

# 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

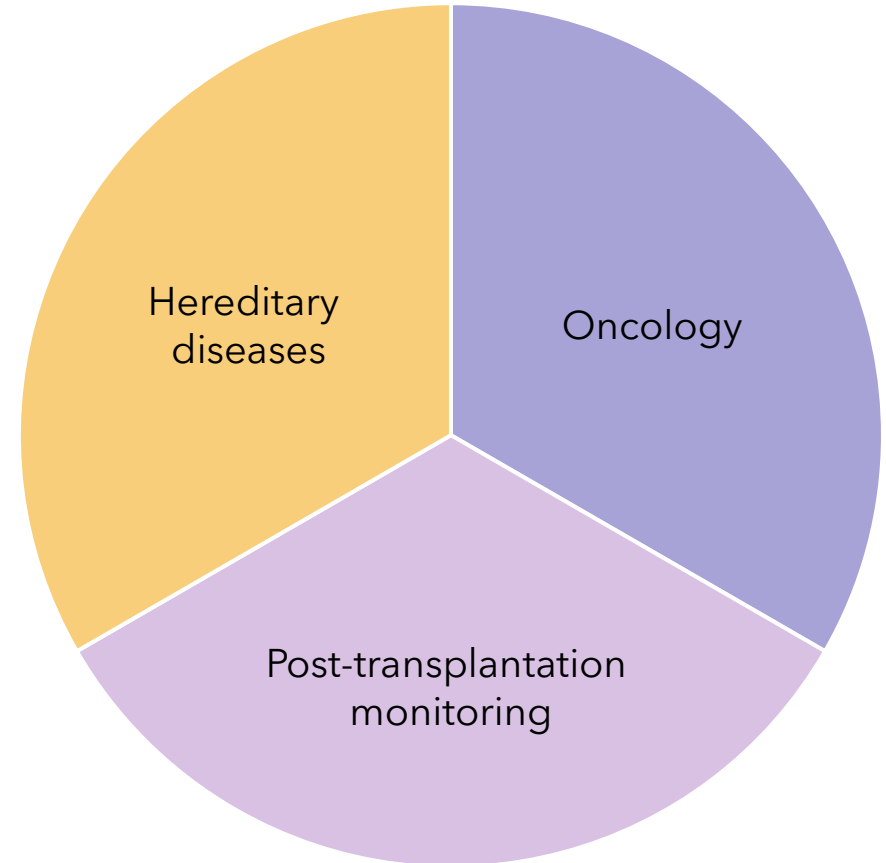
A specialised diagnostic kits and software provider for advanced genetic testing within three focus areas to clinical diagnostic labs

