ASX
ANNOUNCEMENT
8 JULY 2021

INVESTOR PRESENTATION

MELBOURNE, Australia (8 July 2021): Lumos Diagnostics Holdings Limited (ASX:LDX, 'Lumos' or the 'Company'), a leader in rapid diagnostic test technology, is pleased to release the attached Investor Presentation.

< ENDS >

Authorised on behalf of the Lumos Diagnostics Holdings Limited Board of Directors by Sam Lanyon, Executive Chair.

About Lumos Diagnostics:
Lumos Diagnostics specialises in rapid, cost-effective and complete point-of-care (POC) diagnostic test solutions to help healthcare professionals more accurately diagnose and manage medical conditions. Lumos offers customised assay development and manufacturing services for POC tests and proprietary digital reader platforms. Lumos also directly develops, manufactures and commercialises novel, Lumos-branded POC tests that target infectious and inflammatory diseases. For more information visit lumosdiagnostics.com.

Forward-looking statements
This announcement contains forward-looking statements, including references to forecasts. Forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond Lumos' control and speak only as of the date of this announcement. These forward-looking statements should be read in conjunctions with, and are qualified by reference to, risks as set out in Section 5 of Lumos prospectus dated 7 June 2021, general assumptions, specific assumptions and the sensitivity analysis as set out in Section 4 of that prospectus, and other information in the announcement. Readers are cautioned not to place undue reliance on forward-looking statements.

Important Notices
This announcement has been prepared for publication in Australia and may not be released to U.S. wire services or distributed in the United States. This announcement does not constitute an offer to sell, or a solicitation of an offer to buy, securities in the United States or any other jurisdiction. Any securities described in this announcement have not been, and will not be, registered under the U.S. Securities Act of 1933 and may not be offered or sold in the United States except in transactions exempt from, or not subject to, registration under the U.S. Securities Act and applicable U.S. state securities laws.

Contacts
Investor
Melanie Leydin
IR@lumosdiagnostics.com
+ 61 3 999 7729

Media (Australia)
Brian Karlovsky
WE Communications
WE-AULumos@we-worldwide.com
+61 450 603 182

Media Contact (U.S. and Global)
Laura Lovejoy Sambursky
Saranova, LLC
communications@lumosdiagnostics.com
+1 941 928 9025

Lumos Diagnostics
Investor Briefing

July 2021

Disclaimer and Important Information

This presentation (Presentation) has been prepared solely for informational purposes by Lumos Diagnostics Holdings Limited (Company).

NOT BE RELEASED TO US WIRE SERVICES OR DISTRIBUTED IN THE UNITED STATES: This Presentation has been prepared for publication in Australia and may not be released to US wire services or distributed in the United States. This announcement does not constitute an offer to sell, or a solicitation of an offer to buy, securities in the United States or any other jurisdiction. Any securities described in this announcement have not been, and will not be, registered under the US Securities Act of 1933 and may not be offered or sold in the United States except in transactions exempt from, or not subject to, registration under the US Securities Act and applicable US state securities laws. Distribution or release of this document outside Australia may be restricted by law and such restrictions should be observed. Persons who come into possession of this document who are not in Australia should seek advice on and observe any such restrictions. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.

NOT A PROSPECTUS: This Presentation is not a prospectus, product disclosure statement or disclosure document for the purposes of the Corporations Act or otherwise. It has not been lodged with the Australian Securities and Investments Commission (ASIC) or filed, registered or approved with any other regulatory authority in any other jurisdiction. The Company lodged a prospectus with ASIC on 7 June 2021 (Prospectus) which is available at www.asx.com.au. For further information in relation to the Company, refer to the Prospectus. This presentation does not purport to contain all information that a prospective investor may require in evaluating a possible investment decision in the Company or that would be required in a prospectus or offering document.

NOT A RECOMMENDATION: This Presentation does not constitute an invitation, offer or recommendation to apply for any securities. Nothing in this presentation constitutes financial, legal, tax or other advice. The information in this presentation does not take into account your investment objectives, financial situation or particular needs. Before making an investment decision, you should consider whether an investment in the Company is appropriate in light of your particular investment needs, objectives and financial circumstances and consider obtaining professional securities advice.

PAST PERFORMANCE: Past performance information given in this Presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance. Actual results could differ materially from those referred to in this Presentation.

FORWARD-LOOKING STATEMENTS: Some of the information contained in this presentation may constitute forward-looking statements that are subject to various risks and uncertainties. Certain statements, beliefs and opinions contained in this presentation, particularly those regarding the possible or assumed future financial or other performance of the Company, including the Company's forecast financial information for the financial year ending 30 June 2021 and the potential impact of the COVID 19 pandemic, as well as industry growth or other trend projections are or may be forward-looking statements. Nothing in this Presentation is a promise or representation as to the future and specifically, no representation or warranty is being made that any of the forward-looking statements, opinions and projections will come to pass or that any forecast result will be achieved. Statements or assumptions in this presentation as to future matters may prove to be incorrect. Forward-looking statements can be identified by the use of 'forward-looking' terminology, including, without limitation, the terms 'believes', 'estimates', 'anticipates', 'expects', 'predicts', 'intends', 'plans', 'propose', 'goals', 'targets', 'aims', 'outlook', 'guidance', 'forecasts', 'may', 'will', 'would', 'could' or 'should' or, in each case, their negative or other variations or comparable terminology. These forward-looking statements include all matters that are not historical facts. By their nature, forward-looking statements involve known and unknown risks, uncertainties and other factors because they relate to events and depend on circumstances that may or may not occur in the future, assumptions which may or may not prove correct, and may be beyond the Company's ability to control or predict which may cause the actual results or performance of the Company to be materially different from the results or performance expressed or implied by such forward-looking statements. Forward-looking statements are based on assumptions and contingencies and are not guarantees or predictions of future performance. These forward-looking statements include all matters that are not historical facts. No representation is made that any of these statements or forecasts will occur or that any forecast result will be achieved. You must not place undue reliance on any such forward-looking statements.

FINANCIAL INFORMATION: This Presentation contains pro forma and forecast financial information. The pro forma and forecast financial information provided in the Presentation is for illustrative purposes only and is not represented as being indicative of the Company's actual or future financial position. All dollar values contained in the Presentation are in Australian dollars (US$) unless otherwise stated. In addition, a number of figures, amounts, percentages, estimates, calculations of value and fractions in this presentation are subject to the effect of rounding. Accordingly, the actual calculation of these figures may differ from the figures set out in the Presentation.

INDUSTRY DATA: This Presentation contains industry and market data and statistics, third party estimates and other information (including industry forecasts and projections). The Company has obtained significant portions of this information from databases and research prepared by third parties. Those reports were obtained by the Company and/or the Joint Lead Managers and certain information contained in this Presentation has been extracted by the Company from those reports. None of the authors of reports have authorised or approved the publication of this Presentation. The Company has not independently verified the industry data included in this Presentation.

Business Summary

Company overview	• Comprehensive point-of-care (POC) diagnostic test, digital test-reader, and automated test manufacturing capability across both: – **Products -** development, manufacture and sale of its own, proprietary and in-licensed POC diagnostic tests – **Commercial Services -** develops and manufactures POC diagnostic tests and readers for clients, from assay development to contracting manufacturing • POC diagnostic tests provide rapid actionable test results while the patient is present and without requiring access to a lab • Primary focus on POC diagnostic tests for infectious diseases • Established 2015, merged with RPS Diagnostics in 2019 • Corporate head offices in **Melbourne, Australia** and manufacturing, R&D, and commercial operations in **Carlsbad, CA** and **Sarasota, FL** in the US
Products division	• Portfolio of proprietary and in-licensed POC diagnostic test products • **FebriDx®** test identifies patients with either a bacterial or viral infection: – Results delivered in 10 minutes, allowing immediate treatment decision – Commercial sales commenced in **UK, Germany, Australia and Canada; US** launch targeted for CY21 pending FDA clearance – Clinical utility for guiding appropriate use of antibiotics and more efficient management of patients – Delivers significant healthcare savings • Strong pipeline of other products including a digital reader platform, tests for COVID-19 antigen, digital formats of FebriDx®, and new tests for other infectious diseases
Commercial services division	• Full service offering from initial assay development through to contract manufacturing • Capability across chemistry, engineering and production for development of diagnostic tests and readers, including significant digital healthcare expertise • **Established client base** including global leaders, with over 20 commercial clients since inception • **>50 projects completed** over last 3 years including several with long-term, repeat partners • Revenue from contract manufacturing commenced in FY21 and is growing rapidly due to high demand for POC contract manufacturing services
Large total addressable market	• POC diagnostic test global test market approximately US$30 billion in 2020. Primary focus markets (North America/Europe) of approximately US$19 billion, projected to grow at over 11% CAGR. • US$2.9 billion+ global infectious diseases segment. US$1.8 billion infectious diseases segment in primary focus markets. • Incremental opportunity for FebriDx® • Robust growth forecast for POC diagnostic test from technology advances, decentralisation of healthcare services, and growing need for testing and monitoring
Strong financials and growth outlook	• **FY20 revenue** of **A$8.4 million** and **FY21F revenue** of **A$23.8m (1H FY21 revenue** of **A$11.6 million)** • Targeting growth in product revenue from recently launched and pending products • Commercial Services division and Product business well positioned with strong industry tailwinds

Investment Highlights

1. A leading end-to-end provider of POC diagnostic tests and development services from initial diagnostic assay and reader development through to high-volume manufacturing of commercial product
2. Lumos' Commercial Services business has grown rapidly delivering $11.6M in revenue in 1H FY21 as a result of a strong contribution from development services, with revenue from recently added manufacturing capability commencing in 2H FY21
3. Lumos' first proprietary POC diagnostic product, FebriDx®, distinguishes between viral and bacterial infections for patients with Acute Respiratory Illness symptoms, has commenced sales in UK, Germany and Canada is targeting US regulatory clearance in 2021
4. Lumos has pipeline of other POC diagnostic tests for commercialisation including an antigen test for COVID-19, a test for respiratory viruses pending approval, and for sepsis and urinary tract infections in development
5. Recent COVID-19 pandemic has accelerated growth of POC diagnostic testing market globally and driving structural changes to healthcare that have the potential to see their greater adoption and use in the future
6. Lumos has a history of success in delivering commercial-ready products to top-tier, multinational partners

