INTEGRAGEN

H1 2018 results and operational advances

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150 years of genetics at a glance

1866 Mendel	1900 Devries	1934 Mohr	1953 Watson & Crick	1961 Jacob-Monod	1980 Sanger	2000 HGP	2008 Solexa
Inheritance of patterns – plant hybridation	***Rediscovery of Mendel work***	***First atlas "Genetics & Diseases"***	***Double helix structure & genetic code***	***Genes & gene expression***	***Gene sequencing technology***	***Human genome project: 1st human genome entirely sequenced (3years, $5bn)***	***Massively parralel sequencing technology, "1000$ genome"***

IntegraGen at a Glance

2000	2006	2009	2014		2015	2016	2017
Company founded in Evry, France	Genomic services platform launched	First oncology biomarker patent	IPO on Euronext Growth (ALINT)	1st clinical sequencing platform in EU	Institut Pasteur sequencing platform	Global Research Agreement with APHP	Launch of miRpredX CE marking

Description

- Public offering on Euronext Growth in 2014
- 2017 Revenues: €6,4m
- HQ in Evry's Genopole, offices in Paris & Cambridge (Mass, US)
- 40 employees

Executive Management

Bernard Courtieu, DVM, MDA
CEO

Laurence Riot-Lamotte
CFO

Bérengère Genin
Head of Bio-IT

Emmanuel Martin, R.Ph.
VP, IntegraGen Genomics

Catherine David
Quality director

Larry Yost, RPh
GM, IntegraGen Inc.

IntegraGen: What we do

Genomics

Large scale sequencing services

Researchers

Instituts thématiques Inserm Institut national de la santé et de la recherche médicale

GeCo

SIRIUS SHINE THE LIGHT ON YOUR DNA-SEQ

Clinicians

GUSTAVE ROUSSY CANCER CAMPUS GRAND PARIS

Hôpitaux Universitaires Paris Ouest – Hôpital européen Georges-Pompidou

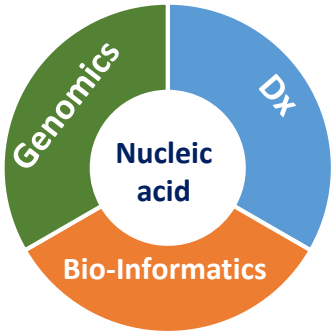
Institut Pasteur

SeqOIA LA PLATEFORME GÉNOMIQUE DE PARIS RÉGION

MERCURY MOLECULAR TUMOR PROFILING FOR TRANSLATIONAL & CLINICAL RESEARCH

INTEGRAGEN GENOMICS

- DNA & RNA sequencing
- Transcriptomics
- Epigenomics
- SNP genotypng
- Adanced Bio-informatics consulting



Diagnostics

INTEGRAGEN Clinical Genomics Experts

- Biomarker identification
- Advanced bio-statistics
- Companion Dx in CRC & lung cancer

IVD diagnostic kits

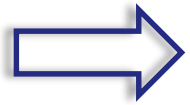
miR-31-3p

miRpredX

H1 2018 Financials

H1 2018 – main facts

- **Sales +17% versus H1 2017: €3,6m**
  - Significant growth on R&D segment +42%
  - Slight decrease of revenues in clinical exome (Gustave Roussy)
- **EBIT: €(0,5)m versus €(1,2)m in H1 2017**
- **Low cash burn over the period: €0,8m**

