



Omega

DIAGNOSTICS

GROUP PLC

Final Results Year ended 31 March 2014



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The Omega Presentation Team

Andrew Shepherd . Chief Executive

Kieron Harbinson . Group Finance Director

Jag Grewal . Group Sales & Marketing Director

Presentation Format



Core Business

- Results
- Regional review
- Direct operations



Strategic Opportunities

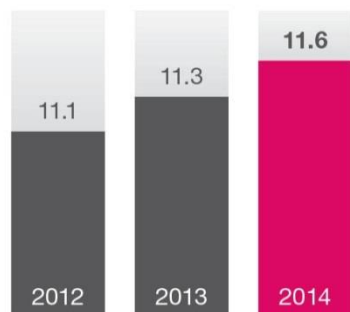
- Allergy development programme
- CD4 & Global Health opportunities

Financial KPIs

Year ending 31 March 2014

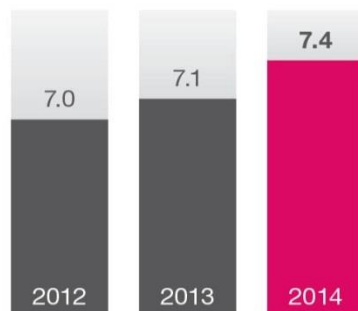
Sales (£m)

£11.6m ▲ 3%



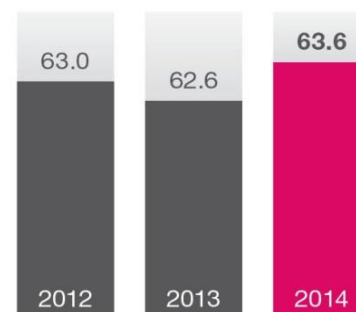
Gross profit (£m)

£7.4m ▲ 5%



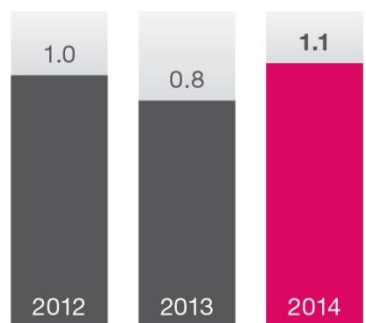
Gross profit (%)

63.6% ▲ 1ppt



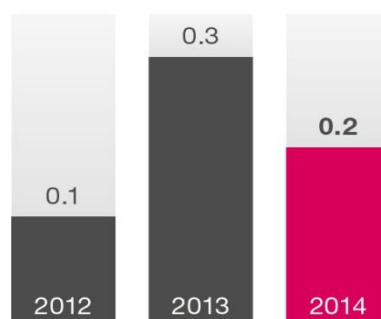
Adjusted profit before tax (£m)

£1.1m ▲ 41%



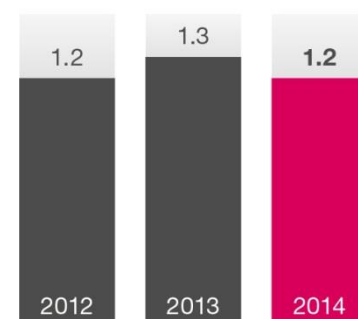
Tax credit (£m)

