

Devyser

Earnings call Q1 2022

May 11, 2022

Today's presenters



Fredrik Alpsten
CEO



Ulf Klangby
Deputy CEO & Founder



Sabina Berlin
CFO

This is Devyser

Who we are

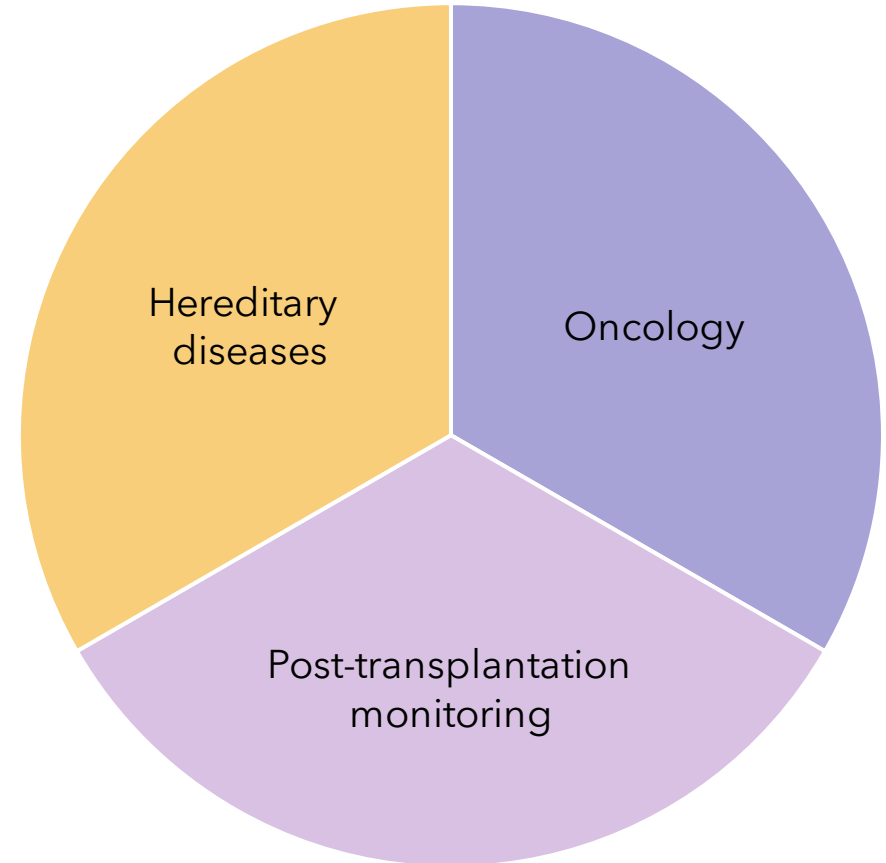
A specialised diagnostic kits and software provider for complex genetic testing within three focus areas to clinical diagnostic labs

What we do

Develop, produce and commercialise genetic test kits and software to guide targeted cancer therapies, to enable rapid diagnosis of hereditary diseases, as well as post-transplant follow-up

