



## ASX ANNOUNCEMENT

### Lumos Diagnostics FY23 – First Half Results

#### HIGHLIGHTS

- *Half year revenue steady at \$5.1 million (\$5.2 million: H1 FY2022) with service revenue up 6%*
- *Successful restructuring and consolidation of operations to a single, US site in Carlsbad, California*
- *Significant reduction in loss after tax to \$6.6 million (\$11.1 million: H1 FY2022)*
- *Significant reduction in cash usage for the half year, to \$7.1 million (\$15.5 million: H1 FY2022)*
- *New development service contracts for a range of point-of-care test and reader products*
- *Three contracts signed with leading US women's health company Hologic*
- *Finalized and executed agreements which provide up to A\$8.0 million capital*

**MELBOURNE, Australia (27 February 2023)** – Lumos Diagnostics (ASX: LDX), (“Lumos” or the “Company”) a leader in rapid point-of-care diagnostic technologies, today announces its financial results for the FY2023 half-year ending 31 December 2022. Unless stated otherwise, all amounts are in US dollars.

*“While Lumos went into FY2023 facing a number of challenges, I am extremely happy with the successes we achieved during the half year and believe that we have now put the Company on a firm trajectory for long-term growth. We maintained our revenue at the same level as last year despite ongoing uncertainty from the pandemic, while reducing our operating cost base by nearly a half and consolidating our operations to a single site. Furthermore, we expanded our portfolio of commercial service contracts to include new programs for a diverse range of point-of-care applications, and expanded our strategic relationship with Hologic—a recognised global leader in women’s health. These projects and relationships provide a robust foundation for Lumos’ long-term growth. Towards the end of CY2022 we secured access to additional capital to underpin this growth. I joined Lumos because, while diagnostic tests are clearly going to play an increasing role in healthcare, there are very few fully-integrated providers of development and manufacturing services for these tests. With its established industry track record, end-to-end*

*capabilities, and proprietary reader platform, Lumos is well-positioned to fill this gap and the progress that we have made during this half year has put us on a firm trajectory to achieve this.”*

### **1H FY2023 Results Commentary**

During the half year ended 31 December 2022 (1H FY2023), Lumos recorded revenues of \$5.1 million (1H FY2022: \$5.2 million), of which, \$5.0 million (1H FY2022: \$4.7 million) was generated from contract development and manufacturing services provided to external clients during the half year, a 6% increase on 1H FY2022, and \$0.1 million (1H FY2022: \$0.5 million) was from the sale of Lumos’ POC diagnostic test products. The majority of revenues, being \$5.0 million, were generated in the United States (1H FY2022: \$5.0 million).

As a result of a significant cost reduction program that commenced in 2H FY2022 and which included the closure of Lumos’ Sarasota (FL) facility and consolidation of operations to a single site in Carlsbad (CA), net loss after tax for the half-year was reduced significantly to \$6.6 million (1H FY2022: \$11.1 million). This was achieved by maintaining the revenue base, and improving gross profit margins, whilst implementing significant cost reductions. These included material reductions in employee costs to \$3.0 million (1H FY2022: \$5.2 million), general and administration to \$2.4 million (1H FY2022: \$5.6 million), and marketing expenses to \$0.4 million (1H FY2022: \$1.1 million). Because of these cost reductions, Lumos’ loss for the half-year was reduced by 41% to \$6.6 million. .

With the significant reduction in net loss after tax, improved management of working capital, and reduction in capital expenditure, the total cash usage for the half year reduced significantly to \$7.1 million, which includes \$0.6 million of restructuring payments (1H FY2022: \$15.5 million). This is a reduction of 54% from \$2.6 million per month to around \$1.2 million per month.

In line with its goal to diversify its pipeline of development and manufacturing services partnerships beyond point-of-care tests for infectious diseases, during the half year Lumos signed several new commercial services agreements. These have the potential to extend into future development and manufacturing projects and included: a test and reader for hormone monitoring, supply of test strips for a nutrition test, a new test for food safety testing, a novel molecular diagnostics platform, and a pilot project focused on the development of a new animal health product.

As part of its strategy to build the foundation for its long-term growth through the establishment of strategic partnerships with key industry players in the diagnostics space, during the half year Lumos signed three new service agreements with Massachusetts-based women’s health company Hologic. Hologic is a leading innovator in women’s health and engaged Lumos to support to work on an existing marketed product as well as the development of a new rapid, point-of-care test product. In aggregate, Lumos is entitled to receive up to \$2.5 million in revenue for the provision of its services under these agreements.

In 2H FY2022, Lumos initiated a program to reduce its cash burn that included a reduction in headcount from over 135 to 48 FTEs today, the closure of its facility in Sarasota (FL) and the consolidation of its development and manufacturing operations to Carlsbad (CA). This closure released Lumos from further

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lease obligations for the Sarasota site from 30 September 2022. Equipment and key personnel for Lumos' manufacturing production line were transferred and installed in Carlsbad and provide sufficient capacity to meet the needs of Lumos' services and products business for the foreseeable future.

In July 2022, Lumos was advised that its FebriDx point-of-care test did not demonstrate substantial equivalence to the predicate device that was used to support its 510(k) application with the US FDA. Lumos filed an appeal to this decision, but the FDA upheld its initial decision. Following this, Lumos secured a presubmission meeting in January 2023 at which the FDA indicated that Lumos' existing clinical and performance data for FebriDx may be sufficient to support a new 510(k) application to the FDA with less broad claims for the test. Based on this feedback, Lumos intends to submit a new 510(k) application to the FDA for FebriDx and expects to have an outcome from this process within the next 12 months.

During the half, Lumos received new orders for FebriDx from distributors in four European markets, including the UK, and commenced fulfilling these orders in December and January.

Lumos' three-in-one COVID-19/Flu A/Flu B point-of-care, rapid antigen test ViraDx™ is currently under review by the FDA for Emergency Use Authorization (EUA) in the US. While its EUA application is being reviewed, Lumos commenced distribution of the Status™ COVID-19/Flu A&B product to customers in the US under its agreement with LifeSign LLC. Lumos also received and commenced fulfilling a number of initial purchase orders for ViraDx from its Canadian distributors.

In November, Lumos announced it had entered into binding Convertible Note Agreements to raise up to A\$8.0 million in two tranches from two US-based institutional investors—SBC Global Investment Fund and Lind Global Fund II, LP. Shareholder approval to proceed with the issue of these notes was secured at the General Meeting held in December 2022. Following this approval, the first tranche of A\$4.0 million of Convertible Notes were issued in early January with the second tranche of A\$4.0 million of Convertible Notes to be issued subject to Lumos's capital needs and mutual agreement between Lumos and the Investors.

***This announcement has been approved by the Lumos Disclosure Committee***

**-Ends**

### **About Lumos Diagnostics**

*Lumos Diagnostics specialises in rapid, cost-effective, and complete point-of-care (POC) diagnostic test technology to help healthcare professionals more accurately diagnose and manage medical conditions. Lumos offers customised assay development and manufacturing services for POC tests and proprietary digital reader platforms. Lumos also directly develops, manufactures, and commercialises novel Lumos-branded POC tests that target infectious and inflammatory diseases.*

*For more information visit [lumosdiagnostics.com](https://lumosdiagnostics.com)*

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### **Forward-Looking Statements**

*This announcement contains forward-looking statements, including references to forecasts. Forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions, and other important factors, many of which are beyond Lumos' control and speak only as of the date of this announcement. Readers are cautioned not to place undue reliance on forward-looking statements.*

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