

# Investor Presentation

---

Prenetics™

January 2023



Strictly Private and Confidential



# Prenetics™

NASDAQ: PRE

**Building the world's first end-to-end health ecosystem for consumer and clinical health**

# Understanding Prenetics in 5 Questions

1

## *What Problem Are We Solving?*

- Current healthcare system is dysfunctional, often too reactive and centralized which results in the lack of accessibility, quality and affordability.
- Prenetics vision is to create one of the World's first health ecosystems comprising of virtual health, blood testing, genetic testing, primary care clinics, e-pharmacy and more under one umbrella.

2

## *How Do We Do It?*

- Through our Consumer Health and Clinical Divisions which we believe represents significant synergies and opportunity to deliver the best patient care
- On our balance sheet is more than US \$200m that allows us to continue to invest in R&D and for M & A acquisitions.

3

## *What Have We Accomplished?*

- We continue to scale at an impressive rate, with FY2022 revenue estimates at \$270-280m and adjusted EBITDA of \$47-53m.
- We grew from a small laboratory of 11 people in 2014 to now being a leading diagnostics and genomics testing company in UK and Hong Kong with employees globally in 9 locations.
- We have proved we can execute and at scale.

4

## *How Will We Grow?*

- By launching new pipeline products into our existing markets and by entering into new geographies including Europe and Southeast Asia.
- With acquisitions which fit into our vision of an end to end health ecosystem. These acquisitions include cancer genomics, telehealth and primary care clinics.

5

## *What Is The Potential?*

- We have the opportunity to build a full end to end health eco-system comprising of the best in class technology and delivering value to millions of patients around the world.
- We have the opportunity to make Prenetics into a multi-billion dollar company in the next few years.

# Investment Highlights

## Our Goal

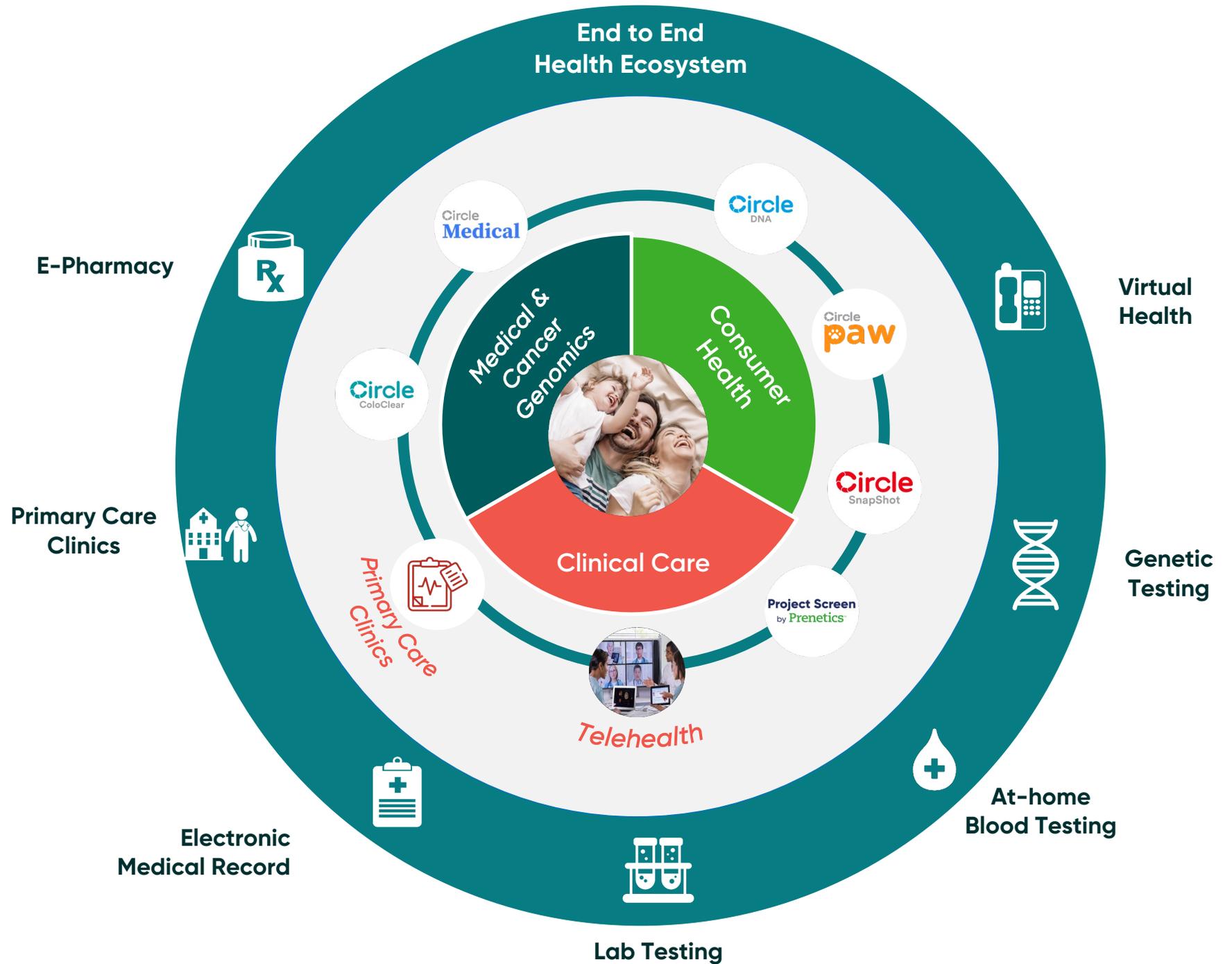
Build the world's **first end-to-end health ecosystem**

