

# Devyser

Earnings call Q2 2022

August 24, 2022

# Today's presenters



**Fredrik Alpsten**  
CEO



**Sabina Berlin**  
CFO



**Ulf Klangby**  
Deputy CEO & Founder

# This is Devyser

## Who we are

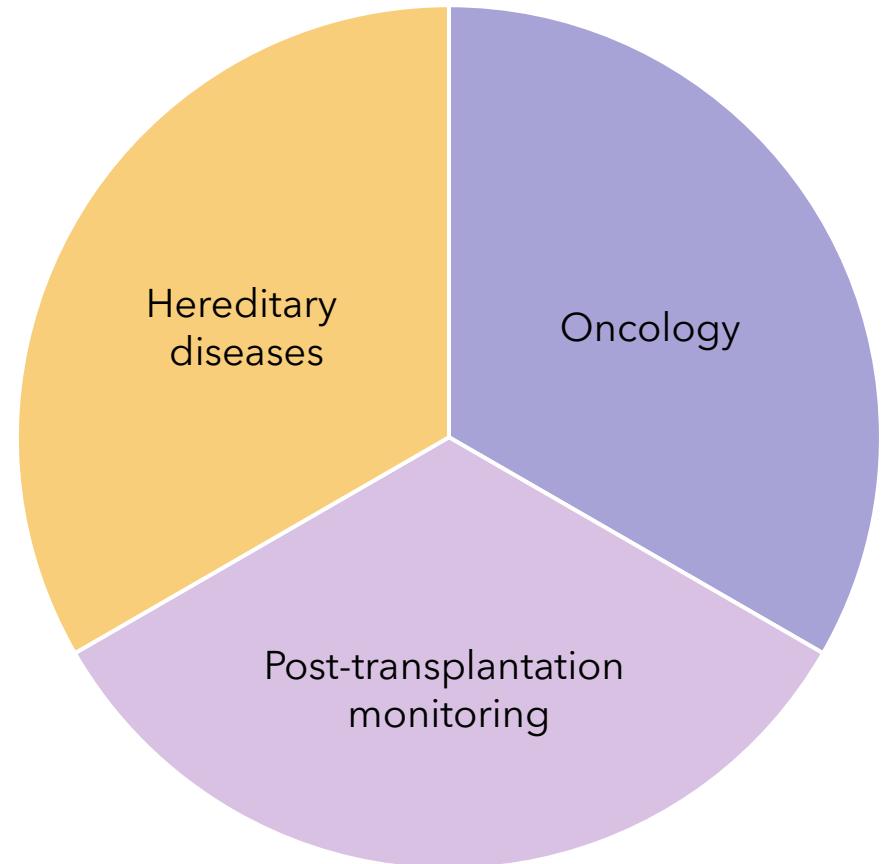
A specialised diagnostic kits and software provider for advanced genetic testing within three focus areas to clinical diagnostic labs