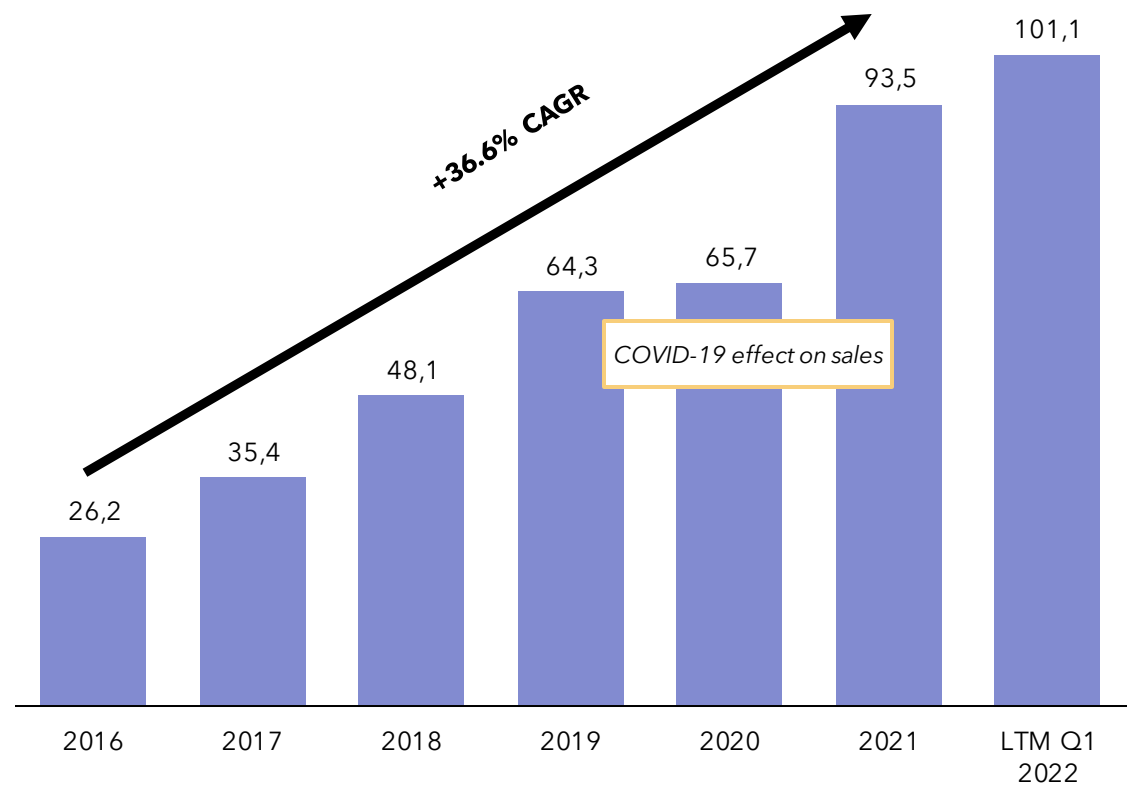
How we do it

Provide solutions that are easy to implement, maintain, and use resulting in substantial time and cost savings for the customer



Track record of double-digit growth

SEKm



~2.5 million

Sold tests to date
Proven products

~78%

Gross margin LTM Q1 2022
High gross margins

+45

Countries covered
Global reach

28

CE-IVD products launched
Track record of innovation

Focus on three attractive markets

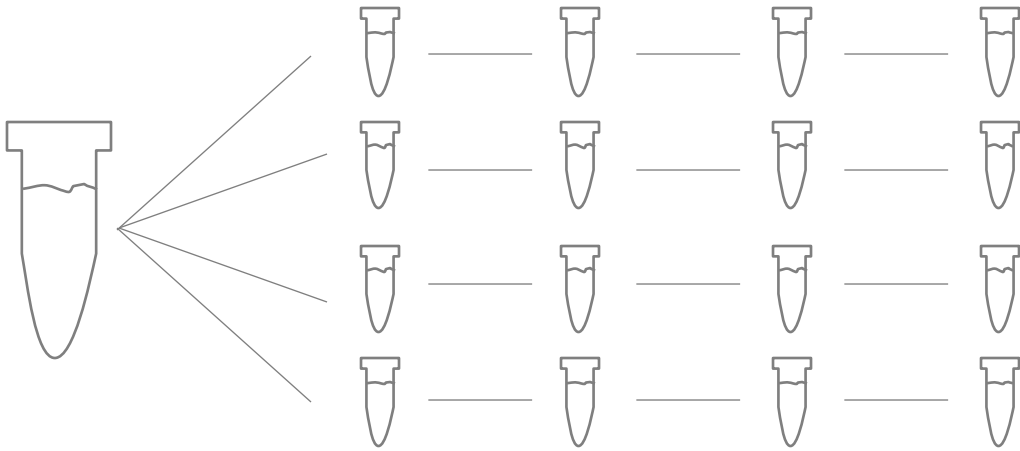
Market	1 Hereditary diseases		2 Oncology		3 Post-transplantation monitoring	
Target areas	Reproductive healthMendelian disorders		Hereditary cancer	Therapy selection	Post-transplant follow-up	
Target diseases	<ul style="list-style-type: none">Rapid prenatal testing for chromosomal disorders (e.g. Down syndrome)Haemolytic disease (NIPT for Fetal RHD status) <ul style="list-style-type: none">ThalassemiaCystic fibrosis		<ul style="list-style-type: none">Mutations in the breast cancer genes (BRCA 1 and 2)Hereditary breast and ovarian cancer (HBOC) genesLynch syndromeHereditary non-polyposis colorectal cancer (HNPCC) <div><ul style="list-style-type: none">BRCAHBOC<div><ul style="list-style-type: none">Onco No 1Onco No 2Onco No 3<div>UNDER/PLANNED DEVELOPMENT</div></div></div>	<ul style="list-style-type: none">Stem cell transplant <div><ul style="list-style-type: none">Solid organ transplant<div>UNDER/PLANNED DEVELOPMENT</div></div>		
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