Lumos Diagnostics

Lumos at a Glance

Fully integrated developer and manufacturer of POC diagnostic tests, digital test-readers and automated test manufacturing across:

- **Products** - development, manufacture and sale of its own, proprietary and in-licensed POC diagnostic tests
- **Commercial Services** - development and manufacturing of POC diagnostic tests and readers for clients

$23.8m FY21F revenue

- Growth of 109% CAGR[1]

FebriDx®: 99% Negative Predictive Value

- POC diagnostic test to distinguish between bacterial or viral infections for patients with acute respiratory illness (ARI) symptoms

Pipeline of additional proprietary POC diagnostic tests

- Multiple products in development for additional applications with large addressable markets

Commercial Services business has grown at 100% CAGR[1]

- Servicing a diversified client base of over 20 companies, including several long-term, repeat clients

Complete, end-to-end POC solutions for clients

- Covering initial assay development through to contract manufacturing

Large total addressable POC diagnostic test market

- Large existing POC diagnostic test market with significant growth projected from operational and healthcare benefits

Note: Lumos currently sells single use tests (LHS). Reusable desktop readers (RHS) are under development
1. From FY18 to FY21F.

Lumos Business Overview

Lumos has a comprehensive POC capability from initial assay development through to high-volume manufacturing which is used to develop its own tests for sale and for clients under commercial contracts

Proprietary and in-licensed POC diagnostic tests and systems for commercial sale

- Pipeline of infectious disease POC diagnostic tests currently under development or pending regulatory clearance

POC diagnostic tests, digital reader formats and digital applications developed for clients under commercial contracts

- Generated >$9.8m in revenue in 1H FY21 from multiple partners with new manufacturing capability contributing to additional growth

Able to leverage skillset, R&D and manufacturing scale economics across Lumos' Products and Commercial Services divisions

Proprietary Readers: Different Settings

Lumos is developing a comprehensive digital reader platform designed to satisfy the specific needs of different customer groups

SINGLE-USE DISPOSABLE

- Single use disposable tests
- Simple “yes/no” tests
- Out-of-clinic use
  - Over the counter
  - Consumers / at home testing

MULTI-USE DISPOSABLE

- 10-50 single use test strips
- Limited reuse disposable reader
- Lower volume clinical settings

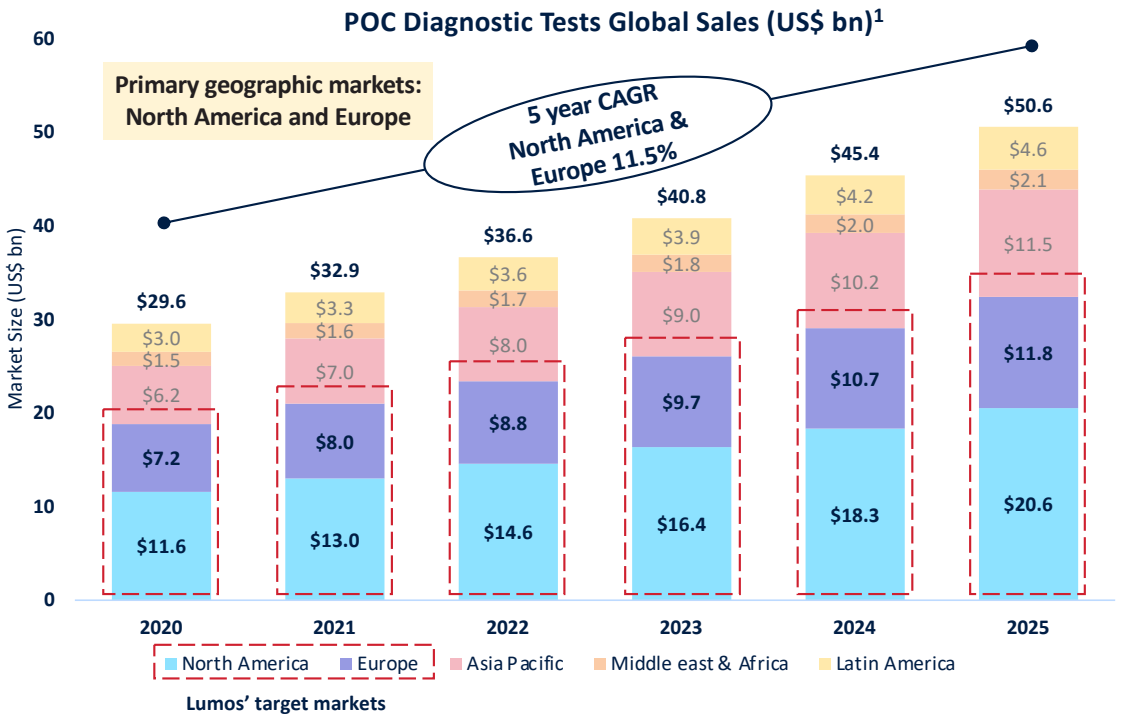
DESKTOP

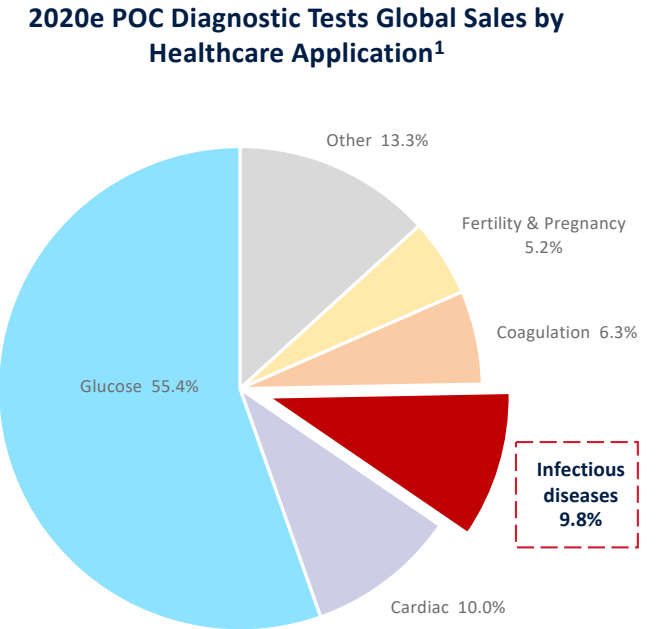
- High performance desktop reader
- Multiple tests using same reader
- Higher volume / higher complexity settings e.g. Electronic Medical Record / Lab Information System connectivity

Lumos currently sells desktop readers. Single and multi-use disposable readers are under development.

POC Diagnostic Tests: Large Addressable Markets

Lumos is currently focused on the development and commercialisation of POC diagnostic tests for infectious diseases in the North American and European markets





Total Market size: US$29.6bn
Infectious diseases segment: US$2.9bn
Infectious diseases segment in primary markets: US$1.8bn

1. Markets and Markets. Point of Care / Rapid Diagnostics Market Global Forecast to 2025 Report, January 2021.

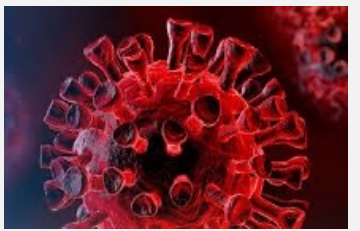
Strong Macro Growth Drivers

Long term growth for the POC diagnostic test market driven by technology advances, decentralisation of healthcare services and increased prevalence of medical conditions that require testing

Selected Growth Drivers

- ✓ Technological developments
- ✓ Decentralisation of healthcare services
- ✓ Growing prevalence of health conditions that benefit from regular monitoring
- ✓ Operational efficiencies and healthcare economics
- ✓ Increased use in emerging markets
- ✓ Shortage of skilled laboratory technicians
- ✓ Onshoring of manufacturing – security of domestic supply chain
- ✓ Rapid diagnostics benefits becoming more mainstream

Impact of COVID-19 on POC diagnostic testing[1]



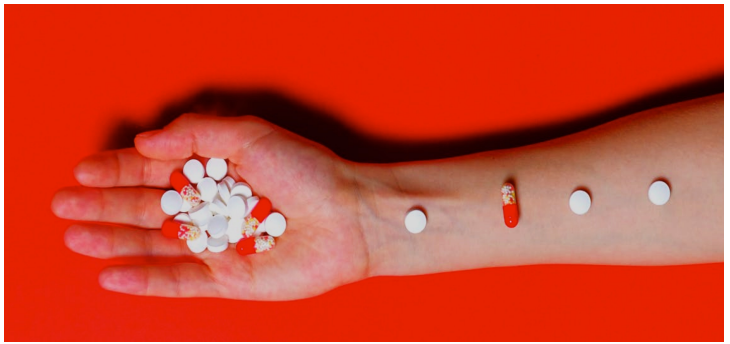
- Increased demand for POC diagnostic tests from the COVID-19 pandemic due to:
  - Need for rapid results;
  - Triage required to identify patients for isolation; and
  - High volume use of COVID-specific POC diagnostic tests
- Resulted in a rapid increase in the adoption of POC diagnostic tests across multiple healthcare settings
- Changes in clinical practice are expected to remain in place even as the COVID-19 pandemic subsides

1. Price CP, St John A Will COVID-19 be the coming of age for point-of-care testing? BMJ Innovations 2021;7:3-5.

Capabilities

Overuse of Antibiotics

Extensive inappropriate use of antibiotics is adversely impacting healthcare through the emergence of antimicrobial resistance, adverse side effects and increased costs to healthcare systems



- Antibiotics can only treat bacterial infections[1]
- Hard to distinguish ARIs that are caused by viruses from those caused by bacteria based on symptoms alone because the symptoms are very similar[1]
- Diagnostic uncertainty is one of the most common causes for the inappropriate prescribing of antibiotics[2]

Diagnostic uncertainty

Healthcare providers unable to determine cause of infection (viral vs bacterial) based on patient symptoms alone[2]

Antibiotics often prescribed as a precautionary measure[2]

Over 30% of antibiotic prescriptions are given to patients who do not have a bacterial infection[3]

Antimicrobial resistance (AMR)	Adverse side effects	Increased healthcare cost
• Overuse of antibiotics enables antibiotic-resistant strains to emerge	• 1-in-10 patients experience side-effects and 1-in-15 experience an allergic reaction[4] • 16% of all outpatient adverse drug event visits[5]	• Both AMR and the treatment of side effects from antibiotics increase healthcare costs

1. The Pew Charitable Trust (2016), Antibiotic Use in Outpatient Settings. 2. Handle with care: Chief Public Health officer of Canada's 2019 spotlight report. 3. 2020 - Measuring Outpatient Antibiotic Prescribing.. 4. NHS, Antibiotics side effects, published on May 2019. 5. National Estimates of Emergency Department Visits for Antibiotic Adverse Events Among Adults—United States, 2011–2015, (https://doi.org/10.1007/s11606-018-4430-x)N.