## 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

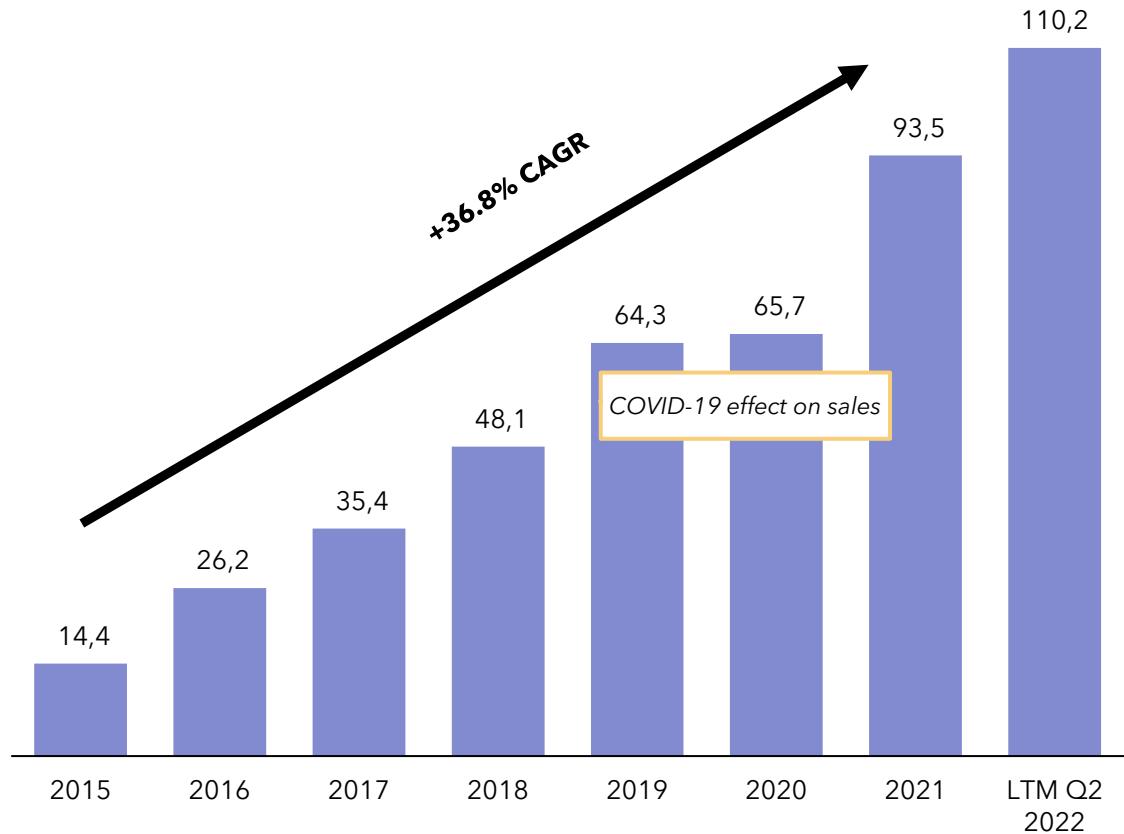
## How we do it

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

~79%

*Gross margin LTM Q2 2022*  
High gross margins

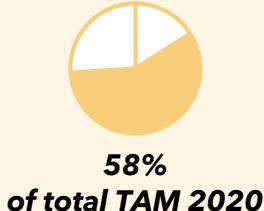
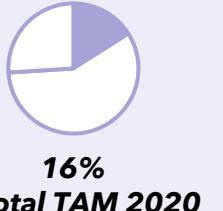
+45

*Countries covered*  
Global reach

28

*CE-IVD products launched*  
Track record of innovation

# Focus on three attractive markets

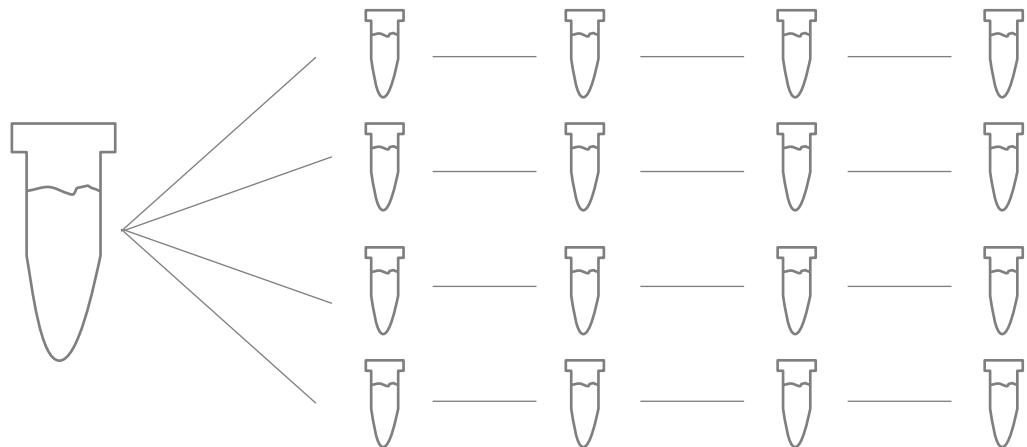
| Market          | 1 Hereditary diseases   | 2 Oncology   | 3 Post-transplantation monitoring  |
|-----------------|---|--|--|
| Target areas    | Reproductive health      Mendelian disorders  | Hereditary cancer      Therapy selection   | Post-transplant follow-up  |
| Target diseases | <ul style="list-style-type: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

