ATOMO DIAGNOSTICS

1Q 2027 RESULTS OVERVIEW

29 OCTOBER 2026



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ATOMO DIAGNOSTICS – 1Q27

Transitioning to sustainable revenue growth with an expanding new product pipeline

Quarterly Highlights



PIPELINE MILESTONES

Upfront Diagnostics + Atomo partnership

Next-generation rapid Pre-Hospital LVTWO Brain Disease Test.

Generation 4 HIV development agreement

With Innovation Scientific PTY LTD, adding to Atomo's proprietary product development pipeline.

Active Syphilis transfers to manufacturing

Preparation progresses for clinical trials to begin in the new calendar year.

COMMERCIAL PERFORMANCE

$1.63m

TOTAL Q1 2027 REVENUE

140% quarter-on-quarter

$939k

FEBRIDX®/OEM REVENUE

469% quarter-on-quarter

$2.51m

CASH RECEIPTS

$2.40m from customer receipts + $84k CRC-P Active Syphilis grant; $2.67m quarter-end cash

HIV Q1 REVENUE PERFORMANCE

Global sales growth in HIV franchise led by International supply and ANZ pharmacy channels

Q1 PERFORMANCE

HIV SALES GROWTH | YOY

+38.3%

Q1 FY27 versus Q1 FY26



HIV SALES



WHERE Q1 SALES CAME FROM

INTERNATIONAL | VIATRIS

Increased HIV test supply to Viatris Healthcare (Pty) Ltd through the existing international partner relationship.

+39.5%

ANZ PHARMACY SALES QOQ

Australian wholesalers +41.3%
New Zealand retail +30.3%

ADDITIONAL HEALTH & COMMUNITY SUPPLY

Existing ANZ health and community accounts placed further orders.

Overall HIV Growth International and ANZ pharmacy channels outperformed to deliver 38.3% year-on-year HIV sales growth.

PASCAL OEM Q1 REVENUE PERFORMANCE

Strong QOQ growth driven by Lumos Diagnostics' FebriDx

ATOMO OEM PERFORMANCE | Q1 Q-ON-Q

+469%

OEM SALES REVENUE

A$165k → A$939k

+713%

GROWTH IN DEVICES SUPPLIED



US FEBRIDX® ADOPTION | LUMOS-REPORTED

215

LIVE US SITES

September 2026

+26.5%

170 in July → 215 in September

405 sites under evaluation (350 in July)

March 2026 FDA CLIA waiver expanded eligible US testing settings.

OEM momentum Flu-season inventory build fuels triple-digit revenue and device-volume growth.

GEN 4 HIV PARTNERSHIP OPENS A NEW COMMERCIAL PATH

Global licence, development and supply agreement with Innovation Scientific

InnovationScientific

THE MOU AGREEMENT

Atomo to receive a global licence to commercialise a rapid Gen 4 HIV assay in its Galileo cassette.

Feasibility testing complete. The partnership now moves into final analytical/clinical studies and regulatory preparation.

Parties to negotiate final Supply Agreement and Licence over next four months.

WHO DOES WHAT

INNOVATION SCIENTIFIC

- Complete final assay development
- Run analytical and clinical studies with Atomo
- Integrate Galileo sub-assemblies with the strip and buffer for finished supply

ATOMO

- Manufacture and supply Galileo sub-assemblies
- Hold the global assay licence and act as legal manufacturer
- Lead IVDR and TGA registration, launch and commercialisation

COMMERCIAL PATH

18 MONTHS

Planned IVDR and TGA registration window

24 MONTHS

Target timing for commercial launch

A$1.16bn

HIV global rapid-test kit market

Source: Future Market Insights, 2026; Market Glass, Inc., 2026; MarketsandMarkets, 2025

STRATEGIC FIT Extends Atomo's Gen 3 HIV + Active Syphilis portfolio; own-pipeline revenue is targeted from late FY2028.

HIV RAPID TESTING MARKET: GEN 4 and GEN 3

Large and growing market opportunity for Atomo's expanding HIV franchise

GEN 3 | ESTABLISHED - SELF-TEST

FORMAT	Antibody-based HIV self-test
OPERATOR	Individual self-tester
CHANNELS	Pharmacy, community, public health, rapid screening
POSITION	Existing self-testing routes and programs
MARKETS	Europe, UK, ANZ, LMIC, Others

GEN 4 | NEW PRODUCT - PROFESSIONAL TEST

FORMAT	Proposed rapid antigen/antibody test
OPERATOR	Clinicians and trained professionals
CHANNELS	Sexual health, primary care, clinical POC
FOCUS MARKETS	Europe/UK, ANZ, APAC, USA

INDICATIVE GLOBAL MARKET CONTEXT | DISTINCT 2025 CATEGORY ESTIMATES

A$4.62bn
All HIV diagnostics

A$1.16bn
HIV rapid-test kits

A$341m
HIV self-testing

Source: Future Market Insights, 2026; Market Glass, Inc., 2026; MarketsandMarkets, 2025

WHAT GEN 4 BRINGS

Expands professional-use buyers, clinical uses and procurement pathways beyond self-testing; overlap remains possible in assisted testing. Potential as market evolves to support ongoing Pre-Exposure Prophylaxis (PrEP) treatment. PrEP is a prescription medicine taken by HIV-negative people to lower the risk of getting HIV.

