



Lumos Diagnostics Holdings Limited



Investor Webinar

11 June 2026

lumosdiagnostics.com

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

Highly experienced board and management team



The Lumos board and management team has a proven track record in commercialisation of medical technology



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



The respiratory infection testing problem



Similar symptoms make it difficult to distinguish viral from bacterial infections, leading to precautionary antibiotic overprescription by doctors.

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

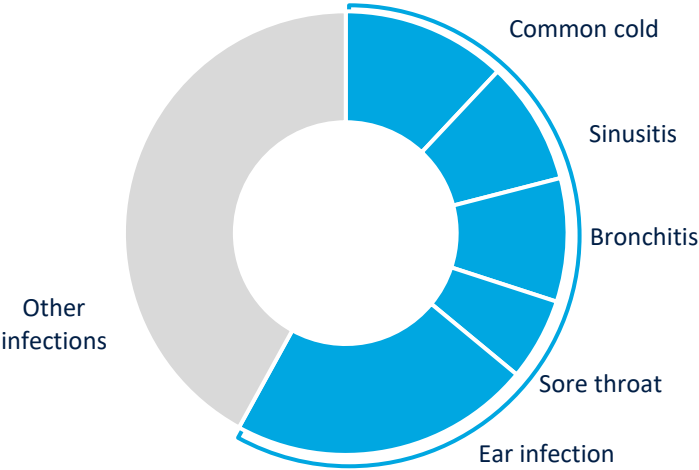


Antibiotic overprescription

Doctors prescribe antibiotics to treat Acute Respiratory Infections (ARIs) in situations where it is unnecessary

Antibiotics are being overprescribed in the US

Antibiotics prescribed in the US by type¹



58%
of all antibiotics prescribed may account for acute respiratory infection (ARI)¹

- 1 211 million antibiotic prescriptions issued in outpatient settings each year²
- 2 44% of antibiotic prescriptions are written to treat patients with ARIs³
 - 40% of these are unnecessary⁴

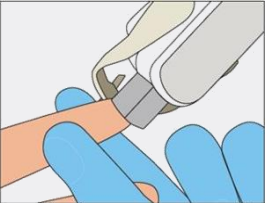
Our solution: FebriDx[®] | a simple microbial infection test



FebriDx[®] can rapidly identify patients who have a microbial infection¹ and, if positive, determine if that infection is caused by a viral or bacterial pathogen after 10 minutes

What is FebriDx[®]?

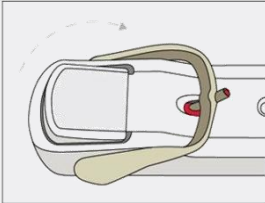
FebriDx[®] test procedure and interpretation of results



