

# Emerging Growth Conference

7 March 2024



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The subsequent description of the transaction does not purport to be complete and is qualified in its entirety by reference to the transaction documents included in a Form 6-K filed with the U.S. Securities and Exchange Commission.

# Trinity Biotech Overview

Established over 30 years ago

Experienced diagnostics company

Established products & revenue base

Global company – products sold in approx. 100 countries

Fresh leadership with a fresh vision & strategy

Recently entered into the biosensor business with a strategic acquisition

# Investment Proposition

Established and growing revenues

Undergoing a comprehensive transformation programme to deliver step change in financial performance

Building a new and highly scalable business in wearable biosensors and AI powered services

# Overview of Existing Business

## Laboratory Testing



A1c Diabetes testing  
Autoimmunity  
Infectious Disease  
Clinical Chemistry  
50 State Reference Laboratory

## HIV



Rapid HIV tests to  
support large-scale  
field-testing programs

# Transformation Plan Underway

Consolidating  
and outsourcing  
manufacturing  
operations

Procurement  
enhancement  
and  
diversification

Simplify and  
shift location  
of internal  
operations

Reducing headcount to achieve additional efficiencies



# Post Financial Transformation Financial Targets

Q2-25  
Annualised  
Revenue:

~\$75m

Q2-25  
Annualised  
EBITDASO\*:

~\$20m

These are forward looking projections based upon management estimates and are subject to a number of risks.

Trinity Biotech plc reports under IFRS.

\*Earnings before interest tax depreciation amortisation and share option expense – also excludes impairment and one-off items

# Wearable Biosensor Market Entry

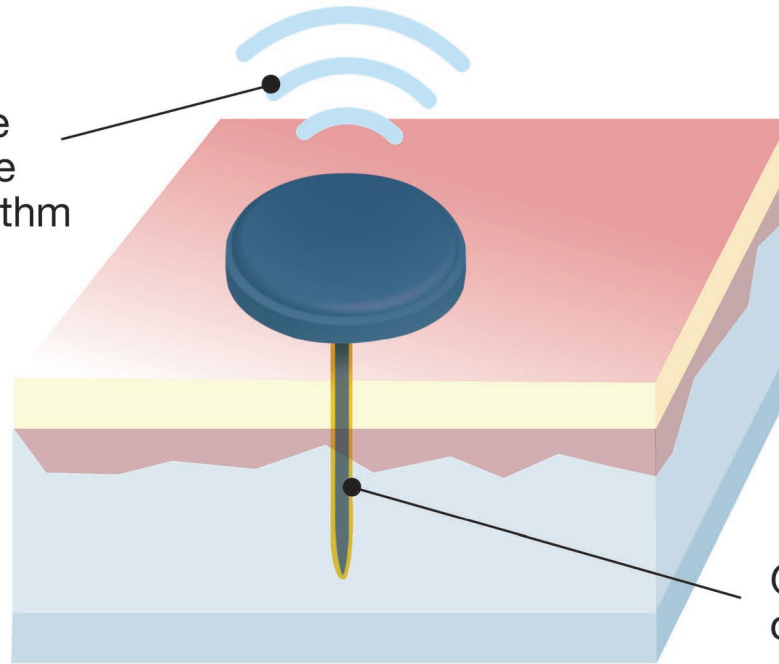
## Continuous Glucose Monitoring – CGM





# How a Biosensor Works

Chemical reaction with the sensor wire and the glucose creates voltage and transmits an algorithm which converts into a glucose value.



Glucose diffuses across the outer membrane of the sensor.

# CGM - Potential for Growth & Value Accretion

## Diabetes

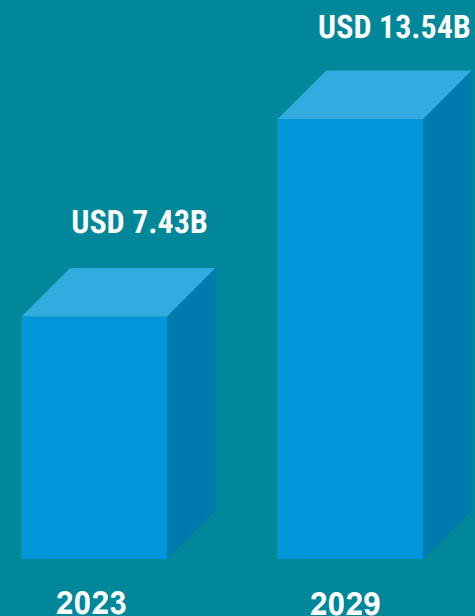
- **Diabetes Globally**
  - 537 million adults in 2021
  - 643 million by 2030
  - 783 million by 2045
- 3 in 4 adults with diabetes live in low and middle income markets
- By 2045, IDF\* projections show that 1 in 8 adults, approximately 783 million, will be living with diabetes

