

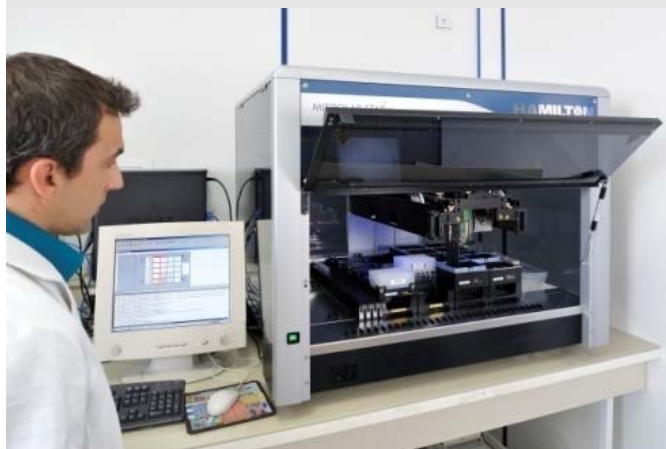
INTEGRAGEN

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INVESTORS PRESENTATION

2014 FINANCIAL RESULTS AND
FUTURE OPERATIONAL PLANS

APRIL 2015



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SPEAKERS



BERNARD COURTIEU (CHAIRMAN & CEO)

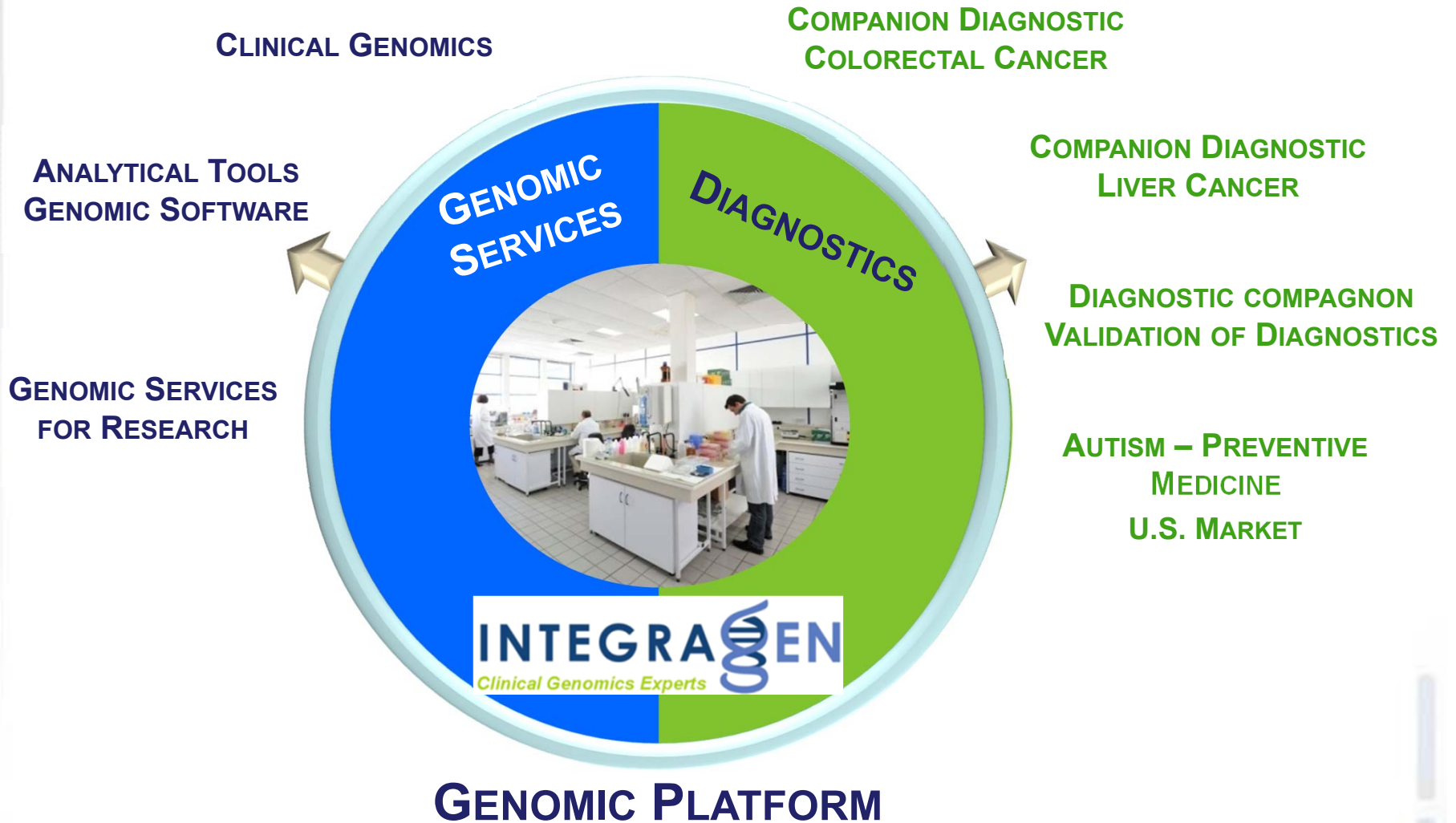
- Joined IntegraGen in September 2007
- Previously Vice-President and Managing Partner for Cap Gemini Consulting Life Sciences Division in France and Country Manager for France at Ariba



