



Omega

DIAGNOSTICS

GROUP PLC

Interim Results Six months ended 30 September 2013



Disclaimer

The information in this document and the related presentation do not constitute or form any part of, and should not be construed as, an offer or invitation to sell, or issue, or any solicitation of any offer to purchase, subscribe for or otherwise acquire any share or other securities in Omega Diagnostics Group PLC ("Omega") in any jurisdiction, nor shall it or any part of it form the basis of, or be relied on in connection with, any contract therefore. No reliance may be placed for any purpose whatsoever on the information or opinions contained in this document and the presentation or their completeness. No representation or warranty, expressed or implied, is given on behalf of Omega or any of its respective directors, employees, agents or advisers as to the accuracy, completeness or fairness of the information or opinions contained herein or made in the presentation and, save in the case of fraud, no responsibility or liability is accepted (and all such liability is hereby excluded) for any such information or opinions.

Readers of this document and recipients of the presentation are reminded that any decision to acquire shares in Omega should be made only on the basis of information contained in the final admission document to be issued by Omega which may be different from the information contained in this document. The information in this document may not be reproduced or further distributed to any other person or published, in whole or in part, for any purpose. Neither this document (or any copy of it) nor the information in the presentation may be sent or taken into the United States, Canada, Australia or Japan, nor may it be distributed to any US person (within the meaning of regulation S under the US Securities Act of 1933, as amended).

Furthermore, this document and presentation are strictly only for persons who are investment professionals within the meaning of Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2001 (SI 2001/1335), as amended, (the "FPO") or persons falling within paragraph 49 of the FPO (high net worth companies, unincorporated associations etc.) or to persons to whom it may otherwise be lawful for these materials to be communicated ("Permitted Recipients"). Any persons who are not Permitted Recipients should not stay for the remainder of this presentation and, in any event, must not act or rely upon the information contained in this presentation and document. By staying for the remainder of this presentation and/or receiving this document, each participant is deemed to confirm that they are a Permitted Recipient.

The Omega Presentation Team

Andrew Shepherd . Chief Executive

Kieron Harbinson . Finance Director

Jag Grewal . Sales & Marketing Director

Presentation Format



Core Business

- Results
- Challenges update
- Solutions update



Future Growth Opportunities

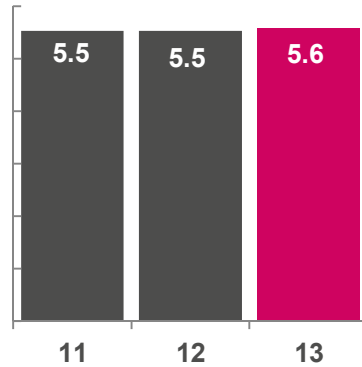
- Allergy – IDS iSYS Development
- CD4 Technology Transfer and *m*Health
- Summary

Financial KPIs

Six months ended 30 September 2013

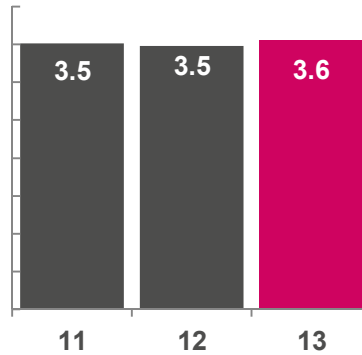
Sales (£m)

£5.6m ▲ 1%



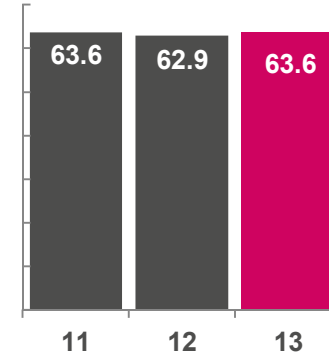
Gross profit (£m)

£3.6m ▲ 2%



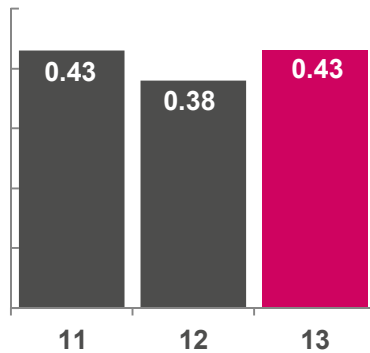
Gross profit (%)

64% ▲ 1%



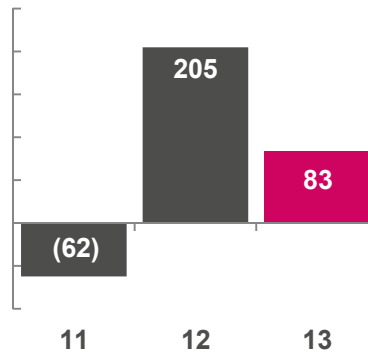
Adjusted PBT (£m)