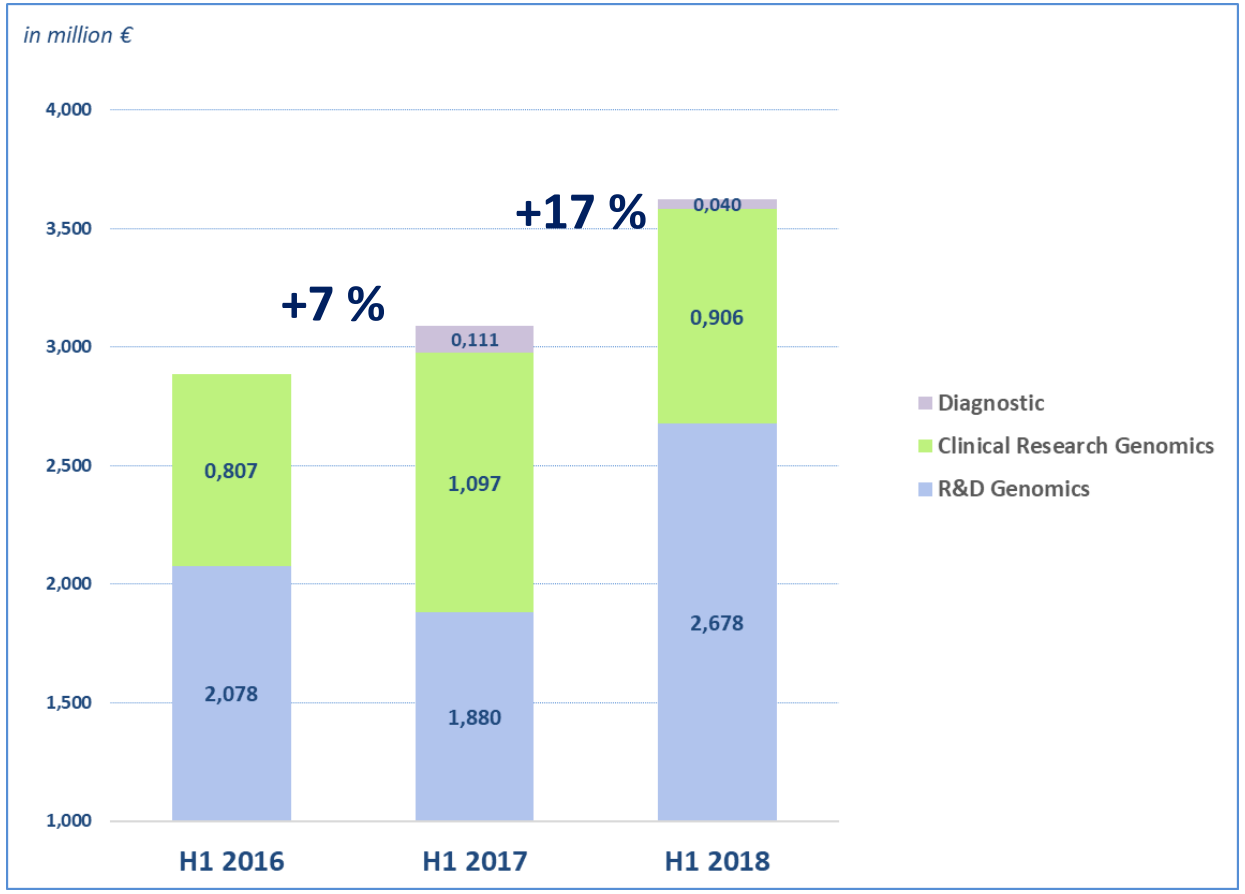


Cash: €3,3m at the end of June 2018

Net result: loss of €0,5m

H1 2018 – Revenue growth of 17% driven by R&D Genomics

	H1 2018	H1 2017	2018/2017
Genotyping	201	114	
Sequencg Evry	2249	1 664	
Geco	92	102	
Software	135		
R&D	**2678**	**1 880**	**+42%**
Clinical exome	546	761	**(28%)**
Pasteur	360	336	**+7%**
Clinical Genomics	**906**	**1 097**	**(17%)**
Total Genomics BU	**3 584**	**2 977**	**+20%**
Total Diagnostics BU	**40**	**111**	**(64%)**
Total Revenues	**3 624**	**3 089**	**+17%**



Very strong growth of sequencing revenues for R&D customers

H1 2018 P&L shows improvement of operating profit (+57%)

in K euros	H1 2018	H1 2017	Var. %
Sales	**3 624**	**3 089**	***+17%***
Subsidies and other revenues	102	206	***(50%)***
Total Revenues	**3 726**	**3 294**	***+13%***
Operating costs	**(4 264)**	**(4 542)**	***(6%)***
Operating profit	**(539)**	**(1 248)**	***+57%***
Financial Profit/Loss	(4)	21	
Exceptional Profit/Loss	(104)	498	
Taxes (CIR)	101	249	***(59%)***
Net result	**(545)**	**(480)**	***(14%)***

⇦ Significant improvement of profitability

⇦ Non recurring BPI debt waiver in 2017

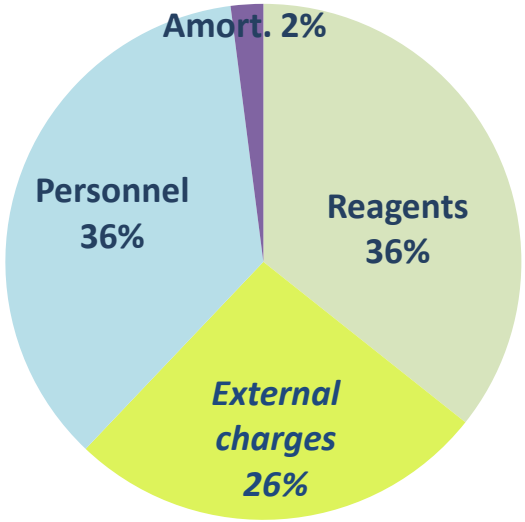
See Appendix : H1 2018 accounts of IntegraGen SA

