5 MARCH 2020

# FY 2019 results & 2020 outlook

BIOCARTIS

# TODAY'S PRESENTERS

Renate Degrave

Head of Investor Relations

Herman Verrelst

Chief Executive Officer

BIOCARTIS

# NOTICES AND WARNINGS

This presentation has been prepared by the management of Biocartis Group NV (the "Company"). It does not constitute or form part of, and should not be construed as, an offer, solicitation or invitation to subscribe for, underwrite or otherwise acquire, any securities of the Company or any member of its group nor should it or any part of it form the basis of, or be relied on in connection with, any contract to purchase or subscribe for any securities of the Company or any member of its group, nor shall it or any part of it form the basis of or be relied on in connection with any contract or commitment whatsoever. It is not a prospectus or offering memorandum.

The information included in this presentation has been provided to you solely for your information and background and is subject to updating, completion, revision and amendment and such information may change materially. No person is under any obligation to update or keep current the information contained in this presentation and any opinions expressed in relation thereto are subject to change without notice. No representation or warranty, express or implied, is made as to the fairness, accuracy, reasonableness or completeness of the information contained herein. Neither the Company nor any other person accepts any liability for any loss howsoever arising, directly or indirectly, from this presentation or its contents.

This presentation includes forward-looking statements that reflect the Company's intentions, beliefs or current expectations concerning, among other things, the Company's results, condition, performance, prospects, growth, strategies and the industry in which the Company operates. These forward-looking statements are subject to risks, uncertainties and assumptions and other factors that could cause the Company's actual results, condition, performance, prospects, growth or opportunities, as well as those of the markets it serves or intends to serve, to differ materially from those expressed in, or suggested by, these forward-looking statements. The Company cautions you that forward-looking statements are not guarantees of future performance and that its actual results and condition and the development of the industry in which the Company operates may differ materially from those made in or suggested by the forward-looking statements contained in this presentation. In addition, even if the Company's results, condition, and growth and the development of the industry in which the Company operates are consistent with the forward-looking statements contained in this presentation, those results or developments may not be indicative of results or developments in future periods. The Company and each of its directors, officers and employees expressly disclaim any obligation or undertaking to review, update or release any update of or revisions to any forward-looking statements in this presentation or any change in the Company's expectations or any change in events, conditions or circumstances on which these forward-looking statements are based, except as required by applicable law or regulation.

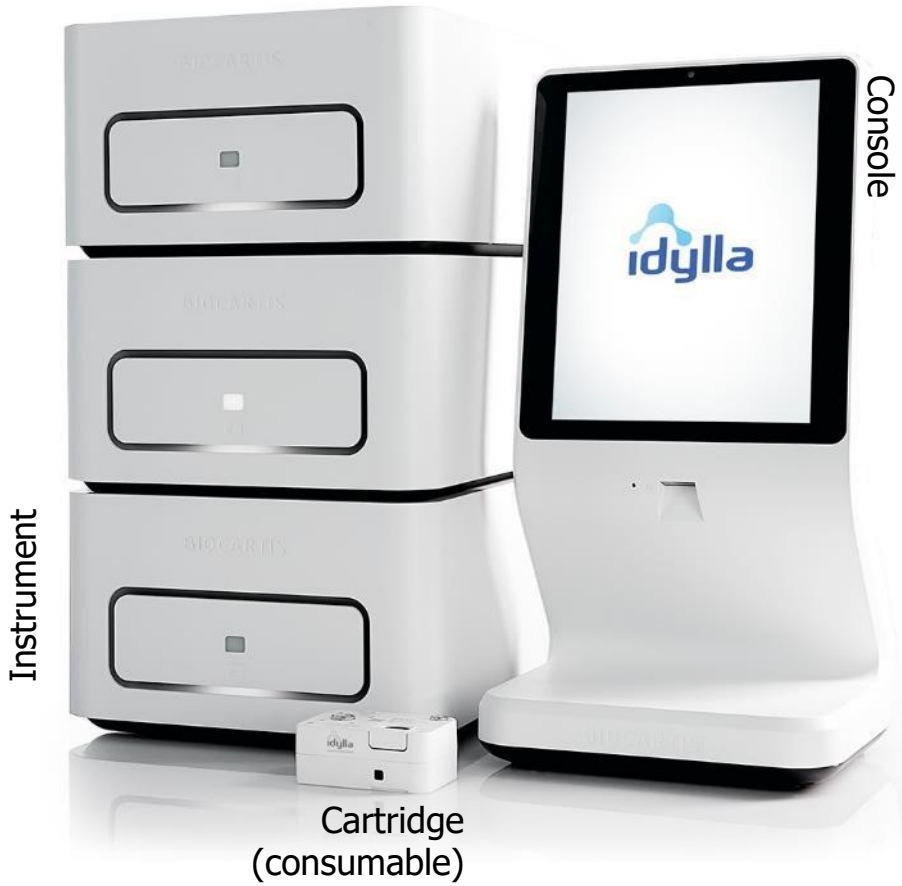
This document and any materials distributed in connection with this document are not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction. The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this document comes should inform themselves about, and observe any such restrictions.

