

## Lifesciences Investment Profile

- Global business in billion dollar molecular testing market
- Proprietary DNA analysis technology
- Strong balance sheet
- Blue-chip industry partners
- Strong track record of successful M&A
- Strong platform for core business post-pandemic

## Share Information

<b>Ticker</b>	YGEN
<b>Share Price</b>	4.75p
<b>Shares in issue</b>	727m
<b>Market Cap</b>	£34.54m
<b>12m Hi/Low</b>	15.95/4.50p

(Source: The London Stock Exchange, September 2022)

## 12-Month Share Price



(Source: The London Stock Exchange, September 2022)

## Major Shareholders (as of August 2022)

Name	%
Changform Innovations Pte. Ltd	11.1
BGF	9.1
Mr Steven Myers	7.6
Life Technologies Ltd	5.7
TB Amati Investment Funds Ltd	5.2

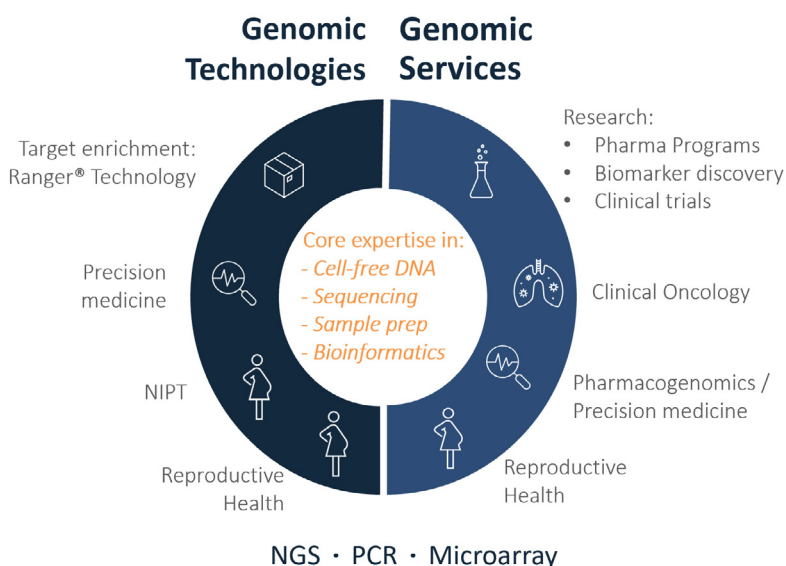
## Key Newsflow

- July:** Final Results
- May:** CEO share purchase
- May:** Launch of the Accelerator Phase for Microdeletions Plugin for NIPT
- April:** Full year trading update & change of Chair
- April:** Strategic partnership extended with Ambry Genetics
- April:** Capital Markets Day
- Jan:** Opening of Yourgene Health Canada facility

## Company Overview

Yourgene Health plc (AIM: YGEN) is a leading integrated technologies and services business, enabling the delivery of genomic medicine.

The Group's flagship *in vitro* diagnostic products include non-invasive prenatal tests (NIPT) for Down's Syndrome and other genetic disorders, Cystic Fibrosis screening tests, invasive rapid aneuploidy tests and DPYD genotyping. Yourgene has a range of innovative DNA sample preparation platforms, and launched Yourgene Genomic Services in 2020, which among other things offers NIPT, a high throughput COVID testing service, and high quality genetic testing and bioinformatics solutions (Research Services).



## Ranger® Technology

In August 2020, Yourgene acquired Vancouver-based Coastal Genomics, which developed the strongly differentiated Ranger® Technology ('RT') for sample preparation. It has a broad number of clinical and research applications and can be used not just in NIPT, but in oncology, liquid biopsy and infectious diseases. Coastal Genomics was renamed Yourgene Health Canada in January 2022 alongside the announcement of the expansion of its Vancouver facilities to scale-up Ranger® manufacturing capabilities to support the growing customer base, especially in the US.

