

07 May 2025

More Medicare Reimbursement Coverage Secured for FebriDx

NEED TO KNOW

- Reimbursement coverage for FebriDx obtained from 2 additional Medicare Administration Contractors (MACs)
- FebriDx reimbursement now covered by 4 of 7 MACs (55% of US Medicare payment coverage); negotiations continue with last 3
- 3Q result highlights: revenue up 21% qoq, cash US\$4.0m

Two more MACs confirm Medicare reimbursement coverage: Lumos has announced that both First Coast Service Options and Noridian Healthcare Solutions have confirmed Medicare reimbursement coverage of FebriDx, with plans to include the test in their Medicare Fee Schedules effective retroactively from 1 April. These MACs cover a large geographic area and include states with large populations (including California, Florida, Washington and Arizona).

4 of 7 MACs now cover FebriDx – working on the last 3: FebriDx is now covered by 4 of the 7 MACs, equating to 55% of the total Medicare payment coverage. Lumos has indicated that it continues working to secure adoption from the remaining 3 MACs, and has stated that negotiations are in process.

3Q results – revenue up 21% qoq, cash of US\$4.0m: 3Q results include revenue of US\$3.5m, bringing year-to-date revenue to US\$9.8m (up 44% on the prior year). Operating cash outflow was US\$1.3m vs. US\$3.7m in 2Q.

Investment Thesis

Market demand for rapid point-of-care diagnostics: The global healthcare system is increasingly prioritising rapid diagnostic solutions, particularly in infectious disease management and antibiotic stewardship. LDX's proprietary technology addresses this need with point-of-care solutions that reduce the time to diagnosis and treatment. Stricter antimicrobial stewardship guidelines and government support for point-of-care testing could drive adoption.

Proprietary technology and diversified business: LDX's reader-based and reader-free diagnostics leverage advanced immunoassay technology, offering improved sensitivity and ease of use compared to traditional methods. The company's ability to develop and commercialise both proprietary and partner-based tests provides diversified revenue streams across multiple indications.

Commercialisation underway: LDX is advancing its commercialisation strategy by expanding its flagship FebriDx® test into global markets, broader clinical settings in the US and extend its labelling to paediatric populations. Strategic partnerships and regulatory approvals will be key drivers of revenue scalability and long-term profitability in the diagnostics sector.

Valuation/Risks

We value LDX at A\$172m or \$0.10 per fully diluted share using DCF methodology, based on 748.5m shares on issue, 157.4m options, and assuming a US\$5m capital raise in 2H25, adding 256.4m new shares to the count. In the highly competitive diagnostics market, LDX's key risks are regulatory, commercialisation, reimbursement, technology and distribution.

Equity Research Australia Technology Hardware & Equipment

Chris Kallos, CFA, Senior Analyst
chris.kallos@mstaccess.com.au



Lumos Diagnostics is a company specializing in rapid diagnostic testing solutions, particularly in point-of-care (POC) diagnostics. They develop and manufacture custom assay solutions, reader technologies, and diagnostic platforms for various applications, including infectious disease detection, inflammatory markers, and other health conditions. Lumos also works in food and environmental testing.

<https://lumosdiagnostics.com/>

Valuation	A\$0.10 (unchanged)
Current price	A\$0.03
Market cap	A\$19m
Cash on hand	US\$4m (31 March 2024)

Upcoming Catalysts / Next News

Period	
4Q25	Pre-submission FebriDx® paed study
4Q25	Milestone in Hologic fFN agreement
2H25	Update on FebriDx® CLIA waiver trial
2H25	Women's health diagnostic update
1H26	Completion of Hologic fFN agreement

Share Price (A\$)



Source: FactSet, MST Access

Year end 30 June, USD unless otherwise noted

MARKET DATA

Price	\$	0.03			
52 week high / low	\$	0.02-0.07			
Valuation	\$	0.10			
Market capitalisation	\$m	19.0			
Shares on issue (basic)	m	1004.9	(includes ~256m new shares from forecast cap raise in FY25)		
Options / rights	m	157.4	(unlisted options and performance rights)		
Other equity	m	0.0			
Shares on issue (diluted)	m	1162.3			

12-MONTH SHARE PRICE PERFORMANCE (A\$)



