



THE FUTURE OF DIAGNOSTICS

**Presentation to Growth & Innovation showcase
30 January 2018**

Elaine Warburton, Group CEO

This document is for informational purposes only and contains forward-looking statements pertaining to the Company's future strategies and plans. Results are dependent upon a number of variables and are strictly hypothetical. Actual results may vary materially and negatively from figures contained herein.



Confidential

ACCURATE DIAGNOSIS IS CRITICAL TO CONTAINING & ERADICATING DISEASE

Decentralised testing is key



The promise of decentralised POC testing has yet to be fully realised

- Uncompetitive price per test
- Lower sensitivities & specificities
- Long turnaround times
- Lack of multiplexing (simultaneous multiple testing)
- Poor user operation
- Lack of portability
- Lack of connectivity

The Problem: Centralised vs Decentralised



CAPTURE-XT™

PATHOGEN CONCENTRATION

Pathogen enrichment
Aim: to replace culture

DNA-XT™

DNA EXTRACTION

< 5mins DNA/RNA extraction
Use in applied markets

Q-POC™

THE FUTURE OF DIAGNOSTICS

Low cost, simple to use, portable
POC MDx platform + connectivity

The Solution: Three platforms innovating the entire MDx process for use individually or integrated

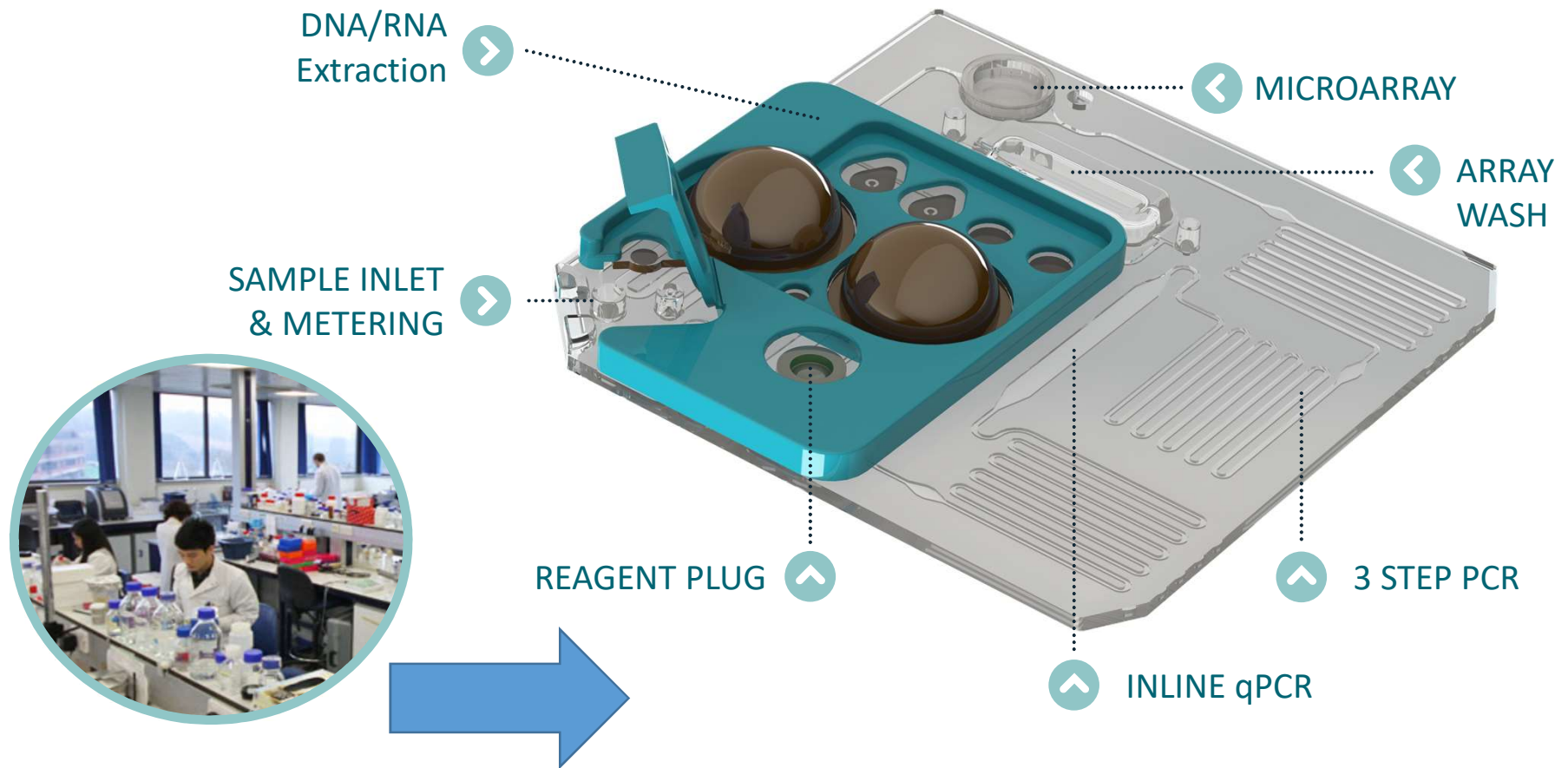


Confidential



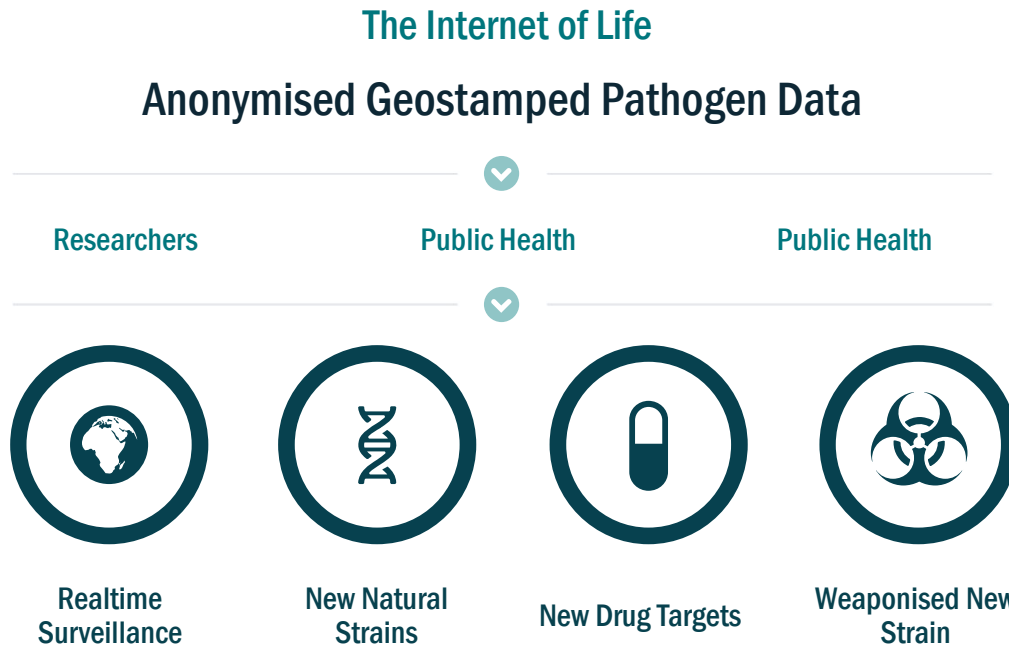
Q-POC™
