

Devyser

Earnings call Q4 2022

February 21, 2023

Today's presenters



Fredrik Alpsten
CEO



Sabina Berlin
CFO

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.



Fourth quarter 2022

Another quarter of strong organic growth

Financials

- Net sales MSEK 34.2 (24.5)
- Sales growth +40% (+30% in local currency)
- Gross margin 80% (75%)
- EBIT -25.9 (-13.9)

Highlights

- Establishes CLIA lab in the US
- Strengthened US management



Full year 2022

Financials

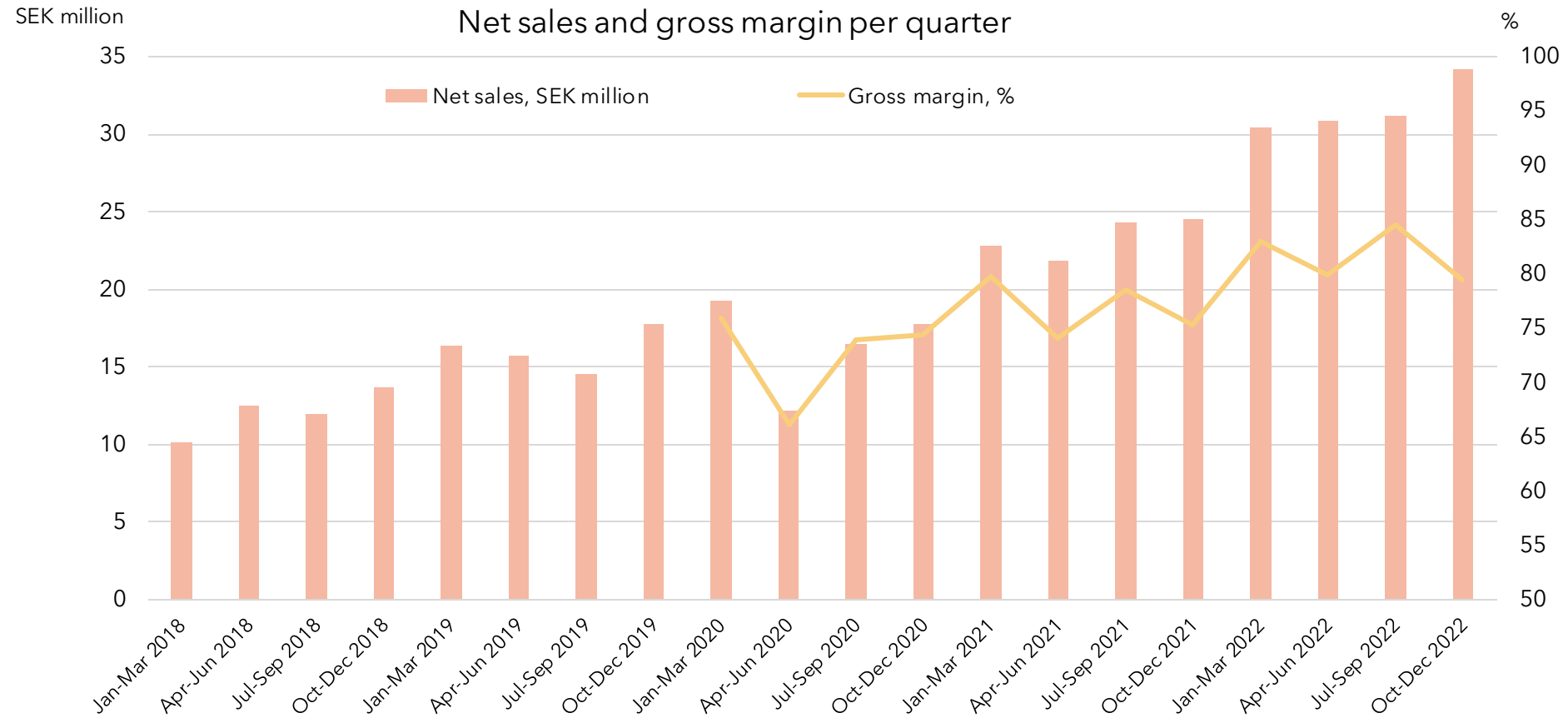
- Net sales MSEK 126.6 (93.5)
- Sales growth +35% (29% in local currency)
- Gross margin 82% (77%)
- EBIT -52.0 (-21.2)

