

## EKF Investment Profile

- Established and resilient business in global growth markets
- Diversified range of products and services
- Profitable and cash generative
- Investment for sustainable growth fully funded internally
- Strong opportunity for shareholder returns from investment & organic growth

## Share Information

Ticker	EKF
Share Price	27.70p
Shares in issue	455m
Market Cap	£127.04m
12m Hi/Low	52.94p/22.20p

(Source: The London Stock Exchange, November 2023)

## 12-Month Share Price



(Source: The London Stock Exchange, November 2023)

## Major Shareholders (as of October 2023)

Name	%
Harwood Capital	29.13
Liontrust Asset Management	11.02
Gresham House	10.16
Stock Invest Limited	4.09
Schroder Investment Mgt	4.07

## Key Newsflow

- Oct 23:** Opening of new US LS Manufacturing Facility
- Sep 23:** Interim results
- Sep 23:** Notice of Results & Investor Presentation
- Sep 23:** Appointment of CFO
- Jul 23:** Trading Update
- Jun 23:** Enzyme fermentation capacity expansion progress
- May 23:** Distribution of shares in Verici Dx plc

## Company Overview

**EKF Diagnostics Holdings plc (AIM: EKF)**, a global diagnostics business headquartered in the UK and with facilities in Europe and the USA. EKF is focussed on the following areas:

### POINT-OF-CARE (Products)

Portfolio of diagnostic analysers and consumables in the key focus areas of **Hematology & Diabetes**

### LIFE SCIENCES (Services)

Specialist manufacture of **Enzymes** and custom products for use in **BHB**, Salicylate, Acetaminophen, and other diagnostic, and industrial applications.

## Point of Care: Established Core Business

Portfolio of quality analysers and consumables in the key areas of Hematology and Diabetes delivering high quality, rapid results at the point-of-care.

Strong reputation as a trusted and responsive partner.

Manufacturer of clinical chemistry reagents & supplier of analysers and centrifuges (All Central Lab products now included within PoC).

Contribution to H1 2023 revenues was £16.6m (61.7%)

Aim to become #1 in the global hemoglobin market and drive growth opportunities

Build upon HbA1c market growth success



## Life Sciences: High Growth Opportunity

**EKF Life Sciences (Indiana, US)** – precision fermentation technology and services producing high quality specialist enzymes and biomolecules for use in the diagnostic industry, and food and industrial sectors.

Leading supplier of Beta-Hydroxybutyrate ( $\beta$ -HB), which is used in many clinical applications including diabetic ketoacidosis.

Requirements for cGMP principles, FDA certification and ISO 13485 Quality system.

Enzyme fermentation sites in Indiana have successfully completed their ISO 9001: 2015 and ISO 13485: 2016 quality management audits.

Life Sciences business has benefitted from a 27% year-on-year increase in sales of  $\beta$ -HB and remains an opportunity for significant growth once new fermentation capacity comes online.

Good progress continues to be made to increase the Company's fermentation capacity. All of the new fermenting units are now on site and in the process of installation and validation - First customer order for South Bend secured.

Full impact expected to be seen in 2024 financial results and further growth beyond.



EKF Life Sciences sites: Elkhart & South Bend, IN

## Investing in growth: profitable, cash generative, global business

### Optimising Efficiencies - Operations

- Review and reduce the cost base of the entire business, focusing on internal and external expenditure
- Review of resources and related costs (e.g. wage inflation, contracts, suppliers)
- Focus on improving raw material purchasing costs along with production efficiencies
- Determining fit-for-purpose systems and processes to support business growth

### Optimising Efficiencies - Portfolio

- Removal of low-margin products to help drive focus on high-margin and high-performing
- Update to features, form and functionality across all Point-of-Care platforms to deliver better value
- Review of Life Sciences processes and run cycles to deliver better value
- Review all current partnership agreements to better align the business with the current operational and financial landscape

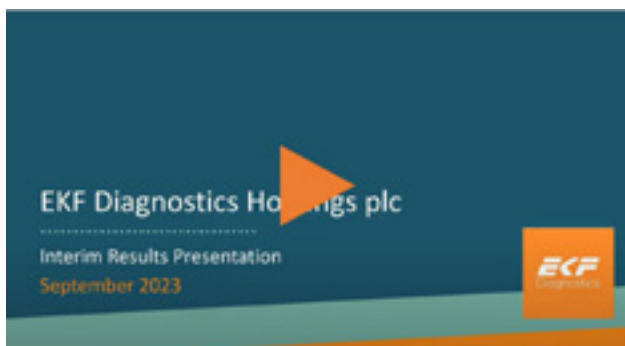
## 2023 H1 Performance

- H1 2023 performance in-line with management expectations
- H1 2023 revenues of £26.9m - PoC showing 9.9% growth & Life Sciences showing 13.6% growth
- Continued growth in Point-of-Care & Life Sciences
- Life Sciences fermentation capacity expansion - In the process of installation and validation
- Improved adj EBITDA margin expected in H2 2023

**Well positioned for long-term, sustainable growth**

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## Management Team



**Julian Baines, MBE**, became **Executive Chairman** on 6 Feb 2023 on a short-term basis. He is also currently Non-Executive Chairman of Verici Dx plc. Julian has significant experience in the life science industry. He has over 20 years' experience as CEO of EKF and BBI Holdings plc.



**Stephen ("Steve") Young**, was appointed as CFO in Sep 2023, who joins from Trellus Health plc. Steve has experience with AIM-quoted businesses having served as CFO at Pure Wafer plc and, before this, BBI Holdings plc ("BBI") which admitted to AIM in 2004.

## Attractive Platform Growth

- Strong and established position in developed and emerging markets
- Strong visibility from "razor, razor blade" consumable model in PoC
- Leading supplier of  $\beta$ -HB
- Uniquely positioned to deliver higher volume enzyme fermentation service
- Operationally profitable and cash generative
- Dividend paying

## Outlook

- Core business (Point-of-Care) is in a very strong position
- South Bend facility capacity expansion nearing completion - expected to deliver strong growth in enzyme fermentation revenues in 2024
- Strong engagement from current and prospective customers to underpin increasing utilisation over time
- Longer-term, significant growth prospects for EKF remains high

### Consensus Forecasts (Source: FactSet)

	DEC'22(Actual)	DEC'23 (Est.)	DEC'24 (Est.)	DEC'25 (Est.)
Sales (£m)	66.6	53.3	56.8	61.8
EBITDA (£m)	14.9	10.0	11.6	13.7
PBT (£m)	11.4	4.6	5.6	7.2

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