a leading *integrated technologies and services* business, enabling the delivery of genomic medicine

Results for the year ended 31 March 2022 ("FY 22")

27 July 2022

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Presenting Team

Lyn Rees, CEO

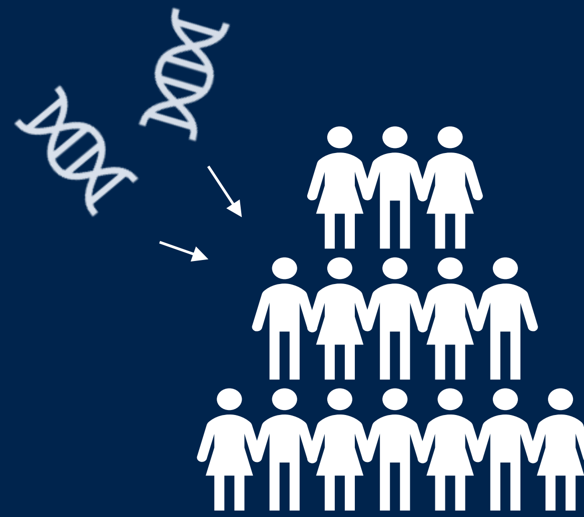
- Joined Yourgene in July 2018 as CEO
- 18 years with BBI Group, CEO for nine years
- Expertise in executing organic and acquisitive growth initiatives including product diversification and international commercialisation
- Completed and integrated seven acquisitions during his tenure at BBI Group, four at Yourgene

Barry Hextall, CFO

- Joined Yourgene in June 2015 as CFO
- Significant experience in medical device, instrumentation and diagnostic sectors, including with Immunodiagnostic Systems plc, JRI Orthopaedics and Zeneca (formerly ICI)
- Chartered Management Accountant

Yourgene Health

Technologies and services to enable the delivery of genomic medicine



help find the right path to improve patient outcomes

Genomic Technologies

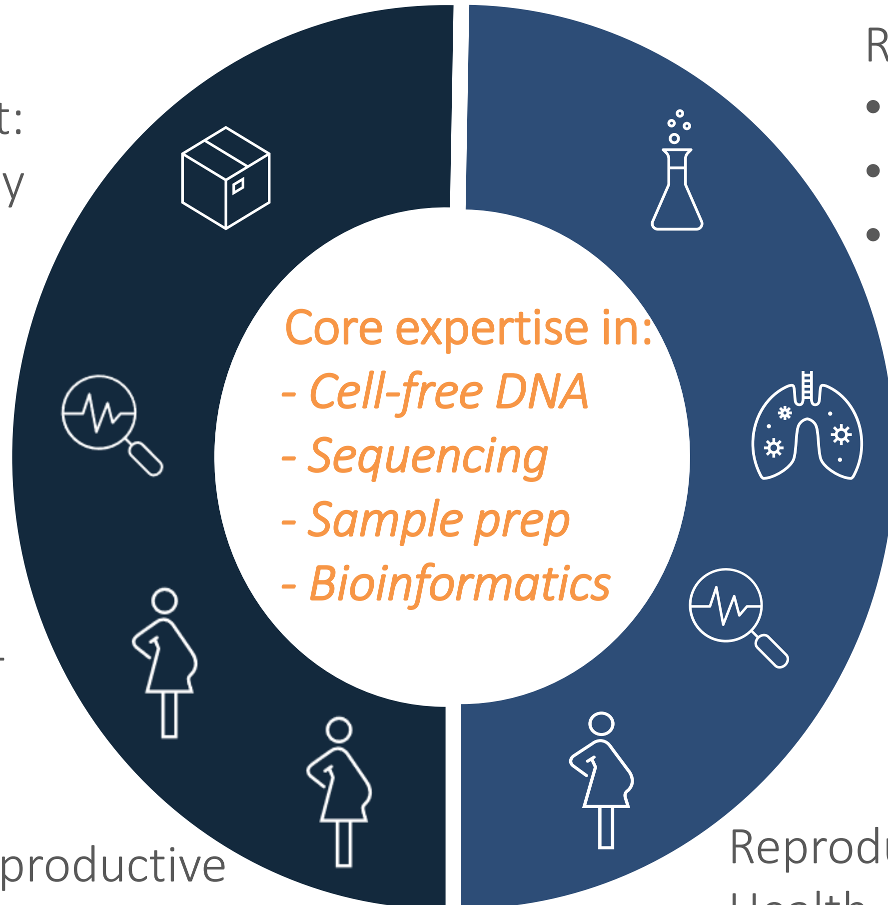
Genomic Services

Target enrichment:
Ranger® Technology

Precision medicine

NIPT

Reproductive Health



Research:

