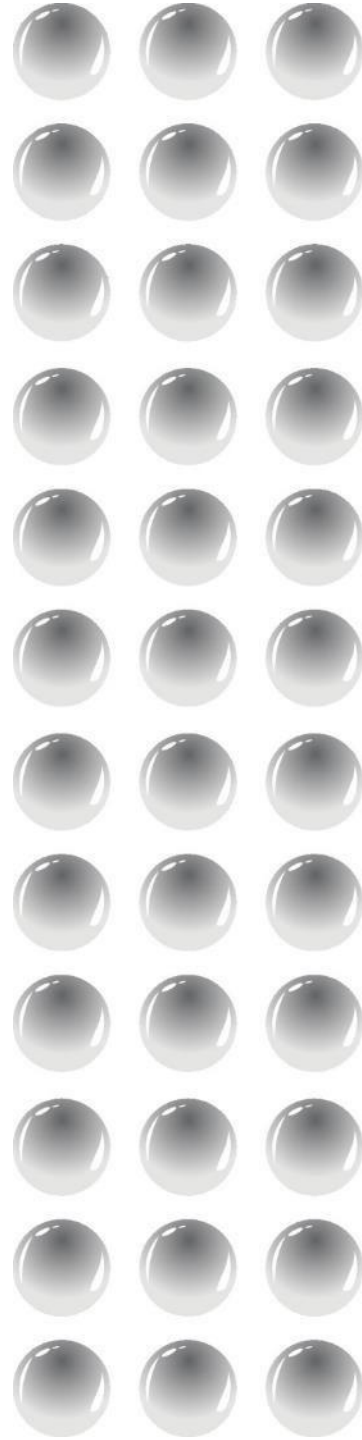




**SQI**  
DIAGNOSTICS

Annual General Meeting

March 23<sup>rd</sup>, 2022



# Precision Medicine & Diagnostics for Respiratory Health



**We are leaders in the science of lung health.**

**We develop and manufacture respiratory health and precision medicine tests that run on SQI's fully automated systems.**

**Our multiplexed tests simplify and improve:**

- **Donor organ transplant informatics and monitoring**
- **Rapid Acute Lung Injury testing**
- **COVID-19 diagnosis and antibody monitoring**













**We're driven to create and market life-saving testing technologies that help more people in more places live longer, healthier lives.**

# Recent Accomplishments

- EXACT COVID19 Antibody NYSDOH CLIA Approval
  - Ability to launch across the US
  - Media Campaign in action to support launch
- PBI – Point of Care (POC) testing business
  - Q1 revenues above expectations
  - Integration of operations to be completed by Mar 31 2022
- Bridge Financing
  - With PIVOT Financial enabled closing of the acquisition
  - Working hard to replace bridge with additional capital
- Owlstone Medical – working together for breath-based biomarkers relating to invasive aspergillus lung infection and lung transplant rejection
- MDSAP/ISO audit completed successfully



# Clinical Development Progress

	Research	Development	Clinical Validation	Regulatory Approval	Regulatory Status	Partner
<b>EXACT COVID19 Antibody</b>				✓	<b>NYSDOH CLIA Licensed</b>	<b>AZOVA™</b>
<b>SARS-CoV-2 RT-PCR (Biomeme)</b>				✓	<b>Health Canada I/O 2020-07-07</b>	
<b>SARS-CoV-2 RT-qPCR TripleLock</b>				✓	<b>Health Canada I/O 2020-02-04</b>	
<b>Celiac/Rheumatoid Arthritis</b>				✓	<b>NYSDOH CLIA Licensed</b>	<b>imaware™</b>
<b>RALI-Dx IL-6</b>					Submitted (Health Canada) Q4-2021	
<b>RALI-fast PoC</b>					To be submitted H2-2022	
<b>TORdx LUNG</b>					To be submitted H1-2022	

Non-COVID related submissions may take longer due to priority of EUA COVID submissions.

\* Strategy is to get CLIA license, collect samples US-wide and run tests in NY State under CLIA at our partner labs

# Exact COVID19 Antibody Test

- NYSDOH CLIA Approval received ahead of expectations
- AZOVA marketing launch targeted for mid April
- Waning immunity and stakeholder interest in general state of surveillance and protection from COVID-19 to drive demand
- Working with our key marketing and distribution partner AZOVA
- Actively selling to other targeted B2B and DTC accounts
- Actively pursuing media outreach to support launch
- Investments in manufacturing working with ATS Automation to ensure product availability of 1M tests p.a.