UPFRONT + ATOMO PARTNER ON NEXT-GENERATION TEST

Upfront's biomarker assay moves into Atomo's technology platform

UPFRONT
TIME IS LIFE

LVTwo

A rapid blood-based brain-disease test designed for use before hospital arrival—helping emergency teams triage suspected stroke or other brain disease patients sooner.

PARTNERSHIP ANNOUNCEMENT

Atomo and Upfront announce partnership for Upfront's next-generation test in Atomo's device.

DETECT

Proprietary biomarker targets proteins associated with brain disease.

DEPLOY

Atomo hand-held devices combine blood collection, sample transfer and buffer delivery.

DECIDE EARLIER

Designed for pre-hospital use to support faster routing and treatment decisions.

9,000 Atomo sub-assemblies supplied for validation and verification activities to date

BRAIN DISEASE BURDEN CREATES A SCALABLE TRIAGE OPPORTUNITY

The partnership will provide a new revenue stream for a significant and exciting new clinical indications

GLOBAL CLINICAL NEED

11.9 million

new strokes worldwide annually

A large, time-critical patient population creates demand for tools that can support earlier stroke triage and routing decisions before hospital arrival.

REGIONAL MARKETS

54,800

AUSTRALIA + NEW ZEALAND

estimated stroke events per year

Australia 45,785 + NZ 9,000

1.46m

EUROPE

reported stroke events

47 reporting areas · 2023

795,000+

UNITED STATES

estimated strokes each year

≈610k first · ≈185k recurrent

PATHWAY FROM CLINICAL NEED TO REGULATORY APPROVAL AND GLOBAL SALES

SUSPECTED BRAIN DISEASE TRIAGE INDICATION

Ambulance / emergency department

→

VALIDATED RAPID ASSAY

Evidence, approval and clinical adoption

→

GLOBAL REGULATORY APPROVALS

Gateway to commercial sales

Sources: Feigin et al. (2025); Stroke Foundation (2024); Stroke Aotearoa NZ; Christensen et al. (2026); CDC (2024). Regional data use different years and methodologies and do not represent addressable test demand.

ACTIVE SYPHILIS TRANSFERS TO MANUFACTURING

Program remains on schedule, with regulator engagement beginning and launch targeted within 18–24 months

TEST DIFFERENTIATION

15 MINUTES

Rapid lateral flow test for home-based and healthcare-practitioner-guided self-testing.

ADDRESSES A KEY TESTING GAP

Designed to detect infectious syphilis and distinguish active cases from previously treated cases.

EARLY CLINICAL PERFORMANCE

100%

SENSITIVITY

against active syphilis samples by clinical history

99%

SPECIFICITY

against never-infected patients

93%

SPECIFICITY

against previously treated cases with clinical history

Early clinical testing; results reported by clinical history.



PROGRAM ON SCHEDULE

TRANSFER COMPLETE

Test-strip manufacturing moved from Burnet Institute in Melbourne to Cape Town for clinical-trial production builds.

