

Devyser

Earnings call Q3 2022

November 10, 2022

Today's presenters



Fredrik Alpsten
CEO



Sabina Berlin
CFO



Ulf Klangby
Deputy CEO & Founder

Who we are

A pioneering leader in diagnostic solutions for genetic testing.



Why we do it

Ensure every patient
a correct diagnosis in
the shortest possible time.



What we do

Develop and market genetic test solutions to guide targeted cancer therapies, fast diagnosis of hereditary diseases, and post-transplant follow-up.



How we do it

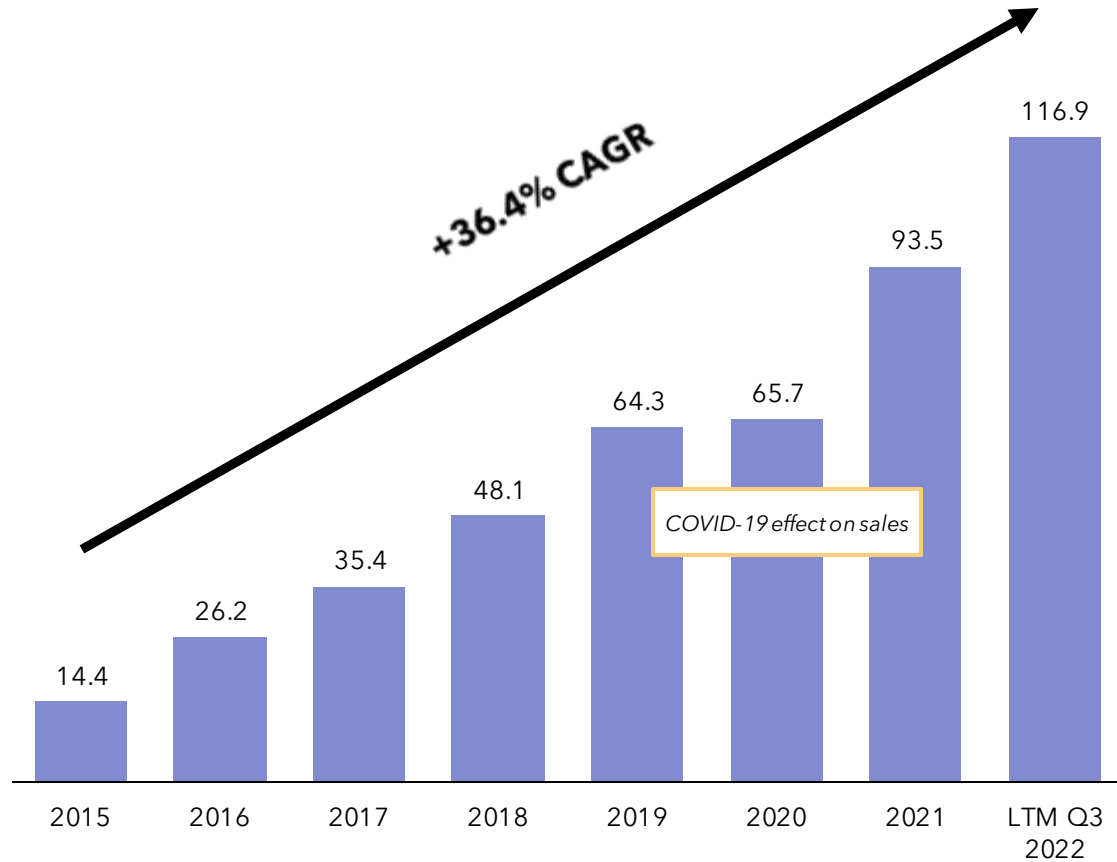
We develop and provide solutions that are easy to implement, maintain, and use.

This results in time and cost savings for the labs and faster treatment for patients.