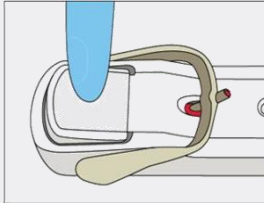
1 Lance finger



2 Collect blood sample



3 Deliver blood sample



4 Deliver buffer solution

BACTERIAL INFECTION

CRP

MxA

CTR

Patient can be treated with antibiotics

VIRAL INFECTION

CRP

MxA

CTR

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

VIRAL INFECTION

CRP

MxA

CTR

What has it achieved?²



10min

to deliver a result leaves patients with actionable plan of trust



>99%

accuracy for ruling out bacterial infection



>90%

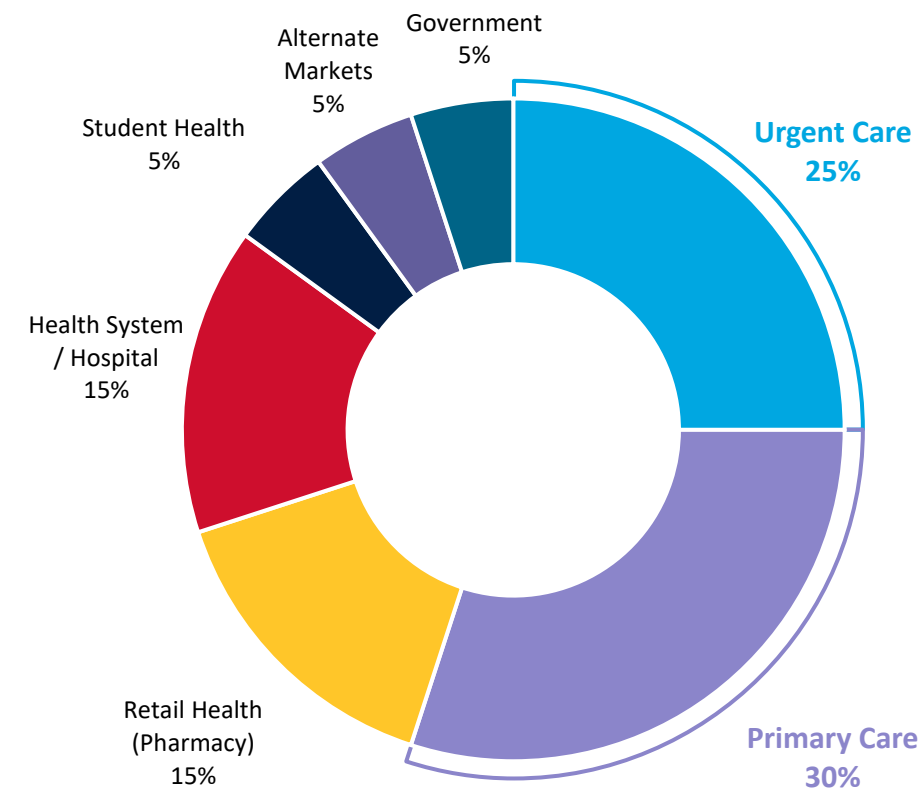
accuracy in differentiating viral vs. bacterial infection