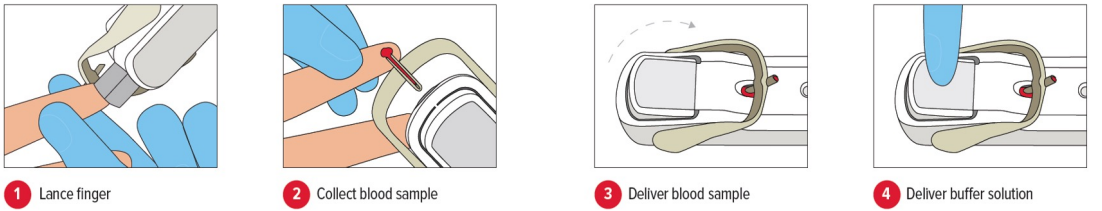
FebriDx®: A Simple Test For Microbial Infection

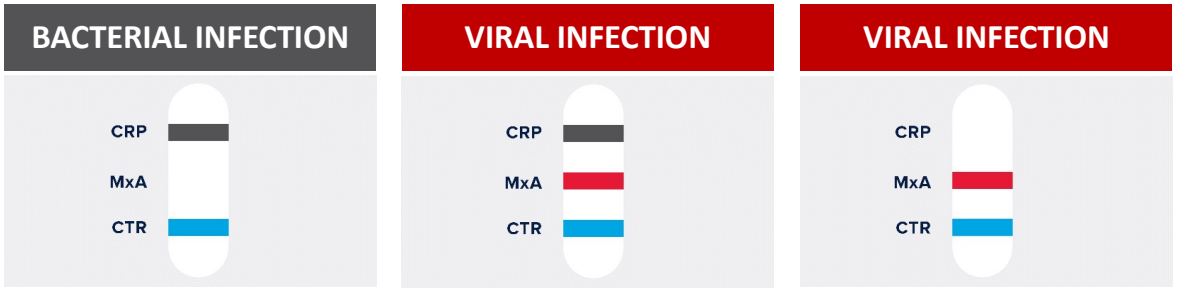
FebriDx® can rapidly identify patients who have a microbial infection[1] and, if positive, determine if that infection is caused by a viral or bacterial pathogen

Key: Markers for infection

CRP	Inflammatory marker elevated with any infection
MxA	Specific marker only elevated with viral infection

FebriDx® Test Procedure and Interpretation of Results





Patient can be treated with antibiotics

Viral Infection - Antibiotics will not work
Patient needs to be managed differently

1. Microbial infection is the invasion of infectious agents into the organism, their multiplication and the reaction of host tissue against these agents. Infectious agents include bacteria, virus, parasite and fungi.

FebriDx®: Essential Part of A Doctor's Diagnostics Toolkit

Often difficult for clinicians to distinguish between viral and bacterial infections based on patient symptoms alone. FebriDx® has the potential to become an essential part of a doctor's diagnostics toolkit

Unmet diagnostic requirement

- Often difficult for clinicians to distinguish between viral and bacterial infections based on patient symptoms alone
- FebriDx® provides a rapid, objective way to establish if a patient has a viral or bacterial infection
- FebriDx® also can improve patient workflow - administered by nurse or medical assistant while patient waits to see the clinician (similar to rapid Strep and Flu tests)

Antibiotic Prescriptions in the US

~150M patient interactions every year where FebriDx® test is applicable[1,2]

~260M antibiotic prescriptions issued in outpatient settings each year[3]

~800 antibiotic prescriptions per 1,000 population[3]

~168M antibiotic prescriptions by primary care physicians, physician assistants / nurse practitioners[3]

~30% of antibiotic prescriptions are given to patients who **do not** have a bacterial infection[4]

44% of antibiotic prescriptions are written to treat patients with ARIs, **~50%** of these are **unnecessary**[4]

1. https://www.jucm.com/improving-appropriate-antibiotic-use-common-clinical-conditions-urgent-care. 2. Unnecessary Antibiotics for Acute Respiratory Tract Infections: Associations with Care Setting and Patient Demographics,(2016). 3. Centers for Disease Control and Prevention. Outpatient antibiotic prescriptions — United States, 2017. 4. https://www.pewtrusts.org/en/research-and-analysis/reports/2016/05/antibiotic-use-in-outpatient-settings.

FebriDx® is Used in a Range of Settings

The FebriDx® test's initial target markets include its use during consultations in primary care, triage in hospitals and emergency departments, and at-home self-assessment

	Outpatient primary and urgent care	Inpatient hospitals / emergency	Homecare
Key touch point	**GP**	**Emergency doctor**	**Patient**
Typical use case	• Confirm source of ARI infection: – **Bacterial** – treat with antibiotics – **Viral –** isolate or pathogen specific testing	• Confirm source of ARI infection: – **Bacterial** – treat with antibiotics – **Viral –** isolate or pathogen specific testing	• Patient to use directly or on family to determine source of ARI infection: – **Bacterial** – visit doctor – **Viral –** isolate at home
Regulatory approvals[1]	• **Regulatory clearance in Canada (Health Canada), Australia (TGA), United Kingdom and Germany (CE mark)** • **United States: 510(k) application submitted to FDA (currently under review)**		• Future application to be submitted
Reimbursement	• **US: Potential to use existing CPT codes and FebriDx® specific code post FDA clearance[2]** • US: Assumed reimbursement of approximately US$16 per FebriDx® test (generic CRP and infectious disease tests CPT codes)		
Format of FebriDx®	• **Current: A standalone, disposable, qualitative product** • Under development: Semi-quantitative versions of the FebriDx® test which use digital readers and software applications that can be integrated with the cloud and electronic patient medical record systems, as well as other healthcare applications		

1. Refer to page 20; regulatory approval for inpatient and outpatient settings only; 2. Final reimbursement can only be determined after regulatory clearance is granted.

Potential Benefits of FebriDx®

FebriDx® can deliver significant tangible benefits to patients and across the health system

Patients

- ✓ **Reduce incidence of side effects** caused by unnecessary exposure to antibiotics
- ✓ **Objective test** result providing confidence of correct diagnosis and treatment decision
- ✓ Reduce risk of **waiting-room infection**
- ✓ Reduce **misdiagnosis** and need for subsequent follow up visits

Physicians

- ✓ Greater **confidence** on treatment decisions and need for intervention
- ✓ Reduce **risk of missing bacterial infection** in a patient
- ✓ Improve **practice workflow** allowing initial assessment conducted by practice staff
- ✓ **Reduce exposure** of staff and patients to patients with a viral infection

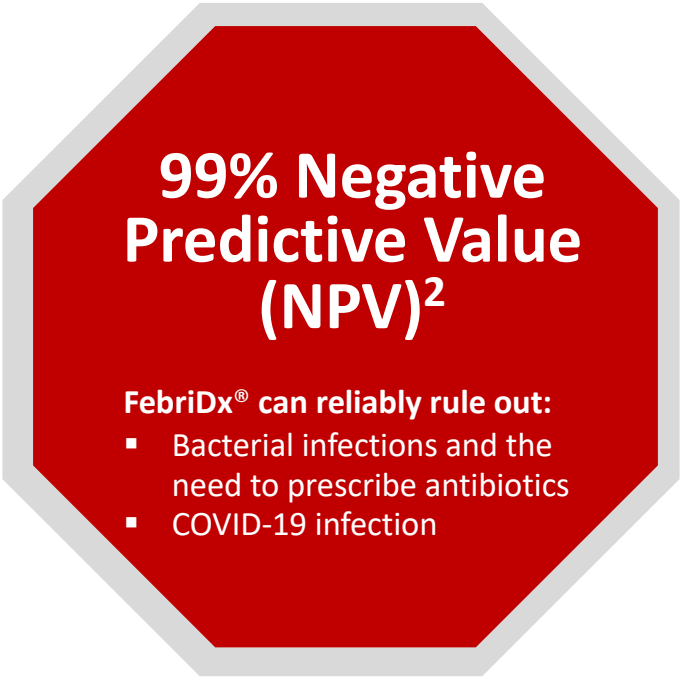
Insurers and Government

- ✓ Reduce antimicrobial resistance (**AMR**)
- ✓ Provide significant **cost savings** from reduced AMR strains
- ✓ Additional cost savings from **unnecessary deaths** and adverse **drug reactions**
- ✓ Reduces **misdiagnosis** and subsequent follow up visits

FebriDx®: Confidence in Highly Accurate Results

High negative predictive value, sensitivity and specificity demonstrated in multiple clinical trials

- 99% certainty that a patient does not have a bacterial infection (and therefore does not require antibiotics)
- 10 minutes to result – meaning doctor can act on the information while the patient is still present
- Can deliver significant healthcare cost savings



FebriDx® has been tested on 1,982 patients over nine published clinical studies that include four peer reviewed journals specific to bacterial vs viral infection diagnosis in ARI patients[1]:

Bacterial infection:
sensitivity = 95%
specificity = 94%

Viral Infection:
sensitivity = 90%
specificity = 82%

1. 2015 - Evaluation of a combined MxA and CRP POC immunoassay; 2016 - Diagnostic Accuracy of FebriDx; 2017 - FebriDx Point-of-Care Testing to Guide Antibiotic Therapy; 2018 - A prospective, multi-centre US clinical trial. 2. 99% Negative Predictive Value means that there is a 99% certainty that a patient does not have a bacterial infection (and therefore does not require antibiotics)

FebriDx® Path to Market and Total Addressable Market

FebriDx has regulatory clearance in the UK, Germany, and Canada and has commenced commercialisation.[1] In the US, a 510(k) application has been lodged with the FDA and is currently under review.

