



INTEGRAGEN

H1 2016 result presentation
October 14, 2016



Transforming Molecular information into action

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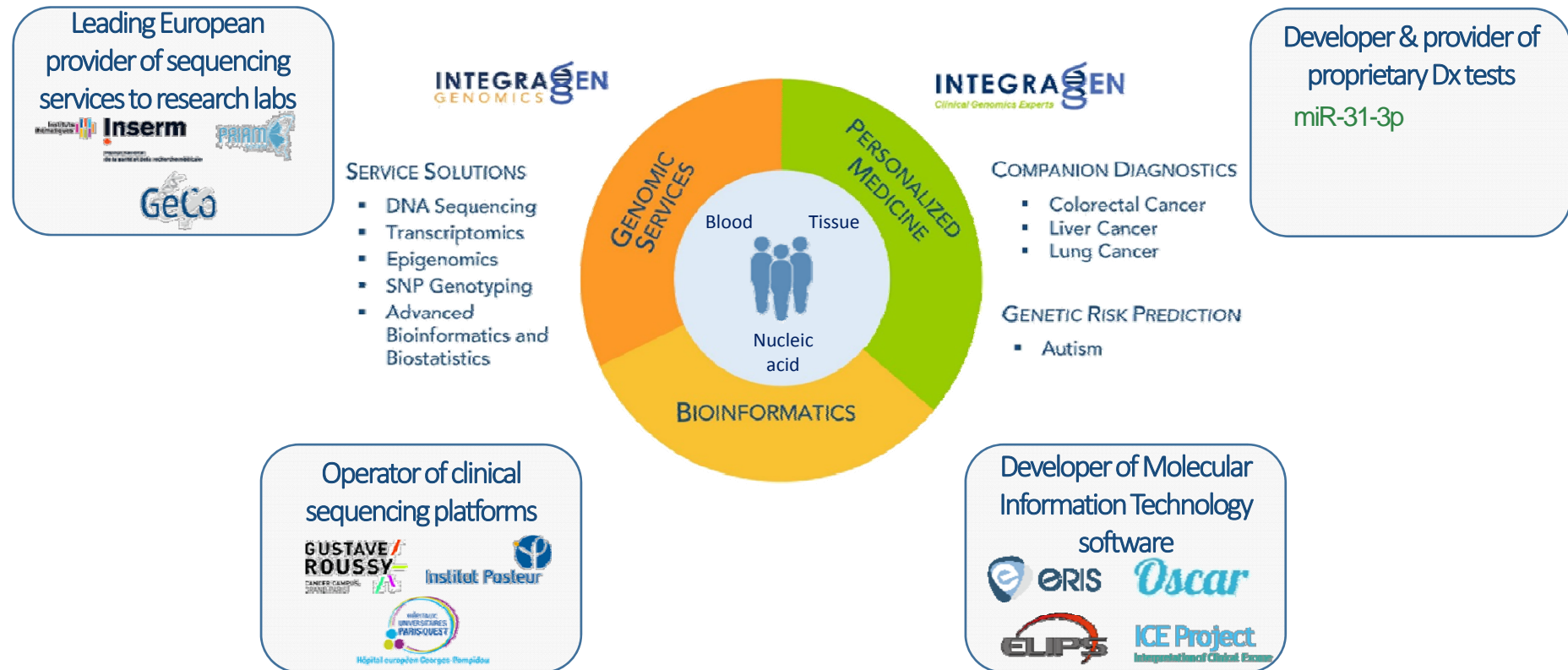
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IntegraGen at a Glance



Description

- Initial quotation of ALINT in 2010, Public offering on Alternext in 2014
- 2015 Revenues: €5,6 m
- HQ in Evry's Genopole, offices in Paris & Cambridge (Mass, US)
- 38 employees

Executive Management



Bernard Courtieu, DVM, MDA – CEO
Previously Cap Gemini Consulting, VP Life Sciences – France, and Ariba, Head of French Operations



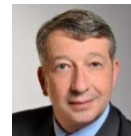
Laurence Riot-Lamotte
CFO



Larry Yost, RPh
GM, IntegraGen Inc.



Emmanuel Martin, R.Ph.
CCO & GM, IntegraGen Genomics



François Liebaert, MD, MBA
CMO



Francis Rousseau, PhD
Head of Genomics Lab



Bérengère Genin
Head of Bio-IT



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IntegraGen's know-how, our key differentiator

- Sequencing technologies, Largest French private provider,
 - Exome sequencing for clinical research ("clinical grade"),
 - Ct DNA sequencing / exome & mutational load from blood,
 - IT interfaces / bioIT team / Exome interpretation software,
 - Industrialization already demonstrated at Gustave Roussy & Institut Pasteur,
 - Specific, protected companion diagnostic biomarker (miR-31-3p), Dx kit.
- ✓ Backed by an internal Quality Management System



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Financials – H1 2016



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H1 2016 – main facts

- **Sales +10% versus H1 2015**
 - Clinical segment represents 28% of the revenues over the period
 - Full year effect of Pasteur and Geco activity
- **Operating cost +4%**
- **EBIT increase + 14%**

