

A woman with brown hair, wearing a white lab coat and a white hairnet, is looking directly at the camera. She is holding a test tube with pink liquid inside, which is in sharp focus in the foreground. The background is blurred, showing what appears to be a laboratory setting with shelves.

Devyser

Earnings call Q3 2024

October 30, 2024

Today's presenters



Fredrik Alpsten
CEO



Theis Kipling
CCO



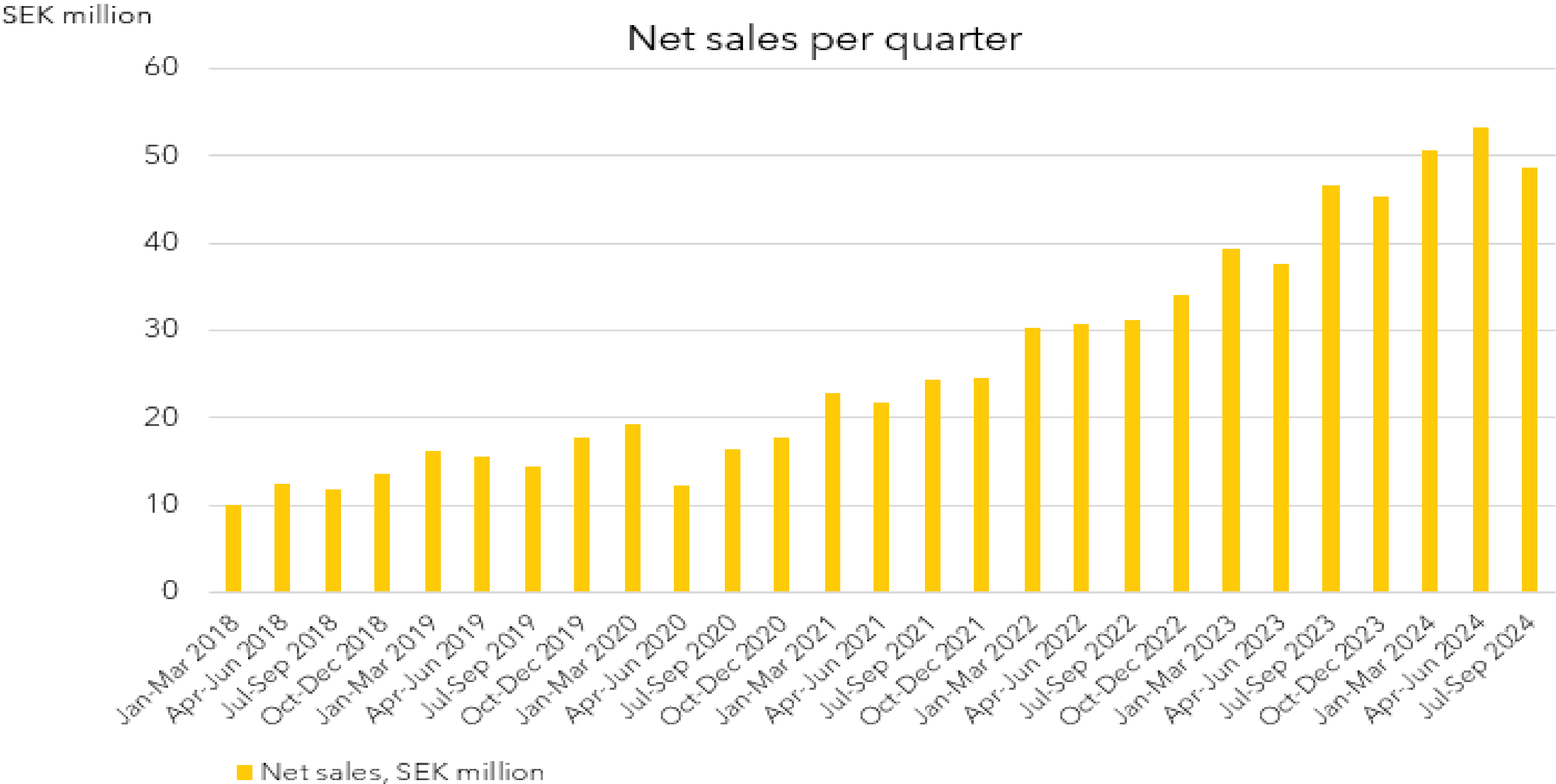
Third quarter 2024

Third quarter

- **Focus on investments for future growth**
 - Sales 48.7 MSEK (46.7 MSEK)
 - Growth + 4% (all organic)
 - Growth local currency + 7 %