	Status	Status / *Strategy*	Total Addressable Market
 United Kingdom	Initial Launch	• Non-exclusive distributor sale model - Henry Schein and Una Health • *Expand FebriDx® into GP practices and NHS system once National Institute for Health and Care Excellence (NICE) guidelines updated*	~US$2.4 billion per annum (represents US market only)[3]
 Germany	Initial Launch	• Initial focus on use of FebriDx® on hospital testing in emergency departments • FebriDx® reimbursement in private sector using IGeL where available • *Expand FebriDx® reimbursement through EBM/GOA[2] in 2021*	
 Canada	Initial Launch	• Northern Diagnostics appointed as non-exclusive distributor in Canada for FebriDx® • FebriDx® covered under health savings account • *Expand use of FebriDx® into corporate employee health testing*	
 United States	Under FDA Review	• 510k application lodged October 2020 to differentiate viral from bacterial infections in patients with ARI and to allow use with COVID-19 • *Potential to use existing CRP and general infectious disease immunoassay codes to secure initial reimbursement coverage* • *Distribution through national and regional distributors*	

1. Regulatory cleared in Canada (Health Canada), UK and Germany (CE mark), Australia (TGA). CE marking is an administrative marking that indicates conformity with health, safety, and environmental protection standards for products sold within the European Economic Area (EEA). Separate EEA country approvals may be required. FebriDx will be re-submitted for MHRA approval. A 510(K) application is a premarket submission made to the FDA (Food and Drug Administration of the US) to demonstrate that the device to be marketed is as safe and effective, that is, substantially equivalent, to a legally marketed device that is not subject to premarket approval. 2. EBM / GOA is the German fee schedule for Statutory / Private health insurance. Respectively. If EBM/OGA is not available reimbursement may be available through IGeL. 3. Based on an estimated 154 million patient interactions where FebriDx would be applicable annually (approximately 58 million from ARI visits for primary care and approximately 96 million from emergency room and hospitals for retail health and standalone urgent care), and the applicable reimbursement of US$16 per test.

Commercial Services

Lumos Commercial Services

Lumos' commercial services business provides clients with a complete, end-to-end POC solution

Assay Development[1]

Development of robust POC diagnostic tests

Reader Customisation

Integration of POC diagnostic tests into reader formats suitable for different end users

Manufacturing

High-quality, volume production at a commercially attractive price point

End-to-end provider of connected digital rapid diagnostic solutions targeting specialised applications within the POC Diagnostics Market

1. Assays are investigative procedures that qualitatively assess a compound or examine a compound's effects on identified molecular, cellular, or biochemical targets.

Facilities, Quality and Manufacturing

High quality manufacturing facilities in place with excess capacity and headroom to underpin significant growth in contract revenue and for manufacture of Lumos' own proprietary products

FACILITIES

SARASOTA, FL - PRODUCT

CARLSBAD, CA - SERVICES

Capable of manufacturing ~120M+ tests per annum by mid CY 2021[1]

- Sarasota: 63 FTEs (product manufacturing & R&D)
- Carlsbad: 42 FTEs (client projects)
- 42,000 ft across 2 leased facilities
- Geographically strategic locations and redundancy (supply chain access and international markets)
- Fully automated

PROCESS

MDSAP
Medical Device Single Audit Program

ISO 13485

FDA

MDSAP certified, ISO 13485 compliant and FDA compliant development and manufacturing facilities.

Reducing the time and risk involved to take new diagnostic tests through development to manufacture and commercialisation.

1. Subject to completion of Sarasota facility expansion.

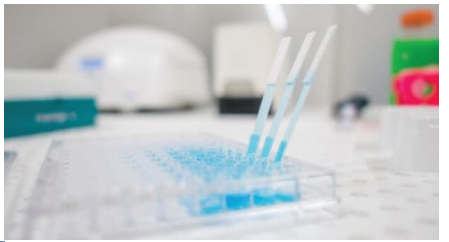
Corporate Overview

Patents and Significant Regulatory Requirements

Lumos possesses significant competitive strengths, driven by its proprietary products and its commercial services businesses

1	**INTELLECTUAL PROPERTY PORTFOLIO**	• 46[1] existing patents granted or exclusively in-licensed, with 34[1] pending • Multiple jurisdictions • Strong commercial pipeline • Includes patent coverage for 10 years
2	**STRINGENT REGULATORY REQUIREMENTS WITH LONG LEAD TIMES**	• FebriDx® FDA approvals under review • CE Mark
3	**QUALITY ASSURANCE & RELIABILITY**	• MDSAP certified • ISO 13485 compliant • High capacity automated manufacturing • Mid-year review completed in January 2021

FebriDx®



1. Patents validated in multiple European countries are counted as one patent

Board of Directors & Select Senior Management

Led by a management team with strong technical and commercial experience and a track record working together

Sam Lanyon
Executive Chairperson

25+ years in business strategy, R&D and operational roles in healthcare and technology markets

Lawrence Mehren
Non-Executive Director

20+ years' experience working in the diagnostics industry, in operational and financial roles including CEO and C-suite roles at Accelerate Dx and Ventana

Bronwyn Le Grice
Non-Executive Director

20 years of commercialisation, investment and operating experience in fast growth companies, primarily in the connected health space.

Catherine Robson
Non-Executive Director

20+ years of experience in finance, banking wealth management & growth stage businesses, respected ASX company director with audit, risk and remuneration focus

Rob Sambursky
CEO and Board Member

Founder of RPS Diagnostics. 25+ years in clinical, medical sciences, opthamology and infectious disease

Jill Thompson
Snr VP, Corporate Strategy and Development

25 years' experience in life science and diagnostics industry leading licensing, M&A, and business development

Kurt Phinney
Vice President, Operations

Experienced operations director with deep capability in infectious disease assay development and production

Melanie Leydin
Chief Financial Officer and Company Secretary

25+ years of ASX-listed CFO and Company Secretary experience, representing more than 30 ASX-listed companies

Sacha Dopheide
Chief Technology Officer

Commercially driven biomedical scientist with a proven track record in IVD and POC diagnostics

Annie Bell
Snr Director, Medical Affairs

15+ years managing clinical trial design and submission (FDA), and direct clinical practice in nursing

Paul Kase
VP, North America Sales

Over 27 years of medical sales and sales leadership experience within complex IVD and POC markets and businesses

Jeff Bishop
Snr VP, Research and Development

25+ years as an R&D leader in the diagnostics space including deep expertise in point of care applications

Sue Hibbeln
Snr Director, Regulatory Affairs

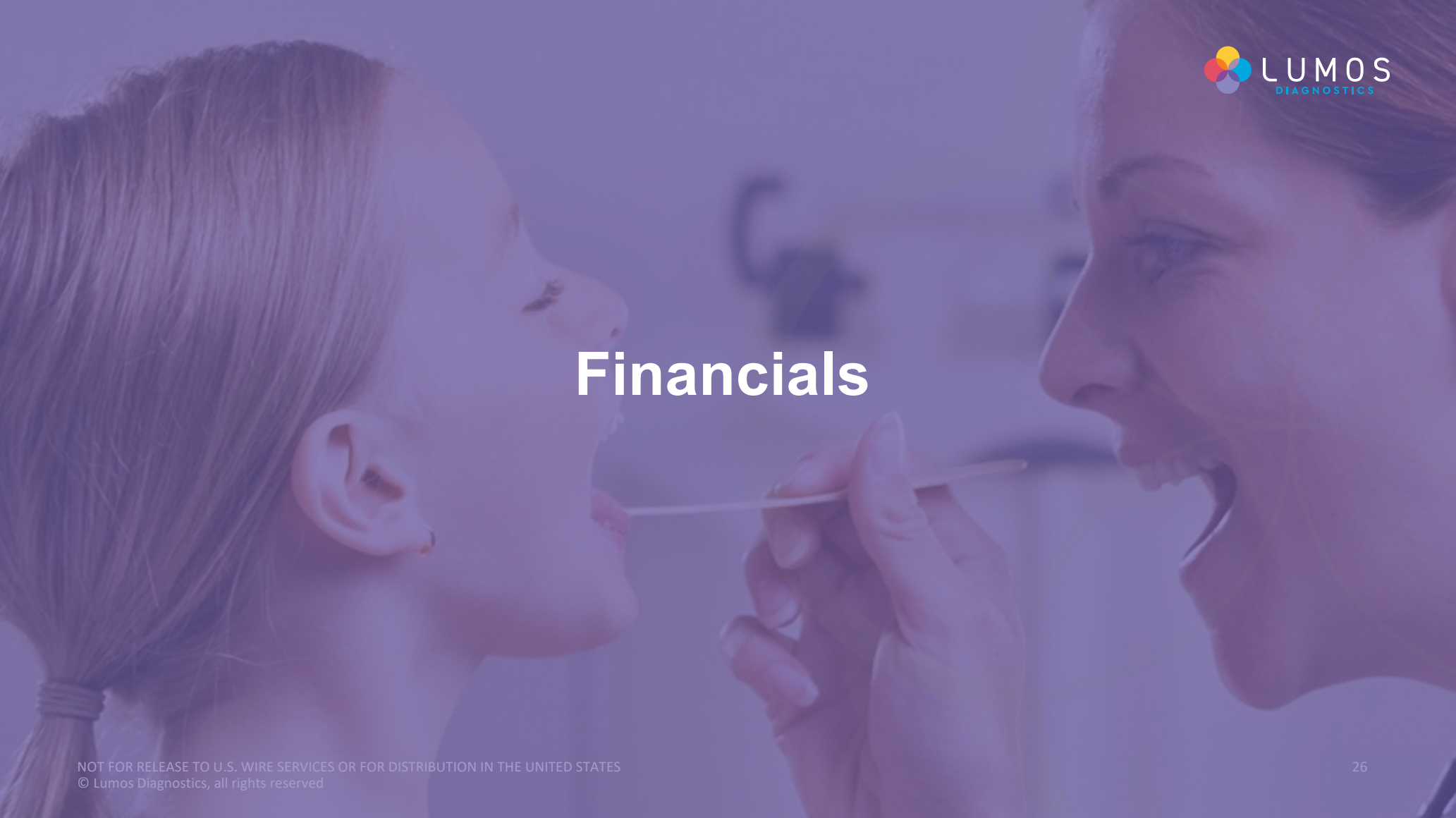
15+ years of Regulatory Affairs and Quality Assurance experience in medical devices, including IVD devices, software, hardware, implants and sutures