Solves challenges in genetic testing

Traditional solutions - time-consuming with multiple steps

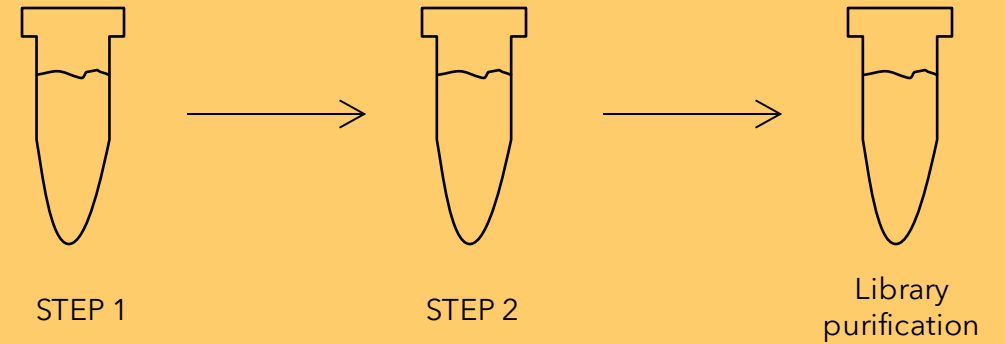
Complex multi-step and multi-tube process



- ✗ High amount of DNA required
- ✗ 1-2 days hands-on time
- ✗ 4-14 days total time including sequencing and data analysis
- ✗ Long onboarding of lab personnel

Devysr - easy-to-use single-tube solution

Simple 3-step single-tube process



- + Low amount of DNA and no pre-processing required
- + 45 minutes hands-on time
- + 1-2 days total time including sequencing and data analysis
- + Quick onboarding of lab personnel

Source: Company information.

