

# Prenetics™

Enhancing Life Through Science

NASDAQ: PRE

I·M·8™



Circle  
DNA



INSIGHTA>



Investor Update | November 2024

# About Prenetics

We are a health sciences company dedicated to advancing consumer and clinical health

## Consumer Health



### Health & Wellness

A New Health & Wellness Brand

I·M·8™

100% owned



### Sports Distribution

Global ecommerce and retail logistics provider

SPORTS EUROPA PARTNERS HUBMATRIX

100% owned



### Genetic Testing

Next Generation Sequencing

Circle DNA

100% owned



### Cancer Treatment Selection

Precision Medicine

ACT GENOMICS

73% owned



### Early Cancer Detection







Venture with Pioneer of NIPT Prof. Dennis Lo

INSIGHTA

35% owned

# Our Milestones

Building on 10 years of transformative work in clinical health, we are thrilled to expand our reach into consumer health

| Year        | Milestone   | Significance   |   |
|-------------|---|--|---|
| 2014        | <ul style="list-style-type: none"> <li>Prenetics was founded</li> </ul>   | <ul style="list-style-type: none"> <li>Our name was rooted in “prevention” and “genetics”</li> </ul>   |    |
| 2019        | <ul style="list-style-type: none"> <li>Launch of inaugural product CircleDNA</li> </ul>   | <ul style="list-style-type: none"> <li>Comprehensive DNA test utilizing next generation sequencing</li> <li>500+ personal health reports for individuals to make informed health decisions</li> </ul>  |    |
| 2020 - 2022 | <ul style="list-style-type: none"> <li>Became HK and UK’s leading Covid-19 testing provider</li> </ul>                                    | <ul style="list-style-type: none"> <li>28 million+ Covid-19 tests processed globally</li> <li>40,000+ daily PCR tests performed at the peak</li> <li>Exclusive testing provider for UK’s Premier League and Hong Kong International Airport</li> </ul> |   |
| May 2022    | <ul style="list-style-type: none"> <li>Listed on Nasdaq under ticker “PRE”</li> </ul>   | <ul style="list-style-type: none"> <li>Increased global visibility and credibility</li> <li>Access to broader capital markets to fuel growth and innovation</li> <li>Enhanced corporate governance and transparency</li> </ul>                         |   |
| Dec 2022    | <ul style="list-style-type: none"> <li>Acquisition of ACT Genomics</li> </ul>   | <ul style="list-style-type: none"> <li>Commitment to the global cause of fighting cancer</li> <li>Becomes a leader in personalized cancer care and precision medicine, enhancing our clinical diagnostics portfolio</li> </ul>                         |    |
| Jun 2023    | <ul style="list-style-type: none"> <li>Formation of Insighta, a 50/50 JV with Prof. Dennis Lo</li> </ul>                                  | <ul style="list-style-type: none"> <li>Prof. Dennis Lo is the inventor of non-invasive prenatal testing and the scientific co-founder of Grail</li> <li>Our work is focused on early cancer detection utilizing “FRAGMA”</li> </ul>                    |  |
| Jul 2024    | <ul style="list-style-type: none"> <li>Announcement of David Beckham as a strategic investor, and a co-founding partner in IM8</li> </ul> | <ul style="list-style-type: none"> <li>Combines expertise in health sciences with David Beckham’s global influence</li> <li>An unique opportunity to make an meaningful impact in consumer health</li> </ul>   |  |
| Aug 2024    | <ul style="list-style-type: none"> <li>Acquisition of Europa and Hubmatrix</li> </ul>   | <ul style="list-style-type: none"> <li>Establishes Prenetics foothold in the USA market</li> <li>Supports IM8 with a significant distribution arm</li> </ul>   |  |

# A Glance at Prenetics' Numbers

**\$ 54.9M**

Market Cap <sup>1</sup>

**12.2M**

Shares Outstanding

**\$ 33-36M**

Group 2024E Revenue

**Zero**

Debt

**\$ 90M+**

Cash & Other ST Assets <sup>2</sup>

Note: 1. Share price of \$4.49 as of 12 November 2024. 2. Represents current assets, including cash and cash equivalents, financial assets at fair value through profit or loss, and trade receivables, amongst other accounting line items under current assets based on unaudited management account prior to the closing of the Tencent transaction on Oct 15, 2024

# A Glance at Prenetics' Numbers (Cont'd)

| (USDm, unaudited)   | Q1'23        | Q2'23        | 1H'23         | Q1'24        | Q2'24        | 1H'24        |
|---------------------|--------------|--------------|---------------|--------------|--------------|--------------|
| <b>Revenue</b>      | <b>4.9</b>   | <b>6.5</b>   | <b>11.4</b>   | <b>6.4</b>   | <b>5.9</b>   | <b>12.4</b>  |
| <i>YoY</i>          | <i>20%</i>   | <i>56%</i>   | <i>38%</i>    | <i>30%</i>   | <i>(9%)</i>  | <i>8%</i>    |
| <b>Gross Profit</b> | <b>1.5</b>   | <b>3.0</b>   | <b>4.5</b>    | <b>3.8</b>   | <b>3.8</b>   | <b>7.6</b>   |
| <i>Gross margin</i> | <i>30%</i>   | <i>47%</i>   | <i>39%</i>    | <i>59%</i>   | <i>63%</i>   | <i>61%</i>   |
| <b>Adj. EBITDA</b>  | <b>(9.3)</b> | <b>(7.3)</b> | <b>(16.6)</b> | <b>(4.1)</b> | <b>(5.5)</b> | <b>(9.6)</b> |

# Board of Directors: Experienced Leadership Driving Success



**Danny Yeung**

Group CEO, Co-Founder



**Ben Cheng**

(Independent Director)

Managing Partner, C Capital |  
General Manager, New World  
Development



**Winnie Chiu**

(Independent Director)

