



GENOMTEC

The right diagnosis,
right away,
at the right price

Company Presentation - IIQ 2023



Company listed on the Warsaw Stock Exchange
with ticker "GMT"

Providing **innovative diagnostic technologies close to the patient - Point of Care**



Genomtec® ID System



Scope of testing

- Infectious diseases
- Cancer markers
- Genetic mutations



Place of testing

- Outpatient clinics
- Doctor's office
- Hospital emergency ward
- Ambulances, special vehicles
- Airports

Genomtec is a MedTech company specializing in developing advanced technologies in the field of genetic diagnostics.



International team of 20+ experts



Two locations: Wrocław (PL) and Kent (UK)

Management Board



Miron Tokarski
CEO and Co-founder

- Co-author of Genomtec technology and patents.
- Laboratory diagnostician and PhD in molecular biology.
- Recipient of Forbes "Leaders of Future" in 2021



Charudutt Shah
CBO

- 15 years in Healthcare.
- Experienced in launching Molecular diagnostics.
- Commercial leadership roles at bioMérieux (BioFire), Spartan Biosciences, Luminex.



Michal Wachowski
CFO

- 14+ years of experience.
- Background in corporate finance, investment management and business consulting.
- Investment director in an actively investing Venture Capital fund.

Team Members



Małgorzata Małodobra-Mazur
Co-founder and Director of R&D

- Over 10 years of experience in the field of molecular biology.
- Assistant professor and researcher at the Department of Molecular Techniques of the Medical University in Wrocław
- Author of scientific publications and co-author of Genomtec patents.



Richard Moore
CTO

- 25 years in medical device and electronics
- Experience in new product introduction and design for manufacturability
- Engineering roles at Optos, DySIS Medical. Cadence Design Systems



Henryk Roguszcak
Co-founder and Chief Designer

- An author of patents and over 80 domestic and foreign scientific publications.
- Formerly expert at the Wrocław University of Technology at the Faculty of Microsystems, Electronics and Photonics.
- Coordinator of research activities in the area of the analyzer



The COVID-19 pandemic considerably **reinforced genetic testing** as the gold standard in the molecular diagnosis of infectious diseases



Patients are increasingly **seeking convenience and accessibility** in their healthcare services

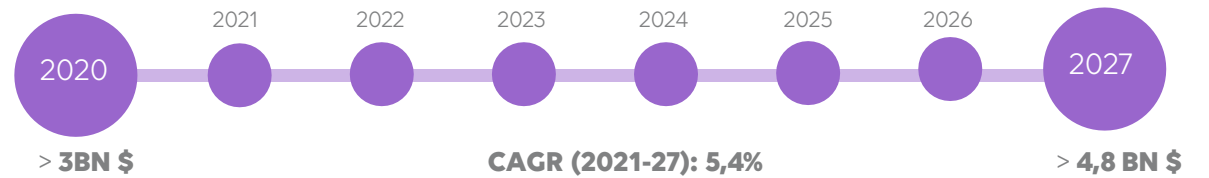


\$3.9 billion - the estimated annual cost of treating antibiotic-resistant infections worldwide in 2021.



\$29 billion - the value of the global market for infection diagnostics using genetic methods in 2021.

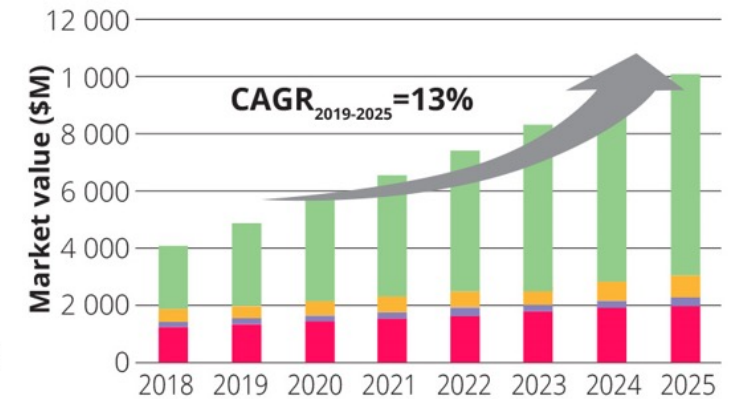
Point of Care (POC) molecular diagnostics market



