

Interim Results Six months ended 30 September 2015



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Omega Presentation Team

- Andrew Shepherd
- Chief Executive

Colin King

Chief Operating Officer

- Kieron Harbinson Chief Financial Officer
- Jag Grewal

Sales & Marketing Director



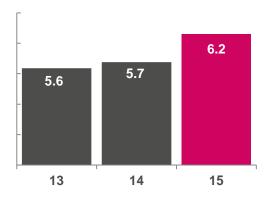
Introduction

- Financials
- Core business update
- Allergy update
- Visitect CD4 update
- Pune update/Global Health
- COO insight
- Summary

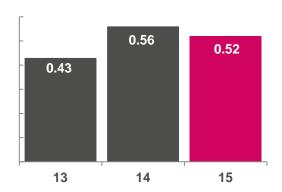


Financial KPIsSix months ended 30 September

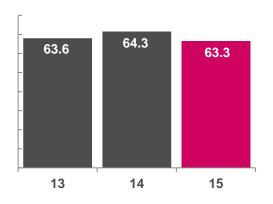




Adjusted PBT (£m) £0.52m ▼8%

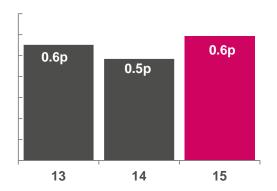


Gross profit (%)
63.3% ▼ 100 bps



Adjusted EPS

0.6p ▲ 23%

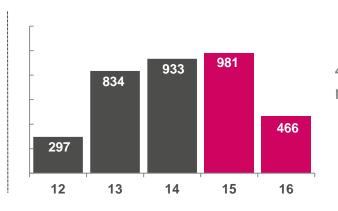




Capitalised development – IAS38 Six months ended 30 September 2015

Allersys® expenditure

Cumulative spend to date of £3.5m

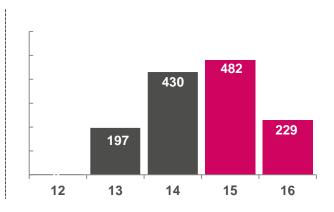


£466k

48% of FY15 run rate

Visitect® CD4 expenditure

Cumulative spend to date of £1.3m



£229k

48% of FY15 run rate



Group cash flowSix months ended 30 September 2015

	2015	2014
EBITDA	£0.7m	£0.7m
Working capital/other movements	(£0.1m)	(£0.4m)
Investing activity	(£1.0m)	(£1.1m)
Financing/Equity fundraise	-	(£0.1m)
(Decrease)/increase in cash	(£0.4m)	(£0.9m)
Opening cash	£2.0m	£3.1m
Closing cash	£1.6m	£2.2m



Core Business

Allergy and Autoimmune

Main products:

- Allergozyme
- Allergodip
- Genesis Elisa

£1.59m (\13%)

Food Intolerance

Main products:

- Genarrayt®/Foodprint® Microarray
- Food Detective®
- CNS laboratory service

£3.34m (†20%)

Infectious Diseases

Main products:

- Immutrep Syphilis
- Micropath Bacterial tests
- Dengue Elisa

£1.22m (†13%)

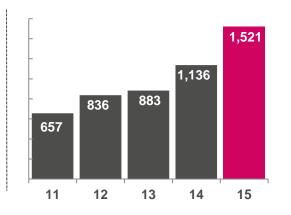


Flagship Product Sales Six months ended 30 September 2015

Genarrayt Reagent Sales

Top five markets = 66% of sales





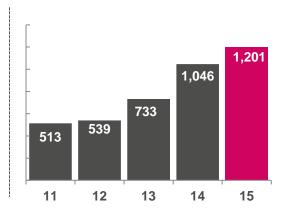
£1,521k

▲ 34%

Food Detective Sales

Top five markets = 68% of sales





£1,201k

▲ 15%



Food Intolerance Segment

Market Trends

Increased consumer awareness of the impact of foods on health.

Increase in middle class health care expenditure in fast growing economies.

Technology

Food Detective – POCT.

FoodPrint (Genarrayt) – Laboratory.

Well established.

Good reputation in the market.

Gut Health

Position

Market leading in over 75 countries.

Strong brand.

Knowledgeable distribution partners.

Established franchise model.

Opportunity

Continued growth opportunity in all markets.

Growth through extended menu.