President, Dorsett Hospitality |  
Executive Director, Far East  
Consortium



**Kathryn Henry**

(Independent Director)

Independent Director,  
Lululemon | Ex-CIO, Logistics  
& Distribution, Lululemon | Ex-  
Int'l CIO, Gap N. America



**David Vanderveen**

(Director, President of Americas)

Founder, XS Energy (acquired  
by Amway) | Ex-CEO, Nirvana  
Water Sciences



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## David Beckham Becomes a Strategic Investor in Prenetics; And a Co-Founding Partner in IM8

**I·M·8**™ – a new health and wellness brand

“Throughout my life and career, I've been fortunate to have access to the best medical professionals, nutrition experts and fitness coaches. Their guidance has been crucial to my health and well-being. That's why I am excited to be working with Prenetics - a company that is dedicated to innovative, world-leading scientific advancements in health – as a co-founding partner and ambassador for IM8.”

– David Beckham

Please click [here](#) to refer to our form 6-K filing





INTRODUCING

I.M. 8<sup>TM</sup>

“IM” stands for “I AM,” a powerful and bold declaration of self-empowerment and identity. It embodies the brand's philosophy that true health and wellness begin with recognizing and embracing one's own strength and potential. The number “8” symbolizes balance, infinity, and continuous improvement, perfectly aligning with the brand’s mission to support individuals in achieving and maintaining optimal well-being. By choosing “IM8,” the brand underscores its commitment to empowering individuals to boldly declare, “I AM strong, I AM healthy, I AM capable,” and to provide the support necessary to live out that affirmation every day.

I · M · 8<sup>TM</sup>

# IM8's Vision: Leading the Future of Health, Sports Nutrition, and Hydration

Growing health conscious and active population prioritize products that enhance health and performance

## Vitamins & Dietary Supplements

**\$ 173bn** TAM

Health maintenance - 77% of US adults reported using dietary supplements regularly in 2023

Preventive health: Over 90% of supplement users believe these products are crucial for maintaining health and preventing diseases



## Sports Nutrition

**\$ 42bn** TAM

Performance enhancement – Provides essential nutrients like proteins and amino acids, crucial for muscle repair and energy during workouts

Active fitness – Growing number of fitness centers reflecting lifestyle trend. ~50% active fitness goers use sports nutrition



## Sports Drinks & Hydration

**\$ 33bn** TAM

Health conscious – 2x increase in sales of non-alcoholic beverages including sports drinks

Functional ingredients: Electrolytes, vitamins, and minerals in sports drinks support hydration, energy replenishment, and overall athletic performance



# Targeting the \$250bn TAM in Health and Wellness Categories

The global VDS, Sports Nutrition and RTDs market was valued at approximately **\$187 billion** in 2023.

In 2028, this figure is expected to grow to ~\$250 billion

## TRENDS

In 2023, about 77% of US adults reported using dietary supplements, with vitamins and minerals being the most commonly consumed types.

The increased focus on health and wellness, especially post-pandemic, has driven more consumers to incorporate supplements into their daily routines.

Additionally, over 90% of supplement users believe these products are essential for maintaining health, reflecting a growing trend of individuals taking proactive measures for longevity and quality of life

| US\$m                                     | 2018           | 2023           | 2028           | 23-'28 CAGR | 2023 split    |
|---|----------------|----------------|----------------|-------------|---------------|
| <b>Vitamins &amp; dietary supplements</b> | <b>109,397</b> | <b>133,398</b> | <b>173,153</b> | <b>5.4%</b> | <b>100.0%</b> |
| US  | 30,689         | 38,008         | 43,770         | 2.9%        | 28.5%         |
| West EU                                   | 11,964         | 14,480         | 17,647         | 4.0%        | 10.9%         |
| East EU                                   | 4,419          | 5,115          | 6,079          | 3.5%        | 3.8%          |
| APAC                                      | 52,836         | 63,392         | 88,654         | 6.9%        | 47.5%         |
| Australasia                               | 2,039          | 2,211          | 2,611          | 3.4%        | 1.7%          |
| <b>Sports nutrition</b>                   | <b>18,486</b>  | <b>27,947</b>  | <b>42,057</b>  | <b>8.5%</b> | <b>100.0%</b> |
| US  | 10,635         | 16,725         | 24,024         | 7.5%        | 59.8%         |
| West EU                                   | 3,052          | 3,902          | 6,356          | 10.3%       | 14.0%         |
| East EU                                   | 522            | 643            | 880            | 6.5%        | 2.3%          |
| APAC                                      | 1,982          | 3,534          | 5,779          | 10.3%       | 12.6%         |
| Australasia                               | 591            | 830            | 1,155          | 6.8%        | 3.0%          |
| <b>Sports Drinks</b>                      | <b>18,709</b>  | <b>26,113</b>  | <b>33,487</b>  | <b>5.1%</b> | <b>100.0%</b> |
| US  | 8,288          | 13,322         | 16,883         | 4.9%        | 51.0%         |
| West EU                                   | 1,530          | 2,015          | 2,459          | 4.1%        | 7.7%          |
| East EU                                   | 167            | 206            | 283            | 6.5%        | 0.8%          |
| APAC                                      | 6,225          | 6,582          | 8,380          | 4.9%        | 25.2%         |
| Australasia                               | 486            | 514            | 654            | 5.0%        | 2.0%          |

Source: Euromonitor

**\$ 250bn** TAM BY 2028

# IM8: An Unique Opportunity in VDS, Sports Nutrition and Hydration

Our differentiation will be on the best of science and merging it with the best of lifestyle and branding

