

Interim Results  
For the six months ended  
30 September 2022



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# Omega Team

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## Jag Grewal – CEO

- Jag joined Omega in June 2011 as Group Sales and Marketing Director
- Appointed Managing Director of Omega's Health and Nutrition Division in August 2020
- Worked in the medical diagnostics industry for over 25 years
- Past Chairman and current Treasurer of the British In Vitro Diagnostics Association (BIVDA)



## Chris Lea – CFO

- Chris joined Omega in August 2021 as Chief Financial Officer and Company Secretary
- Previously CFO of two other AIM-listed companies, IndigoVision Group plc and Superglass Holdings PLC, both of which were successfully turned around under Chris' management and were subsequently acquired by larger corporations
- Prior to his public company roles, Chris was CFO of Aviagen Europe

# Agenda

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- Introduction
- A new vision and focused strategy
- H1 Operational Highlights
- H1 Financials
- Core business overview and growth strategy
- Summary

# What We Do

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- Over **30 years'** scientific heritage
- Develop, manufacture and market pioneering diagnostic products
- Global network, in over **85 countries**
- Enable healthcare professionals to make informed decisions to improve patients' long-term health

Our **Health and Nutrition** division is a pioneer and market leader in food sensitivity testing. Enabling healthcare professionals and their patients to identify lifestyle and dietary changes that can significantly improve their long-term health and well-being

## NOW DISCONTINUED

Our **Global Health** division offered uniquely instrument free, easily accessible CD4 tests to low- and middle-income countries for effective management of HIV

# Our Markets

- Health and Wellness, Functional Medicine, Sports Medicine

## Customer Base



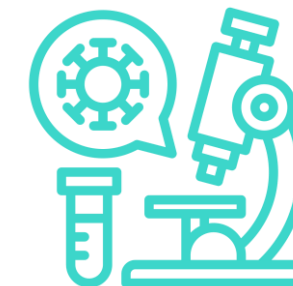
Government hospitals



Reference  
laboratories



Nutritionists



Naturopaths

Our tests are typically used where there are chronic long term inflammatory conditions that are linked to poor gut health or by healthcare consumers wishing to maintain health and wellness

## Our Key Strengths

- Global network and brand reach in over 85 countries
- Grown revenues from £2.3m in 2009 to £8.6m in FY 2022
- Health and Nutrition division is cash generative – EBITDA circa £1.6m in FY2022
- Gross margins circa 60%
- Significant opportunities for growth

## Our Brands



- Near-patient test in clinic setting
- 59 common foods analysed
- Rapid results in just 40 minutes



- Used by over 150 laboratories worldwide
- Innovative, colorimetric microarray-based ELISA technology
- Analyses IgG antibodies to over 200 different foods with vegan and vegetarian panels available



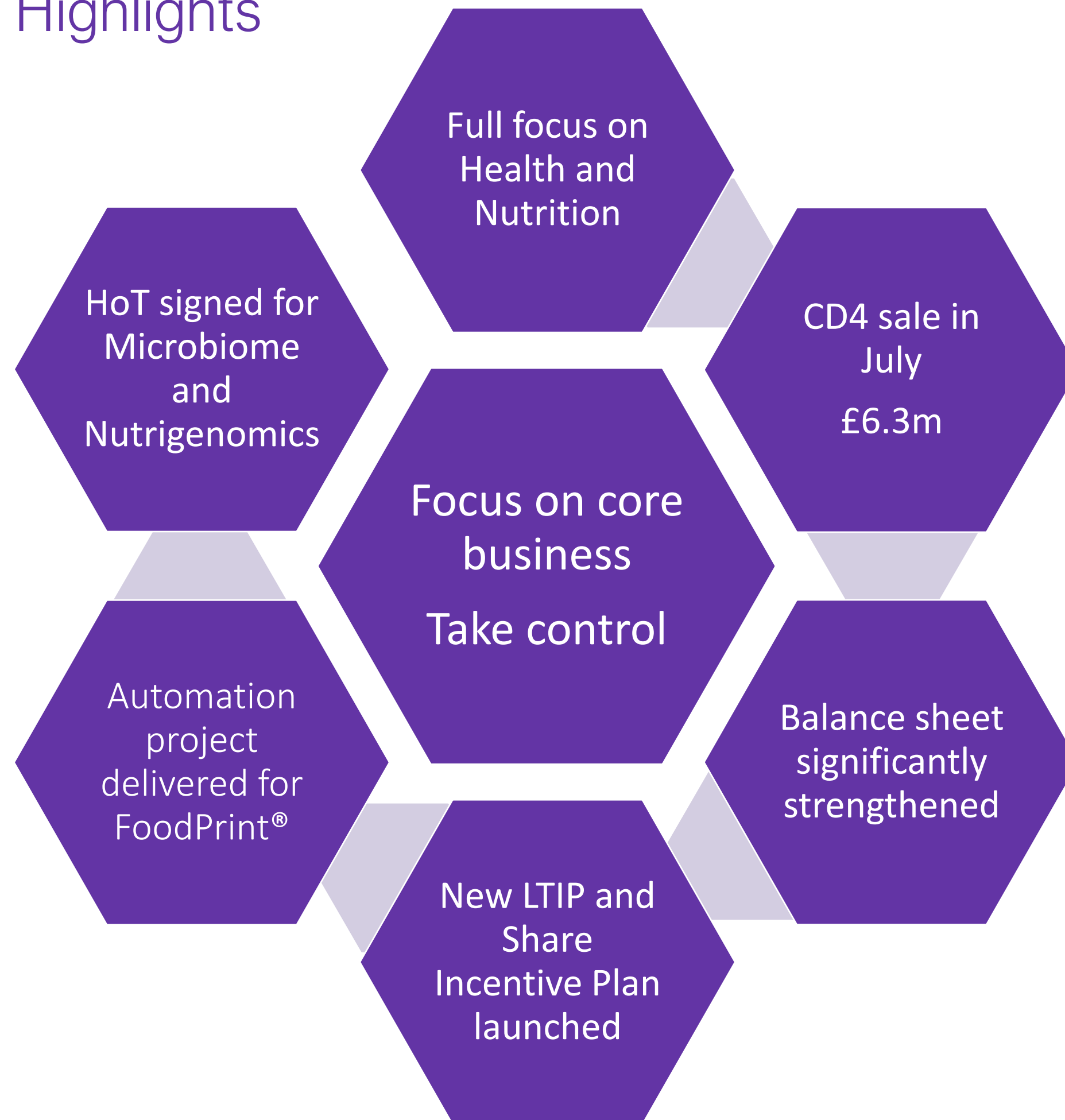
- Wide range of panels available
- Semi quantitative results reported with easy to interpret results