£0.2m ▼ 51%



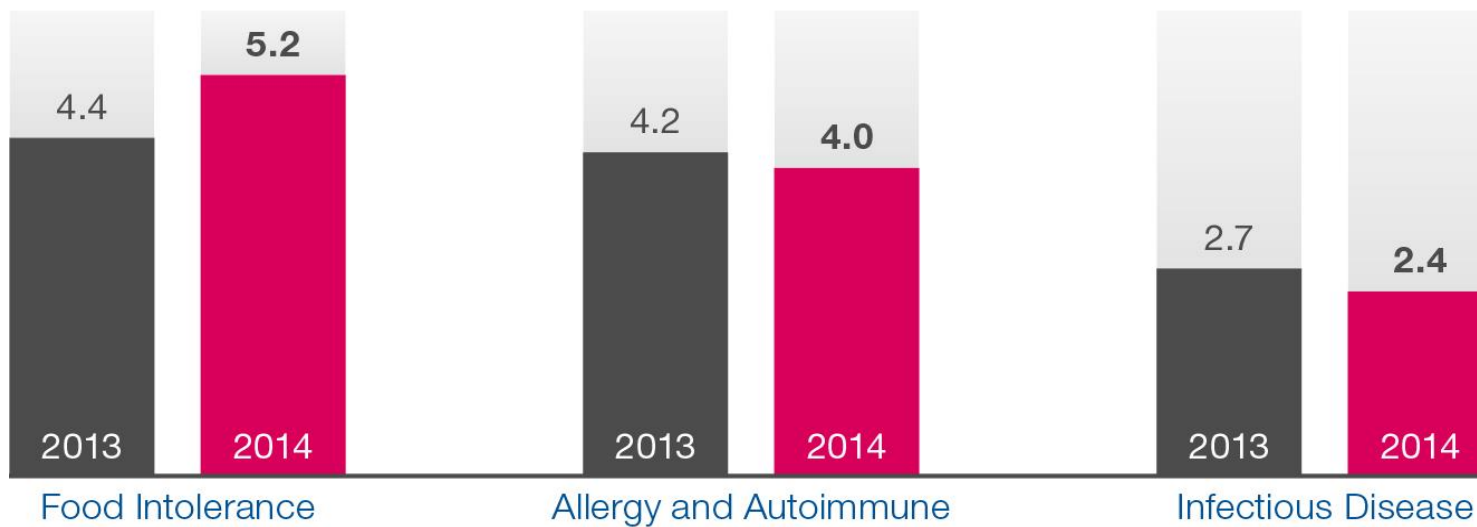
Adjusted EPS (p)

1.2p ▼ 6%



Core Business – Segmental sales Year ending 31 March 2014

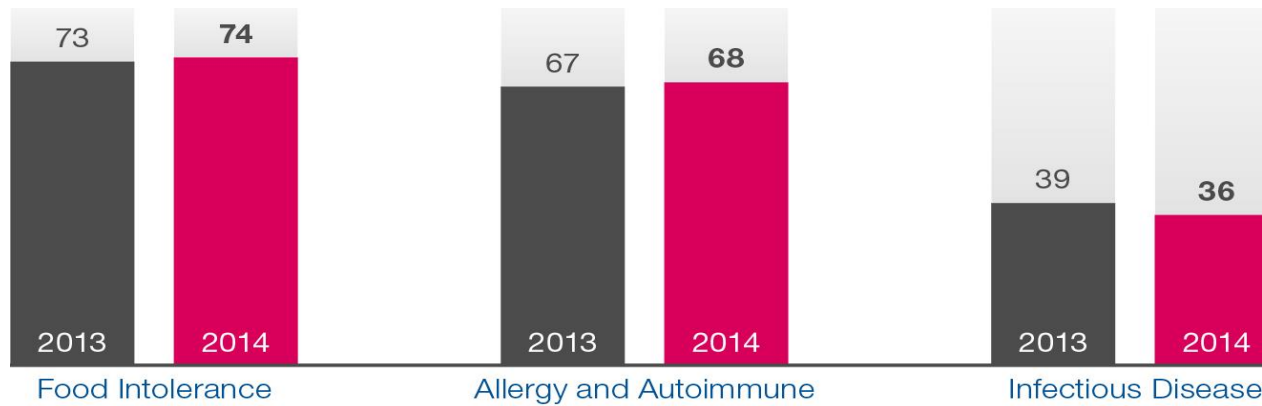
Sales (£m)