- Pharma Programs
- Biomarker discovery
- Clinical trials

Clinical Oncology

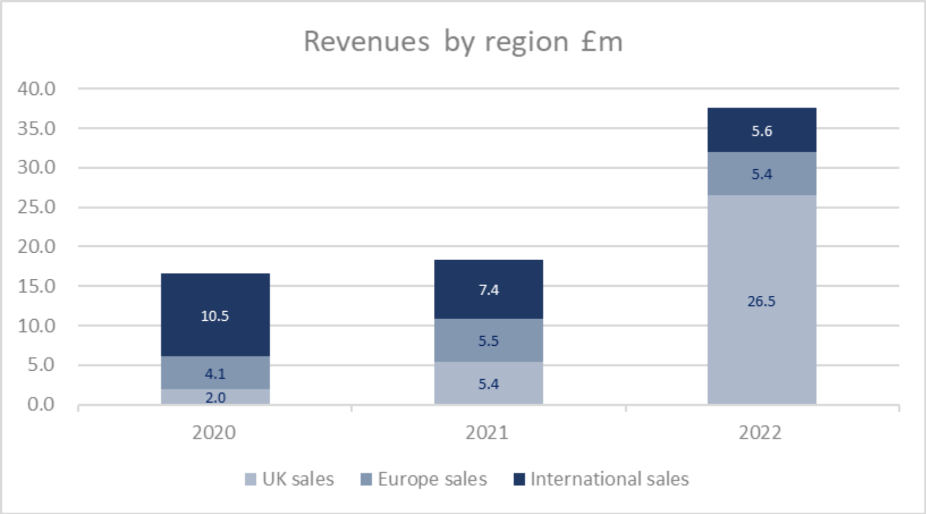
Pharmacogenomics / Precision medicine

Reproductive Health

NGS · PCR · Microarray

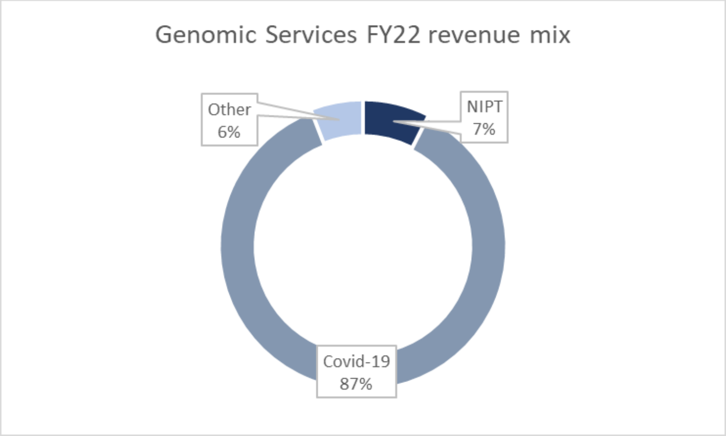
FY22 highlights

- Record revenues of £37.6m, up 105% on the previous year
  - Delivered £3.4m adjusted EBITDA, a £5.4m favourable movement on the previous year
- New facilities completed in Vancouver for scale-up
- Profits from COVID related revenues used to invest in commercial teams across Americas, APAC and EMEA