## Vitamins & Dietary Supplements

**AG1®**  
(\$ 1.2bn)

**Huel®**  
(\$ 560m)

**Bloom**  
(\$ 450m)

  
Amazing Grass®

## Sports Nutrition

**VITAL PROTEINS®**  
(\$ 700m)

**Orgain®**  
(\$ 2.0bn)

**ISOPURE**

**ON® OPTIMUM NUTRITION**  
(\$ 1.0bn<sup>1</sup>)

## Sports Drinks & Hydration

  
**GATORADE**  
(\$ 6.7bn<sup>1</sup>)

**PRIME**  
HYDRATION  
(\$ 3.2bn)

**más+**  
BY MESSI™

**BODYARMOR**  
(\$ 4.8bn)

# Celebrity Co-Founders Have Proven to Be Hugely Successful

## Skims by Kim Kardashian

# SKIMS

Estimated Revenue **\$ 750m**

Valuation **\$ 4bn**

 @kimkardashian: 362m

 **TikTok** @kimkardashian: 9.7m



## Fenty Beauty by Rihanna

**FB**  
FENTY BEAUTY  
BY RIHANNA

Estimated Revenue **\$ 600m**

Valuation **\$ 2.8bn**

 @badgalriri: 151m

 **TikTok** @rihanna: 13.3m



## Feastables by Mr. Beast

**MR BEAST**  
**FEASTABLES**

Estimated Revenue **\$ 500m**

Valuation **\$ 1.5bn**

 @mrbeast: 60.0m

 **YouTube** @MrBeast: 305m



## Rare Beauty by Selena Gomez

# Rare Beauty

Estimated Revenue **\$ 300m+**

Valuation **\$ 2bn+**

 @selenagomez: 425m

 **TikTok** @selenagomez: 58.3m



# Authenticity to the Product Category is Critical for Success

## Sun Day Red by Tiger Woods



Estimated Revenue

NA

 @tigerwoods: 3.5m

 @TigerWoods: 6.5m



## ZOA Energy by The Rock



Estimated Revenue

\$100m+

 @therock: 396m

 TikTok @therock: 74.6m



## Sila by Novak Djokovic



Estimated Revenue

\$100m+

 @djokernole: 14.8m

 @DjokerNole: 9.2m



## IM8 David Beckham as co-founding partner

I·M·8™

 davidbeckham: 88.2m

 TikTok @davidbeckham: 6.4m



# Our Consumer Target Profiles



## EARLY ADOPTERS

Female skew  
22-30

Driven by a love for cutting-edge innovation, she embraces the latest advancements in health and wellness. As part of the youngest group, she is willing to try new things and does not compromise between health and enjoyment.

INCOME (70,000 USD)



## HEALTH CURIOUS

Male skew  
28-40

Between work, family, health, and social obligations, he juggles multiple roles and responsibilities. He realizes that life goes by fast, and wishes he has more time and energy to slow down and appreciate every moment.

INCOME (100,000 USD)



## FITNESS ENTHUSIASTS

Male skew  
25-34

Driven by his passion for fitness, he sets ambitious targets for himself. However, in his endless pursuit of goals, he sometimes needs a reminder to slow down, appreciate how far he's come, and remember why he fell in love with fitness in the first place.

INCOME (90,000 USD)



## SELF-CARE SOCIALITES

Female skew  
28-40

She thrives on the social aspect of health & wellbeing, finding motivation, affirmation, and joy in sharing her wellness journey with a like-minded community. She sees health as a holistic endeavor that is more meaningful when pursued together.

INCOME (80,000 USD)



## HIGH-FLYING ACHIEVERS

50/50 Gender Split  
40+

She may be the oldest segment, but her passion for life is still going strong. Far from reaching her peak, she's always on the lookout for ways to push past new personal milestones because there is no expiration date on doing and feeling your best.

INCOME (150,000 USD)





I·M·8™  
WITH CELL REJUVENATION  
TECHNOLOGY 8™

# IM8's Strategic Plan: Global Vision and Expansion Initiatives

## Global Brand Vision

Become the most trusted provider of consumer health nutrition, sports and RTDs, known for our devotion to improving lives through continuous innovation.

## Imminent USA Launch for VDS

Launching soon in the USA with a direct-to-consumer model for the VDS category and shipping to 30+ countries in Q4 2024. Retail launch strategy to be in 2025.

## International Expansion and Product Expansion

We are strategically planning to enter key international markets, including China in 2025, and expand our product line to meet the diverse needs of consumers worldwide.

## Strategic Acquisition of Europa Sports Partners

The acquisition of Europa Sports Partners together with its third-party logistics subsidiary Hubmatrix enables us to leverage established distribution networks to accelerate IM8's growth.

# World Class Scientific and Medical Advisory Team



**Dr. Dawn Mussallem**

*Integrative Oncologist and Lifestyle Medicine Specialist, Mayo Clinic*



**Dr. James L. Green**

*Former Chief Scientist, NASA*



**Dr. David L. Katz, M.D., M.P.H.**

*Former Founding Director, Yale-Griffin Prevention Research Center*



**Dr. Suzanne Devkota**

*Director of the Human Microbiome Research, Associate Professor in Division of Gastroenterology at Cedars-Sinai Medical Center*



**Dr. Stephen Anton, Ph.D.**

*Professor, Department of Aging and Geriatric Research, University of Florida's College of Medicine*



**Dr. Ock K. Chun, Ph.D., R.D.**

*Professor, Department of Nutritional Sciences, University of Connecticut*

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# Comprehensive Distribution and Fulfillment: Europa & Hubmatrix

## Europa Sports Partners



- **One of the largest sports nutrition distributor**
  - Distributes to over 120 brands to 10,000+ fitness facilities nationwide
- **Established industry leader with strong brand relationships**
  - Over three decades of experience, Europa is a trusted full-service provider offering a wide range of nutrition and sports drinks including well known names e.g. Ryse, Bucked Up, Labrada

