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Leader in oncology precision diagnostics

Differentiated technology
- Idylla™: first fully automated sample-to-result qPCR platform
- Superior and validated performance versus competition
- Enabling global decentralization of clinical molecular diagnostics

Attractive market
- Global MDx® market of USD 6.5bn; oncology fastest growing segment with high double digit annual growth rates
- Large, global customer base & opportunity to add new customer segments, e.g. labs that want to step into MDx testing

Focus on oncology
- Unique platform features bring strong competitive advantage in oncology testing
- Broad test menu (solid & liquid biopsies) for therapy guidance, later for patient monitoring & screening
- Validation via partnerships with pharma (e.g. Amgen, Merck KGaA) and content partners (e.g. Genomic Health)

Proven commercial strategy
- Installed base over 500 instruments
- Present in over 70 countries
- US commercialization via new subsidiary Biocartis Inc., with Thermo Fisher Scientific as distribution partner

Strong H1 2017 performance
- Year-over-year growth of commercial product revenues with 195%
- Accelerated cartridge consumption: H1 2017 volume greater than full year 2016 volume

Positioned for further growth
- Continued expansion global commercial footprint from current focus on Europe to US and other geographies
- Rapidly expanding test menu, additional highly automated manufacturing line under construction, supporting volume growth & cost effectiveness
- Strong pipeline of potential partnerships with leading pharma companies and content providers

* MDx = molecular diagnostics
Fully automated molecular testing with Idylla™

Superior sensitivity and ease-of-use, combined with sample to result turnaround time of 90 to 150* minutes

* Based on turnaround times of current on-market oncology tests
Enabling decentralized testing

<table>
<thead>
<tr>
<th>Idylla™ workflow</th>
<th>Traditional workflow*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Instruments needed</td>
<td>Lab consumables needed</td>
</tr>
<tr>
<td>Lab infrastructure (# rooms)</td>
<td></td>
</tr>
<tr>
<td>Workflow</td>
<td></td>
</tr>
<tr>
<td>Turnaround time</td>
<td></td>
</tr>
</tbody>
</table>

**Idylla™ workflow**
- Fully automated (‘sample-to-result’) and on demand
- < 2.5hrs turnaround time per test
- In 1-2 days to treatment initiation***

**Traditional workflow***
- Manual and batch-based testing, 1/week or biweekly
- 1-4 days turnaround time per test
- On average 18 days** to treatment initiation***

---

**Traditional workflow results in:**
- **Centralized** testing (many labs send out samples) by specialized labs with experienced lab technicians
- **Poor reproducibility** of results (i.e. human errors)
- **Long turnaround time** (~ weeks)

**Idylla™ enables:**
- **Decentralized** testing by all labs (no geographical differences in quality)
- ‘First-time-right’ results
- **Short turnaround time** (~ ‘same-day-result’)

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* Based on a qPCR workflow
** Example for France, based on a survey conducted in 5 French regions by the French National Cancer Institute, January 2016 (http://en.e-cancer.fr)
*** Idylla™ CE IVD Tests are intended to aid in the assessment of patients with cancer for their mutation status and to facilitate treatment decisions with a multidisciplinary team
Comparative studies confirm superior performance

Comparative study organized by AstraZeneca

- Comparison of 13 different KRAS mutation detecting technologies:
  - 6x NGS
  - 3x qPCR
  - 2x mass spec.
  - 1x ddPCR
  - 1x Sanger sequencing

- Focused on detection of KRAS mutations in lung cancer based on blinded samples

Conclusions to the AstraZeneca study

<table>
<thead>
<tr>
<th>Technology</th>
<th>Overall sensitivity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Idylla™ KRAS</td>
<td>96%</td>
</tr>
<tr>
<td>Other qPCR (cobas/therascreen)</td>
<td>46-52%</td>
</tr>
<tr>
<td>Mass-spectrometry</td>
<td>58-92%</td>
</tr>
<tr>
<td>NGS</td>
<td>48-100%</td>
</tr>
<tr>
<td>ddPCR</td>
<td>52-60%</td>
</tr>
</tbody>
</table>

- Highest score for Idylla™ KRAS technology:
  - Lowest number of manual handling steps in sample preparation (1 to 2 steps versus 3 to > 20 steps)
  - Requires lowest level of expertise (1 versus 2-4 for others*)

- Highest score for Idylla™ KRAS technology on total turnaround time (2 to 4 hours versus 1 day to 3 weeks)


NGS technologies included two technologies by Thermo Fisher Scientific. Mass spectrometry technologies included two technologies from Agena Bioscience.