Decentralize healthcare by placing **online and offline clinical care** in your control, across **consumer health, medical and cancer genomics**

## Key Milestones

- ✓ Currently a leading Covid-19 testing provider, performing over 26 million Covid-19 tests to date
- ✓ Successfully listed on NASDAQ under ticker PRE in May 2022
- ✓ Transitioning from a Covid-19 player into an end-to-end solution provider in:
  - Consumer Health – Circle DNA, Circle Snapshot
  - Clinical Care – Telehealth, Primary care clinics
  - Medical and Cancer Genomics – Circle Medical, Coloclear
- ✓ Acquired ACT Genomics – FDA cleared and market leader in cancer genomics in Asia
- ✓ Maintains strong balance sheet with US\$200m+ cash & receivables to support additional M & A

# Our Vision



# 2022 3Q Financial Highlights

## Further Raises Full Year Revenue and EBITDA Outlook

### Exceptional Growth Momentum



- **6%** increase YoY
- FY2022 revenue guidance raised to **\$270 - \$280m**

### Strong Balance Sheet for M & A



- Supports M&A and strategic growth initiatives
- Additional **\$50m** HSBC banking facility obtained

### High Operating Efficiency with Profitable Margins



- FY2022 Adj. EBITDA guidance raised to **\$47 - \$53mm**

Note: in US\$

1. Represents current assets, comprising cash and cash equivalents, short-term financial assets, trade receivables, deposits, prepayments and other receivables, deferred expenses and inventory

# World-class Leadership Team

## Management Team



**Danny Yeung**  
Group CEO & Co-  
Founder



**Stephen Lo, CPA, CFA**  
Chief Financial Officer



**Lawrence Tzang, PhD**  
Chief Scientific Officer &  
Co-Founder



**Robert Harris**  
Executive Chairman –  
EMEA



**Dr. Bayju Thakar**  
CEO - EMEA



**Frank Ong, MD**  
Chief Medical Officer



## Key Scientific Advisers



**Prof. Zhanfeng Cui**  
Donald Pollock Professor of Chemical  
Engineering, University of Oxford



**Prof. Wei Huang**  
Associate Professor in  
Dept. of Engineering Science,  
University of Oxford



**Dr. Monique Andersson**  
Medical Advisor, Director of Microbiology,  
Oxford University Hospitals,  
NHS Foundation Trusts



**Prof. Michael Yang**  
Chair Professor of Biomedical Sciences,  
Vice-President (R&D) City University of  
Hong Kong



# Total Addressable Market

## Consumer Health



Consumer genetic testing



Home-use health test

**US\$8 billion+**

## Clinical Care

*First Consumer Touchpoint*



**US\$72 billion**

## Medical and Cancer Genomics



Medical genetic testing



Colorectal cancer screening

**US\$41 billion**

Source: Frost & Sullivan. Notes: Global opportunity as of 2025.

1. Represents global target addressable market for Europe, US, Asia. Early colorectal cancer screening market for China. 2. UK primary care clinic market size

# Our Consumer Health, Medical & Cancer Genomics Product Suite

## Consumer Health



### CircleDNA

- World's most comprehensive clinical-grade consumer DNA test
- Collects 31 million+ genetic datapoints, generates 500+ reports
- 150,000 test kits sold

2019

### Project Screen by Prenetics™

- 26 million+ COVID-19 laboratory and at-home tests performed to date



2021

### Circle SnapShot

- Patented painless push-button blood collection device with CE mark
- 50+ tests including food sensitivity, antibody, heart health tests

2022



### CirclePaw

- DNA test for dogs
- 99.9% analytical accuracy 200+ reports across breed, genetic health and behavioral traits

