INTEGRAGEN

Corporate Presentation
January 2019

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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	2018
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	Research Agreement with APHP	Launch of miRpredX CE marking	Launch of SIRIUS & MERCURY SeqOIA contract

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

Inserm – Instituts thématiques – 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

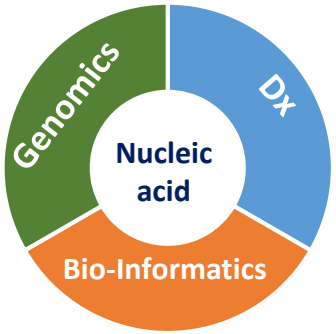
Institut Pasteur

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

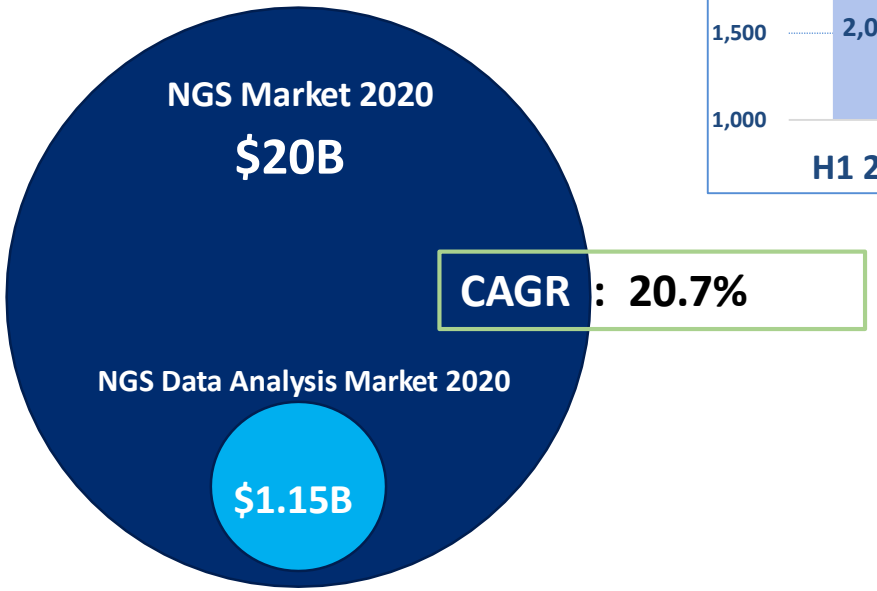
miR-31-3p

miRpredX

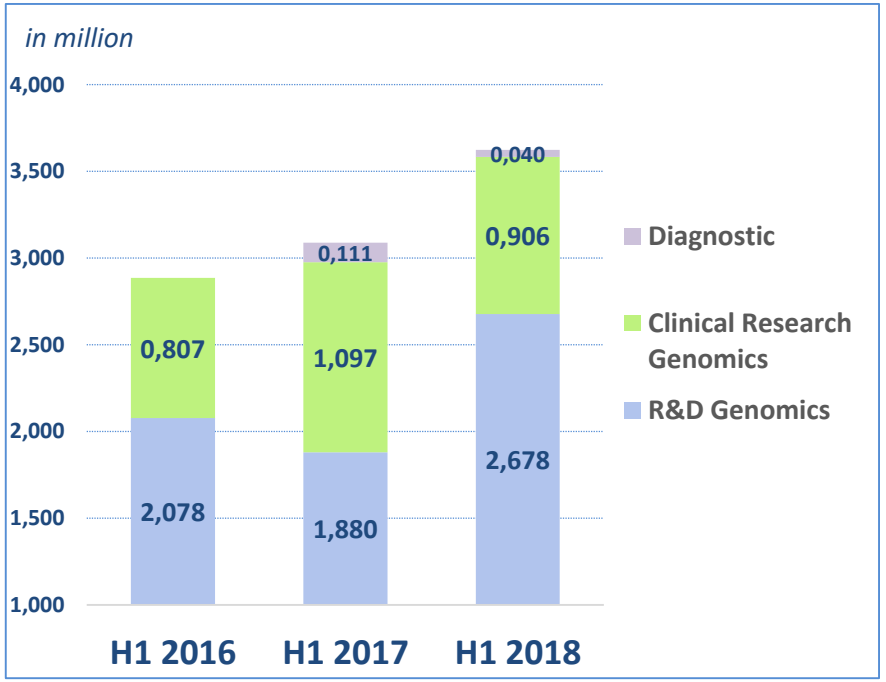
IntegraGen, key figures & potential markets