Our UK Lab offers FoodPrint testing and other functional tests to healthcare practitioners in the functional/integrative medicine sector

# Operational Highlights

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# Financials



# Consolidated Statement of Comprehensive Income



for the six months ended 30 September 2022

	6 months ended 30 September 2022 £'000	6 months ended 30 September 2021 £'000	12 months ended 31 March 2022 £'000
<b>Continuing operations</b>			
<b>Revenue</b>	<b>3,434</b>	4,167	8,539
Cost of sales	(1,581)	(1,485)	(3,437)
<b>Gross profit</b>	<b>1,853</b>	2,682	5,102
Administration costs	(1,773)	(2,146)	(4,438)
Selling and marketing costs	(730)	(512)	(1,256)
Other income	—	—	—
<b>Operating loss before exceptional items</b>	<b>(650)</b>	24	(592)
Exceptional items	—	—	(337)
<b>Operating loss after exceptional items</b>	<b>(650)</b>	24	(929)
Finance costs	(6)	(12)	(21)
<b>Loss before taxation</b>	<b>(656)</b>	12	(950)
Tax (expense)/credit	—	682	(459)
<b>(Loss)/profit for the period from continuing operations</b>	<b>(656)</b>	694	(1,409)
<b>Discontinued operations</b>			
<b>Loss after tax for the period from discontinued operations</b>	<b>(1,431)</b>	(3,443)	(9,924)
<b>Loss for the period</b>	<b>(2,087)</b>	(2,749)	(11,333)

- Continuing operations are Health & Nutrition (EBITDA £237k) and corporate costs (£466k)
- Operational gearing adversely impacted gross margin and EBITDA
- CD4 trading losses were £1.4m in the 4 months to 31 July 2022
- EBITDA outlook to 31 March 2023 remains unchanged – Management confident in outlook for the year

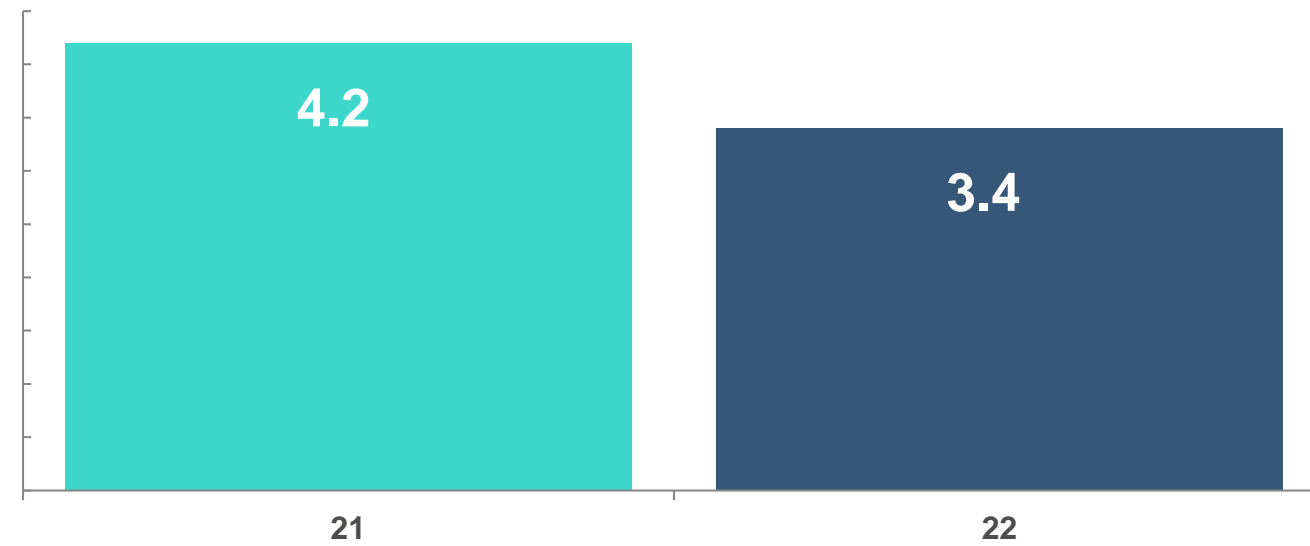
**Informing decisions**  
Improving health