Highlights

- Breakthrough contract in Canada for non-invasive RHD-testing
- Certified under IVD Regulation (IVDR)



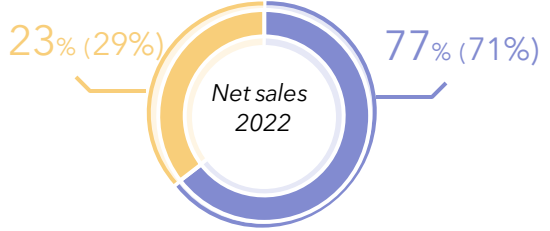
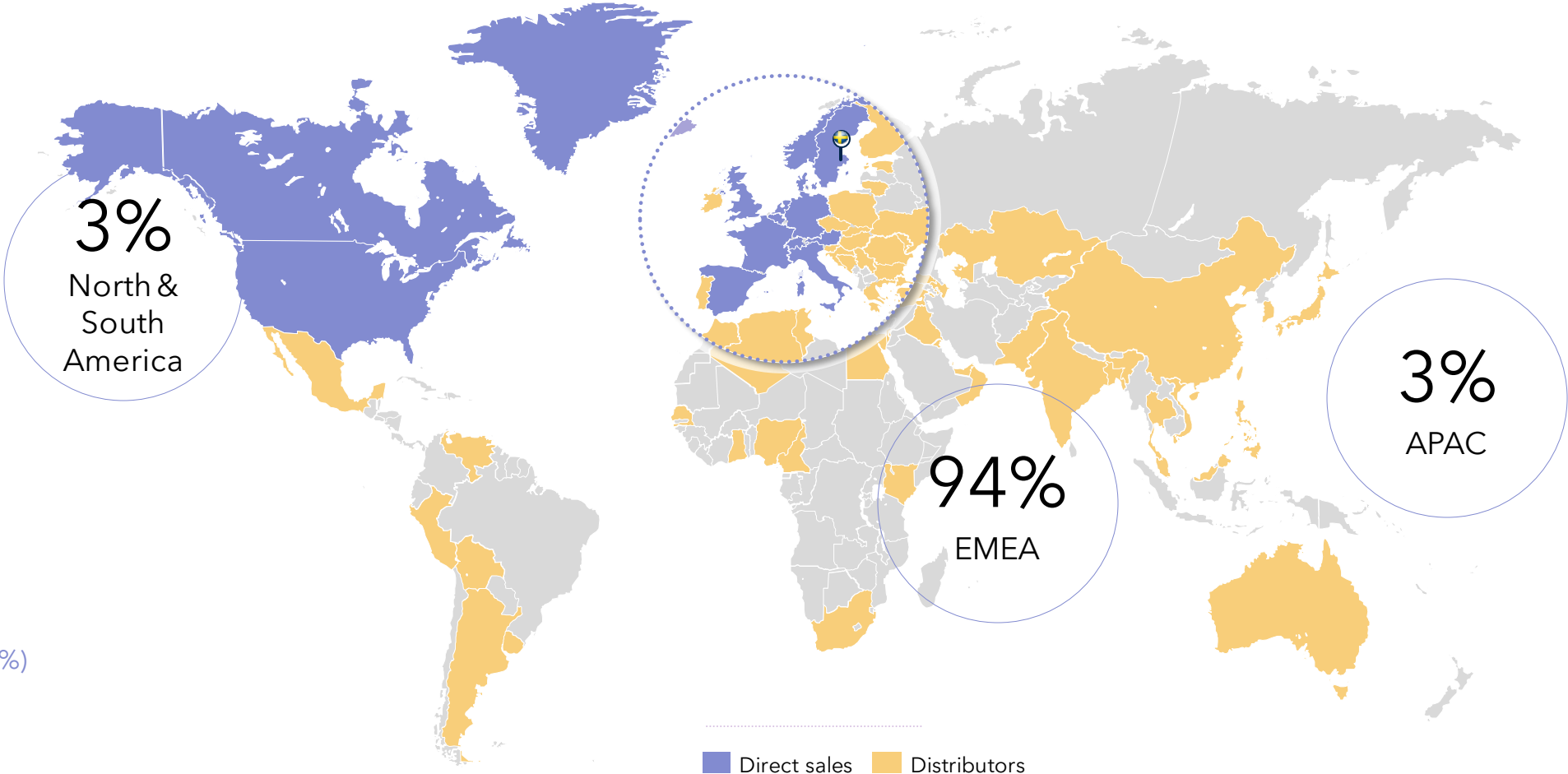
Quarterly sales growth