£0.43m ▲ 14%



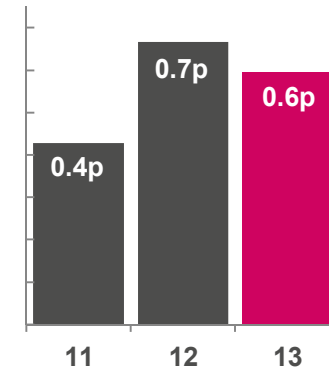
Tax credit/(charge) £k

£83k ▼ 60%



Adjusted EPS

0.6p ▼ 11%

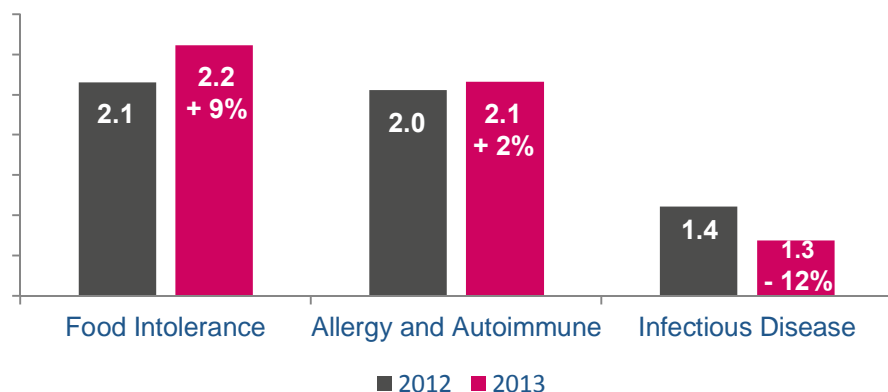


Adjusted PBT stated before acquisition costs, share-based payments, IFRS-related discount unwinds and amortisation of intangible assets