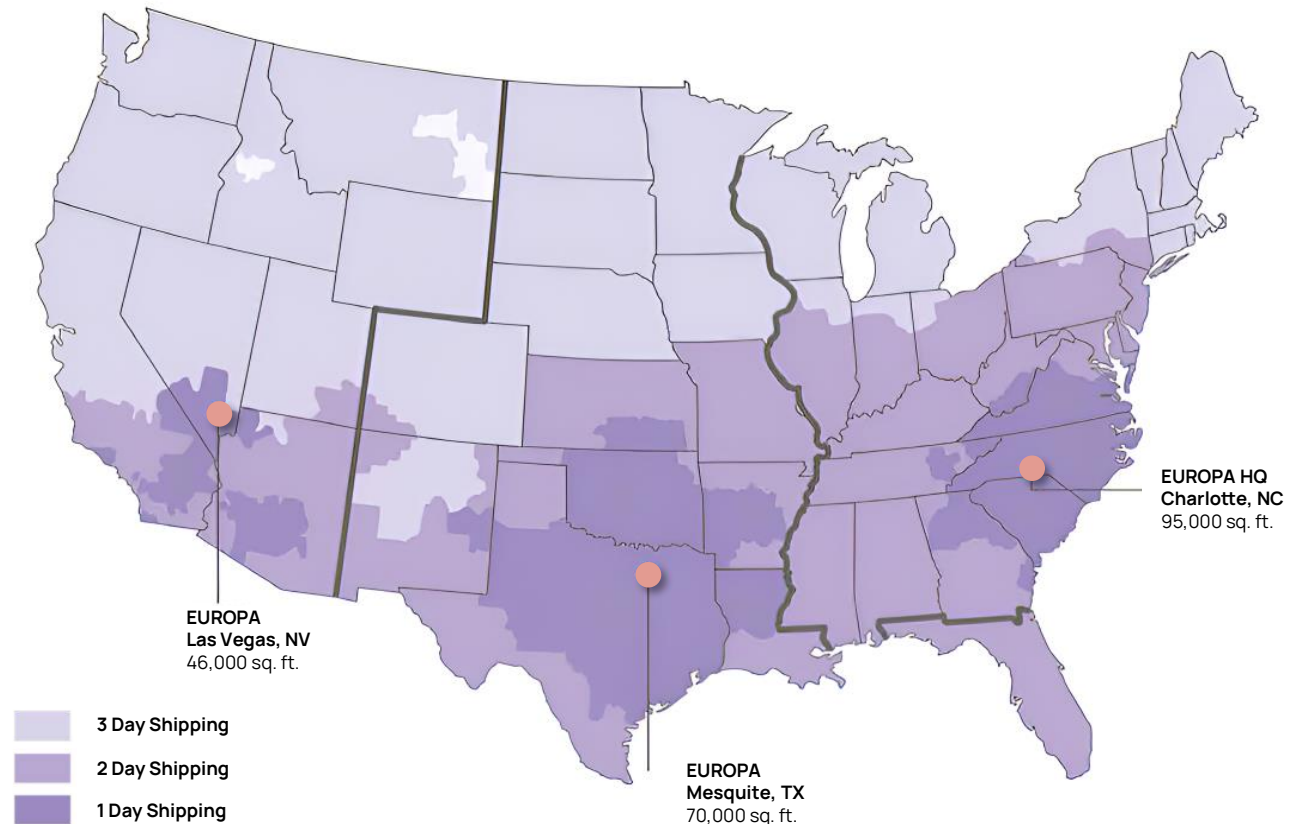
## Hubmatrix



- **Specialized 3PL provider**
  - Focuses on retail and direct to consumer fulfillment for health and wellness brands, offering tailored logistics solutions
- **Enhances Digital Operations**
  - Supports businesses in optimizing their digital footprint and expanding online presence through logistics and digital marketing strategies

## Warehouse Coverage

Operates over 200,000 sq. ft. of warehouse space across east, west and mid-US with more to allow 1-3 days delivery to doorstep



# Europa's Network of 10,000+ Gyms and 100+ Brand Partners

## Brands



100+ brand partners across

Ready-to-drink, protein shakes, energy drinks, snacks, nutritional supplements products

## Customers



Network of 10,000+ locations

Gyms, health clubs, convenience stores, regional retail chains

# Transaction Rationale

## Establishes new US HQ

With Europa's headquarters in Charlotte, North Carolina, the acquisition strengthens Prenetics' foothold in the U.S. market and provides robust support for the launch of IM8

## Enhanced foothold in consumer health

Strengthens Prenetics' foothold in the ~\$250 billion consumer health and wellness industry, reinforcing its role as a market leader together with IM8

## Market access & brand growth

Europa's 100+ brand partnerships enables Prenetics to meet a wide array of consumer health needs, and to capitalize on new product trends

## Expanded distribution channels

Immediate access to a vast network of 10,000+ fitness and health outlets to scale and diversify IM8's product reach, especially for sports nutrition

## Operational efficiency

Integrating Europa's distribution network enhances delivery speed, reduces costs, and ensures efficient product distribution for IM8

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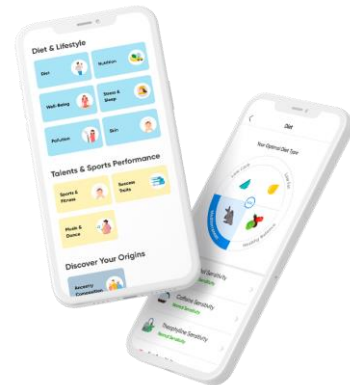


# CircleDNA: Leading the Industry in Premium DNA Testing

A Comprehensive Consumer DNA Test



- GBA
- South Korea
- Malaysia
- EMEA
- Hong Kong
- Philippine
- Australia
- United Kingdom
- Japan
- Singapore
- India
- United States