# Financial KPIs – continuing operations

## Six months ending 30 September 2022

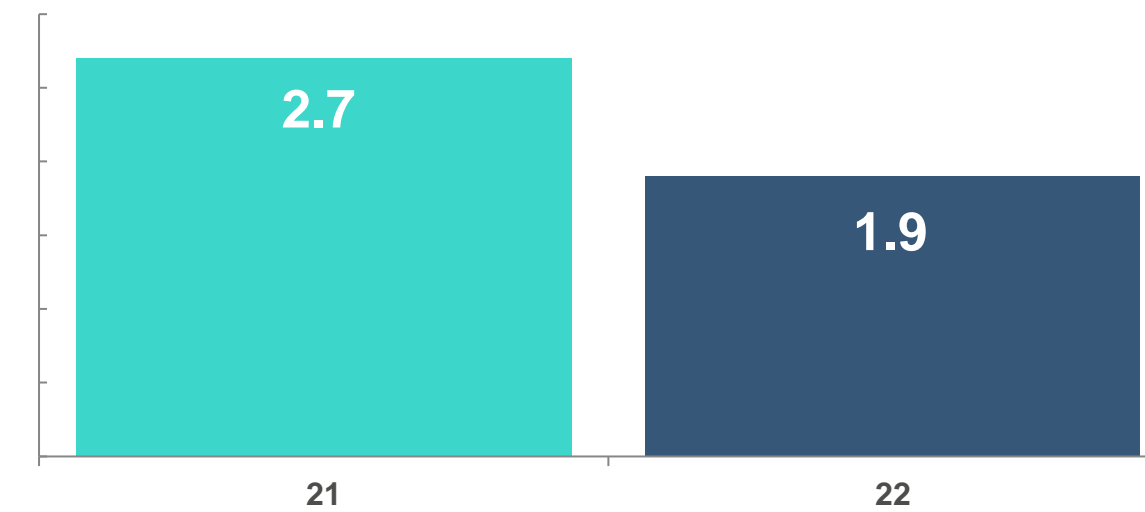
**Sales**  
£3.4m

▼ 18%

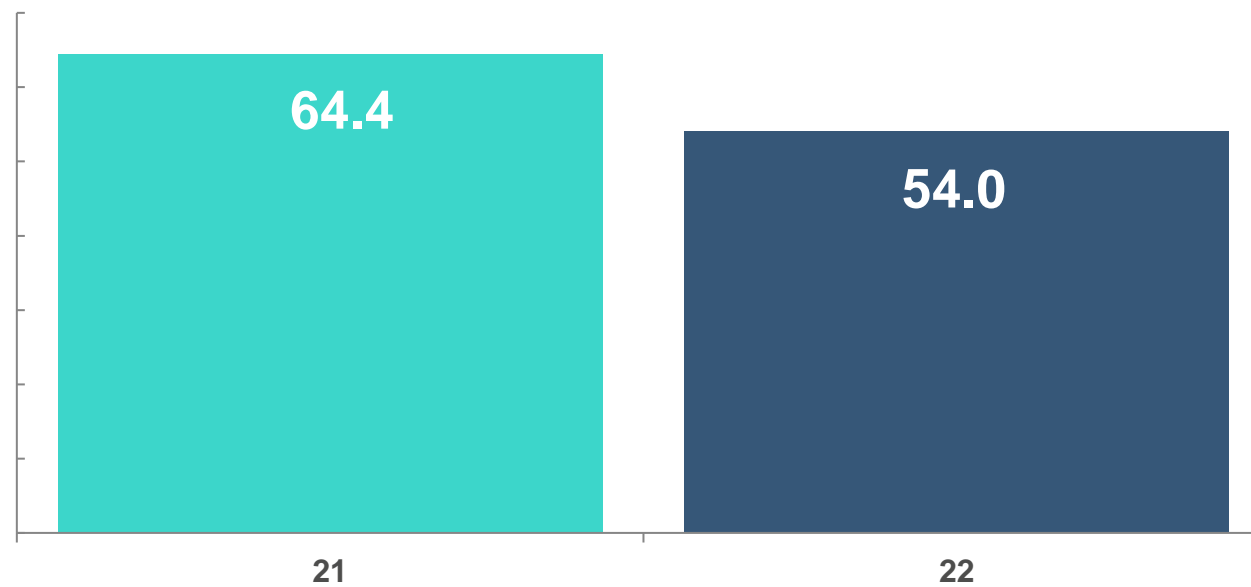


**Gross profit**  
£1.9m

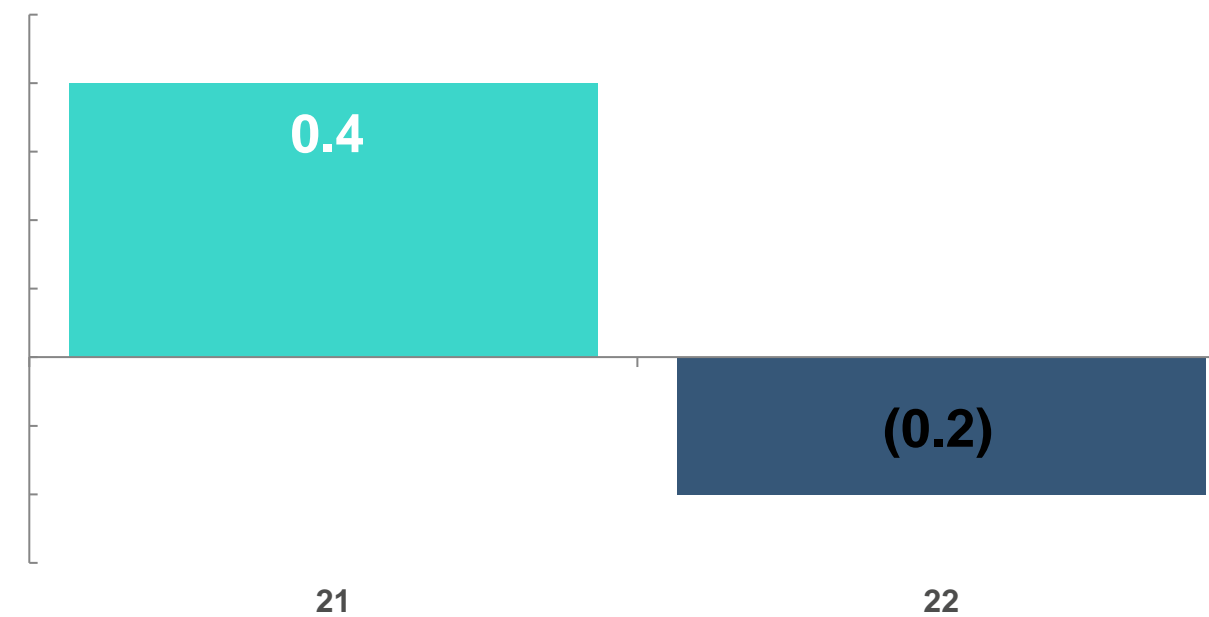
▼ 31%



**Gross profit**  
54.0%