Track record of double-digit growth

SEKm



~3 million

Sold tests to date
Proven products

~81%

Gross margin LTM Q3 2022
High gross margins

+50

Countries covered
Global reach

28

CE-IVD products launched
Track record of innovation

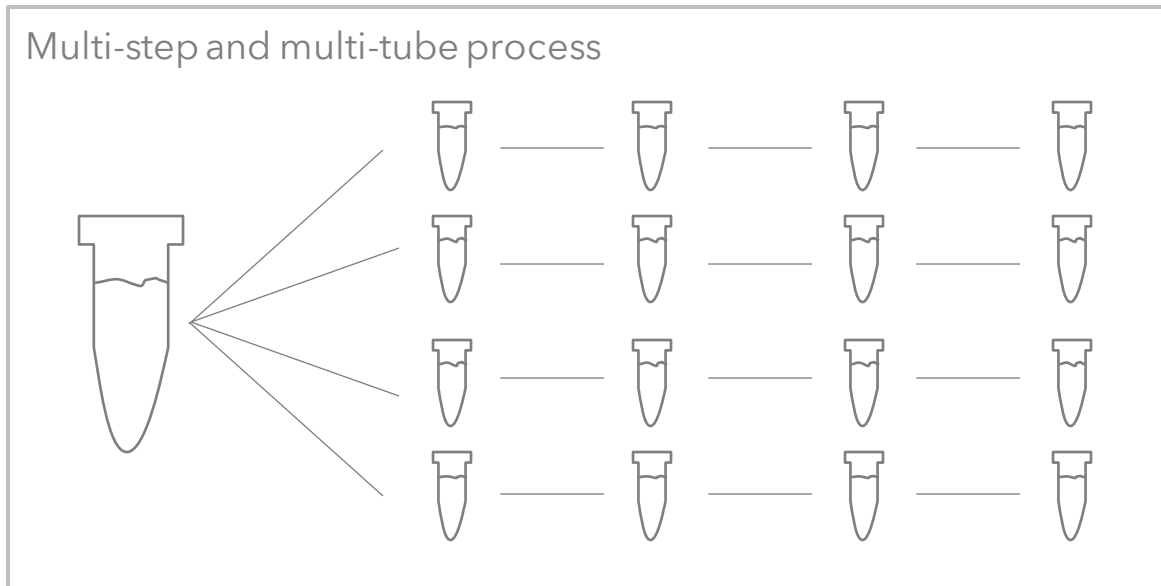
Focus on three attractive markets

Market	1 Hereditary diseases		2 Oncology		3 Post-transplantation monitoring
Target areas	Reproductive health	Mendelian disorders	Hereditary cancer	Therapy selection	Post-transplant follow-up
Target diseases	<ul style="list-style-type: none"> Rapid prenatal testing for chromosomal disorders (e.g. Down syndrome) Haemolytic disease (NIPT for Fetal RHD status) 	<ul style="list-style-type: none"> Thalassemia Cystic fibrosis 	<ul style="list-style-type: none"> Mutations in the breast cancer genes (BRCA 1 and 2) Hereditary breast and ovarian cancer (HBOC) genes Lynch syndrome Hereditary non-polyposis colorectal cancer (HNPCC) 	<ul style="list-style-type: none"> BRCA HBOC 	<ul style="list-style-type: none"> Stem cell transplant Solid organ transplant
Market	3.1 EURbn TAM 30% SAM of TAM +12% SAM growth (2020-2026E) 58% of total TAM 2020		850 EURm TAM 29% SAM of TAM +12% SAM growth (2020-2026E) 16% of total TAM 2020		1.4 EURbn TAM 7% SAM of TAM +19% SAM growth (2020-2026E) 26% of total TAM 2020