**1M+**  
Subscribers

**200K+**  
Global Customers

**99.9%**  
Analytical Accuracy

**100%**  
Ownership

**\$6m**  
FY23 Revenue

# Valuable Health Data with 500+ Actionable Reports

## 500+ Reports Discovered Across 20 Categories

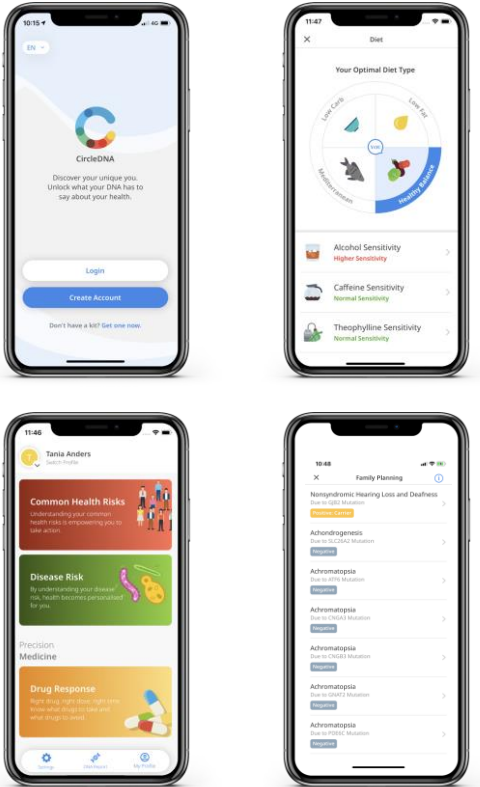
**Family Planning & Disease**  
375 reports

**Diet, Wellness, Lifestyle**  
69 reports

**Origins, Talents & Performance, Traits**  
70 reports

|   |   |  |  |
|---|---|--|--|
| 36 Reports<br><b>Cancer Risk</b>                | 157 Reports<br><b>Carrier Screening</b>   | 103 Reports<br><b>Drug Response</b>    | 65 Reports<br><b>Disease Risk</b>      |
| 6 Reports<br><b>Dementia &amp; Brain Health</b> | 8 Reports<br><b>Common Health Risk</b>    |  |  |
| 15 Reports<br><b>Diet</b>                       | 20 Reports<br><b>Nutrition</b>            | 8 Reports<br><b>Stress &amp; Sleep</b> | 14 Reports<br><b>Skin</b>              |
| 7 Reports<br><b>Well-Being</b>                  | 5 Reports<br><b>Pollution Sensitivity</b> |  |  |
| 15 Reports<br><b>Ancestry</b>                   | 18 Reports<br><b>Sports &amp; Fitness</b> | 9 Reports<br><b>Success Traits</b>     | 2 Reports<br><b>Music &amp; Dance</b>  |
| 4 Reports<br><b>Gender Traits</b>               | 5 Reports<br><b>Behavioral Traits</b>     | 12 Reports<br><b>Physical Traits</b>   | 5 Reports<br><b>Personality Traits</b> |

## A Snapshot of CircleDNA Tests



# Our Product Mix



## Vital

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

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

**Retail Price**

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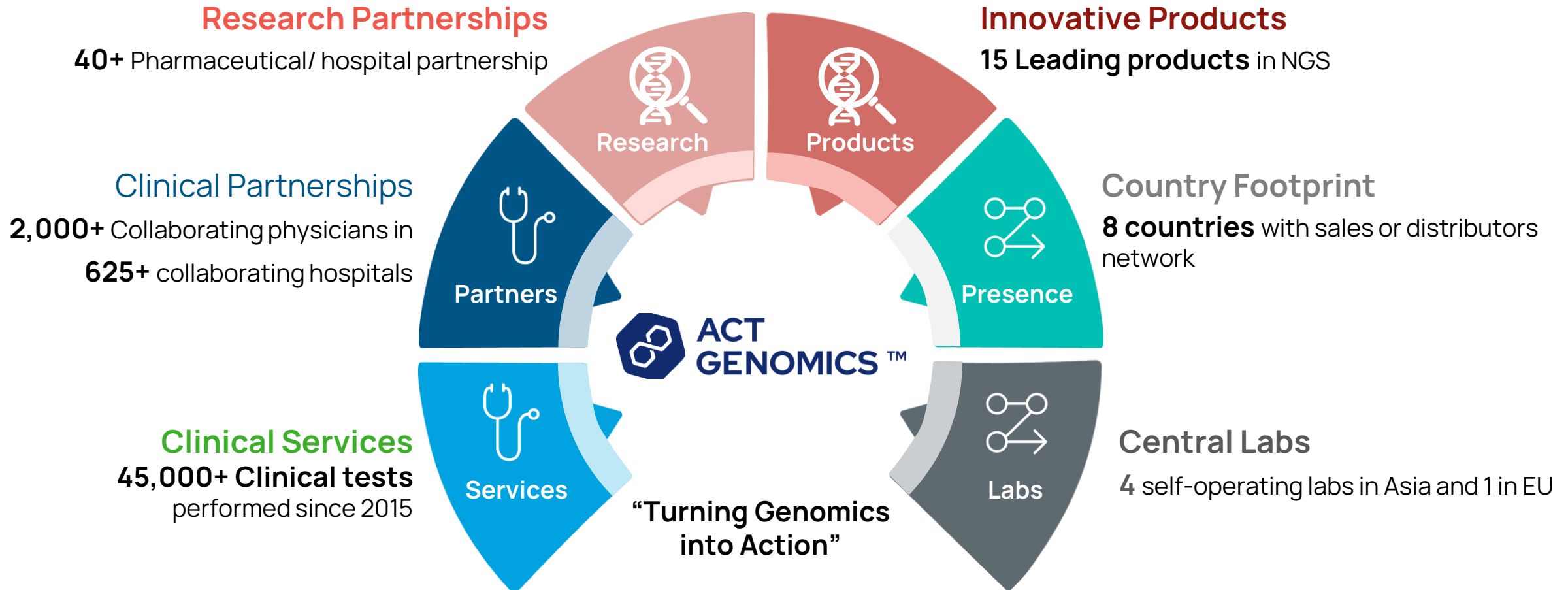
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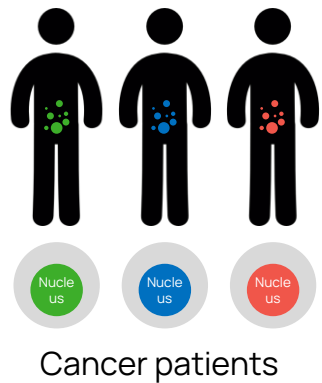
# ACT – A Market Leader in Cancer Genomics in Southeast Asia