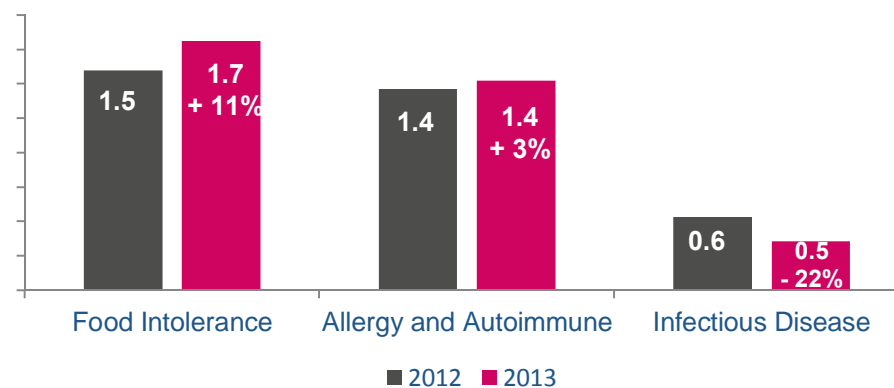
Core Business – Segmental Results

Six months ended 30 September 2013

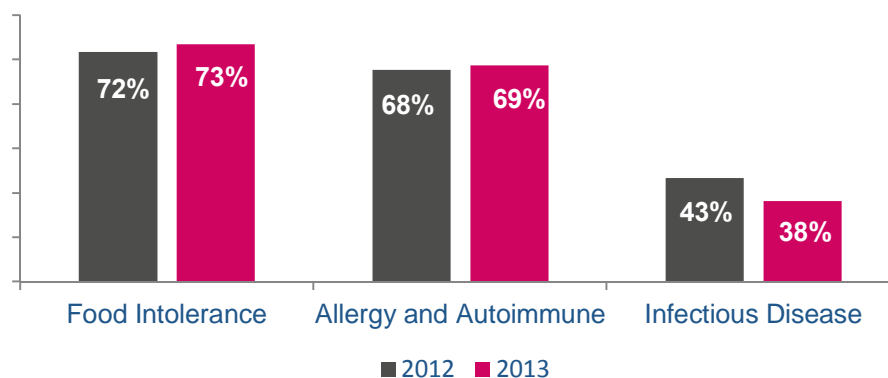
Sales £m



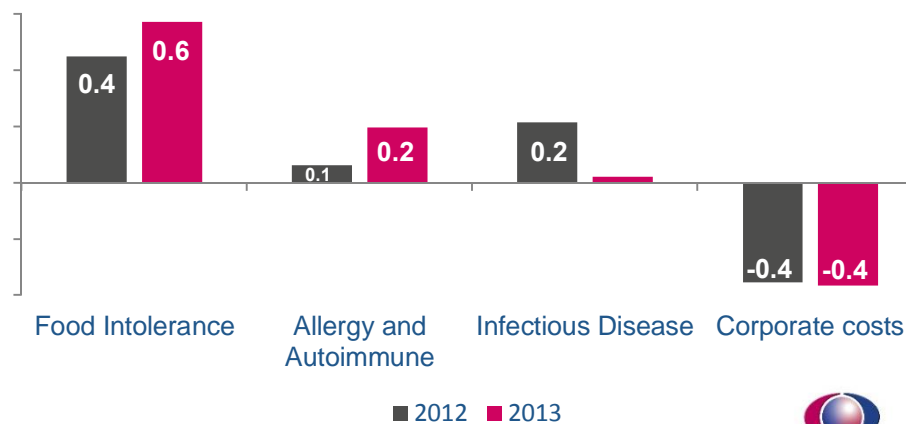
Gross Profit £m



Gross Margin %



Adjusted PBT £m



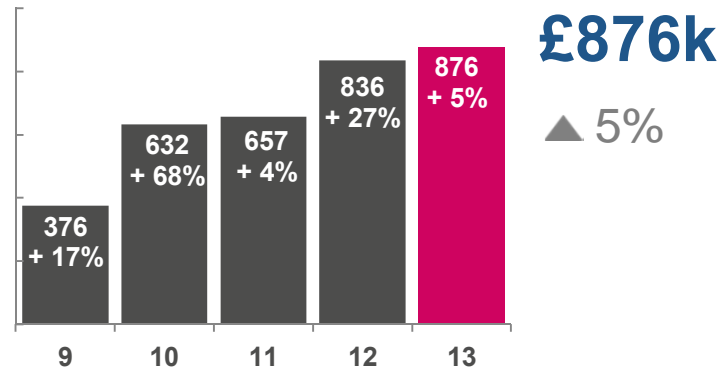
Flagship Product Sales

Six months ended 30 September 2013

Genarrayt Reagent Sales

Top five markets = 67% of sales

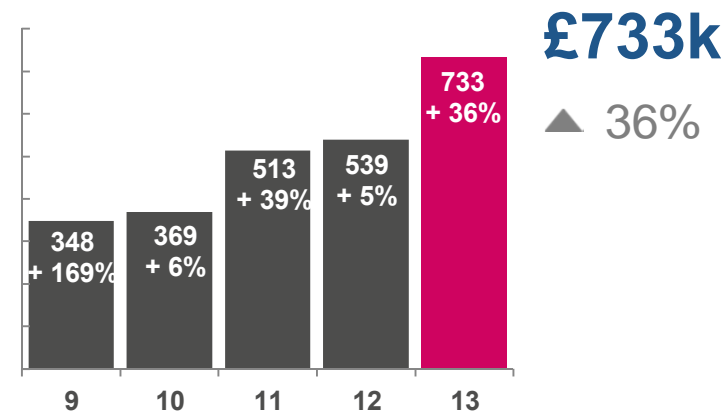
Reagent sales in 35 countries to date



Food Detective Sales

Top five markets = 49% of sales

Sales of over £900k to Poland since launch

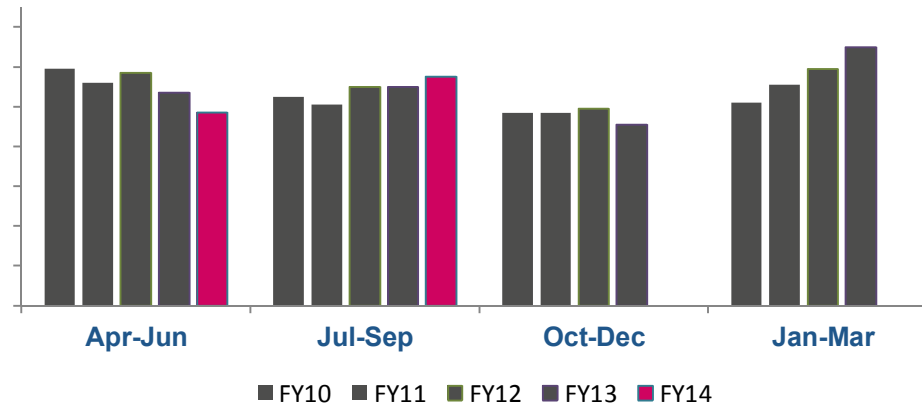


Direct Sales Operations

Six months ended 30 September 2013

Omega GmbH

Seasonal trends



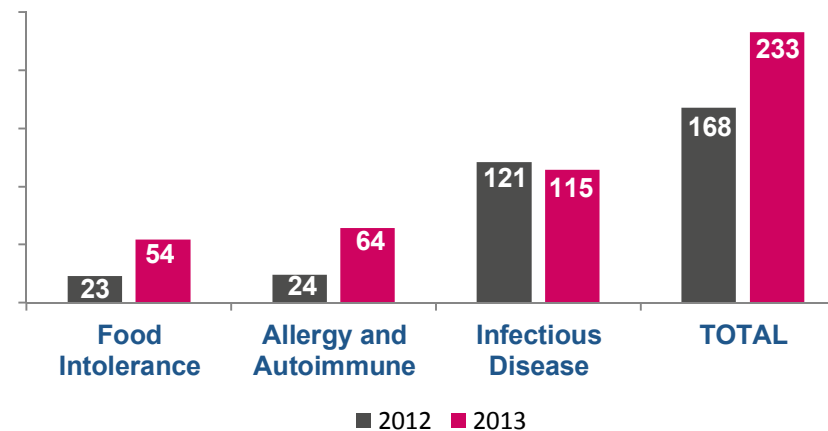
€2.12m

▼ 2% constant currency

▲ 4% actual reported

Omega Dx (Asia)

