BIOCARTIS

CORPORATE PRESENTATION

H1 2023 | 26 SEPTEMBER 2023

TODAY'S PRESENTERS

ROGER MOODY
Chief Executive Officer

GEORGE CARDOZA
Chief Financial Officer and
Head of Service Delivery

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The COVID-19 pandemic impacted Biocartis' business in various respects. Initially, the pandemic deprioritized and disrupted cancer care globally, with patient access to hospitals significantly restricted throughout much of H1 2020, as well as resulting in a severe hampering of seeking new customers. Testing volumes started to recover and gradually normalized to pre-pandemic levels in the second half of 2020. In 2021, patient access to hospitals was more sporadically restricted in specific regions with a high surge of COVID-19 cases, which resulted in overburdened healthcare systems and resulted in delays to cancer diagnosis and treatment. In 2021, Biocartis was also affected by the worldwide reagent supply shortages caused by the growing and worldwide need for COVID-19 PCR testing, one of the most effective components in the fight against the pandemic. The shortfall in critical reagents constrained Biocartis' production capacity during H1 2021. As of today, Biocartis is no longer materially impacted by the aforementioned supply constraints. Biocartis may not be able to run its operations without future disruptions from a potential resurgence of COVID-19, as new variants of the virus may result in increased absence of employees in manufacturing, development and other key positions. Biocartis' suppliers and partners may be exposed to similar risks, which could lead to a disruption in the supply of components in sufficient quantity and quality required to manufacture the Idylla™ platform and Idylla™ tests, result in disruptions in ongoing development and partner activities, or adversely affect Biocartis' ability to manufacture its products and deliver them to its customers. Conversely, with the progression of the response to the pandemic COVID-19 testing using the Idylla™ SARS-COV-2 assay have declined.

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CEO PERSPECTIVE

KEY PRIORITIES FOR CREATING A CLEAR PATH TO FINANCIAL INDEPENDENCE

1. Reduce the burn rate and put the business on an accelerated and achievable path towards profitability
2. Secure financing needed to fund the business to profitability
3. Clean-up the balance sheet to make investment in the business viable and attractive

CEO PERSPECTIVE
CREATING A CLEAR PATH TO FINANCIAL INDEPENDENCE

Recognized strong fundamentals confirmed but need to increase operational efficiency

- Confirmed substantial interest in Idylla™ from partners and customers, both existing and prospective
- Stimulate increased utilization of the US installed base through oncologist driven demand generation increasing ROI
- Improved scoping and execution on a reduced core of key strategic partner and development projects

Initiated operational restructuring and cost reduction program

- Launched on 15 June 2023 and substantially completed by end of September 2023 (fully completed by year end)
- Focusing investments on near-term product revenue and strategic partnerships with clear long-term value
- Reduction of workforce by approximately 125 FTE's and approximately significant role change for approximately 20 FTE's
- Should result in nearly EUR 18m of annualized cost reductions; Break-even EBITDA expected by the end of 2024

Recapitalization and comprehensive balance sheet restructuring plan

- Biocartis' Secured Creditors have informed Biocartis of an agreement for a recapitalization and comprehensive balance sheet restructuring transaction
- Details of this transaction were announced today and will be discussed in this presentation

OUR MISSION

ENABLE UNIVERSAL ACCESS TO PERSONALIZED MEDICINE FOR PATIENTS AROUND THE WORLD

BY MAKING MOLECULAR TESTING CONVENIENT, FAST, AND SUITABLE FOR ANY LAB.

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KEY MESSAGES H1 2023 RESULTS

Product revenue

Product related revenue EUR 23.5m (vs. EUR 21.3m in H1 2022)
- EUR 18.4m cartridge revenue from 155k cartridges sold
  - Oncology cartridge revenue EUR 17.5m (+22% vs. H1 2022)
  - Contribution from Idylla™ SARS-CoV-2 sales down to EUR 0.7m (vs. EUR 1.7m in H1 2022)
- ASP[1] EUR 120 in oncology and EUR 115 overall (vs. EUR 113 and EUR 103 in H1 2022, resp.)
- EUR 5.1m revenue from instrument sales, rentals and servicing:
  - 133 net new Idylla™ instruments in H1 2023 (30% increase vs H1 2022)
  - Total installed base 2,218 instruments end H1 2023

Gross profit product sales[2]

Gross profit on product sales[2] EUR 9m (H1 2022: EUR 6.6m)
- Gross margin 40% (H1 2022: 32%; FY 2022: 34%)
- Commercial production on ML1 discontinued in Q1 2023