Employees	44
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 $

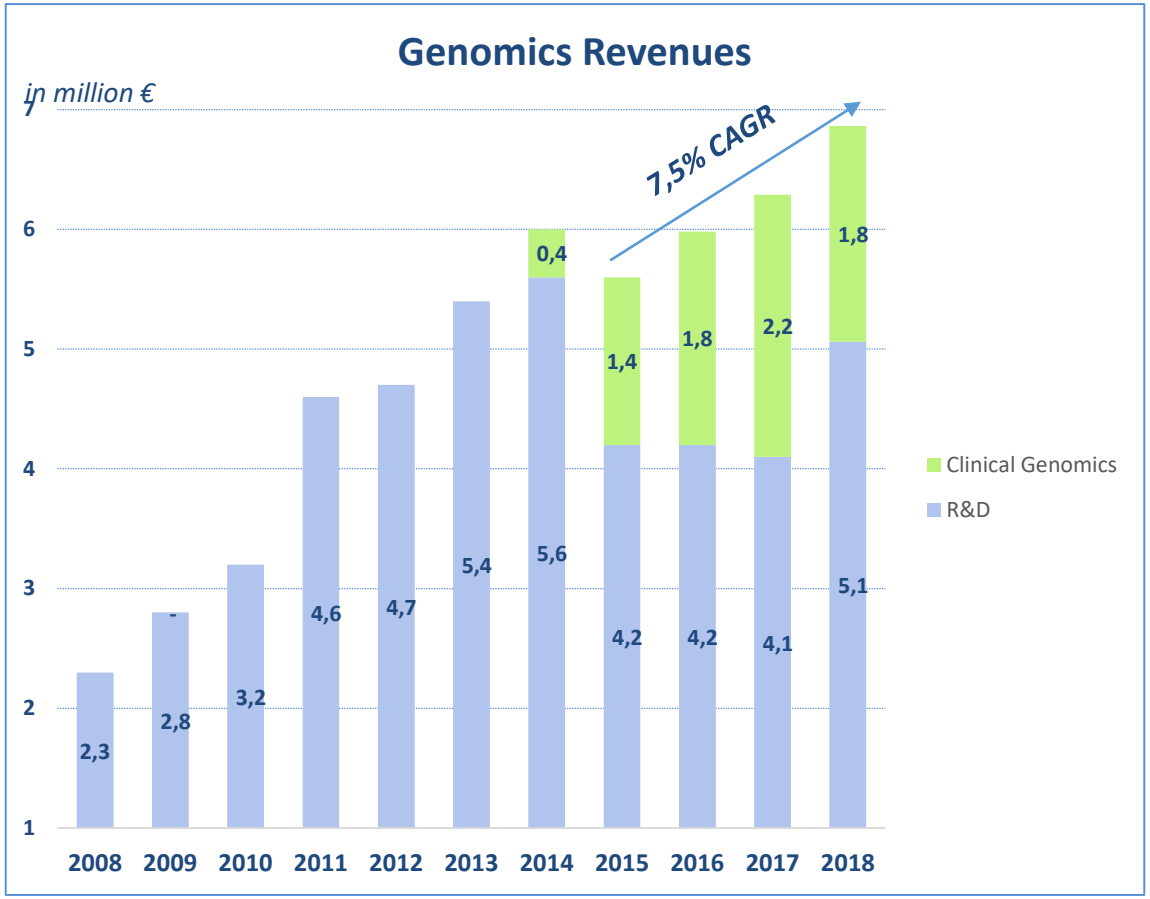


IntegraGen Revenues – H1 2016 – H1 2018



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

Business switch has shown recovery since 2015



In K euros	2018	2017	2016
Genotyping	248	337	421
Sequencing	4 334	3 523	3 651
Geco	210	220	169
Software	261		
Sub-total R&D	**5 044**	**4 080**	**4 241**
GR	1 002	1 367	1 137
Pasteur	816	671	645
Sub-total Clinical	**1 817**	**2 038**	**1 782**
Dx	90	140	
Total	**6 940**	**6 118**	**6 023**

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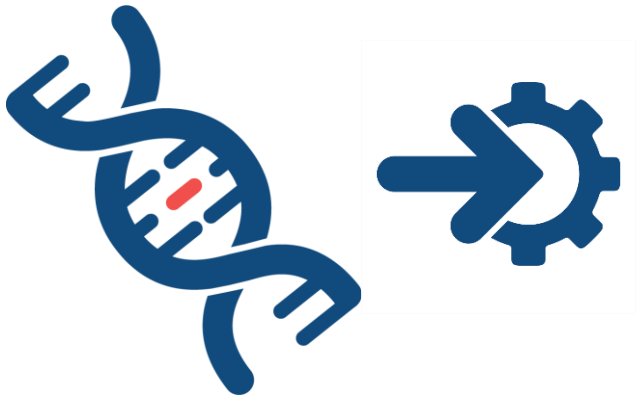
Genomics

We provide three levels of Genomic Services



Sequencing with raw data output provided to customers

Primary data filtering/analysis (including bioinformatic tools to support direct analysis by customers)

SIRIUS

SHINE THE LIGHT ON YOUR DNA-SEQ

MERCURY

MOLECULAR TUMOR PROFILING FOR TRANSLATIONAL & CLINICAL RESEARCH

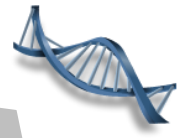
Detailed data analysis with expert biostatical support

GeCo

IntegraGen operates a cancer dedicated, industrial platform that provides integrated sequencing + support to interpretation

1. Sample prep

2. Nucleic acids reception



3. Librairies preparation

4. NGS

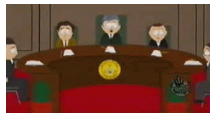
SaaS based, cloud enabled proprietary interpretation software tool

MERCURY

5. Bio-informatic analysis

6. Variants selection

7. Variants validation & report editing



Tumor Board

MERCURY: from sequencer to clinical research report

Sequencing:

- tumoral RNA
- tumoral DNA
- germline DNA

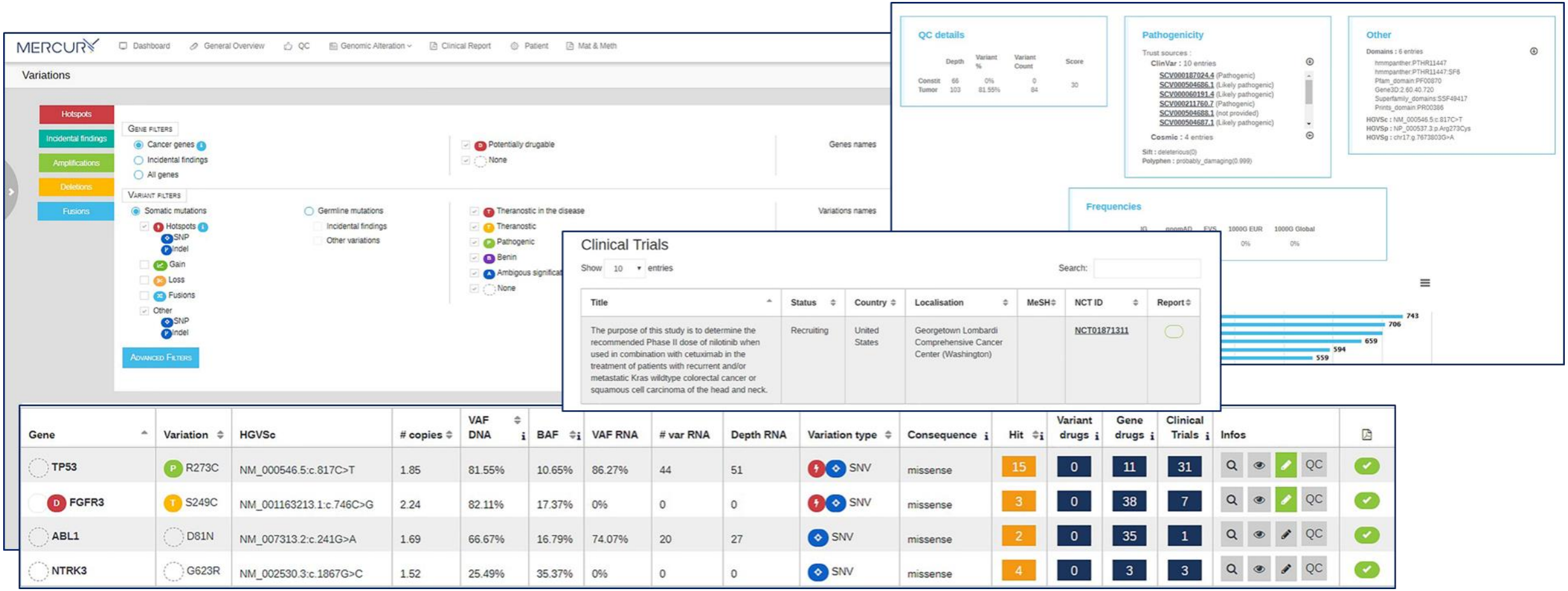
MERCURY

MOLECULAR TUMOR PROFILING FOR TRANSLATIONAL & CLINICAL RESEARCH

Alignment → Detection → Annotation → Comparison → Clinical Interpretation → Pre-classification → Oncobiologist Software Interface → Clinical Report

Oncologist

Prioritization of genes and variants with access to numerous databases



Gene	Variation	HGVSc	# copies	VAF DNA	BAF	VAF RNA	# var RNA	Depth RNA	Variation type	Consequence	Hit	Variant drugs	Gene drugs	Clinical Trials	Infos
TP53	R273C	NM_000546.5:c.817C>T	1.85	81.55%	10.65%	86.27%	44	51	SNV	missense	15	0	11	31	QC
FGFR3	S249C	NM_001163213.1:c.746C>G	2.24	82.11%	17.37%	0%	0	0	SNV	missense	3	0	38	7	QC
ABL1	D81N	NM_007313.2:c.241G>A	1.69	66.67%	16.79%	74.07%	20	27	SNV	missense	2	0	35	1	QC
NTRK3	G623R	NM_002530.3:c.1867G>C	1.52	25.49%	35.37%	0%	0	0	SNV	missense	4	0	3	3	QC

MERCURY Databases:
Optimized automated bioinformatics pipeline

MERCURY
MOLECULAR TUMOR PROFILING FOR TRANSLATIONAL & CLINICAL RESEARCH

- Cosmic
- ClinVar
- TCGA
- OMIM
- PUBMED
- GnomAD
- Polyphen
- SIFT
- GENCODE
- HGMD-PUBLIC
- ESP, NHLBI Exome Sequencing Project
- DGIDB
- Uniprot
- DGV

MERCURY also has direct links to the following datasets/ database which provide identity cards and annotations for genes of interest:

- Genecards
- Tumor Portal
- Cosmic
- NCBI/PUBMED
- Ace View
- Gene Ontology

MERCURY incorporates the following genomic databases for fusions:

- ChimerDB 2.0 database
- Cancer Genome Project (CGP) database
- The Cancer Genome Atlas
- Fusion genes found in the The Cancer Genome Atlas consortium RNA-seq dataset
- Fusion genes found in a RNA-seq dataset of 272 glioblastomas from the following publication: https://genome.cshlp.org/content/24/11/1765
- Fusion genes found in a oesophageal tumors from TCGA samples from the following publication: https://www.nature.com/articles/nature20805
- Oncogenes - when one or both genes are a known oncogene according to ONGENE database: http://ongene.bioinfo-minzhao.org/index.html
- When one or both genes are associated with cancer according to Cancer Gene database: http://www.bushmanlab.org/links/genelists
- When one or both genes are proto-oncogene or tumor suppressor genes according to the UniProt database: http://www.uniprot.org/
- Known fusion genes found in pancreatic tumors based on the following publication: http://dx.doi.org/110.1038/nature16965
- Known fusion genes found in 150 prostate tumors RNAs from the following publication: http://dx.doi.org/10.1016/j.cell.2015.05.001)

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

April – July 2018

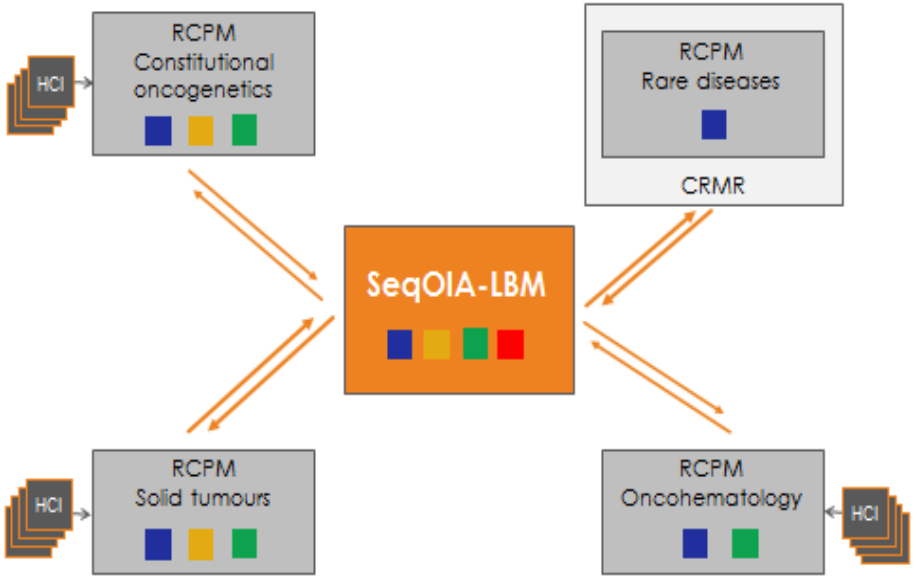
RFP issued to select the industrial operator of the SeqOIA Platform,