Target Milestones and Strategies

Lumos has a range of target milestones over 2021 and strategies over the medium term to drive growth

CY2021 targets	Selected medium term strategies
• FebriDx®: FDA approval • Completion of Sarasota facility expansion to support high volume manufacturing • Incremental contract manufacturing contracts • CoviDx™: product launch • ViraDx™: product launch • Further product additions to the DiaSorin platform	• FebriDx®: Launch of multi-use re-useable & disposable products • Launch of UriDx™ and SepsiDx™ • Multiple commercial launches for digital based platforms which drive revenue growth in manufacturing for both readers and tests

Note: Refer to note on page [21] in relation to Lumos' pipeline products

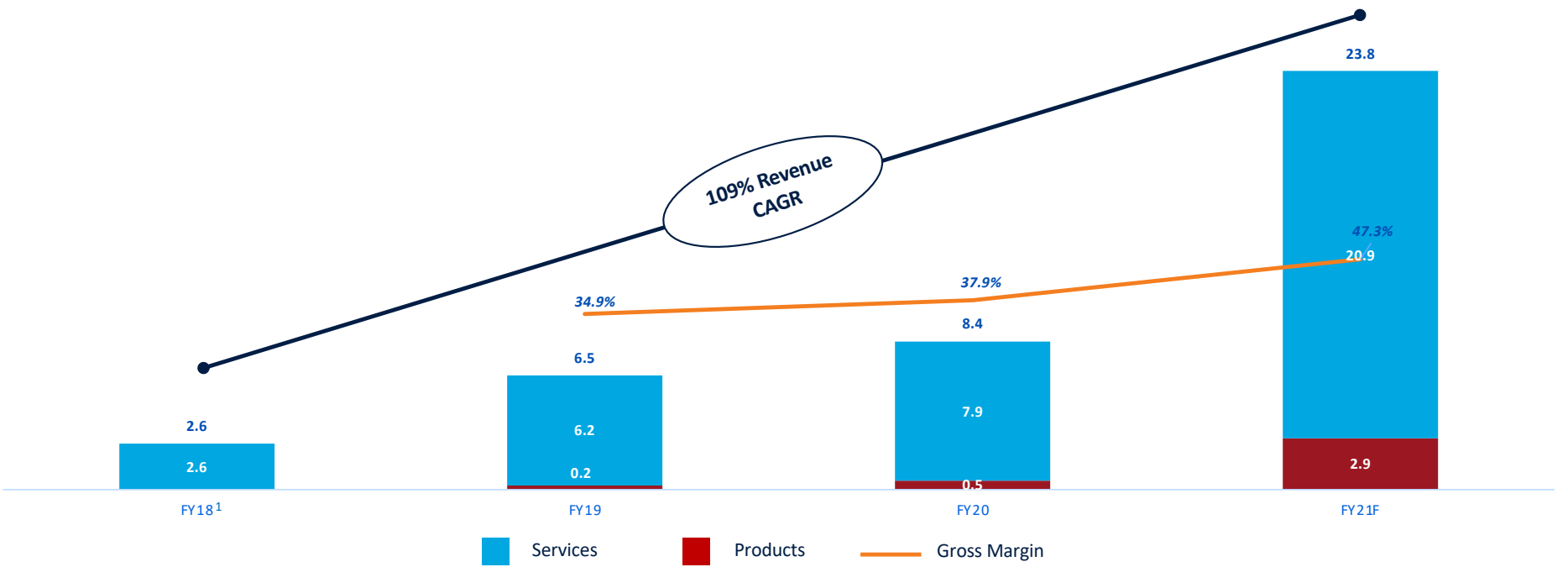


Financials

Lumos Strong Growth Trajectory

Lumos is experiencing significant revenue growth across both its Products and Commercial Services business divisions

Pro Forma Revenue Growth (A$M)



1. FY18 represents audited statutory figures
2. FY18 gross margin excluded as statutory costs of good sold was impacted by the merger with RPS Diagnostics, Inc

Pro Forma Profit and Loss Statement

Summary Pro forma historical results and pro forma forecast

A$ millions	Notes	FY19	FY20	FY21F
Product revenue		0.2	0.5	2.9
Services revenue		6.2	7.9	20.9
Revenue		**6.5**	**8.4**	**23.8**
Cost of sales	1	(4.2)	(5.2)	(12.5)
Gross Profit		**2.3**	**3.2**	**11.2**
Sales and marketing expenses	2	(2.8)	(2.6)	(3.2)
General and administrative expenses	3	(10.1)	(15.7)	(20.5)
Research and development expenses	4	(0.3)	(2.5)	(2.0)
Total Operating Expense		**(13.2)**	**(20.9)**	**(25.8)**
EBITDA before non-operating items		**(11.0)**	**(17.7)**	**(14.6)**
Non-operating items		0.1	0.0	(0.1)
EBITDA		**(10.9)**	**(17.7)**	**(14.7)**
Depreciation		(0.3)	(0.4)	(0.5)
Amortisation		(0.5)	(0.3)	(0.6)
EBIT		**(11.7)**	**(18.4)**	**(15.8)**
Net finance costs		(0.0)	(0.0)	(0.2)
Profit (loss) before taxation		**(11.7)**	**(18.4)**	**(16.0)**
Income tax (expense)/benefit		–	0.1	–
Net (loss)/profit after tax		**(11.7)**	**(18.3)**	**(16.0)**
Other comprehensive income, net of tax		0.1	(0.1)	–
Total comprehensive income		**(11.6)**	**(18.4)**	**(16.0)**

Key operating metrics

%	Notes	FY19	FY20	FY21F
Pro forma revenue growth (%)		*n.a.*	*29.7%*	*183.0%*
Product revenue as a % of total revenue		*3.8%*	*5.9%*	*12.2%*
Services revenue as a % of total revenue		*96.2%*	*94.1%*	*87.8%*
Pro forma gross margin		*34.9%*	*37.9%*	*47.3%*
Sales and marketing % of revenue		*43.1%*	*31.3%*	*13.5%*
General and administrative % of revenue		*156.6%*	*187.1%*	*86.5%*
Research and development % of revenue		*4.9%*	*30.3%*	*8.6%*

Commentary

- Revenue growth of 183% forecast in FY21
- Product revenue as a % of total revenue increasing
- Gross margin expanding and further scope to improve as product revenue increases
- Sales and marketing expenses increases reflect investment into future growth
- Research and development expense relatively stable over FY20 and FY21
- General and administrative expense as a % of revenue peaked in FY20 due to clinical trial costs in preparation for FebriDx® US launch

Notes:

1. **Cost of sales: Includes direct labour costs associated with the provision of Services and the assembly of Products , direct materials costs associated with the provision of Services and as used in the assembly of Products as well as indirect costs including freight costs, indirect labour costs including supervisors, and other overhead costs. The pro forma historical and forecast cost of sales includes a pro forma adjustment to the direct labour costs associated with the provision of Commercial Services to reflect the additional costs that would have been incurred by Lumos had the New Planet Innovation MSA (which will become effective on 1 July 2021) been in place since 1 July 2018.**
2. **Sales and marketing expenses:** Includes labour and associated overheads related to business development for services division and sales and support for product division.
3. **General and administrative expenses:** Includes administrative, manufacturing and clinical/ quality overhead which includes both labour and associated overheads. Refer to [4.6.2.3] of the recent Prospectus for further explanation.
4. **Research and development expenses:** Predominately includes personnel costs, refer to section [4.6.2.3] of the recent Prospectus for further detail.