* One being the lowest level of expertise and four the highest
** TaT = total turnaround time
**Oncology, an attractive market segment**

**Fast growing market**

Oncology MDx market
- Represents 19% of the USD 6.5bn total MDx market in 2016
- Fastest growing segment in MDx, expected to grow 26% per annum (doubling of market) to 2020

**Key growth drivers**
- Growing global prevalence of cancer: ca. 2.5% per annum
- Growth of MDx testing:
  - Clinical pipeline targeted therapies: in 2015, > 800 cancer treatments were in development in the US of which 73% have the potential to be personalized medicines
  - Availability of targeted therapies: increasing adoption in Western world; roll-out in developing countries due to patent expirations
- Growth of decentralized market

**Significant underpenetrated customer potential**

- Around 16,000 pathology laboratories worldwide
- Significant number of hospitals not performing MDx today, table below shows situation US:

<table>
<thead>
<tr>
<th>Hospital Segment</th>
<th>Number</th>
<th>Performing MDx (total)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small</td>
<td>3816</td>
<td>382</td>
<td>10%</td>
</tr>
<tr>
<td>Medium</td>
<td>988</td>
<td>632</td>
<td>64%</td>
</tr>
<tr>
<td>Large</td>
<td>420</td>
<td>353</td>
<td>84%</td>
</tr>
</tbody>
</table>

**Sales approach:**
- Initial focus on labs offering MDx testing (= existing market)
- Second phase focused on targeting labs that want to step into MDx testing (= new market)
Menu focus on oncology

Idylla™ oncology Unique Selling Points

1. Ability to combine advantages of point-of-care testing with performance of lab reference testing (i.e. enabling oncology MDx in virtually any lab setting)

2. Reduction of time-to-result from weeks to hours

3. Sample-to-result (i.e. full automation) capabilities for:
   - Solid biopsies: FFPE-slices* and tumor tissue
   - Liquid biopsies: blood, plasma and urine

Expansion of the MDx application areas

SCREENING (liquid biopsies)
- Early disease detection
- High sensitivity
- Comprehensive panels

THERAPY SELECTION (solid and liquid biopsies)
- Treatment guidance
- Companion diagnostics
- Clinically proven and reimbursed biomarkers

MONITORING (liquid biopsies)
- Monitoring treatment progress
- Early detection of relapse

Today
Mid term
Longer term

* FFPE = Formalin-fixed, paraffin embedded
## Rapidly expanding *Idylla™* test menu

### Area

<table>
<thead>
<tr>
<th>Area</th>
<th>On market end 2016</th>
<th>2017</th>
<th>2018</th>
<th>Focus as from 2019 (indicative)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Colorectal</strong></td>
<td></td>
<td>ctNRAS/BRAF/EGFR492 RUO</td>
<td>NRAS CE</td>
<td>Expansion of existing assay menus:</td>
</tr>
<tr>
<td></td>
<td>KRAS CE</td>
<td></td>
<td>ctKRAS CE</td>
<td>- CRC</td>
</tr>
<tr>
<td></td>
<td>NRAS-BRAF CE</td>
<td></td>
<td>ctnRAS-BRAF CE</td>
<td>- Lung cancer</td>
</tr>
<tr>
<td></td>
<td>NRAS/BRAF/EGFR492 RUO</td>
<td></td>
<td>EGFR CE</td>
<td>- Melanoma</td>
</tr>
<tr>
<td></td>
<td>ctKRAS RUO</td>
<td></td>
<td>ctnRAS-BRAF CE</td>
<td>Expansion into major oncology areas:</td>
</tr>
<tr>
<td><strong>Lung</strong></td>
<td></td>
<td></td>
<td>EGFR CE</td>
<td>- Urology</td>
</tr>
<tr>
<td></td>
<td>EGFR RUO</td>
<td></td>
<td>ctnEGFR CE</td>
<td>- DNA repair</td>
</tr>
<tr>
<td><strong>Melanoma</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>BRAF CE</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ctBRAF RUO</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Breast</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Immunotherapy</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>NGS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>CDx</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Infectious diseases</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**CE** = CE-marked tests, **RUO** = Research Use Only. **In collaboration with A*STAR.** **In collaboration with LifeArc.** **In collaboration with Genomic Health.** *510k* test **In collaboration with Fast-track Diagnostics.**

Note: overview is subject to changes in prioritization of test development driven by several factors such as commercial and operational considerations. Overview excludes regional expansion, life cycle management and potential partner tests.