<https://idf.org/about-diabetes/diabetes-facts-figures/>

\*International Diabetes Federation

## CGM TAM

### Market Size in USD



Forecast CAGR (2024 – 2029)	10.52%
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Fastest Growing Market	Asia Pacific
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Largest Market	North America
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Major Players	Abbott
	Dexcom

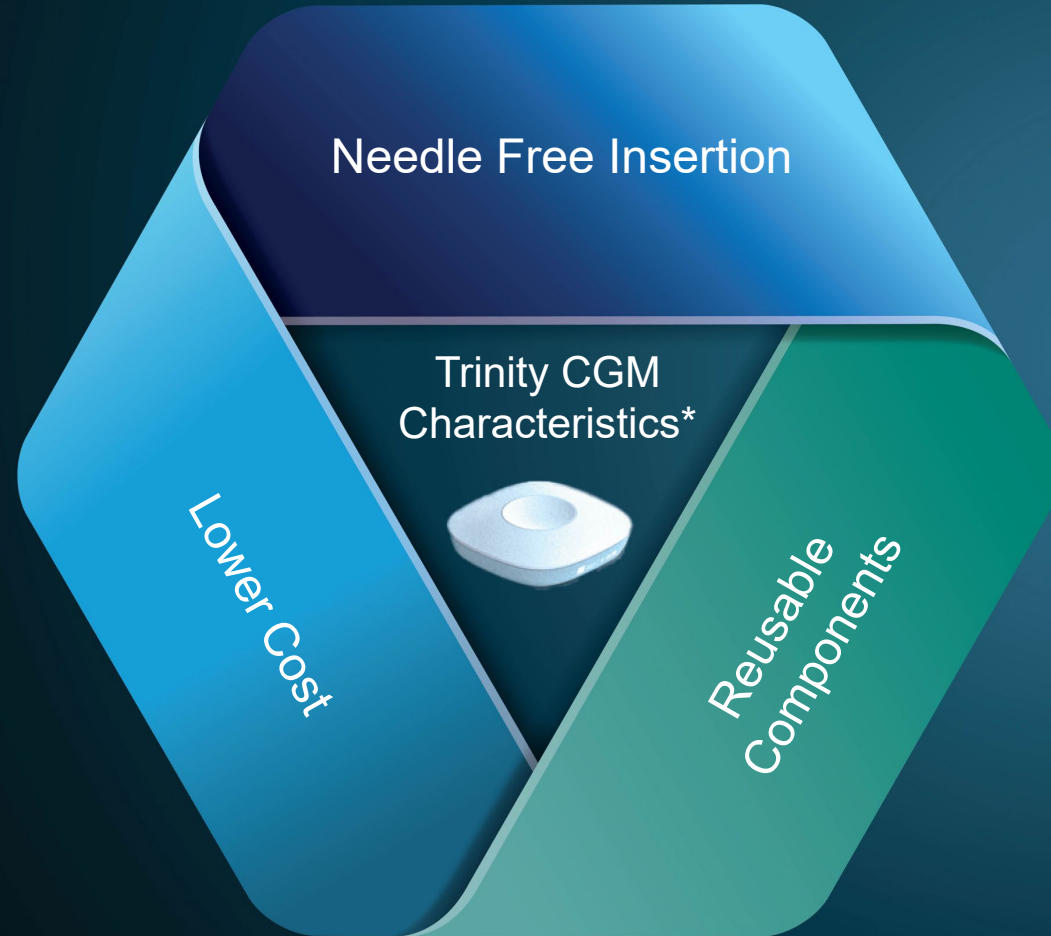
CGM Market - Size & Share by Company - Continuous Glucose Monitoring (mordorintelligence.com)

## Our CGM Technology – Acquired From Waveform



*Using this acquired technology to develop our next generation CGM*

# Multiple, Distinct Competitive Advantages



*\*Artist's impression, may differ from final device*

# Bayer Relationship

## Non-Binding Letter of Intent with Bayer

- To form a joint partnership for the launch of a CGM in China
- Intends to leverage Bayer's significant and well-established presence in the Chinese healthcare market, particularly in diabetes
- Launch of a low-cost, high quality, CGM device designed to increase affordability and accessibility of diabetes care. Definitive agreement intended to be negotiated in the coming months
- Includes a framework for the intention to launch a CGM device in India
- Bayer Pharma India has a strong presence in the diabetes market with brands like Kerendia® and Glucobay®



“We could not have asked for a stronger international partner to help us embark on the journey of introducing our newly acquired innovative and accessible biosensor technology into large diabetes markets with significant unmet needs”



# Data Capture & Connected Services



*\*Artist's impression, may differ from final device*



## Sum Up

“ We are an experienced diagnostic company, that under new leadership and with fresh thinking can transform its existing business into a highly performing cash generative enterprise. In addition, our recent strategic acquisition, gives us a foothold in a vast and rapidly expanding market, into which we plan to introduce a highly competitive offering that we believe can successfully disrupt the market and capture significant value for our shareholders”