2023

## Medical and Cancer Genomics



### ColoClear

- Stool based DNA test for early colorectal cancer screening
- Non-invasive and the only test approved by NMPA
- Comparable to colonoscopy
- Akin to ColoGuard in the US



### Circle Medical (via ACT Genomics acquisition)

- Medical genetics testing for physicians
- Targets clinics, pharmas, hospitals, insurers
- Cancer management, drug selection,
- Early detection liquid biopsy ( In R & D)



# Prenetics Consumer Health

# CircleDNA



## One of The World's Most Comprehensive Consumer DNA Test

**Leading Brand**  
In Asia and UK consumer genomics

**50x**  
More data than the competitors

**150k+**  
CircleDNA tests delivered since early 2020 launch

**\$16bn+**  
Global Market Size<sup>1</sup>

**~\$25mm**  
2023E CircleDNA Projected Revenue

**34%**  
2020A-2025E Revenue CAGR

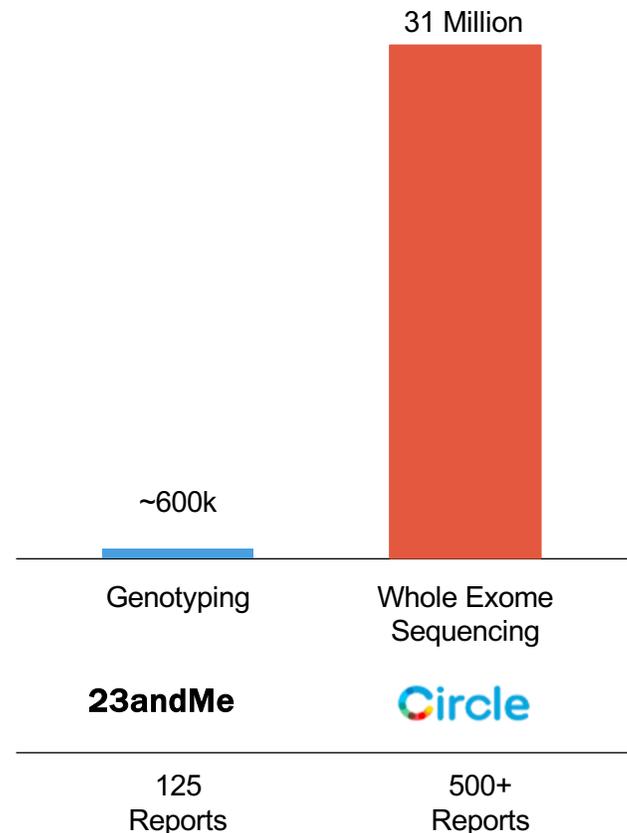
Source: Frost & Sullivan; Notes: 1. Global market size for DTC molecular testing services based on projection for 2030; Covid-19 testing service market is not included while influence of Covid-19 has been considered in the market sizing.

# CircleDNA – New Industry Standard in Consumer Genetic Testing

## Genotyping Technology

- **High false negative rate:** Will miss >90% mutations associated with cancer and disease
- **Pre-defined** and specific SNP Readings
- **Limited Data**, can only resolve single letter “typos”
- **Static**, will need to test again as science evolves

## DNA Data Points



## Our Next Generation – Whole Exome Technology

- Read protein-coding genes
- Clinical-grade consumer testing
- 45–50x more data over genotyping
- One test, a Lifetime of Value
- Identify up to 90% genetic variants associated with cancer and other disease