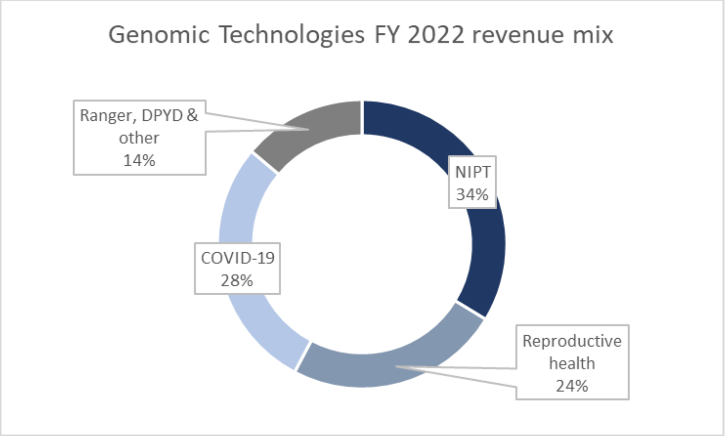


FY22 highlights

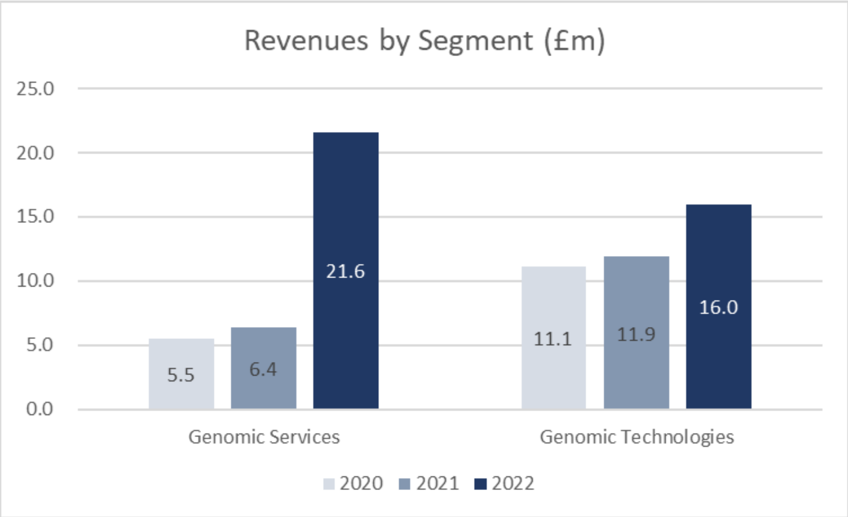
- **Genomic Services revenues up 240%:**
  - £18.7m from UK-focused COVID PCR testing and variant sequencing services for the DHSC and private sector partners
  - Genomic Services capabilities vastly enhanced compared to pre-pandemic

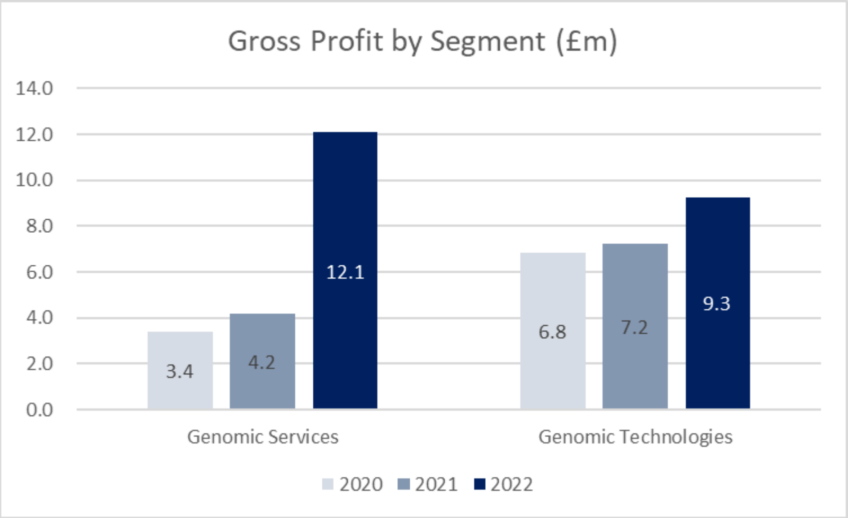


- **Genomic Technologies revenues up 10% excluding COVID**
  - NIPT headwinds in H1 but returned to growth in H2
  - Continued expansion of IONA® Nx installed base in USA, Mexico, Singapore and EMEA
  - DPYD test revenues increased to £1.2m for the financial year (FY21: £0.7m) reflecting the wider adoption of this screening test, which is now recommended in Wales, England, Germany, Spain and Belgium