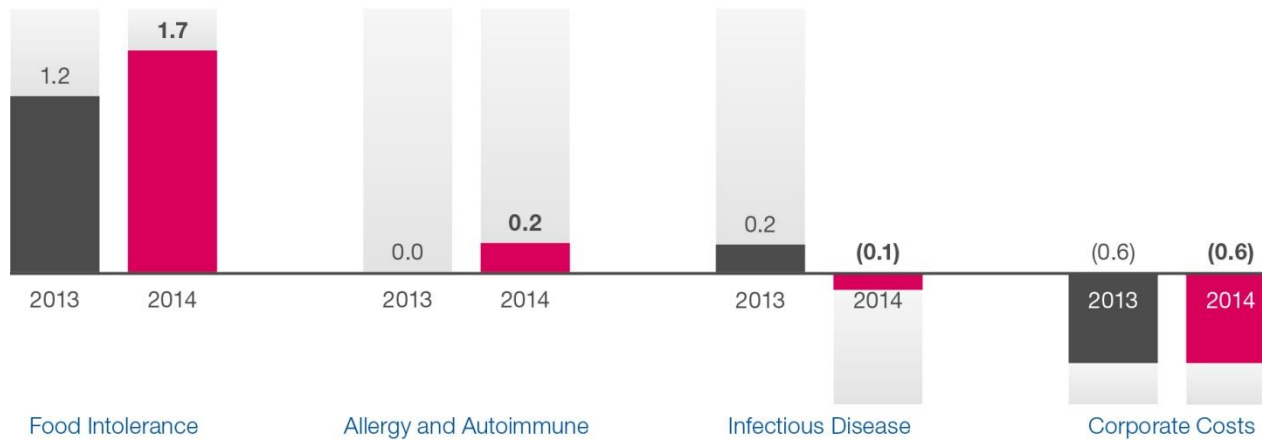
Core Business – Segmental results

Year ending 31 March 2014

Gross margin (%)



Adjusted PBT (£m)