THE FUTURE OF DIAGNOSTICS

Redefining the MDx workflow
Faster, cheaper, more accurate



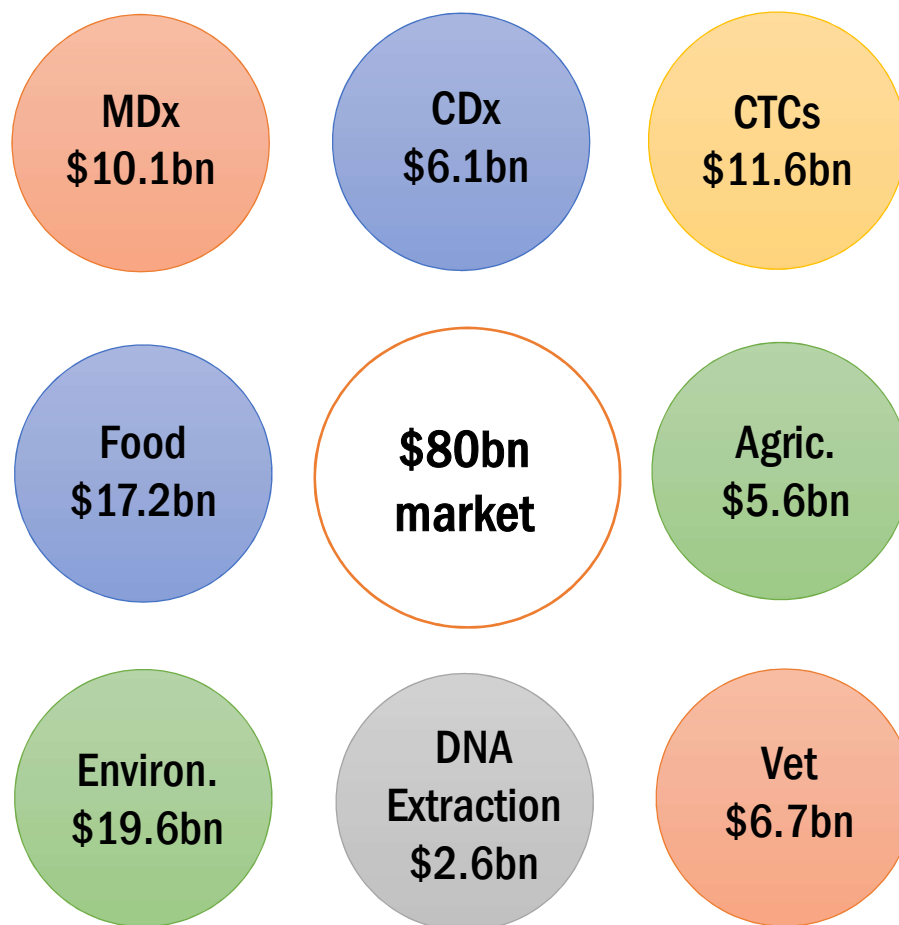
Q-POC™
THE FUTURE OF DIAGNOSTICS

“Secret Sauce” - an entire diagnostic testing lab in a <\$5 disposable cassette



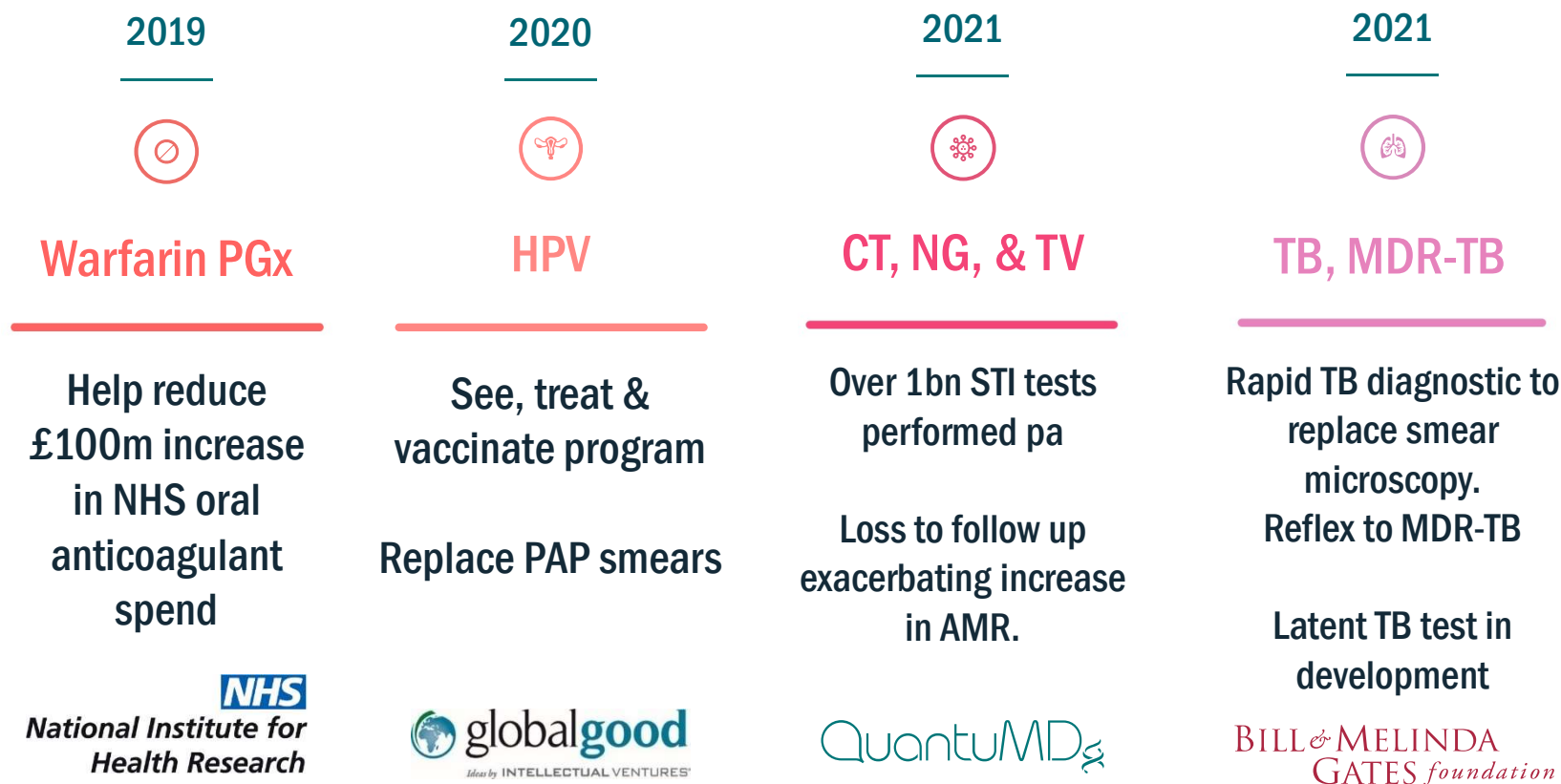
Connected – 2G, 3G, wifi, bluetooth, USB

Upload results to a hospital management system, the Cloud, digital interface for real time public health surveillance



