

YEAR ENDED 31st DECEMBER 2014

Julian Baines, Chief Executive Officer
Paul Foulger, Finance Director

16th March 2015

AGENDA

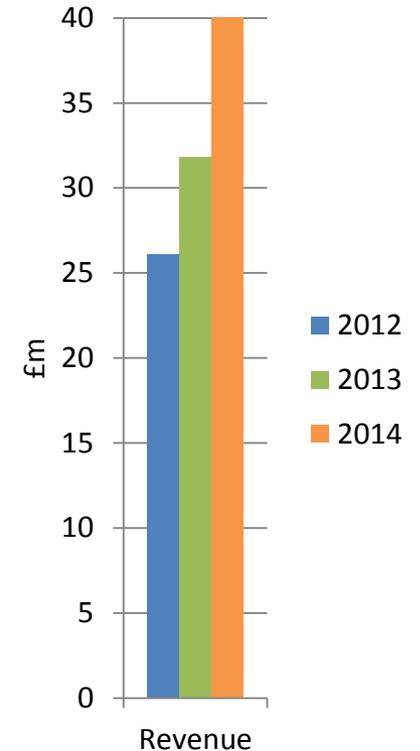
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HIGHLIGHTS

Full Year 2014

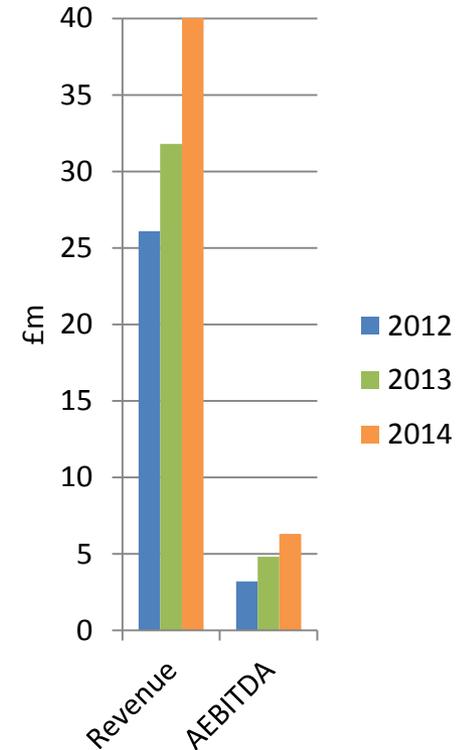
- Revenues up 26% to £40.1m (2013: £31.8m)
- 18,000+ point-of-care analysers sold
- 56m+ tests sold
- Transfer of production of HbA1c analysers and tests to Barleben and organ injury biomarkers to Walton-on-Thames
- Significant network of collaborators for molecular products and services:
 - Massachusetts General Hospital
 - Greenville Hospital System
 - GILUPI
 - Pharma



2014 FINANCIAL HIGHLIGHTS

Sustained financial performance

- Underlying organic revenues increased by 6% YoY
- £6.5m revenue contribution from new acquisitions
- Gross profit up 22% to £19.9m (2013: £16.3m)
- AEBITDA up 31% to £6.3m (2013: £4.8m)
- Cash (used in)/generated from operating activities: (£3.2m) (2013: +£3.1m)
- Net cash £2.1m (2013: £0.1m)
- Negative impact of currency



CONSOLIDATED INCOME STATEMENT

| | Existing group 2014 £'000 | Acquisitions 2014 £'000 | Total 2014 £'000 | Total 2013 £'000 |
|-------------------------------------|------------------------------|----------------------------|---------------------|---------------------|
| Revenue | 33,612 | 6,450 | 40,062 | 31,804 |
| Gross profit | 17,773 | 2,176 | 19,949 | 16,345 |
| GP % | 52.9% | 33.7% | 49.8% | 51.4% |
| Net admin. costs | (12,137) | (1,926) | (14,063) | (12,016) |
| Other income | 371 | - | 371 | 495 |
| AEBITDA | 6,007 | 250 | 6,257 | 4,824 |
| Share based payments | (512) | - | (512) | (709) |
| Exceptional items | (3,268) | - | (3,268) | 1,840 |
| Depreciation / amortisation | (4,739) | (211) | (4,950) | (3,554) |
| Finance costs / income | (1,470) | (85) | (1,555) | (1,794) |
| Tax | (1,302) | (138) | (1,440) | (1,500) |
| (Loss) / profit for the year | (5,284) | (184) | (5,468) | (893) |