RT is the only automated, scalable system available on the market to size select and enrich samples. This purification at scale of a sample, enables faster, lower-cost workflows and allows patients to enjoy higher success rates, reducing the costs for our partners.

This refreshed NIPT strategy utilising Ranger Technology has the ability to disrupt key market segments, providing an unique opportunity for the Group.



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## Good progress with US expansion

### Ambry Genetic partnership | Leaders in the field of precision medicine

In April 2022, the Company extended its strategic partnership with Ambry Genetics ('Ambry'), a leading US precision medicine company, with a new Genomic Services collaboration. The new agreement allows both companies access to each other's technology and assays, expanding market access and penetration for both.

The agreement enables the development of NIPT-related solutions as a part of Ambry's Women's Health portfolio expansion, which is expected to underpin future growth and create a greater number of commercial opportunities for both companies.

Along with carrier screening, the portfolio will include Ambry's CARE (Comprehensive Assessment Risk and Education) Program, a digital tool that provides a streamlined, end-to-end solution for physicians to provide risk screening and education on genetic testing, as well as facilitate test ordering, result reporting and access to genetic counsellors.

### Relationships with sector leaders

- Yourgene's NIPT products now operate on Illumina's platforms, **significantly expanding the global accessible market** by providing strategic access
- Financial and commercial relationship with Life Technologies (subsidiary of Thermo Fisher) which now owns c. 6% of Yourgene with YGEN products **sold on Thermo Fisher platforms in South-East Asia and other geographies**
- Illumina and Thermo partnerships provide coverage of over 90% of global NGS platforms, and a significant presence in the PCR sector**

### FY23 outlook: restructuring to focus on post-pandemic growth drivers

- Yourgene is focused on accelerating the growth within the Group's core offerings of Genomic Services, NIPT, Ranger® Technology and PCR tests
- Ongoing restructuring ensures it's well placed to meet the evolving needs of its customers by supplying an adaptable mixture of technologies and services
- Reshaped the business to deliver improved profitable growth, leveraging its technologies and teams' capabilities to good effect, capturing new opportunities and building on existing partnerships



## Management Team

The experienced management team led by **CEO, Lyn Rees (above)** have a combined shareholding of c.15% and a track record of executing a commercialisation strategy. Lyn's expertise in executing organic and acquisitive growth initiatives (7 during his tenure at BBI group) has resulted in a series of strong mergers and acquisitions including Elucigene Diagnostics and Coastal Genomics, which has recently been renamed Yourgene Canada.

**Barry Hextall, Chief Financial Officer**, has over 20 years' experience in senior financial roles and extensive experience with international AIM-listed organisations in the sector.

The Group has continued to invest in the future growth of the business surrounding people. Key hires include a further senior US commercial recruit, with considerable experience to lead the Company's penetration of that strategically critical market.

## MEET YOURGENE HEALTH

To register for upcoming investor presentations, please click [HERE](#).

You can also view the presentations delivered at Yourgene's Capital Markets Day [here](#), where the Company covered the following topics:

- The changing face of molecular diagnostics – *an industry perspective*
- Strategic Product Roadmap for Ranger Technology
- Americas growth plan for NIPT and Ranger Technology
- Genomic Services strategic roadmap: *sequencing centre of excellence*

## Forecasts (Source: Consensus forecasts compiled from Factset)

Y/E 31 March	FY'21 (Act.)	FY'22 (Est.)	FY'23 (Est.)	FY'24 (Est.)	FY'25 (Est.)
Sales (£m)	18.3	37.6	21.9	25.7	29.8
EBITDA (£m)	(2.0)	3.4	1.5	2.5	3.7
PBT (£m)	(5.3)	(0.3)	(2.0)	(1.0)	0.2

## Growth Drivers

- High commercial gearing: small gains in market share would lead to step changes in financial performance
- Adjacent segment opportunities not in forecasts
- Well placed to navigate a transitional year back to pre-pandemic focus areas
- Large and growing market size, esp. in USA
- Proprietary technologies
- Technical and regulatory barriers to entry