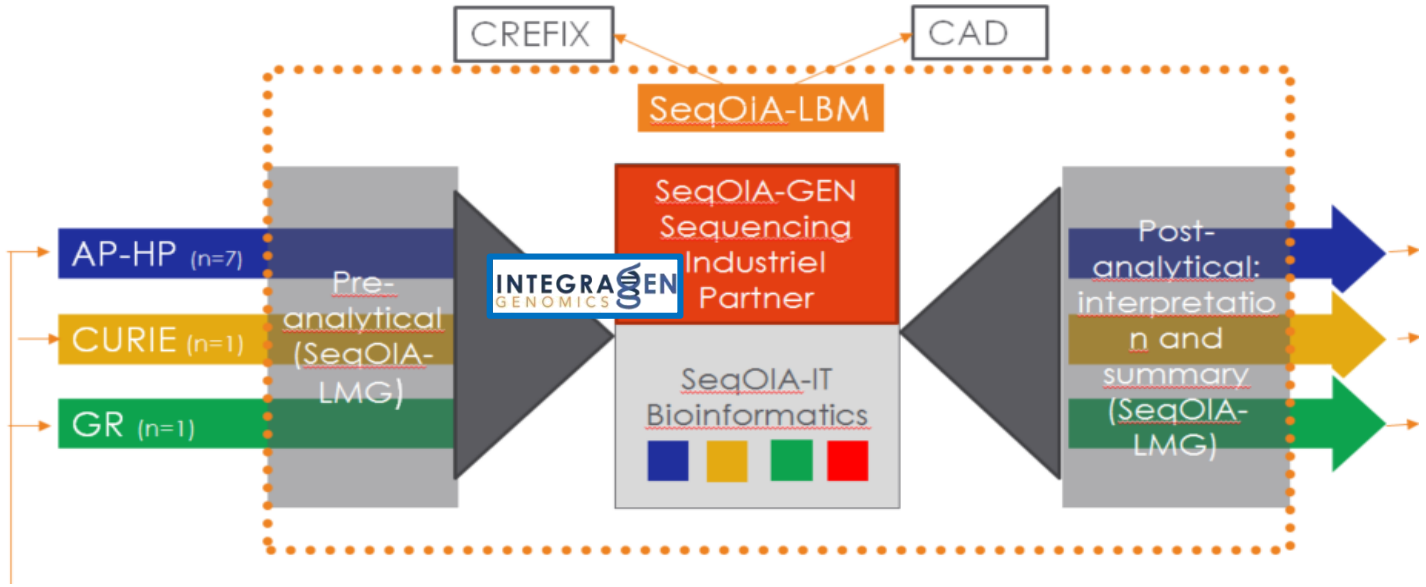
Aug 2018

The SeqOIA GCS selects ***IntegraGen*** to be the operator of the SeqOIA sequencing platform, to produce sequencing data

17 to 25m€ services over 5 years

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





17 to 25 m€ over 5 years for

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 – 17 to 25 m€ / 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 Bioscience**

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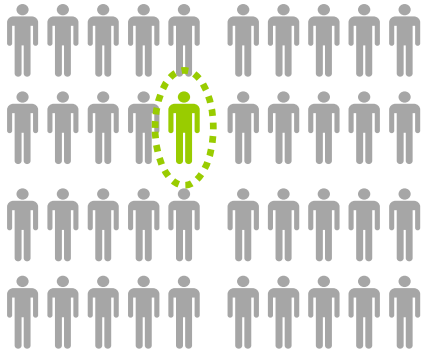
Diagnostics

Targeting the right drug a priori to a specific mCRC patient



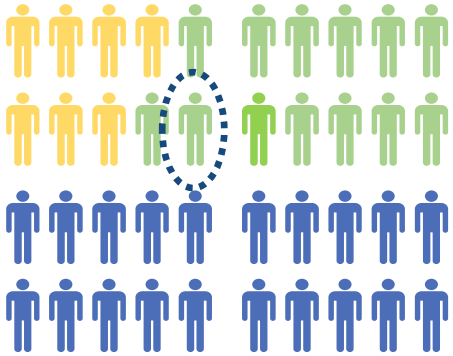
Which targeted therapy to add to traditional Chimio (Folfox/folfiri)

What is the molecular status of a specific patient?