This CLIA grant expands our commercialisation options

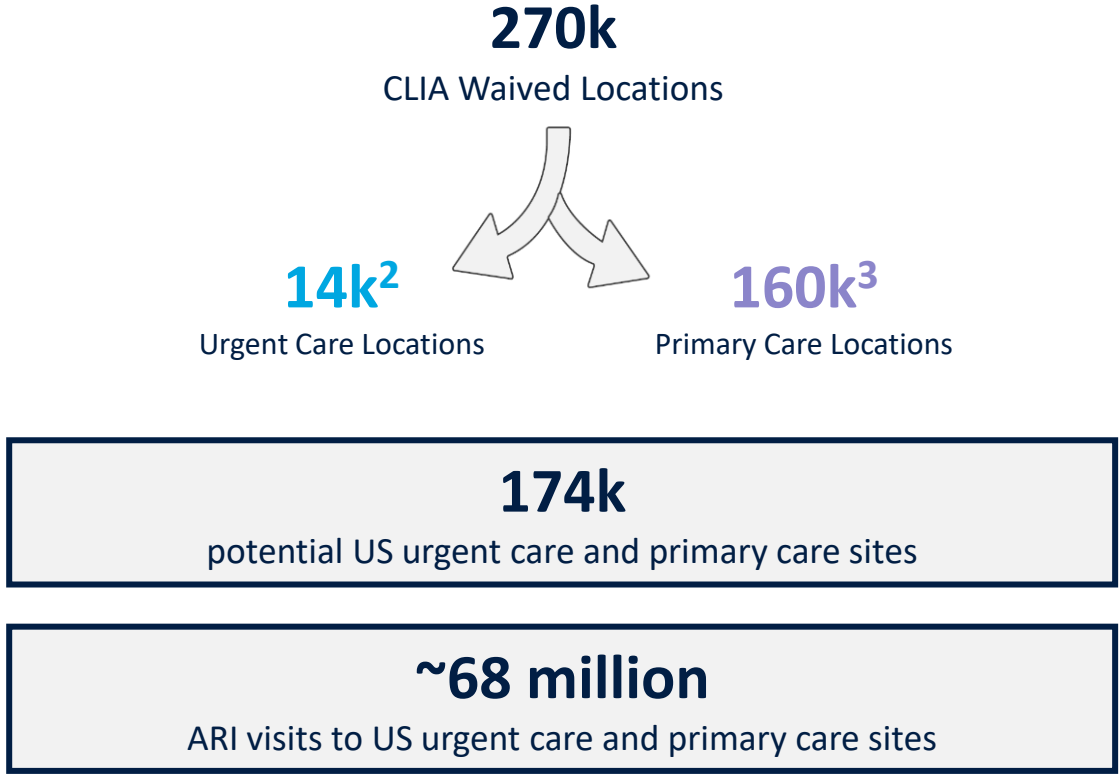


It is clear that the two key US market opportunities for testing are in urgent care and primary care sites, these have formed our target sites as we continue commercialisation of FebriDx®

US market opportunities in acute respiratory infection testing¹



2026 US market data demonstrates the opportunity



Source: (1) Division of Clinical Laboratory Improvement and Quality Centers for Medicare & Medicaid Services, March 2024 (CMS CLIA Data base). (2) Precision Business Insights, US Acute Respiratory Infections, 2024.(2) The Journal of Urgent Care Medicine, <https://www.jucm.com/2024-urgent-cares-top-100-by-number-of-locations/>. (3).CMS CLIA Database, March 2024 (Division of Clinical Laboratory Improvement and Quality, Centers for Medicare & Medicaid Services); U.S. urgent-care industry data; Precision Business Insights, 'US Acute Respiratory Infections', 2024. Estimated primary care site count (~160k) is a Lumos internal estimate derived from these data.

Influenza testing as a benchmark for ARI market sizing

ACUTE RESPIRATORY INFECTION (ARI) UNIVERSE

A broad and fragmented set of respiratory infections

ARI



COVID-19



Flu



Pneumonia



RSV



Sinusitis



Strep



Bronchitis



... and more

BENCHMARK
SUBSET



INFLUENZA TESTING BENCHMARK



Lab-confirmed



Routinely reported



Consistently tracked



Easy to quantify



~10–30%
of ARI = Influenza
(seasonal range)