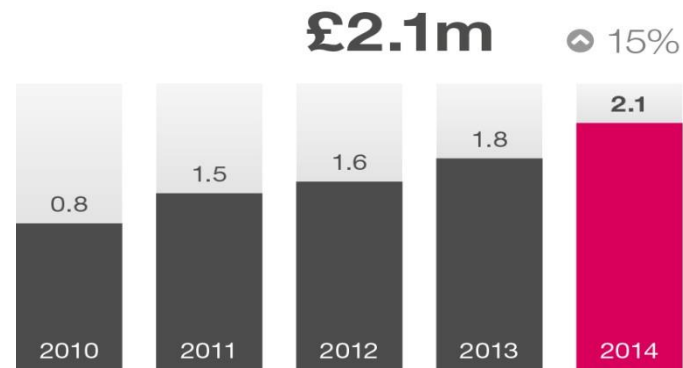


Driving Food Intolerance sales Year ending 31 March 2014

Genarrayt Reagent Sales

Top five markets = 63% of sales

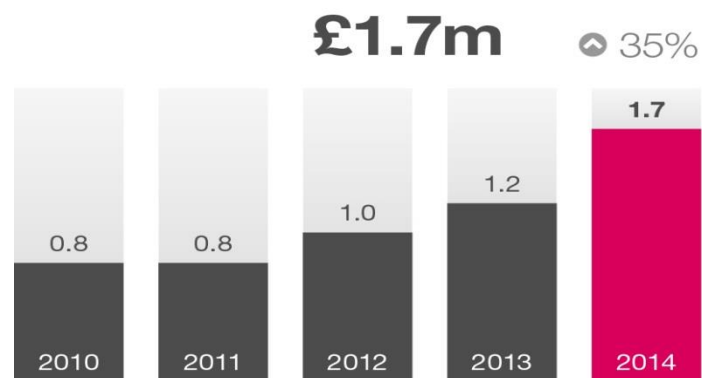
Reagent sales in 36 countries to date



Food Detective Sales

Poland remains the star performer .
sales up by 35% over last year

Brazil and Australia . sales up by over
50% over last year



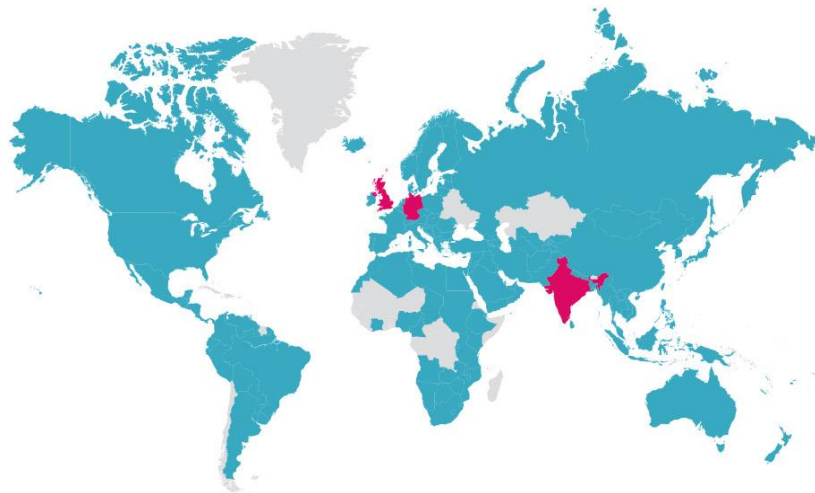
Group cash flow

Year ending 31 March 2014



EBITDA	£1.2m
Working capital/other movements	£0.5m
Investing activity	(£2.3m)
Equity fundraise (net)	£3.7m
Increase in net cash	£3.1m

Company has an overdraft facility of £1m

Core Markets

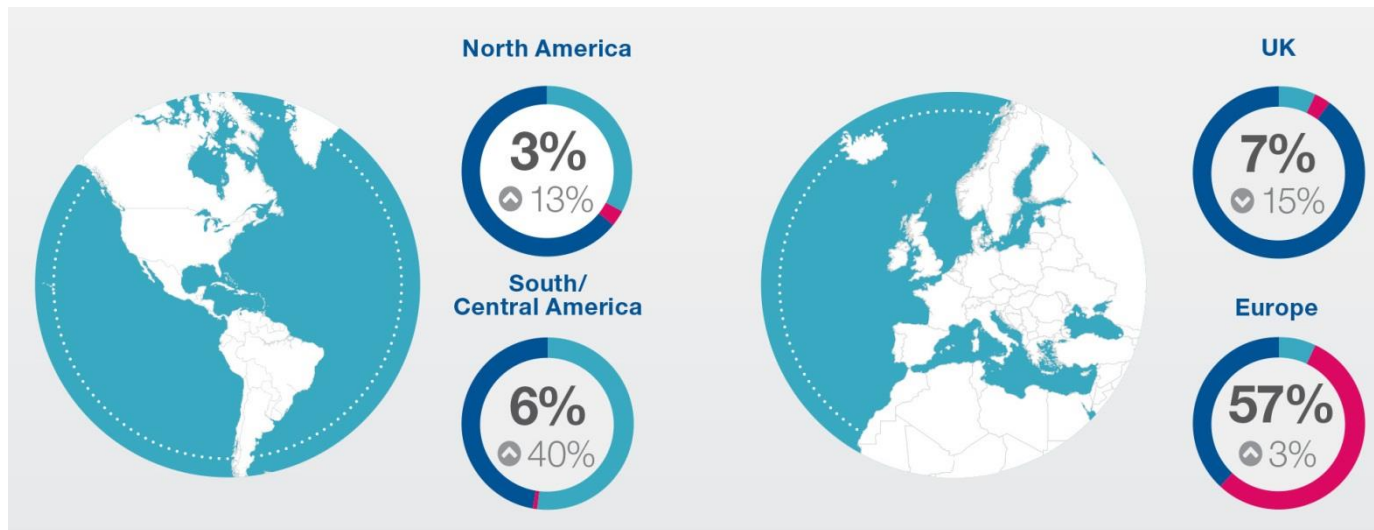


A global reach allows the group to benefit from fast growing economies in emerging markets while simultaneously mitigating challenging economic and political instability in certain regions of the world.

-  Countries where our products are distributed
-  Countries where we have a direct presence

- ” Market Dynamics
- ” Performance Highlights
- ” Outlook

Core Markets



Americas

- Strong Economies in Brazil & Mexico
- Good Growth of Food Intolerance in Brazil (↑88%).
- Outlook to drive growth in Mexico and Canada.

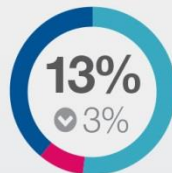
Europe

- Continued reimbursement pressure in Germany.
- Stabilised business through added value and cost control.
- Look to diversify and continue to export.
- Food Intolerance continues to grow (12%).
- New markets in Eastern Europe.

