of the most prevalent mutations found across populations of European origin
- Simple and easy to use, with <1 day turnaround time
- Only commercially available pan-European cystic fibrosis testing kit
- Analyses the intron 8 polyT tract with accurate measurement of the adjacent TG repeat
- CE-IVD and registered IVD Australia and Canada
- Based on PCR and ARMS technology
- Runs on ABI 3*** genetic analysers
Carrier Screening

QST*R Recurrent Pregnancy Loss

Routine *in vitro* quantitative diagnosis of the six most common autosomal trisomies associated with pregnancy loss:
- Trisomy 13, 15, 16, 18, 21, 22. X and Y chromosome markers and the TAF9L marker for the determination of fetal sex status
- Based on QF-PCR (Quantitative Fluorescence-PCR)
- Simple to use
- Low failure rates
- Fast 1 day sample to diagnosis
- Ability to identify maternal genome contamination

Not available in the United States
Carrier Screening
Pharmacogenetics

Elucigene® DPYD

- Elucigene DPYD assay is a simple genotyping test that can identify patients with DPD deficiency allowing an alternative treatment to be offered

- DPYD genotyping prior to treatment:
  - Prevents 5-FU associated toxicity:
    - Prevents unnecessary deaths
    - Reduces the incidence of hospital admissions

- 6 SNPs covered that are recommended by Clinical Pharmacogenetics Consortium (CPIC) for DPYD genotyping

- Two tube PCR kit
- 100% accuracy
- 100% reproducibility and repeatability
- CE marked

Not available in the United States.