Source: Global Market Insights, 2020

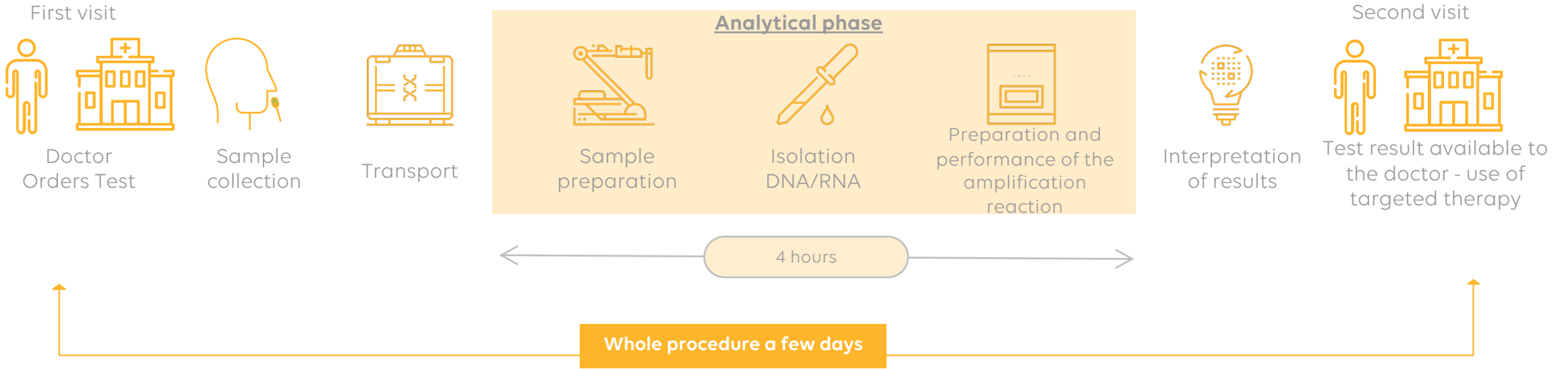
Microfluidic-based point of need testing market

- Clinical chemistry & electrolytes
- Cytometry / Hematology
- Immunoassays
- Molecular Diagnostics (DNA/RNA based analysis)

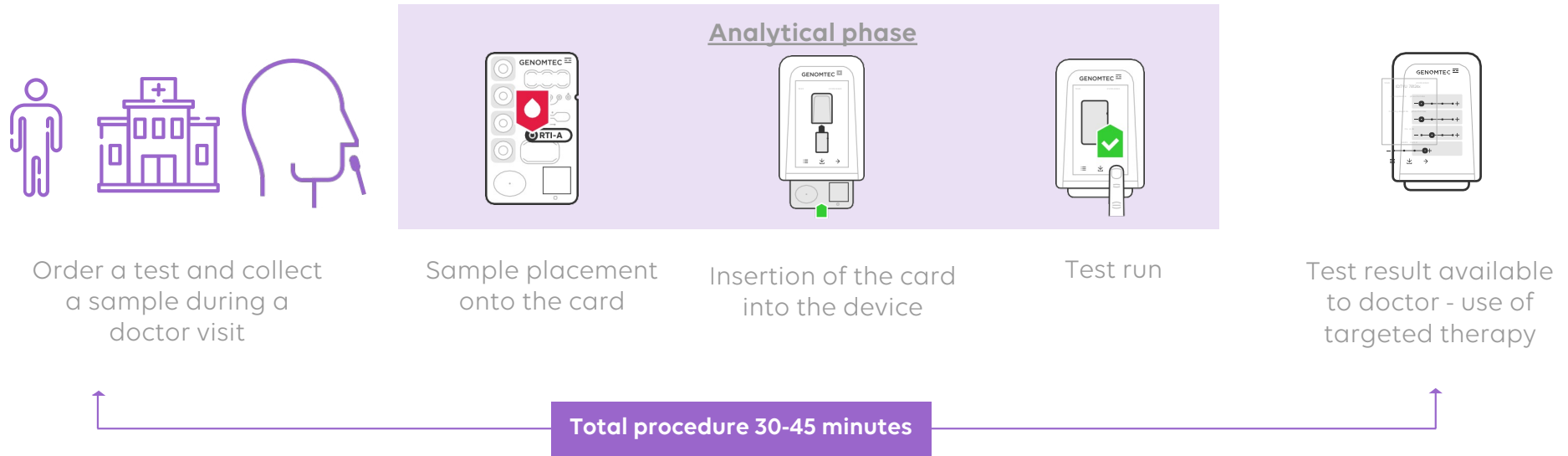


Extracted from: Point-of-Need Testing report, Yole Développement, 2020

Current standard



Genomtec ID



Blending science and experience to improve infectious disease diagnostics care pathway