LAURENCE RIOT-LAMOTTE (CFO)

- Joined IntegraGen in October 2011
- Previously CFO of Aureus Science and LBMA, Auditor with Deloitte and Controller with Thomson

**INTEGRAGEN : A CORE GENOMIC PLATFORM
DEVELOPING CLINICAL APPLICATIONS**





FINANCIAL RESULTS 2014

MAJOR FINANCIAL ADVANCES IN 2014

- **Sales up 12%**

- **Successful Public Offering in June 2014**
Funds raised: 4.6 m€ (net = 4.1 m€)
 - Offer was two times oversubscribed
 - Exercise of extension clause (15%)
 - Participation of individuals up to 30%
 - Floating increase

- **Significant reduction in losses**
 - Rising revenues
 - Reduced corporate expenses and those related to external collaborations

- **Reduction in cash consumption**
 - 1,7 m€ compared to 2,0 m€ in 2013

**RÉSULTATS 2014 RESULTS : SALES UP 12%,
SIGNIFICANT REDUCTION IN LOSSES OF NEARLY 60%**



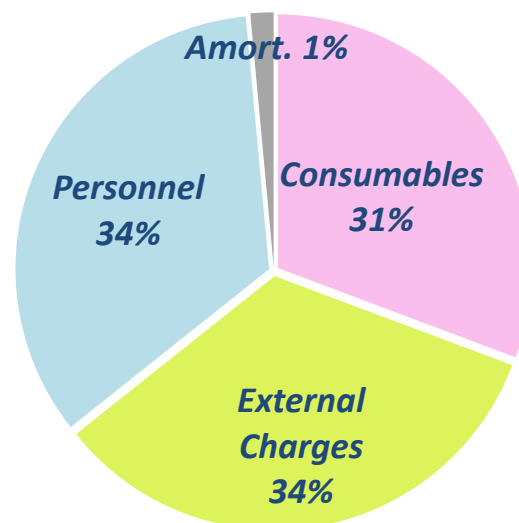
Income Statement

<i>in K€</i>	2014	2013	Var. %
Revenues	6 036	5 407	+12%
Other operating revenues	138	76	<i>ns</i>
Total Revenues	6 174	5 484	+13%
Operating costs	(7 875)	(8 377)	(6%)
Operating profit	(1 701)	(2 893)	+41%
Financial profit/loss	284	77	<i>n/a</i>
Exceptional profit/loss	(91)	(68)	<i>n/a</i>
Taxes (CIR)	464	338	+37%
Net Results	(1 044)	(2 546)	+59%

OPERATING INCOME UP 41%

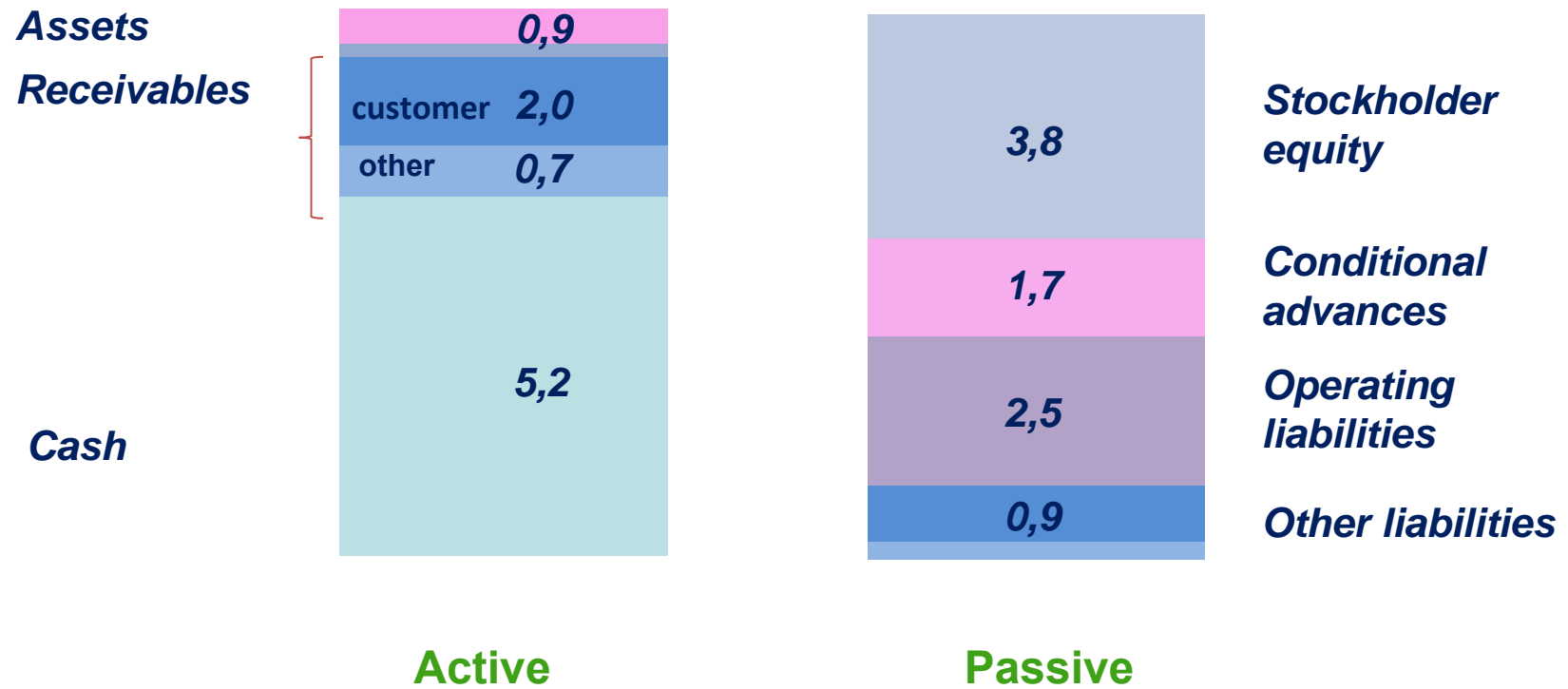
- **Revenues up 12%**
 - Increase of 4.6% for services activities related to research projects
 - Impact of the new business segment of “clinical research” including the platform at Gustave Roussy
- **Lower operating expenses in 2014,**
 - External expenses decreased by 574k€ : collaborative projects completed in 2013 (240k€), savings on corporate costs including Inc. (390 k€)
 - The cost of reagents was stable compared to 2013