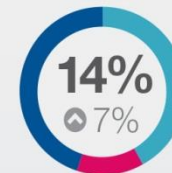
Core Markets



Africa and Middle East



Asia and Far East



Africa & Middle East

- Political and economic instability.
- Strong market in Africa for Infectious Disease but increased competition.
- Launch of Food Print Arabia in Gulf countries.
- Strong growth in Nigeria.
- Outlook to reverse trend in Infectious Disease through Visitect CD4

Asia and Far East

- Fast growing economies.
- Continued growth and improved mix in India despite currency devaluation.
- Focus on diversifying portfolio and Tier II & III cities.
- Implement manufacturing facility in India.
- Appointment of new distributor in Indonesia.
- New Food Intolerance partner in Malaysia and Singapore.

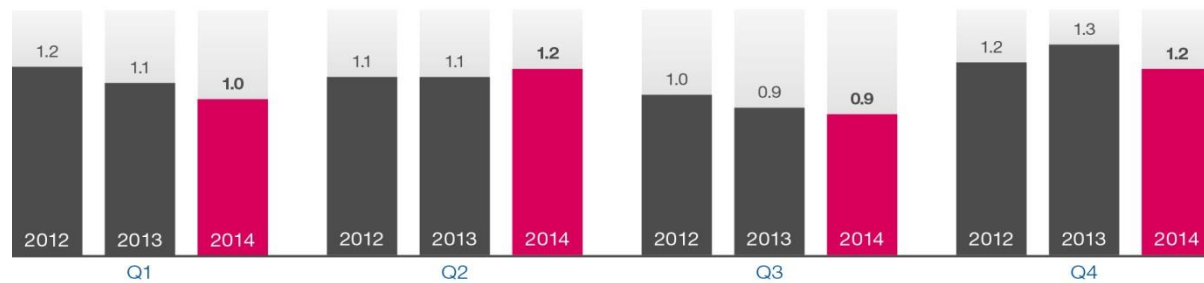
Direct Sales Operations Year ending 31 March 2014

Omega GmbH

Seasonal trends



Sales (€m)

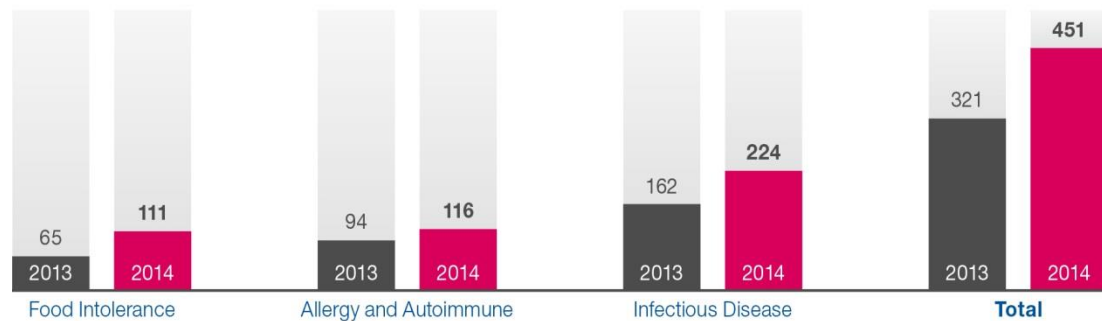


Omega Dx (Asia)

Growing momentum



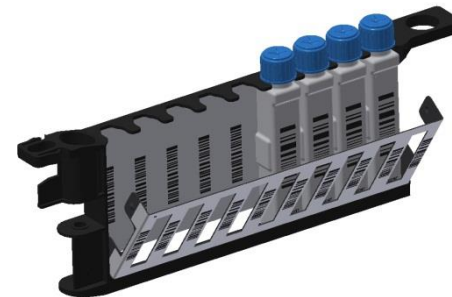
Sales (£'000)



Allergy Development Programme

Current status

- 24 allergens optimised (target launch 40 allergens).
- Manufacturing equipment installed and operational.
- Cartridge design finalised.
- New IDS reagent racks and software due for release.
- Four new scientists recruited in Scotland to facilitate optimisation and claim support experiments.
- Commercialisation discussions with IDS and partners in key launch countries.
- Commenced Alpha site evaluations.



