



# Lumos Diagnostics Holdings Limited

## Investor Presentation

March 2026

*The consolidated entity's presentation currency is US Dollars.*

*Financial information is shown in USD unless otherwise stated.*

*Placement, Share Purchase Plan and Share Price information is shown in AUD, as the parent entity is an Australian entity listed on the Australian Stock Exchange.*

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# Introduction to Lumos Diagnostics



Lumos develops, manufactures and distributes innovative diagnostic products – delivering actionable information, in real time, at the point-of-care

**FY25 revenue of US\$12.4m,  
up 12% yoy**

**Licensing / IP agreements add  
recurring high-margin revenue**

**Transformational US\$317m  
(A\$487m) distribution deal with  
PHASE Scientific**

**Our first-in-class product,  
FebriDx<sup>®</sup> revenue in 1H FY26  
was US\$1.5m, up 144x vs. pcp**

**FebriDx<sup>®</sup> receives CLIA waiver –  
a major US breakthrough**

**With CLIA waiver approval, the  
TAM for FebriDx<sup>®</sup> moves from  
18k sites and ~6m patients to  
270k sites and ~80m patients  
(equivalent to > US\$1.0bn p.a.)<sup>1</sup>**

# Highly experienced board and management team



The Lumos board and management team have a proven track record in commercialisation of medical technology at various companies



**Sam Lanyon**  
Non-Executive Chair



**Bronwyn Le Grice**  
Non-Executive Director



**Lawrence Mehren**  
Non-Executive Director



**Catherine Robson**  
Non-Executive Director



**Doug Ward**  
Managing Director & CEO

*30+ years of experience*



**Barrie Lambert**  
Chief Financial Officer

*30+ years of experience*



**Sacha Dopheide, PhD**  
Chief Technology Officer

*15+ years experience*



**Paul Kase**  
Chief Commercial Officer

*28+ years experience*



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# The respiratory infection testing problem

It is difficult to distinguish between viral and bacterial infections as they present similar symptoms, leading doctors to overprescribe antibiotics as a precautionary measure rather than a targeted treatment

## The respiratory infection testing problem...

The patient expectation is to find out what is wrong and they want answers quickly



Doctor's need certainty, but it is difficult to distinguish between viral and bacterial symptoms

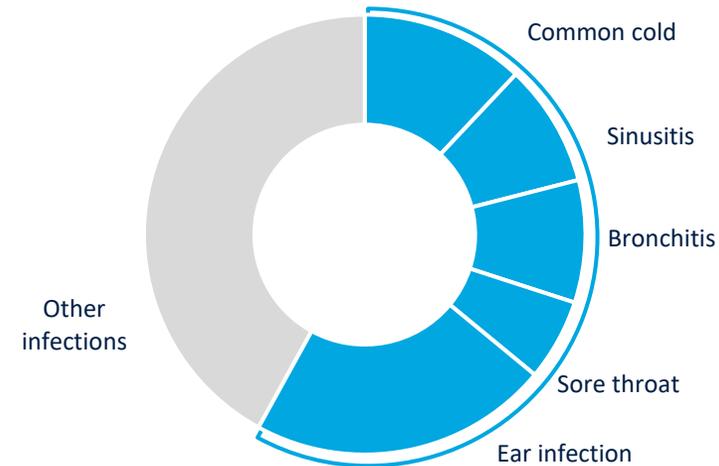


**Antibiotic overprescription**

Doctors prescribe antibiotics to treat ARIs in situations where it is unnecessary

## Antibiotics are being overprescribed in the US

Antibiotics prescribed in the US by type<sup>1</sup>



**58%**

of all antibiotics prescribed may account for acute respiratory infection (ARI)<sup>1</sup>

- 1 **211 million** antibiotic prescriptions issued in outpatient settings each year<sup>2</sup>
- 2 **44%** of antibiotic prescriptions are written to treat patients with ARIs<sup>3</sup>
  - **40%** of these are unnecessary<sup>4</sup>

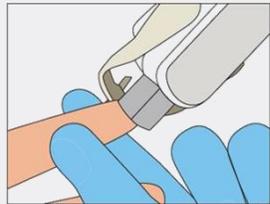
# Our solution: FebriDx<sup>®</sup> | a simple microbial infection test



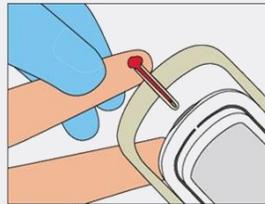
FebriDx<sup>®</sup> can rapidly identify patients who have a microbial infection<sup>1</sup> and, if positive, determine if that infection is caused by a viral or bacterial pathogen after 10 minutes

## What is FebriDx<sup>®</sup>?

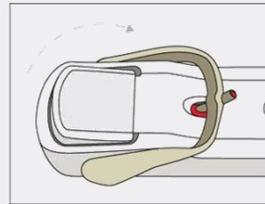
### FebriDx<sup>®</sup> test procedure and interpretation of results



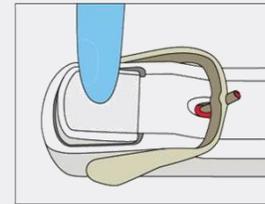
1 Lance finger



2 Collect blood sample

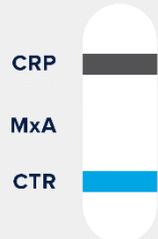


3 Deliver blood sample



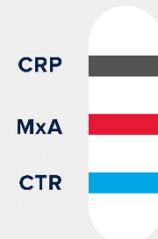
4 Deliver buffer solution

#### BACTERIAL INFECTION



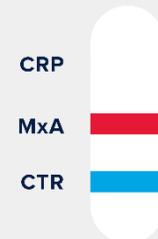
Patient can be treated with antibiotics

#### VIRAL INFECTION



Viral infection – antibiotics will not work  
Patient needs to be managed differently

#### VIRAL INFECTION



## What has it achieved?<sup>2</sup>



**10min**

to deliver a result leaves patients with actionable plan of trust



**>99%**

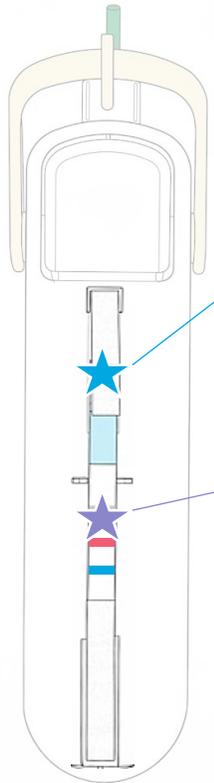
accuracy for ruling out bacterial infection



