



## ASX ANNOUNCEMENT

### FebriDx® Commercial Traction Advancing Across Priority U.S. Accounts

#### Key points

- Lumos continues to execute its strategy of prioritising the top 100 urgent care groups, representing an estimated 40% of total U.S. urgent care sites, consistent with its 11 June 2026 investor presentation.
- A leading regional U.S. urgent care group in the top 100 has moved immediately into the network rollout stage, with FebriDx® being deployed across more than 30 sites.
- Three additional tier 1 urgent care groups in the top 50, representing more than 230 sites, are currently in the process of clinical and economic validation across multiple locations.
- Lumos continues to advance discussions across additional high-volume accounts within its top 100 target list.

**MELBOURNE, Australia (21 July 2026)** – Lumos Diagnostics Holdings Ltd (ASX:LDX, “Lumos” or the “Company”) a leader in rapid, point-of-care diagnostic technologies, is pleased to provide an update on the progress of its U.S. commercialisation strategy for FebriDx® across its priority top 100 target list. This update builds on the investor presentation released to the ASX on 11 June 2026.

#### Commercial progression across priority accounts:

Lumos is now using a four-stage commercial framework to help track and communicate how accounts are advancing. This framework provides investors with a clear way to understand how priority accounts progress from initial engagement through to scaled, protocol-driven use of FebriDx:

- **Qualified opportunities** - priority accounts identified and engaged based on patient volume, payer mix, strategic fit and network scale.
- **Clinical and economic validation** - targeted clinical performance, reimbursement, workflow and health-economic assessment activities conducted across one or more locations to support broader adoption decisions.
- **Network rollout** - deployment across multiple sites within an account following successful validation of clinical utility, operational fit and reimbursement readiness.

- **Standardised adoption** - FebriDx becomes embedded in standing orders, triage protocols or routine clinical pathways, supporting repeat ordering and scaled utilisation across the account.

This framework aligns to the pathway demonstrated with Lumos' existing customer, WellStreet Urgent Care. Following a successful initial pilot, the program expanded to 44 sites and established a pathway for nationwide deployment across WellStreet's network of more than 165 sites.

#### **Top 100 U.S. urgent care group commits to roll out to more than 30 sites:**

A leading regional top 100 U.S. urgent care group, owned and operated by a major U.S. health system<sup>1</sup>, has agreed to deploy FebriDx across its entire urgent care network of more than 30 sites, representing an internally estimated opportunity of approximately 200,000 acute respiratory infection (ARI) presentations per year. Within the broader U.S. market, internal analysis indicates that approximately 58 of the top 100 urgent care groups are owned by or affiliated with large health systems, highlighting the strategic importance of this channel for Lumos.

This specific health system operates more than 200 sites across a major U.S. metropolitan region, including urgent care centres, hospitals, ambulatory clinics and medical group practices. FebriDx is expected to support acute respiratory infection (ARI) triage protocols, antibiotic stewardship initiatives and standardised workflows across urgent care and related ambulatory settings, with the potential over time to advance toward standardised adoption across this health system's broader network.

Lumos CEO Doug Ward said: *"The expedited pace at which this regional urgent care group moved from discussions through to adoption was an encouraging sign of growing clinical confidence in the FebriDx test."*

#### **Three tier 1 accounts in clinical and economic validation:**

Three additional urgent care groups, including a top 10, a top 25 and a top 30 organisation, are currently progressing through clinical and economic validation across multiple sites. In total, these accounts represent more than 230 urgent care sites and offer a meaningful opportunity for future network deployment.

Commenting on this announcement, CEO Doug Ward noted: *"These engagements are consistent with Lumos' commercialisation approach of focusing resources on large multi-site groups where a successful initial validation can lead to a faster expansion outcome within an existing account. Combined with the U.S. regional health system operator, these four new accounts represent more than 430 potential sites and correspond to a minimum internal estimated 2.6 million ARI presentations annually, illustrating the scale of the potential addressable clinical opportunity as these engagements mature."*

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<sup>1</sup> A health system network is a group which owns a collection of healthcare facilities, which may include hospitals, urgent care sites, stand-alone emergency departments, primary care doctor offices or groups, and ambulatory clinics.

## Consistency with prior market communication:

This announcement is intended to provide additional account-level detail beneath the Company's previously disclosed commercial metrics, rather than replace them. Lumos will continue to report progress in a manner that supports consistency with the market framework outlined on 11 June 2026, including site growth, geographic expansion and the use of influenza testing as a benchmark for ARI-related commercial opportunity.

At the same time, the Company expects to continue refining how it communicates account maturity by incorporating the commercial progression framework of qualified opportunities, clinical and economic validation, network rollout and standardised adoption, so investors can better assess how individual priority accounts are evolving over time.

All FebriDx® sales in the U.S. are made through Lumos' exclusive distribution agreement with Phase Scientific, as disclosed to the ASX on 16 July 2025, and Lumos recognises FebriDx® revenue when product is shipped from Lumos to Phase Scientific.

**-Ends-**

***This announcement has been approved by the Lumos Disclosure Committee.***

## About Lumos Diagnostics

Lumos Diagnostics specializes in rapid and complete point-of-care diagnostic test technology to help healthcare professionals more accurately diagnose and manage medical conditions. Lumos offers customized assay development and manufacturing services for point-of-care tests and proprietary digital reader platforms. Lumos also directly develops, manufactures, and commercializes novel Lumos-branded point-of-care tests that target infectious and inflammatory diseases.

For more information visit [lumosdiagnostics.com](https://lumosdiagnostics.com).

## Forward-Looking Statements

*This announcement contains forward-looking statements, including references to forecasts. Forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions, and other important factors, many of which are beyond Lumos' control and speak only as of the date of this announcement. Readers are cautioned not to place undue reliance on forward-looking statements.*

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