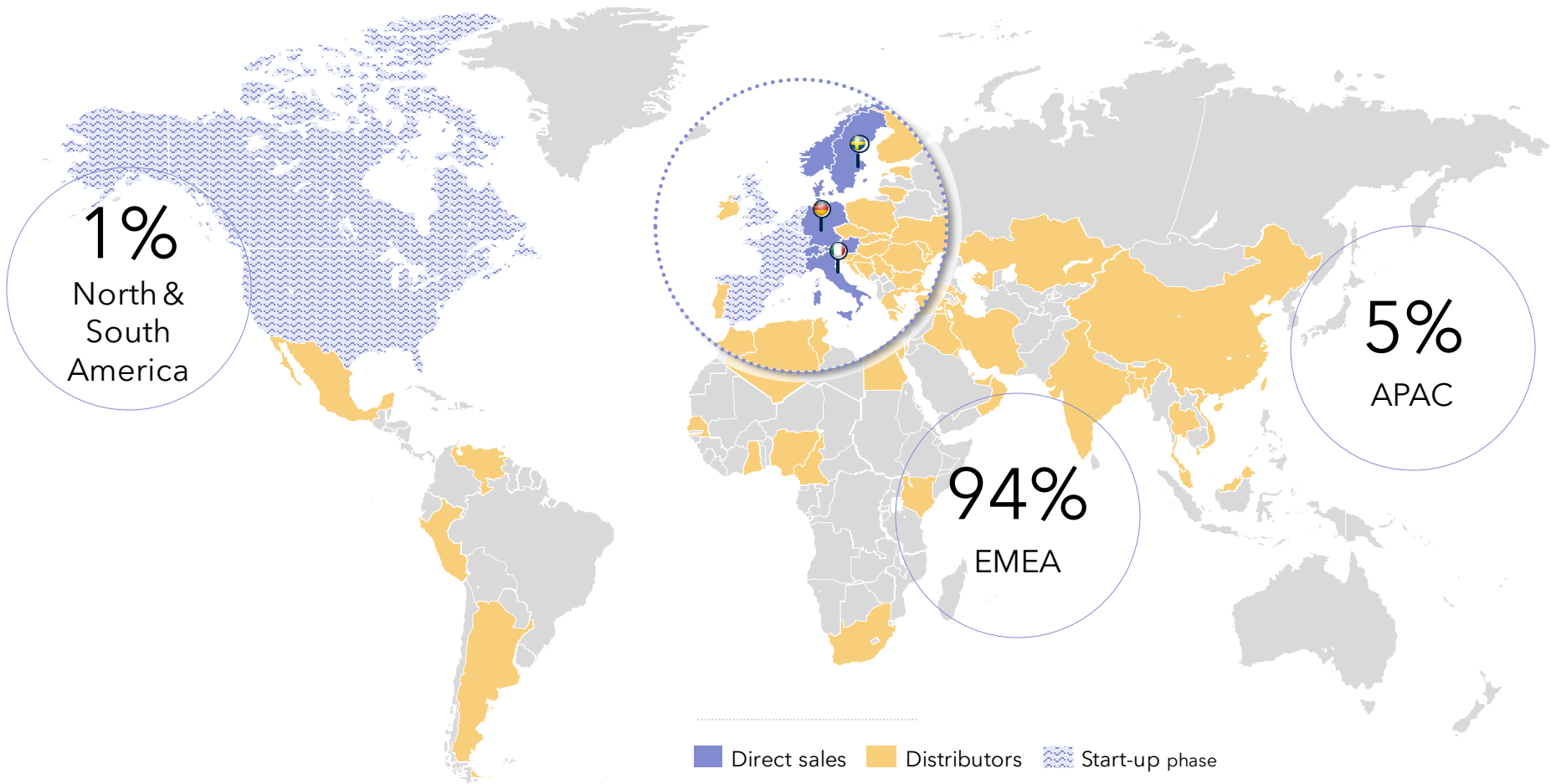
Direct sales force and distributor network

Direct markets