Growth in new markets.



Core Business – Regional Highlights



Infectious disease performed well in Africa, Middle East and UK.

Food Intolerance continues to grow existing 'mature' EU markets as well as China, Latin America and Middle East.



Continuing slow decline in domestic business.

Additional Euro headwinds.

Low rates of reimbursement making testing unattractive in smaller doctor practices.



Continued growth across all segments.

Increased focus on Food Intolerance products.

Growth in allergy with Allergodip product line.



Allergy Segment







Core laboratory segment

- Automation
- Developed world markets
- Allersys strategy

Mid market ELISA

- Semi-automated
- Declining market
- Holding strategy

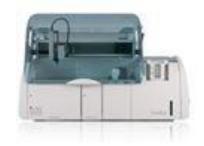
Small lab / doctors office

- Manual
- Screening/panel tests
- Emerging markets
- Allergodip /OmegApp strategy



Allersys







8 allergens under active development



37 allergens currently optimised



26 allergens completed claim support



CE mark of launch panel early FY17

Field evaluations - Spain, Italy, Germany, France



Visitect® CD4 The stability issue

- On 7 July 2015, 3 pilot batches showed deterioration in performance after 5 weeks' storage
- Root cause analysis revealed a raw material issue
- All subsequent batches set up on stability and stored at room temperature since 7 July 2015 have exhibited no deterioration
- We now have 6 months stability at room temperature and continue to monitor long term stability
- We believe that we do not have a systemic stability issue



Visitect® CD4 The ambient temperature effect

- The test line response varies with a change in running temperature
- The cause has been identified
- A potential solution has been identified, we are working on ways of incorporating that solution into the device and still meet the conditions for intended use (resource poor settings)



Visitect® CD4 Commercialisation

V & V

Recommence verification and validation

Trials

Restart of Indian & Kenyan trials

ERPD

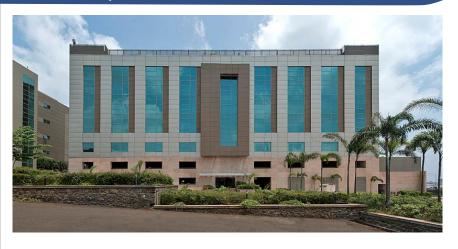
- Global Fund
- Triggers procurement from NGOs

PQ

- WHO Prequalification
- Essential requirement for broader market



Rapid Test Manufacturing Pune, India





- Transfer of manufacturing of existing range of RDTs including Visitect Malaria
- Benefits include:
 - Lower manufacturing cost
 - Avoidance of import duties
 - Access to high volume tenders
- Manufacturing capacity for menu extension in Global Health



Global Health Opportunities



- 4 National Reference Laboratory
- Senior health specialists
 - 3 Regional/provincial Laboratories
 - Specialists/senior technicians
 - 2 District Hospital
 - Technicians and assistants
 - 1 Primary care
 - Health Centres
 Health Posts and
 Outreach

Top four products identified for development

- Neonatal Syphilis
- High sensitivity Malaria
- HIV/Viral Load
- TB

Second tier product targets:

- Dengue
- Schistosomiasis
- Trypanosomiasis



Making a Step Change 3 to 5 year vision

- Core Business Accelerated Growth
 - Gut Health
 - New market opportunities
 - Product extensions
 - Allergy
 - Allersys
 - Allergy dipstick test (Allergodip)
 - Global Health
 - Pune Facility
- Process Improvements
 - E.g. Research and pre design control phases
- Accountability



Summary

- Core business continues to perform well with significant growth opportunities
- Allersys approaching commercialisation
- Visitect CD4 significant progress but still challenges to overcome
- Pune manufacturing capability providing foundation for future growth
- Developing a 3-5 year plan to accelerate growth



APPENDICES

A Brief History

1987

Omega Diagnostics Ltd founded



2007

Acquisition of Genesis Diagnostics and Cambridge Nutritional Sciences





2010

Acquisition of IVD Division of Allergopharma

Signing of exclusive license agreement with IDS



2012



CD4 test licensed from Burnet Institute

2006

Omega Diagnostics Group PLC IPO

2009

Acquisition of Co-Tek

2011

Formation of Indian subsidiary:

Omega Dx (Asia) Pvt Ltd



2015

Establish Pune RDT manufacturing facility

Omega Senior Management Team