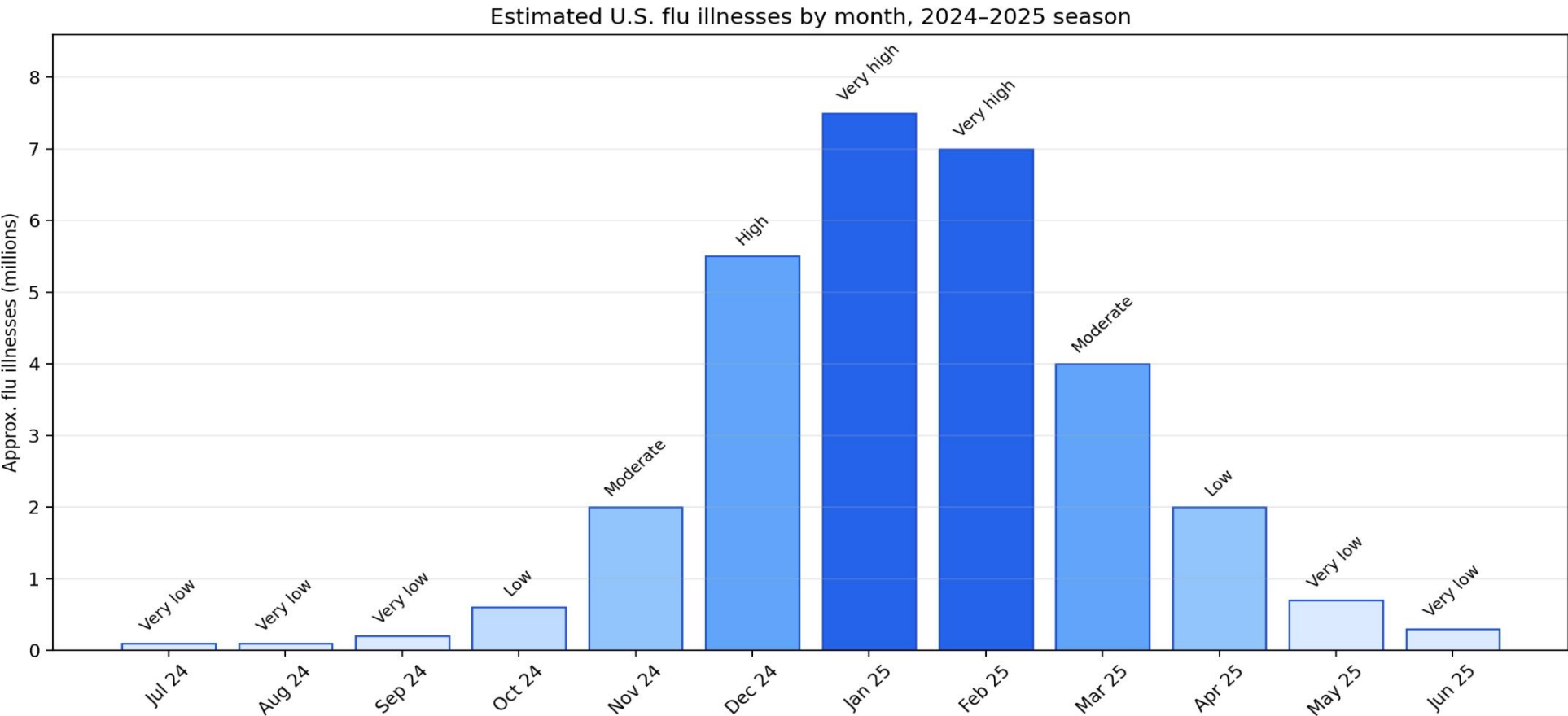
Source: CDC/public health surveillance data

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Estimated US flu illnesses - by month



US flu season starts ramping up in November and runs from moderate-high through to end of March



Source: CDC, Flu Season (flu activity usually peaks between December and February); CDC, Influenza Activity in the United States during the 2024–25 Season (activity increased in mid-November and peaked in early February 2025); CDC, 2024–2025 Influenza Season Summary (51 million illnesses, 23 million medical visits).

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Commercial Strategy

Push + Pull + Prove Framework | Tier 1 Urgent Care Account Focus

Partner ecosystem accelerates commercial adoption



Lumos, Phase Scientific, AcuityMD, and PRO-spectus working in concert

Lumos Diagnostics

Product Owner & Manufacturer

- Product manufacturing & quality control
- IP protection and product compliance
- Marketing - education and awareness campaigns
- Strategic direction and regulatory oversight

PHASE Scientific

Exclusive 6-Year U.S. Distributor

- National exclusive distribution agreement with Tier 1 and Tier 2¹ account focus
- Sub-distributor network deployment e.g. Henry Schein & McKesson
- Contract Sales Force (MTMC) training, implementation, and field execution
- Customer service and order management

AcuityMD

Claims Data Intelligence & Targeting

- Proprietary claims data identifies highest-value accounts
- Prioritizes pipeline by patient volume and payer mix
- Territory optimization and white-space analysis
- Weekly pipeline reviews with commercial team

PRO-spectus

Reimbursement Support Services

- Comprehensive reimbursement onboarding per site
- Payer mix review and billing workflow setup
- Claims tracking and denial management support
- Accelerates provider revenue confidence at go-live