Allergy Development Programme

Optimisation

- Take assay and ensure equivalent performance to predicate device.
- 12 Allergens.

Claim Support

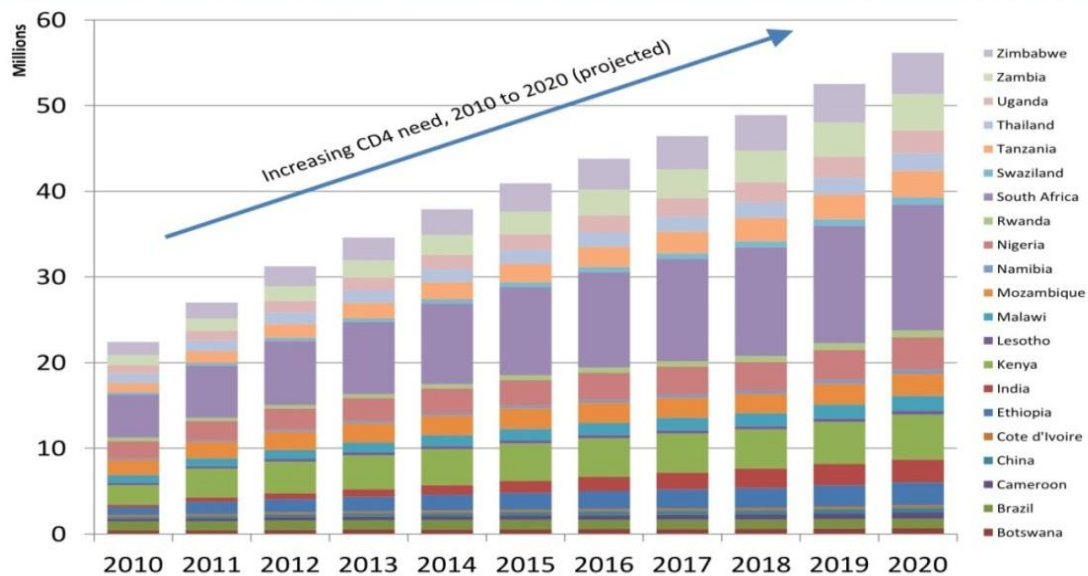
- Validate and CE Mark assay.
- 5 current with another 11 entering.

Finished Product

- Transfer to manufacturing
- 8 Allergens

Visitect® CD4 market opportunity

The global CD4 need is expected to grow substantially over the next 8 years as countries scale up their treatment programs



Source: CHAI 2012
21 countries

To date, more than 75 million people have contracted HIV. In 2012, it was reported that 35.3 million people are living with HIV/AIDS. 36 million people have already died from HIV-related causes [WHO, 2012]