Growing momentum



£233k

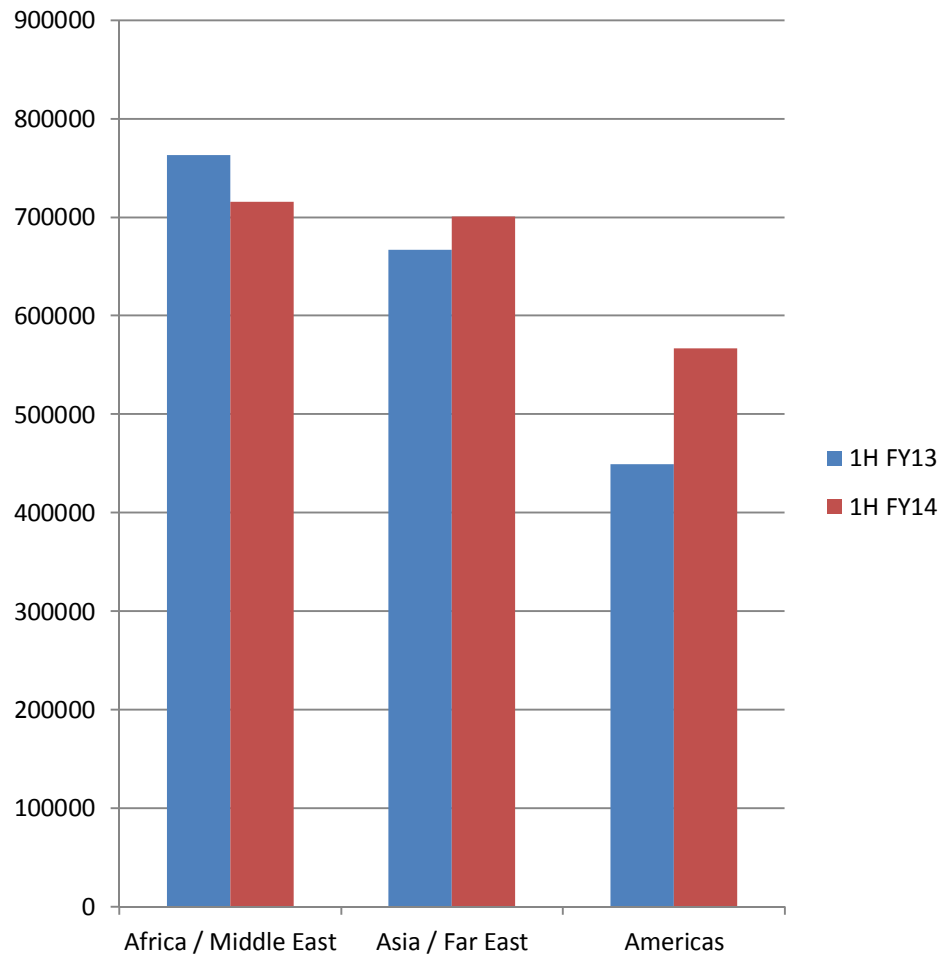
▲ 46% constant currency

▲ 39% actual reported



Omega
DIAGNOSTICS
GROUP PLC

Core Business – Sales Challenges



- “ Continuing political and economic instability
- “ Subsequent pressure on sales in Middle East and Africa
- “ Availability of currency
- “ Focus on new countries – emerging economies (Brazil, SE Asia, Eastern Europe)
- “ New distributor appointed in Indonesia
- “ Good growth of FIT in Brazil

Core Business – Direct Operations

Omega GmbH

Flat in a declining market



- “ 4% increase over PY (reported)
- “ Careful management of existing business
- “ Focus on customer service and education
- “ Reimbursement situation – lower impact
- “ Diversification of portfolio to maximise resources
- “ Export sales slow but starting to grow