Collaboration revenue

Collaboration revenue EUR 6m (18% increase vs H1 2022)

EBITDA[3]

- **EBITDA**[3] of EUR –14.5m, an improvement of EUR 3.6m or **20%** year-on-year
- Cash position end H1 2023 amounted **EUR 25.2m**

1. ASP = Average Sales Price; 2. Excluding instrument servicing; 3. Earnings before interest and taxes, depreciation, amortization and stock-based compensation

TOTAL OPERATING INCOME OF EUR 29.6M IN H1 2023

Breakdown total operating income

In EUR 1,000	H1 2023	H1 2022
Product sales revenue	22,359	20,301
Collaboration revenue	5,987	5,082
Service revenue	1,145	977
Total revenue	**29,491**	**26,360**
Grants and other income	126	411
Total operating income	**29,617**	**26,771**

Additional details (in EUR 1,000)

Product sales revenue	H1 2023	H1 2022
Idylla™ cartridge sales	18,359	16,477
Idylla™ system sales	4,000	3,824
Idylla™ system servicing	1,145	977
Product related revenue	**23,504**	**21,278**

Collaboration revenue	H1 2023	H1 2022
R&D services	5,931	4,932
License fees	50	50
Milestones	6	100
Collaboration revenue	**5,987**	**5,082**

OPERATING RESULT OF EUR –20.8M

Condensed income statement

In EUR 1,000	H1 2023	H1 2022
Total operating income	**29,617**	**26,771**
Cost of sales	(13,378)	(13,720)
R&D expenses	(18,091)	(19,251)
S&M expenses	(10,892)	(10,050)
G&A expenses	(8,018)	(8,376)
Total operating expenses	**(50,379)**	**(51,397)**
Operating result	**(20,761)**	**(24,626)**
Net financial result	(10,141)	(3,805)
Share in results of associates	(375)	(432)
Income taxes	23	96
Net result	**(31,254)**	**(28,767)**

Comments

Total operating income of EUR 29.6m (H1 2021: EUR 26.8m)

- **Product related revenues** of EUR 23.m (H1 2021: EUR 21.3m)
  - **+22%** growth in oncology cartridge revenue (EUR 17.5m)
  - Fading demand for COVID-19 testing: EUR 0.7m
  - EUR 4m (H1 2022: EUR 3.8m) of instrument revenue from global installed base of 2,218 instruments
- Collaboration revenues of EUR 6m (+18%)

Gross margin of 40% vs. 32% in H1 2022 and 37% in Q1 2023

- 9% ASP increase in oncology
- ML1 production line decommissioned in Q1 2023

Total operating expenses (excluding cost of sales) of EUR 37m in H1 2023 vs EUR 37.7m in H1 2022

- Global inflation, 11% mandatory indexation of Belgian payroll
- Reduced R&D expense (–15%) to offset inflationary impact

Improved profitability

- EBITDA of EUR –14.5m, a 20% improvement from EUR –18.2m in H1 2022

CASH POSITION EUR 25.2M AS PER END H1 2023

Condensed cash flow statement

In EUR 1,000	H1 2023	H1 2022
Result for the period	(31,254)	(28,767)
Depreciation and amortization	5,190	5,288
Impairment losses	637	698
Other adjustments[1]	548	664
Net financial result	10,141	3,804
Working capital changes	(10,344)	(2,620)
Taxes & interests paid	(4,179)	(3,221)
CF operating activities	(29,262)	(24,154)
CF investing activities	(1,132)	(1,594)
CF financing activities	29,680	(9,542)
Total net cash flow[2]	(714)	(35,290)
Cash and cash equivalents[3]	25,178	19,724
Financial debt	152,247	147,166

Remarks

- Despite improved operating result, cash burn from operating activities increased from EUR 24.2m to EUR 29.3m:
  - EUR 10.3m investments in working capital (H1 2022: EUR 2.6m)
  - EUR 1m higher interest expenses
  - Scheduled investment of EUR 1.0m to fund the milestone-based drawdown of the Skyline convertible note
- Financial cash flows included **EUR 4.2m interest payments,** the **repayment of EUR 4.7m borrowings**, and **EUR 34.4m net proceeds** from the completion of the recapitalization (incl. EUR 25m of new 4.5% convertible bonds and the remaining balance of the 1st lien convertible term loan)
- **Net cash outflow** amounted to **EUR 0.7m**
- **Net cash position** of **EUR 25.2m**