EBIT: €(0,5m)

- **Revenues increase by 17% vs. H1 2017**
  - R&D segment: +42%
  - Clinical genomics: (17%)
  - Diagnostic revenues remain low

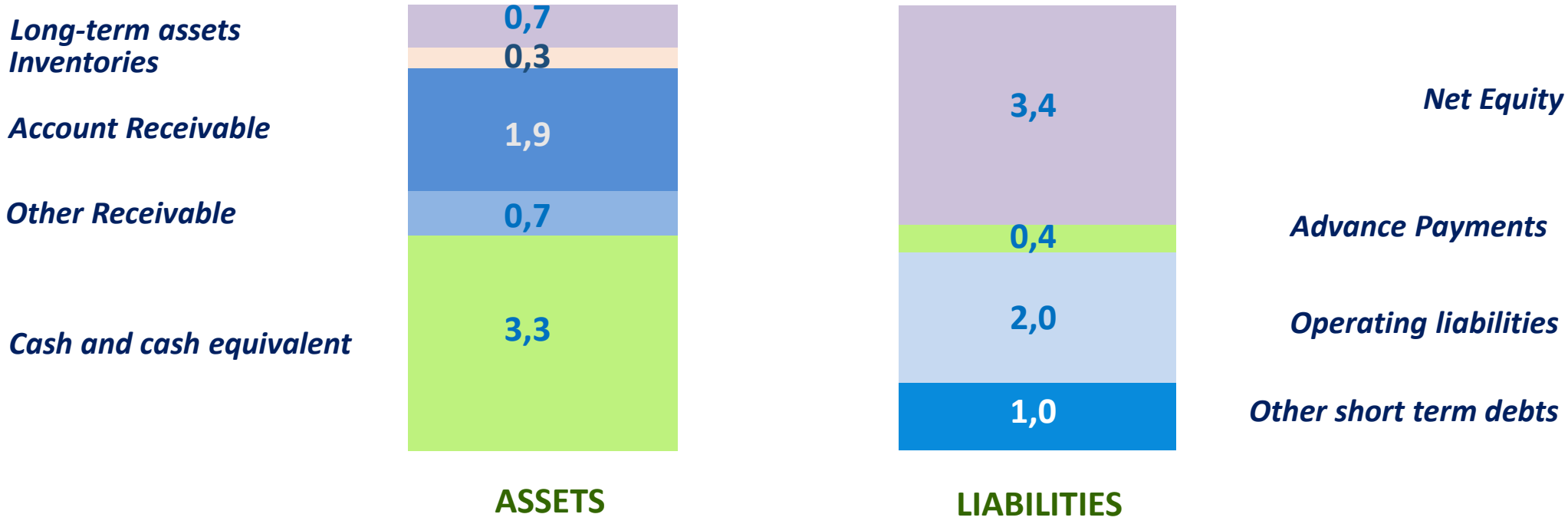
- **Operating expenses decrease by 6%**
  - Reagent cost: (4%) or (18%) w/o volume effect
  - External charges: (17%) / In 2017: increase of IP cost and external development cost in Diagnostic (kit)
  - Personnel expenses: steady

- **Operating expenses breakdown**



Strong improvement of H1 2018 EBIT versus H1 2017: +57%

IntegraGen Balance sheet as of June 30, 2018 (M€)



Cash burn of €0,8m versus €1,9m in H1 2017 and €1,2m in H1 2016:
1/ lower operating charges
2/ CIR payed in June versus July (€0,33m)