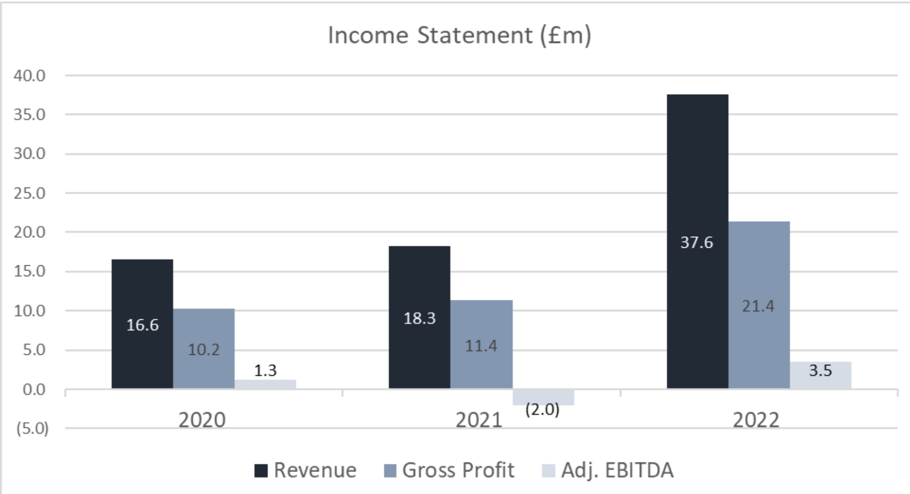
Segmental performance through pandemic

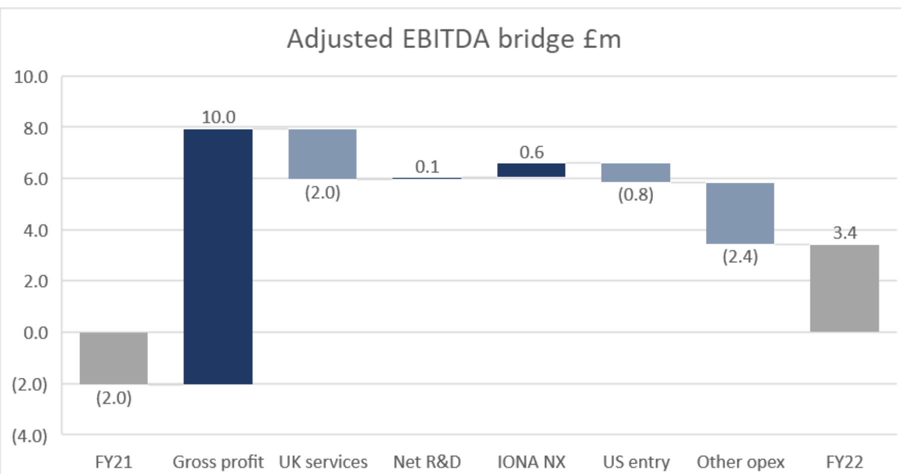




- **Genomic Services**
  - Revenues +238% driven by COVID services
  - Other services affected by pandemic headwinds, especially in APAC
  - Gross margins of 56% reflect volume / price trade-off with COVID (FY21: 65%)
  - Gross profit contribution used to enhance service capabilities and support Technologies segment
- **Genomic Technologies**
  - Revenues +34% thanks to Clarigene®, DPYD and Ranger® Technology
  - Non-COVID revenues +9% YoY
  - NIPT: H2 recovery from C19-affected H1
  - Solid contribution from PCR reproductive health range
  - Gross margins held firm at 59% vs 61% despite commodity COVID prices