With strong R&D and commercial capability, ACT Genomics demonstrates robust financial growth



# Precision Medicine: Tailoring Cancer Treatment to Individual Patient Profiles

ACT's comprehensive genome profiling enables precision medicine to improve cancer treatment's clinical response



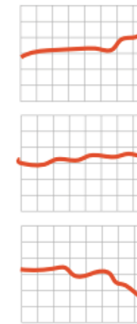
Others

## Conventional Treatment: Same Treatment For All

Cancer patients with e.g., colon cancer receive the same therapy even though they have different biomarkers



Same Treatment



Some effects

No effect

Adverse effects

## Innovative Medicine: Personalized Medicine

Cancer patients with e.g., colon cancer receive a personalized therapy based on their biomarkers



Examination and Analysis



Nucleus

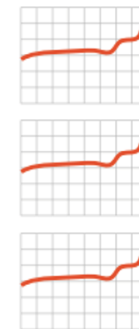
Nucleus

Nucleus

Biomarker Diagnostics



Best treatment for each patient determined by diagnosis results



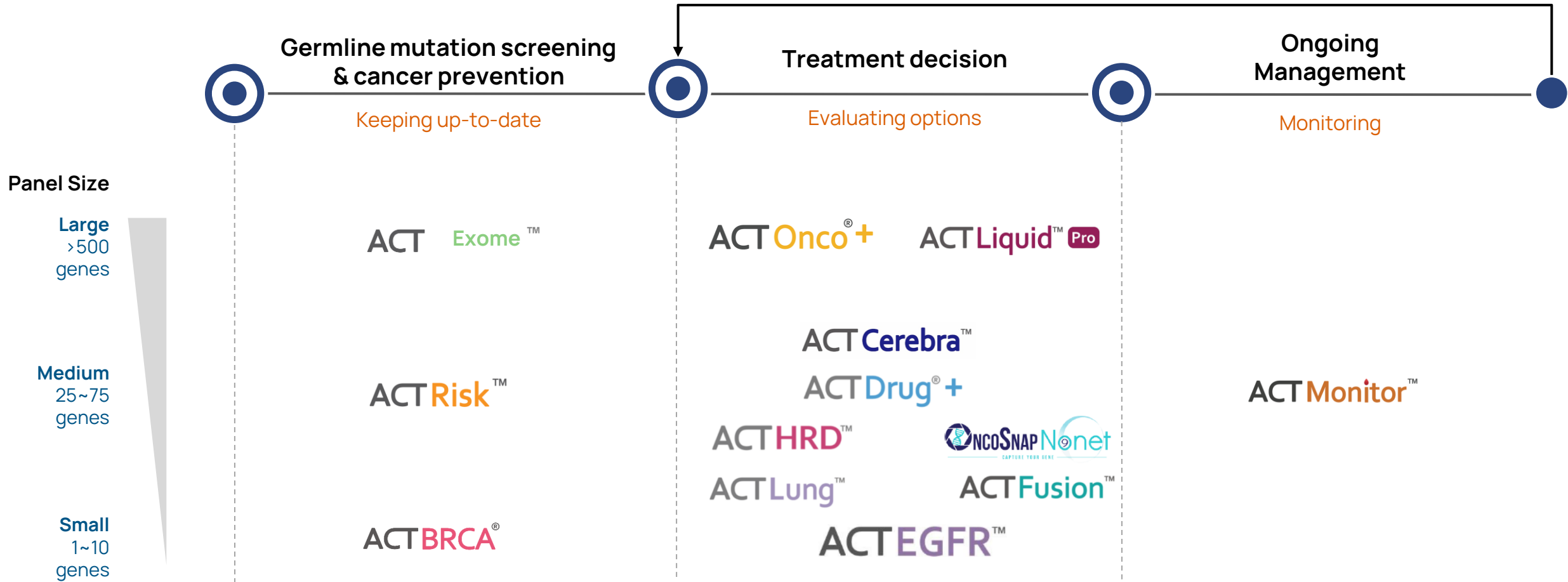
Positive effect

Positive effect

Positive effect

# Providing Solutions Across The Entire Cancer Patient Journey

ACT Genomics provides various options including tissue and liquid solutions, covering small to large size gene panels



# Gold Standard Certifications for Both Lab and Products

ACT Genomics is the first Asia based company to receive FDA clearance for its ACTOnco product



## FDA Clearance for ACTOnco

- **The first Asia-Based Company** to receive clearance for a comprehensive genomic profiling test for all solid tumors
- ACT Genomics receives FDA Clearance for ACTOnco, our flagship test with 440 genes.