2018 operations update

Key highlights - 2017 and 2018

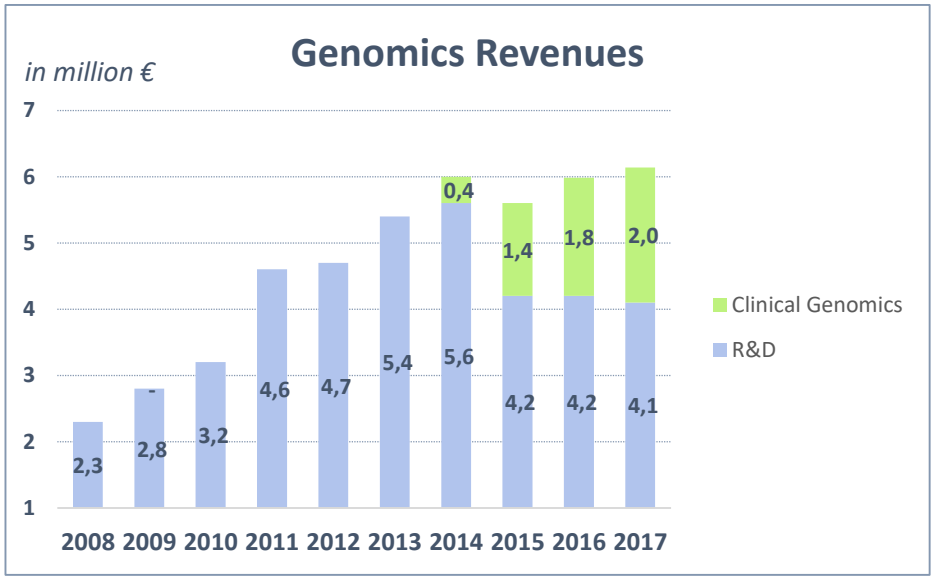
- **Genomics**
  - Strong growth of the Genomics business line in 2017 & 2018: +17% in H1 18 vs. 17
  - Attribution of a €18m contract over 5 years for the operation of the SeqOIA Genomics Platform (July 2018)
  - 3 years renewal of the agreement with Gustave Roussy Cancer Center in Villejuif (2017/2020)
  - Launch of Mercury and Sirius – Wwide Licence agreement with Twist regarding the distribution of IntegraGen softwares

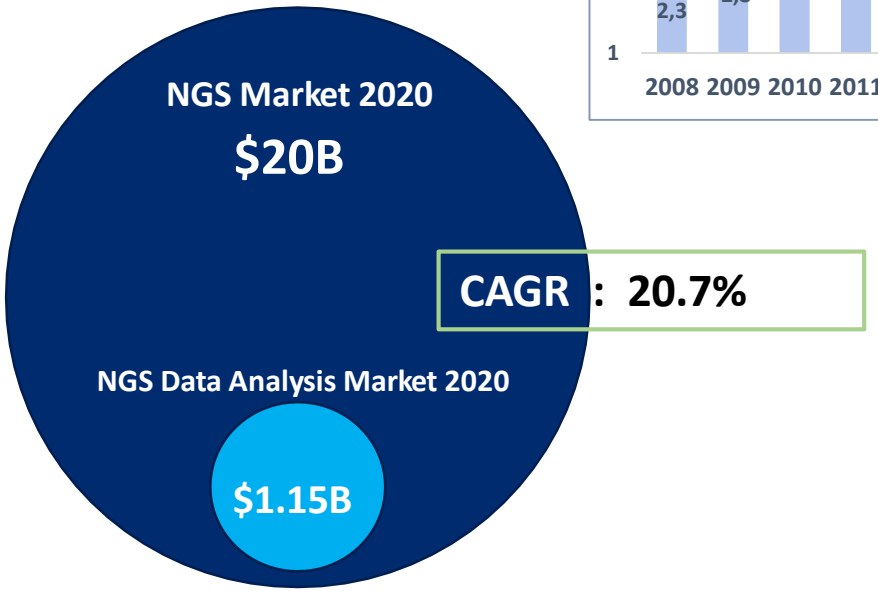
- **Diagnostics**
  - Licencing agreement with Cerba Laboratories and with GoPath Labs (Chicago, Il) for the realisation of the 31-3p test in Europe & North America
  - CE-IVD Marking of the miRpredX 31-3p kit, ISO 13485 certification
  - Scientific publication in Oncotarget (newEpoc), Biomarker Insight and Clininical Cancer Research,
  - PLA (Proprietary Laboratory Analysis) code from the Am. Medical Assoc. (AMA) for GoPath Mir31now test in the USA

IntegraGen, key figures & potential markets

Employees	40
Rev 2017 / H1 18	6,3 m€ / 3,7 m€
Cash burn 2017 / H1 18	2,1 m€ / 0,8 m€
Cash dec 31st 2017	4,1 m€

T.A.M. Diag (31-3p mCRC)	120 m€
T.A.M. Genomics	20 bn $
T.A.M. Software	1,15 bn $





Sources: Grand View Research Inc, Global Market Research Inc, Ilumina CEO statement

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Genomics

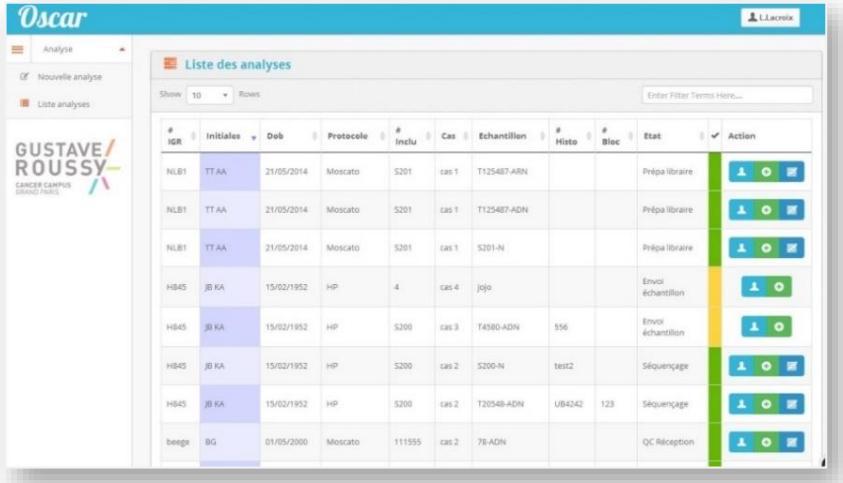
10 years of sequencing and bioinformatic development