Market presence

Direct markets

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



Sales per channel

MSEK	Q4 2022	Q4 2021	Change, %	2022	2021	Change, %
Direct sales	28.5	16.6	72.1	97.3	66.8	45.6
Distributor sales	5.7	7.9	-28.6	29.3	26.7	9.9
Total	34.2	24.5	39.5	126.6	93.5	35.4

Highlights

- Directs sales 83% Q4 2022 (68%) and 77% 2022 (71%)
- UK, Spain, Netherlands and Belgium started directs sales in 2022
- France started direct sales in end 2021 but first employee started mid 2022
- US started direct sales end 2021

Sales per region

MSEK	Q4 2022	Q4 2021	Change, %	2022	2021	Change, %
EMEA	32.3	22.9	41.0	119.2	86.7	37.4
APAC	0,8	1.3	-36,3	4.2	5.6	-24.2
North and South America	1,1	0.3	213,9	3.2	1.2	176.1
Total	34.2	24.5	39.5	126.6	93.5	35.4

Highlights

- Very good sales development in Sweden, Denmark, UK, Belgium, Netherlands, Spain and France
- Reasonable high growth in our biggest market Italy
- Decreased sales in APAC due to pandemic effects, mainly in China
- Increased focus on APAC and South America. Distributor sales director hired Starts in April 2023
- Very strong sales development in the US

