



# Decentralizing Women's and Sexual Health Testing

Talis Biomedical Corporate Presentation

August 2023



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# Differentiated to Lead in Significant Untapped Market

*Advancing health equity and outcomes by delivering accurate infectious disease testing in the moment of need, at the point of care*



## TALIS ONE® SYSTEM

Established innovative, high-performing diagnostic platform at the point of care (POC)

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## PROMISING PIPELINE OPPORTUNITY

Refocused product roadmap in growing women's and sexual health markets

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## OPERATIONAL OPTIMIZATION

Demonstrated scalable manufacturing capabilities with path to attractive margins

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## WELL-POSITIONED FOR COMMERCIALIZATION

Built strong commercial infrastructure

# Women's/Sexual Health Providers Eager to Test at Point-of-Care



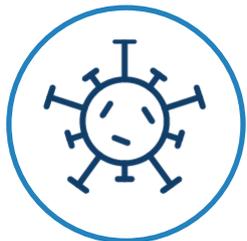
## INHERENT CLINICAL ADVANTAGE

Accurate, immediate treatment reduces empirical prescribing, office visits and patients lost to follow-up



## ECONOMIC BENEFIT

Shifts reimbursement to those providing care



## COVID ACCELERATED POC PLATFORM ADOPTION

Created demand and channel for broader infectious disease testing at the point of care



# Large and Growing Market Opportunity

Tailwinds will accelerate and sustain transition from lab-based testing to POC

**40M**

CT, NG + TV  
tests performed  
annually<sup>1</sup>

**24M**

UTI, Vaginitis,  
GBS + HSV  
tests performed  
annually<sup>2</sup>

**\$3B**

U.S. market  
opportunity with  
2022 W&SH testing  
converted to POC<sup>2</sup>

- Incidence of STIs increasing and a growing public-health priority
- Patients are becoming engaged consumers, expecting convenience and immediacy
- Physicians want test results while patients are there
- Practices seeking new, profitable revenue streams
- Untapped opportunity with only 56% of sexually active females aged 16-24 screened for chlamydial infections<sup>3</sup>

# The Talis One System is Designed to Win in POC Market



## **SAMPLE PREPARATION**

Embedded Mechanical Lysis and Nucleic Acid Purification



## **TARGET TURNAROUND**

Results in <30 Minutes



## **EASE OF USE**

Designed for CLIA-Waived Settings



## **RELEVANT MENU**

Actionable Women's and Sexual Health Tests



## **LOW COST**

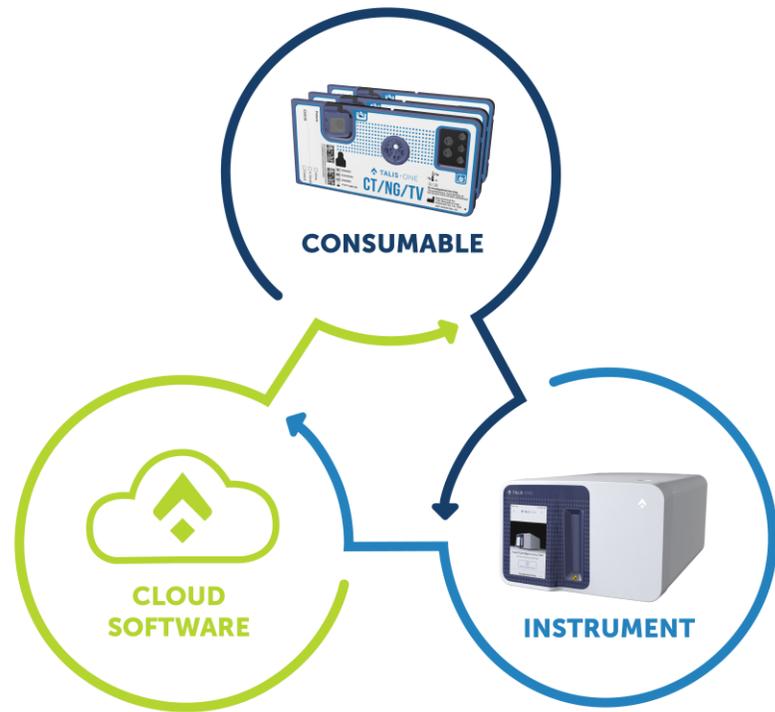
Automated Manufacturing Drives Down Cost