INVESTMENT FUNDAMENTALS		FY23A	FY24A	FY25E	FY26E	FY27E
Reported NPAT	\$m	(9.0)	(8.6)	(6.2)	(3.4)	(1.9)
Underlying NPAT	\$m	(9.0)	(8.6)	(6.2)	(3.4)	(1.9)
Reported EPS (diluted)	¢	(3.8)	(1.9)	(0.8)	(0.5)	(0.3)
Underlying EPS (diluted)	¢	(3.8)	(1.9)	(0.8)	(0.5)	(0.3)
Growth	%					
Underlying PER	x	nm	nm	nm	nm	nm
Operating cash flow per share	¢	(3.1)	0.2	(0.5)	(0.1)	0.1
Free cash flow per share	¢	(1.7)	0.2	(0.5)	(0.1)	0.1
Price to free cash flow per share	x	nm	14.8	nm	nm	25.0
FCF Yield	%	nm	6.8%	nm	nm	4.0%
Dividend	¢	0.0	0.0	0.0	0.0	0.0
Payout	%	0.0%	0.0%	0.0%	0.0%	0.0%
Yield	%	0.0%	0.0%	0.0%	0.0%	0.0%
Franking	%	nm	nm	nm	nm	nm
Enterprise value	\$m	16.0	12.5	12.6	14.9	15.4
EV/EBITDA	x	(2.9)	(3.2)	(4.7)	(311.2)	10.9
EV/EBIT	x	(2.0)	(1.7)	(2.6)	(6.8)	(24.8)
Price to book (NAV)	x	0.8	1.8	3.3	7.9	33.5
Price to NTA	x	(5.8)	(4.9)	(7.4)	(3.9)	(3.2)

KEY RATIOS		FY23A	FY24A	FY25E	FY26E	FY27E
Gross Margin	%	54.2	63.0	59.1	56.2	63.6
EBITDA margin	%	nm	nm	nm	nm	5.9
EBIT margin	%	nm	nm	nm	nm	nm
NPAT margin	%	nm	nm	nm	nm	nm
ROE	%	nm	nm	nm	nm	nm
ROA	%	nm	nm	nm	nm	nm
Net tangible assets per share	\$	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
Book value per share	\$	0.0	0.0	0.0	0.0	0.0
Net debt/(cash)	\$m	(3.0)	(6.5)	(6.4)	(4.1)	(3.6)
Interest cover/ (EBIT/net interest)	x	nm	nm	nm	nm	nm
Gearing (net debt/EBITDA)	x	nm	nm	nm	nm	nm
Leverage (net debt/(net debt + equity))	x	nm	nm	nm	nm	nm

DUPONT ANALYSIS		FY23A	FY24A	FY25E	FY26E	FY27E
Net Profit Margin	%	nm	nm	nm	nm	nm
Asset Turnover	x	0.4	0.4	0.5	0.8	1.0
Return on Assets	%	nm	nm	nm	nm	nm
Leverage	x	2.7	3.8	4.4	9.4	39.6
Return on Equity	%	nm	nm	nm	nm	nm

KEY PERFORMANCE INDICATORS		FY23A	FY24A	FY25E	FY26E	FY27E
Revenue						
Branded products	\$m	0.3	1.2	1.4	4.3	11.4
Contract services	\$m	10.2	9.9	11.2	11.7	12.3

HALF YEARLY DATA		2H22	1H23	2H23	1H24	2H24
Total Revenue	\$m	6.4	5.1	5.4	2.8	8.4
Operating expenses	\$m	(37.4)	(8.9)	(6.5)	(7.9)	(8.0)
EBITDA	\$m	(7.9)	(4.4)	(1.0)	(4.4)	0.5
EBIT	\$m	(34.2)	(6.3)	(1.8)	(5.6)	(1.9)
PBT	\$m	(34.6)	(6.6)	(2.4)	(6.4)	(2.2)
Reported NPAT	\$m	(45.7)	(6.6)	(2.4)	(6.4)	(2.2)