1) Includes share-based payments, share of net loss of a joint venture 2) Excludes the effect of exchange rate differences on the cash balances held in foreign currencies 3) Including EUR 1.2m restricted cash related to KBC Lease financing 4) Earnings before taxes, depreciation and amortization ('EBITDA') + impairment losses and share-based compensation + capital expenditure

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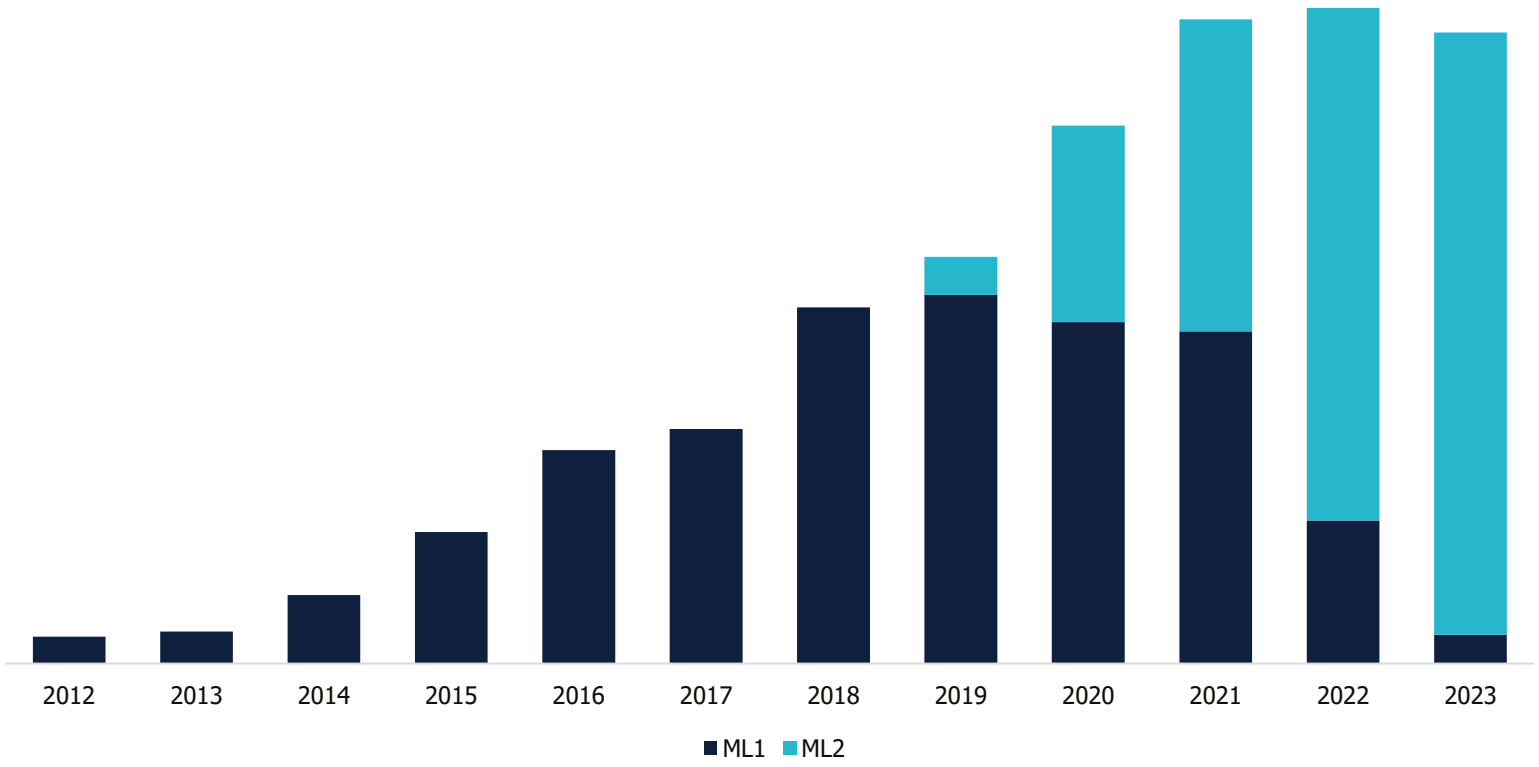
BUSINESS UPDATE HIGHLIGHTS