Pro Forma Cash Flows

Consolidated Pro Forma Historical Cash Flows, Pro Forma Forecast Cash Flows

A$ millions	Notes	FY19	FY20	FY21F
EBITDA before non-operating items		(11.1)	(17.7)	(14.6)
Adjustments to EBITDA	1	1.0	1.4	1.2
Non-operating revenue / expenses		0.1	0.0	0.2
Changes to working capital	2	1.8	0.8	1.1
Operating cash flow		**(8.1)**	**(15.5)**	**(12.1)**
Capital expenditure		(0.9)	(0.4)	(10.8)
Payments for investment		(0.3)	-	-
Capitalised development cost	3	(4.3)	(5.6)	(3.4)
Free cash flow		**(13.6)**	**(21.6)**	**(26.3)**
Net interest income / (expense)	4	0.0	(0.0)	(0.3)
Proceeds from issue of shares	5	-	12.0	2.0
Proceeds from borrowings		5.7	-	-
Proceeds from issue of convertible notes	6	16.0	-	25.3
Repayment of lease liabilities		(0.1)	(0.2)	(0.9)
Net cash flow before the impact of the offer		**8.0**	**(9.8)**	**(0.3)**
Offer proceeds, net of costs	7	-	-	35.0
Net cash flow		**8.0**	**(9.8)**	**34.7**

Commentary

- Increased capital expenditure represents investment in new Sarasota, Florida facility to increase capacity
- Proceeds from convertible notes of $25.3m in FY21 represents the pre-IPO capital raise in September 2020

Notes:

1. **Adjustments to EBITDA:** Includes non-cash items including share-based payments, bad debts, inventory write-offs and unrealised foreign currency gains/ (losses).
2. **Changes in working capital:** Are impacted by changes in trade receivables, trade payables, inventory levels, prepayments, accrued income, unearned income and employee provisions.
3. **Payment for purchase of business, net of cash acquired**: Relates to the RPS Acquisition in FY19, of which the costs associated have been removed as a pro forma adjustment to reflect the one-off nature of the costs. Items are the subject of pro forma adjustments (refer to Section 4.4.2) therefore no amounts are identified in this row.
4. **Capitalised development costs:** Includes a pro forma adjustment to the direct labour costs associated with the provision of Commercial Services to reflect the additional costs that would have been incurred by Lumos had the Amended Planet Innovation MSA (which will become effective on 1 July 2021) been in place since 1 July 2018.
5. **Net interest income / (expense):** Includes interest on right of use lease liabilities.
6. **Proceeds from issue of shares:** Reflects the proceeds from the issuance of Preference Shares to Planet Innovation in November 2019, April 2020 and July 2020.
7. **Proceeds from issue of Convertible Notes:** Reflects the proceeds from the issuance of the 2019 Convertible Notes in March 2019 (which converted into Preference Shares in November 2019), and the issuance of the Pre-IPO Convertible Notes in September 2020, net of transaction costs.
8. **Offer proceeds, net of costs:** Reflects the proceeds from the Offer, net of transaction costs capitalised to equity.

Pro Forma Balance Sheet

Statutory Historical Statement of Financial Position and Pro Forma Statement of Financial Position as at 31 December 2020

A$ millions	Statutory 31 December 2020	Preference Share conversion	Repayment of PPP grant	Interest on Pre-IPO Convertible Notes	Pre-IPO Convertible Notes conversion	Impact of the Offer	Pro Forma 31 December 2020
Notes		1	2	3	4	5	
Assets							
Current assets							
Cash and cash equivalents	15.3	-	(1.5)	-	-	30.6	44.4
Trade and other receivables	4.2	-	-	-	-	-	4.2
Inventories	1.1	-	-	-	-	-	1.1
Prepayment and other assets	8.1	-	-	-	-	-	8.1
Total current assets	**28.7**	**-**	**(1.5)**	**-**	**-**	**30.6**	**57.7**
Non-current assets	-	-	-	-	-	-	-
Financial assets held at cost	0.3	-	-	-	-	-	0.3
Deferred tax assets	0.1	-	-	-	-	-	0.1
Right-of-use assets	5.3	-	-	-	-	-	5.3
Property, plant and equipment	0.9	-	-	-	-	-	0.9
Intangibles	32.6	-	-	-	-	-	32.6
Total non-current assets	**39.1**	**-**	**-**	**-**	**-**	**-**	**39.1**
Total assets	**67.8**	**-**	**(1.5)**	**-**	**-**	**30.6**	**96.9**
Liabilities	-	-	-	-	-	-	-
Current Liabilities	-	-	-	-	-	-	-
Trade and other payables	3.2	-	-	-	-	-	3.2
Lease liabilities	1.0	-	-	-	-	-	1.0
Employee benefits	1.1	-	-	-	-	-	1.1
Deferred revenue	4.2	-	-	-	-	-	4.2
Total current liabilities	**9.5**	**-**	**-**	**-**	**-**	**-**	**9.5**
Non-current liabilities	-	-	-	-	-	-	-
Convertible notes	25.1	-	-	2.8	(28.0)	-	-
Lease liabilities	4.2	-	-	-	-	-	4.2
Total non-current liabilities	**29.3**	**-**	**-**	**2.8**	**(28.0)**	**-**	**4.2**
Total liabilities	**38.8**	**-**	**-**	**2.8**	**(28.0)**	**-**	**13.7**
Net Assets	**29.0**	**-**	**(1.5)**	**(2.8)**	**28.0**	**30.6**	**83.2**
Equity	-	-	-	-	-	-	-
Ordinary shares	23.1	29.5	-	-	28.0	32.9	113.6
Preference shares	29.5	(29.5)	-	-	-	-	-
Reserves	1.0	-	-	-	-	-	1.0
Accumulated losses	(24.7)	-	(1.5)	(2.8)	-	(2.3)	(31.4)
Total Equity	**29.0**	**-**	**(1.5)**	**(2.8)**	**28.0**	**30.6**	**83.2**

Commentary

- Strong balance sheet with pro forma net cash of A$44.4 million as at 31 December 2020
- Intangible assets reflect goodwill, intellectual property, customer relationships and merger with RPS Diagnostics, Inc.
- Prepayments received as upfront payments on contract manufacturing orders-in-hand

Notes:

1. **Preference Shares:** Reflects the conversion of the Preference Shares on Completion to Shares on a one-for-one basis.
2. **Repayment of PPP grant:** Reflects Lumos' decision to repay part of the PPP grant monies received in FY20 due to an administrative error resulting in an over claim. Refer to Section [5.1.11] for further information
3. **Interest on Pre-IPO Convertible Notes**: Reflects the accrual of interest and amortisation of transaction costs which will take place between 31 December 2020 and Completion.
4. **Pre-IPO Convertible Notes conversion:** Reflects the conversion of the Pre-IPO Convertible Notes and accrued interest into Shares.
5. **Impact of the Offer**: Represents total proceeds of the Offer less IPO transaction costs. As a result of the Offer, Lumos will issue approximately 28.0 million Shares at a share price of $1.25 and receive gross proceeds of approximately $35m. Lumos will incur IPO transaction costs of $4.5m, of which $0.1m was expensed in 1H21. Of the remaining IPO transaction costs, $2.1m is offset against the Offer proceeds and $2.3m expensed..

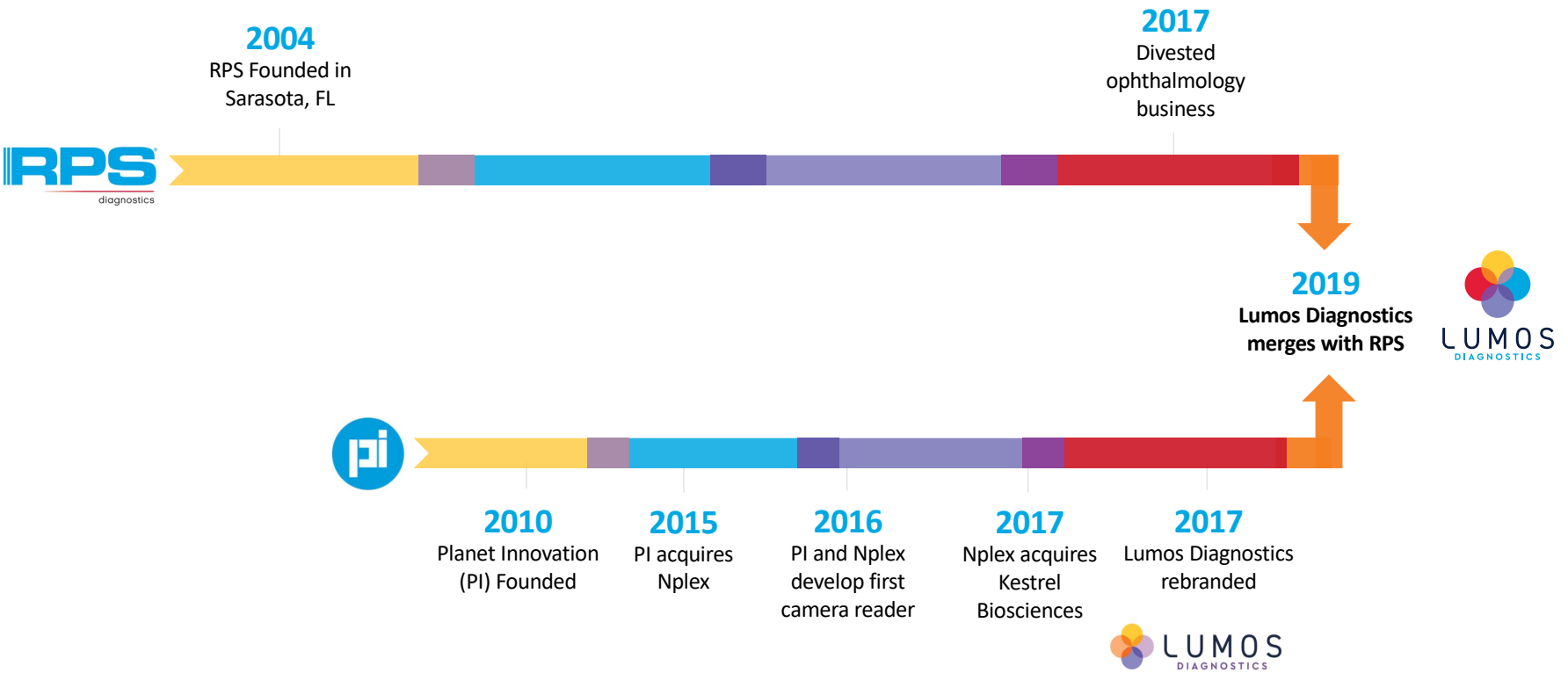
LUMOS

DIAGNOSTICS

www.lumosdiagnostics.com

Appendix

Company History



Key Risks

Key risks[1]