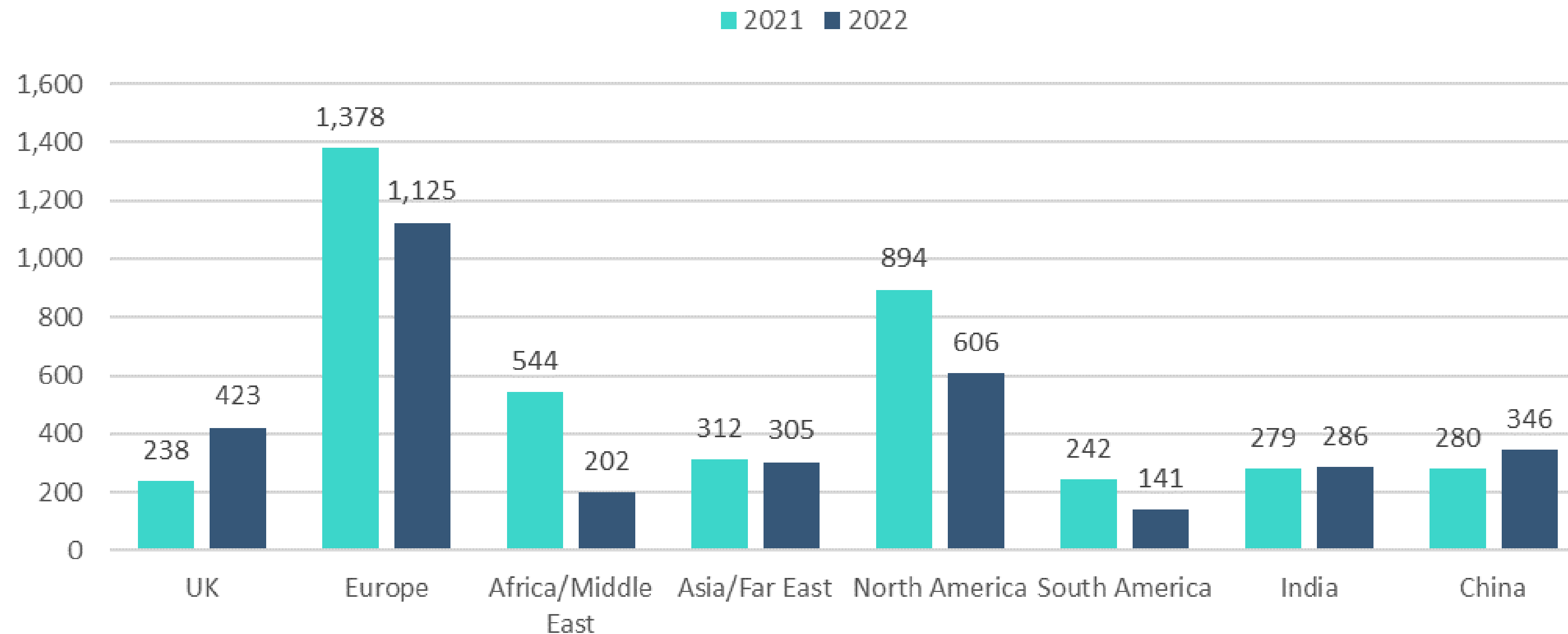


**Adjusted EBITDA**  
£0.2m



# Financial KPIs – continuing operations Six months ending 30 September 2022

## Regional Sales H&N



- UK CNS Lab sales up 68%
- Product changes in May 2022 adversely impacted customer ordering profile
- FY23 sales are H2 weighted