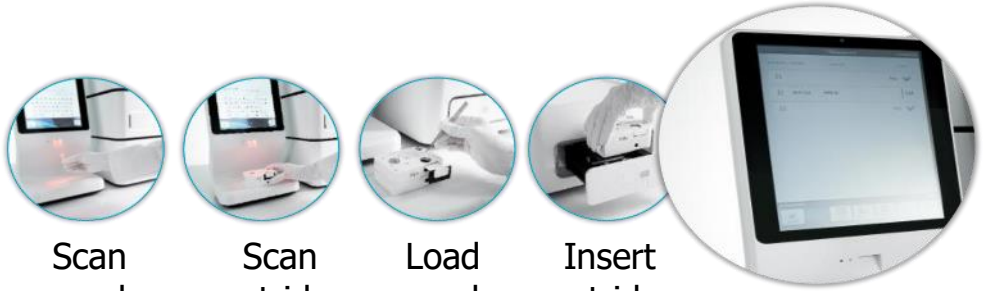
The Company's securities have not been and will not be registered under the US Securities Act of 1933 (the "Securities Act") and may not be offered or sold in the United States absent registration under the Securities Act or exemption from the registration requirement thereof.

# AGENDA

1. Commercial highlights 2019
2. Business review 2019
3. Financial results 2019
4. Outlook 2020
5. Q&A

# FULLY AUTOMATED MOLECULAR TESTING WITH IDYLLA™




Superior sensitivity and ease-of-use, combined with sample-to-result turnaround time of 90 to 150* minutes

* Based on turnaround times of current on-market oncology tests



BIOCARTIS

# MARKET TRENDS DRIVE ONCOLOGY MENU STRATEGY

## Targeted therapies

- Therapy selection driven by specific cancer mutations
- Significant pipeline of new targeted therapies across cancer types
- Examples
  - Zelboraf®[1] (BRAF)
  - Tagrisso®[2] (EGFR)
  - Erbitux®[3] (RAS)
  - Vectibix®[4] (RAS)

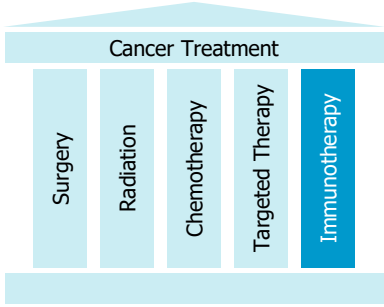
## Pan-tumor therapies

- Therapy selection driven by genetics rather than location of the tumor
- Allows therapy use across multiple cancer types
- Positive impact on underlying test volumes
- Examples
  - Vitrakvi®[5]
  - Keytruda®[6]
  - Rozlytrek®[7]

## Gene signatures

- MDx tests that target applications beyond therapy selection, e.g.:
  - Cancer risk
  - Prognosis
- Often high value once validated and clinical value demonstrated
  - Critical information for medical decision-making

## Immuno-oncology




- 'Fifth pillar' of cancer treatment
- Consists of several therapeutic classes, e.g.:
  - Immune checkpoint inhibitors
  - Cell and viral therapies
  - Vaccines
- High unmet need for underlying clinical testing

## Liquid biopsy

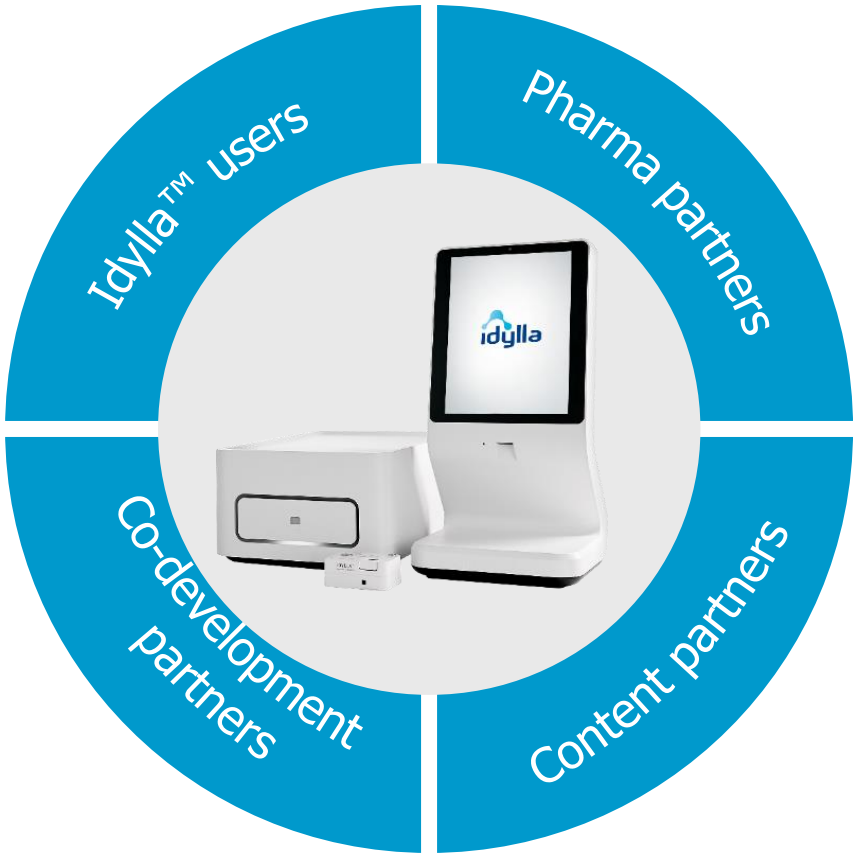
- Assess tumor information via liquid samples
- Clinical value increasingly demonstrated
- Front-runner applications:
  - Therapy selection
  - On-therapy monitoring
  - Post-treatment Minimal Residual Disease ('MRD')