- ✓ **Cash burn: € 1,2m vs € 1,1m in H1 2015**
- ✓ **Net result: loss of € 1,0m vs € 0,8m in H1 2015**



H1 2016 accounts (SA)

P&L See Appendix: H1 2016 accounts of IntegraGen SA

<i>in K euros</i>	H1 2016	H1 2015	Var. %
Genomic sales	2 880	2 624	+10%
Subsidies and other revenues	154	55	ns
Total Revenues	3 034	2 679	+13%
Operating costs	(4 186)	(4 022)	(4%)
Operating profit	(1 152)	(1 343)	+14%
Financial Profit/Loss	52	(63)	
Exceptional Profit/Loss	(76)	357	
Taxes (CIR)	149	178	(16%)
Net result	(1 028)	(872)	(18%)



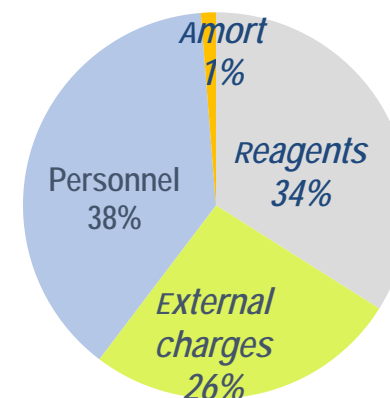
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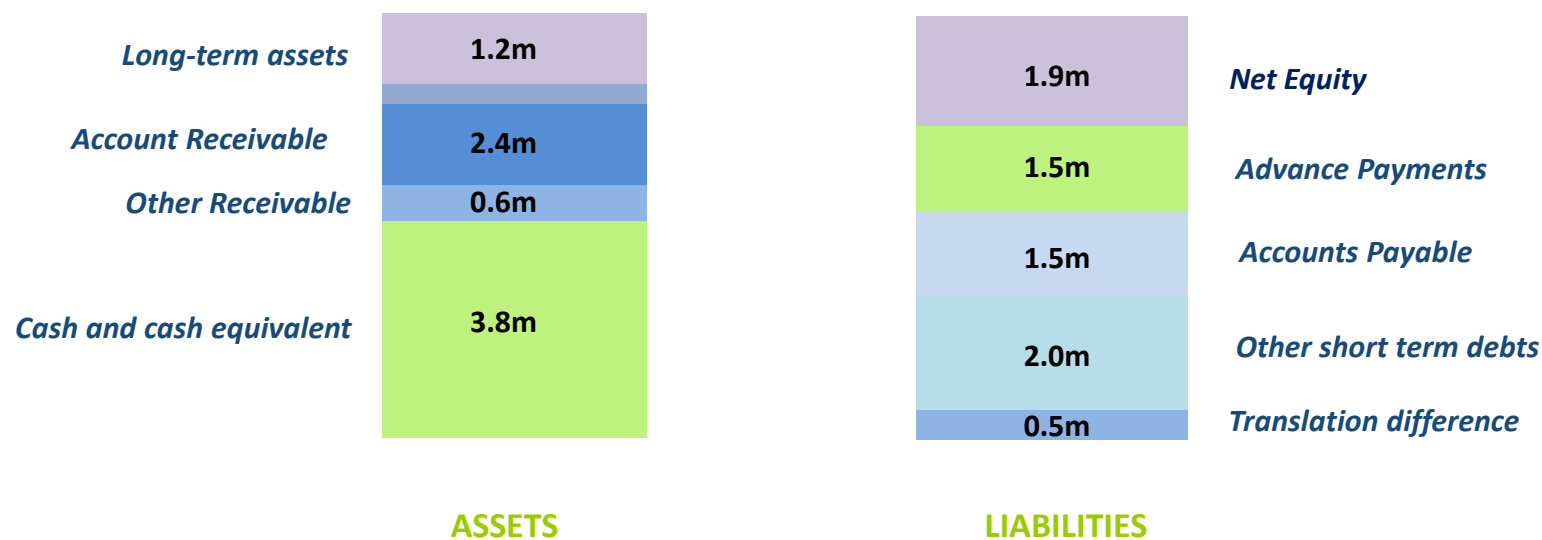
EBIT: (€ 1.1m)

- **Revenues increase by 10%**
 - R&D segment: +4% (GECO launched in H2 2015)
 - Clinical services: +26% (€ 0.8m in Q1 2016)
- **+ 4% Operating expenses versus H1 2015**
 - Personnel expenses: +3%
 - Reagent cost: +32% (+20% w/o volume effect)
 - External charges: (18%)
- ✓ **EBIT: +14%**