(%) % of net sales

# Solves challenges in genetic testing

## Traditional solutions - time-consuming with multiple steps

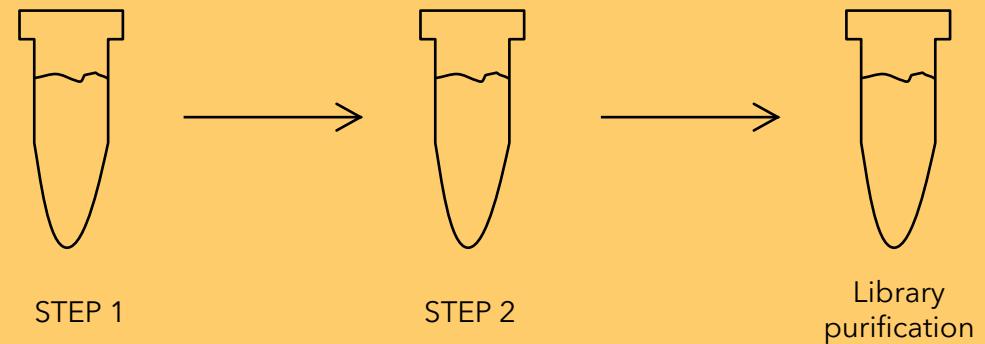
Complex multi-step and multi-tube process



- ✗ 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

## Devyser - 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.

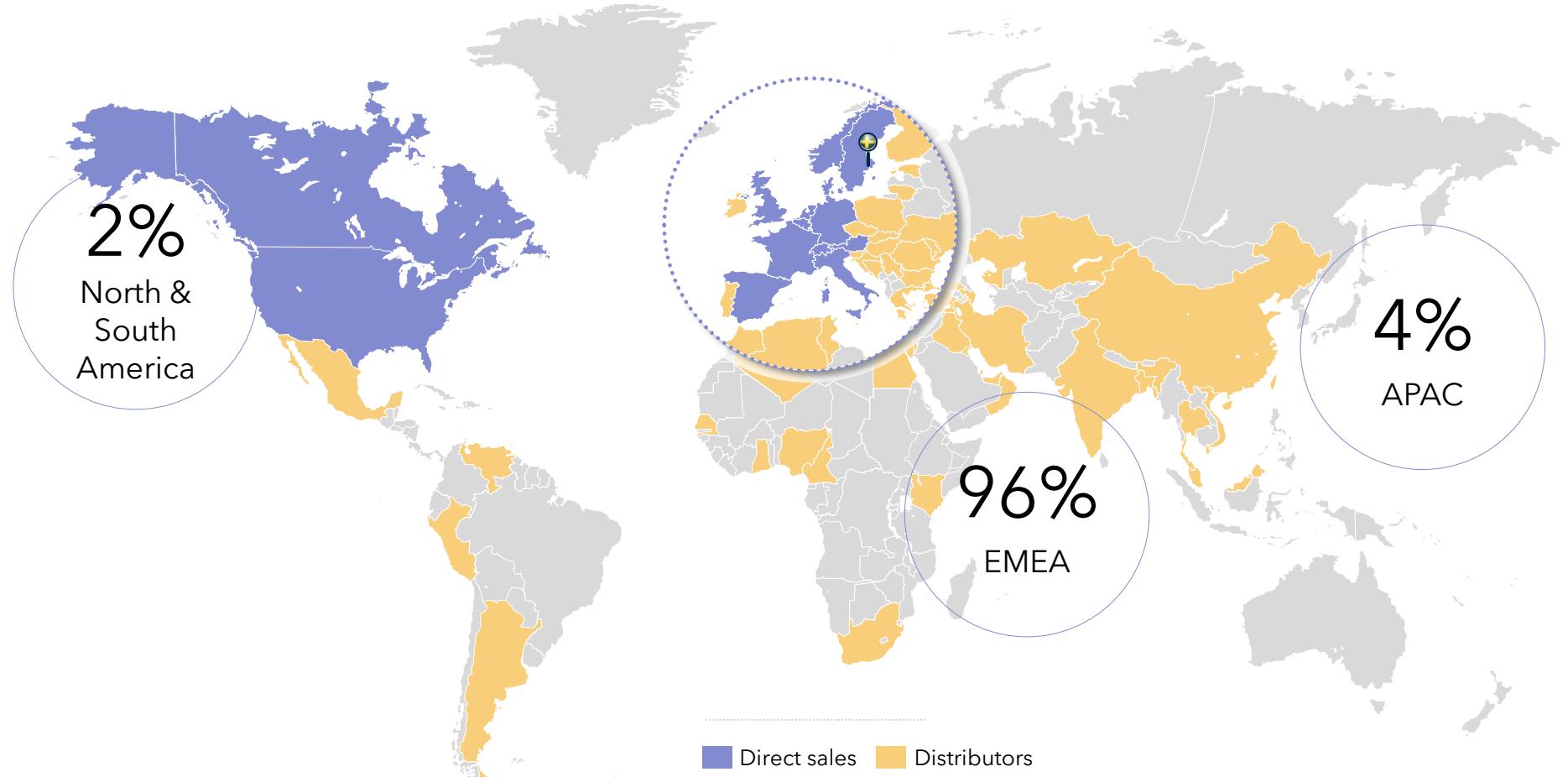
# Direct sales force and distributor network