BALANCE SHEET / CASHFLOW

| | 2014 £'000 | 2013 £'000 | Highlights |
|---------------------------|---------------|---------------|--|
| Intangible assets | 93,522 | 34,725 | <ul style="list-style-type: none"> Intangibles from 3 acquisitions = £60.8m |
| Inventories | 5,793 | 5,308 | <ul style="list-style-type: none"> Inventories from acquisitions = £1.3m |
| Trade / other receivables | 16,115 | 7,155 | <ul style="list-style-type: none"> Includes £6.5m due from Mexican distributors Receivables from acquisitions = £2.1m VAT up by £1.7m |
| Net cash | 2,100 | 111 | <ul style="list-style-type: none"> Gross cash of £8.3m Facilities in place of £8.0m Real cash generated in 2014 of £4.5m Working Capital increase of £7.7m in 2014 |
| Deferred considerations | 18,029 | 7,249 | <ul style="list-style-type: none"> £0.4m paid in 2014; Quotient vendors £1.4m paid in Jan 2015; DiaSpect vendors Nothing else due in 2015 |
| Trade / other payables | 7,943 | 4,189 | <ul style="list-style-type: none"> Payable from acquisitions = £1.6m VAT up by £1.8m |

CHALLENGES 2015

| Challenges | Mitigating actions |
|--|--|
| Limited lifespan of the DME panel in the USA | <ul style="list-style-type: none">• Reduced earn-out• Expanded portfolio |
| Delays in product registrations in China and USA for A1c analysers | <ul style="list-style-type: none">• Counterbalanced by registrations in other countries |
| Global pressure on healthcare costs | <ul style="list-style-type: none">• POC and MDx portfolios provide cost saving solutions to health systems |
| Capricious nature of the Russian economy | <ul style="list-style-type: none">• Partly offset by increased sales of Biosen in China |
| Relative strength of the pound | <ul style="list-style-type: none">• Significant income from many international currencies |