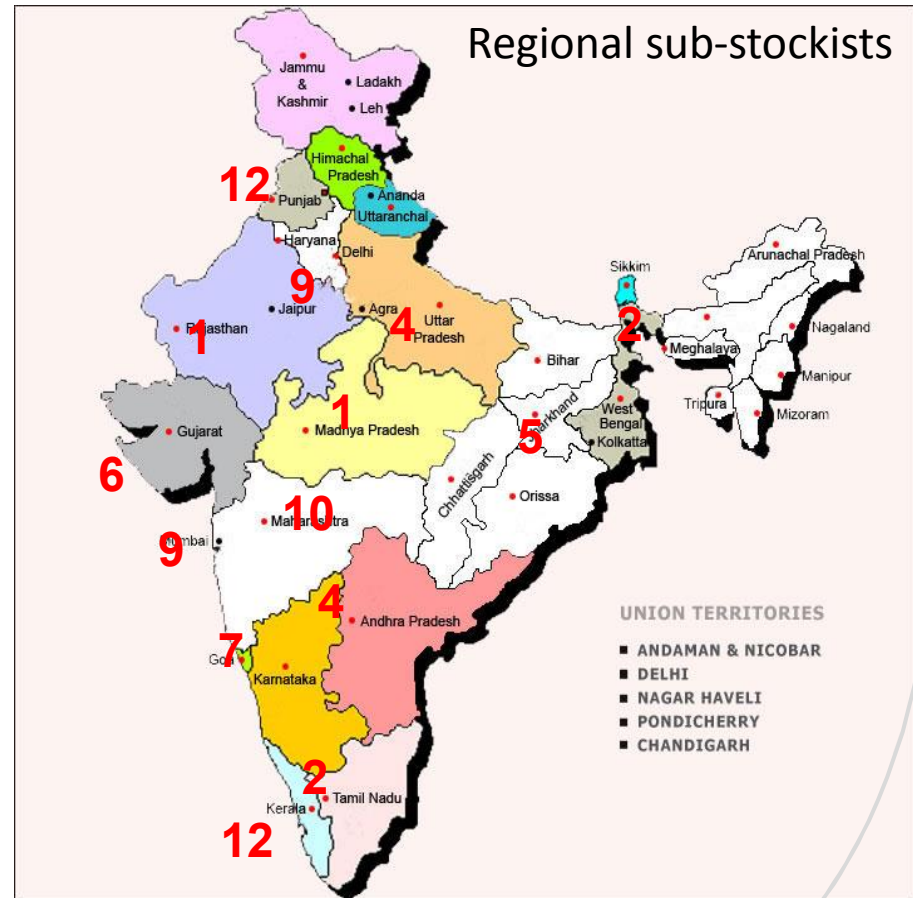
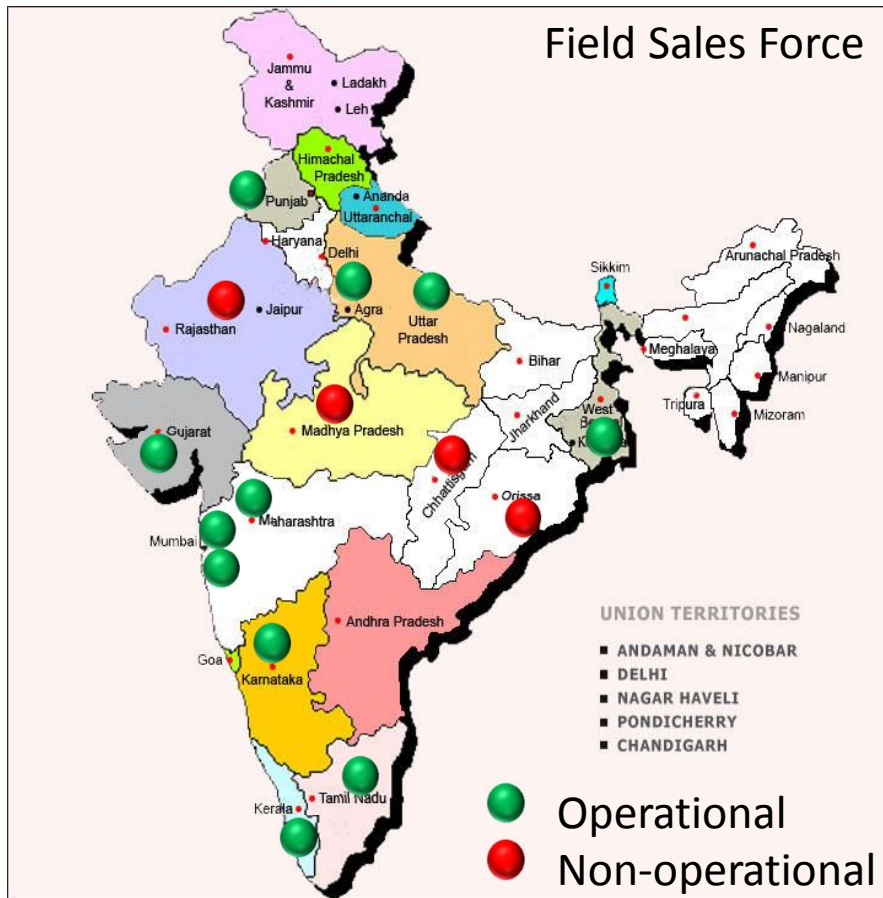
Omega Dx (Asia)

Growing momentum



- “ 39% increase over PY (reported)
- “ Growth drivers – FIT & Allergy (improved mix)
- “ Focus on education / CME for FIT & Allergy
- “ Increasing portfolio – Specific Protein products
- “ Number of sub-distributors increased to 84

Core Business – India



Allergy Development Programme

Create assays and undertake feasibility

Lock down instrument protocol

Optimisation and claim support

Manufacturing and commercialisation



ids iSYS

Allergy Development Programme



Programme Update



- 13 Allergens optimised - 11 more in process
- Additional 3 instruments and personnel (IDS) to assist claim support
- Two additional instruments in Alva to increase resource for optimisation and claim support



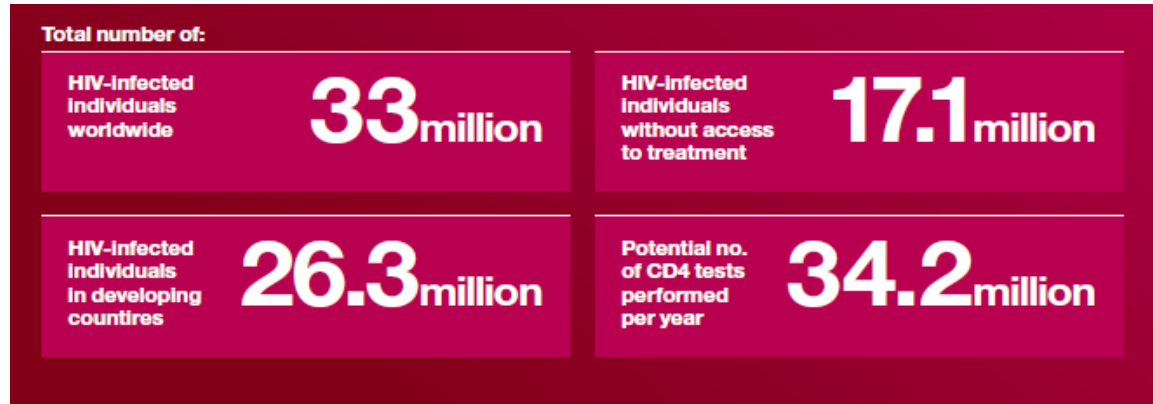
Manufacturing Plan

- Dispensing equipment purchased for installation into Alva
- Equipment identical to that used by IDS
- Cartridge design finalised

