

A close-up photograph of a woman with brown hair, wearing a white hairnet and a white lab coat. She is holding a test tube with pink liquid in her gloved right hand, looking directly at the camera with a slight smile. The background is blurred, showing what appears to be a laboratory setting.

Devyser

Earnings call Q2 2025

July 22, 2025

Today's presenters



Fredrik Dahl
Interim CEO



Sabina Berlin
CFO



Theis Kipling
CCO

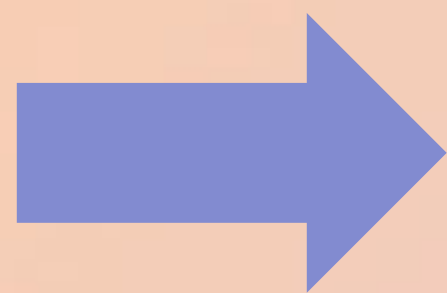
Second quarter financials

- Revenue
 - Sales 67,4 MSEK (53 MSEK)
 - Growth 27%
- Gross margin 84%
- EBIT 5,5 MSEK, including 1,8 MSEK in one-offs
- Cash position 100,4 MSEK



Turning around towards profitability

- Re-organization initiated in February completed
- Strategy implemented to improve focus and clarity
- Product roadmap being updated to better reflect our strategic focus areas
- Several internal processes implemented to improve organizational efficiency



**Organization that is better balanced and efficient
- without compromising growth**

Product launches in Q2

- RHD IVDR, launched on June 3rd
 - The highest risk classification under EU regulation
 - Capability to support the development of any IVD product, regardless of risk class.
- HLA loss, launched on June 26th
 - Addressing important clinical need in patients with malignant disease after stem cell transplantation
- Genetic Blood Typing, launched on June 30th
 - Potential to help transforming the field of transfusion medicine.

More highlights

- MolDx feedback
 - Commercial partnership discussions on-going for the CLIA lab service
- FDA pre-submission meeting carried out with positive feedback
 - Program continue with collecting samples and preparing for the clinical studies