Source: Company reports, MST Access estimates

PROFIT AND LOSS		FY23A	FY24A	FY25E	FY26E	FY27E
Revenue	\$m	10.5	11.1	12.9	16.0	23.7
Other income	\$m	0.5	0.1	1.0	2.2	0.1
Total Revenue	\$m	11.0	11.3	13.9	18.2	23.7
Gross profit	\$m	6.0	7.1	8.2	10.2	15.1
Operating expenses	\$m	(15.4)	(15.8)	(15.5)	(15.8)	(17.0)
EBITDA	\$m	(5.4)	(3.9)	(2.7)	(0.0)	1.4
Depreciation & Amortisation	\$m	(3.7)	(2.6)	(2.3)	(2.1)	(2.0)
EBIT	\$m	(8.2)	(7.5)	(4.9)	(2.2)	(0.6)
Net interest	\$m	(0.8)	(1.1)	(1.3)	(1.3)	(1.3)
Pretax Profit	\$m	(9.0)	(8.6)	(6.2)	(3.4)	(1.9)
Tax expense	\$m	0.0	0.0	0.0	0.0	0.0
Reported NPAT	\$m	(9.0)	(8.6)	(6.2)	(3.4)	(1.9)
Underlying NPAT	\$m	(9.0)	(8.6)	(6.2)	(3.4)	(1.9)
Year end shares	m	309.4	481.3	748.5	748.5	748.5

GROWTH PROFILE		FY23A	FY24A	FY25E	FY26E	FY27E
Revenue	%	(9.4)	5.7	16.0	24.2	47.5
EBITDA	%	nm	nm	nm	nm	nm
EBIT	%	nm	nm	nm	nm	nm
Reported NPAT	%	nm	nm	nm	nm	nm

BALANCE SHEET		FY23A	FY24A	FY25E	FY26E	FY27E
Cash	\$m	3.0	6.5	6.4	4.1	3.6
Receivables	\$m	1.5	0.7	0.8	1.0	1.4
Other	\$m	1.5	2.4	2.5	2.8	3.3
Current assets	\$m	6.0	9.6	9.7	7.8	8.3
PPE	\$m	0.6	0.3	0.3	0.2	0.2
Intangible assets	\$m	10.9	9.7	8.5	7.5	6.6
Right-of-use assets	\$m	8.0	7.3	7.5	7.7	7.9
Other	\$m	0.0	0.0	0.0	0.0	0.0
Non current assets	\$m	19.5	17.3	16.3	15.5	14.7
Total assets	\$m	25.4	26.8	26.0	23.2	23.0
Trade and other payables	\$m	2.9	2.4	2.8	3.4	5.1
Borrowing and lease liabilities	\$m	0.7	1.0	1.0	1.0	1.0
Other	\$m	4.6	9.3	9.3	9.3	9.3
Current liabilities	\$m	8.2	12.6	13.0	13.7	15.3
Borrowing and lease liabilities	\$m	7.7	7.1	7.1	7.1	7.1
Other liability	\$m	0.0	0.0	0.0	0.0	0.0
Non current liabilities	\$m	7.7	7.1	7.1	7.1	7.1
Total liabilities	\$m	15.9	19.7	20.1	20.8	22.4
Net assets	\$m	9.5	7.1	5.9	2.5	0.6
Share capital	\$m	92.5	98.2	103.2	103.2	103.2
Retained earnings	\$m	(82.3)	(90.9)	(97.1)	(100.5)	(102.4)
Other	\$m	(0.7)	(0.3)	(0.3)	(0.3)	(0.3)
Total equity	\$m	9.5	7.1	5.9	2.5	0.6

CASH FLOW		FY23A	FY24A	FY25E	FY26E	FY27E
Profit/(net loss) for period	\$m	(9.0)	(8.6)	(6.2)	(3.4)	(1.9)
Depreciation & Amortisation	\$m	3.7	2.6	2.3	2.1	2.0
Changes in working capital	\$m	(3.9)	5.4	0.1	0.3	0.6
Other	\$m	(0.4)	1.5	0.0	0.0	0.0
Operating cash flow	\$m	(9.6)	0.9	(3.8)	(1.0)	0.8
Payments for PPE	\$m	(0.2)	(0.1)	(0.1)	(0.0)	(0.0)
Other	\$m	4.5	0.0	0.0	0.0	0.0
Investing cash flow	\$m	4.3	(0.1)	(0.1)	(0.0)	(0.0)
Payment of lease liabilities	\$m	(1.8)	(1.3)	(1.3)	(1.3)	(1.3)
Proceeds from issued shares	\$m	0.0	5.0	5.0	0.0	0.0
Dividends paid	\$m	0.0	0.0	0.0	0.0	0.0
Financing cash flow	\$m	0.7	2.6	3.7	(1.3)	(1.3)
Cash year end	\$m	3.0	6.5	6.4	4.1	3.6
Free cash flow	\$m	(5.3)	0.8	(3.9)	(1.1)	0.8

Thesis: End-to-End Point-of-Care Diagnostic Player

Lumos Diagnostics (LDX) is an Australian-based, publicly traded medical technology company which develops and commercialises rapid, point-of-care (POC) diagnostic tests. LDX aims to establish a competitive advantage by integrating high-performance lateral flow assays (LFAs) with sophisticated reader technology and a supporting suite of applications. This strategy aims to provide a balance of speed, accuracy, and connectivity at the point of care, competing with traditional laboratory testing in terms of cost, time and convenience.