# CircleDNA – Valuable Health Data with Actionable Reports

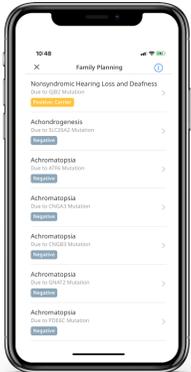
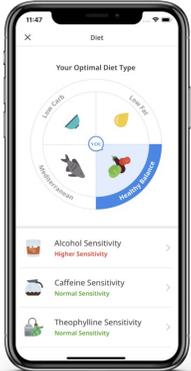
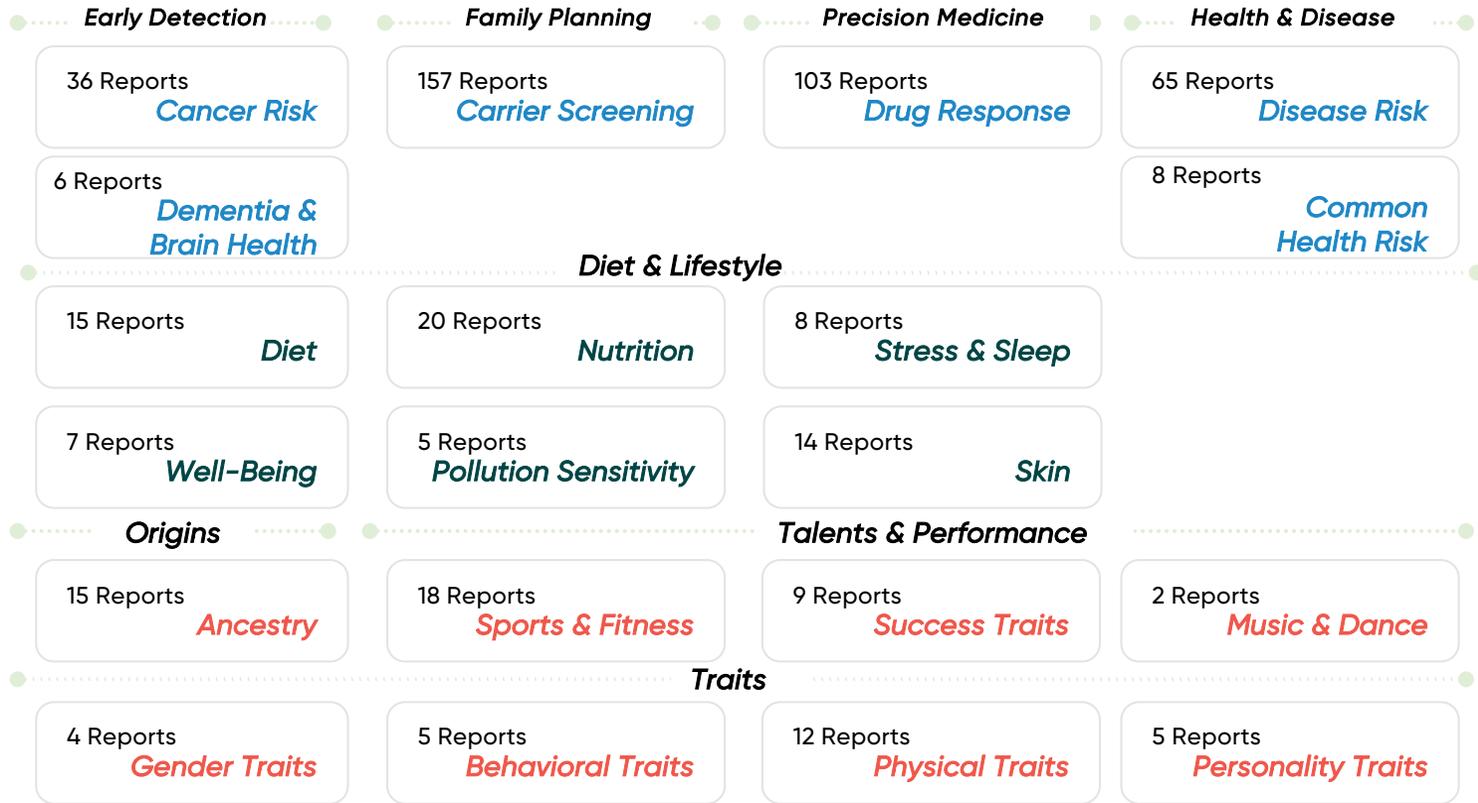
500+ Reports Discovered Across 20 Categories

A Snapshot of CircleDNA Tests

Family Planning & Disease  
375 reports

Diet, Wellness, Lifestyle  
69 reports

Traits  
70 reports



# CircleDNA – Our Product Mix



Vital

- 14 Categories – 125 Reports
- Diet, Nutrition, Fitness, Stress, Ancestry, Skin, and More
- 30 Mins Phone Consultation

**Retail Price**

USD 189



Family Planning

- 1 Category – 163 Reports
- Carrier Screening of recessive genetic diseases
- 30 Mins Phone Consultation

USD 499



Health

- 4 Categories – 115 Reports
- Cancer, Common Health Risks, Disease Risks, Dementia & Brain Health
- 30 Mins Phone Consultation

USD 499



Premium

- 20 Categories – 500+ Reports
- Vital + Family Planning + Health Bundle + Drug Response
- 30 Mins Phone Consultation (2x)