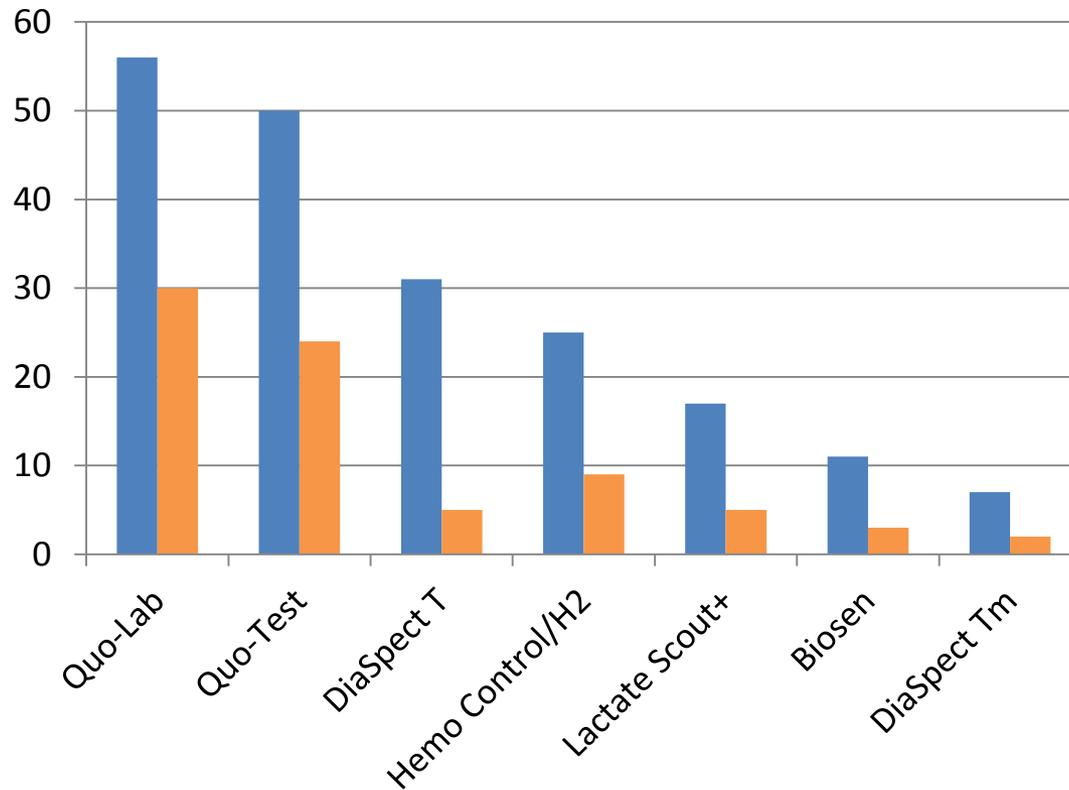
A CLEAR STRATEGY

2015 deliverables

| Division | Objective | Actions |
|-----------------------|---|--|
| Point-of-Care | Drive revenues from business units: Hematology Diabetes Care Maternal & Women's Health | <ul style="list-style-type: none">• Launch of Hemo Control with connectivity• Expand DiaSpect distributor base• Improved performance from key accounts: Fresenius, Alere, Human, Arkray, Multiclone, IME-DC• Expand product registrations for Biosen• Launch of SensPoint lactate analyser |
| Central Laboratory | Incremental revenues from new product launches | <ul style="list-style-type: none">• Launch mid-range benchtop analyser• Launch Procalcitonin and Glycated Serum Protein reagents |
| Molecular Diagnostics | Exploit opportunities from existing portfolio | <ul style="list-style-type: none">• PrecisionPath reimbursement• Ferrer Incode in Corporate Wellness and Private Payer markets• Pharma and medtech collaborations• CE mark for PointMan |

EKF DIAGNOSTICS

Country registrations



- All Quo-Lab registrations are post launch in 2012
- 2015 focus to be on driving registrations for Biosen, Hemo Control and DiaSpect Tm

■ Registered
■ Pending

POINT-OF-CARE

Hematology

- Revenues +£4,397k (+51%) YoY
- Acquisitions have consolidated EKF's position in the POCT market
 - 13,460 analysers sold
- Installed base delivering incremental growth in consumables
 - 16,405,700 tests sold
- OEM agreements with Alere (H2) and Fresenius (CompoLab TS)

| | FY 2014 £k | FY 2013 £k | +/- £k | +/- % |
|------------|------------|------------|--------|-------|
| Hematology | 12,979 | 8,581 | 4,397 | +51% |

EKF range

DiaSpect T
 DiaSpect Tm
 HemataSTAT II
 Hemo Control
 HemoPoint H2
 STAT-Site Hgb
 UltraCrit+



POINT-OF-CARE

Diabetes

- Revenues +£384k (4%) YoY
- Technology transfer of Quo-Test and Quo-Lab from UK to Germany completed Q3 2014:
 - Automated consumable production for both products
 - Centralised warehousing and shipping
 - Centralised Customer Service
- 1,900 analyser order from China for Biosen C-Line and S-Line:
 - 400 delivered in 2014
- 37% increase in sales of Quo-Lab analysers to 1,959

EKF range

Biosen
Quo-Lab
Quo-Test
SSM β-HB



| | FY 2014 £k | FY 2013 £k | +/- £k | +/- % |
|---------------|------------|------------|--------|-------|
| Diabetes Care | 9,794 | 9,410 | 383 | 4% |

POINT-OF-CARE

Maternal & Women's Health

Lactate

- SensPoint CE marking Q2
- European studies undertaken on three applications within obstetrics (birth medicine)
- Committee of Key Opinion Leaders established to agree protocols for use in the maternity suite
- Beta trials of SensPoint in seven locations in Europe
- Committee to publish recommendations Q3

Hematology

- Business Unit targeting Women and Infant Clinics and anaemia screening programmes for pregnant women and young children