# Talis One System

## Technology Overview



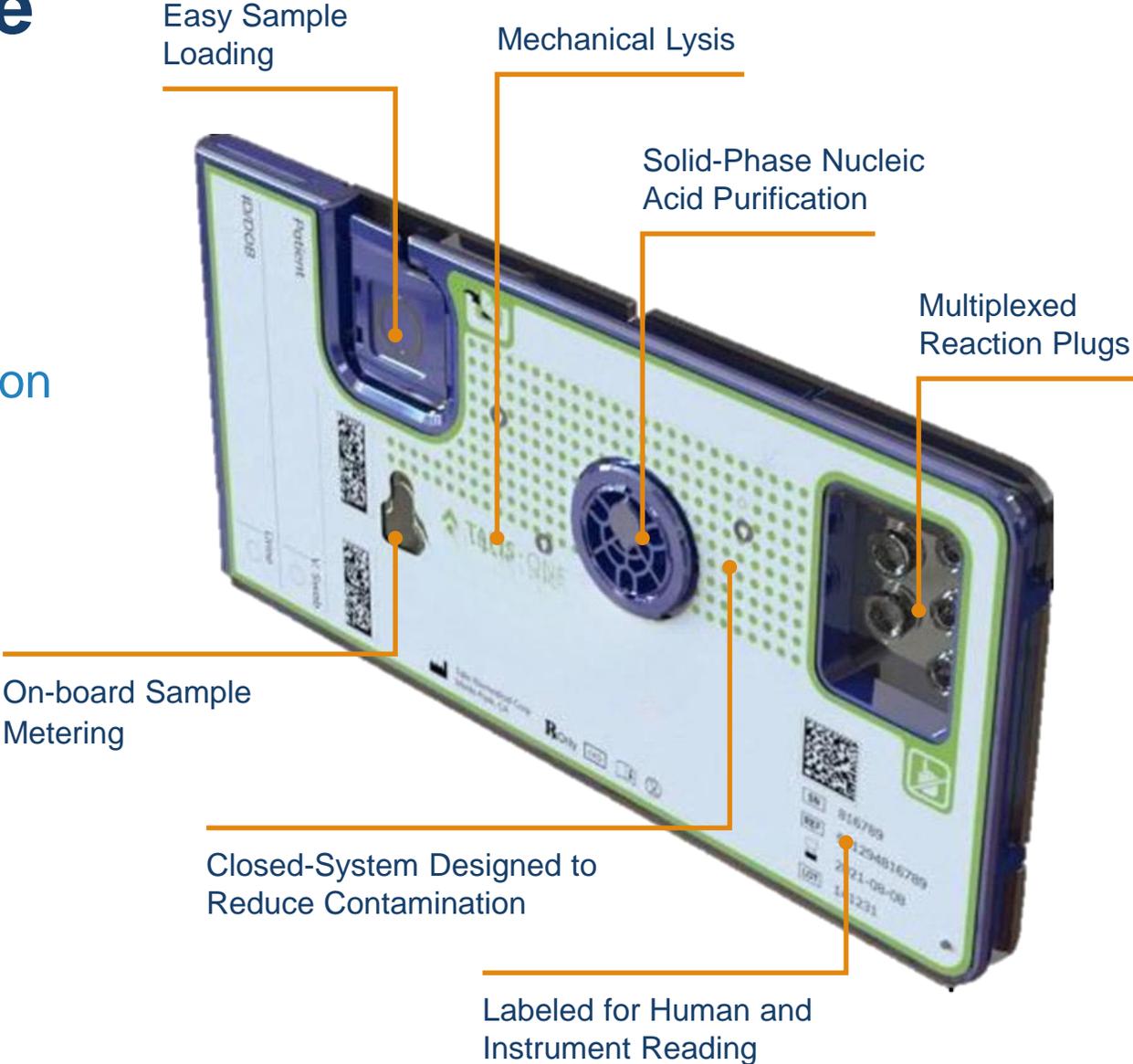
# Differentiated to Lead in Women's/Sexual Health Market