Allergy Diagnostics Competitiveness

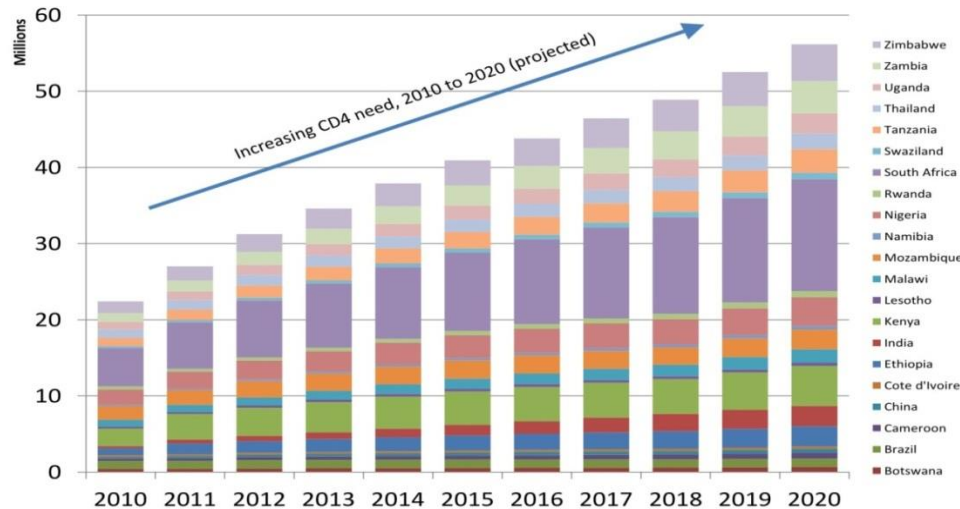
	IDS iSYS 	Phadia Immucap 250 
First available	2010	2004
Throughput	86 tests / hour	60 tests / hour
Time to first result	46 mins	103 mins
Menu	Vit D, Bone, Autoimmune, Allergy	Allergy, Autoimmune
On board storage tests	6,300 tests	2,880 tests
On board storage samples	120	50
Reagent load while running	Yes	No

