

YOURGENE HEALTH plc

Investment Profile

- Global business in billion dollar molecular testing market
- Proprietary DNA analysis technology
- Commercial momentum and strong revenue growth (+45% yr-on-yr)
- Blue-chip industry partners
- Pipeline of complementary products
- Strong balance sheet

Ticker (AIM listed)

YGEN

Share Price	10.75p
Shares in issue	599m
Market Cap	£64.4m
12m Hi/Low	13.77/6.61p

(Source: The London Stock Exchange, August 2019)

12 Month Share Price



(Source; The London Stock Exchange, August 2019)

Major Shareholders (as at August 2019)

Name	%
Dr Bill Chang , CSO	16.3
Mr Steven Myers	9.1
Life Technologies Ltd	6.9
BGF	5.6
Total Board holding	c. 22

Key Newsflow

July/Aug: Strengthened Board

July: Full Year Results

Apr: Completion of Acquisition

Next Financial Updates

Sept: AGM Statement

Oct: 6 month trading update

Dec: Half Year Results

www.yourgene-health.com

Company Overview

Yourgene Health plc (AIM: YGEN) is an international molecular diagnostics group which develops and commercialises genetic products and services.

The CE marked **IONA® test and the SAGE™** prenatal screening services are Yourgene's leading product family, a suite of non-invasive prenatal test (NIPT) solutions for Down's syndrome and other genetic disorders. With just a small sample of blood, Yourgene's NIPT tests can pick up genetic abnormalities within the fetus as early as 10 weeks. The current method, a combined test, is only 85% specific, compared with Yourgene's IONA® test at 99% and is taken at 11-13 weeks. This means more women will receive safe, fast and accurate information about their pregnancy.

NIPT is the fastest growing part of Molecular Diagnostic (MDx) expected to be \$5.7bn by 2028 (source: Stifel).

Yourgene's NIPT Product Solution and the Broader MDx Market

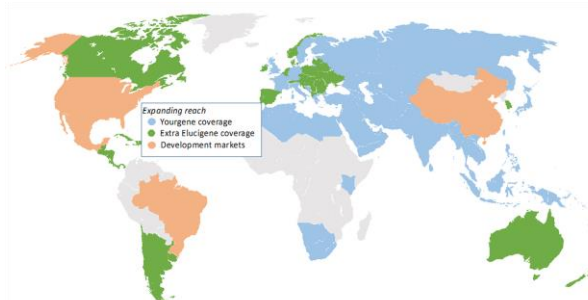
"Too many have been through the anxiety and discomfort of invasive procedures after receiving false positive results from the combined test – the IONA® test gives us the accuracy and reliability to reduce this number significantly."

*Professor Basky Thilaganathan
Professor of Fetal Medicine, St George's Hospital, London, UK*

Acquisition of ELUCIGENE DIAGNOSTICS & £11.8m Fundraise

In April 2019 Yourgene Health acquired **Elucigene Diagnostics**, a leading molecular diagnostics manufacturer and developer focused on reproductive health and oncology.

- **Complementary product portfolio** (market leading cystic fibrosis screening product, invasive prenatal aneuploidy screening) to Yourgene's existing non-invasive prenatal testing solutions, broadens offering of molecular diagnostic solutions for reproductive health. 36 IVD products sold
- **New product development pipeline** increased
- **Cross-selling opportunity:** 150 additional customers added.
- **Acceleration of path to profitability and free cashflow generation**
- **Consolidation opportunity:** integration to a single, modern and compliant site.
- **Geographic expansion** increases direct or indirect sales from 30 to 60 countries:



ACCELERATION OF PATH TO PROFITABILITY AND FREE CASHFLOW

Yourgene Health plc continued...
Revenue Growth and Strong Market Drivers

Revenue has grown in each of the past seven half year periods and at 45% year-on-year with further opportunities opened up by the acquisition of Elucigene as well as the recent Illumina license agreement (see below). In FY19 Yourgene sold 82,000 NIPT tests (+64% organic growth).

With 150 million new births each year and around 4 million women now being treated with NIPT tests each year there is significant room for growth and expansion. Reproductive health represents 54% of the next generation sequencing market and is expected to be worth \$3.3bn by 2022 and NIPT is part of the largest category within the reproductive health segment. Oncology is also set to reach \$4.1bn by 2022 which puts Yourgene in a strong position.


Management Team

The Group is led by **CEO, Lyn Rees (above)**. Lyn's expertise in executing organic and acquisitive growth initiatives (7 during his tenure at BBI group) promise for a smooth and successful integration of Elucigene Diagnostics.

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.

Hayden Jeffreys, Chief Operating Officer, has over 20 years' clinical diagnostics industry experience, much of which spent within molecular diagnostics. He has a proven track record of formulating and implementing commercial strategy and driving the next stage of global growth for the business.

Future Growth Drivers

- **NIPT Land grab** – through increased geographic coverage
- **IONA® test for Illumina NGS platform** – to launch in 2020 with continued investment in global commercial structure
- **New complementary products** - development pathway focussed on reproductive health and oncology to create a wider portfolio of products for existing and new customers
 - *Chemo-Toxicity diagnostic assay for first oncology product (expected to launch soon)*
- **Active M&A screening pipeline and willingness to partner** to accelerate increased geographic presence and products / services

CONCENSUS FORECASTS (Source: FactSet)

Y/e 31 March	FY '19 (Actual)	FY '20 (Est.)	FY '21 (Est.)	FY '22 (Est.)
Sales (£m)	8.9	16.9	21.3	25.7
EBITDA (£m)	(3.5)	1.7	3.8	5.8
PBT (£m)	3.5*	(0.6)	1.4	3.5

*reflecting benefits of debt restructuring gains

MEET YOURGENE HEALTH

Lyn Rees, CEO, will present to investors in London soon

Please contact Walbrook to register your interest

IN THE MEDIA

Financial Times (May 2019): <https://on.ft.com/2G3SjVf>

Evening Standard (Jan 2019): <https://bit.ly/32rmoYG>

Relationships with sector leaders

Licence agreement with Illumina, allowing Yourgene's products on Illumina's platforms, **tripling the addressable market** by providing strategic access.

Financial and commercial relationship with Life Technologies (subsidiary of Thermo Fisher) which now owns c. 7% of Yourgene with YGEN products **sold exclusively on Thermo Fisher platforms in South-East Asia, and non-exclusively elsewhere.**

Illumina and Thermo partnerships provide coverage of over 90% of global NGS platforms