

Biocartis: pushing boundaries in healthcare

Hilde Windels | Dag van de Tips | 10 October 2015

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.

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. Unless required by applicable law or regulation, 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 of operations, financial condition, liquidity, 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 of operations, financial condition, liquidity, 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 of operations, financial condition, liquidity 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 shares 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.

About Biocartis

Biocartis company highlights



NEXT GENERATION diagnostic solutions improving clinical practice for the benefit of patients, clinicians, payers and industry



COMMERCIAL STAGE Idylla™ platform fully suited for high precision medicine



RAPIDLY EXPANDING test menu addressing key unmet clinical needs in oncology and infectious diseases



STRONG ENDORSEMENT of key opinion leaders and early adopters



OPERATIONS AND STRATEGY in place to support commercial expansion

High precision diagnostics for high precision medicine



From symptom based to evidence based medicine

Biocartis aims to become a global leading player in MDx by providing innovative, personalized healthcare solutions, enabling fast and effective diagnosis, treatment selection and treatment monitoring



EARLY DIAGNOSIS

Biocartis brings...

- More rapid diagnosis of disease
- More sensitive identification of mutations
- Comprehensive panels of pathogens in infectious disease



THERAPY SELECTION

Biocartis brings...

- Identification of the right treatment for the right patient
- Companion diagnostics to test alongside new drugs



PATIENT MONITORING

Biocartis brings...

- Monitoring of treatment progress
- Early detection of relapse



Idylla™ best-in-class

- Fully automated sample-to-result
- Accurate results
- Any sample type
- Short turnaround time
- Easy to use
- Maximum flexibility
- Scalable
- Connectivity





Any clinical sample type - vast range of applications

- Idylla™ is equipped with powerful sample preparation functionalities enabling it to process a wide diversity of primary clinical sample types
- Versatile detection of multiple biomarkers per sample (up to 30 targets in standard mode)

BLOOD/ PLASMA/ SERUM



Viral load tests
Sepsis
Liquid biopsies

SWAB



Infectious disease tests
Genetic tests

URINE



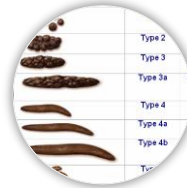
STDs
Urogenital cancers
Liquid biopsies

SPUTUM



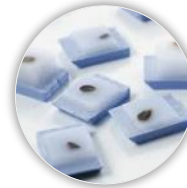
Respiratory tract infections

STOOL



Gastrointestinal tract infections

FFPE



Standard sample type for tumor biopsies

FINE NEEDLE ASPIRATE



Lung biopsies
Spinal fluid (meningitis)

Relevance



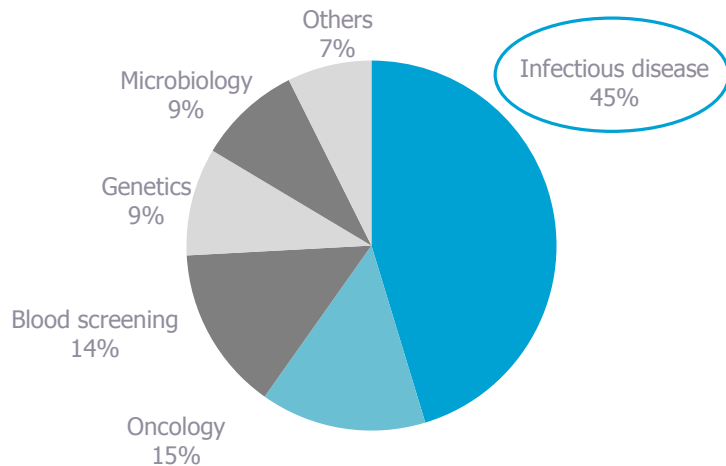
Product strategy

Rapidly expanding test menu

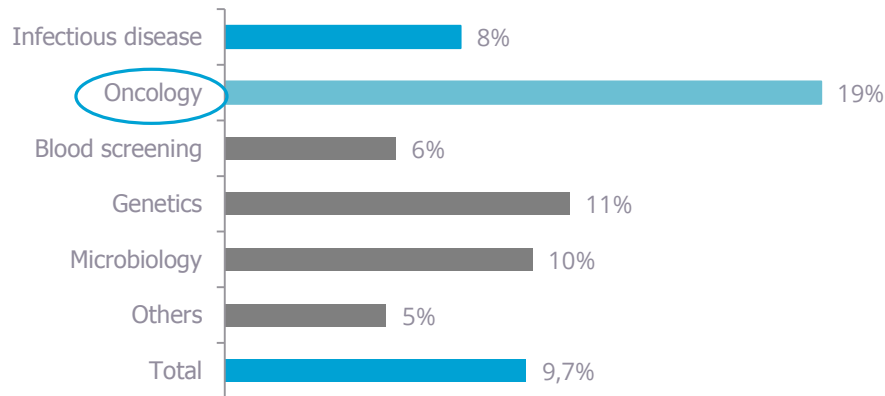


Focus on largest and fastest growing MDx markets¹

MDx market
(estimated at \$5.0 bn in 2013)*



Growth MDx market segments
(CAGR '13 - '18)