1. Marketed by Roche. 2 Marketed by AstraZeneca. 3. Marketed by Merck KGaA and Eli Lilly. 4. Marketed by Amgen. 5. Marketed by Bayer (licensed from Eli Lilly's Loxo). 6. Marketed by Merck. 7. Marketed by Roche.



BIOCARTIS

# TOWARDS AN IDYLLA™ ECOSYSTEM




*Selected partners:*

AMGEN
MERCK
Johnson & Johnson
AstraZeneca
Kite
Bristol-Myers Squibb
lifeArc
COVANCE
EXACT SCIENCES
Immunexpress
PHILIPS



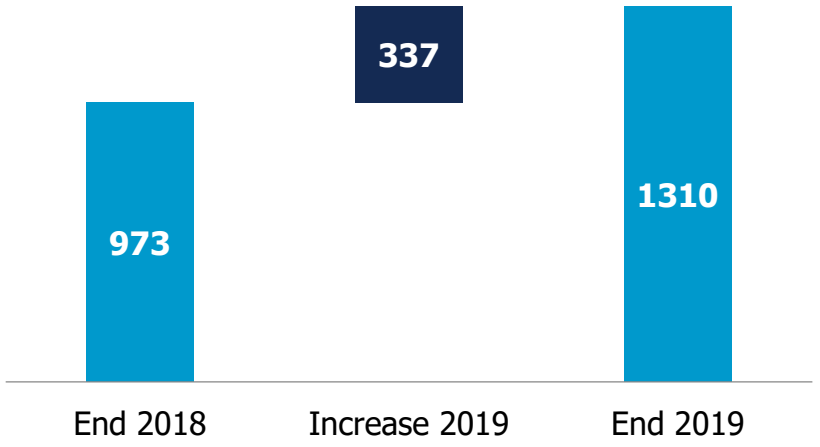
BIOCARTIS

# Commercial highlights 2019

BIOCARTIS

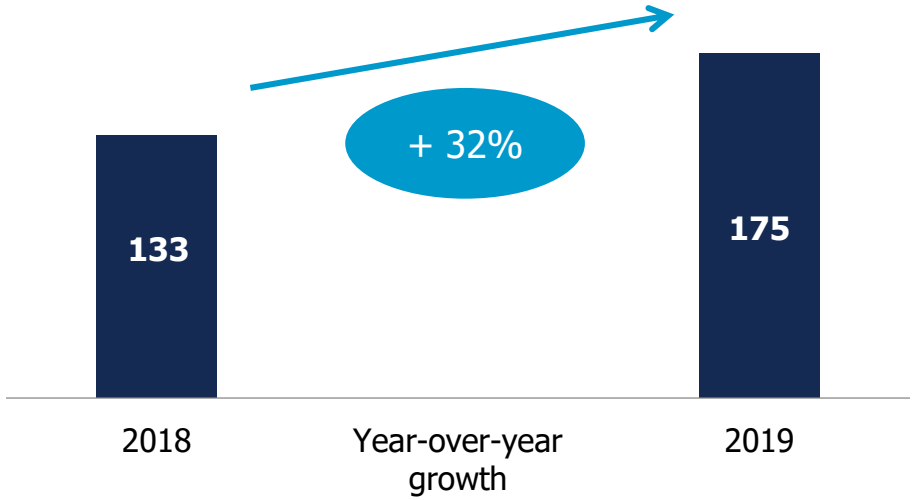
# CONTINUED INSTALLED BASE & CARTRIDGE VOLUME GROWTH

## Installed base (in # instruments)




- 337 Idylla™ instruments added in 2019, to a total installed base of 1,310 end 2019
- Continued installed base growth in EU and US and strong ramp-up in new placements in RoW[1] markets
- Initial instruments were placed in China

## Commercial cartridge volume (x ~1,000)




- Commercial cartridge volume increased to 175k, year-over-year volume growth of 32%
- The EU & RoW[1] markets contributed most to the absolute volume growth
- Promising pick-up in US cartridge volume was realized in Q4 2019