## Direct markets

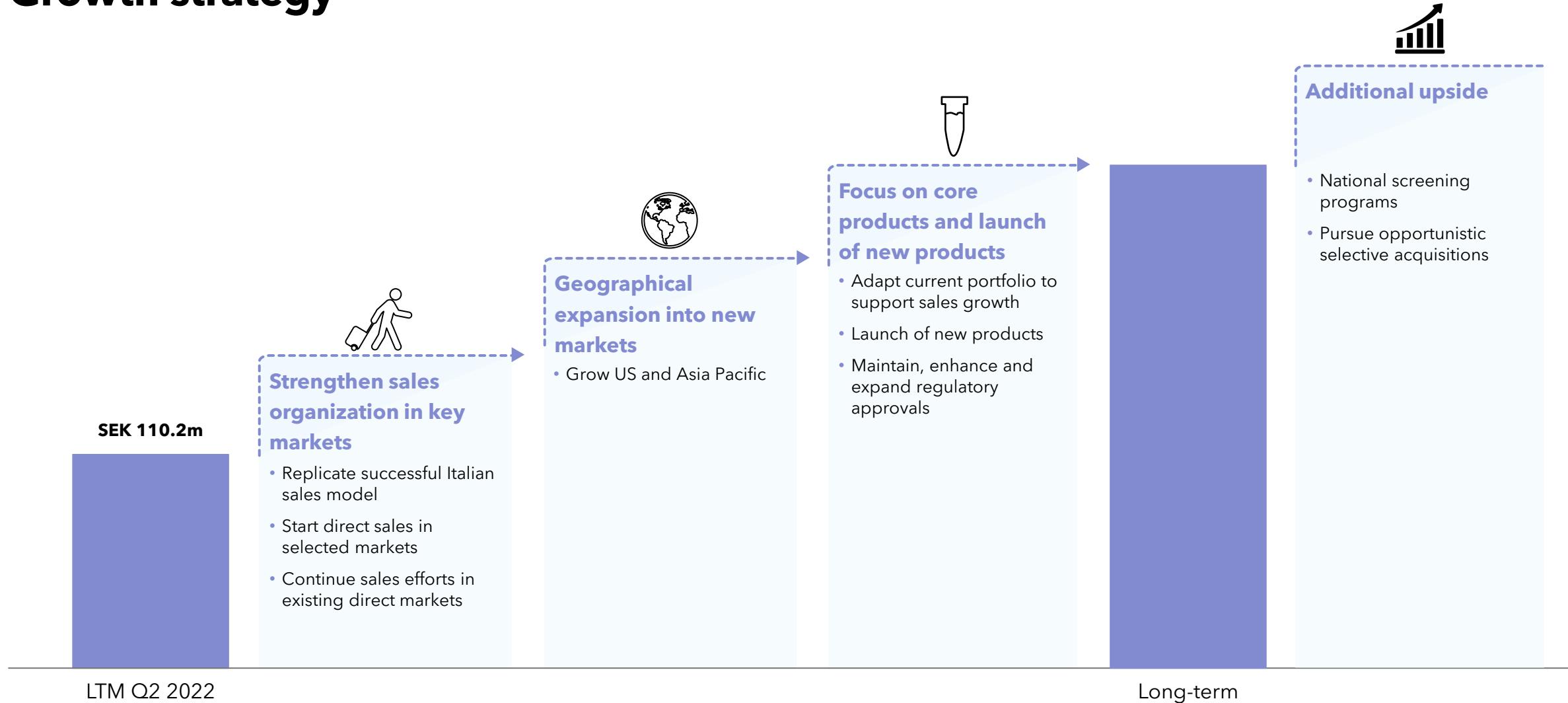
- Austria
- Denmark
- Germany
- Italy
- Norway
- Sweden
- Switzerland