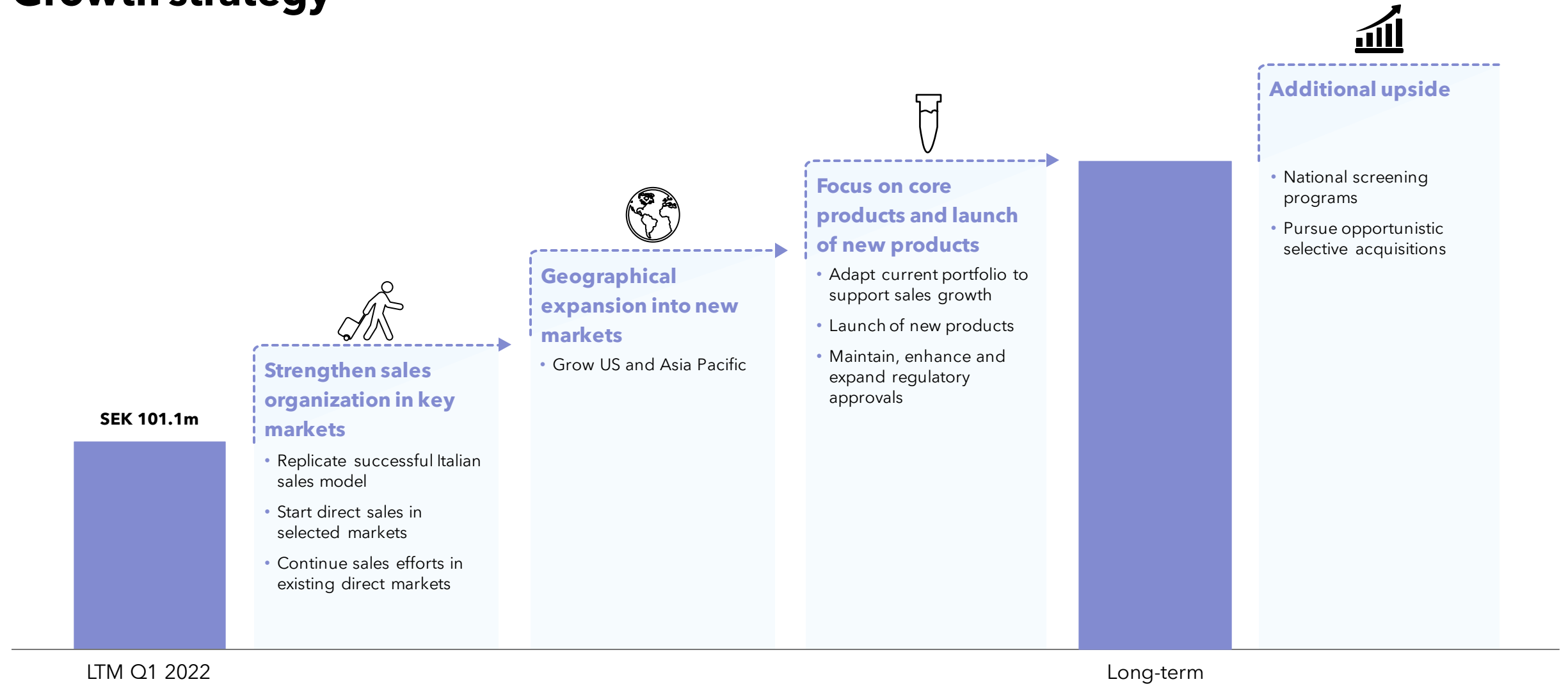
- Austria
- Denmark
- Germany
- Italy
- Norway
- Sweden
- Switzerland