2022 Income Statement

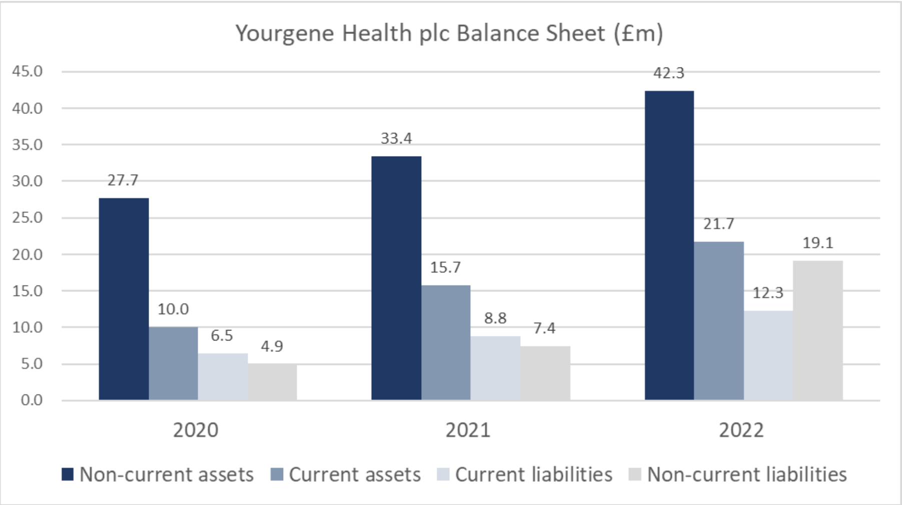


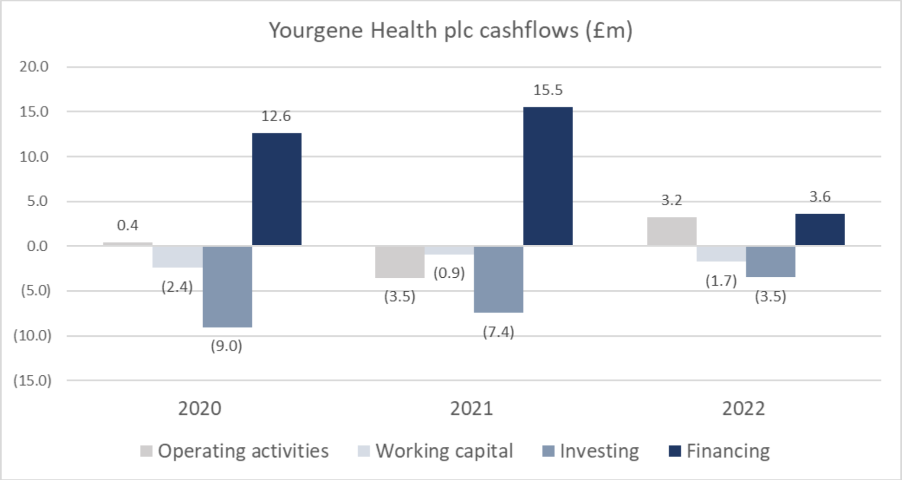


- Revenues +105% driven by COVID services and products
- Gross profits up 88% despite COVID mix dampening margins
- £5.4m favourable EBITDA swing
  - IONA® Nx transition completed
  - R&D investment levels maintained at £1.8m pa*
  - GP increase of £10m required additional direct opex in Genomic Services plus extra support
  - Continuing to expand US presence
  - Other opex includes spending on Ranger® Technology capabilities and product management
- Post-period end restructure completed targeting £5m pa reduction in opex: GS retrenchment, consolidation of UK operations and support, rationalised processes

* net of credits and capitalisations

2022 Balance Sheet & Cashflow





- Non-current asset growth solely due to Right of Use Assets (IFRS16)
    - UK facilities overlap as we migrate to single long-term home; will vacate legacy sites within FY23
    - New Vancouver facility for expansion
    - £1.0m impairment of Taiwan Goodwill due to ongoing pandemic challenges
- Liabilities include RoUA associated property leases and Silicon Valley Bank term loan

- Operating cashflows +£3.2m (FY21: -£3.5m) from improved trading
- Working capital net outflow as inventories built for supply chain resilience
- Investing outflow of £3.5m (FY21: -£7.4m) is mainly expansion of Genomic Services for post COVID capabilities & Ranger® Technology
- Financing inflows in FY22 non-dilutive

Strategic progress post-period end

- Capital Markets Day held in London on 26 April 22 to update institutional and private investors on our growth strategy post-COVID
- Extension of our strategic partnership with Ambry Genetics, part of REALM IDx Inc (formerly Konica Minolta Precision Medicine), with impact later this year:
  - US NIPT launch planned for H2
  - Leading Ambry oncology range added to our UK Genomic Services offering
- Ranger® Technology extended
  - Launch of LightBench® Detect – our clinical platform for DNA target enrichment and its capability to use EDTA blood collection tubes
- NIPT
  - Launch of Microdeletions Plugin Accelerator Phase, as an extension to our NIPT clinical menu
- Operational efficiency review
  - Right sizing restructure completed in Q1 FY23, as part of £5m pa reduction in opex
  - UK site consolidation to be completed in Q2 FY23, enabling sharing of laboratory resources between operations, services and development