Visitect® CD4 Progress update

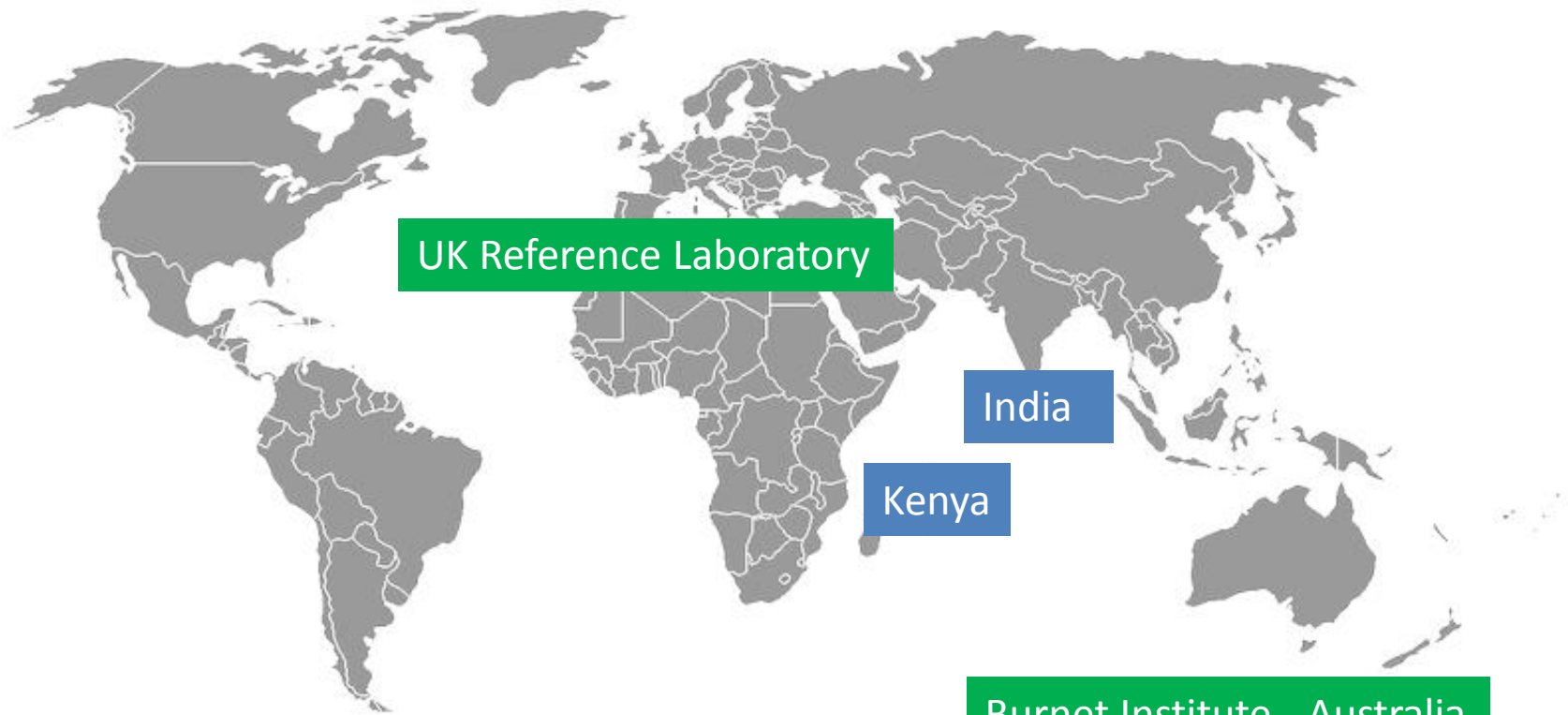
Successful technology
transfer Feb' 14

Evaluation sites in Kenya
and India currently running
Beta test field trials

Pre-Launch marketing
programme continuing to
generate significant interest



Visitect® CD4 Evaluation sites



 = Initial evaluation sites

 = Beta study field trial sites

Visitect CD4 Beta Test Field trials

India – 140 patient samples

Venous blood matches performance design

Finger stick blood showing slightly lower sensitivity and higher specificity which is currently being investigated.

Kenya – 200 patient samples

Performance slightly reduced on both venous and finger stick blood.

Modified devices being evaluated.

Data from India and Kenya will contribute to attaining CE Mark status which will allow commercial sales to commence.

Further country specific field trials already awaiting product following Beta Test studies

Visitect CD4 – Alva and India Manufacturing

UK manufacturing facility fully validated



Pune plant
21,000 sq.ft.
(4th Floor)
Anticipate commencing
production FY16



Visitect® CD4 *mHealth*

VISITECT® CD4 App



www.cd4counts.com



Smartphone App creating a lot of interest



Training operators in Kenya
with the smartphone App



Visitect® CD4 Continued Pre-Launch Marketing



**STI & AIDS
WorldCongress
2013 July 14-17
Vienna**
*Threatening past,
promising future.*



**World Health
Organization**



HIV SCIENCE
& Infectious Diseases **2014**



ASTMH 62nd Annual Meeting
November 13-17, 2013
Marriott Wardman Park
Washington, DC