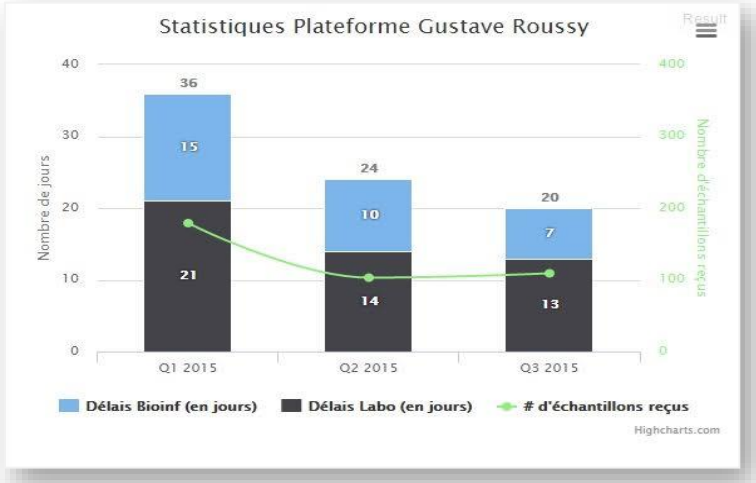
2009 – 2010 Exome provider	2011 – 2012 ERIS	2013 – 2016 ICE	2017 – 2018 Mercury -Sirius	2018 – …. SaaS Business
– First exomes provided at 5000€ – No data analysis	– Prices down – Data volumes up (with coverage) – ERIS analysis tool	– Software development plan – Aim to provide independant, self standing SW for Exome data interpretation	– Cloud enablement – Commercial launch (Sirius for R&D Sept 17, Mercury for oncology Jan 18)	– Sales – Support – Back office – Partners – Pricing – …

Clinical sequencing: From patient to reportable result in less than 3 weeks, provided via proprietary & user-validated interface

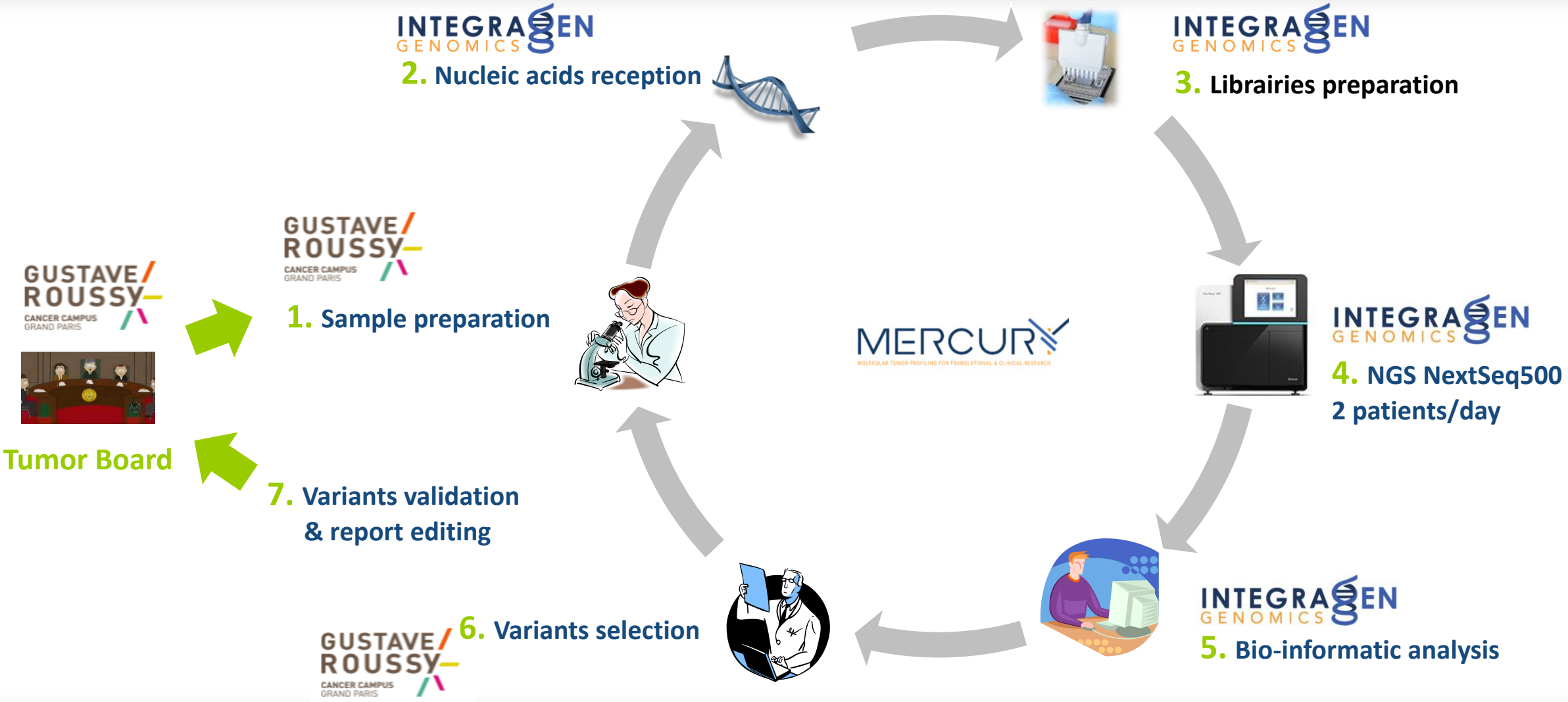
Delivering actionable Whole exome & RNA sequencing in 3 weeks