Offering: rapid tests, advanced readers, custom solutions

LDX offers a range of proprietary commercially available POC tests and contract services. However, its contract services are typically not provided directly to healthcare providers. Instead, these services are contracted by third-party clients, including diagnostic and pharmaceutical companies, food and environmental testing companies, startups, and universities. LDX's expertise supports these clients as they develop, manufacture and commercialise diagnostic products.

LDX's portfolio of platforms covers several areas (readers, cassettes, app): see Figure 1 (image labels correspond with bullets below). These are provided to clients and customised to meet individual needs.

Rapid diagnostic tests (lateral flow assays and other tests) (Figure 1 – A): LDX has developed a number of proprietary LFAs, which assess a sample and determine whether a particular analyte is present, thereby diagnosing specific conditions. Its suite of tests includes flagship product FebriDx®, which can differentiate between viral and bacterial infections in patients with acute respiratory infections after 10 minutes (notably, the ex-US claim distinguishes viral from bacterial infections, whereas the US claim differentiates bacterial from non-bacterial infections). The company also develops LFAs and other diagnostic tests for its partners.

Reader platforms (Figure 1 – B): LDX's reader platforms are POC devices used to analyse, interpret and transmit the results of diagnostic tests. These include the following, which are each customisable for specific assay types and user scenarios in terms of portability, connectivity and output format:

- Single-use Disposable Reader – fully integrated with test strip in single-use, disposable system
- Multi-use Disposable Reader – facilitates easy drop-in of test strips, customisable for various needs
- Leelu Reader – research-use-only benchtop reader for assay development and quality control
- Hand-Held Camera Reader (also called 'Portable Camera Reader') – uses a high-performance camera system (also used on the Leelu Reader) to detect test strip signals and provide numerical results, with options for Bluetooth connectivity and barcode reading.

Desktop app and smartphone app (Figure 1 – C): Companion apps enhance the functionality of LDX's reader devices by integrating with cloud platforms, enabling the user-friendly capture of data.

Figure 1: LDX portfolio of platforms



Source: LDX.

Figure 2: Product portfolio overview

Product division	Division contribution: 11% of FY24 revenue; projected revenue CAGR (FY24–29): 308%
<i>Lateral flow assays, including:</i>	
FebriDx®	Rapid, all-in-one point-of-care test that diagnoses acute respiratory infections and differentiates between bacterial and viral respiratory infections
ViraDx™	Rapid point-of-care test that diagnoses and distinguishes between acute viral respiratory infections caused by COVID-19, Influenza A and Influenza B
Contract Services division	Division contribution: 89% of FY24 revenue; projected revenue CAGR (FY24–29): 7%
<i>Services contracted by third parties (e.g. healthcare organisations and biotechs), including:</i>	
Assay development	Offers comprehensive services encompassing the development of diagnostic tests, from reagent sourcing to verification, validation, and design transfer
Reader development	Customises reader platforms based on client needs, including disposable and reusable readers, as well as off-the-shelf product solutions
Supporting technology and services, including:	
• App and cloud services	Develops applications and cloud-based solutions to support data management and connectivity for diagnostic devices
• Manufacturing	Conducts full-scale manufacturing of diagnostic reagents, cartridges, and test kits, with capabilities for manufacturing transfer and process validation
• Medical affairs	Supports all stages of product development and commercialisation, including clinical trials and medical communications
• Quality and regulatory affairs	Assists with quality management systems and regulatory compliance throughout the product lifecycle

Source: LDX.