Allocation of expenditures



**A PARTICULARLY ROBUST FINANCIAL STATUS AS OF
DECEMBER 31, 2014**

In millions of euros



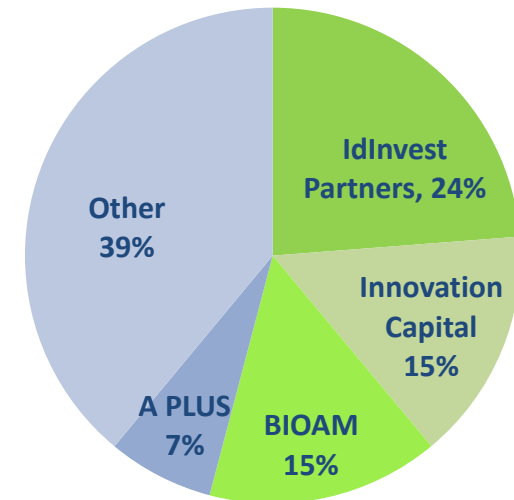
STOCK PRICE ON ALTERNEXT OVER LAST 6 MONTHS

(OCTOBER 7, 2014 TO APRIL 7, 2015)



Shareholders*

*Estimate as of the end of March 2015



Volume – 1 month average	8 673
Volume – 3 month average	8 769
Volume – 6 month average	10 810