Regulatory Approvals and Responsibilities	For each country in which Lumos wishes to distribute its Products, Lumos will be required to obtain product clearances or approvals prior to marketing the product and is required to maintain an up to date product registration with appropriate governmental authorities and regulatory bodies. Lumos' failure to comply with ongoing regulatory responsibilities or requirements could jeopardise Lumos' ability to produce or sell its products and result in enforcement action by the FDA, the European Union or the applicable regulatory authorities in other markets in which Lumos sells/markets its products. Such enforcement actions may include recalls or seizures of products, fines, total or partial suspension of production; refusal to grant future clearances or approvals; withdrawals or suspensions of current approvals, resulting in prohibitions on sales of Lumos' products; and in the most serious cases, criminal penalties. Any of the above actions could negatively impact Lumos' reputation and have an adverse effect on Lumos' operating and financial performance.
Reliance on Distributors	The success of Lumos' Products division relies on its ability to attract, retain, support and motivate distributors. The loss of, or any significant decrease in business from distributors may negatively impact Lumos' financial performance. Lumos is also reliant on the success of its distributors' sales and marketing teams to adequately promote Lumos' Products, and for the distributors to promote the Products in accordance with the relevant regulatory requirements governing advertising including labelling and promotional materials. If distributors do not expend sufficient resources to promote the marketing and sales of Lumos' Products, or do not promote the Products in accordance with the relevant regulatory requirements, Lumos' operating and financial performance may be adversely affected.
Reliance on Commercial Services Clients	A significant portion of Lumos' revenues come from the provision of contract services for the development and manufacture of Point-Of-Care (POC) diagnostic tests, as described in Section 3 of the recent Prospectus. Lumos must ensure that any product it develops is aligned to the client's needs and specifications, otherwise the client may not be willing to pay for the services provided or continue to contract with Lumos. Lumos' Commercial Services clients and partners rely on having regulatory approved products and the sale of these products relies on obtaining or maintaining regulatory approvals or other clearances. The Commercial Services clients are responsible for obtaining and maintaining the regulatory approvals for finished products and Lumos is therefore dependent on these parties to do so. Commercial Services clients are also reliant on the performance of their distributors to sell their products to end clients. The loss of, or a significant decrease in, the business from Lumos' Commercial Services clients could adversely impact Lumos' revenues.
Reliance on suppliers	Lumos is reliant on third party suppliers for the development and manufacture of outsourced Services clients' products and the manufacture of components within Lumos' own product portfolio, including some specific single source parts. Many of these suppliers are located outside of the US, whilst the raw materials Lumos requires may be in high demand globally. Any disruption to third party businesses or supply chains that Lumos relies on for its development and manufacturing activities could have a material impact on the availability of Lumos' Products for distribution.
Timing of orders and services	Lumos is expected to supply products to distributors and Commercial Services clients in a timely manner. There can be long lead times to develop products and Lumos' ability to deliver products within certain time frames (or at all) may be affected by events outside of Lumos' control (for example if a client requires a change to product labelling). If delays occur and Lumos is unable to meet expected production and delivery timeframes, Lumos' revenues may be deferred or reduced, or those delays may adversely impact Lumos' relationship with distributors and Commercial Services clients and may adversely impact Lumos' operating and financial performance within a specific period or in general.
Sufficiency of funding	Lumos' financial resources are limited and there is a risk that Lumos may never achieve profitability. Accordingly, Lumos may be required to raise additional funds from time to time to finance the development of its Products and Commercial Services divisions. The ability to raise additional funding is subject to factors beyond Lumos' control of and Lumos can give no assurance that it will be able to secure future funding on favourable terms, or at all.

Notes:

1. This section is not intended to be a fulsome overview of key risks. For detailed information on the specific risks and general risks relating to an investment in Lumos, please see section [5] of the recent Prospectus.

Key Risks (cont.)

Key risks

Loss making	Lumos has operated at a loss since its incorporation. In the financial year ended 30 June 2020, Lumos had net losses of $13.5 million. Please refer to Section 4 of the recent Prospectus. Lumos anticipates that its operating expenses will continue to rise as it expands its operations and continues to invest in developing its product pipeline. These expenses may prove more costly than Lumos' budgets and Lumos' revenue may not increase sufficiently to turn an operating profit and become cash flow positive. Should these extra expenses occur, Lumos will continue to incur losses, or it may have to reduce its product development expenditure, either of which may have a negative impact on Lumos' financial performance.
Intellectual Property	The value of Lumos' own Products depends in part on its success in obtaining and maintaining issued patents, trademarks and other intellectual property rights and protecting Lumos' proprietary technology (see Section 9 of the recent Prospectus for an overview of Lumos' intellectual property rights). If Lumos' intellectual property and proprietary technology are not adequately protected, competitors may be able to use the technologies and replicate Lumos' Products or Commercial Services offering and consequently erode or negate any competitive advantage Lumos may have, which could harm Lumos' commercial position and viability.
Reimbursement and coverage	There is a risk that Lumos will not be able to secure reimbursement for new products, or that reimbursement entitlements for existing entitlements are reduced or eliminated as a result of existing or new laws, regulations or policies. The absence of third party or governmental reimbursement could limit the amount of revenue opportunities available to Lumos, as clients would be required to pay, out of pocket, the full price of its Products at the time of sale. This could have a material impact on the viability of new Products or demand for existing Products and have an adverse impact on Lumos' financial performance.
Ability to attract and retain key personnel	Lumos relies heavily on existing key management personnel who have intimate knowledge of the business and its Products. If a member of Lumos' key management team were to resign or leave the business there is no certainty that Lumos could attract a suitable replacement, or how long it may take to do so. As Lumos relies on the technical expertise of its employees to maintain and develop intellectual property, the loss of any key personnel may lead to a loss of operational knowledge, technology capabilities, key customer relationships, as well as delays in the development, launch and commercialisation of new products.
Failure to secure Paycheck Protection Program loan waiver	Lumos qualified for the US Government backed Paycheck Protection Program (PPP) loans that were made available to companies in the US to help retain staff through the COVID-19 pandemic. The loan may be forgiven and may not require repayment subject to a waiver being issued by the US Government under the program. Lumos' mistakenly received proceeds in excess of the amounts permitted under PPP program requirements as a result of an error in the initial calculation of the amount it was entitled to receive. Lumos' repaid the excess amount to the PPP lenders together with any accrued interest on 27 May 2021. While Lumos' believes it has complied with necessary requirements to receive forgiveness of the amount it was entitled to receive, there is a risk that Lumos may not be able to receive forgiveness for this amount, or that its PPP bank lenders will seek to accelerate and demand the immediate repayment of the amount, or Lumos may be subject to material criminal, civil and/or administrative penalties for failure to comply with the PPP laws.
Product acceptance	Lumos' growth and the commercial success of Lumos' own Products is reliant on their acceptance as reliable, cost-effective and clinically proven by individual users and healthcare professionals, including hospitals and critical care centres. The adoption of Lumos' own Products may take longer or have lower market penetration due to difficulty in securing market acceptance by healthcare professionals. Further, there is no guarantee that the adoption of Lumos' Products will be sufficient enough to meet Lumos' sales objectives. Insufficient market acceptance would likely impact Lumos' operating and financial performance.
Reduction in demand for Lumos' products currently being used in relation to COVID-19	Demand for Lumos' services in the last 12 months has, in part, been driven by increased investment in the healthcare sector due to the COVID-19 pandemic and the need to rapidly develop diagnostic tests to assist with managing the crisis. There is a risk that the demand for these products could decline as the impact of the COVID-19 pandemic is reduced. In addition, there are a number of alternative POC diagnostic tests and technologies that third parties are developing or commercializing for COVID-19, which could adversely impact demand for Lumos' products or services and as a result its operations and financial performance.

Key Risks (cont.)

Key risks

Competition	Lumos operates in a competitive market against a number of other diagnostic technology companies, with the market being further disrupted by new technologies and products introduced as a result of the COVID-19 pandemic and the increased demand for diagnostic tests. Lumos' ability to respond quickly to medical and other changes through the development and introduction of new products is important for Lumos to stay competitive. This can be capital intensive and time consuming. Product development involves a high degree of risk, and there are no guarantees that new product development efforts will result in any clinically or commercially successful products. Difficulties or delays in research, development or production of new products, or the failure to gain market acceptance of new products and technologies is likely to reduce future revenues and adversely affect Lumos' competitive position.
Product pipeline and development of new product	Lumos' commercial success is dependent on the continued advancement of existing products and the generation and acceptance of new products that utilise Lumos' technology through its investment in research and development. Developing new products is expensive and often involves an extended period of time to achieve a return on investment, if a return is achieved at all. Some products may be delayed as a result of regulatory approvals. Additional research and development may determine that other products are unlikely to be clinically or commercially viable. Lumos cannot guarantee that any products under development will result in the launch of a commercially viable product. If any of these events were to occur, Lumos' ability to enhance its competitive position and achieve its revenue growth objectives through expanding its product offering is likely to be impaired and its performance and prospects adversely affected.
Product liability	Any defects in products manufactured by Lumos may harm Lumos and its clients' reputation and business. Lumos may also be subject to warranty and liability claims for damages related to defects in its products. In addition, the products may be subject to a recall, withdrawal or other regulatory action. There may also be adverse events reported from the use, misuse or defect of Lumos' own products which could expose Lumos to product liability claims or litigation. The industry in which Lumos operates has historically been subject to extensive litigation over product liability claims, especially in the United States. Product liability claims may result in substantial litigation costs, product recalls or market withdrawals, decreased sales and demand for Lumos' products and damage to Lumos' reputation, regardless of merit or eventual outcome. If this were to occur it would adversely impact Lumos' operating and financial performance and potentially create significant customer relations issues.
Manufacturing/Production risks	Lumos' manufacturing facilities are exposed to risks of harm, including those caused by man-made or natural disasters like earthquakes or fires, or human error, which may result in manufacturing disruptions or an inability to manufacture and produce its products for an unknown period of time. This has the potential to limit, delay or prevent supply of Lumos' products and may have an adverse impact on the availability of Lumos' products, which would affect contractual obligations, particularly with respect to failure to supply. Lumos is currently investing in expansion of both the Sarasota and Carlsbad facilities however new, replacement or expanded manufacturing facilities will need to comply with applicable quality and regulatory requirements and therefore any delays in necessary certifications may lead to delays in delivering product to distributors and Commercial Services clients.
Early termination of customer contracts	A number of Lumos' direct contracts with Commercial Services clients allow for termination based on a specified notice period. While Lumos has established relationships with many of these clients, should a customer decide to terminate its contract with Lumos for convenience (i.e. by providing the requisite prior notice), Lumos will suffer a loss of the customer revenue associated with that contract, and would need to sign up additional clients to replace that revenue. The loss of clients would have an adverse impact on Lumos' financial performance.
Management of growth	Lumos is currently in a significant growth phase, with the business experiencing a recent substantial increase in the number of both employees and clients. Lumos expects that this growth will continue into the near-term future which may place strain on Lumos' management, operational and financial resources. Further, in the case of significant increases in customer demand for Lumos' products, there is no assurance that Lumos' systems and processes are robust and efficient enough to handle this increased demand.