**>90%**

accuracy in differentiating viral vs. bacterial infection

## Our FebriDx<sup>®</sup> licensing / IP agreements add recurring high-margin revenue



### On-strip cell lysis

- Blood cell lysis chemical formulation
- Detection of intracellular and extracellular biomarkers

### On-strip cell lysis

- CRP and MxA used in existing FebriDx product
- CRP and MxA precursors to block new entrants
- CRP, MxA and Procalcitonin to block new entrants and expand product offering
- CRP and alternate viral biomarkers to block new entrants
- MxA and alternate bacterial biomarkers to block new entrants

### Lumos FebriDx Patents

R

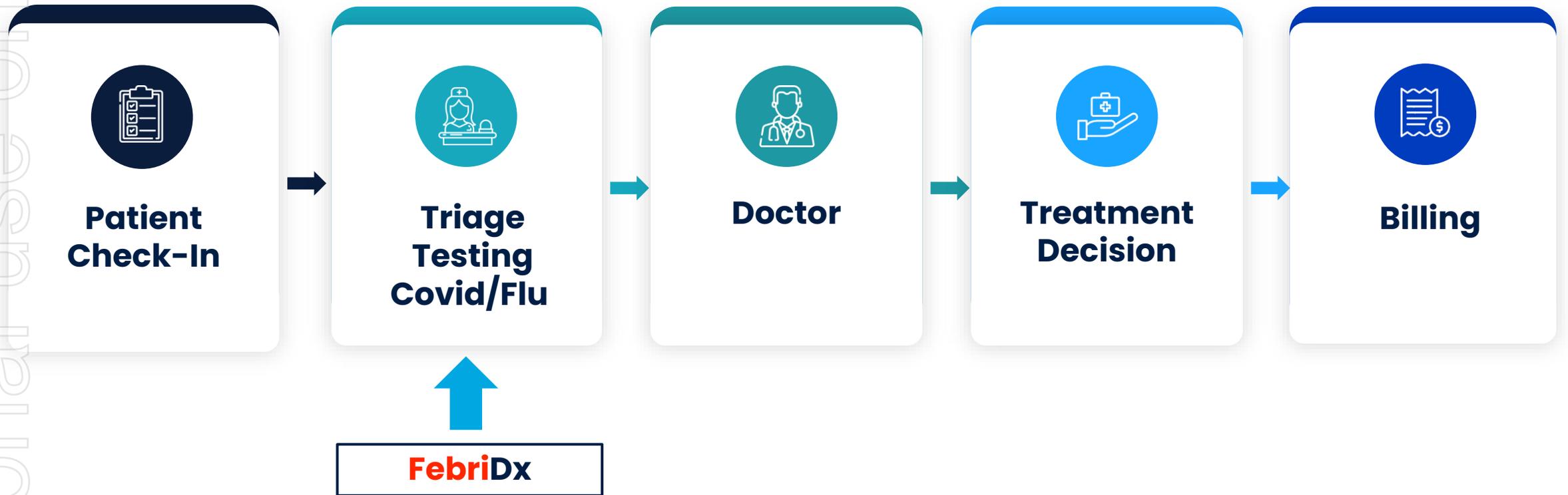
- 59 FebriDx patents, 4 patent families
- 17 countries
- 50 granted, 9 pending
- Core MxA / CRP patent life in USA to 2038

### Lumos Trademarks



- FebriDx is a registered trademark in the USA, EU and UK

# Acute respiratory infection – patient clinical pathway



# The FebriDx<sup>®</sup> market opportunity grows with FDA clearances



A CLIA waiver grant expands the potential US customer sites by enabling facilities (e.g. physician offices and stand-alone urgent care centres) to perform diagnostics without laboratory oversight

## Moderate complexity

- 1 18k potential US customer sites
- 2 5.6 million patient interactions



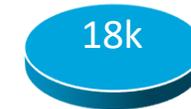
## CLIA waiver

- 1 270k potential US customer sites
- 2 80 million patient interactions p.a.
- 3 >US\$1bn market opportunity



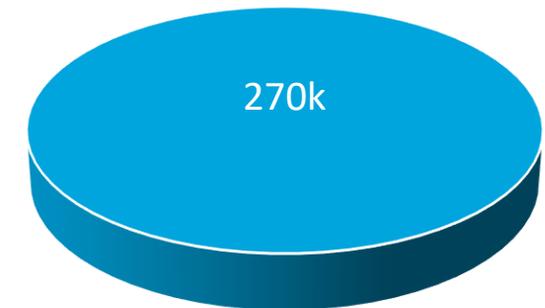
## CLIA expands addressable market by 15x

80 million ARIs in US annually (potential FebriDx<sup>®</sup> patient opportunities for use)<sup>1,2</sup>



Moderate complexity settings ~7%  
(5.6 million patient interactions)