## 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

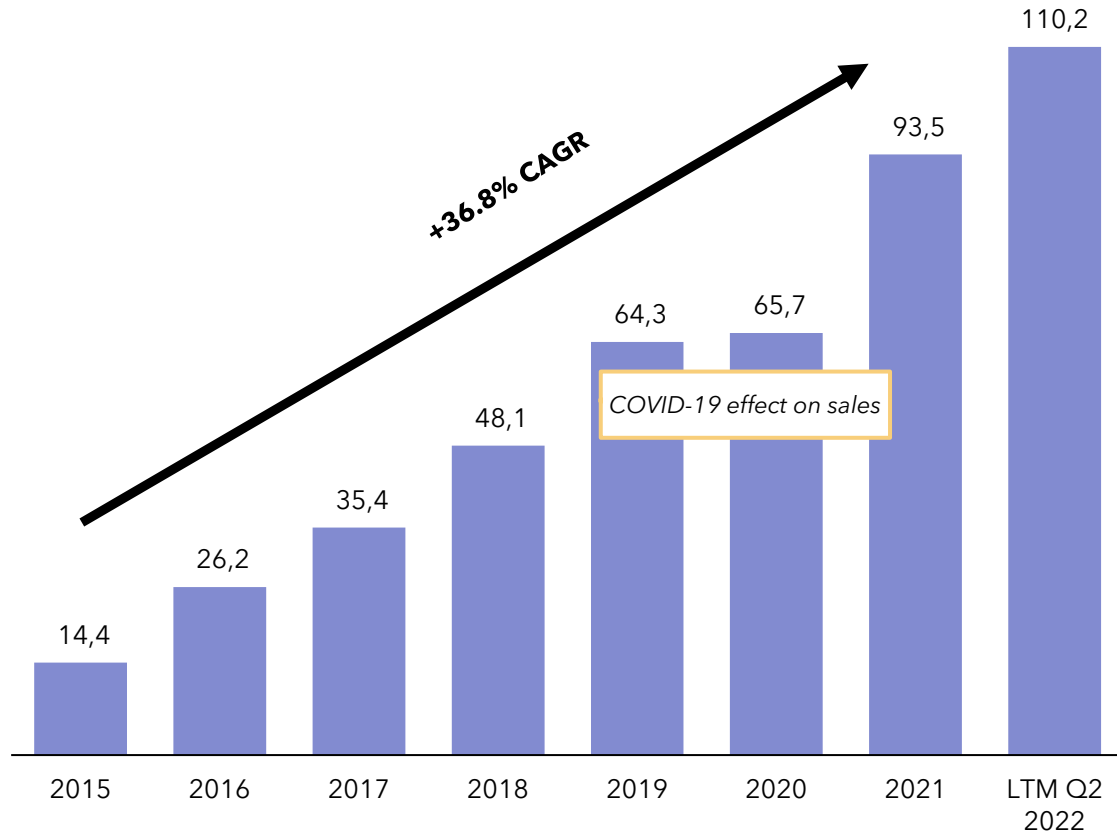
## How we do it

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


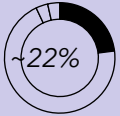




+45


Countries covered  
Global reach

28

CE-IVD products launched  
Track record of innovation

# Focus on three attractive markets

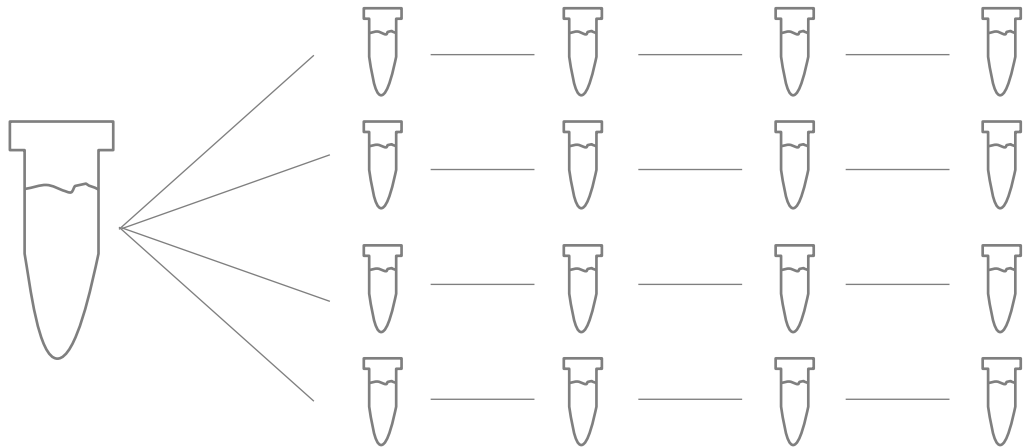
Market	1 Hereditary diseases 		2 Oncology 		3 Post-transplantation monitoring 		
Target areas	Reproductive health	Mendelian disorders	Hereditary cancer	Therapy selection	Post-transplant follow-up		
Target diseases	<ul style="list-style-type: none"> <li>Rapid prenatal testing for chromosomal disorders (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>Mutations in the breast cancer genes (BRCA 1 and 2)</li> <li>Hereditary breast and ovarian cancer (HBOC) genes</li> <li>Lynch syndrome</li> <li>Hereditary non-polyposis colorectal cancer (HNPCC)</li> </ul>	<ul style="list-style-type: none"> <li>BRCA</li> <li>HBOC</li> </ul>	<ul style="list-style-type: none"> <li>Onco No 1</li> <li>Onco No 2</li> <li>Onco No 3</li> </ul>	<ul style="list-style-type: none"> <li>Stem cell transplant</li> </ul>	<ul style="list-style-type: none"> <li>Solid organ transplant</li> </ul>
Market	<b>3.1 EURbn TAM</b> 30% SAM of TAM +12% SAM growth (2020-2026E)  <b>58% of total TAM 2020</b>		<b>850 EURm TAM</b> 29% SAM of TAM +12% SAM growth (2020-2026E)  <b>16% of total TAM 2020</b>		<b>1.4 EURbn TAM</b> 7% SAM of TAM +19% SAM growth (2020-2026E)  <b>26% of total TAM 2020</b>		