- Direct access to analyzed and pre-filtered results through graphical interface and intuitive filters
- Quick check of known genes and hotspots
- Open to external databases
- Easy report generation





Genomics in clinical research is an industrial process, for the tumor board



IntegraGen and SeqOIA, key contributors of the "France Medecine Génomique 2025" plan

2015-2016

Establishment of the FMG 2025 plan

"Bringing France into the era of genomic medicine"

June 2016

670 m€ financing over 5 years for the implementation of 12 genomic platforms, a data center & a Génomic Center of Excellence

Dec 2016 – July 2017

RFP issued to select the first 2 pilot platforms

July 2017

SeqOIA (Paris Region) & AuraGen (Lyon Region) are selected to be the 2 pilot platforms

SeqOIA
LA PLATEFORME GÉNOMIQUE DE PARIS RÉGION

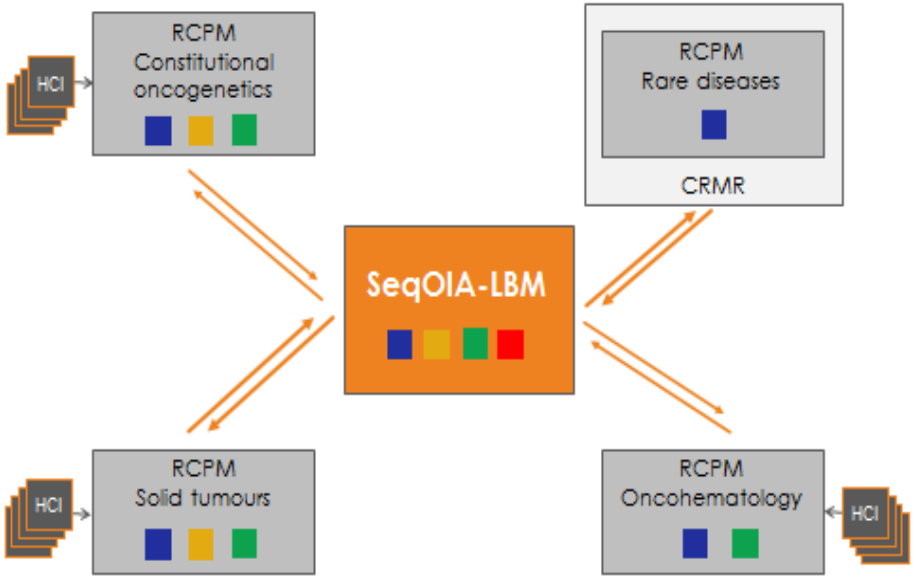
April – July 2018

RFP issued to select the industrial operator of the SeqOIA Platform,

Aug. 2018

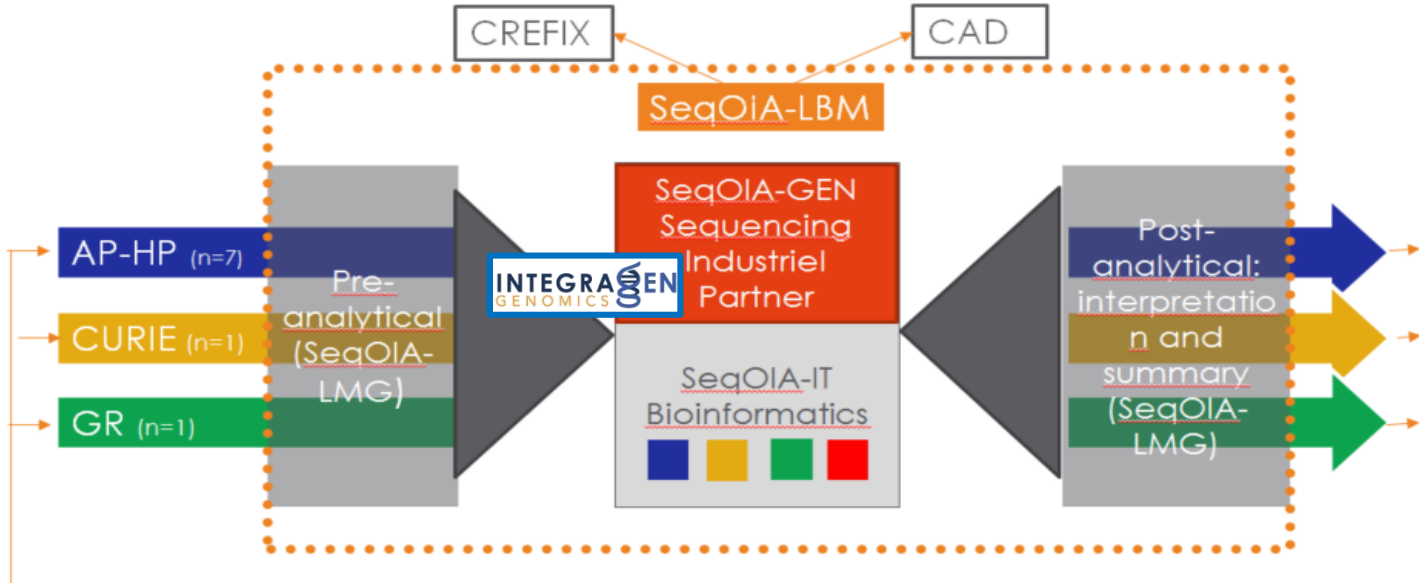
The SeqOIA GCS selects ***IntegraGen*** to be the operator of the SeqOIA sequencing platform, to produce sequencing data ***– €18m*** over 5 years

SeqOIA will manage sequencing for up to 14,000 patients /year, focusing on oncology & rare diseases



Abbreviations:
HCI = Health care institution
RCPM = Pluridisciplinary molecular consultation meeting
(Réunion de concertation pluridisciplinaire moléculaire)