Go-direct initiatives

- North America
- UK
- Benelux
- Spain
- France



Growth strategy



Financial targets

Metric	Target	Q1 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% 	33.2%	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) 	83.0%	76.9%	73.9% Average 2018 - 2021
EBIT-margin	<ul style="list-style-type: none"> Devyser's target is to prioritize investments in the organization to support growth and achieve an operating margin (EBIT) above 20% in the medium-term (3-5 years) 	Neg	Neg	Neg Average 2018 - 2021

Important events during and after the quarter

- Exercising of the over-allotment option
- Acquisition of SmartSeq S.r.l
- Increased commercial focus through new recruitment



Key financials

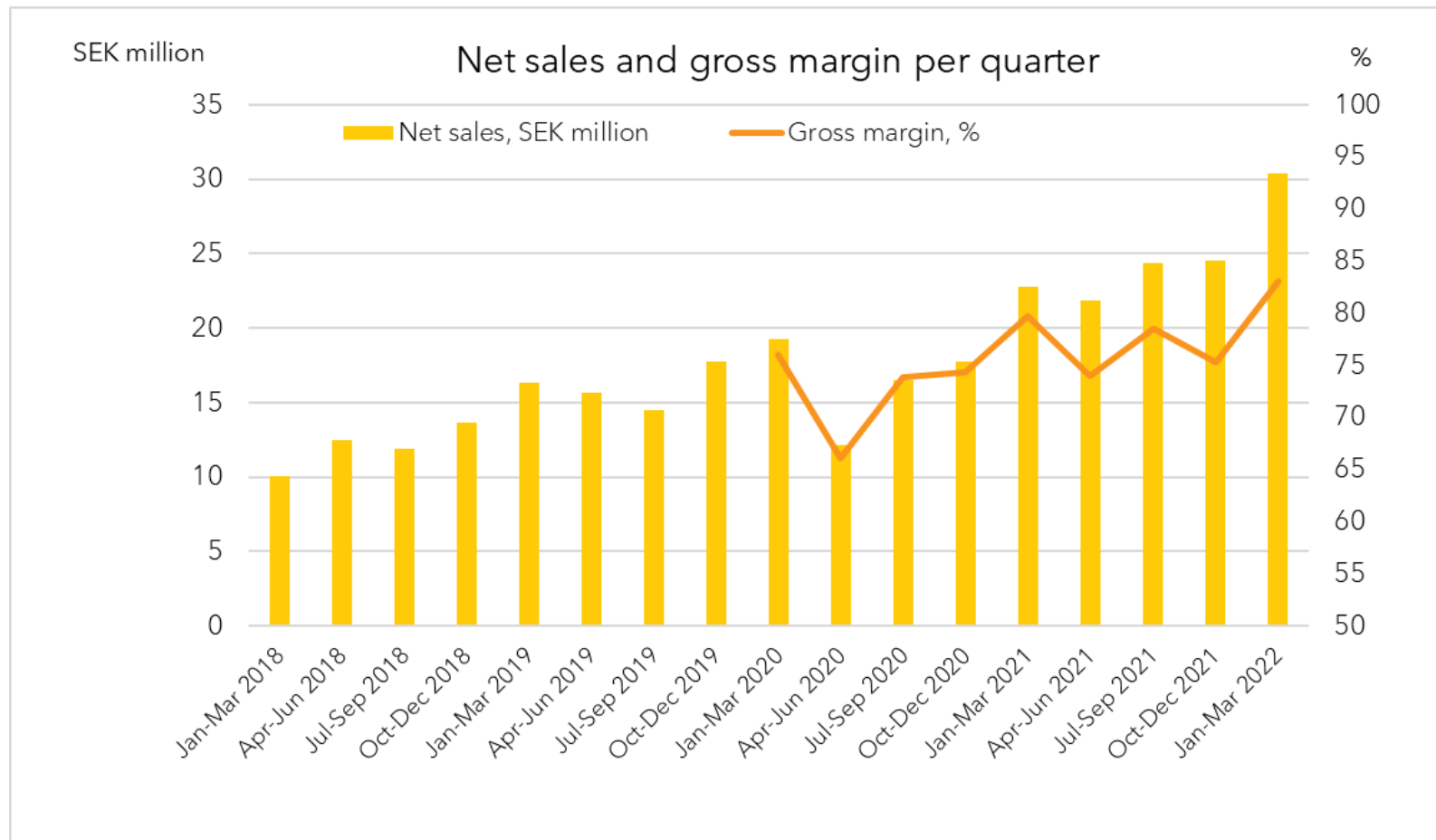
SEKm	Q1 2022	Q1 2021	2021 FY	2020 FY
Net sales	30.4	22.8	93.5	65.7
Gross profit	25.2	18.2	71.9	47.0
Gross margin	83.0%	79.7%	76.9%	71.6%
EBIT	-5.2	0.7	-21.2	-10.9
Loss after tax	-6.1	-0.3	-20.7	-10.9
Earnings per share	-0.39	-0.03	-0.55	-1.25
Cash flow from op. activities	-7.4	5.1	-16.3	0.6
Liquidity	412.9	131.3	383.6	12.3

Sales per region and sales channel

Sales per region, SEKm	Q1 2022	Q1 2021	Change, %	2021 FY	2020 FY	Change, %
EMEA	29.2	21.5	35.8	86.7	62.5	38.8
Asia-Pacific	0.6	1.0	-38.7	5.6	2.6	117.0
North and South America	0.6	0.3	96.0	1.2	0.6	81.4
Total	30.4	22.8	33.2	93.5	65.7	42.3

Sales per channel, SEKm	Q1 2022	Q1 2021	Change, %	2021 FY	2020 FY	Change, %
Direct sales	21.7	17.0	27.9	66.8	46.8	42.7
Distributor sales	8.7	5.8	48.5	26.7	18.9	41.4
Total	30.4	22.8	33.2	93.5	65.7	42.3

Sales and gross margin per quarter



Q&A

IPO and share issue on Dec. 10, 2021

- Base offering SEK 300 million
- Overallotment option SEK 48 million

Shareholders	No of shares	Share, %
Rutger Arnhult, via company	3 850 907	24,2
Swedbank Robur	1 378 200	8,7
Fjärde AP-fonden	1 361 300	8,6
Berenberg Asset Management acting on behalf of Univ. Inv. Fund	1 000 000	6,3
Ferd	1 000 000	6,3
Anders Hedrum (founder and CTO), private and via company	775 020	4,9
Ulf Klangby (founder and deputy CEO), private and via company	706 200	4,5
Dan Heuzenberger (founder and CMO), private and via company	547 680	3,5
Deka	420 000	2,7
Alpcot AB	372 900	2,4
Åsa Risberg, via company	258 300	1,6
Lopus Alpha	215 000	1,4
Others (approx ca 1 000 shareholders)	3 994 562	25,2
Total	15 880 069	100,0

1) Before transaction costs.