EKF range

Lactate Scout+
SensPoint



EKF MOLECULAR

Product and services



2014 achievements

- Massachusetts General Hospital Cancer Center collaboration led by Daniel Haber MD, PhD:
 - Circulating Tumour Cell (CTC) detection and analysis
- Establishment of fast-track CE marking team
- Multiple third party evaluations commissioned for PointMan:
 - GILUPI: CTC detection and analysis
 - Swansea University: Enable next generation sequencing of ctDNA
 - Kanazawa University Hospital, Japan: Real-time PCR of ctDNA

POINTMAN v FOUNDATIONONE

Product comparison



| | | | |
|---------------------------|-----------------|-----------------|--------|
| Number of genes | 50 | 215 | 145 |
| List price | \$2,000-\$4,000 | \$5,800 | TBD |
| Actionable targets | Yes | Yes | Yes |
| Database | Better (>25k) | Good (5k – 10k) | Better |
| Gene fusions | No | Yes | Yes |
| Medicare approval | Yes | No | n/a |
| PMA strategy | n/a | No | Yes |

EKF MOLECULAR

A clear outlook



2015 deliverables

- Reimbursement from Medicare Administrative Contractors for PrecisionPath
- Private payer strategies for:
 - Ferrer Incode
 - Women's Health panel
 - Oncomine
 - Corporate Wellness panel
- Proof of clinical utility for existing DME panel
- Strengthen relationships with Greenville Hospital System
- Development of partnerships with large pharma CE marking of PointMan kits
- Transfer of PointMan production to Greenville, SC and attainment of ISO13485

EKF MOLECULAR

PointMan

PointMan works with all types of biopsy material



CTCs, ctDNA, FFPE, cytology



And on all types of DNA sequencing technology

Next Generation, Sanger, rtPCR, MALDI-TOF, Pyrosequencing



Which is why leading cancer technology and drug developers use it

MGH, GILUPI, ANGLE

CENTRAL LABORATORY

Clinical chemistry, centrifuges and enzymes

- Total central laboratory sales -£783k (-9%) YoY:
 - £400k negative impact due to currency fluctuations with US\$
 - £250k due to timing of Roche orders
- Growth contributions from:
 - Organic growth of β -HB LiquiColor reagent: +9%
 - STI centrifuges: £268k of incremental revenue

EKF range

Clinical chemistry
Contract fermentation
Enzymes
Liver & kidney biomarkers
Centrifuges

| | FY 2014 £k | FY 2013 £k | +/- £k | +/- % |
|--------------------|------------|------------|--------|-------|
| Central Laboratory | 7,909 | 8,692 | (783) | (9%) |



R&D UPDATE



sTNFR1 & 2

- Growing interest in applications of sTNFR:
 - Third party studies from France and Finland accepted for publication 2014
- Increasing interest – and revenues – from large pharma to use sTNFR as a companion diagnostic in the development of drugs for renal disease
- Deepening relationship with Joslin Diabetes Center, Boston with view to roll-out sTNFR within their US affiliate network of 48 hospitals

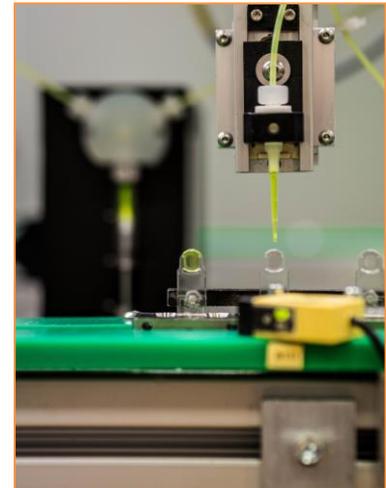
PKU

- Technical feasibility project undertaken
- Platform provider identified
- Meeting with pharma and food companies in progress
- Sponsorship for US Regulatory Process
- Commercialisation forecast for Q1 2016



FINANCIAL DELIVERABLES IN 2015

- Revenue growth of 10% from underlying business
- Full year benefit of Quo-Test and Quo-Lab manufacturing transfer to Germany
- Full year benefit of Dublin office closure
- Further anticipated actions:
 - Barleben expansion for efficiency savings
 - Increased volumes; more efficient utilisation of existing plants
 - Further consolidated manufacturing in key sites
 - Reduced cuvette wastage
 - Streamlined sales/production interface
 - Outsourcing of some instrumentation