Operating expenses breakdown



IntegraGen Balance sheet – June 30, 2016



✓ Stable cash burn: 1.2 m€ in H1 2016 vs. 1.1m€ in H1 2015



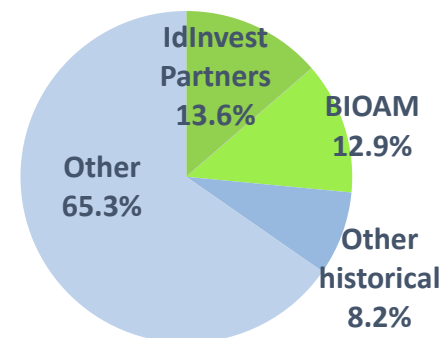
IntegraGen – Alternext Paris: ALINT



Volume traded

Average volume - 1 month	38 186
Average volume - 3 months	22 846
Average volume - 6 months	21 497

Shareholders (estimation)



Key data - October 12, 2016

- Stock price: 3.44 €
- # stock units: 5 070 322
- # of options: 772 000
- Market cap: 17 M€
- Eligible PEA-PME



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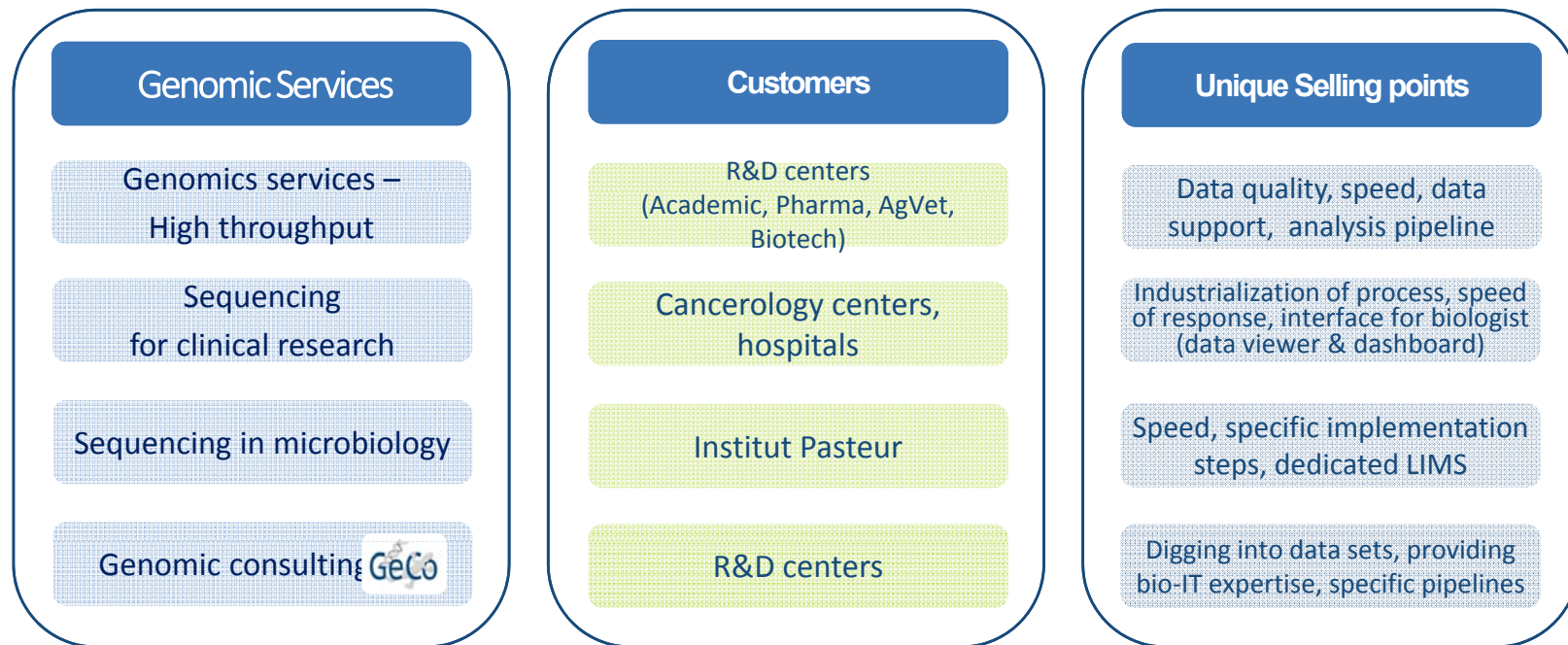
What makes IntegraGen Genomics unique ?



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IntegraGen Genomics offering: overview