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### Expansion of existing assay menus:
- CRC
- Lung cancer
- Melanoma

### Expansion into major oncology areas:
- Urology
- DNA repair

### Therapy selection+
- Oncotype DX®+++  
- Resistance monitoring++

### To be further expanded
- MSI (immunotherapy)
- Additional NGS Prep Panels to be launched

### Additional CDx programs to be added

### Syndromic panels (initial assay Respiratory MP***) & bloodstream infections (incl. sepsis)

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#### First CDx collaboration
- IFV-RSV Panel CE*
- IFV-RSV Panel 510k*
- Ebola EUA*

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### Notes:
- First CDx collaboration
- IFV-RSV Panel CE*
- IFV-RSV Panel 510k*
- Ebola EUA*

---

### References:
- in collaboration with A*STAR
- in collaboration with LifeArc
- in collaboration with Genomic Health
- *510k* test
- in collaboration with Fast-track Diagnostics
## Accelerated menu expansion with partners

### Pharma & biotech companies

- (Joint) development of CDx\(^1\) on Idylla™ platform

### Content partners

- Porting of proprietary biomarker panels developed and validated by third parties on Idylla™ platform

### Development partners

- Development Biocartis Idylla™ assays in partnership with research institutions

### Focus

- Faster commercial adoption, higher market shares

### Benefit

- Increased number eligible patients for targeted therapies given faster TaT & high sensitivity:
  - Fast TaT: reduces competition with therapies not requiring a biomarker
  - High sensitivity: more patients detected with relevant biomarkers

### Benefit partners

- Accelerated global roll-out of content
- No platform education needed: focus on content education
- Realization of cost efficiencies

### Partners

- Johnson & Johnson
- AMGEN
- MERCK
- Genomic Health
- LifeArc
- Singapore’s Agency for Science, Technology and Research

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1. CDx = Companion Diagnostics
2. On 15 June 2017, MRC Technology changed its name in LifeArc. LifeArc has been involved in helping deliver a number of therapies including Keytruda (pembrolizumab, marketed by MSD) which is an important immunotherapy treatment for various cancers
3. Partnership is with ETPL, the commercialization arm of A*STAR
Strategic collaboration with Genomic Health

Background collaboration

- Focused on exclusive test development of proprietary Genomic Health tests on the Idylla™ platform
- Aimed at accelerating adoption and market access around the world of Genomic Health’s tests
- First test to be developed on Idylla™ is the Oncotype DX Breast Recurrence Score® test

Oncotype DX Breast Recurrence Score® test

- Provides personalized information for tailoring treatment of breast cancer patients based on the biology of their individual disease
- Predicts the likelihood of chemotherapy benefit as well as the chance of cancer recurrence in early-stage breast cancer patients
- Included in all major cancer guidelines worldwide and considered as standard of care for women with early-stage breast cancer

Background Genomic Health

- Leading provider of genomic-based diagnostic tests in cancer with revenues of USD 328m in 2016
- Based in California (US) and listed on NASDAQ (GHDX) with a market cap of approx. USD 1bn
- On-market tests for breast, prostate and colon cancer, currently offered through own service laboratories

Source: company website and financial reporting Genomic Health
Continued expansion global commercial footprint*

Over 70 countries covered through three sale channels:

1. Direct sales force covering Western European countries

2. Distributor contracts in place covering 58 countries
   - US commercialization partnership signed in November 2016
   - Announcement commercialization strategy China in 2017/2018
   - Announcement commercialization strategy Japan in 2018/2019

3. Global pharma collaborations (e.g. Merck KGaA and Amgen)

* Situation as per 30 June 2017
# US commercialization launched

## Commercialization update

- US General Manager and core US support team hired
- Sales force training Thermo Fisher Scientific ongoing
- US subsidiary established
- US FDA 510k exemption Idylla™ instrumentation and first (infectious disease) test cleared by US FDA
- First US commercial placements concluded