Technology: proprietary platform underpins product development

LDX's technology platform uniquely positions the company to offer tailored, innovative, and efficient POC diagnostic solutions across various healthcare settings. Highlights of the platform are as follows:

- **Portfolio of proprietary tests:** LDX develops its own branded POC tests (FebriDx® and ViraDx™), targeting infectious and inflammatory diseases and focusing on rapid results. By integrating its development process, LDX benefits from synergy gains in optimising costs and maximising profit margins. Additionally, LDX is building a strong intellectual property portfolio, giving it a stronger competitive edge in the diagnostics market.
- **End-to-end development services:** LDX provides a comprehensive development process, from feasibility studies using the Leelu R&D Reader to clinical validation and design transfer for commercial-scale manufacturing. This reduces development timelines, costs, and risks.
- **Rapid development of assays:** LDX's rapid prototyping capabilities enable it to develop assays at an accelerated pace compared with competitors.
- **Versatile reader portfolio:** LDX's readers range from single-use disposables to reusable camera-based systems, and are adaptable to various assay chemistries and formats. Test strips can be seamlessly integrated with digital readers. Custom assay-specific algorithms can be uploaded to readers for qualitative or quantitative results. Readers can be branded and customised with application-specific features, alternate form factors, and connectivity options (e.g., Bluetooth).
- **Digital ecosystem (apps and cloud integration) supporting the LDX offering:** LDX offers companion mobile and desktop apps for workflow guidance and data management, analytics and visualisation. Connectivity options enable real-time reporting, integrating with laboratory information systems. Cloud platforms capture key data such as test results, device usage, and patient metrics.
- **Regulatory-compliant manufacturing:** Readers are manufactured to ISO 13485 standards, ensuring readiness for regulatory trials and compliance with international quality requirements.

Market opportunity and competitive advantages

Overall market: point-of-care diagnostics

Opportunity – growing point-of-care diagnostics market (10% CAGR): LDX operates within the POC diagnostics sector, a rapidly expanding healthcare segment. This market is projected to grow to US\$65.9 bn by 2029 from US\$44.24 bn in 2023 (see References: 1), a compound annual growth rate (CAGR) of ~10.2%. The COVID-19 pandemic significantly accelerated the adoption of POC diagnostics, driving demand for rapid, decentralised testing beyond traditional hospital settings.

Competitive advantages: Competitors in the POC diagnostics space include both large multinationals and innovative startups. Molecular POC testing has surged post-COVID-19, with platforms such as Abbott ID NOW and Cepheid GeneXpert gaining widespread use. AI-powered, digital POC solutions and at-home testing have become mainstream, while regulatory fast-tracking has improved market access.

LDX has meaningful advantages over its competitors in this space, including:

- **customisable LFAs**, allowing partners to tailor tests for specific biomarkers and applications
- **superior accuracy** due to integrated digital reader technology: Integrated digital readers provide quantitative and semi-quantitative results, improving accuracy over traditional visual LFAs
- **ability to assess multiple biomarkers in one test:** Some of LDX's solutions can detect multiple biomarkers in one test, improving diagnostic efficiency compared to single-marker LFAs. This allows a more detailed snapshot of a patient's condition and the capture of more information on various targets in parallel and is particularly valuable for complex diseases where multiple factors may be relevant for diagnosis or prognosis
- **less expensive and faster** than PCR and other lab tests: While less sensitive than PCR testing, LDX's solutions are lower cost and enable rapid decision-making (for example, FebriDx® provides results in ~10 minutes). These features are particularly useful in decentralised healthcare settings
- **global market access:** With regulatory approvals in multiple regions (specifically, FebriDx® has FDA clearance and CE marking), LDX has a stronger international market foothold than many competitors.

Immediate and critical market opportunity: differentiating bacterial vs. viral infections at point of care

Opportunity – combatting antibiotic overuse with flagship product, FebriDx®: LDX's immediate market opportunity rests with FebriDx®, specifically with respect to the overuse of antibiotics in the treatment of acute respiratory infections (ARIs) – a well-documented contributor to the escalating global challenge of antimicrobial resistance among bacterial pathogens.

Although ARIs are mostly caused by viruses, US healthcare providers in outpatient settings issued approximately 211 million antibiotic prescriptions for ARIs in 2021 – a rate of 636 prescriptions per 1,000 individuals. The CDC estimates that up to 28% of these prescriptions were unwarranted.

Competitive advantages: MeMed is the only real direct competitor to LDX in the host-response biomarker-based POC diagnostics space. Both tests differentiate bacterial from viral infections, positioning them uniquely in the POC market. However, we see FebriDx® as having meaningful competitive advantages over MeMed. FebriDx®:

- **is smaller (instrument-free) and thus more portable** (MeMed requires the use of an instrument)
- **is stored at room temperature** (MeMed which requires cold chain storage)
- **is less expensive**
- **requires a smaller volume of blood for the test** (fingerstick for FebriDx® vs. blood draw for MeMed)
- **provides clearer, definitive results** (in MeMed's algorithm, 30% of patients can fall into an equivocal zone).