Test menu and product registrations	**Idylla™ IDH1-2 Mutation Assay** Kit (RUO) launched over Feb-July period. 510(k) clearance by the U.S. FDA[1] for the **Idylla™ MSI Test** in March Approval in April by the Japanese competent authorities[2] to commercialize the **Idylla™ KRAS Mutation Test** and the **Idylla™ NRAS-BRAF Mutation Test** in Japan
Partnerships	New partnership agreement with **APIS Assay Technologies** Ltd. focused on the development of APIS' Breast Cancer Subtyping Assay on the Idylla™ Platform. New collaboration program with **Lilly** to explore advantages of including Idylla™ in clinical workflows
Publications	**17 new peer-reviewed papers** were published, providing further evidence of Idylla's™ robust and accurate performance combined with much shorter turnaround times compared to other testing methods: 8 papers focused on the Idylla™ EGFR products, 3 on the Idylla™ GeneFusion product, 3 on the Idylla™ RAS products and 3 on the Idylla™ MSI product
Manufacturing	Transfer of manufacturing of all Idylla™ Assays to the second-generation high-throughput cartridge manufacturing line ('ML2') completed during Q1 Semi-manual 'ML1' line discontinued

1. United States Food and Drug Administration / 2. Japanese Ministry of Health, Labor and Welfare

TRANSFER TO ML2 MANUFACTURING LINE FUELS MARGIN GROWTH

Evolution of cartridge production volume[1] from ML1 to ML2 line



- Original, semi-automated ML1 line has been essential to **support growth** during ML2 build-out and learning curve but is end-of-life and was **decommissioned** in Q1 of 2023
- **Automated** high-throughput cartridge manufacturing ML2 offers annual **capacity of > 1.2 million** cartridges
- **Gross margin** has improved from 15% in 2019 through 36% in 2022 to **40% in H1-2023**
- Driven by combination of continued volume growth and addition of higher value products to the menu, **gross margin is targeted to continue to increase to 60%+** over the 2024-2028 period

1. Combined commercial and R&D volume; 2020, 2021 and 2022 include COVID-19 testing volumes; 2023 is full year estimate

ORGANIZATIONAL UPDATES

Management changes

- **Bryan Dechairo** appointed as a independent Board member & member of the Audit Committee of the Company in February
  - + 25 years of experience developing and commercializing revenue generating clinical innovations that improve patient lives, proven track record of scaling businesses into profitable fortune 50 public companies
- **Roger Moody** appointed as CEO and **Herman Verrelst** appointed as Chairman of the Board in April
- **George Cardoza** appointed as CFO and Head of Service Delivery in August

Operational Reorganization

On 15 June 2023, Biocartis announced a planned operational reorganization

Objectives

- Define clear path to EBITDA break-even by end of 2024
- Streamline organization to improve agility and efficiency

Strategy and status

- Increased focus on partner funded test menu expansion; reduction of non-critical or long-term self-funded projects
- More targeted US commercial strategy to increase oncology test utilization
- Workforce reduction of approximately 120 FTEs and the role an additional approximately 20 positions has significantly changed
- Reorganization will be substantially completed by end of September 2023, and fully completed by year-end

1) ASP = Average Sales Price; 2) Excluding instrument servicing; 3) Earnings before interest and taxes, depreciation, amortization and stock-based compensation; 4) Research Use Only, not for use in diagnostic procedures

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Recapitalization And Comprehensive Balance Sheet Restructuring

- Attracting outside funding was unattainable through combination of difficult market conditions combined with the Company's balance sheet and historic burn rate.
- The Company's Secured Creditors[1] have informed Biocartis of an agreement under which they will take ownership of the Biocartis business through enforcement of their security rights ("**Transaction**")
- The Company's Bondholders[2] will become the primary owners of Biocartis' operating business
- A new entity will be incorporated ("**New Biocartis**"), owned by the Bondholders, to which the Biocartis' operating business will be transferred
- The Bondholders will recapitalize New Biocartis with EUR 40 million of equity capital, backstopped by a group of supporting Bondholders
- Lenders under the Company's first lien convertible term loan facility (the "**First Lien Creditors**") and KBC have agreed to roll over their first lien debt into New Biocartis
- Following enforcement, Biocartis Group NV is expected to be wound up in an orderly fashion. The interests and claims of the unsecured 4.00% convertible bonds due 2027 (ISIN BE0002651322) will be written down to zero pursuant to their terms as part of the enforcement. Shareholders of Biocartis Group NV will receive no distribution from the security enforcement and are expected to receive nothing at the time of its winding up.
- Trade creditors of Biocartis NV and Biocartis US Inc. are not expected to be impacted by the change in the parent entity.
- The Transaction is expected to be completed by the end of the year, subject to receipt of certain regulatory approvals.

1. Secured Creditors: First Lien Creditors and Bondholders
2. The holders of the EUR 116 million 4.5% Second Ranking Secured Convertible Bonds due 2026 (ISIN BE6338582206)

Recapitalization And Comprehensive Balance Sheet Restructuring

- The Transaction will materially de-lever the Biocartis business (EUR 132 million less debt burden) and provide for EUR 40 million of new equity capital.