SUMMARY

- Management targeting 10% annual growth in 2015:
 - Approximately twice the industry standard rate of growth
- Specific actions in place to deliver growth:
 - Business Units to focus on developing distributor base, identifying market opportunities and launching products
 - Focus on obtaining regulatory approvals in key markets
 - Portfolio of molecular products and services to be delivered
- Pipeline of POC and Central Lab products for commercial launch or further collaboration and licensing with pharma



APPENDICES

BALANCE SHEET: ASSETS

| Selected items | | FY 2014 £'000 | FY 2013 £'000 | +/- £'000 |
|---------------------------|---------------------------------|------------------|------------------|---------------|
| Non-current assets | Property, plant, equipment | 10,568 | 9,785 | 783 |
| | Intangible assets | 93,522 | 34,725 | 58,797 |
| | Investments | 1,152 | 250 | 902 |
| | Deferred tax assets | 238 | 903 | (665) |
| | Total non-current assets | 105,480 | 45,663 | 59,817 |
| Current assets | Inventories | 5,793 | 5,308 | 485 |
| | Trade and other receivables | 16,115 | 7,155 | 8,960 |
| | Deferred tax assets | 45 | 46 | (1) |
| | Cash and cash equivalents | 8,346 | 2,551 | 5,795 |
| | Total current assets | 30,299 | 15,060 | 15,239 |
| Assets | Total assets | 135,779 | 60,723 | 75,056 |

BALANCE SHEET: EQUITY & LIABILITIES

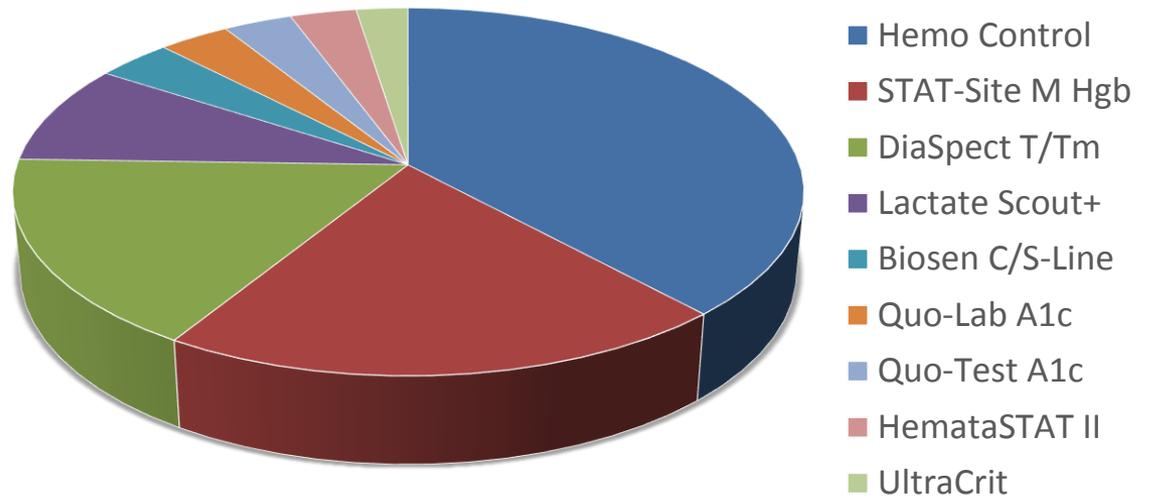
| Selected items | | FY 2014 £'000 | FY 2013 £'000 | +/ - £'000 |
|--------------------------------|--------------------------------------|------------------|------------------|------------------|
| Equity attributable | Total equity | 87,376 | 40,922 | 46,454 |
| Non-current liabilities | Borrowings | 2,492 | 2,108 | 384 |
| | Deferred considerations | 9,536 | 5,471 | 4,065 |
| | Deferred tax liabilities | 13,258 | 3,442 | 9,816 |
| | Retirement benefit obligation | - | 103 | (103) |
| | Total non-current liabilities | 25,286 | 11,124 | 14,162 |
| Current liabilities | Trade and other payables | 7,943 | 4,189 | 3,754 |
| | Deferred consideration | 8,493 | 1,778 | 6,715 |
| | Current income tax liabilities | 2,171 | 1,998 | 173 |
| | Deferred tax liabilities | 756 | 380 | 376 |
| | Borrowings | 3,754 | 332 | 3,422 |
| | Total current liabilities | 23,117 | 8,677 | 14,440 |
| | Total liabilities | 48,403 | 19,801 | 28,602 |
| Equity and liabilities | Total equity and liabilities | 135,779 | 60,723 | 75,056 |