3Q Results – Key Highlights

Lumos Diagnostics has reported its 3QFY25 results. Key points to note are discussed below.

Revenue

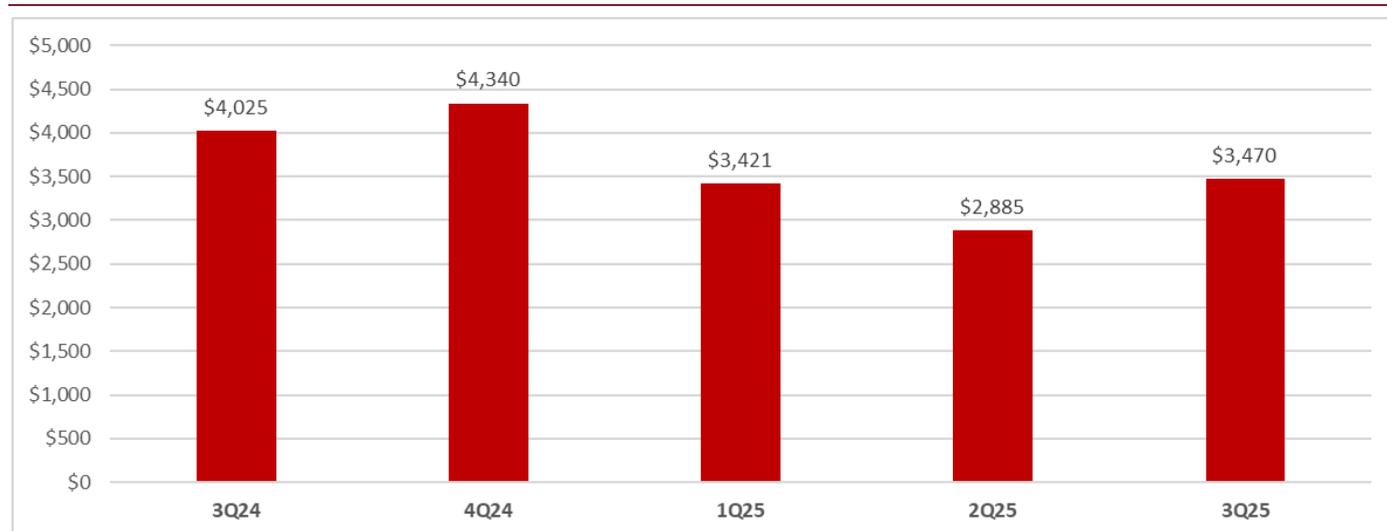
The company reported 3Q revenue of US\$3.5m, which was up 21% quarter on quarter (qoq) but down 13% year on year (yoy). The breakdown of revenue was:

- **Services division:** US\$2.8m (mostly attributable to the Hologic fFN Development agreement and licensing revenue associated with the Hologic IP Agreement), down 16% on the prior corresponding period (pcp). The 16% yoy revenue decline was mainly due to a reduced monthly recognition rate of the US\$10.0m Intellectual Property Agreement upfront payment, from US\$0.50m to US\$0.37m. Additionally, Development Agreement revenue decreased from US\$0.24m to US\$0.17m monthly. This adjustment followed the extended project timeline announced in the 2QFY25 results.
- **Products division:** US\$0.7m, up 17% qoq. This included 48% growth in FebriDx sales vs. the pcp (on additional sales in the UK and growing awareness in the UK) but also incorporated an 11% decline in ViraDx sales on the pcp (on pressure from Chinese and South Korean competition). The product division included revenues for Binx products (although these were not separately disclosed) – according to management, these sales grew 73% on pcp. LDX secured US distribution rights for Binx Health's women's health and sexual health diagnostic products in 2HFY23. These products include cleared, CLIA-waived tests for women's health, STIs, and other infectious diseases.

Cash

The cash balance at the end of the period was US\$4.0m, down from US\$5.5m in the previous quarter. Operating cashflow was significantly improved from the previous quarter at an outflow of US\$1.3m vs. an outflow of US\$3.7m in 2Q. Cash receipts from customers in 3Q were US\$1.5m. Lumos has approximately 4.9 quarters of funding available at current cash burn rates.