Energy efficiency and speed



Mobility



Lower cost of platform

	SENSITIVITY	SPECIFICITY	DETECTION LIMIT	TIME OF THE WHOLE TESTING PROCESS	REACTION TEMPERATURE	POSSIBILITY OF PROTECTION PATENT
CURRENT PCR STANDARD			Nanograms 10 ⁻⁹ g	75 – 120 min.	Variable (3 ranges)	LOW
SNAAT®/LAMP			Femtograms 10 ⁻¹⁵ g	about 15 min.	Fixed	HIGHT
	Very high, thanks to more primers initiating the reaction.*	Very high, due to higher enzyme yields and a reaction mechanism using more primers.	Detection limit at a level significantly lower than PCR which allows detection of pathogens at a lower concentration - earlier.	Very short, thanks to the reaction taking place at a constant temperature and highly efficient enzymes.	The level achieved due to the reaction mechanism: primers and enzymes responsible for moving the strands.	High due to modern, shorter-used technology.

Potential of using technology in oncology.

* <https://www.thermofisher.com/pl/en/home/brands/thermo-scientific/molecular-biology/molecular-biology-learning-center/molecular-biology-resource-library/spotlight-articles/isothermal-amplification.html>



- The Genomtec® ID platform is portable and designed for use in decentralized environments.
- Our passive reaction card uses a microfluidic lab-on-chip technology to rapidly identify 5 pathogens simultaneously.

MINIATURISATION

Patented photonic contactless heating and detection system



Passive microfluidics reaction card

Multiplexing (up to 5 targets on a single card)

True point-of-care testing solution

Our Streamlined Nucleic Acid Amplification Technology (SNAAT®) and molecular biology assays are protected by 10 patents granted in the EU, US, Japan and Brazil. Over 20 more are underway.

PROPRIETARY PRIMERS & REACTION MIXES

Enzymes & primers of the highest quality.
Lyophilized reagents.



High accuracy of the results

Short amplification time & high sensitivity






Low cost of shipping and storage

Simultaneous analysis of five pathogens








Panel finished and certified

Respiratory Panel (5-plex)

-  Influenza A/B
-  SARS-CoV-2
-  Respiratory Syncytial Virus (RSV)
-  Mycoplasma pneumoniae
-  Internal control





R&D process

Life-threatening systemic infections (SEPSIS)

-  MRSA
-  Neisseria meningitidis
-  Streptococcus pneumoniae
-  Streptococcus pyogenes
-  Haemophilus influenzae