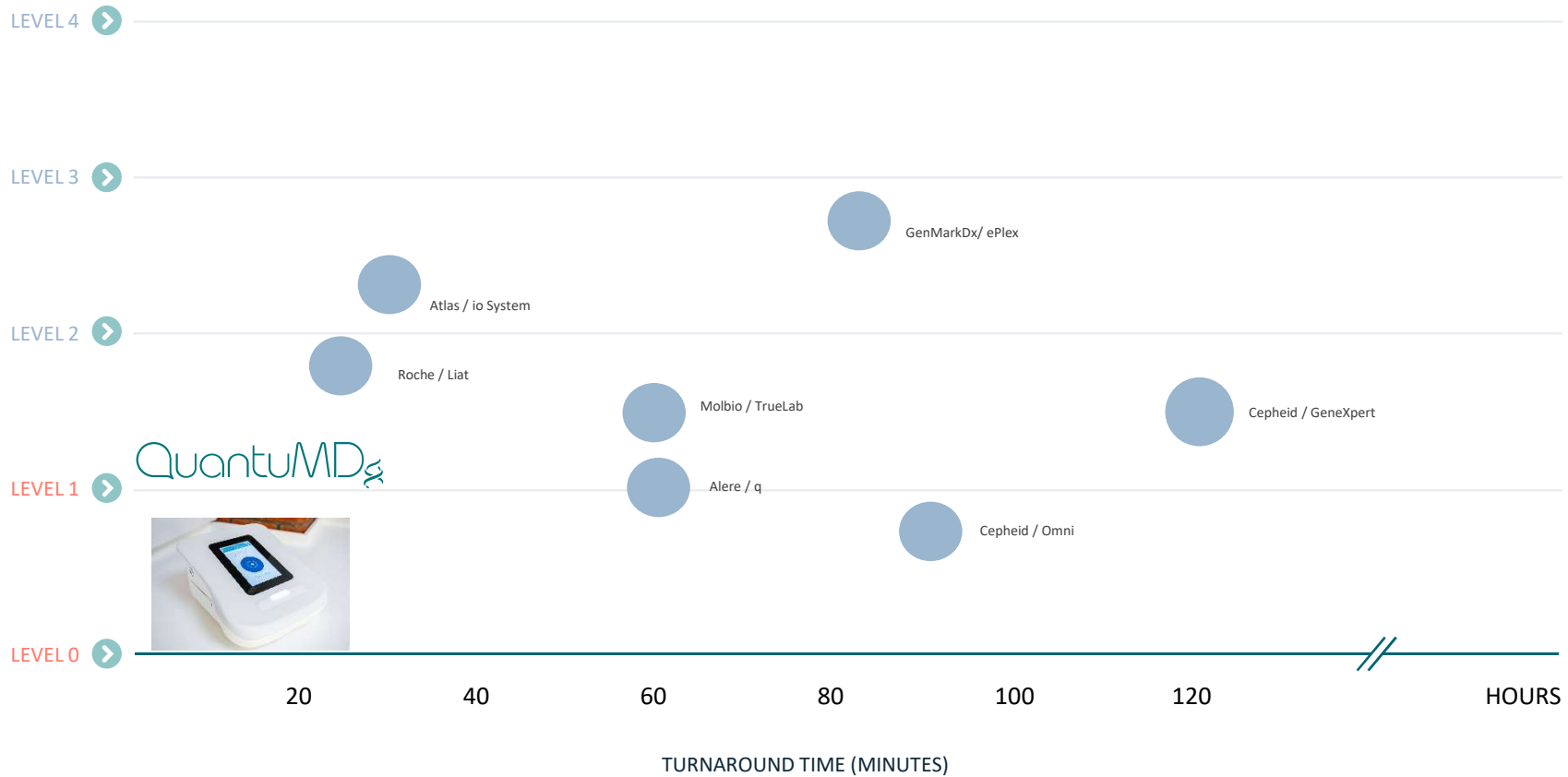
Sources: available on request

Market Opportunity \$80bn: DNA is in all living things so partner to rapidly expand menu content



First assay focus

Demonstrating the power of the Q-POC™ platform



Q-POCTM Competition

THE FUTURE OF DIAGNOSTICS

First to market: for true decentralised testing
Lab standard results: qPCR AND microarray
Low COGs: transformational margins
Ease of use: minimal training, sample in press go
Time to result: in minutes
Reduce loss to follow up: results at consultation
Connectivity: upload or print out results