15x



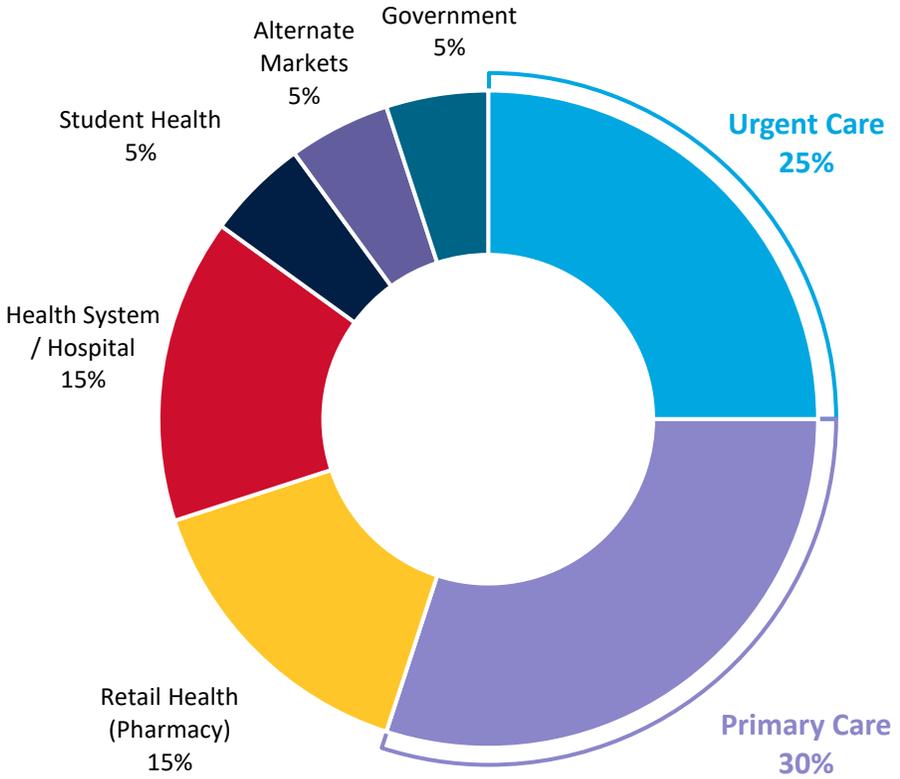
CLIA waiver enables 100% market coverage  
(80 million patient interactions)

# This CLIA grant expands our commercialisation options

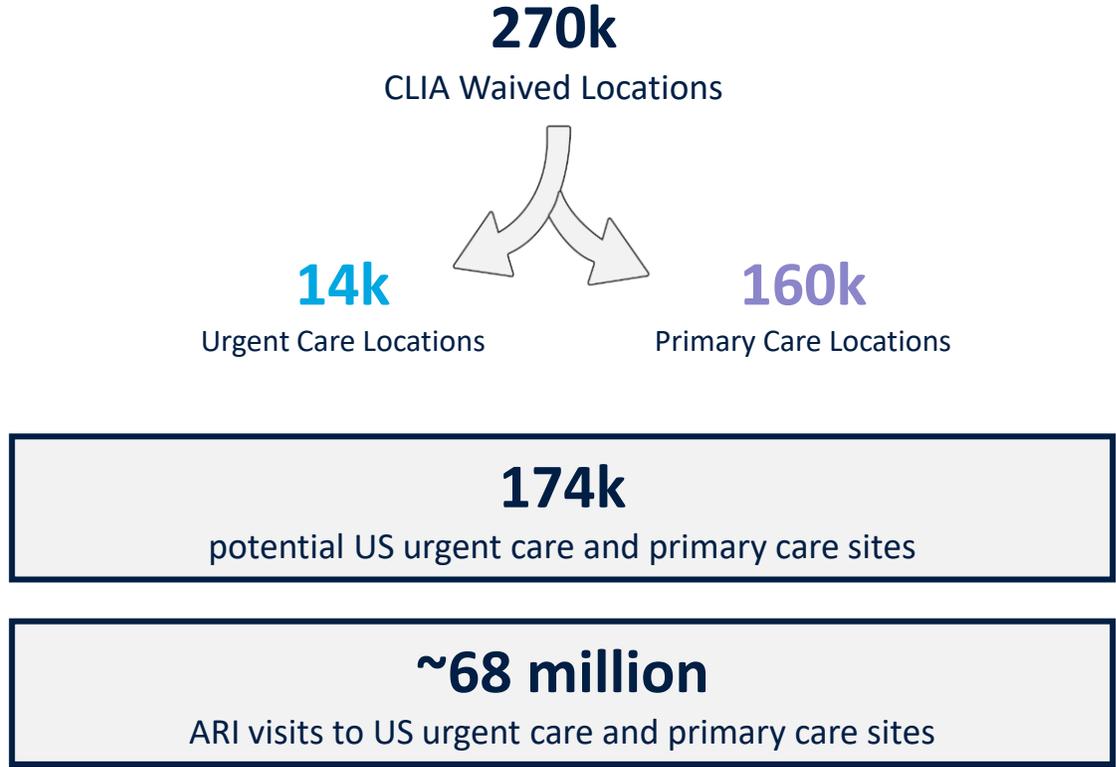


It is clear that the two key US market opportunities for testing are in urgent care and primary care sites, these have formed our target sites as we continue commercialisation of FebriDx®

## US market opportunities in acute respiratory infection testing<sup>1</sup>



## 2026 US market data demonstrates the opportunity<sup>2</sup>



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Source: (1) Powered by perplexity. (2) Division of Clinical Laboratory Improvement and Quality Centers for Medicare & Medicaid Services, March 2024 (CMS CLIA Data base). Precision Business Insights, US Acute Respiratory Infections, 2024.

# The path to commercial adoption



Lumos' approach to commercialisation is founded on three pillars

#1

## Clinical benefit

Only test that distinguishes between bacterial and non-bacterial acute respiratory infections at the point-of-care, enabling physicians to prescribe antibiotics appropriately and support antimicrobial stewardship.



#2

## Economic Benefit

Reimbursed under PLA code at \$41.38 per test, creating sustainable margins for Lumos, distributors, and physicians while incentivizing adoption across the care network. 100% Medicare reimbursement achieved with MACs. Focus now shifts to private payors.



#3

## Operational Efficiency

Easily integrated alongside COVID/Flu combo tests without disrupting clinic workflow or patient throughput. Simple finger-prick test performed in under 10 minutes at triage.