R&D process

Sexually transmitted infections

-  Chlamydia trachomatis
-  Neisseria gonorrhoeae
-  HPV 16
-  HPV 18

R&D process

Lyme's Disease

-  Borrelia burgdorferi

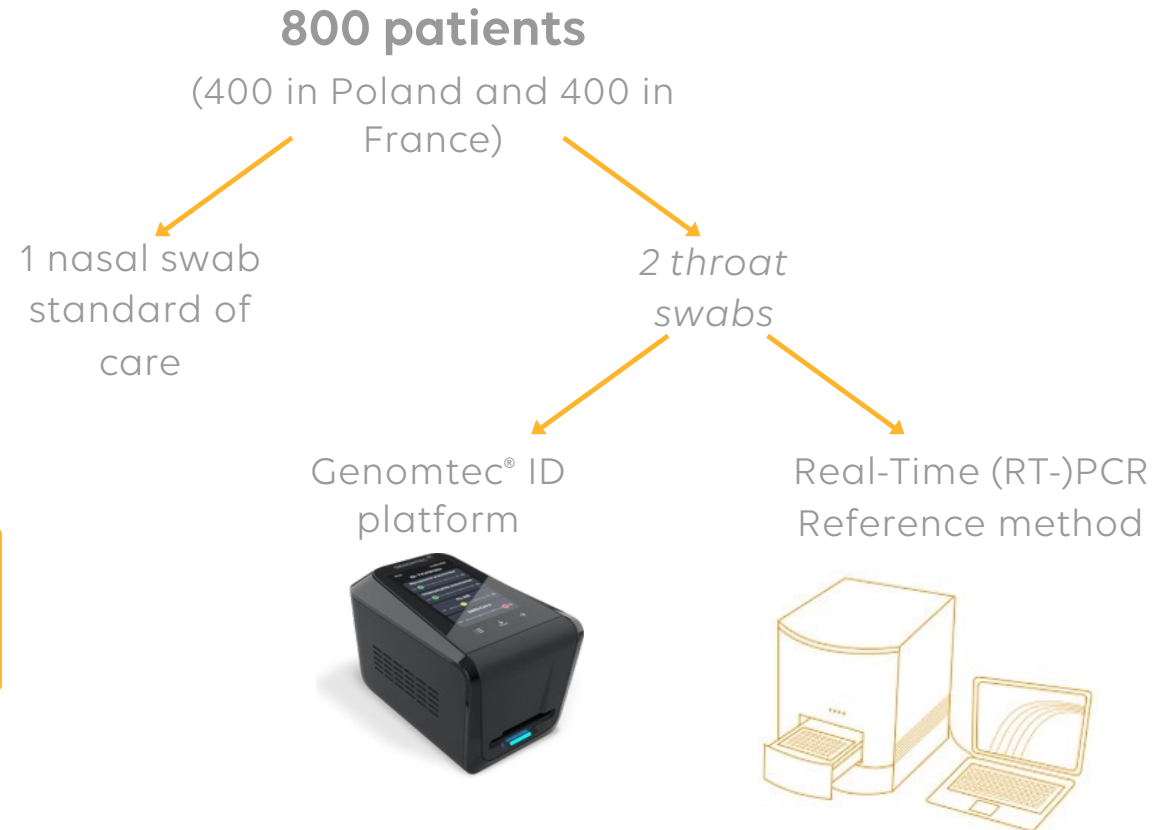
- A multicenter, prospective, comparative, controlled clinical study with collection of biological samples for genetic testing purpose.