1 RoW = Rest of the World. RoW is defined as the world excluding European direct markets, US, China and Japan

# NEW US GO-TO-MARKET STRATEGY

## Description US go-to-market strategy

- Joint termination of distribution collaboration with Fisher Healthcare on 5 September 2019
- Biocartis' US direct sales team to drive commercialization going forward
- Focus on large tier 1 pathology labs where Idylla™ adds value as rapid & easy targeted method complementary to other technologies such as NGS


*NGS = Next Generation Sequencing. PCR = Polymerase Chain Reaction.*
*The graph implies the use of PCR as a rapid & easy to use technology for fast actionable results in first line testing ('1') and the use of a large panel NGS for comprehensive genomic coverage in 2nd line testing*

## Activities H2 2019

- All customers successfully transitioned from Fisher Healthcare to Biocartis
- Actions to address amongst others US market specific operational lessons learned were implemented:
  - Strengthening of US direct sales team
  - Increased US customer support for Idylla™ integration within standard operational procedures
  - Roll-out US-specific enhancements to Idylla™ platform software
- Promising pick-up of US cartridge volume was realized in Q4 2019
- Addition of new tier 1 high profile US Idylla™ users



BIOCARTIS

# CONSISTENT PERFORMANCE IN EU & RoW MARKETS

## Europe

- Good & consistent installed base & cartridge volume performance
- Driven by continued growing Idylla™ use in 1st line testing, predominately by larger laboratory customers in Western Europe
- Solid expansion into the medium-sized lab segment amongst others in South-EU

## RoW[1]

- Solid performance in cartridge volume growth
- New instrument placements exceeded expectations
- Performance driven by active commercialization in + 50 countries
- Strong network of local distribution partners, supported by pharma partners collaborations

## China

- Joint venture established with Wondfo[2] in China[3]
- Completion of closing of the establishment of the JV in Q1 2019 led to first capital contributions & license payment to Biocartis
- Initial focus JV: local manufacturing & product registrations

## Japan

- Commercialization agreement with Nichirei Biosciences[4]
- Completion of registration of Idylla™ Instrumentation with PMDA in Japan[5] in October 2019
- Nichirei Biosciences can now offer Idylla™ platform & RUO assays to local pathology labs, while progressing IVD registration preparations for the Idylla™ assays



1 RoW = Rest of the World. RoW is defined as the world excluding European direct markets, US, China and Japan; 2 Wondfo is a fast growing diagnostics leader in China, listed on Shenzhen Exchange; 3 China is one of fastest growing MDx markets in the world. Source: DataMintelligence, "Global Molecular Diagnostics Market 2018-2025"; 4 Part of Nichirei Corporation (TYO: 2871). The agreement was announced on 7 January 2019; 5 PMDA = Pharmaceuticals and Medical Devices Agency in Japan. The Japanse MDx market is one of the largest MDx markets in the world, representing ~ 10% of the global MDx market. Source: DataMintelligence, "Global Molecular Diagnostics Market 2018-2025"

# 26 IDYLLA™ PUBLICATIONS & MULTIPLE STUDY ABSTRACTS IN 2019

## Europe

- 19 new Idylla ™ performance publications[1], of which 5 Idylla™ study abstracts were selected for publication at ESMO[2] congress and multiple study abstracts were selected for national conferences
- All studies published at ESMO demonstrated excellent performance of Idylla™ compared to other methods, in combination with ease of use and fast turnaround time of Idylla™ platform
- Studies included, amongst others, Idylla™ MSI Assay (RUO[3]) and prototype of the Idylla™ ctEGFR Mutation Assay (RUO)

## US

- 5 new Idylla™ publications and 6 study abstracts were selected for publication at the USCAP congress
- One study abstract was selected for ASCO[4] congress
- Five study abstracts were selected for AMP[5] congress:
  - All study abstracts showed a strong performance of Idylla™ assays (RUO) compared to other methods including IHC[6] and NGS[7] in terms of concordance[8], ease of use, workflow automation and turnaround times
  - Some studies researched Idylla™'s capability to analyze different sample types and smaller sample quantities

1 Not including two publications of which the epub version was published in 2019, ahead of the print version in 2020
2 The European Society for Medical Oncology ('ESMO') congress that took place between 27 September and 1 October 2019 in Barcelona (Spain)
3 RUO = Research Use Only, not for use in diagnostic procedures

4 The American Society of Clinical Oncology ('ASCO') Annual Meeting took place between 30 May and 4 June 2019 in Chicago (IL), US
5 The Association for Molecular Pathology ('AMP') conference took place between 7 and 9 November 2019 in Baltimore, Maryland, US
6 Immuno-histochemistry is often used to assess the MSI status. MSI is useful for screening patients for Lynch syndrome, and has become a predictive marker for response to immunotherapy
7 Next-Generation Sequencing or NGS is a technology for determining the sequence of DNA or RNA to study for example specific genetic alterations in patients with cancer. Source: NCBI, Jan-Dec 2018, last consulted on 3 March 2020
8 For more details, we refer to the abstracts for more details on https://doi.org/10.1016/S1525-1578(19)30391-5