## Go-direct initiatives

- North America
- UK
- Benelux
- Spain
- France



# Growth strategy



## Important events during and after the quarter

- Breakthrough contract in Canada for non-invasive RHD testing
- Strengthening of the management team
- Fredrik Mattsson new board member



# Key financials

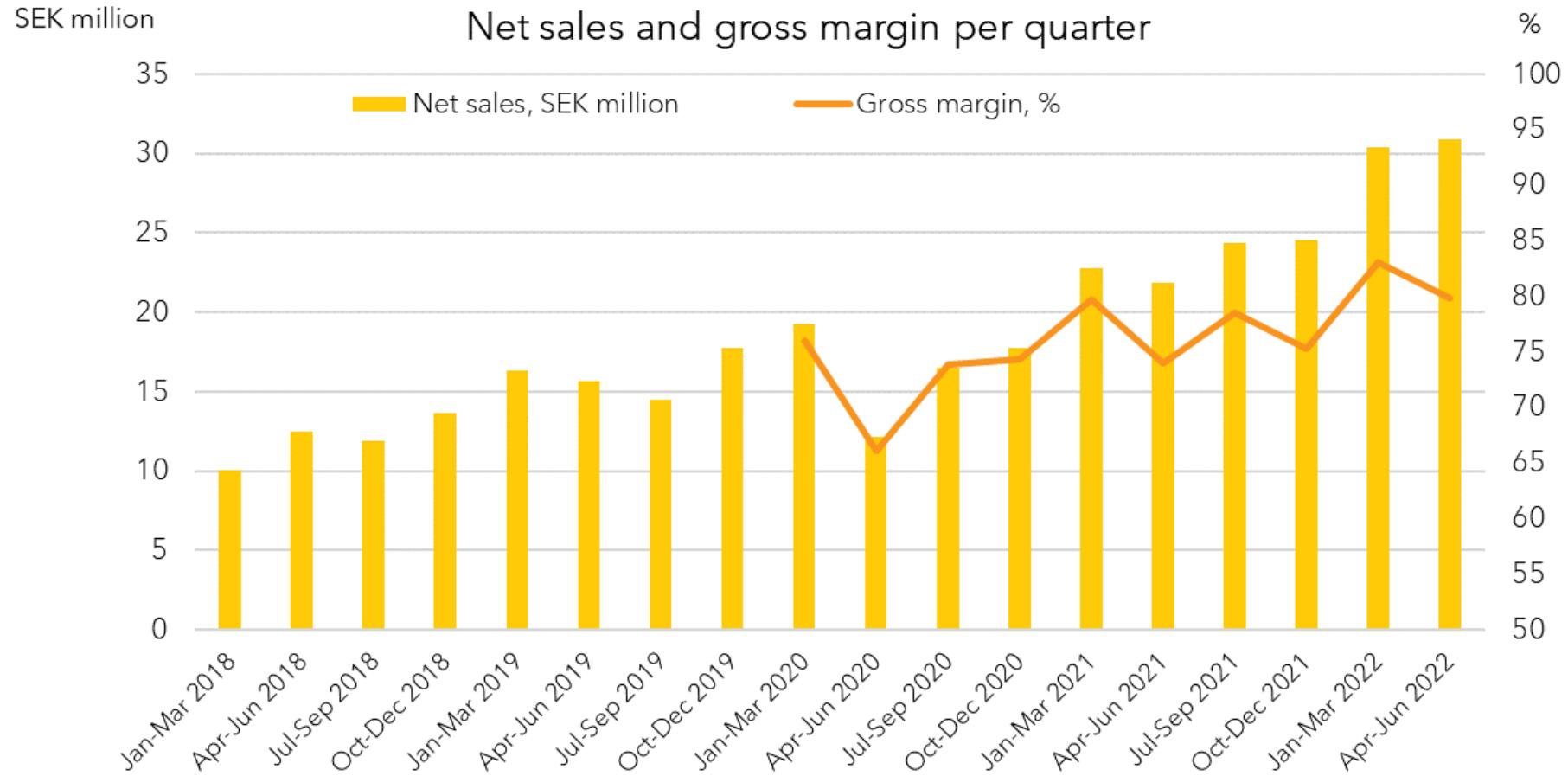
| SEKm                          | Q2<br>2022 | Q2<br>2021 | Q1-Q2<br>2022 | Q1-Q2<br>2021 | 2021 FY |
|-------------------------------|------------|------------|---------------|---------------|---------|
| Net sales                     | 30.9       | 21.8       | 61.3          | 44.6          | 93.5    |
| Gross profit                  | 24.7       | 16.2       | 49.9          | 34.3          | 71.9    |
| Gross margin                  | 79.9%      | 74.0%      | 81.4%         | 77.0%         | 76.9%   |
| EBIT                          | -12.6      | -5.5       | -17.9         | -4.8          | -21.2   |
| Loss after tax                | -14.3      | -6.2       | -20.4         | -6.5          | -20.7   |
| Earnings per share, SEK       | -0.90      | -0.55      | -1.29         | -0.61         | -0.55   |
| Cash flow from op. activities | -7.9       | -12.4      | -15.3         | -7.4          | -16.3   |
| Liquidity                     | 400.8      | 115.7      | 400.8         | 115.7         | 383.6   |