Growth strategy update:
Ranger® Technology

- Ranger® Technology for targeted enrichment is hugely disruptive to liquid biopsy, RNA and gene synthesis markets
- Launch of LightBench® Detect – clinical platform for liquid biopsy applications such as NIPT and oncology
- Customer Laval University presents at International Society for Prenatal Diagnosis conference and publishes paper showing the utility of Ranger® Technology in EDTA tubes in an NIPT workflow[1]
- Ranger® Technology contracts signed with blue-chip partners including Labcorp and two others
- Lead generation campaign launched which includes:
  - Exhibition attendance at ISPD, Montreal & AACC, Chicago
  - Exhibition attendance at ESHG, Vienna
  - Digital content: white papers, blogs, emails, social media & SEO
  - Distributor training and sales enablement tools

[1]https://www.jmdjournal.org/article/S1525-1578(22)00169-6/fulltext

Growth strategy update:
NIPT

- Launch of Microdeletions Plugin accelerator phase following a strategic collaboration with Singapore customer LifeStrands
- Significant opportunity to influence and disrupt the NIPT market in the Americas by leveraging our Ranger® Technology for size selection into established competitor NIPT workflows
  - Positioning Yourgene as the *fetal fraction enrichment company* through the utilisation of Ranger® Technology
- Further strengthening commercial teams in EMEA and Americas to capitalise on this opportunity now back to pre-pandemic growth
- 12 customer labs installed in the last 6 months with a Yourgene NIPT workflow
- R&D development programme for the next 12 months which will deliver further competitive advantages for the IONA® Nx workflow to enable the company to win further market share

Growth strategy update:
Genomic Services

- Six key growth drivers:
  - Extended clinical NIPT menus including sex chromosome aneuploidies – launch of IONA® Care
  - Added new NIPT customers in UK, EMEA and APAC
  - Signed-up new partners for our whole exome sequencing service
  - Addition of partner hypoxic tumour test to oncology menu
  - Increased range of services to existing pharma partners in UK and Taiwan
  - Extension to Ambry Genetics to include partnerships for their oncology portfolio for UK and Ireland:
    - Ambry / Yourgene joint oncology genetics roundtable planned for Autumn and products planned for launch following this

- Expanded scope of accreditations:
  - UKAS accreditation for UK NIPT service
  - Taiwanese LDTS for NIPT in Taipei
  - Started CLIA submission for UK laboratories

Current Trading & Outlook

- Stable platform from which to deliver future growth across our core portfolio in the market segments which we operate
- Q1 trading returns to pre-pandemic growth rates of +20% year-on-year for core revenue streams (excluding COVID)
- Strategic review of Taiwan laboratory is underway
- Continue to drive adoption of Ranger® Technology in NIPT applications
- Multiple drivers of growth:
  - Diverse Technologies revenue streams built on proprietary technologies with growth opportunities across cell-free DNA applications such as NIPT, oncology, reproductive health and infectious disease
  - Genomic Services: six key growth drivers - continue to transition testing capacity & infrastructure into oncology - enhanced by Ambry Genetics partnership and reproductive health, pharma services

Board Change

Dr John Brown CBE – Chairman

John joined the Yourgene Board as Senior Independent Director in July 2019 and has brought with him a wealth of capital markets experience in the healthcare and life sciences sector

He has significant experience with previous Board roles at Axis-Shield, BTG, Vectura, Acambis and Acacia Pharma

He was until recently Chairman of the UK's Cell and Gene Therapy Catapult and is currently Chairman of Calcivis Ltd and a NED at Skylark Therapeutics Ltd

John takes the Chair at Yourgene from 27 July 2022

Yourgene Health – platform for growth

100+ products & services

200 employees

£37.6 million revenue for FY22

Customers in over 65 countries

Operating sites: Manchester - Taipei - Vancouver

Direct commercial presence:

US – Canada - Colombia

Taiwan - Singapore – Thailand – India – Australia

UK - France - Germany

>800,000 patient samples tested in our labs

>2,250,000 pregnancies tested

> 4,250,000 tests overall

Diversified income streams with multiple growth drivers, a strong Q1 performance and a confident outlook

Close

- Thank you to "Investor Meet Company" for hosting the event on their platform
- Any questions that we didn't have time to answer we will try to answer via the IMC portal

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