# SOLID COMMERCIAL KPI's

| | |
|---|---|
| Product sales | • Product sales revenues increased year-over-year with 29% to EUR 24.2m<br>• Of which cartridge revenues EUR 18.0m & instrumentation revenues EUR 6.2m |
| Cartridge ASP[1] | • Intrinsic commercial selling prices for assay remained stable in US & RoW, moderate decrease in EU<br>• Overall cartridge ASP impacted by market seeding campaigns in Europe, volume ramp-up in RoW & customer implementation support in the US |
| Instrument throughput | • Average annual cartridge throughput per instrument is stable, despite fast growing installed base |
| Collaboration revenue | • Increased year-over-year with 49% to EUR 12.5m driven by growing partner ecosystem |
| Total operating income | • Increased year-over-year with 32% to EUR 37.7m |



1 ASP = Average Selling Price
2 RoW = Rest of the World. RoW is defined as the world excluding European direct markets, US, China and Japan

# Business review 2019

BIOCARTIS

# TARGETED THERAPIES: 2 IDYLLA™ ASSAY LAUNCHES IN 2019*

## Idylla™ MSI Test (CE-IVD)


- CE-marking announced 28 February 2019
- Key addition to Idylla™ CRC test menu as MSI detection (Micro Satellite Instability[1]) is currently recommended for all CRC[2] patients
- MSI is present in several other tumor types (e.g. gastric & endometrial cancer) as well. It is also an independent factor that may predict a patient's response to certain immunotherapies[2]
- Includes a novel set of 7 MSI biomarkers[3], fully automated, fast & accurate information on MSI status directly from FFPE[4] tissue without the need for matched normal samples[5]
- Expected to overcome drawbacks of conventional MSI testing, making MSI testing available to a larger patient population

## Idylla™ ctEGFR Mutation Assay[5] (RUO)

- Launch was announced on 25 October 2019
- Allows for the detection of 49 EGFR mutations
- Directly from 2 ml of blood plasma
- Provides results within 160 minutes


** The title of the slide 'targeted therapies' refers to one of the strategic pillars of Biocartis' strategy. We refer to the specific product labeling for applicable intended use for each individual Biocartis product.*

1 MSI is the result of inactivation of the body's DNA mismatch repair (MMR) system. This contributes to tumor growth & evolution as DNA replication errors are no longer corrected; 2 NCCN Guidelines, https://www.nccn.org/patients/guidelines/colon/22/, last consulted on 3 March 2020; 3. Consisting of short homopolymers located in the ACVR2A, BTBD7, DIDO1, MRE11, RYR3, SEC31A and SULF2 genes. The biomarkers were exclusively licensed to Biocartis in 2013 from VIB, the life sciences research institute in Flanders (Belgium), and originated from the research of the group of Prof. Diether Lambrechts (VIB-KU Leuven, Belgium); 4. FFPE = formalin fixed, paraffin embedded; 5 Clinical Performance Study showed 99.7% concordance for MSI testing vs Promega (unpublished data); De Craene B. et al. Annals of Oncology (2017) 28 (suppl_5): v209-v268; De Craene et al. J Clin Oncol 36, 2018 (suppl; abstr e15639)>; 5 RUO = Research Use Only, not for use in diagnostic procedures



BIOCARTIS

# TARGETED THERAPIES: NUMEROUS ONGOING PARTNERSHIPS*

## AstraZeneca

- Partnership broadened on 22 January 2020
- Enables collaborative development & commercialization of Idylla™ tests in support of AstraZeneca's pharmaceutical products, such as CDx[1] development projects
- Specifics new agreement:
  - Ongoing European prospective study Idylla™ EGFR Mutation Test extended to additional countries within & outside Europe
  - New: study to evaluate if liquid biopsy testing using the Idylla™ ctEGFR Mutation Assay (RUO[2]) could provide further benefits to tissue-based EGFR testing

## LifeArc

- LifeArc is a co-development partner, focused on developing an Idylla™ breast cancer test
- Due to emerging pipeline of targeted drugs in advanced breast cancer ('ABC'), Biocartis & LifeArc decided to strengthen positioning of the assay under development
- Idylla™ ABC Panel now targets a multi-gene panel of predictive and resistance-inducing mutations based on an FFPE[4] sample

** The title of the slide 'targeted therapies' refers to one of the strategic pillars of Biocartis' strategy. We refer to the specific product labeling for applicable intended use for each individual Biocartis product.*

1 CDx = companion diagnostics; 2 RUO = Research Use Only, not for use in diagnostic procedures; 3 On 15 June 2017, MRC Technology changed its name in LifeArc. LifeArc has been involved in helping to deliver a number of therapies including Keytruda (pembrolizumab, marketed by MSD) which is an important immunotherapy treatment for various cancers; 4 FFPE = Formalin Fixed, Paraffin Embedded