- Study conducted by an independent CRO (Contract Research Organization).
- **More than 50% patients recruited**
- **Expected completion time: late 2023.**
- **Research centers in Poland and France**

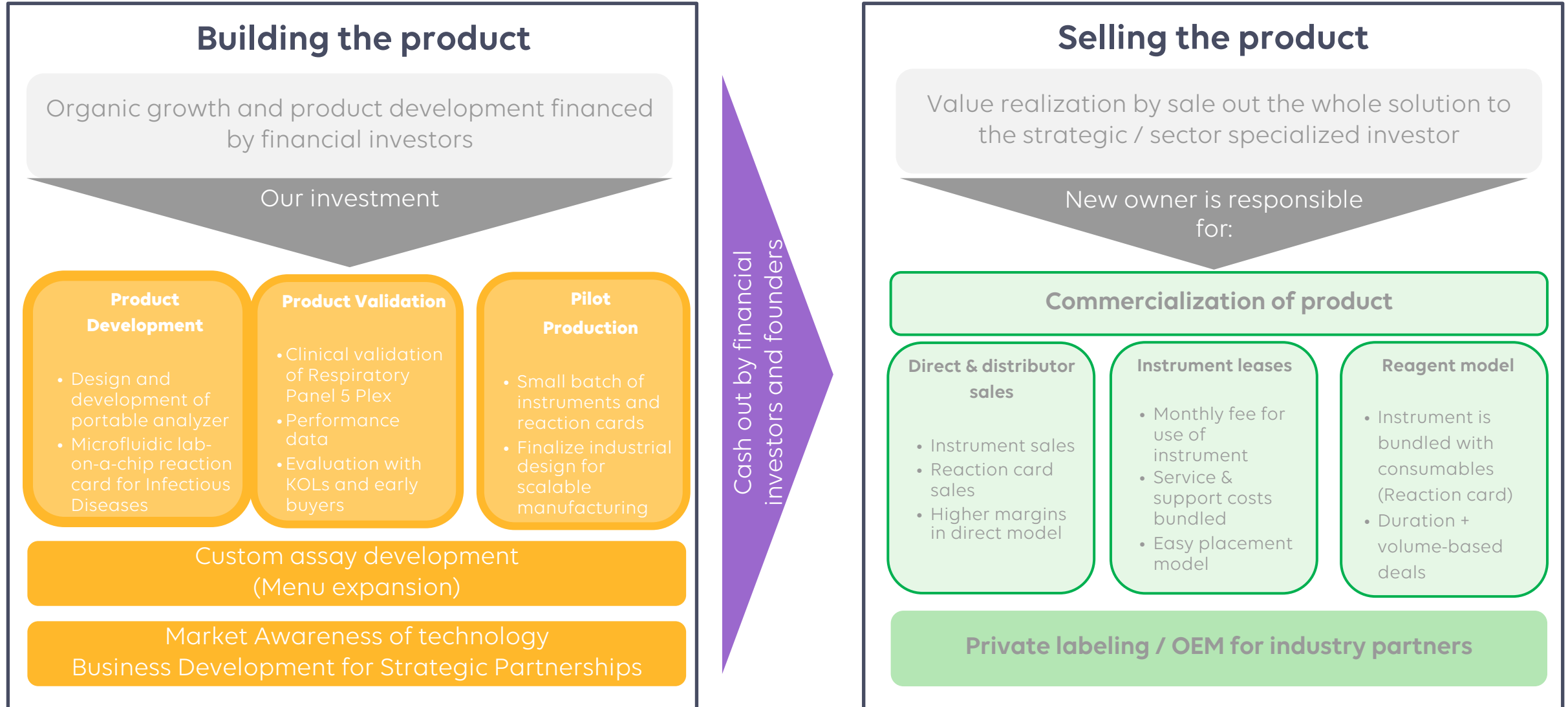
Objectives of the study:

Usability of Genomtec® ID Platform

Establish performance specs

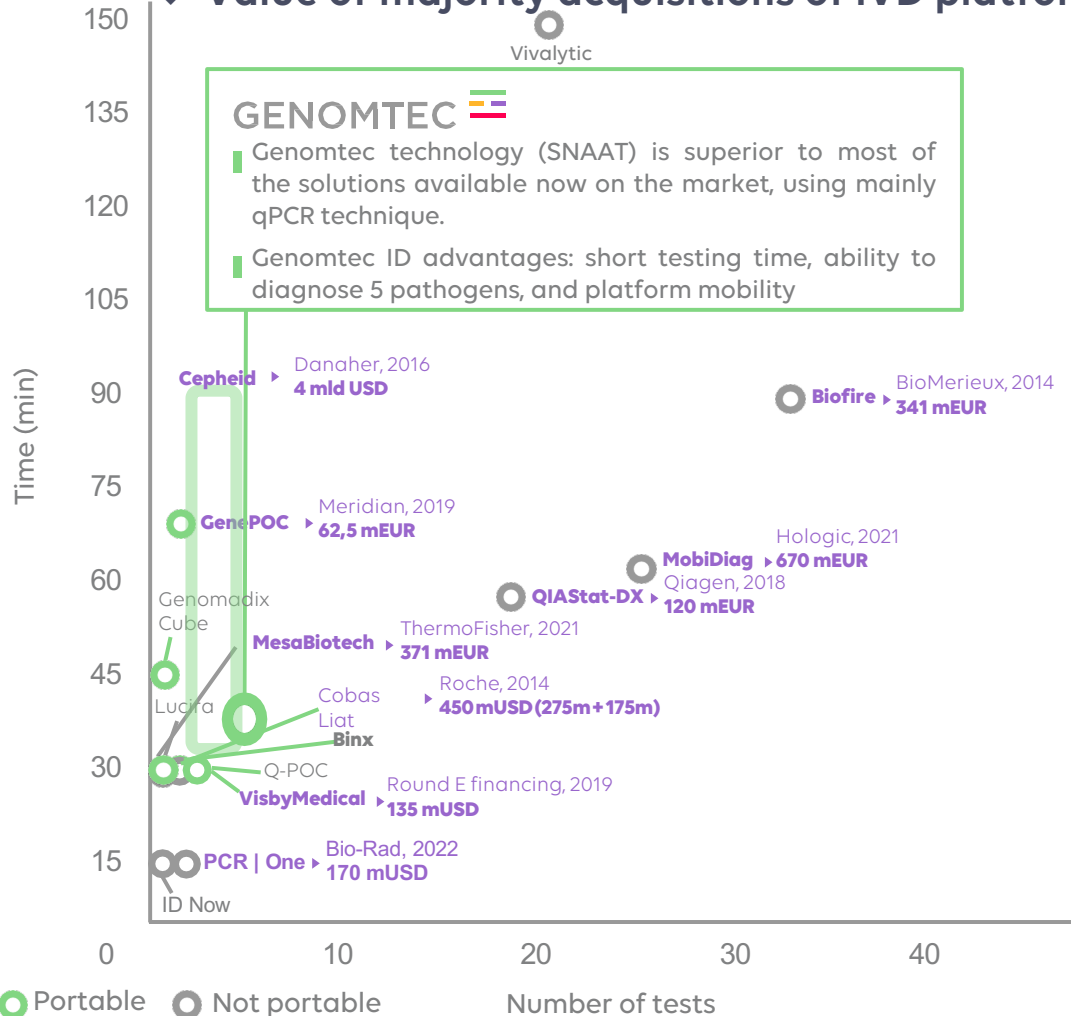
Equivalence to RT-PCR technology





❖ Genomtec capitalization = approx. \$ 27 mm

❖ Value of majority acquisitions of IVD platforms comparable to Genomtec ID => \$100 mm

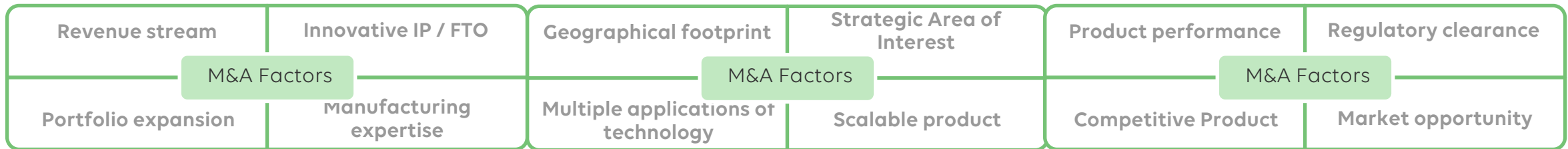


Device/brand	Company	Time (min)	Number of pathogens analyzed simultaneously	Portability
MobiDiag	Hologic	60	26	No
QIAStat-DX	Qiagen	70	20	No
Biofire	Biomerieux	90	33	No
Vivalytic	Bosch	150	22	No
Genomtec ID	Genomtec	30-45	5	Yes
Q-POC	QuantumDX	30	3	No
VisbyMedical	Visby Medical	30	3	Yes
PCR One	Scope Fluidics	15	1+1	No
Cobas Liat	Roche	30	2	Yes
ID Now	Abbott	15	1	Yes
Binx	Binx Health	30	2	Yes
Lucira	Lucira Health	30	1	No
MesaBiotech	Thermo Fisher	30	1	No
GenePOC	Meridian Bioscience	70	2	No
Genomadix Cube	Genomadix (f. Spartan)	45	1	Yes
GeneExpert	Cepheid	25-90	3	No

▶ Acquisitions with confirmed value

Source: Deloitte Research, Genomtec, Merger Market.

- ❖ Genomtec capitalization = approx. \$25 MM
- ❖ Value of recent acquisition of IVD platforms comparable to Genomtec ID = > \$100 MM



Recent transactions & Deals in IVD Sector					
Device / Brand	Company	Acquirer	Deal size	Year	Deal type
PCRone	Curiosity Diagnostics	Bio-Rad	USD 170 MM	2022	Acquisition
Ortho Clinical	Ortho Clinical Diagnostics	Quidel	USD 6 B	2022	Reverse Merger
Illuminigene	Meridian Bioscience	SD Biosensor	USD 1.5 B	2022	Acquisition
Qpoc	Quantum Diagnostics	VitaSpring HK	GBP 15M	2021	Equity
Novodiag	Mobidiag	Hologic	EUR 670 Mn	2021	Acquisition
ePlex	GenMark	Roche	USD 1.8 B	2021	Acquisition
Accula	Mesa Biotech	Thermo Fisher	USD 450 MM	2021	Acquisition
NeumoDx	NeumoDX	Qiagen	USD 248 MM	2020	Acquisition
Veros	Sense Biodetection	Koch Industries	USD 65 MM	2021	Equity
ARIES® Luminex	Luminex	Diasorin	USD 1.8 B	2021	Acquisition



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<https://genomtec.com/>