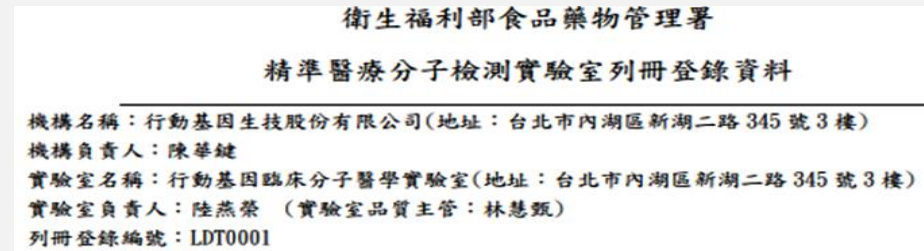
## Top Performance for ACT HRD

- Performance ahead of most of the global genomic companies



## International Lab Certification & Accreditation

- **The first company** certificated by Taiwan Food and Drug Administration (TFDA) for Laboratory Developed Tests and Services (LDTs).
- **US CAP** accredited
- **ISO 27001** and **ISO 13485** certified





# A Large Global Network of Leading Partners Driving Collaborative Innovation

| Clinical Service   | Biopharma                     | Research   | Insurance Com                      |
|--|-------------------------------|--|------------------------------------|
| <p>60+ listing hospital in TW<br/>200+ Hospitals globally<br/>900+ collaborating oncologists</p> | <p>15+ Biopharma partners</p> | <p>40+ research institutes<br/>200+ ongoing projects<br/>44 publications</p> | <p>Private insurance companies</p> |

# About Prenetics

We are a health sciences company dedicated to advancing consumer and clinical health.

## Consumer Health



### Health & Wellness

A New Health & Wellness Brand

I·M·8™

100% owned



### Sports Distribution

Global ecommerce and retail logistics provider

SPORTS EUROPA PARTNERS HUBMATRIX

100% owned



### Genetic Testing

Next Generation Sequencing

Circle DNA

100% owned



### Cancer Treatment Selection

Precision Medicine

ACT GENOMICS

73% owned



### Early Cancer Detection

Venture with Pioneer of NIPT Prof. Dennis Lo

INSIGHTA▶

35% owned

# Transformative Collaboration: Prof. Dennis Lo and Prenetics Unite for Groundbreaking Early Cancer Detection Diagnostics

## The Father of Non-Invasive Prenatal Testing (NIPT) and Early Cancer Detection Diagnostics

- Introduced ground breaking NIPT technology in 2011, now screening over 10 million expectant mothers annually across 90+ countries.
- Global market value of NIPT stands at US\$7.3bn, increasing to US\$13.1bn by 2027
- Awarded King Faisal Prize in Medicine (2014).
- Honored with life sciences most prestigious awards: Fellow of the Royal Society (2011), Royal Medal and Breakthrough Prize (2021), and the distinguished Lasker Award (2022).
- Co-founded Cirina, acquired by Grail for US\$300m in 2017, subsequently purchased by Illumina for US\$7.1bn.
- Was the scientific co-founder for Grail
- Providing intellectual property, R&D leadership, and science oversight for the breakthrough multi-cancer early detection technology “FRAGMA” published in 2022.



**Prof. Dennis Lo is a pioneering innovator**

## Formation of Insighta with Prenetics

- In 2023, Prenetics and Prof. Dennis Lo formed a landmark 50/50 Joint Venture
- Prenetics contributed US\$100M with US\$80m in cash to accelerate clinical trials and commercialization for single and multi early cancer detection

# FRAGMA Technology: A Low-Cost, Accurate Approach to Cancer Screening

**DNA methylation** changes are hallmarks for a wide variety of cancers, this can be potentially applied to a multi-cancer early detection test

**FRAGMA** provides an accurate and low cost method for studying the genomewide methylation profile of circulating DNA

1

**Accurate and early detection of Cancers** with shallow-depth sequencing

2

Initial studies has also shown it is applicable for **early detection for liver, lung, bladder and colorectal cancer**

3

Urine DNA has shown to be valuable for the **early detection of urogenital cancers**

4

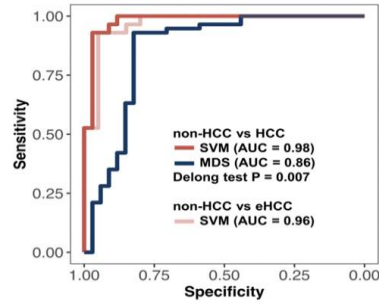
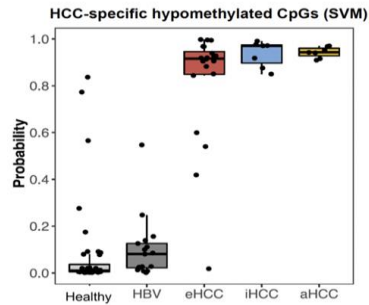
**Versatile technology** can be potentially applied to a Multi-cancer early detection test

5

**Low cost**, enabling accessibility of early detection cancer to a much wider population than current testing methods

# Applications of FRAGMA

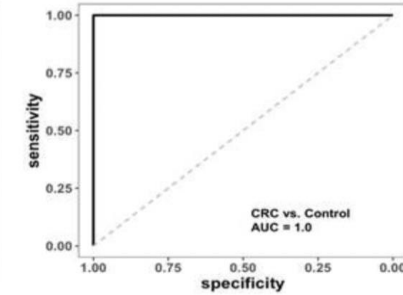
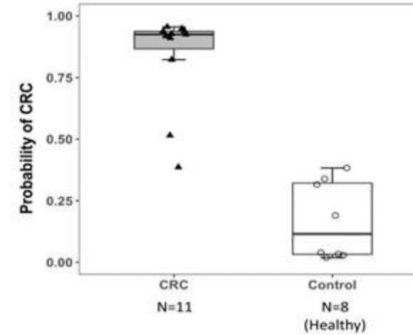
## HCC (Liver Cancer)



**0.98**  
AUC

- 20 patients had early-stage HCC
- 7 patients had advanced HCC
- 7 patients had intermediate stage HCC
- 38 healthy subjects and 17 hepatitis B carriers