- ✓ POC sample-to-result in <30 minutes
- ✓ Demonstrated ease of use for untrained users<sup>1</sup>
- ✓ Integrated DNA/RNA extraction, purification, detection and results management
- ✓ Proven to lyse difficult pathogens in <4 minutes<sup>2</sup>
- ✓ Multiple system interface capabilities or standalone function

# Integrated Test Cartridge Enables Sample Prep, Menu Expansion

Self-Contained, Single Use Consumable Designed to Minimize Cross-Contamination



# Instrument Designed for Ease-of-Use

- ✓ Designed for Untrained User
- ✓ Touchscreen Interface
- ✓ Cloud Connectivity
- ✓ Flexible Multiplexing



# 3 Simple Steps to Results in <30 Minutes



**1** Label with patient ID:  
Barcode or handwritten



**2** Add specimen  
to cartridge



**3** Insert cartridge  
into instrument



## Results

# Established Ability to Manufacture at Scale

Investment in automation provides advantages of quality, throughput and cost



>\$100M investment in automated manufacturing to deliver 1M tests/month at full scale



High speed assembly lines consistently produce cartridges



Ability to build instruments efficiently



Talis One System performing well in hands of study users



# Three Tiers of Cartridge Manufacturing Lines Provide Flexibility and Stability as Business Scales

## 1. Manual



## 2. Semi Automated



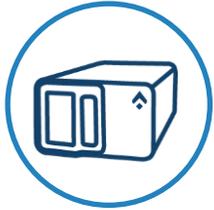
## 3. Fully Automated



<b>Business Use</b>	<ul style="list-style-type: none"> <li>• Research &amp; Development</li> </ul>	<ul style="list-style-type: none"> <li>• Clinical Studies/Early Commercialization</li> </ul>	<ul style="list-style-type: none"> <li>• Full-Scale Commercialization</li> </ul>
<b>Capacity</b>	<ul style="list-style-type: none"> <li>• 300 cartridges/day</li> </ul>	<ul style="list-style-type: none"> <li>• 2,000 cartridges/day<sup>1</sup></li> </ul>	<ul style="list-style-type: none"> <li>• 40,000 cartridges/day<sup>2</sup></li> </ul>
<b>Benefit</b>	<ul style="list-style-type: none"> <li>• Flexibility to customize production for different assays in small batches</li> </ul>	<ul style="list-style-type: none"> <li>• Additional volume with some customization and lower card to card variability</li> </ul>	<ul style="list-style-type: none"> <li>• Volume to support commercial scale and attractive margins</li> </ul>
<b>Location</b>	<ul style="list-style-type: none"> <li>• Redwood Shores, CA (Talis)</li> </ul>	<ul style="list-style-type: none"> <li>• Chicago, IL (Talis)</li> </ul>	<ul style="list-style-type: none"> <li>• Phoenix, AZ (Contract Manufacturer)</li> </ul>

1 Assumes one 8-hour shift; 2 Assumes operating all three lines simultaneously

# Delivering Clinical and Economic Value to Physicians



Minimal capital costs and lower practice overhead with better informed diagnosis and treatment



Pricing below established CPT codes



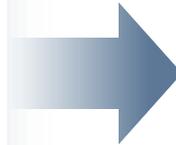
Redirects reimbursement from central lab to providers



# Not All POC Tests are Created Equal

## Important Questions to Ask

- Does it include sample preparation to ensure lab-quality results?
- Can it generate a result in less than 30 minutes while the patient is in the office?
- Can an untrained user operate?
- Can it deliver multiplex panels with difficult to lyse organisms to meet customer needs?
- Can it be produced at scale for low cost?