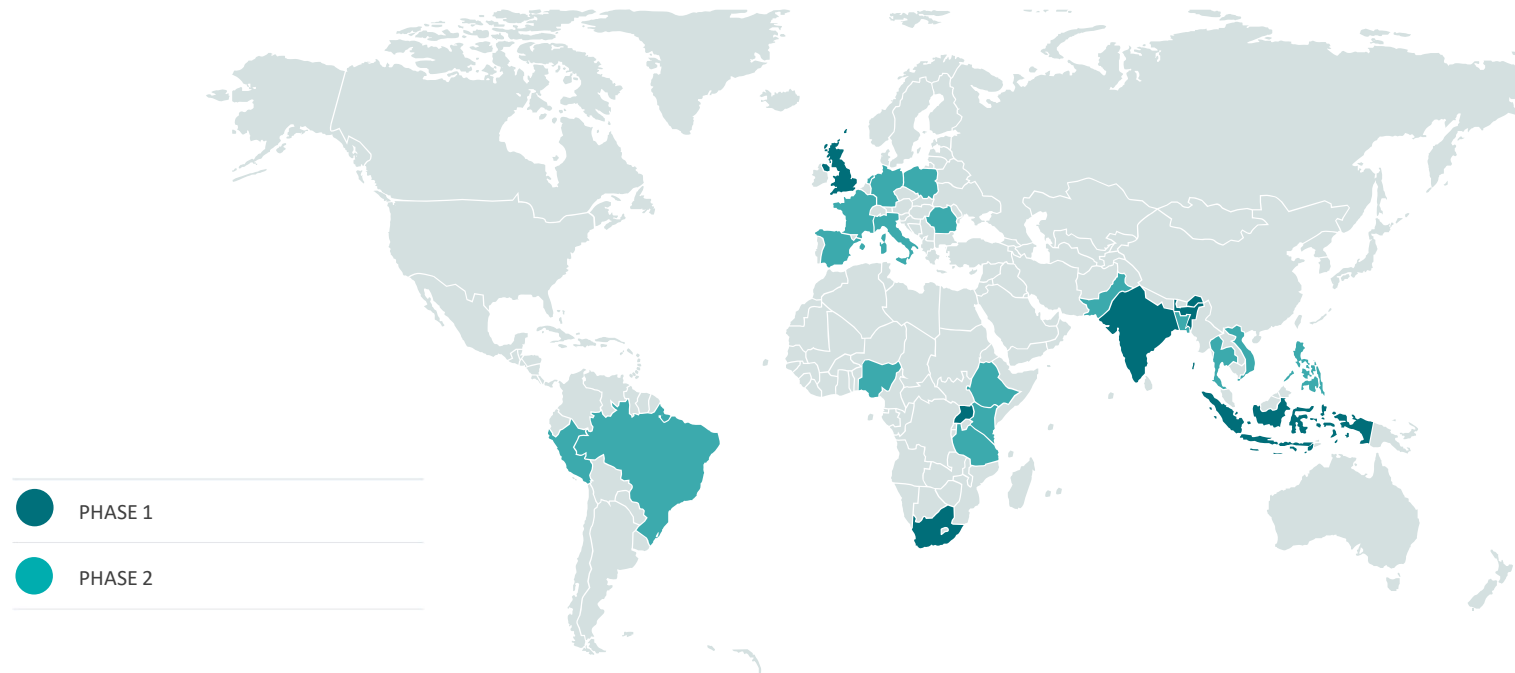
Q-POC™ Competitive Advantage





Business model

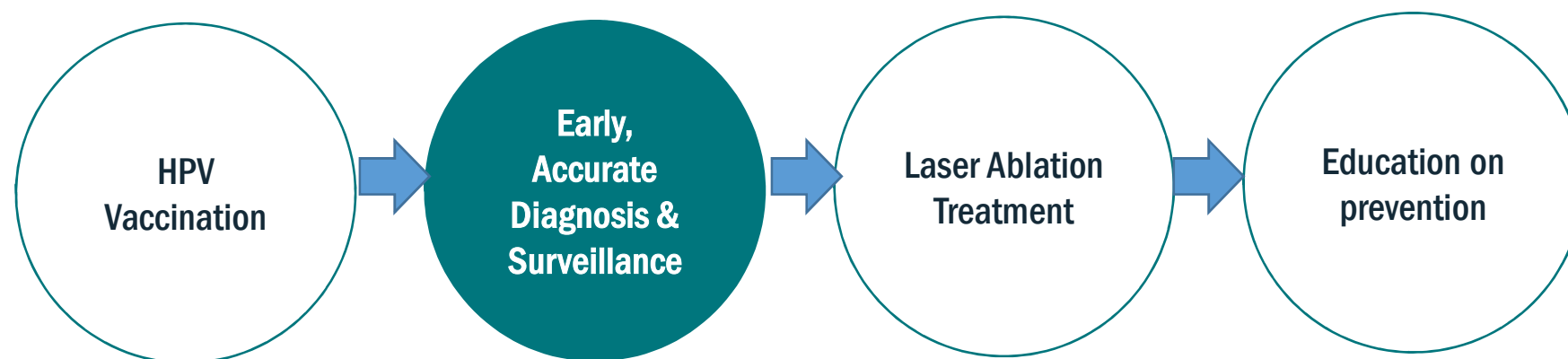
Rapid menu expansion in high value markets whilst leveraging NGO funding & resources for high volume LMIC market. Own the manufacturing process to retain IPR.



Market adoption: Seek the rapid roll-out of Q-POC™
 Installed User Base through partnering and distributor
 network in preparation for increased menu content

HPV CASE STUDY

Positioning Q-POC™ within cervical cancer prevention program



Exemplar assay	HPV is an STD/infection	HPV Causes cancer	Assay detects infection & serotypes
\$9.46bn Cervical cancer diagnostic market by 2021*	Every 8 seconds someone in the world is infected with HPV	13 HPV strains cause 96% of cervical cancer	Assay 13 oncological strains and is positioned for new cervical screening programs

* <https://www.zionmarketresearch.com/news/global-cervical-cancer-diagnostic-test-market>



Low income countries Position with portable ablator “SCREEN & TREAT”



High income countries
Cervical cancer screening
2019 HPV screening replacing PAP smears



HPV Competitive Landscape

Q-POC's Competitive Advantage

Regulatory & Patents

Targets and Patents

Regulatory targets

- ISO 13485 Certification 2018
- CE-IVD Marking enter 2019
- Followed by WHO Prequalification
ASEAN, FDA Market Clearance, CFDA

Patents

- 13 Patent Families
- 38 Granted Patents
- 11 Exclusively
- in-licensed families covering a
further 38 granted patents



Prof. Sir John Burn
Chairman

Nigel Williams
NED

Jonathan O'Halloran
Chief Scientific Officer

Elaine Warburton
OBE
Chief Executive Officer

Timothy Chia
NED

Riccardo Braglia
NED

Leadership

Seasoned Board - financiers, IVD, Pharma, business



Confidential



2008

The original Q-POC™ concept

QuantuMDx is created,
our first lab is in a
garage in Sussex funded
by a redundancy cheque



2010

First test bed & disposable

QMDx receives £3m grant and
moves to South Africa to
observe first hand Dx
challenges in a low resource
setting



2011

Second test bed & disposable

Awarded £4m grants from NIHR
Innovate UK & EU FP7.

QMDx moves back to the UK
and expands R&D operations
with first £1.5m investment round.