# Health and Nutrition Product Sales

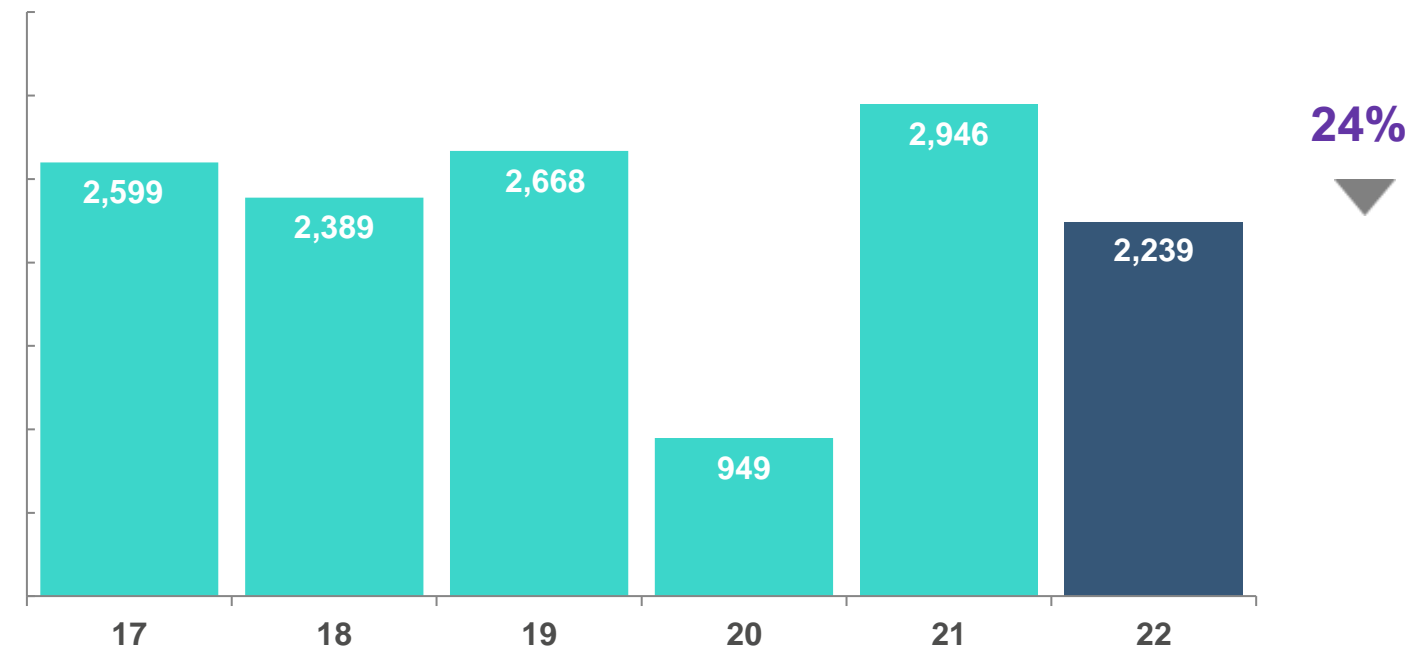
## Six months ending 30 September 2022

### FoodPrint Reagent Sales

Significant product change in May 2022 has required re-registrations and impacted ordering patterns

YTD shortfall relates primarily to UAE and Canada

Price rise implemented November 2022

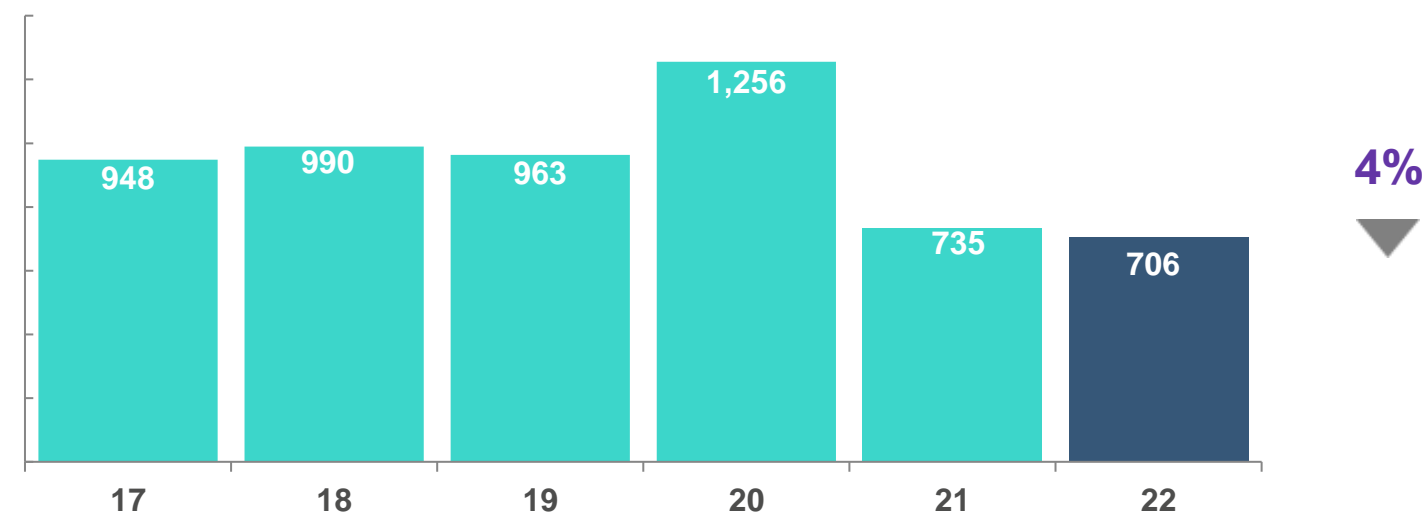


### Food Detective Sales

Sales broadly flat year on year

Strategic partner in China has placed an order for H2, their first order for two years

Price rise implemented November 2022



# Global Health Division (discontinued)



# Sale of VISITECT® CD4 business – Completed 31 July 2022

- After a competitive process, the CD4 business was sold to Accubio for a consideration of up to £6.3m including £1.3m for fixed assets and inventory and £4.0m for the intellectual property
- The £4.0m was contingent on the successful outcome of a clinical study in Kenya.
- Main questions from the WHO concerned the format and content of the Instructions For Use (IFU) leaflet
- All open items have now been resolved with the WHO
- Performance was as expected and Accubio have now authorised the release of the full £4.0m



## DHSC dispute

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- The £2.5m dispute is still ongoing with mediation now expected to take place in Feb/March 2023
- The Company's position remains unchanged – no repayment is required
- DHSC have yet to provide responses to questions posed in February concerning their failure to licence the necessary IP
- Deferred income of £2.5m remains in the balance sheet, but is not forecast to be cash paid
- Government-funded equipment has finally been removed from site
- The Company has now advised the DHSC of its counter claim, seeking an additional £1m+ over and above the £2.5m already received. Details will not be made public as this may be prejudicial



# Future growth strategy



# Growth Strategy

## Organic

- Maintain leadership position throughout programme of scientific education and building awareness
- Embracing digital technology that will empower our customers to reach and engage their patients more easily
- Marketing activities focused on digital technologies / channels and brand awareness
- Automating the FoodPrint® assay for laboratory customers

## Geography

- On-going channel optimisation addressing vacant markets and distributor upskilling
- China represents an increasingly health-conscious market and excellent opportunity for Food Detective®
- The US represents a health-conscious and mature personal health and well-being market, making FoodPrint® the most appropriate platform to be initially introduced into the market

## Menu

- Complementary tests to sell to our markets
- Microbiome and Nutrigenomics
- Expand our menu of tests that will allow our customers to more comprehensively manage their patients, thus enabling our vision of delivering personalised nutrition for better health