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# There is a whole value chain accessible post CLIA waiver



The in vitro diagnostics (IVD) value chain and economic flow is summarised below

	1 Manufacturers	2 Distributors	3 Healthcare providers / physicians	4 Payers
Role	R&D and production of IVD products	Sales to healthcare providers, physicians, logistics, warehousing, inventory management	Utilise tests for diagnosis and treatment monitoring	Determine coverage and reimbursement policies
Margins	~60% gross margin and ~80% margin expansion target driven by volume, supplier price reduction and manufacturing automation	Gross margins ~30% – 35% by marking up transfer price	Achieve >35% gross margins at \$41 reimbursement	
Revenue Drivers		Volume, efficiency, value-added services	Reimbursement for diagnostic services (not paid for prescribing antibiotics)	Premiums from beneficiaries

# Facility expansion will underpin demand fulfillment at scale

Facility build-out of 7,500 square feet to be completed in 2026, will support market demand and drive revenue growth

## Scale-up overview

- 1 Temp controlled finished goods**  
1,900 SF; 1900% increase from current facility
- 2 Warehouse**  
>10k SF; 1300% increase from current facility
- 3 Kitting area**  
1,800 SF; 140% increase from current facility
- 4 Main R&D Lab**  
1,900 SF; 58% increase from current facility
- 5 Dry Room**  
1,400 SF, 100% increase from current facility
- 6 Spray Lab**  
600 SF, 50% increase from current facility

## Facility



## Floorplan



# PHASE Scientific Exclusive FebriDx® US distribution agreement



## Summary of anticipated payments

Milestones	Payment timing	With CLIA waiver (US\$m)
Exclusivity fee	Received (on-signing)	\$1.0
Pre-paid purchase order	Received (on-signing)	\$1.0
Pre-paid purchase order	Received (on CLIA waiver application submission)	\$1.5
Prep-paid purchase commitment	Now due (on grant of CLIA waiver)	\$5.0
Aggregated minimum order quantities (yrs 2-6)	On delivery of product	\$308.5
	<b>Total</b>	<b>\$317.0</b>

## Summary of key terms

- Six-year term, with option to extend
- Exclusive rights to distribute and commercialise FebriDx® under the Lumos brand in the US
- Lumos retains all IP rights, manufacturing, quality control and product compliance
- Minimal contract value of US\$317m – based on CLIA waiver grant and all MOQ's are achieved
- Regular business reviews to assess performance

# FebriDx<sup>®</sup> national reimbursement progress



## Summary of national reimbursement

- **Medicare / Medicaid:** ~25% of payors
- **Private insurers:** ~75% of payors
- **Medicare:** Listed on all MAC fee schedules and reimbursement positive when guidelines followed
- **Medicaid:**
  - **Established:** AR, FL, HI, KY, VA, MD, MT, OR
  - **In Progress:** TX, MS, WV
  - **Access:** MO, LA, IL, SC, KY

## Key takeaways

- Positive reimbursement trends are being observed across multiple regions and care settings
- At WellStreet Urgent Care, 5 out of 8 national private insurers currently paying
- Payment levels vary based on individual provider contract structures and local payor policies
- ProSpectus providing structured support for denials management and appeals at the facility's request
- Engagement efforts include coverage determinations, payor recognition initiatives, and contracted rate discussions
- CLIA Waiver is expected to significantly expand coverage opportunities, drive broader adoption, and strengthen payor recognition through increased utilization

# WellStreet | Urgent Care use case study



Lumos and WellStreet signed an agreement to deploy FebriDx® at an urgent care site in Atlanta, handling ~50 respiratory-infection patients per day, with the goal of generating operational and reimbursement data. A successful pilot program is intended to underpin a nationwide rollout across WellStreet's 142 urgent care locations in the US

## WellStreet is the proof-of-concept for Lumos' urgent care strategy

- Once the model is validated operationally and from a reimbursement perspective, it can be transferred to new health system targets
- Lumos currently has a **pipeline of 8 organisations and chains across 350+ locations** with geographic diversity, providing the scale needed to validate reimbursement across different payers and markets

## WellStreet is accredited by the Urgent Care Association and operates urgent care networks under four health system partners



## CLIA Waiver Rollout (56 total sites targeted in initial expansion)

- Expansion to the remainder of Fayetteville District (14 sites)
- Expansion to 2nd GA district (14 sites)
- Expansion to entire Michigan market (28 sites)



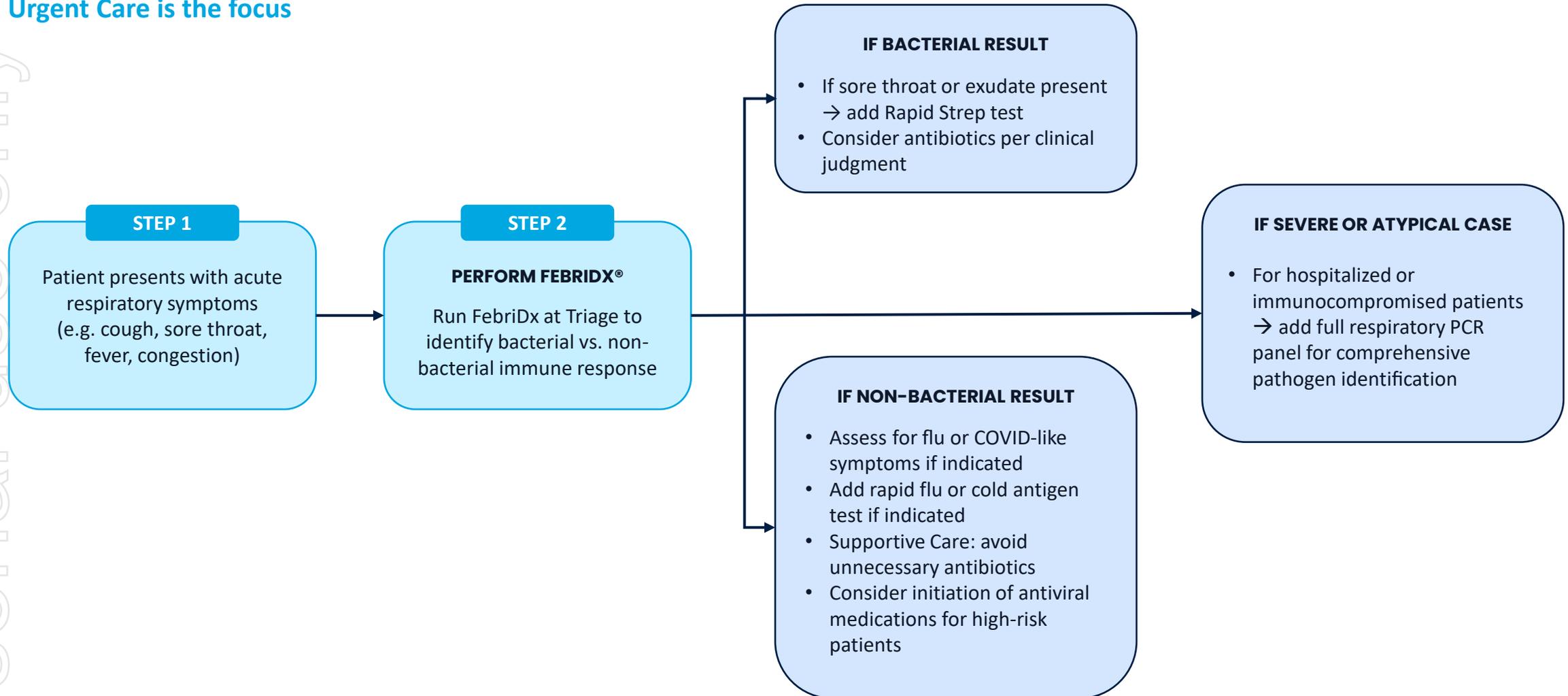
## Standing Order

- FebriDx will be administered to every patient who presents ARI symptoms
- Results available to the provider before they enter the exam room
- Quick diagnosis and treatment of patients
- Driven by providers at Fayetteville location