## Partnership Thermo Fisher Scientific

- Partnership signed with Fisher Healthcare, a division of Thermo Fisher Scientific Inc.
- Thermo Fisher to act as distributor in the US\(^1\), Biocartis retains right to sell directly
- Initial focus on distribution of Idylla™ oncology products
- 5 year initial term

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US expected to account for the largest proportion of the MDx market for oncology (expected market size of USD 1.45bn by 2020, > 45% of the global market) and infectious disease (expected market size of USD 1.07bn by 2020)\(^2\)

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\(^1\) Exclusive for Biocartis’ Idylla™ assays; non-exclusive for Idylla™ instruments

\(^2\) MarketsandMarkets, Molecular Diagnostics Market - Forecast to 2020
**Platform and consumable driven business model**

1. **Installed base**
   - Key drivers:
     - Commercial footprint
     - Commercialization partnerships

2. **Instrument utilization**
   - Key drivers:
     - Menu of tests
     - Regulatory registrations

3. **Average selling price**
   - Key drivers:
     - Reimbursement
     - Competitive advantage

4. **Sales**

   \[
   \text{Sales} = \text{Installed base} \times \text{Instrument utilization} \times \text{Average selling price}
   \]

   Gross margin driven by:
   - Volume
   - Manufacturing automation
Strong H1 performance: H1 2017 results

Commercial product revenues: Year-over-year growth of 195%
Commercial cartridge consumption: Exceeded full year 2016 volume
Installed base: Close to 500 Idylla™ instruments per end H1 2017
Menu of tests: Two new CE-markings and launch third liquid biopsy
Cash position: EUR 59m
Guidance: Full year guidance reiterated
Idylla<sup>TM</sup> installed base close to 500 end H1 2017

<table>
<thead>
<tr>
<th>Installed base development</th>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td>End 2016: 389</td>
<td>Key drivers H1 2017 installed base growth:</td>
</tr>
<tr>
<td>Increase H1 2017: 108</td>
<td>- Fully CE-marked solid biopsy RAS offering for mCRC on market since end 2016</td>
</tr>
<tr>
<td>End June 2017: 497</td>
<td>- CE-marking Idylla&lt;sup&gt;TM&lt;/sup&gt; EGFR Mutation Test in June 2017</td>
</tr>
</tbody>
</table>

Remarks:

- Strong placements in both the European and RoW<sup>1</sup> markets

---

1. RoW = Rest of the World. RoW is defined as the world, excluding Europe, US, China and Japan
Continued **accelerated** growth of cartridge volume

<table>
<thead>
<tr>
<th>End June 2016</th>
<th>End June 2017</th>
<th>Cartridge volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>Installed base 271</td>
<td>Installed base 497</td>
<td>H1 2017 commercial volume increased to approx. 27,000 cartridges</td>
</tr>
<tr>
<td>Idylla™ tests 7</td>
<td>Idylla™ tests 12</td>
<td>Volume H1 2017 exceeded the total volume for the full year 2016</td>
</tr>
<tr>
<td>Of which CE-marked tests 3</td>
<td>Of which CE-marked tests 6</td>
<td></td>
</tr>
</tbody>
</table>

Of which CE-marked tests

- End June 2016: 3
- End June 2017: 6
Commercial product revenues increased **195%** in H1 2017

### Breakdown product revenues (in EUR 1,000)

<table>
<thead>
<tr>
<th>By product</th>
<th>H1 2017</th>
<th>H1 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Idylla™ System Sales</td>
<td>1,821</td>
<td>988</td>
</tr>
<tr>
<td>Cartridge Sales</td>
<td>3,270</td>
<td>1,723</td>
</tr>
<tr>
<td><strong>Product sales revenue</strong></td>
<td><strong>5,092</strong></td>
<td><strong>2,711</strong></td>
</tr>
</tbody>
</table>