# Organic Growth - Connecting to the Customer

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View test results

Ability to interact with patients

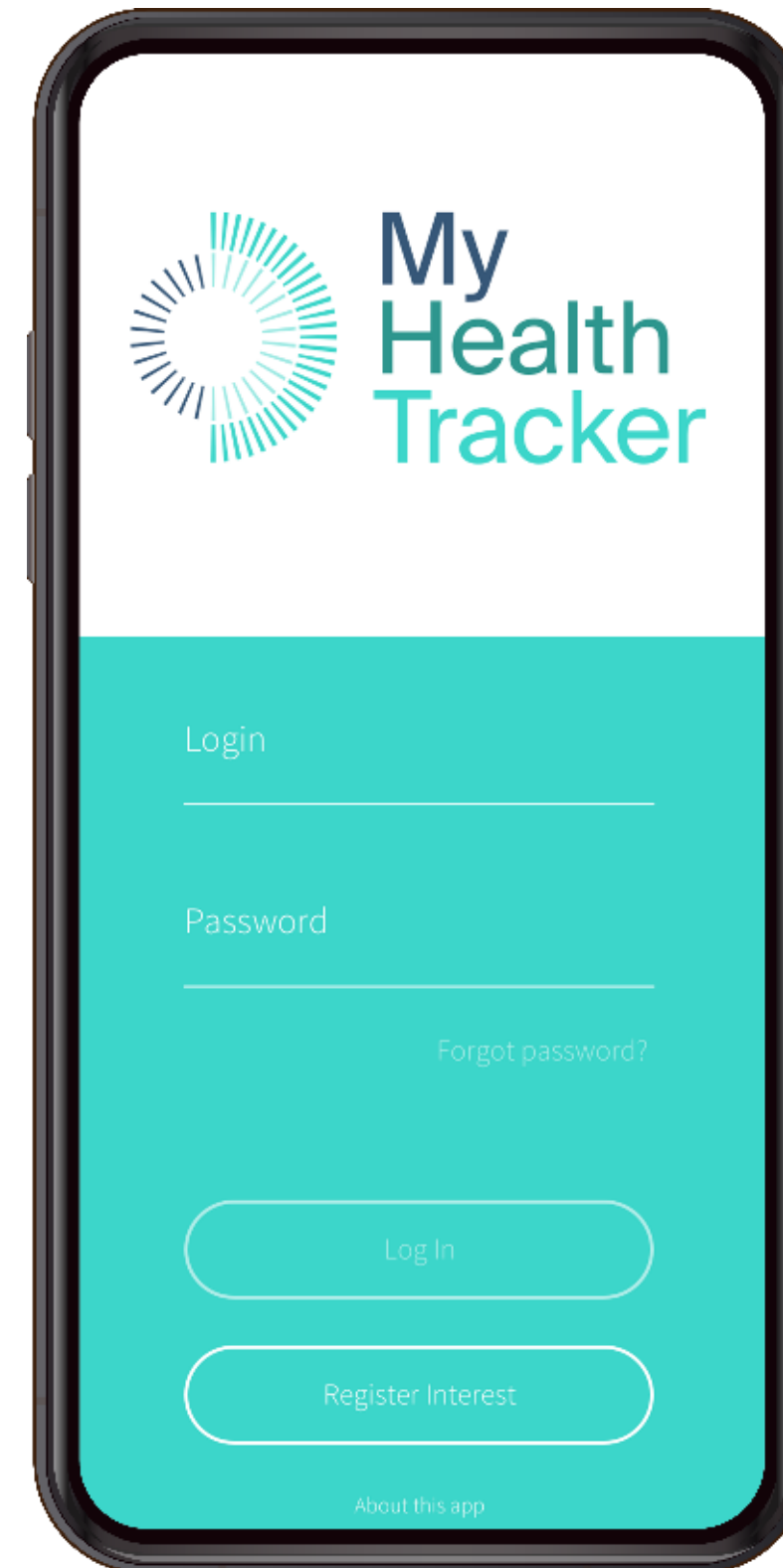
Built in CRM system

Easy view of foods to avoid/replace

Wellness Diary

First to market in our segment

Final Beta Testing – Launch early in the New Year



# Organic Growth - Connecting to the Customer

Benefits of the Platform



## Digitised results for practitioners and patients

- Increased accessibility to test results at a time that suits the user
- Easy to view and understand test results



## Improved patient support and relationship with practitioner

- Information provided by the app on what foods to avoid/replace
- Practitioners can leave patient notes for better patient outcomes



## Wellness diary

- Enable patients to record symptoms
- Ability to share symptoms with practitioner
- Ability to compare symptoms with dietary adherence



## Better understanding of audiences through data

- Gender
- Regional symptoms
- Length of time suffering with symptoms
- Follow up capacity
- Scientific validity

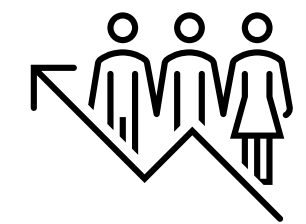
# Organic Growth - Connecting to the Customer

Commercial Benefits



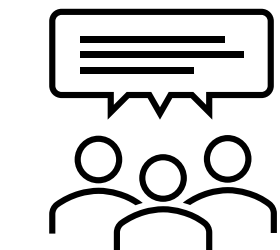
## Retention of laboratories

- By offering a unique experience in comparison to other providers



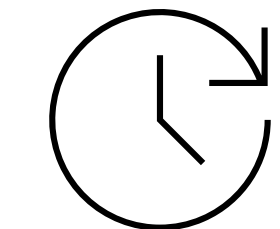
## Increase in testing and expanded menu opportunities