- The transaction will provide for business continuity of the Biocartis operating business.
  - Patients, customers, suppliers, partners and employees are not expected to be impacted

- Following the full equitization of EUR 116 million of Bonds, the write down of EUR 16 million of unsecured bonds, and the closing of the equity injection, New Biocartis will have approximately than EUR 44.5 million of gross debt and net debt of approximately zero.

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ONCOLOGY MENU OUTLOOK 2023

- **Idylla™ MSI Test:** 510(k) clearance by the US FDA
- **Idylla™ IDH1-2 Mutation Assay Kit (RUO**): Global availability to all customers
  - **Idylla™ PIK3CA-AKT1 Mutation Assay**: RUO product developed in collaboration with LifeArc
  - **Idylla™ CP-GEP Assay**: RUO launch in collaboration with SkylineDx
  - **Idylla™ ThyroidPrint Assay**: RUO launch in collaboration with GeneproDx

Note: The timing of the planned launch of partner tests remains subject to changes imposed by the relevant partners

CLOSING POINTS

- Strong and growing Biocartis base business
- Strong and growing network of partners
- Operational reorganization almost completed
- Clear plan announced to:
  - De-lever the Biocartis business
  - Recapitilize with EUR 40m of new equity capital
  - Safeguard continuity of the Biocartis business
- Biocartis' path to long-term financial health advanced to next chapter

Q&A

CONTACT INVESTOR RELATIONS

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IDYLLA™ IS THE FIRST AND ONLY MOLECULAR DIAGNOSTICS SYSTEM THAT COMBINES

FAST RESULTS

- Under 3 minutes hands-on time
- Short turnaround time from 90 to 180 minutes*

ACCURATE RESULTS

- High sensitivity
- Highly standardized technology
- Contamination-controlled design

EASE OF USE

- Fully automated sample-to-result process
- Walk-away system (no need for any intervention during the automatic process)
- All reagents integrated in a single cartridge
- Access on demand - no need for pre-processing or batching