USD 629

# Circle SnapShot – Launched in October 2022



**50+**  
Wide Range of Tests  
for Everyone

**Easy**  
Blood collection  
at home

**Digital  
Health  
Platform**  
Track your Health  
Progress

**Successful  
Model**  
Comparable to  
Everlywell,  
Letsgetchecked

**\$6bn+**  
Global Market Size<sup>1</sup>

## Health Check. At Home.

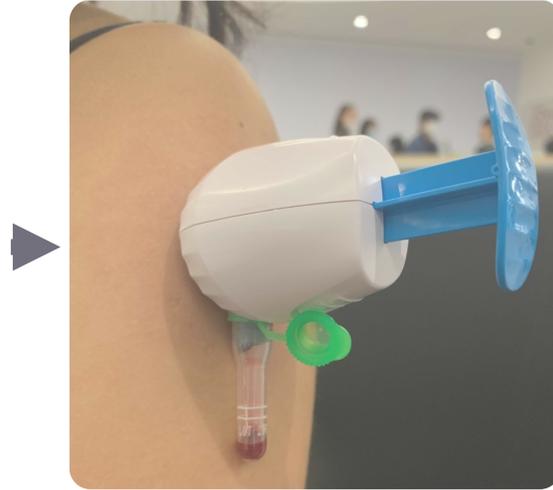
Source: Frost & Sullivan. Notes: 1. Global market size for at-home health testing based on projection for 2030; does not include home testing kits which do not require lab tests; Covid-19 at-home test has not been considered.

# How It Works



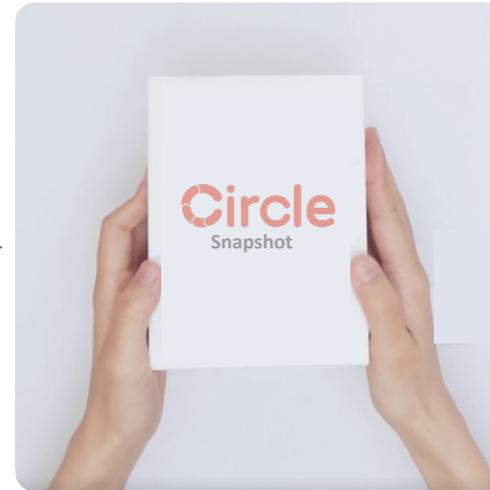
## Activate Kit

Customer purchases online or in-store, registers a Circle account, and activate kit in App



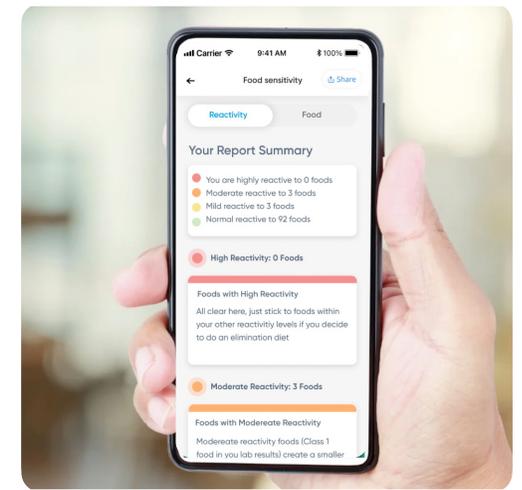
## Collect

Customer collect blood samples with self-administered test kit



## Return

Patient return sample kit back to the lab



## Results

Receive results in ~1 business days. Patient receive report via Circle App, and download lab results to share with doctors