CRMR = Reference centre for rare diseases *(Centre de Référence Maladies Rares)*

Colour code:
AP-HP
Institut Curie
Gustave Roussy
Industrial partner



CAPACITY INCREASE	2018	2019	2020	2021	2022
Capacity increase of the activity in % of the set target	20%	40%	60%	85%	99%
Number of constituional cases (rare diseases+cancer predisposition)	1100	2200	3300	4675	5445
Number of somatic cases (all solid and haematological cancers)	1650	3300	4950	7013	8168
Equivalents Genome 30X	**3625**	**7250**	**10875**	**15406**	**1794**
Number of patient cases	**2750**	**5500**	**8250**	**11688**	**1361**

IntegraGen Genomics positioning & growth potential

- **Leading private genomic lab in France**
- **Operator of the SeqOIA (Paris Region Regional Genomic Platform) Sequencing platform – €18m / 5 years**
- **Partner of the leading French institutions** *(G. Roussy, Pasteur, AP-HP, SeqOIA)*
- **Able to deliver timely high-quality analysis**
- **Able to industrialize & implement "turnkey"solutions** (GR live in 8 weeks, IP in 12)
- **Access to clinical use of results**
  - Onco panels (or exome)
  - Interpretation software
- **Access to other geographies to replicate GR/IP pilot model**
  - South Europe
  - Germany & East Europe
  - UK
- **Launch of genomic interpretation softwares – Mercury and Sirius in Q1 2018**
- **First distribution agreement of the softwares with Twist**

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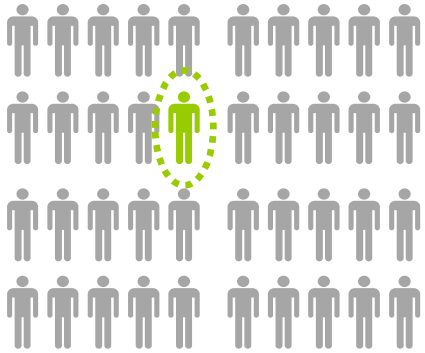
Diagnostics