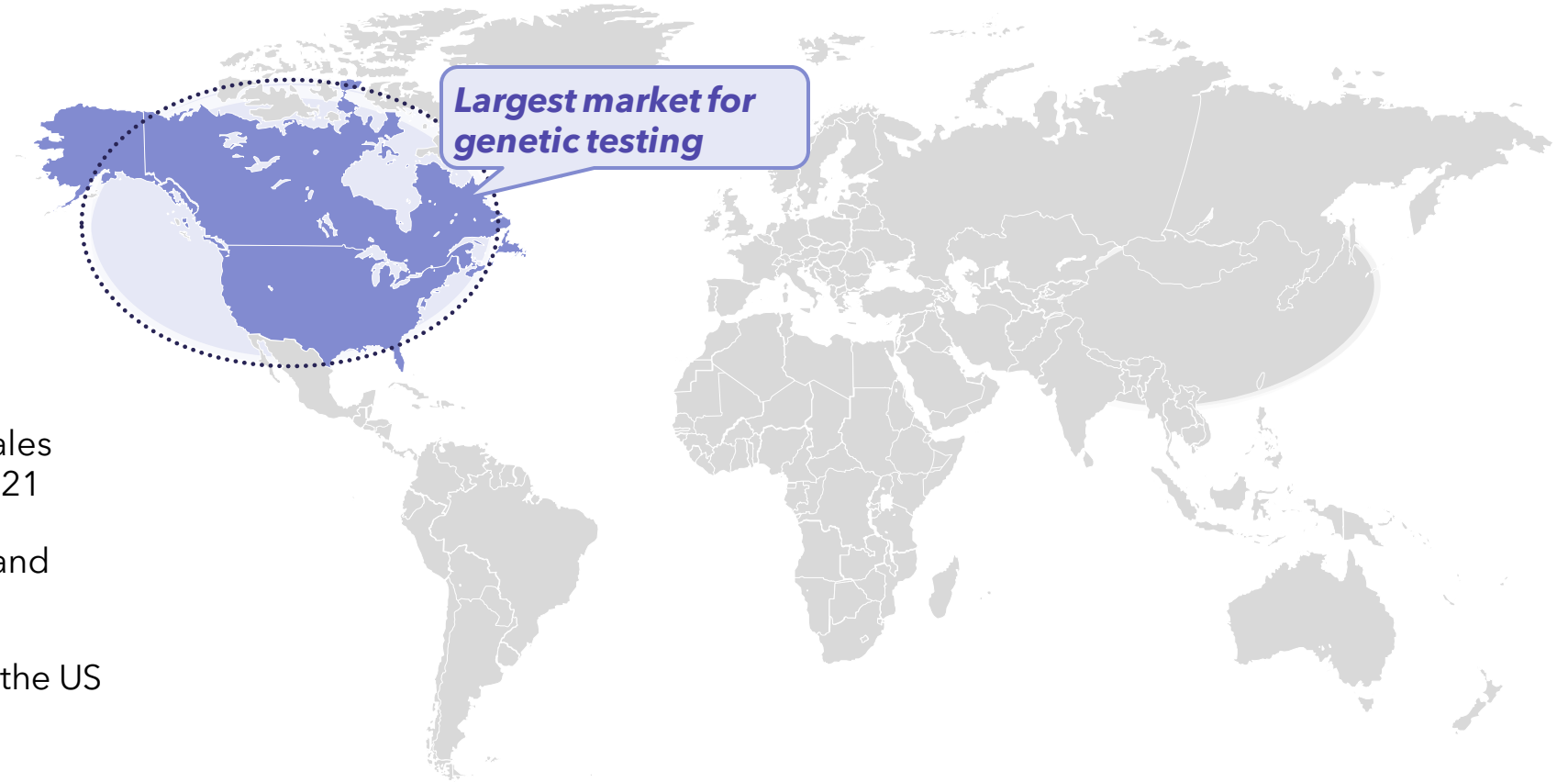
Key financials

MSEK	Q4 2022	Q4 2021	2022	2021
Net sales	34.2	24.5	126.6	93.5
Cost of goods sold	-7.0	-6.1	-23.2	-21.6
Gross profit	27.2	18.5	103.4	71.9
<i>Gross margin</i>	79.5%	75.3%	81.7	76.9%
Other operating income	1.4	1.2	8.0	3.4
Selling expenses	-33.3	-15.0	-94.2	-46.9
Administrative expenses	-12.0	-13.4	-37.9	-28.8
R&D expenses	-7.0	-4.2	-26.3	-18.1
Income from investments in associates	-	0.3	0.0	0.4
Other operating expenses	-2.3	-1.3	-5.0	-3.2
EBIT	-25.9	-13.9	-52.0	-21.2

Key financials (cont.)

	Q4 2022	Q4 2021	2022	2021
Cash-flow operating activities, MSEK	-13.4	-5.9	-40.5	-16.5
Available liquid funds, MSEK	364	384	364	384
Net debt, MSEK	-342	-365	-342	-365
Average No of employees	87	55	76	47

US



- + Established US organization with sales manager and sales support end 2021
- + Target high-volume labs in the US and Canada
- + Establish strong reference cases in the US to drive awareness
- + Establishes US CLIA-lab 2023

Financial targets

Metric	Target	Q4 2022 Outcome	2022 Outcome	Historical performance
Revenue growth	<ul style="list-style-type: none">Achieve an annual organic growth in excess of 30%	39.5%	35.4%	36% CAGR 2015 - 2022
Gross margin	<ul style="list-style-type: none">Achieve a gross margin in excess of 80% in 2024 - 2026	79.5%	81.7%	74 Average 2018 - 2022
EBIT-margin	<ul style="list-style-type: none">Achieve an EBIT-margin above 20% in 2024 - 2026	Neg	Neg	Neg Average 2018 - 2022

Going forward

- Continued focus on direct sales markets in Europe
- Increased US presence with the CLIA lab
- Increased distributor sales focus
- Continued product development - looking forward to product launches in 2023



Q&A