 % of net sales

# Solves challenges in genetic testing

## Traditional solutions - time-consuming with multiple steps

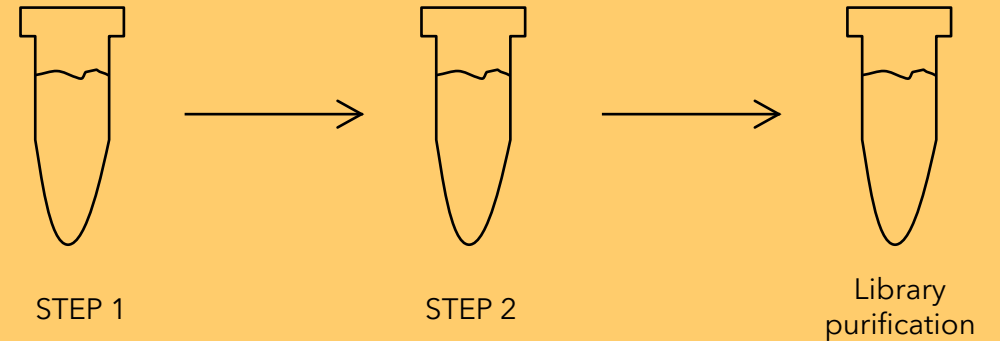
Complex multi-step and multi-tube process



- ✗ 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.

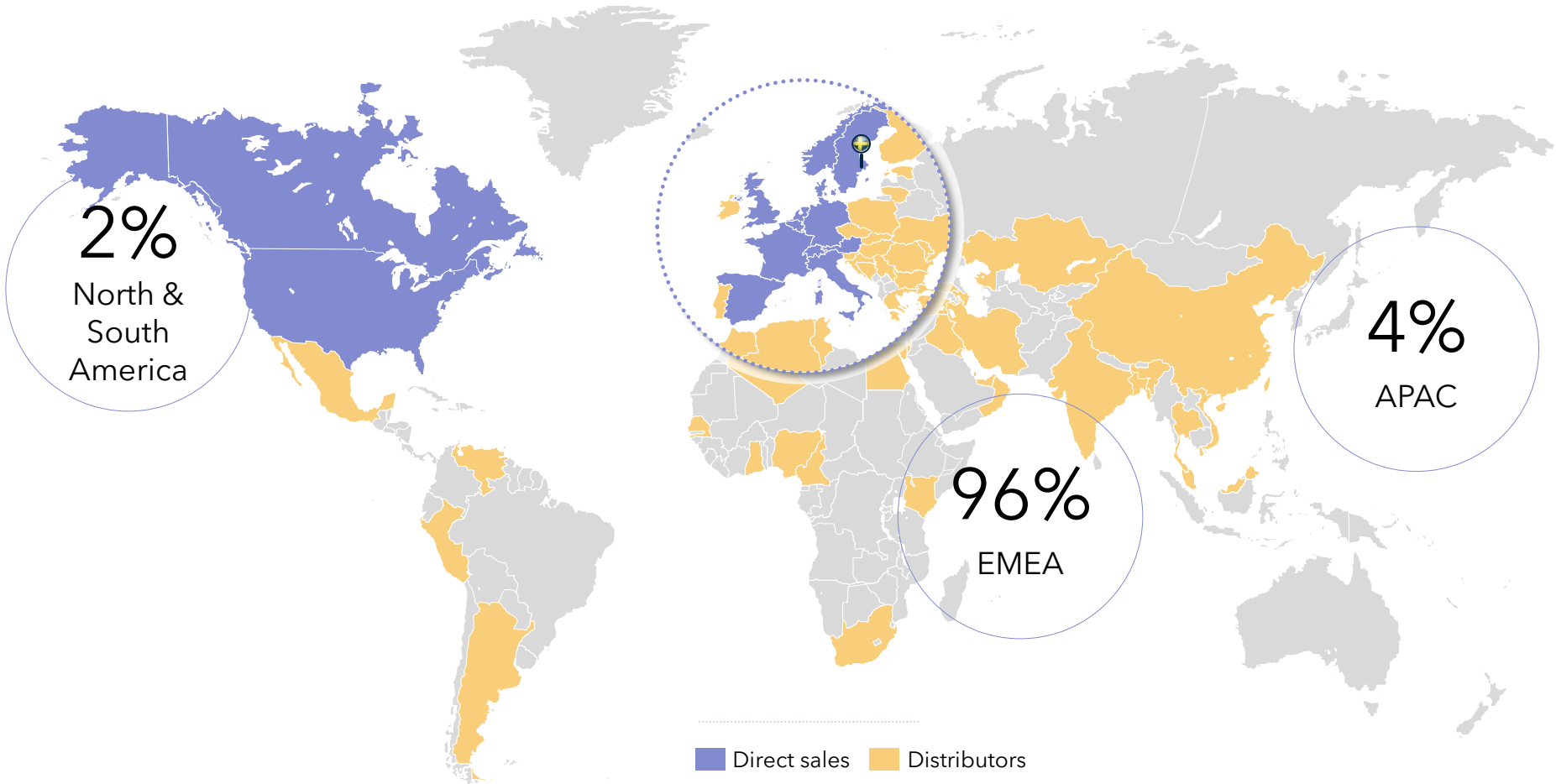
# Direct sales force and distributor network