SAMPLE VERSATILITY

- For solid and liquid biopsy

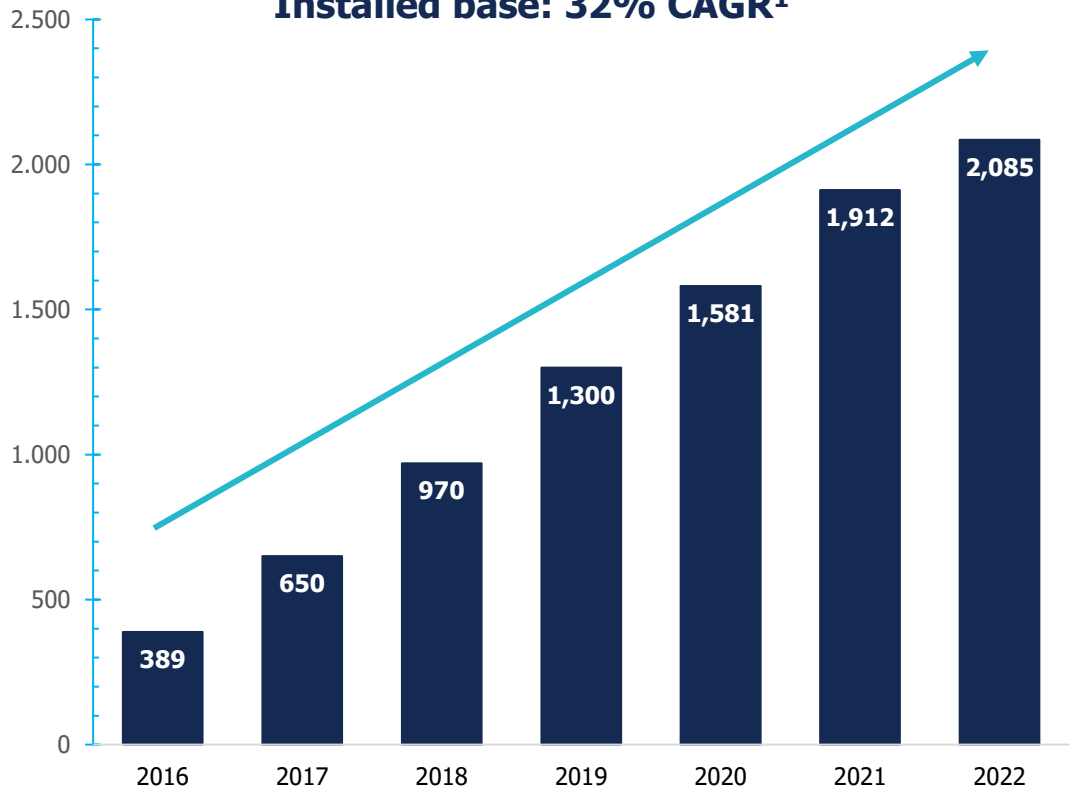
MULTIPLEXING CAPABILITY

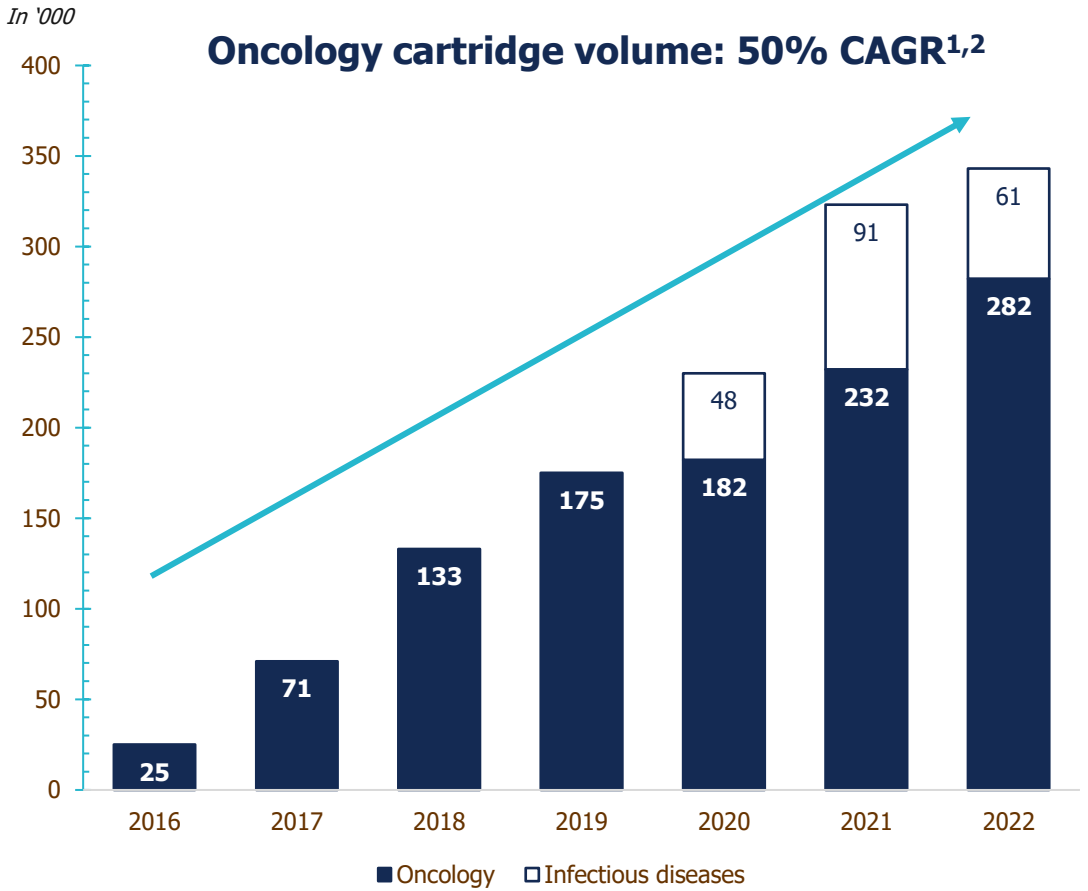
- Detection of multiple genes and loci in one cartridge