Supported by an **increasing use of companion diagnostics** to determine patient response based on genetic characteristics, thereby preventing ineffective and potential harmful therapies and **enhancing efficient use of medical care**

1. Source: Markets and Markets – Molecular Diagnostics Market, Global Forecast to 2018 (August 2014)

* Numbers do not add up to 100% due to rounding

Idylla™ menu strategy

ONCOLOGY

USPs

- Sample prep ability to directly process FFPE
- Sensitivity levels enabling to pick up low tumour content in tissue or blood

INFECTIOUS DISEASES

- Highly sensitive testing
- Ability to test infection syndromes by means of multiplex testing
- Short turn around times
- Sample enrichment platform for sepsis application

FOCUS

- Focus on solid biopsies:
 - Existing biomarkers (e.g. BRAF, KRAS, etc.)
 - New proprietary biomarkers such as MSI
 - Followed by liquid biopsies (initially same oncogenes as solid)
- Focus on:
 - Syndromic panels (e.g. respiratory tract panel assays)
 - Sepsis
 - Viral load assays

PARALLEL MENU EXPANSION

Strategic partnerships

Johnson & Johnson

Initial tests include Flu-RSV

Abbott
Molecular

Focus on CDx development

Diagnostic app developer partnerships

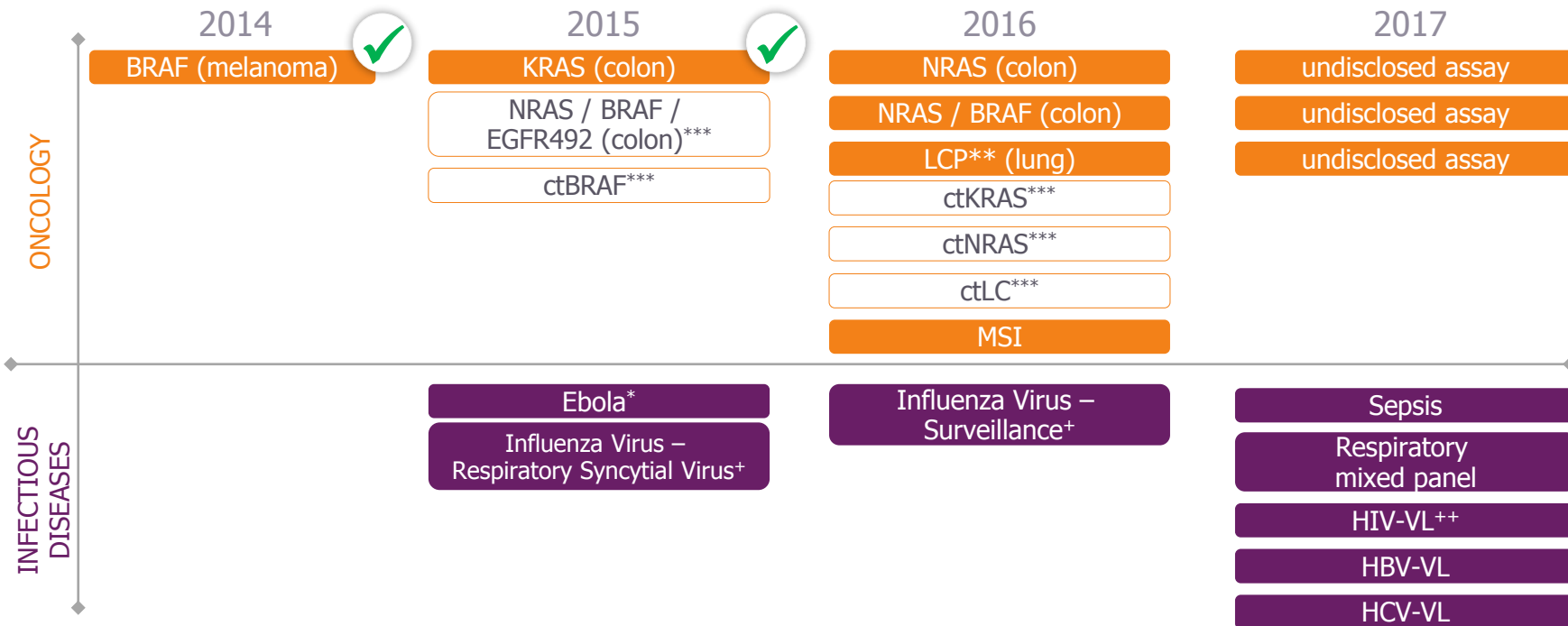
Microbiome

A*STAR

fast-track >>
DIAGNOSTICS
TRUE POSITIVES. TRUE NEGATIVES.

Our diagnostic app store

Intention to launch at least 4 to 5 assays per year



* Emergency Use Authorization label