### Breakdown total operating income

<table>
<thead>
<tr>
<th>In EUR 1,000</th>
<th>H1 2017</th>
<th>H1 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial revenue</td>
<td>5,024</td>
<td>1,705</td>
</tr>
<tr>
<td>R&amp;D revenue</td>
<td>67</td>
<td>1,006</td>
</tr>
<tr>
<td><strong>Product sales revenue</strong></td>
<td><strong>5,092</strong></td>
<td><strong>2,711</strong></td>
</tr>
<tr>
<td>Collaboration revenue</td>
<td>716</td>
<td>3,377</td>
</tr>
<tr>
<td>Service revenue</td>
<td>104</td>
<td>20</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td><strong>5,912</strong></td>
<td><strong>6,109</strong></td>
</tr>
<tr>
<td>Grants and other income</td>
<td>1,066</td>
<td>641</td>
</tr>
<tr>
<td><strong>Total operating income</strong></td>
<td><strong>6,978</strong></td>
<td><strong>6,750</strong></td>
</tr>
</tbody>
</table>
### Condensed income statement

<table>
<thead>
<tr>
<th></th>
<th>In EUR 1,000</th>
<th>H1 2017</th>
<th>H1 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total operating income</td>
<td></td>
<td>6,978</td>
<td>6,750</td>
</tr>
<tr>
<td>COGS</td>
<td></td>
<td>(3,278)</td>
<td>(1,921)</td>
</tr>
<tr>
<td>R&amp;D expenses</td>
<td></td>
<td>(19,320)</td>
<td>(20,699)</td>
</tr>
<tr>
<td>S&amp;M expenses</td>
<td></td>
<td>(5,308)</td>
<td>(5,259)</td>
</tr>
<tr>
<td>G&amp;A expenses</td>
<td></td>
<td>(2,781)</td>
<td>(2,874)</td>
</tr>
<tr>
<td>Total operating expenses</td>
<td></td>
<td>(30,687)</td>
<td>(30,754)</td>
</tr>
<tr>
<td>Operating result</td>
<td></td>
<td>(23,709)</td>
<td>(24,003)</td>
</tr>
<tr>
<td>Net financial result</td>
<td></td>
<td>(729)</td>
<td>(282)</td>
</tr>
<tr>
<td>Income taxes</td>
<td></td>
<td>456</td>
<td>501</td>
</tr>
<tr>
<td>Net result</td>
<td></td>
<td>(23,982)</td>
<td>(23,784)</td>
</tr>
</tbody>
</table>

### Breakdown operating expenses

**H1 2017**

- **COGS**: 11%
- **R&D expenses**: 63%
- **S&M expenses**: 9%
- **G&A expenses**: 17%

**H1 2016**

- **COGS**: 10%
- **R&D expenses**: 67%
- **S&M expenses**: 17%
- **G&A expenses**: 6%
# Cash position of **EUR 59m** end of H1 2017

## Condensed cash flow statement

<table>
<thead>
<tr>
<th></th>
<th>In EUR 1,000</th>
<th>H1 2017</th>
<th>H1 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Result for the period</td>
<td>(23,982)</td>
<td>(23,784)</td>
<td></td>
</tr>
<tr>
<td>Depreciation and amortisation</td>
<td>2,428</td>
<td>2,393</td>
<td></td>
</tr>
<tr>
<td>Other adjustments</td>
<td>230</td>
<td>235</td>
<td></td>
</tr>
<tr>
<td><strong>Operational burn rate</strong></td>
<td>(21,324)</td>
<td>(21,156)</td>
<td></td>
</tr>
<tr>
<td>Working capital changes</td>
<td>(848)</td>
<td>(4,189)</td>
<td></td>
</tr>
<tr>
<td><strong>CF operating activities</strong></td>
<td>(22,172)</td>
<td>(25,345)</td>
<td></td>
</tr>
<tr>
<td><strong>CF investing activities</strong></td>
<td>(1,531)</td>
<td>(6,912)</td>
<td></td>
</tr>
<tr>
<td><strong>CF financing activities</strong></td>
<td>(479)</td>
<td>3,919</td>
<td></td>
</tr>
<tr>
<td><strong>Total net cash flow</strong></td>
<td>(24,182)</td>
<td>(28,338)</td>
<td></td>
</tr>
<tr>
<td><strong>Cash and cash equivalents</strong></td>
<td>59,042</td>
<td>75,757</td>
<td></td>
</tr>
<tr>
<td><strong>Financial debt</strong></td>
<td>33,279</td>
<td>16,544</td>
<td></td>
</tr>
</tbody>
</table>