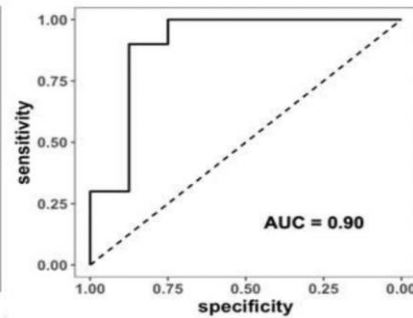
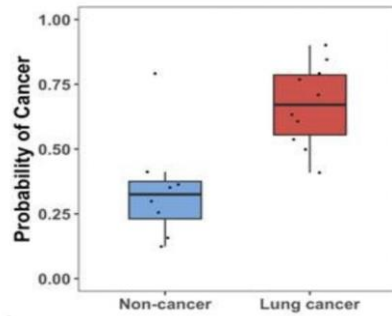
## Colorectal Cancer



**1.0**  
AUC

- 11 patients had colorectal cancer
- 8 healthy subjects

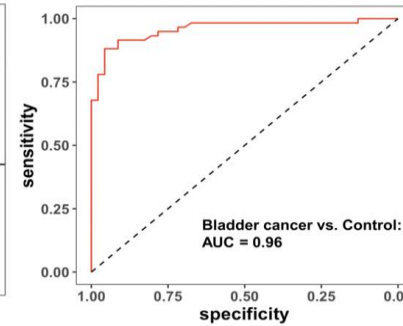
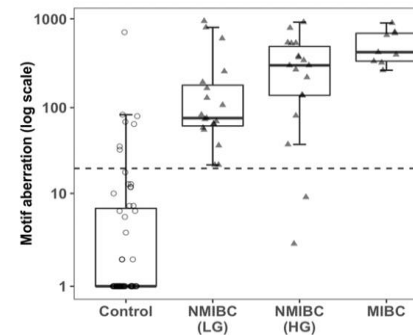
## Lung Cancer



**0.9**  
AUC

- 10 patients had lung cancer
- 8 healthy subjects

## Bladder Cancer by Urine










**0.96**  
AUC

- 19 low grade non-muscle invasive bladder cancer
- 18 high grade non-muscle invasive bladder cancer
- 9 muscle invasive bladder cancer

# At-Risk Population is 1.5 Billion People Globally

Insighta aims to focus on developing lung and liver cancer early detection screening

|  |  |  |  |  |  |  |  |
|--|---|---|--|---|---|---|---|
|  | China   | India   | Indonesia  | Vietnam   | Philippines   | Thailand  | USA   |
| <b>At-Risk Screening Population (Millions)</b> | <b>644</b><br>135M Lung<br>509M Liver   | <b>577</b><br>72M Lung<br>505M Liver  | <b>116</b><br>22M Lung<br>94M Liver  | <b>34</b><br>7M Lung<br>27M Liver   | <b>34</b><br>4M Lung<br>30M Liver   | <b>21</b><br>5M Lung<br>16M Liver   | <b>107</b><br>13M Lung<br>94M Liver   |
| <b>Lung Indication</b>                         | Aged 50+<br>Smokers   | Aged 50+<br>Smokers   | Aged 50+<br>Smokers  | Aged 50+<br>Smokers   | Aged 50+<br>Smokers   | Aged 50+<br>Smokers   | Aged 50+<br>Smokers   |
| <b>Liver Indications</b>                       | HBV Carriers /<br>NAFLD   | HBV Carriers /<br>NAFLD   | HBV Carriers /<br>NAFLD  | HBV Carriers /<br>NAFLD   | HBV Carriers /<br>NAFLD   | HBV Carriers /<br>NAFLD   | HCV Carriers /<br>NAFLD   |

# Presight Liver Cancer Trial Results

Executive Summary of HCC Diagnosis by FRAGMA Clinical Study (Case-control cohort, n=504)

## FRAGMA Clinical Study

- Use of Insighta's Proprietary FRAGMA technology to test for liver cancer - hepatocellular carcinoma (HCC)
- 504 subjects in the study
  - 100 with HCC from BCLC Stages 0 to C
  - 204 Hepatitis B virus carrier, including cirrhosis and non-cirrhosis cases
  - 100 with fatty liver, including NASH and MASLD cases
  - 100 control

## Process

- Cell free DNA were extracted from plasma and prepared as DNA libraries for sequencing by NGS
- 50% random picked cases sequenced data were used for training the machine learning model to develop the Proprietary algorithm
- The rest of 50% cases sequenced data were analyzed by the algorithm

## Result





Results: the accuracy of the FRAGMA combinatorial model for HCC

**Sensitivity: 90%,  
Specificity: 95%**

In comparison, the current blood based lab test for HCC, AFP results are respectively

**Sensitivity: 56%,  
Specificity: 95%**

# Strong Product Pipeline Backed by World Class Science

| Product           | Indication                 | Early Stage Development  | Case Control Study | Regulatory Approval |
|-------------------|----------------------------|--|--------------------|---------------------|
| Presight Liver    | Liver Cancer Screening     |    |                    |                     |
| Presight Lung     | Lung Cancer Screening      |    |                    |                     |
| Presight Prostate | Prostate Cancer Screening  |   |                    |                     |
| Presight One MCED | 10+ Multi-Cancer Screening |  |                    |                     |



# Projected Screening Market Opportunities in 2030

Presight  
Liver

Liver Cancer  
Screening

Presight  
Lung

Lung Cancer  
Screening

Presight  
Prostate

Prostate Cancer  
Screening

Presight  
One  
MCED

10+ Multi-Cancer  
Screening

## Large sales potential in 2030 with robust margins

- 30M+ annual test population in liver and lung cancer (1.4B at-risk)
- Additional cancers and MCED creates further upside
- Targeting 70% gross margins at scale

## High sensitivity and low cost screening test

- Target of 90% or greater sensitivity
- Target of less than US\$200 for end user price
- Target of less than US\$100 for clinics and hospitals

## Strong cash position

- Strong cash position allows ability to fund clinical trials without further funding
- Allows for commercialization
- Cash also allows research and development of new technologies, and generation of IPs



**Prenetics™**  
NASDAQ : PRE