CASHFLOW

| | FY 2014 £'000 | FY 2013 £'000 | +/- £'000 |
|--|------------------|------------------|--------------|
| Cash at beginning of period | 2,551 | 4,331 | (1,780) |
| From operating activities | (4,778) | 2,007 | (6,785) |
| From investing activities | (15,840) | (2,216) | (13,624) |
| From financing activities | 26,390 | (1,560) | 27,950 |
| Net increase / (decrease) in cash | 5,772 | (1,769) | 7,541 |
| Exchange gains / (losses) | 23 | (11) | 34 |
| Cash at end of period | 8,346 | 2,551 | 5,795 |

| | Approx. units |
|-----------------|---------------|
| Hemo Control | 31,905 |
| STAT-Site M Hgb | 17,107 |
| DiaSpect T/Tm | 13,972 |
| Lactate Scout+ | 7,311 |
| Biosen C/S-Line | 2,992 |
| Quo-Lab A1c | 2,797 |
| Quo-Test A1c | 2,704 |
| HemataSTAT II | 2,605 |
| UltraCrit | 2,030 |
| Total | 83,423 |

UNIT SALES OF ANALYSERS 2008 - 2014



| Diabetes | Quo-Lab | Quo-Test | Biosen |
|-----------------|---------------|---------------|---------------------|
| Parameter | HbA1c | HbA1c | Glucose and lactate |
| Time to results | 4 minutes | 4 minutes | 20-25 seconds |
| Accuracy | < 3% CV | < 3% CV | < 1.5% CV |
| Sample size | 4 µl | 4 µl | 20 µl |
| Memory | 7,000 results | 7,000 results | 1,000 results |
| Connectivity | LIS / printer | LIS / printer | LIS / printer |
| Manufactured | Germany | Germany | Germany |
| Other | Launched 2012 | SFDA approval | SFDA approval |



| Anaemia | SSM Hgb | DiaSpect Tm/T | UltraCrit | Hemo Control | HemataSTAT |
|-----------------|-------------|---------------|------------|---------------------|----------------|
| Parameter | Hemoglobin | Hemoglobin | Hematocrit | Hemoglobin | Hematocrit |
| Time to results | 30 seconds | 1 – 2 seconds | 30 seconds | 20 seconds | 60 second spin |
| Imprecision | - | - | < 0.8% CV | < 2% CV | +/- 0.5% |
| Sample size | 15 µl | 10 µl | 40 µl | 8 µl | - |
| Memory | n/a | None | - | 4,000 results | None |
| Connectivity | n/a | Bluetooth | - | Bluetooth, USB, LAN | - |
| Manufactured | USA | Germany | USA | Germany | USA |
| Other | CLIA waived | CLIA waived | FDA 510k | CLIA waived | FDA 510k |