Quarterly net sales



Sales by region

MSEK	Q3 2024	Q3 2023	Dev %	Q1-Q3 2024	Q1-Q3 2023	Dev %	Q4 2023-Q3 2024	Q4 2022-Q3 2023	Dev %
EMEA	45.2	38.9	16.3	138.0	108.8	26.8	178.6	141.1	26.6
Asia Pacific	2.1	1.6	32.9	5.5	4.3	28.9	7.3	5.1	43.4
North & South America	1.5	6.2	-76.7	9.2	10.8	-14.8	12.2	11.9	2.4
Total	48.7	46.7	4.4	152.7	123.9	23.3	198.1	158.1	25.3

Sales by sales channel

MSEK	Q3 2024	Q3 2023	Dev %	Q1-Q3 2024	Q1-Q3 2023	Dev %	Q4 2023-Q3 2024	Q4 2022-Q3 2023	Dev %
Direct sales	36.7	34.8	5.3	114.6	96.9	18.2	148.5	125.4	18.4
Distributor sales	12.1	11.8	2.0	38.1	27.0	41.3	49.6	32.7	51.9
Total	48.7	46.7	4.4	152.7	123.9	23.3	198.1	158.1	25.3

Third quarter

- **Focus on investments for future growth**
 - Sales 48.7 MSEK (46.7 MSEK)
 - Growth + 4% (all organic)
 - Growth local currency + 7 %
- Gross margin 72% (85%)



Third quarter

- **Focus on investments for future growth**
 - Sales 48.7 MSEK (46.7 MSEK)
 - Growth + 4% (all organic)
 - Growth local currency + 7 %
- Gross margin 72% (85%)
- EBIT
 - -23.7 MSEK (-7.8)



Third quarter

- **Focus on investments for future growth**
 - Sales 48.7 MSEK (46.7 MSEK)
 - Growth + 4% (all organic)
 - Growth local currency + 7 %
- Gross margin 72% (85%)
- EBIT
 - -23.7 MSEK (-7.8)
- Strong financial position
 - 171 MSEK in liquidity
 - No debts





Highlights Q3 and Commercial outlook

Update on Thermo Fisher Scientific

- In just a couple of years Devyser has become known and recognised across the transplant community
- Significant research work presented at ASHI
- First data on upcoming 2025 product launches presented at ASHI

"In conclusion, direct comparison of two NGS-based dd-cfDNA quantification methods demonstrated that the new Devyser kit has a slightly lower LOD and overall is a robust assay en par with the established CareDx assay for monitoring dd-cfDNA as an adjunct biomarker in organ transplanted patients"



Seeking FDA clearance with Thermo Fisher Scientific

- Today, patient samples are sent to external testing service providers which means that turnaround times are longer than they need to be
- This also means that those external service providers are collecting the revenues from the significant current reimbursement i.e. 2800USD per test
- Enabling hospitals to take back testing into their laboratory will improve turnaround times and not least enable hospitals to benefit from this significant revenue that today is sent to a few large companies in the industry



North America update

- **Devysr Genomic Laboratories** in Atlanta is on track with:
 - Getting our first tests reimbursed (Mol Dx registered, Z-codes assigned, working towards establishing coverage)
 - Our engagement with Cyted follows plan
- **Cystic Fibrosis** is a key focus of ours in the the US market. With the IVD agreement announced with Illumina we now have the ability to seek FDA approval also for this product.
- **RHD** testing looks highly promising and could be a gamechanger for Devysr in the US. ~15% of americans are rh negative / 3.7m births annually means 550k patients to be tested yearly and we have made significant in roads to this market

