

Investor Presentation | CONFIDENTIAL

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Leadership with proven experience in technical & commercial growth





- 15 years in medical • devices plus IVD
- Commercial out • licensing to £32m deal value
- Delivered strong • financial growth
- Healthcare supplier into Boots and grocery majors for 10+ years
- Portfolio development and launch under ISO 13485



Presenting

CEO

- Proven CEO for • transformational out
 - licensing, acquisition and IPO Life science and tech •

Pharma

•

specialties

Maddy Kennedy

CFO

Digital health portfolio, Alliance

- **Dr Karen Whiting**
 - CTO 20 years immunoassay •
 - expertise BTB and OTC • Multiple product
 - launches Programme leadership •
 - & delivery
 - Medicine • Management, software development



Amy Howarth Marketing Manager

- 20 years consumer & retail brand marketing
- European marketing teams leadership for international retail brands, including Gap, Uniglo and Boden.
- Proven development of integrated consumer marketing strategies, campaign and brand development and digital marketing



Jane Kelly **Operations Manager**

- Over 30 years experience in scientific field
- Co-founder and **Operational Director** of Fx5 Genomics and The Genome Store
- Operational Management of regulatory compliant Molecular Genetic testing services (ISO 17025 and GCP)



Bhavika Patel **Product Specialist**

- Over 11 years in the scientific industry Molecular diagnostics, large pharma, CROs
 - actively involved in management, growth and global expansion of

C√ Yourgene

-lealth

SMEs • Focus on the development and optimisation of consumer genetics testing programs



With over 75 years of experience in successful commercial and technical biotech programmes





3

BBI Group





UNIPATH



Backed by experienced NEDs and Mercia as major shareholder

Presenting



Adam Reynolds Chairman

Chairman, investor and NED portfolio including EKF, Yourgene



Peter Dines Non-Exec Director

COO Mercia Asset Management Plc. Former MD positions in medical device tech space CEO Phillips UK & Ireland. Board member of the Association of British Healthcare Industries (ABPI)

Neil Mesher

Non-Exec Director

CEO of YourGene Health. Former CEO and Directorships including Alere, The BBI Group





Lyn Rees Non-Exec Director

Experts in commercialisation and investment of IVDs and consumer technology



MyHealthChecked Plc

Bringing Simple, Reliable, Affordable health tests to market - <u>now</u>
New management team who have built a new strategy in 2020. We have invested to grow in 2021 and beyond
We have added and will further add new tests,and compliment our core offering in female fertility
Lean, focused and addressing new markets with new tests: cost based managed to ensure a capital efficient operation
Exciting partnerships with established UK diagnostic businesses: market launched and under development
Agile set up and able move quickly: market responsive

eking to he UK's leading ng business g the high ructural shift sumers to use e tests to their home, a digitally outcome and e advice



Today we're here to invest in and grow our at-home testing business



*Data Bridge Market Research Nov 2020, Global At-Home Testing Kits Market Report https://www.databridgemarketresearch.com/reports/global-at-home-testing-kits-market

We have a simple, affordable value proposition:

"Here at MyHealthChecked, we aim to help you understand just where you stand, health-wise.

With a developing range of options from private COVID testing (launched Dec 2020) to insight into intolerances and genetic predispositions, we promise clarity, accuracy and service you can trust, at prices you can afford".









Evolution into the significant opportunity of DNA testing

- DNA testing is being used increasingly as an indicator of your biology by the industry at large
- CAGR for at-home testing kit market is 6.8%, from \$8.87bn in 2019 to **\$16bn** by 2027*
- Direct-to-Consumer Genetic Testing Market to hit \$2.5 Bn by 2024 (Global Market Insights, Inc)
- Addressable market: Market experts Deloitte found that 40% of study participants are comfortable using at-home diagnostics**



Based on Deloitte's findings, the addressable market of 3 high prevalence health conditions alone with a receptive customer base represents significant margin potential

***Average price of £30.00.

^{*}Data Bridge Market Research Nov 2020, Global At-Home Testing Kits Market Report

^{**}Deloitte Center for Health Solutions 2020 Survey of Health Care Consumers, May 2020

Genomics & genetic testing: a new mainstream for the 21st century

At-home Genetic testing was in its infancy 10 years ago "We're no longer forecasting change – we're watching it happen".