**1.1 million Accurate Respiratory Infection visits annually across 142 urgent care locations in the US**

# WellStreet | FebriDx<sup>®</sup> clinical pathway

Urgent Care is the focus



# Go-to-market strategy

In addition to Urgent Care, Lumos has also established a go-to-market strategy for Primary Care, as well as an extensive marketing campaign to support the commercialisation of FebriDx

## Market vertical roadmap for Primary Care

- Lumos' primary care go-to-market is supported by the following:
  - Distribution network of 2,000+ field sales reps providing national reach and scale
  - Share Moving Media partnership for comprehensive distributor training and education
  - Clinical implementation team of outsourced RNs deploying a structured clinical playbook covering on-site training, feedback, and retention to drive adoption at the practice level
- Reimbursement support is provided through PRO-spectus engagement, while AcuityMD's ARI claims data underpins targeting and pipeline prioritisation



## FebriDx Awareness Campaign

- Lumos invests in marketing to build brand awareness, educate providers, and drive FebriDx test adoption
- The FebriDx Awareness Campaign has a target market of 1 million US physicians and 4 million nurses
- Adopts a funnel approach: Awareness → Education → Consideration → Adoption
- Marketing advisor being engaged to manage agency RFP, selection criteria, media strategy, analytics and execution
- Agency required to have diagnostic / Medtech experience; structured selection process to convert awareness into measurable adoption

# Summary



- 1 Lumos FY25 revenue of US\$12.4m (up 12% yoy) demonstrates its strong financial performance
  - Our licensing / IP agreements add recurring high-margin revenue
- 2 Lumos has a transformational US\$317m (A\$487m) distribution deal with PHASE Scientific
- 3 Our first-in-class product, FebriDx<sup>®</sup> revenue in 1H FY26 was US\$1.5m, up 144x vs. pcp
- 4 FebriDx<sup>®</sup> CLIA waiver expands our addressable market by 15x
  - TAM for FebriDx<sup>®</sup> moves from 18k sites and ~6m patients to 270k sites and ~80m patients (equivalent to > US\$1.0bn p.a.)<sup>1</sup>

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# Capital Raising



# Equity raising overview



Offer Structure and Size	<ul style="list-style-type: none"> <li>Lumos is undertaking a non-underwritten institutional placement to raise approximately A\$20.0 million (before costs) through the issuance of approximately 88.9 million New Securities (as defined below) under the Offeror's existing placement capacity in accordance with ASX Listing Rules 7.1 and 7.1A ("Placement" or "Offer")</li> <li>In addition to the Offer, the Company will undertake a non-underwritten Share Purchase Plan ("SPP") at the Offer Price</li> </ul>
Share Purchase Plan	<ul style="list-style-type: none"> <li>The Company will offer eligible Australian and New Zealand shareholders on the Lumos register as at 7:00pm (AEDT) on 26 March 2026 the ability to participate in a non-underwritten SPP of approximately A\$2.0 million</li> <li>Lumos reserves the right (in its absolute discretion) to scale back applications             <ul style="list-style-type: none"> <li>Eligible shareholders can provide a maximum application of A\$30,000 New Shares per holder</li> </ul> </li> </ul>
Offer Price	<ul style="list-style-type: none"> <li>New Shares issued under the Offer will be issued at a price of A\$0.225 per New Share ("<b>Offer Price</b>"), representing a:             <ul style="list-style-type: none"> <li>15.1% discount to the last close price of A\$0.265 on 24 March 2026</li> <li>14.1% discount to 5 trading day VWAP of A\$0.262 up to and including 24 March 2026</li> </ul> </li> </ul>
Use of Funds	<ul style="list-style-type: none"> <li>Proceeds will be applied towards:             <ul style="list-style-type: none"> <li>Development of diagnostic test products</li> <li>FebriDx manufacturing automation</li> <li>FebriDx scaling and facility expansion</li> <li>Supply chain improvements for FebriDx</li> <li>FebriDx marketing and in field medical implementation</li> <li>Loan repayment</li> <li>Working capital, costs of the Offer, other items</li> </ul> </li> </ul>
Attaching Options	<ul style="list-style-type: none"> <li>Subject to applicable law, Placement participants will be invited to apply under the Options Prospectus (as defined below) for one (1) unlisted option for every two (2) New Securities subscribed for and issued under the Placement, at an exercise price per option equal to A\$0.34 and expiring on 31 December 2027 ("Placement Attaching Options"). No consideration is payable by applicants for the subscription of the Placement Attaching Options (however, the exercise price must be paid to exercise them to shares in the Offeror).</li> <li>Subject to applicable law, participants in the SPP will also be invited to apply for unlisted options under the Options Prospectus on the same terms as the Placement Attaching Options ("SPP Attaching Options").</li> <li>The Placement Attaching Options and the SPP Attaching Options (together, the "Options") will be offered under a prospectus to be prepared under Part 6D.2 of the Corporations Act and lodged by the Offeror with the Australian Securities and Investments Commission ("ASIC") and the ASX ("Options Prospectus"). To be eligible, any person located outside of Australia must be entitled to be offered the Options pursuant to all applicable laws in which they are located and to whom an offer of Options may be made without any prospectus, registration, lodgement, filing or other formality under applicable laws.</li> <li>The Options will not be quoted on ASX and will be non-transferrable (other than with the prior written consent of the Offeror)</li> </ul>
Ranking	<ul style="list-style-type: none"> <li>New Shares issued under the Placement and the SPP will rank equally with existing fully paid ordinary shares on issue from their date of issue</li> </ul>
Joint Lead Managers	<ul style="list-style-type: none"> <li>Barrenjoey Markets Pty Limited, MST Financial Services Pty Ltd (AFL 500557) &amp; Foster Stockbroking Pty Ltd (AFSL 223678) (together, the "Joint Lead Managers")</li> </ul>