**Direct markets**

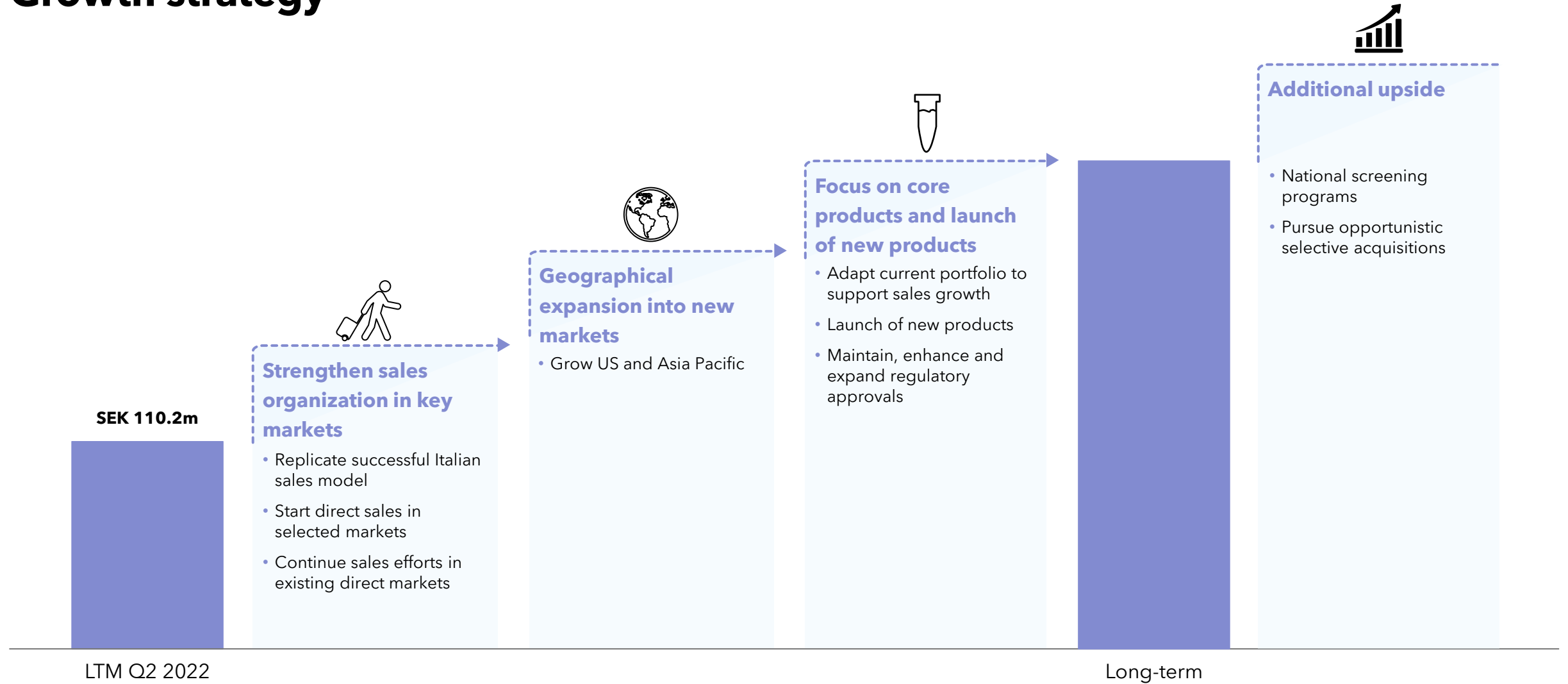
- Austria
- Denmark
- Germany
- Italy
- Norway
- Sweden
- Switzerland