CD4 Market opportunity



Source: UNAIDS 2010 estimates

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

Visitect® CD4 Progress update

Preferred manufacturing
protocol selected

Initial evaluation sites
identified and ready to start
upon receipt of product

Pre-Launch marketing
programme generating
significant interest



Visitect® CD4 Evaluation sites

US Reference Laboratory

UK Reference Laboratory

India

Mozambique

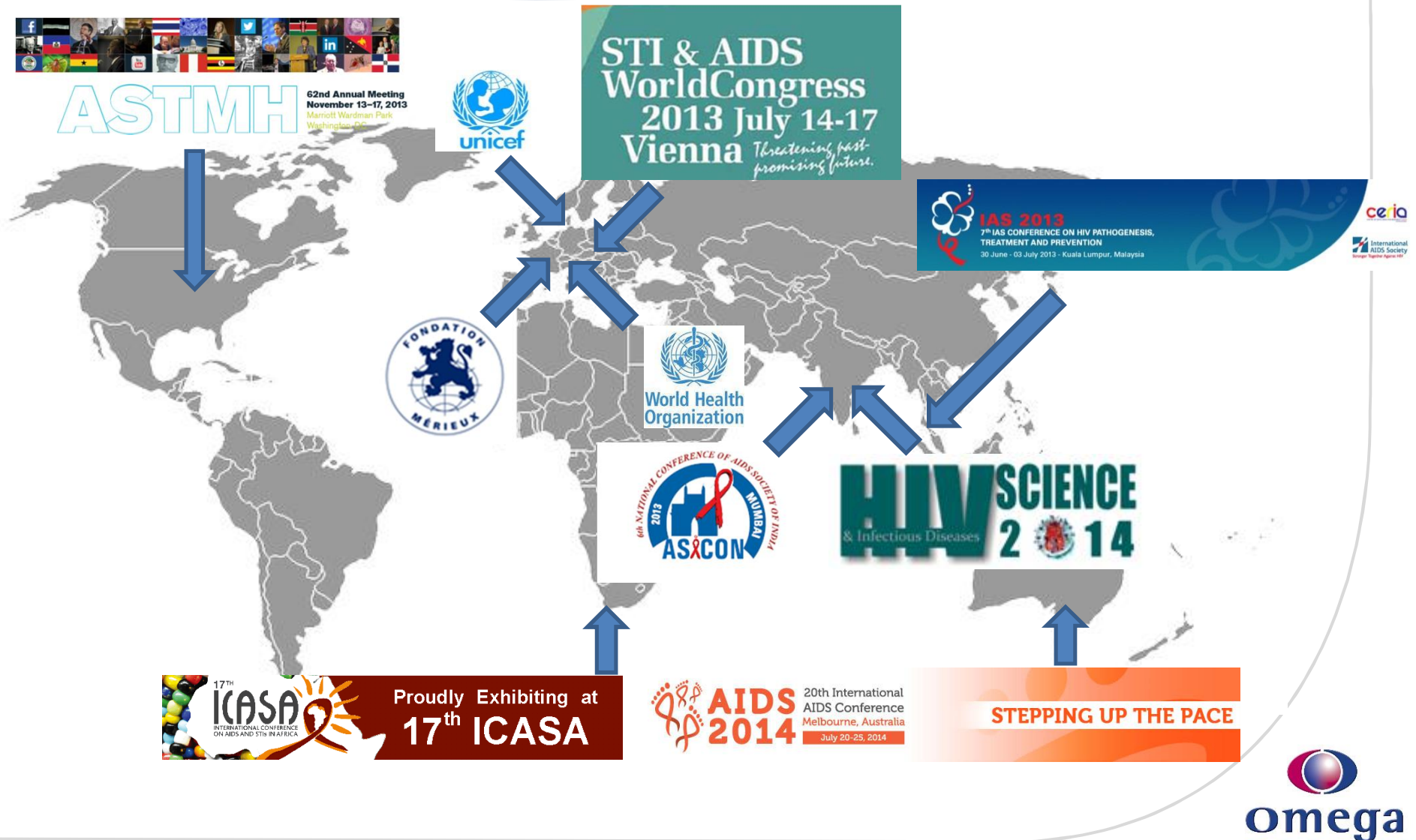
South Africa

Burnet Institute - Australia

= Initial evaluation sites

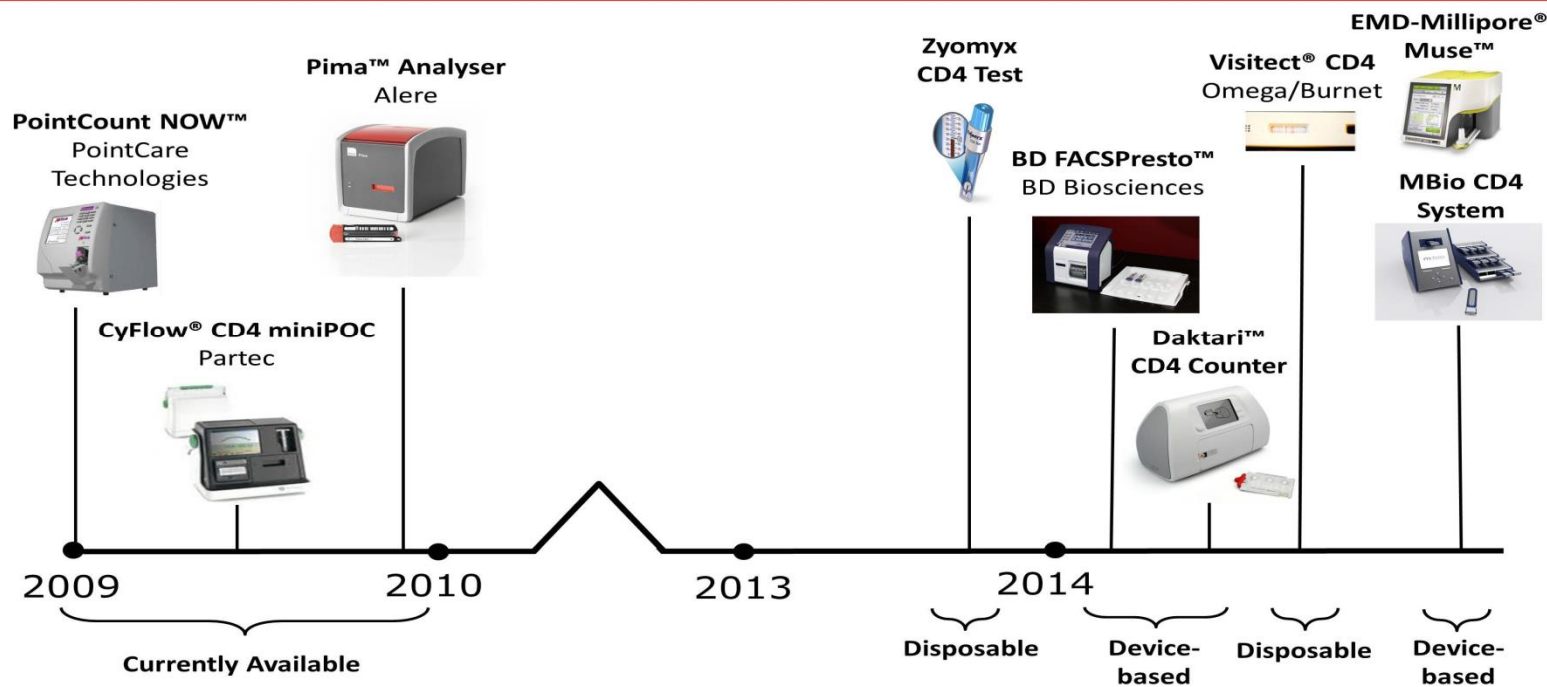
= Field trial sites

Visitect® CD4 Pre-Launch Marketing



CD4 Competition landscape

**POC CD4 products:
available & pipeline***



*Estimated as of October 2013 - timeline and sequence may change.