Figure 3: Consolidated quarterly revenue (3Q25 unaudited) (US\$000)



Source: Lumos Diagnostics.

Distribution agreements

In January 2025, LDX announced a strategic partnership with MedPro Associates to provide national contract sales coverage for FebriDx across US hospital and primary care markets. MedPro's team of over 60 representatives completed launch and training activities, and early field results are positive. Additionally, FebriDx was awarded a Distribution and Pricing Agreement (DAPA) by the US Defense Logistics Agency, enabling the product to be promoted to US military services but not guaranteeing procurement.

Valuation

We value LDX at A\$172m, or \$0.10 per share (fully diluted), using discount cash flow (DCF) methodology on free cash flow and based on 748.5m shares on issue, and 157.4m options and performance rights (unlisted). Additionally, we have assumed a US\$5m capital raise in 2H25 representing new shares on issue of 256.4m which we add to our basic share count.

Key inputs

- WACC of 12.5% using beta of 1.25 (FactSet)
- Long-term gross margin of around 64%
- Terminal growth rate beyond 2034 of 2%
- Net cash position of \$6.4m as at 31 December 2024 (Proforma basis includes BARDA payment)
- Probability of success (POS) in FebriDx® CLIA waiver trial of 80% with clearance in 2HFY26
- FebriDx® unit sale price of US\$11 in the United States
- ViraDx™ unit sale price of US\$6
- Commercial services business revenue growth of around 5%

Figure 4: DCF valuation and key metrics

		Jun-24	Jun-25	Jun-26	Jun-27	Jun-28	Jun-29	Jun-30	Jun-31	Jun-32	Jun-33	Jun-34
		2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034
EBIT	US\$m	(8.6)	(6.2)	(3.4)	(1.9)	2.0	5.9	9.8	13.8	18.2	23.2	28.3
Tax at standard rate		0	0	0	0	0	0	0	0	0	0	0
Post-tax EBIT	US\$m	(8.6)	(6.2)	(3.4)	(1.9)	2.0	5.9	9.8	13.8	18.2	23.2	28.3
Depreciation & Amortization	US\$m	(2.6)	(2.3)	(2.1)	(2.0)	(1.9)	(1.9)	(1.8)	(1.7)	(1.7)	(1.6)	(1.6)
Post-tax cash flow	US\$m	(11.2)	(8.5)	(5.6)	(3.9)	0.1	4.0	8.1	12.1	16.6	21.6	26.8
Less capex	US\$m	(0.1)	(0.1)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
Less change in working capital	US\$m	5.4	0.1	0.3	0.6	0.6	0.6	0.6	0.6	0.7	0.7	0.7
Free cash flow	US\$m	(5.9)	(8.4)	(5.3)	(3.3)	0.7	4.7	8.7	12.7	17.2	22.2	27.4
Discount coefficient		0	1	2	3	4	5	6	7	8	9	10
Discounted cash flow	US\$m		(7.4)	(4.2)	(2.3)	0.4	2.6	4.3	5.6	6.7	7.7	8.4
Sum of discount streams	US\$m	21.8										
Terminal growth	%	2.0%										
Future value into perpetuity	US\$m	266.4										
NPV of terminal value	US\$m	83.7										
PV of cash flows	US\$m	105.5										
PLUS: Value of investments	US\$m	-										
LESS: Net debt	US\$m	(6.4)										
Equity value	US\$m	111.9										
Equity value	A\$m	172.2	0.65	AUD:USD								
Ordinary shares	m	1,004.9										
Options	m	157.4										
Value per share (fully diluted)	A\$	0.10										

Source: MST Access.

Near-term catalysts

- 4Q25: FDA pre-submission for the FebriDx® paediatric study.
- 4Q25: Achievement of Milestone 2 under Phase 2 of the Hologic fetal fibronectin (fFN) development agreement.
- 2H25: Update on FebriDx® CLIA waiver trial, increased product awareness, and sales growth in US urgent care centers.
- 2H25: Progress to formal product development of the first LDX-branded women's health diagnostics test.
- December 2025: Completion of the Hologic Development Agreement, including delivery of system prototype milestones.

Sensitivity analysis

Our base-case valuation of A\$0.10 per share (fully diluted) is based on a discount rate of 12.5% and a terminal growth rate of 2%. To account for the sensitivity of our valuation to these assumptions, we provide a sensitivity matrix illustrating the potential effects of variations in these key parameters (see Figure 5).