Incorporated QMDx Asia

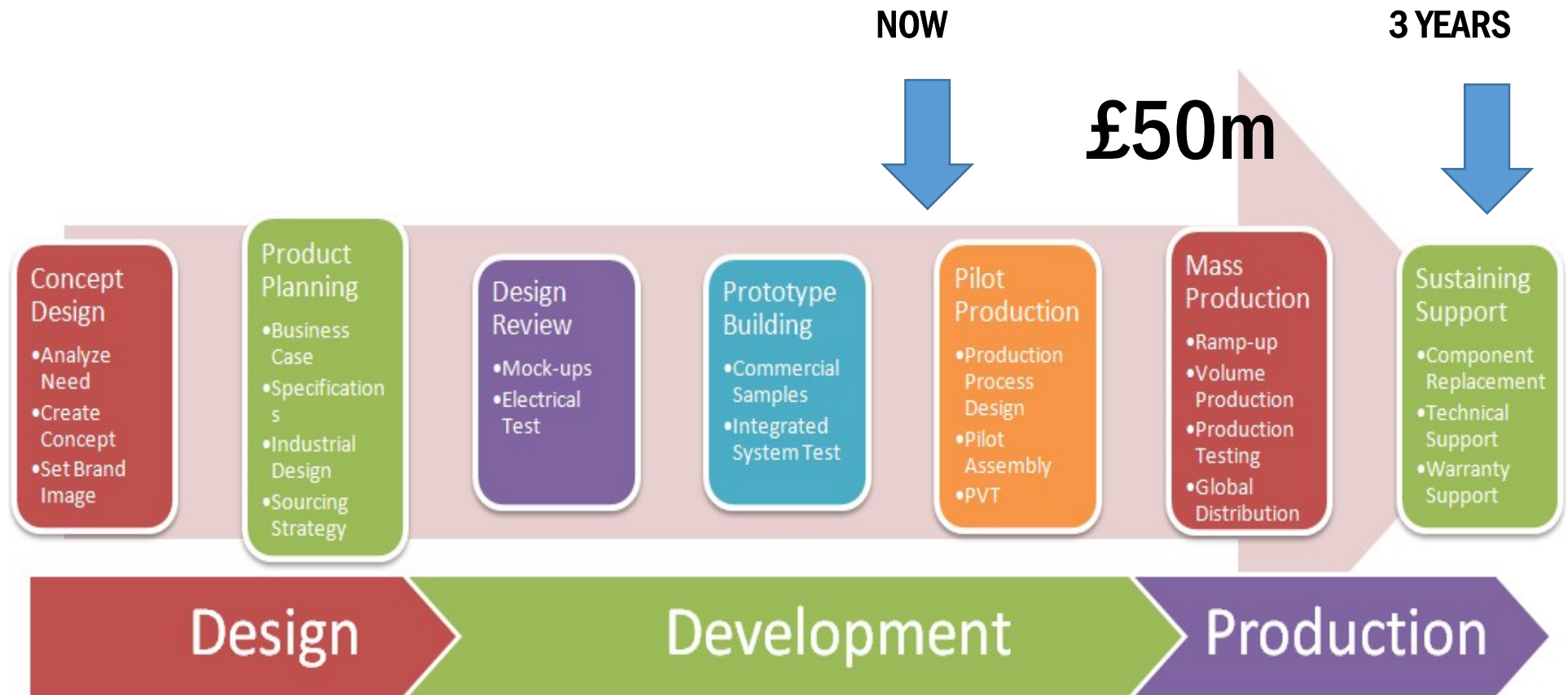
Previous Seed & Series A funding
£38m raised -funded an iterative design approach
leveraging equity with non equity



Confidential



Previous Seed & Series A funding
 £38m raised -funded an iterative design approach
leveraging equity with non equity



Stage of development & funding

Funding gap of £50m over next 3 years – launching Series B this Quarter with funding leveraged from non-equity diluting sources (eg) NGO

Program Related Investment (PRI) & grants



Confidential

- Raised £38m to date – 54% Board, 46% shareholders
- Capital efficient – 30% non-equity & 70% ordinary stock
- Seek sufficient funding in tranches. First tranche to complete Q-POC™ development, undertake field studies, install manufacturing pilot lines, clinical & regulatory trials & soft launch
- Consider IPO whilst remaining opportunistic for an M&A

Funding and Exit

Recent M&A activity in our space

2014 - Roche acquired Iquum for \$450m pre-revenue

2014 – bioMerieux acquired BioFire for \$450m plus debt

2015 -Roche acquired GeneWeave for \$425m

2015 - Biocartis IPO value Euro 364m on US10m revenue

2016 - Danaher acquired Cepheid for US\$4bn



QuantuMD_g

Thank You



Q-POCTM

THE FUTURE OF DIAGNOSTICS



Global



GPS



Connected