



**BIOCARTIS**

# Innovative molecular diagnostics company

Founded in 2007, Biocartis provides innovative diagnostic solutions aimed at fast, accurate and globally accessible **high precision diagnostics**, allowing rapid and effective treatment selection and treatment progress monitoring. This brings clear benefits for the patient, the clinician, the payers, the healthcare industry and society.

Biocartis' proprietary molecular diagnostics (MDx) **Idylla™ platform**, launched in September 2014, is a fully automated sample-to-result, real-time PCR (Polymerase Chain Reaction) system that offers **accurate, highly reliable molecular information** from virtually any biological sample in virtually any setting.

Idylla™ addresses the growing demand for personalized medicine. Biocartis is focused on developing and marketing a rapidly expanding test menu addressing key unmet clinical needs in **oncology** and **infectious diseases**. These areas represent respectively the fastest growing and largest segments of the MDx market worldwide.

Today, Biocartis has **five oncology tests** and **two infectious disease tests** on the market.

## Highlights 2015

- Installed base of **165 Idylla™ instruments**
- Covering over **55 countries** worldwide
- **EUR 15m** operating income and **EUR 104.1m** year-end cash position
- Open innovation model: strategic **collaborations** with Johnson & Johnson and Abbott, five new collaborations signed in 2015 with Merck KGaA, Amgen, Microbiome, Fast-track Diagnostics and A\*STAR.
- **278 employees**, 25 nationalities and balanced gender diversity 52% men and 48% women



Listed on Euronext Brussels since April 2015, ticker BCART



Commercialising an unique proprietary MDx platform Idylla™



Headquartered in Belgium (Mechelen)



Focused on oncology and infectious diseases



**Step 1:** The patient sample information is entered via the console. This can be accomplished either by scanning the barcode on the sample container, or by manual entry of the patient sample identification code.

**Step 2:** The patient sample is linked to the cartridge by subsequently scanning the barcode of the cartridge. The console automatically recognises which test the user intends to perform.

**Step 3:** The patient sample is added into the cartridge. By closing lid, the cartridge is hermetically sealed to prevent contamination of the instrument or laboratory.

**Step 4:** The cartridge is inserted into one of the available instruments, which will subsequently execute the appropriate test protocol. After completion of the test, results are displayed on the console.



**RESULT IN 35 TO 150 MINUTES**

The unravelling of the human genome in the 2000's has led to the discovery of molecular information called **biomarkers**, which can be detected by **molecular diagnostics (MDx)**, based on patient samples such as blood, urine, sputum, saliva or tissue such as tumour tissue. Having this detailed information paves the way to **personalised medicine** versus the 'one drug fits all' paradigm we know today, as this can be used to **identify the exact type or stage of a disease**, and **treatment response**.

Today, MDx testing is technically complex and often centralized in large, specialised molecular laboratories. Smaller hospitals or laboratories typically send out their samples for analysis by external reference centres. This is time-consuming and requires highly trained personnel. Biocartis believes in **rapid and highly accurate diagnostic information near the patient**, globally accessible to all, as this potentially can save lives.

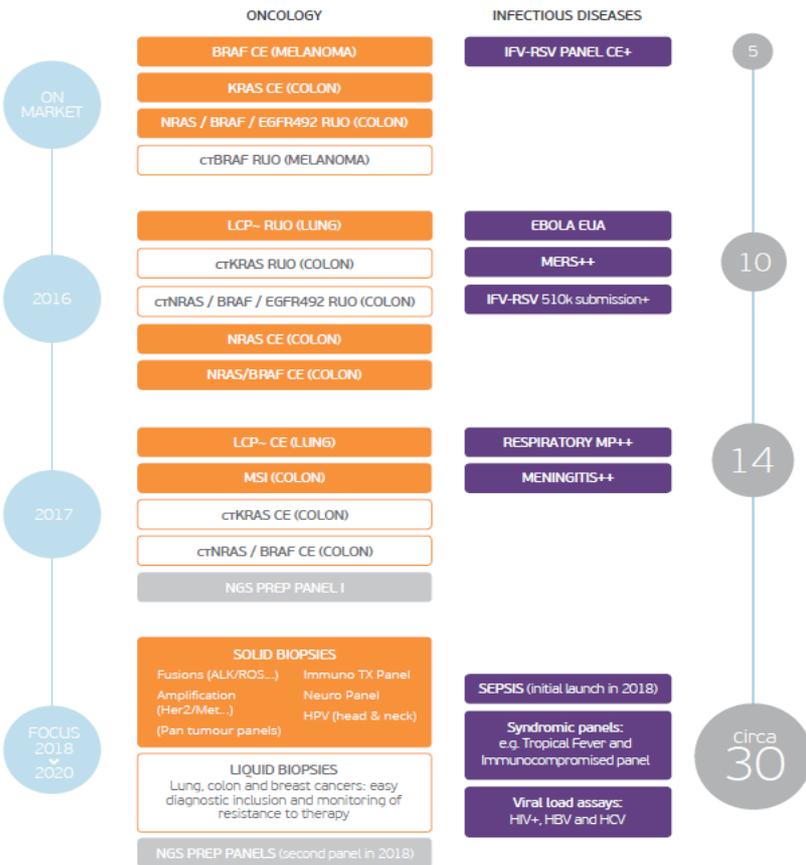
## Biocartis share

Average daily value 2015: 12.87€

Total traded volume 2015: 8,152,448

# MDx menu diagnostic tests

Onco Solid Biopsy Onco Liquid Biopsy Idylla™ Retrieve Infectious



CE = CE-marked tests. RUO = Research Use Only. EUA = Emergency Use Authorisation label + Jn) test ++ Fast-track Diagnostics development. - LCP = lung cancer panel  
 Note: overview is subject to changes in prioritisation of test development driven by several factors such as commercial and operational considerations. Overview excludes regional expansion (as of 2017), life cycle management and potential partner tests.