1. Tier 1 refers to Top 50 Urgent Care group by number of sites. Tier 2 refers to 51-100.

FebriDx[®] - Three pillars of commercial adoption



All three pillars validated and in place; commercial readiness confirmed

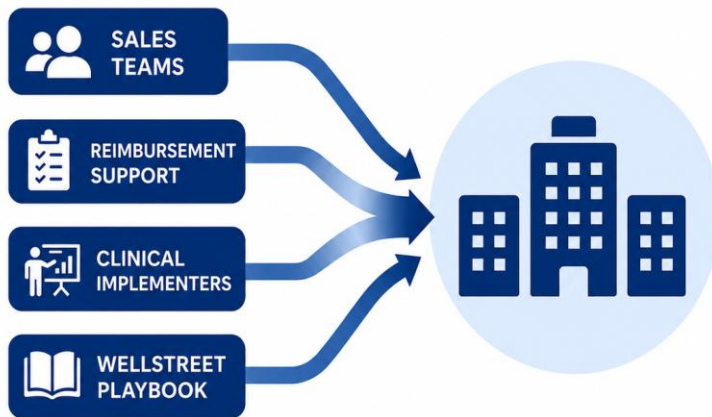
#1 Clinical Benefit	#2 Economic Benefit	#3 Operational Efficiency
- Only POC test distinguishing bacterial vs. non-bacterial ARI at triage 99% NPV to rule out bacterial infection (JAMA Network Open, 2022) - Solution to unmet need. Patient satisfaction. - Supports antibiotic stewardship - ~40% of ARI antibiotics unnecessary (CDC) ✓ Validated	- Reimbursed via PLA code 0442U at \$41.38/test (CMS 2025). Two years' process towards granting 100% Medicare MAC recognition — all U.S. regions achieved - Private payor coverage expansion actively underway - Sustainable margin for Lumos, distributors, and physicians ✓ Validated	- Instrument-free, CLIA-waived - zero capital equipment needed ~1-minute hands-on time; 10-minute result at triage - Finger-prick integrates alongside COVID/Flu combo tests - WellStreet standing order: result before doctor sees patient in exam room ✓ Validated

FebriDx[®] US commercialization strategy



Push + Pull + Prove framework to focus resources, create demand, and validate adoption

1 Push



FOCUS SALES RESOURCES

Concentrate our people, partners and best practices on Tier 1 high-valued accounts

2 Pull



CREATE ATTENTION & AWARENESS

Build focused awareness and interest around Tier 1 high-valued accounts

3 Prove



MEASURE ADOPTION + ADJUST FAST

Track adoption, measure what matters, and adjust quickly to drive results

FebriDx[®] US commercialization strategy (cont')