## Sales per region and sales channel

| Sales per region, SEKm  | Q2 2022     | Q2 2021     | Change, %   | Q1-Q2 2022  | Q1-Q2 2021  | Change, %   |
|-------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| EMEA                    | 29.1        | 20.6        | 41.7        | 58.3        | 41.4        | 41.0        |
| Asia-Pacific            | 0.9         | 1.0         | -2.2        | 1.6         | 2.7         | -41.84      |
| North and South America | 0.8         | 0.3         | 159.7       | 1.4         | 0.6         | 129.7       |
| <b>Total</b>            | <b>30.9</b> | <b>21.8</b> | <b>41.5</b> | <b>61.3</b> | <b>44.6</b> | <b>37.2</b> |

| Sales per channel, SEKm | Q2 2022     | Q2 2021     | Change, %   | Q1-Q2 2022  | Q1-Q2 2021  | Change, %   |
|-------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Direct sales            | 23.3        | 15.5        | 50.3        | 45.0        | 32.5        | 66.8        |
| Distributor sales       | 7.6         | 6.3         | 19.5        | 16.2        | 12.2        | 26.7        |
| <b>Total</b>            | <b>30.9</b> | <b>21.8</b> | <b>41.5</b> | <b>61.3</b> | <b>44.6</b> | <b>37.2</b> |

# Sales and gross margin per quarter



# Financial targets

| Metric         | Target   | Q2 2022 Outcome | Q1 - Q2 2022 Outcome | 2021 Outcome | Historical performance              |
|----------------|--|-----------------|----------------------|--------------|-------------------------------------|
| Revenue growth | <ul style="list-style-type: none"><li>Devyser's growth target is to achieve an annual organic growth in excess of <b>30%</b></li></ul>                       | <b>41.5%</b>    | <b>37.2%</b>         | <b>42.3%</b> | <b>37%</b><br>CAGR 2015 - 2021      |
| Gross margin   | <ul style="list-style-type: none"><li>Devyser targets to achieve a gross margin in excess of <b>80%</b> in the medium-term (3-5 years)</li></ul>             | <b>79.9%</b>    | <b>81.4%</b>         | <b>76.9%</b> | <b>73.9%</b><br>Average 2018 - 2021 |
| EBIT-margin    | <ul style="list-style-type: none"><li>Devyser targets to achieve an operating margin (EBIT-margin) above <b>20%</b> in the medium-term (3-5 years)</li></ul> | <b>Neg</b>      | <b>Neg</b>           | <b>Neg</b>   | <b>Neg</b><br>Average 2018 - 2021   |

# 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         |
| <b>Total</b>   | <b>15 880 069</b> | <b>100,0</b> |

1) Before transaction costs.