China

- On October 27th we received the news of our Devyser Compact product being regulatory approved by the China NMDA
- Since the strengthening of regulatory restrictions a few years back related to market approval our business had been quite slow – but we’re now expecting this to resume
- China is a very large market with a lot of potential for several of Devysers products and this approval will accelerate the Devyser expansion into the region of Asia Pacific

Rest of world update

- Both our direct and indirect business is following plan in both Q3 and YTD.
- We continue to expand market share across segments and markets
- Even in Italy where we for several of our products already are the clear market leader we are delivering double digit growth YTD and won additional tenders during Q3
- Our funnel is very healthy and we're confident around the growth outlook

Going forward

- Focus on North America and Europe
- Optimistic about sales development
- Continue our way to profitability



Q&A

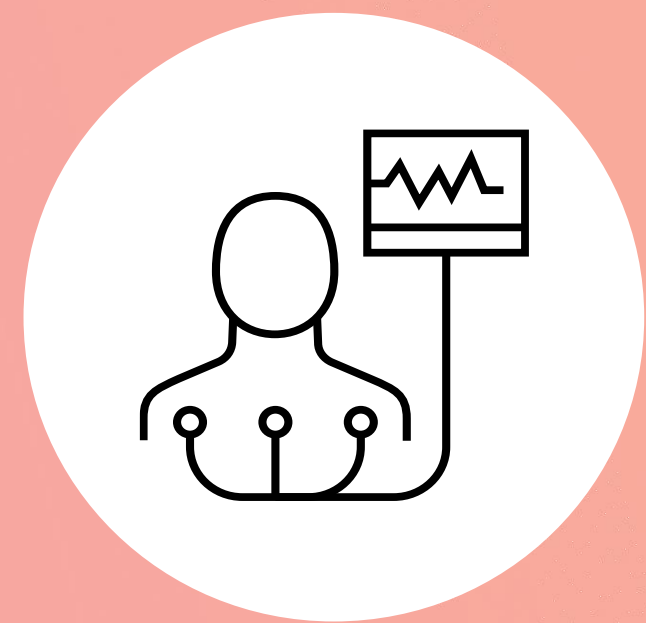


Connect with us

www.devyser.com



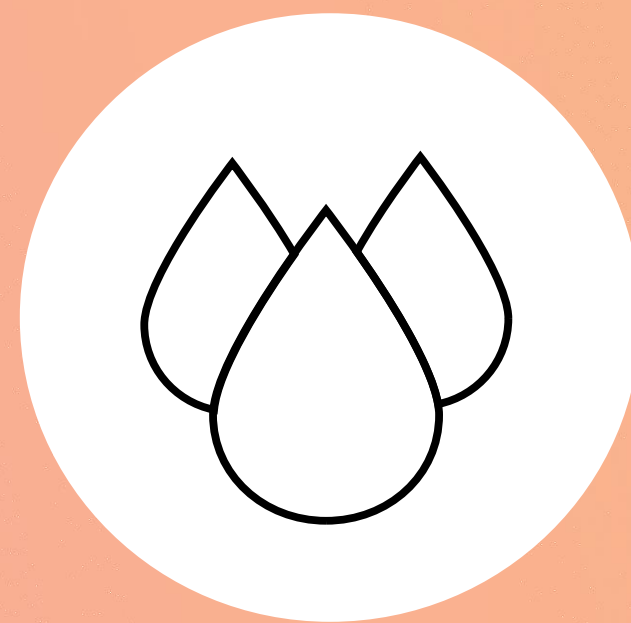
Our diagnostic areas



Post-transplantation



Oncology



Hematology



Reproductive Health



Cystic Fibrosis



Cardiovascular Diseases

HEREDITARY DISEASES

Product portfolio by disease area

Categorization

Products

HEREDITARY DISEASES