### Remarks

- **Cash flow from operating activities** improved year-over-year as the result of:
  - A year-over-year stable operational burn rate
  - Modest investments in working capital for H1 2017 compared to material movements in working capital for H1 2016

- **Cash flow from investing activities** in H1 2017:
  - Mainly related to capitalized Idylla™ systems placed with customers under (reagent) rental agreements and Idylla™ systems used for internal needs
  - Note: EUR 1.8m investments for cartridge manufacturing expansion in H1 2017 were directly paid via lease financing

- **Cash flow from financing activities** in H1 2017 relates to repayment of borrowings

- **Total net cash flow** in H1 2017 of EUR -24.2m
Expected menu **newsflow 2017**

- CE-marking *Idylla™* EGFR Mutation Test
- CE-marking *Idylla™* NRAS Mutation Test
- **US FDA 510(k) clearance** of the *Idylla™* Respiratory (IFV-RSV) Panel
- CE-marking *Idylla™* ctKRAS Mutation Test (Q4 2017)
- CE-marking *Idylla™* ctNRAS-BRAF Mutation Test (Q4 2017)
- Launch *Idylla™* ctEGFR Mutation Assay (RUO, Q4 2017)

1. Note: In July 2017, the US FDA published a final list of devices that it has exempted from 510(k) premarket notification requirements. The product codes applicable to the Biocartis Idylla™ Instrument and Idylla™ Console are included on this list.
Guidance 2017

250 - 275 expected installed base expansion in 2017
Forecasted total installed base of Idylla™ instruments around 640 by year-end

Commercial cartridge volume in 2017 to be at least three times 2016 volume

Guidance target cash position by end 2017 of around EUR 40m
Shareholders, stock performance and coverage

Shareholder overview (as per 21 Sept 2017)

<table>
<thead>
<tr>
<th>Shareholder &gt;3% table</th>
<th># shares</th>
<th>% shares</th>
</tr>
</thead>
<tbody>
<tr>
<td>Johnson &amp; Johnson Innovation</td>
<td>6,107,518</td>
<td>13.7%</td>
</tr>
<tr>
<td>Debiopharm Diagnostics</td>
<td>4,749,707</td>
<td>10.6%</td>
</tr>
<tr>
<td>RMM</td>
<td>3,989,058</td>
<td>8.9%</td>
</tr>
<tr>
<td>Sycomore Asset Management</td>
<td>2,394,179</td>
<td>5.4%</td>
</tr>
<tr>
<td>Capfi Bank Delen Asset Management</td>
<td>2,236,901</td>
<td>5.0%</td>
</tr>
<tr>
<td>PMV-TINA</td>
<td>1,840,861</td>
<td>4.1%</td>
</tr>
<tr>
<td>Participatie-Maatschappij Vlaanderen</td>
<td>501,484</td>
<td>1.1%</td>
</tr>
<tr>
<td>Topbio1</td>
<td>1,804,644</td>
<td>4.0%</td>
</tr>
<tr>
<td>Hitachi Chemical</td>
<td>1,417,346</td>
<td>3.2%</td>
</tr>
<tr>
<td>Other institutional and retail investors</td>
<td>19,606,407</td>
<td>43.9%</td>
</tr>
<tr>
<td><strong>Total outstanding shares (non-diluted)</strong></td>
<td><strong>44,648,105</strong></td>
<td><strong>100.0%</strong></td>
</tr>
</tbody>
</table>

* Source: Euronext

Note: see website Biocartis for more details

Share performance last 12 months*

Coverage
Financial calendar 2017

- Q3 2017 business update 16 November 2017
- 2017 full year results 1 March 2018
- Publication 2017 annual report 5 April 2018
Difficult access to molecular diagnostics information

- In the US, nearly 80%\(^4\) of cancer patients do not have genetic mutation results available at initial oncology consultation.

- Up to 25% of patients begin treatment before receiving their results\(^4\).