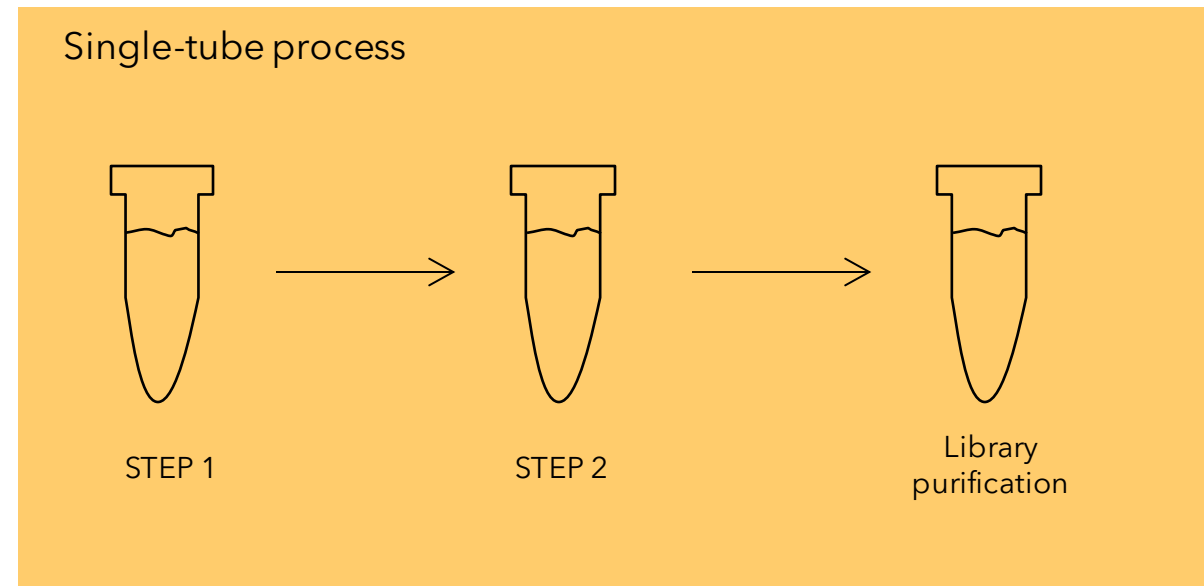
% of net sales

Devysr solves challenges in genetic testing

Traditional solutions



Devysr solution

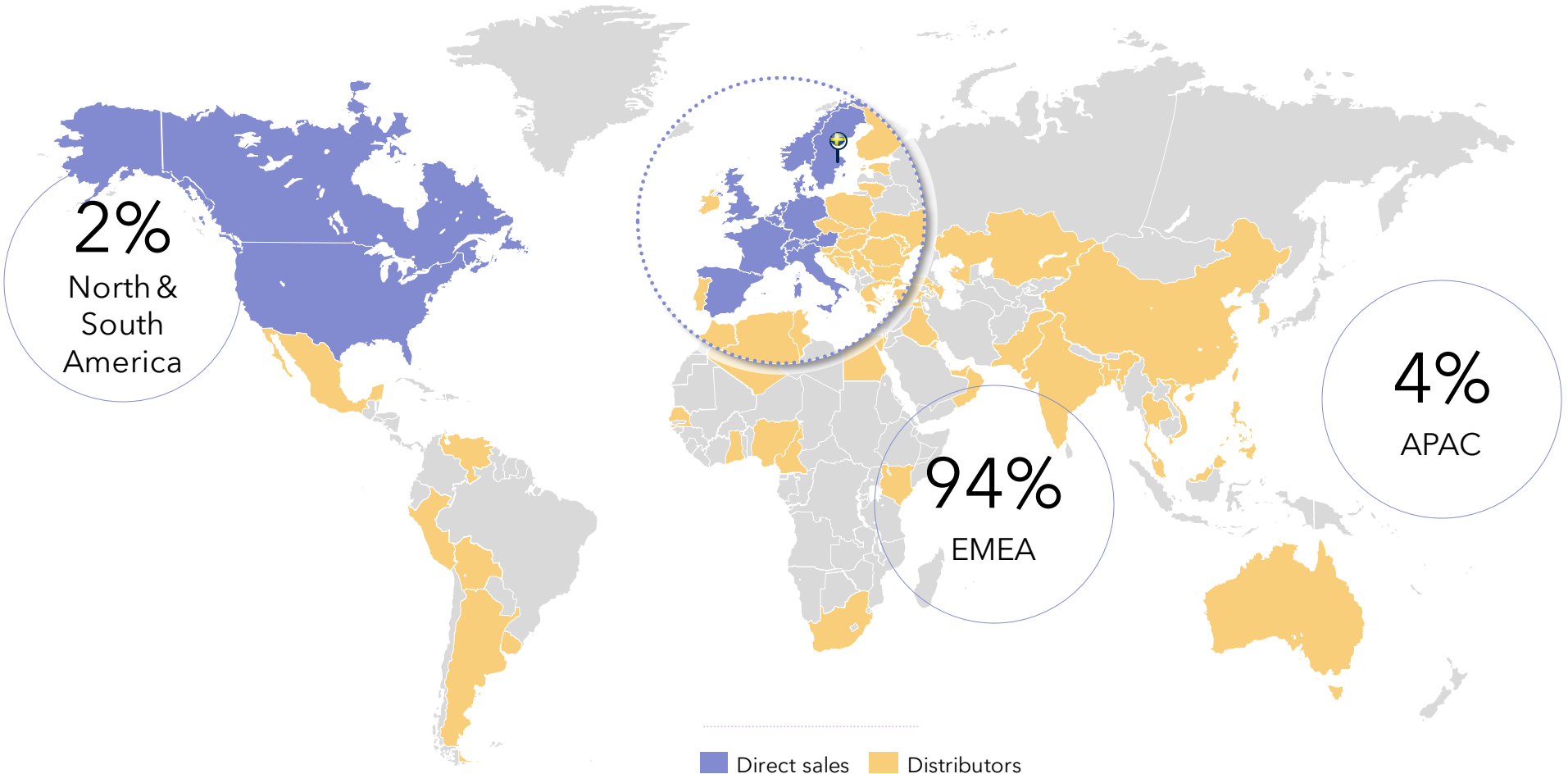


- + Low amount of DNA and no pre-processing required
- + Substantially shorter hands-on time
- + Substantially shorter total time
- + Quick onboarding of lab personnel

Direct sales force and distributor network

Direct markets

- Austria
- Denmark
- Germany
- Italy
- Norway
- Sweden
- Switzerland
- North America
- UK
- Benelux
- Spain
- France



CLIA by Devyser

- Devyser will establish a US CLIA lab near Atlanta, Georgia in a ~4500 sqf newly refurbished location
- In the US physicians are used to sending out samples for decentralized testing in CLIA laboratories
- This enables to care for patient testing directly as we would do the actual testing and report out of the results to the requesting physician
- The lab would employ 5-7 people incl. a US medical director



Important events during and after the quarter

- Certification under the new European IVD Regulation
- Camilla Wiberg new Chief HR Officer
- Establishment of CLIA lab in USA