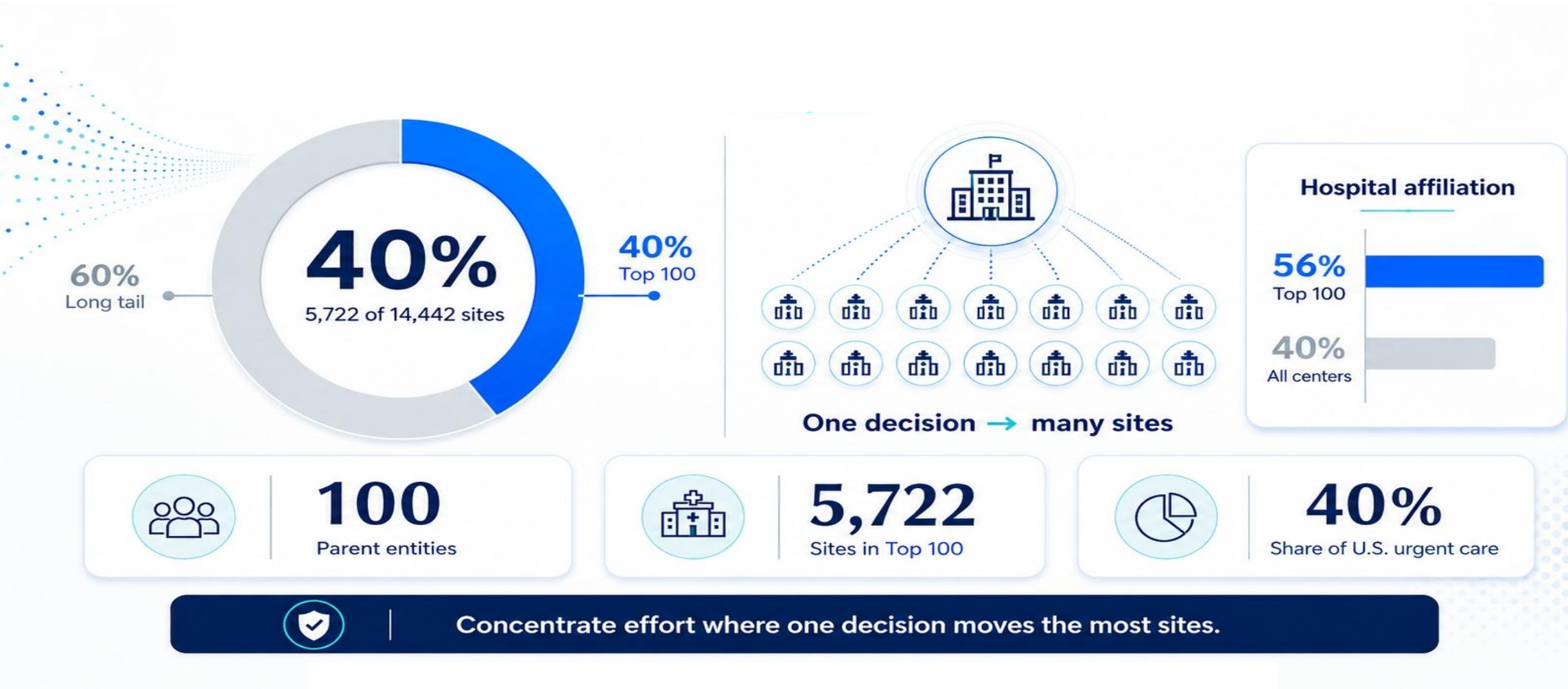
Push + Pull + Prove: focused resources, targeted demand creation, disciplined measurement

Push	Pull	Prove
Focus Sales Resources - Account teams on Tier 1 and 2 high-value urgent care chains - Phase Scientific: Sub Distributor network & Contract Sales representation (MTMC Health) - Used WellStreet model to create the playbook for standardising site onboarding and incorporates PRO-spectus support (reimbursement readiness) - AcuityMD claims data targeting & prioritisation	Create Awareness & Demand - KOL engagement at Tier 1 priority accounts - Digital campaigns targeting urgent care operators - Peer-proof case studies and real-world evidence - Marketing agency selected to support drive from awareness to adoption	Measure & Adjust Fast - Pull-through dashboard: site-level utilization tracking via monthly distributor tracings - Individual physician adoption via claims reporting - Reimbursement metrics: paid claims & denial rates - AcuityMD CRM tracks pipeline conversion weekly

Market concentration matters



Top 100 operators control 40% of urgent care sites



Source: Journal of Urgent Care Medicine, 1 April 2025

Top 50 Urgent Care Groups — Tier 1



Ranked by total U.S. sites | Source: Journal of Urgent Care Medicine 2025 | Hospital affiliation count shown in teal where applicable

#	Corporate Entity	Sites	Hosp. Aff.	HQ City / State
1	American Family Care	403	17	Birmingham, AL
2	HCA Healthcare	333	333	Nashville, TN
3	GoHealth Urgent Care	307	307	Atlanta, GA
4	Fast Pace Health	301	—	Waynesboro, TN
5	CityMD Urgent Care	190	—	New York, NY
6	WellNow Urgent Care	165	24	Chicago, IL
7	NextCare Urgent Care	145	41	Tempe, AZ
8	WellStreet Urgent Care	145	145	Atlanta, GA
9	Advocate Health	119	119	Charlotte, NC
10	Community Care Partners	107	—	Eugene, OR
11	University of Pittsburgh Medical Center	107	107	Pittsburgh, PA
12	Carbon Health Urgent Care	96	—	San Francisco, CA
13	CRH Healthcare	95	78	Atlanta, GA
14	PM Pediatrics	85	15	New Hyde Park, NY
15	Urgent Team	85	—	Nashville, TN
16	CommonSpirit Health	82	82	Chicago, IL
17	Patient First	79	—	Glen Allen, VA
18	Providence Health & Services	74	74	Renton, WA
19	Premier Health	68	68	Dayton, OH
20	Xpress Wellness	68	—	Oklahoma City, OK
21	Sanford Health	68	68	Sioux Falls, SD
22	Bon Secours Mercy Health	65	65	Blue Ash, OH
23	Access Medical Clinic	63	—	Jonesboro, AR
24	Novant Health	62	62	Winston-Salem, NC
25	Trinity Health	61	61	Livonia, MI