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

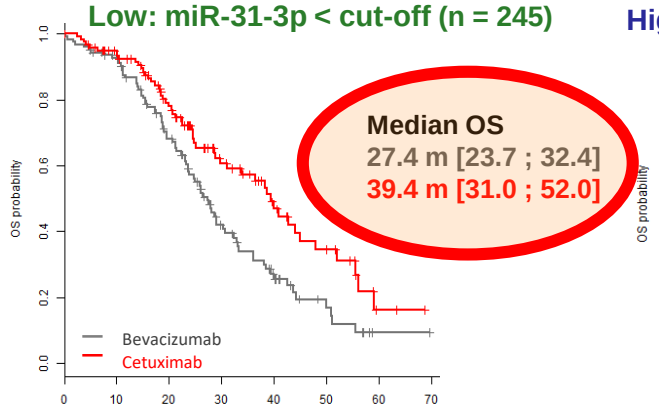
all RAS/KRAS wild type 50%

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

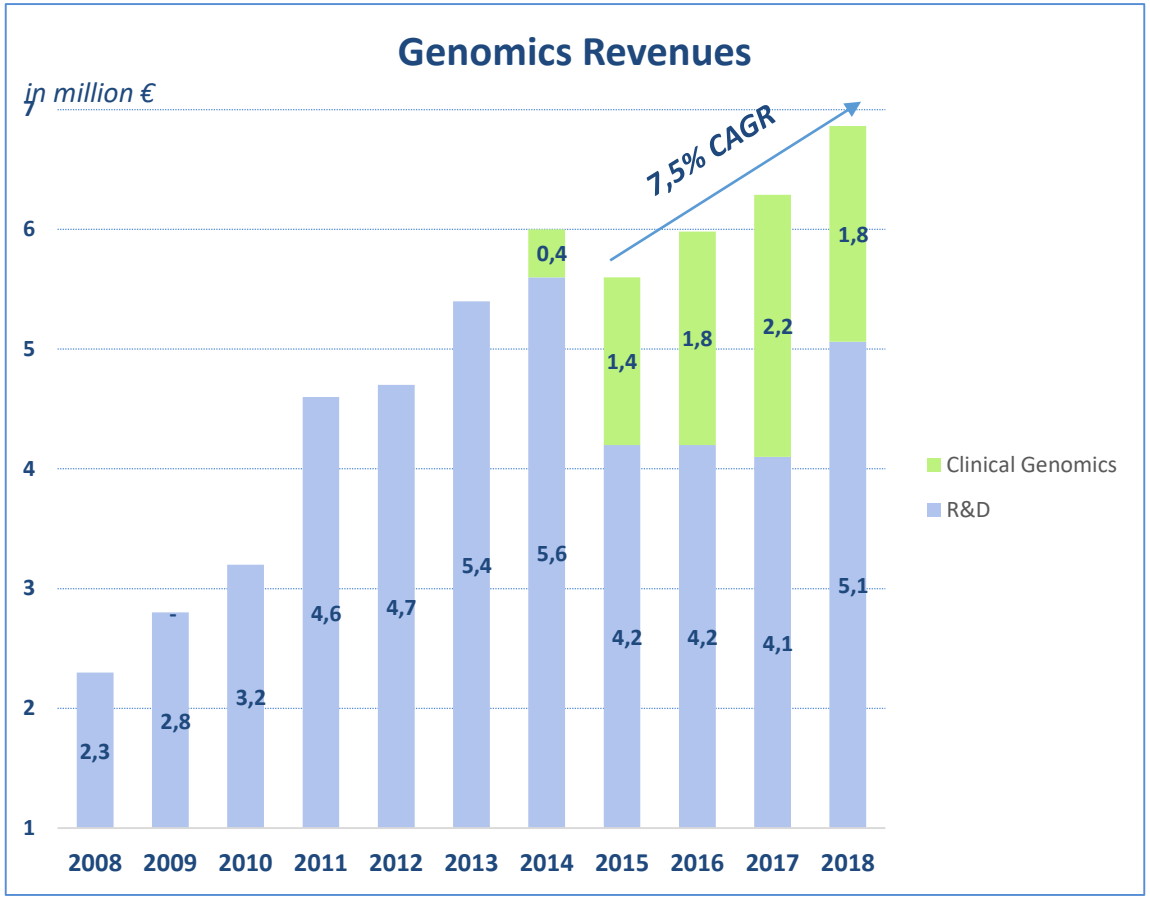
- **In house kit development**
  - **Batch manufacturing in dedicated facility in Evry**
  - **First batch release on Sept 7th**
  - **Ability to commercialize in all geographies recognizing CE-IVD mark**
  - **Western Europe:** 170,000* new cases of mCRC