# Prenetics Clinical Health

# Diagnositics



*Prenetics laboratory inside Hong Kong International Airport*

## Project Screen Covid-19 Testing

**26M+**  
Covid-19 Molecular Test Performed

**\$250mm+**  
2022 Covid-19 Testing Revenue

**Leading Provider to HK Govt**  
HK International Airport and 9 Community Centers

**6-12 Months**  
Expectations for Continued Testing

**40,000+ Daily**  
Maximum Capacity

**Highly Profitable**  
Major contribution to FY \$47-53m in EBITDA

# ColoClear (Launched in October 2022)



**The Only Non-Invasive Colon Cancer Screening Test Approved by NMPA**

**96%**

Sensitivity -  
Highly Accurate

**Cost  
Effective**

Comparing to  
Colonoscopy

**Successful  
Model**

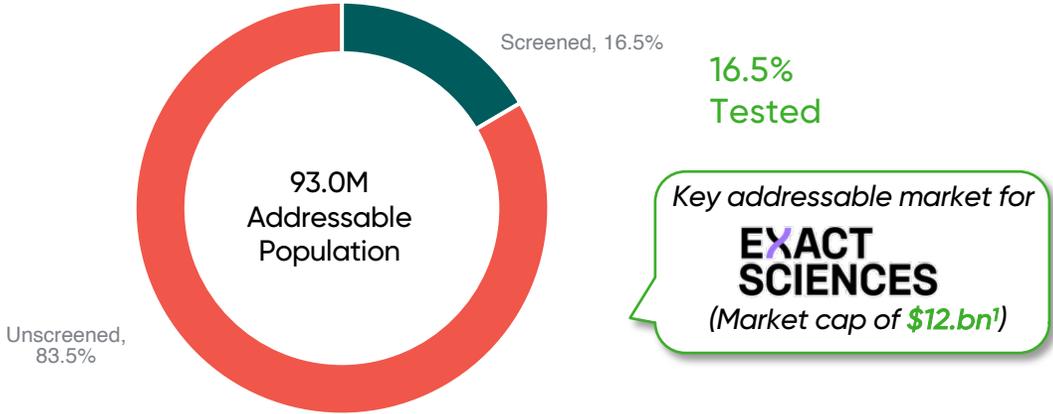
Comparable to  
ColoGuard  
in the US

**\$101bn+**

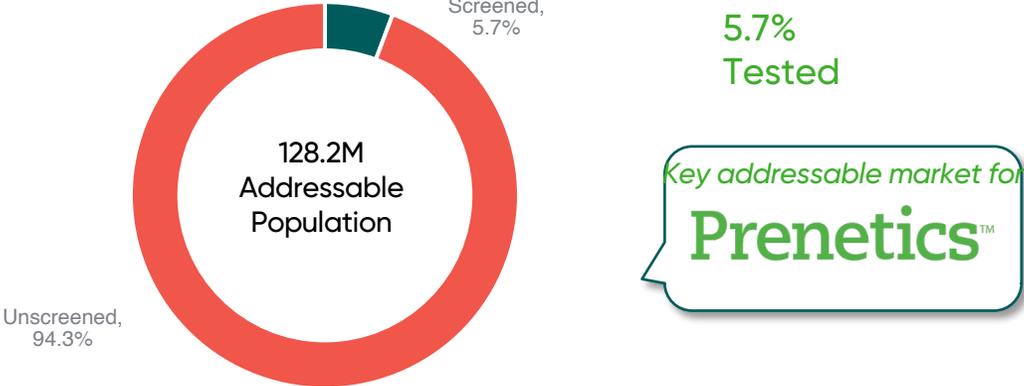
Addressable  
market<sup>1</sup>

# Significant Whitespace in Asia Presents Attractive Growth Opportunities

Colorectal Cancer Screening Market in US (2019)



Colorectal Cancer Screening Market in HK & SEA (2019)



1. Market data as of January, 2023.

# ColoClear – Industry Leading Performance

FIT-DNA has higher sensitivity when comparing with other non-invasive Colon Cancer screening tests.

Non-invasive Tests	Sensitivity		Specificity	Detection limitations	Sample size needed	Dietary restrictions
	CRC	AA				
<b>gFOBT</b> (Hemoccult II)	40%	12%	98%	Intermittent bleeding	3 bowel movements	Yes
<b>FIT</b> (Faecal Immunochemical Test)	70%	22%	95%	Intermittent bleeding	Single sample	No
<b>EXACT SCIENCES</b> <b>FIT-DNA (ColoGuard)</b>	92%	42%	87%	CRC and AA continuously exfoliate cells	Single sample	No
<b>Prenetics</b> <b>FIT-DNA (ColoClear)</b> <small>诺辉健康 NEW HORIZON HEALTH</small>	96%	64%	87%	CRC and AA continuously exfoliate cells	Single sample	No

Diagnostic Invasive Test	Sensitivity		Specificity
	CRC	AA	
<b>Colonoscopy</b>	>95%	95%	90%

 Closest CRC sensitivity to actual colonoscopy standards

Sensitivity=True positive / (True positive + False negative) \*100%;  
Specificity=True negative / (True negative + False positive) \*100%.

Source: Company filings, Colorectal cancer development and advances in screening. Clin Interv Aging. 2016 July 19; 967-976.