NEXT: CLINICAL TRIALS

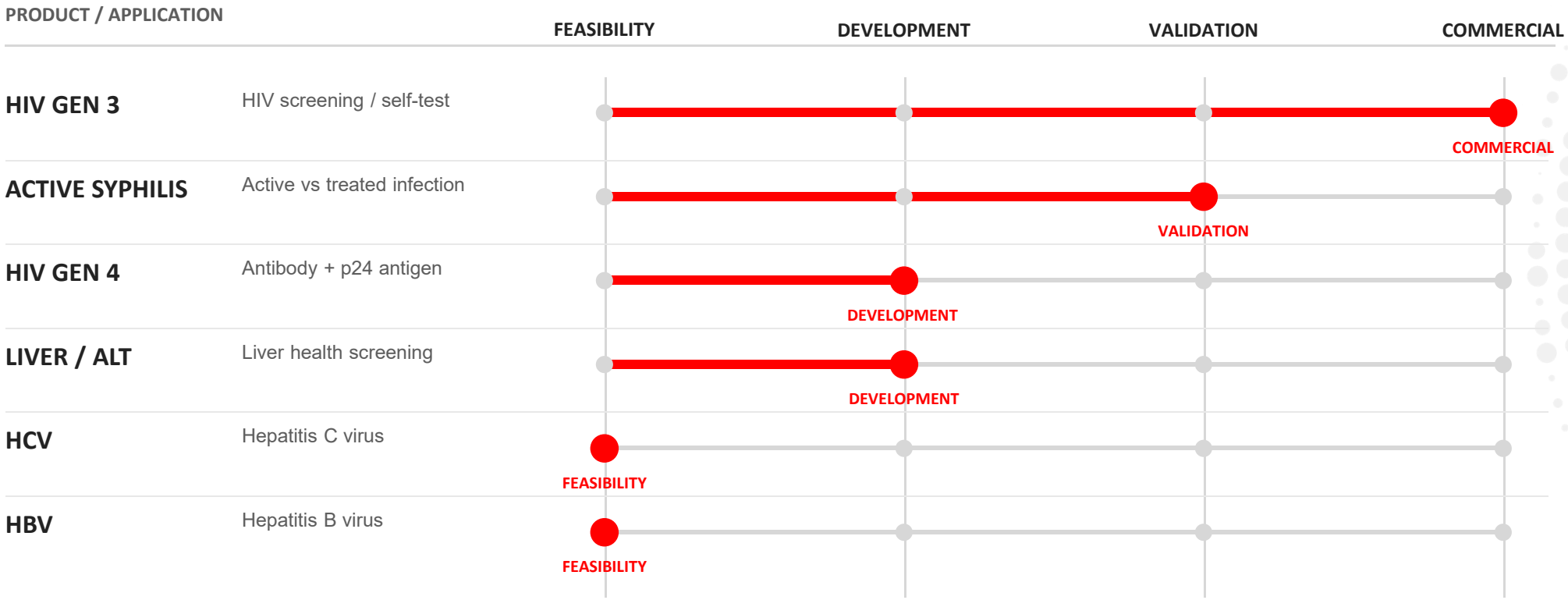
Trials expected to commence early next year.

REGULATORY + LAUNCH

Engagement planned with TGA, FDA and BSI; commercial launch targeted within 18–24 months.

ATOMO PROPRIETARY PRODUCT PIPELINE

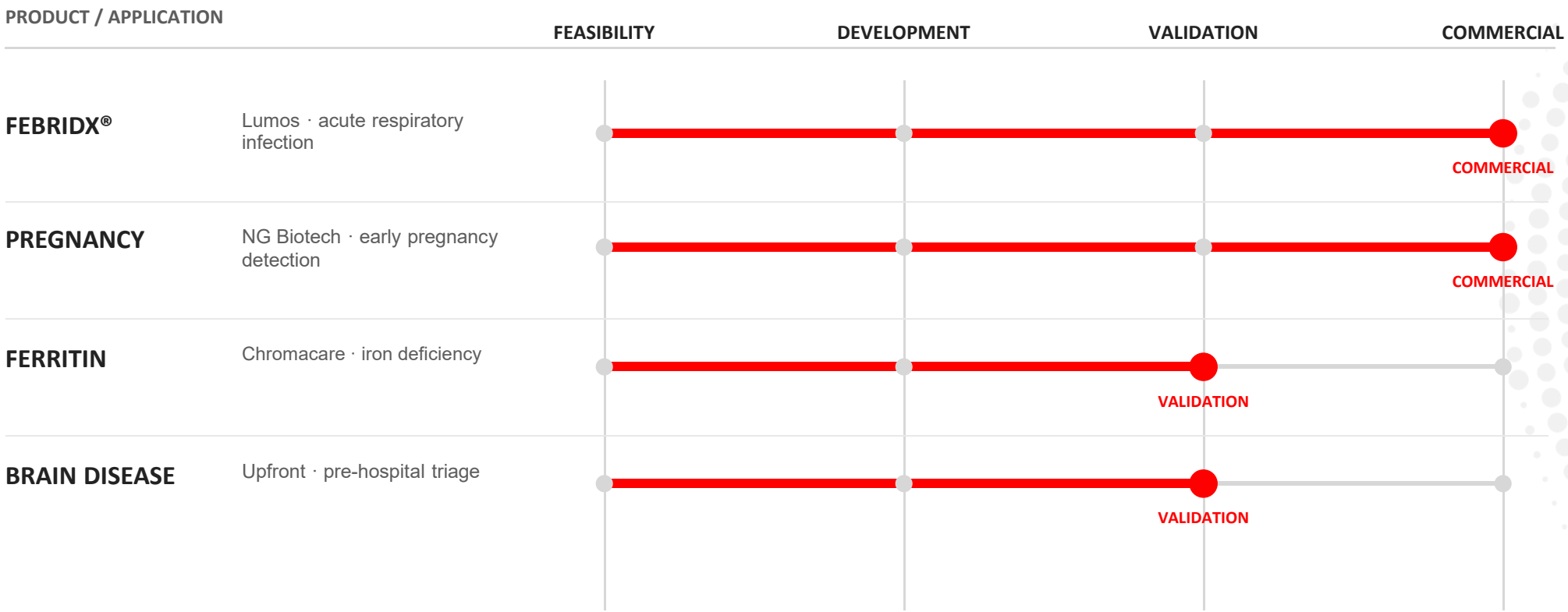
Commercial products fund a broader portfolio progressing through validation, development and feasibility



Proprietary portfolio spans established revenue products and new tests targeting decentralised professional and self-test markets.