- After six to 12 months



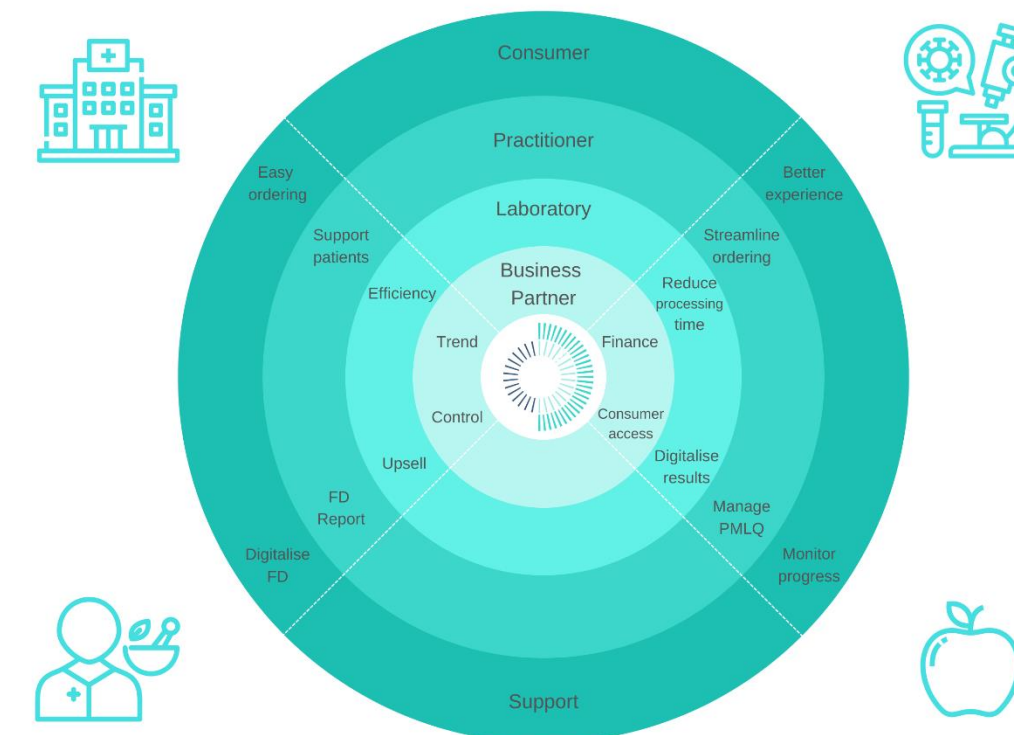
## Improved customer experience

- Easy to use platform

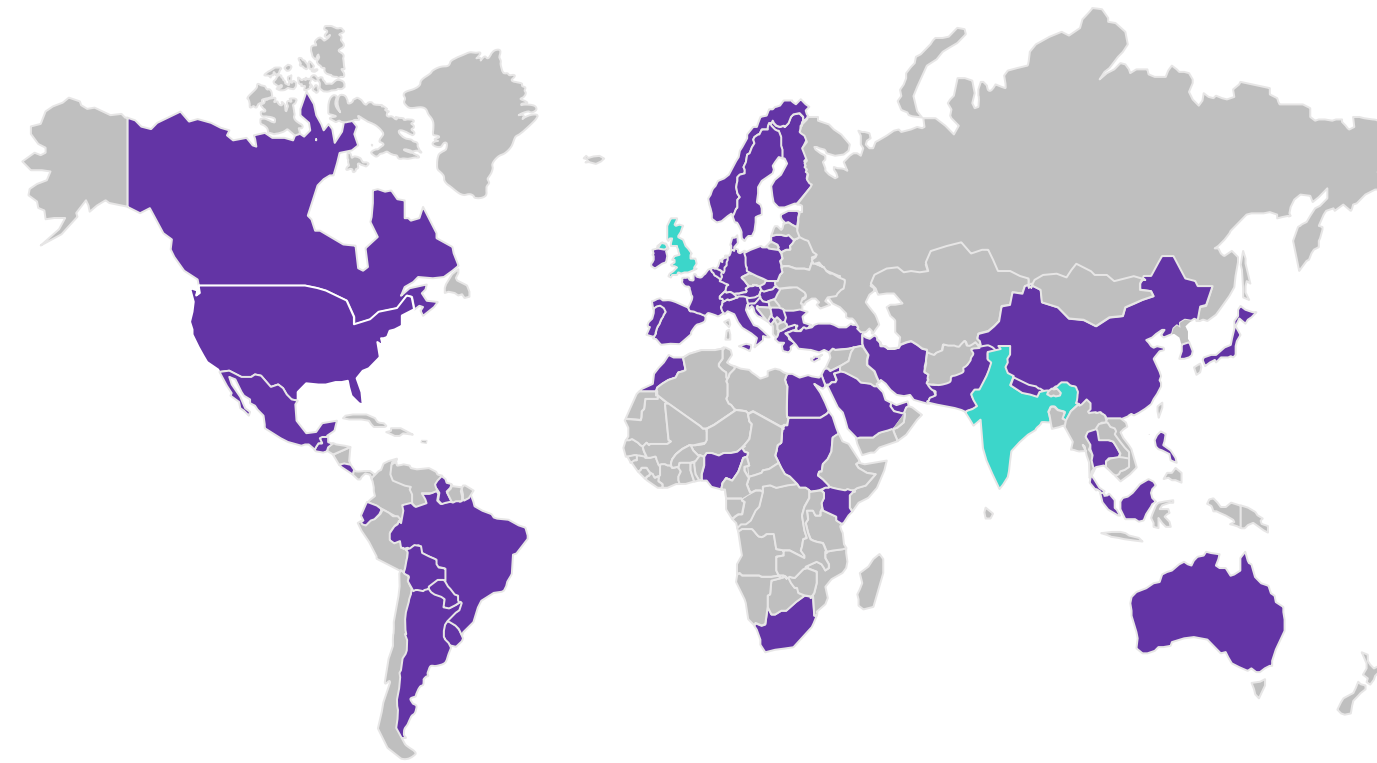


## Go more direct in key markets

- Straight to laboratory
- Straight to health care professional
- Straight to healthcare consumer



# Organic Growth - Geography



- The US Food Sensitivity testing market is estimated to be the largest and most established market in the world. It is the leading market for functional medicine laboratory testing with an increasing demand for personalised medicine – held back investment awaiting CD4 funds to be received
- China have re-started to order Food Detective® as the market opens back up
- Core business – seven new FoodPrint® installations and appointed business partners in seven new territories, taking our coverage to over 85 countries