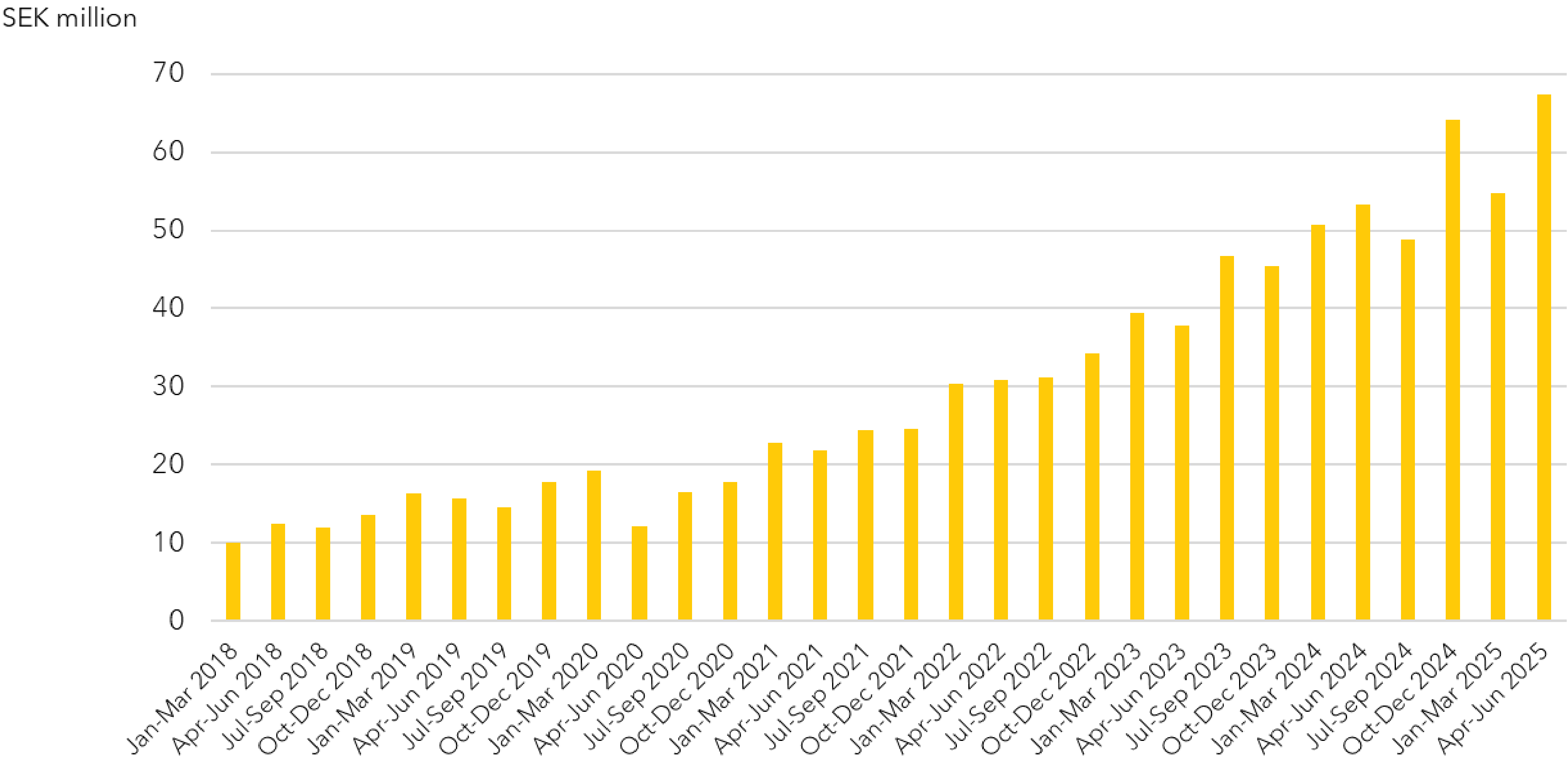
Second quarter 2025

Second quarter

- Revenue
 - Sales 67.4 MSEK (53.2 MSEK)
 - Growth +26.6%



Quarterly net sales



Sales by region

	Q2 2025	Q2 2024	% of Q2 2025	% of Q2 2024	% Growth QoQ
EMEA	55,3	47,6	82,0%	89,3%	16,2%
Asia-Pacific	1,7	2,4	2,5%	4,5%	-29,2%
North and South America	10,4	3,3	15,4%	6,2%	215,2%
Total	67,4	53,3	100,0%	100,0%	26,5%

Sales by sales channel

	Q2 2025	Q2 2024	% of Q2 2025	% of Q2 2024	% Growth QoQ
Direct sales	41,5	39,6	61,6%	74,3%	4,8%
Distributor sales	25,9	13,7	38,4%	25,7%	89,1%
Total	67,4	53,3	100,0%	100,0%	26,5%

Second quarter

- Revenue
 - Sales 67.4 MSEK (53.2 MSEK)
 - Growth +26.6%
- Gross margin 84.2% (77.7%)



Second quarter

- Revenue
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 - Growth +26.6%
- Gross margin 84.2% (77.7%)
- EBIT
 - 5.5 MSEK (-22.7)



Reclassification of currency impact from internal loan

- Reclassification of F/X impact from loan between Devyser AB and Devyser Inc from operational to financial
- No changes to accounting principle
- Bridge included in report

Second quarter

- Revenue
 - Sales 67.4 MSEK (53.2 MSEK)
 - Growth +26.6%
- Gross margin 84.2% (77.7%)
- EBIT
 - 5.5 MSEK (-22.7)
- Strong financial position
 - 100.4 MSEK in liquidity
 - No debts





Highlights Q2 and Commercial outlook



Q2 commercial recap

- A new all time high revenue quarter
- Three significant launches with a lot of potential
- Our lead generation impact has doubled vs LY
- Strong quarter by Thermo Fisher on our transplantation business
- Solid growth in North America with a lot of additional growth opportunities
- Our European markets are growing as per plan YTD

Update on Thermo Fisher Scientific

- Q2 showed continued strong order intake and revenues from Thermo Fisher
- We attended several events (EBMT, ISHLT, EFI) together in Q2 where customer confidence continues to build alongside data evidence for why ddcfDNA matters
- General revenue build up is expected to increase quarter by quarter throughout the year
- FDA pre-submission feedback has been received and the plan and timeline remains being on track



North America update

- **Devysr Genomic Laboratories** in Atlanta is on track with:
 - Accept cfDNA is following timeline for reimbursement during the year – partnering discussions are ongoing
 - Cytel collaboration following plan – revenues and volumes to consistently increase throughout the year
- **RHD** testing remains being a potential gamechanger for Devysr in the US. ~15% of americans are rh negative / 3.7m births annually means 550k patients to be tested yearly
 - Devysr RHD will be commercialized through one of the largest services companies during Q3
 - Canadian blood services and Hema Quebec are following their timeplan
- **CFTR** webinar with CapToday generated a lot of great interest and leads

Europe

- We had a strong quarter in most of the European markets with the majority of our markets delivering above plan
- Italy is growing by modest mid-single digits (*LOC*) YTD while up against a tough compare vs last year where they grew some +20% in H1. We're confident in the continued growth in this market
- Across Europe we have increased the total number of buying customers by 16% YTD vs LY
- The demand for IVDR certified products increases which makes Devyser uniquely positioned due to our regulatory strength and ability to launch IVDR products even in the highest risk class

Going forward

- Execute on updated strategy
- Continue to work on organizational efficiency
- Continue our path to profitability and positive cash flow



Q&A





Thank you!

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