OEM PARTNER PIPELINE

Atomo technology enables partner assays to move from technical validation into commercial supply at scale



Atomo technology platforms support multiple partner assays—creating recurring device-supply opportunities as programs progress.

OEM pipeline focused on professional point-of-care markets and scalable partner supply.

1Q27 – PROFIT & LOSS

Revenue and gross profit increased strongly year-on-year

A$'000	1Q FY27	1Q FY26	YoY change
Revenue	1,628	680	+140%
Cost of sales	(1,204)	(424)	+184% cost
Gross profit	**424**	**256**	**+66%**
Gross margin	**26%**	**38%**	**-11.6 pts**
Other income	217	68	+221%
Operating expenditure	(1,979)	(1,307)	+51% cost
EBITDA	**(1,337)**	**(983)**	**+36% loss**
PBT	**(1,627)**	**(1,368)**	**+19% loss**

* Amounts in A$'000; YoY compares Q1 FY27 (unaudited) with Q1 FY26

REVENUE

$1.63m

1Q FY26 $0.68m

+140% YoY

GROSS PROFIT

$0.42m

1Q FY26 $0.26m

+66% YoY

GROSS MARGIN

26%

1Q FY26 38%

-11.6 pts YoY

EBITDA

($1.34m)

1Q FY26 ($0.98m)

+36% loss YoY

1Q27 – BALANCE SHEET

1Q FY27 closes with $2.67m in cash, $9.63m in assets and no bank debt

A$'000	1Q FY27
Cash and cash equivalents	2,669
Trade and other receivables	1,301
Inventories	1,723
R&D tax rebate receivable	1,075
Prepayments	327
Total current assets	**7,140**
Property, plant and equipment	295
Right-of-use assets	297
Intangible assets	823
Development costs	1,070
Total non-current assets	**2,485**
Total assets	**9,625**
Total liabilities	**3,479**
Net assets	**6,145**
Total equity	**6,145**

CASH

$2.67m

available liquidity

TOTAL ASSETS

$9.63m

as at September 2026

NO DEBT

$0

bank borrowings

* Amounts in A$'000; September 2026 (unaudited) actuals

1Q27 – CASH FLOW

Q1 FY27 ended with $2.67m in cash after a $1.01m net cash outflow

A$'000	Q1 FY27
Receipts from customers	2,401
Payments to suppliers and employees	(3,437)
Interest received	23
Grant funds received from CRC-P	84
Net cash used in operating activities	**(929)**
Property, plant and equipment purchases	(17)
Net cash used in investing activities	**(17)**
Finance lease repayments	(69)
Net cash used in financing activities	**(69)**
Net decrease in cash	**(1,014)**
Cash at beginning of period	3,709
Exchange losses	(25)
Cash at end of period	**2,669**

CASH AT END

$2.67m

September 2026

CUSTOMER RECEIPTS

$2.40m

1Q FY27 YTD

* Amounts in A$'000; September 2026 YTD (unaudited) actuals

BUILDING A STRONGER BASE FOR SCALABLE GROWTH

Commercial momentum is funding a broader product pipeline and a more diversified revenue base

$1.63m

1Q REVENUE | +140% QoQ

HIV franchise +38.3% QoQ
OEM revenue $938k, up 469% QoQ

HIV FRANCHISE LEADS COMMERCIAL TRACTION

HIV sales increased 38.3% year on year, led by international supply and ANZ pharmacy channels.

FEBRIDX® SHOWS THE POWER OF THE OEM MODEL

FebriDx® revenue reached $683k, up 314% year on year, while device supply increased 501%.

DIVERSIFICATION BUILDS OVER TIME

HIV, pregnancy, and FebriDx® provide the commercial base as the proprietary pipeline and OEM programs in syphilis, Gen 4 HIV, stroke, ferritin, and earlier-stage assays advance.



A stronger HIV franchise and scalable OEM model support a broader, more diversified growth platform over time.

Atomo Q1 FY27 Quarterly Investor Webinar Presentation

Atomo Diagnostics Limited will hold its Q1 FY27 Quarterly Investor Webinar on Tuesday 03rd November 2026 at 2pm (AEDT).

To access the webinar, please pre-register by clicking this link

To access Atomo's Investor Hub, please scan the QR code or visit https://investors.atomodiagnostics.com/auth/signup

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