Limitation of erroneous results due to standardized cartridge

- Virtually any sample type
- No sample pre-treatment
- All reagents on board
- No PCR lab infrastructure
- No cold chain
- Stable at room temperature

Offering potential for CLIA waiver
FFPE (formalin-fixed and paraffin-embedded) sample

Step 1: tissue macroscopy
- A laboratory technician cuts the tissue into smaller pieces

Step 2: formalin-fixing
- This incubate overnight in formalin for optimal conservation while maintaining the fixation of the morphology

Step 3: paraffin-embedding
- The next day, the tissue is embedded in fluid paraffin

Step 4: microtome cutting
- The paraffin block is then cut into thin slices (tissue sections), suitable for (microscopic) analysis

FFPE is the gold standard sample type within oncology
## Broad offering for colorectal cancer

### Overview

<table>
<thead>
<tr>
<th>Assay</th>
<th>RUO</th>
<th>CE</th>
</tr>
</thead>
<tbody>
<tr>
<td>KRAS</td>
<td>✓</td>
<td>✓</td>
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<td>✓</td>
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<td></td>
<td>✓</td>
<td></td>
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<tr>
<td>NRAS-BRAF</td>
<td>✓</td>
<td>✓</td>
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<td>✓</td>
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<tr>
<td>NRAS</td>
<td>✓</td>
<td>✓</td>
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<tr>
<td></td>
<td>✓</td>
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</tbody>
</table>

* Depicts assays that are launched

### Background

- CRC is the **second most common cancer worldwide**, estimated incidence of over 1.36 million new cases annually<sup>1</sup>
- **Complete mCRC test offering for clinical use**: most recent clinical guidelines recommend extended RAS/BRAF testing<sup>2</sup>
- Ability to enable **same-day results** could open routes towards faster treatment selection for mCRC patients

### Pharma collaborations Idylla™ RAS tests

#### AMGEN
- Collaboration aimed at improving patient access to cTRAS testing by leveraging the advantages of Idylla™
- Development of CE-IVD Idylla™ liquid biopsy tests for KRAS and NRAS/BRAF tests
- Subsequent implementation of tests in numerous medical centers across the world<sup>4</sup>

#### MERCK
- Collaboration aimed to offer Idylla™ RAS testing for rapid decentralized testing
- Initiated in February 2016 with sites in 7 countries<sup>3</sup>
- Significantly expanded in Europe end of 2016 adding several dozen sites
Powerful tests for lung cancer

Lung cancer testing

- Lung cancer is most common cancer worldwide accounting for 13% of all cancer types, 85% of lung cancers are non-small cell lung cancers (NSCLC)
- Today, EGFR mutation testing is recommended in all patients with advanced NSCLC of a non-squamous subtype
- Current molecular testing of lung cancer samples is a complex process:
  - Can take up to several weeks
  - Samples are often small, with a limited amount of available lung tumor tissue
  - Laboratories send out samples for testing, causing long waiting times

Idylla™ EGFR Mutation Test

- Solid biopsy test
- CE-marked in June 2017
- Only on market fully automated CE-IVD test detecting all relevant EGFR mutations according to international guidelines

Idylla™ ctEGFR Mutation Assay

- Liquid biopsy test, under development. RUO launch aimed for end of 2017
- Same panel as solid biopsy test (51 EGFR mutations)
- Operates directly from plasma

References:
Initiated breast cancer menu development with partners

<table>
<thead>
<tr>
<th>Description</th>
<th>Partner</th>
<th>Partnership structure</th>
</tr>
</thead>
</table>
| **Resistance monitoring test**                                              | LifeArc                                                                 | • Development multiple Idylla™ tests  
• LifeArc acts as development contractor  
• Biocartis responsible for commercialization under own label |
| • Liquid biopsy test  
• Monitoring of metastatic breast cancer patients for resistance to hormone therapy |                                                                         |                                                                                        |
| **Therapy selection test**                                                  | LifeArc                                                                 | • Parties will co-invest in development of selected Idylla™ tests  
• A*STAR acts as development partner  
• Biocartis responsible for commercialization under own label |
| • Solid biopsy test  
• Supporting optimal therapy selection decisions for breast cancer patients |                                                                         |                                                                                        |
| **Oncotype DX Breast Recurrence Score® test**                               | Genomic Health                                                          | • Genomic Health to develop Idylla™ versions of proprietary Genomic Health tests  
• Genomic Health responsible for commercialization under own label  
• Biocartis acts as supplier of tests |
| • Solid biopsy test  
• Tailoring treatment of breast cancer patients based on the biology of their individual disease |                                                                         |                                                                                        |