AZOVA™

# Acquisition – Point of Care Testing Business

- Acquisition rationale – revenue and positive cash flow in respiratory health
- Sales objectives from our valuation model being over-achieved
- \$1.5 m/month in average revenue recorded in quarter pre- acquisition



## Key Business Drivers Remain

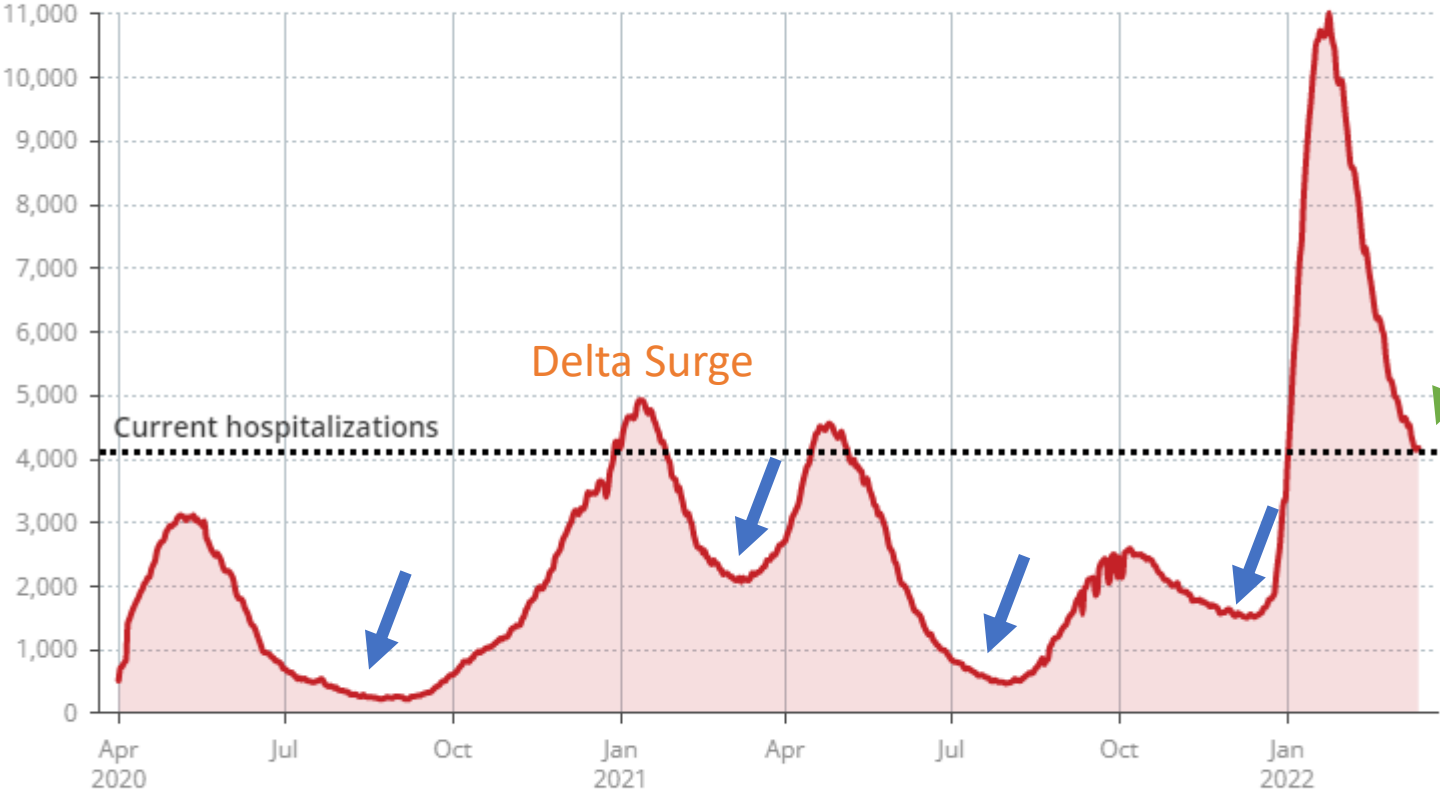
- After lowered restrictions Management anticipates another surge from already high levels
  - based on many public health opinions
  - current waster water estimates predict more hospitalizations than the numbers seen at peak of Delta variant last year
- Film/TV production – still actively testing and we expect this to continue at current levels through June
- Under-vaccinated populations are more affected by lifted restrictions – mining and manufacturing are in this category
- Surge in COVID-19 cases and hospitalizations that have historically meant a positive effect on sales



# Is it over? ...we thought so 4 times in the recent past

## COVID-19 hospitalizations in Canada

There were 4,177 hospitalizations in Canada on March 14.



The Pandemic is not over

Chart: Dexter McMillan • Source: Public Health Agency of Canada

CBC News

# What's Next

- Launch EXACT COVID19 Antibody test with AZOVA
  - Generate significant testing revenue
  - Ensure supply of product matches demand
- Close additional customer opportunities for EXACT COVID19 Antibody testing in the US
- Our current plans are to focus on Health Canada Interim Order approval once US launch initiated
  - Size and scope of clinical studies and the overall application for Health Canada are greater than in US; we expect to complete all needed clinical studies by April 2022
- POC Testing Business
  - Generate in excess of \$3.6M in revenue for quarter ending March 2022
  - Increase sales focus on lead generation for new customers
  - Work with key vendors for new products (example – FluVID)
- RALI-dx IL-6 approval with Health Canada and placement of new systems in GTA as first site(s)
- ISHLT Conference Boston April 2022
  - Heart and Lung Transplant conference
  - Seeking first US customers and clinical partners
- Owlstone – working together for breath-based biomarkers relating to invasive aspergillus lung infection and lung transplant rejection





Sqi  
DIAGNOSTICS

Q & A