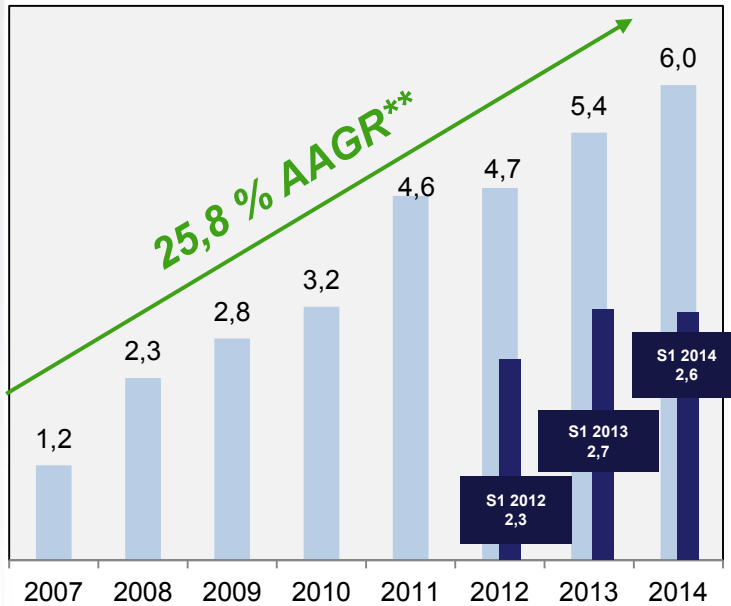


GENOMIC SERVICES: RESEARCH, CLINICAL RESEARCH, AND INFORMATION MANAGEMENT

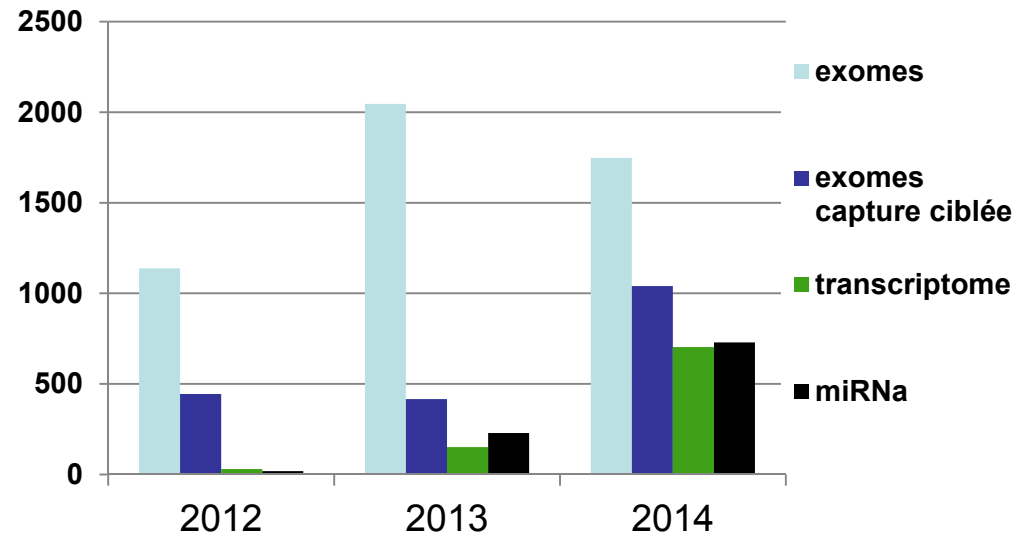
ONE OF THE FRENCH LEADERS OF GENOMIC SERVICES,
 PROFITABLE GROWTH* FOR THE PAST 7 YEARS



CA Genomic Services (m€)



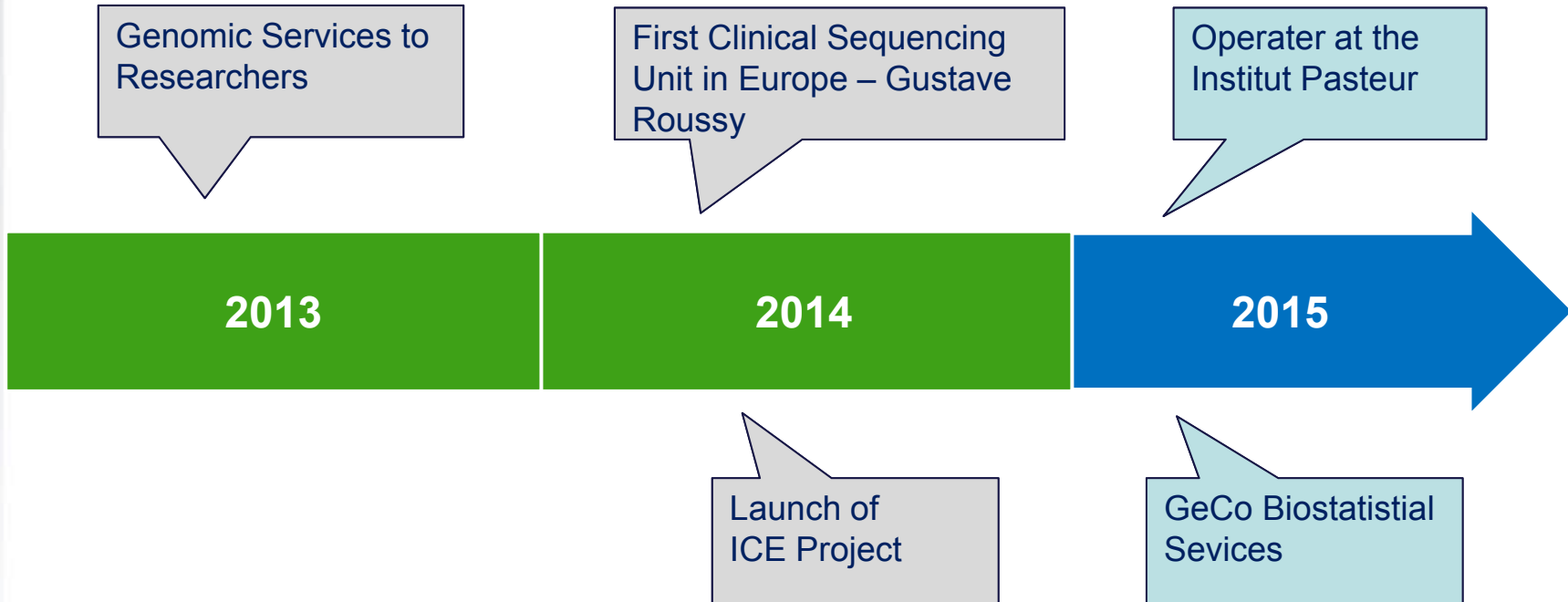
Business Trends



* It is stated that the profitable nature concerning the business segment : Genomic Services Research ,
 Clinical Research , and Information Management