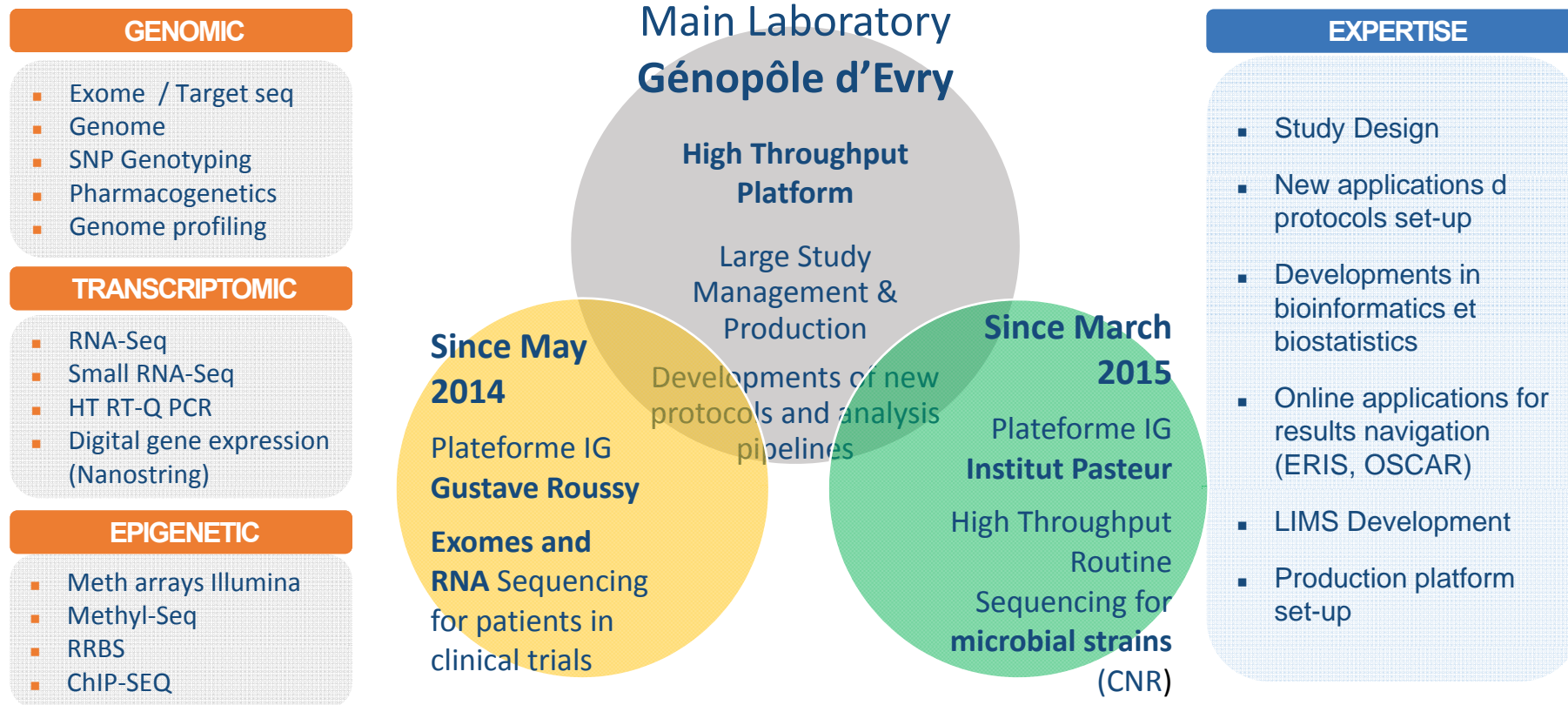
The business unit dedicated to generating molecular information



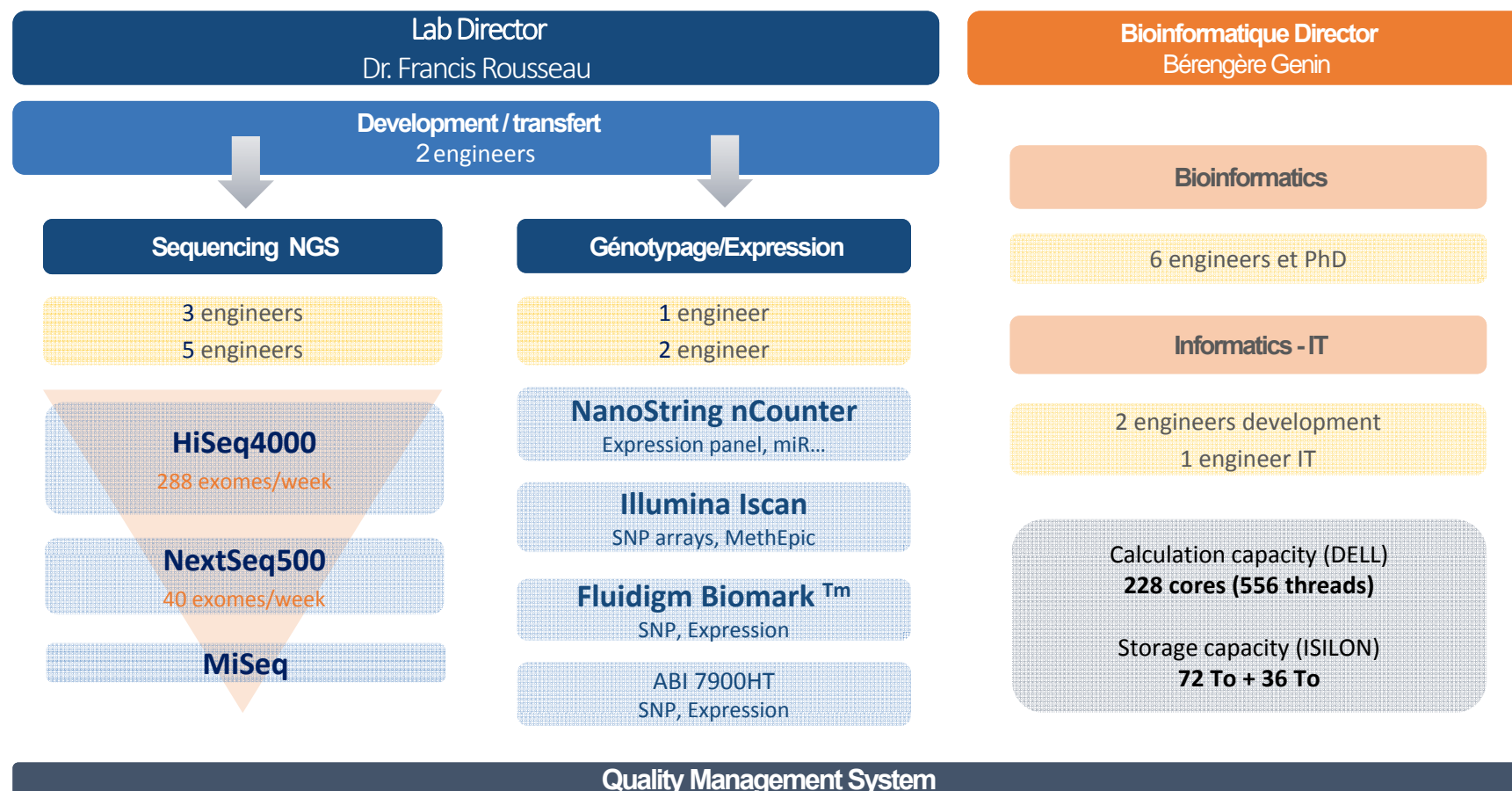
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One expertise, 3 laboratories for 3 application domains