*depending on assay

CONSISTENT BUILD-OUT OF INSTALLED BASE AND CARTRIDGE VOLUME

Towards critical mass





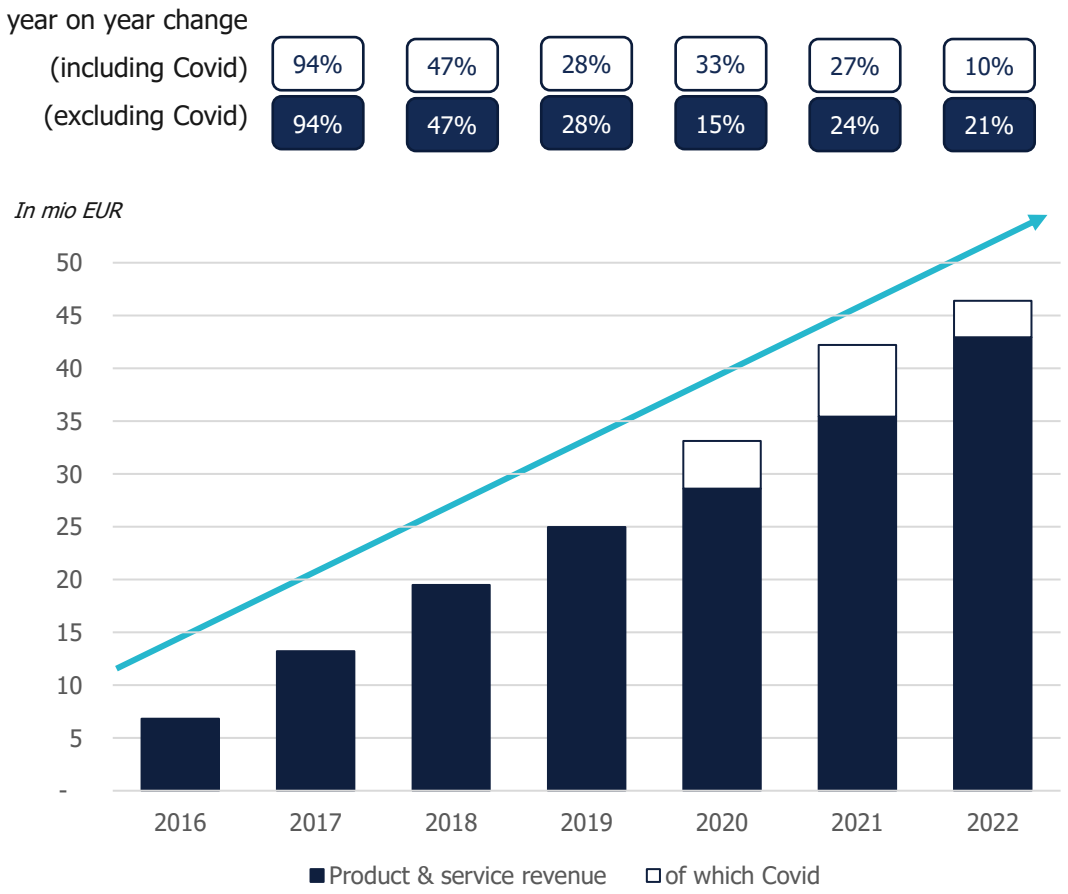
Close to 1.5 million cartridges sold and global installed base of >2,200 instruments placed end H1 '23

1. CAGR = Compound Annual Growth Rate
2. CAGR overall commercial cartridge volume (*i.e.* including infectious disease products) is 55%

BIOCARTIS

SCALABLE STRONG PRODUCT REVENUE GROWTH

Product and service revenue: 38% CAGR[1]



Objectives for continued growth

- Targeting continued total revenue growth of approximately 20% YoY through 2028
- Targeting continued gross margin[2] improvement from 40% today to 60%+ through 2028
- Key drivers are cartridge volume growth and increased ASP (through the addition of higher value tests to the menu)
- Targeting EBIDTA break-even by end of 2024 and EBITDA margin of 20%+ by 2028

1. Includes total revenues from product sales, system servicing. Excludes collaboration revenue. CAGR = Compound Annual Growth Rate is 38% including Covid sales, 36% excluding Covid
2. Gross margin calculated as revenues from products and system service less costs of sales

KEY INVESTMENT HIGHLIGHTS BIOCARTIS BUSINESS

- Biomarker-driven therapy decisions are increasing demand for fast actionable oncology testing results
- The market for fast actionable oncology testing is underserved because routine molecular methods and NGS are complex and slow
- Idylla™ platform is uniquely positioned to delivery on the unmet market needs for fast actionable oncology test results
- Biocartis has a strong and growing base product business
- Broad and expanding oncology test menu with growth catalysts enhanced by strategic partnerships
- Restructuring and recapitalization underway to accelerate path to profitability – with a cleaned-up balance sheet the Biocartis business offers substantial shareholder creation opportunity

Leadership team - Executive Management

ROGER MOODY

Chief Executive Officer, Director*

More than 30 years of experience in the technology and healthcare industry. Brings a unique combination of deep knowledge of molecular diagnostics in the US and a proven track record of scaling up public companies.

Held various senior executive positions leading strategic business development, scaling manufacturing and commercial operations and securing funding in both private and public offerings.