Targeting the right drug a priori to a specific mCRC patient



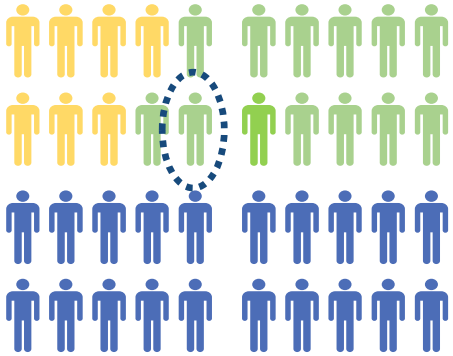
Which targeted therapy to add to traditional Chimio (Folfox/folfiri)

What is the molecular status of a specific patient?

miR-31-3p high: 16%	miR-31-3p Low 34%

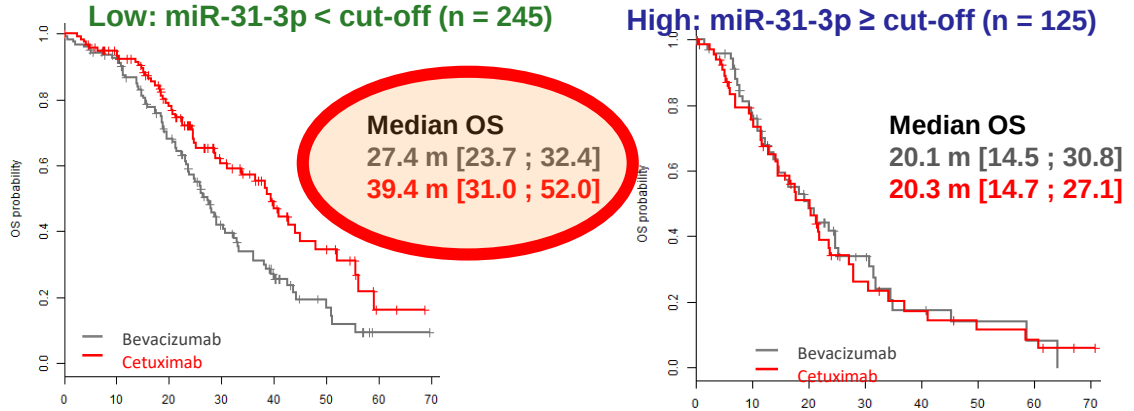
all RAS/KRAS wild type 50%

all RAS/KRAS mutated: 50%



Either Avastin / Erbitux	**Erbitux (Vectibix)** (12 Months OS advantage)
Avastin (only available option)	

Analysis of the FIRE-3 samples



12 Months difference at median OS for low expressors or miR-31-3p

Metastatic colorectal cancer (mCRC)
84,000 annually (US) - 170,000 (EU)

Commercialization launched

Licensing agreement with Cerba Laboratories and GoPath

- **Laboratory developed test marketed in France, Benelux and EMEA**

Partnership with Cerba allows

- Test availability for all clinicians
- First mover advantage for Cerba
- Revenue sharing agreement

- **Licensing agreement with Gopath for USA and Canada**

CE – IVD marked kit available

- **In house kit development**
  - **Batch manufacturing in dedicated facility in Evry**
  - **First batch release on Sept 7th**
  - **Ability to commercialize in all geographies recognizing CE-IVD mark**
  - **Western Europe:** 170,000* new cases of mCRC

Distribution, coverage and reimbursement are now the next target in line

*: Source Globocan 2012

On track for commercial operations, coverage & reimbursement

- **Final scientific publication available (FIRE-3 results in Clin. Cancer Research, Aug 2018), finalizing the publication portfolio required for**
  - Guideline submission
  - Reimbursement process

- **Attribution of PLA (Proprietary Laboratory Analysis) code by the AMA to Gopath Laboratories**
  - Provides an exclusive code for test

- **Submission of an RIHN pricing file to the French Ministry of Health**
  - Expecting decision – No information on timing…

Key take aways

- **H1 2018 financial results**
  - 17% growth in revenues
  - 57% improvement of Operating margin
  - Limited cash consumption
- **Genomic Services**
  - Resumed growth of R&D services
  - Slight decrease of clinical platform revenues (after very strong growth in 2017)
- **Diagnostic**
  - 4 publications in last 12 Months, leading to PLA code awarded to GoPath
  - Still limited revenues from kit or test sales
- **Perspectives 2018/2019**
  - Continued organic growth of revenues
  - Expected delivery of revenues from SeqOIA contract starting 2019 with a potential to increase revenues by more than 50% by 2020 onwards
  - Expecting continued improvement of profitability

Thank you for your attention

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