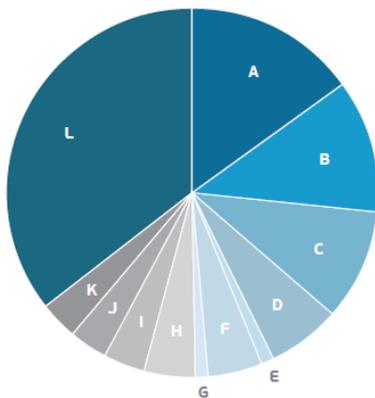
## High precision diagnostics for high precision medicine in a sustainable healthcare ecosystem

Fast, early and accurate diagnoses are leading the way to **appropriate and cost effective care**. Biocartis aims to increase its impact by creating better access to personalised molecular diagnostic testing to allow early detection, appropriate treatments and treatment monitoring for all patients. Biocartis believes that its approach will create **long term positive impact** for all stakeholders in the sustainable healthcare ecosystem, including **patients, care providers, payers, industry and society** as a whole. Biocartis' goal is to improve clinical practice and ultimately, contribute to **better patient outcome**.

## Board of Directors Executive management

- |                           |   |
|---------------------------|---|
| Rudi Mariën, Chairman     | Rudi Pauwels, CEO                             |
| Rudi Pauwels, CEO         | Hilde Windels, Deputy CEO                     |
| Hilde Windels, Deputy CEO | Ewoud Welten, CFO                             |
| Roald Borré               | Ulrik Cordes, CCO                             |
| Peter Piot                | Erwin Sablon, R&D and Alliance mgt            |
| Mark Shaffar              | Reginald Van Genechten, Head of Manufacturing |
| Renaat Berckmoes          | Susy Spruyt, HR Director                      |
| Hilde Eylenbosch          | Erik Vossenaar, VP Business Development       |

## Diversified shareholders base



- A: JOHNSON & JOHNSON INNOVATION - JUDC, INC. (1): 15.1%
- B: DEBIOPHARM DIAGNOSTICS SA (2): 11.7%
- C: RMM SA (3): 9.8%
- D: BENARUCA SA (4): 6.3%
- E: BIOSPV LIMITED (4): 1.3%
- F: PMV-TINA COMM.VA (5): 4.5%
- G: PARTICIPATIE-MAATSCHAPPIJ VLAANDEREN NV (5): 1.1%
- H: TOPBIO1 LP (6): 4.5%
- I: COÖPERATIEVE AESCAP VENTURE I UA (7): 3.6%
- J: HITACHI CHEMICAL CO. LTD (8): 3.5%
- K: DHAM NV (9): 3.2%
- L: OTHER INSTITUTIONAL AND RETAIL INVESTORS: 35.5%

## Financial summary 2015

Key figures (EUR 1,000)	2015	2014	% Change
<b>Total operating income</b>	<b>14,951</b>	<b>10,367</b>	<b>44%</b>
Cost of goods sold	-2,642	-4,251	-38%
Research and development expenses	-36,554	-25,014	46%
Marketing and distribution expenses	-8,747	-3,095	183%
General and administrative expenses	-6,662	-7,180	-7%
<b>Operating expenses</b>	<b>-54,606</b>	<b>-39,540</b>	<b>38%</b>
<b>Operational result</b>	<b>-39,655</b>	<b>-29,173</b>	<b>36%</b>
Net financial result	-790	-961	-18%
Income tax	648	947	-32%
Result from discontinued operations	-	19,472	-100%
<b>Net result</b>	<b>-39,797</b>	<b>-9,715</b>	<b>310%</b>
Cash flow from operating activities	-23,357	-35,884	-35%
Cash flow from investing activities	-9,414	5,052	-286%
Cash flow from financing activities	125,943	12,727	890%
<b>Net cash flow</b>	<b>93,173</b>	<b>-18,105</b>	<b>-615%</b>
Cash and cash equivalents <sup>1</sup>	104,088	10,919	853%
Financial debt	10,814	13,585	-20%

<sup>1</sup> Including EUR 1.5m of restricted cash (as a guarantee for bank and lease financing).

Breakdown operating income (EUR 1,000)	2015	2014	% Change
Collaboration revenue	9,686	3,174	205%
Product sales revenue	3,593	5,260	-32%
Service revenue	54	44	22%
<b>Total revenue</b>	<b>13,334</b>	<b>8,478</b>	<b>57%</b>
Grants and other income	1,617	1,889	-14%
<b>Total operating income</b>	<b>14,951</b>	<b>10,367</b>	<b>44%</b>



## Contact

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