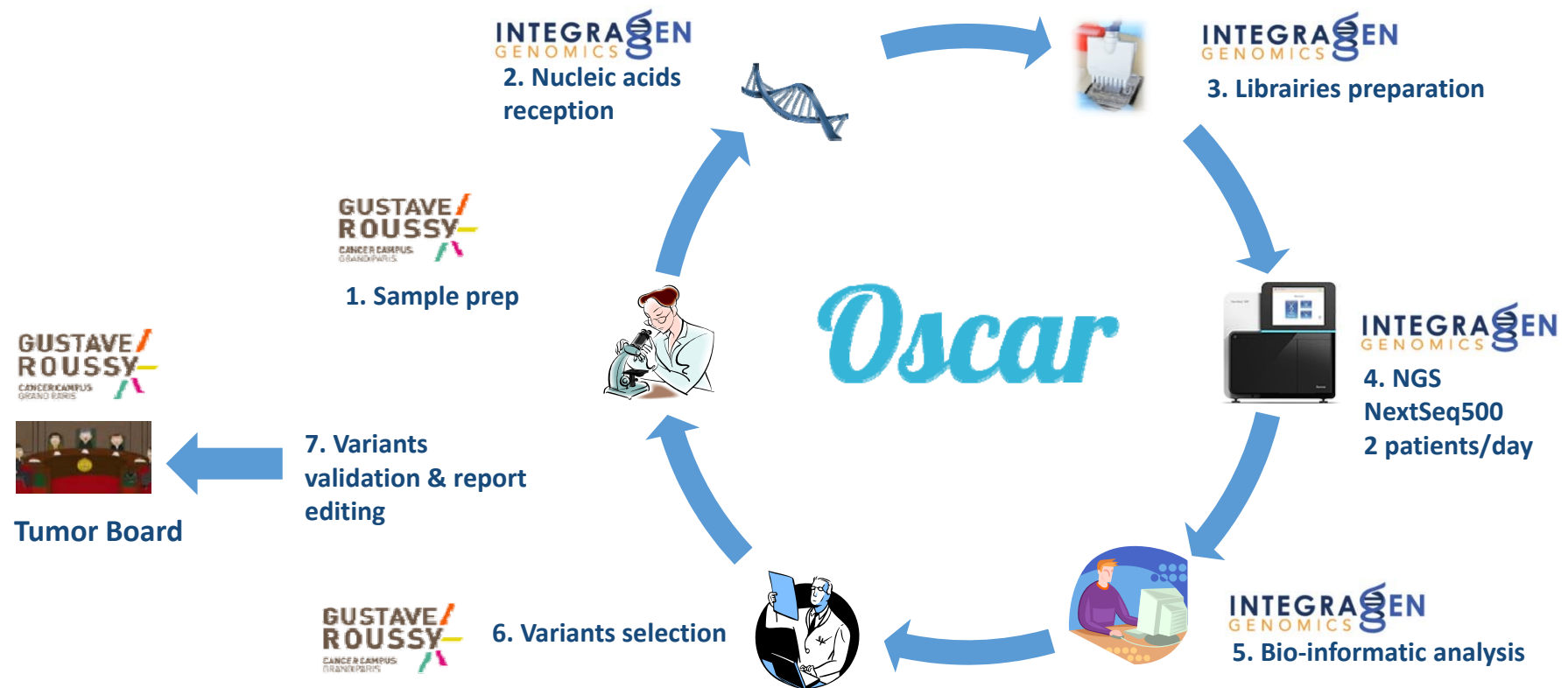


Combining lab operations & bioinformatics in the most efficient way



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Gustave Roussy: a clinical platform dedicated to patient monitoring