Key financials

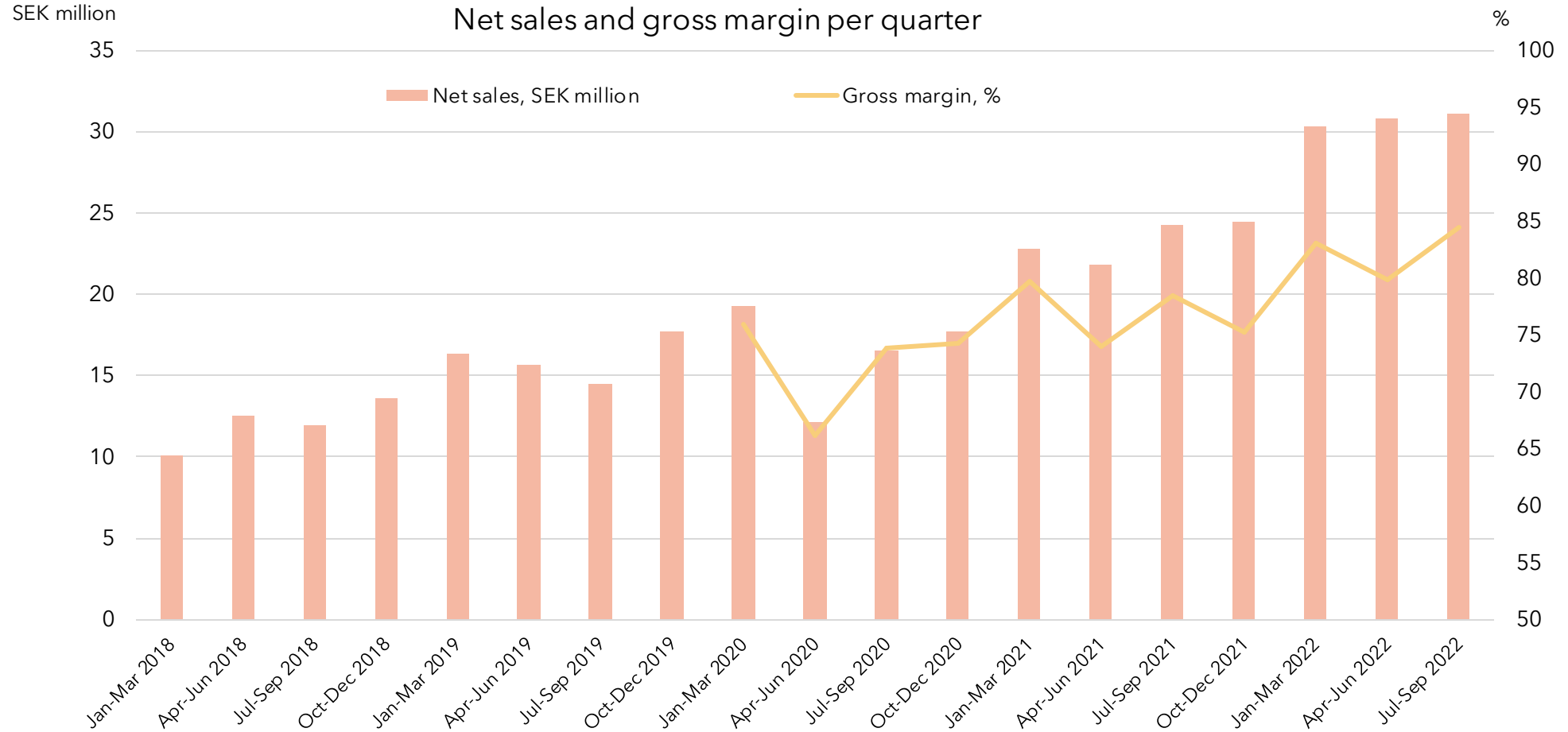
SEKm	Q3 2022	Q3 2021	Q1- Q3 2022	Q1- Q2 2021	2021 FY
Net sales	31.2	24.3	92.4	69.0	93.5
Gross profit	26.3	19.1	76.2	53.5	71.9
Gross margin	84.4%	78.5%	82.5%	77.5%	76.9%
EBIT	-8.2	-2.5	-26.0	-7.3	-21.2
Loss after tax	-8.8	-3.6	-29.3	-10.1	-20.7
Earnings per share, SEK	-0.55	-0.32	-1.84	-0.92	-1.85
Cash flow from op. activities	-11.8	-3.2	-27.1	-10.6	-16.3
Liquidity	382.2	111.6	382.2	111.6	383.6

Sales per region and sales channel

Sales per region, SEKm	Q3 2022	Q3 2021	Change, %	Q1-Q3 2022	Q1-Q3 2021	Change, %
EMEA	28.5	22.5	27.1	86.9	63.8	36.1
Asia-Pacific	1.9	1.7	13.2	3.4	4.3	-20.7
North and South America	0.7	0.2	246.5	2.1	0.8	160.0
Total	31.2	24.3	28.1	92.4	69.0	34.0

Sales per channel, SEKm	Q3 2022	Q3 2021	Change, %	Q1-Q3 2022	Q1-Q3 2021	Change, %
Direct sales	23.7	17.8	33.7	68.8	50.2	36.9
Distributor sales	7.4	6.6	12.8	23.6	18.7	26.2
Total	31.2	24.3	28.1	92.4	69.0	34.0

Sales and gross margin per quarter



Financial targets

Metric	Target	Q3 2022 Outcome	Q1- Q3 2022 Outcome	2021 Outcome	Historical performance
Revenue growth	<ul style="list-style-type: none"> Devyser's growth target is to achieve an annual organic growth in excess of 30% 	28.1%	34.0%	42.3%	37% CAGR 2015 - 2021
Gross margin	<ul style="list-style-type: none"> Devyser targets to achieve a gross margin in excess of 80% in the medium-term (3-5 years) 	84.4%	82.5%	76.9%	73.9% Average 2018 - 2021
EBIT-margin	<ul style="list-style-type: none"> Devyser targets to achieve an operating margin (EBIT-margin) above 20% in the medium-term (3-5 years) 	Neg	Neg	Neg	Neg Average 2018 - 2021

Q&A