# Sources and use of funds



The proceeds from the capital raising provides balance sheet strength and drives strategic and targeted growth initiatives

- Lumos expects to have pro-forma net cash of approximately A\$32.9<sup>3</sup> million (US\$23.0m<sup>1</sup> million) post completion of the capital raising (after costs of the offer)
- The proceeds from the capital raise will be used to:
  - Increase manufacturing capacity for FebriDx by expanding operations in our existing facility in Carlsbad, California and implementing automation equipment;
  - Provide sales & marketing funds to progress the commercial launch of FebriDx in the US;
  - Implement added enhancements to the FebriDx supply chain to improve capacity and margins
  - Initiate the development of additional proprietary products for sale by Lumos or licensing to strategic partners
  - Repay the amount drawn down under the loan facility; and
  - Working capital purposes (and costs of the offer).

Sources of funds <sup>2</sup>	A\$m <sup>1</sup>	US\$m
Capital raising proceeds <sup>3</sup>	22.0	15.4
Cash at bank (as at 31 December 2025)	4.3	3.0
BARDA Grant (on CLIA waiver)	0.7	0.5
Phase Scientific Pre-Payment	7.1	5.0
<b>Total sources</b>	<b>34.1</b>	<b>23.9</b>

Expected uses of funds <sup>2</sup>	A\$m <sup>1</sup>	US\$m
New Product Development	1.0	0.7
<b>FebriDx items:</b>		
Manufacturing Automation	3.6	2.5
Scaling & Expansion	5.7	4.0
Marketing	11.1	7.8
Supply Chain	1.4	1.0
Medical Implementation	3.0	2.1
Loan Repayment	1.0	0.7
Working Capital, Offer Costs, Other Items	7.3	5.1
<b>Total uses</b>	<b>34.1</b>	<b>23.9</b>

# Equity raising timetable



Event <sup>1</sup>	Sydney, Australia time
SPP record date	7:00pm (AEDT) on Thursday, 26 March
Trading halt	Wednesday, 25 March
Launch of Placement	Thursday, 26 March
Trading halt lifted and announcement of completion of Placement	Friday, 27 March
Settlement of New Shares issued under the Placement	Wednesday, 8 April
Allotment and commencement of trading of New Shares issued under the Placement	Thursday, 9 April
Dispatch of SPP offer documents	Friday, 10 April
SPP opening date	Friday, 10 April
SPP closing date	Friday, 24 April
Announcement of SPP participation results	Friday, 1 May
Allotment of New Shares issued under the SPP	Friday, 1 May
Commencement of trading of New Shares issued under the SPP	Monday, 4 May

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## Key Risks

# Key risks



This section discloses some of the key risks attaching to an investment in Lumos. The Company is subject to risks that are specific to the Company and the Company's business activities, as well as general risks. Before investing or increasing your investment in Lumos, you should consider whether this investment is suitable for you having regard to publicly available information and your personal circumstances and following consultation with your professional advisors. The risks in this section are not and should not be considered to be or relied on as, an exhaustive list of the risks relevant to an investment in Lumos. The risks are general in nature and regard has not been had to the investment objectives, financial situation, tax position or particular needs of any investor.

## ***Regulatory Approvals and Responsibilities***

For each country in which Lumos wishes to distribute its Products, Lumos may be required to obtain manufacturing permissions, product clearances or approvals prior to marketing the product and is required to maintain an up to date product registration with appropriate governmental authorities and regulatory bodies, for example, by the FDA in the United States.

Unsuccessful applications for or the revocation of these approvals, accreditations, registrations or listings (or a failure to obtain additional required clearances of this nature) would likely materially impact Lumos' ability to fulfil its contracts and produce or distribute its own products or services, which would have a negative impact on Lumos' financial performance, position and prospects.

## ***Successful Commercialisation***

Lumos' operating and financial performance is dependent on its ability to develop and successfully commercialise its product portfolio. Lumos will need to manage and optimally develop its business model and global presence to support the commercialisation of its existing and future product portfolio. Should Lumos not be materially successful in one or more of these areas, there is risk of a loss of commercial opportunities essential for the achievement of the long-term strategy which may lead to the inability to realise, or the inability to retain, value.

## ***Competition***

Lumos operates in a competitive market against a number of other diagnostic technology companies, with the market being further disrupted by new technologies and products. Many of Lumos' existing competitors have significantly more resources and greater market access than Lumos. These competitors may use aggressive marketing campaigns, new product formats, product improvements, acquisitions or price discounting to secure market share which could impact on Lumos' revenue and margins.

Lumos' competitors or new market entrants may develop or market devices and products that are more effective than Lumos' products and new therapies or diagnostic devices could be developed that replace or reduce the need for Lumos' products. Lumos may also fail to anticipate or adequately respond to changing opportunities, technology, or standards, or more broadly to customer requirements, as quickly as Lumos' competitors.

Lumos' commercial success is dependent on the continued advancement of existing products and the generation and acceptance of new products that utilise Lumos' technology through its investment in research and development. Developing new products is expensive and often involves an extended period of time to achieve a return on investment, if a return is achieved at all.

# Key risks (continued)



## ***Reliance on Distributors***

The success of Lumos' Products business relies on its ability to attract, retain, support and motivate distributors. The loss of, or any significant decrease in business from these distributors may negatively impact Lumos' financial performance.

If product distributors or end customers do not continue to purchase Lumos' products, terminate the existing contracts or do not increase their usage over time, the growth in Lumos' revenue may slow or decline, which will have an adverse impact on Lumos' operating and financial performance.

## ***Reliance on Suppliers***

Lumos is reliant on some third-party suppliers for the development and manufacture of outsourced commercial services customer products and the manufacture of some components within Lumos' own product portfolio, including some specific single source parts. Many of these suppliers are located outside of the United States, whilst the raw materials Lumos requires may be in high demand globally. A number of single source parts may be difficult to replace with alternative parts and may require significant development, time and effort to remediate. Any disruption to third party businesses or supply chains or in the supply of single source parts that Lumos relies on for its development and manufacturing activities could have a material impact on the availability of Lumos' products for distribution.