Interpretation of Clinical Exome (ICE): A collaborative clinical sequencing initiative

“the development of targeted therapies and immunotherapies in the treatment of solid tumors has significantly changed the management of patients with cancer”

ICE is a Project to develop an advanced software program which supports interpretation of exome and transcriptome data obtained from tumor and healthy tissue from patients

- ✓ **Optimize the diagnosis of cancer and provide data for identifying:**
 - genomic alterations which potentially predict response to drug therapies
 - context information from public and premium content sources and potentially relevant clinical trials
 - optimal treatment approaches

Beta test version in H2 2016



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Sequencing market now moves towards clinical use

Sequencing technology is now...

- **... stabilized ...**
 - Exome, genome and panels now routinely used for close to a decade
- **... affordable ...**
 - When compared to total cost of care, with prices ranging from '00s to '000s of euro per test
- **... clinically useful...**
 - To orient patients towards targeted therapies, immuno therapies, ...
- **... and cost effective**
 - Ct DNA – Liquid biopsies becoming new gold standard in tissue analysis.

What it means for

- **Biologists**
 - Information required to be both available but also managed via intelligible interface.
- **Cancer specialists / oncologists**
 - Liquid biopsies becoming new gold standard in tissue analysis .
 - Usefull (actionable) information when deciding which therapy to use, which clintrials to orient patient to,
- **Patients**
 - Making sure treatment choices are made using the latest available options optimizing survival .
- **Payors**
 - Reducing unefficient therapies.

Regulatory landscape is now the critical driver of clinical adoption in Europe



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Diagnostics



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Molecular diagnostics in oncology: develop biomarkers predictive of treatment response or patient prognosis

Colorectal Cancer Companion Diagnostic

- Single biomarker test RT-qPCR
- Patented, co-owned by IntegraGen with exclusive licensing rights
- Improve patient selection for anti-EGFR therapies
 - Increased ability to identify responders compared to *KRAS* testing alone
- Potential for rapid adoption
 - Established screening program for *KRAS* testing
- *+ possible predictive utility in Lung Cancer*

R&D boutique for companion Dx development

- A few biomarkers in mCRC in the portfolio
- miR-31-3p potential development in NSCLC
- Partnership with Big pharma to develop TKI specific marker in NSCLC
- Strategic decision NOT TO develop new markers on own funds, but to co-develop markers with drug manufacturer



Specialty diagnostics: develop a single biomarker predictive of treatment response

Clinical Need

- **Metastatic Colorectal Cancer (mCRC) patients can be treated by:**
 - Traditional surgery & Chemotherapy (FolFox, Folfiri, Folfirinox)
 - Targeted therapies
 - ✓ Anti VGF (Avastin® Roche)
 - ✓ Anti-EGFR (Erbix® Merck-Lilly; Vectibix® Amgen)
- **Choice of targeted therapy varies across geographies, but consensus considers**
 - Avastin is considered first treatment of choice in US & Japan as it is not related to any biomarker prior to treatment
 - When only eligible patients (wild KRAS, c. 50% of population) can benefit from anti-EGFR patients will vary from low to high, with high variability of response and some side effects
 - **Even though Half of the patients would be significantly better off if started with anti EGFR**