Visitect® CD4 *mHealth*

VISITECT® CD4 App



www.cd4counts.com



Global **challenges**  Global **solutions**



Summary

Core business holding up

Successful £4m fundraising

Covered much ground on claim support with iSYS automation project

Selected preferred manufacturing protocol for Visitect[®]CD4

Confident in delivering shareholder value

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

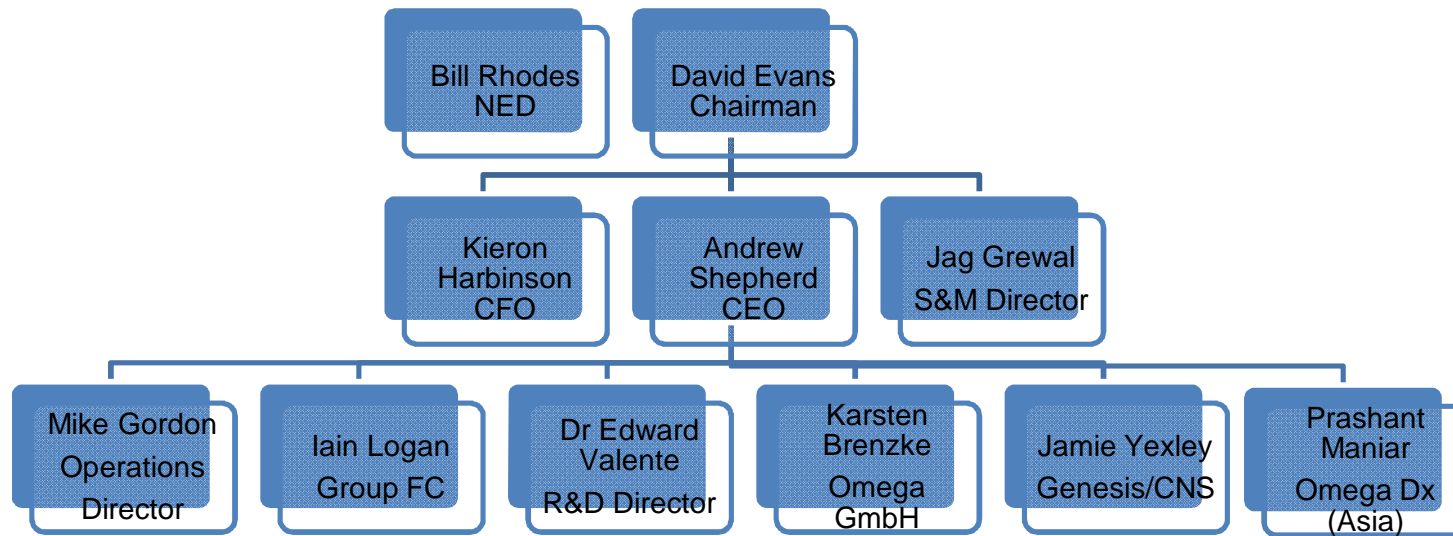


2011

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



Omega Management Team



Omega Diagnostics Group PLC

5-Year history to 31 March 2013

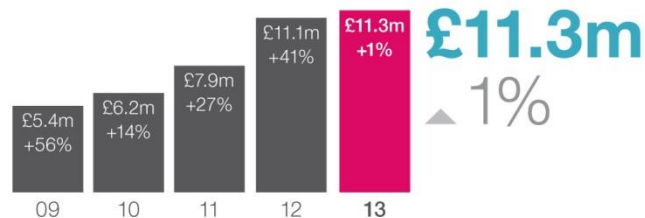
Sales

Progress made in 2013

Solid performance with margin maintained.

Strategy for 2014

Commercialise iSYS and CD4 and continue to grow sales in India.



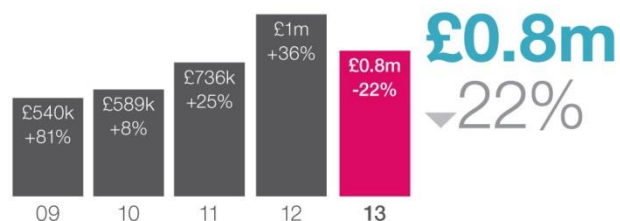
Adjusted Profit Before Tax

Progress made in 2013

Reduced by 22% on prior year.

Strategy for 2014

Manage cost base through final development phase of new products.



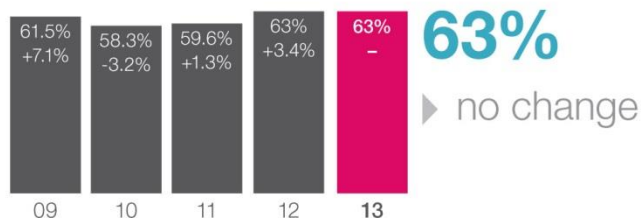
Gross Margin

Progress made in 2013

Margin maintained.

Strategy for 2014

Improved margin through the introduction of new products.



Revenue Split

Year to 31 March 2013

Allergy and Autoimmune

Main products:

- Allergozyme
- Allergodip
- Genesis Elisa

Revenue share



Food Intolerance

Main products:

- Microarray
- Food Detective
- Foodprint service

Revenue share



Infectious Diseases

Main products:

- Immutrep Syphilis
- Micropath Bacterial tests
- Dengue Elisa

Revenue share