## ***Early Termination of Customer Contracts***

A number of Lumos' direct contracts with Commercial Services clients allow for termination based on a specified notice period. While Lumos has established relationships with many of these clients, should a customer decide to terminate its contract with Lumos for convenience (i.e., by providing the requisite prior notice), Lumos may suffer a loss of the customer revenue associated with that contract, and would need to sign up additional clients to replace that revenue.

## ***Reliance on Key Personnel***

Lumos relies heavily on the existing senior leadership team who have intimate knowledge of the business and its products. If a member of Lumos' senior leadership team were to resign or leave the business there is no certainty that Lumos could attract a suitable replacement, or how long it may take to do so.

Lumos' internal policies governing recruitment, succession planning and incentive programs to assist recruitment and staff retention may not be sufficient to retain key personnel or to attract new personnel in a timely manner. Lumos has included non-competition and non-solicitation clauses in certain employee's contracts where the applicable jurisdictions permit such restrictive covenants, however these may not always be enforceable, and the movement of any key personnel to a competitor may negatively impact Lumos' competitive advantage.

## ***Intellectual Property***

The value of Lumos' own Products depends in part on its success in obtaining and maintaining issued patents, trademarks and other intellectual property rights and protecting Lumos' proprietary technology. If Lumos' intellectual property and proprietary technology are not adequately protected, competitors may be able to use the technologies and replicate Lumos' Products or Commercial Services offering and consequently erode or negate any competitive advantage Lumos may have, which could harm Lumos' commercial position and viability.

The issue of a patent is not conclusive as to its validity or its enforceability and it may not provide Lumos with adequate proprietary protection or competitive advantages against competitors with similar products. The granting of a patent does not guarantee that competitors will not develop competing intellectual property that misappropriates, circumvents or works around the patent. Lumos' competitors may have applied for or obtained, or may in the future apply for and obtain, patents that will prevent, limit or otherwise interfere with Lumos' ability to make, use and sell its products.

# Key risks (continued)



## **Reimbursement and Coverage**

Third-party payers, whether U.S. or non-U.S., or governmental or commercial, are developing increasingly sophisticated methods of controlling rising healthcare costs. These include, evaluating the cost-effectiveness and economic impact of using different procedures, products and services when making coverage and payment decisions. Payers continually review new and existing technologies and can, without notice, deny or reverse coverage or alter pre-authorisation requirements for new or existing procedures, products or services

The significant adoption of tests (including those offered by Lumos) requires either government payment or third-party reimbursement payments including governmental payers (such as the Medicare and Medicaid programs in the U.S.), managed care organisations and private health insurers, particularly for example in the U.S. and some countries in Europe. In other countries with national health services, a material cost saving may be required in order for the tests to be readily adopted.

## **Sufficiency of Funding**

Lumos' financial resources are limited and Lumos may be required to raise additional funds from time to time to finance the development of its Products and Commercial Services businesses. The ability to raise additional funding is subject to factors beyond Lumos' control and Lumos can give no assurance that it will be able to secure future funding on favourable terms, or at all.

## **Currency Movements may be Unfavourable**

Lumos currently conducts the majority of its business in the United States with a majority of revenue and costs denominated in USD, with capital raisings being made predominantly in Australia in AUD. As such, unfavourable movements in the exchange rate between the Australian dollar and the U.S. dollar, or other foreign currencies in which Lumos conducts business, may cause Lumos to incur foreign currency losses.

## **IT System Failure and Cyber Security Risks**

Any information technology system is potentially vulnerable to interruption and/or damage from a number of sources, including but not limited to computer viruses, cyber security attacks and other security breaches, power, systems, internet and data network failures, and natural disasters.

## **Litigation Risk**

In the ordinary course of its business, Lumos may be subject to the risk of litigation and other disputes with its clients, employees, consultants, lessors, regulators and other third parties. Proceedings may result in high legal costs, adverse monetary judgements and/or damage to Lumos' reputation, which ultimately is likely to have an adverse effect on Lumos' financial performance.



# International Offer Restrictions

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# International Offer Restrictions



## International Offer Restrictions

This document does not constitute an offer of new ordinary shares (“New Shares”) of the Company in any jurisdiction in which it would be unlawful. In particular, this document may not be distributed to any person, and the New Shares may not be offered or sold, in any country outside Australia except to the extent permitted below.

### Hong Kong

WARNING: This document has not been, and will not be, registered as a prospectus under the Companies (Winding Up and Miscellaneous Provisions) Ordinance (Cap. 32) of Hong Kong, nor has it been authorised by the Securities and Futures Commission in Hong Kong pursuant to the Securities and Futures Ordinance (Cap. 571) of the Laws of Hong Kong (the “SFO”). Accordingly, this document may not be distributed, and the New Shares may not be offered or sold, in Hong Kong other than to “professional investors” (as defined in the SFO and any rules made under that ordinance).

No advertisement, invitation or document relating to the New Shares has been or will be issued, or has been or will be in the possession of any person for the purpose of issue, in Hong Kong or elsewhere that is directed at, or the contents of which are likely to be accessed or read by, the public of Hong Kong (except if permitted to do so under the securities laws of Hong Kong) other than with respect to New Shares that are or are intended to be disposed of only to persons outside Hong Kong or only to professional investors. No person allotted New Shares may sell, or offer to sell, such securities in circumstances that amount to an offer to the public in Hong Kong within six months following the date of issue of such securities.

The contents of this document have not been reviewed by any Hong Kong regulatory authority. You are advised to exercise caution in relation to the offer. If you are in doubt about any contents of this document, you should obtain independent professional advice.

### New Zealand

This document has not been registered, filed with or approved by any New Zealand regulatory authority under the Financial Markets Conduct Act 2013 (the “FMC Act”).