# Tremendous Upside Potential via Synergistic Acquisitions



# ACT Acquisition - Two genomics leaders joining forces

**Prenetics™**

*Building world's first end-to-end health ecosystem*

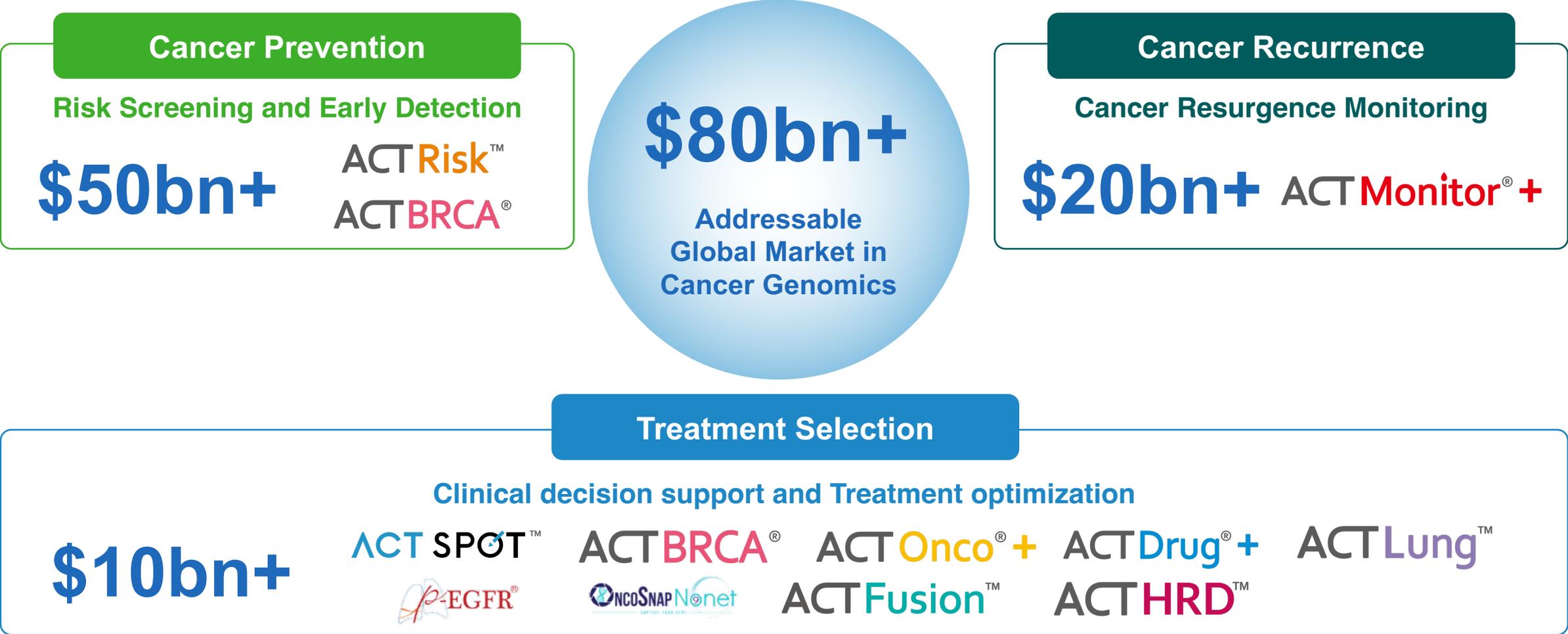
- Proven ability to execute at scale, having performed more than 26 million Covid-19 tests to date, with daily throughput at more than 40,000 tests
- In-house R&D developed suite of NGS products across consumer health, medical and cancer genomics (CircleDNA, ColoClear)
- Strong commercialization capabilities backed by strong relationships with insurers and healthcare providers
- Continuous financial strength – estimated US\$270 - \$280 million revenue in 2022
- Strong cash and receivables position of US\$200+ million, allowing further investment in R & D for early detection



*Integrated solution company for precision cancer management*

- Strong IP with product portfolio across cancer prevention, treatment and disease monitoring
- World class and accomplished scientific team, including Professor Tony Mok, Dr Hua-Chien Chen, Dr Shu-Jen Chen
- Specimen types includes blood, tumor tissue and liquid biopsy
- Continued R & D for early detection of cancer
- 30,000+ clinical tests performed across Asia
- 200+ collaborating hospitals, 900+ oncologists
- 55+ pharma and research partners
- 5 operating labs across Hong Kong, Taiwan, Thailand, and Japan (Joint venture with Canon Medical Systems)
- Projected US\$25 – 30 million revenue in 2023