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

*: Source Globocan

Financials

Business switch has shown recovery since 2015



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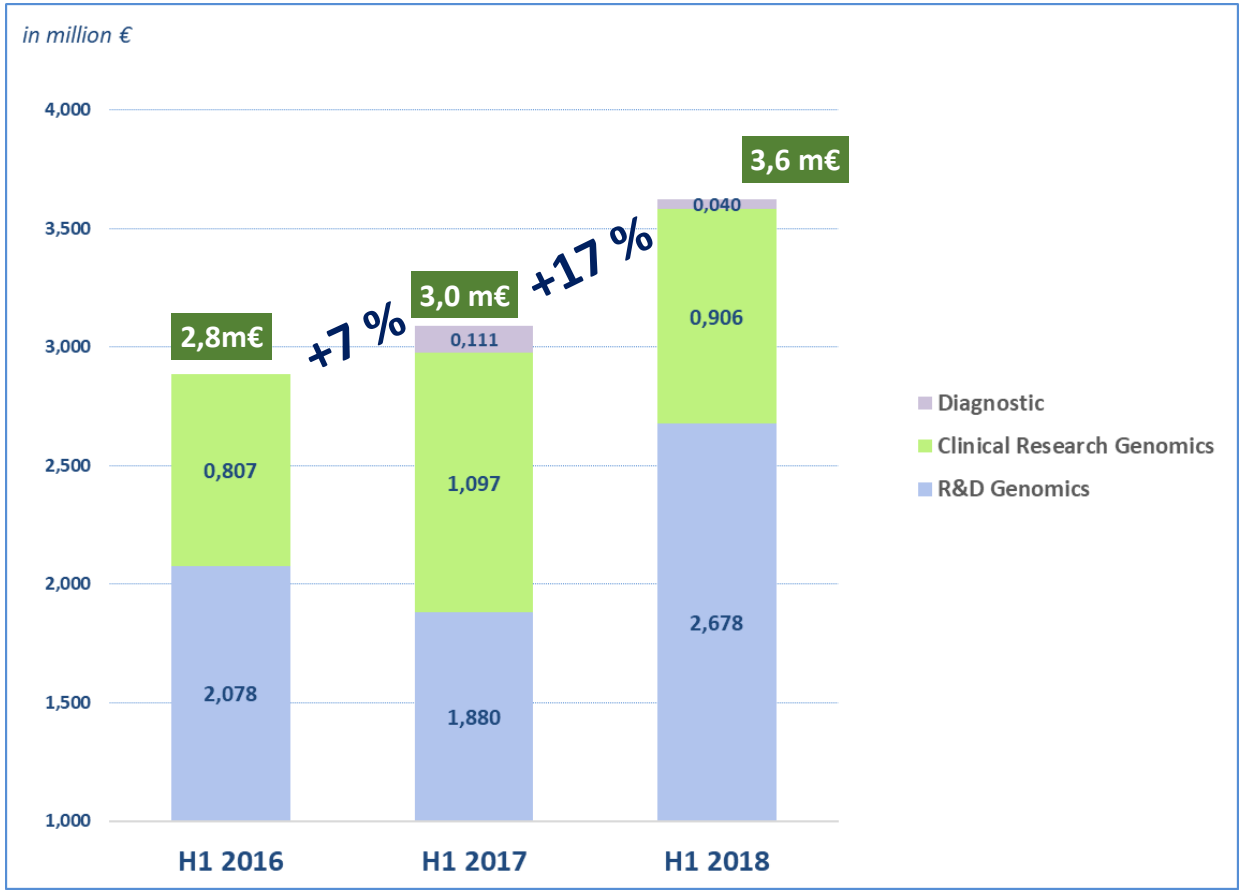
H1 2018 – Revenue growth of 17% driven by R&D Genomics

	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

With a significant improvement of operating profit (+57%) in H1

P&L

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

2018 & 2019 perspectives

- Strong growth of genomics in H1
  - +17% sales
- H1 detailed financials to be presented on September 21st
  - Expecting significant improvement of revenues & EBIT
- 2019/2023 expectations driven by SeqOIA project
  - Commitment by the State & the GCS to an 18m€ (between 16.4 & 25,5 m€) over 5 years
  - Driving a boost in revenues and an improved profitability situation
- Expecting Dx sales to ramp up in 2019

Thank you for your attention

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