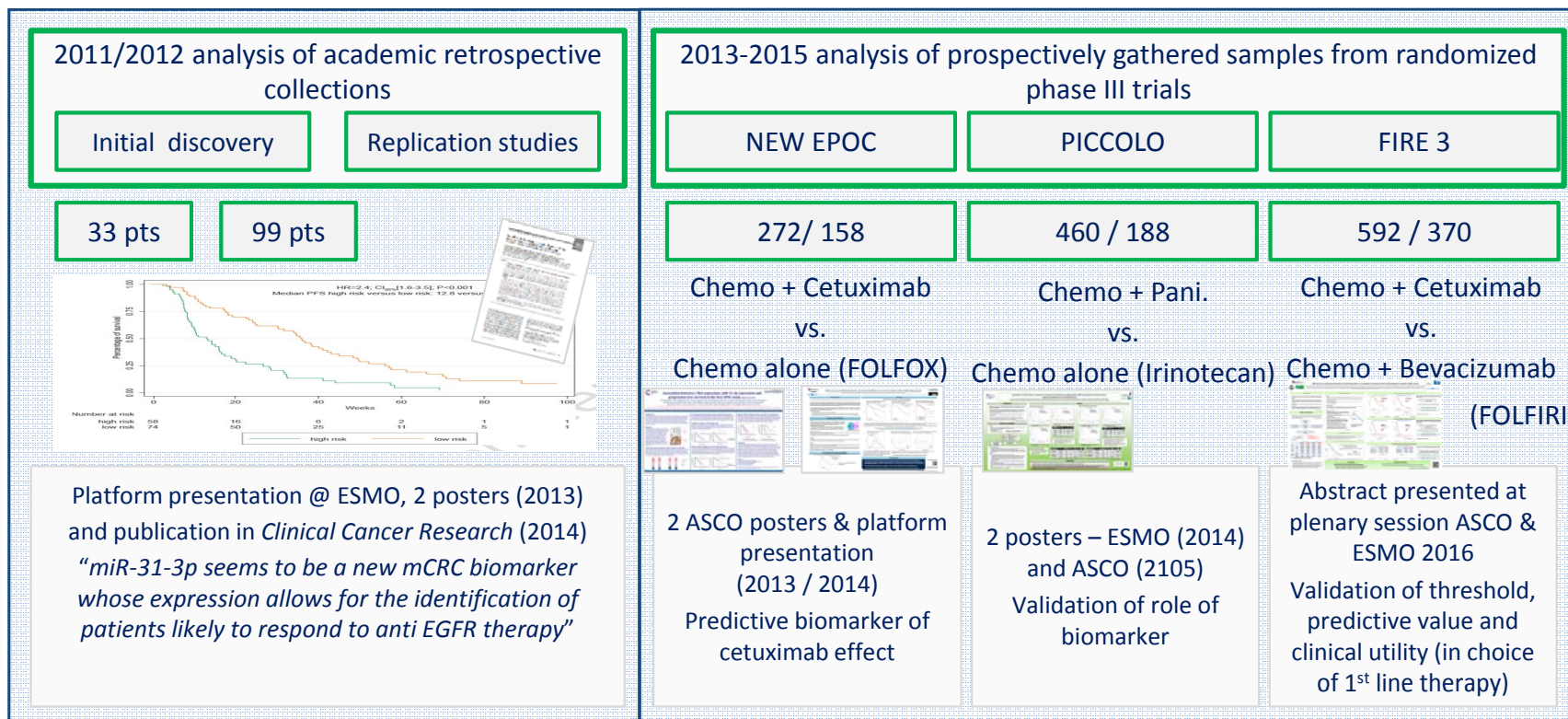
Market Considerations

- **Targeted population**
 - US: 140,000 new cases of mCRC/year
 - ✓ Of which 50% are KRAs wild type (eligible for anti-EGFR treatment)
 - ✓ i.e. 70k to 140k patients in the target population
 - Western Europe: 170,000 new cases of mCRC (id)
 - Rest of world: 500,000 new cases
- **Business potential**
 - US: \$250 m
 - West Europe : \$250 m



5 years of development of a predictive biomarker to target patients with CRC who benefit from anti-EGFR therapy

Total of **848** patients in 9 independent cohorts



* total # of patients (pts) in trial / # of patients RAS wild type analyzed



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FIRE-3 results show that choice of targeted therapy can be optimized, leading to a one year* increase in overall survival

Metastatic colorectal cancer (mCRC)
84,000 annually (US) - 100,000 (W Eur)

KRAS / all RAS wild : 50%



Available treatment options:

Surgery
Chemiotherapy (Folfox/ Folfiri /
Folfinirox)

**Targetted therapy : VEGF (Avastin)
OR anti EGFR (Erbixux/Vectibix)**

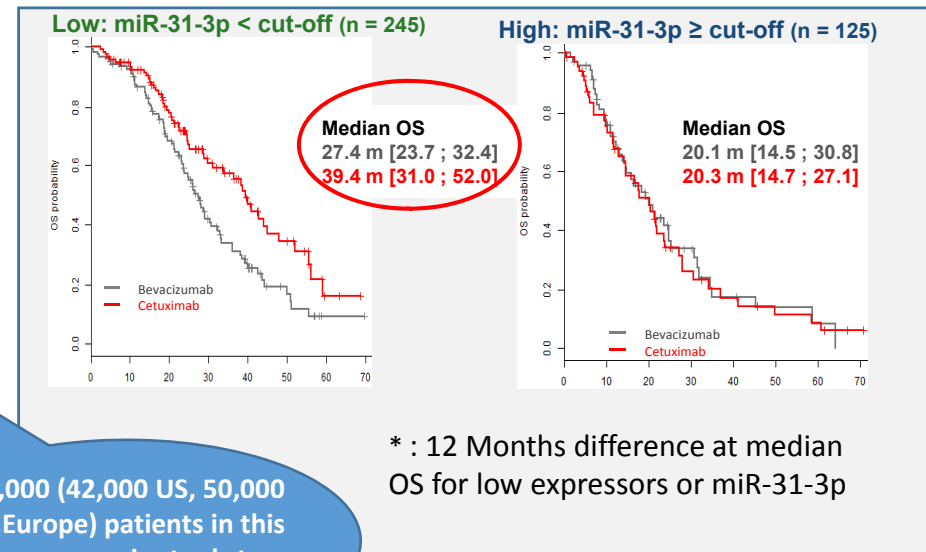
KRAS (40%) / all RAS (10%)
mutated : 50%