#	Corporate Entity	Sites	Hosp. Aff.	HQ City / State
26	Exer – More Than Urgent Care	61	—	Calabasas, CA
27	MainStreet Family Urgent Care	61	—	Birmingham, AL
28	UrgentCare Group	59	11	Nashville, TN
29	AdventHealth Centra Care	57	57	Maitland, FL
30	Midwest Express Clinic	53	—	Willowbrook, IL
31	FastMed Urgent Care	52	—	Raleigh, NC
32	MultiCare Health System	52	52	Tacoma, WA
33	Banner Health	48	48	Phoenix, AZ
34	CareSpot Urgent Care	46	34	Jacksonville, FL
35	Community Health Systems	46	46	Franklin, TN
36	Next Level Urgent Care	46	—	Houston, TX
37	ConvenientMD	45	—	Portsmouth, NH
38	Ardent Health Services	43	43	Brentwood, TN
39	CareFirst Urgent Care	42	—	Cincinnati, OH
40	Cleveland Clinic	42	42	Cleveland, OH
41	Rock Oak Capital	42	—	Machesney Park, IL
42	OSF HealthCare	41	41	Peoria, IL
43	AllCare Family Medicine & Urgent Care	40	—	Alexandria, VA
44	Sutter Health	40	40	Sacramento, CA
45	Endeavor Health	39	—	Evanston, IL
46	PeaceHealth ZoomCare	38	38	Tigard, OR
47	Intermountain Health	38	38	Salt Lake City, UT
48	My Dr Now	38	—	Chandler, AZ
49	Ascension Health	36	36	St. Louis, MO
50	Ochsner Rush Health	35	—	Meridian, MS

4,548

Tier 1 Total Sites

79% of all Top-100 sites

403→35

Site Range (Top 50)

American Family Care → Ochsner

62%

Hospital-Affiliated Groups

31 of 50 groups

23

U.S. States Represented

Tier 1 HQ locations

#1

Reason for Urgent Care Visits

Respiratory illness (HCCI 2024)

Commercial Traction

Two Months Post-CLIA Waiver: Early Indicators Show Strong Momentum

FebriDx® Q2 CY2026 — key sales milestones & events



Lumos, Phase Scientific, AcuityMD, and PRO-spectus working in concert



MTMC Health Events: Attended 4 MTMC Customer Showcase Events in Q2

Upcoming: American Association of Nurse Practitioners (AANP) National Conference — Las Vegas, NV · June 23–28, 2026

FebriDx® expanding momentum across industry events



Henry Schein National Sales Meeting

Orlando, FL · Apr 5–7, 2026
FebriDx® showcased alongside Phase Scientific
& Henry Schein product portfolio



UCA Amplify Conference

Chicago, IL - Apr 11–14, 2026
Dr. Brian Bobb, Senior Medical Officer,
presents FebriDx® at the UCA Amplify Conference



McKesson National Sales Conference

Orlando, FL · May 11–14, 2026
FebriDx® featured in the 'New Product Display'
in front of 1,000+ sales representatives

Building evidence for clinical utility, operational efficiency, and economic value | UPCOMING: AANP National Conference · Las Vegas, NV · June 23–28, 2026

FebriDx[®] adoption momentum



Building evidence for clinical utility, operational efficiency, and economic value ahead of the 2026/27 respiratory season

Clinical Utility

- 99% NPV to rule out bacterial ARI (JAMA Network Open)
- Providing solution to unmet need.
- Physician confidence in de-escalating antibiotics