### SAMPLE PREPARATION

Embedded Mechanical Lysis and Nucleic Acid Purification



### TARGET TURNAROUND

Results in <30 Minutes



### EASE OF USE

Designed for CLIA-Waived Settings



### RELEVANT MENU

Actionable Women's and Sexual Health Tests



### LOW COST

Automated Manufacturing Drives Down Cost

**Talis One Uniquely Positioned to Meet Key Customer Needs**

# Prioritizing Assay Development to Accelerate Market Entry

1



## Market Entrant

### Respiratory Panel

Influenza A, Influenza B and SARS-CoV-2

- ✓ Symptomatic patients
- ✓ Nasopharyngeal swab
- ✓ Ob/Gyn demand confirmed
- ✓ 510(k) pre submission complete

2



## Volume Driver

### CT/NG/TV

Chlamydia trachomatis, Neisseria gonorrhoeae and Trichomonas vaginalis

- ✓ Asymptomatic and Symptomatic patients
- ✓ Vaginal swab (self collected)
- ✓ Male urine
- ✓ 510(k) pre submission complete

3



## Platform Differentiator

### HSV-1/2

Herpes Simplex Virus

- ✓ Symptomatic patients
- ✓ Anogenital lesion swab
- ✓ Feasibility studies underway

4



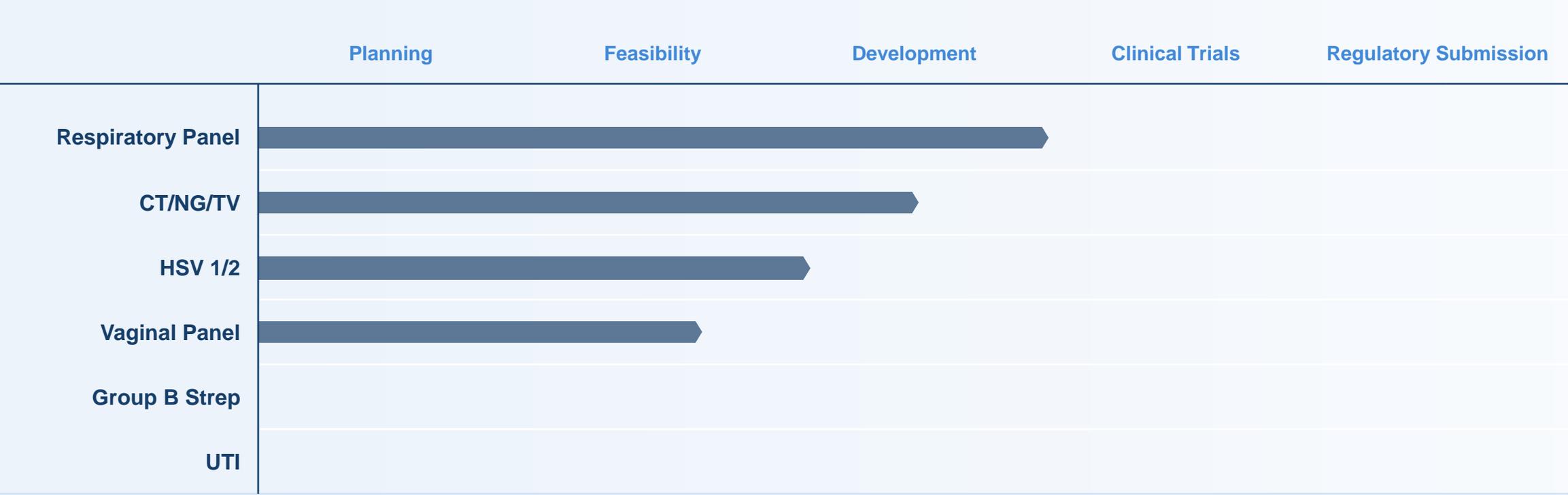
## Platform Differentiator

### Vaginal Panel

Bacterial vaginosis, vulvovaginal candidiasis and trichomonas vaginalis

- ✓ Symptomatic patients
- ✓ Vaginal swab
- ✓ Feasibility studies underway
- ✓ Multi color detection and ability to lyse yeast on cartridge demonstrated

# Roadmap for Menu Expansion



# Talis Biomedical Wins Over Time



Large unmet need with shifting diagnostic testing from centralized labs to the point of care



Nascent and growing \$3B U.S. market opportunity addressing women's and sexual health testing



Talis One System designed to deliver accuracy, speed, and ease of use



High-value efficient product roadmap and clear path to attractive margins



Capitalized to execute strategy into 2025 with cash ending 2Q23 of \$98M

**Thank you.**