**Go-direct initiatives**

- North America
- UK
- Benelux
- Spain
- France



# Growth strategy





## 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

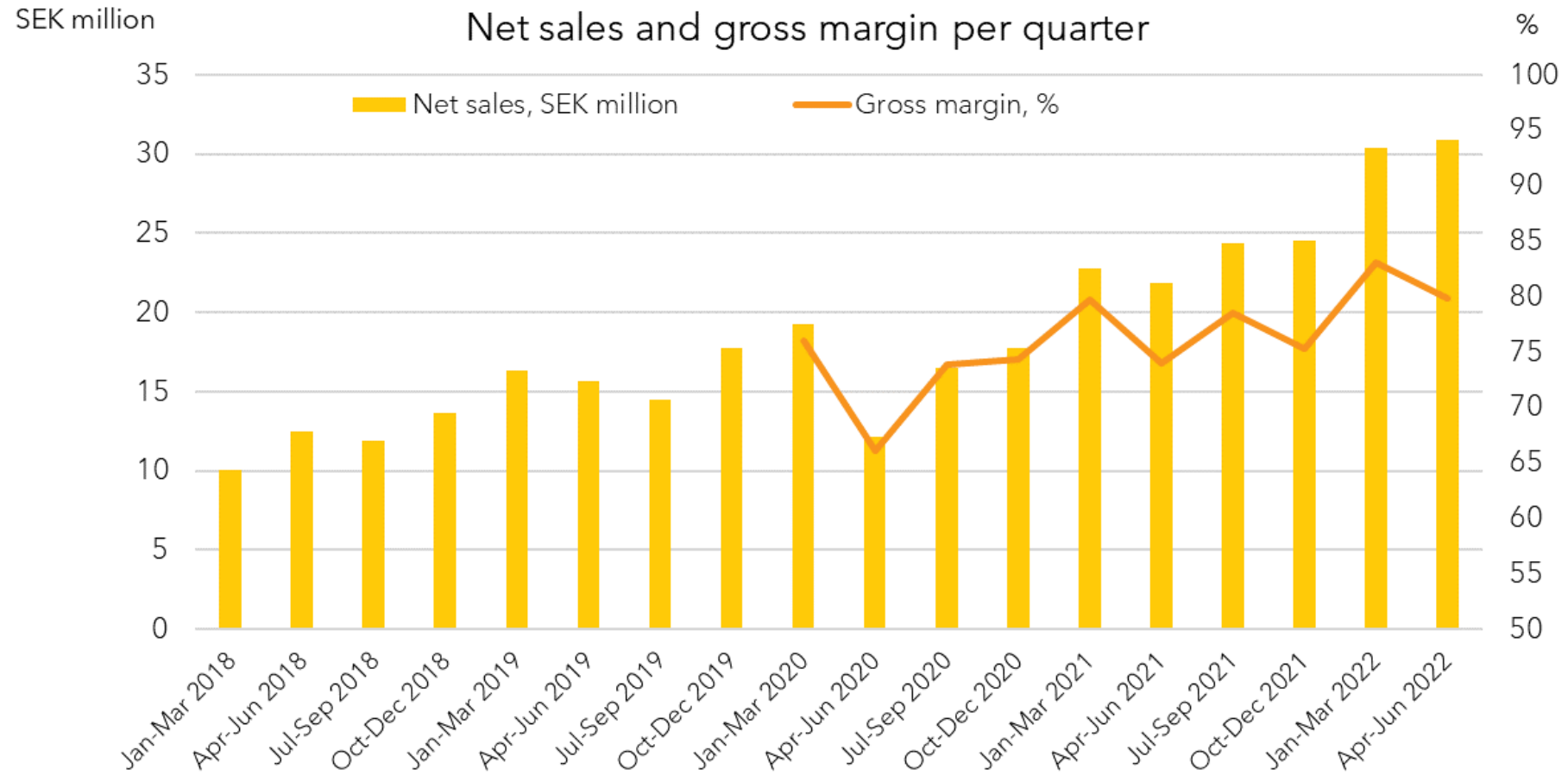
SEKm	Q2 2022	Q2 2021	Q1-Q2 2022	Q1-Q2 2021	2021 FY
Net sales	30.9	21.8	61.3	44.6	93.5
Gross profit	24.7	16.2	49.9	34.3	71.9
Gross margin	79.9%	74.0%	81.4%	77.0%	76.9%
EBIT	-12.6	-5.5	-17.9	-4.8	-21.2
Loss after tax	-14.3	-6.2	-20.4	-6.5	-20.7
Earnings per share, SEK	-0.90	-0.55	-1.29	-0.61	-0.55
Cash 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>	41.5%	37.2%	42.3%	37% 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>	79.9%	81.4%	76.9%	73.9% 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>	Neg	Neg	Neg	Neg 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.

**Dvysr**<sup>®</sup>