¹Thomas Barlow, GIMR, 2018

It's an early and exciting time to be moving into this dynamic space

In the last decade >£1 Billion has been invested in human genomics companies which has coincided with:

- a greater consumer understanding
- a relaxation of the regulations to allow testing and reporting
- technological advancements which have allowed lower costs

https://www.sciencedaily.com/releases/2013/05/180504103811.htm Science Daily.com/releases/2013/05/180504103811.htm Science Daily.com/science/ansupplic Behalthcare sector Alandmark report unveils wide-ranging clinical and commercial impacts of low-cost DNA sequencing and analysis (May 2018) https://www.technologyreview.com/2013/02/11/103446/more-than-26-million-people-have-taken-an-at-home-ancestry-test/ MIT Technology Review. Wore than 26 million People have taken an at home ancestry test. (Feb 2019) https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5987210/#:~:text=As%200f%20August%201%2C%202017,tests%20were%20single%20gene%20tests. Health Aff (Milwood).2018 May 37(5): 710–716. Genenic Test Availability And Spending: Where Are We Now? Where Are We Going? Genomics market https://www.fortunebusinessinsights.com/industry-reports/genomics-market-100941





myhealth checked

ps://www.marketsandmarkets.com/Market-Reports/genomics-market-613.html?gclid=CjwKCAiAudD_BRBXEiwAudakX8VQgL0j1dfjoHaxoth6419c9A7mY1_lqt_2WIB9KZHdsg3W0H4BqBaCFHgQAvD_Bw

Now: Home testing is a growing market with significant white space due to

1. Change in mindset

COVID-19 making home testing more desirable and expected

2. Behaviour changing

avoidance of physical attendance for many interactions – remote communication the new normal

3. Familiarity

with online purchasing of tests – now moved beyond fertility and diabetes

4. Understanding

that overall general health can impact susceptibility

5. Preventative mindset

thinking ahead and proactively avoiding/preparing

6. Affordability

realistic pricing will drive adoption, no need to 'go private'

*https://coronavirus.data.gov.uk/details/testing 14.1.21 **McKinsey & Company, COVID-19 and in vitro diagnostics: New market forces at play – Dec 11, 2020



"The COVID-19 pandemic has turned the healthcare system upside down and challenged consumers' sense of well-being, according to the report. In other words, consumers are taking charge of their health more than ever before" – Deloitte 'Are consumers already living the future of health? – May 2020



2021 and 2022 product discovery targets





REPRODUCTIVE



FEMALE HEALTH

INTOLERANCE

Lactose

Coeliac

Alcohol

Caffeine

Sugar

Pre-Pregnancy & Pregnancy Folate Homocysteine Vitamin B6 Vitamin B12 Iron

FEMALE

REPRODUCTIVE HEALTH

Vitamin D

VIRUS





Osteoarthritis

SKIN & BEAUTY



NUTRITION (DEFICIENCY RISK) Vitamin A Wrinkles (premature aging)

Vitamin B Vitamin B12 Vitamin C Vitamin D Folate Vegan

INTIMATE HEALTH

Bacterial Vaginosis ADDICTION Smoking Alcohol Food Opioid

SKIN & BEAUTY

Collagen

Acne

Glycation

Stretch Marks

Skin Bruising

Hyperpigmentation

Sunburn







Pipeline to be timed to accommodate immediate covid- growth opportunities, and assessed using our internal scorecard and Gateway process

All pipeline tests developed in-house by MHC's experienced team. New tests alongside Yourgene's Clarigene (covid PCR), Abingdon's App Dx (Mylo) and EKF's Primestore MTM technology

Driving a dynamic roadmap ahead





How our tests are different

At MyHealthChecked our tests:

- 1. Deliver results <u>fast</u> days not weeks
- 2. Are <u>priced</u> attractively £20 £30 for core single range (aside from Covid tests)
- 3. Use scientifically validated, highly significant genetic markers
- 4. Are based on published evidence in the most up-to-date literature
- 5. Can use markers that account for <u>global</u> populations (i.e. gender, ethnicity)
- 6. Digitally deliver simple, manageable outcomes and advice

How do we do this?

Our choice of technology (PCR and fragment analysis) alongside our proprietary, optimised laboratory workflows allows for **flexibility** and **test adaptability** that some competitors are unable to offer

How is this different to our competitors?

Some competitors utilise an 'off-the-shelf' microarray technology for their test, which encompasses a **fixed** number of markers** which ultimately limits marker selection.