** LC is the code name for an undisclosed lung cancer panel assay

*** research use only

+ J&J assay

++ Biocartis assay in collaboration with J&J

Endorsement of key opinion leaders and early adopters



“ Idylla™ gives you an answer in an absolutely unprecedented time frame. ”

Filip Janku
M.D., Ph.D Oncologist, MD Anderson Cancer
Center in Houston, Texas USA

“ Why do people always make things difficult and complicated? We use the Idylla™ platform: it is very user friendly, diminishes the risk of contamination and mix up of samples. You don't need much space, in fact I could run the platform in my office. DNA extraction is not well liked by the lab technicians. We are glad the Idylla™ platform takes care of that too. So molecular testing becomes much more easier and accessible for every pathologist.”

Prof. Pauwels
Head of the division of onco-pathology, UZA

“ Excellent sensitivity, very quick results and very little hands-on time.”

Dr. Bellosillo
Head Molecular lab, Hospital del Mar





Where we are today and future outlook

Successful IPO raising EUR 115m



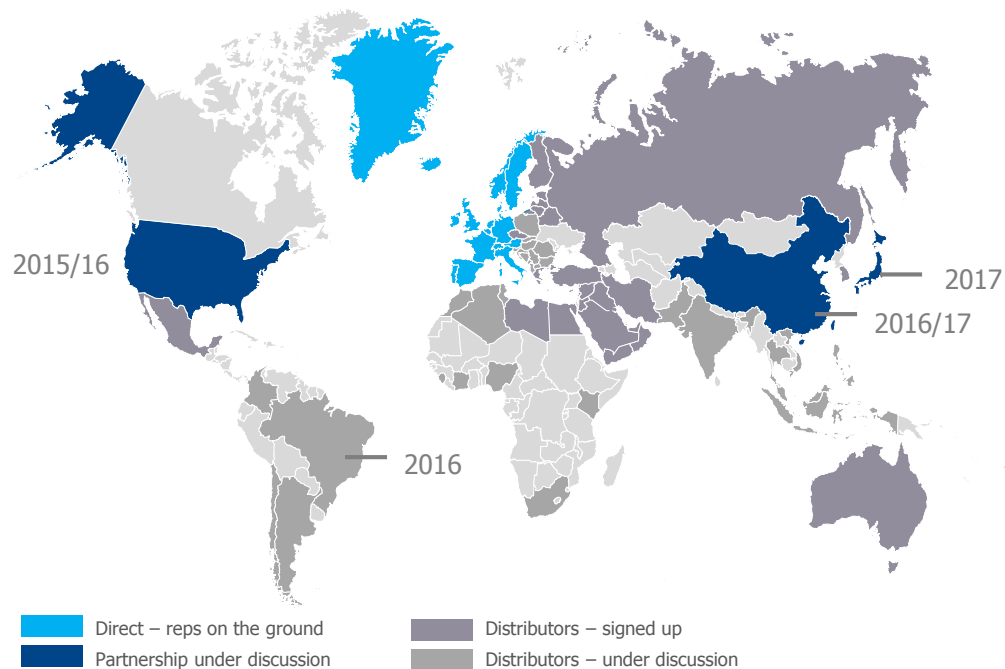
- On 28 April 2015, Biocartis raised gross proceeds of **EUR 115m** in a successful IPO on Euronext Brussels
- IPO was in a **6.5x oversubscribed** (i.e. more than EUR 650 million in demand)
- IPO attracted a wide interest from a **mix of long-term, specialist investors** across continental Europe, the UK and the US
- **Banking syndicate** consisted of KBC, Kempen & Co and Petercam