Key Risks (cont.)

Key risks

Currency movements may be unfavourable	Lumos currently conducts the majority of its business in the United States with a majority of costs denominated in foreign currency (most notably USD). As such, unhedged, unfavourable movements in the exchange rate between the Australian dollar and the US dollar, or other foreign currencies in which Lumos conducts business, may cause Lumos to incur foreign currency losses. Such losses may impact and reduce Lumos' revenue, profitability, ability to pay dividends and service any potential debt obligations.
Privacy risk	Security measures and risk management systems in place to maintain the confidentiality and privacy of information collected by Lumos in relation to its clients, employees and other sources of personal information are subject to various risks including computer viruses, electronic theft, physical damage resulting in a loss or corruption of data, operating system failures, third party provider failures or similar disruptions. Lumos' efforts to combat these risks may not be successful and there is a risk that a data breach may occur, or a third party may gain access to confidential information of Lumos' clients or employee
Execution of strategic vision	Lumos operates in a highly dynamic and evolving industry whose structure and commercial attractiveness is significantly influenced by competition, regulations, reimbursement, public policy, and healthcare needs, all of which can change rapidly. Lumos' strategic vision and long-term strategic decisions are based on its awareness, understanding and interpretation of how these factors are likely to impact on the present and future industry in which it operates. If these factors change, or Lumos operates under a strategic vision that does not appropriately incorporate the industry dynamics, it may fail to, or may not be in a position to, successfully compete or take advantage of commercial opportunities as they emerge which could impact on its ability to generate revenue from the sale of its Commercial Services and Products
Future acquisitions	Lumos may seek to acquire other businesses or companies in order to achieve its objectives. There is a risk, notwithstanding that Lumos will seek to undertake appropriate due diligence investigations in relation to any potential acquisition and ensure certain standard warranty and indemnity protections are contained in the relevant sale and purchase agreements, those due diligence investigations will not identify issues which are material to the acquisition and which could result in additional liabilities affecting Lumos in the future.
Work health and safety	There is a risk of worker fatality or injury while working at Lumos' sites, including manufacturing facilities. The occurrence of an accident resulting in injury or death to a worker could materially affect Lumos' reputation and expose Lumos to claims and regulatory enquiries. Further, Lumos may have difficultly retaining or employing employees if there are perceived safety concerns in working at Lumos' facilities.
Country/Region specific risks	As described in Section 3 of the recent Prospectus, Lumos' operations are based in the United States and so Lumos must comply with a range of different US legal and regulatory regimes in the development and manufacture of its products. As Lumos sells its products internationally, it must also comply with a number of different laws and regulations in facilitating the sale and distribution of its products in different countries. As Lumos expands the sales of its products geographically into new international jurisdictions, it is subject to the risks associated with conducting its business in those new international jurisdictions. These include adapting to, and complying with, the differing laws and regulations, differing business and clinical practices, and differing patient preferences in foreign countries. Other risks include developing and managing foreign relationships and operations and being subject to the political and economic climate of the various countries. These risks these have the potential to interrupt or adversely affect parts of Lumos' business and so may have an adverse effect on Lumos' operating and financial performance.
Macro-economic risks, including the impact of COVID-19	Lumos' business is exposed to changes in general global economic conditions. For example, adverse macroeconomic conditions such as economic recessions, downturns or extended periods of uncertainty or volatility may influence Lumos' clients to defer or cancel expenditure or lead to downward pricing pressure. This in turn may affect Lumos' future financial performance and operating performance, the price of the Shares and Lumos' ability to pay dividends (should it choose to do so). COVID-19 is a significant community and economic concern, which is impacting business operations and business and consumer confidence globally. The long-term effect of COVID-19 on economies and the Lumos business is not known, nor is the time-period in which COVID-19 will continue to have a global impact. There is also a risk that government or industry measures taken in response to COVID-19, such as lockdowns and other restrictions on movements, may restrict Lumos' undertaking of ordinary business operations. There is also a risk that persons whom Lumos is reliant on to conduct its business may be unable to work for a period of time if they contract COVID-19 or are required to isolate or quarantine. These business interruptions may have an adverse impact on Lumos' operations. Any general economic slowdown, whether specifically related to COVID-19 or not, could potentially impact both suppliers and clients and is likely to have an impact on Lumos' financial performance which, depending on the depth and length of the slowdown, could be material.

Key Risks (cont.)

Key risks

Market conditions	Stock market conditions may affect the value of Lumos' quoted securities regardless of Lumos' operating performance. These conditions may cause the Shares to trade at prices below the price at which the Shares are being offered under the recent Prospectus. There is no assurance that the price of the Shares will increase following their quotation on the ASX, even if Lumos' earnings increase. The market price of securities can fall as well as rise and may be subject to varied and unpredictable influences on the market for equities in general and industrial stocks in particular. Neither Lumos nor its Directors warrant the future performance of Lumos or any return on an investment in Lumos. In light of the COVID-19 pandemic, extra care should be taken when assessing the risks associated with investment. The rapidly changing COVID-19 situation has the potential to bring unprecedented challenges and volatility to global financial markets, and economies as a whole.
Security holders may suffer dilution	In the future, Lumos may elect to issue Shares (including pursuant to incentive arrangements) or engage in fundraising activities, including to fund potential acquisitions or growth initiatives. While Lumos will be subject to the constraints of the ASX Listing Rules regarding the percentage of its capital that it is able to issue within a 12-month period without shareholder approval (other than where exceptions apply), shareholders holdings may be diluted as a result of such issues and fundraisings.
Trading and liquidity in Shares	There is no guarantee that there will be an active market in the Shares listed on the ASX. There may be few potential buyers and sellers of Shares at any point in time which will impact upon Share liquidity. This may increase the volatility of the market price of the Shares. This may also impact upon the ability of the shareholders to be able to sell their Shares at a price that is more or less than that paid by the shareholder.
Adverse taxation changes may occur	Any change to the current rates of taxes imposed on Lumos (including in foreign jurisdictions in which Lumos operates) may affect returns to Shareholders. An interpretation of taxation laws by the relevant tax authority that is contrary to Lumos' view of those laws may increase the amount of tax to be paid or cause changes in the carrying value of tax assets in Lumos' financial statements. In addition, any change in tax rules and tax arrangements could have an adverse effect on the level of dividend franking and Shareholder returns.
Litigation risk	In the ordinary course of its business, Lumos may be subject to the risk of litigation and other disputes with its clients, employees, consultants, lessors, regulators and other third parties. Proceedings may result in high legal costs, adverse monetary judgements and/or damage to Lumos' reputation, which ultimately is likely to have an adverse effect on Lumos' financial performance.
Possible changes in accounting standards	Australian Accounting Standards (AAS) are set by the Australian Accounting Standards Board (AASB) and are outside the control of either Lumos or its Directors. The AASB may, from time to time, introduce new or refined AAS. This may affect the way that Lumos measures and recognises accounting items, which could have an adverse impact on the reported financial position of Lumos and may affect the comparability of results from year to year. There is also a risk that the interpretation of existing AAS may differ. Any changes to the AAS or to the interpretations of those standards may adversely affect Lumos' reported financial performance and position.
Insurance	Lumos obtains insurance where it is considered appropriate for its needs and at levels and for the costs that it considers appropriate. However, Lumos would not expect to be insured against all risks, either if appropriate cover is not available or because the Directors consider the required premiums to be excessive having regards to the benefits that would accrue. Accordingly, Lumos may not be fully insured against all losses and liabilities that could arise from its operations. If Lumos incurs losses or liabilities for which it is uninsured, this may adversely affect its financial position or performance.
Inability to pay dividends or make other distributions	The ability for future dividends or other distributions to be made by Lumos will be contingent on its ability to generate profits and certain other factors, including the capital and operational expenditure requirements of the business. Where Lumos is in a position to pay dividends, the amount, timing, and payment of future dividends is dependent on a range of factors including future capital, and research and development requirements, as well as the overall financial position of Lumos. There will be factors outside the control of Lumos that may affect the ability of Lumos to pay dividends. Lumos does not expect to pay dividends in the short or medium term and Lumos is unable to give any assurance regarding the payment of dividends in the future, if at all.
Force majeure events may occur	Events may occur within or outside the US, Australia or other jurisdictions in which Lumos operates that could impact upon a jurisdiction's economy, Lumos' operations, investor sentiment and the price of the Shares. The events include but are not limited to acts of terrorism, an outbreak of international hostilities, fires, floods, earthquakes, labour strikes, civil wars, natural disasters, outbreaks of disease or severe viruses (e.g. COVID-19) or other natural or man-made events or occurrences that can have an adverse effect on the demand for Lumos' products and its ability to conduct business. Lumos has only a limited ability to insure against some of these risks.
Combination of risks	Lumos may be subject to a combination of risks, including any of the risks outlined in this Section 5 of the recent Prospectus, which in aggregate could affect the financial performance, position, prospects and valuation of Lumos.