Operational Efficiency

- ~1-min hands-on, 10-min result — fits triage workflow
- No instrument, no capital, finger-prick sample
- CLIA-waived: site staff can run without lab director on-site

Economic Value

- \$41.38 reimbursed via PLA 0442U, >90% paid claim rate
- 100% MAC Medicare recognition - all U.S. regions
- At \$41.38 there is sustainable margin across provider, distributor, and Lumos

100+

Locations

Live sites ordering FebriDx

18

States

Geographic footprint active

195,000

Flu Tests Performed

Approximately 975,000 ARI visits

Reimbursement is working



PLA code 0442U is performing above benchmark - reimbursement traction validated in the field

>90%

Claims Paid

Paid claim rate on submitted FebriDx tests

Above Benchmark

\$41.38

Medicare Benchmark

PLA code 0442U (CMS 2025 clinical lab fee schedule)

100% MAC Coverage

Unlocking commercial opportunity

- Claims paid >90% - providers receive consistent reimbursement at launch
- Private payor payment on average >\$41.38, allows sustainable provider margin
- 100% Medicare MAC recognition across all U.S. regions — no geographic gaps
- Sustainable margin key to unlocking commercial opportunity

WellStreet Urgent Care — flagship account case study



Pilot success drives nationwide rollout across 165+ U.S. locations — traction ahead of timeline

CLIA Waiver Rollout — 44 Sites (Pilot + Initial Expansion)

Phase 1

- Atlanta pilot: ~50 ARI patients/day — operational & reimbursement data validated

Phase 2

- Fayetteville District: 8 sites live and ordering
- 2nd Georgia District: 7 sites live and ordering
- Entire Michigan Market: 28 sites live and ordering
- Standing Order: FebriDx triage for ARI patients

Phase 3

165 sites

6 - 12 month nationwide expansion pathway confirmed

Pipeline Outlook & Catalysts

Positioned for the 2026/27 Respiratory Season

Commercial leading indicators dashboard



Reporting Period: April–June 2026 | Data Sources: AcuityMD, PHASE Scientific, PRO-spectus, Distributor Tracings

Channel Health		Reimbursement		Marketing Engagement	
Sell-through vs. Sell-in	Tracking — 90-day window	Medicare MAC Recognition	100% — all U.S. regions	Priority Accounts Reached	Future — Q2 campaign
Distributor Reorder Rate	Future — Tracings data	Claims Paid Rate	Future — claims reporting	Digital Engagement CTR	Future — HubSpot data
Inventory Weeks on Hand	Supply: adequate	Private Payor Wins	Expansion in progress	MQL Pipeline (AcuityMD)	Future — CRM stages
Phase Order Accuracy	Future — monthly review	Avg. Days to Payment	Future — EOB data	Webinar Registrations	Today — this event

FebriDx® — The Lumos investment case



Unique asset. Proven evidence. Commercial infrastructure in place. Traction ahead of plan.

1 Large, Unlocked Market

~270k CLIA-waived U.S. sites now accessible. Urgent Care (14k sites) Primary care (160K sites), 68M ARI visits/year. Top 100 Urgent Care sites are the immediate launch priority with a disciplined sequencing plan to primary care and pharmacy.

2 Unique Clinical Differentiation

Only POC test distinguishing bacterial from non-bacterial ARI. 99% NPV, JAMA Network Open validated. No instrument required. Complements clinical judgment at the bedside.

3 Reimbursement De-Risked

Established PLA code 0442U at \$41.38/test. 100% MAC Medicare coverage achieved. > 90% of all claims receive payment with average above \$41.38. Sustainable economics across the full care network — Lumos, distributors, and physicians all benefit.

4 Positive Commercial Traction Confirmed

100+ live sites, 18 states, 195k Flu test claims for reimbursement last year- all ahead of 2-month post-CLIA targets. WellStreet rollout confirms the model scales to 165+ locations and beyond.



Thank You

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