** AAGR : Average Annual Growth Rate or actuarial rate

INTEGRAGEN GENOMICS : NEW OFFERS



RECOGNIZED LEADERSHIP IN CLINICAL SEQUENCING

- **The 1st private genomics platform in France**
 - *A unique know-how in sequencing and contributor to the financing of R & D*
 - *2 very high speed platforms*
- **Access to clinical research market (in partnership with Gustave Roussy)**
 - *A ten times greater market than that for basic research : (source Illumina)*
 - *The first agreement was with Gustave Roussy: installation of a high throughput platform at their location*
 - *Opportunity to expand the "clinical sequencing platform operator" to cancer centers: twenty centers in France, 120+ in Europe*
- **ICE software development for genomics navigation "the Business Object for Genomics"**
 - *Barrier to the entry of clinical sequencing services*
 - *Potential revenue of several hundred million \$ (estimations IntegraGen)*
 - *Developed by European industry leaders to support standardisation*



GENOMICS : A MAJOR AREA FOR STRATEGIC DEVELOPMENT AT INTEGRAGEN



Genomics

- **Remain the leader of genomic services to research**
 - *Provide superior services*
 - *Offer researchers the ability to study the expression of RNA signatures for liver cancer collections,*
- **Set a new standard for genomics clinical research**
 - *Implementation of the sequencing platform for clinical research at the Institut Gustave Roussy*
 - *Identify new deployment opportunities*

Bioinformatics

- **Develop a supply of high value-added services based on generated genomic data**
 - *Developing the ICE software (Interpretation of Clinical Exome) for which IntegraGen and its partners will receive up to € 2.3m of aid from the state and local governments*
 - *Prepare software marketing activities with appropriate partners or integrate into existing opportunities*
- **Support the analysis of data generated from genomic projects**
 - *Provide analytical services*
 - *Provide data management tools (ERIS, OSCAR, ...)*





AUTISM DIAGNOSTIC

DEVELOPMENT HISTORY FOR THE ARISK[®] TEST

1st Generation

4 SNP panel



- Published February 2010 in *Molecular Autism*
- 1st multi-gene panel evaluating risk of ASD
- Identified risk in children with siblings with ASD

2nd Generation

8 SNP panel



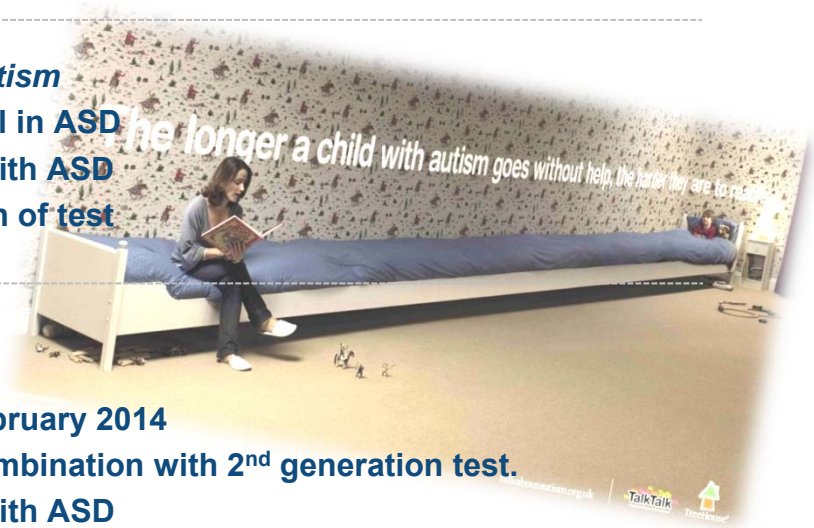
- Published October 2011 in *Molecular Autism*
- First ever gender-based multi-gene panel in ASD
- Identified risk in children with siblings with ASD
- Improved sensitivity vs. previous version of test

3rd Generation

57 SNP panel



- Data presented at IMFAR 2012
- Published in *Frontiers in Genetics* in February 2014
- Commercialized as the ARISK Test in combination with 2nd generation test.
- Identifies risk in children with siblings with ASD
- Improved sensitivity vs. previous versions of test