The New Shares are not being offered or sold in New Zealand (or allotted with a view to being offered for sale in New Zealand) other than to a person who:

- is an investment business within the meaning of clause 37 of Schedule 1 of the FMC Act;
- meets the investment activity criteria specified in clause 38 of Schedule 1 of the FMC Act;
- is large within the meaning of clause 39 of Schedule 1 of the FMC Act;
- is a government agency within the meaning of clause 40 of Schedule 1 of the FMC Act; or
- is an eligible investor within the meaning of clause 41 of Schedule 1 of the FMC Act.

### Singapore

This document and any other materials relating to the New Shares have not been, and will not be, lodged or registered as a prospectus in Singapore with the Monetary Authority of Singapore. Accordingly, this document and any other document or materials in connection with the offer or sale, or invitation for subscription or purchase, of New Shares, may not be issued, circulated or distributed, nor may the New Shares be offered or sold, or be made the subject of an invitation for subscription or purchase, whether directly or indirectly, to persons in Singapore except pursuant to and in accordance with exemptions in Subdivision (4) Division 1, Part 13 of the Securities and Futures Act 2001 of Singapore (the “SFA”) or another exemption under the SFA.

This document has been given to you on the basis that you are an “institutional investor” or an “accredited investor” (as such terms are defined in the SFA). If you are not such an investor, please return this document immediately. You may not forward or circulate this document to any other person in Singapore.

Any offer is not made to you with a view to the New Shares being subsequently offered for sale to any other party in Singapore. On-sale restrictions in Singapore may be applicable to investors who acquire New Shares. As such, investors are advised to acquaint themselves with the SFA provisions relating to resale restrictions in Singapore and comply accordingly.

# International Offer Restrictions



## United Kingdom

This document has not been delivered for approval to the Financial Conduct Authority in the United Kingdom and no prospectus (within the meaning of Regulation 21 of The Public Offers and Admissions to Trading Regulations 2024 ("POATRs")) has been published or is required to be published in respect of the New Shares.

This document is issued on a confidential basis to "qualified investors" (within the meaning of paragraph 2 of Schedule 1 to the POATRs) in the United Kingdom. The New Shares may not be offered or sold in the United Kingdom by means of this document or any other document except pursuant to an exemption from the general prohibition on offers of relevant securities to the public in the United Kingdom. This document should not be distributed, published or reproduced, in whole or in part, nor may its contents be disclosed by recipients to any other person in the United Kingdom.

Any invitation or inducement to engage in investment activity (within the meaning of section 21 of the Financial Services and Markets Act 2000, as amended ("FSMA")) received in connection with the offer or sale of the New Shares has been, and only will be, communicated or caused to be communicated in the United Kingdom in circumstances in which section 21(1) of the FSMA does not apply to the Company.

In the United Kingdom, this document is being distributed only to, and is directed at, persons (i) who have professional experience in matters relating to investments falling within Article 19(5) (investment professionals) of the Financial Services and Markets Act 2000 (Financial Promotions) Order 2005 ("FPO"), (ii) who fall within the categories of persons referred to in Article 49(2)(a) to (d) (high net worth companies, unincorporated associations, etc.) of the FPO or (iii) to whom it may otherwise be lawfully communicated ("relevant persons"). The investment to which this document relates is available only to relevant persons. Any person who is not a relevant person should not act or rely on this document.

## United States

This document does not constitute an offer to sell, or a solicitation of an offer to buy, securities in the United States. The New Shares have not been, and will not be, registered under the US Securities Act of 1933 or the securities laws of any state or other jurisdiction of the United States. Accordingly, the New Shares may not be offered or sold in the United States except in transactions exempt from, or not subject to, the registration requirements of the US Securities Act and applicable US state securities laws.

The New Shares may be offered and sold in the United States only to:

- institutional accredited investors within the meaning of Rule 501(a)(1), (2), (3), (7), (8), (9) and (12) under the US Securities Act; and
- dealers or other professional fiduciaries organized or incorporated in the United States that are acting for a discretionary or similar account (other than an estate or trust) held for the benefit or account of persons that are not US persons and for which they exercise investment discretion, within the meaning of Rule 902(k)(2)(i) of Regulation S under the US Securities Act.

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# Glossary



# Glossary



- **ASIC** means the Australian Securities and Investments Commission.
- **ASX** means ASX Limited ACN 008 624 691 or the financial market known as the 'Australian Securities Exchange' operated by it, as the context requires.
- **ASX Listing Rules** means the official listing rules of the ASX as amended or waived.
- **CLIA** means the Clinical Laboratory Improvement Amendments of 1988 (CLIA) regulations which include federal standards applicable to all U.S. facilities or sites that test human specimens for health assessment or to diagnose, prevent, or treat disease.
- **Company** or **Lumos** means Lumos Diagnostics Holdings Limited ACN 630 476 970.
- **CPT Codes** means Current Procedural Terminology, being a medical code set that is used to report medical, surgical, and diagnostic procedures and services.
- **CRP** means C-reactive protein.
- **Eligible Retail Shareholder** means a person who: was registered as the holder of Shares as at 7.00pm (Sydney time) on the Record Date; has a registered address in Australia; is not in the U.S. nor acting for the account or benefit of a person in the U.S. or elsewhere outside Australia; and does not hold Shares on behalf of another person who resides outside Australia (unless they hold Shares in another eligible capacity).
- **FDA** means the U.S. Food and Drug Administration.
- **FDCA** means the Federal Food, Drug, and Cosmetic Act.
- **FebriDx** means Lumos' point-of-care diagnostic test that is able to rapidly identify patients with a microbial infection and, if positive, determine if that infection is caused by a virus or bacteria.
- **Placement** has the meaning given on page 20.
- **IVD** means in vitro diagnostics.
- **MDSAP** means Medical Device Single Audit Program.
- **MxA** means Myxovirus resistance protein A.
- **New Shares** has the meaning given on page 20.
- **Offer** has the meaning given on page 20.
- **SPP Offer Booklet** means the offer booklet in respect of the SPP announced to the ASX on or about the date of this Presentation.
- **Option** means the right of the holder to be issued one New Share on payment of the applicable exercise price.
- **OTC** mean over the counter.
- **POC** means point of care.
- **Share Purchase Plan** means the offer of New Shares to Eligible Retail Shareholders.
- **TGA** means the Therapeutic Goods Administration.
- **Top Up Facility** means the facility under which Eligible Retail Shareholders may apply for additional New Shares if there is a shortfall under the Share Purchase Plan.
- **U.S.** means the United States of America.

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