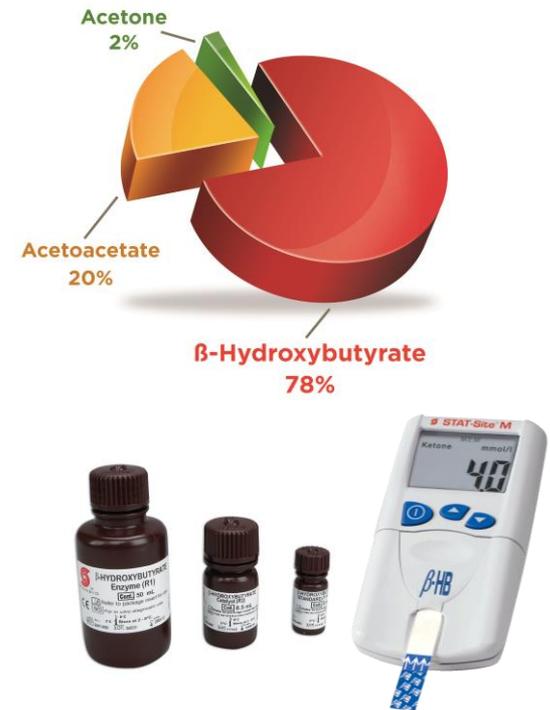
| Lactate | Lactate Scout+ | SensPoint | Biosen |
|-----------------|--------------------------------|-------------------------|---------------------|
| Parameter | Lactate | Lactate | Glucose and lactate |
| Time to results | 10 seconds | 10 seconds | 20-25 seconds |
| Accuracy | < 3.4 mmol/L +/- 0.2 mmol/L | < 3% CV | < 1.5% CV |
| Sample size | 0.2 µl | 0.2 µl | 20 µl |
| Memory | 250 results | 5,000 results | 1,000 results |
| Connectivity | PC / Bluetooth | PC / Bluetooth | LIS / printer |
| Manufactured | Germany | Germany | Germany |
| Other | Integrated Bluetooth | Beta launch summer 2014 | SFDA approval |



BETA-HYDROXYBUTYRATE

Clinical chemistry

- Beta-Hydroxybutyrate (β -HB) is an enzymatic assay used on clinical chemistry analysers
- The test quantifiably detects the presence of the ketones in patients with suspected Diabetic Ketoacidosis (DKA)
- β -HB is the primary ketone produced by the body during DKA (78%)
- Alternative tests only detect 22% of ketones present
- β -HB manufactured at EKF sites in the USA
- STAT-Site β -HB strip test launched Q2 2013



CENTRIFUGE RANGE

Creamatocrit™

Measures the creatocrit of mothers' milk and estimates the calories per ounce



Micro12™

The Micro12 centrifuge is used for small volume separation



PlasmaPrep-12™

High-speed bench top centrifuge designed to rapidly separate blood in original evacuated collection tubes



SlidePrep Plus™

Produces a monolayer of cells onto a glass slide from any fluid suspension under the safest conditions possible



Diagnosics
for life

ENZYME MANUFACTURING

EKF Life Sciences

- Based in Elkhart, Indiana
- Certified ISO 13485: 2003 facility
- Relaunched as EKF Life Sciences 1st July 2014

Manufacturing:

- Bulk manufacture of enzymes used in clinical reagents
- Global distribution to a blue-chip roster of customers

Contract manufacturing services

- Provides custom manufacturing, custom filling and custom packaging

NOVEL RENAL BIOMARKERS

sTNFR1 and 2



- Growing interest in applications of sTNFR1 & 2:
 - Third party studies from France and Finland accepted for publication Q1 2014
- Qualified interest from pharma businesses for use as a Companion Diagnostics tool
- Testing samples from pharma companies scheduled for Q3/4 2014
- Deepening relationship with Joslin Diabetes Center, Boston with view to roll-out sTNFR1 within their US affiliate network (48 hospitals)

MDx PRODUCTS: POINTMAN



BRAF

- Better identify patients diagnosed with metastatic melanoma who are suitable for treatment with Zelboraf

KRAS

- Help predict which patients diagnosed with colorectal cancer will not respond to novel therapies such as Erbitux and Vectibix

EGFR T790M

- Efficiently identify which patients undergoing treatment for non-small cell lung cancer are becoming resistant to treatments

JAK2

- Myeloma testing

NRAS

- Used in colorectal cancer

ESR1

- Breast cancer detection and sensitivity to oestrogen receptor drugs

MDx SERVICES

Selah Genomics



- Based in Greenville, South Carolina, USA
- CLIA certified 'test-as-a-service' molecular laboratory targeting three distinct customer segments: Doctors, pharmaceutical companies and healthcare providers
- Growing portfolio of molecular assays to support the development and application of personalised medicine. Current revenue streams include:
 - DME panel for testing cardiac
 - Women's health panel
- Selah is the chosen partner to perform next generation sequencing to support the newly launched Rare Tumour Centre (Greenville Health System, SC) utilising a molecular test panel comprising 230 genes from Foundation Medicine
- Gained an established and CLIA certified laboratory:
 - Supports the development of further Laboratory Developed Tests (LDTs) with expertise in next generation sequencing



Thank you