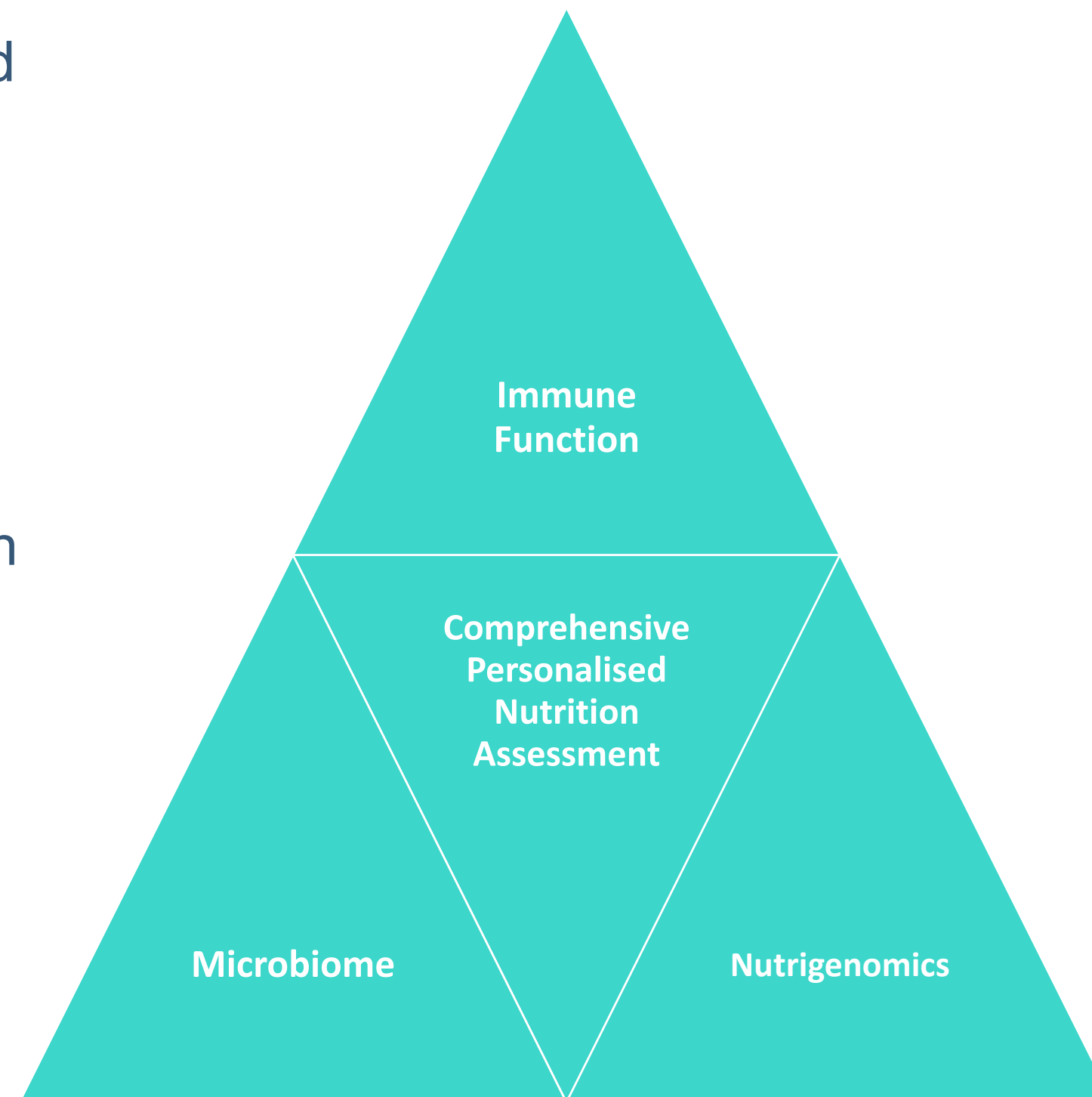
# Organic Growth – FoodPrint® Automation Solution for Laboratories

- We have worked with Dynex, one of the market leaders in laboratory automation / liquid handling to automate the FoodPrint® assay
- Validated the Dynex DS2®, a common liquid handling platform found in many laboratories across the world
- Automates what is a manual assay procedure which offers many benefits in performance and walk away capability for our laboratory customers



# Organic Growth - Menu Expansion – Microbiome / Nutrigenomics

- Build a wider menu of complementary gut health tests and sell through well-established channels from a market leading position
- Over recent years the gut microbiome in particular has been linked to a plethora of diseases and conditions, from diabetes to anxiety to obesity
- Nutrigenomics is defined as the relationship between nutrients, diet, and gene expression - allows the healthcare professional to understand genetic strengths and weaknesses making specific improvements that help achieve better health
- Heads of Terms signed with two separate providers to create unique test reports that will be commercialised in 2023
- Combining all three provide a compelling value proposition in the testing industry





# Operational efficiency and laying a new foundation

- Still many unresolved issues with the building and the developer funding
- Surveyors appointed to identify remedial works and to assist in re-negotiating the agreement for lease
- It is not certain these issues can be overcome to the Company's satisfaction
- Given the project funding challenges and likely timescales involved, agreement has been reached with the current landlord to extend the Littleport lease by two years to June 2025



## Restructured Business

Now focused exclusively on Personalised Nutrition Testing

Well capitalised business with a strong balance sheet having divested CD4 business

## Focus on Health and Nutrition

Build on existing global leadership position in the emerging and fast growing personalised nutrition segment

Differentiate through science and education

Become a cash generative and profitable business

## Grow from foundation

Target new geographies – U.S.

Build out China

Add menu to existing well established sales channels in Microbiome and Nutrigenomics

Differentiate through digital platform – HCP and patient engagement

## Questions

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