**<1% of the markers identified in the human genome by 1000 Genomes Project in 2015



Agile, flexible, and able to react

Our fully flexible testing model allow us to be market reactive, whilst cost effective

For Example:

COVID-19 Severity

A genome wide association study involving 1980 patients with COVID-19 and severe disease (defined as respiratory failure) has been conducted at seven hospitals in the Italian and Spanish epicenters of the SARS-CoV-2 pandemic in Europe. LaCAR have launched a CE-marked diagnostic laboratory test that uses the same SNPs **The New England Journal of Medicine (Oct 2020)**

COVID-19 Infectivity (Susceptibility)

Host-mediated lung inflammation is present, and drives mortality, in critical illness caused by COVID-19. The results of the Genetics Of Mortality In Critical Care genome-wide association study in 2244 critically ill COVID-19 patients from 208 UK intensive care units (ICUs). Results identify robust genetic signals relating to key host antiviral defence mechanisms, and mediators of inflammatory organ damage in COVID-19.

Nature (Dec 2020)

	Target Markers	myhealth checked
COVID-19	O-19 OAS3 ✓	\checkmark
Infectivity	IFNAR2	\checkmark
	SLC6A20	\checkmark
COVID-19 Severity	LZTFL1	1 🗸
	DPP9	\checkmark

LIFE AND CARE ADVANCED RESEARCH Available for use in diagnostic laboratory



- Launching H1 2021
- Highly relevant to vaccination market and BAME communities
- Targetting DTC and retail
- Ahead of the curve



Why customers will choose MyHealthChecked



Driven in-house with cherry-picked specialists to target and engage users via:

- Paid search
- Content (organic traffic key)
- Influencers connected to target user groups
- PR/backlinking to relevant sites
- Broadening reach
- Clear messaging and retargeting
- Targeting non-adopters



We have created and commenced delivery of these market opportunities

Milestones delivered:

- ✓ New management team
- ✓ DTC revenue generation
- ✓ Cash preservation
- Investment in M&A
- ✓ Relationships
- Endorsement of brand
- Reach

Growth outcomes:

- Full regreening of team under new leadership
- Launch of business and commercialisation
- Refocused the business through adjustment to a partnership model
- Acquisition of The Genome Store to open channels. Securing of global App Dx license development underway
- Established relationships & partnerships with high calibre UK diagnostics businesses: EKF, Abingdon Health, YourGene
- Achieved Government approval for official Test to Release Programme
 - Over 1m people in the UK Dec 2020 via leaflet drop and regional radio



MyHealthChecked Reviews 38 • Great ★ ★ ★ ★ ★

Trustpilot as critical. 38 reviews achieved over 6 weeks. Engagement and follow-up drive to nurture engaged customers. KPI to secure >10 reviews a week from Feb 1st 2021

Initial potential for pipeline development: UK

Test	Prevalence*	Units	Addressable market	0.5% share	1% share	5% share	
Lactose	15%	9.9m	£297m	£1.5m	£3m	£15m	We
Gluten	13%	8.6m	£258m	£1.3m	£2.6m	£13m	to c
Caffeine	10%	6.6m	£198m	£1m	£2m	£10m	% 0
Alcohol	7%	4.6m	£138m	£0.7m	£1.4m	£6.9m	ma wit
Osteoarthritis	10%	6.6m	£198m	£1m	£2m	£10m	on
Pre-pregnancy	Births + TTC (1 in 6)	0.8m	£23m	£0.12m	£0.23m	£1.1m	and add
			£1.11bn	£5.6m	£11.23m	£56m	

• GROWING MARKET: 2020 - 2027: 6.8% CAGR

Ne have the potential to own an increasing % of the addressable market by competing with the competition on quality and price, and capturing new adopters



Our 3-year horizon

2021	2022	2023
Intolerance, Women's Health, Fertility Web App development DTC, Amazon, Retail UK	 + Healthcare, Beauty (eg: premature aging) Expanding capabilities Mobile App Complimentary product recommendations European Entry (regulations TBC) 	+ Portfolio B2B Business development: Brands, insurance providers
£1.1bn addressable UK market	£4bn+ addressable market*	£++



Use of Investment Proceeds

We have raised £3.4m investment to

- Launch into retail
- Build awareness
- Develop a pipeline of new products
- Develop a Smartphone App and data capture
- Broaden our testing capabilities

The investment will fund

- An increased headcount from 10 in Jan 2021 to 21 in Dec 2022
- The marketing investment required to accelerate growth
- The ongoing cost base of MHC through this growth phase





To conclude

\checkmark	MHC has the right cost base, the right team, the right partners and the right strategy to capture a significant growth market from consumers
\checkmark	We are generating revenue with more covid opportunities ahead, whilst developing new products to launch in 2021 and beyond
\checkmark	We have clear strategy for growth and will add products and selectively, acquisitions if they meet our criteria for enhancing stakeholder value
\checkmark	We will update the market regularly with developments as momentum builds
\checkmark	We are raising money to fast track and develop