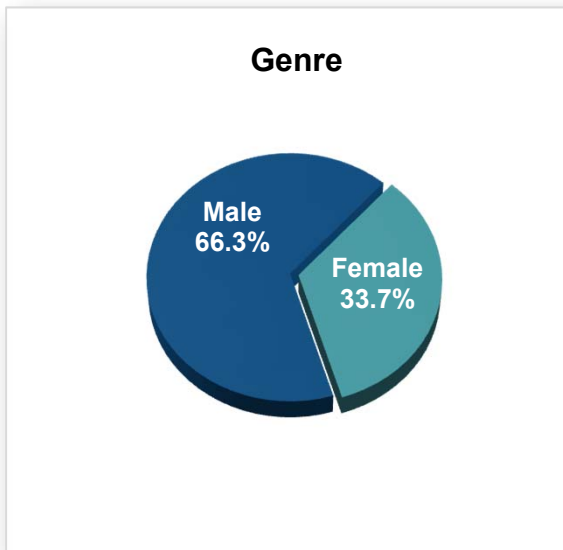
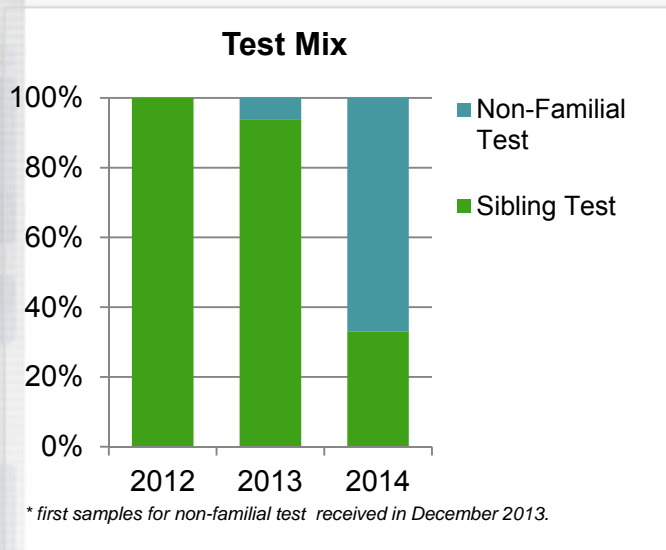
4th Generation

1,706 SNP panel



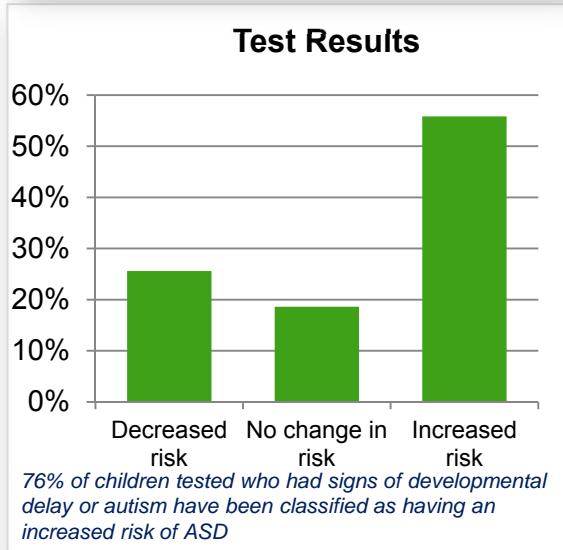
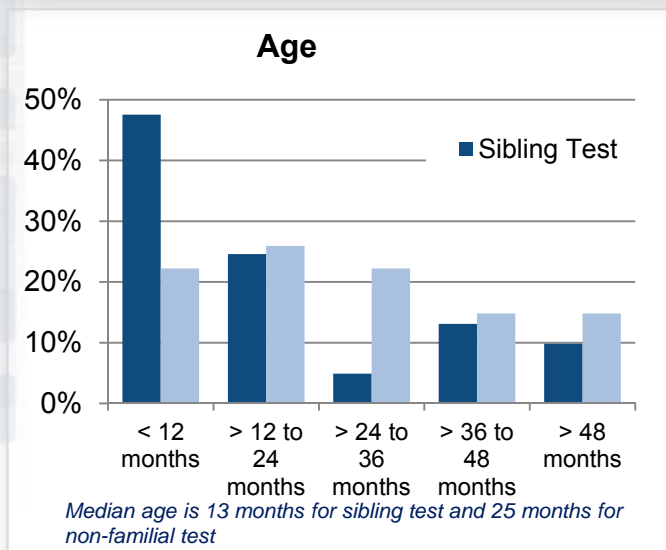
- Data presented at AACAP 2013
- Indication now includes children with symptoms of developmental delay or ASD
- No longer requires child to have older sibling with ASD in order to be tested
- Commercialized as the ARISK2 Test in early 2014

ARISK® 2015 : ACCELERATE PARTNERSHIPS



Licensing agreements and partnerships

- **Marketing agreement with Genoma for providing the test outside the US, excluding reimbursement**
- **Research synergies in the field of autism – Business partner in the U.S.**





ONCOLOGY DIAGNOSTICS

2 LEAD BIOMARKERS IN ONCOLOGY

Companion diagnostic for metastatic colorectal cancer (mCRC)

- **Simple test:**
 - a unique biomarker with RT-qPCR technology
- **Optimized the selection of patients eligible for treatment with anti-EGFR therapy**
 - Identifies patients who will respond to treatment
- **Potential for rapid adoption of test by clinicians**
 - Benefits from the availability of labs and widespread use for the KRAS test.