Surgery
Chemiotherapy (Folfox/ Folfiri /
Folfinirox)
Targetted therapy : VEGF (Avastin)

1. American Cancer Society 2014 estimate
2. Masi G, et al, Future Oncol. 2011

Analysis of the FIRE-3 samples



92,000 (42,000 US, 50,000 W.Europe) patients in this group require tools to choose best therapy

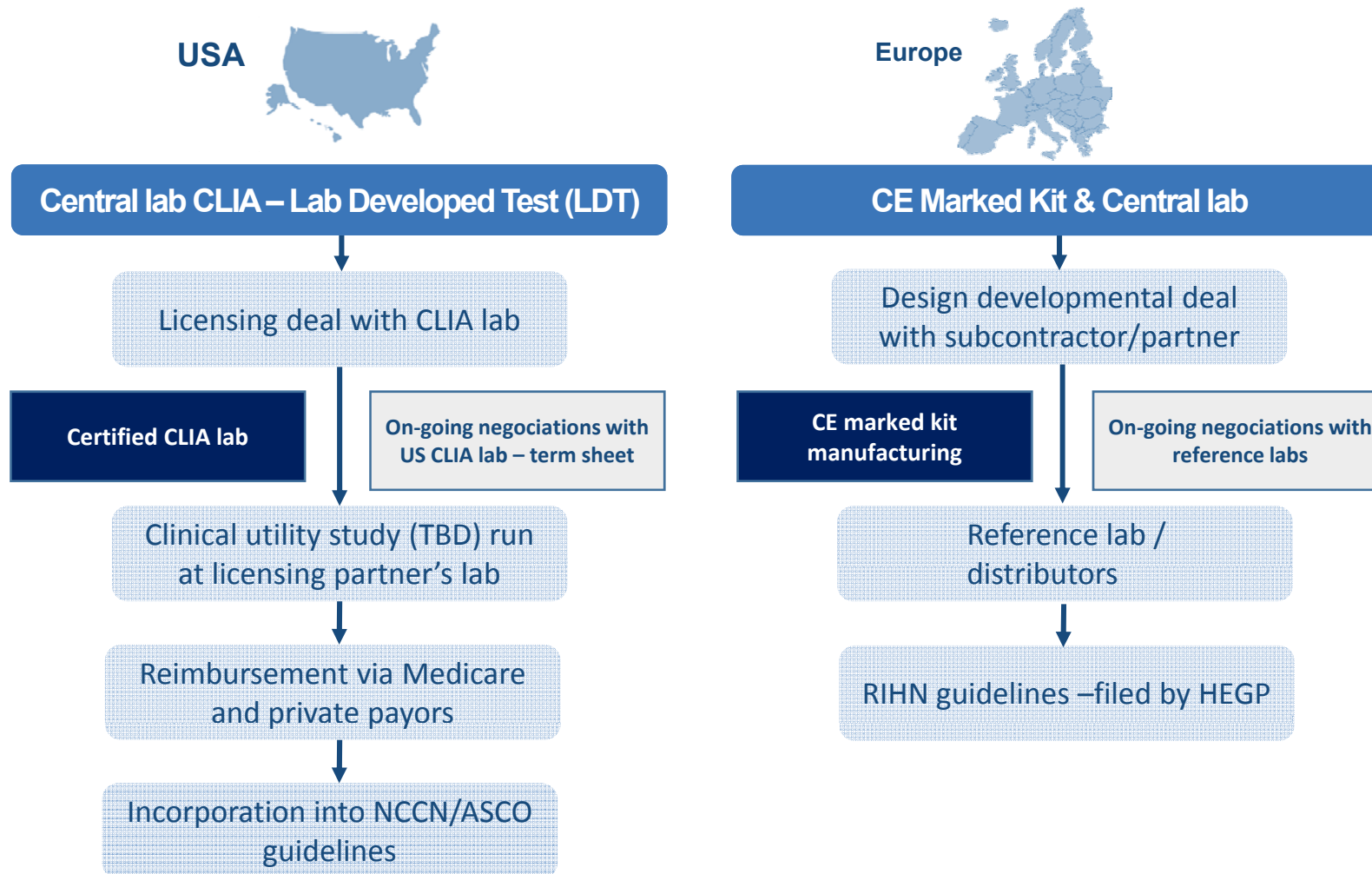


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Go to market strategy: Central Lab & CE marked Kit

\$100 m + global market



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Perspectives



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Perspectives for next 12 Months

- **Grow of partnerships in clinical genomics**
 - Access new clinical genomic platforms as the sole or partner operator

- **Enlarge digital genomics offering**
 - Continue development of clinical sequencing offers such as circulating tumor exome, low DNA quantity
 - Develop & market bio-informatics software
 - Grow GeCo expertise and IT support

- **Key industrial partnerships**
 - Licensing partner in North America & Europe
 - Research partnership with AP-HP for large scale genomics

- **Select R&D partnerships**
 - Access to clinical trials relevant for miR-31-3p biomarker in Colorectal and Lung cancer
 - Companion Dx agreement



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