1. On 15 June 2017 MRC Technology changed its name to LifeArc. LifeArc has been involved in helping deliver a number of therapies including Keytruda (pembrolizumab, marketed by MSD) which is an important immunotherapy treatment for various cancers
2. Partnership is with ETPL, the commercialization arm of A*STAR
Promising MSI test to be launched in 2018

Background

• Microsatellite instability (MSI) is the consequence of errors in the body’s so-called DNA mismatch repair system, resulting in potential tumor growth

• Initial target markets for MSI testing:
  o Recommended in several guidelines\(^1\) for CRC (present in several other tumor types as well, such as gastric cancer)
  o Could be the sole independent factor to predict a patient’s response to certain immunotherapies\(^2\) for oncology

• Biocartis’ MSI test:
  o Based on exclusively licensed biomarkers from the VIB\(^3\)
  o No sample control required; only 1 FFPE slice/patient required

Performance data licensed MSI Biomarkers\(^3\)
(Reference method (‘RM’) is Promega MSI analysis)

• Included 870 samples
• 94% overall agreement with RM (discordance testing showed that MSI Biomarkers detected 6% more MSI-high status)
• 12% of the tests performed with RM failed, even after repeat testing, compared to 4% with MSI Biomarkers

In CRC samples\(^4\)

• Included 150 samples (study in collaboration with Merck KGaA)
• 100% overall agreement with RM for valid results
• 11% of samples tested with RM failed, even after repeat testing, MSI Biomarkers generated a result in 100% of the tests

In gastric samples\(^5\)

1. NCCN Guidelines Colon Cancer version 2017.1; and, Van Cutsem et al. (2016) ESPC Consensus Guidelines for the management of patients with mCRC. Annals of Oncology 27, 1386–1422
2. Recent data have shown that advanced CRC patients with an MSI-high status respond particularly well to certain immunotherapies (Xiao Y et al. 2015)
3. Exclusive license agreement with the Flemish Institute for Biotechnology (VIB) for rt-PCR compatible MSI markers (the “MSI Biomarkers”)
4. Maertens et al., “Detection of microsatellite instability (MSI) in colorectal cancer samples with the automated Idylla™ MSI Test”, 2017, presented at ESMO, 8-12 September 2017, Madrid, Spain
5. De Craene et al., “Detection of microsatellite instability (MSI) with a novel panel of biomarkers in gastric cancer samples”, 2017, presented at ESMO, 8-12 September 2017, Madrid, Spain
NGS sample and library preparation revisited

Typical NGS workflow

**Sample prep**
- Isolate genomic material from clinical sample
- Quantify genomic material via qPCR

**NGS library prep**
- Target amplification via PCR
- Indexing and tagging via PCR
- Purification

**Sequencing**
- Pool libraries
- Sequencing
- Data analysis

Full NGS prep summary

- 4 labs
- 6 auxiliary devices
- 6h hands-on

- 3 PCR reactions
- 18 samples/batch
- 12h Turnaround time

Idylla™ NGS Prep Panels:
- Standardization and automation of key sample and library preparatory steps
- Any sample type
- Reduction of total hands-on and turnaround time of 50%-75%**

* TaT: total turnaround time
** Based on common NGS workflows and management estimates
Increasing biomarker-based therapies requiring CDx tests

What is Companion Diagnostics (CDx)?

• A CDx Test is used as a companion to a therapeutic drug¹ that helps predict if a patient is likely to respond to a treatment or not².

• CDx are most useful in the field of targeted therapy and immunotherapy.

• The Personalized Medicine Coalition counted 132 personalized medicines³ or drugs that point to specific biomarker(s) in their labels to direct use, currently on the market.

• Analysts estimate the market value for drugs reliant on CDx at over $25 billion in 2015³.

• A recent survey by the Tufts Center for the Study of Drug Development showed that 42 % of the drugs in the development pipeline now include biomarkers in their R&D design³.

Growing global market for CDx

The global companion diagnostic market is expected to reach USD 6.5 billion by 2022 from USD 2.6 Billion in 2017, at a growth rate (CAGR⁴) of 20%⁵.

Rationale CDx partnerships for Biocartis

• Increased number eligible patients for their targeted therapies given faster TaT⁶ and high sensitivity of tests:
  o Fast TaT: less competition with therapies not requiring a biomarker
  o High sensitivity: more patients detected with relevant biomarkers
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