Classification and prognosis of hepatocellular carcinoma (HCC)

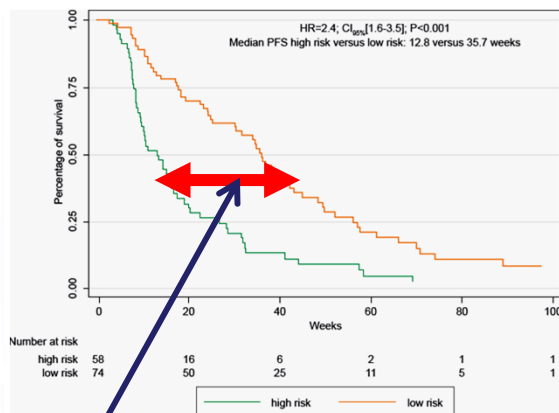
- **Test panel of 56 biomarkers**
- **Classifies tumors into one of six subgroups**
 - biomarker tool for the clinical development of new molecules
- **Evaluates patient prognosis**
 - survival and cancer recurrence after surgical treatment
- **Clinical validation**
 - Based on over 800 samples from patients

Developed through strong historical partnerships with two leading academic laboratories

MCRC : A PREDICTIVE BIOMARKER FOR RESPONSE TO THERAPY

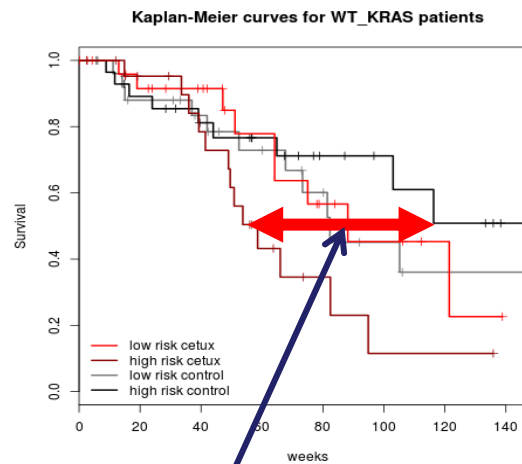
NEW RESULTS TO BE PRESENTED AT ASCO AND ELCC IN 2015

All patients with mCRC and KRAS “wild type”, 4 independent collections (n=132)



25 weeks

All patients from the New EPOC study, prospective, randomized phase III trial. (n=125)



50 weeks

- The expression of miR-31-3p identifies a **difference of 25 to 50 weeks** of median PFS(1)
- The expression of miR-31-3p is **associated with progression free survival** in patients treated with cetuximab.
- **The expression is predictive** of response to treatment. It is not related to the disease itself, given the results of the control arm.
- The express of miR-31-3p can **characterize a group of patients in whom anti-EGFR therapy is particularly harmful**

■ Clinical Benefit:

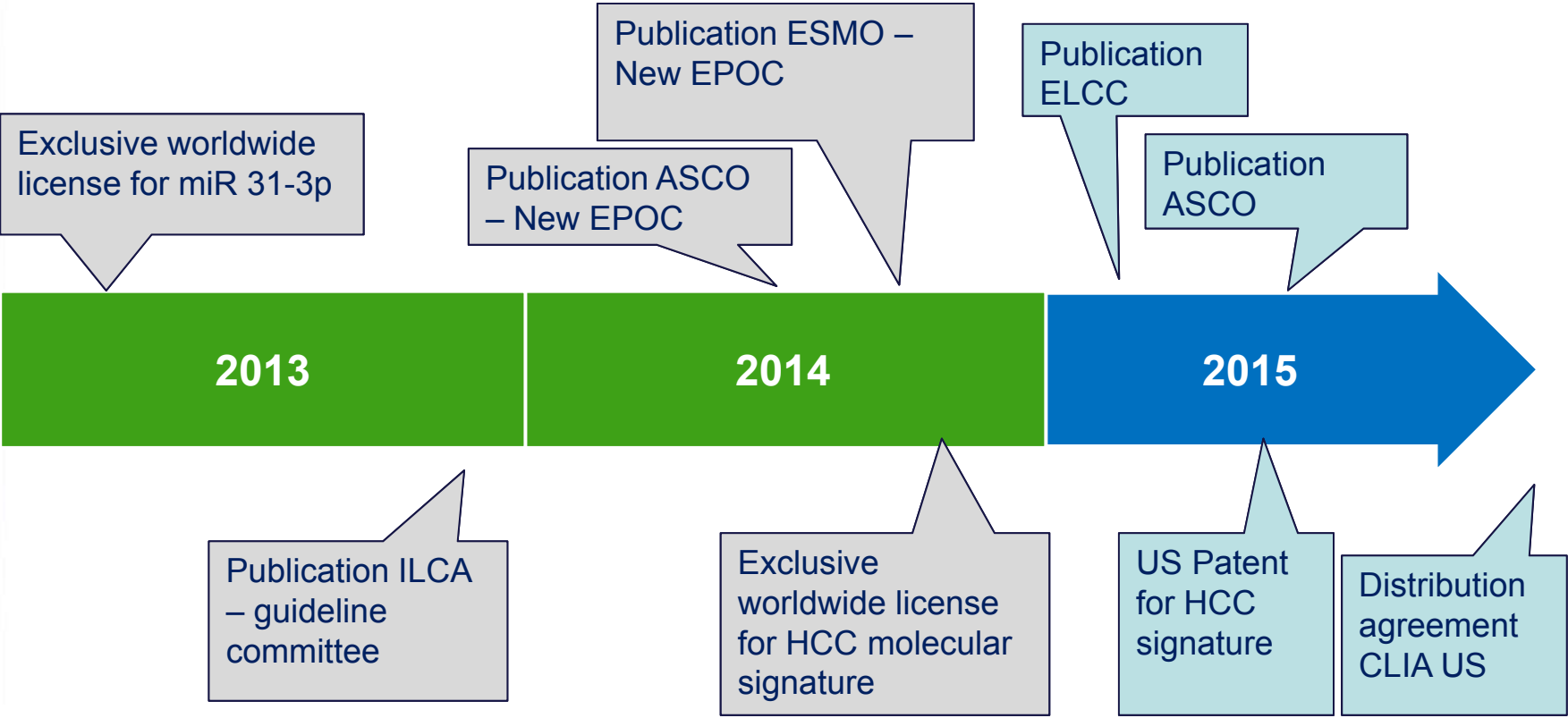
- Avoid unnecessary chemotherapy and adverse side effects
- Avoid the harmful chemotherapy related adverse events