Key achievements H1 2015

- 32 Idylla™ instruments sold in H1 2015 
- Continued strong ramp up of global commercial footprint, now covering 50 countries
 - Nine new distribution contracts signed in H1 2015, bringing the total number of distributors to 17 as of 30 June 2015 
- Significant progress in test menu development:
 - CE-IVD mark KRAS Mutation Test for colorectal cancer in June 2015 
 - Intensified efforts on liquid biopsy based tests (initiation of cfBRAf test)
 - Acceleration of first infectious disease test (Influenza-RSV test)
 - Three new collaborations signed with development partners for further menu expansion in oncology and infectious diseases
- Solid cash position of EUR 128m at end of H1 2015, primarily driven by successful EUR 115m IPO in April 2015 

Continued expansion **global** commercial footprint

- > 50 countries covered through direct and indirect sales channels
- Direct sales force covering 16 European countries
- Nine new distribution contracts signed in H1 2015:
 - 12 additional countries
 - Minimum purchase obligations > 100 Idylla™ instruments over coming 3 years



Status as of 30 June 2015

Three key strategic agreements signed

Infectious Diseases

Microbiome

- Worldwide license and collaboration agreement aimed at developing a test for the rapid detection of **bloodstream infections**, such as sepsis
- Test is aimed to be used in conjunction with Biocartis **Idylla™-Enrich** platform, a dedicated pre-enrichment platform for bloodstream infections that is under development by Biocartis

fast-track
DIAGNOSTICS
TRUE POSITIVES. TRUE NEGATIVES.

- Strategic partnership aimed at development of broad range of Idylla™ **infectious diseases tests**
- Based on new approach '**syndromic multiplex testing**', allowing the identification of a broader range of disease pathogens in a single test

Oncology

A*STAR

- Partnership agreement (signed on 17 July 2015¹) to jointly develop a range of **proprietary tests** for the Idylla™ platform with a main focus on cancer biomarkers
- Biocartis has **access to novel biomarkers** (including those discovered within A*STAR's research institutes) from the Diagnostics Development Hub

1. Signed with ETPL (Exploit Technologies Pte. Ltd.), the commercialization arm of the Agency for Science, Technology and Research (A*STAR, based in Singapore). A*STAR is Singapore's lead public sector agency that spearheads economic oriented research to advance scientific discovery and develop innovative technology.

Strong news flow expected for remainder 2015

Oncology menu

- ☐ RUO launch of NRAS solid biopsy test
- ☐ RUO launch of BRAF liquid biopsy test

Infectious diseases menu

- ☐ CE-IVD marking Influenza-RSV test
- ☐ Final submission of Idylla™ platform and Rapid Ebola Virus Triage Test for EUA approval

Operational

- ☐ Instrument manufacturing outsourced

Guidance for 75 instruments to be sold in 2015 reiterated

Simply pushing harder within the old boundaries will not do. We want to **change the golden standard.**

The courage to revolutionize healthcare as we know it, in **collaboration with partners**, is what drives us to **build the future of healthcare** today.

Contact

Biocartis Investor Relations
Generaal De Wittelaan 11 B3
2800 Mechelen
Belgium

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

www.investors.biocartis.com

Annex

Solid cash position of EUR 128m per 30 June 2015

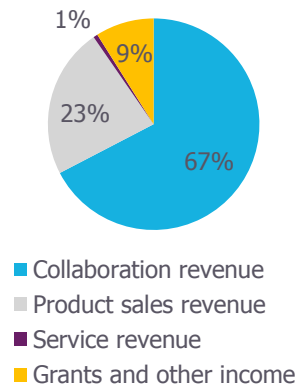
Key financials H1 2015

In EUR 1,000	H1 2015	H1 2014
Revenue	6,578	1,124
Total operating income	7,224	2,503
Operating expenses	-24,047	-18,066
Operating result	-16,823	-15,563
Net result	-16,915	-19,746 ²
Net cash flow	117,579	-19,410 ²
Cash position ¹	128,477	9,585

Revenue breakdown H1 2015

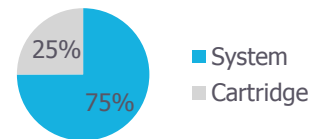
Total operating income

100% is EUR 7.2m

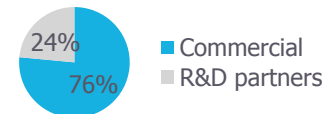


Product sales revenue

By product (100% is EUR 1.7m)



By type (100% is EUR 1.7m)



1. Cash and cash equivalents at 30 June 2015
2. Includes loss from discontinued operations of EUR 4.1m