# Tapping into US\$80bn+ Global Market in Cancer Genomics

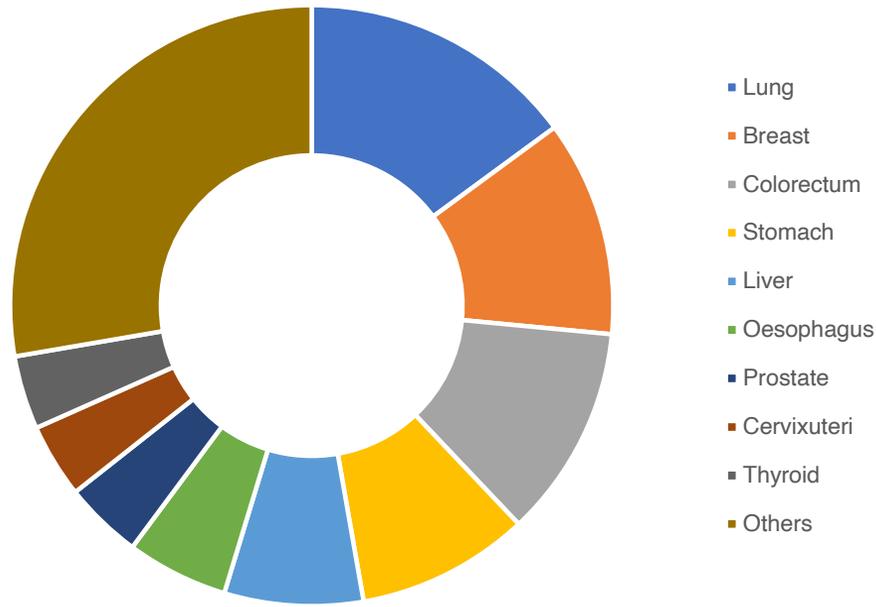


Note: Market Size based on Prenetics internal analysis

# Next Generation Sequencing to be the standard of care for cancer

Cancer is a complex disease of the genome. Each case is unique – beginning with risk identification or a diagnosis of cancer, access to comprehensive genetic information provides a clear decision path, personalized therapy and the ability to monitor progress, transforming cancer care.

**9.4 million** cancer patients in Asia annually



## Hereditary risk and cancer diagnosis

Germline profiling + polygenic risk scores

Guidelines

## Prognosis and treatment optimization

Pharmacogenomics

Therapy selection & modulation (tissue / liquid)

## Clinical decision support and cancer monitoring

Clinical decision support

Cancer monitoring

# Comprehensive cancer product panel adding to consumer DNA

Across cancer prevention, treatment and monitoring, comparable to leading US cancer genetic players

Designed for	Product	Platform	Sample type			Cancer type	Comparables
			Tissue	Blood	Liquid biopsy		
Treatment Selection	<b>ACT Onco<sup>®</sup>+</b> <i>FDA Cleared</i>	NGS (400+ genes)	✓			Pan-cancer	Foundation Medicine (FoundationOne)
	<b>ACT Drug<sup>®</sup>+</b>	NGS	✓			Lung, Breast, Colon, Gastric	Thermo Fisher (OncoPrint)
	<b>ACT Fusion<sup>™</sup></b>	NGS (RNA-based)	✓			Pan-cancer	Archer (FusionPlex)
	<b>ACT HRD<sup>™</sup></b>	NGS	✓			Ovary, Breast, Prostate, Pancreas	Myriad (MyChoice)
	<b>ACT BRCA<sup>®</sup></b>	NGS	✓			Ovary, Breast, Prostate, Pancreas	
	<b>ACT Lung<sup>™</sup></b>	NGS	✓			Lung	
	<b>RE<sup>®</sup>SNAP</b>	NGS			✓	Lung	
	<b>NCOSNAP Nonet</b>	RT-PCR	✓			Lung	
	<b>β-EGFR<sup>®</sup></b>	ddPCR			✓	Lung	
	<b>ACT SPOT<sup>™</sup></b>	Genechip	✓			Pan-cancer	
Risk assessment	<b>ACT Risk<sup>™</sup></b>	NGS		✓		Pan-cancer	Myriad (MyRisk)
	<b>ACT BRCA<sup>®</sup></b>	NGS		✓		Ovary, Breast, Prostate, Pancreas	Myriad (BRCA Analysis)
Disease monitor	<b>ACT Monitor<sup>®</sup>+</b>	NGS			✓	Pan-cancer	Guardant Health (Guardant 360)

# Additional M & A Targets Include Telehealth and Primary Care

## Telehealth



- Website or Mobile App
- Virtual consultation
- Clinic Management
- Digital TPA
- Integrated E-Pharmacy
- Last Mile Delivery

## Primary Care Clinics



- UK NHS Focused
- Core GP Services
- Value-Added Services
- Connected Hybrid Care

# Investment Highlights

## Our Goal

Build the world's **first end-to-end health ecosystem**

Decentralize healthcare by placing **online and offline clinical care** in your control, across **consumer health, medical and cancer genomics**

## Key Milestones

- ✓ Currently a leading Covid-19 testing provider, performing over 26 million Covid-19 tests to date
- ✓ Successfully listed on NASDAQ under ticker PRE in May 2022
- ✓ Transitioning from a Covid-19 player into an end-to-end solution provider in:
  - Consumer Health – Circle DNA, Circle SnapShot
  - Clinical Care – Telehealth, Primary care clinics
  - Medical and Cancer Genomics – Circle Medical, ColoClear
- ✓ Acquired ACT Genomics – FDA cleared and market leader in cancer genomics in Asia
- ✓ Maintains strong balance sheet with US\$200m+ cash & receivables to support additional M & A



**Thank You**

---