# PAN-TUMOR: ASSESSING APPLICABILITY OF IDYLLA™ ASSAYS*

- Therapy selection increasingly driven by genetic make-up of the tumor rather than tissue of origin
- Idylla™ assays increasingly assessed for pan-tumor testing, potentially expanding applicability of current Idylla™ assay menu. Examples of research into new applications include:
  - KRAS mutations detected in FFPE lung samples[1]
  - KRAS mutations detected in pancreatic cyst fluid samples[2]
  - NRAS and BRAF mutations detected in FFPE melanoma samples[1]
  - NRAS and BRAF mutations detected in thyroid Fine Needle-Aspirates (FNA) samples[3]

MEDICAL COLLEGE OF WISCONSIN

Dartmouth-Hitchcock

- Various efforts ongoing to demonstrate feasibility of the Idylla™ MSI Test in other cancer types than colorectal cancer: over 30 Idylla™ MSI studies initiated worldwide in 2019[4]


** The title of the slide 'pan-tumor' refers to one of the strategic pillars of Biocartis' strategy. We refer to the specific product labeling for applicable intended use for each individual Biocartis product.*

1 Huang et al. J Mol Diagn. 2019 Sept; 2 The use of the Idylla™ ctKRAS Mutation Assay directly on pancreatic cyst fluid was researched as a solution for direct, rapid KRAS mutation testing, which is especially helpful in cases where cellular content and fluid volume of pancreatic cysts are suboptimal for other routine testing (Al-Turkmani M et al. Pancreatic cyst fluid harboring a KRAS mutation. Cold Spring Harb Mol Case Study 5.(2) Apr 2019. Available online on https://www.ncbi.nlm.nih.gov/pmc/articles/PMC6549572/ ; 3 The Idylla™ BRAF Assay and the Idylla™ NRAS-BRAF Assay (RUO) were used to research the direct use of thyroid FNA samples as a Rapid On site Molecular Evaluation (ROME) solution for the rapid and easy detection of NRAS and BRAF mutations without having to send out the samples to specialized, centralized labs (De Luca C et al. Rapid On-site Molecular Evaluation in thyroid cytopathology: A same-day cytological and molecular diagnosis. Diagn Cytopathol. 6 January 2020, doi: 10.1002/dc.24378. Epub ahead of print. Available online on https://www.ncbi.nlm.nih.gov/m/pubmed/31904908/) ; 4 Many of these demonstrate importance of pan-tumor MSI testing in non-colorectal cancer types such as endometrial, gastric, ovarian, pancreatic and other cancers in the context of Lynch Syndrome and immunotherapy use. Note: The Idylla™ MSI Test is intended for the qualitative detection of a novel panel of seven monomorphic homopolymer biomarkers for identification of colorectal cancers (CRC) with microsatellite instability (MSI)

*Logos are a selection of the research institutions mentioned that performed an Idylla™ study.*



BIOCARTIS

# GENE SIGNATURES: TWO ADVANCED ASSAY DEVELOPMENTS*

## Exact Sciences

- Exact Sciences Corp. (NASDAQ: EXAS) acquired Genomic Health on 8 November 2019[1]
- During 2019, EXAS progressed the development of the Idylla™ Oncotype DX IVD Breast Recurrence Score® test
- Idylla™ instruments placed in Q4 2019 at early access sites in Europe, beginning with France & Germany, as a preparation for the start of the validation studies
- Start of validation studies expected in 2020

## Immunexpress

- Agreement[2] for development & commercialization of Immunexpress' SeptiCyte™ test on Idylla™
- The SeptiCyte™ LAB[3] test received 510(k) clearance from the US FDA for use on a manual PCR instrument
- Immunexpress currently works on achieving US FDA 510(k) clearance of an Idylla™ SeptiCyte™ RAPID test as the first 1-hour, direct-from-blood, host-response assay that will aid in the diagnosis of sepsis in critically ill patients[2]



** The title of the slide 'gene signatures' refers to one of the strategic pillars of Biocartis' strategy. We refer to the specific product labeling for applicable intended use for each individual Biocartis product.*

1 The partnership with Genomic Health (now Exact Sciences) was announced on 13 September 2017; 2 The agreement with Immunexpress Pty Ltd, a host response molecular diagnostic company, was announced on 24 January 2018; 3 The test aids in the differentiation of infection-positive (sepsis) from infection-negative (SIRS) systemic inflammation in critically ill patients on their first day of their admission in the ICU (intensive care unit)

# IMMUNO-ONCOLOGY/LIQUID BIOPSY*:
## TWO NEW PARTNERSHIPS

### BMS

Bristol-Myers Squibb

OPDIVO (nivolumab)