Prior roles include:

- CFO of Talis Biomedical (Nasdaq: TLIS), a point-of-care molecular diagnostics company.
- CEO of GlySure Limited, whose primary assets were sold to Baxter International (NYSE: BAX)
- CFO of Nanosphere, now part of DiaSorin (Euronext Milan: DIA)
- CFO of Clinical Genomics, Inc., a colorectal cancer diagnostics company

Holds a BSc in Finance from Syracuse University and an MBA from The University of Chicago Booth School of Business.

GEORGE CARDOZA

Chief Financial Officer and Head of Service Delivery

More than 25 years of experience in the diagnostics and laboratory industry. Brings a unique combination of extensive experience in both finance and operational leadership roles.

Strong aptitude for financial management, strategic planning, and fostering collaboration across departments. Possesses a deep understanding of the industry landscape and a proven ability to navigate complex financial challenges while driving profitability.

Prior roles include:

- CEO of AccuraGen Holdings LLC, a California-based company focused on development of NGS-based liquid biopsy testing
- President and Chief Operating Officer Laboratory Services, President Pharma Services Division and CFO at NeoGenomics Laboratories (NASDAQ: NEO) a clinical laboratory and pharma services company that specialized in cancer diagnostic testing.

Holds a B.S. in Finance and Accounting from Syracuse University and an MBA from Michigan State University.

*Roger Moody will become a member of the Board of Directors, subject to the approval by the Company's general shareholders' meeting

LEADERSHIP TEAM – CEO STAFF

ROGER MOODY

Chief Executive Officer, Director*

Senior executive with 30+ years of experience in the technology & healthcare industry, brings a unique combination of deep knowledge of molecular diagnostics in the US and a proven track record of scaling up public companies

DAVID DEJANS

SVP, Global Head of Sales

Accomplished leader with almost 20 years of experience in managing commercial organizations in the field of molecular biology and immuno-assays

KARLIEN HERMANS, PhD

Head of Quality & Regulatory

Senior leader with a 10+ year track record in ensuring excellence and compliance in the world of quality and regulatory affairs. She is the driving force behind our commitment to delivering top-notch products and services.

SARAH BAUDENELLE

Head of Operations and on-market product support

Senior operations leader with 15+ years of dedicated experience in operations management. Excels in optimizing processes, streamlining efficiencies, and ensuring seamless operations in diagnostics and pharma.

GEORGE CARDOZA

Chief Financial Officer & Head of Service Delivery

Senior executive with 25+ years of experience in the diagnostics and laboratory industry, brings a unique combination of extensive experience in both finance and operational leadership roles

MADHU GHOSH, PhD

SVP, Head of Strategic Partnering & Business Development

Accomplished leader with 20+ years of experience in alliance management and business development for molecular diagnostics and clinical assay development

SUSY SPRUYT

Head of People and Organization

Accomplished leader with 20+ years of experience in human resources and organizational development. Keen ability to foster a culture of growth, innovation, talent management and employee well-being.

TIM VANDORPE

General Counsel

Senior leader with 10+ years experience in international corporate law, corporate governance, mergers and acquisitions, public equity raisings, corporate restructurings, joint ventures and private equity transactions in various sectors

*Roger Moody will become a member of the Board of Directors, subject to the approval by the Company's general shareholders' meeting

Leadership Team – Board of Directors

HERMAN VERRELST

Chairman

Seasoned executive and serial entrepreneur with proven international commercial track record in molecular diagnostics

ROGER MOODY

Chief Executive Officer, Director*

Senior executive with 30+ years of experience in the technology & healthcare industry, brings a unique combination of deep knowledge of molecular diagnostics in the US and a proven track record of scaling up public companies

LUC GIJSENS

Independent Director

International executive with deep knowledge in a wide range of areas in finance and capital markets, asset management, corporate and investment banking in Belgium and abroad

BRYAN DECHAIRO

Independent Director

Seasoned US executive with more than 25 years of experience developing and commercializing revenue generating clinical innovations that improve patient lives and a proven track record of scaling businesses into profitable fortune 50 public companies

CHRISTIAN REINAUDO

Independent Director

International executive with strong track-record in different industries incl. leading e-health & digital imaging

ANN-CHRISTINE SUNDELL

Independent Director

Has more than 30 years of experience in the diagnostics and life science sector, where she held various global senior positions

CHRISTINE KUSLICH

Independent Director

In vitro diagnostic senior executive and strategic leader with a particular focus on advancing clinical diagnostics, novel assay and device development as well as quality executive leadership

*Roger Moody will become a member of the Board of Directors, subject to the approval by the Company's general shareholders' meeting