17th ICASA
INTERNATIONAL CONFERENCE
ON AIDS AND STIs IN AFRICA

**Proudly Exhibiting at
17th ICASA**

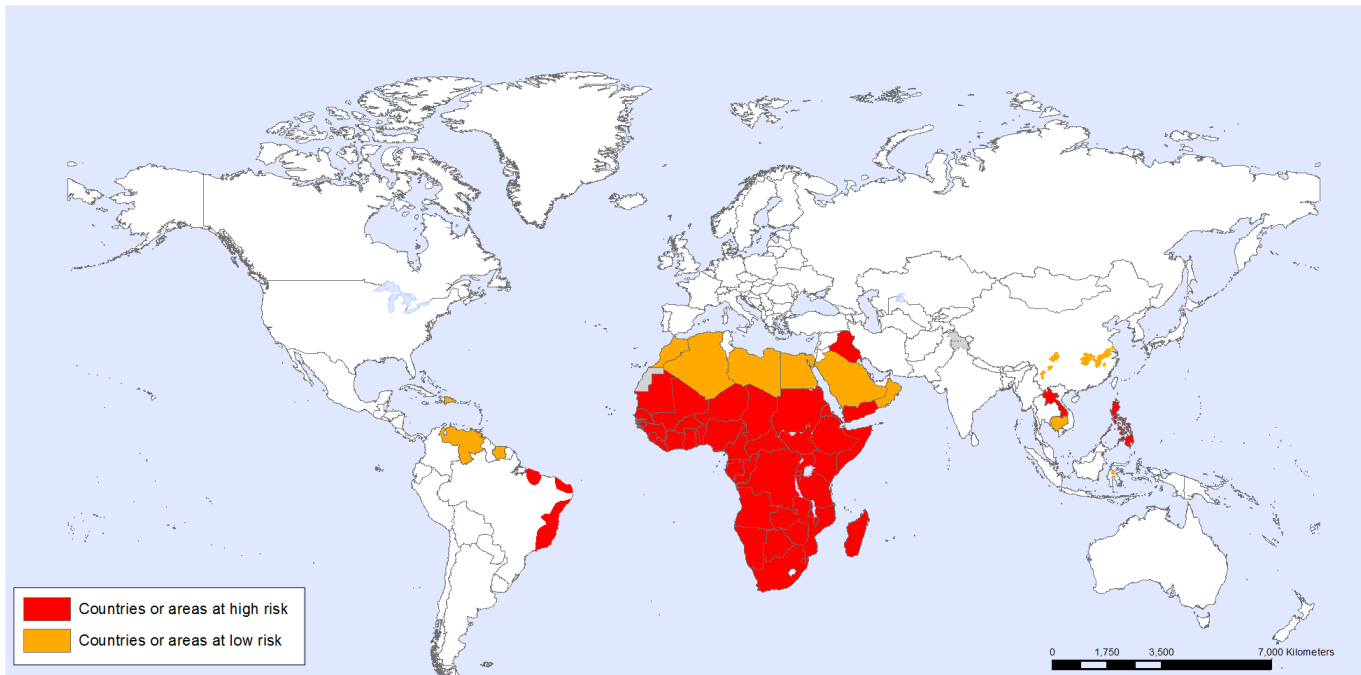
AIDS 2014 20th International
AIDS Conference
Melbourne, Australia
July 20-25, 2014

STEPPING UP THE PACE



Global Health Neglected Tropical Diseases

Schistosomiasis, countries or areas at risk, 2011



The boundaries and names shown and the designations used on this map do not imply the expression of any opinion whatsoever on the part of the World Health Organization concerning the legal status of any country, territory, city or area or of its authorities, or concerning the delimitation of its frontiers or boundaries. Dotted and dashed lines on maps represent approximate border lines for which there may not yet be full agreement.

Data Source: World Health Organization
Map Production: Public Health Information
and Geographic Information Systems (GIS)
World Health Organization



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200m people infected – 600m at risk

Summary

Core business remains profitable and cash generative

24 allergens optimised on the iSYS instrument

Successful technology transfer for Visitect® CD4

Visitect®CD4 assembly facility fully validated

Increased confidence in commercialising Visitect® CD4

APPENDICES

Omega Diagnostics Group PLC

A brief history

1987

Omega Diagnostics Ltd founded



2006

Omega Diagnostics Group PLC Public Listing

2007

Acquisition of Genesis Diagnostics and Cambridge Nutritional Sciences

G·E·N·E·S·I·S
Diagnostics



2009
Acquisition of Co-Tek

2010

Acquisition of IVD Division of Allergopharma



2011

Formation of Indian Subsidiary Omega Dx (Asia) Pvt Ltd.



Omega Management Team