Figure 5: Sensitivity analysis

		Discount rate				
		11.5%	12.0%	12.5%	13.0%	13.5%
Terminal growth rate	0.10					
	0.0%	0.10	0.09	0.08	0.08	0.07
	1.0%	0.10	0.10	0.09	0.08	0.08
	2.0%	0.11	0.10	0.10	0.09	0.08
	3.0%	0.13	0.11	0.11	0.10	0.09
	4.0%	0.14	0.13	0.12	0.11	0.10

Source: MST Access.

Sensitivities and risks

Synergies

Notwithstanding operational risk related to coordination, LDX's business model creates synergies between its contract development and proprietary diagnostic products. LDX's assay development expertise enhances its in-house pipeline, optimising design, regulatory pathways, and commercialisation. This integration accelerates expansion beyond FebriDx®, de-risking product development while strengthening market positioning and revenue growth in the diagnostics sector.

Competition

LDX operates within a highly competitive and dynamic market for diagnostic technologies. This sector is characterised by continuous disruption through emerging technologies and novel product offerings. The competitive landscape is dominated by well-established entities possessing substantially greater resources and market penetration compared to LDX.

Commercialisation and reliance on distributors

LDX's strategic focus going forward on branded products, such as FebriDx®, relies on consistently identifying, developing, and commercialising unique products. Market adoption of new diagnostic tests, particularly in the US, also depends on securing favourable reimbursement policies, gaining acceptance from healthcare providers, and increasing patient awareness. The company also currently relies on distributors' marketing efforts to promote products in various geographies. Inadequate promotion or regulatory non-compliance could negatively impact LDX's operational and financial results.

Regulatory

Regulatory approval involves obtaining clearances, maintaining registrations, and complying with ongoing requirements in each target market. Failure to meet these obligations could result in severe consequences, including product recalls, fines, production suspensions, approval denials or withdrawals, and even criminal penalties. Such outcomes, potentially enforced by authorities such as the FDA or EU regulators, could significantly impair LDX's ability to produce, sell, or market its products. Delay or failures in obtaining approvals in new geographies or for new products could significantly impact the company's timeline and financial projections.

Reimbursement landscape

The importance of reimbursement for diagnostic tests, particularly in the US healthcare system, cannot be overstated. For tests like FebriDx®, current reimbursement levels within the existing code structure appear to be relatively secure, especially considering the test's high sensitivity and specificity compared to traditional methods. However, in European and other single-payer healthcare systems, the pricing and reimbursement landscape differs significantly. Changes in healthcare policies and reimbursement models can represent risks in these jurisdictions.

Technological disruption

The diagnostics field is constantly evolving driven by advances in molecular biology, artificial intelligence, miniaturisation, and automation. New technologies could emerge, rendering LDX's platform obsolete.

Funding

LDX must effectively manage its operations, scale its manufacturing, and allocate capital across both its growing branded products and commercial service divisions respectively. The company is still loss making and as such is vulnerable to volatility in cash flows and funding shortfalls.

Intellectual property

Intellectual property is critical for LDX, as it protects its proprietary reader and POC technologies, enables lucrative licensing agreements like the US\$10m deal with Hologic, and underpins the value of its products and partnerships in the competitive diagnostics market. The company has 88 patents (issued or pending), and as such we consider the risk to IP as low.

References

(1) <https://www.globenewswire.com/news-release/2024/11/26/2987324/28124/en/Point-of-Care-Diagnostics-Technologies-and-Market-Research-Report-2024-2029-Opportunities-in-Increasing-R-D-Budgets-AI-and-ML-Integration-Emerging-Economies.html>

Personal disclosures

Chris Kallos, CFA received assistance from the subject company or companies in preparing this research report. The company provided them with communication with senior management and information on the company and industry. As part of due diligence, they have independently and critically reviewed the assistance and information provided by the company to form the opinions expressed in this report. They have taken care to maintain honest and fair objectivity in writing this report and making the recommendation. Where MST Financial Services or its affiliates has been commissioned to prepare content and receives fees for its preparation, please note that NO part of the fee, compensation or employee remuneration paid has, or will, directly or indirectly impact the content provided in this report.

Company disclosures

The companies and securities mentioned in this report, include:

Lumos Diagnostics (LDX.AX) | Price A\$0.03 | Valuation A\$0.10;

Price and valuation as at 07 May 2025 (not covered)*

Additional disclosures

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