- Agreement[1] focused on MSI testing in connection with IO therapies[2]
- Allows for joint developments & registrations of Idylla™ MSI Test for use in a variety of indications, commercial settings & geographies
- Initial focus is CDx registration of the Idylla™ MSI test in the US

### Kite/Gilead

Kite, A GILEAD Company

YESCARTA® (axicabtagene ciloleucel)

- Master development & commercialization agreement aimed at development of assays on Idylla™ supportive to Kite's therapies
- Speed & ease-of-use of Idylla™ could enable regular, rapid monitoring of patients under cell therapies in a near-patient setting, which is expected to help optimize patient management
- Cell & checkpoint blockade therapies are expected to cover a wide range of complementary indications in solid & hematological tumors, and may be used depending on the tumor's immune activity status

** The title of the slide 'immuno-oncology/liquid biopsy' refers to one of the strategic pillars of Biocartis' strategy. We refer to the specific product labeling for applicable intended use for each individual Biocartis product.*

1 The agreement with Bristol-Myers Squibb Company (NYSE: BMY), a global biopharmaceutical company, was announced on 12 March 2019; 2 OPDIVO® (nivolumab) plus low-dose Yervoy (ipilimumab) is the first immuno-oncology combination treatment approved by US FDA for MSI-High or mismatch repair deficient (dMMR) metastatic colorectal cancer (mCRC) that has progressed following treatment with certain chemotherapies. Treatment with fluoropyrimidine, oxaliplatin and irinotecan. Note that OPDIVO® is also approved in the US as as a single agent, for the treatment of adult and pediatric patients 12 years and older with microsatellite instability-high (MSI-H) or mismatch repair deficient (dMMR) metastatic colorectal cancer (CRC) that has progressed following treatment with a fluoropyrimidine, oxaliplatin, and irinotecan. OPDIVO® generated USD 7.2m of global revenues in 2019 (Source: https://news.bms.com/press-release/corporatefinancial-news/bristol-myers-squibb-reports-fourth-quarter-and-full-year-fi-1, last consulted on 3 March 2020); 3 Kite's Yescarta™ (Axicabtagene Ciloleucel) was the first CAR-T therapy approved by the US FDA for treatment of adult patients with relapsed or refractory large B-cell lymphoma. Biocartis announced its partnership with Kite/Gilead on 1 June 2019

# NEW PROJECT UNDER COLLABORATION Bristol-Myers Squibb REGISTRATION IDYLLA™ MSI TEST IN CHINA

- On 5 March 2020, Biocartis announced to pursue registration of Idylla™ MSI test as a CDx test in metastatic colorectal cancer (mCRC) in the People's Republic of China
- New project under existing immuno-oncology collaboration with BMS
- Biocartis' joint venture Wondfo-Cartis will commercialize the Idylla™ MSI test in the People's Republic of China upon obtaining regulatory approval



1 A companion diagnostic (CDx) test is a test that provides information that is essential for the safe and effective use of a corresponding therapeutic product

# Financial results 2019

BIOCARTIS

# TOTAL OPERATING INCOME INCREASED TO EUR 38M IN 2019

## Breakdown total operating income

| In EUR 1,000 | 2019 | 2018 |
|---|---|---|
| Product sales revenue | 24,224 | 18,843 |
| Collaboration revenue | 12,451 | 8,329 |
| Service revenue | 769 | 639 |
| **Total revenue** | **37,444** | **27,811** |
| Grants and other income | 288 | 840 |
| **Total operating income** | **37,732** | **28,651** |

## Additional details (in EUR 1,000)

| Product sales revenue | 2019 | 2018 |
|---|---|---|
| Idylla™ system sales | 6,220 | 4,185 |
| Idylla™ cartridge sales | 18,004 | 14,658 |
| **Product sales revenue** | **24,224** | **18,843** |

| Collaboration revenue | 2019 | 2018 |
|---|---|---|
| R&D services | 9,026 | 4,338 |
| License fees | 2,517 | 3,158 |
| Milestones | 908 | 833 |
| **Collaboration revenue** | **12,451** | **8,329** |



BIOCARTIS

# OPERATING RESULT OF EUR -55.6M IN 2019

## Condensed income statement

| In EUR 1,000 | 2019 | 2018 |
|---|---|---|
| Total operating income | 37,732 | 28,651 |
| Cost of sales | (21,328) | (15,349) |
| R&D expenses | (39,844) | (36,842) |
| S&M expenses | (18,011) | (15,349) |
| G&A expenses | (14,151) | (7,971) |
| Total operating expenses | (93,334) | (75,511) |
| Operating result | (55,602) | (46,860) |
| Net financial result | (7,934) | (1,402) |
| Share in results of associates | -631 | 0 |
| Income taxes | 99 | 109 |
| Net result | (64,068) | (48,153) |