■ Economic Benefit:

- Avoid unnecessary costs associated with chemotherapy and drug related adverse events

(1) PFS : progression free survival (= survie sans progression)

A NEWS FLOW THAT DOES NOT DRY UP



NEXT STEPS: THE COMMERCIALIZATION OF ONCOLOGY TESTS

Since 2008

- *Analytical and scientific validity identified and confirmed*
- *Validity and clinical utility demonstrated*

Perspectives 2015 – 2016

- **Commercialization – Licensing Agreement- mCRC**
 - *Commercial partnership in the USA - CLIA Laboratory*
 - *Work to obtain payment by private and public health insurance (CMS - Medicare / Medicaid)*
 - *Partnerships and /or subcontracting for the development of CE marked kit in Europe*
 - *Access to business resources, regulatory, manufacturing*
 - *Work towards the integration of the biomarker in the guidelines and requirements of prescribing anti-EGFR agents*
- **Commercialization – Licensing Agreement- HCC**
 - *Commercial partnership in the USA - CLIA Laboratory*
 - *Launch a “RUO” type service in Europe*
 - *Search for industrial development partnerships with pharma for companions tests*
 - *Work on the drafting of guidelines that include the molecular signature*



PERSPECTIVES 2015/2017

INTEGRAGEN ADDRESSES A MARKET POTENTIAL OF MORE THAN 1 BILLION €



Market for Genomic Services: 4 mrd\$ in 2016

(source : Nature)

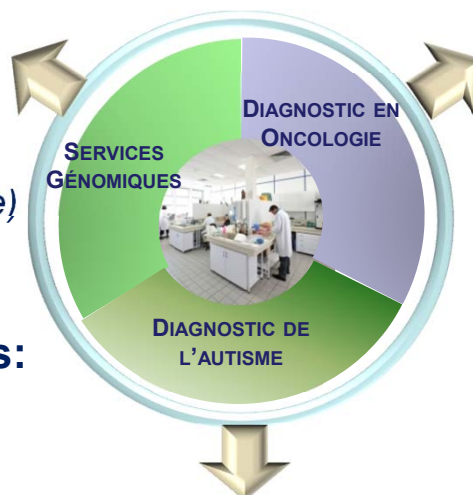
Utilization of Genomics: 500 mrd\$ to 1200 mrd\$ in 2025

(source : McKinsey Global Institute)

Software and associated bioinformatics for Genomics:

1,5 mrd\$ to 2 mrd\$

(source : Nature)



Marketing for Genetic Testing in USA : 5,9 mrd\$ in 2011

(Source : Market trends in Genetic Testing Booz Allen Hamilton)

Growth of 10% to 15% between 2012 and 2021

Market for Molecular Genetic Testing in Oncology:

11 mrd\$

(source : Illumina)

Tests KRAs (metastatic colorectal cancer - mCRC) : 100 mrd\$

(source : Qiagen)

U.S. market potentiel for genetics tests which aid in the diagnosis of autism : 400 m\$

(source : IntegraGen)

PERSPECTIVES 2015-2017 : COMMERCIAL PARTNERSHIPS AND PROFITABLE GROWTH



Genomics

- Profitable growth
- Clinical partnerships / operator
- Technology leadership

Diagnostic

- Clinical validation
- Coverage / reimbursement
- Sales and distribution partnerships



THANK YOU FOR YOUR ATTENTIONS