Omega Diagnostics Group plc – Shareholder Q&A

Following the Annual General Meeting shareholders were asked to submit questions via email or in person. The Q&A is detailed below.

Question 1

What are you currently manufacturing and for whom?

The Alva site manufactures CD4 tests, cassette and pouching activities for DHSC and also VISITECT® antigen tests and AbC-19™ antibody tests as part of the UK-RTC.

There are three strands to our sales opportunities and any significant sales orders would be notified to investors:

- *UK Government demand*
- *UK and EU demand for Omega's own-brand VISTECT® antigen test, where we are currently awaiting CE Mark approval for self-test.*
- *the US market, where there is significant demand for professional use tests. Mologic have applied to the FDA for professional test approval and are in active discussion regarding their submission.*

Question 2

What is the current state of play with the DHSC contract?

We certainly expected to be producing lateral flow tests for DHSC by now. I think it's fair to say that the initial expectation when the contract was signed that the test would be the Mologic test. Clearly that hasn't happened. Our contract with DHSC is test-agnostic and therefore we were introduced to companies who had received Porton Down approval. We have completed a technical review and confirmed that we can manufacture their tests at scale. We are now discussing commercial terms such as price and the detailed terms and conditions still need to be agreed between the parties. There appears to be a willingness on all sides to activate the supply contract, but the timelines and outcomes remain uncertain.

Question 3

When will Omega get approval from Porton Down?

Once we gain self-test CE mark approval then there may be an opportunity to gain approval from Porton Down for the VISTECT® test.

Question 4

Why was there a delay in getting UK self-test approval?

The testing requirements changed in July and, as a consequence, we had to commission further studies carried out by Ulster University on our behalf. Whilst we could have better explained the reasons

behind this delay to shareholders, all information has now been submitted and we are expecting approval in due course. Further details were set out in our RNS dated 6 September 2021.

Question 5

How is the Company planning to improve communication with investors?

The Company's investor base has shifted significantly in the last 12-18 months and is now predominantly made up of retail shareholders. This has had an impact on how the Company communicates, with an increasing use of social media. The Company accepts that it has not always struck the correct tone and as a result, communication is becoming more formal and new approval processes have been put in place. The Company will communicate as and when necessary, when there is something meaningful to announce.

Question 6

Staffing levels have increased significantly and although cash balances are "healthy", there must be concerns about the future cash flows?

The 2021 accounts were signed off in July 2021 on a going concern basis, which involves a review of the Company's cash flow forecasts for at least the next 12 months, including a consideration of a number of downside sensitivities. The Board's conclusion was that the accounts could be signed off on the going concern basis and the auditors, EY concurred.

The Board has no current plans to raise further funds from investors as the anticipated sales demand is expected to generate sufficient cash to enable the Company to manage its cash flow, without the need for further external funding.

Many of the headcount increases are temporary staff, allowing the Company to flex staffing levels in line with production activity. There are however a number of permanent employees who have been hired in anticipation of growing demand.

Question 7

Comments regarding international opportunities, particularly India, appears to have been dropped in recent announcements?

International markets remain a key focus for all of the Group's products, particularly for CD4 and food intolerance testing, however there are commercial sensitivities around key initiatives and the countries which are being targeted.

Question 8

How is the CD4 business going?

The World Health Organization have delegated implementation to Unitaid and the Clinton Health Access Initiative ("CHAI"). CHAI is focusing on initial introducing our CD4 tests into six African countries. Implementation has started and the in-country distribution network is being established. We are now seeing a reasonable level of orders being placed with Omega, however the pace at which these tests are rolled out remains uncertain and is dependent on future funding agencies such as The United States President's Emergency Plan for Aids Relief ("PEPFAR"). That said we remain confident in our mid-term projections.