## Comments

- OPEX amounted to EUR 93.3m (y-o-y increase of 24%) in 2019 driven by higher:
  - *COGS* – increased product volumes & higher operational costs for cartridge manufacturing
  - *R&D expenses* – increased depreciation & amortization charges, employee benefit expenses and laboratory & cartridge costs. Partially offset by decreased facilities, office and a one-off impairment charge in 2018
  - *S&M expenses* – increased due to additional operational expenses incurred in relation to the expansion of S&M team
  - *G&A expenses* – increased due to overall organizational growth & a general cost allocation that is shifting more towards a commercial stage organizational structure

- Net financial result amounted to EUR 7.9m and included:
  - EUR 5.2m in relation to the Company's convertible bond (of which EUR 2.2m non-cash debt appreciation)
  - EUR 1.1m in relation to the repaid subordinated loan
  - Commitment fees for the multiple purpose credit

- Net result equaled to EUR -64.1m in 2019



BIOCARTIS

# STRONG CASH POSITION END OF 2019

## Condensed cash flow statement

| In EUR 1,000 | 2019 | 2018 |
|---|---|---|
| Result for the period | (64,068) | (48,153) |
| Depreciation and amortization | 9,719 | 4,273 |
| Impairment losses | 476 | 3,456 |
| Working capital changes | (48,788) | (41,679) |
| Taxes & interests paid | (5,466) | (314) |
| CF operating activities | (54,254) | (41,993) |
| CF investing activities | (5,496) | (5,820) |
| CF financing activities | (175,023) | (1,507) |
| Total net cash flow[1] | 115,274 | (49,320) |
| Cash and cash equivalents[2] | 178,726 | 63,539 |
| Financial debt | 166,578 | 35,335 |

1. Excludes effects of exchange rate changes on the balance of cash held in foreign currencies
2. Including EUR 1.2 million restricted cash related to KBC Lease financing

## Remarks

- Cash burn from operating activities increased as result of:
  - A higher operating loss for the period
  - Increased investments in working capital
  - Partial offset by increased non-cash adjustments
- Cash flow from investing activities included:
  - Capital contribution made to China joint venture
  - Capitalized Idylla™ systems and investments in laboratory & manufacturing equipment
- Cash flow from financing activities included:
  - EUR 55.5m capital raise in January 2019
  - EUR 150m convertible bond issue in May 2019
  - EUR 23.7m repayments of borrowings (predominantly the Company's subordinated loan)
- Net cash flow of EUR 115.3m, resulting in a cash position of EUR 179m as per end of December 2019



BIOCARTIS

# Outlook 2020

BIOCARTIS

# GUIDANCE 2020

Targeting a year-over-year commercial volume growth in the range of 30%, representing a volume of Idylla™ cartridges in the range of 228k

Targeting an installed base growth in the range of 300-350 new instrument placements

Targeted cash position in the range of EUR 110m by 2020 year end

*Impact COVID-19 outbreak: The guidance for 2020 assumes a moderate impact of the ongoing worldwide COVID-19 outbreak as well as a stabilization of the situation around the April 2020 timeframe*

# MENU OUTLOOK

| Area | Test |
|---|---|
|  | • Further development of the Idylla™ GeneFusion Panel towards expected launch by end 2020 (RUO[1]) |
|  | • US FDA 510(k) submission Idylla™ MSI Test<br>○ Together with partner Bristol-Myers Squibb<br>○ Subject to further feedback from US FDA interaction, expected by end 2020<br>• US FDA PMA[2] application submission for Idylla™ RAS tests<br>○ Together with partner Amgen<br>○ Subject to further feedback from US FDA interaction, expected by Q1 2021 |
|  | • Start of clinical validation studies of Idylla™ IVD Oncotype DX Breast Recurrence Score® test in France & Germany expected in 2020 |

1 RUO = Research Use Only, not for use in diagnostic procedures
2 PMA = Pre-Market Approval

# FINANCIAL CALENDAR 2020

| | |
|---|---|
| 5 March 2020 | Full year results 2019 |
| 2 April 2020 | Publication Annual Report 2019 |
| 23 April 2020 | Q1 2020 Business Update |
| 8 May 2020 | Annual and Extraordinary General Meeting Biocartis Group NV |
| 3 September 2020 | H1 2020 results |
| 12 November 2020 | Q3 2020 Business Update |


*After the summer of 2020, Biocartis will organize a Capital Markets Day for financial analysts, media & institutional investors to provide an update of its Idylla™ product strategy (date to be confirmed)*



BIOCARTIS

# Q&A


BIOCARTIS
MOLECULAR DIAGNOSTICS FOR PERSONALIZED MEDICINE
IDYLLA™
MSI ASSAY
A NEW ERA
IN MSI TESTING
Now available!
JOIN US
OUR MSI EVENT
Tuesday 11 September
(07:15 - 08:15) - ROOM A2
RAS, BRAF, EGFR, MSI(1)
Genefusion(2) & ctEGFR - under development
tv
idylla


## CONTACT

Biocartis Investor Relations
Generaal de Wittelaan 11B
2800 Mechelen
BELGIUM

tel. +32 15 63 17 29
ir@biocartis.com

www.biocartis.com